



# **URALITA GROUP 2006 RESULTS**

**Madrid, February 26th, 2007**

## DISCLAIMER

**This document contains information compiled internally from various different sources, as well as future forecasts concerning the financial situation, results, business and strategies of the Uralita Group.**

**Said information is based on a series of assumptions which could ultimately prove incorrect, and are subject to financial, commercial, market, regulatory or general economic risk factors, about which only estimates may be made.**

**The Company's Financial Statements as of 31 December 2006 included in this document are currently under review by the Company's official auditor, and on this date the audit report is pending issue.**

**Consequently, analysts and investors must adequately evaluate the information provided. Uralita assumes no obligation whatsoever in regard to updating information herein and its publication, either as a result of the emergence of new information, new events or for any other cause.**

## KEY MESSAGES

- **Group record in sales (€1,005Mn) and operating profit (EBITDA €178Mn) in building materials**
- **Uralita has achieved a 34.4% increase net attributable profit to a new all-time high of €47.3Mn**
- **Strong growth in margins in Insulation and Pipes, and sustained growth in earnings and profitability in Gypsum**
- **Groundwork laid in 2006 for future growth across the board**
- **In a more complex environment, 2007 target is to increase activity and profitability levels achieved in 2006**



# AGENDA

- **2006 milestones**

- 2006 Group results
- Outlook for 2007

# POSITIVE EXTERNAL ENVIRONMENT FOR THE GROUP IN 2006...

## External context

- **Very active construction markets:**
  - Spain at record levels (>800,000 permits)
  - Recovery in Germany (+6%)
  - Double-digit growth in Eastern Europe/Russia
- **No major capacity increases in the sector and therefore high utilisation rate in Plasterboard and Insulation factories**
- **Gradual increases in raw materials prices**
- **Positive regulatory environment for Uralita Group products (e.g. CTE<sup>(1)</sup>)**

## Impact on Uralita

- **Tapping strong demand**
  - Boost plant utilisation capacity
  - Enhance customer portfolio
- **Improve sales management backed by supply/demand imbalances**
- **Transfer to customers part of increase in energy bill**
- **Limited impact of CTE in 2006, but potentially significant going forward**

**Also in 2006 a major part of profits derived from improvements introduced in 2005 has been captured: plant closures, structural cost savings, new organisation**

<sup>(1)</sup> CTE stands for "Código Técnico de Edificación" (Spanish Building Technical Code)

## ... AND INTERNALLY THE GROUP HAS CONTINUED WORKING TO ENSURE FUTURE PROFITABILITY

### Commercial initiatives

- Revise and optimise sales approaches of businesses
- Promote higher value-added products

### Industrial & cost efficiency initiatives

- Boost efficiency at plants
- Minimise logistics costs
- Contain structural costs
- Pinpoint synergies in businesses in the Iberian Peninsula

### Growth initiatives

- New 2007-2009 Strategic Plan: profitable growth
- Approve capacity increases to continue growing in the market
- Introduce new products
- Analyse opportunities in new categories and markets

