

... every single detail

# First Six Months Results 2007





## **Cautionary Statement**

This document has been prepared by PEGAS NONWOVENS SA (the "Company") solely for use at the Presentation. Any forward looking statements concerning future economic and financial performance of the Company contained in this Presentation are based on assumptions and expectations of future development of factors having a material influence on the future economic and financial performance of the Company. These factors include, but are not limited to, the legal environment in the Czech Republic, the future macroeconomic situation, the development of market competition and the related demand for nonwovens and other products and services. The actual development of these factors, however, may be different. Consequently, the actual future financial performance of the Company could materially differ from that expressed in any forward looking statements contained in this Presentation.

Although the Company makes every effort to provide accurate information, we cannot accept liability for any misprints or other errors.



## Agenda

First Half and Q2 2007 Highlights

**Market Trends Update** 

First Half and Q2 2007 Financial Performance

Ownership Changes – post 1H

**Dividend Policy** 



## First Half & Q2 2007 Key Highlights

## Financial Performance in 1H 2007

- Revenues growth of 1.1% yoy on the back of a higher sold tonnage
- Increase in adjusted EBITDA by 0.7% yoy
- Finance costs reduced by 17.8% yoy (incl. arrangement fee write-off)
- Net profit down by 75.0% yoy due to the impact of FX changes/ Adjusted Net profit up by 47.0% yoy
- New refinancing successfully syndicated new spreads over Euribor reduced by double

## Markets and Business

- Spunmelt nonwovens PP/PE market in Europe growing at 8.8% CAGR (2004-2006)
- PEGAS's market share in this market is estimated at 9.5% based on 2007e output and is expected to grow to 11.4% in 2008
- Spunmelt hygiene market is growing at 9.9% CAGR (2004-2006), PEGAS's market share in 2006 was 17.9% and is estimated to exceed 19.3% in 2008
- PEGAS is the 2<sup>nd</sup> largest producer in Europe in terms of installed capacity

## Technology and Production

- Production output up by 5.4% yoy in 1H and by 6.7% in Q2 owing to higher production efficiencies
- Sales orders for the production of the 8<sup>th</sup> line negotiated
- Application procedure for the investment incentives for 9th line started
- Launch of new R&D projects to remain at the forefront of market development



## **Key Financial Highlights**

(EUR'000s)		Q2			H1	
	2006	2007	% change	2006	2007	% change
Revenue	30,527	29,383	(3.7%)	60,065	60,717	1.1%
Operating Costs	(20,254)	(19,331)	(4.6%)	(39,270)	(39,780)	1.3%
FX gains and MtM revaluation of IRS	1,288	(3,236)	n/a	5,069	(6,006)	n/a
EBITDA	11,561	6,816	(41.0%)	25,864	14,931	(42.3%)
Adjusted EBITDA <sup>1</sup>	10,273	10,052	(2.2%)	20,795	20,937	0.7%
Adjusted EBITDA margin (%) <sup>1</sup>	33.7%	34.2%	0.5%	34.6%	34.5%	(0.1%)
Profit from operations (EBIT)	8,473	3,802	(55.1%)	19,711	8,879	(55.0)
Adjusted Profit from operations (EBIT) <sup>1</sup>	7,185	7,038	(2.0%)	14,642	14,885	1.7%
Adjusted EBIT margin (%) <sup>1</sup>	23.5%	24.0%	0.5%	24.4%	24.5%	0.1%
Net Profit	4,263	(231)	n/a	10,640	2,656	(75.0%)
Net Profit Margin (%)	14.0%	n/a	n/a	17.7%	4.4%	(13.3%)
Adjusted Net Profit <sup>2</sup>	2,832	3,005	6.1%	5,894	8,662	47.0%
Production (tonnes net of scrap)	13,227	14,118	6.7%	26,446	27,875	5.4%
Number of Employees end of quarter	329	357	8.5%	329	357	8.5%

	December 31 <sup>st</sup> , 2006	June 30 <sup>th</sup> , 2007	% change
Total assets	249,025	232,288	(6.7%)
Net debt	114,157	120,020	5.1%

Note: Unaudited consolidated financial results in accordance with IFRS

<sup>(1)</sup> Adjusted EBITDA and EBIT are adjusted by the impact of FX changes and revaluation of IRS in order to show the actual operating performance of the Company

