

GERRESHEIMER

Gerresheimer

Investor Factbook

Q2 2014

GERRESHEIMER



...our most comprehensive product portfolio

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Our products are ...



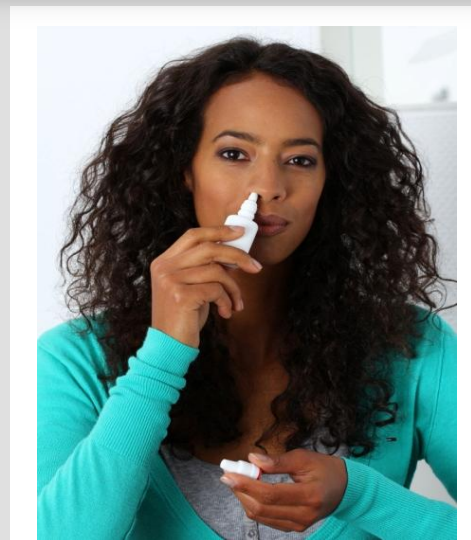
...important...



...and convenient...



...solutions for everyday life.



Gerresheimer's most comprehensive product portfolio for pharma and healthcare

Key facts

- Leading international manufacturer for the global pharma and healthcare industry
- Pharmaceutical packaging solutions made of glass and plastic
- Primary packaging products as well as medical devices for storage, dosage and administration of drugs



Gerresheimer at a glance

Key figures FY 2013 (Financial year ends on November 30)

- Revenues: EUR 1,265.9m
- Adjusted EBITDA: EUR 249.8m¹
- Cash flow from operating activities: EUR 146.7m
- Employees worldwide: 11,239
- Locations worldwide: 47



¹ Includes EUR 7.5m in other operating income from fair value evaluation of the Triveni put option

We offer complex medical devices and primary pharmaceutical packaging

Plastics & Devices

Storage and safe drug dosage and administration



- Inhalers
- Insulin pens
- Glass syringes
- Diagnostic systems
- Pharma plastic bottles

- Customized products and basic products
- Glass or plastics, some solutions even combine both materials
- Currently, demand mainly from developed countries

**Sophisticated devices
mainly for established markets**

Primary Packaging Glass

Storage and transport of liquid and solid drugs



- Ampoules, vials, cartridges
- Pharma glass bottles

- Classic primary pharmaceutical packaging
- All types of glass primary packaging, depending on type of drug and customer preferences
- Worldwide demand, growing market in emerging countries

**Gold standard products
for developed and pharmerging countries**

Customer-focused organization

Started at Dec 1, 2013; Pro-forma figures FY 2013 in EUR m
 Group revenues in FY 2013: EUR 1,265.9m



Plastics & Devices

Andreas Schütte

Revenues: 561.6
 adj. EBITDA: 120.8; ex Triveni¹: 113.3
 Margin: 21.5%; ex Triveni¹: 20.2%

Primary Packaging Glass

Uwe Röhrhoff

Revenues: 635.4
 adj. EBITDA: 138.0
 Margin: 21.7%

Life Science Research

Rainer Beaujean

Rev.: EUR 86.8
 adj. EBITDA: 11.5
 Margin: 13.2%

¹Excluding EUR 7.5m in other operating income from the fair value evaluation of the Triveni put option