# AGENDA

- 2006 milestones

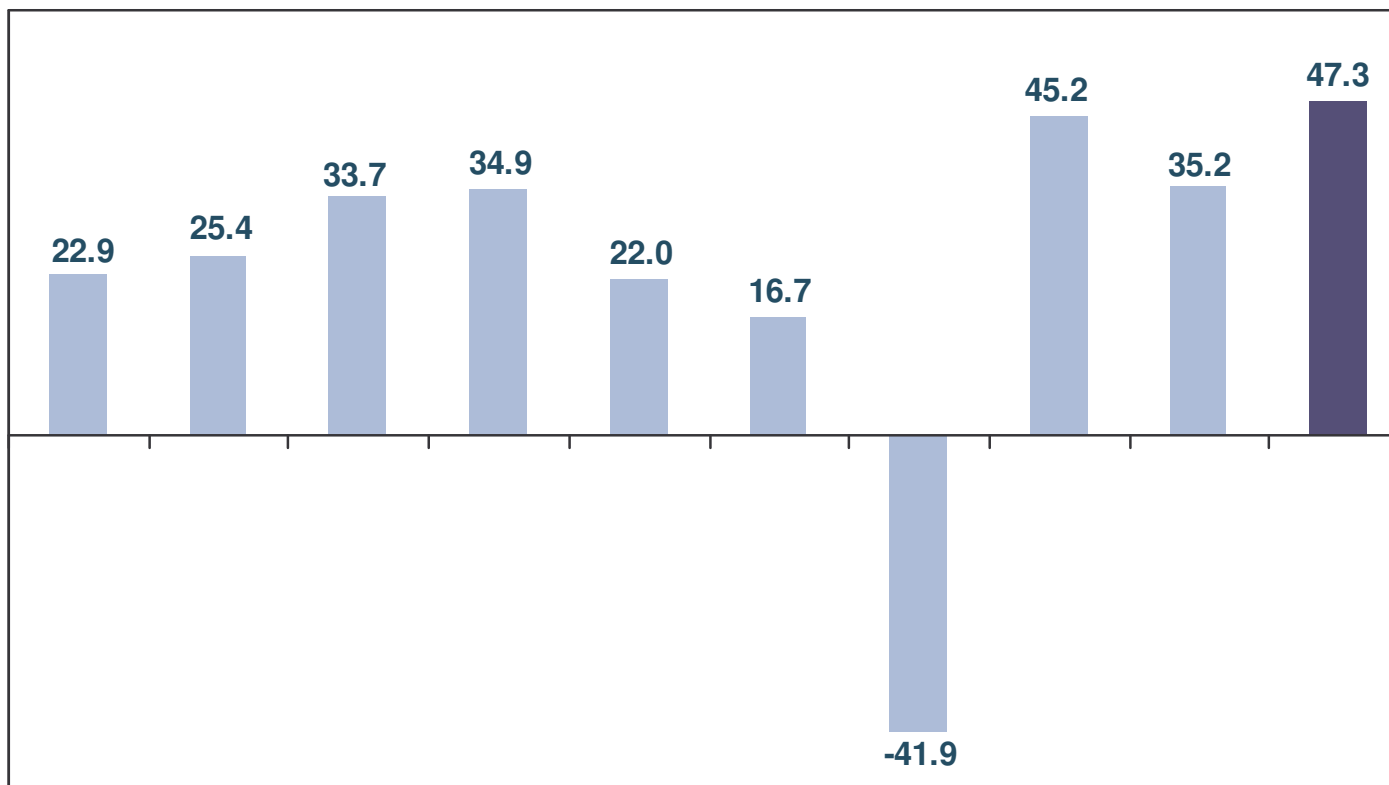
- **2006 Group results:**

- **Uralita Group**
- **Result by business**

- Outlook for 2007

## RECORD PROFIT IN 2006: € 47.3 MILLION

### Net profit attributable to the controlling company (€ Mn)



Net profit margin

1997

5.0%

1998

5.0%

1999

5.4%

2000

5.0%

2001

3.1%

2002

2.7%

2003

-2.0%

2004

4.5%

2005

4.9%

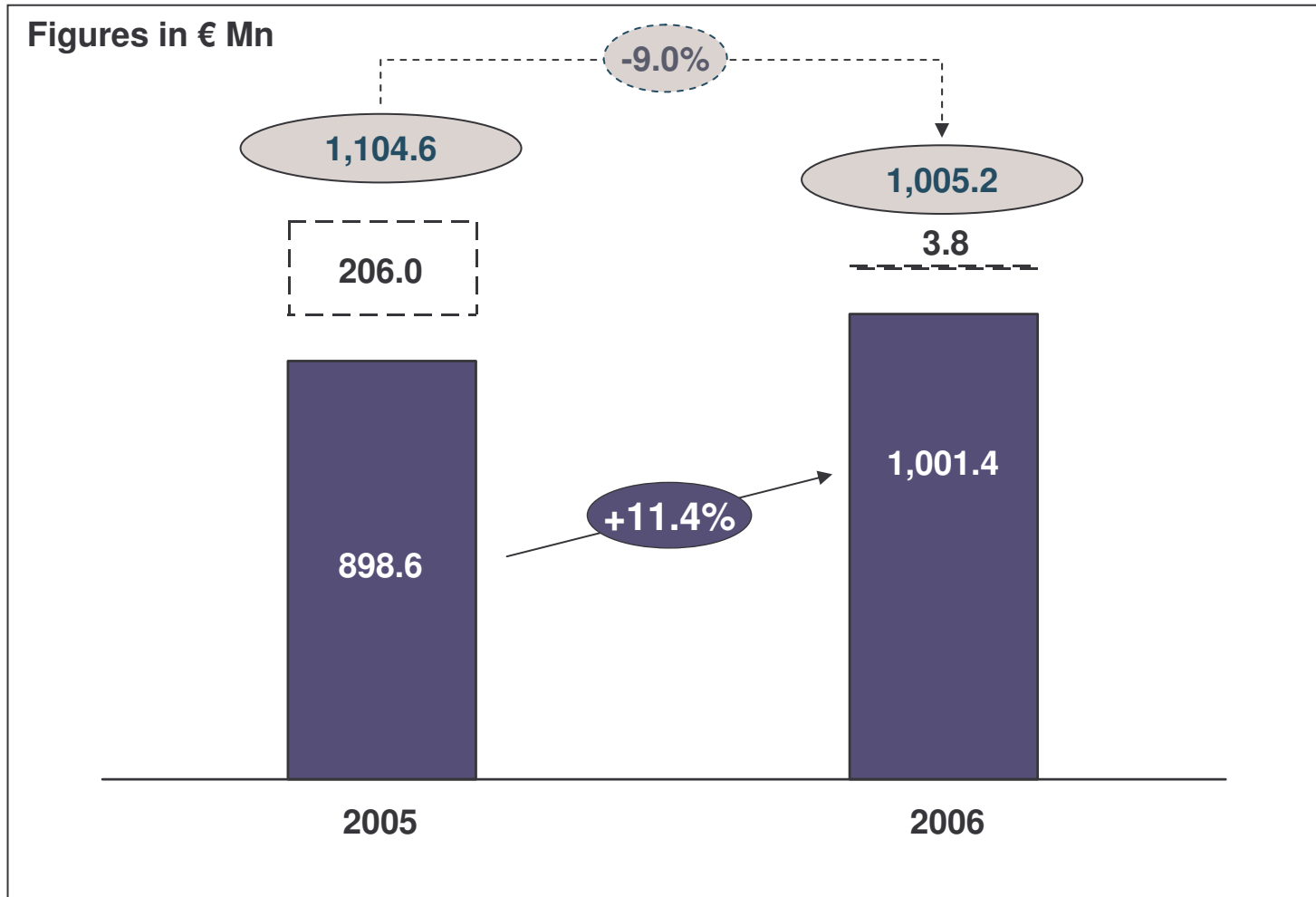
2006

7.0%

**Note:** in calculating the margin we take net profit before minorities since this