



# IV BPI's Small & Mid Cap Conference 2007

20<sup>th</sup> – 21<sup>st</sup> September, 2007

# Disclaimer

This document contains additional non-compulsory forward-looking statements on intentions or expectations of the Company as of the date of its publication whose only purpose is to provide further information on perspectives on future performance.

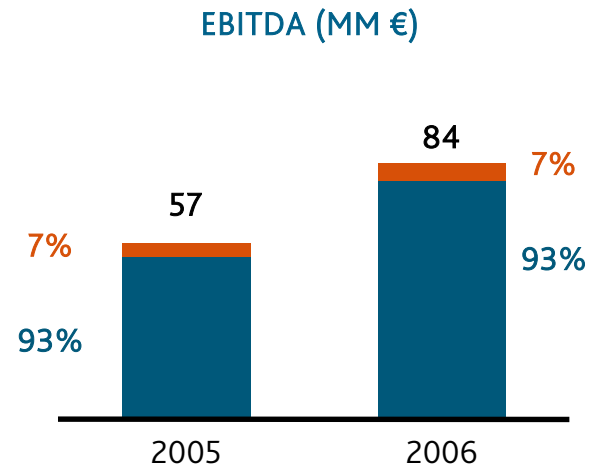
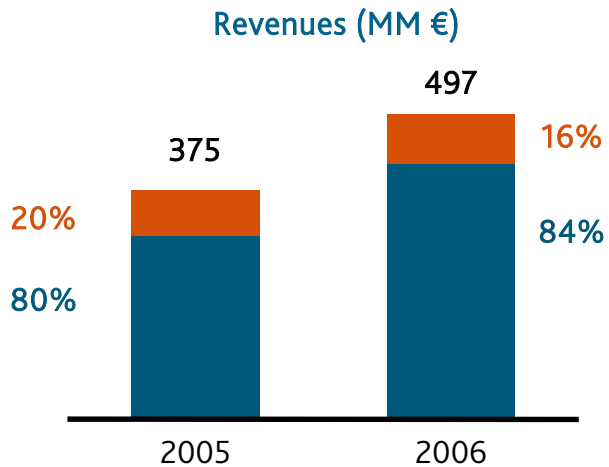
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The financial information contained in this document has been prepared under International Financial Reporting Standards (IFRS).

# Viscofan:

## Product portfolio



### Businesses

■ Casings

■ Preserved foods

### Product family

Skinless Collagen Fibrous Plastic

Asparagus Olives Tomatoes Ready meals

### Main Brand



# 1H07 Consolidated Results

## Strong growth along the P&L...

MM €	2Q07	% y-o-y	1H07	% y-o-y	Recurrent <sup>1</sup> % y-o-y	ex-forex <sup>2</sup> % y-o-y
Revenues	130.5	+3.5%	254.7	+3.4%	+3.4%	+6.1%
EBITDA	26.7	+38.3%	51.7	+20.0%	+57.2%	+22.0%
<i>EBITDA margin</i>	20.4%	+5.1 p.p.	20.3%	+2.8 p.p.		
EBIT	17.3	+53.1%	33.1	21.8%	+95.1%	+23.9%
Net profit <sup>3</sup>	13.0	+77.5%	22.6	+47.9%	+134.1%	

... boosted by the improvement of the recurrent results

*Recurrent EBITDA margin* +6.9 p.p.

<sup>1</sup> y-o-y growth excluding non-recurrent results accounted during 2006.

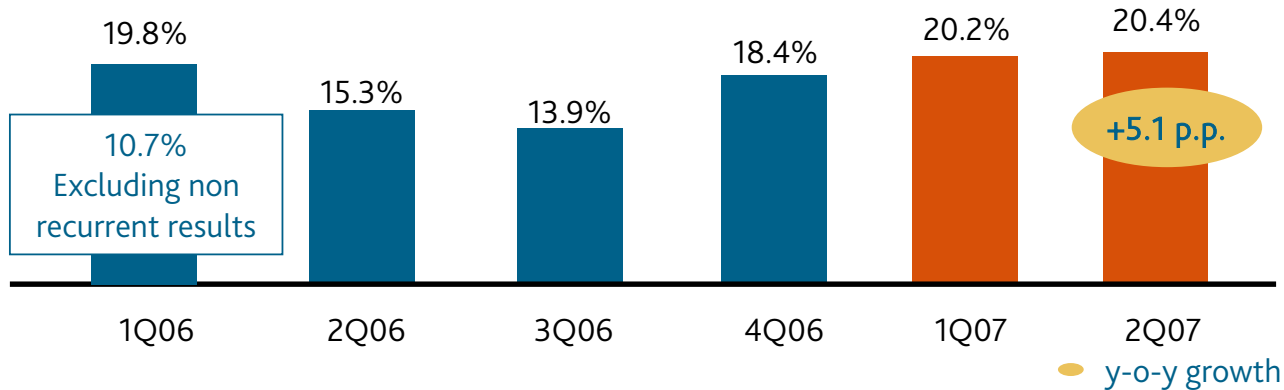
<sup>2</sup> y-o-y growth excluding changes in foreign exchange used for consolidation purposes

