

# Gurit Investor Presentation

September 9, 2011, Zürich



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Such statements are made on the basis of assumptions and expectations which may prove to be erroneous, although Gurit Holding AG believes them to be reasonable at this time.

- **Sales:** Gurit returned to growth in 2011; +16.8% FX adjusted
- **Profitability:** 6% operational EBIT margin; 8% total EBIT margin; raw material price increases passed on with certain lag, certain target market sales mix effect; excluding FX effects operational EBIT margin at H1 2010 level
- **Outlook:** Further growth acceleration in H2 2011; EBIT margin of 8% still reachable but a challenge in current environment
- **Product and Service offering:** Balseurop acquisition completes expansion of Wind Energy core material product range initiated in 2008

# Gurit – Advanced Composite Technology: A Snapshot



## Unrivalled technology in advanced composite materials

- Gurit is a global leader in the development and manufacture of advanced composite materials and composite processing equipment

## Focus on long-term global growth markets

- **Wind Energy** / **Tooling** / **Transportation** / **Marine**
- 2/3 of business is wind energy related, both in FY 2010 and H1 2011
- Production and material synergies between business units

## Following a strategy of global coverage

- Gurit offers its customers a unique combination of comprehensive materials together with unparalleled know-how in manufacturing, composite processing, structural design and composite processing equipment

**Net sales by target market: in % of Group sales H1 2011: CHFm 163.1**



# A Selection of Our Global Customer Base



Wind Energy	Tooling	Transportation	Marine
    	      	         	     

## **Long-term growth potential of wind energy**

- CAGR in MW of >10% p.a. to meet 2020 commitments; >7% in value
- Momentum also from offshore, bigger onshore and emerging markets WTGs

## **Leading advanced composites specialist**

- Engineering, materials, parts and composite processing equipment
- Unique “All products for our target markets” strategy
- Top-three market positions in target markets

## **Global production and customer base**

- Strong presence in Europe, Asia and growing in America
- Sales globally more diversified

## **Solid financials provide strong base for future growth**

- Innovation and procurement synergies across Group
- 6% profitability, solid cash flow generation and strong balance sheet

## Net sales

- Group net sales at CHFm 163.1; +16.8% FX adjusted
- **Wind Energy** – Significant growth despite issues of a major customer in Europe during Q2 2011, thanks to strong core material sales in Asia
- **Tooling** – Good recovery after weak Q4 2010 and Q1 2011 due to export sales
- **Transportation** – Steady growth at constant translation rates
- **Marine** – Slow recovery, but positive trend

## Earnings

- Operational EBIT of CHFm 9.7, down by CHFm 3.6 compared with H1 2010; Excluding currency impacts, H1 2011 reached the previous year's level
- Operational EBIT margin down from 8.5% to 6.0%; largely due to raw material price pressure and target market mix effects
- EBIT margin at 8%, EBITDA margin at 11.6%. Net result of CHFm 9.5

## Cost management

- Flexible operations model to adapt as quickly as possible to fluctuating demand, especially in the prepreg area
- Some overcapacity in prepreg leaves further room for margin improvement
- Material utilization variances now globally well under control

## Investments

- Balsa acquisition mainly financed by additional borrowing
- Equity ratio: 46%
- CAPEX: CHFm 4.8; 3% of net sales
- R&D: CHFm 2.7; 1.7% of net sales

# Key Figures H1 2011 and FY/H1 2010



CHFm	H1 2011	FY 2010	H1 2010
<b>Net sales</b>	<b>163.1</b>	<b>311.6</b>	<b>156.4</b>
<b>EBIT</b>	<b>13.1</b>	<b>32.7</b>	<b>21.9</b>
<i>EBIT margin</i>	8%	10%	14%
Extraordinary and non operating result	2.9	7.3	7.4
Operating profit	10.2	25.4	14.6
<b>Operational EBIT*</b>	<b>9.7</b>	<b>24.8</b>	<b>13.3</b>
<i>Operational EBIT margin*</i>	6%	8%	8.5%
<b>Profit for the year</b>	<b>9.5</b>	<b>24.9</b>	<b>16.2</b>
EBITDA	18.9	46.1	28.5
<i>EBITDA margin</i>	12%	15%	18%

\*Operating profit less: Other operating income, non-recurring expenses and impairment



## Mainly European

- Prepreg, corecell foam, formulated
- Few and dominant clients
- Low gross margin  
«Converter model»

2007



## Getting global

- Focus on China:  
50% staff / 30% sales
- Built full line of core material, B<sup>3</sup>SmartPac, tooling
- Rapid growth of customer base
- Rising value add through core material and tooling strategy

