Gurit is constantly enlarging its global footprint

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.
Content

• Major developments in HY2007
  – Key figures HY2007
  – Group-wide development
  – Development per target market
• Update on current growth initiatives
• Outlook

Major developments in 1HY2007

Strong sales growth continues
• 19% sales increase to CHF 224.4 million in 1HY 2007

CHF 9 million one-off charges in 1HY2007
• Late start of prepreg production in Canada
• Not capitalized expansion costs

CHF 8.4 million lower EBIT due to operational impacts
• Up to 20% higher raw material and energy prices have not yet been passed on to customers
• Less favourable product mix (winter sport and aerospace)

Higher than expected combined negative impact
CHF 4.1 million EBIT in 1HY2007 after CHF 14.5 million in 1HY2006
CHF 9 million one-off costs, certain delays in passing higher raw material costs on to customers and less favorable production mix brings EBIT down to 4.1 million.

**Growth related one-off costs of CHF 9 million bring down EBIT in 1HY2007**

- Relocating equipment from EU to CAN
- Changing product mix from winter sport to wind energy
- More complex undertaking than expected
- Late start of prepreg production in North America

- General start-up costs (time, people, custom-made parts, raw materials for test periods, etc) not capitalized
- Gurit uses special-made machinery to produce custom-made and customer-qualified materials which provides high entry barriers for competitors once it is running
Operational impacts in 1HY07

- Up to 20% higher raw material prices not yet passed on to customers because of complex contractual situation
- Lower volumes of materials with higher contribution margins (winter sports, aerospace) led to less favorable product mix and under-utilized capacity
- Higher raw material inventories needed to safeguard seamless sourcing

1HY sales up 19% to CHF 224.4 million
Gurit (Tianjin) officially inaugurated

- Gurit (Tianjin) officially inaugurated on August 22
- Project concluded within budget and on time

- Fast-track structural foam kitting since April
- Qualification work on new prepreg line started in June
- Unidirectional prepreg line installed by August
- 2 foam expansion ovens ready by July
- 4 more foam expansion ovens installed in August
- Kitting moved from rented space to own facility

Car parts production to roll on in Q3

- Affordable class-A carbon car body parts by Gurit
- Great interest in this new technology by high-end and limited-series car producers
- New facility built in 1HY2007 at Newport
- Commercial start in Q3
- No contribution to EBIT in start-up phase

- Market size: CHFm 700; CAGR 5-10%
Strengthening the organization

- **Aerospace**: Streamlining operations at Gurit (Zullwil) and Gurit (Kassel)
- **Civil Engineering**: Additional pultrusion line installed at Gurit (Zullwil)
- **Sports**: Thermoplastics at Gurit (Ittigen/Worb)
- **Non-core business** (thermoplastic) transferred to JV GuMa
- **Sourcing**: Situation improved in carbon fibres and resins
- **R&D**: Closer linken to leading universities
- **New CFO**: Markus Knüsli to join at October 1, 2007

Global presence

- **Switzerland**:
  - Gurit (Ittigen) AG
  - Gurit (Zullwil) AG
- **Great Britain**:
  - Gurit (UK) Ltd.
  - Gurit (Newport) Ltd.
- **Germany**:
  - Gurit (Kassel)
  - Gurit (Vreden)
- **Spain**:
  - Gurit (Spain)
- **Canada**:
  - Gurit (Canada) Inc.
- **USA**:
  - Gurit (USA) Inc.
- **Denmark**:
  - Gurit (Scandinavia)
- **China**:
  - Gurit (Tianjin)
- **Australia**:
  - Gurit (Australia)
  - Gurit (New Zealand)
- **India**:
  - Gurit (India)
Major developments in HY2007 per target market

Wind Energy

Gaining market share in Wind Energy

- Sales up 39% to CHF 122.6 in 1HY2007
- 27% CAGR underlying market → gaining market share
- Estimated composite market size CHF 1.5 – 1.4 billion

- Improved carbon sourcing situation
- Expanding world-wide presence
- Number of customers up from 3 to 10 in 2 years
- Successful product launches
Wind Energy

Market growth of >25% to continue

Annual Wind Power Development in MW
Actual 1990-2005 & Forecast 2006-2010 (left) and Cumulative (right)

- Europe: Additional 65,000 MW
- USA: Additional 12,000 MW
- Asia: Additional 16,000 MW
- ROW: Additional 12,000 MW


Potential for next 5 years

Wind Energy

Top 10 players in Wind Energy in 2006

Total Market = 15,016 MW

- Vestas DK: 26%
- Gamesa ES: 15%
- GE Wind USA: 15%
- Enercon GE: 14%
- Suzlon Ind: 7%
- Siemens DK: 7%
- Nordex GE: 7%
- Repower GE: 4%
- Acciona ESP: 3%
- Goldwind PRC: 3%
- Others: 15%

