

# Announcement of Q3 2010 Results

## **Analyst / Investor Conference Call**

October 6, 2010

3:00 p.m. CEST

Uwe Röhrhoff, CEO

Jürgen Wiecha, CFO

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## **Agenda**

- **Key Facts Q3 2010 and Guidance FY 2010**

*Uwe Röhrhoff, CEO*

- **Financial Overview Q3 2010**

*Jürgen Wiecha, CFO*

- **Appendix**

## Q3 2010 Financial Key Facts

- Strong increase in like-for-like revenues of 9.5% (+5.8% at constant exchange rates)
  - Solid growth in the pharma business
  - Rising capacity utilization in the Cosmetics business
  - Market recovery in the Life Science Research segment
  
- Markedly increased results
  - Adjusted EBITDA margin reaches 20.5% (Q3 2009: 17.3%)
  - Improved EPS of EUR 0.41 (Q3 2009: EUR -0.11);  
Rise of adjusted EPS to EUR 0.52 (Q3 2009: EUR 0.20)
  
- Net Financial Debt reduced by EUR 74.1m to EUR 356.6m;  
Adjusted EBITDA leverage decreased from 2.3 to 1.7

## Q3 2010 Operational Key Facts

- Tubular Glass
  - Growth in RTF® syringes
  - Bulk syringe business on the decline
  - North America and China with growth in vials and ampules
- Plastic Systems
  - Pen systems with strong performance
  - Inhalation devices also driving growth
- Moulded Glass
  - Rising capacity utilization driven by the Cosmetics business
- Life Science Research
  - Recovery of laboratory glassware market, driven by re-stocking and increasing demand
  - Transfer of business activities to China and Mexico on schedule

## Confirmation of FY 2010 Guidance

	2009 <sup>1</sup>	Guidance 2010 (as of Feb 10, 2010)	Confirmed Guidance 2010 (as of July 14, 2010)
<b>Net Revenues</b>	EUR 970.8m	+2% to 4% as reported <sup>2</sup> +2% to 4% at const. FX	+5% to 6% as reported <sup>3</sup> +3% to 4% at const. FX
<b>Adj. EBITDA margin</b>	19.2%	Mid 19%	19.5% to 20.0%
<b>Capex</b>	EUR 86.4m	EUR 75m to 80m	EUR 75m to 80m

<sup>1</sup> Excluding TPS

<sup>2</sup> Exchange rate assumption for FY 2010: EUR 1.00 = USD 1.40 (FY 2009 average exchange rate: EUR 1.00 = USD 1.38)

<sup>3</sup> Exchange rate assumption for FY 2010: EUR 1.00 = USD 1.30 (FY 2009 average exchange rate: EUR 1.00 = USD 1.38)

## **Growth opportunities**

- **Pharmerging Markets: Doubling of revenues within next 3 years**
- **Generics companies: Exploitation of volume opportunities**
- **RTF market: Further increase of market share**
- **Diabetes market: Development and strenghtening of market position**
- **Acquisition strategy: Execution of (bolt-on) acquisitions**

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## Q3 2010 P&L overview

	Q3 2010 EUR m	Q3 2009 EUR m	▲ in %
Total revenues ex TPS	259.4	236.9	+9.5
Adjusted EBITDA <sup>1</sup>	53.3	42.0	+26.9
EBITA	32.1	22.4	+43.3
Amortization of FV adjustments	5.8	9.5	-39.0
Profit before interest and taxes (EBIT)	26.3	12.9	>100
Financial result	-8.9	-9.9	-10.1
Profit before taxes	17.4	3.0	>100
Net income	14.1	-4.0	>100
EPS	0.41	-0.11	>100
Adjusted EPS <sup>2</sup>	0.52	0.20	>100

<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

<sup>2</sup> Adjusted net income after minorities divided by 31.4m shares

## Q3 2010 Revenues by division

	EUR m	Reported growth [%]	FXN <sup>1</sup> [%]
Total revenues	259.4	+6.9	+3.4
Total revenues ex TPS	259.4	+9.5	+5.8
Tubular Glass	77.3	+4.3	-0.7
Plastic Systems	75.3	+0.7	-0.9
Plastic Systems ex TPS	75.3	+9.0	+7.1
Moulded Glass	85.2	+13.9	+11.5
Life Science Research	25.8	+18.3	+8.0

<sup>1</sup> FXN = Growth at constant exchange rate

## Q3 2010 Adjusted EBITDA<sup>1</sup> & margin by division

	Q3 2010 EUR m	▲ vs. Q3 2009 [Growth in %]	Q3 2010 [Margin in %]	Q3 2009 [Margin in %]
Total Group	53.3	+26.9	20.5	17.3
Total Group ex TPS	53.3	+28.1	20.5	17.6
Tubular Glass	18.3	+4.0	23.7	23.8
Plastic Systems	17.5	+6.1	23.2	22.1
Plastic Systems ex TPS	17.5	+8.7	23.2	23.3
Moulded Glass	19.6	+78.2	23.0	14.7
Life Science Research	3.2	+60.0	12.4	9.2

<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

## Q3 2010 Key financial figures

	August 31, 2010 EUR m	August 31, 2009 EUR m	▲ in %
Equity	509.3	466.5	+9.2
<i>Equity ratio in %</i>	37.7	34.7	
Net Working Capital <sup>1</sup>	179.3	180.8	-0.8
<i>in % of LTM revenues</i>	17.8	17.7	
Net Financial Debt <sup>2</sup>	356.6	430.7	-17.2
Adjusted EBITDA leverage	1.7	2.3	n/a
	Q3 2010 EUR m	Q3 2009 EUR m	▲ in %
Capital expenditure	13.5	19.1	-29.3
Free cash flow	48.3	15.1	>100%