<sup>3</sup> During 2Q07, some tax credits have been registered, reducing therefore the consolidated tax rate

# 1H07 Consolidated Results

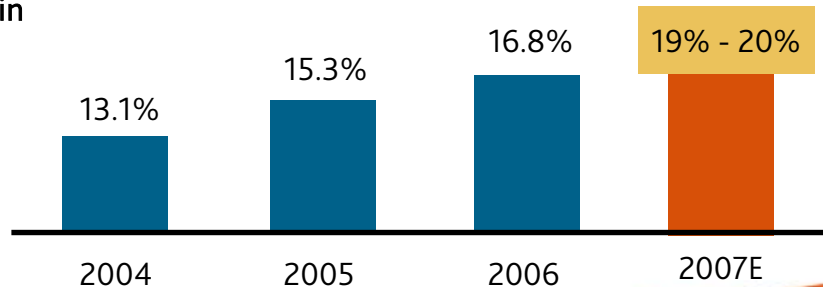
## Enhancing margin improvements Quarterly...

EBITDA margin



... translated into a better profitability for the year

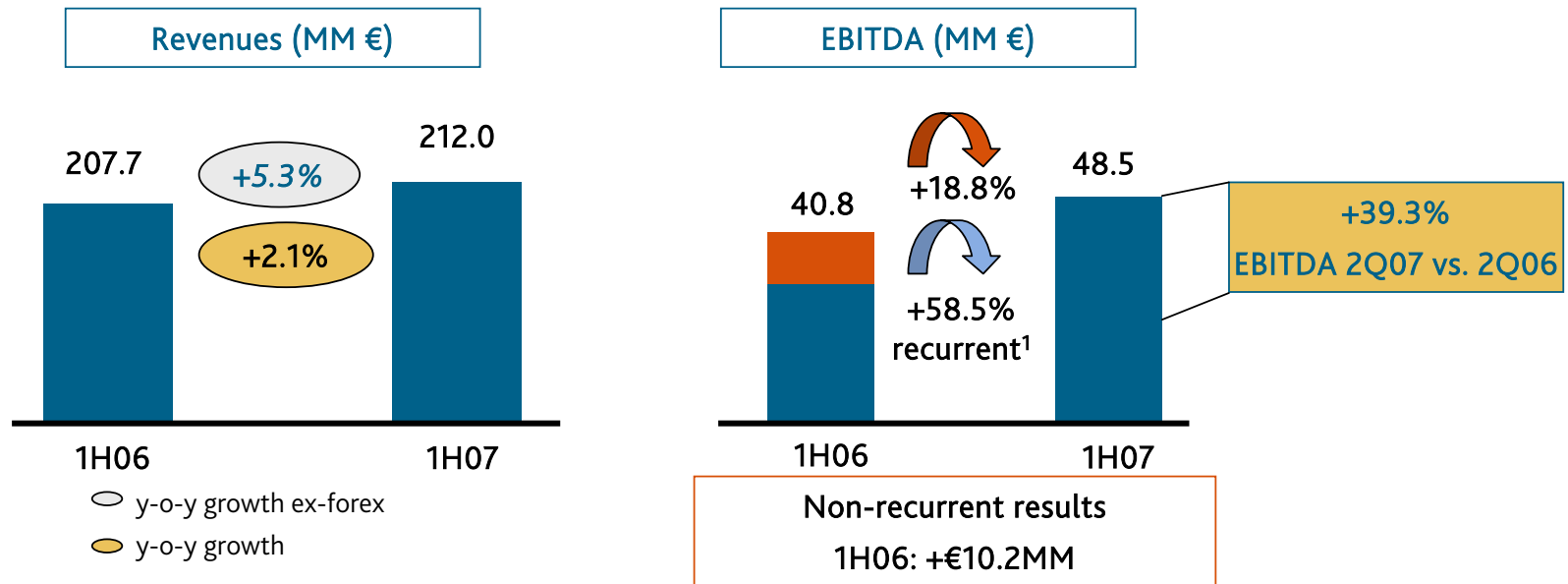
EBITDA margin



Viscofan

# 1H07 Casing business

## Outstanding EBITDA growth...

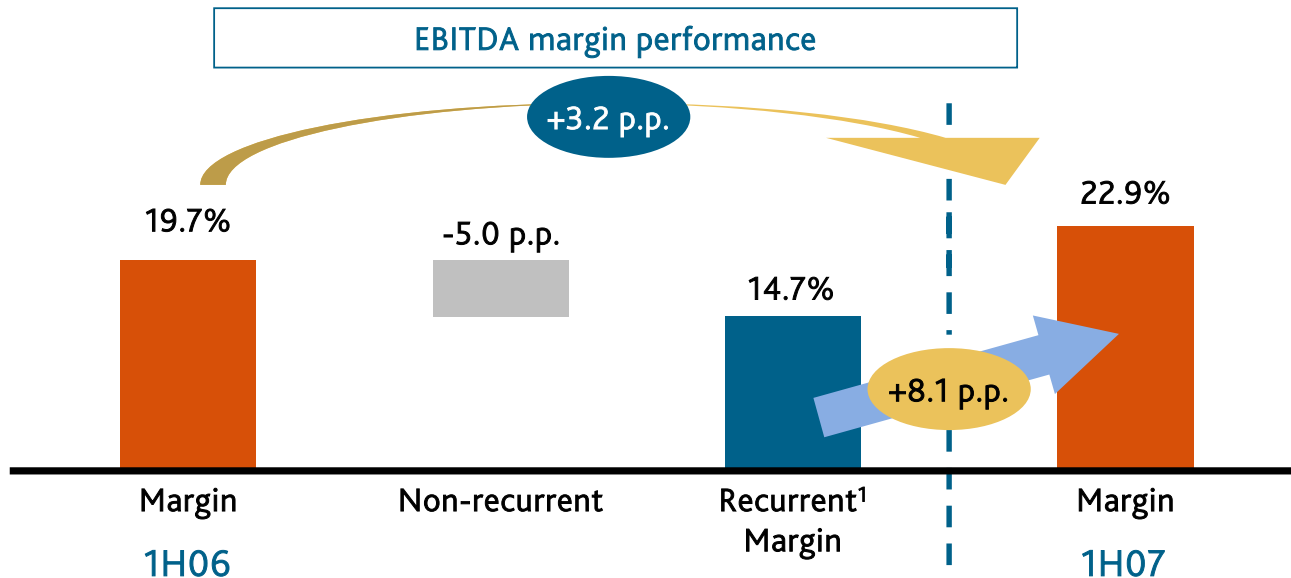


- Significant EBITDA growth backed by lower cost of supplies and containment in personnel costs .

<sup>1</sup> y-o-y growth excluding non-recurrent results accounted during 2006.

# 1H07 Casing business

... with significant improvements in profitability and efficiency...