Clear focus on pharma and healthcare

83%

Pharma and
healthcare

11%

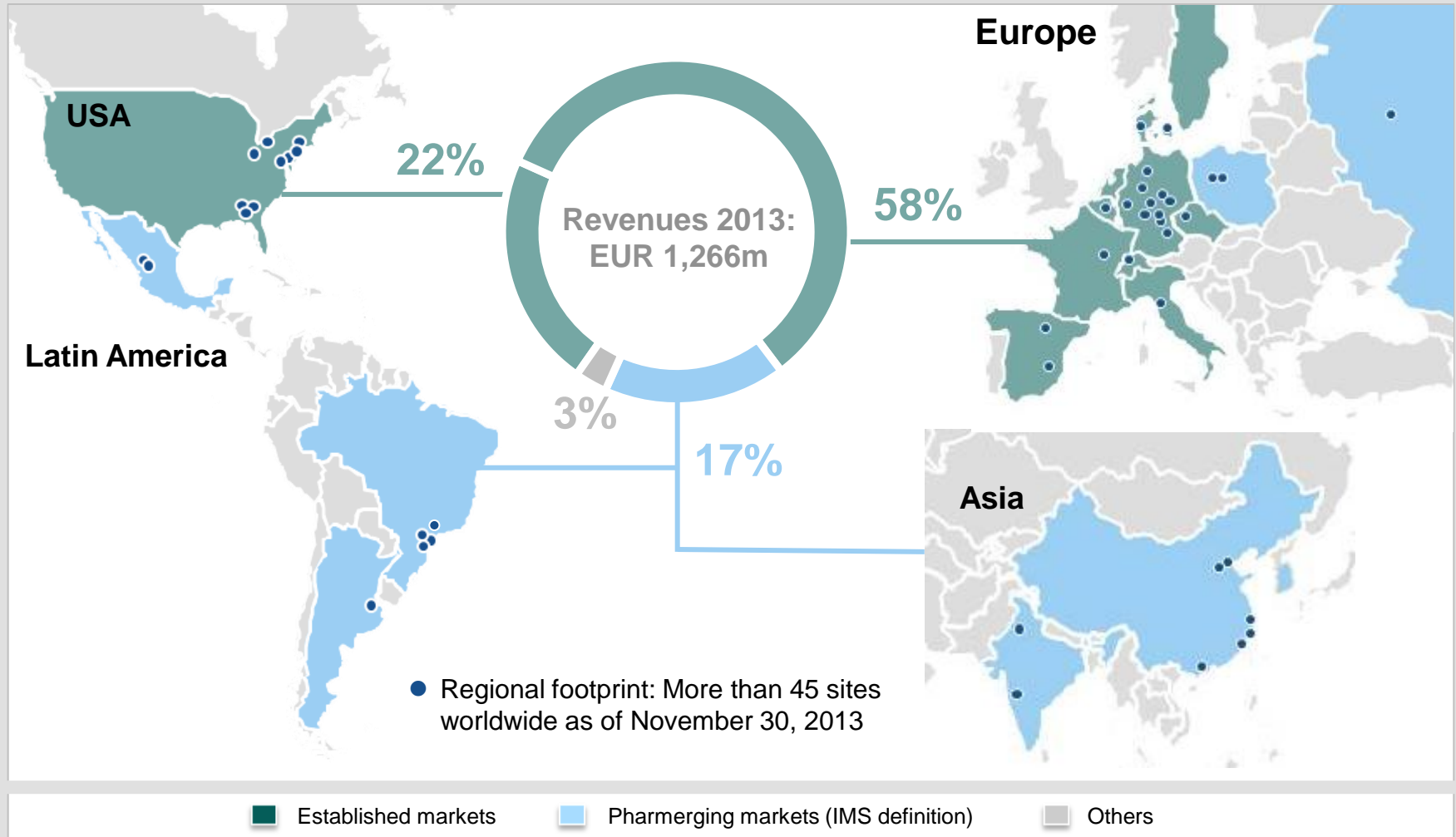
Cosmetics

6%

Other



Global player with strong regional footprint



Highly attractive end market trends

- Aging of world population
- Development of healthcare systems in emerging countries
- Growing number of acute and chronic diseases
- Accelerating pace in drug development
- Growth in biotech drugs and generics
- Outsourcing trend of drug delivery and primary packaging solutions
- Trend towards self-medication

