GERRESHEIMER

FY 2017 Earnings

February 22, 2018

GERRESHEIMER

Disclaimer

1. 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.

2. 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.

3. 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.

Agenda

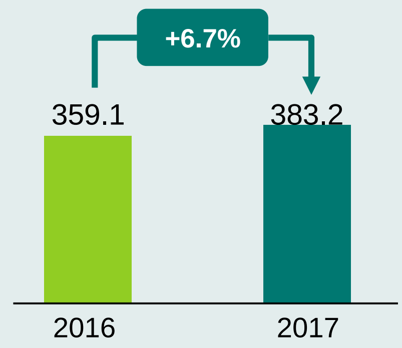
1. FY 2017 Highlights

2. Financial Review & Outlook FY 2018
3. Strategic Direction
4. Appendix

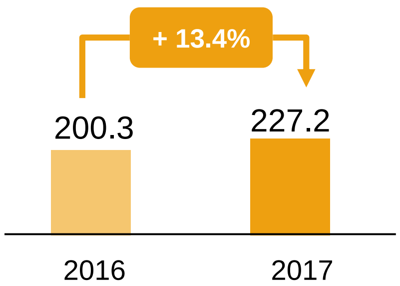
A strong finish to 2017, with Q4 sales up by 4.7% reported and by 6.7% organically year-on-year

FXN REVENUES IN Q4 17 VS Q4 16, IN EUR M

GROUP



Plastics & Devices



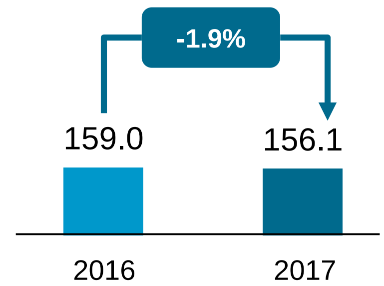
TARGET OUTLINED IN Q3 2017:
P&D Q4 2017 to outperform Q4 2016 by EUR 27m

Q4 2017 Performance Versus Q3 2017 Outlook

- ✓ Strong volume increase, e.g. Peachtree project
  AS EXPECTED
- ✓ Bulk of tooling revenues to be generated in Q4
  IN LINE WITH EXPECTATIONS
- ✓ Solid performance in Plastic Packaging
  AS EXPECTED

Performance achieved in Q4 2017
+ EUR 27m YoY

Primary Packaging Glass



TARGET OUTLINED IN Q3 2017:
PPG Q4 2017 to outperform Q4 2016 by EUR 6m

Q4 2017 Performance Versus Q3 2017 Outlook

- ✓ Stronger seasonal uptake in cosmetics ahead of Christmas season
  AS EXPECTED
- ~ Improved performance in Emerging Asian markets
  SLIGHTLY LOWER THAN EXPECTED
- ✗ Moderate growth expectation in the US and European Pharma sales
  BELOW TARGET IN 2017

Performance achieved in Q4 2017
- EUR 3m YoY

Performance in line with latest guidance for FY 2017

	GUIDANCE FY 2017 AS COMMUNICATED IN JULY 2017	RISK SCENARIO FY 2017 ESTIMATED DELTA AS OF OCTOBER 2017	Final Result 2017
Revenues	~ **EUR 1.4bn** (FXN)[1]	**~ EUR -30m** (FXN)[1]	~ **EUR 1.362bn** (FXN)[1]
Adj. EBITDA	~ **EUR 320m** (FXN)[1]	**~ EUR -10m** (FXN)[1]	~ **EUR 314.3m** (FXN)[1,2]
Adj. EPS (excluding non-controlling interests)	~ **EUR 4.25** (FXN)[1]	**~ EUR -0.17** (FXN)[1]	~ **EUR 4.10** FXN)[1,2]
Capex (% sales, FXN)[1, 3]	~ 8% (FXN)[1]	**UNCHANGED**	**8%** (FXN)[1,3]

	POLICY	
Dividend	Payout Ratio: **20%-30%** of adjusted NI after non-controlling interests	**EUR 1.10 (27.1%) proposed**

1. At const. FX rates, based on FY 2016 reported numbers – Average budgeted exchange rate assumption for FY 2017: EUR 1.00 = USD 1.10
2. Including income from the fair value evaluation of the Triveni Polymers Private Ltd. put option in Q4 2017 in the amount of EUR 3.6m
3. Excluding capital expenditure on intangible assets in relation with licensing agreements sealed with West Pharmaceuticals and the Ompi, Stevanato Group in the amount of EUR 10.3m

GERRESHEIMER

Agenda

1. FY 2017 Highlights
2. **Financial Review & Outlook FY 2018**
3. Strategic Direction
4. Appendix

Margins increase despite lower revenues

Revenues by division

IN EUR M	FY 2017	FY 2016	GROWTH IN %	ORGANIC GROWTH[1] IN %
Total Group	1,348.3	1,375.5	-2.0%	-1.8%
- *Of which P&D*	757.2	765.4	-1.1%	-1.4%
- *Of which PPG*	592.0	610.6	-3.0%	-2.2%