The market shares added together equal 107% - this is caused by the fact that 7% more capacity was supplied during 2006 than was recorded as installed in the market. The BTM Consult methodology regarding "demand" and "supply" is explained in more detail in the report itself and is treated in the same way as it has been since 1995.
Wind Energy

Strong position in value-adding chain

- Gurit supplies directly to end-users and sub-contractors
- Customer penetration ranges from specialty products to comprehensive material packages and engineering solutions
- Gurit offers products for all kinds of wind blade manufacturing technologies

Material Science, Resin formulation
Structural Engineering, Additional production steps

Wind Energy

Gurit supplies material for all blade production technologies

- polyester infusion
- epoxy infusion
- wood carbon inf.
- epoxy prepreg

Market size: CHF 1.4 billion

- infusion: 20%
- polyester infusion: 45%
- epoxy infusion: 5%
- wood carbon inf.: 30%
- epoxy prepreg: 20%
- infusion: 45%
- polyester infusion: 5%
- epoxy infusion: 30%
- wood carbon inf.: 20%
- epoxy prepreg: 45%
- infusion: 5%
- polyester infusion: 30%
- epoxy infusion: 20%
- wood carbon inf.: 45%
- epoxy prepreg: 5%

- foam
- infusion resin
- adhesives
- prepreg
- foam
- adhesives
- gelcoat

- Dow
- Owens Corning
- Zoltek
- Formosa
- Mitsubishi
- others

- Hexcel
- Diab
- Airex
- Exel

- Tecsis
- TPI
- LM

- Vestas
- Gamesa
- GE Wind
- Suzlon
- Encon
- Siemens
- others
Wind Energy

Complete materials package for blades

- Gel Coat
- Prepreg
- Structural Foam
- Prepreg
- Carbon-based Airstream parts
- Prepreg

Transportation

Slight sales decline in 1HY07

- 1HY07 sales decline by 2.2% to CHF 31 million
- Expected delays in A380
- Change in aerospace product mix

- Positive outlook
  - Rising build rates for A380
  - Automotive parts production to roll on in Q3
  - Rail
Transportation

Growth potential

Aerospace
- Strong position in aircraft interiors
- With new designs moving into secondary aircraft structures
- Expansion in North-America and Asia
- Market size: CHF 190 million; CAGR 10%, Gurit market share 30%

Automotive
- Finished car body-parts
- Market size: CHFm 700; CAGR 5-10%

Rail
- Strategically targeting mass ground transportation
- Market size: CHF 400 million; CAGR 11% p.a.

Strong position in supply chain

- Gurit supplies directly to end-users as well as to sub-contractors specializing in certain parts production
- Customer penetration ranges from specialty products to comprehensive material packages and engineering solutions

RAW MATERIAL
- Owens Corning
- Hexion
- Tenax
- Toray

SEM-FINISHED PRODUCTS and PARTS
- Hexcel
- Cytec
- Isovolta
- others

Material Science, Resin formulation, Structural Engineering, Additional production steps

SUB-CONTRACTORS
- Airbus
- Eurocomposites

END-USERS
- Airbus
- Bombardier
- Boeing
- Car makers
- Train carriage manufacturers

- Other suppliers
Transportation

Automotive Advanced Composites Market

With decreasing number of cars per series, it becomes more economical to produce them in carbon prepreg:

- Lower tool costs out-weigh higher material costs

With growing number of cars per series, it becomes more economical to produce them in metal:

- Lower material costs out-weigh higher tool costs

As a function of a) tool prices, b) material cost and c) eliminating polishing, carbon based prepreg parts are very economical solutions in this market segment.

Marine, Sport, Civil Engineering

1HY07 sales 3.3% down to CHF 61.7 m

- **Marine:** Solid growth
- **Sports:** Lower sales because of mild winter
- **Civil Engineering:** new capacity for growing business

Transfer of non-core thermoplastics to JV Guma
## Marine, Sport, Civil Engineering

### Marine: Major achievements 1HY2007

- High profile with IACC, Volvo Ocean Race, Open 60
- Growing penetration in high-end production yachts – Hanse, Seaway, Najad, Nautor Swan, Baltic etc
- Strong sales increase in Corecell structural foam
- Sales increase in retail business

