

# **PRESENTATION OF H1 2007 RESULTS**

**URALITA**

**Madrid, 3 September, 2007**

## MAIN MESSAGES

- **H1 2007 results significantly better than those of H1 2006 thanks to the good performance of the insulation business and despite the first signs of slowdown in the Spanish construction sector**

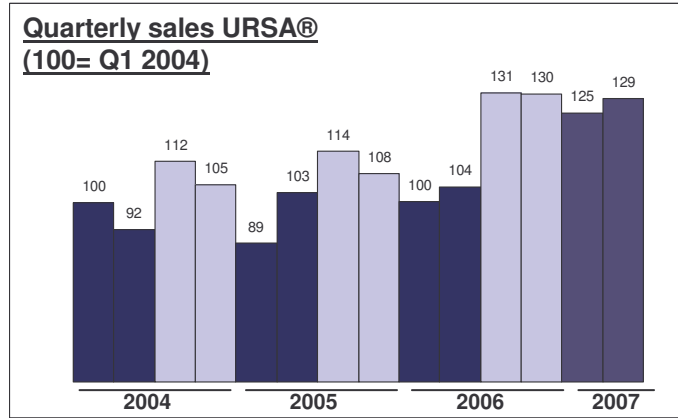
# FINANCIAL HIGHLIGHTS IN H1 2007

Figures in millions of euros

	H1 07	H1 06	CHANGE	Comments
<b>Sales</b>	549.0	481.6	+14.0%	<ul style="list-style-type: none"> <li>• Stronger results in Insulation, plasterboard and pipes businesses</li> <li>• Powdered gypsum and roof tiles businesses affected by Spanish construction sector slowdown</li> </ul>
<b>EBITDA</b> EBITDA margin	114.5 20.9%	81.9 17.0%	+39.8% +3.9pp	
<b>Net profit</b> Net profit/sales margin	59.7 10.9%	29.6 6.1%	+101.7% +4.8pp	<ul style="list-style-type: none"> <li>• Lower financial (lower debt) and tax burden</li> <li>• Results improvement in those businesses without minorities interests (insulation, pipes)</li> </ul>
<b>Net profit attributable to the controlling company</b>	47.6	18.3	+160.7%	
<b>Net debt</b>	80.4	115.7	-30.5%	<ul style="list-style-type: none"> <li>• Higher cash-flow due to operating improvements and investments optimization</li> </ul>

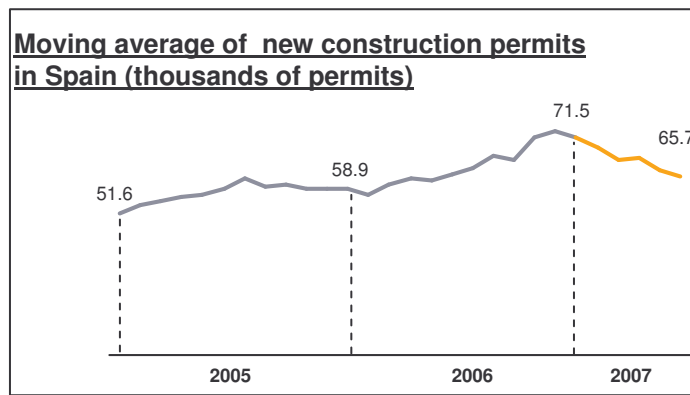
# POSITIVE PERFORMANCE OF INSULATION IN EUROPE AND FIRST SIGNS OF SLOWDOWN IN SPAIN

