

zumtobel group

Ist Quarter Results
Zumtobel Group 2007/08

September 18, 2007

QI 2007/08 key facts and figures

On track for double digit margin

Zumtobel Group

Continuing growth

Zumtobel Group:

- Revenues: 323,1 million Euros (+6,1%)

ZLD Division (+4,0%):

- Strong growth of Thorn

TridonicAtco Division (+10,1%):

- Further shift from magnetic to electronic ballasts
- LED activities +85%

Increasing profitability

Zumtobel Group:

- EBIT: 33,3 million Euros (+10,2%)
- EBIT-Margin: 10,3% (+40bp)
- ROCE: 17,8% (+170bp)

ZLD Division:

- Facilities in Australia consolidated
- Ground-breaking in Spennymoor (UK)

TridonicAtco Division:

- Positive mix- and volume-effect
- Productivity increase on track

Strong market position

Extending our leadership in innovation and technology

Zumtobel Group Award launched

Zumtobel Brand

- Humanergy Balance Campaign

Thorn Brand

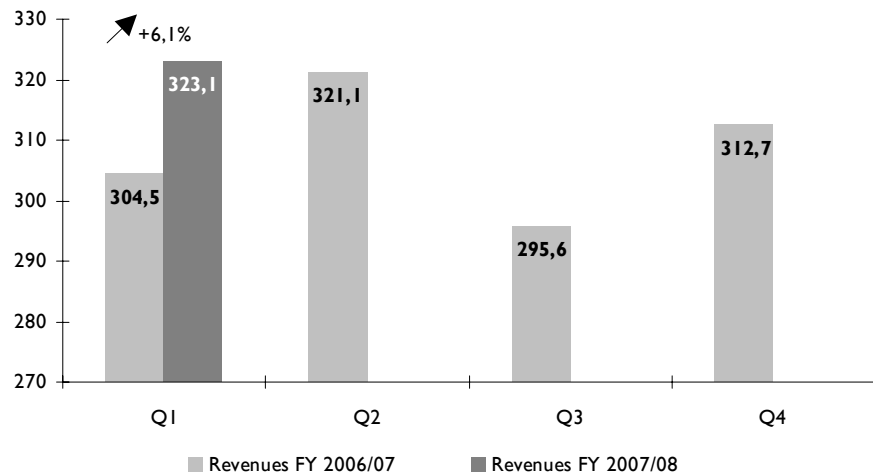
- PEC (Performance, Efficiency, Comfort)
- Thorn road truck

Tridonic Atco Division

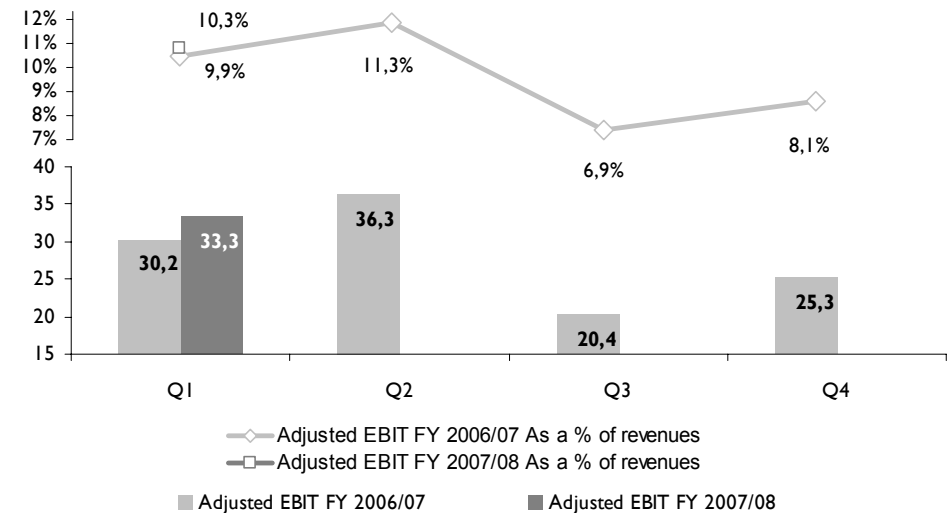
- Implementation of “new sales architecture”

