

## **2006 Preliminary Financial Results**



Analyst Meeting, Hotel Mariott Prague, March 20th 2007

... every single detail ...



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



## Agenda

**Company Introduction** 

**2006 Highlights** 

**2006 Preliminary Financial Results** 

**Strategic Outlook** 

**Investment Case** 



# **Company Introduction**



### **Presentation team**

Mr Milos Bogdan Chief Executive Officer

Mr Ales Gerza Financial Director

Mr Henry Gregson Non-Executive Director

Ms Klara Klimova IR Officer

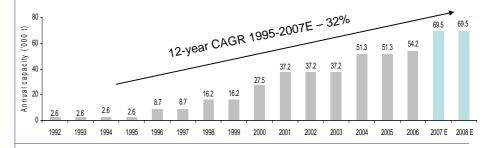


### Market leader in 'spunbond' nonwovens

#### **Overview**

- PEGAS manufactures a range of non-woven textiles, mainly for the hygiene industry
- The European hygiene industry is worth €1.4 Billion and is growing at 6.2% pa.
- Demand in this industry is driven by:
  - Increasing disposable diaper use in CEE and Russia
  - Aging population in Western Europe
- PEGAS is the second largest manufacturer of nonwovens for this industry in tonnage terms
  - 19% share of European hygiene market
  - 10.3 % market share in Europe in spunbond
- Production output of c.54,200 tonnes (2006)
  - c.90% for personal hygiene industry
  - c.10% for construction, agricultural and medical
- PEGAS is the Technology market leader:
  - Europe's only manufacturer of high-margin, bi-component ('BiCo') spunmelt products
  - Most advanced equipment in Europe

#### Growth of actual net output (year end capacity)

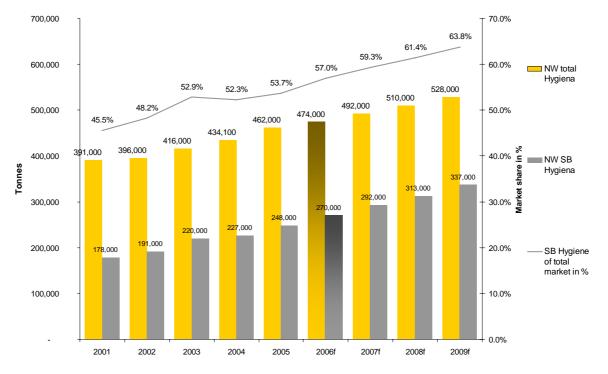






## **Market Overview - Hygiene**

#### European Nonwovens spunbond Hygiene market (2001-2009e)



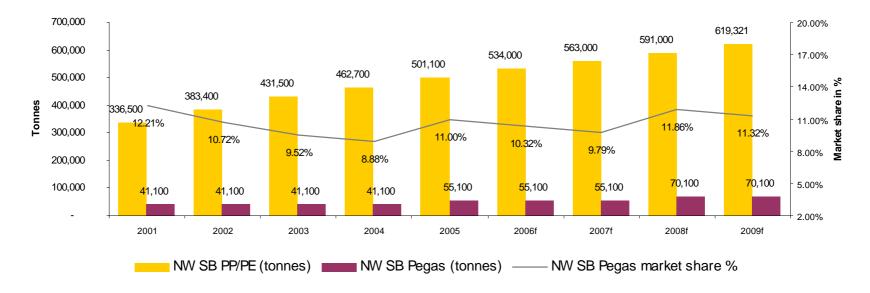
- European Hygiene nonwovens growing 4.6% pa
- European Spunbond nonwovens growing at 9.0% pa
- Spunbond technology winning market share now accounts for 57% of the European hygiene nonwovens market.

