# GERRESHEIMER



**Gerresheimer Capital Markets Day: Update on financial performance** 

October 23+24, 2008

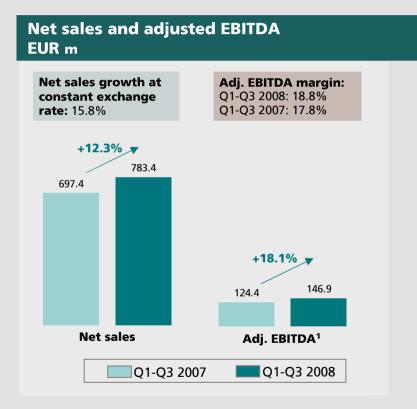
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### **Excellent group sales and earnings development YTD**

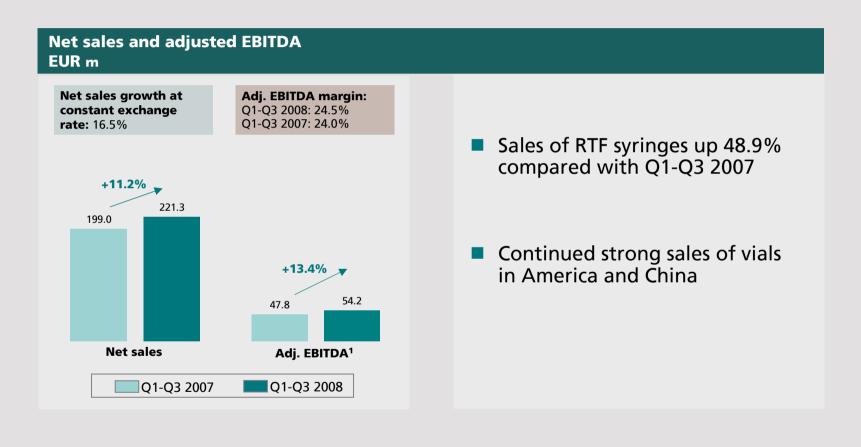


- Net sales growth driven by high demand for pharma and cosmetic products
- Margin expansion across all divisions
- All four divisions contributed positively to sales and earnings growth

<sup>&</sup>lt;sup>1</sup> Earnings before financial result, income taxes, amortization of fair value adjustments, extraordinary depreciation, depreciation and amortization, restructuring expenses and one-off income and expenses



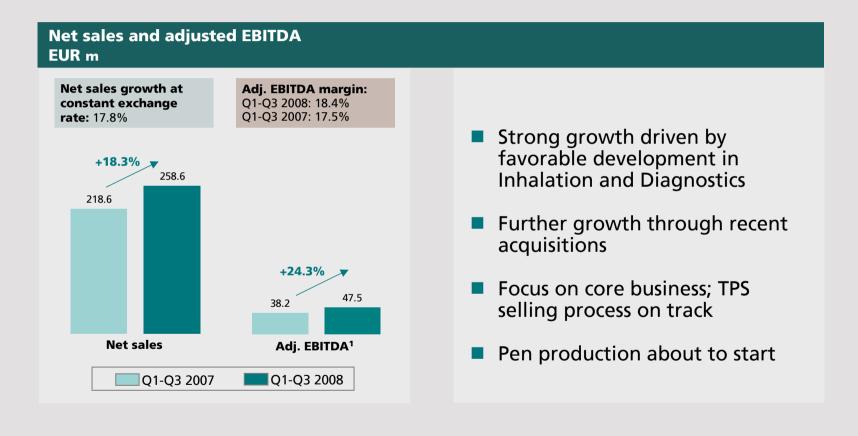
# **Tubular Glass: Favorable sales trends in RTF syringes and vials drive growth**



<sup>&</sup>lt;sup>1</sup> Earnings before financial result, income taxes, amortization of fair value adjustments, extraordinary depreciation, depreciation and amortization, restructuring expenses and one-off income and expenses



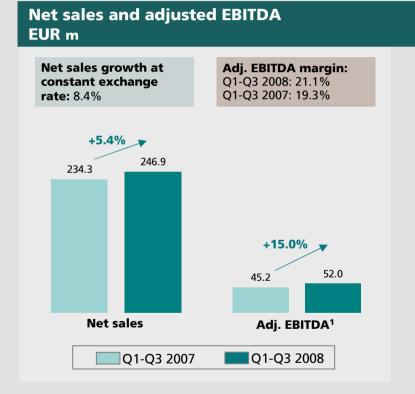
# Plastic Systems: Margin increase reflects operational progress



<sup>&</sup>lt;sup>1</sup> Earnings before financial result, income taxes, amortization of fair value adjustments, extraordinary depreciation, depreciation and amortization, restructuring expenses and one-off income and expenses



#### **Moulded Glass: Outperformance of market growth**

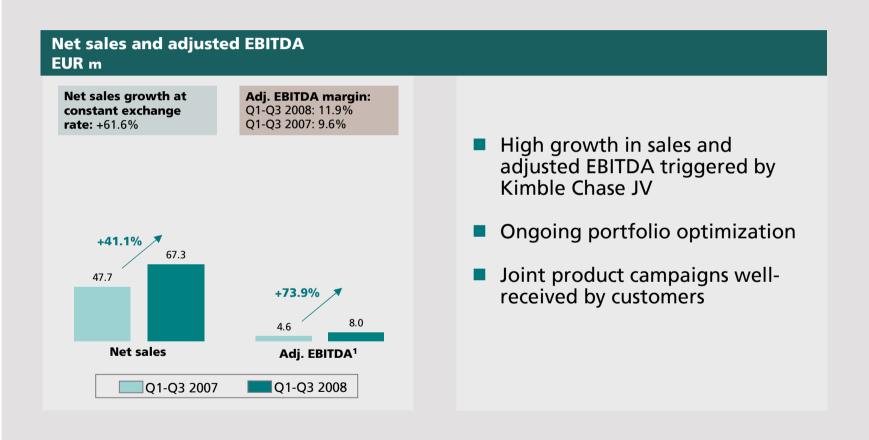


- Pharma bottles in US and Europe and cosmetic products in European and emerging markets drove sales
- Additional contribution generated by high capacity utilization

