

## **URALITA'S SALES REACH 1,007 MILLION EUROS, THE SECOND HIGHEST FIGURE IN ITS RECENT HISTORY.**

- *The Recurrent Net attributable Profit in 2008 was 60.0 million Euros, 29.7% lower than in the excepcional 2007.*
- *However, Uralita has decided to make provisions to prepare the Group face a more complex context, which combined with the effect of negative Exchange rate differences resulting from the devaluation of several currencies, reduced the Net Attributable Profit to 40.3 million Euros.*
- *Uralita's financial situation is sound: The net financial debt being 1.5 times EBITDA.*

**Madrid, 27 of February 2009.-** In a context of global financial crisis that has reduced the economic growth perspectives, specially in the construction sector, Uralita's sales in 2008 reached 1,007,0 million Euros, 8,0% lower than in the exceptional 2007. It is however the second highest figure excluding the sale of non-strategic businesses that took place between 2003-2005. Excluding the exceptional 2007, Uralita's revenues increased 5.1% yearly in the period 2005-2008.

The lower activity in this sector, the difficulty to translate higher raw material prices to end customers and the devaluation of some currencies made EBITDA decrease to 162 million Euros (-27.4% compared to an exceptional 2007). The compound average growth rate over the last four years was 8.1%. The profitability levels in terms of EBITDA margin achieved in 2008 were very similar to those achieved in 2005 and 2006 thanks to the efficiency improvement efforts and to the focus on high potential products.

The Recurring Net Attributable Profit reached 60.0 million Euros. However, given the complexity of the current economic context, Uralita decided to make provisions to undertake actions to adjust to the market situation and maintain the business profitability. The effect of this provision, together with negative exchange rate differences due to the devaluation of some currencies, especially in Eastern Europe, reduced the Net Attributable Profit to 40.3 million Euros.

It is worth highlighting the sound financial position of the Group. At 31 December 2008, Uralita's net financial debt was 243.9 million Euros, equivalent to approximately 1.5 times EBITDA of the last 12 months, and which is lower than the average of the sector.



	2008	2007	Dif. 07-08	CAGR * 05-08 (%)
<b>Sales</b>	1,007	1,095	-8.0%	5.1%
<b>EBITDA</b>	162	224	-27.4%	8.1%
<b>Recurring Net Attributable Profit</b>	60.0	85.4	-29.7%	-
<b>Net Attributable Profit</b>	40.3	85.4	-52.9%	4.6%

Million Euros

\* Compound Average Growth Rate

### Cost reduction and cash flow generation initiatives

Despite the fact that the business fundamentals are sound in the medium and long term, Uralita has decided to launch a cost reduction and cash flow improvement program that will enable to preserve profitability levels in the short term, despite the fall in activity. The plan includes the following measures:

- Restructuring of the production facilities to adapt the capacity of each business to demand
- Reduction of support functions and fixed costs
- Revision of growth investments, adapting project execution to the expected evolution of demand
- Optimization of maintenance investments
- Active management of working capital

### About URALITA:

*Uralita is a Spanish building materials multinational founded in 1907. Nowadays, it operates in 35 countries and it has 40 factories in Europe and is currently building five new plants. The company's strategic business areas are Insulation (under the URSA<sup>®</sup> brand), Gypsum (under Pladur<sup>®</sup> and Algiss<sup>®</sup> brands), Roof tiles (under the Cobert<sup>®</sup> brand) and Piping (under the Adequa<sup>®</sup> brand). Uralita is the leading light building materials company in the Iberian Peninsula, and is the third European insulation producer*

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