



# The reliability of a leader

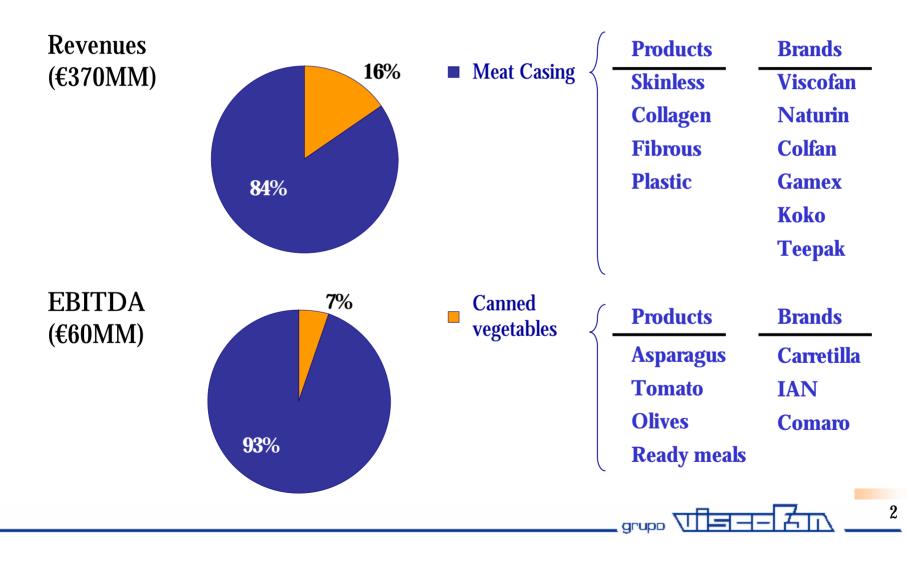
XIII Iberian Small & Mid Cap Conference Madrid, February 7

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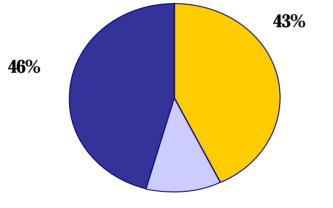
#### Viscofan: Product portfolio 9M06





### **Geographic diversification.**







**Europe: +13.9% growth vs. 9M05** 

North America: +109.7% growth vs. 9M05

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Latin America: +16.1% growth vs. 9M05

11 manufacturing plants + 3 manufacturing plants in tinned vegetables business 15 Commercial offices

**Commercial presence in more than 80 countries.** 



# Viscofan has being consolidating its leadership during last 30 years...

<b>1975</b> Viscofan S.A. constitution	1990 Nat	urin Gmbh acquisition	<i>1995</i>	Hoechst's assets acquisition (Brazil) and Gamex acquisition
<b>1979</b> Commercial activity starts	<b>1991</b> Bra	zil Commercial Office	<b>1998</b>	USA Finishing facility
<b>1986</b> IPO	1993 Br	azil Finishing facility	<b>1999</b>	Higher dimension for the Extrusion facility in Brazil
<b>1988</b> IAN acquisition	<i>1994</i>	<b>Russia and Asia</b> Commercial Offices	2000	Viscofan CZ constitution (Czech Republic)
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# ...specially reinforcing its international profile in the latest years.



Thailand Commercial Office



Viscofan Poland constitution

2003

Mexico Finishing facility and Viscofan Centroamérica constitution (Costa Rica) Bebé (IAN) disposal

2005

Tripasin's assets acquisition (Sweden) and Koteks acquisition (Serbia)



Teepak acquisition and consolidation of the latest Viscofan incorporations

**China Commercial Office** 



## **Teepak: cellulosic market consolidation and new competitive environment...**

Teepak acquisition	§ Market share differentiation with a clear leader: Viscofan
	§ No just focus on volume and low prices quality matters
	§ The industry need to recuperate healthy profitability: prices starts to
	recover leaded by Viscofan.
benefits	§ Consolidated global presence in the cellulosic market, with
	manufacturing plants and commercial presence in the main markets:
	Europe, EE.UU, Brazil and Mexico.
	§ Fibrous is incorporated in Viscofan portfolio.





