

**3rd Quarter Results
Zumtobel Group 2006/07**

March 22, 2007

Delivering on our promises - Milestones

Zumtobel Group

Accelerate growth

Zumtobel Q3 growth of 6,3% based on:

- Strong growth in Asia (+25%), Eastern Europe (+21 %)
- Continuation of economic recovery in Western Europe
- Strong growth in international projects
- TridonicAtco Division: Increasing shift from magnetic to electronic ballasts

Increasing profitability

Q3-EBIT-Margin/ROS improved from 6,1% to 6,9% (+80 bp)

- Harvest from past restructuring
- Further transfer of product lines to offshore/low-cost factories in China and Romania
- Upgrading of existing facilities
- TridonicAtco Division: Increase production capacity for electronic ballasts in Dornbirn

Strong market position

Increasing importance of light

Zumtobel Brand

- Humanergy Balance Campaign

Thorn Brand

- PEC (Performance, Efficiency, Comfort)

Tridonic Atco Division

- a world of bright ideas

Key Figures

3rd quarter 2006/07: On track for continued growth

Revenues 295,6 million Euros (PY: 278,0 million Euros) + 6,3%	Adjusted EBIT *) 20,4 million Euros (PY: 17,1 million Euros) + 19,3%	
Net Profit 16,1 million Euros (PY: 2,8 million Euros) + >100%	ROS 6,9% (6,1%) + 80 bp	ROCE 16,8% (14,7%) + 210bp

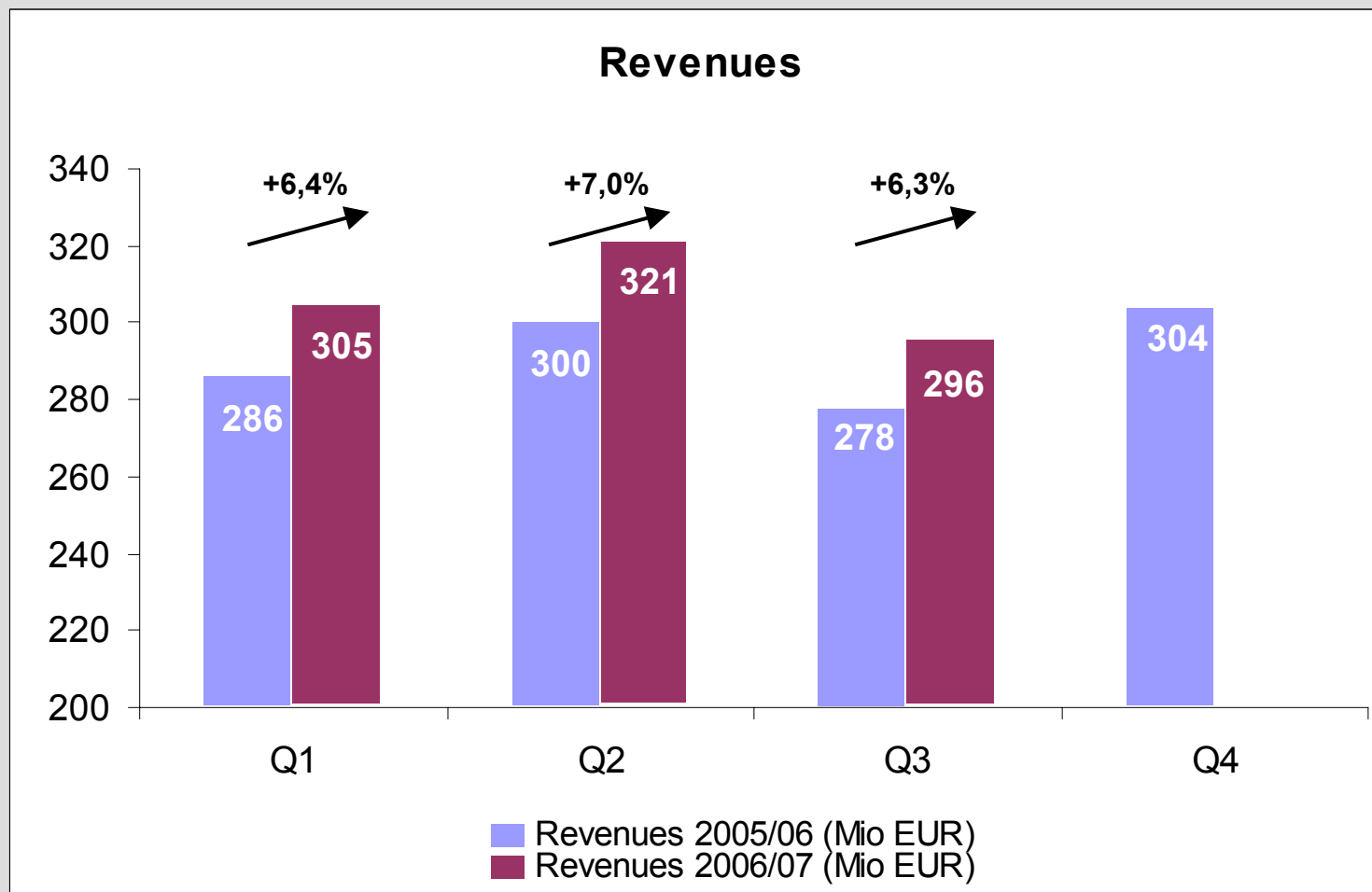
*) Reported EBIT adjusted from special effects
Prior year EBIT adjusted from special effects and one-time expenses

Data (actual and prior year) adjusted for Airfield

Zumtobel's Business shows a pronounced seasonality

both in

Revenues ...

