

# Wavin Group

## Corporate Presentation

“Wavin aims to be the leading European supplier of plastic pipe systems and solutions, unrivalled in geographic presence, service, innovation and product range”

- Europe's leading supplier of plastic pipe systems & solutions
- Net sales of € 1.3 billion in 2005
- Over 6,800 employees in 27 countries in Europe
- Headquarters in Zwolle, the Netherlands
- More than 40 manufacturing sites across Europe
- Active consolidator in European industry
- Major participations in Australia/New Zealand and Switzerland
- World-wide network of over 120 agents, licensees and distributors
- Partnership with UNICEF to provide essentials



### **Civils & Infrastructure:**

Below-ground pipe systems and related services for sewer, drainage, drinking water and telecom applications



### **Building & Installation:**

Above ground plastic pipe systems in and around the building for tap water, surface heating and cooling, soil and waste, electricity and rainwater applications

## Civils & Infrastructure

## Building & Installation

### End-Users/ Markets

Civils Contractor, Ground Worker, Municipalities, Housing Developers, Large Housing Contractor, Utility Companies

Plumber, Installation Contractor, Small RMI Contractor, Project Developer, Architect

### Distribution channel

Civils Merchant, General Building Merchant, Depots (direct)

Sanitary Products Merchant, Plumbing Merchant, DIY chains, General Building Merchant

### Products

Sewer, Storm water, Gullies, Manholes, Inspection chambers, Infiltration crates, Drinking water, Last mile telecom

Soil & Waste, Tap water, Surface heating and cooling, Rainwater, Electrical conduit, Ventilation

### 'Main Growth theme'

Water Management  
Data Transfer

Indoor Climate Control  
Ventilation



**Tegra –  
Manholes and inspection chambers**



**Neofit –  
Pipeline renovation**



**Cable ducting systems**



**Q-bic infiltration units**



**Wavin AS –  
Low noise soil and waste system**



**QuickStream –  
Syphonic roof drainage system**



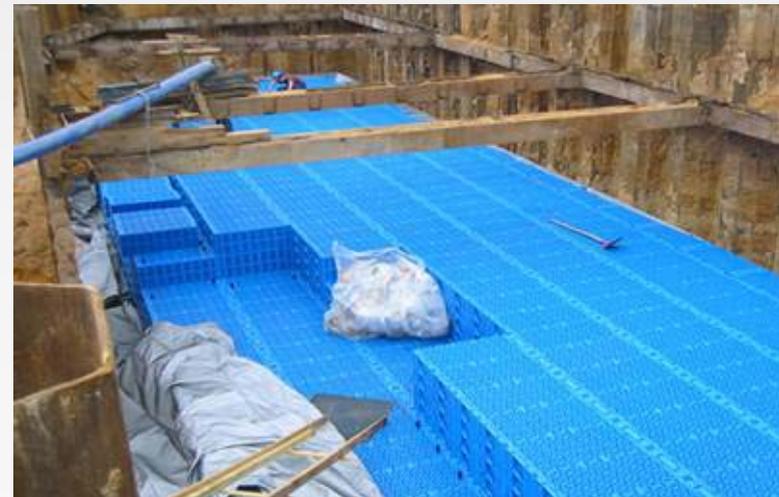
**Kanion –  
Roof gutter system**



**smartFIX push fit pipe connection**

## Frankfurter Waldstadion (World Cup 2006 stadium)

- Wavin QuickStream system installed in the steel gutter
- Roof area:  
open roof 25.000 m<sup>2</sup>  
closed roof 34.000 m<sup>2</sup>
- Infiltration system with 9.000 infiltration crates
- All rainwater is either re-used or infiltrated