European insulation market growing



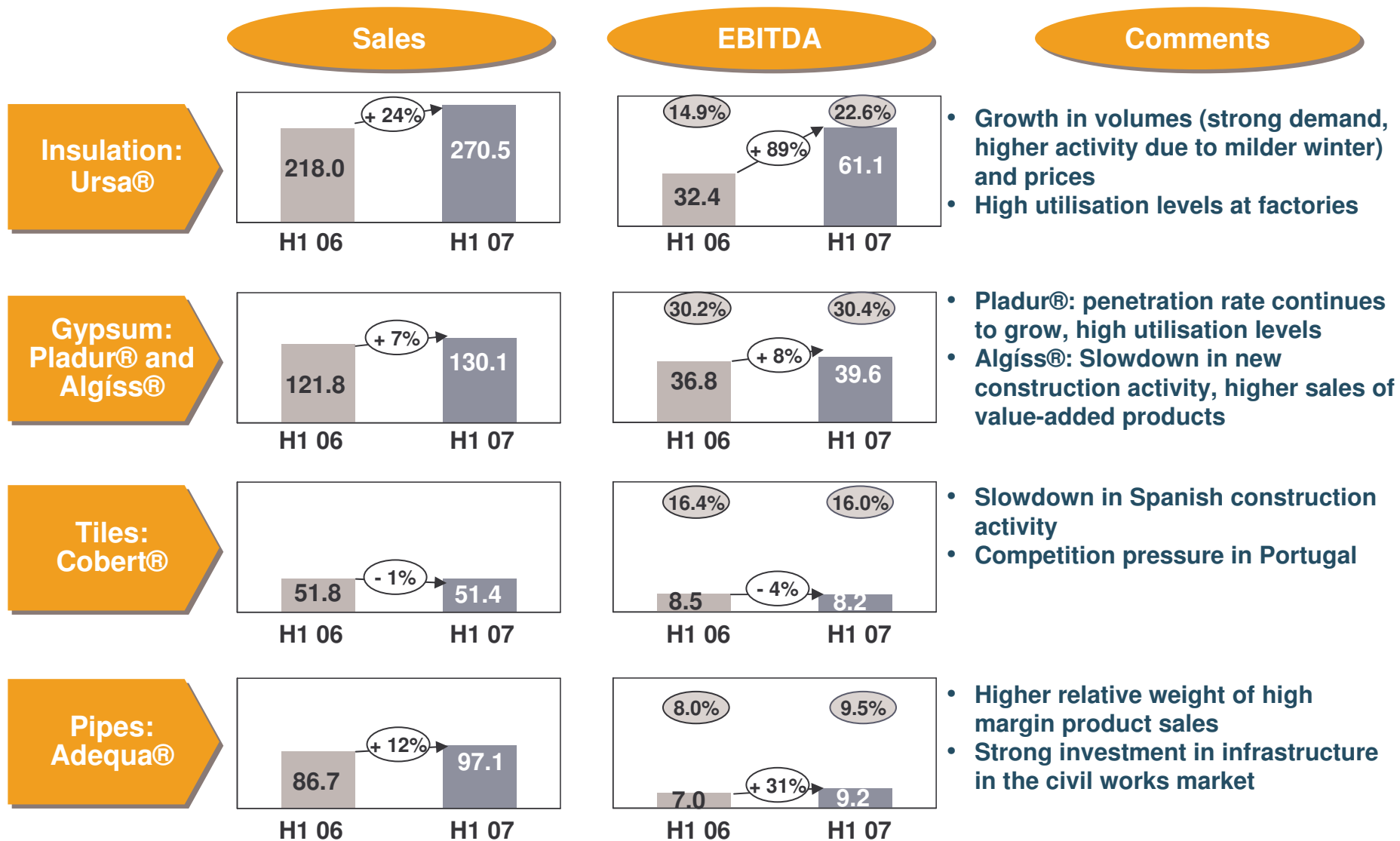
- Strong demand in Eastern Europe
  - Mild winter (temporary effect)
  - Increase in new construction and refurbishment activity
- Temporary unbalance supply/ demand
- Positive regulatory environment
- Slower pace in Germany and the UK

First signs of slowdown in the Spanish construction market



- Deceleration in growth of housing prices and first signs of a slowdown in the residential new building segment
- Modest growth in the refurbishment market
- Non-residential building activity increasing

