Safe harbour statement

- Before we may start with the presentations, we need to remind you that the information made available in this conference call may include forward-looking statements that reflect the intentions, beliefs or current expectations and projections of Gurit Holding AG about the future results of operations, financial condition, liquidity, performance and similar circumstances. 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.
- All actual 2007 figures shown in this presentation are unaudited.
Agenda

Dr. Paul Hälg, Chairman of the Board
• Review of recent events at Gurit in 2007
• Analysis of the challenges and their impacts
• Results for FY 2007

Rudolf Hadorn, CEO Gurit
• Well positioned in attractive market areas
• Business situation by Market Area
• Measures for profitable growth 2008
• Outlook and guidance 2008+

Starting point: Profit warning July 12

April 27, 2007 (Q1 release)
• First indication of qualification delays for one new prepreg line

July 12, 2007 (HY Preliminary sales release)
• Prepreg expansion project in Canada came off track

August 30, 2007 (HY report)
• Additional delays and costs in other expansion projects likely

October 30, 2007 (Management Change press release)
• Operational loss for 2HY2007 announced - break-even for FY2007
• New CEO Rudolf Hadorn announced
• Problem analysis of current situation started

November 30, 2007 (Immediate measures press release)
• Immediate measures announced
### Growth related issues

- Aggressive expansion projects
- Insufficient Key Account Management
- Poor project planning and execution
- Significant qualification delays
- Organizational and HR challenges

### Operational issues

- Raw material price increases
- Onerous sales contracts
- Significant production cost variances
- Poor implementation and controlling
- Exchange rate impacts
What has been achieved so far

• Hired an experienced CEO
• Solid bottom-up budget 2008
• Acted immediately on short term issues (30.11.)
• Successfully re-negotiated several onerous contract issues
• Started business process re-engineering project
• More clear organisation, roles and responsibilities
• Major production line qualifications completed

2007 unaudited Sales by Target Market

<table>
<thead>
<tr>
<th></th>
<th>FY 2007</th>
<th>%</th>
<th>FY 2006</th>
<th>%</th>
<th>%YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>448.0</td>
<td>100%</td>
<td>381.3</td>
<td></td>
<td>+17.5%</td>
</tr>
<tr>
<td>Wind</td>
<td>253.5</td>
<td>56.6%</td>
<td>190.5</td>
<td>50.0%</td>
<td>+33.1%</td>
</tr>
<tr>
<td>Transportation</td>
<td>59.7</td>
<td>13.3%</td>
<td>58.6</td>
<td>15.4%</td>
<td>+1.9%</td>
</tr>
<tr>
<td>Marine, Sport &amp; Civil Eng.</td>
<td>121.0</td>
<td>27.0%</td>
<td>121.2</td>
<td>31.8%</td>
<td>-0.2%</td>
</tr>
<tr>
<td>Others</td>
<td>13.8</td>
<td>3.1%</td>
<td>11.0</td>
<td>2.9%</td>
<td>+25.5%</td>
</tr>
</tbody>
</table>
2006/2007 prelim. EBIT decline by reason

Reasons for prelim. EBIT decline 2006/7

<table>
<thead>
<tr>
<th>Growth Issues:</th>
<th>Estim. impact on EBIT in FY 2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inventory provisions, material costs for set-up of new production lines mainly in Canada and China (7)</td>
<td>CHF (15) million</td>
</tr>
<tr>
<td>Operation/idle cost for delayed line qualifications, additional shipment costs, non-capitalized pre-production costs (8)</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Operating Issues</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Production variances (8)</td>
<td>CHF (16) million</td>
</tr>
<tr>
<td>Business unit mix and price concessions (Wind Energy) (5)</td>
<td></td>
</tr>
<tr>
<td>Transaction exchange CND/USD (3)</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Restructuring and Impairment:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed asset impairments UK (3)</td>
<td>CHF (8) million</td>
</tr>
<tr>
<td>Restructuring costs CH (Ittigen) and UK (Newport) (5)</td>
<td></td>
</tr>
</tbody>
</table>
Agenda

Dr. Paul Hälg, Chairman of the Board
• Review of recent events at Gurit in 2007
• Analysis of the challenges and their impacts
• Results for CY 2007

Rudolf Hadorn, CEO Gurit
• Well positioned in attractive market areas
• Business situation by Market Area
• Measures for profitable growth 2008
• Outlook and guidance 2008+

Global presence supports growth

- Switzerland: Gurit (Ittigen/Worb)
- Gurit (Zurich)
- Germany: Gurit (Kassel)
- Gurit (Vreden)
- China: Gurit (Tianjin)
- India: Gurit (India)
- New Zealand: Gurit (New Zealand)
- USA: Gurit (USA)
- Canada: Gurit (Canada)
- France: Gurit (France)
- Great Britain: Gurit (UK)
- Spain: Gurit (Spain)
- Denmark: Gurit (Scandinavia)
- Australia: Gurit (Australia)
- Canada: Gurit (Canada)
Wind Energy market opportunity