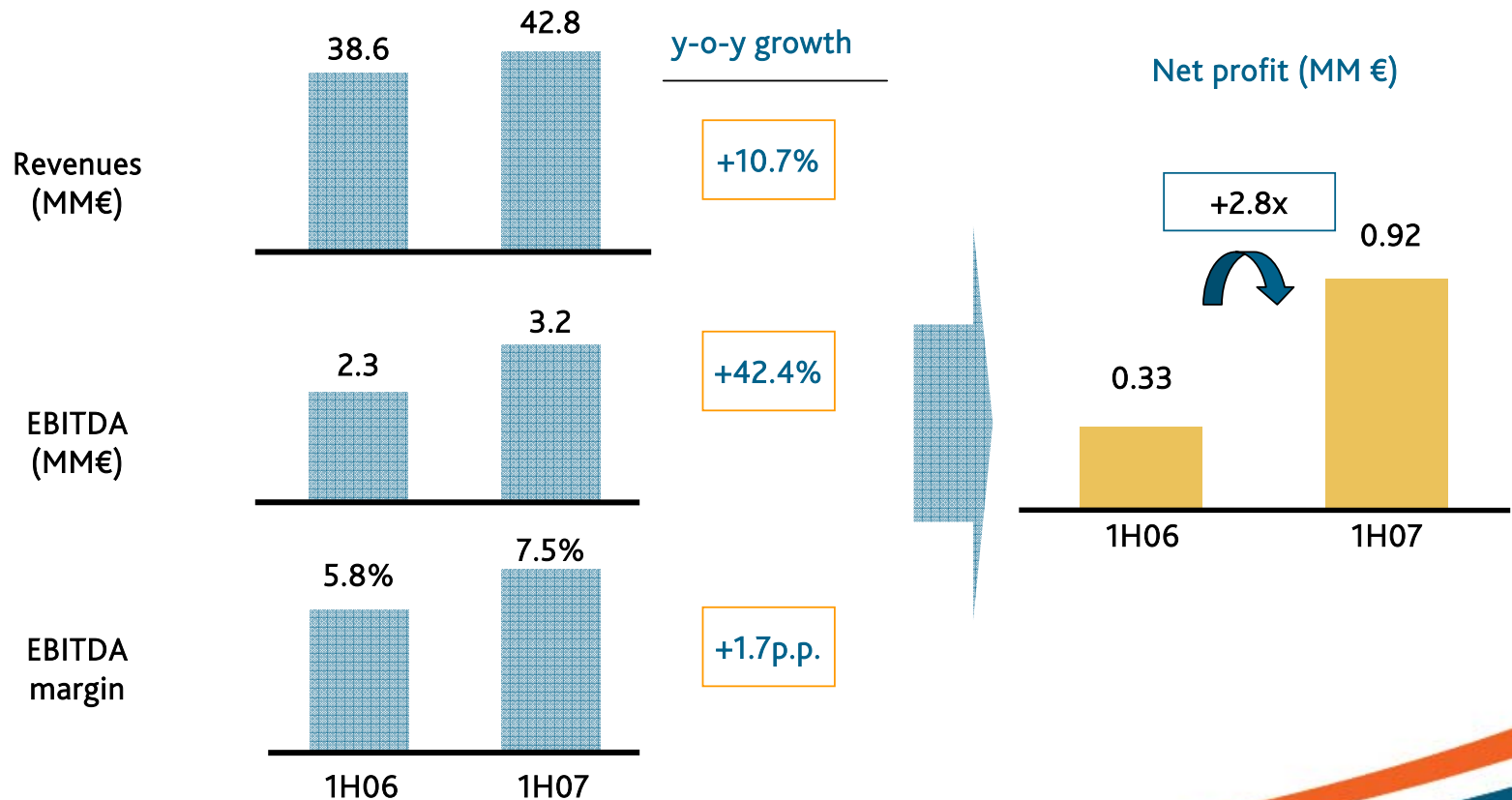


- EBITDA margin boosted by efficiency improvements and better competitive costs in plastic production.

<sup>1</sup> Recurrent margin excludes results due to the Group restructuring carried out during 2006