Adjusted EBITDA by division

	FY 2017		FY 2016	
	EUR M	MARGIN IN %	EUR M	MARGIN IN %
Total Group[2]	310.8	23.1%	307.8	22.4%
- *Of which P&D*[2]	215.2	28.4%	204.0	26.6%
- *Of which PPG*	116.0	19.6%	124.7	20.4%

1. Organic growth: At const. FX rates, adjusted for acquisitions and divestments
2. Including the income from the fair value evaluation of the Triveni Polymers Private Ltd. put option in Q4 2017 in the amount of EUR 3.6m, and the loss from the fair value evaluation of the Triveni Polymers Private Ltd. put option in Q4 2016 in the amounting to EUR 1.4m

GERRESHEIMER

Stable net income

IN EUR M	FY 2017	FY 2016	CHANGE
Adjusted EBITDA	310.8	307.8	3.0
Depreciation	-91.3	-86.9	-4.4
Adjusted EBITA	219.5	220.9	-1.4
Total one-off effects	-5.2	-3.8	-1.4
- of which portfolio optimization	*-2.7*	*-3.5*	*0.8*
- of which one-off incomes and expenses[1]	*-2.2*	*-0.5*	*-1.7*
Amortization of fair value adjustments[2]	-33.5	-36.6	3.1
Result from operations (EBIT)	180.8	180.5	0.3
Net finance expense	-35.3	-33.5	-1.8
Result before income taxes	145.5	147.0	-1.5
Income taxes	-42.4	-42.5	0.1
Income tax rate	(29.2%)	(28.9%)	-30bps
Net income from continuing operations	103.1	104.5	-1.4

1. One-off income and expenses consist of one-off items that cannot be taken as indicator of ongoing business. These comprise, for example, various reorganization and restructuring measures that are not included under restructuring expenses under IFRS
2. Amortization of fair value adjustments relates to intangible assets identified at fair value in connection with past acquisitions, of which the majority stems from the Centor acquisition

Stable adjusted net income from continuing operations after non-controlling interests

Reconciliation of net income from continuing operations to adjusted net income from continuing operations after non-controlling interests

IN EUR M	FY 2017	FY 2016	CHANGE
Net income from continuing operations	103.1	104.5	-1.4
Total one-off effects	5.2	3.8	1.4
Amortization of fair value adjustments[1]	33.5	36.6	-3.1
One-off effects included in net finance expense	0.6	0.2	0.4
Total tax effect related to total one-offs, FVA and one-off effects included in net finance expense	-13.7	-13.9	0.2
One-off tax related effects including interest	1.3	-0.8	2.1
Adjusted net income from continuing operations[2]	130.0	130.4	-0.4
Adjusted net income from continuing operations attributable to non-controlling interests	2.5	2.6	-0.1
Adjusted net income from continuing operations after non-controlling interests	127.5	127.8	-0.3

1. Amortization of fair value adjustments relates to intangible assets identified at fair value in connection with past acquisitions, of which the majority stems from the Centor acquisition
2. Adjusted net income from continuing operations: Consolidated net income from continuing operations before non-cash amortization of fair value adjustments, all one-off items and related tax expenses.

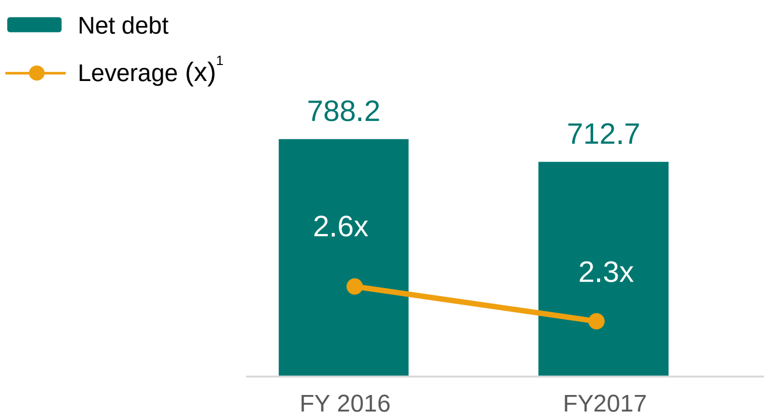
Improved cash flow metrics

IN EUR M	NOV 30, 2017	NOV 30, 2016	CHANGE IN %
Total assets	2,444.1	2,374.3	2.9%
Equity	789.5	763.3	*3.4%*
Equity ratio	*32.3%*	*32.1%*	*20bps*
Net working capital	185.7	200.3	*-7.3%*
NWC in % of revenues	*13.8%*	*14.6%*[1]	*-80bps*
Average NWC in % of FXN LTM revenues	*16.5%*	*15.8%*[1]	*70bps*
	FY 2017	**FY 2016**	**CHANGE IN %**
Cash flow from operating activities	219.2	173.5	26.3%
Operating Cash Flow	204.6	197.4	3.7%
Operating CF in % of FXN revenues	15.3%	14.3%	*100bps*
Capex in % of FXN revenues[2]	8.0%	8.2%[1]	*-20bps*

