

Gerresheimer AG

Annual General Meeting June 7, 2023

Speech by Chief Executive Officer Dietmar Siemssen

(Check against delivery)

Good Morning Everyone.

Welcome to our Annual General Meeting.

[Slide 2: review of FY 2022]

2022 was a strong year for Gerresheimer.

Strong in terms of our operating results, and in terms of our ability to overcome external challenges and seize market opportunities.

[Slide 3: Gerresheimer — a profitable growth company]

In 2022, we achieved our milestone of double-digit organic growth in revenues and adjusted EBITDA. Today, Gerresheimer is a profitable growth company — and I believe that our best years lie ahead of us!

[Slide 4]

This is the result of a transformation process that we started in 2019, a process in which we have redefined what profitable growth means to us. Systematically implementing our formula g strategy has enabled us to master the very challenging economic conditions, achieve sustainably profitable growth, and seize market opportunities in the past few years, while more than doubling our pace of growth each year.

2019 saw the launch of the formula g strategy process, which is aimed at transforming Gerresheimer from a high-volume supplier to an innovative provider of systems and solutions with an extensive product portfolio.

In 2020, the year in which the coronavirus pandemic broke out, Gerresheimer recorded organic revenue growth of 2.6 %.

In 2021, the pandemic continued, and inflation started to rise. Nevertheless, our revenues grew organically by 7.4 %.

In 2022, a year marked by the pandemic, the highest inflation for 30 years, and shortages of goods and workers, we posted organic revenue growth of 16.2 %.

Thanks to our robust foundations, our clear strategy, a meticulous approach and hard work on operational topics such as excellence and productivity, Gerresheimer is now in such a strong position that it can master external challenges with confidence and seize market opportunities extremely successfully.

The success of our corporate strategy was particularly evident in 2022. In a challenging economic environment, we achieved double-digit growth in revenues and earnings while laying the foundations for future expansion through extensive capital expenditure.

Our competitiveness is a major factor behind our success. We are no longer a provider that merely offers high-volume products. We have systematically expanded our portfolio to become a provider of systems and solutions. This makes us a key strategic partner for the global pharma and biotech industries.

In recent years, we have examined the entire value chain of our pharma and biotech customers and identified areas in which we can deliver significant added value for our customers with our expertise and specially developed solutions. During this period, our product mix has shifted toward these high-value solutions.

By realigning our company and becoming a provider of systems and solutions, we have grown our business with existing customers. On top of that, we have attracted brand new customer groups thanks to our solutions for biopharmaceuticals, for example.

2022 showed that the capital expenditure of the past few years has paid off. Our growth continued to accelerate, and we set the stage for further dynamic and profitable expansion in the years ahead.

At the same time, we have sustainably increased the value of our company. This is something that you, our shareholders, will benefit from.

In the financial year 2022, we further expanded our market-leading position in primary packaging solutions and medical devices. 2022 saw the highest level of incoming orders in our company's history, which has allowed us to create the basis for future growth.

[Slide 5: key figures]

Our key figures for the financial year 2022 underscore what we have achieved:

Revenues of EUR 1.82 billion — an organic increase of 16.2 % year on year.

Adjusted EBITDA of EUR 354 million, which represents organic growth of 10.2 % year on year. Adjusted earnings per share also grew organically by around 7 %.

[Slide 6: employees]

This success is down to our strong team, who have driven forward the implementation of our formula g strategy around the world, mastered the challenges of day-to-day business, and always ensured that the needs of our customers are met. They have done all this while showing tremendous commitment and a willingness to embrace change. On behalf of the entire Management Board, I would like to take this opportunity to sincerely thank our workforce of around 11,000 people for their achievements. They have made this success possible and are the foundation on which we will achieve further sustainably profitable growth in the years to come.

[Slide 7: strategic partner]

Together, we are driven by our mission: Innovating for a better life.

What you can see on this slide is the extensive service offering of a provider of systems and solutions — a strategic partner for the global pharma and biotech industries.

Our broad product and solution portfolio and our innovations ensure that medicines safely reach patients and are taken by them: from cough syrup or vaccine bottles, dosage bottles for eye drops, tablet containers, ampoules, cartridges, syringes, pens, auto-injectors, and inhalers through to complex system solutions such as medication pumps. Going forward, we will add digital solutions that support and optimize treatment.

Our portfolio and our innovations improve the quality of life and health of millions of people worldwide.

That is why we are investing in research and development and in new production facilities. We always do so on the condition that capital expenditure will have a positive effect on our competitiveness and our margins in the long term.

This is how we realize our vision while also ensuring the sustainably profitable growth of tomorrow.

[Slide 8: proposed dividend]

Gerresheimer is a growth company that invests considerable amounts but also shows tremendous continuity and reliability in its dividend payments.

Under our long-term dividend policy, we aim to distribute between 20 % and 30 % of adjusted net income to our shareholders each year. As a result, we are once again proposing a dividend of EUR 1.25 for the financial year 2022. This roughly corresponds to a payout ratio of 27 % of adjusted net income, which is at the upper end of the defined range.