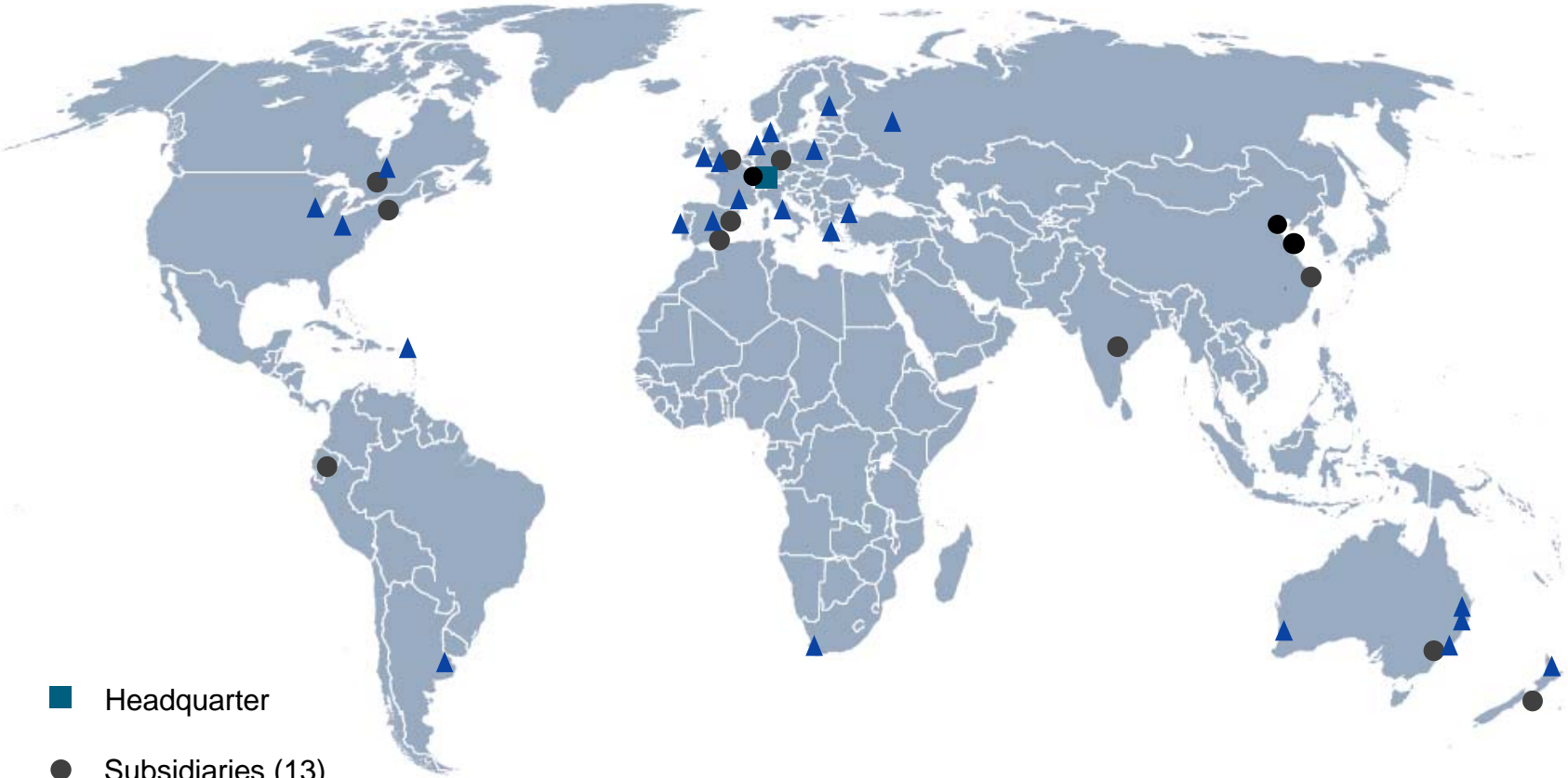
2010

## Being global:

- Adding focus on India and South American markets
- Leading position in top global customers in each target market
- Strong value add through full offering deployment
- Component opportunities

2013

# Our Global Footprint



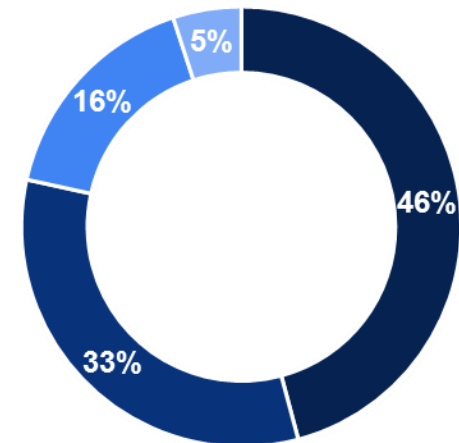
- Headquarter
- Subsidiaries (13)
- ▲ Distributors and Representing Partners (24)

# Significant Strategic Progress in 2010/2011<sup>(1)</sup> **Gurit**

## Benefits will become visible in 2011 and beyond through:

- Global set-up reached: 1/3 of sales in Asia, 2/3 mainly Europe and growing US
- Market faced organization
- Expansion to “full line” offering by adding PET, PVC, Balsa, Tooling, B<sup>3</sup>SmartPac
- “Local for local” footprint strategy; >50% of staff in Asia

Net Sales by Region: H1 2011  
CHFm 163.1



▪ Europe    ▪ Asia    ▪ Americas    ▪ RoW

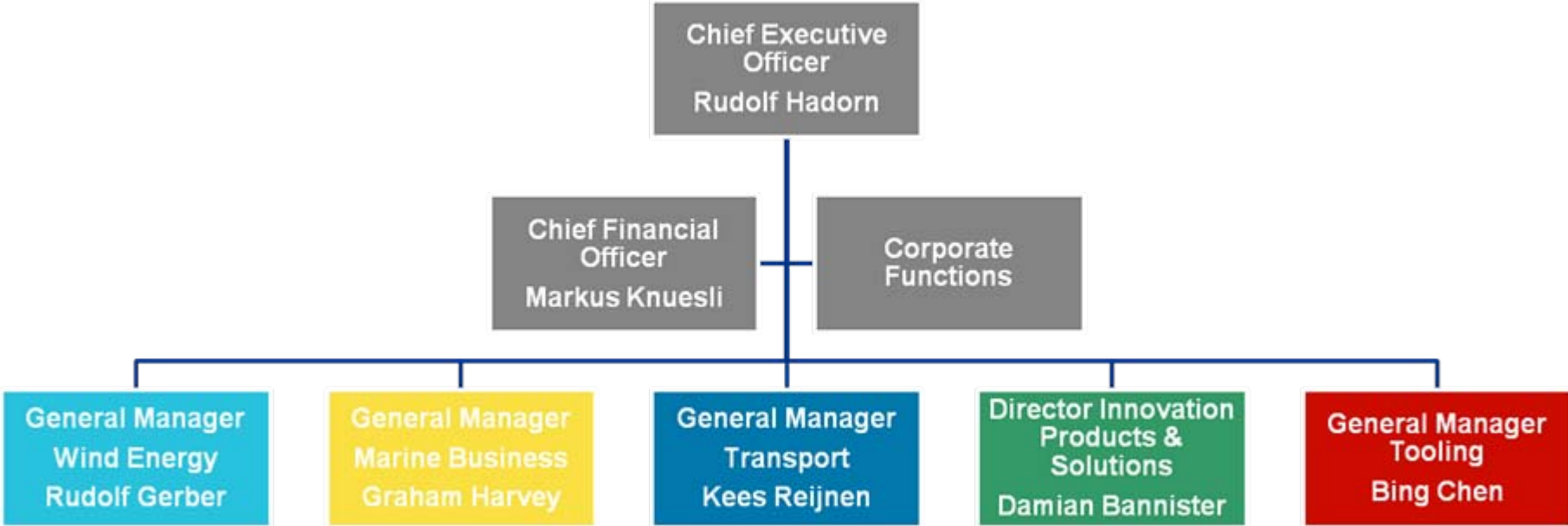
# Significant Strategic Progress in 2010/2011<sup>(2)</sup>

- *“In the region, for the region”* strategy to provide Gurit with unique cost, lead-time and customer proximity benefits
- Acquisition Integration: leveraging Tooling offering (2010+), High Modulus (2010+) and China PVC core (2010+) and Balsa (2011+)
- Widening customer base to de-risks the business model and build a platform for growth
- Rising share of profit generating units located in lower tax countries shows significant progress on tax bill