# RESULTS BY BUSINESS



Note: Figures in millions of euros

X % EBITDA margin

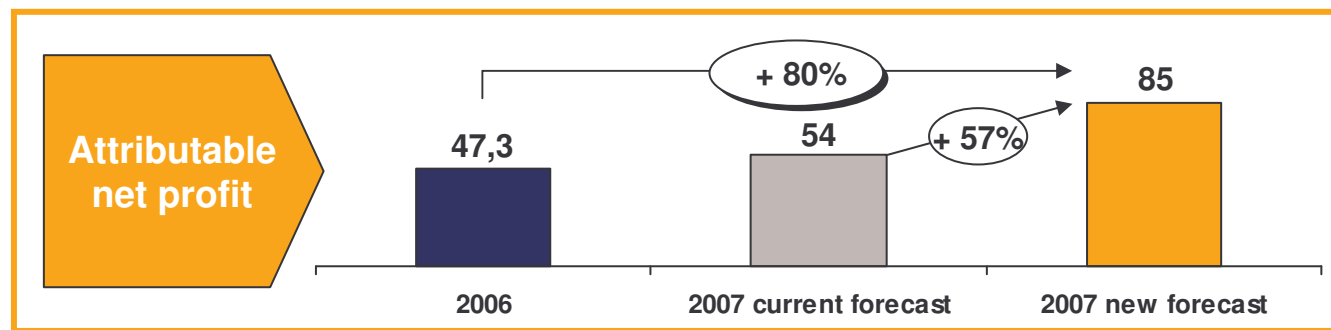
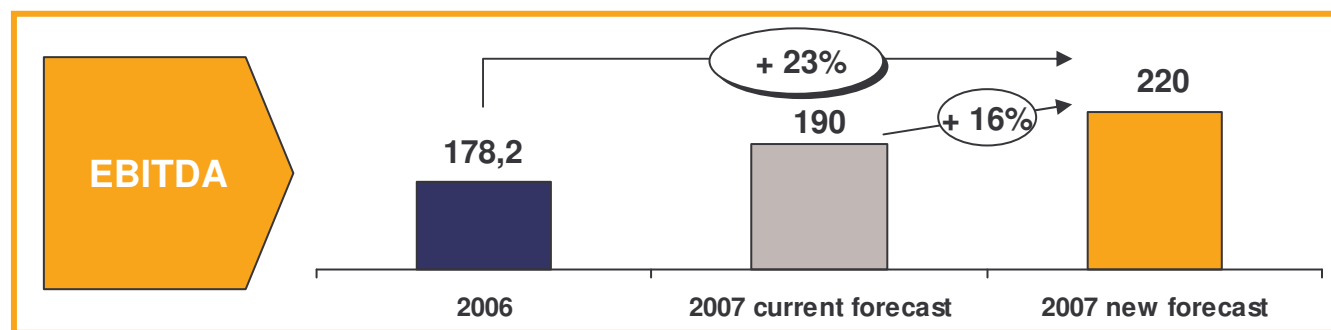
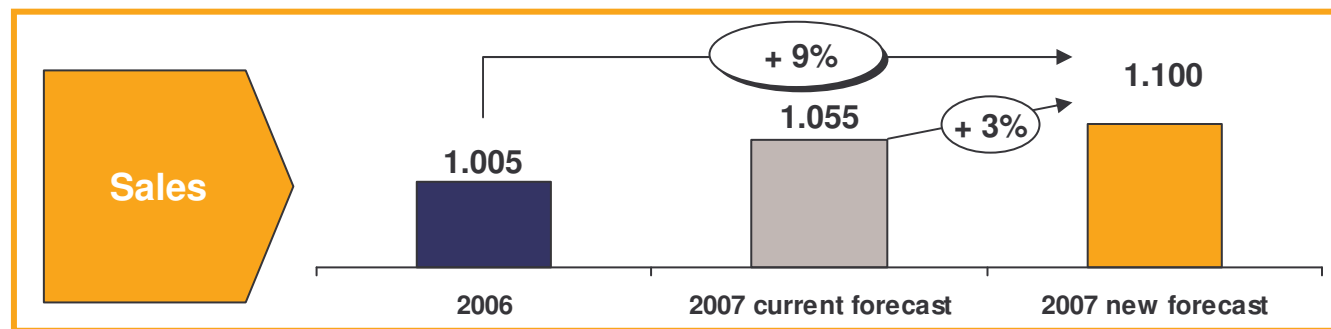
## MAIN MESSAGES

- 1H07 results were significantly better than 1H06 thanks to the good performance by the insulation business and despite the first signs of slowdown in the Spanish construction sector
- **Guidance for 2007 revised upwards although the final result will depend on the continuance of the construction activity level in Europe and Spain**

# NEW GUIDANCE FOR 2007

## Main assumptions:

- Spain: construction sector performance in line with the first half
- Stable growth rates in Eastern Europe
- A "normal" winter allowing some construction activity
- No significant increases in raw material prices



Advance of forecasted results for coming years

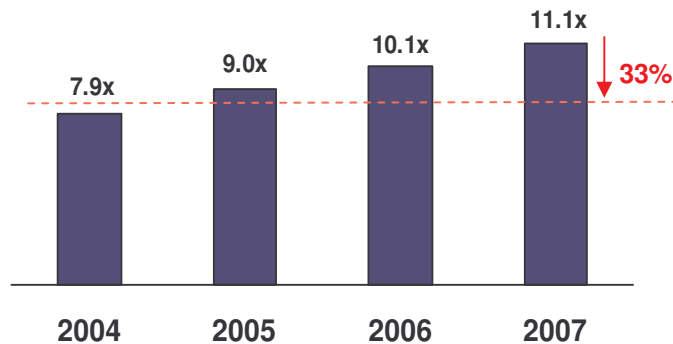
## MAIN MESSAGES

- 1H07 results were significantly better than 1H06 thanks to the good performance by the insulation business and despite the first signs of slowdown in the Spanish construction sector
- Guidance for 2007 revised upwards although the final result will depend on maintaining construction activity in Europe and Spain
- **After analyzing several acquisition opportunities, we have ascertained the difficulty to inorganically grow in a profitable way in the building materials industry**