### Strong position in supply chain

<table>
<thead>
<tr>
<th>RAW MATERIAL</th>
<th>SEMI-FINISHED PRODUCTS and PARTS</th>
<th>SUB-CONTRACTORS</th>
<th>END-USERS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Owens Corning</td>
<td>Gurit</td>
<td>Isosport</td>
<td>Ski and snowboard manufacturers</td>
</tr>
<tr>
<td>Dow</td>
<td></td>
<td>Diab</td>
<td>High-end boatbuilders</td>
</tr>
<tr>
<td>Toray</td>
<td></td>
<td></td>
<td>Production boat builders</td>
</tr>
<tr>
<td>etc</td>
<td></td>
<td></td>
<td>Commercial boat builders</td>
</tr>
</tbody>
</table>

- Gurit offers structural engineering services
- Gurit has comprehensive product offering
- Technological leader
- Leveraging expertise to series boat markets
- Opening up new applications
Half-year results 2007

HY2007 Group Income Statement

<table>
<thead>
<tr>
<th>In CHF 1000</th>
<th>1HY 2007</th>
<th>%</th>
<th>1HY 2006</th>
<th>%</th>
<th>%YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>224.4</td>
<td>100</td>
<td>188.0</td>
<td>19.4</td>
<td></td>
</tr>
<tr>
<td>Costs of materials</td>
<td>139.0</td>
<td>61.9</td>
<td>102.6</td>
<td>35.5</td>
<td></td>
</tr>
<tr>
<td>Personnel expenses</td>
<td>44.7</td>
<td></td>
<td>41.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other op. &amp; adm. Exp.</td>
<td>28.6</td>
<td></td>
<td>22.7</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sundry expenses*</td>
<td>0.8</td>
<td></td>
<td>-0.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation</td>
<td>7.2</td>
<td></td>
<td>7.4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total operating expenses</td>
<td>81.3</td>
<td>36.2</td>
<td>70.9</td>
<td>14.0</td>
<td></td>
</tr>
<tr>
<td>EBIT</td>
<td>4.1</td>
<td>1.8</td>
<td>14.5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Financial result net</td>
<td>0.8</td>
<td>0.4</td>
<td>0.4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tax expenses</td>
<td>0.8</td>
<td>0.4</td>
<td>3.9</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Result before discont. op.</td>
<td>2.5</td>
<td>10.2</td>
<td>10.1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Result from discont. op.</td>
<td>2.5</td>
<td>1.1</td>
<td>20.3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net profit</td>
<td>2.5</td>
<td>1.1</td>
<td>20.3</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## HY2007 Balance Sheet: Assets

<table>
<thead>
<tr>
<th>In CHF 1000</th>
<th>30.06.2007</th>
<th>31.12. 2006</th>
<th>30.06.2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and sh-t securities</td>
<td>32 550</td>
<td>44 064</td>
<td>31 068</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>92 971</td>
<td>91 548</td>
<td>76 635</td>
</tr>
<tr>
<td>Inventories</td>
<td>63 105</td>
<td>45 474</td>
<td>42 200</td>
</tr>
<tr>
<td><strong>CURRENT ASSETS</strong></td>
<td><strong>188 626</strong></td>
<td><strong>181 068</strong></td>
<td><strong>149 903</strong></td>
</tr>
<tr>
<td>Fixed assets</td>
<td>139 541</td>
<td>115 160</td>
<td>107 357</td>
</tr>
<tr>
<td>Financial assets</td>
<td>3 479</td>
<td>3 300</td>
<td>41 813</td>
</tr>
<tr>
<td>Intangible assets</td>
<td>175 303</td>
<td>171 830</td>
<td>163 784</td>
</tr>
<tr>
<td>Deferred tax</td>
<td>2 772</td>
<td>1 394</td>
<td>2 236</td>
</tr>
<tr>
<td><strong>TOTAL FIXED ASSETS</strong></td>
<td><strong>321 095</strong></td>
<td><strong>291 684</strong></td>
<td><strong>315 190</strong></td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>509 721</strong></td>
<td><strong>472 770</strong></td>
<td><strong>465 093</strong></td>
</tr>
</tbody>
</table>

## HY2007 Balance Sheet: Liabilities

<table>
<thead>
<tr>
<th>In CHF 1000</th>
<th>30.06. 2007</th>
<th>31.12. 2006</th>
<th>30.06.2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>Short-term liabilities</td>
<td>120 434</td>
<td>117 703</td>
<td>134 077</td>
</tr>
<tr>
<td>Long-term liabilities</td>
<td>62 294</td>
<td>43 294</td>
<td>38 027</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>182 728</strong></td>
<td><strong>160 997</strong></td>
<td><strong>172 104</strong></td>
</tr>
<tr>
<td>Share capital</td>
<td>22 300</td>
<td>22 861</td>
<td>22 974</td>
</tr>
<tr>
<td>Retained earnings, transl. diff.</td>
<td>304 693</td>
<td>288 912</td>
<td>270 015</td>
</tr>
<tr>
<td><strong>Total Equity</strong></td>
<td><strong>326 993</strong></td>
<td><strong>311 773</strong></td>
<td><strong>292 989</strong></td>
</tr>
<tr>
<td><strong>Equity ratio</strong></td>
<td><strong>64.2%</strong></td>
<td><strong>65.9%</strong></td>
<td><strong>63.0%</strong></td>
</tr>
</tbody>
</table>
### HY2007 Cash flow Statement

