

GERRESHEIMER



Expansion Strategy Gerresheimer Pharmaceutical Plastic Packaging and Preliminary Figures for the Fiscal Year 2007

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Agenda

- **Expansion strategy Plastic Packaging**
- **Preliminary Figures FY 2007**



Status Plastic Packaging End Of 2007

- Plastic Packaging had Net Sales of €53 m in 2007
- The Plastic Packaging segment focuses on pharmaceutical containers for liquid and solid dose packaging
- Plastic Packaging holds the #1 market position in Europe
- Our production is organized within centres of competence
 - Liquid dosage packaging in Poland
 - Solid dosage packaging in Denmark
- In 2007 the manufacturing footprint was optimised by transferring production from Germany to Poland
- Plastic Packaging primarily supplies the Northern European markets



Gerresheimer's acquisition strategy is based on clearly defined criteria



Excellent fit of our recent acquisitions EDP and Allplas with the Plastic Packaging strategy

- ✓ Regional expansion of pharmaceutical plastic packaging into Southern Europe and South America
- ✓ Extension of the Gerresheimer product offerings with PET-containers and of EDP/Allplas portfolio with Gerresheimer products
- ✓ Market consolidation and broadened participation of Gerresheimer in the fast-growing plastic bottles market (6.5% p.a.)^{*}
- ✓ Both acquired companies have leading positions in their respective markets
- ✓ Doubling of sales volume of the Plastic Packaging segment to about €100 m PF

^{*} Source: Freedonia 2007



Short profile EDP

Overview

- PET-containers, mainly for the pharmaceutical industry
- Leading market position in Spain and Argentina
- Two production sites in Zaragoza and Valencia, Spain and one in Buenos Aires, Argentina with a total of 220 employees

Financials 2007

Sales	€32 m
Adjusted EBITDA margin	17%

Transaction

- Signing on December 21, 2007
- Closing on January 25, 2008
- Value-accretive in the first year

Next steps

- Integration into Gerresheimer Group within the first half of 2008
- Mid-term margin expansion to well above 20%



Short profile Allplas

Overview

- Broad spectrum of containers and closures for the pharmaceutical industry
- Leading market position in Brazil
- 2 production sites in São Paulo, Brazil with a total of 460 employees