# Management Team



Executive Team to implement the strategy



# Unrivalled Technology for Growth Markets



## Wind Energy



**Key figures H1 2011:**  
Sales: CHFm 90.1  
Employees: 1353

## Tooling



**Key figures H1 2011:**  
Sales: CHFm 18.7  
Employees: 691

## Transportation



**Key figures H1 2011:**  
Sales: CHFm 28.1  
Employees: 166

## Marine



**Key figures H1 2011:**  
Sales: CHFm 25.6  
Employees: 110

Note: Sales Others H1 2011: CHFm 0.6

# Review by Business Unit





## Markets, Customers

- We are a leading global supplier of advanced composite materials for the wind power energy industry in Europe, the Americas and Asia
- Our major customers are wind turbine blade manufacturers
- Our Unique Selling Proposition is the combination of our structural design know how, the chemistry expertise and our material processing and prototyping capabilities for all relevant blade material categories

## Market drivers, Offering enhancements

- Trend towards renewable energy generation
- Structural change in wind power industry
  - Market entry and by now leading global sales by Asian WTG companies
  - Slowdown in European installation of WTGs
  - Increased growth in offshore wind in the coming years
- Offering of the complete range of structural core material
  - CoreCell, PVC, PET, Balsa added to offering range
  - Value-adding precision kitting as a differentiator

## Market position

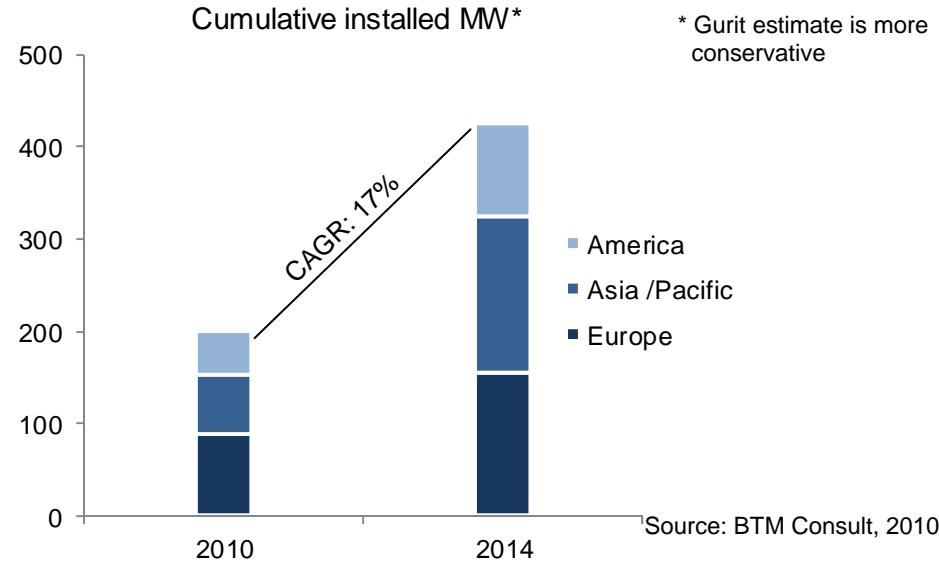
- Addressable market 2010 ca. CHFm 630; Gurit market share ca. 33%
- Globally positioned, strength in Europe and Asia
- Amongst the top 3 global core material producers
- Leading position in prepreg

## Strategy

- Building and developing a global structural core material presence
- Benefit from the leading position in prepreg
- Expand the position in the supply value chain

## Achievements H1 2011

- Acquisition of the Balsa core business:
  - Completed the core material offering
  - Created a solid platform for organic growth in future
- A major customer has been won in the Americas for carbon fibre prepregs
- Further market penetration success in China and India



## Market environment H1 2011

- Stagnation of the Chinese Wind Energy market and increase in competition as well as consolidation of turbine blade manufacturers
- European Wind Energy business still sluggish
- American markets have shown moderate growth

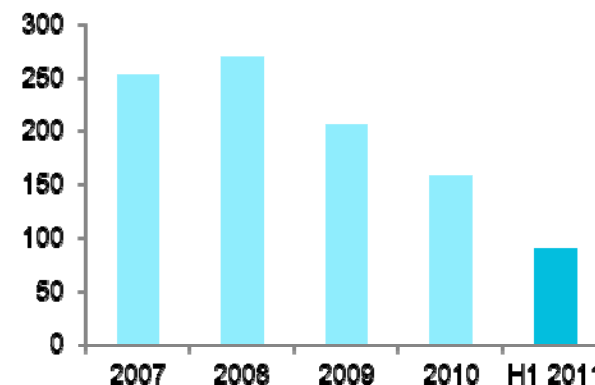
## Results H1 2011

- Net sales of CHFm 90.1
  - Up 37.5% vs. H1 2010 FX adj.; +30.4% excluding the effect of the Balsa acquisition
  - Again no shipments to one key plant of major European customer
- EBIT margin below Group average

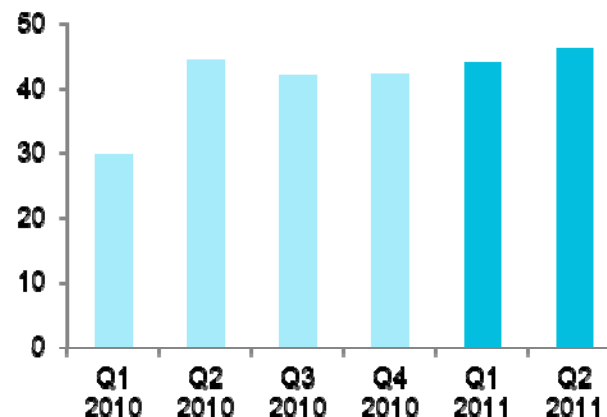
## Outlook H2 2011

- Recovery of prepreg market in Europe and the US
- Asian market consolidates and stagnates 2011/12
- Further expanding customer base and penetration
- Demand for renewable energy supports long-term growth

CHFm Wind Energy: Net Sales



CHFm Wind Energy: Net Sales



# Tooling



RED MAPLE

Gurit

## Markets, Customers

- Tooling for wind energy blade manufacturers
- Global leader as largest fully integrated, highly specialized, independent quality mould manufacturer
- Addressed markets
  - Chinese and global wind energy market
  - Addressable market size of ca. CHFm 90 globally in 2010

## Market drivers, Offering enhancements

- Importance of China as a wind turbine blade manufacturing country
- Globally growing interest for fast, affordable and quality mould making capability of Gurit Tooling
- Demand for longer blade moulds for on- and offshore markets
- Emerging wind energy markets in India and South America (Brazil)

