

**Gerresheimer AG
Annual General Meeting June 8, 2022**

Speech by Chief Executive Officer Dietmar Siemssen

Check against delivery

Good Morning Everyone,

Welcome to our Annual General Meeting.

[Slide 3] Transformation of gerresheimer

The gerresheimer we know is in the midst of an evolution. We are transforming gerresheimer into a growth company, innovation leader, solution provider, and system integrator. Today, we are looking back at what may have been the most successful year in this process so far. And we believe it was just the beginning.

[Slide 4] Strategy bears fruit: strong financial year 2021

2021 was a demanding yet highly successful financial year for gerresheimer — one that set records.

It set records because our formula G strategy process, which we launched in 2019, has proved to be correct and successful, as has the focus it places on financially attractive megatrends. Our extensive capital expenditure on capacity expansion, innovation, and concentrating on high-value solutions is paying off and will be instrumental in driving our future growth.

What made the year challenging were factors such as the still ongoing Covid-19 pandemic and the effects of the highest inflation rate since the early 1980s.

The gerresheimer team did an excellent job of tackling both. None of it would have been possible without the outstanding performance of everyone at gerresheimer. By working together around the world, we make a difference for all of our customers and stakeholders. Let me take this opportunity to thank every single one of you!

Our growth momentum continues to pick up steam. Given the stellar success in the first quarter of 2022, we expect to see another record result in this financial year.

Our order backlog is excellent and should provide us with a foundation for sustained growth well beyond 2022. Demand for high-value solutions, for example, is unabated, and the number of contract manufacturing orders continues rising perceptibly.

We are working to permanently and successfully speed up the process of transforming gerresheimer into a growth company, innovation leader, solution provider, and system integrator.

[Slide 5] Strong operating performance

In the financial year now behind us, we achieved key milestones in a challenging global environment and took action on our priorities.

Having mastered the pandemic and the aforementioned inflation, we even managed to exceed our ambitious revenue expectations.

The order pipeline is well filled. Demand for contract manufacturing services and high-value solutions, such as ready-to-fill syringes, continues rising sharply — something we are responding to worldwide by expanding capacity.

We will further cement our position as a leading global provider of vials in the market in 2022. The capacity for ready-to-fill vials has been expanded significantly, and we continue adding more in North America, Europe, and Asia, with a focus on China.

We once again saw a record number of orders in contract manufacturing in 2021. The first five months of 2022 indicate that we can expect further major orders in this financial year as well, underpinning our strong market position and helping us lay the groundwork for growth in the years ahead.

In 2021, we succeeded not only in maintaining our growth momentum, but also in increasing it further. We lifted our growth to a new level and raised the medium-term margin outlook. At the start of the year, we raised our forecast for 2022 yet again. gerresheimer is on the right track.

[Slide 6] Proving the resilience of our business once again

We are growing at a faster pace in a demanding environment. Over the past few months, a number of major industrial corporations has taken back or reduced their guidance for 2022. But we have not. That shows that our business model is successful and resilient!

The main factors behind our business model's resilience are our strong market position in the pharma and biotech industries, robust supply chains, a broad product portfolio, our global footprint, and a balanced approach to production.

Thanks to farsighted planning, we are well armed to cope with the hike in energy prices in the long term. At the same time, our strong market position enables us to pass on the rising costs to our customers as appropriate in the form of higher prices.

As you know, the geopolitical situation has not grown less tense in 2022. On the contrary. The war in Ukraine has been dominating the headlines for months now. It is our sincere hope that a political solution can be found and that the war comes to a peaceful end very soon.

When it comes to gerresheimer, it is important to bear in mind that we do not do a lot of business with Russia, Belarus, or Ukraine, nor do we have any plants in those countries.

You have probably all been following the debate surrounding a potential end of gas deliveries from Russia. Here is the situation for us:

- 1) We are well prepared, thanks to confirmed deliveries and contracts.
- 2) gerresheimer bears a tremendous responsibility for the health of millions. Our products help keep hospitals, doctors' offices, and vaccination centers stocked with the equipment they need. Our insulin pens, inhalers, micropumps, prefillable syringes, injection vials, and containers are the key to ensuring that important medications remain available. In other words: We are an essential business.
As a result, we assume that we will be able to continue producing our goods in case gas deliveries cease — just like during the most challenging phases of the pandemic. We are in close contact with the appropriate authorities.
- 3) We are also looking into ways to make our production facilities less dependent on gas by switching to other sources of energy.

[Slide 7] Figures indicate a successful financial year

Let us take a look at the KPIs for the financial year 2021. We exceeded our revenue forecast for the year by delivering organic growth of 7.6 % in our core business. Adjusted earnings per share also rose by more than 11 %.

Each and every division contributed to our growth. Our high-value solutions, a key field of future growth, grew by more than 30 %. In biologics, we even saw growth of 40 %.