# MAXIMUM VALUATIONS AT BUILDING MATERIALS CORPORATE ACTIVITY

## Growing multiples in transactions

EV/EBITDA multiple in main building materials transactions



Source: Factiva; Bloomberg

Uralita's current EV/EBITDA

## Examples within Uralita's portfolio

### Paroc

Transaction EV/EBITDA multiple

12.0x

- #2 European stone-wool producer (market share=5%)
- 6 factories in Europe (Nordic countries and Eastern Europe)
- Weak technological advantage
- Acquired by a private equity firm

### Superglass

IPO EV/EBITDA multiple

11.1x

- #2 glass wool producer in United Kingdom (potential difficulty to grow abroad)
- 1 factory in Scotland, with pending maintenance investment
- Technologically dependant on a third party
- Divested through IPO

In this context, Uralita faces high difficulties to acquire building materials businesses without value destroying

# ADDITIONAL INORGANIC GROWTH DIFFICULTIES FOR URALITA

Acquisition opportunities at Uralita's portfolio



- European mineral wool market very consolidated
- XPS not interesting to grow through acquisitions



- European plasterboard market very consolidated
- In powder gypsum, few attractive opportunities due to small size and high prices (despite the construction slowdown context)



- International grow limitations



- Market in consolidation process, but with few attractive opportunities: high prices in a construction slowdown context
- Limited capacity to execute consolidation options in Iberia due to market share accumulation



- Business pending of profitability consolidation
- Fragmented market with few attractive consolidation opportunities (critical size companies)

Limited number of opportunities in Uralita's stronger businesses and small size in the rest

## MAIN MESSAGES

- 1H07 results were significantly better than 1H06 thanks to the good performance by the insulation business and despite the first signs of slowdown in the Spanish construction sector
- Guidance for 2007 revised upwards although the final result will depend on maintaining construction activity in Europe and Spain
- After analyzing several acquisition opportunities, we have ascertain the difficulty to profitably invest available financial resources to inorganically grow in building materials
- **Within this context, Uralita has decided to evolve into a strategy of diversification: while building material business will continue having a significant weight at the portfolio, opportunities in other sectors will be analyzed**

## AVAILABLE ASSETS

### Financial muscle

- Strong cash flow generation
- ~ €1.0B currently available

### Experience in value creation

- Leverage on Nefinsa's value creation experience in different scenarios:
  - Start-ups
  - Active participation in Boards
  - Management influence

### Commercial and industrial experience

- Development of strong trademarks in Iberian Peninsula, Eastern Europe and Russia
- Commercial strength and marketing active management
- 38 factories with optimized management (benchmarks)