#### Source: Edana, Pegas, John Starr



## **Relevant Market Overview - Spunbond**

### European Spunbond Nonwovens (PP/PE) Market (2001-2009e)



- Spunbond nonwovens in Europe growing at 9.0% pa
- PEGAS market share in Europe currently 10.3%.
- PEGAS market share in Europe will grow to 11.9% when new line is installed

Source: Edana, Pegas, John Starr



# **Company Strengths**

### **Our Key to Success**

#### **Technology Leader**

- Newest, most technically advanced equipment in the world:
  - First Reicofil microfilament line for hygiene in the world (1998)
  - First BiCo machine in the world (Reicofil 3) (2000)
  - First Reicofil 4 machine in the world (2004)
  - First high speed Reicofil 4 Special in the world (2007)
- Proprietary recycling of scrap material

#### **Cost Leader**

- Low labour costs
- Low transport cost
- High machine utilization rates
- Scrap recycling
- Modern machinery

### **Specialty Products**

#### Super Lightweights

- Customers want cheap materials PP is expensive
- Lightweight materials contain less PP per sqm
- Super Lightweights offer:
  - Lower cost for Customers, and
  - Higher margins for Pegas
- But Super Lightweights are harder to manufacture.

#### **Bi-Component**

- Customers want softer materials
- Bico is softer than regular PP material, but harder to manufacture
- PEGAS is the only Bico manufacturer in Europe

New machine can increase Specialties from 24% to 40%

	Customers
•	Long-term mutually beneficial customer relationships
•	Annual contracts and agreements which specify volumes and pricing 12 months in advance
•	Joint development of New Products
•	Contractual PP/PE pass-through – no Polymer cost exposure
•	Cost leadership allows us to supply customers over longer-than-standard distances
•	Long-term cooperation with local

 Concentration of our customers reflects structure of the hygiene industry

transportation companies



# **2006 Highlights**



# Financial Performance and Operational Indicators

(EUR'000s)	<b>2004</b> <sup>1</sup>	<b>2005</b> <sup>1</sup>	2006 <sup>2</sup> Prelim	Change 06/05 in %
Revenue	72,819	109,491	120,941	+10.5%
Operating Costs	(43,502)	(68,811)	(78,882)	+14.6%
FX gains and MtM revaluation of IRS	-	-	11,203	na
EBITDA	29,317	40,680	53,262	+30.9%
Adj. EBITDA <sup>3</sup>	29,317	40,680	42,059	+3.4%
Adj. EBITDA <sup>3</sup> margin (%)	40.3%	37.2%	34.8%	na
Profit from operations (EBIT)	21,771	30,770	41,116	+33.6%
Adj. Profit from operations (EBIT) <sup>3</sup>	21,771	30,770	29,913	(2.8%)
Adj. Operating profit (EBIT) <sup>3</sup> margin (%)	29.9%	28.1%	24.7%	na
Net profit	18,021	26,637	20,710	(22.3%)
Net Margin (%)	24.7%	24.3%	17.1%	na
Capital expenditure into PPE	16,150	11,042	5,733	(48.1%)
Total assets	128,099	250,569 <sup>4</sup>	248,976	(0.6%)
Net debt	na	183,200 <sup>4</sup>	114,157	(37.7%)
Earnings per share (EPS)	na	na	Euro 2.24	na
P/E ratio <sup>5</sup>	na	na	11.1	na
(thousands, %)	2004	2005	2006 Prelim	
Production (tonnes net of scrap)	37,142	51,267	54,159	+5,6%
Capacity Utilization (%)	100	100	100	na
Number of Employees year end	311	312	327	+4.8%

Note: (1). Source: Audited IFRS of Pegas a.s (2004-2005) and (2) unaudited IFRS of Pegas Nonwovens SA (2006), (3) adjusted by FX gains and MtM revaluation of IRSs, (4) PEGAS NONWOVENS SA, (5) based on closing price of CZK 716 March 16, 2007 at the Prague Stock Exchange





# **2006 Highlights**

Financial Performance	<ul> <li>PEGAS' operational and financial performance was strong in 2006</li> <li>2006 Revenues 10.5% ahead of 2005 – higher polymer costs, more Specialty Products</li> <li>Adjusted EBITDA 3.4% ahead of 2005 – more Specialty Products</li> <li>Operating costs up by 14.6 % - higher polymer prices, maintenance and electricity (excl. FX gains and IRS MtM revaluation)</li> <li>Adjusted EBITDA margin 34.8% - impact of Specialty Products and low cost base</li> <li>Net debt reduced by 37.7%</li> <li>Net profit down 22.3% - impact of MBO acquisition debt service costs</li> <li>Earning per share of Euro 2.24 and P/E ratio of 11.1</li> </ul>
Markets and Business	<ul> <li>European hygiene nonwovens market growing at 4.6% pa</li> <li>Key drivers remain growing penetration in CEE and Russia + aging WE population</li> <li>Polymer prices continued to rise – no profit impact on PEGAS</li> <li>PEGAS remains top rated supplier in Europe</li> <li>Exceptional year for Specialty Product sales</li> <li>Expansion into other territories on radar screen - driven by strategic needs of key customers</li> </ul>
Technology and Production	<ul> <li>New line to be added in Q4 2007 – high speed Reicofil 4 Special - another world first</li> <li>Growth in production output of 28% - 54 thousandTonnes to 69 thousand Tonnes</li> <li>Focus on ultra lightweight Speciality Products – higher margins</li> <li>Project is on Budget and on Timetable</li> </ul>