- Wind turbine blade materials market in 2008 worth CHF 1.8 billion
- Gurit market share in 2007 of 17%; dominant in prepreg, present in all technologies
- Total market growing at 17% per annum
- Balance market share position with solid profitability
- Capacity in growth regions available in 2008 after 2007 investments

⇒ Strong profitable growth prospects

Wind Energy business position

| Positioned to exploit fast-growing renewable energy industry in all key geographies of the world | Strength |
| Most comprehensive, innovative product and technology offering | Strength |
| Stable position with growing customers | Strength |
| Capacity headroom in growth markets | Strength |
| Rebuild profitability | Task 2008 |
| Operational and service excellence | Task 2008 |
| Customer portfolio balance through continued growth | to be improved |
Transportation

Transportation business position
Markets, Market Growth, Position

- Materials for Aircraft Interiors
  - Market size approaching CHF 200 million p.a.
  - Growth rate 10% p.a.
  - Gurit 2007 market share > 25%
- Advanced composites in Rail
  - Market size up to CHF 400 million p.a.
  - Growth rate 11% p.a.
  - Gurit: recent entry
- Carbon fiber class A Car Body Parts
  - Market size CHF 150 to 500 million p.a.
  - Growth rate 5 to 10% p.a.
  - Gurit: recent entry

Transportation business position
Strong position in expanding aviation and rail market
Leading innovation in growing automotive segment

| Number 1 material supplier for Aircraft Interiors; stable relationship with Airbus | Strength |
| Growing Rail business; focus on China | Opportunity |
| Successful start-up Car Body Parts production as innovative new business with perspectives; strong reference Aston Martin | Opportunity |
| Solid commercial position with further potential | Strength |
| Capacities available in CH/D | Opportunity |
Marine, Sports & Civil Engineering

Marine with overall solid business

- Composite material market > CHF 1.3 billion
- Overall market growth at 2-4%, with some regions and sectors experiencing much higher growth prospects in Gurit’s top-end markets
- Overall Gurit 2007 market share 6%,
  – >40% in high-performance boats
  – 11% in the super-yacht segment
- Gurit plans to grow strongly above market in 2008 in its top-end one-off and production boat markets

Marine, Sports & Civil Engineering

Marine business position

| Leading supplier of Epoxy Composites and Core materials to the marine industry | Strength |
| Operating under strong SP brand – synonymous with high performance & technology | Strength |
| Large number of globally distributed customers | Strength |
| Integrated technology approach to customers using engineering consultancy, processing technology and materials | Strength |
| Targeting growth segments of super-yachts and gaining market share in production boats | Opportunity |
| Solid commercial position with further potential | Opportunity |
### Sport business position

**Stable position winter sports - Sustainability improved**

<table>
<thead>
<tr>
<th>Feature</th>
<th>Category</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leading material supplier for <strong>Skis and Snowboards</strong> with well-established brands</td>
<td>Strength</td>
</tr>
<tr>
<td>Product portfolio and production capacity streamlined for improved commercial position</td>
<td>To be improved</td>
</tr>
<tr>
<td>2nd largest supplier with 30% market share in CHF 100 million market</td>
<td>Strength</td>
</tr>
<tr>
<td>Very competitive, consolidating market</td>
<td>Challenge</td>
</tr>
</tbody>
</table>

### Civil Engineering

**Basis for future growth**

<table>
<thead>
<tr>
<th>Feature</th>
<th>Category</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leading position in high quality <strong>Pultruded Lamellas</strong></td>
<td>Strength</td>
</tr>
<tr>
<td>Developing market position in architectural structures</td>
<td>To be improved</td>
</tr>
<tr>
<td>Potential market &gt; CHF 1 billion; current market share &lt; 1%</td>
<td>Starting small</td>
</tr>
</tbody>
</table>
Measures for profitable growth 2008

Leadership and Organization measures

- New market segment oriented organisation
- Setting of clear roles and responsibilities in roll-out
- Stronger Operational and Finance Controlling Systems in deployment
- Business process re-engineering project started to increase efficiency and robustness of business processes
Measures for profitable growth 2008

**Leadership and Organization measures**

- Financial Accounting is solid, Controlling needs improvement to enable better quality decision-making
- Business unit management to take ownership of full P&L and controllable balance sheet items
- Improve management of net working capital in growth mode
- Operations: Monthly business plan deployment of goals for better efficiency and visibility

