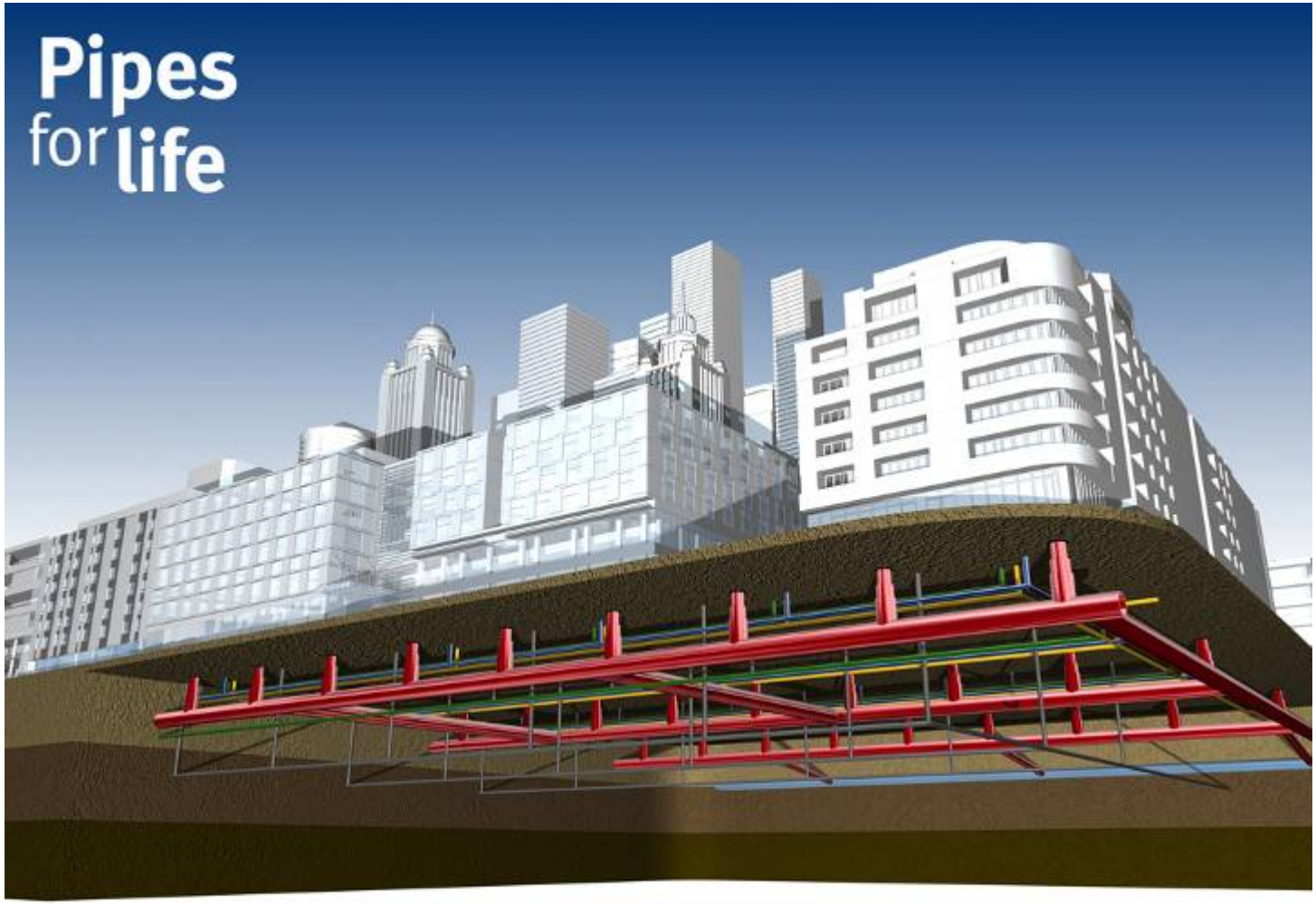
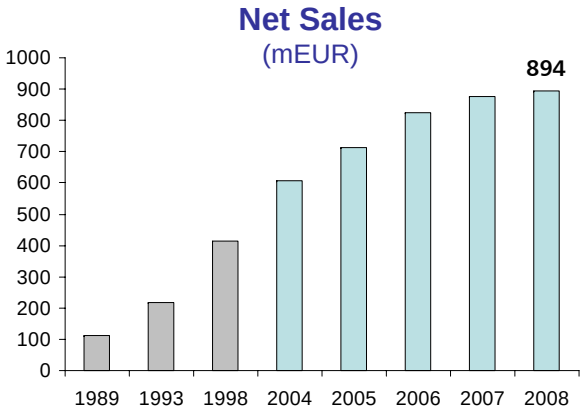
Corporate Group Presentation 2009