Well-diversified blue-chip customer base

Pharma and healthcare

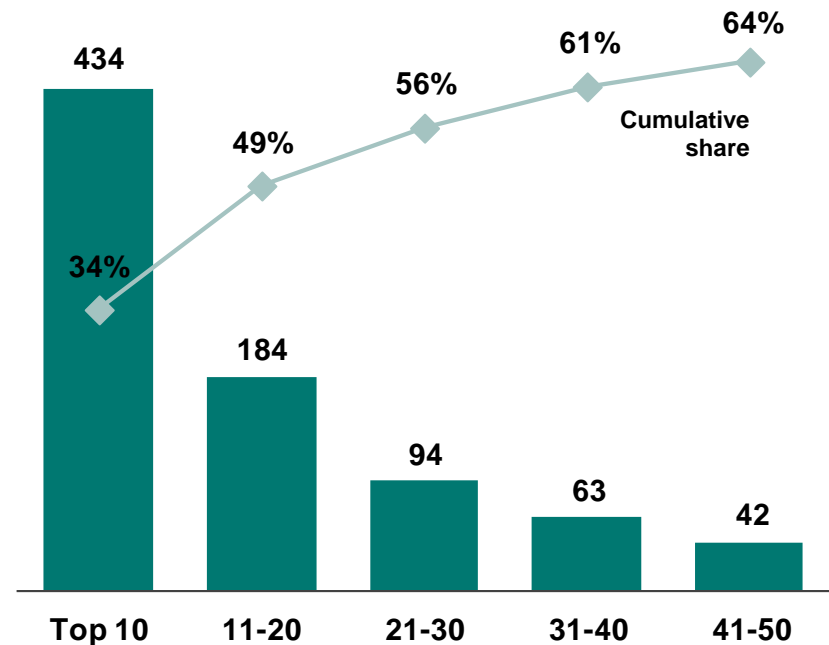


Other



Gerresheimer has close long-term relationships with leading global accounts...

Revenues generated with TOP 50 customers (FY 2013) in EUR m



...with limited dependence on individual customers.

Gerresheimer provides solutions across all key product categories

Division	Plastics & Devices					Primary Packaging Glass				Life Science Research
	Inhalers	Plastic Packaging	Diabetes Diagnostics ²	Pens	Syringe Systems	MG Pharma (Type I)	OTC Liquids and Syrups (Type II & III)	TG Injectables	Glass Tubing	Glass Consumables & Equipment
Gerresheimer	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Schott					✓			✓	✓	
Becton Dickinson ¹		✓	✓		✓					
Nipro ¹		✓			✓			✓	✓	
Ompi					✓			✓		
Jabil Circuit (Nypro) ¹	✓	✓	✓	✓						
Consort Medical ¹	✓									
West Pharma ¹				✓						
Montagu (Rexam Healthcare)	✓	✓		✓						
Facet			✓							
Ypsomed ¹				✓						
Desjonquères						✓	✓			
Rocco Bormioli		✓				✓	✓			
Duran										✓
Corning ¹										✓

¹ Public company

² Includes lancets and lancing devices only

Source: Company estimates

Leading market positions in attractive niche markets

Division	Plastics & Devices					Primary Packaging Glass			Life Science Research
Product	Plastic Packaging	Inhalation (DPI) ¹	Diabetes Diagnostics ²	Pens	Syringe Systems	MG Pharma (Type I)	Ampoules, vials, cartridges	Tubing	Glass Consumables & Equipment
Europe	# 1	# 1	# 2	# 3	# 2	# 2	# 3	# 2	
North America		# 1			# 2	# 1	# 1	# 1	# 1
Emerging Markets	# 1 (South America and India)			# 1 (South America)	# 2 (China)	# 1 (India)	# 1 (China)		# 2 (China)

¹ DPI = Dry Powder Inhaler (World market)

² Includes lancets and lancing devices only

Source: Company estimates

High barriers to entry support strong market positions

Technological factors

- Regulatory environment (FDA & EMA authorities, Pharmacopeia reference standards, GMP – Good Manufacturing Practices)
- Proprietary technologies
- Highly skilled workforce
- Specialized process know-how

Start-up factors

- Adoption of technological know-how difficult
- Extensive customer validation procedures
- Proven track record is a prerequisite
- High investment requirements