Chief Executive Officer
Rudolf Hadorn

Chief Financial Officer
Markus Knuesli

Director
Corp.Dev.& Purchasing
David Schofield (Interim)

General Manager
Wind Energy
Graham Harvey

General Manager
Marine
Graham Harvey

General Manager
Transportation
Kees Reijnen

Director
Innovation, Products & Solutions
Damien Bevan

Director
Human Resources
Isabella Quinton

Director
Business Development
James Austin
Measures for profitable growth 2008

"Quick Fixes" initiated in 2007 and planned for 2008

- Closing of Gurit (Ittigen) due to declining market demand
  (30 employees; loss avoidance of CHF 1 million in 2008)
- Adjustments in Newport/UK due to lower volumes
  (up to 40 positions; loss avoidance of up to CHF 2 million)
- Adjustments in Magog/CAN due to delayed qualification and efficiency improvements
  (25 positions)
- Re-negotiation of onerous contract clauses with customers

Measures for profitable growth 2008

Sales & Marketing measures – General

- Demand in all 3 market areas remains strong
- Actions to create additional demand to use additional installed capacity underway for 2008 and 2009
- Overall price increase effect 2008/2007 is at CHF 5 million
- USD/CND transaction exchange exposure relaxed a bit most recently
- Differentiation through IP
- Major developments in R&D
  - Structural Spars and Roods (SPRINT™; Patent granted)
  - UD Technology (Trade secret)
  - Surfacing Technology (SPRINTiPT™; Patent pending)
Measures for profitable growth 2008

Sales & Marketing measures – Wind Energy

• Volumes and pricing for all major accounts are negotiated for 2008
• Sales with top account 2008/2007 flat in value due to mix
• Volumes with other key accounts growing
• New leads in China
• Need to shift more business from annual to longer-term, more appropriate contracts
• Price competition significant

Measures for profitable growth 2008

Sales & Marketing measures – Transportation/Marine

• Transportation
  – Increasing build-rates in all target markets
    • Aerospace: Airbus A380, other Airbus planes
    • Rail: EMU High-speed trains
    • Automotive: Aston Martin DBS
• Marine
  – Price increases announced effective 1.1.2008
  – New product kit for production boats
Measures for profitable growth 2008

Operations improvements

- One dedicated leader for factories of each business unit nominated
- Qualification of new Wind Energy production sites now completed
- Lean operations and materials management potentials
- Systematic and operational KPI monthly reporting to drive performance improvements
- Implement ERP systems in China, Spain and strengthen systems calibration where they exist
- Reduction of stock levels in all factories
- Efficiency potentials from reduced production scrap-rates and higher production yields

Measures for profitable growth 2008

Operations improvements

- Special emphasis on procurement as materials and services represent Gurit’s biggest cost factor
- First additional source for carbon fibres well-suited in quality, service and price for Wind Energy since December 2007
- Procurement function centrally managed to effectively bundle and deploy best practices and do more global sourcing
- Slight net material performance expected from procurement in 2008 after steady rises in recent years
## Main actions for 2008 profit improvement

<table>
<thead>
<tr>
<th>Action Description</th>
<th>Estimated positive impact on EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lower Production variances in operations, improved raw material quality, strongly reduced material needs for line qualifications and reduced carriage costs</td>
<td>Operations CHF 16 million</td>
</tr>
<tr>
<td>Adaptation of sales prices</td>
<td>Sales/Marketing CHF 5 million</td>
</tr>
<tr>
<td>Additional volume</td>
<td>Volume CHF 2 million</td>
</tr>
<tr>
<td>Reduced impairment and restructuring charges (“Quick fixes”)</td>
<td>Restruct./Impairment CHF 6 million</td>
</tr>
<tr>
<td>Adaptation of SG&amp;A</td>
<td>Organisation CHF 2 million</td>
</tr>
</tbody>
</table>

### 2008 EBIT improvement of CHF 31 million

- **Operations**: CHF 16 million
- **Sales/Marketing**: CHF 5 million
- **Volume**: CHF 2 million
- **Restruct./Impairment**: CHF 6 million
- **Organisation**: CHF 2 million

**Normalized EBIT 2007 excl. R.E.**

- EBIT 2007 estimate
- EBIT 2008 estimate
- 4% of net sales

**Overall + CHF 31 million**
Outlook and Guidance 2008

• 2007: Net revenue unaudited: CHF 448 million, EBIT around break-even

• 2008: Net revenue growth 7-10%*
  EBIT margin ca. 4%

• 2010: Net Revenue growth target >10%*
  EBIT margin 8-10%*

*plus new leads impact

Communication schedule

• Selected one-on-ones today
• FY results March 31, 2008
• Road show activity after FY results
• HY results September 9, 2008
• Road show activity after HY results