

Gerresheimer
CAPITAL MARKETS DAY 2010

Gerresheimer Today

September 1, 2010

Uwe Röhrhoff, CEO

Gerresheimer – who we are and what we do

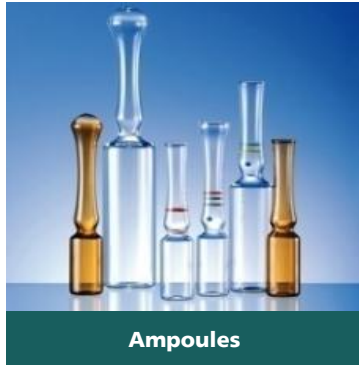
- Gerresheimer is an important partner of the pharmaceutical and healthcare industry.
- Innovations in the application of pharmaceutical products are innovations that people benefit from and which improve their quality of life.
- Our products make a practical and significant contribution to health and well-being.

Gerresheimer today

- 1 Products
- 2 Markets
- 3 Customers
- 4 Technologies
- 5 Organization

Pharmaceutical Packaging products

Glass



Ampoules



Cartridges



Vials



Pharma Bottles

Plastics



Containers for Liquid Drugs



Containers for Solid Drugs

Pharmaceutical Systems & Medical Devices

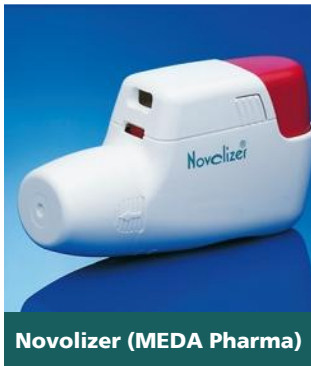
Pharmaceutical Systems



Turbuhaler (AstraZeneca)



Flexpen(Novo Nordisk)



Novolizer (MEDA Pharma)



RTF® Syringes

Medical Devices



ACCU-CHEK® Multiclix
(Roche Diagnostics)



ACCU-CHEK® Mobile FastClix
and its components
(Roche Diagnostics)

1 Products

Products for adjacent markets

Cosmetics



Perfumery Flacons

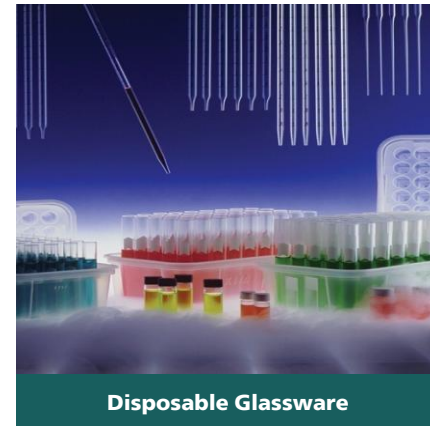


Jars etc. for Care Products

Life Science Research



Reusable Glassware



Disposable Glassware

2 Markets

Leading market positions in attractive niche markets

Division	Tubular Glass (Injectable Glass and Systems)			Plastic Systems (Plastic Drug Delivery and Systems)				Moulded Glass	Life Science Research
	Tubing	Syringes	Other Injectables	Plastic Packaging	Inhalation (DPI) ¹	Diabetes Diagnostics ²	Pens	OTC Liquids and Syrups Bottles	Glass Consumables & Equipment
North America	# 1	# 2	# 1		started			# 1	# 1
Europe	# 2	# 2	# 2	# 1	# 1	# 2	started	# 2	
China		# 2	# 1						# 1