figure is coherent with total sales

# CONSOLIDATED SALES OF €1.005 MILLION

## 11.4% growth in core businesses



■ Core businesses

□ Non-core businesses

○ Consolidated sales

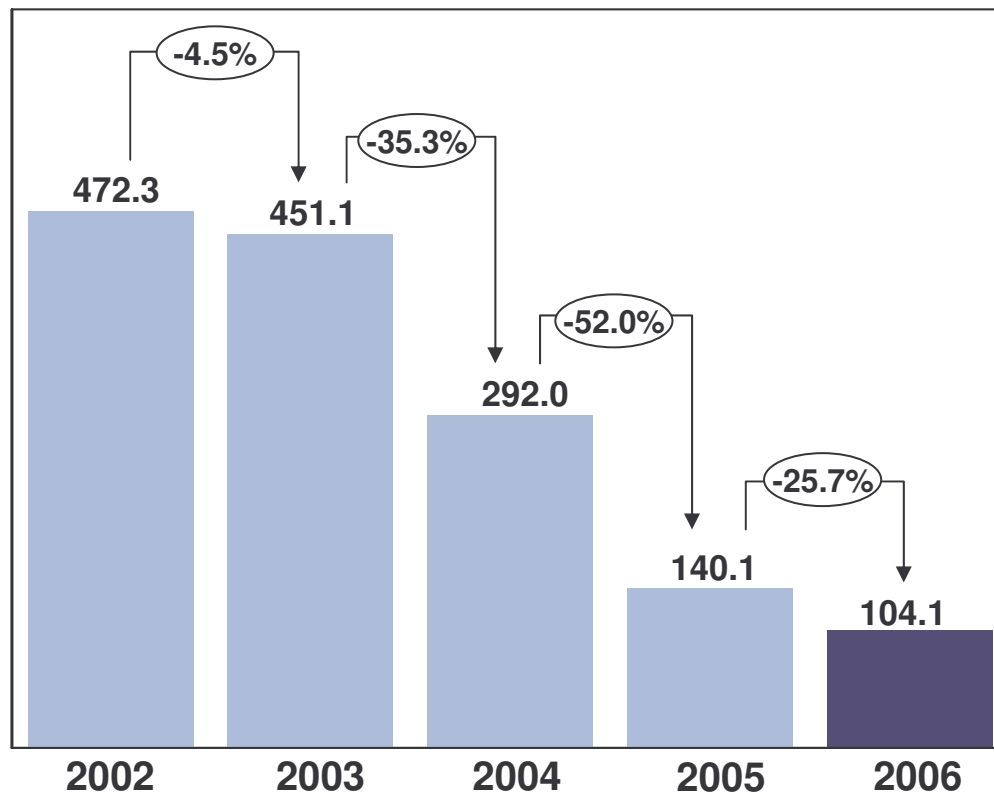
## €178MILLION IN EBITDA DUE TO PROFITABILITY IMPROVEMENT IN ALL BUSINESSES

	EBITDA 2006 (€ Mn)	EBITDA 2005 (€ Mn)	CHG 05/ 06
<b>INSULATION</b>	<b>87.4</b>	55.4	<b>+57.8%</b>
EBITDA margin	17.6%	12.6%	+5.0 p.p.
<b>GYPSUM</b>	<b>69.1</b>	58.5	<b>+18.1%</b>
EBITDA margin	29.5%	29.3%	+0.2 p.p.
<b>ROOF TILES</b>	<b>17.0</b>	15.5	<b>+9.7%</b>
EBITDA margin	16.5%	14.7%	+ 1.8 p.p.
<b>PIPES</b>	<b>11.0</b>	3.7	<b>+198.9%</b>
EBITDA margin	6.5%	2.4%	+ 4.1 p.p.
<b>TOTAL CORE BUSINESSES<sup>(1)</sup></b>	<b>178.6</b>	127.9	<b>+39.6%</b>
EBITDA margin	17.8%	14.2%	+3.6 p.p.
<b>NON-CORE BUSINESSES</b>	-0.4	22.6	-103.5%
<b>TOTAL URALITA GROUP</b>	<b>178.2</b>	150.5	<b>+18.4%</b>
Margin over sales	17.7%	13.6%	+4.1 pp

<sup>(1)</sup> Including consolidation adjustments and non-distributable corporate expenses (-€5.5 and -€5.9Mn in 2005 and 2006, respectively)