You don’t see us but we are always present…



Pipelife – A Joint Venture between Solvay and Wienerberger

Net Sales 2008	894 m EUR
Sales Offices	Active in 28 countries
Production Sites	29
Employees (year end)	2.680
Headquarters	Vienna, Austria



History

1989	Foundation of Pipelife by Solvay & Wienerberger: AT, FR, DE
1990	Entering the Hungarian market, Joint Venture with Pannonplast
1992	Expansion of business into Greece and Turkey
1994	Further business expansion: CZ, SK, SI Integration of Solvay pipes and fittings activities in BE, ES, NL, PT
1996	Start of operations in Poland and Romania
1997	Acquisition of Davinyl (SE), business expansion to Croatia
1999	Acquisition of the MABO Group: EE, FI, LT, LV, NO Integration of Wienerberger's pipes activities in China
2000	Acquisition of Jetstream (US), opening of sales offices in Russia & the Ukraine
2003	Acquisition of 100% Pipelife Czech and Pipelife Slovakia
2004	Acquisition of Propipe (FI) Acquisition of PVC business of Drossbach (DE)
2005	Acquisition of 100% Pannonpipe and Pipelife Romania Foundation of Pipelife Bulgaria
2006	Investment in Pipelife plant in Russia
2007	Acquisition of Quality Plastics (IE) Start of operations in Russia
2008	Acquisition of Instaplast (CZ)

Leadership Principles

inspire

- We create an atmosphere of optimism, enthusiasm and opportunities
- We encourage creativity, innovation and initiative
- We are visionary with our goals, open to challenges and supportive of change
- We establish an atmosphere of trust and tolerance

commit

- We identify with the Pipelife Mission, Vision and Value statements
- We agree on and communicate clear targets
- We direct our actions towards the achievement of local and group objectives
- We set example with our behavior and encourage our people to follow by being honest, loyal and acting according to the highest ethical values
- We give the best of ourselves and energize others

empower!

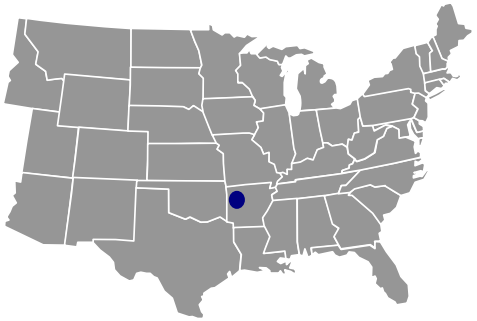
- We coach, support and develop our teams
- We delegate authority and responsibility
- We listen actively and communicate openly
- We make resources and necessary tools available
- We recognize, reward and stand by our people