## Market position

- Global #1 market position with market share of between 45 and 50%
- Leading market position in China and strongly growing in India
- Starting in Europe and the Americas



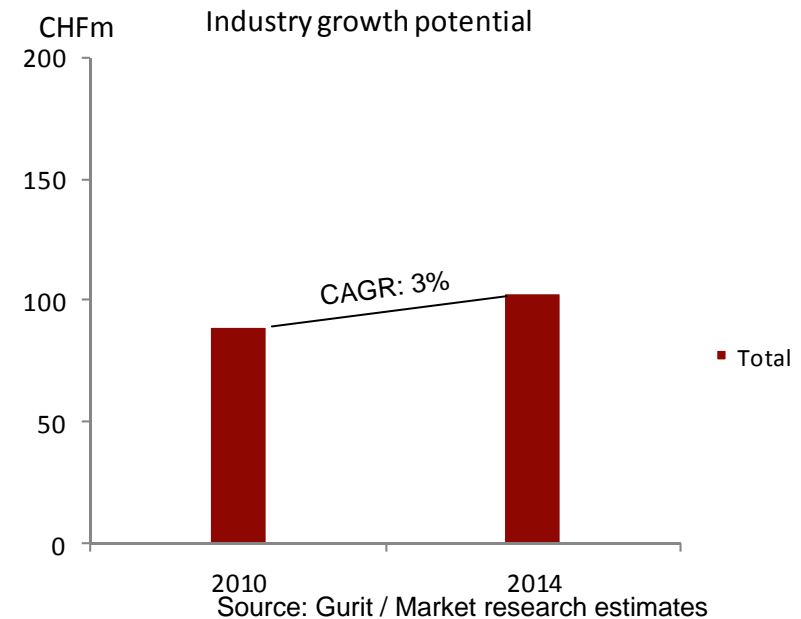
# Tooling – Strategy and Achievements

## Strategy

- Maintain leader position in China for wind turbine blade moulds
- Expand out-of-China export business of wind turbine blade moulds
- Take Tooling beyond infusion technology

## Achievements H1 2011

- Internalization is making good progress
- Building up a service organization for the installed mould base in India
- Strengthening the leading market position
- Expanding the management team
  - Bing Chen has been appointed as new General Manager



# Tooling – Results and Outlook

## Market environment H1 2011

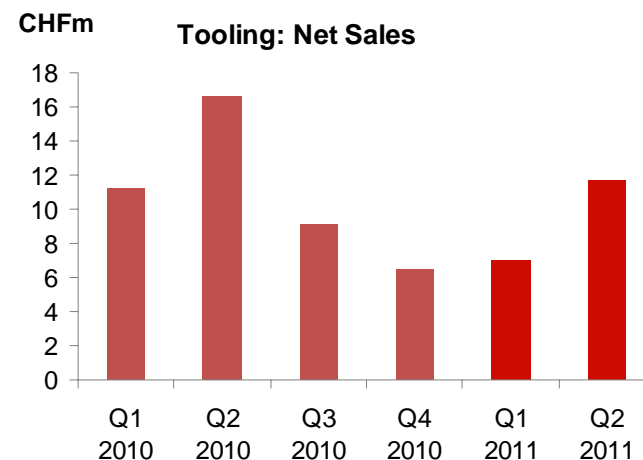
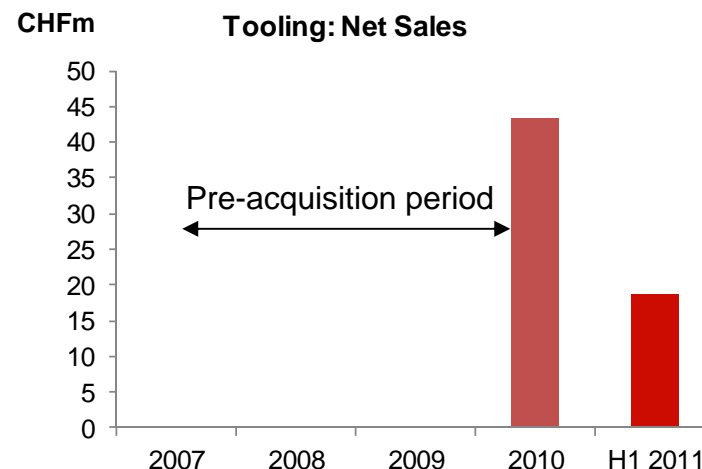
- Recovery of the Chinese market for turbine rotor blade moulds
- Export of moulds to India, the USA and Europe continues to develop very dynamically

## Results H1 2011

- Net sales of CHF 18.7m
  - Down 23.1% vs. very strong H1 2010 FX adj.
  - Up 26% sequentially vs. H2 2010 FX adj.
- EBIT margin above Group average

## Outlook H2 2011

- Further strengthen leading position in China
- Rapidly growing export demand for moulds made in China (India, South America, Southern- and Central Europe)
- Expect to operate at full capacity until year end





## Markets, Customers

- Aerospace/Rail
  - Prepreg material for aircraft interiors, 2<sup>nd</sup>ary structures and lightweight rail panels
  - Global customers throughout the supply chain of commercial aircraft
  - Addressable market 2010: ca. CHFm 183
- Automotive
  - Tier 1 composite body panels supplier to leading OEM's of high-end vehicles
  - Addressable market 2010: ca. CHFm 15

## Market drivers, Offering enhancements

- More and more comfortable mobility
  - Industry objective to reduce the weight of the means of transportation to maximize passenger and cargo capacity and fuel efficiency
- Widening market and shorter innovation cycles in aerospace
  - New entries from BRIC countries in Airbus / Boeing business segments
  - Design responsibilities moving to system suppliers
- Automotive – Increasing transfer from metal to composites in supreme car segment
- Rail – Increasing interest in urban transit, especially in China

## Market position

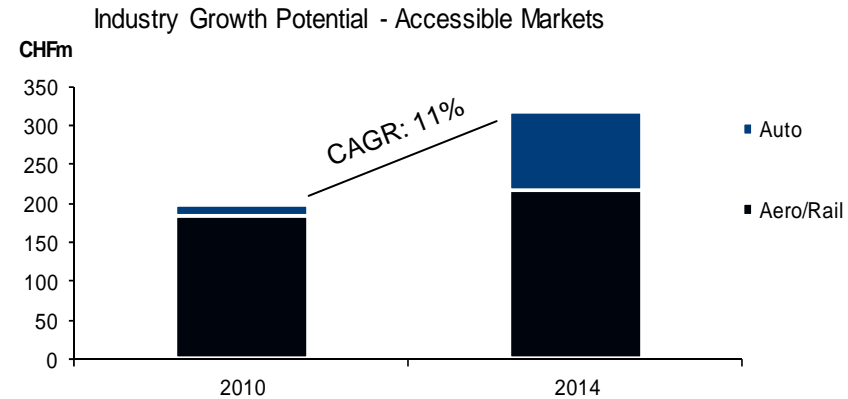
- Aerospace
  - Leader in Airbus interiors and secondary structures with 2010 market share of ca. 27%
  - Interior supplier with global presence
- Automotive
  - Presently three customers, seeing ongoing industry interest
  - Prime supplier to Aston Martin
  - Market share in premium panel segment of ca. 33%

