

**Q3 2009 results
Copenhagen
20 November
2009**



CFO Gilles Maria

ROCKWOOL®

STOP LOCAL WARMING

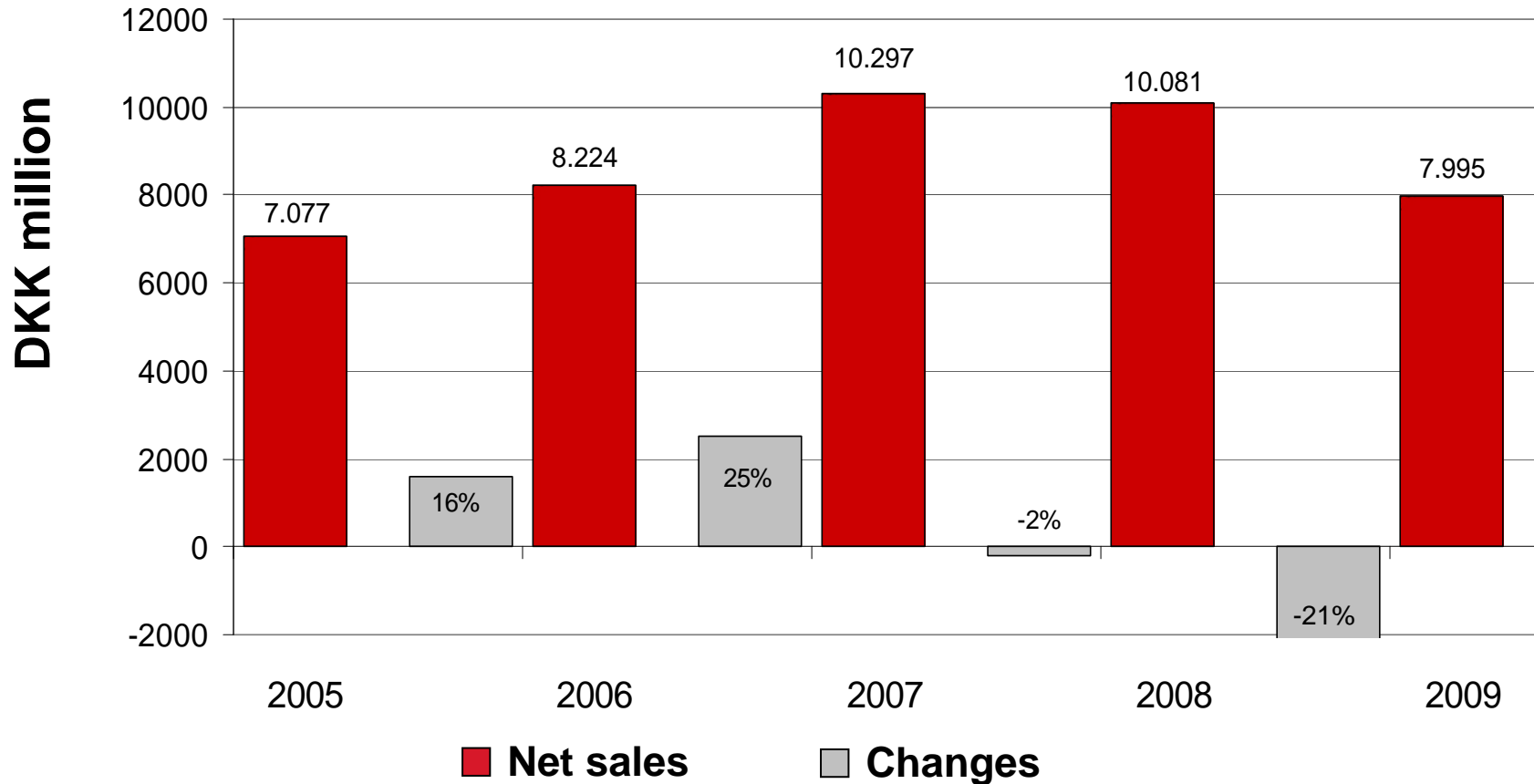
Forward-looking statement

The statements on the future in this presentation, including expected sales and earnings, are associated with risks and uncertainties and may be affected by factors influencing the activities of the group, e.g. the global economic environment, including interest and exchange rate developments, the raw material situation, production and distribution-related issues, breach of contract or unexpected termination of contract, price reductions due to market-driven price reductions, market acceptance of new products, launches of competitive products and other unforeseen factors



Net sales acc. Q3

- decreased by 21% compared to 2008
- Q3 decreased by 20% to DKK 2,792 million



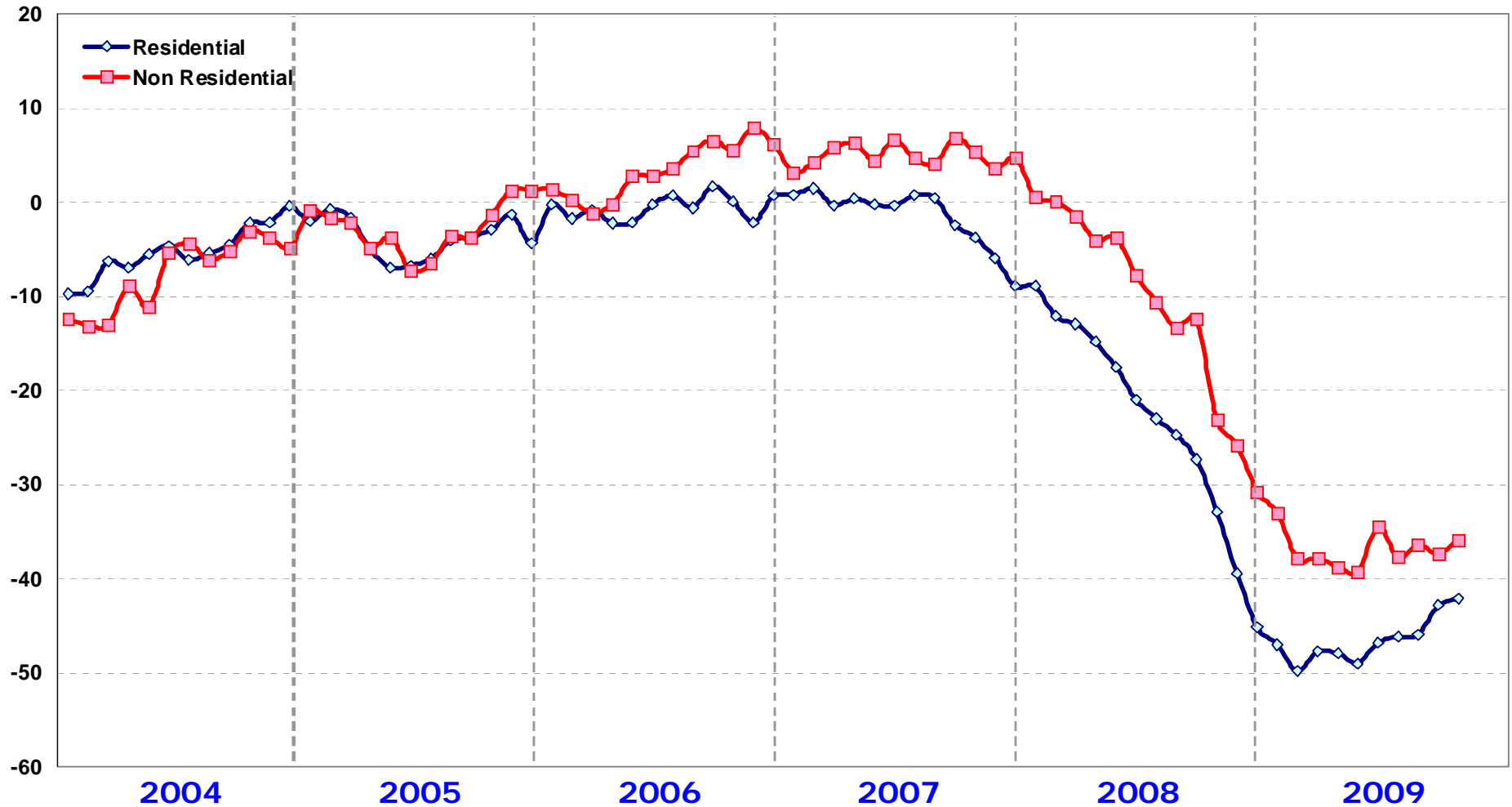
Sales trends

- The market situation remains challenging in the Group's markets but the sales development in Q3 shows a small improvement.
- Since August, sales prices have stabilized in most countries where the group operates.
- The newbuild market remains in many places at a historical low level in both non-residential and residential segments. However, recent figures from some market segments show signs of bottoming out in the residential.
- The renovation is doing better. Incentive programs for energy improvements of existing buildings in the larger EU countries as well as increased public spending have a growing and positive impact on our sales.



