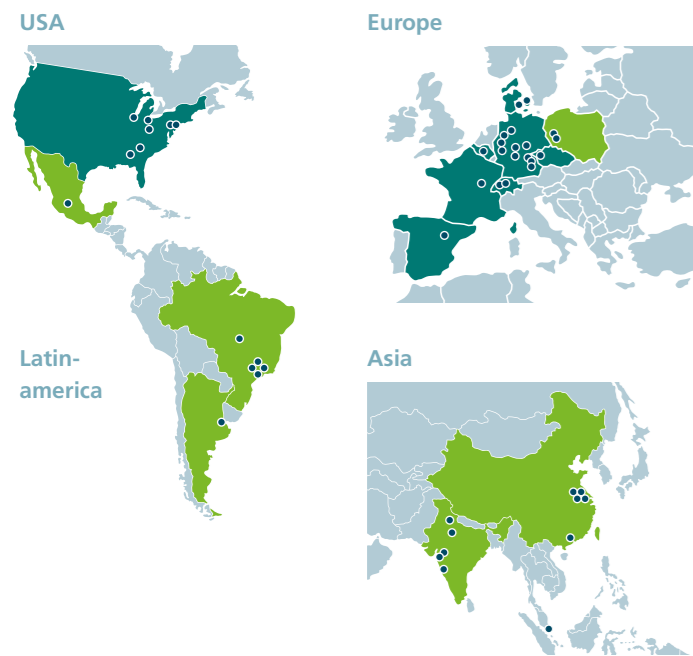


## Our Locations



## Contact

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## Gerresheimer Shares

### Share reference data

ISIN	DE000A0LD6E6
WKN	A0LD6E
Kürzel Bloomberg	GXI
Kürzel Reuters	GXIG.DE
Stock index membership	MDAX, CDAX, HDAX, Prime All Share, Classic All Share, EURO STOXX TMI and further sector and size indexes
Listings	Berlin, Duesseldorf, Frankfurt (Xetra & floor trading), Hamburg, Hanover, Munich, Stuttgart, Tradegate Exchange

### Shareholder structure by region

Top 25 Investors

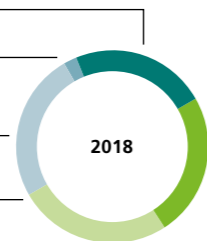
United Kingdom 23 %

Germany 2 %

Other 25 %

Netherlands 26 %

North America 24 %



### Gerresheimer shares: key data

	2018	2017
Number of shares at reporting date in million	31.4	31.4
Share price <sup>1</sup> at reporting date in EUR	62.90	67.06
Market capitalization at reporting date in EUR m	1,975.1	2,105.7
Share price high <sup>1</sup> during reporting period in EUR	79.80	78.01
Share price low <sup>1</sup> during reporting period in EUR	59.75	61.03
Earnings per share in EUR	4.11	3.21
Dividend per share in EUR	1.15 <sup>2</sup>	1.10 <sup>2</sup>

<sup>1</sup> Xetra closing price.

<sup>2</sup> Proposed appropriation of net earnings.

## Vision – Mission – Values



### Our Vision

Gerresheimer will become the leading global partner for enabling solutions that improve health and well-being.

Our success is driven by the passion of our people.

### Our Mission

**We will achieve our vision by:**

- understanding our customers and providing them with solutions to both their present and future needs
- living our commitment to excellent quality and continuous innovation
- leveraging our competence and technological leadership by acting as one global team
- becoming a preferred employer with highly motivated and passionate employees all over the world and, in so doing, by
- expanding our global reach and creating profitable and sustainable growth

### Our Values

Integrity Innovation Teamwork  
 Excellence Responsibility

## Sustainability at Gerresheimer

### Principles

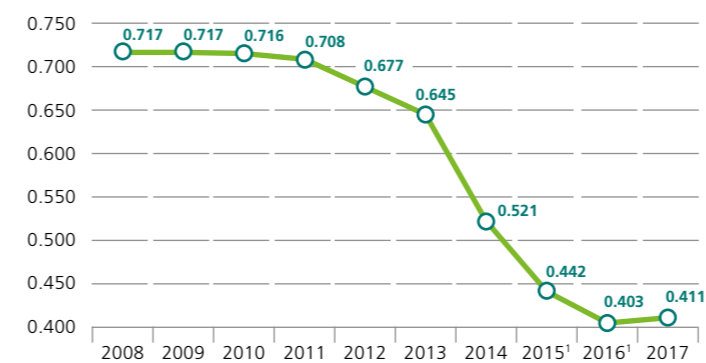
Since 2010, Gerresheimer has formalized, communicated and implemented its position on corporate responsibility and sustainability across the Group in its “Corporate Responsibility” guideline. It describes our corporate responsibility toward society, our workforce, investors, customers and suppliers, and the environment. The principles of sustainability and corporate responsibility are part of our corporate philosophy, which is firmly rooted in our vision, our mission and our values. At all our sites around the world, we work and act in accordance with those principles.