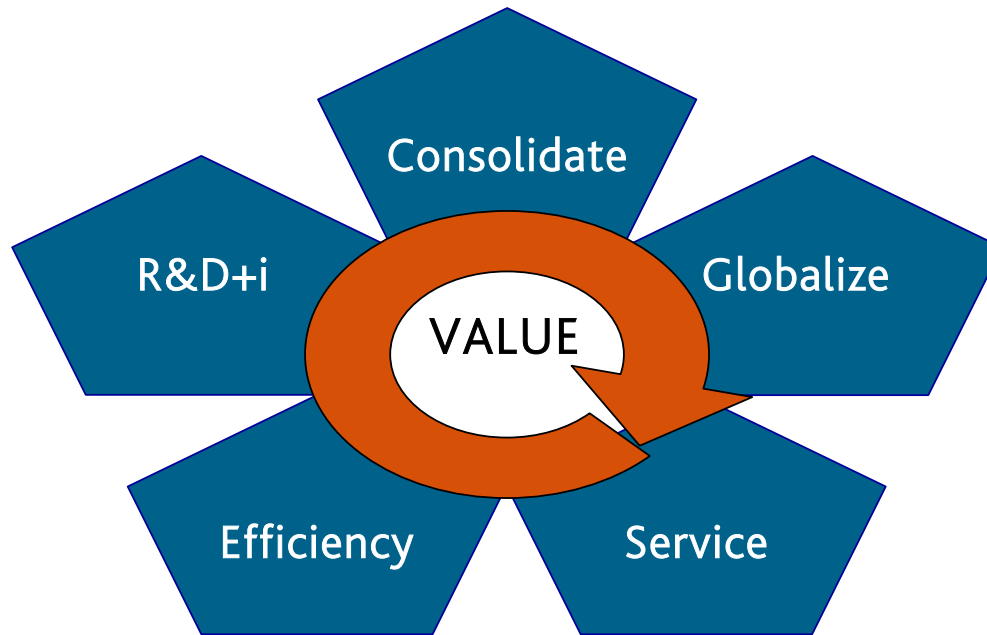
# 1H07 Preserved vegetables business

## Strengthening leadership and margins





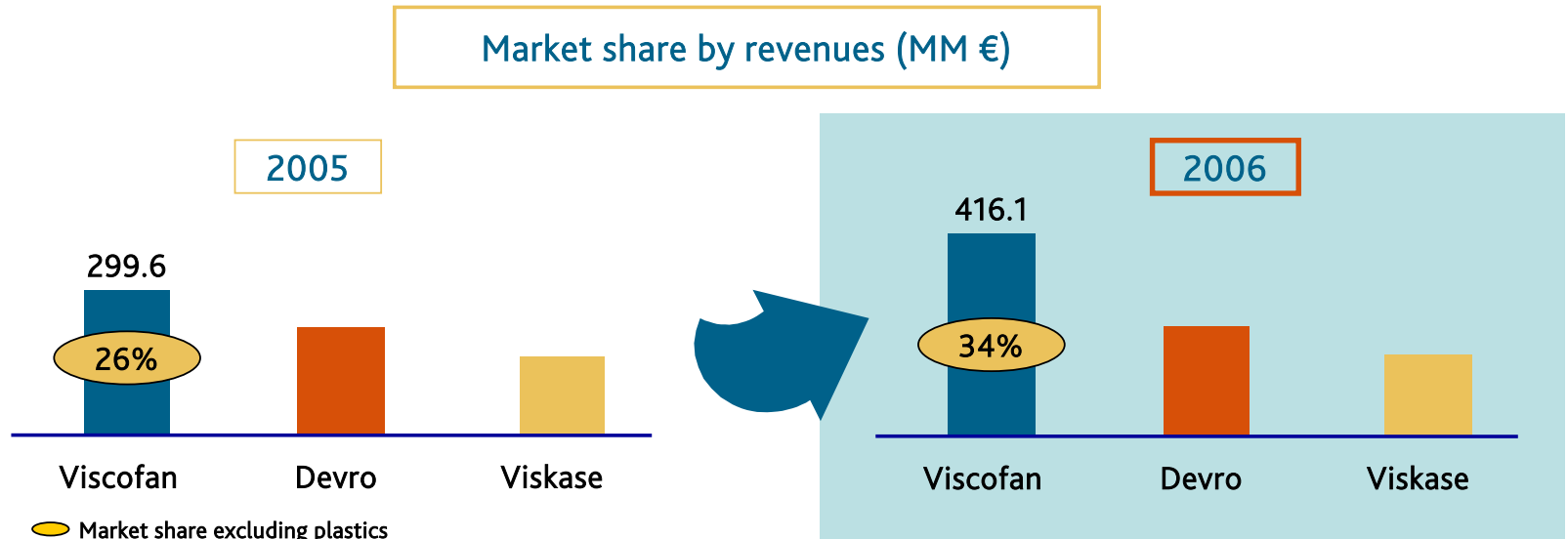
# Strategic pillars for sustained value creation



“Higher value through improvement in profitability and cash flows optimization”

# The best positioning in the market

## Clear leadership...



Source: Company reports and Viscofan estimates

# The best positioning in the market

... combined with the most diversified portfolio in the market...