deliver

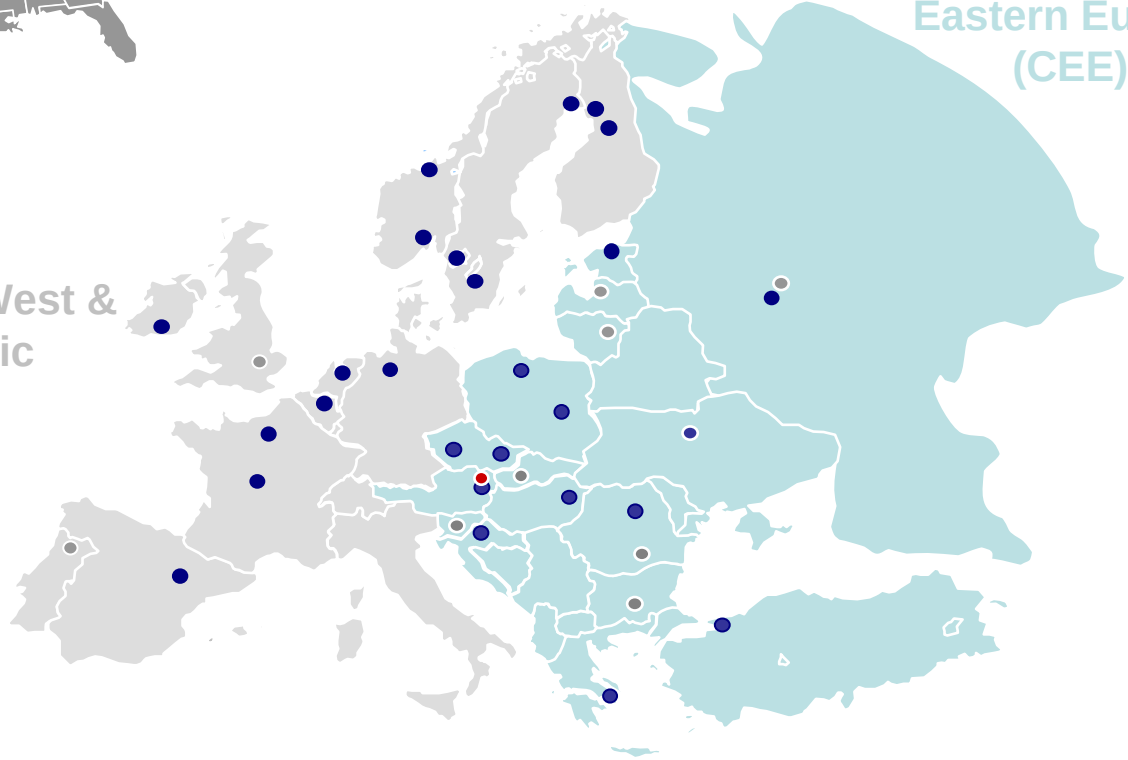
- We ensure the development of efficient processes
- We remain focused on our targets and work according to priorities
- We measure, correct, support and achieve
- We ask for and give feedback, learn from our mistakes and continuously develop

Pipelife Company

Locations worldwide



Region US



- Plant
- Sales Office
- Headquarters

Management & Organization

CEO*
Niels Rune
Solgaard-Nielsen

CFO*
Marc Vandermensbrugghe

USA
Alain Storet (US)

COO (West/Nordic)*
Guillaume Bucco

COO (CEE)*
Norbert Speiser

Corporate Services:

Innovation, PM
Zoran Davidovski

Technics
Anton Engbersen

Purchasing
Öyvind Seeberg

Information Management
Boris König

HR Training & Development
Beate Bernscherer

Legal Issues
Karl Wagner

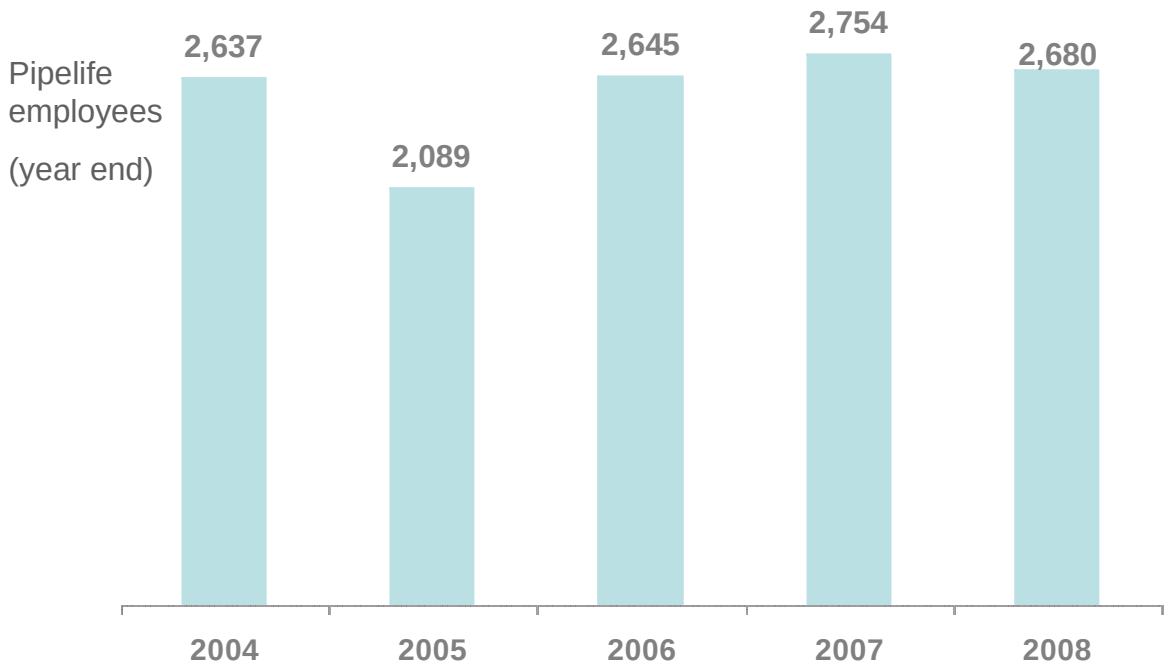
Europe West
Michael Bodmann (DE)
Javier Miranda (NL)
Dick Wiedijk (BE)
Christian Gagné (FR)
Jorge Costa (PT)
Xavier Catalan (ES)
Karen Horgan (IE)
John Newbert (RTP)
Peter Andersson (SE)
Kjell Larsen (NO)
Kimmo Kedonpää (FI)