[www.gerresheimer.com/en/company/corporate-responsibility.html](http://www.gerresheimer.com/en/company/corporate-responsibility.html)

### Responsibility toward the environment

As a manufacturing enterprise that uses large amounts of energy to produce its products, especially for the manufacture of glass containers, our responsibility toward the environment has for many years centered on efficient energy consumption and the avoidance of emissions, particularly CO<sub>2</sub>e emissions. Consequently, since the financial year 2008, we have set a CO<sub>2</sub>e emissions target, which is verified through our participation in one of the world’s largest environmental initiatives, the Carbon Disclosure Project (CDP).

### Clear improvement in CO<sub>2</sub>e emissions relative to revenues (t/EUR k)



<sup>1</sup> Excluding the Life Science Research Division (sold as of October 31, 2016).

## Working at Gerresheimer



### Achievement and Passion

As a global leader in our sector, we are always looking for employees with diverse specializations and skill sets. We aren’t just seeking motivated young specialists and managers, but also experienced personnel.

We offer:

- An interesting work environment in a growing international market
- An open and appreciative corporate culture
- Interesting roles and committed colleagues
- Competence and a tradition of over 150 years

### Options for young professionals

We offer diverse entry opportunities:

- Individual trainee programs
- Combined apprenticeship and degree programs
- Apprenticeships in more than 15 different professions
- Internships



## SHORT PROFILE



# Overview

## Gerresheimer is a leading global partner

... to the pharma and healthcare industry. With our specialty glass and plastic products, we contribute to health and well-being. We have worldwide operations and about 10,000 employees manufacture our products in local markets, close to our customers. With our plants in Europe, North America, South America and Asia, we generate revenues of approximately EUR 1.4 billion. The comprehensive product portfolio includes pharmaceutical packaging and products for the safe, simple administration of medicines: Insulin pens, inhalers, micro pumps, prefillable syringes, injection vials, ampoules, bottles and containers for liquid and solid medicines with closure and safety systems as well as packaging for the cosmetics industry.

## Our Customers

Gerresheimer has developed longstanding relationships with customers of all sizes around the world. Our customer base includes both international and national pharmaceutical companies, American pharmacies as well as companies in the diagnostic and medical technology industries. We also supply numerous cosmetic customers with our products.



# Our Divisions



## Plastics & Devices

The product portfolio of the Plastics & Devices Division includes complex, customer-specific products for the simple and safe administration of medicines, such as insulin pens, inhalers and prefillable syringes. Also included are diagnostics and medical technology products such as lancets and test systems, as well as pharmaceutical plastic containers for liquid and solid medicines with closure and safety systems.

## Primary Packaging Glass

The Primary Packaging Glass Division produces glass primary packaging for medicines and cosmetics, such as pharma jars, ampoules, injection vials, cartridges, perfume flacons and cream jars.

## Advanced Technologies

With the acquisition of the Swiss technology company Sensile Medical, we have laid the groundwork for our new division, which will be dedicated to developing and producing intelligent drug delivery systems.

We offer systems like these complete with state-of-the-art digital and electronic technologies to pharmaceutical and biotech companies. Our current portfolio encompasses patented micro pumps for self-treating diabetes or heart disease, for example.