## Strategy

- Expanding the leading position in aircraft interiors
- Entering the markets for aircraft structures
- Leveraging and expanding competencies into Automotive and Rail markets

## Achievements H1 2011

- Aerospace business
  - Intensified cooperation with Airbus Tier 1 partners for flooring/interiors
  - Development of structural prepreg material
- Automotive business
  - Winning a new important contract in May 2011



Source: Gurit / Market research estimates

## Market environment H1 2011

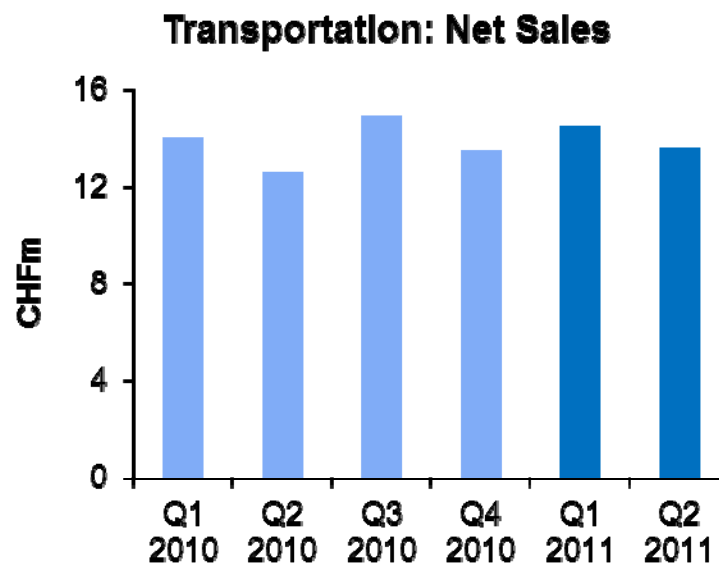
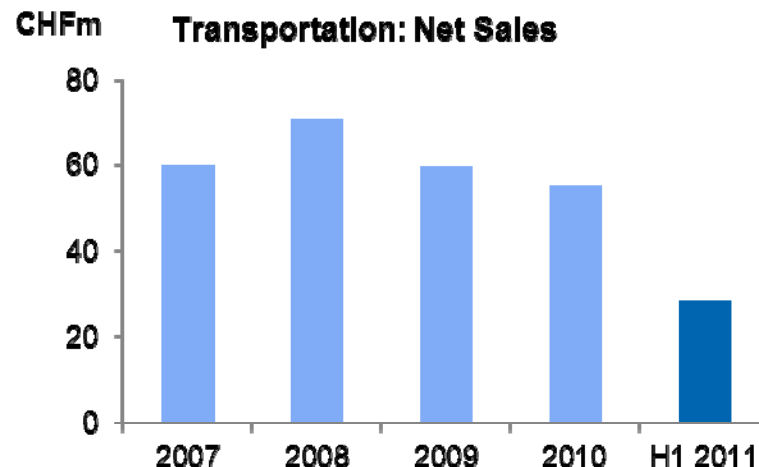
- Underlying aerospace market grows at a high single-digit rate
- Growing sales development in the automotive business within H1 2011

## Results H1 2011

- Net sales of CHFm 28.1
  - Up 13% vs. H1 2010 FX adj.
  - Up 2% vs. H2 2010 FX adj.
- EBIT margin above Group average

## Outlook H2 2011

- Finalize follow-up contracts Aerospace supplies 2012 – 2014
- Continue to build Automotive and gain further orders





## Markets, Customers

- Our marine business is best known under our product and service brand SP-High Modulus
- We work alongside the world's leading boat designers and builders and offer an integrated solution of structural design, materials science manufacturing technology and process engineering
- Global Marine market – superyachts, race boats, production craft as well as commercial and military boats
- Addressable market in 2010: ca. CHFm 222 (in 2008: ca. CHFm 400)

## Market drivers, Offering enhancements

- Ongoing market consolidation – Slowly rising demand in global marine market
- Many production boat-builders out of business in 2010, resuming slowly
- SP-High Modulus complementary presence and competencies
- B<sup>3</sup>SmartPac to address series builds market

## Market position

- Premier supplier of epoxy based technology and core materials under one brand to the global marine market
- Market share 2010 ca. 25% with the following positions by segment:
  - #1 for Marine Structural Engineering
  - #2 for Prepreg
  - #3 for Core materials

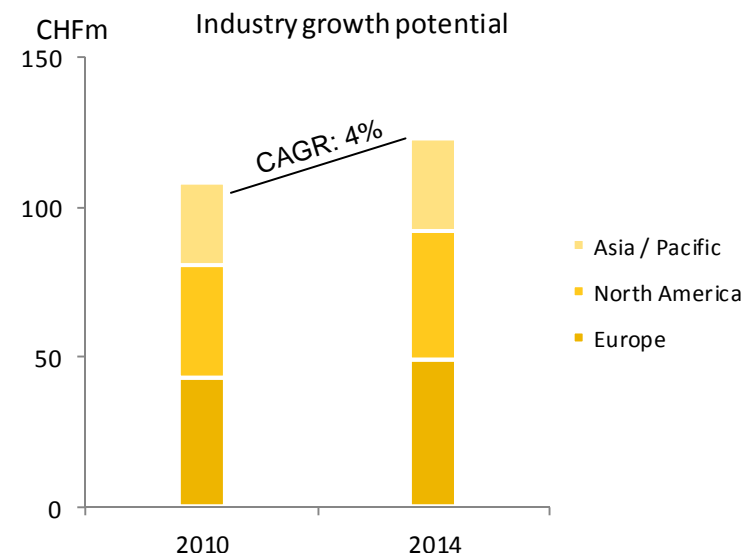


## Strategy

- Global reach and leverage globally leading structural engineering position
- Expand into new geographic markets and boat segments
  - Focus on growth areas: Mediterranean, Middle East and Far East
  - Address new boat categories: commercial, military and production vessels
- Penetrate production boat market with B<sup>3</sup>SmartPac