	Skinless	Collagen	Fibrous	Plastic
<b>Viscofan</b>	✓ #1	✓ #2	✓ #3	✓
Devro	✗	✓	✗	✓
Viskase	✓	✗	✓	✓
Visko	✓	✗	✓	✓
Kalle	✗	✗	✓	✓
Nippi	✗	✓	✗	✗
Nitta	✗	✓	✗	✗
Case-Tech	✗	✗	✓	✓
Fibran	✗	✓	✗	✗
Fabios	✗	✓	✗	✗
Belkozin	✗	✓	✗	✗
Wuzhou	✗	✓	✗	✗



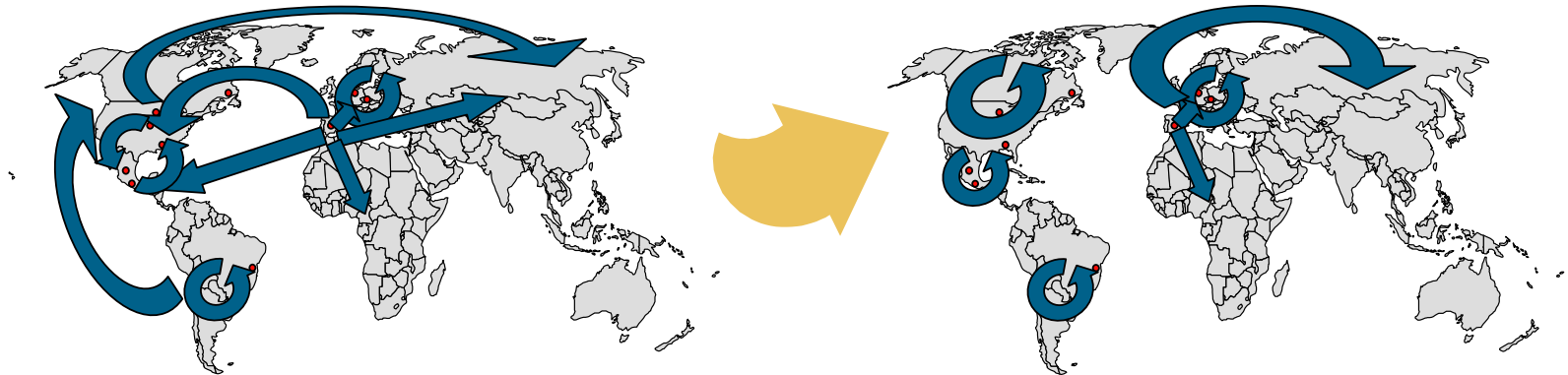
# The best positioning in the market

## ... and the adequate footprint...

- Latest acquisitions strengthen our positioning in key markets (USA and Mexico) and regions with low production costs (Serbia).
- Commercial offices in the markets with highest growth.