<table>
<thead>
<tr>
<th>In CHF 1000</th>
<th>1HY 2007</th>
<th>1HY 2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>CF from operating activities</td>
<td>-2,381</td>
<td>18,945</td>
</tr>
<tr>
<td>CF from investment activities</td>
<td>-25,211</td>
<td>-8,320</td>
</tr>
<tr>
<td>thereof: investments in p., p., &amp; e.</td>
<td>-25,185</td>
<td>5,522</td>
</tr>
<tr>
<td>CF from financing activities</td>
<td>23,972</td>
<td>-9,243</td>
</tr>
<tr>
<td>thereof: change in bank loans</td>
<td>18,038</td>
<td>3,458</td>
</tr>
<tr>
<td>thereof: change in treasury stock</td>
<td>12,060</td>
<td>1,548</td>
</tr>
<tr>
<td>thereof: dividend distribution</td>
<td>-5,943</td>
<td>-1,034</td>
</tr>
<tr>
<td>Exchange rate differences</td>
<td>406</td>
<td>411</td>
</tr>
<tr>
<td>Total Cash flow</td>
<td>-3,214</td>
<td></td>
</tr>
<tr>
<td>Separation HC Division</td>
<td></td>
<td>-27,137</td>
</tr>
<tr>
<td>Change in cash and cash equiv.</td>
<td>-3,214</td>
<td>-25,344</td>
</tr>
<tr>
<td>Cash and cash equiv. 1.1.2007</td>
<td>35,580</td>
<td>56,412</td>
</tr>
<tr>
<td>Cash and cash equiv. 30.6.2007</td>
<td>32,366</td>
<td>31,068</td>
</tr>
</tbody>
</table>

### HY2007 Sales by Target Market

<table>
<thead>
<tr>
<th>In CHF 1000</th>
<th>1HY 2007</th>
<th>%</th>
<th>1HY 2006</th>
<th>%</th>
<th>%YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>224,4</td>
<td>100</td>
<td>187,8</td>
<td>100</td>
<td>19.5</td>
</tr>
<tr>
<td>Wind</td>
<td>122.6</td>
<td>54.6</td>
<td>88.2</td>
<td>47.0</td>
<td>39.0</td>
</tr>
<tr>
<td>Transportation</td>
<td>31.0</td>
<td>13.8</td>
<td>31.7</td>
<td>16.9</td>
<td>-2.2</td>
</tr>
<tr>
<td>Marine, Sport &amp; Civil Eng.</td>
<td>61.7</td>
<td>27.5</td>
<td>63.8</td>
<td>34.0</td>
<td>-3.3</td>
</tr>
<tr>
<td>Others</td>
<td>9.1</td>
<td>4.1</td>
<td>4.1</td>
<td>2.2</td>
<td>122.0</td>
</tr>
</tbody>
</table>
HY2007 Net Debt, Net Working Capital

<table>
<thead>
<tr>
<th></th>
<th>30.06.2007</th>
<th>31.12.2006</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net debt</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>32 365</td>
<td>35 580</td>
</tr>
<tr>
<td>Short-term Liabilities w/interest</td>
<td>-39 839</td>
<td>-36 506</td>
</tr>
<tr>
<td>Long-term Liabilities w/interest</td>
<td>-42 517</td>
<td>-23 563</td>
</tr>
<tr>
<td>Leasing</td>
<td>-43</td>
<td>-224.3</td>
</tr>
<tr>
<td><strong>Total net debt</strong></td>
<td>-50 033</td>
<td>-24 713</td>
</tr>
<tr>
<td><strong>Net working capital</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current assets without cash</td>
<td>156 260</td>
<td>145 506</td>
</tr>
<tr>
<td>Non-interest short-term liabilities</td>
<td>-80 595</td>
<td>-81 196</td>
</tr>
<tr>
<td><strong>Total net working capital</strong></td>
<td>75 666</td>
<td>64 309</td>
</tr>
</tbody>
</table>

Financial Targets 2007 and 2008

**2007:**
- Maintaining current growth dynamics
- FY2007 EBIT margin below 2006 figure

**2008:**
- CHF 500 million sales
- EBIT margin to return to more attractive target range
- Positive Free Cash Flow

**CapEx:**
- Investments planned 2007: CHF 37 million