Central Eastern Europe
Karl Aigner (AT)
Slawomir Andrzej Stodolski (PL)
Jiri Mitek (CZ)
Marian Boszorad (SK)
Alexander Leutner (HU)
Ales Fugina (SI)
Damir Sturlan (HR)
Igor Novosad (UA)
Yilmaz Korap (TR)
George Lysseos (GR)
Petru Avram (RO)
Alexander Hairabedian (BG)
Toomas Koobas (EE, LV)
Daiva Mancinskaite (LT)
Daniel Dajewski (RU)

*Management Committee

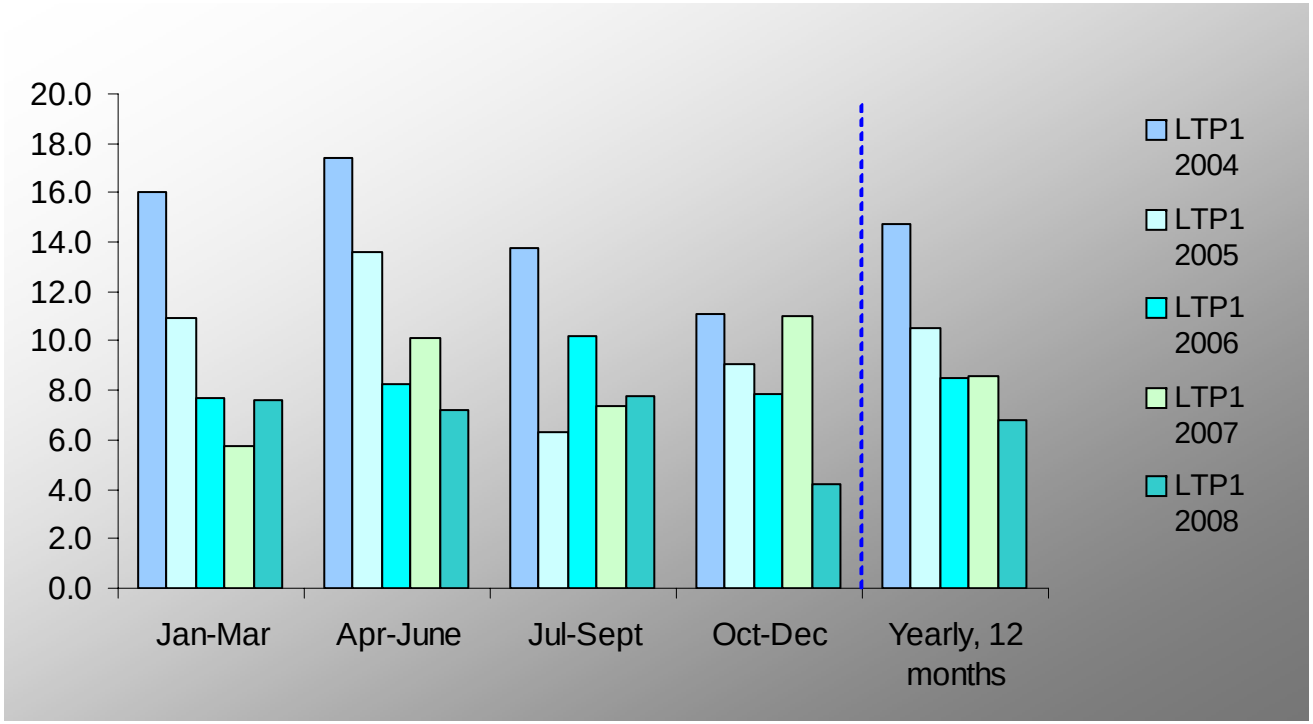
Pipelife's most important resources are its people!

"Our success is mainly determined by the qualifications and motivation of our employees. Our principle "Invest in the quality of people first" underlines the importance we attribute to our employees."