Strong growth in revenues and adjusted EBIT

Zumtobel Group
Revenues in EUR million



Zumtobel Group
Adjusted EBIT* in EUR million

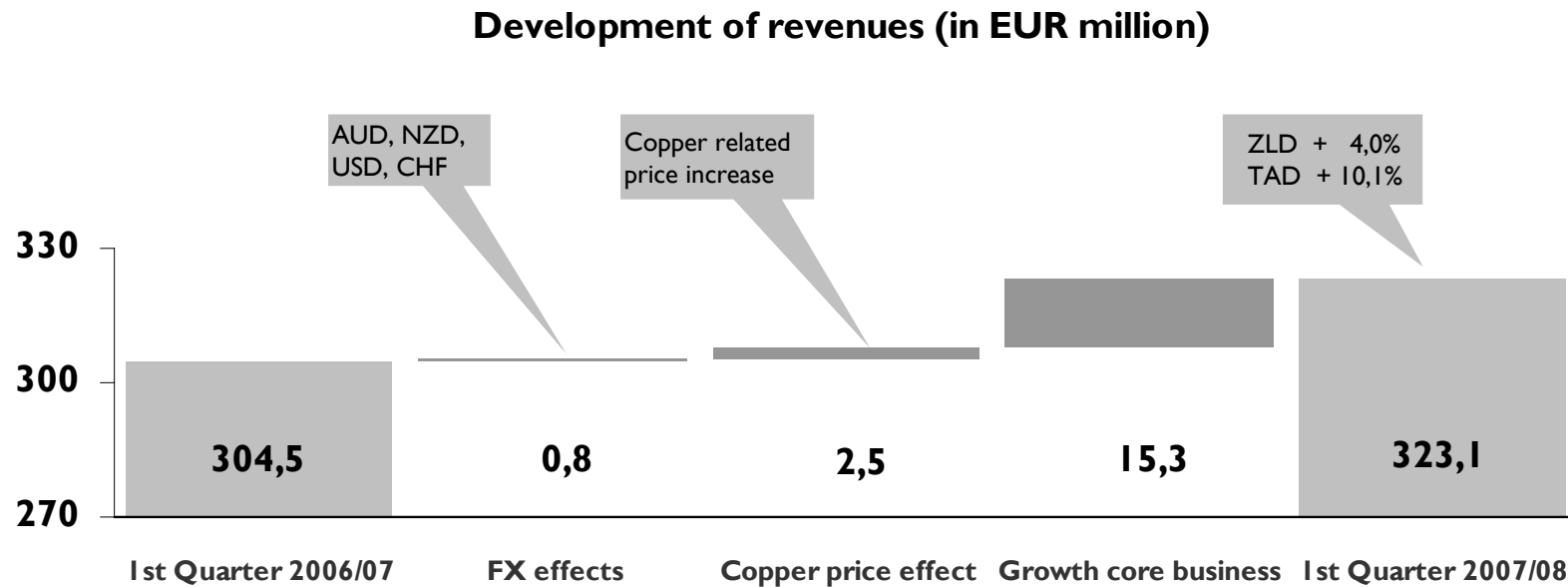


*) Reported EBIT adjusted from special effects

The comparable prior year figures were adjusted to reflect the application of IFRS 5 and IAS 19