1. Excluding LSR
2. Excluding capital expenditure on intangible assets in relation with licensing agreements sealed with West Pharmaceuticals and the Ompi, Stevanato Group in the amount of EUR 10.3m

Net debt reduction; leverage below mid-term target

NET DEBT AND FINANCIAL LEVERAGE



NET DEBT SUMMARY

IN EUR M	FY 2017	FY 2016
Drawn portion of RCF	-	162.7
Promissory loan (2017)	250.0	-
Promissory loan (2015)	425.0	425.0
Bond	300.0	300.0
Local borrowings and leasing	24.7	18.9
Cash and cash equivalents	(287.0)	(118.4)
Total net financial debt	712.7	788.2

- Increased cash & cash equivalents position drives net debt reduction of EUR 75.5m year-on-year
- Already below mid-term leverage target of 2.5x
- New promissory loans issued to redeem EUR 300m bond maturing on May 19, 2018
  - Total of EUR 250m (upsized versus initial consideration due to supportive environment)
  - Improved conditions, attractive pricing

- Promissory loans – 2015: fixed/variable interest rates, currently between 0.75% and 2.04%; (maturity in 2020, 2022 and 2025)
- Promissory loans – 2017: New EUR 250m Schuldschein of which EUR 240m with fixed interest rates (5y; 7y; 10y) with fixed/variable interest rates ranging from 0.60% to 1.72%
- Bond: Fixed annual coupon of 5.0% (matures in May 2018)
- Revolving credit facility: total capacity EUR 450m; variable interest rate

1. Leverage: the relation of net financial debt to adjusted EBITDA of the last twelve month, according to the credit agreement currently in place

GERRESHEIMER

FY 2017 margins protected and balance sheet strengthened
Proposal to increase dividend by +4.8%

Adj. EBITDA margin

Adj. EBITDA margin at 23.1% for FY 2017

- Up 70bps versus FY16 of 22.4%
- At 22.8% excluding the effects from the fair value evaluation of the Triveni put option

Operating Cash Flow margin

Op. CF margin at 15.3% for FY 2017

- Already above FY 2018 target of approx. 13%
- Average NWC % of sales at 16.5%
- Capex to sales excl. licenses at 8.0% (FXN)

Balance Sheet

Continuing to improve credit metrics

- Net Debt EUR 712.7m [1] down EUR 75.5m YoY
- Leverage at 2.3x, below mid-term target of 2.5x
- Promissory loan issued at attractive conditions

Earnings & Dividends

Adj. EPS improved / proposed dividend increase

- Adjusted EPS after non-controlling interests at EUR 4.10 (FXN) slightly improved YoY
- Proposed dividend increase of 4.8% this year, resulting in dividend per share of EUR 1.10

1. As of November 30, 2017

Market context

Strict monitoring of all business and macro drivers

Market slowdown experienced in 2017[1]

	'12-'17 volume CAGRs	'16-'17 global volume growth
Medicine standard units	2.1%	0.1%
Generic standard units [2]	3.1%	1.0%

Gerresheimer has continuously reacted to volatile drivers

- Close customer relationship allows to adapt offerings and capacities aligned with demand volatility
- Improved global production and supply chain setup allows higher flexibility for capacity requirements

Some business uncertainties alleviated, others to remain

- ✓ US tax reform
- ? US healthcare reform
- ? NAFTA (US Import taxes)
- ? Currency, in particular USD

1. Source: IQVIA (former Quintiles IMS) January 2018
2. Generic units are included in Medicine units

2018 Outlook

2018 GUIDANCE	REPORTED FY 2017	EXPECTED FY 2018 RANGE
Revenues	EUR 1,348.3m	EUR 1.348bn to approx. EUR 1.4bn *(FXN[1])*
Adj. EBITDA	EUR 307.2m[2]	EUR 305m to EUR 315m *(FXN[1])*
Capex (% FXN sales)	8%	~8% *(FXN[1,3])*

WIDER FINANCIAL FRAMEWORK	REPORTED FY 2017	POLICY
Leverage	2.3x	2.5x
Dividend payout as % of adj. NI excl. non-controlling interests	27.1% to be proposed in the upcoming AGM	20% to 30%

USD translation impact

Revenues: approx. 1/3 of revenues USD-denominated in FY 2017 →

Adj. EBITDA: approx. 40% of adjusted EBITDA USD-denominated in FY 2017 →

1 USD cent variation

Equivalent to approx. EUR 4m revenues variation (on FY 2017 basis)