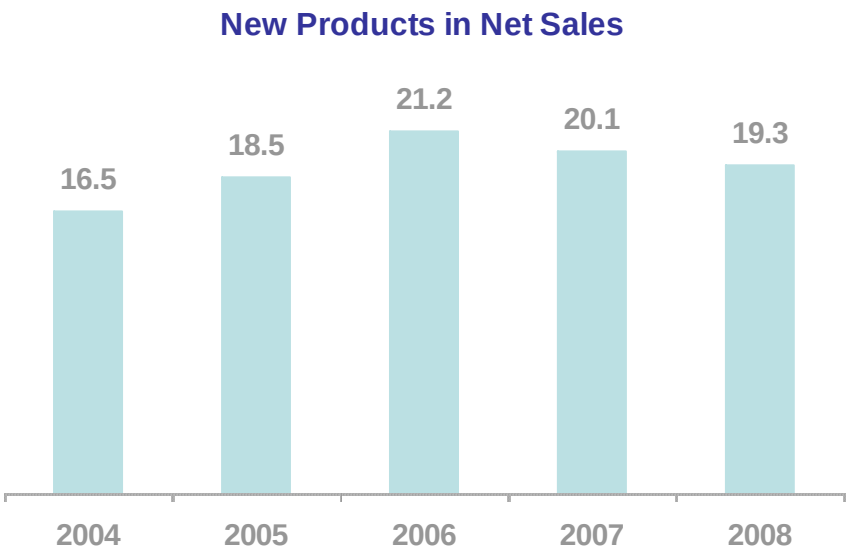
Lost Time Injury Pipelife Rating (LTP)

Pipelife Group LTP1, quarterly development and yearly Jan – Dec cumulated



LTP1 = Number of accidents resulting in sick leave > 1 day / 10^6 working hours

With its centralized Corporate R&D department in The Netherlands and a network of local application teams in all markets, Pipelife has the necessary resources to focus on its most important goal: to quickly satisfy the needs of its customers.



Mission

"Improve quality of life by providing high value solutions for the protection and flow of water and energy."

Vision

"The Number ONE value creator in our markets"

Values

- Go the last mile for the customers
- Invest in quality of people first
- Run lean and un-bureaucratic
- Focus on innovation and speed
- Improve performance every single day
- Act honestly, with integrity and citizenship
- Work hard, oriented to results, yet have fun