Construction indicators

Construction : global confidence per type of building for EU27
Balance of answers



Renovation in Germany: package 1 (2009-11)

Investitionspaket
in Höhe von rund 50 Milliarden Euro
Die wichtigsten Maßnahmen:



Arbeitsmarkt

- Kurzarbeitergeld auf 18 Monate verlängert
- 1000 zusätzliche Vermittlerstellen in der Bundesagentur für Arbeit



Private Handwerkerkosten

- bis zu 1200 Euro absetzbar, möglicherweise unbefristet

Kfz-Steuer

- bei Neuwagenkäufen für bis zu zwei Jahren ausgesetzt



Energieeffizientes Bauen

- zusätzlich drei Milliarden Euro Fördergelder

Verkehrsinvestitionen

- Vorhaben werden vorgezogen und beschleunigt
- zusätzliche Investitionen von zwei Milliarden Euro

Hilfen für Mittelstand

- bis zu 15 Milliarden Euro zusätzliche Kredite
- verbesserte Abschreibungsmöglichkeiten für zwei Jahre

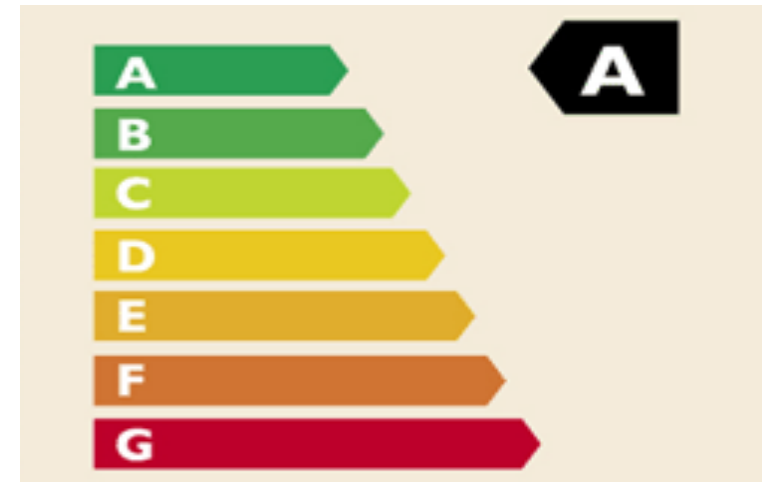


Energy efficiency buildings

- For a period of three years € 1 billion additional per year for the promotion of energy efficiency measures
 - € 580 million per year for the CO₂ – refurbishment program (in total nearly € 2 billion per year)
→ should create total investments of € 15 billion per year
 - € 300 million per year for the refurbishment of public buildings like schools, kindergarten, social buildings
 - New program for refurbishment of big urban estates

Renovation in Germany: Package 2 (2009-10)

- Already approved „Konjunkturpaket II“ with total amount € 50 billion
- Of which infrastructure measures € 14 billion
 - € 10 billion for the education sector in particular for energy efficiency and climate protection measures
 - Kindergarten (ca. 48.000 buildings)
 - Schools and universities (ca. 40.000 buildings)
 - Hospitals
 - € 4 billion for civil engineering and research activities
- First expected to be released 50/50 in 2009-2010 but only 10% will come in 2009, the rest in 2010 and 2011



UK energy efficiency schemes

- Government CO2 reduction targets for electricity and gas companies, to be achieved by helping householders improve their energy efficiency.
- The penalty for not reaching reduction targets can be as high as 10% of the utility company's turn-over.
- In the current scheme called CERT (Carbon Emissions Reduction Target), energy companies are funding energy efficiency measures to the value of £2.8 bn between 2008 and 2011.
- In 2009 CERT will contribute almost £800 million to construction and will deliver 514,000 cavity wall and 615,000 loft insulations.



Russian government programme

- Energy savings law approved by the Duma
 - Industry expects: increase insulation thickness by 10-15 mm every year
 - Huge potential for the future.
- Moscow reconstruction of multi-storey residential buildings
 - 2008-2014: 14,000 buildings to be reconstructed, € 12 million
 - 2008-2009: 700 buildings finalized
 - Energy consumption reduced by 30% in these buildings.



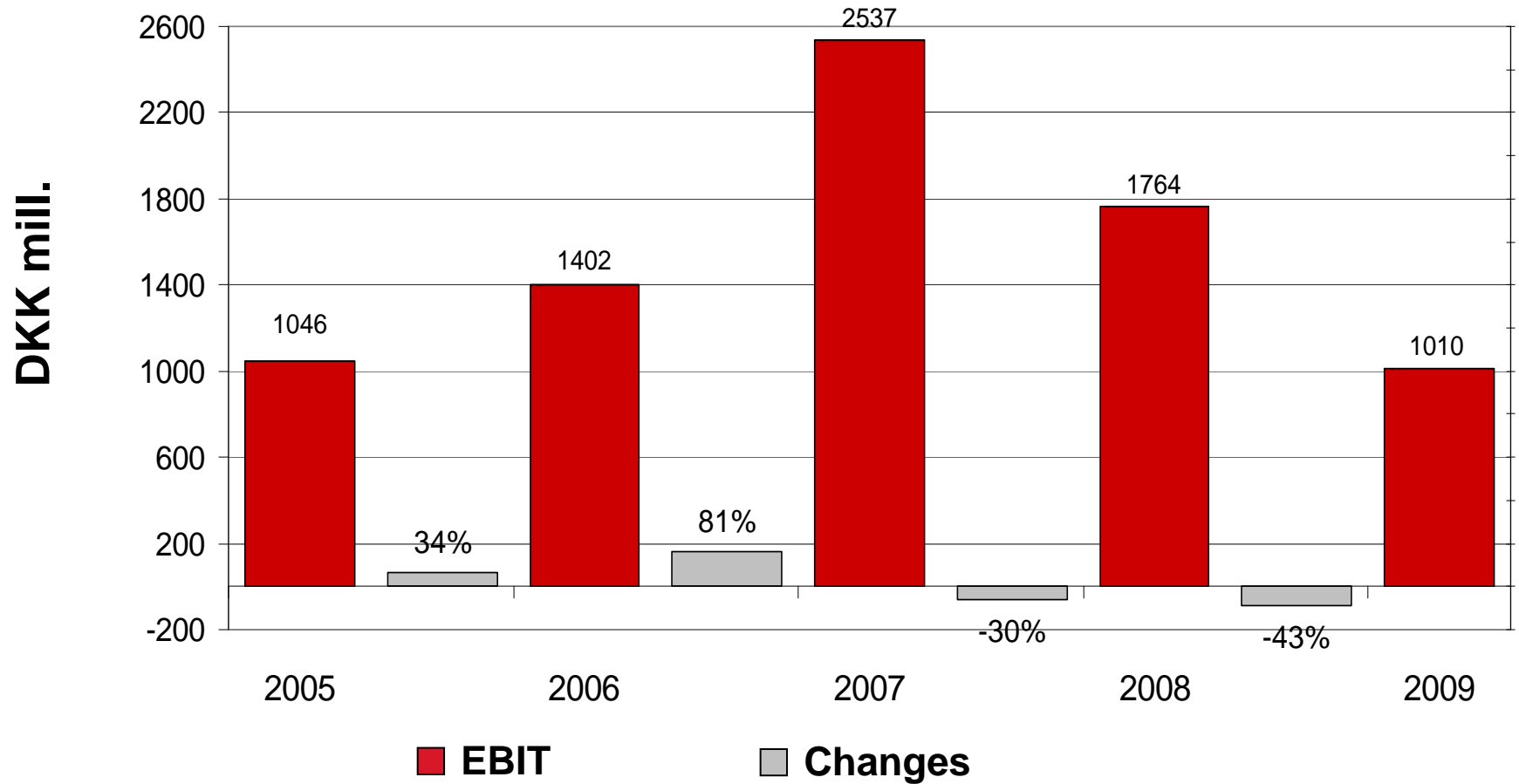
Systems Division sales

- Sales in the division have performed better than the market.
- The Rockfon Group continues to outperform the market.
Benefits from public renovation programs for hospitals and educational sector.
- Grodan expects a reasonably good sales season after the important Dutch market has been stabilised.
- The Rockpanel activities are hit by the downturn in residential construction.
- RockDelta activities are performing well.
- The activities within reinforced fibres are severely hit but signs of improvement in the important customer segment of the automotive industry.