Equivalent to approx. EUR 1m Adj. EBITDA variation (on FY 2017 basis)

1. At const. average FX rates of EUR 1.00 = USD 1.12, based on FY 2017 reported numbers
2. Excluding the income from the fair value evaluation of the Triveni Polymers Private Ltd. put option in Q4 2017
3. Excluding capital expenditure on intangible assets in relation to licensing agreements

Agenda

1.FY 2017 Highlights

2. Financial Review & Outlook FY 2018

3. Strategic Direction

4. Appendix

Social and macroeconomic trends supporting growth in the Healthcare Packaging Sector

Rise of chronic diseases & aging population

Increasing day to day medication

Faster growth of generic drugs

Increasing addressable market

Increasing access to healthcare in Emerging Countries

More people with access to healthcare

Stricter regulatory requirements

Request for high quality solutions

New drugs especially in Biosimilars and Biotech

Demand for innovative solutions

Increasing trend to self medication

Focus on quality and convenience

Gerresheimer is operating in large and attractive markets

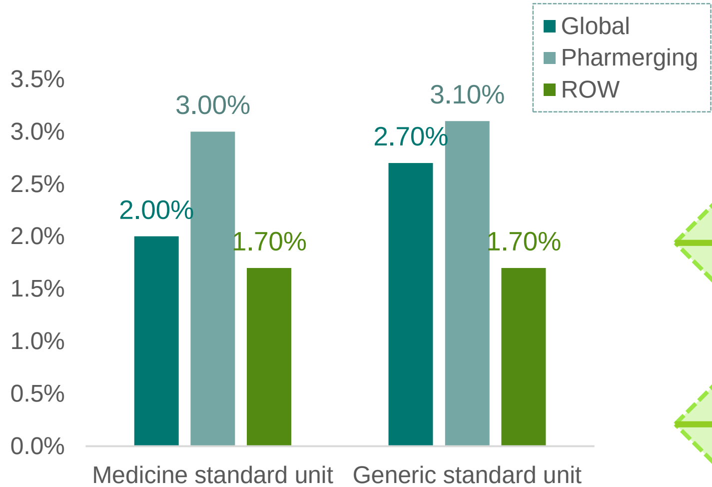
	Cosmetics Glass	Pharma Glass[1]	Pharma Plastic	Syringes	Drug Delivery Devices
					
Estimated Market Size 2017² (in € bn)	~ 1.8	~ 2.2	~ 5.8	~ 0.9	~ 4.0
Market CAGR '17-'22²⁾ (in %)	LOW SINGLE DIGIT			MID SINGLE DIGIT	

The strategic relevant core market for Gerresheimer is today ~ € 15bn

1. Tubular Glass + Moulded Glass Pharma
2. Strategic relevant markets, Gerresheimer estimates

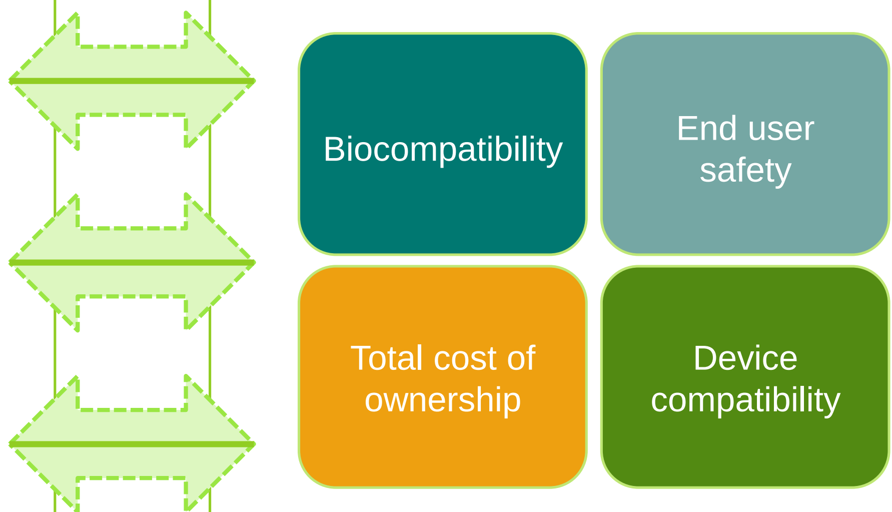
Regional dynamics and packaging requirements set market trends

ESTIMATED IQVIA VOLUMES
CAGR '17-'22[1] (IN %)



- Overall market trends point towards 2 to 3% CAGR volume growth, underpinned by megatrends, with regional discrepancies
- Within categories, Pharmerging economies particularly well-placed to benefit from growth