Sales growth development

5% organic growth like-for-like

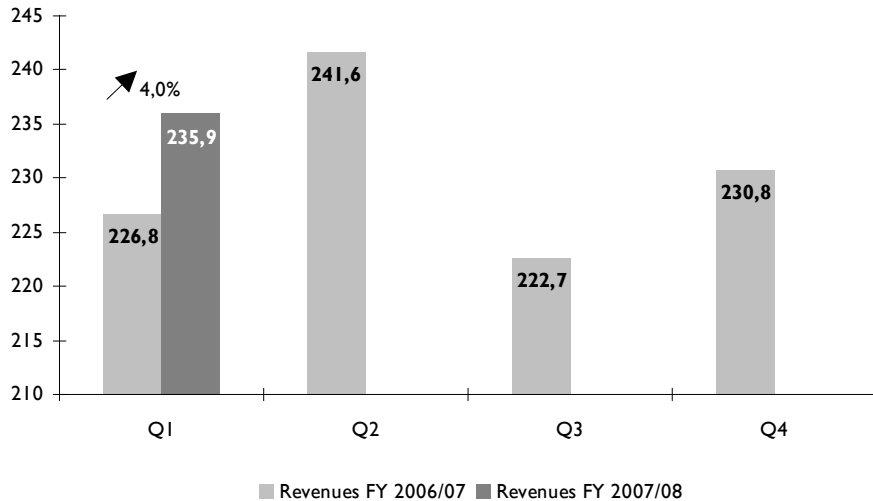


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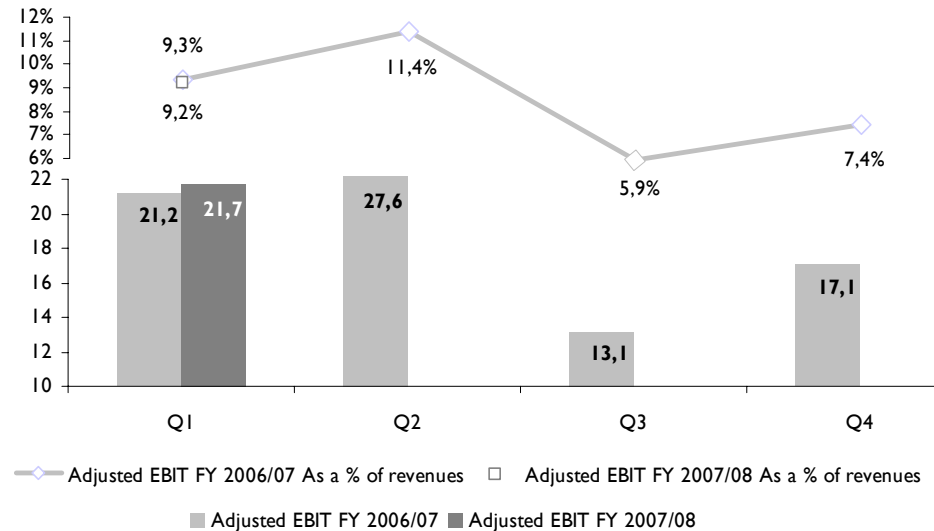
Segment reporting

Zumtobel Lighting Division

Zumtobel Lighting Division
Revenues in EUR million



Zumtobel Lighting Division
Adjusted EBIT* in EUR million



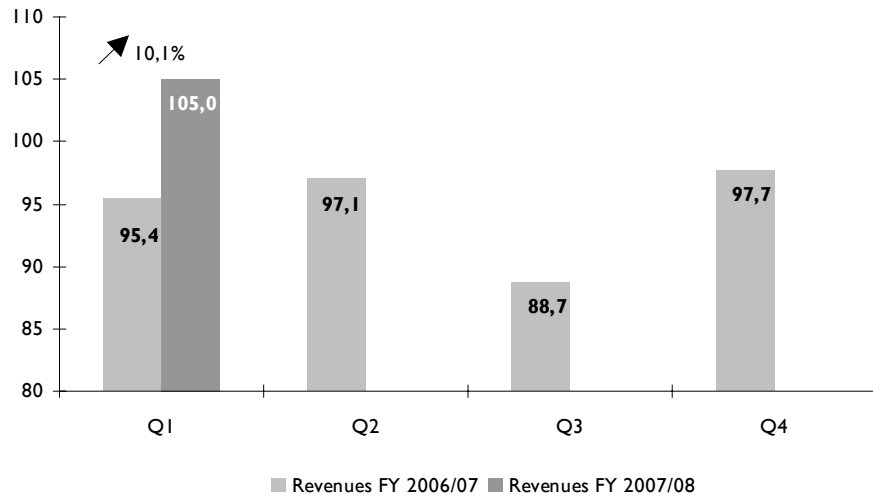
*) Reported EBIT adjusted from special effects

The comparable prior year figures were adjusted to reflect the application of IFRS 5, 14 and IAS 19