[Slide 9: significant outperformance]

Our shareholders benefit both from a reliable dividend and, to a significant extent, from the increase in the company's value. Yesterday, we reached a new all-time high for our share price with a closing price of 109.10 euros. Since the financial year 2022 began on December 1, 2021, Gerresheimer stock has increased by at least 36 %. All the stocks listed in the MDAX, including Gerresheimer, initially came under huge pressure in 2022 due to the economic uncertainty caused by the war in Ukraine. However, our company's shares recovered more quickly than the MDAX as a whole. Since February 2023, our share price performance has decoupled almost entirely from the development of the MDAX and staged an impressive rally.

The positive trend of our share price is particularly evident when looking at our current financial year, 2023. While the MDAX has gained only around 6% since December 1, 2022, our stock has risen by 50%. Since the capital increase in April 2023, Gerresheimer's share price has climbed by 20 %.

Our progress and our achievements are being rewarded by the capital market. Recently, several analysts significantly raised their price target for Gerresheimer stock.

[Slide 10: turbocharging our growth]

This is because, having created a strong foundation, we have now set about turbocharging our growth.

[Slide 11: strong outlook]

We are aiming to continue our double-digit growth in revenues, adjusted EBITDA, and earnings per share not only in 2023, but in the medium term as well. Our mid-term profitability target is an adjusted EBITDA margin of between 23 % and 25 %. So what will continue to drive our growth so dynamically in the years ahead?

[Slide 12: changing world]

The rollout of our formula g strategy has enabled us to benefit from global megatrends to a much greater extent and to further accelerate our growth as a result.

For example, we are seeing aging populations and a rise in chronic diseases in industrialized countries.

In addition, the market is showing a sharp increase in self-medication at home and in personalized medicine.

Healthcare in emerging markets has improved, with more people there now having access to medication.

Vaccinations have taken on a whole new significance in recent years — not just as a way to combat viruses. They are increasingly also being used to prevent or treat a wide range of other diseases, from certain types of cancer and chronic illnesses through to orphan diseases, which are rare conditions that can be prevented from breaking out with a vaccination.

A trend that we are strongly benefiting from at present is the growing importance of biopharmaceuticals and biosimilars. According to the German Association of Research-Based Pharmaceutical Companies (vfa), 59 % of new drugs authorized in Germany in 2022 were biopharmaceuticals or biosimilars. The latter also accounted for 50 % of FDA authorizations on the U.S. market in the past year.

They include biopharmaceuticals for treating metabolic disorders or obesity. The peptide hormone glucagon-like peptide 1, or GLP-1, is currently making headlines around the world in connection with new drugs designed to treat obesity. Drugs for treating obesity and all related health problems are seen as the new blockbusters in the pharma industry.

However, many biopharmaceuticals and biosimilars are high-maintenance products. They are sensitive to light and vibration, as well as to temperature or contact with various materials. This places high demands on the primary packaging of the drugs —

which is where we come in with our wide-ranging expertise and experience. We can offer our customers the right solution at any time, tailored precisely to their needs.

Meanwhile, we are also benefiting from the ongoing trend toward outsourcing in the pharma industry. This gives us the opportunity to support our customers and expand our value chain in the process. We are the right strategic partner in every phase of the product life cycle of a drug and can deliver the right solution. We provide our customers with significant support during authorization procedures and work together to advance the topic of sustainability.

[Slide 13: growth drivers]

Shifting our product mix toward a higher share of high-value solutions will supercharge our growth in the years ahead. As I mentioned earlier, these are solutions with substantial added value for our customers, which also have a far superior margin profile. This means that our growth is increasingly focused on more profitable business areas.

In addition, we are expanding strongly in the field of medical devices. Demand for syringes, pens, and auto-injectors has shot up, and we were able to secure major orders in this area. We have a broad range of syringes, including baked-on silicone syringes, silicone-free syringes, dual-chamber syringes, or our Gerresheimer InnoSafe, a syringe with an innovative needle protection system that can prevent injuries thanks to a patented mechanism. By 2027, we will double our syringe production capacities and triple our revenues.

Our containment solutions are also continuing to drive growth. In this area, we offer a wide range of glass and plastic primary packaging materials for medication, from cough syrup bottles and dosage bottles for eye drops through to tablet containers.

Finally, we expect an additional boost to our growth from a large number of projects related to our formula g strategy across our entire product portfolio.

[Slide 14: key global partner]

Our growth is not limited to specific regions. Around the world, Gerresheimer produces locally for the regions in which it operates. We have 36 plants in 16 countries — in Europe, North and South America, and Asia. We offer our customers the right solutions that fit their needs and add value. We support them during the authorization process and can scale up production capacities comparatively quickly.

This makes us a key global partner for the pharma and biotech sectors worldwide, in everything from development to series production.