GLOBAL PHARMA MARKET TRENDS IMPACT ON PACKAGING REQUIREMENTS



1. IQVIA (former Quintiles IMS) January 2018

GERRESHEIMER

Resilience of business model underpinned by clear competitive advantages

Leading global player in Healthcare & Cosmetics Packaging	Solid and balanced blue chip customer base with longterm relationships	Well invested global manufacturing footprint	Experienced global Team with various industry experience

Leading global player in Healthcare & Cosmetics Packaging

- **Most attractive** product portfolio
- **>20%** market share in primary packaging glass
- **Top 3** in devices for Inhalation and Diabetes

Solid and balanced blue chip customer base with longterm relationships

- **All Major Pharma** Companies as customers
- **Top 3 supplier** for pharma syringes
- **Broad customer base** in most regions/markets

Well invested global manufacturing footprint

- **35 Production Sites globally**
- Strong foundations in **Emerging Markets**
- **Technical competence** in contract manufacturing

Experienced global Team with various industry experience

- **Experts** in pharma/ cosmetics packaging and glass/ plastics
- Senior Management adding **broad industry experience**

Priority is on deploying growth levers, whilst continuing to drive quality improvement and adequate returns

Regional Expansion

- Expand into new markets

Products & Innovation

- Expand strategically to build new position and gain critical mass through products, customization and innovation

Customers

- Unlock new and expand within existing customer segments

Value Proposition

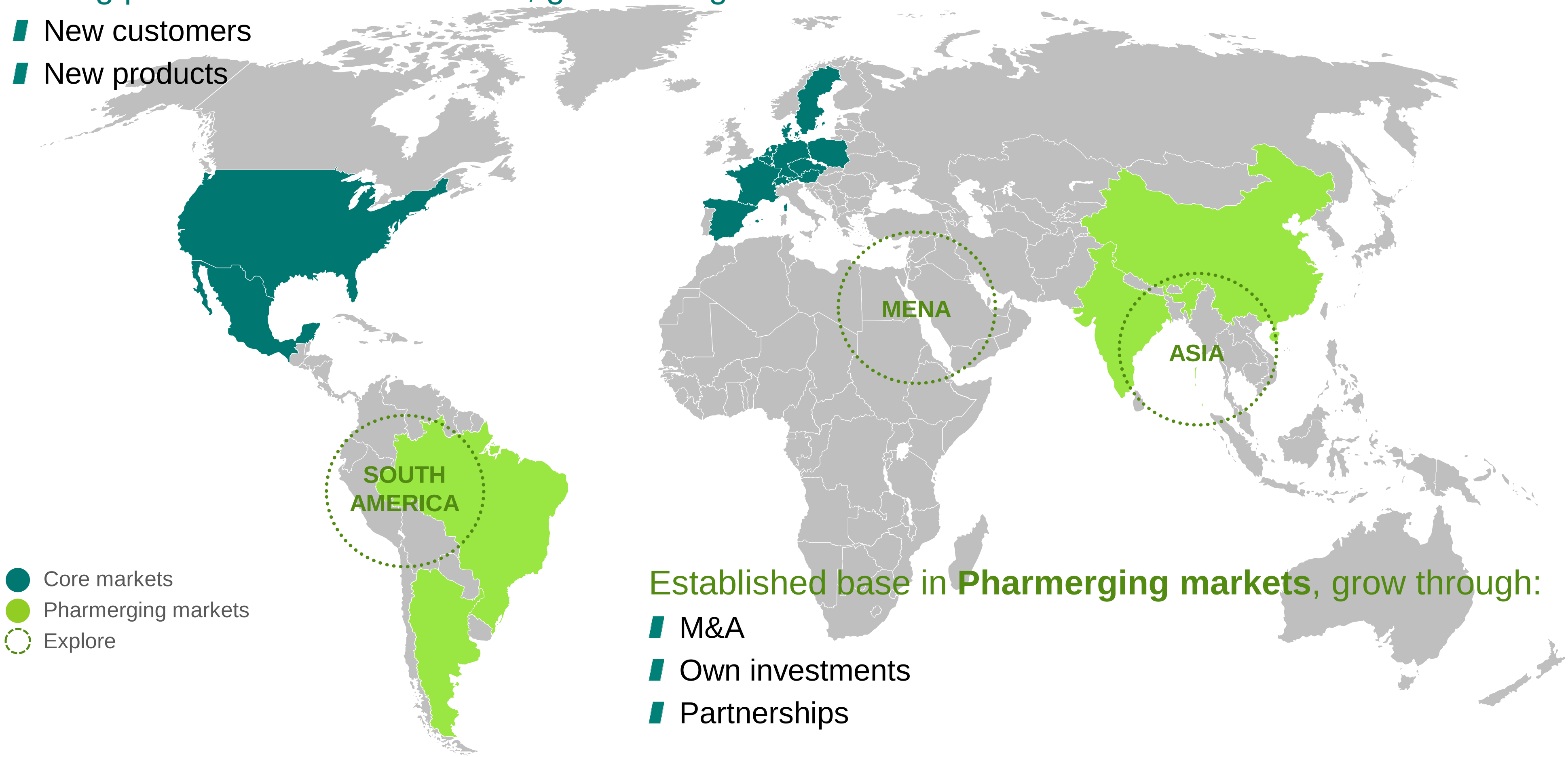
- Expand across value proposition to unlock further potential

