

GERRESHEIMER



Capital Markets Day Medical Plastic Systems

July 11+12, 2012

Uwe Röhrhoff,
Chief Executive Officer

Disclaimer

- This presentation may contain certain forward-looking statements, including assumptions, opinions and views of the Company or cited from third party sources. Various known and unknown risks, uncertainties and other factors could cause the actual results, financial position, development or performance of the Company to differ materially from the estimations expressed or implied herein.
- The Company does not guarantee that the assumptions underlying such forward-looking statements are free from errors nor does the Company accept any responsibility for the future accuracy of the opinions expressed in this presentation or the actual occurrence of the forecast development.
- No representation or warranty (express or implied) is made as to, and no reliance should be placed on, any information, including projections, estimates, targets and opinions, contained herein, and no liability whatsoever is accepted as to any errors, omissions or misstatements contained herein, and, accordingly, none of the Company or any of its parent or subsidiary undertakings or any of such person's officers, directors or employees accepts any liability whatsoever arising directly or indirectly from the use of this document.

Our products are ...



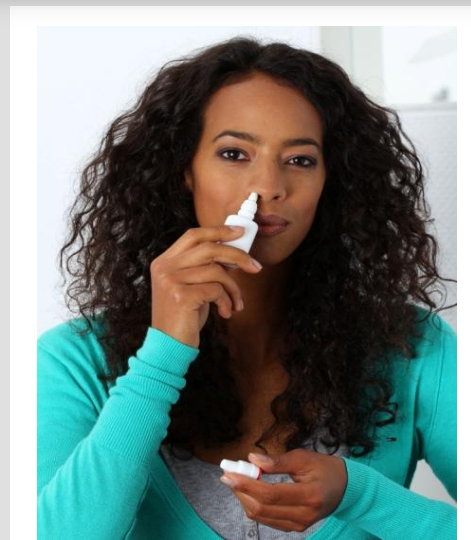
...important...



...and convenient...

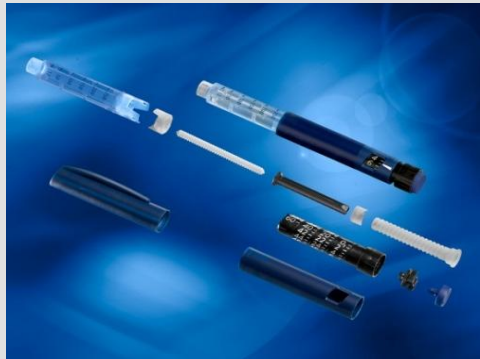


...solutions for everyday life.



Medical Plastic Systems at a glance

Key MPS products



Key MPS facts

Revenues 2011: EUR 240m

Key Products:

- Inhalers
- Diabetes care devices
- Injection devices
- Laboratory diagnostics
- Plastic containers

Key Customers

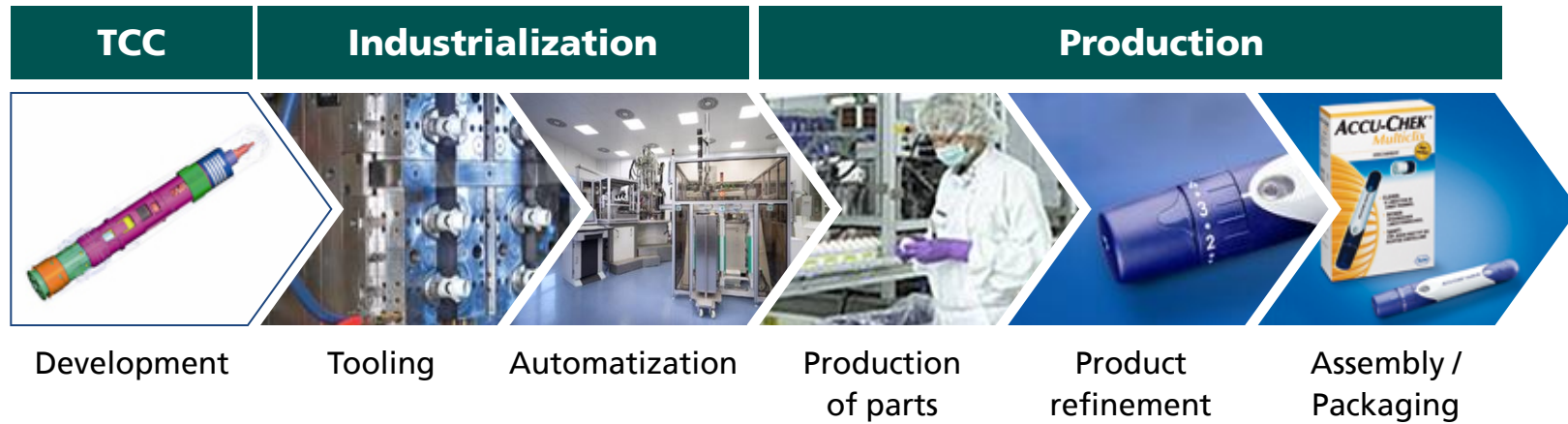
- AstraZeneca
- Boehringer Ingelheim
- Sanofi
- Novo Nordisk
- Roche

Plants:

- Europe: 4
- Americas: 2
- China: 1

Employees 2011: 1,800

Technical & industrialization competence drives business success



Full-service offering

Best solution across the whole value chain

GERRESHEIMER | item

GERRESHEIMER
Medical Plastic Systems

GERRESHEIMER
Medical Plastic Systems

Gerresheimer item GmbH

Technical Competence Center

Production

Contract Manufacturer+

- pre-development
 - IP/user study
 - concept
- separate organisation



pharmaceutical filling
according AMG

assembly of prefilled
primary containers
into devices



Insulin pen market entered only in 2009

Gerresheimer growth target until 2015:

- Become #1 and expand market share from today's 11% to 25-30%
- Insulin pen global market volume to date: EUR 250–300m
- Market growth about +6-8% p.a.
- TOP 6 players:
 - #1: Owen Mumford
 - #2: Ypsomed
 - #3: Rexam
 - #4: **Gerresheimer**
 - #5: Phillips-Medisize
 - #6: Nypro

Source: Company estimates

Novo Flexpen® (Disposable insulin pen)

Pen production for Novo Nordisk



- Since 2009 in the Czech Republic
- Since Q4 2010 in Brazil
- Further expansion planned for 2012

Sanofi ClikSTAR® (Reusable insulin pen)

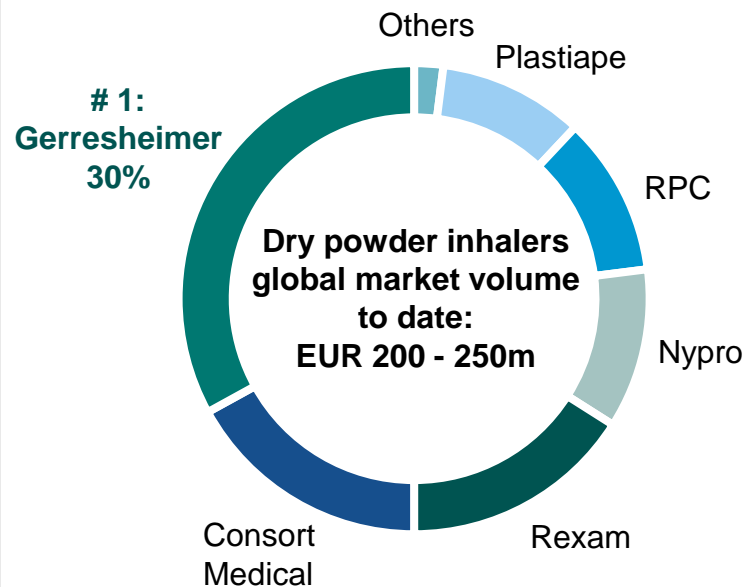


- Developed in co-operation with Sanofi-Aventis
- Commercial production since spring 2011 in Pfreimd, Germany
- Received the "Good Design Award" for its easy and safe use

Inhaler production: Helping patients lead active lives despite asthma or COPD¹

Gerresheimer is the market leader:

Build upon our today's market share of about 30%



Source: Company estimates

¹ COPD = Chronic obstructive pulmonary disease

² DPI = Dry powder inhalers

Rising prevalence of respiratory diseases



- More and more people affected by asthma & COPD¹ caused by
 - Rising pollution levels
 - Smoking
 - Unhealthy lifestyle
 - Obesity
- Projected inhaler (DPI²) market growth rate: about +3 - 5% p.a.

Gerresheimer is the global # 1 supplier



- Our customers include
 - AstraZeneca
 - Boehringer Ingelheim
 - MEDA Pharma
- We are the global # 1 supplier of dry powder inhalers
- We aim for the # 1 position in North America (currently # 3)

Medical Plastic Systems has strong growth prospects

■ FY 2011

- Revenues: EUR 240m (~65% of PS)
- Margin: Slightly above PS level

■ Mid-term outlook

- Revenues: Mid to high single-digit annual growth
- Margin: Incremental expansion

■ Strategy

- Focus on organic growth, fueled by capex
- Early involvement and co-development of device and industrialization process
- Customer individual value proposition with a global manufacturing footprint

■ Opportunities

New devices driven by big trends:
Branding, patent protection, self-medication,
compliance, convenience, new therapies

Selected projects of the MPS pipeline : New devices coming on stream shortly

Customer	Project	Production location	Expected launch
Big pharma	Catheter	Switzerland	Q3/2012
Big pharma	Auto-injector	Switzerland	Q4/2012
Big pharma	Insulin Pen (disposable)	Czech Republic	2012 & 2013
Big pharma	Infusion set	Germany	Q1/2013
Pharma	Birth control	Germany	Q3/2013
Big pharma	Lancing device	China	2013
Big pharma	Inhaler (DPI)	Czech Republic USA	2013 2015
Big pharma	Inhaler (DPI)	Germany	2014
Big pharma	Inhaler	Czech Republic	2014
Big pharma	Insulin Pen (reusable)	Germany	Q4/2014

Business model MPS – today and tomorrow

Today – Contract manufacturing

- Project & customer acquisition via Technical Competence Center (TCC) – Technical & industrialization competence
- Industrialization of medical devices according to customer requirements
- Lifetime contracts most likely
- Profitability optimization via cost efficient production within global footprint
- Presence mostly in Europe and North Americas

Tomorrow – Vertical integration and new products

- Move deeper into the value chain
 - IP and user-study know-how
 - Drug assembling
- Leverage of competences to enter new product areas, e.g.,
 - Auto-injectors
 - New diagnostic devices
 - Drug testing devices
 - Enhanced technology offering, e.g., electronic competence, safety

Our products are ...



...important...



...and convenient...



...solutions for everyday life.