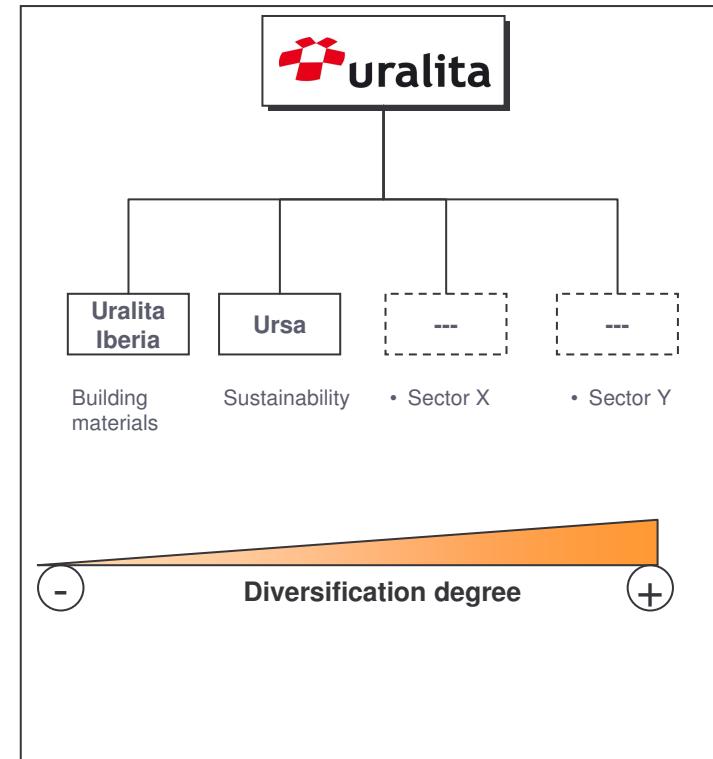
### International experience

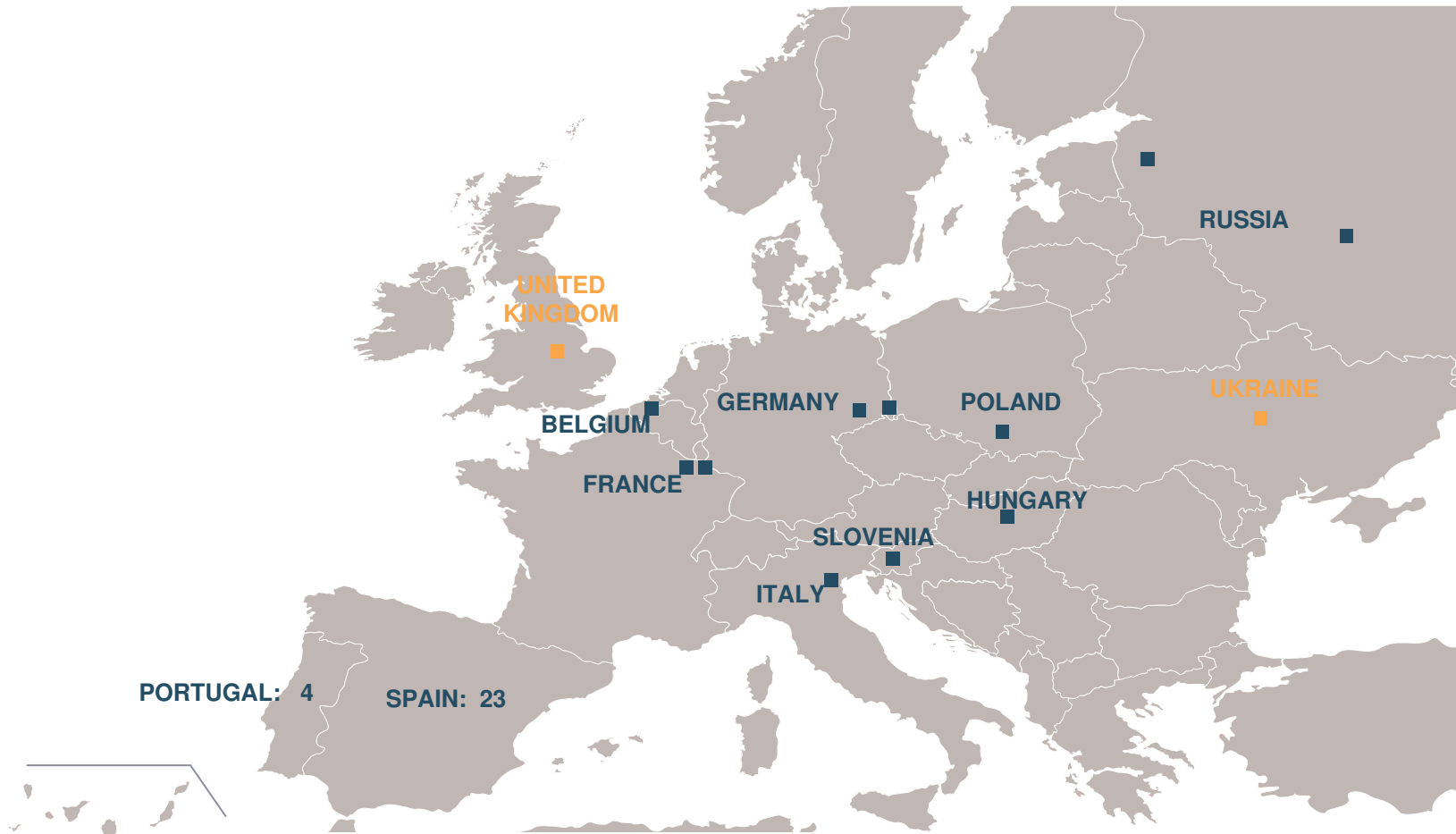
- Industrial presence in 12 countries, commercial offices in 21 and sales in more than 35
- Strong presence, apart from Spain and Portugal, in Eastern Europe and Russia

# THE OBJECTIVE IS TO INCREASE URALITA'S CURRENT PLAYING FIELD

To evolve into a diversification strategy where Uralita ...

- ✓ .. holds a relevant weight in building materials...
- ✓ ... while it is open to invest in other sectors where to guarantee value growth in the long term...
- ✓ ... through participations in new companies where it could have an effect on management





Many thanks for your attention