Financials 2007

Sales	€16 m
Adjusted EBITDA margin	16%

Transaction

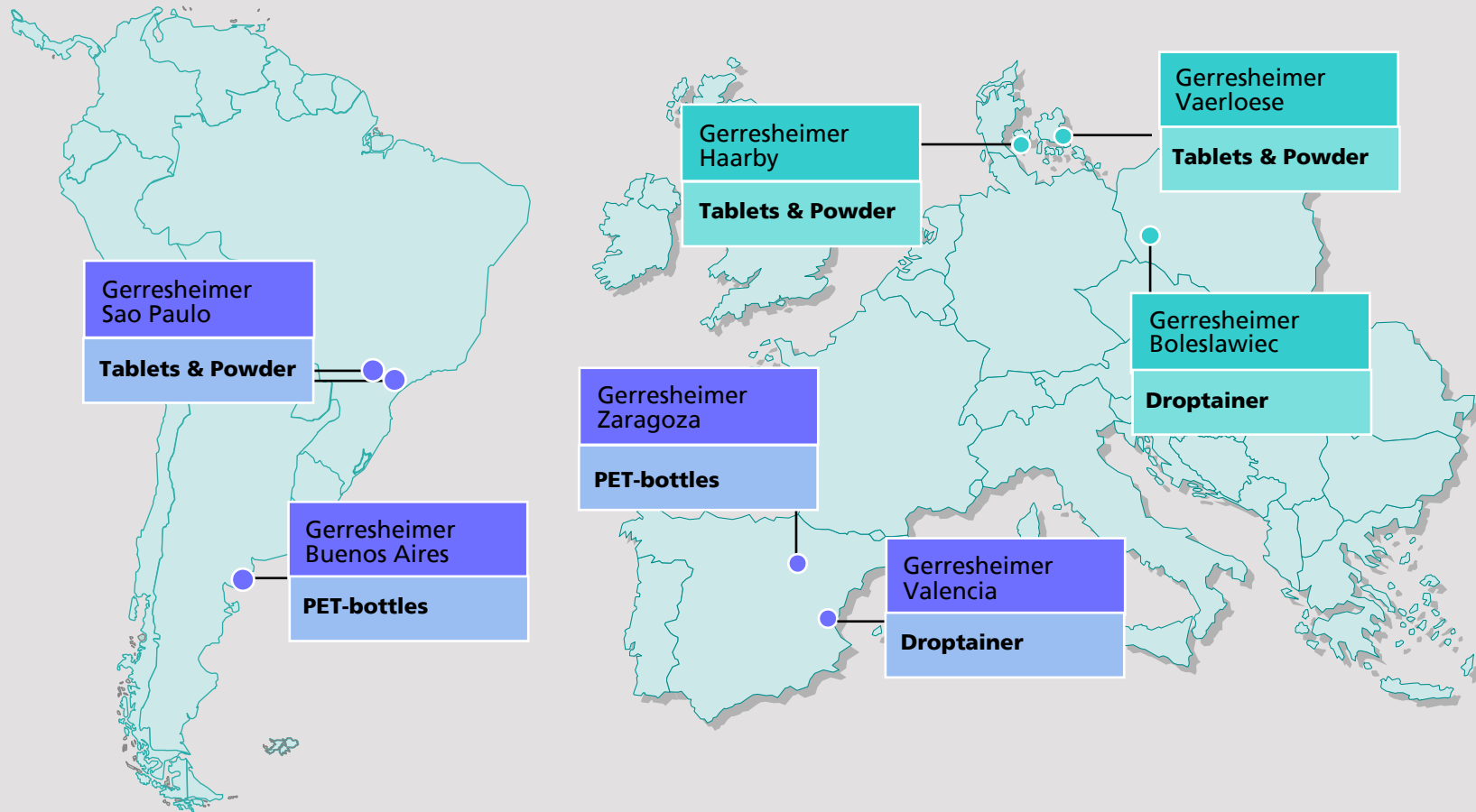
- Signing on January 31, 2008
- Closing on January 31, 2008
- Value-accretive in the first year

Next steps

- Integration into Gerresheimer Group within the first half of 2008
- Extension of product offerings with PET-bottles
- Mid-term margin expansion to above 20%



Plastic Packaging: Increase from 3 to 8 plants with pro-forma sales of €100 m



Agenda

- Expansion strategy Plastic Packaging
- Preliminary Figures FY 2007



Preliminary Figures exactly meet our FY 2007 Guidance¹⁾

	Guidance	Preliminary figures
Net Sales	Organic growth ²⁾ : 8-9%	Organic growth ²⁾ : 8.4% Net sales: €957.7 m Growth: 48.1%
Adjusted EBITDA Margin	Close to 19%	19.0%

1) All figures on a preliminary basis. Final figures will be published on February 26, 2007.

2) At constant perimeter and excluding foreign exchange rate effects



Preliminary Figures exactly meet our FY 2007 Guidance¹⁾

	Guidance	Preliminary figures
Capex	€95 - €100 m	€98.9 m <ul style="list-style-type: none"> ■ Major growth projects <ul style="list-style-type: none"> ▪ Completion of 2nd and down payment of 3rd RTF-syringe line ▪ Building of a new production hall in the Czech Republic for insulin pens ▪ New production plant in China ■ 7 scheduled furnace repairs (above average)
Portfolio Optimisation	Ongoing market observation for value-accretive M&A transactions	

1) All figures on a preliminary basis. Final figures will be published on February 26, 2007.



Financial Calendar 2007/2008

- **February 26, 2008** Full Year Results 2007
- **April 14, 2008** Interim Report 1st Quarter 2008
- **April 17, 2008** Annual General Meeting
- **July 15, 2008** Interim Report 2nd Quarter 2008
- **October 15, 2008** Interim Report 3rd Quarter 2008



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