<sup>(2)</sup> Adjusted Net profit is calculated as Net profit adjusted by the impact of FX changes and revaluation of IRS after recalculation of the income tax resulted from such adjustments in order to show the actual operating performance of the Company



## **2007 Strategic Focus**

#### Growth

- PEGAS's core market spunmelt hygiene nonwovens in Europe growing strongly 9.9% CAGR (2004-2006)
- PEGAS's market share in the European hygiene market expected to grow from 17.9% in 2006 to 19.3% in 2008
- Output from the 8<sup>th</sup> production line sold out for 2008

#### Technology Leadership

- R&D focus on different bi-co materials and elastic nonwovens to improve properties for customers
- New developments mainly for the hygiene industry (spin finishes, permanent hydrophilic treatment)

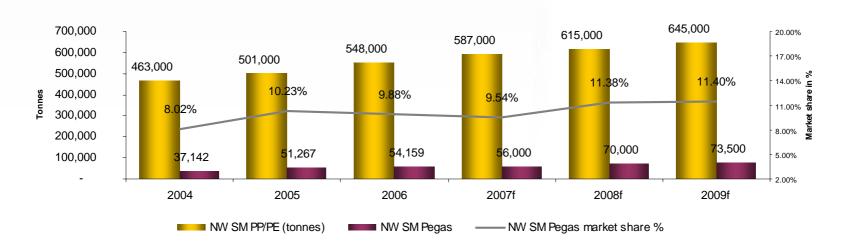
## Delivery of Financial Performance

- Focus on stable EBITDA generation (polymer pass-through mechanism)
- Highest margins in the industry with a focus on production and cost efficiencies to mitigate pricing pressures
- Sustainable strong cash flow generation
- Commitment to the progressive dividend policy in future years



## **Relevant Market Overview - Spunmelt**

#### **European Spunmelt Nonwovens (PP/PE) Market (2004-2009e)**

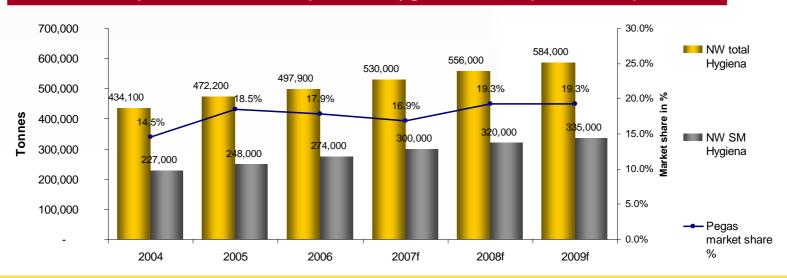


- Nonwovens spunmelt PP/PE market in Europe is growing 8.8% CAGR (2004-2006)
- PEGAS market share in Europe is currently 9.9% based on 2006 production output and volume is growing 21.3% CAGR (2004-2006) – faster than its core market
- PEGAS market share in Europe is expected to grow to 11.4% when the 8th line is installed (2008)



## **Market Overview - Hygiene**

#### **European Nonwovens Spunmelt Hygiene Market (2004-2009e)**

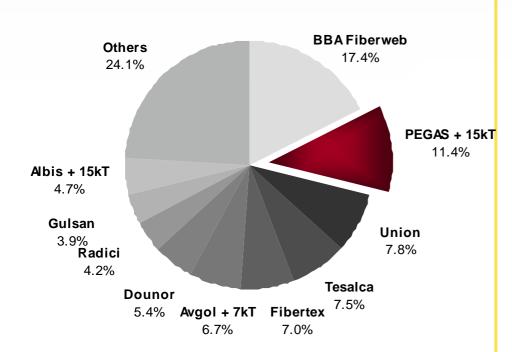


- European hygiene nonwovens market has grown 7.1% CAGR (2004-2006)
- European spunmelt hygiene nonwovens market has grown 9.9% CAGR (2004-2006)
- PEGAS market share in European hygiene spunmelt market is anticipated to reach 16.9% in 2007
- PEGAS's production for the hygiene market is estimated to grow over 15.4% CAGR from 2004 to 2007e



## **Overview of European Production Capacity**

#### Installed capacity<sup>1</sup> in % – 2008e EOP



Source: Edana, PEGAS, John Starr

Note: 1) Installed spunmelt production capacity in Europe estimate, end of period 2007