## Sparkasse Feldbach (Bankoffice, Austria)

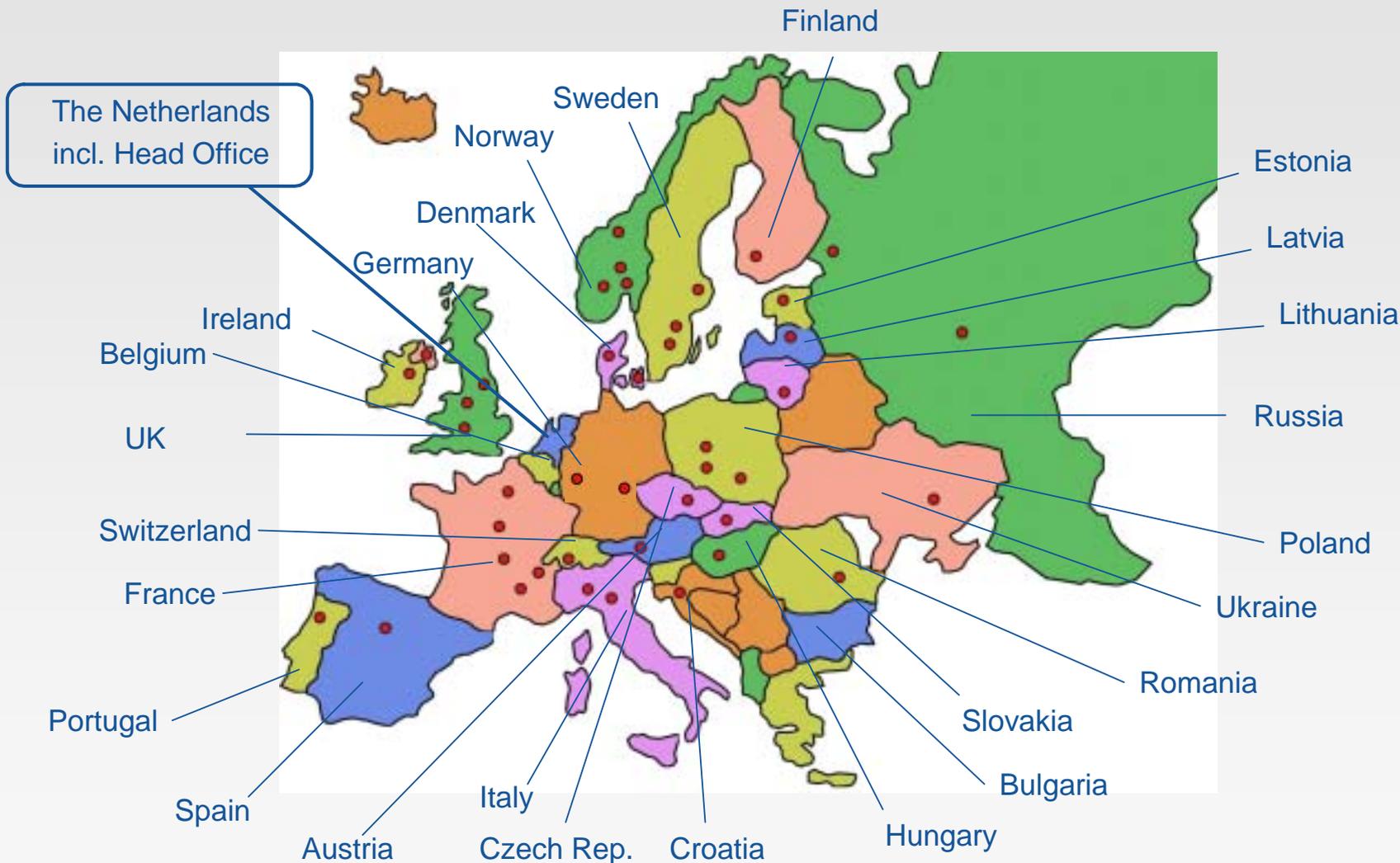
- Heating and cooling suspended ceiling
- Active cooling area: 2.000m