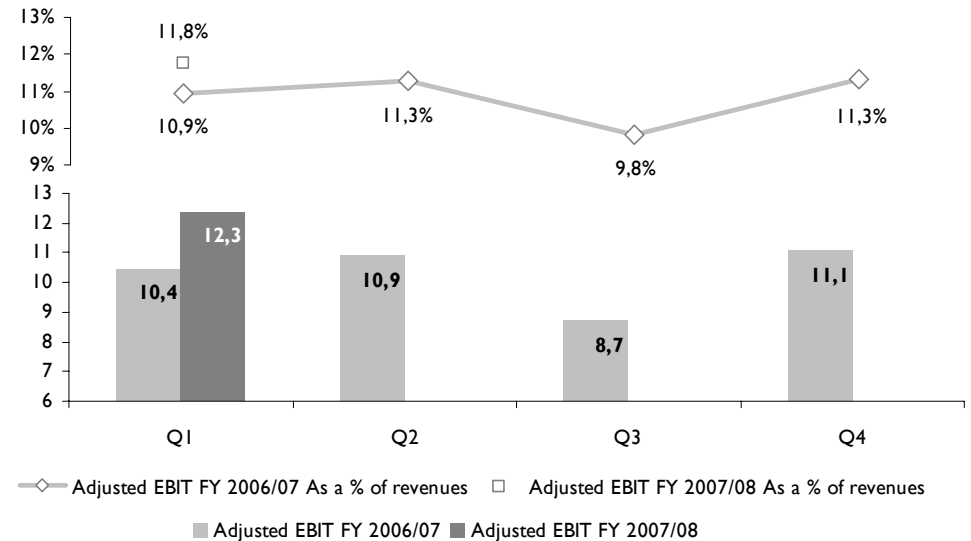
Segment reporting

TridonicAtco Division

TridonicAtco Division
Revenues in EUR million



TridonicAtco Division
Adjusted EBIT* in EUR million



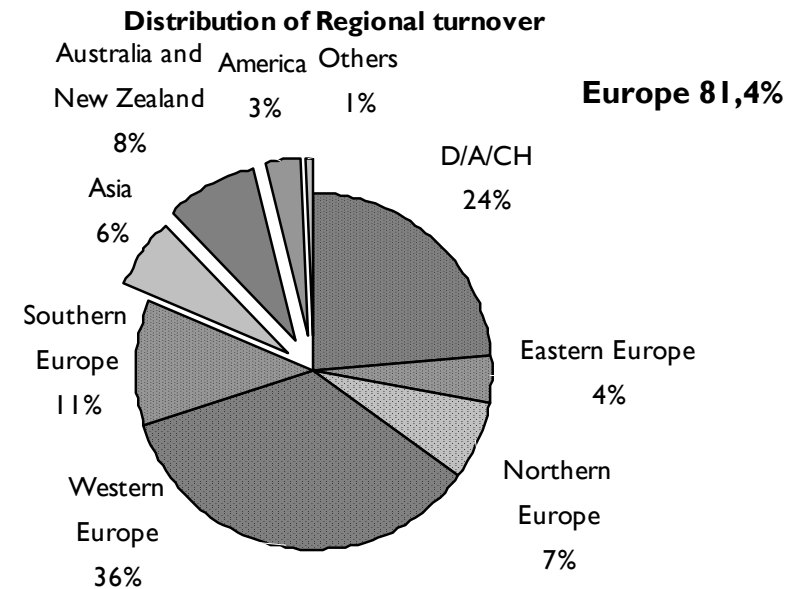
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Segment reporting: Regional trends

Dynamic growth in core market

in EUR million	1st Quarter 2007/08	
	Growth	Revenues
D/A/CH	2,0%	75,8
Eastern Europe	-0,3%	14,2
Northern Europe	-2,2%	22,8
Western Europe	15,9%	113,3
Southern Europe	13,7%	36,7
Europe	8,7%	262,9
Asia	-2,8%	20,5
Australia and New Zealand	-0,8%	27,0
America	-6,7%	9,8
Others	-23,5%	2,9
Total	6,1%	323,1