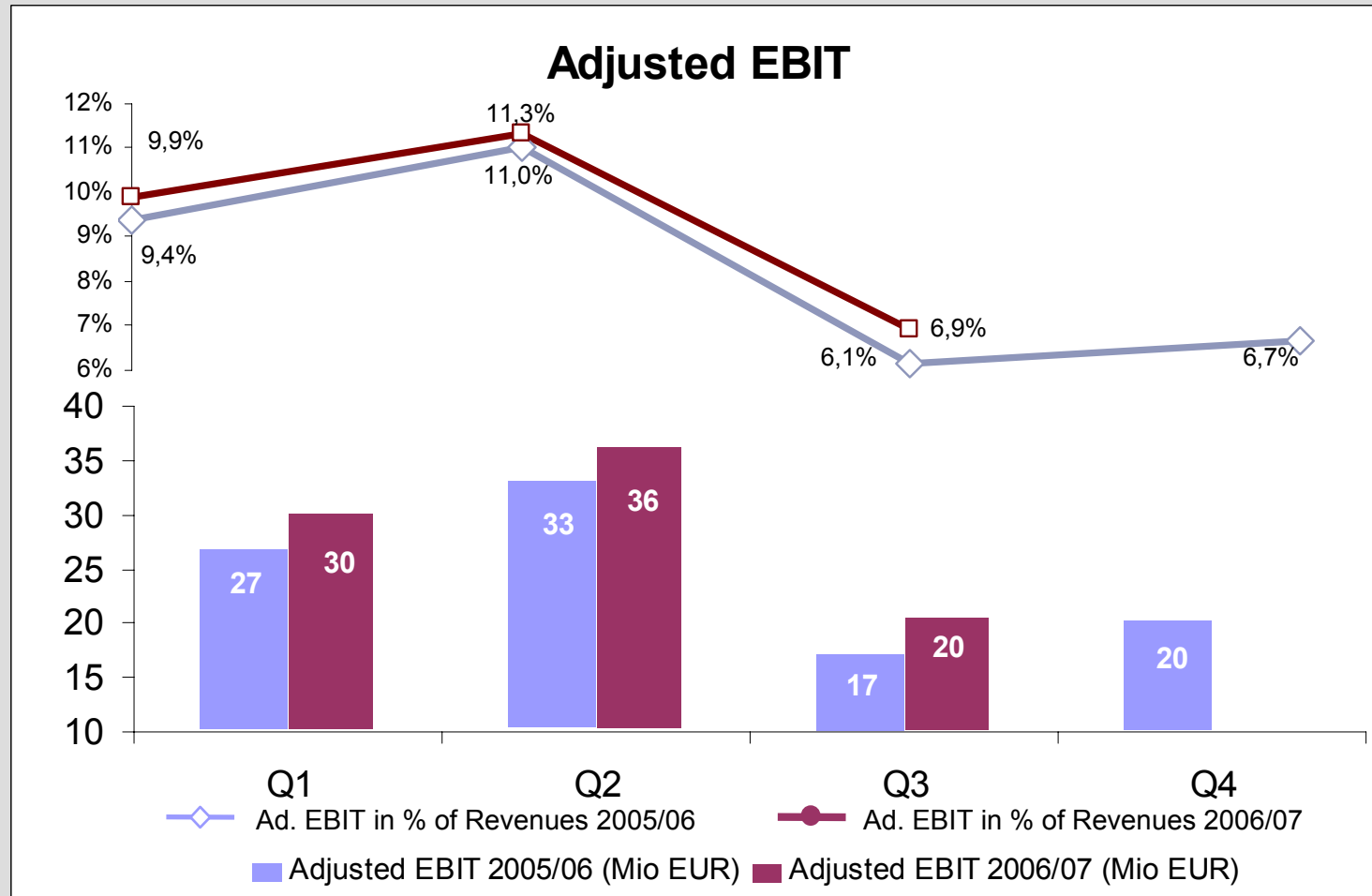


Data (actual and prior year) adjusted for Airfield

Zumtobel's Business shows a pronounced seasonality