## Hong Kong (Wavin Overseas)

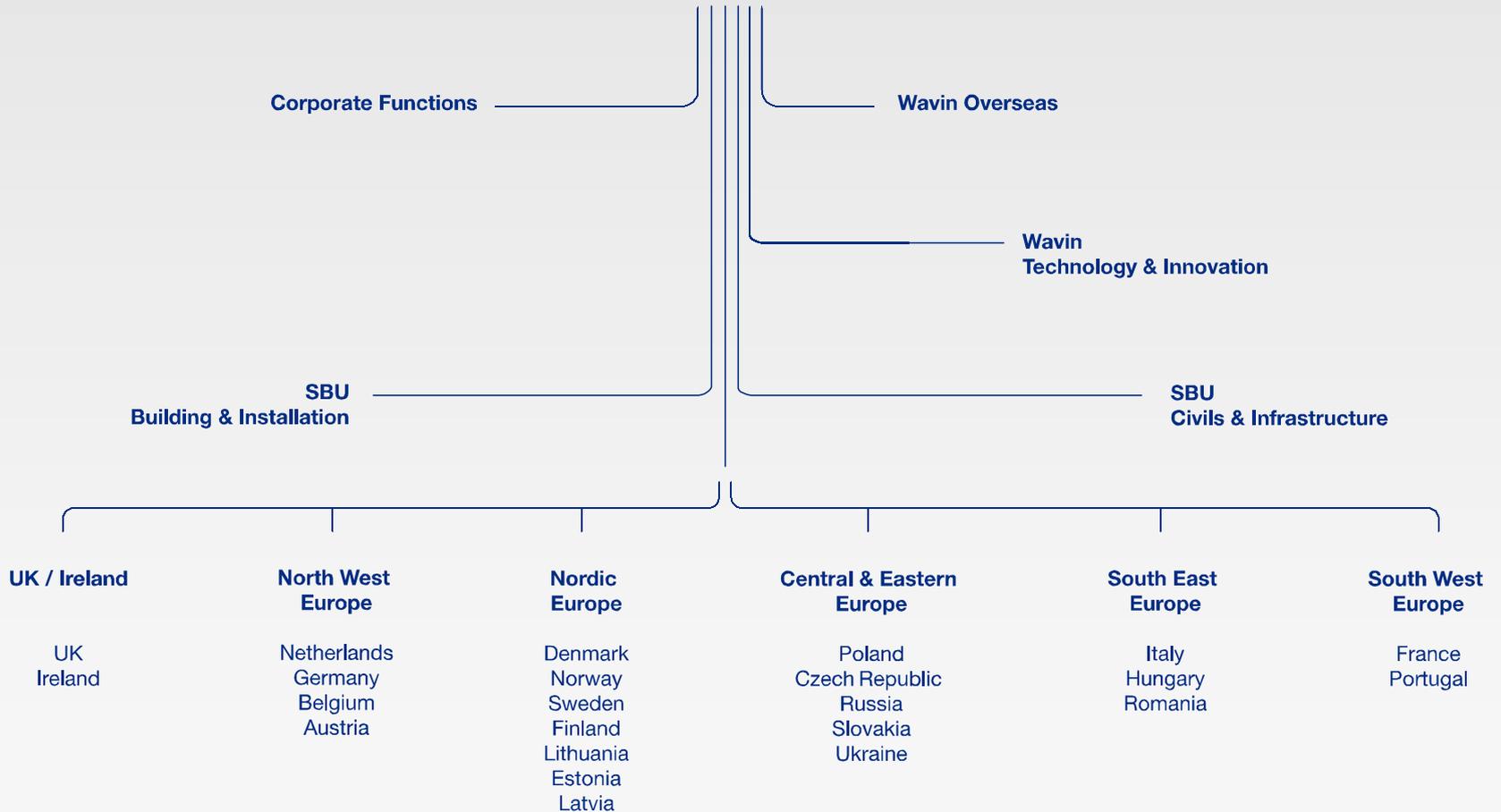
- Water main pipe with corrosion and leakage
- Renovation in difficult conditions