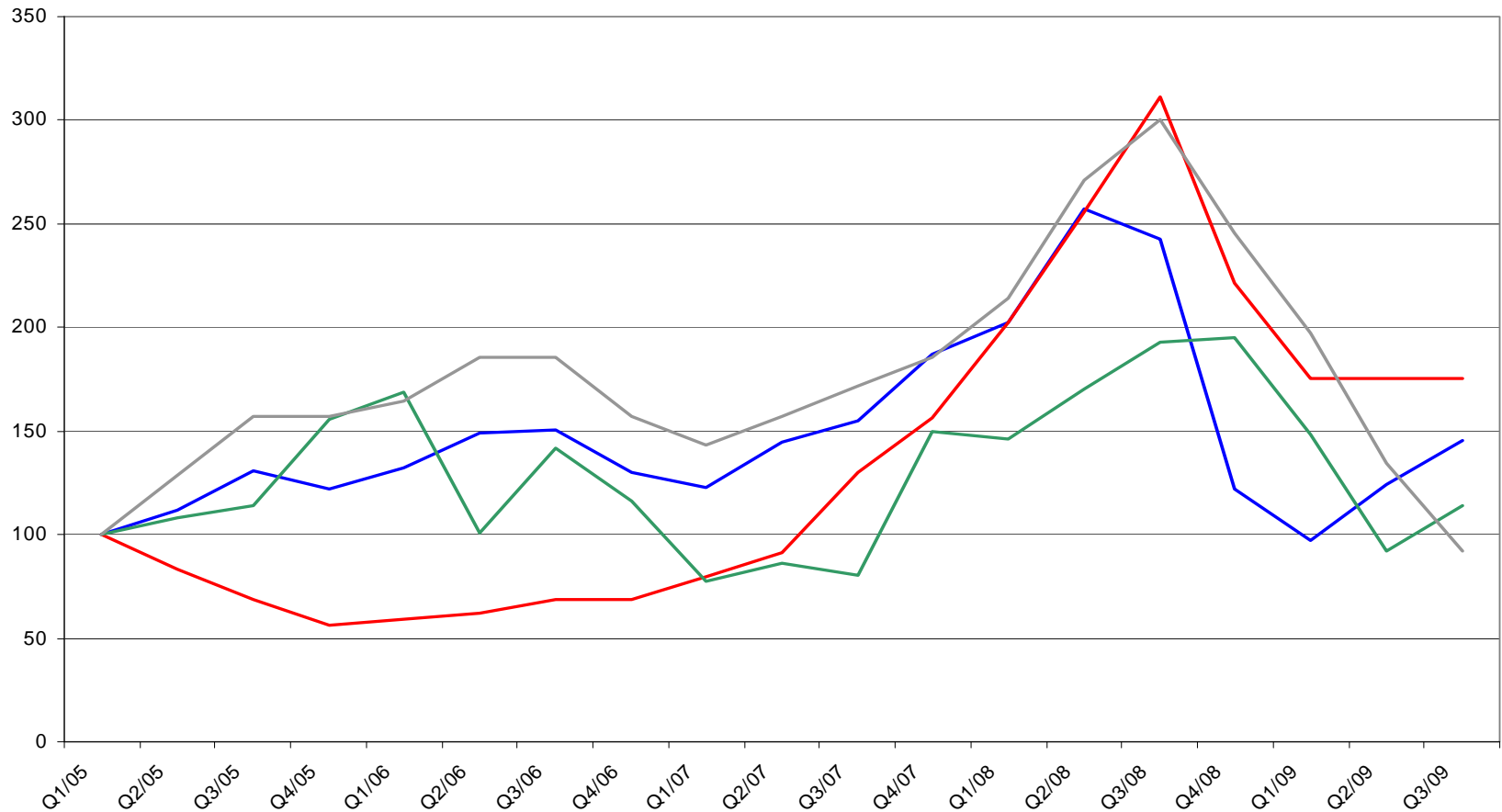
EBITDA acc. Q3

- stands at 13% of net sales and is slightly better in Q3 than in first half

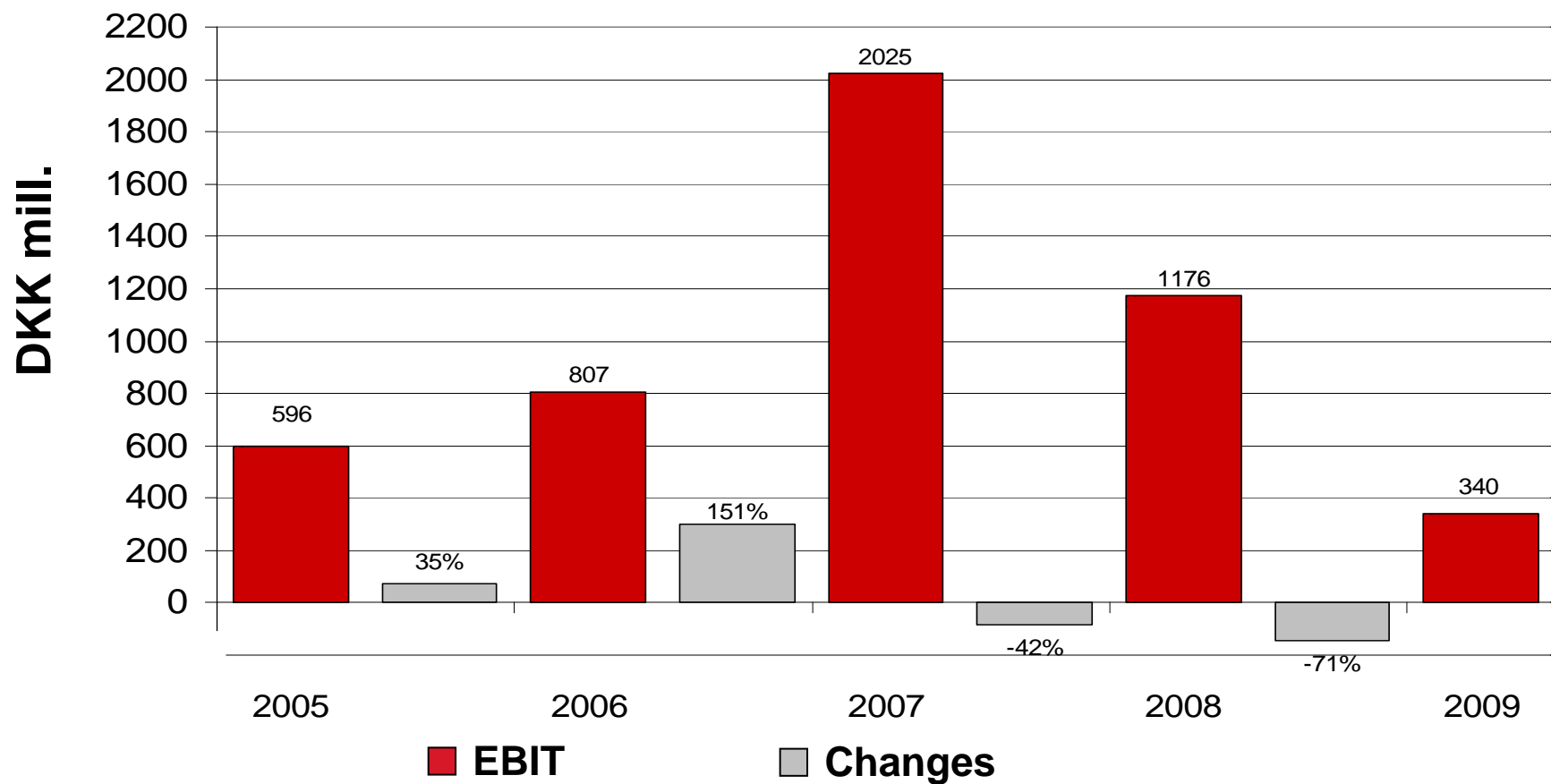


Lower coke price will benefit the Q4 result as expensive old stocks are consumed

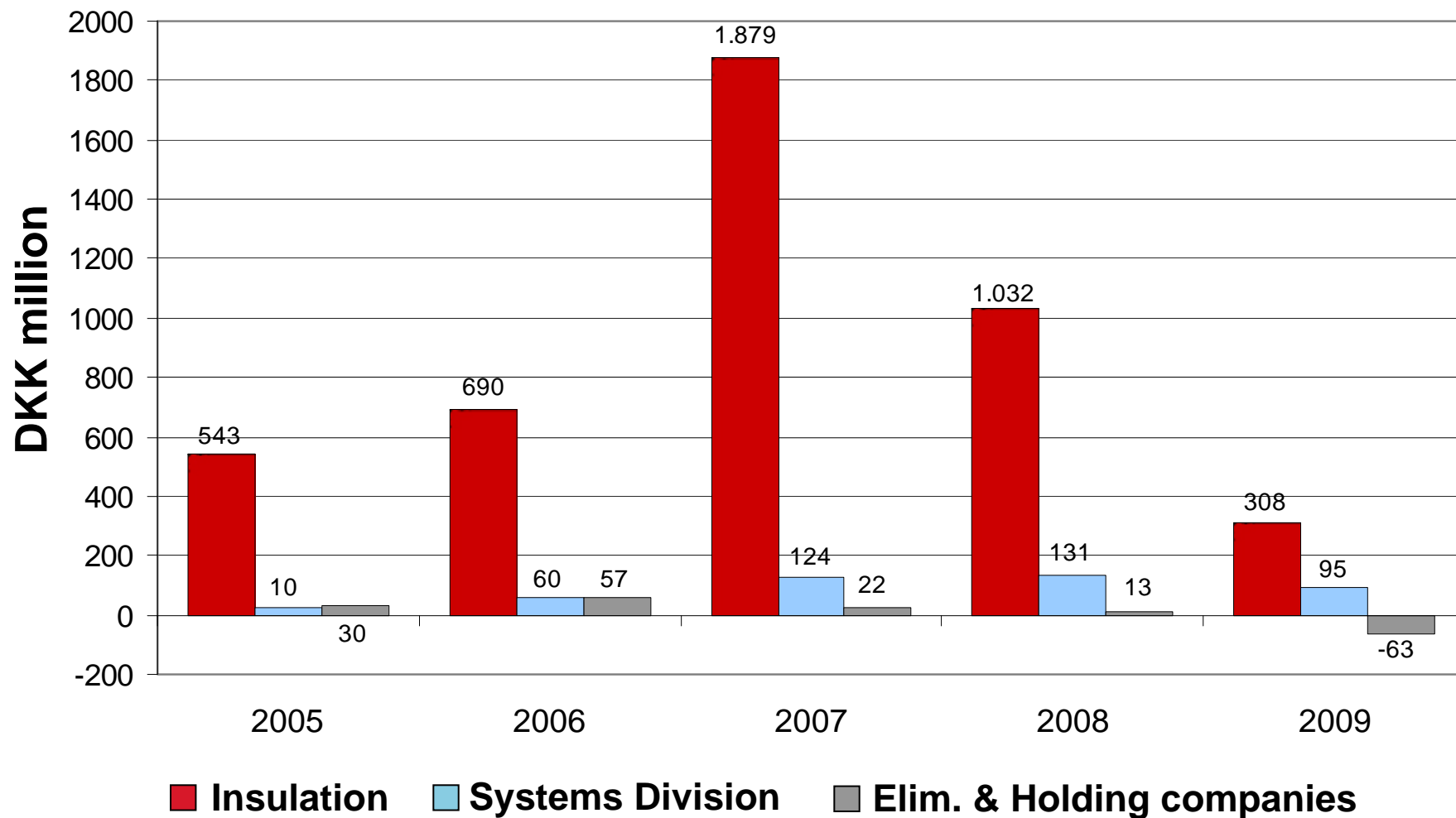
Indexed spotprices of oil, foundry coke, gas and electricity 2005-2009 (Q1, 2005 = 100)