... and in

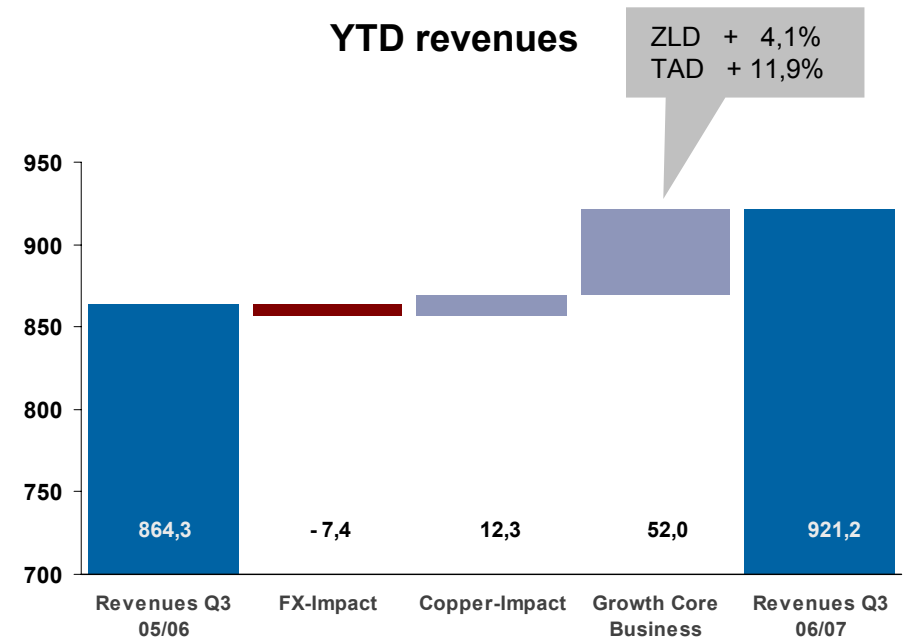
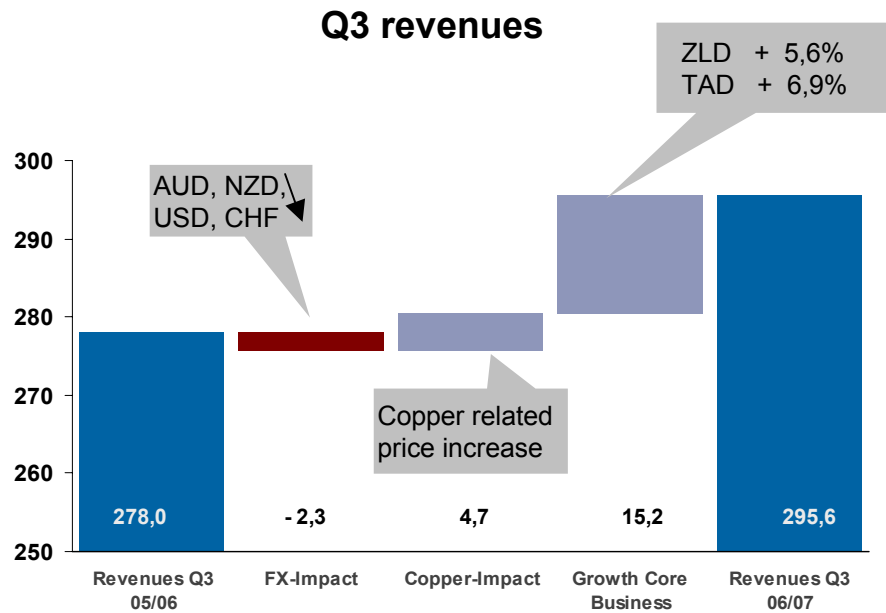
Adjusted EBIT