QUALITY AND COST LEADERSHIP

Expanding into new geographies

Strong positions in **Core markets**, grow through:

- New customers
- New products



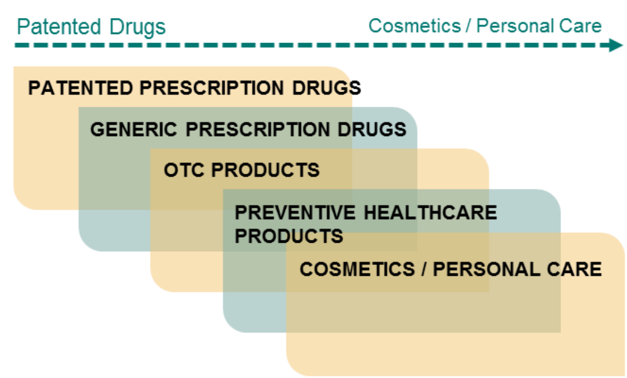
Established base in **Pharmerging markets**, grow through:

- M&A
- Own investments
- Partnerships

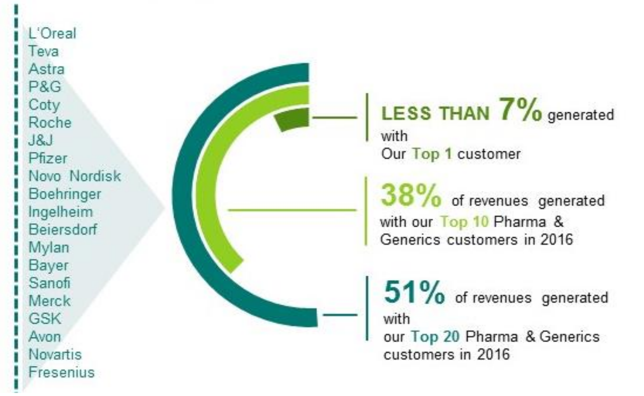
Winning customers

- ~ 5000 products for the Healthcare, Cosmetic and Food & Beverage industry: one of the broadest portfolio offerings
- Half of the revenues generated with the Top 20 customers in 2017 - well balanced portfolio
- Offering state-of-the-art solutions in the whole range from prescription drugs to cosmetics and personal care
- We will continue to beef up our sales, marketing and technical service in order to define best solutions together with our customers
- With well defined business models based on our customer feedback we will increase efficiency and speed along our part in the value chain
  - Unlock new customers and biotech opportunities
  - Leverage Gx solutions as business and product development engine

SERVING A WIDE CUSTOMER BASE



CURRENT CUSTOMER OVERVIEW



Leading in Innovation

- Gx Innosafe®, Gx RTF® Vials, Gx® Elite Glass and more innovations for our customers
- Set standards in our industry – together with strong partners
- Unique portfolio of syringes and high value primary packaging for biotech drugs
- Extend cosmetic packaging capabilities and technologies

Adding new decoration technologies

Duma® Container

Gx® RTF Vials

Gx InnoSafe®

Commercial impact

NOW — *SHORT-TERM* — *MID-TERM* — *LONG-TERM*

New Inhaler Device USA

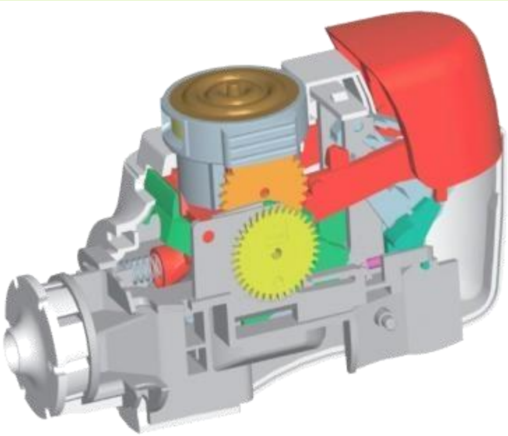
Gx® Elite Glass

Corning Valor™ Glass

Gx RTF® ClearJect®
Metal-free Glass Syringe

Improving value proposition

- Leverage our very broad portfolio incl. high value plastics & glass technologies and offer packages and bundles
- Strengthen device contract manufacturing business
- Extend design, pharmaceutical assembly, services and technologies
- Show case own concepts, develop own device platforms incl. connected features



Adapting to market trends + Driving innovation + Enhancing value proposition: Example of Prefillable Syringe Evolution