From:

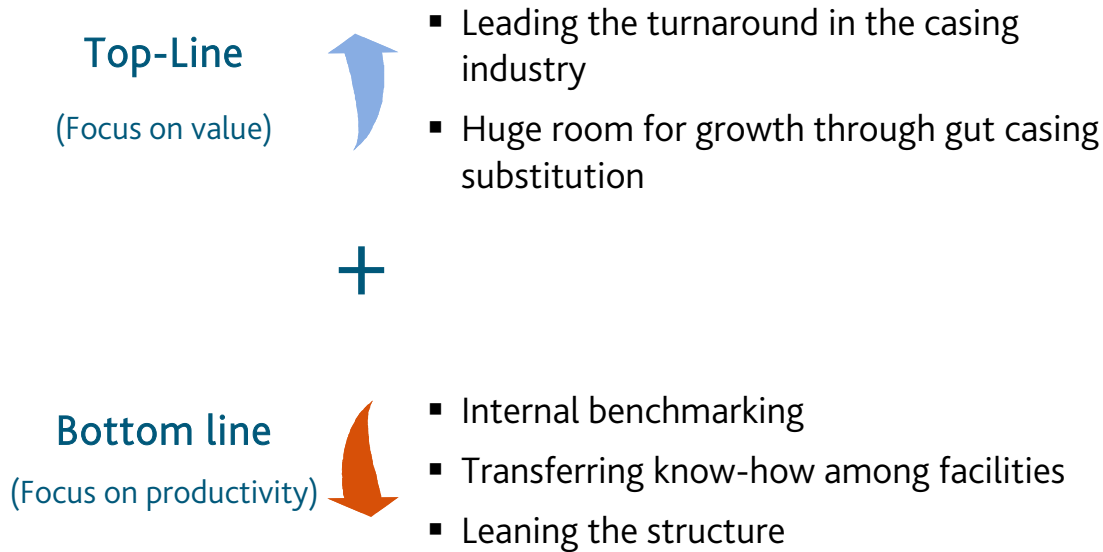
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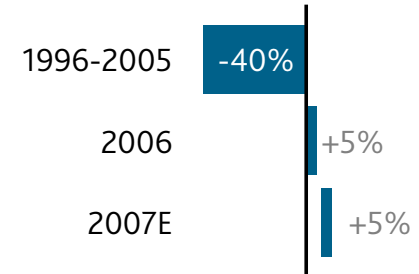
- Towards a natural forex hedging
- Reduce custom taxes, transport and management costs
- Improve working capital

# Operating leverage

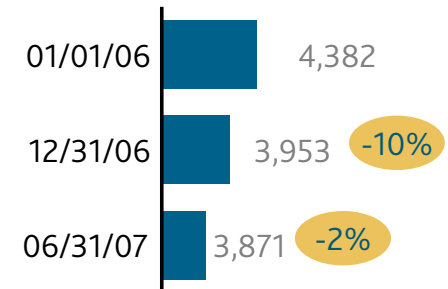
## Commercial discipline and best-in-class efficiency



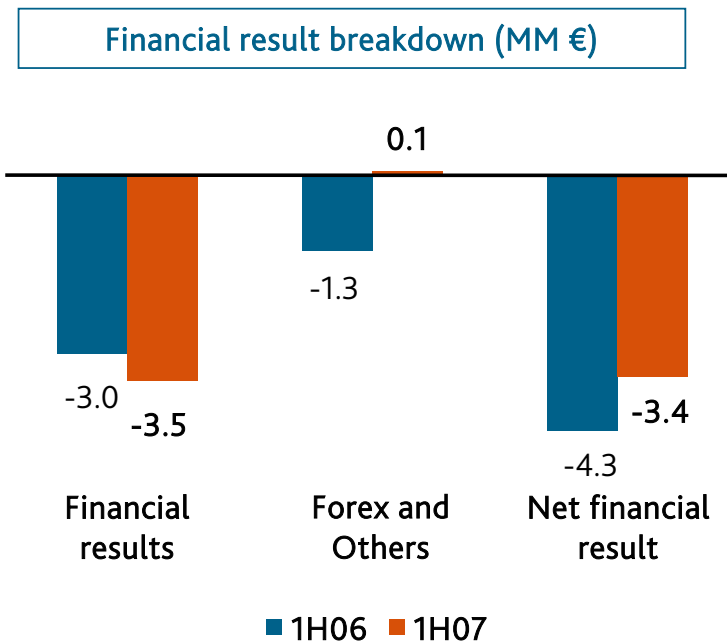
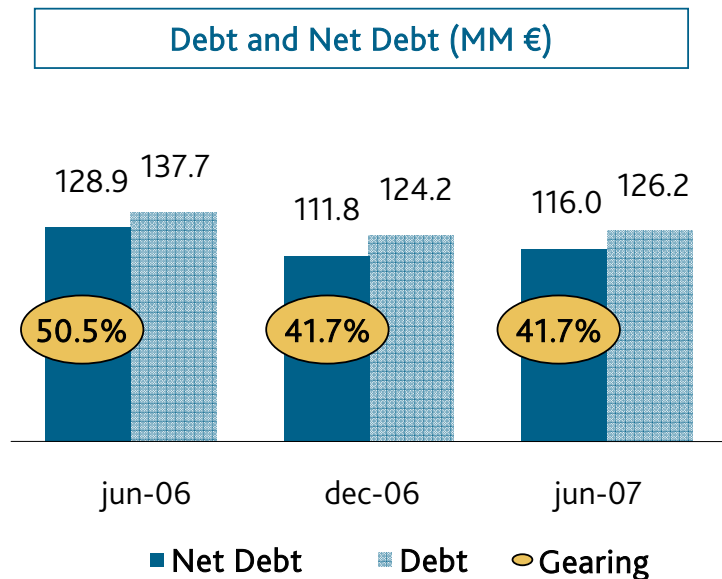
### Average Price change (skinless)