<sup>&</sup>lt;sup>1</sup> Earnings before financial result, income taxes, amortization of fair value adjustments, extraordinary depreciation, depreciation and amortization, restructuring expenses and one-off income and expenses



#### Life Science Research: Margin uplift of 230 basis points



<sup>&</sup>lt;sup>1</sup> Earnings before financial result, income taxes, amortization of fair value adjustments, extraordinary depreciation, depreciation and amortization, restructuring expenses and one-off income and expenses



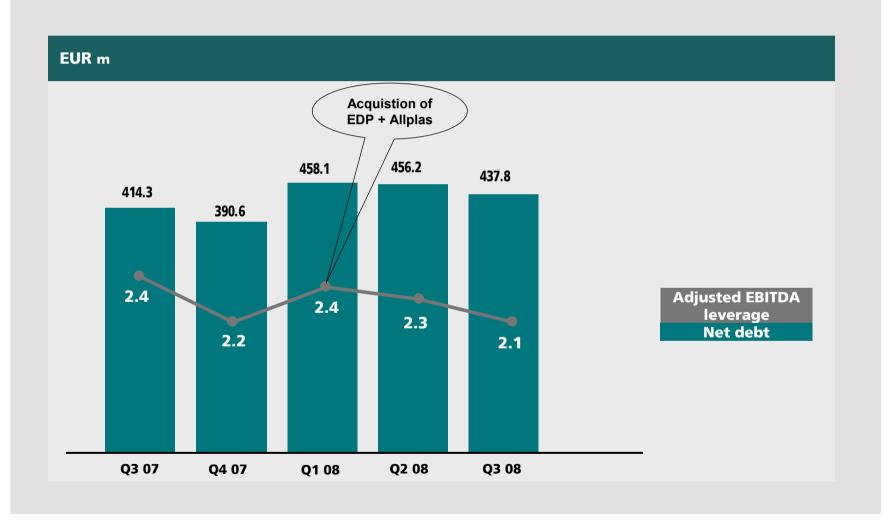
## **Solid capital structure**

EUR m	Q1-Q3 as of Aug 31, 2008	Q1-Q3 as of Aug 31, 2007	_	FY 2007 as of Nov 30, 2007
<b>Equity</b> Equity ratio in %	<b>480.2</b> 33.6	<b>491.5</b> 34.2	-2.3%	<b>499.9</b> 34.8
Net working capital <sup>1</sup> in % of LTM net sales	<b>205.9</b> 19.7	<b>187.0</b> 21.6	+10.1%	<b>179.8</b> 18.8
Net financial debt <sup>2</sup>	437.8	414.3	+5.7%	390.6
Adjusted EBITDA leverage	2.1	2.4	-	2.2
	Dec 1, 2007 – Aug 31, 2008	Dec 1, 2006 – Aug 31, 2007		Dec 1, 2006 – Nov 30, 2007
Capital expenditure	54.4	62.3	-12.7%	98.9

<sup>&</sup>lt;sup>1</sup> Inventories, trade receivables and prepayments on account of orders less trade payables and payments received on account of orders <sup>2</sup> Total amount of debt less cash and cash equivalents

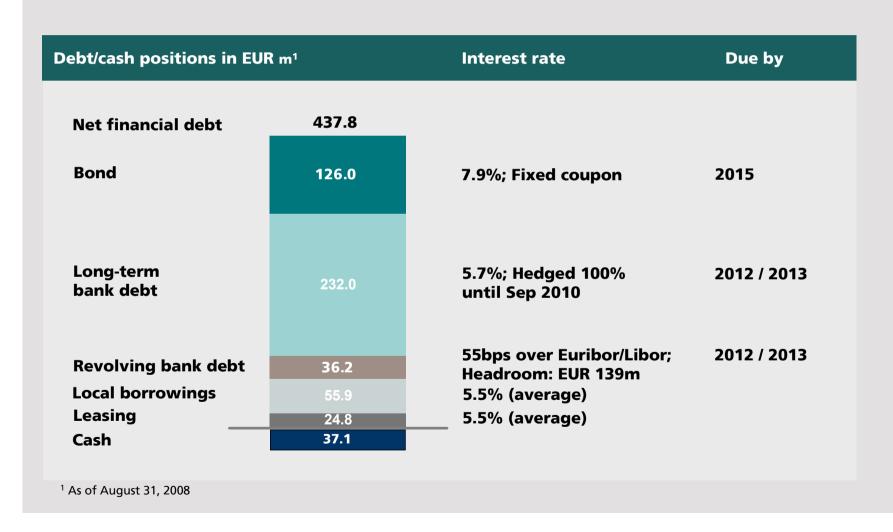


## **Constant decrease of leverage**





# Secured long-term financing structure; liquidity reserves through EUR 175m committed revolver





### **Further investments in profitable growth projects**