Source: Company Information

¹ DPI = Dry Powder Inhaler

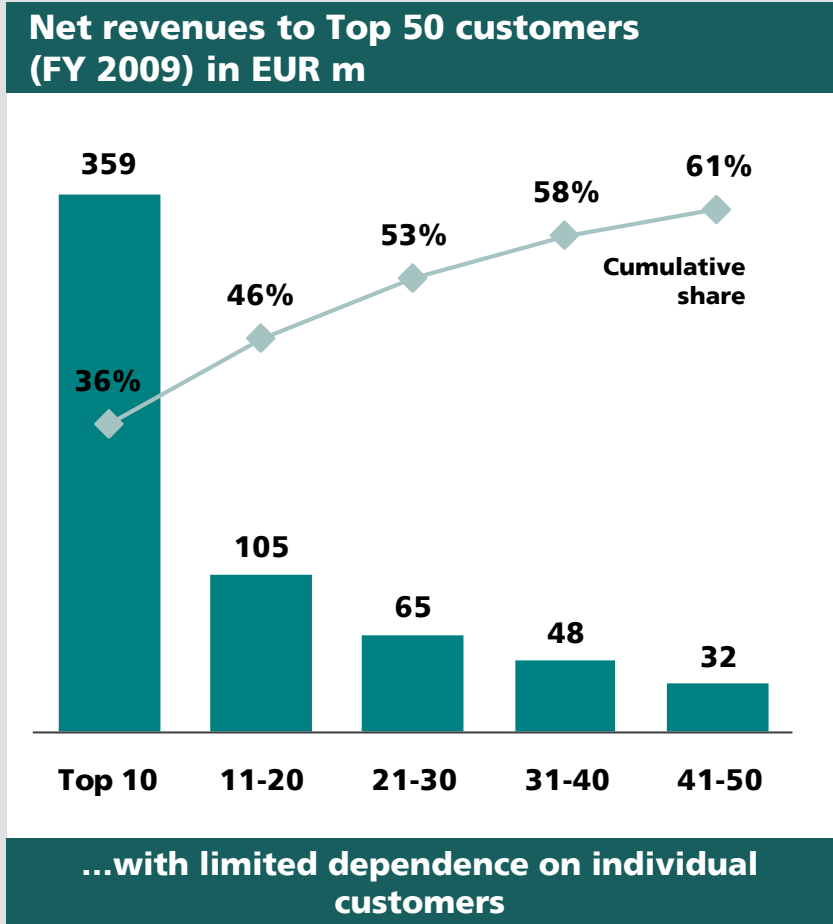
² Includes lancets and lancing devices only

3 Customers

Well-diversified blue-chip customer base

Pharma & Healthcare	Other
Bayer HealthCare Bayer Schering Pharma AstraZeneca Taisei Kako Roche GlaxoSmithKline Boehringer Ingelheim Hospira MERCK SERONO AMGEN	VWR INTERNATIONAL ThermoFisher SCIENTIFIC sanofi aventis MERCK Bristol-Myers Squibb Pfizer Johnson & Johnson TEVA NOVARTIS BDF Beiersdorf YVES SAINT LAURENT L'ORÉAL Unilever Yves Rocher AVON Nestlé P&G

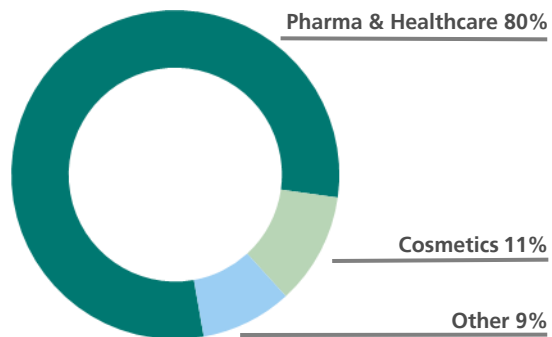
Gerresheimer has close long-term relationships with leading global accounts...



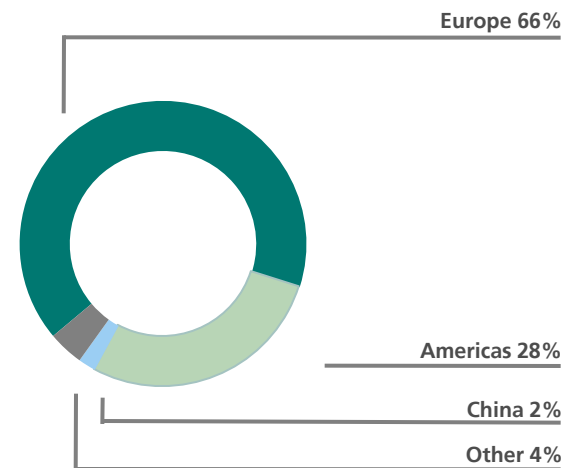
Technologically leading. Strategically focused. Globally active.