# **2006 Preliminary Financial Results**

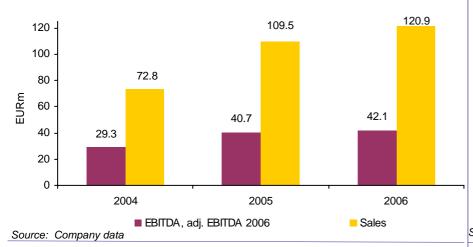


# **Summary Profit and Loss Statement**

(EUR'000s)	<b>2004</b> <sup>1</sup>	<b>2005</b> <sup>1</sup>	2006 <sup>2</sup> Preliminary	Change 2006 vs.2005
Revenue	72,819	109,491	120,941	+10.5%
Raw materials & consumables	(40,770)	(63,296)	(73,739)	+16.5%
Staff costs	(3,899)	(4,669)	(5,111)	+9.5%
Other net operating income/(expense)	1,167	(846)	11,171	na
Of which FX gains and MtM revaluation of IRS	- 3	-	11,203	na
EBITDA	29,317	40,680	53,262	+30.9%
Adj. EBITDA <sup>3</sup>	29,317	40,680	42,059	+3.4%
Adj. EBITDA <sup>3</sup> margin (%)	40.3%	37.2%	34.8%	na
Depreciation <sup>4</sup>	(7,546)	(9,910)	(12,146)	+22.6%
Profit from operations (EBIT)	21,771	30,770	41,116	+33.6%
Adj. Profit from operations (EBIT) <sup>3</sup>	21,771	30,770	29,913	(2.8%)
Adj. Operating (EBIT) <sup>3</sup> margin (%)	29.9%	28.1%	24.7%	na
Finance costs	(438)	(158)	(18,805)	na
Income tax expense	(3,312)	(3,975)	(1,601)	(59.7%)
Minority interest	-	-	(432)	Na
Net profit	18,021	26,637	20,710	(22.3%)
Net Margin (%)	24.7%	24.3%	17.1%	na

Note: (1). Source: Audited IFRS of Pegas a.s (2004-2005) and (2) unaudited IFRS of Pegas Nonwovens SA (2006), (3) adjusted by FX gain and MtM revaluation of IRSs, (4) yoy comparisons distorted by IFRS adjustments linked with fixed assets fair value revaluation, hence depreciation and profits calculation affecting

# **Revenue Breakdown and Margins**

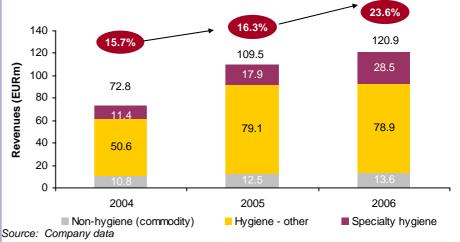


EBITDA and Revenues (2004-2006)

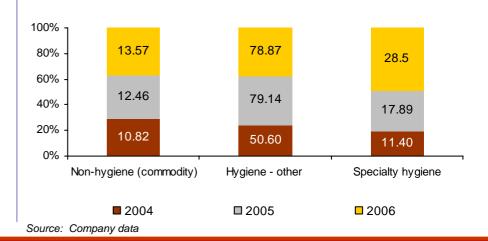
#### **High and Stable Margins**

- High and increasing proportion of sales in Specialty Products which offer higher margins
- Specialty Products were 23.6% of Sales in 2006.
- Line 09 can raise this proportion to c.40% in 2008
- Low Labour Costs owing to geographical location
- High Utilisation Rates of machinery
- Modern Machinery which is more efficient
- Low Transport Costs owing to geographical location