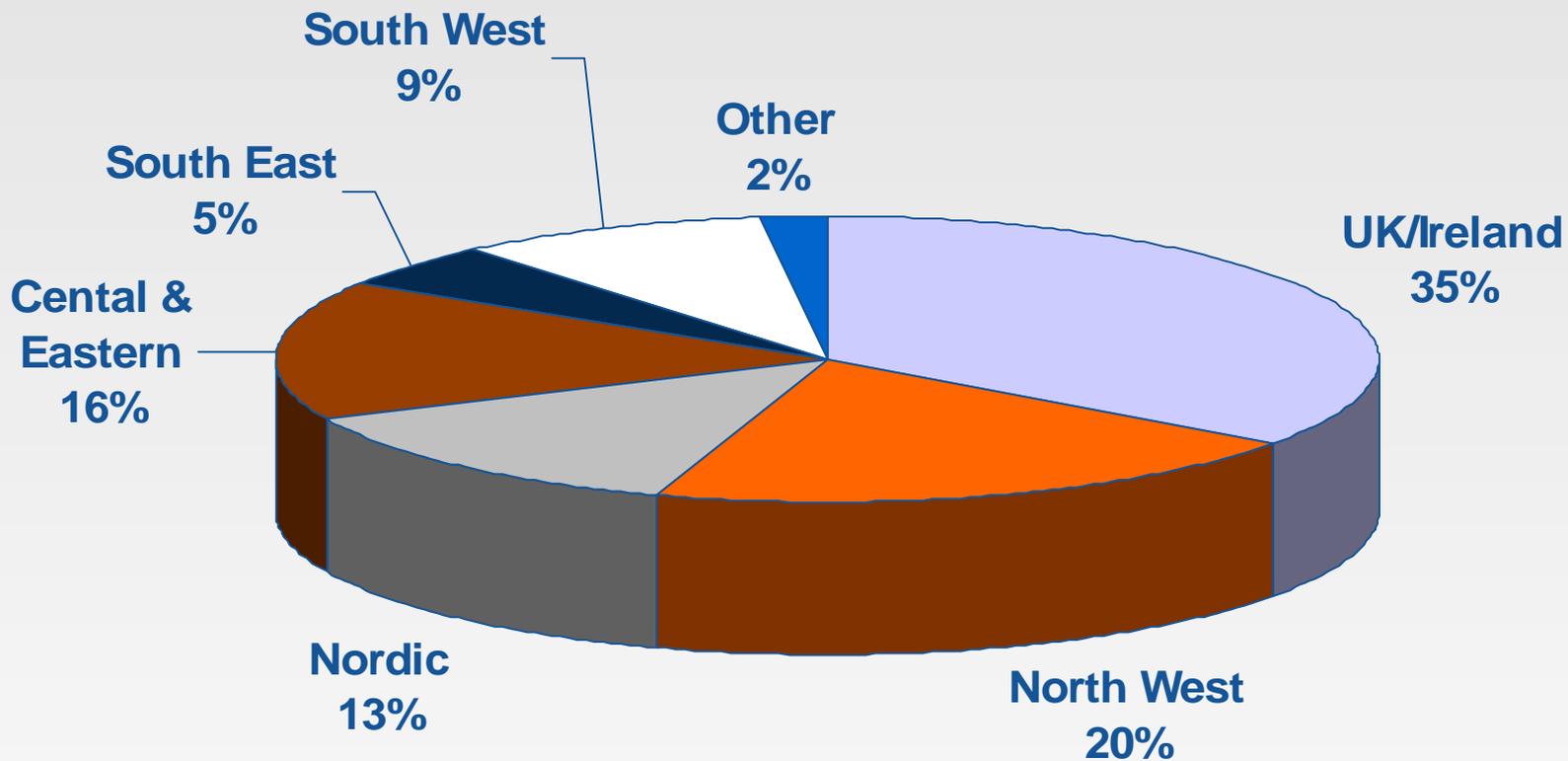


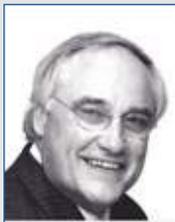




**Management Board**







**President & CEO**

**Philip Houben (1950)**

Joined Wavin in 1999

Responsible for Strategy, Acquisitions, Communication, Human Resources

Wavin region South West Europe



**CFO & Executive Vice President**

**Pim Oomens (1956)**

Joined Wavin in 2004

Responsible for Finance, Investor Relations, Joint Ventures, Legal, IT

Wavin region South East Europe



**Executive Vice President**

**Henk ten Hove (1952)**

Joined Wavin in 1982

Responsible for SBU Civils & Infrastructure, Technology & Innovation, Strategic Sourcing, Supply Chain Management