## Achievements H1 2011

- Addressing the global marine market based on Gurit's worldwide local presence
- Approaching the Mediterranean market
- Global roll out of B<sup>3</sup>SmartPac ongoing



Source: Gurit / Market research estimates

## Market environment H1 2011

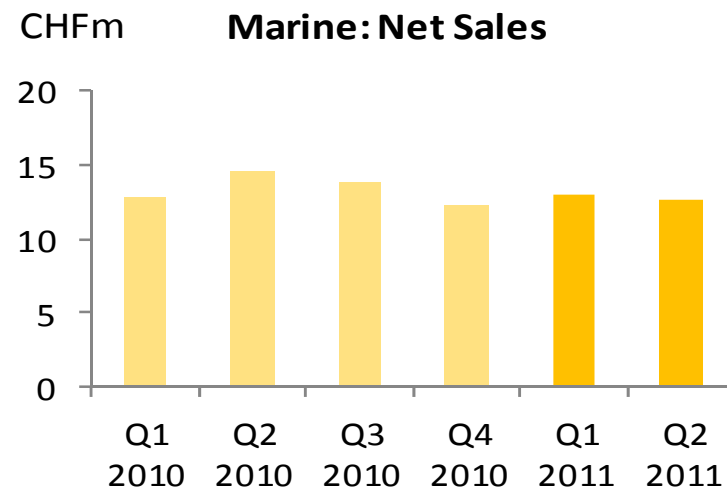
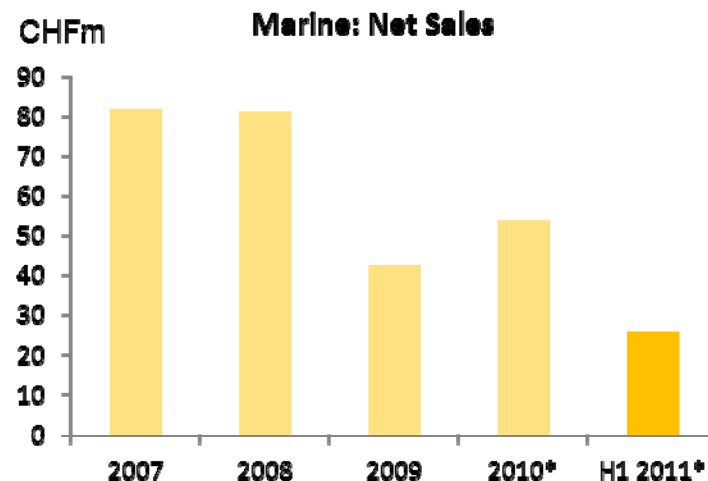
- Marine business recovers gradually
- European and American markets developed quite well
- Rising activities in China and South East Asia
- Australia and New Zealand suffered from strong Australian dollar

## Results H1 2011

- Net sales of CHFm 25.6
  - Up 4% vs. H1 2010 FX adj.
- EBIT margin below Group average

## Outlook H2 2011

- Increased organic growth levels
- Sales starting to grow in race boats and superyachts
- B<sup>3</sup>SmartPacs development in production boats



\*incl. Acquisition High Modulus



# Financial Results H1 2011



# Net Sales Analysis by Markets (1)



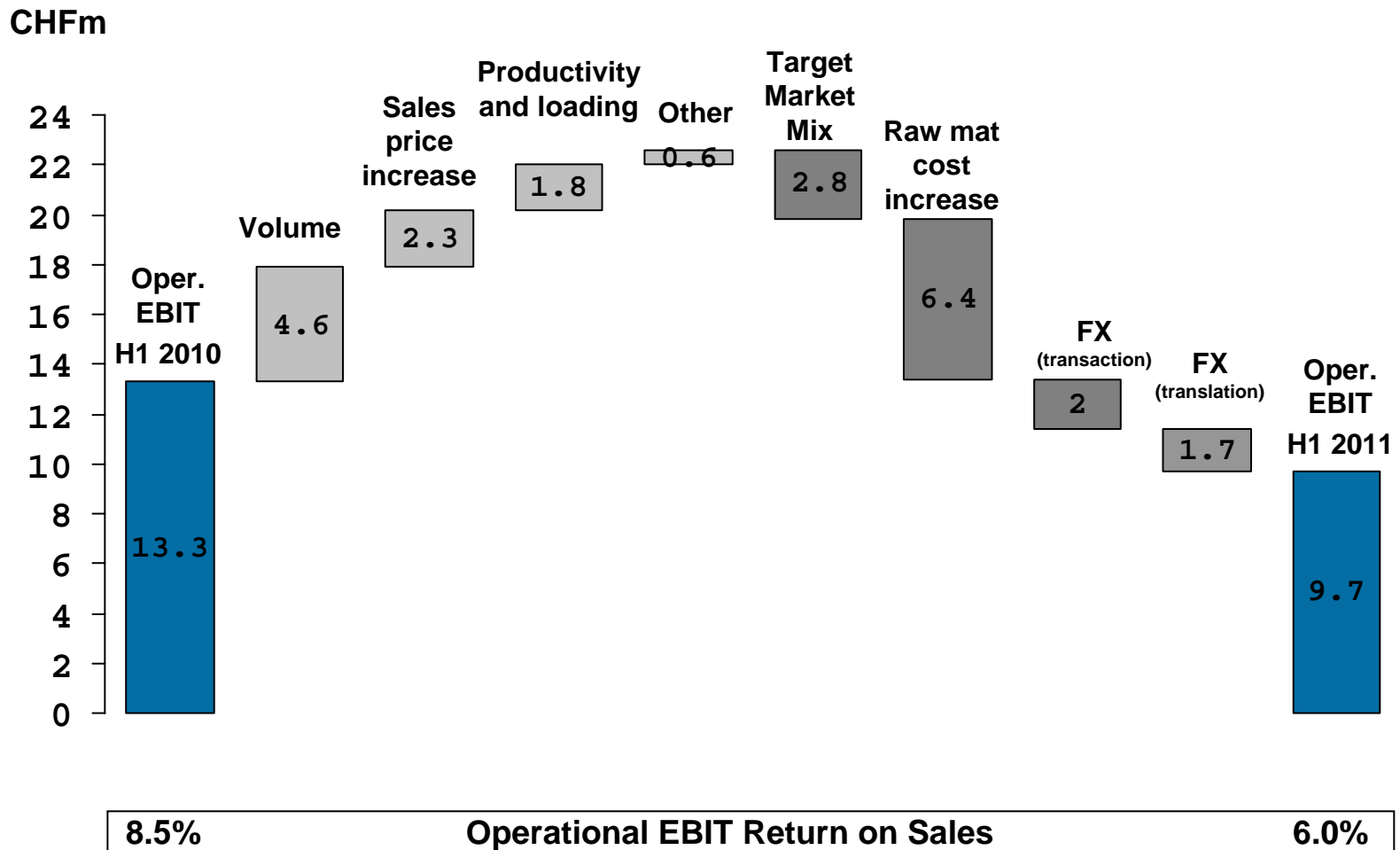
CHFm	FY 2010	FY 2009	2009 @ 2010 ytd. FX rates	Δ 2010 vs 2009 FX adj.
Wind Energy	158.5	205.4	197.0	(19.5)%
Tooling	43.4	-	n/a	n/a
Transportation	55.0	59.6	56.8	(3.2)%
Marine	53.6	42.3	43.1	24.4%
Total Target Markets	310.5	307.3	296.9	4.6%
Others	1.1	7.1	6.5	(83.1)%
<b>Total Net Sales</b>	<b>311.6</b>	<b>314.4</b>	<b>303.4</b>	<b>2.7%</b>
CHFm	H1 2011	H1 2010	H1 2010 @ H1 2011 ytd. FX rates	Δ H1 2011 vs H1 2010 FX adj.
Wind Energy	90.1	74.2	65.5	37.5%
Tooling	18.7	27.8	24.3	(23.1)%
Transportation	28.1	26.6	24.8	13.3%
Marine	25.6	27.4	24.6	4.1%
Others	0.6	0.4	0.4	52.5%
<b>Total Net Sales</b>	<b>163.1</b>	<b>156.4</b>	<b>139.6</b>	<b>16.8%</b>