Data (actual and prior year) adjusted for Airfield

Sales growth development

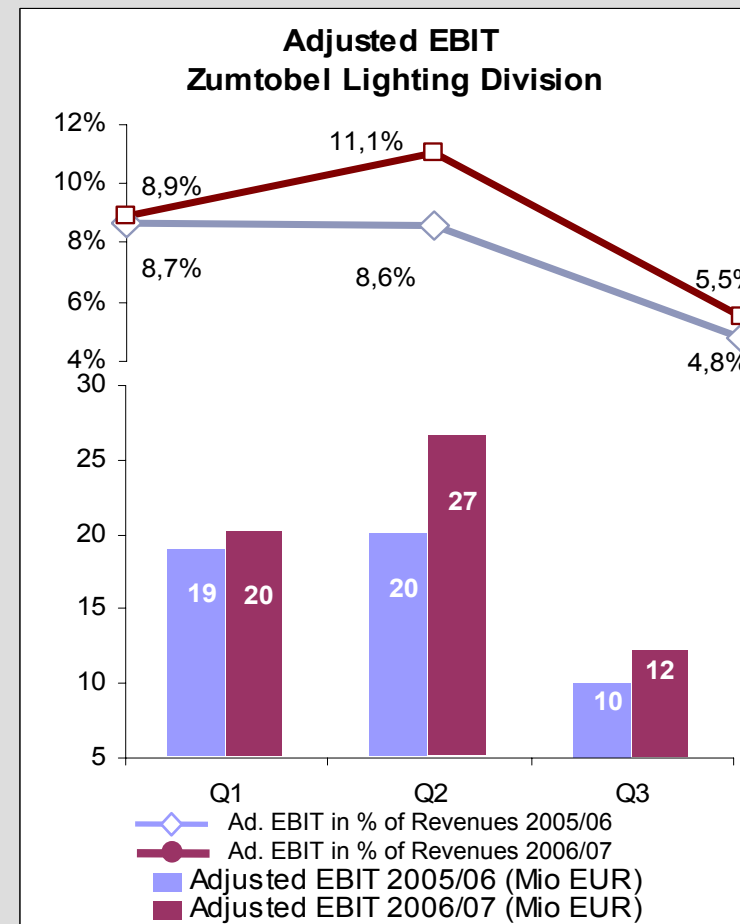
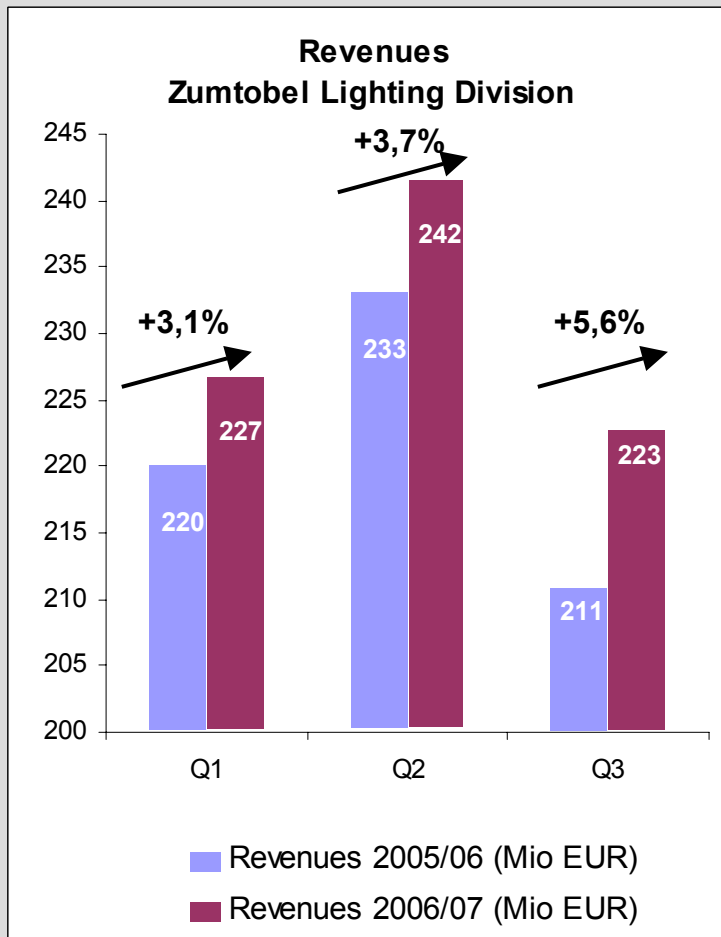
Bridge