Wavin regions NW Europe, Nordic, CE Europe



**Executive Vice President**

**Andy Taylor (1955)**

Joined Wavin in 2005 (Hepworth in 1995)

Responsible for SBU Building & Installation, Wavin Overseas

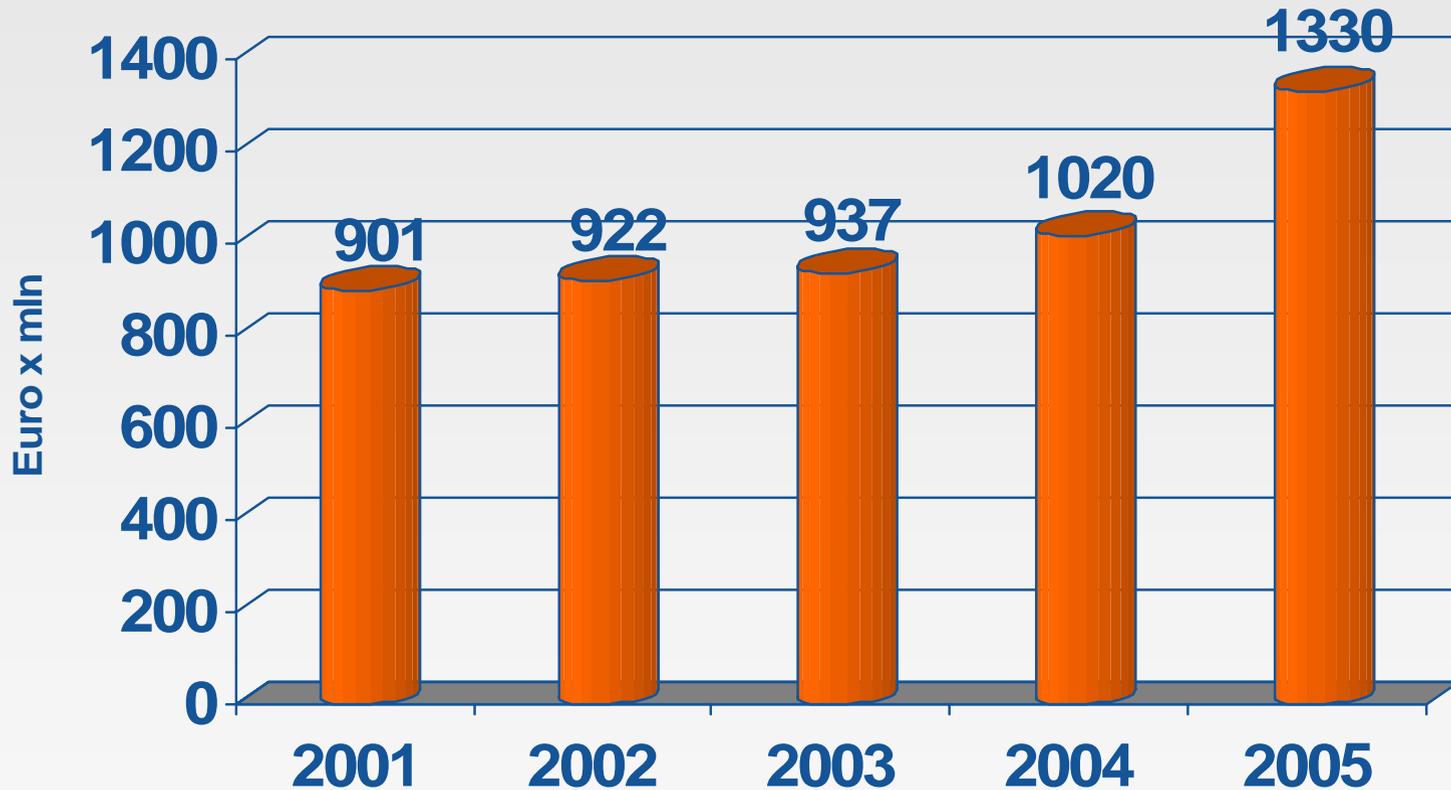
Wavin region UK / Ireland

■ Net Sales	€ 1,331	(up 30%)
■ Operational result	€ 152	(up 62%)
■ Operating margin	8.6%	(2004: 7.0%)
■ Net Profit	€ 53	(up 13%)
■ Operating Cash Flow	€ 147	(up 84%)