Pipelife Products

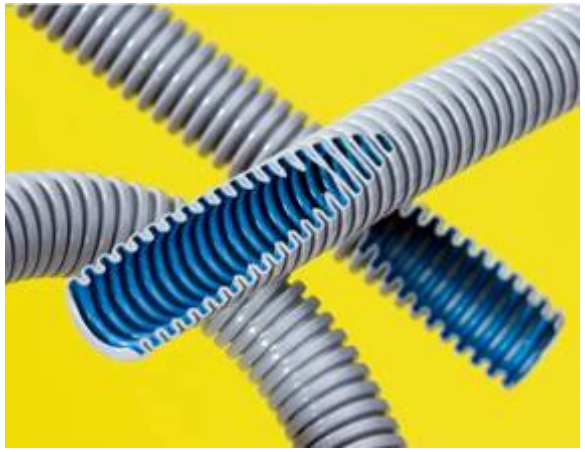
Sewage and Water

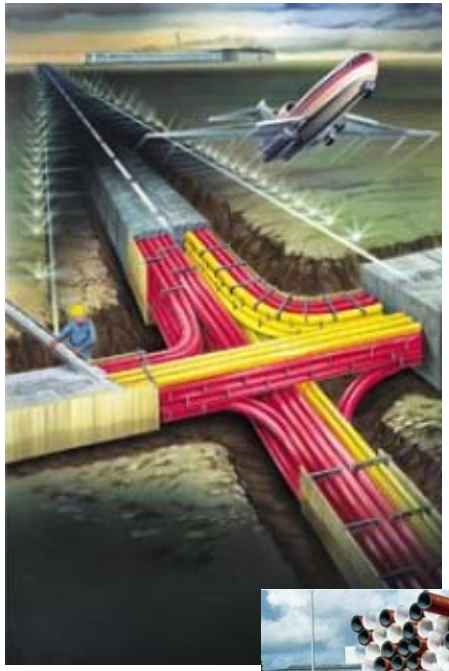
Pipelife Products

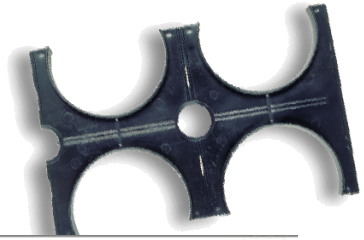
In-House and Agriculture

Pipelife Products

Electro and Cable & Gas

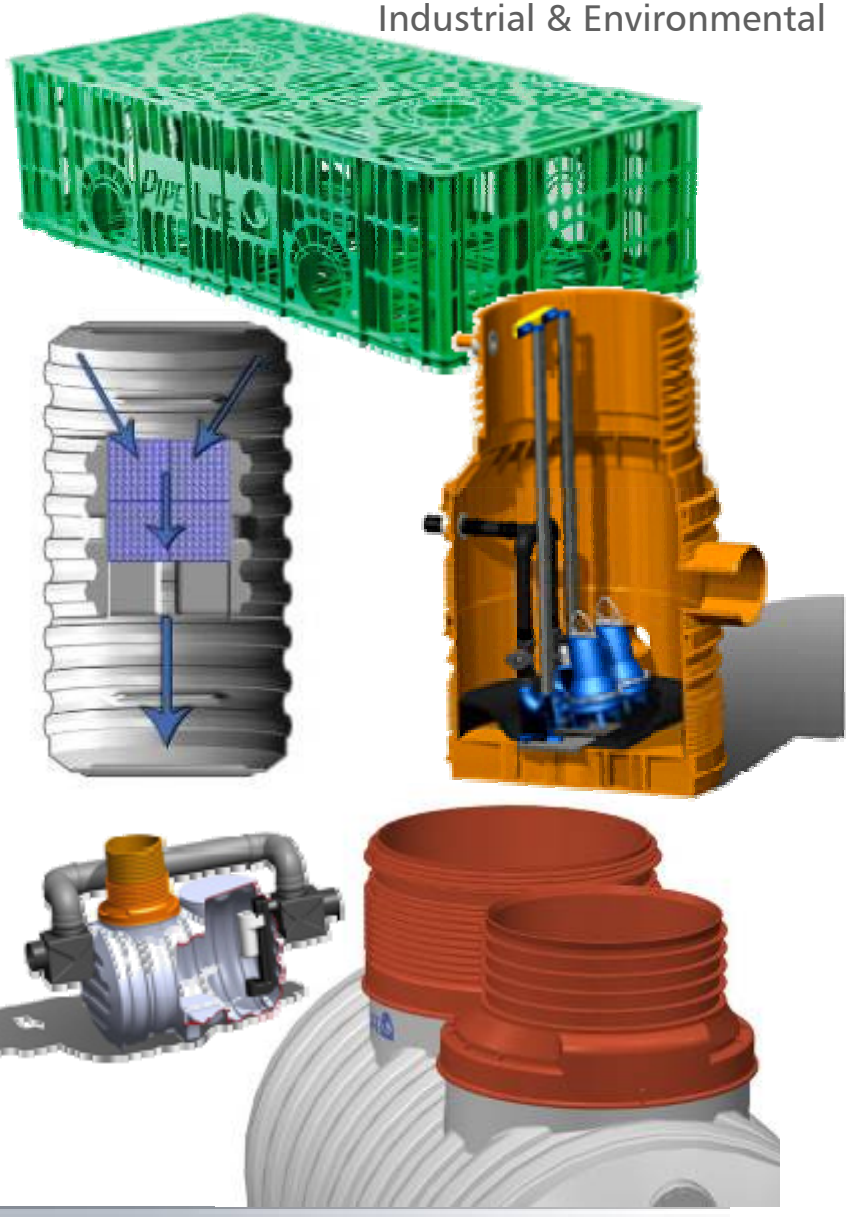






Pipelife Products

Specialties
Industrial & Environmental



Pipelife Technology & Materials

Overview

	Pipe smooth	Pipe corrugated	Coex/ Twin Wall	Fittings	Specialities	PVC	PE-X	PP
Fresh Water	x		x	x	x	x	x	
Sewage	x	x	x	x	x	x	x	x
In-House	x	x	x	x	x	x	x	x
Gas	x		x	x	x	x	x	
Cable Protection	x	x	x	x	x	x	x	x
Electro	x	x	x	x	x	x	x	x
Agriculture	x	x	x	x	x	x	x	x

- 321 Extrusion Lines
- 131 Injection Molding Machines
- Roto Molding and Assembly Lines

Pipelife Technology & Materials

Extrusion / Injection Molding / Roto-Molding / Assembling