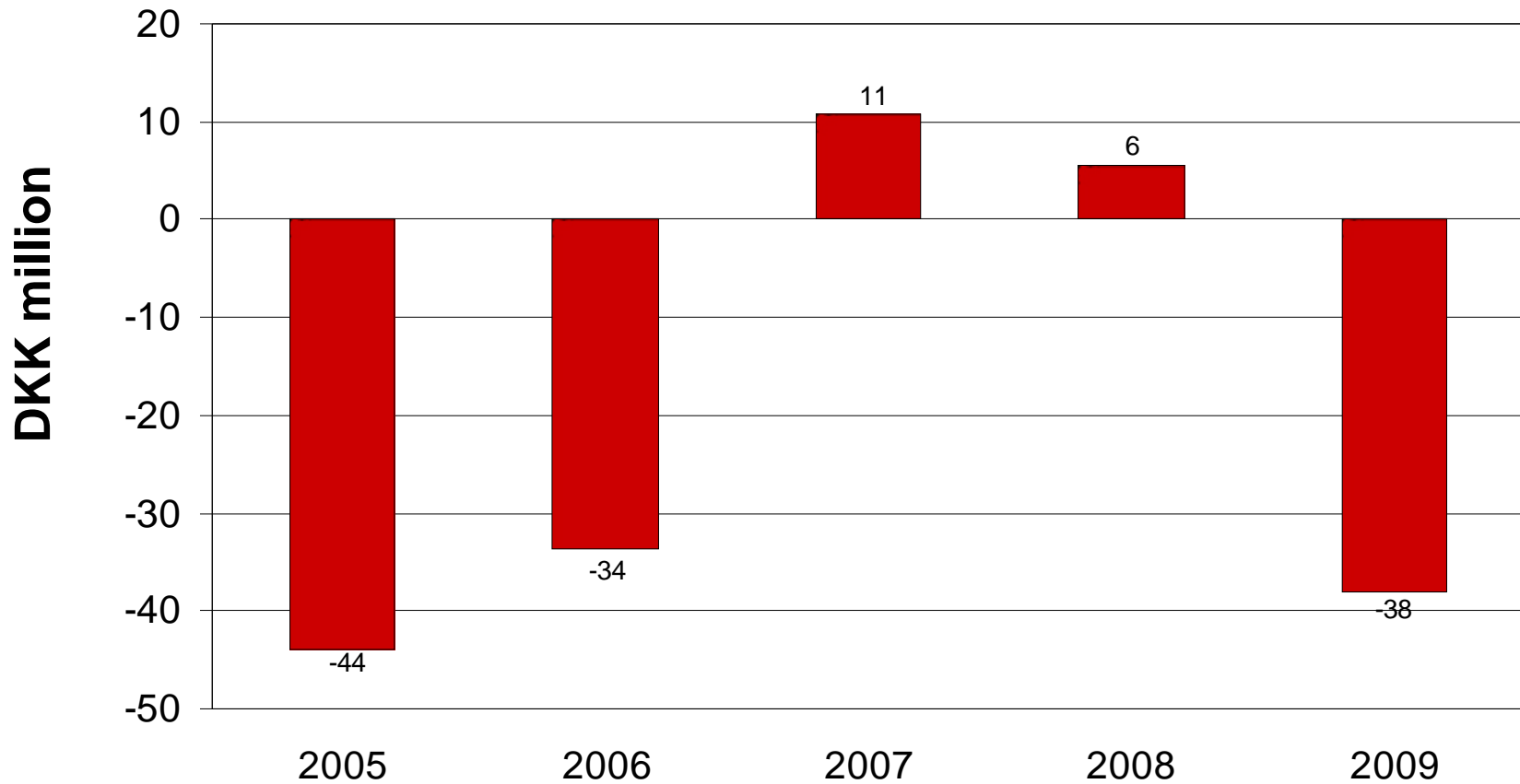
EBIT acc. Q3



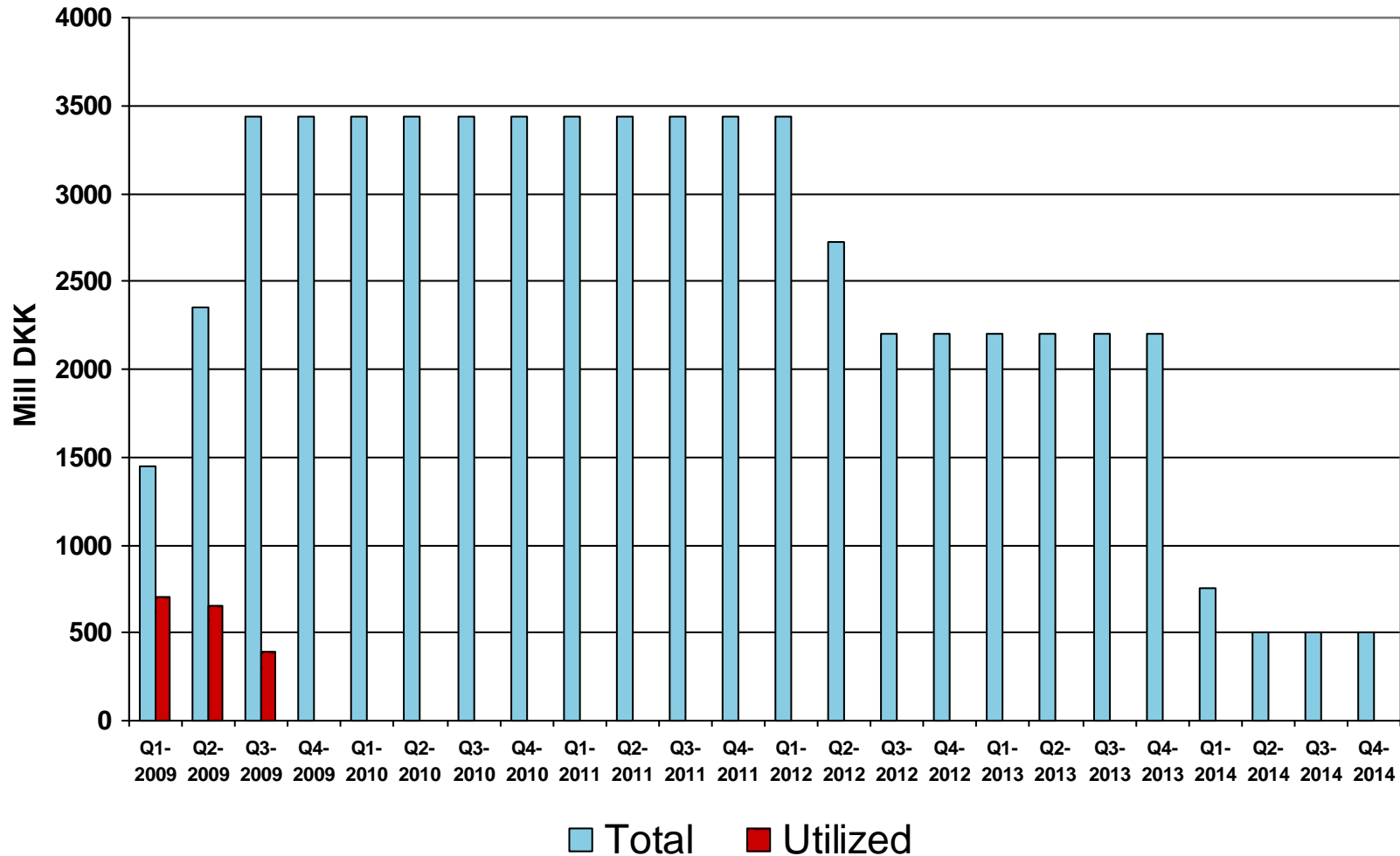
EBIT acc. Q3 per business segment



Financial items acc. Q3

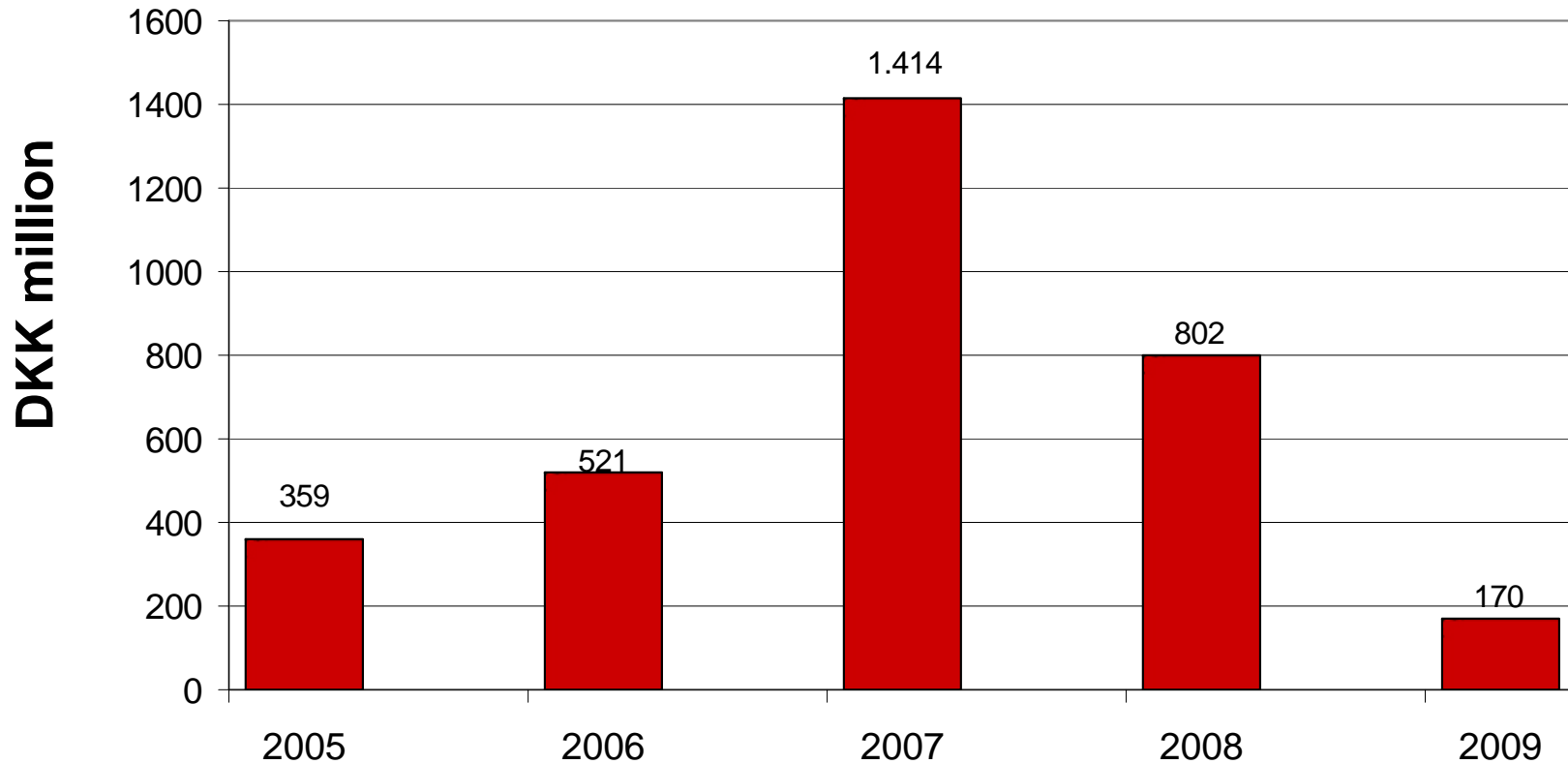


Group committed credit facilities 2009-2014

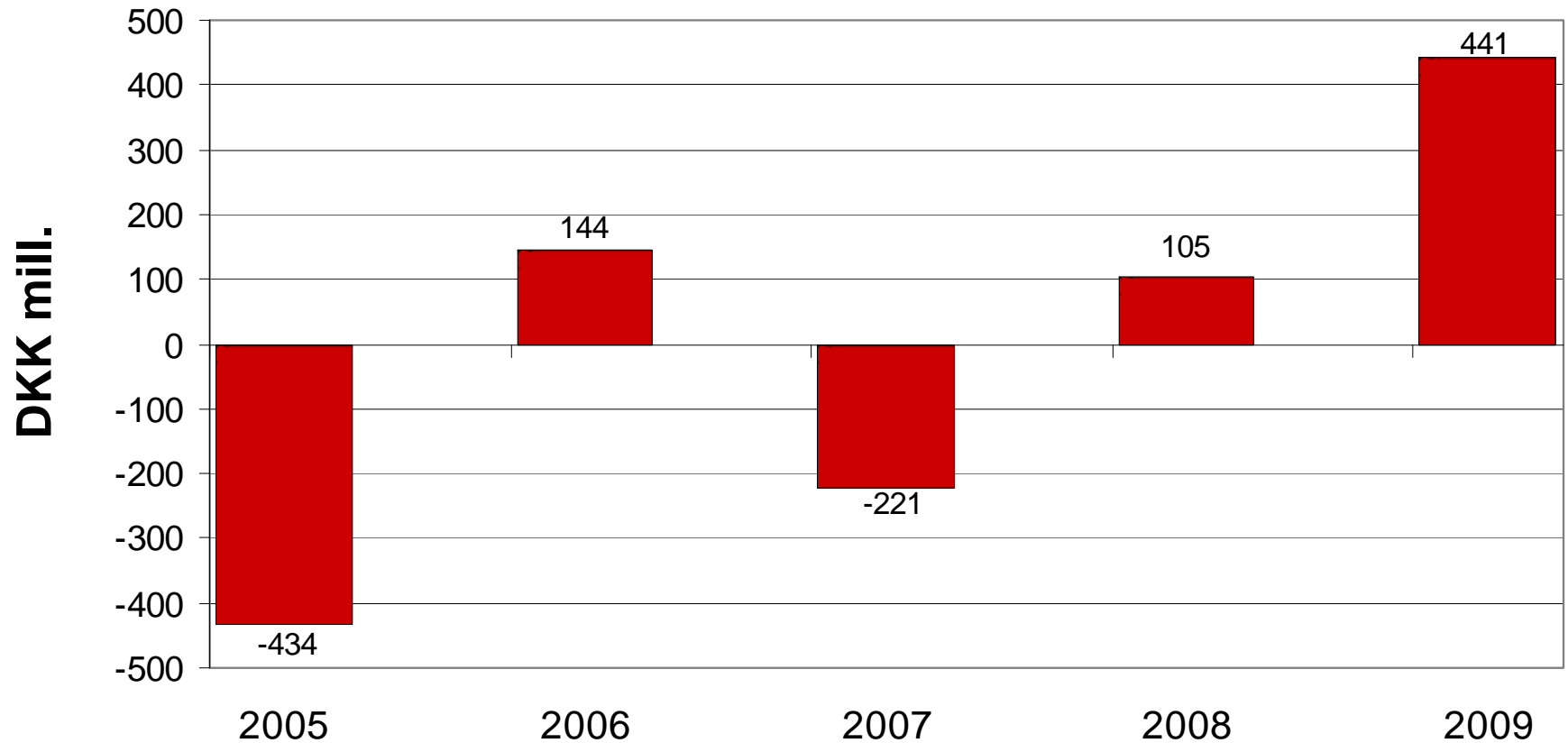