### Workforce

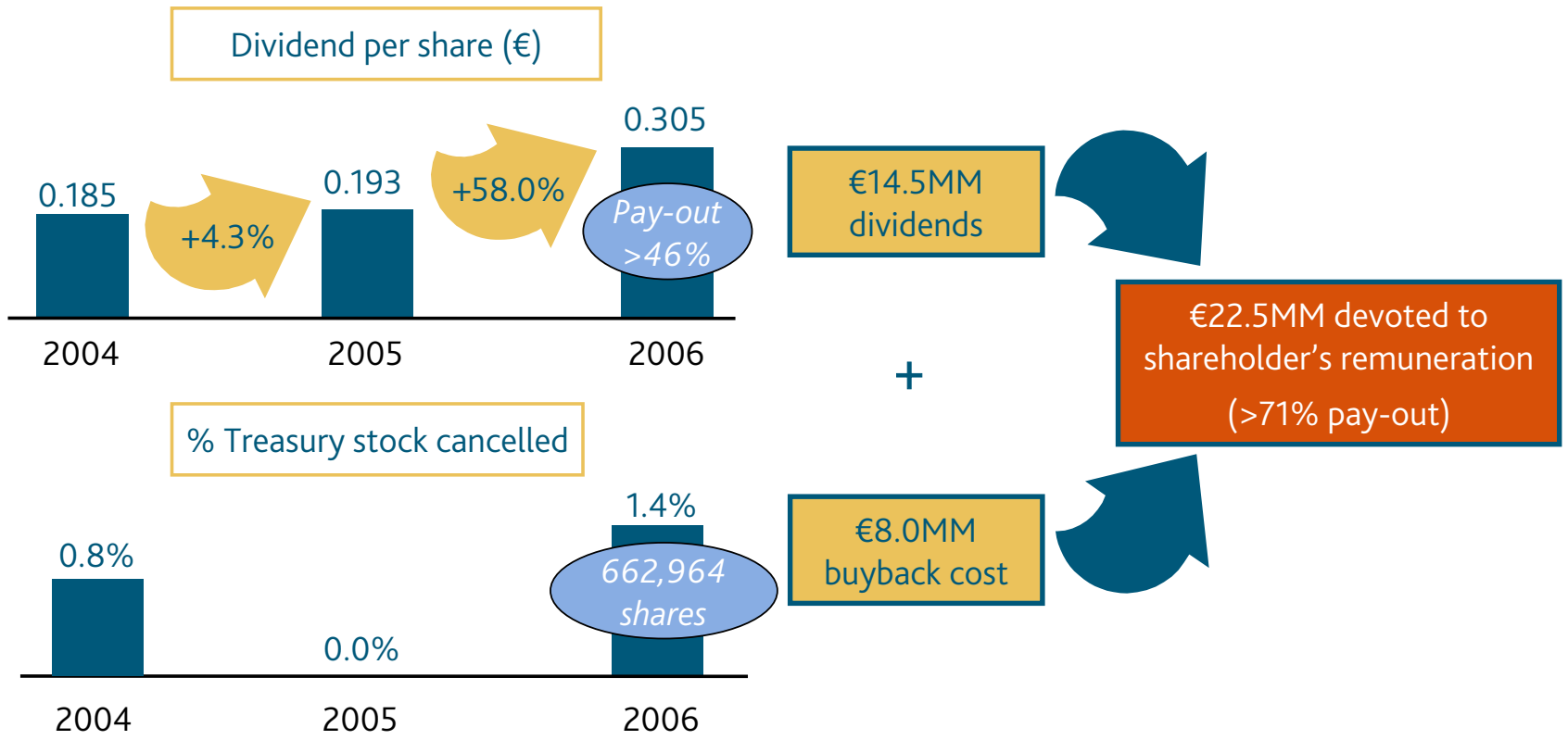


# Viscofan Group: Debt and Financial result



- Solid financial situation remains, with a gearing of 41.7%, even after a strong shareholder remuneration.
- Improvement of the Net financial result, with the positive Forex and Others more than offsetting the higher cost of debt.