Despite the cost pressure coming from energy and raw materials, we succeeded in raising EBITDA by a significant margin thanks to our strong market position — in line with our guidance.

[Slide 8] Proposed dividend: EUR 1.25 per share

For many years now, gerresheimer has been offering its shareholders appealing dividends. With a payout ratio of 30 %, this year's proposed dividend of EUR 1.25 per share is in line with our dividend policy. That policy is consistent with our general goal of using capital expenditure to create a growth company that is profitable in the long term.

A look at our share price would appear to indicate that the market has not yet fully priced in our success in the transformation of our business model.

[Slide 9] Transformation of gerresheimer

Our record-setting year in 2021 is the result of the consistent and systematic implementation of our formula G strategy. We are on the right track, and our transformation is bearing fruit.

[Slide 10] We benefit from global megatrends

As you know, our business centers on nine global megatrends.

Health consciousness among the general public has been on the rise since before the pandemic. Companies like ours are expected to provide a broad product portfolio. In emerging markets, access to healthcare and medication is improving for a growing segment of the population. The importance of vaccination will continue to grow, even once Covid has become an endemic illness. The general rise in chronic diseases and an aging population are also relevant trends.

We are seeing significant further growth in the development of biological drugs, or biologics. While highly effective, such drugs require special protection during transport, and most of them are injected. Because of that, they offer gerresheimer a tremendous opportunity. Our containers, such as our Elite Glass vials, meet the highest standards, as do our syringes.

The self-medication trend continues in full force. Products such as our pump, Respimetrix, or our auto-injector reduce the number of necessary hospital stays, since patients can use them at home themselves. Hospital stays are costly for the healthcare system and are stressful for patients. Once connected to digital platforms, our devices will enable doctors to monitor the progress of treatment through the cloud and adjust medication more frequently than in the past. In short, keeping patients at home will increase their quality of life and reduce costs for the healthcare system.

The outsourcing efforts being undertaken by pharma customers are another trend. More and more, our pharma customers are choosing to focus on their core areas of expertise: The development of active ingredients and products, along with their marketing and sale. Increasingly large parts of the manufacturing process are being outsourced. Other sectors, such as the automotive industry, have been using this approach for many years already, with suppliers delivering entire drivetrains or brake systems to their clients' factories. While this trend is only just starting to take hold in our industry, our manufacturing expertise and regulatory know-how puts us in a particularly good position.

Cosmetics and healthcare products are growing more and more alike, leading the cosmetic industry to consistently look for new ways to upgrade its products. We call this trend "beauty goes health." It is one we are ideally positioned to leverage by providing the right solutions.

[Slide 11] Rapid progress toward becoming a provider of systems and solutions

We are making rapid progress in our efforts to transform gerresheimer into a growth company, innovation leader, and provider of systems and solutions.

Our vision for 2028 remains: “Leading in health and well-being delivery solutions.”

We have defined five strategic focal areas with ambitious goals to help us make this vision a reality:

- **Growth:** We are leading gerresheimer on a profitable and sustainable growth course.
- **Innovation:** We want to become innovation leaders. We believe that innovation is the key to our future success.
- **Excellence:** We want to achieve and deliver excellence in everything that we do, from production and products to internal processes and dialogue with our customers.
- **Leadership:** We want to take all of our employees with us on our journey toward profitable, sustainable growth. To do so, each and every one of us needs to be clearly focused on this strategy. The process of cultural transformation is already underway at the company.
- **Sustainability:** For us, sustainability is our fifth focal area and has equal standing with the other four. Sustainability is a cornerstone of the entire company and also offers tremendous potential for growth.

One thing is clear: Our strategy is only going to be a success if our employees are on board. That’s why it is so important to ensure that our roughly 11,000 employees are inspired by growth and to cement the growth mindset firmly throughout the entire organization. At the same time, we believe that a common approach to how we deal with each other is essential to our success, regardless of our focus on performance. Our five TRIBE values — teamwork, responsibility, integrity, bold innovation, and excellence — show us the path we have to take.

[Slide 12] Consistent and systematic rollout of our formula G strategy process

The implementation of our new strategy means that we will be zeroing in on innovation, new products, and new services in order to ensure our ability to offer our customers high-value solutions.

Biological Solutions is our one-stop shop for biotech customers, where they can take advantage of the expertise of all our business units in one place. In 2021 alone, we attracted three of the ten biggest biotech companies to join the ranks of our customers.

Cosmetic Systems is benefiting from the “beauty goes health” megatrend I addressed earlier.

In injection vials, we are seeing a significant increase in demand for **ready-to-fill solutions** — a development we expect will gain further momentum going forward.

Right now, we are also seeing strong demand for our innovative **large-volume** vial solutions **and Elite vials**. Thanks to their particularly precise manufacturing tolerances and significantly improved break resistance, Elite vials can be filled faster and more economically.