Consolidated net revenues FY 2009: EUR 1,000.2m

Revenues by market segment



Revenues by region



Breadth of products requires range of technologies

Consolidated net revenues FY 2009: EUR 1,000.2m

EUR 302.9m; 30%

EUR 314.9m; 31%

EUR 307.9m; 31%

87.4m; 8%



Tubular Glass



Plastic Systems



Moulded Glass

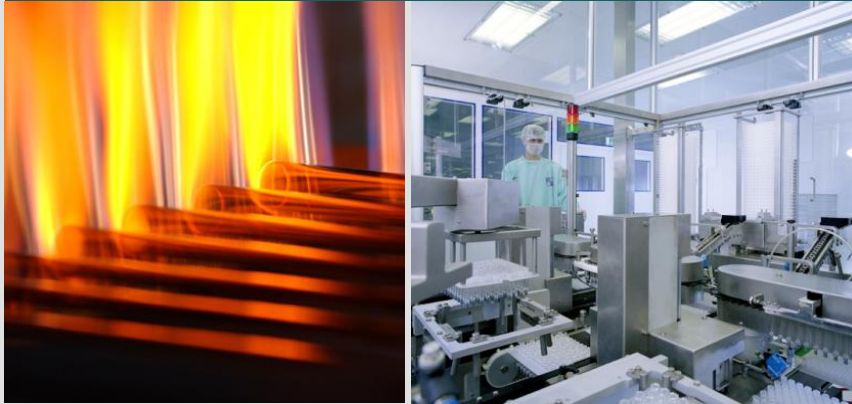


Life Science Research

4 Technologies

Gerresheimer's core technologies – an overview

Tubular Glass Technology



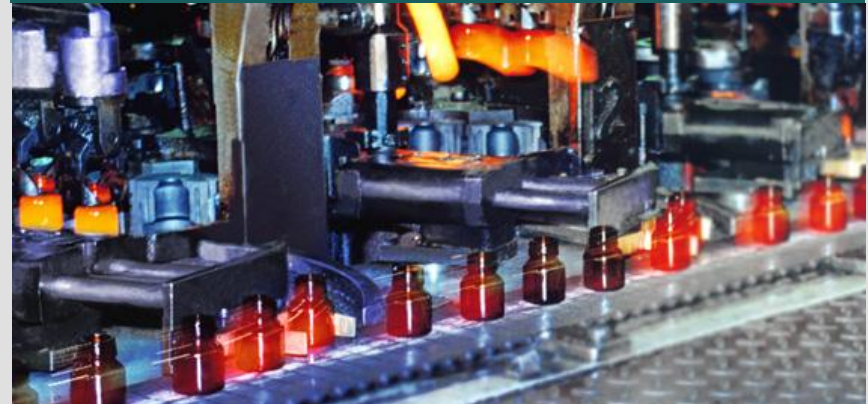
Medical Plastic Systems Technology



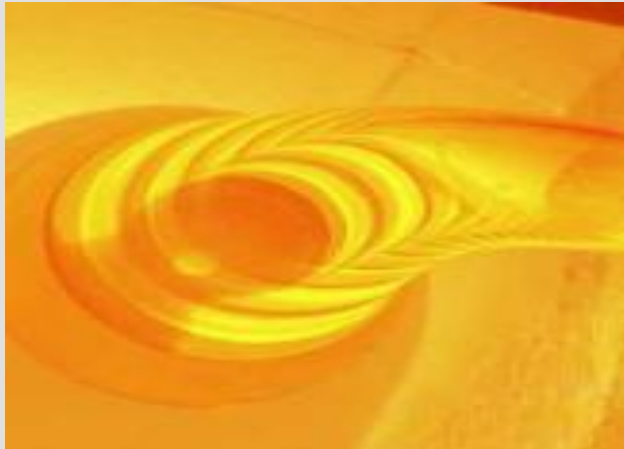
Plastic Packaging Technology



Moulded Glass Technology



Tube drawing technology



- Proprietary technologies:
 - Furnace design
 - Furnace control
 - Forming technologies
 - Inspection technology
 - Automatic packaging
- Barriers to entry:
 - Proprietary technologies
 - Specialized process know-how
 - Capital requirements

Tubular Glass converting technology



- Proprietary technologies:
 - High speed vial and cartridge lines
 - Inspection technology
- Barriers to entry:
 - Proprietary technologies
 - Specialized process know-how
 - GMP production and regulatory know-how

4 Technologies

RTF® Syringe processing technology



- Proprietary technologies:
 - Gluing of needles for syringes
 - Glass surface treatments
 - Assembly line, including safety components

- Barriers to entry:
 - Proprietary technologies
 - GMP production + regulatory know-how similar to pharma production

Medical Plastic Systems injection moulding and assembly technology



- Proprietary technologies:
 - Tool and product design
 - Automation
 - Inspection technology
- Barriers to entry:
 - Proprietary technologies
 - Product development
 - Engineering know-how
 - GMP production and validation know-how
 - Industrialization competence