<sup>1</sup> Inventories (incl. prepayments) and trade receivables less trade payables and payments received on account of orders

<sup>2</sup> Total amount of debt less cash and cash equivalents

## Financing structure

### Comparison of debt/cash positions in EUR m

#### Net Financial Debt

**Q3 2009: 430.7m**

Bond

126.0

Long-term bank debt

209.6

Revolving bank debt

75.1

Local borrowings

47.3

Leasing

17.6

Cash

44.9

**Q3 2010: 356.6m**

126.0

188.3

40.0

41.5

13.3

52.5

#### Interest rate (due date):

7.9%; Fixed coupon (2015)

Hedged interest rate: 5.7% until Sep 2010. As from Sep 2010 ca. 95% hedged at 1.8% until Sep 2012 (2012/2013)

55bps over Euribor/Libor, Headroom: EUR 135.0m (2012/2013)

As of August 31, 2009 + 2010

## Financial calendar

- **February 10, 2011** Annual Report 2010
- **April 7, 2011** Interim Report 1st Quarter 2011
- **April 14, 2011** Annual General Meeting
- **July 13, 2011** Interim Report 2nd Quarter 2011
- **October 6, 2011** Interim Report 3rd Quarter 2011

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## Q3 2010 Reconciliation from adjusted EBITDA to net income after minorities

EUR m	Q3 2010	Q3 2009
<b>Adjusted EBITDA</b>	<b>53.3</b>	<b>42.0</b>
Restructuring expenses	0.1	0.3
One-off income/expense	0.3	0.6
<b>EBITDA</b>	<b>52.9</b>	<b>41.1</b>
Amortization of fair value adjustments	5.8	9.5
Depreciation and amortization	20.8	18.7
<b>Profit from operations</b>	<b>26.3</b>	<b>12.9</b>
Financial result	-8.9	-9.9
Income taxes	-3.3	-7.0
<b>Net income (before minorities)</b>	<b>14.1</b>	<b>-4.0</b>
Minority interests	1.1	-0.5
<b>Net income after minorities</b>	<b>13.0</b>	<b>-3.5</b>
<b>Adjusted net income</b>	<b>18.4</b>	<b>7.9</b>

## Q1-Q3 2010 P&L overview

	Q1-Q3 2010 EUR m	Q1-Q3 2009 EUR m	▲ in %
Total revenues ex TPS	753.0	714.9	+5.3
Adjusted EBITDA <sup>1</sup>	147.9	127.8	+15.7
EBITA	82.0	62.5	+31.2
Amortization of FV adjustments	18.6	28.6	-35.0
Profit before interest and taxes (EBIT)	63.4	33.9	+87.0
Financial result	-26.9	-30.6	-12.1
Profit before taxes	36.5	3.3	>100
Net income	27.7	-4.1	>100
EPS	0.85	-0.15	>100
Adjusted EPS <sup>2</sup>	1.33	0.83	+60.2

<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

<sup>2</sup> Adjusted net income after minorities divided by 31.4m shares

## Q1-Q3 2010 Revenues by division

	EUR m	Reported growth [%]	FXN <sup>1</sup> [%]
Total revenues	753.0	+1.2	+0.2
Total revenues ex TPS	753.0	+5.3	+4.4
Tubular Glass	234.3	+4.1	+3.0
Plastic Systems	221.6	-7.1	-8.4
Plastic Systems ex TPS	221.6	+6.0	+4.4
Moulded Glass	238.9	+6.2	+6.0
Life Science Research	69.8	+5.8	+4.5

<sup>1</sup> FXN = Growth at constant exchange rate

## Q1-Q3 2010 Adjusted EBITDA<sup>1</sup> & margin by division

	Q1-Q3 2010 EUR m	▲ vs. Q1-Q3 '09 [Growth in %]	Q1-Q3 2010 [Margin in %]	Q1-Q3 2009 [Margin in %]
Total Group	147.9	+15.7	19.6	17.2
Total Group ex TPS	147.9	+15.5	19.6	17.9
Tubular Glass	56.3	+5.8	24.0	23.6
Plastic Systems	51.3	+8.0	23.1	19.9
Plastic Systems ex TPS	51.3	+7.3	23.1	22.9
Moulded Glass	47.8	+35.0	20.0	15.7
Life Science Research	7.6	+24.6	10.9	9.2

<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

## Q1-Q3 2010 Reconciliation from adjusted EBITDA to net income after minorities

EUR m	Q1-Q3 2010	Q1-Q3 2009
<b>Adjusted EBITDA</b>	<b>147.9</b>	<b>127.8</b>
Restructuring expenses	3.7	1.8
One-off income/expense	0.8	2.3
<b>EBITDA</b>	<b>143.4</b>	<b>123.7</b>
Amortization of fair value adjustments	18.6	28.6
Depreciation and amortization	61.4	55.9
Accounting loss from divestment	0.0	5.3
<b>Profit from operations</b>	<b>63.4</b>	<b>33.9</b>
Financial result	-26.9	-30.6
Income taxes	-8.8	-7.4
<b>Net income (before minorities)</b>	<b>27.7</b>	<b>-4.1</b>
Minority interests	1.0	0.5
<b>Net income after minorities</b>	<b>26.7</b>	<b>-4.6</b>
<b>Adjusted net income</b>	<b>43.6</b>	<b>28.6</b>