[Slide 13] We provide more than high-value products: We provide integrated solutions

The main goal of our transformation process is to increasingly offer our customers integrated solutions and systems from a single source.

Our **Gx Biologics Solutions** unit, which I mentioned earlier, is a perfect example.

We offer our customers the right product quality for them in our business involving **high-value vials and syringes**. The high added value for customers is particularly apparent in our RTF products, which no longer require time-consuming or elaborate cleaning and disinfection by the filler. The result is a significant decrease in our customers' total cost of ownership.

Our **innovative pump solutions** are platform-based and enable accelerated, cost-efficient development and approval. From design to delivery of the final product, we offer everything from a single source.

[Slide 14] World's leading provider of glass injection vials

We will further cement and build on our position as the leading producer of injection vials. To this end, we plan to increase our annual production capacities for 2022 to 5 billion units. The groundwork for achieving this goal is being laid at our Wertheim location and at two other locations in the U.S. and China. Elite and RTF products can be manufactured on nearly all of our new lines, allowing us to respond to rising demand in no time flat.

[Slide 15] Strong partnerships and proprietary IP underscore innovative strength

Strong partnerships and the development of additional intellectual property that is unique to gerresheimer underscore our innovative strength. The countless new patent applications that we file and the alliances we enter into are the foundation on which our future growth will be built.

Our partnership with Midas Pharma for the development of the first gerresheimer auto-injector is an excellent example, offering us access to projects by global pharma customers even in the earliest phase of drug development.

Last year, we landed another pump order from a major American biotech company. Right now, we are using proven gerresheimer pump technology to develop a new pump for the administration of a drug designed to combat rare diseases.

This order is further proof of our strength in the development of proprietary IP and is part of the continuous expansion of our product portfolio.

[Slide 16] Further honing our growth and ROI profile

Capital expenditure is an important part of our growth strategy. As a rule, we invest in fields where we see opportunities for profitable growth in the long term and where we see the potential for customer orders.

Our capital expenditure is based on:

1) Global megatrends: Two examples of this are improved access to healthcare in emerging markets or the rising interest in self-medication. We are guided by developments such as these and the orders they generate. We are making investments here because the orders generate sustained and profitable growth.

2) The record volume of incoming orders: We know the wants and needs of our customers and develop innovative solutions. The result is a record volume of incoming orders — the foundation for further growth beyond 2022.

Based on that, we invest in:

- 1) capacity expansion,
- 2) global expansion,
- 3) tapping into fast-growing, profitable niche markets, and
- 4) additional research and development.

Such capital expenditure hones our growth and ROI profile further.

[Slide 17] Significant capital expenditure on high-value solutions

The capital expenditure here is divided into:

- Basic capital expenditure — especially maintenance, repairs, or replacements of our current infrastructure — stands at approximately 4 % of revenue.
- The lion's share of expenditure is earmarked for growth investments. Of that amount, roughly 55 % alone goes to high-value solutions.

We are building tomorrow's gerresheimer today — a gerresheimer with rising growth that is profitable in the long term.

[Slide 18] Continuous implementation of ambitious sustainability targets

For us, sustainability is our fifth focal area and has equal standing with the other four. It is a cornerstone of the entire company. Our ambitious sustainability targets help us land new orders.

Our sustainability strategy has won the recognition of the entire industry, earning us silver status in the EcoVadis sustainability audit once again. In addition, we received the 2021 Sustainability Hero Award from the German Association for Quality.

We have already made significant progress toward achieving our sustainability targets. The most important environmental target remains cutting our Scope 1 and Scope 2 CO2 emissions in half by 2030. Our savings since 2019 stand at around 13 %, and we already obtain 30 % of our electricity from renewable sources.

Our sustainability strategy also covers occupational health and safety. Since 2019, we have succeeded in reducing the workplace accident rate by 36 %.

[Slide 19] New financial year and outlook

[Slide 20] Transformation of gerresheimer

The past financial year may well have been the most important since we introduced our formula G strategy process. Our capital expenditure on innovation and capacity is already paying off. The development will gain further momentum on a large scale in this financial year and in the ones to come.

[Slide 21] Revenue forecast raised following first quarter

In 2021, we set a record and set the course for profitable and sustainable growth that is even stronger.

Every operating segment and region made a contribution to this performance, with all core growth drivers recording double-digit revenue growth.

The current financial year also got off to a strong start. Based on the robust customer demand for our products and services, we expect the positive development to gain further momentum.

As a result, we raised our revenue forecast at the end of the first quarter and now anticipate growth of more than 10 %. We also expect our adjusted EBITDA and adjusted earnings per share to increase significantly by a rate in the high single digits.

We can clearly feel the positive effects of our transformation. That motivates us. The years ahead are going to be exciting and successful. We continue undeterred in our transformation process centering on long-term, sustained value creation.

gerresheimer is well on track for another record-setting year in 2022.

Thank you.