4 Technologies

Plastic Packaging blow moulding and injection blow moulding technology



- Proprietary technologies:
 - Product design
 - Automation

- Barriers to entry:
 - GMP production and regulatory know-how



Moulded Glass technology

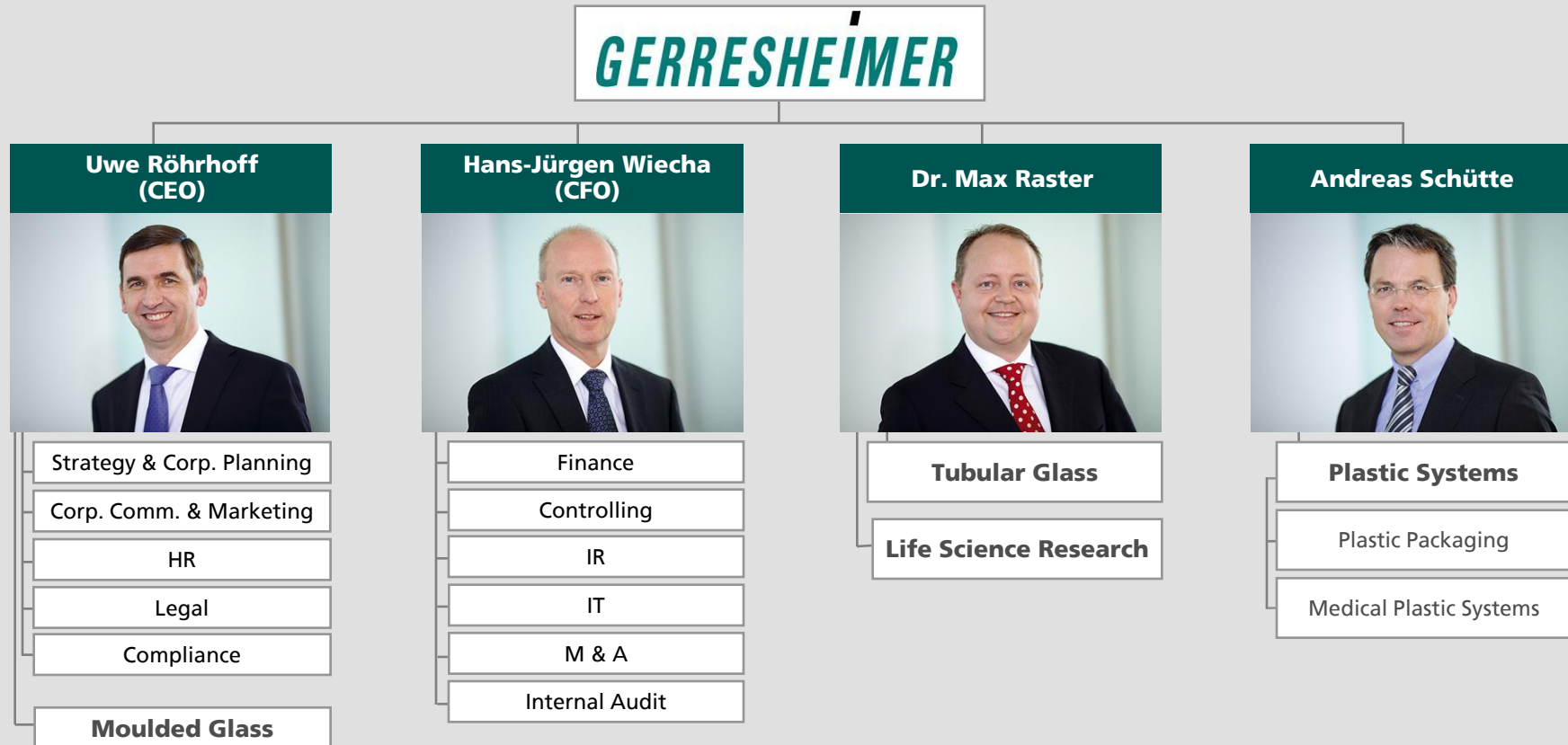


- Proprietary technologies:
 - Mould design
 - Furnace design
 - Furnace control
 - Forming machine technology
 - Surface treatment

- Barriers to entry:
 - Proprietary technologies
 - Specialized process know-how
 - Capital requirements
 - GMP production and regulatory know-how