# Shareholder's remuneration



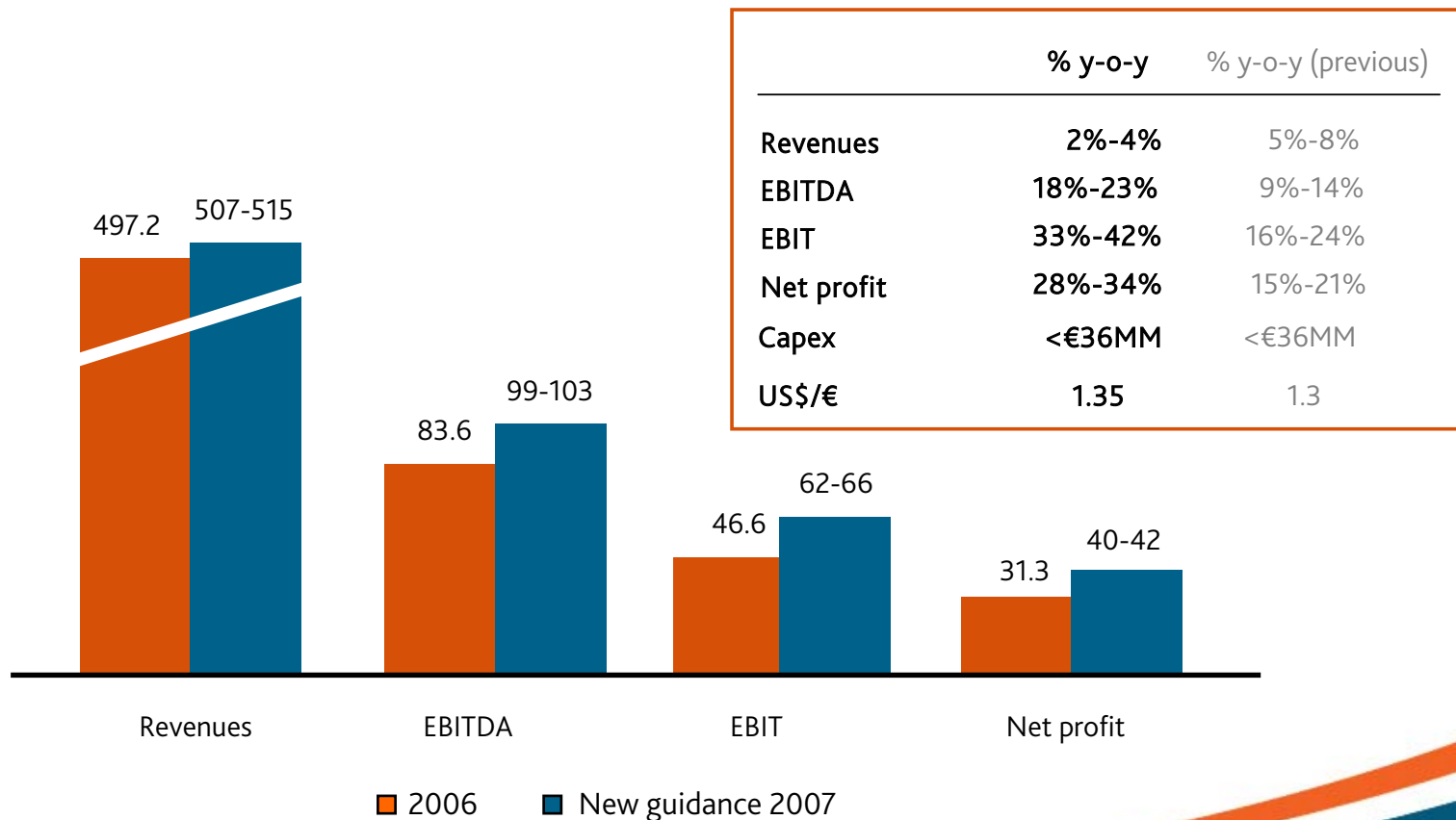
Buyback benefits:

- Improve financial gearing ✓
- Reduce cost of capital ✓
- Enhance EPS ✓



# New guidance 2007

## Better expectatives, with a more profitable growth





## To sum up...

- Excellent results of the initiatives aiming to improve Group profitability: Efficiency in the manufacturing process, know-how transfer and cost containment.
- Revenue growth based on demand stability and price wise policies, eroded by the strong depreciation of the US\$ against the €.
- Strengthen preserved vegetables business results boosted by Carretilla brand.
- Upgrade guidance for 2007 as a consequence of the strong increase in the Group profitability.