Biocompatibility	– Glue residuals – Tungsten oxides – Silicone oil particles	Clearject Plastic Prefillable Syringes Metal free cone bore forming Low tungsten using additional washing Baked on RTF siliconization
End user safety	– Screw cap closures – Needle stick prevention – Breakage resistance	GX TELC® **Gx InnoSafe** ® (safety syringe) Modern glass forming
Device compatibility	Specific dimensional requirements for device applications like auto injectors	Modern glass forming technology Proprietary G3 camera system
Total cost of ownership	– Low cosmetic defects – Secure supply chain – Low particle load	State of the art proprietary camera system No glass-to-glass contact during forming and ready to fill processing Additional cleaning step after glass forming

Disciplined approach to capital allocation

ORGANIC INVESTMENT

- Capex spend at ~8% of sales for growth and maintenance projects
- Controlled capacity extension
- Clear payback criteria

M&A

- Stringent and selective approach to acquisitions
- Strategic fit, management profile and financial track record as key initial considerations
- Clear financial guidelines

Focus on Gx ROCE and Gx RONOA

DIVIDEND

- Committed to redistributing profit back to shareholders
- Dividend policy implies payout ratio of 20 -30% of adjusted Net Income after minorities

RATING & LEVERAGE

- Consider net financial debt to adjusted EBITDA ratio of 2.5 as appropriate for Gerresheimer
- Temporary variation tolerated in case of relevant M&A
- Committed to investment grade rating in the long term

Navigating short and long term challenges with a key priority: reigniting superior growth

Regional Expansion	Well positioned in large and attractive markets
Customers	Market growth underpinned by Megatrends, with different regional dynamics
Product & Innovation	Strategic roadmap calibrated to ensure execution in the short and long term
Value Proposition	Disciplined capital policy to improve return on capital

Resulting into a new long term Gx ROCE goal of ~15% from above 12% previously

Agenda

1.FY 2017 Highlights

2. Financial Review & Outlook FY 2018

3. Strategic Direction

4. Appendix

Technical guidance: EPS

	TOPIC	STATUS QUO	ESTIMATED IMPLICATIONS ON MODELLING FOR FY 2018/19	
+ 1	**Revaluation of deferred tax liabilities**	US tax reform, the Tax Cuts and Jobs Act passed on December 22, 2017 Triggered a.o. immediate re-valuation of all deferred tax asset and liabilities on US Companies.	Expecting one-off positive effect for the 2018 financial year of between USD 50m and USD 55m already to be recognized in the first quarter of 2018 Non cash item	**Positive effect expected on adjusted EPS after non-controlling interest**
2	**Reduced corporate tax rate**	US tax reform, the Tax Cuts and Jobs Act passed on December 22, 2017 Includes US Federal Corporate Tax rate cut from 35% down to 21% on Dec 22, 2017 as well as elimination of certain previously available deductions from taxable income. There are also additional restrictions to the tax-deductibility of certain expenses Applicable from Jan 1, 2018 onwards	Lower federal tax rate expected from FY 2018 onwards Had the impact of the US tax reform already applied in the 2017 financial year, there would have been a positive effect on current income taxes and our net income for 2017in a low single digit million Euro amount	
3	**Impact of new financing structure** from H2 2018 onwards when Bonds are redeemed	New promissory loan issued to redeem EUR 300m bonds maturing on May 19, 2018	~ EUR 5.5 m estimated savings in H2 2018 on net finance expenses compared to FY 2017 Total of ~ EUR11 m estimated savings in FY 2019 net finance expenses compared to FY 2017	
− 4	Negotiations have begun in the USA with regard to the **North American Free Trade Agreement (NAFTA).**	This could possibly result in tariffs on certain imports and exports between the USA and other North American countries The outcome of changes to NAFTA could have a negative impact on our Mexican subsidiary's exports to the USA and hence on our net income	In the 2017 financial year, our Mexican subsidiary's exports to the USA were approximately EUR 27m. The effects of the NAFTA negotiations are not currently quantifiable because precise information is lacking. We will continue to track the potential impacts	**? Discussions ongoing**

GERRESHEIMER

P&D margins improved at a high level, PPG margins impacted by lower production output during the quarter

Revenues by division

EUR M	Q4 2017	Q4 2016	GROWTH IN %	Organic Growth in %
Total Group	374.4	357.6	+4.7	+6.7
- *Of which P&D*	222.7	199.4	+11.7	+13.4
- *Of which PPG*	151.8	158.3	-4.1	-1.9

Adjusted EBITDA by division

	Q4 2017		Q4 2016	
	EUR M	MARGIN IN %	EUR M	MARGIN IN %
Total Group	97.6	26.1	82.5	23.1
- *Of which P&D*	71.9	32.3	55.3	27.7
- *Of which PPG*	30.5	20.1	31.6	19.9