# €36 MILLION DEBT REDUCTION

## Net debt at Uralita Group (€ Mn)



**Debt/  
EBITDA**

x3.3

x2.8

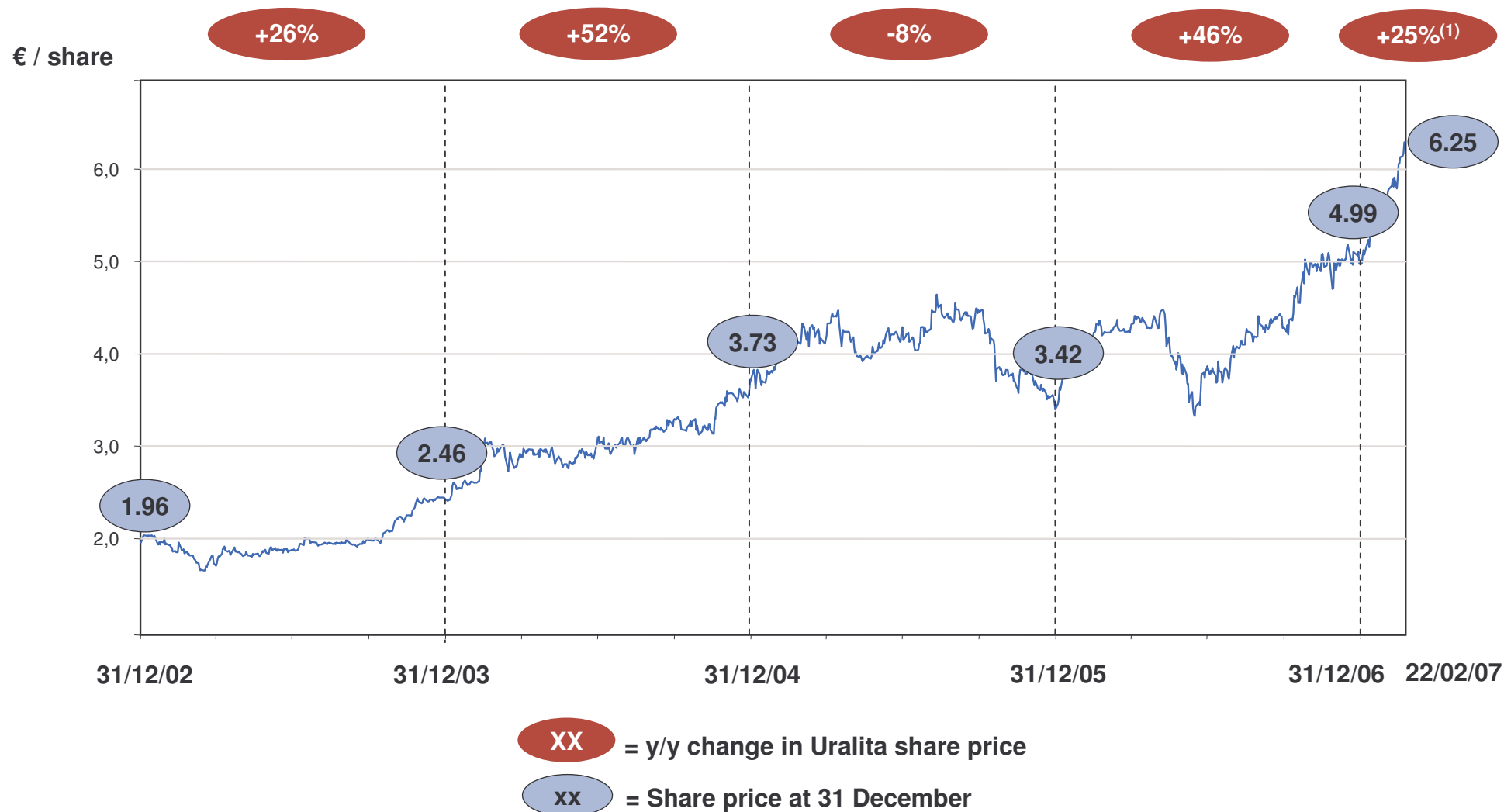
x1.5

x0.9

x0.6

# 46% SHARE PRICE GAIN IN 2006

Average price in the year: €4.28 per share



<sup>(1)</sup> Change in share price from 31/12/2006 to 22/02/2007 (closing date of this Report)

Source: JCF

# AGENDA

- 2006 milestones

- **2006 Group results:**

- **Uralita Group**

- **Results by business**

- Outlook for 2007

# IMPROVED PROFITABILITY IN INSULATION DUE TO ROBUST DEMAND AND COST CONTAINMENT

2006 (€ Mn)	2005 (€ Mn)	Change 05/06
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## Pivotal actions

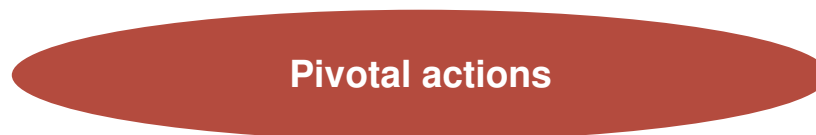
<b><u>SALES</u></b>	495.9	440.0	+12.7%
<b><u>EBITDA</u></b>	87.4	55.4	+57.8%
% of sales	17.6%	12.6%	+5.0pp
<b><u>INVESTMENT PAYMENTS</u></b>	36.3	54.8	-33.8%
<b><u>WORKFORCE</u></b>	2,004	2,188	-8.4%

- Improvement of commercial management in a strong demand context
- Maximisation of plant usage
- Reduction of fixed industrial and structural costs
- Relocation of central offices from Frankfurt to Madrid
- Capacity increase to meet forecasted market growth
- Analysis of investment projects in new plants