[Slide 15: continuous expansion of high-value solutions]

This applies particularly to our high-value solutions. As part of our formula g strategy, we aim to further increase the share of these solutions in our product mix. Why is this so important for us?

High-value solutions offer real added value to our customers and therefore help us strengthen both customer loyalty and our competitive position.

We work with our customers to deliver solutions that are specifically tailored to their requirements or the requirements of the drug in question. This means that we can integrate the right solutions for a wide range of administration forms and dosages much earlier during the development and marketing process for a new drug. As I already mentioned, this is especially important when it comes to dealing with demanding biopharmaceuticals and biosimilars.

Our ready-to-fill products are another example of a high-value solution. Here, we deliver syringes, injection vials, and cartridges that are washed, sterilized, and packed in such a way that they can be put straight into medication filling systems. As a result, our pharma and biotech customers can focus on their core competencies of drug development and marketing.

At the same time, we also offer an ever-growing number of patented solutions, including our Gerresheimer InnoSafe system, our Inbeneo auto-injector, and our SensAir medicine pump, which was developed specially for large-molecule biopharmaceuticals that need to be administered in large volumes and have a high viscosity.

All of our high-value solutions have one thing in common — a far superior margin profile. Shifting our product mix toward a greater share of high-value solutions will therefore improve our overall profitability.

We are successfully transforming ourselves from a high-volume supplier to a provider of end-to-end systems and solutions for the pharma and biotech industries. No other topic illustrates this successful transformation more than high-value solutions. These solutions will help us significantly strengthen our competitive position.

[Slide 16: sustainability strategy]

Sustainability is another topic that allows us to improve our competitive position, reduce business risks, and strengthen our resilience.

Sustainability is one of the five pillars of our formula g corporate strategy. We believe that innovation, excellence, growth, leadership, and sustainability are the foundations for our success as a business.

Our sustainability strategy sets ambitious goals that we are systematically pursuing and that we will be measured by.

For example, by 2030 we aim to reduce our carbon emissions by 50 % compared with the base year 2019 and obtain 100 % of our electricity from renewable sources.

And we are already on track to achieve both targets — not least due to the investments we have made in the ongoing modernization of our facilities.

Our eco-design approach to product development reduces our consumption of resources and lets us offer the right solution for our customers in terms of sustainability, too.

In 2022, we were able to improve our scores in the major sustainability ratings year on year — in some cases by a considerable margin. This is important confirmation for us that we are on the right path.

You are warmly invited to take a look at our sustainability report, which charts our progress on our journey to a more sustainable future. The report is available to download on our website.

We want our company's growth to be sustainable in multiple respects. In our view, environmental and social responsibility are inseparably connected.

[Slide 17: broad product portfolio]

I believe that the coming years will offer us excellent growth opportunities. The rollout of our formula g strategy has put us in a superb position to exploit the chances that will come our way. Our broad product portfolio means we are capable of optimally responding to trends in the pharma and biotech industries, because we provide the right systems, solutions, and services.

Biopharmaceuticals, and in particular the new GLP-1 applications, offer tremendous growth potential. We will use this, and other business opportunities, to further expand our global presence and strengthen our market position.

[Slide 18: capital increase]

Our aim and intention is to leverage these growth opportunities, because we have ambitious goals for both the current financial year and the years to come.

At the beginning of the current financial year, our clear message was that the projects already commissioned are fully financed.

Since then, however, more opportunities for additional growth in the coming years have opened up on the market. Under our formula g strategy, our focus remains on high-value solutions and medical devices, including solutions for biopharmaceuticals. Additional GLP-1 solutions are part of this.

That is why, in April, we implemented a 10 % capital increase for the first time since 2007, which generated gross proceeds of EUR 271.6 million. To realize the capital increase quickly and safely in a volatile market environment, we decided to exclude shareholders' subscription rights and place the shares with institutional investors in an accelerated book-building process with a low markdown in relation to the stock exchange price. The capital increase gives us the flexibility to seize these market opportunities for additional growth. The fact that the capital increase was several times oversubscribed underscores the huge support for our strategy among our investors.

Thank you very much for the trust you have placed in us!

[Slide 19: outlook]

That brings me to the outlook.

[Slide 20: systematic implementation of growth strategy]

Our priorities for 2023 are clear: We will continue to accelerate our profitable growth. Our goal is to achieve double-digit organic growth in revenues and adjusted EBITDA. While continuing our strong focus on operational excellence, we will convert our substantial incoming orders into revenues and continuously improve our profitability. We will also take targeted measures to advance our innovations, because our innovative strength is the key to maintaining our strong, leading market position going forward.

[Slide 21: turbocharging our growth]

As you can see, our transformation to a growth stock is bearing fruit. In 2023, we are well on the way to generating revenues of two billion euros. What you are seeing now is just the beginning.

The opportunities on the market are there.

Gerresheimer is well positioned.

We hope that you will continue to accompany us on our growth journey. The best years lie ahead of us.

Thank you!