Development of net working capital

	Nov 30, 2017 *EUR M*	NOV 30, 2016 *EUR M*
Inventories *thereof prepayments made*	148.4 2.1	155.4 3.1
Trade receivables	242.7	232.1
Trade payables	176.3	157.0
Payments received on account of orders	29.1	30.2
Net working capital	185.7	200.3
Average NWC in % of LTM revenues [1]	*16.5%*	*15.8%*[2]

1. In percentage of FXN revenues
2. Excluding LSR

GXI Key Data

in EUR per share	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Dividend	0.40	–	0.50	0.60	0.65	0.70	0.75	0.85	1.05	1.10[2]
Dividend yield	*1.5%*	–	*1.8%*	*1.9%*	*1.7%*	*1.4%*	*1.7%*	*1.2%*	*1.5%*	*1.6%*
Payout ratio	*22%*	–	*26%*	*25%*	*25%*[1]	*23%*	*26%*	*25%*	*25%*	*27%*
Share price high	38.20	27.05	29.85	36.62	41.34	50.14	56.42	76.32	76.86	78.01
Share price low	23.99	13.24	22.09	28.30	31.00	37.60	42.31	41.99	57.10	61.03
Share price at FY end	27.10	23.05	28.20	31.17	39.41	49.67	44.44	73.90	68.85	67.06
Book value per share	15.26	15.29	16.86	17.59	17.14	17.94	19.25	22.23	24.31	25,14
P/E ratio[3]	14.81	17.20	14.46	12.77	15.04[1]	16.13	15.38	21.67	16.31	16.51
Market cap in EUR m	851	724	886	979	1,238	1,560	1,395	2,320	2,162	2,106
MDAX weighting year end	*11.48%*[4]	*1.33%*	*1.24%*	*1.40%*	*1.47%*	*1.33%*	*1.01%*	*1.42%*	*1.33%*	*1,00%*
Number of shares in million	31.4	31.4	31.4	31.4	31.4	31.4	31.4	31.4	31.4	31.4

1. Retrospective restatement due to the early adoption of IAS 19 (amended in 2011) from December 1, 2012
2. Proposed appropriation of net earnings
3. Based on adj. EPS after non-controlling interests
4. SDAX weighting at year end

Overview of Abbreviations and Definitions

Abbreviations and Definitions	
Adj. EBITDA	Earnings before income taxes, net finance expense, amortization of fair value adjustments, depreciation and amortization, impairment losses, restructuring expenses and one-off income and expenses
Adjusted EPS	Adjusted net income divided by 31.4m shares
Adjusted net income	Consolidated net income before non-cash amortization of fair value adjustments, restructuring expenses, impairment losses, one-off income and expenses (including non-cash expenses) and the related tax effects.
CAGR	Compound Annual Growth Rate
Capex	Investments in tangible and intangible assets
EBIT	Earnings before interest and taxes
EBITA	Earnings before interests, taxes and amortization
EBITDA	Earnings before interests, taxes and depreciation and amortization
FXN	"Foreign currency neutral" - based on budgeted FX-rates
Gx ROCE	Adjusted EBITA divided by capital employed (total assets minus investments, investments accounted for using the equity method and other loans, minus cash and cash equivalents, minus pensions (without pension provisions), deferred tax liabilities, and income tax liabilities, minus prepayments received, trade payables, and other non- interest bearing liabilities)
Gx RONOA	The ratio of adjusted EBITA to average net operating assets, comprising the sum of property, plant and equipment and net working capital
Leverage	The relation of net financial debt to adjusted EBITDA of the preceding twelve months, according to the current credit facility agreement.
Net debt	Short and long term debt minus cash and cash equivalents
Net finance expense	Interest income and expenses and related to the net financial debt of the Gerresheimer Group. It also includes net interest expenses for pension provisions together with exchange rate effects from financing activities and from related derivative hedges.
Net working capial (NWC)	Inventories plus trade receivables minus trade payables plus/minus prepayments
Op. CF margin	Adjusted EBITDA plus/minus the change in net working capital, minus capex and in relation to revenues
Operating cash Flow	Adjusted EBITDA plus/minus change in net working capital, minus capex
P/E Ratio	Company's share price divided by the adj. EPS after non-controlling interests
RCF	Revolving credit facility
yoy	year-on-year

Financial calendar and contact details

FINANCIAL CALENDAR	
February 22, 2018	Annual Report Financial Year 2017
April 12, 2018	Interim Report 1st Quarter 2018
April 25, 2018	Annual General Meeting 2018
July 12, 2018	Interim Report 2nd Quarter 2018
October 11, 2018	Interim Report 3rd Quarter 2018

CONTACT DETAILS	
Name	Corporate Investor Relations
Phone	+49 211 6181 257
Fax	+49 211 6181 121
E-mail	*Gerresheimer.ir@gerresheimer.com*
IR website	www.gerresheimer.com/ir

GERRESHEIMER

Our Vision

Gerresheimer will become the leading global partner
for enabling solutions that improve health and well-being.

Our success is driven by the passion of our people.