Data (actual and prior year) adjusted for Airfield

Segment reporting: Divisional trends

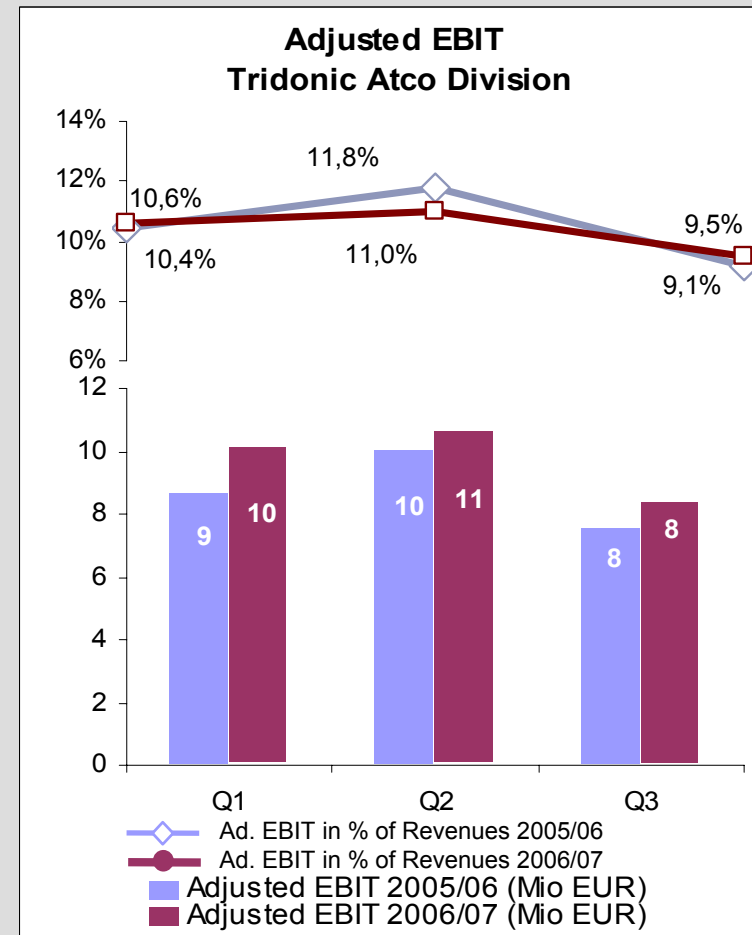
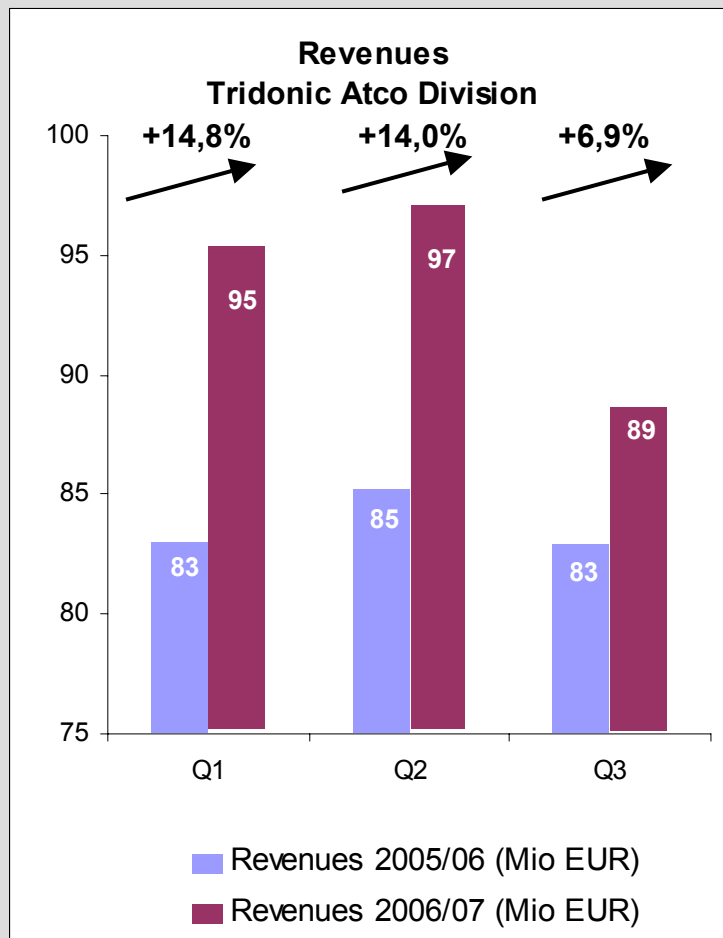
Zumtobel Lighting Division



Data (actual and prior year) adjusted for Airfield

Segment reporting: Divisional trends

TridonicAtco Division



Data (actual and prior year) adjusted for Airfield

Segment reporting: Regional trends

Stronger focus on “New Markets“ pays out

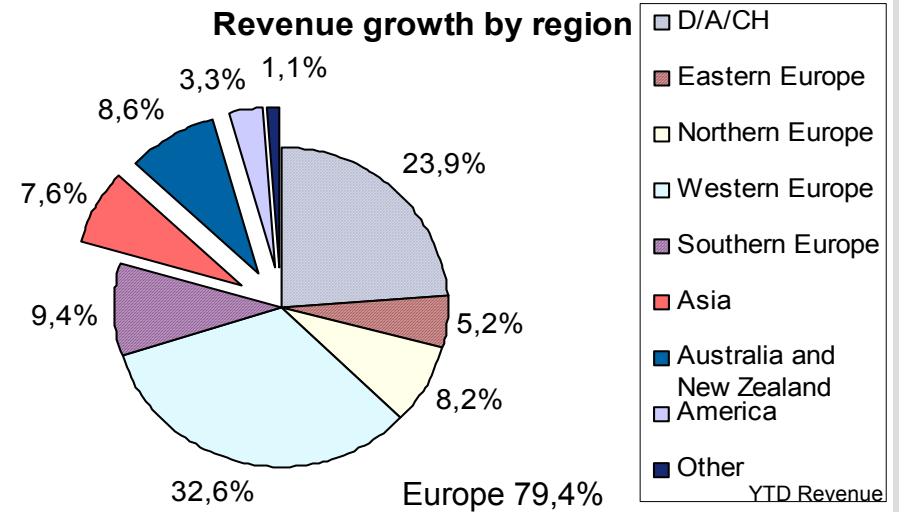
Revenues growth by region

in Mio €	Q3 Growth	Q3 YTD Growth	Q3 YTD Sales
D/A/CH	4,1%	1,0%	220,5
Eastern Europe	20,6%	29,3%	47,9
Northern Europe	-4,7%	-7,1%	75,3
Western Europe	6,6%	2,5%	300,5
Southern Europe	6,9%	17,3%	87,0
Europe	5,3%	3,9%	731,3
Asia	25,2%	35,7%	70,0
Australia and New Zealand	6,7%	6,6%	79,2
America	-9,2%	6,3%	30,8
Other	27,7%	77,5%	10,0