Specialty Hygiene as a % of revenues (2004-2006)



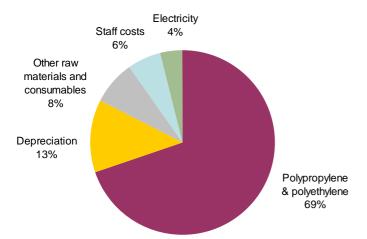
Revenues Breakdown (2004-2006)



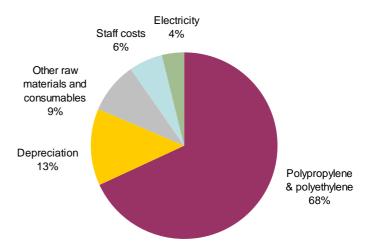


# **Cost Composition**

#### **Composition of costs 2005**



### **Composition of costs 2006**



#### **Suppliers Overview**

- Pegas sources polypropylene from five suppliers
- Competitive terms maintained through on-going benchmarking
- Annual and multi-year supply arrangements
- PP/PE cost passed through to customers

... every single detail ...

Source: Derived from IFRS financials of PEGAS a.s. and PEGAS NONWOVENS SA.

#### **Cost Breakdown**

- No major change in costs structure
- PP/PE +13.7 % yoy
- Other raw materials and consumables +39.5 % yoy
- Staff costs +9.5 % yoy
- Electricity +21.5 % yoy
- Depreciation +22.6 % yoy



### **Balance Sheet**

		Year ending	
(EUR'000s)	Dec 31 2005 <sup>1</sup>	Dec 31 2006 <sup>1</sup> Preliminary	Change 2006 vs.2005
Non-current assets	191,128	195,014	+2.0%
Property, plant and equipment	111,113	110,610	(0.4%)
Intangible assets <sup>2</sup>	80,015	84,404	+5.5%
Current assets	59,441	53,962	(9.2%)
Inventories	8,622	8,362	(3.0%)
Trade and other receivables	23,785	23,586	-0.8%
Bank balances and cash	27,034	22,014	(18.6%)
Total assets	250,569	248,976	(0.6%)
Total share capital and reserves	3,186	76,955	na
Non-current liabilities	209,444	138,351	(33.9%)
Bank loans due after 1 year	157,268	122,851	(21.9%)
Deferred tax <sup>2</sup>	14,952	15,225	+1.8%
Other payables	37,224	275	na
Current liabilities	37,939	33,670	(11.3%)
Trade and other payables	21,670	20,158	(7.0%)
Tax liabilities	19	192	na
Bank overdrafts and loans	16,250	13,320	(18.0%)

Note 1: (1) PEGAS NONWOVENS SA; (2) Correction in the amount of EUR 1,042 thousand due to recalculation of deferred tax liability as at Dec 14, 2005 (the acquisition date of PEGAS a.s.)



## Capital Investment in 2005 and 2006

**CAPEX Structure Summary** 

Residual payment to

7th production line

The 8th production line -

advance payment to

– 2006 CAPEX included:

- Expected 2007 CAPEX:

Reifenhäuser relating to the

Reifenhäuser and payments related to the construction

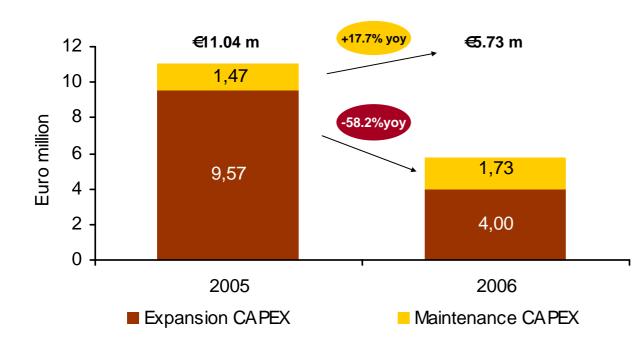
Anticipated expansion CAPEX

CAPEX approx. Euro 2 million

approx. Euro 19 million

Anticipated maintenance

– 2005 CAPEX included:



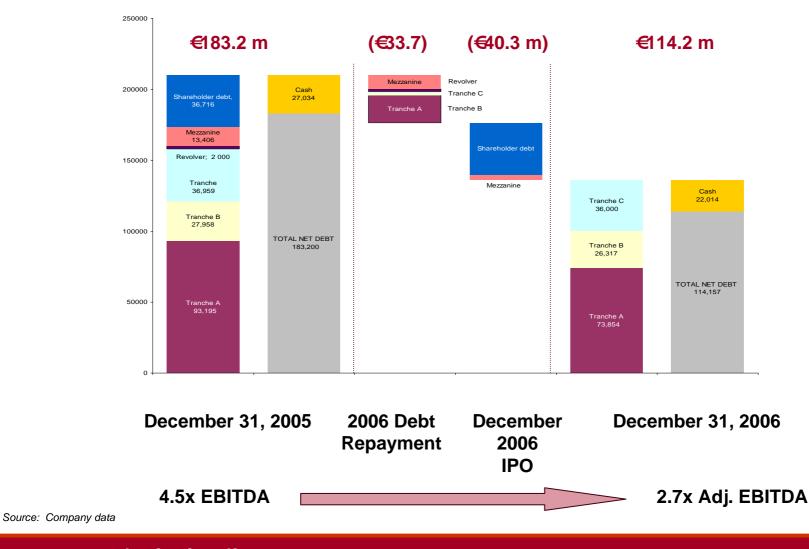
2005 CAPEX / Revenues 10.1%

#### 2006 CAPEX / Revenues 4.7%

Source: Company data



## Indebtness – Steady De-leveraging





# **Strategy**



# **Our Strategy**

Growth	<ul> <li>Continue track record of growth</li> <li>28% increase in capacity in Q4 2007 from new line</li> <li>Target growing countries for expansion – CEE and Russia</li> </ul>
European Nonwovens Technology Leadership	<ul> <li>Remain technology market leader</li> <li>Technical expertise of our key personnel</li> <li>Invest in newest, most technically advanced equipment in the world</li> <li>Close cooperation with customers and suppliers on new products and improved raw materials</li> <li>Continuous development of ever lighter weight materials (CHEAPER – higher margin)</li> <li>Leadership in BiCo materials (SOFTER - higher margin)</li> </ul>
Superior Financial Performance	<ul> <li>Sales growth - PEGAS adds capacity as its markets grow</li> <li>Drive up margins         <ul> <li>Increase proportion of high margin Speciality Products</li> <li>Focus on low cost base</li> <li>Operational efficiency (higher production speed, fewer interruptions)</li> <li>Scrap material recycling project to futher improve cost base</li> </ul> </li> <li>Pass-through of raw material cost changes to customers</li> <li>Optimization of debt structure to enhance net profit</li> <li>Tax incentives locked in for 10 years (48-50% of capital costs set off against tax payments)</li> </ul>

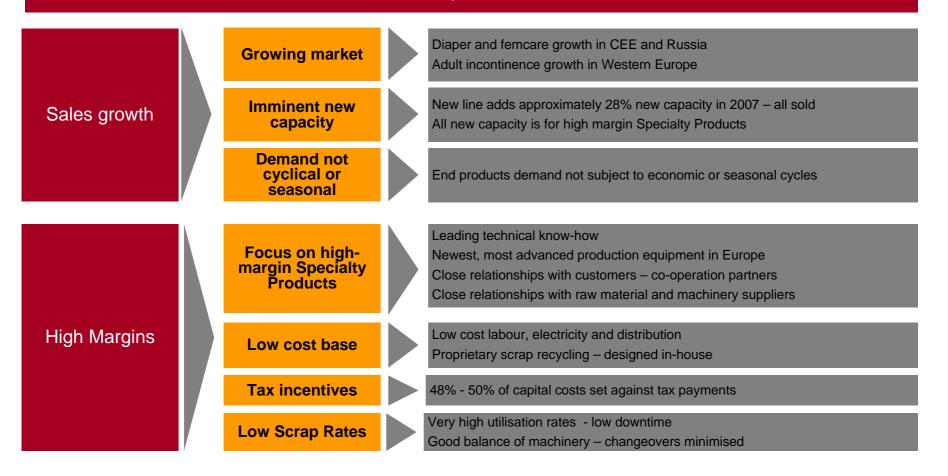


# **Investment Case**



### **Investment Case**

#### PEGAS – European market leader





# **Investment Case (Continued)**





### **Investor Relations Contact**

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