

## Press release

**Headquarters**  
Gerresheimer AG  
Klaus-Bungert-Strasse 4  
40468 Düsseldorf  
Germany

### Capital Markets Day 2022

## Gerresheimer to expand significantly in High Value Solutions and further accelerates its sustainable profitable growth

- Strong order intake in all areas with increasing revenue share of biological solutions and injectables
- New platform wins reinforce position as strategic partner of choice for the global pharma and biotech industry
- The Company is now guiding for double-digit organic growth in both revenues and adjusted EBITDA

**Duesseldorf, December 6, 2022 – At today’s Capital Markets Day “Generating Sustainable Value”, Gerresheimer AG, a leading provider of healthcare & beauty solutions and drug delivery systems for pharma, biotech and cosmetics, reaffirmed its growth agenda and increased its revenue and adjusted EBITDA guidance. The company continues to execute consistently its formula g strategy while actively managing global, external challenges. “Gerresheimer has achieved important milestones on its transition towards becoming an innovation leader, solution provider and system integrator. We have continuously improved our competitiveness with a focus on customer centricity, innovation and operational excellence,” said Dietmar Siemssen, CEO of Gerresheimer AG. “Our formula g strategy process is paying off and generating sustainable growth across all our divisions. With new orders for High Value Solutions and Medical Devices, we have further reinforced our leading positions in attractive markets. We will continue to shift the portfolio from volume to value and expand our margins.”**

### **Growth driven by High Value Solutions**

Attractive growth projects, including new biologics orders in both High Value Solutions and Contract Manufacturing are fueling Gerresheimer’s transformation into a solution provider and underlining its position as a strategic partner of choice for the global pharma and biotech industries. Gerresheimer’s expertise and strong track record are enabling the Company to accelerate sustainable, profitable growth by consistently increasing the revenue share of biologics solutions and injectables. In particular “ready-to-fill” solutions in syringes and vials are driving growth in High Value Solutions

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while Medical Devices such as auto injection devices and pens are boosting growth in the area of Contract Manufacturing.

Gerresheimer's syringe segment offers a broad portfolio of innovative solutions like baked-on siliconized syringes, silicone-free systems, dual chamber syringes or the Gx InnoSafe solution. The company is therefore a reliable partner for its customers, offering a broad range of products and services together with optimal technical solutions. While doubling its syringes capacity by FY 2027, Gerresheimer expects to triple its revenues in this area.

### **Ready-to-fill (RTF) vials will replace glass bulk vials and generate value**

Gerresheimer is the market leader for vials with a market share of more than 30 %. There is a disproportionate growth potential in high value vials and cartridges. On the back of the successful market conversion in syringes, shifting from bulk towards ready-to-fill of 95 % percent over the last decade, the new industry standard EZ-fill smart supports the repetition of this success story for vials and cartridges.

### **Order books for Medical Devices grow significantly**

Gerresheimer is well established in the market for Medical Devices such as inhalers, pens and auto injection devices. With the increasing incidence of chronic diseases like Diabetes 2 and obesity the obesity treatment market is expected to grow disproportionately. More than 650 million people worldwide suffer from obesity, representing a total potential treatment market value of about USD 50 bn. Gerresheimer will cover GLP-1 obesity treatment with specific solutions across wide areas of the portfolio. The order book for Medical Devices is growing significantly, and Gerresheimer recently won two large contracts that will consistently increase its profitable organic growth.

### **Unlocking the value of data**

Digitalization in healthcare is another emerging market that will improve healthcare outcomes and reduce healthcare costs. Gerresheimer pursues this new business segment with a clear focus on customer centricity in data-driven business models. The company is connecting healthcare data between patients and doctors to improve therapy compliance and outcome. Leveraging strategic partnerships Gerresheimer expands its expertise to deliver a broad and integrated solutions portfolio.

### **Sustainability goals on track**

Sustainability is one of the main pillars of Gerresheimer's strategy and is an integral part of the company's business model. The consistent execution of the sustainability strategy, together with strong market positions, enable Gerresheimer to thrive in a challenging environment. The recent EcoVadis gold award is proving to be a valuable catalyst for new business relationships, and therefore contributes directly to the strong sales growth.

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### Guidance and Financials

With the consistent implementation of its formula G strategy process, Gerresheimer continues to generate sustainable, profitable growth, and is delivering on its financial targets. Gerresheimer acted early to push forward its refinancing strategy. The company issued EUR 300m of new promissory loans in November which were again significantly oversubscribed. With that, Gerresheimer secured the refinancing of upcoming maturities until end of 2024 and fully funded its investment program.

On the basis of its robust financial position, strong order books and the successful implementation of its investments, the company increases its outlook as follows:

### Guidance for FY 2023 (For group level, FXN):

- Organic revenue growth: at least 10 %
- Organic adjusted EBITDA growth: at least 10 %
- Adjusted EPS growth: low-single digit

### Mid-Term Guidance (For group level, FXN):

- Organic revenue growth: at least 10 %
- Organic adjusted EBITDA margin: of 23-25 %
- Adjusted EPS growth: at least 10 %

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### **About Gerresheimer**

Gerresheimer is the global partner for pharmaceuticals, biotech, healthcare, and cosmetics with a very broad product range for pharmaceutical and cosmetic packaging solutions and drug delivery systems. The company is an innovative solution provider from concept to delivery of the end product. Gerresheimer achieves its ambitious goals through a high level of innovative strength, industrial competence and concentration on quality and customer focus. In developing innovative and sustainable solutions, Gerresheimer relies on a comprehensive international network with numerous innovation and production centers in Europe, America and Asia. Gerresheimer produces close to its customers worldwide with around 11,000 employees and generated annual revenues in 2021 of around EUR 1.5b. With its products and solutions, Gerresheimer plays an essential role in people's health and well-being.  
[www.gerresheimer.com](http://www.gerresheimer.com)