

Transforming into a high single digit growth company from FY 2022 onwards

Key Messages Capital Markets Day

From Mid to High single digit sales growth

FY 2020e: guidance confirmed

FY 2021e: mid single digit (3-7%)

From FY 2022e onward: high single digit (6-9%)

Growth push through High Value Solutions



For both segments pharma and cosmetics

Biologics vials and syringes

ELITE® Glass

Ready-to-fill products (RTF)

Decorated glass and PCR glass



Strong growth drivers, starting in 2021:

- ELITE® Glass CAGR >30%; RTF Vials CAGR >50%
- More than double sales with high value solutions
- Triple sales in biologics by 2028

EBITDA margin: steady increase with good trajectory

FY 2020e: 22% without GAT

FY 2021e: 22-23% | Mid-term: comfortable 23%

- Product mix: ramp-up for high value solutions
- Excellence and efficiency initiatives
- Economies of scale

Investments into Business Opportunities

Base Capex 4%

Growth Capex 5%

Unique Business Opportunities ~3%

Disciplined value generative oriented capital allocation: **ROCE target 15%** – every single project will contribute

Seizing **unique business opportunities** by capacity expansion in injectables: **IRR ~25%**

Capex is not Capex – significant portion into low risk investments with excellent upside potential: contract manufacturing new auto injector contract (> IRR 25%)

GAT (incl. Sensile)

Gerresheimer's innovation hub

Call option – Break Even expected for 2023

- Conservative approach: excl. GAT from Guidance
- Continuously good trajectory in projects, break even in FY 2023 expected
- SQ Innovation on track with good progress, first significant sales in 2022