# Net Sales Analysis by Markets (2)



Net Sales in CHFm	H1 2011	H2 2010 @ H1 2011 ytd. FX rates	H1 2010 @ H1 2011 ytd. FX rates	Δ H1 2011 vs H1 2010 FX adj.
Wind Energy	90.1	78.7	65.5	37.5%
Tooling	18.7	14.8	24.3	(23.1)%
Transportation	28.1	27.5	24.8	13.3%
Marine	25.6	24.8	24.6	4.1%
Others	0.6	0.6	0.4	52.5%
<b>Group</b>	<b>163.1</b>	<b>146.4</b>	<b>139.6</b>	<b>16.8%</b>

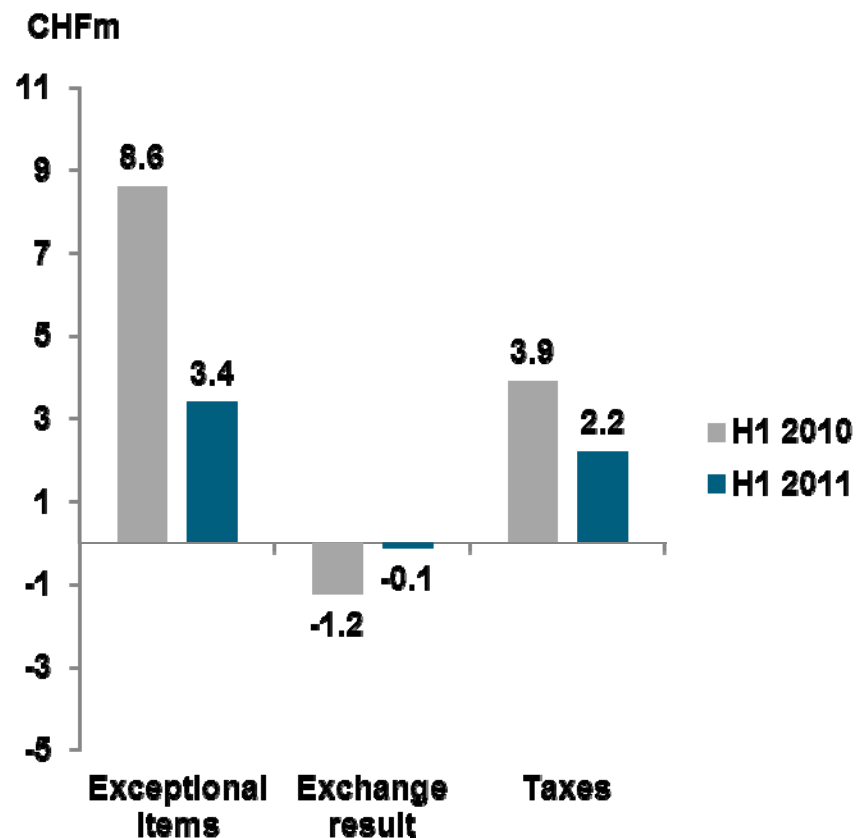
# H1 2011 Operational EBIT Bridge



\* Operating profit excluding other operating income and non-recurring expenses and excluding impairment

# Analysis of Non-operating Items

- Exceptional items largely due to patent dispute settlement in H1 2010 and Wattwil land sale in H1 2011
- Low exchange result despite highly volatile FX markets thanks to careful hedging of the balance sheet exposure
- Low Group tax rate of 18.9% (H1 2010: 19.6%) thanks to important share of profit in China benefiting from low tax rates

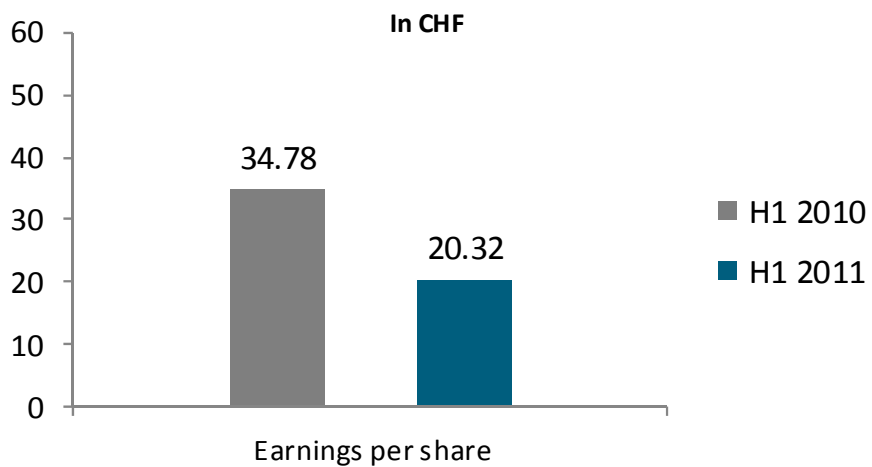
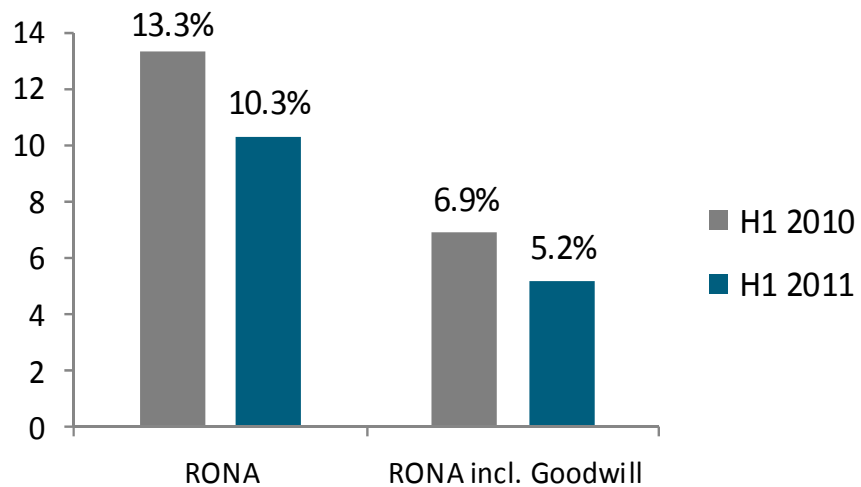