- PEGAS is no. 2 producer of spunmelt nonwovens in Europe in terms of installed production capacity
- After the installation of the 8<sup>th</sup> line, PEGAS is expected to reach a 13% market share in terms of installed production capacity in Europe at the end of 2007
- In addition, European market has a stable surplus of exports over imports in spunmelt nonwovens, app. 80 thousand tonnes in 2006



### **Profit and Loss Statement**

(EUR'000s)		Q2			1H	
	2006	2007	% change	2006	2007	% change
Revenue	30,527	29,383	(3.7%)	60,065	60,717	1.1%
Raw materials & consumables	(18,859)	(18,774)	(0.5%)	(36,865)	(37,912)	2.8%
Staff costs	(1,251)	(1,431)	14.4%	(2,462)	(2,764)	12.3%
Of which Share price bonus	0	(57)	n/a	0	(57)	n/a
Other net operating income/(expense)	1,144	(2,362)	n/a	5,126	(5,110)	n/a
Of which FX gains and MtM revaluation of IRS	1,288	(3,236)	n/a	5,069	(6,006)	n/a
EBITDA	11,561	6,816	(41.0%)	25,864	14,931	(42.3%)
Adjusted EBITDA <sup>1</sup>	10,273	10,052	(2.2%)	20,795	20,937	0.7%
Adjusted EBITDA margin (%) <sup>1</sup>	33.7%	34.2%	0.5%	34.6%	34.5%	(0.1%)
Depreciation	(3,088)	(3,014)	(2.4%)	(6,153)	(6,052)	(1.6%)
Profit from operations (EBIT)	8,473	3,802	(55.1%)	19,711	8,879	(55.0%)
Adjusted Profit from operations (EBIT) <sup>1</sup>	7,185	7,038	(2.0%)	14,642	14,885	1.7%
Adjusted EBIT margin (%) <sup>1</sup>	23.5%	24.0%	0.5%	24.4%	24.5%	0.1%
Finance costs	(4,120)	(4,429)	7.5%	(8,075)	(6,634)	(17.8%)
Income tax expense	36	396	n/a	(723)	411	n/a
Minority interest	(126)	0	n/a	(273)	0	n/a
Attributable Net Profit	4,263	(231)	n/a	10,640	2,656	(75.0%)
Net Profit Margin (%)	14.0%	n/a	n/a	17.7%	4.4%	(13.3%)
Adjusted Net Profit <sup>2</sup>	2,832	3,005	6.1%	5,894	8,662	47.0%

Note: Unaudited consolidated financial results in accordance with IFRS

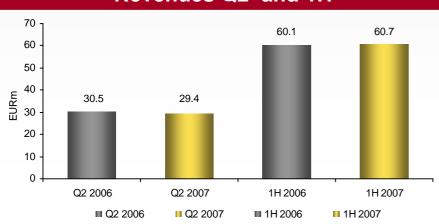
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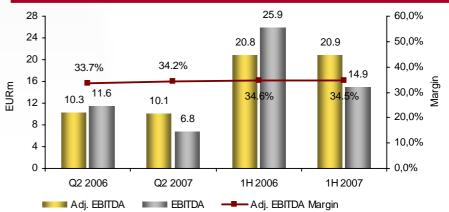