Profit acc. Q3 after minority interests

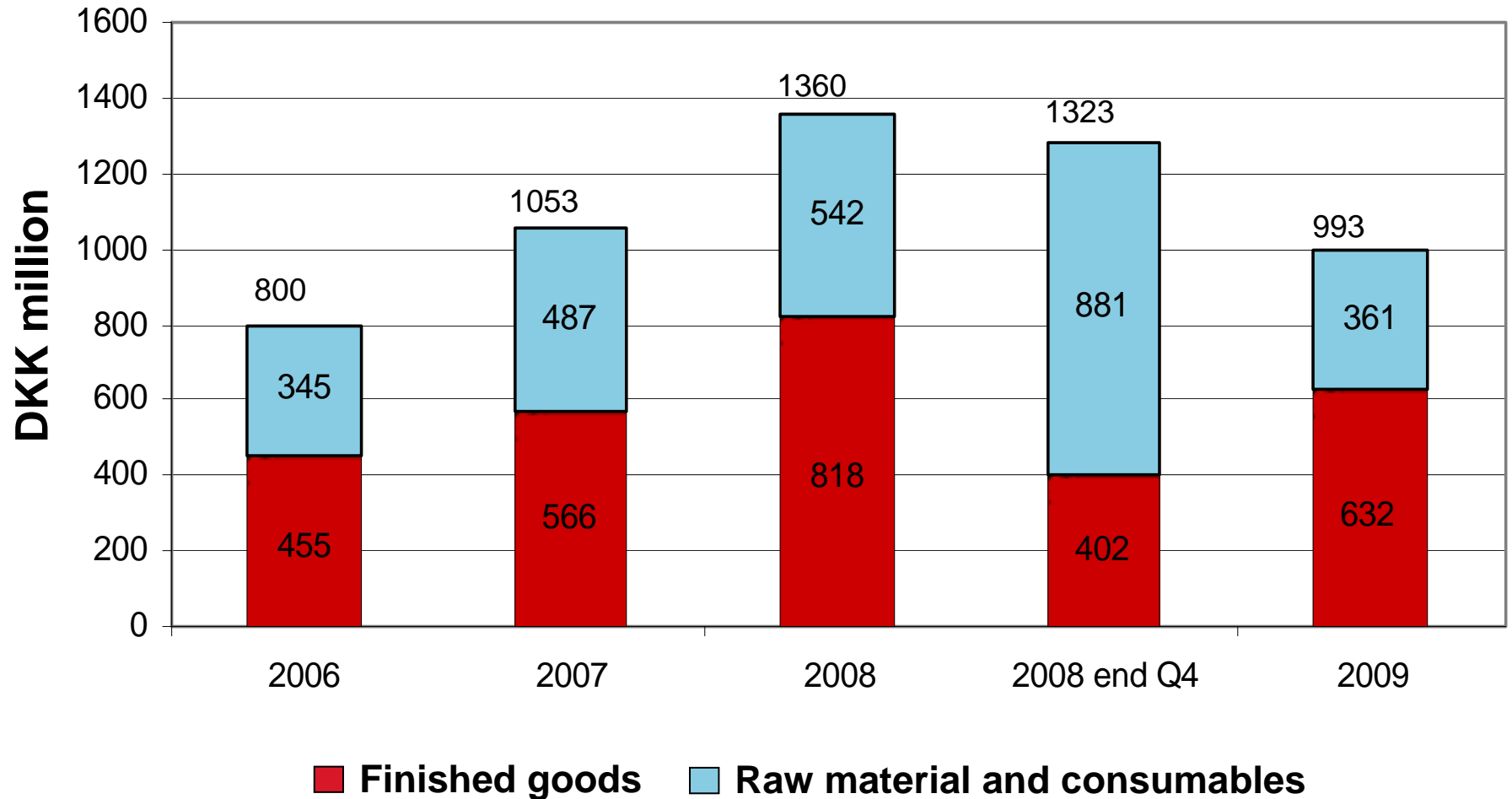
- decreased by 79%



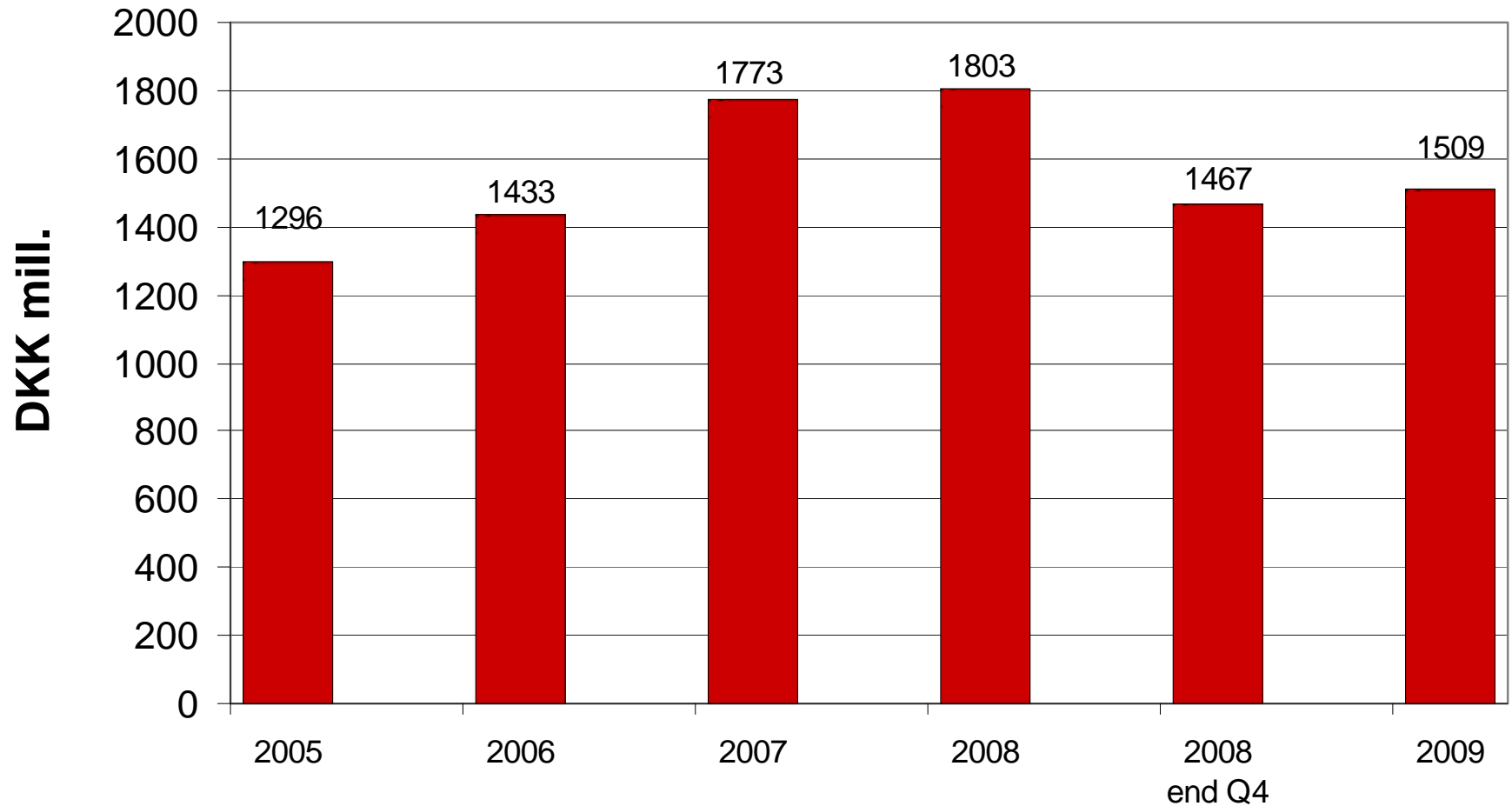
Change in working capital end of Q3



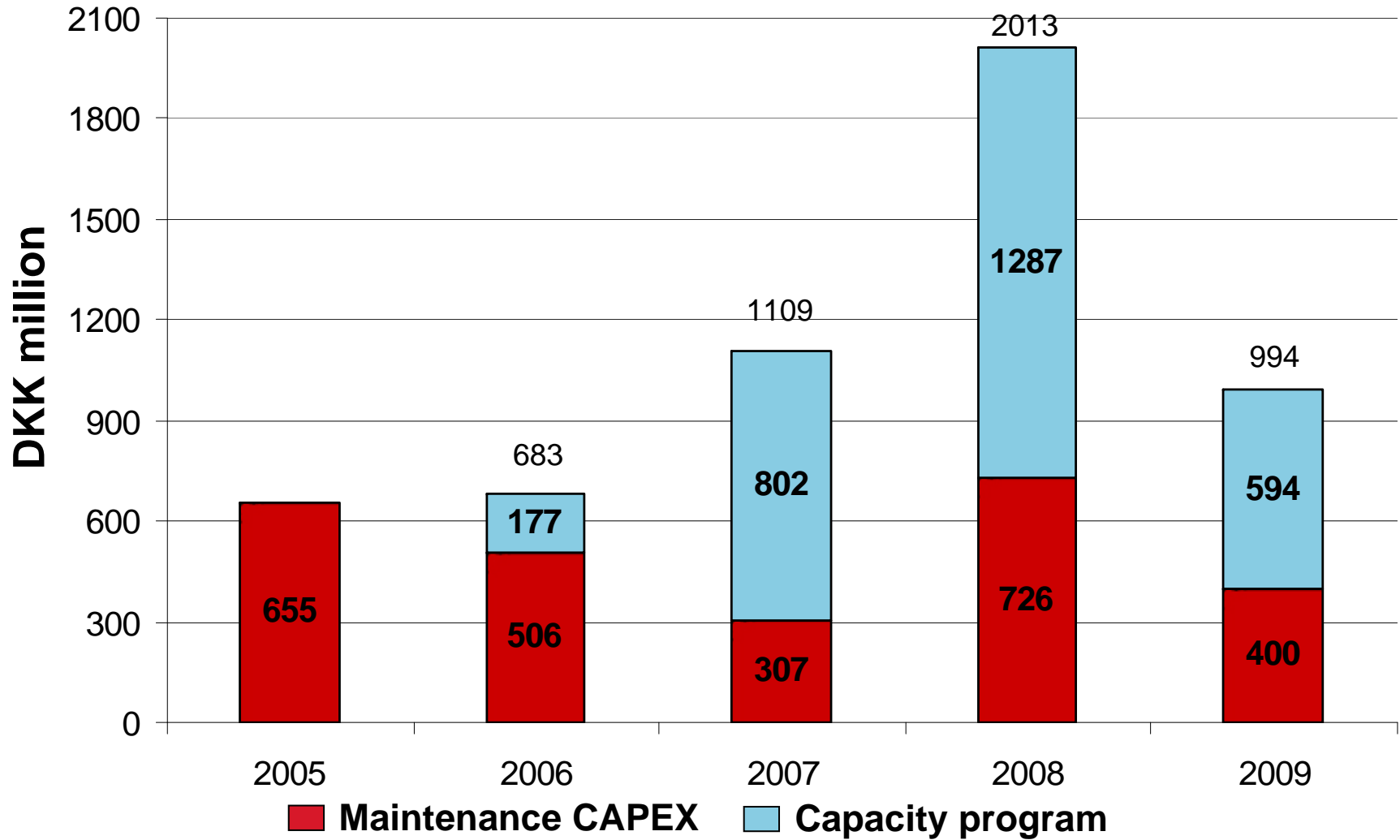
Stock end of Q3



Debtors end of Q3