# Net Result – H1 2011



	H1 2011		H1 2010	
	CHFm	% NS	CHFm	% NS
<b>Net sales</b>	<b>163.1</b>	<b>100%</b>	<b>156.4</b>	<b>100%</b>
<b>Operational EBIT</b>	<b>9.7</b>	<b>6.0%</b>	<b>13.3</b>	<b>8.5%</b>
Exceptional items	3.4	2.1%	8.6	5.5%
<b>EBIT</b>	<b>13.1</b>	<b>8.0%</b>	<b>21.9</b>	<b>14.0%</b>
Exchange gains and losses	(0.1)	(0.1)%	(1.2)	(0.8)%
Interest income and expenses	(1.2)	(0.7)%	(0.4)	(0.3)%
Other financial income and expenses	(0.1)	(0.1)%	(0.1)	(0.1)%
Taxes	(2.2)	(1.4)%	(3.9)	(2.5)%
<b>Net result</b>	<b>9.5</b>	<b>5.8%</b>	<b>16.2</b>	<b>10.4%</b>

# RONA and Earnings per Share

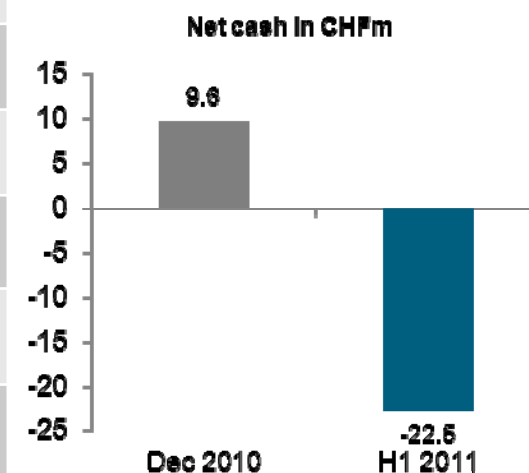
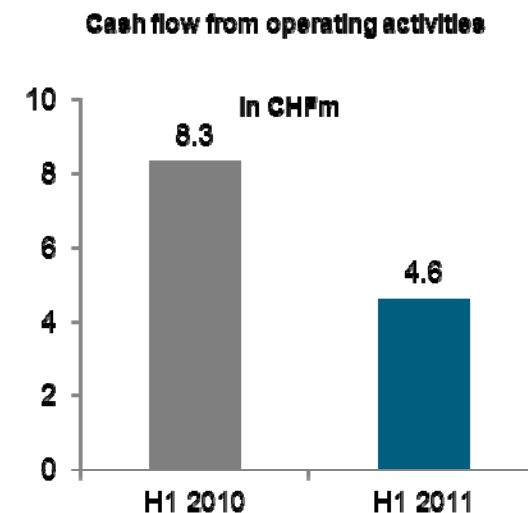


# Balance Sheet



	30 June 2011		31 December 2010	
<b>CONSOLIDATED ASSETS</b>	CHFm	%	CHFm	%
Cash and cash equivalents	26.2	11%	40.1	17%
Trade receivables	57.7	24%	46.9	19%
Inventories	41.7	17%	36.2	15%
Other current assets	15.1	6%	11.5	5%
Deferred income tax assets	2.4	1%	2.5	1%
Property, plant and equipment	91.1	38%	97.1	40%
Intangible assets	5.2	2%	6.0	2%
Other non-current assets	0.1	0%	0.4	0%
<b>TOTAL ASSETS</b>	<b>239.5</b>	<b>100%</b>	<b>240.7</b>	<b>100%</b>
<b>CONSOLIDATED LIABILITIES AND EQUITY</b>	CHFm	%	CHFm	%
Borrowings	48.7	20%	30.5	13%
Trade payables	21.2	9%	18.4	8%
Other current liabilities	34.7	15%	31.0	13%
Deferred income tax liabilities	12.6	5%	12.6	5%
Other non-current liabilities	12.6	5%	10.4	4%
Equity	109.7	46%	137.8	57%
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>239.5</b>	<b>100%</b>	<b>240.7</b>	<b>100%</b>

	H1 2011 CHFm	H1 2010 CHFm
<b>EBIT</b>	<b>13.1</b>	<b>21.9</b>
Depreciation, amortization, impairment	5.8	6.6
Change in working capital	(7.4)	(16.7)
Other cash flow from operating activities	(6.9)	(3.5)
<b>Net cash flows from operating activity</b>	<b>4.6</b>	<b>8.3</b>
Purchase of PPE and intangibles, net	(4.6)	(6.1)
Acquisition of subsidiaries	(17.9)	0.0
Change in borrowings	13.6	(7.3)
Dividend distribution	(7.0)	(7.0)
Other investing and financing activities	0.0	0.5
<b>CHANGE IN CASH AND CASH EQUIVALENTS</b>	<b>(11.3)</b>	<b>(11.6)</b>



# Outlook and Guidance



## FY 2011

- Sales: H2 2011 growth momentum faster than H1 2011
- Operational EBIT margin: 8-10%\*

## Mid-term

- Sales: Double-digit growth rate
- Operational EBIT margin: 8-10%

\* at lower end of range, being a challenge in the current economic environment

## Communication schedule 2011/2012

- **9 month sales** October 28, 2011
- **2011 FY net sales** January 31, 2012
- **2011 annual results conference** March 16, 2012
- **Annual General Meeting of Shareholders** April 23, 2012

# Your questions, please