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# ...with Viscofan being the unique player with all meat casing products

	Skinless	Collagen	Fibrous	Plastic
Viscofan	$\checkmark$	<b>\</b>	$\checkmark$	<b>\</b>
Devro	X	$\checkmark$	Х	$\checkmark$
Viskase	$\checkmark$	X	$\checkmark$	$\checkmark$
<b>Visko</b> <sup>1</sup>	$\checkmark$	X	$\checkmark$	$\checkmark$
Kalle	X	X	$\checkmark$	$\checkmark$
Nippi	X	$\checkmark$	X	X
Nitta	X	$\checkmark$	X	X
<b>Case-Tech</b>	X	X	$\checkmark$	<b>_</b>
Fibran	X	$\checkmark$	X	X
Fabios	X	$\checkmark$	X	X
Belkozin	X	$\checkmark$	X	X

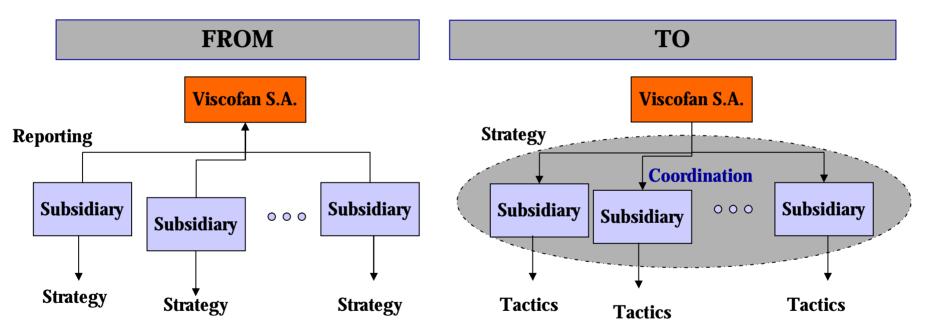
<sup>1</sup> VT Holding acquired Teepak UE on January 23rd, 2007



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### Take advantage of our global scale

**§ 'Group oriented' corporate management with a multidomestic approach** 



§ Encompass Global solutions for Global customers and Local answers for Local needs



# ... capturing synergies through multinational production and distribution relocation.

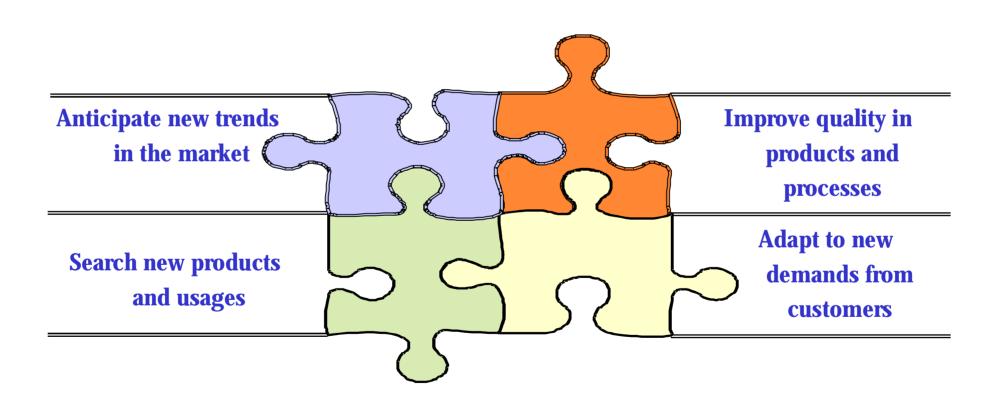




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#### **Enhance R&D**





## **9M06 Consolidated results**

### **Encompass sound growth and improving profitability**

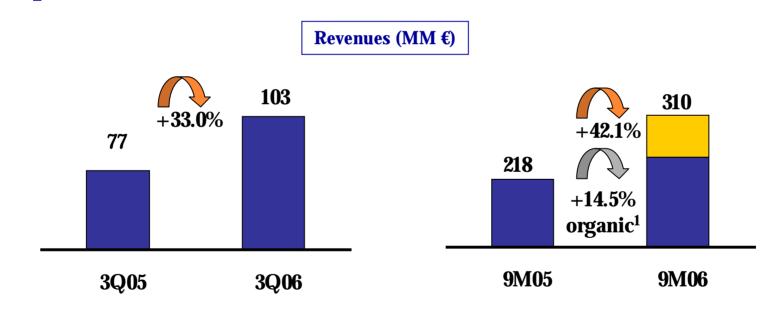
MM €	<b>9M06</b>	% у-о-у	<b>3Q06</b>	% у-о-у
Revenues	370.1	<b>34.9</b> %	123.8	<b>26.8</b> %
EBITDA	60.3	<b>50.0</b> %	17.2	<b>29.1</b> %
EBITDA margin	<b>16.3</b> %	<b>1.6 р.р</b> .	<b>13.9</b> %	0.3 p.p.
EBIT	36.0	<b>113.9%</b>	8.8	<b>70.6</b> %
PBT	30.1	<b>91.3%</b>	7.2	55.1%
Net profit	21.2	<b>66.1%</b>	5.9	<b>73.2</b> %