## **Revenues and Margins**

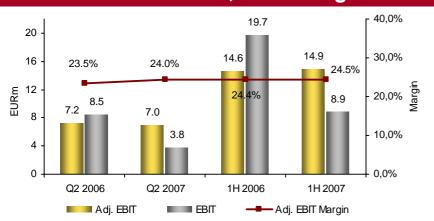
#### Revenues Q2 and 1H



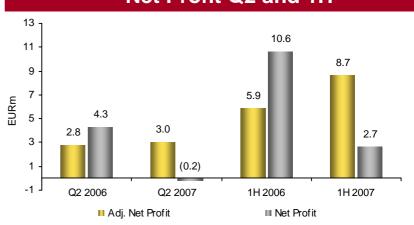
### EBITDA Q2 and 1H, EBITDA margin



#### EBIT Q2 and 1H, EBIT margin

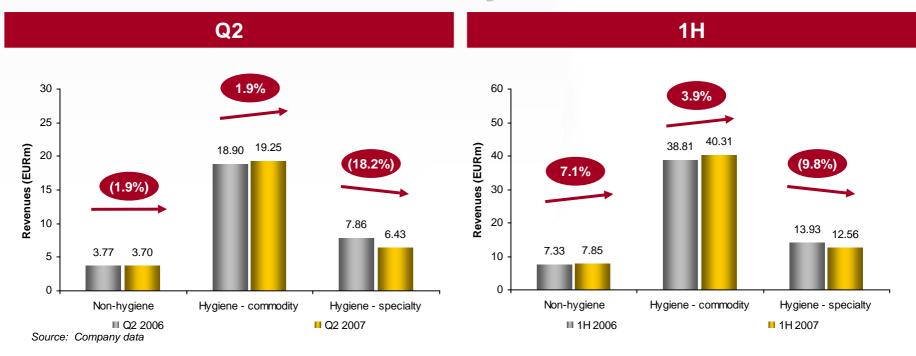


#### Net Profit Q2 and 1H





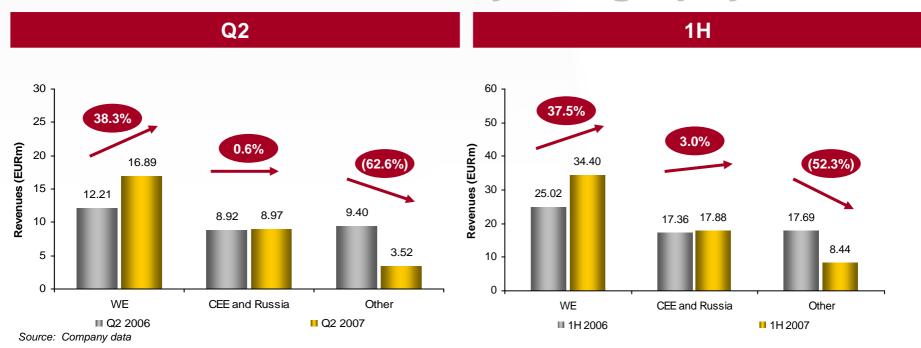
## Revenue Breakdown by Product



- The decline in specialty sales by 9.8% in the first half and by 18.2% in the second quarter is related to a one-off contract with a overseas customer which was not repeated as fully anticipated
- When compared with Q1 2007, sales breakdown was more favourable in Q2, specialty sales in Q2 increased by 4.9% qoq



## Revenue Breakdown by Geography



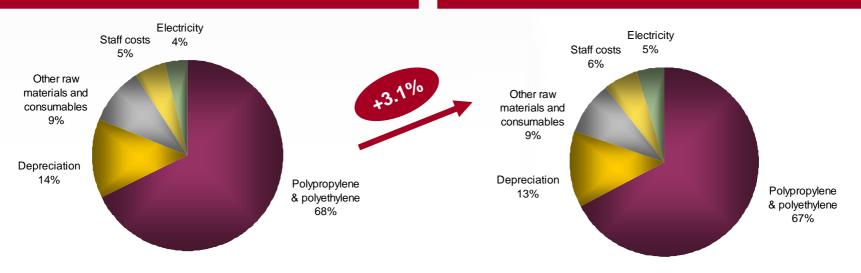
- Geographical breakdown confirms a shift of orders from other regions to Western Europe
- Europe remains a key market for PEGAS most production capacities are still located in the western part of the continent
- Decline of sales to other territories fully in line with company's European focus and replacement of one-off contract with the overseas customer



## **Cost Composition**

#### Cost Breakdown in 1H 2006

#### **Cost Breakdowns in 1H 2007**



- Increase in staff costs by 12.3% yoy at the back on new corporate governance structure and management remuneration after the IPO and new hiring for the 8<sup>th</sup> line
- Polymer costs up by by 2.4% yoy at the back of rising polymer indices
- Electricity prices went up by 26.6% yoy due to higher of electricity prices and higher consumed volumes