Growth drivers

- Recovery in Europe (Growth total Europe: +5,3%)
- Continued further success in “New Markets“ such as Asia (+25,2%) and CEE (+20,6%)
- LED: biggest application project
→ Stadium centre Vienna

Revenue growth by region



Growth issues

Norway:

- Continuing negative effects from past sales reorganisation

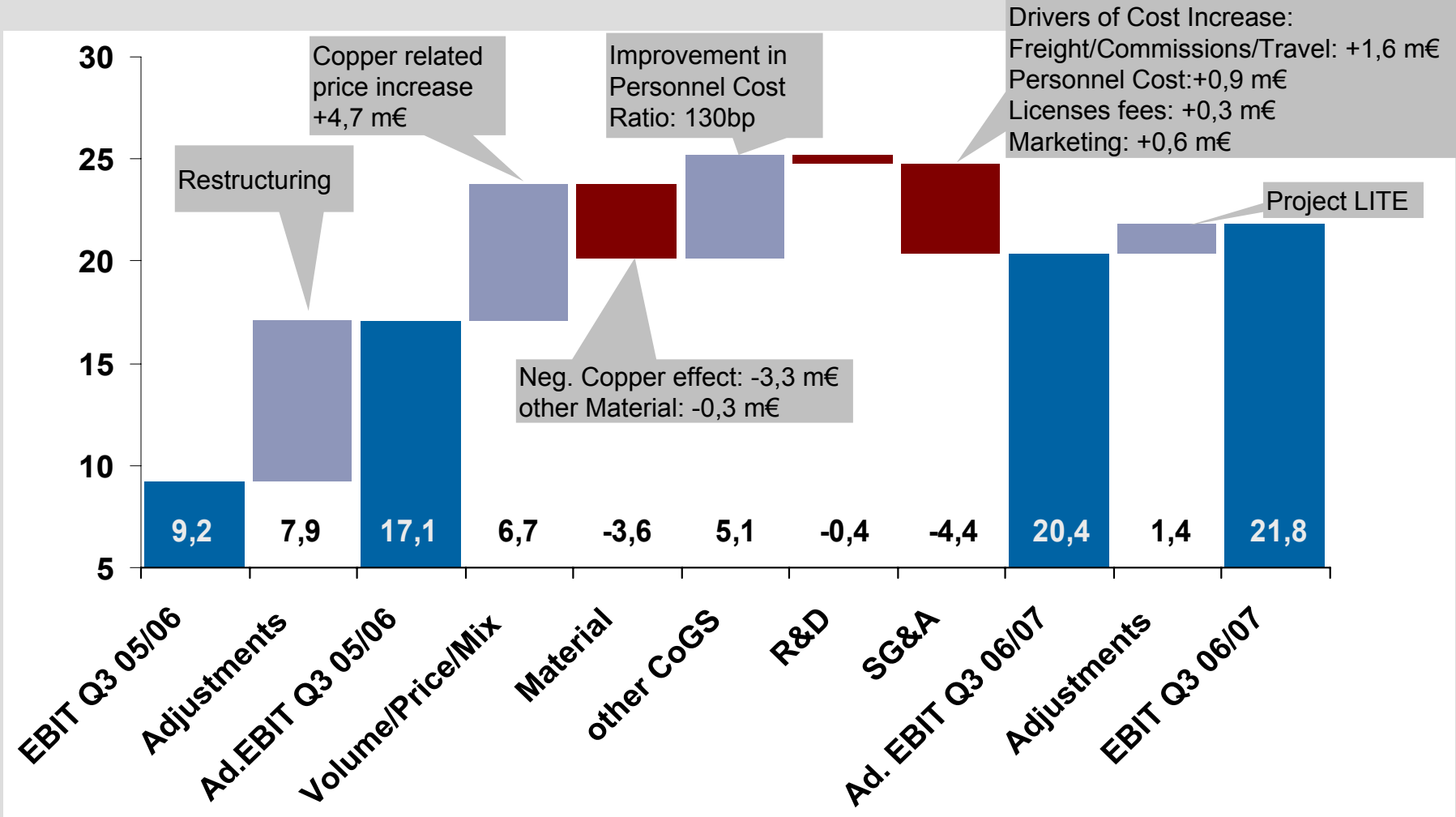
UK Thorn:

- Aggressive price competition in commodity business for wholesale

Data (actual and prior year) adjusted for Airfield

EBIT development 2006/07

Strong earnings increase in Q3



Data (actual and prior year) adjusted for Airfield

Income Statement

Improvement in EBIT and Net Profit

<i>in Mio €</i>	Q3 2006/07	Q3 2005/06	Delta in %	Q3 YTD 2006/07	Q3 YTD 2005/06	Delta in %
Revenues	295,6	278,0	6,3%	921,2	864,3	6,6%
CoGS	- 181,7	- 172,3	-5,5%	- 555,7	- 523,4	-6,2%
<i>in % of Revenues</i>	61,5%	62,0%		60,3%	60,6%	
Gross Profit	113,9	105,7	7,7%	365,6	340,9	7,2%
<i>in % of Revenues</i>	38,5%	38,0%		39,7%	39,4%	
R&D	- 6,4	- 5,9	-7,5%	- 18,5	- 16,9	-9,9%
<i>in % of Revenues</i>	2,2%	2,1%		2,0%	2,0%	
SG&A (Special effects + Other non-recurring items)	- 87,1	- 82,7	-5,3%	- 260,1	- 247,1	-5,3%
<i>in % of Revenues</i>	29,5%	29,7%		28,2%	28,6%	
Adjusted EBIT	20,4	17,1	19,3%	86,9	77,0	13,0%
<i>in % of Revenues</i>	6,9%	6,1%		9,4%	8,9%	
Special effects + Other non-recurring items	1,4	- 7,9	>100	0,2	- 14,5	>100
<i>in % of Revenues</i>	0,5%	-2,8%		0,0%	1,7%	
EBIT	21,8	9,2	>100	87,2	62,5	39,5%
<i>in % of Revenues</i>	7,4%	3,3%		9,5%	7,2%	
Financial Result	- 4,9	- 9,7	49,3%	- 19,1	- 28,9	34,0%
EBT	16,9	- 0,5	>100	68,1	33,6	>100
<i>in % of Revenues</i>	5,7%	-0,2%		7,4%	3,9%	
Tax	- 0,9	2,8	<100	2,0	- 2,1	>100
Net profit from discontinuing Operations	0,1	0,5	-80,7%	9,5	1,3	>100
Net Profit	16,1	2,8	>100	79,5	32,9	>100
thereof due to shareholders of the parent company	16,1	2,8	>100	79,3	33,2	>100
<i>in % of Revenues</i>	5,4%	1,0%		8,6%	3,8%	
EPS	0,36	0,08	>100	1,80	0,90	100,0%

Data (actual and prior year) adjusted for Airfield

Balance Sheet

Improvement of balance sheet structure

<i>in Mio €</i>	Q3 2006/07	FY 2005/06
Total Assets	1.083,0	1.078,3
Net Debt	213,2	357,4
Equity	437,4	223,7
Equity Ratio in % of Assets	40,4%	20,7%
Capital Employed *)	638,5	621,9
Gearing	48,7%	159,8%
Capital Expenditure	34,2	49,6
Working Capital	286,9	241,3

*) Capital Employed on 4 Quarters Average

Data (actual and prior year) adjusted for Airfield

Cash flow Statement

Strong Cash flow from operating results

<i>in Mio €</i>	Q3 YTD 2006/07	Q3 YTD 2005/06	Delta in %
Cash flow from operating results	131,9	93,0	41,8%
Change in working capital	-47,6	-32,4	-46,9%
Change in other operating items	-24,7	-1,8	<100
Taxes paid	-3,5	-4,6	24,2%
Cash flow from operating activities	56,1	54,3	3,5%
Cash flow from investing activities	-31,3	-25,5	-23,1%
Free cash flow	24,8	28,8	-13,9%
Change in net borrowings	-151,3	-17,1	<100
Capital increase	148,7	0,0	
Share buyback	-11,4	0,0	
Interest paid	-17,3	-23,8	27,2%
Cashflow from financing activities	-31,3	-40,8	23,5%
Change in cash and cash equivalents	-5,9	-10,0	41,4%

Data (actual and prior year) adjusted for Airfield

Conclusions and Outlook

Continued Sales Growth – Y-o-Y Margin Improvement

**Y-o-Y
sales growth
and margin
improvement**

- **Economic recovery supports growth**
- **Harvesting the growth potential for Zumtobel Lighting Division in Asia and Eastern Europe**
- **Significant growth potential in our 3 LED-Companies LEDON, Lexedis and TridonicAtco Optoelectronics**
- **Operating performance, site consolidation and production transfer on track**
- **Overproportional increase in EBT and Net Income**

Net Sales
Fiscal year



Targets

- **Targeting above 9% operating EBIT-margin for 2006/07**
- **Targeting 10% operating EBIT-margin for 2007/08**

EBIT-Margin
Fiscal year



Financial Calendar

- **Thurs July 5, 2007** **Annual Results 2006/07**
- **Thurs July 26, 2007** **Annual Shareholders' Meeting**
- **Tues July 31, 2007** **Ex-dividend day**
- **Thurs August 2, 2007** **Dividend payout day**



Optimisation of Real Estate Portfolio

Scope of project LITE

- streamline balance sheet to pursue a more asset light approach
- free up cash from real estate assets not necessary for purpose of the company
- Eliminate facilities which are outdated or an ongoing cost burden