5 Organization

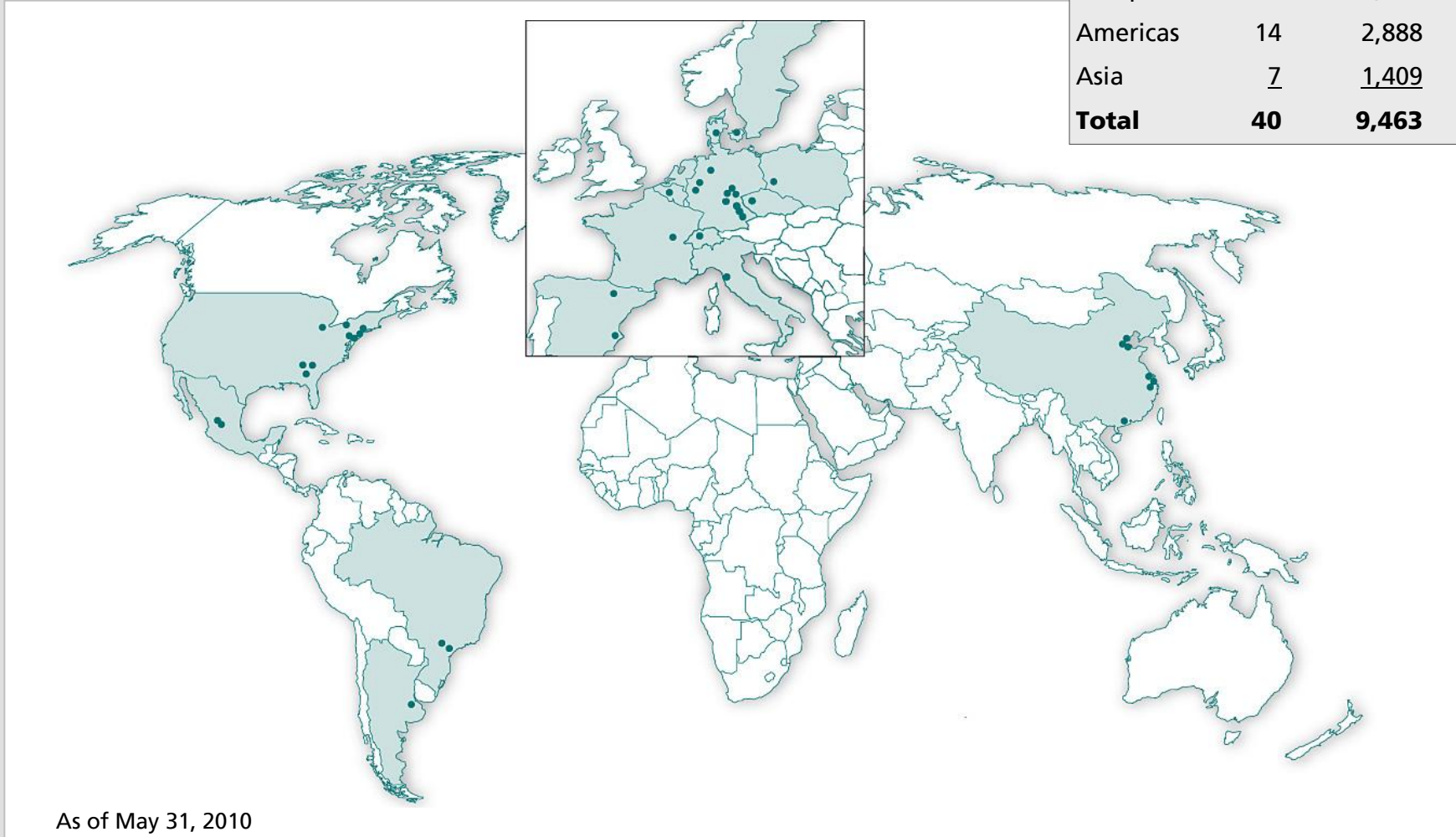
Management Board Gerresheimer



5 Organization

Gerresheimer is a global player

Region	Locations	Employees
Europe	19	5,166
Americas	14	2,888
Asia	7	1,409
Total	40	9,463



As of May 31, 2010

How do we manage our business?

- Local decision-making:
 - Full profit and balance sheet responsibility
 - Local customer service
 - Technical Competence Centers

- Central decision-making:
 - Financial targets and controlling
 - Continuous improvement embedded in Gerresheimer Management System (GMS)
 - Strategic expansion
 - Key Account Management System (KAM)