## **Meat casing business 9M06**

# **Double-digit growth in organic performance and in acquisitions.**



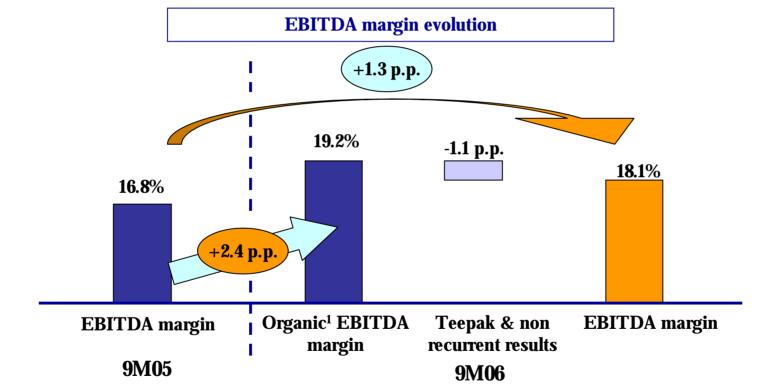
Strong revenue growth boosted by higher volumes and recovery in prices.

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### Meat casing business 9M06

### **Strong margin expansion...**



Margin growth due to good revenues performance and higher efficiencies in production.

<sup>1</sup>Organic growth compares like-for-like consolidation perimeter

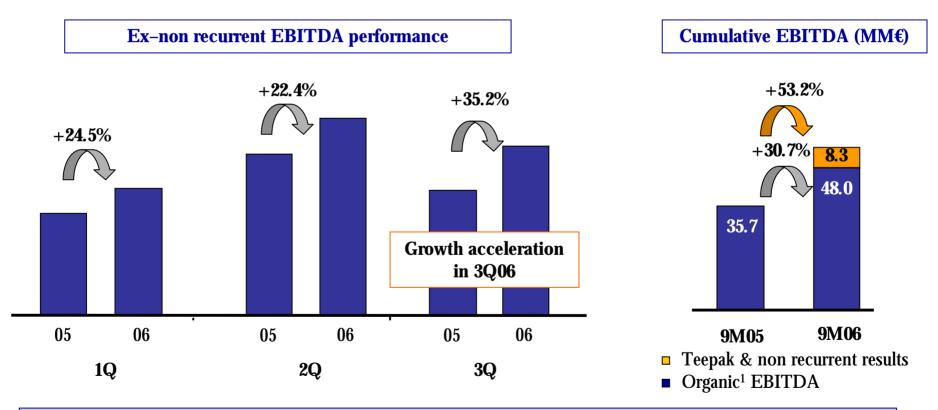
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### Meat casing business 9M06

# ...and quarterly EBITDA acceleration.



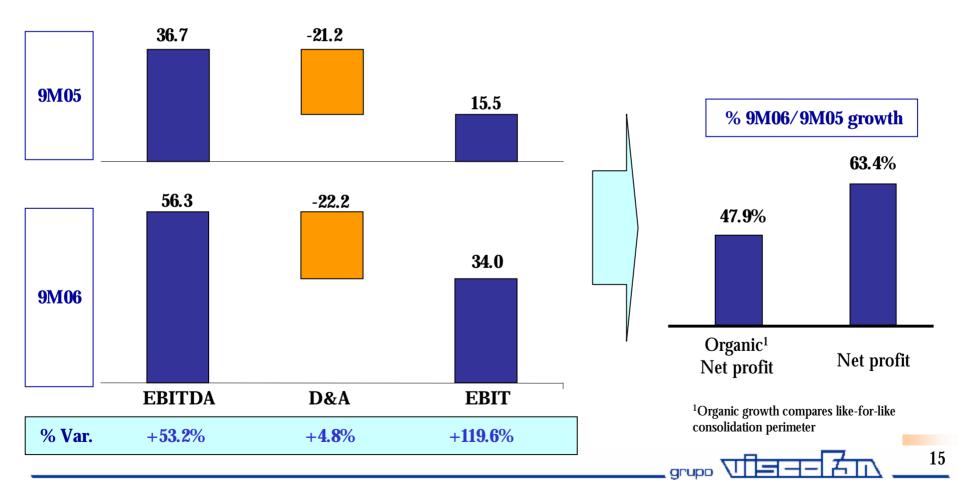
Organic improvement and higher speeds of integration in the new assets acquired.