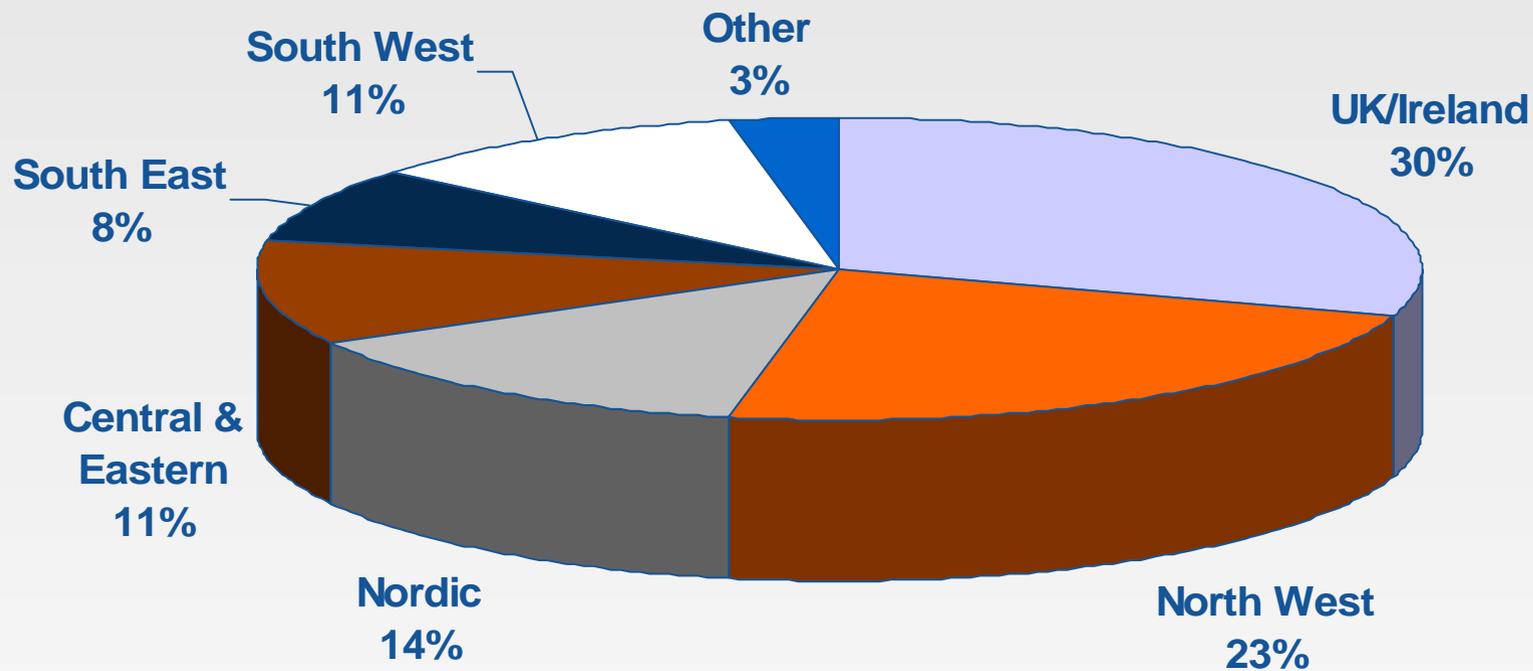
\*

*Figures based on IFRS and including Hepworth Building Products as from Q2 2005*

## Net Turnover



NB: From 2004 figures have been (re)stated according to IFRS





PIPE SYSTEMS & SOLUTIONS