Stable market structure

- No new entrants into market during last years
- Stable pricing

Gerresheimer stands to benefit from three major pharma trends

Rise of emerging countries



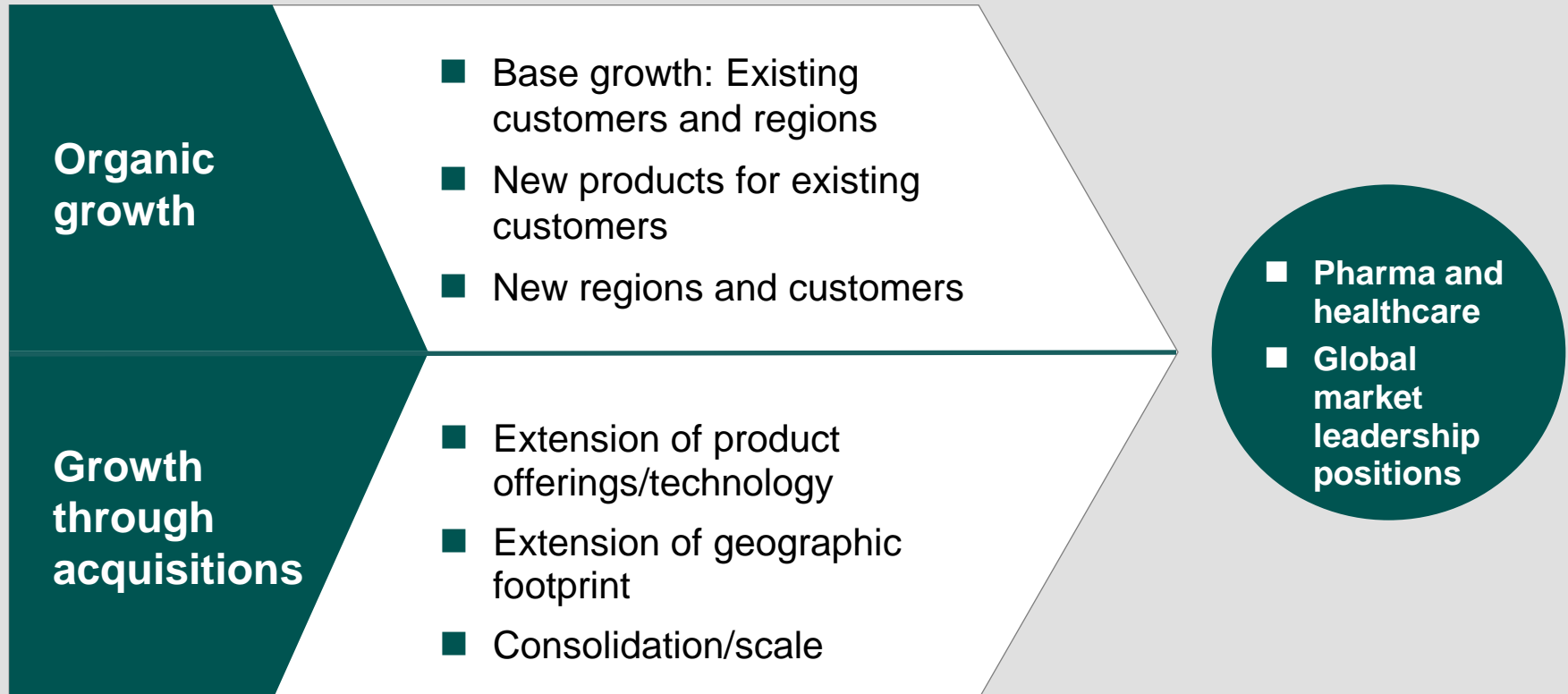
Generics trend



New devices & growth in specialty pharma



Gerresheimer's strategy



Financial Calendar

- **October 8, 2014** Interim Report 3rd Quarter 2014
- **October 8+9, 2014** Capital Markets Day 2014

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