# Our Products



... are important

and convenient



solutions for everyday life

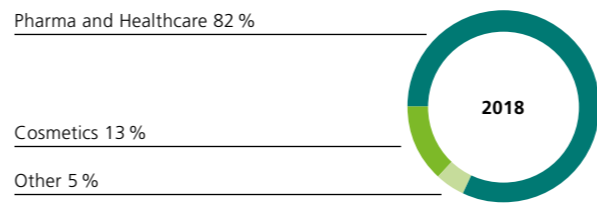


15.5 billion products annually  
500 pieces per second

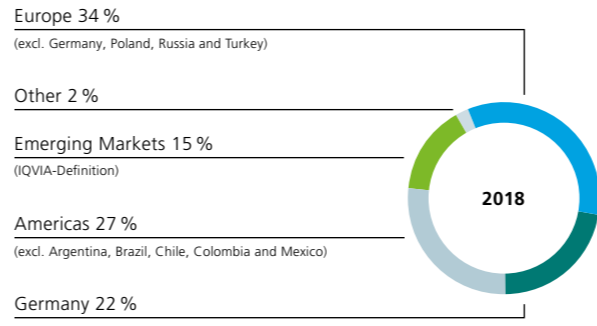
# Gerresheimer in Figures

## Revenues by market segment

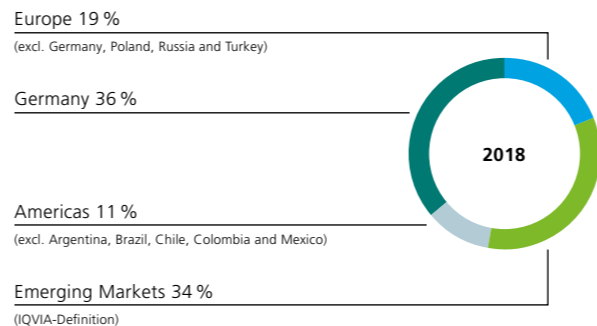
Revenues at constant exchange rates financial year 2018 EUR 1,406.7m



## Revenues by region



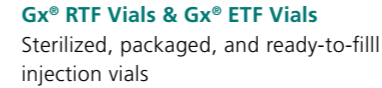
## Employees by region



# Our Innovations



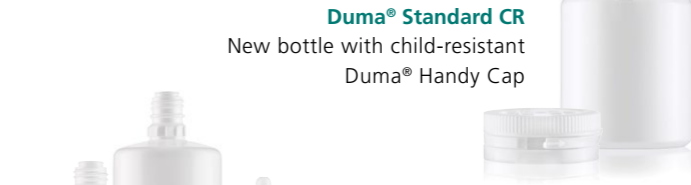
**SenseCore micro pump**  
Smart platform for precise drug delivery



**Gx RTF Vials & Gx ETF Vials**  
Sterilized, packaged, and ready-to-fill injection vials



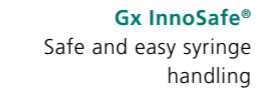
**Gx Elite Glass Vials**  
2-3 times harder than type-I standard glass



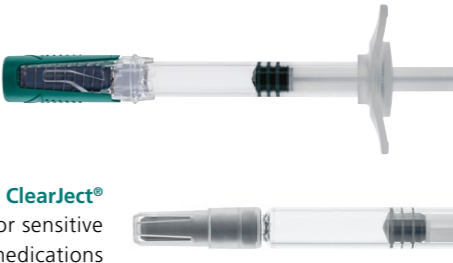
**Duma Standard CR**  
New bottle with child-resistant Duma Handy Cap



**Irradiated dropper bottles**  
Expanded service



**Gx InnoSafe**  
Safe and easy syringe handling



**Gx RTF ClearJet**  
COP syringes for sensitive medications

# Group Key Figures

Financial Year end November 30 (IFRS) in EUR million	FY 2018	FY 2017	Change in % <sup>7</sup>
Revenues at constant exchange rates <sup>1</sup>	1,406.7	1,348.3	4.3
Organic growth <sup>2</sup>	3.4%	-1.8%	
Adjusted EBITDA at constant exchange rates <sup>3</sup>	308.0	310.8	-0.9
Adjusted net income after non-controlling interests <sup>4</sup>	178.0	127.5	39.7
Adjusted earnings per share <sup>5</sup> in EUR	5.67	4.06	39.7
Equity ratio in %	32.6	32.3	+30bps
Net financial debt	886.4	712.7	24.4
Capital expenditures	114.7	118.6	-3.2
Dividend per share in EUR	1.15 <sup>6</sup>	1.10	4.5

1 Excluding exchange rate effects: Revenues at constant exchange rates for the financial year 2018 were, for a better comparability, translated at the budget rates 2018, which are equivalent to the average rates of the financial year 2017 and can be found in the consolidated financial statements.  
2 Adjusted for exchange rate effects and acquisitions.  
3 Adjusted EBITDA at constant exchange rates: Net income before income taxes, net finance expense, amortization of fair value adjustments, depreciation and amortization, impairment losses, restructuring expenses, and one-off income and expenses, translated at the budget rates for the year 2018.  
4 Adjusted net income after non-controlling interests: Net income after non-controlling interests before non-cash amortization of fair value adjustments, non-recurring effects of restructuring expenses, portfolio adjustments and the balance of one-off income and expenses (including significant non-cash expenses) and related tax effects.  
5 Adjusted earnings per share after non-controlling interests, divided by 31.4m shares.  
6 Proposed appropriation of retained earnings.  
7 The change has been calculated on a EUR k basis.