# SUSTAINED GROWTH IN SALES AND MARGINS IN GYPSUM



2006 (€ Mn)	2005 (€ Mn)	Change 05/06
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<u>SALES</u>	234.4	199.6	+17.4%
<u>EBITDA</u>	69.1	58.5	+18.1%
% of sales	29.5%	29.3%	+0.2 pp
<u>INVESTMENT PAYMENTS</u>	10.6	12.9	-17.8%
<u>WORKFORCE</u>	510	492	+3.7%

- Revision of sales approach commercial model (e.g. Refurbishment)
- Promotion of higher value-added powdered gypsum products
- Boost efficiency at plants
- Optimisation of logistics costs of Pladur® business
- Start of construction of Pladur® plant in Zaragoza
- Analysis of new Algiss® capacity

## IMPROVEMENT IN PROFITABILITY IN ROOF TILES DESPITE ADVERSE SITUATION IN PORTUGAL

2006 (€ Mn)	2005 (€ Mn)	Change 05/06
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### Pivotal actions

<u>SALES</u>	102.9	105.7	-2.7%
<u>EBITDA</u>	17.0	15.5	+9.7%
% of sales	16.5%	14.7%	+1.8 pp
<u>INVESTMENT PAYMENTS</u>	4.6	6.5	-29.2%
<u>WORKFORCE</u>	640	675	-5.2%

- Implementation of a more efficient sales approach to reach the market
- Optimisation of industrial costs through high plant usage
- Structural cost cuts, mainly in Portugal
- Development of new roof tile models
- Launch of new complementary businesses (e.g. solar roof panels)

**Note:** Financial ratios include figures from core businesses

# WIDER MARGINS IN PIPES THANKS TO ONGOING STRATEGIC PLAN

2006 (€ Mn)	2005 (€ Mn)	Change 05/06
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## Pivotal actions

<b><u>SALES</u></b>	168.6	153.8	+9.6%
<b><u>EBITDA</u></b>	11.0	3.7	+198.9%
<b>% of sales</b>	6.5%	2.4%	+4.1 pp
<b><u>INVESTMENT PAYMENTS</u></b>	3.5	5.9	-40.7%
<b><u>WORKFORCE</u></b>	571	585	-2.4%

- Creation of own identity under the Adequa® brand
- Specialisation and increase in plant usage
- Commercial and structural cost cuts
- Relocation of customer service centres closer to plants
- Increased capacity in higher value-added products

**Note:** Financial ratios include figures from core businesses

# AGENDA

- 2006 milestones
- 2006 Group results
- **Outlook for 2007**

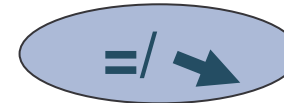
# OUTLOOK FOR 2007

## Outlook for 2007

## 2006 comparison

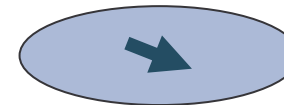
### Demand evolution

- Spain: slight decline in new building partly offset by refurbishment and civil works
- Moderated growth in Central Europe
- High growth in Eastern Europe
- No significant changes in Portugal



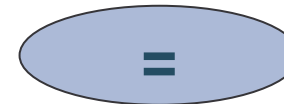
### Supply situation

- Higher competitive pressure due to increases in capacity: Insulation (Europe) and Plasterboard (Spain)
- Low room for growth in volume due to high capacity utilization in our factories



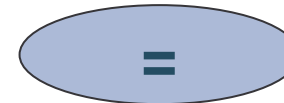
### Energy & raw materials costs

- Ongoing high energy and raw material costs
- Lower commercial action capacity



### Internal cost base

- Efficient current cost structure
- 2007 improvement plans start



**Despite less favourable context, Uralita's objective in 2007 is to make further headway to increase 2006 excellent level of activity and margins**

## 2007 TARGETS

Figures in € Mn	Actual 2005	Actual 2006	Change 06/05	2007 Target	Change 07/06	2009 Outlook
<b>Sales</b>	1,105	1,005	-9%	1,055	+5%	1,140
<b>EBITDA</b>	151	178	+18%	190	+7%	210
<b>Margin o/ sales</b>	13.6%	17.7%	+4.1 pp	18.0%	+0.3 pp	18.4%
<b>Net Att. Profit</b>	35	47	+34%	54	+15%	58

Results in line with 2007-2009 Business Plan

**Note:** This figures does not include Sales, EBITDA and net Profit from potential acquisitions



Many thanks for your attention