Investments and acquisitions Q3

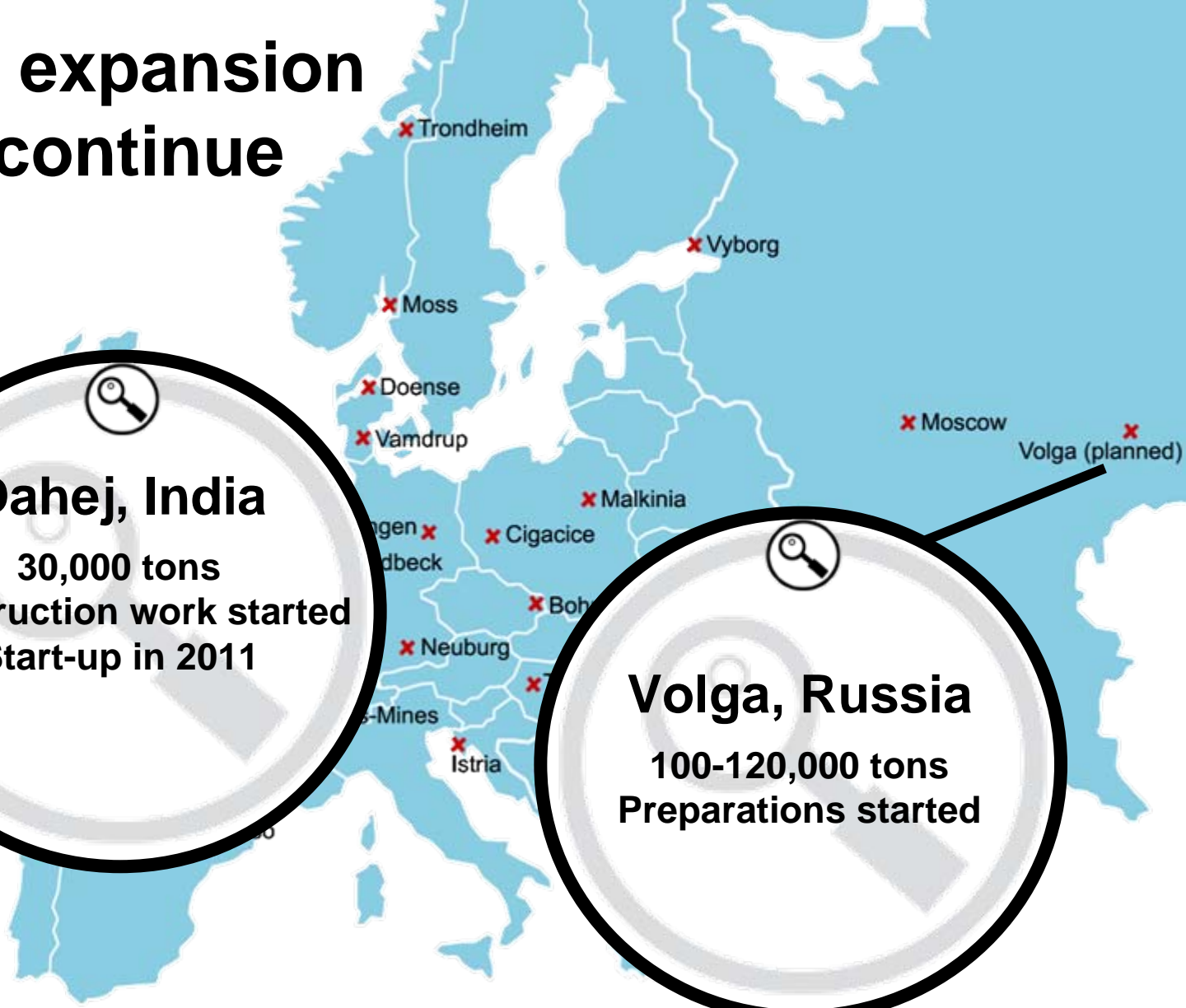


Strategic expansion projects continue

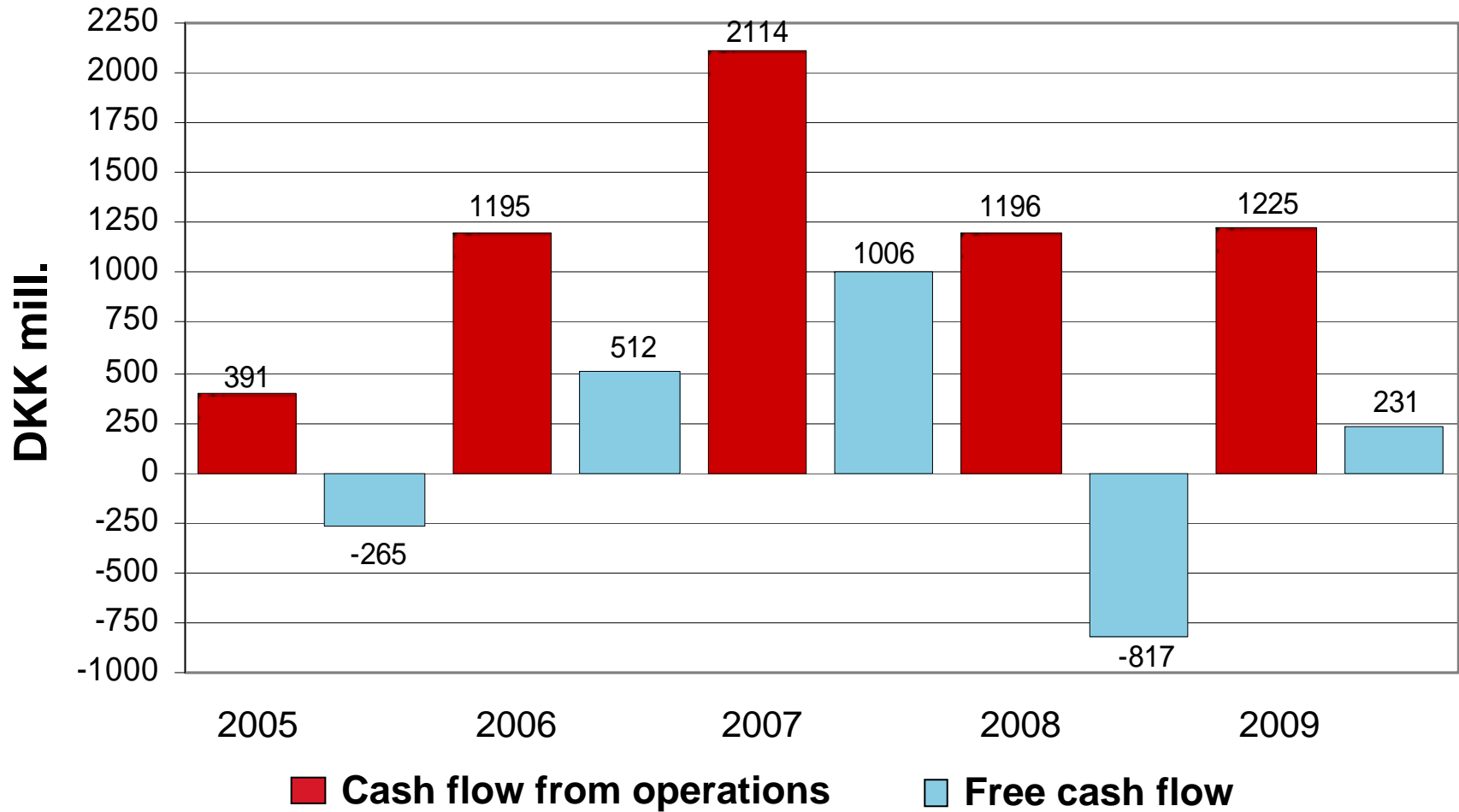



Dahej, India
30,000 tons
Construction work started
Start-up in 2011

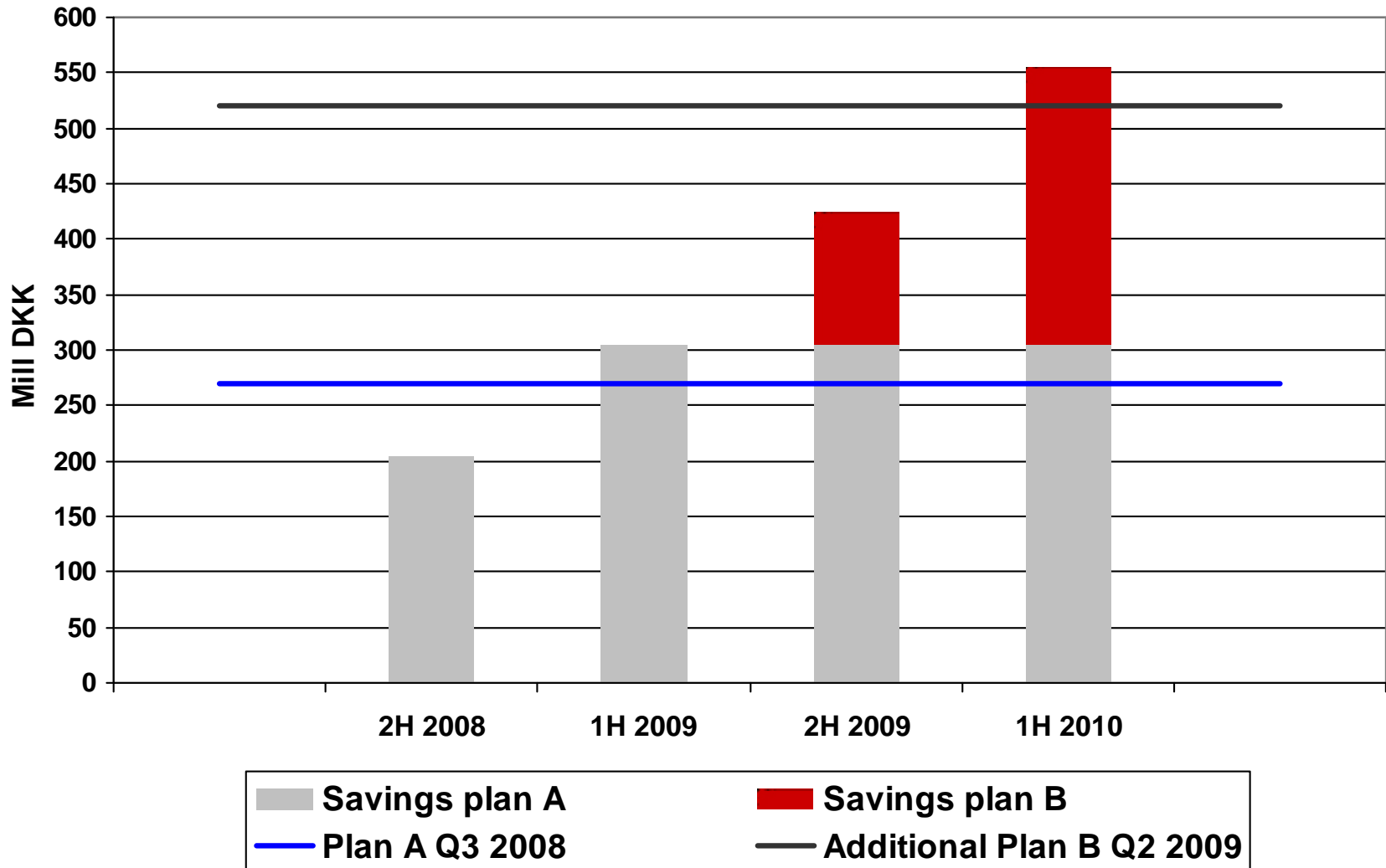

Volga, Russia
100-120,000 tons
Preparations started



Cash flow from Q3



Cost reduction programme (accumulated figures)



Expectations for 2009

- The Group now expects net sales of at least DKK 10,700 million (a decrease of 22% or 18% based on comparable exchange rates).
- The Group now expects a result after minority interests of at least DKK 200 million including restructuring and reorganisation costs.
- Capital expenditure excluding acquisitions is now expected to be in the range of DKK 1,000-1,100 million.



Questions



www.stoplocalwarming.com

ROCKWOOL®

STOP LOCAL WARMING