<sup>1</sup>Organic growth compares like-for-like consolidation perimeter



#### Meat casing business 9M06

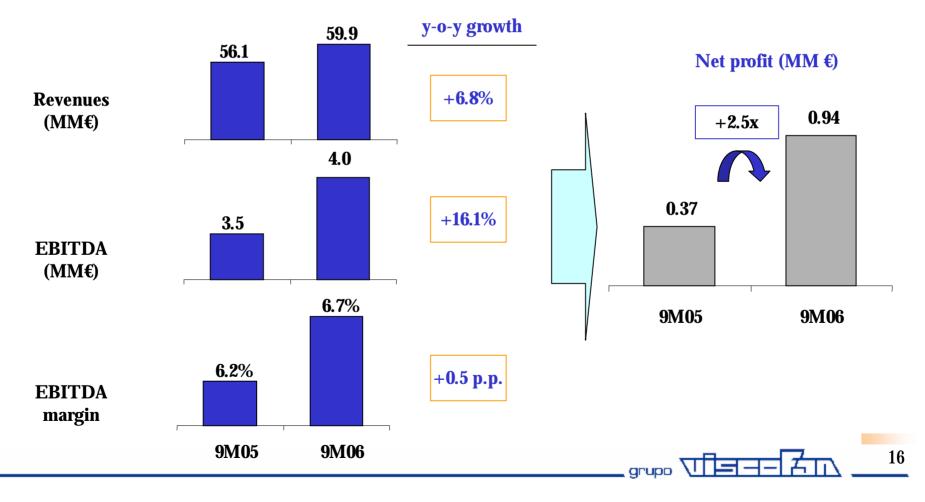
# **Boosting the EBIT and Net profit growth**





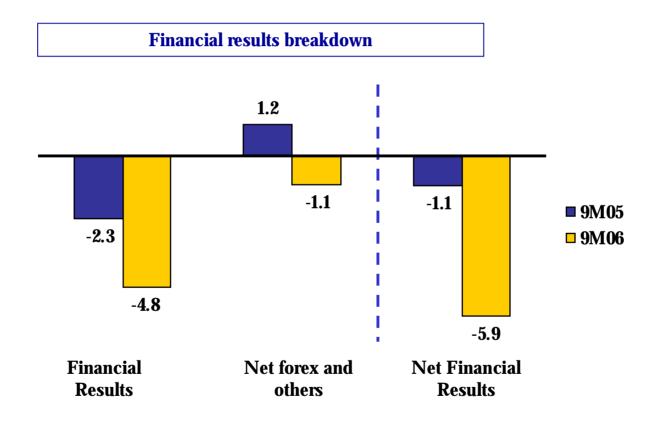
### **Tinned vegetables business 9M06**

# In the path of margin recovery





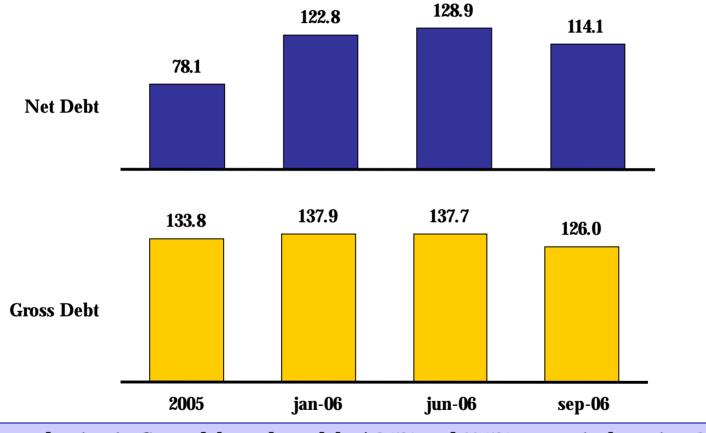
### **Viscofan Group: Financial results**



Higher losses in net financial results is due to higher Net debt, and the unfavourable evolution of the US\$ against €.



#### **Financial Debt (MM €)**



Sharp reduction in Gross debt and net debt (-8.5% and 11.5% respectively vs. jun-06) caused by a good operating cash flow performance in 3Q06.

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#### To sum up

- § Solid steps that have been consolidating Viscofan leadership.
- § Company restructuring in order to maximize its competitive advantages.
- **§** Improve revenues evolution and profitability.
- **§** Increase competitive advantages through proactive R&D.
- § Strong 9M06 results: double-digit growth and improving expectations for 2006 fiscal year.