Use of Proceeds

- Deleveraging
- Funding of Acquisitions
- Funding of Dividends

Financial Impact spread over next 18 months

- cash generated: 30m€ with upside
- one time EBIT impact: 20m€ with upside

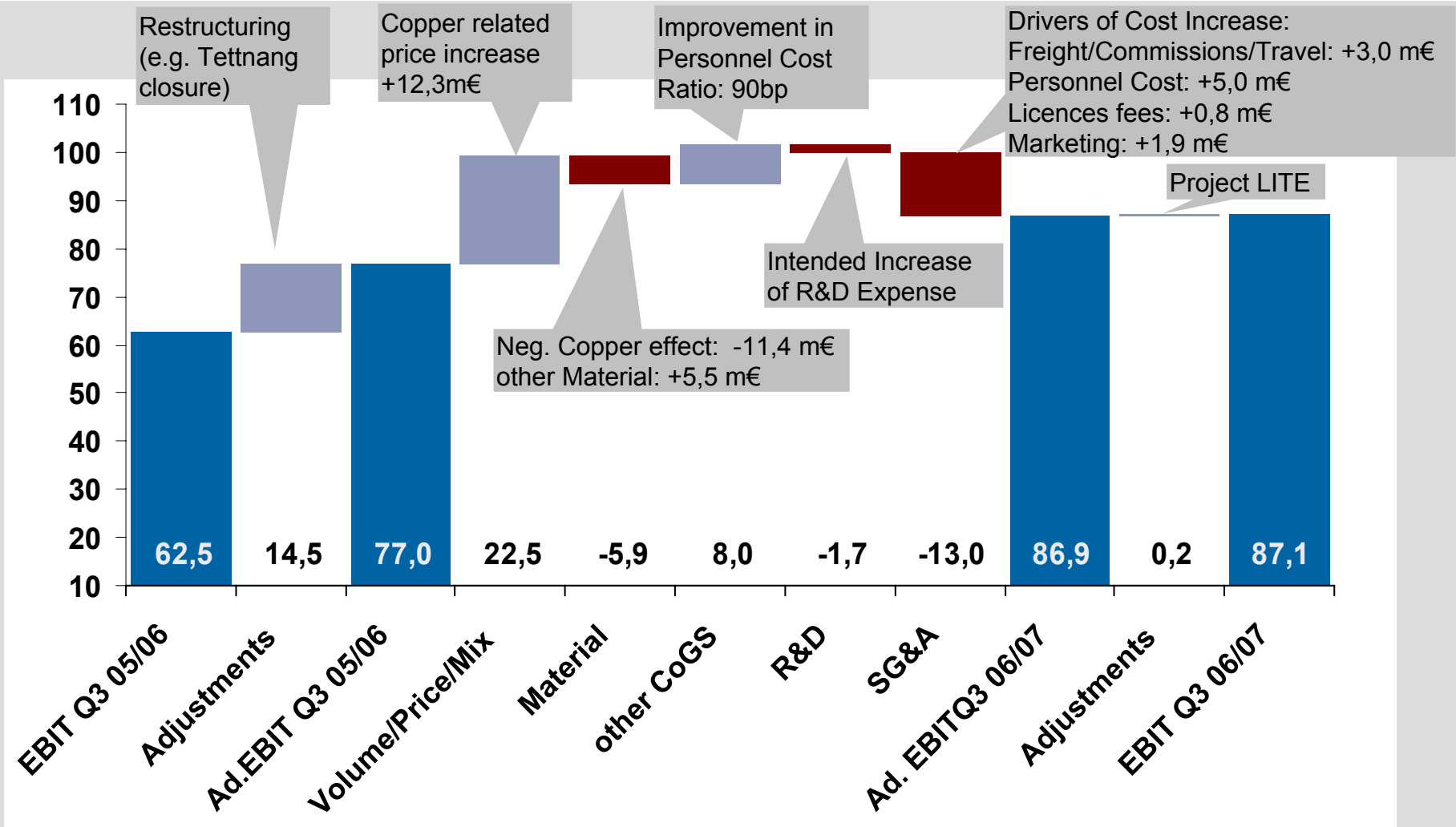
in Mio €	country	cash	one time EBIT
Romford warehouse bought to terminate onerous lease contract and sold	UK	-6,5	-4,1
Dornbirn empty land sold	AT	4,4	2,3
Accounting Effect Q2		-2,1	-1,8
Somersby plant sold	AUS	3,0	1,3
Rome old office sold	IT	0,8	0,5
Accounting Effect Q2 + Q3		1,7	0,0

Project LITE was announced on October 27, 2006

Data (actual and prior year) adjusted for Airfield

EBIT Development Q3 2006/07

Strong earnings increase



Data (actual and prior year) adjusted for Airfield

Disclaimer

The facts and information contained herein are as up to date as is reasonably possible and are subject to revision in the future. Neither Zumtobel AG nor any of its directors, officers, employees or advisors nor any other person makes any representation or warranty, express or implied, as to the accuracy or completeness of the information contained in this presentation. Neither Zumtobel nor any of its directors, officers, employees and advisors nor any other person shall have any liability whatsoever for loss howsoever arising, directly or indirectly, from any use of this presentation.

Whilst all reasonable care has been taken to ensure the facts stated herein are accurate and that the opinions contained herein are fair and reasonable, this document is selective in nature and is intended to provide an introduction to, and overview of, the business of Zumtobel AG. Where any information and statistics are quoted from any external source, such information or statistics should not be interpreted as having been adopted or endorsed by Zumtobel AG as being accurate.