### **Balance Sheet**

(EUR'000s)	Jun 30 <sup>th</sup> , 2006 Unaudited	Dec 31 <sup>st</sup> , 2006 Audited	Jun 30 <sup>th</sup> , 2007 Unaudited	Jun 30 <sup>th</sup> , 2007/ Dec 31 <sup>st</sup> , 2006 change in %
Non-current assets	192,628	195,008	197,309	1.2%
Property, plant and equipment	111,133	110,522	116,437	5.4%
Intangible assets	81,495	84,486	80,872	(4.3%)
Current assets	60,448	54,017	34,979	(35.2%)
Inventories	7,379	8,363	7,595	(9.2%)
Trade and other receivables	24,777	23,640	26,146	10.6%
Bank balances and cash	28,292	22,014	1,238	(94.4%)
Total assets	253,076	249,025	232,288	(6.7%)
Total share capital and reserves	14,081	76,950	78,521	2.0%
Non-current liabilities	205,753	138,351	129,664	(6.3%)
Bank loans due after 1 year	152,958	122,851	115,493	(6.0%)
Deferred tax	15,184	15,225	14,171	(6.9%)
Other payables	37,611	275	0	n/a
Current liabilities	33,242	33,724	24,103	(28.5%)
Trade and other payables	18,992	20,212	18,338	(9.3%)
Tax liabilities	0	192	0	n/a
Bank overdrafts and loans	14,250	13,320	5,765	(56.7%)

Note: Consolidated in accordance with IFRS



### **Cash Flow Statement**

Six	months	to June	30 <sup>th</sup>
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(EUR'000s)	1H 2006	1H 2007	Change in %		
Profit before tax	11,636	2,245	(80.7%)		
Amortization/ Depreciation	6,153	6,052	(1.6%)		
FX	(3,482)	7,426	n/a		
Interest Expense	8,075	6,634	(17.8%)		
Fair value changes of interest rate swaps	1,775	809	(54.4%)		
Change in inventories	1,243	768	(38.2%)		
Change in receivables	(2,767)	(3,315)	19.8%		
Change in payables	(5,050)	102	n/a		
Change in arrangement fees	0	(2,458)	n/a		
Income tax paid	(528)	(4)	(99.2%)		
IPO related costs paid	0	(2,389)	n/a		
Net Cash Flow from Operating activities	17,055	15,870	(6.9%)		
Purchases of property, plant and equipment	(4,171)	(15,218)	264.9%		
Net Cash Flow from Investment activities	(4,171)	(15,218)	264.9%		
Change in bank loans	(7,825)	(15,645)	99.9%		
Change in long term liabilities	0	(275)	n/a		
Interest paid	(3,801)	(5,508)	44.9%		
Cash Flow from Financial activities	(11,626)	(21,428)	84.3%		
Bank balances and cash at the beginning of the period	27,034	22,014	(18.6%)		
Change in cash and cash equivalents	1,258	(20,776)	n/a		
Bank balances and cash at the end of the period	28,292	1,238	(95.6%)		

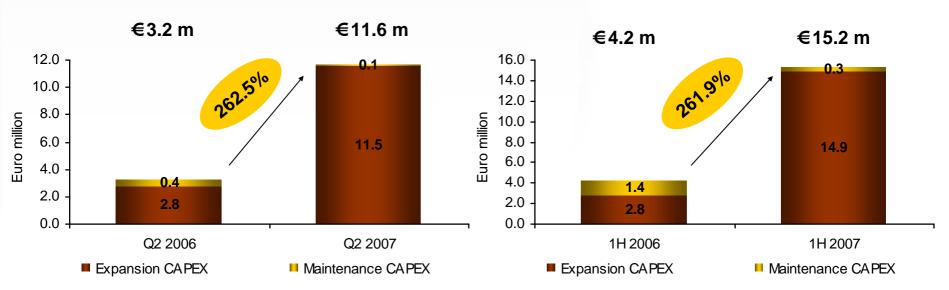
Note: Unaudited consolidated financial results in accordance with IFRS



## **CAPEX Development**

#### **CAPEX Breakdown Q2**

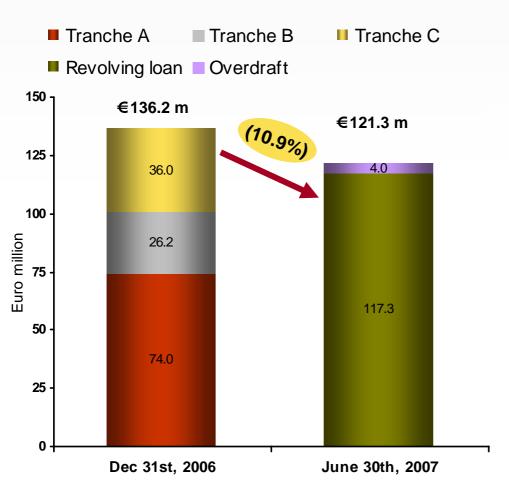
#### **CAPEX Breakdown 1H**



- Source: Company data
  - CAPEX in 2007 related mainly to the 8th production line project
  - Investments in 2007 are concentrated mainly in the first nine months of the year
  - Full 2007 CAPEX guidance remains Euro 20 m



## **Debt and Borrowings Development**



- Bank loans were reduced over the last six months by 11% using free cash, hence further reducing finance costs
- A comfortable level of debt for the company with well sufficient level of financial reserve
- Net debt increased to Euro 120.0 million due to extended CAPEX



## **Debt Refinancing**

- On May 10th, 2007, PEGAS signed a 5- year, 150 million Euro, non-amortising syndicated loan agreement
- Used to repay all former outstanding debt
- The new facilities consist of an 130 million Euro revolving facility and a 20 million Euro overdraft
- Main benefits:
  - Cash flow flexibility
  - Average margin over Euribor 120 bps
  - · Commitment fees of the undrawn amounts - 35% of the margin
- Overdraft facility being utilized as daily cash management tool

#### **Debt Overview prior and post refinancing**

December 31 <sup>st</sup> , 2006	Bank Ioan	Arr. fees	Due amount	Short- term	Long- term	Interest rate	Interest rate at 31/12/06
Revolver		(126)	(126)		(126)		
Credit tranche A	75,485	(1,504)	73,981	13,320	60,661	1,3,6M E+2.00%	5.674 %
Credit tranche B	26,781	(464)	26,317		26,317	1,3,6M E+2.75%	6.424%
Credit tranche C	36,648	(649)	35,999		35,999	1,3,6M E+3.25%	6.924 %
Bank loans	138 914	(2.743)	136.171	13 320	122.851		

Bank loans	120 014	(2.742)	126 171	12 220	122 054
total	138,914	(2,743)	136,171	13,320	122,851

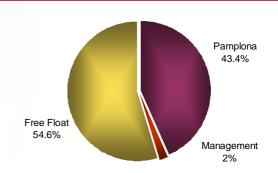
June 30 <sup>th</sup> , 2007	Drawdown limit	Bank Ioan outstan- ding	Available to draw	Arr. fees and related costs	Due amount	Short- term	Long- term	Interest rate var.	Interest rate
Revolving	130,000	119,000	11,000	(1,742)	117,258	1,765	115,493	1,2,3,6 ME + 1.2%	5.315%
Overdraft	20,000	4,268	15,732	(268)	4,000	4,000		1,2,3,6 ME + 1.25%	5.364%
Bank loans total	150,000	123,268	26,732	(2,010)	121,258	5,765	115,493		



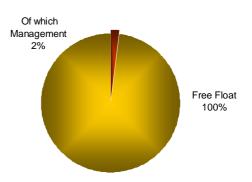
## Ownership Changes – post Q2 2007

- On July 11th, Pamplona sold all of its 43.4% stake in the accelerated bookbuild, following a short investor roadshow at a price of CZK 780
- The placement did not included a retail offering
- On July 16th, shares were transferred and transaction settled
- Most of the shares were placed to institutional investors in the UK, Czech Republic and Poland, rest evenly distributed among other European investors
- Following Pamplona's sale, 100% of the shares are now free float, of which 2% is held by the senior management of PEGAS

#### **Ownership Structure June 30th, 2007**



#### **Current Ownership Structure**





## **Dividend Policy**

- PEGAS NONWOVENS SA announced a dividend payment of Euro 7,014,344, i.e. Euro 0.76 per share (based on a total number of shares being 9,229,400)
- The Company will continue with a progressive dividend policy in the next years subject to maintaining satisfactory financial performance
- No specific pay-out ratio in terms of Net Profit or an anticipated dividend yield for future years is decided
  - Payment Date is 27th September 2007
  - Record Date is 20th September 2007
- The share will trade ex-dividend next day after the record date



## Reporting Schedule and Investor Relations Contact

#### **Reporting Schedule**

9M 2007 Results - November 29th, 2007

**Investor Relations:** 

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