Growth drivers

- Thorn UK back to growth
- Europe growth 8,7 %
- LED activities: +85%

Growth issues

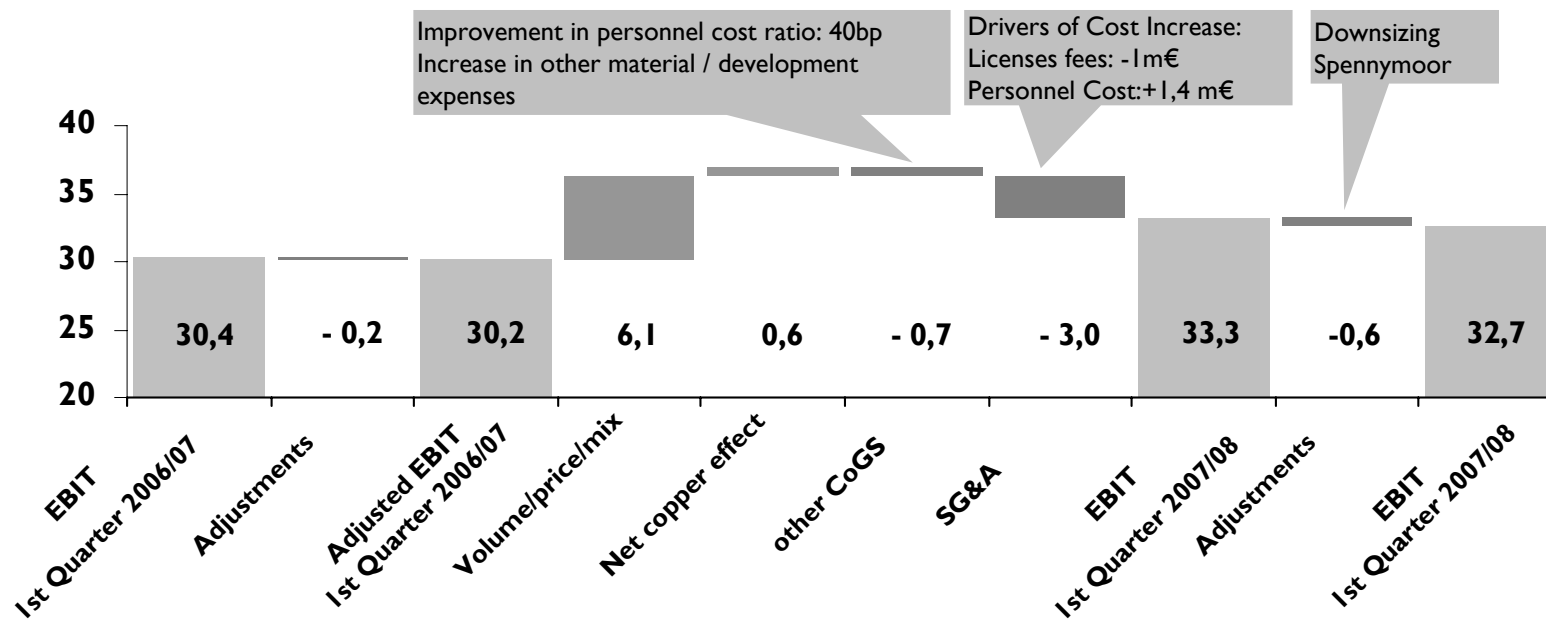
Asia / Eastern Europe / America:

- High volatility due to project business
Recovery expected during financial year 2007/08

Q1 EBIT development

Continuing margin improvement

Development adjusted EBIT (in million EUR)



The comparable prior year figures were adjusted to reflect the application of IFRS 5 and IAS 19

Income Statement

Strong operating performance

in EUR million	Ist Quarter 2007/08	Ist Quarter 2006/07*	Change in %
Revenues	323,1	304,5	6,1
Cost of goods sold	-200,5	-188,1	-6,6
Gross profit	122,6	116,5	5,2
As a % of revenues	37,9	38,2	
SG&A expenses adjusted from special effects	-89,3	-86,3	-3,5
Adjusted EBIT	33,3	30,2	10,2
As a % of revenues	10,3	9,9	
Special effects	-0,6	0,2	<-100
EBIT	32,7	30,4	7,7
Financial results	-4,7	-11,2	58,3
Profit before tax	28,0	19,1	46,3
Income taxes	-2,9	7,8	<-100
Net profit for the period from discontinued operations	0,0	0,7	<-100
Net profit for the period	25,1	27,6	-9,0
thereof due to shareholders of the parent company	24,9	27,6	-9,8
Earnings per share (in EUR)	0,56	0,63	-11,1

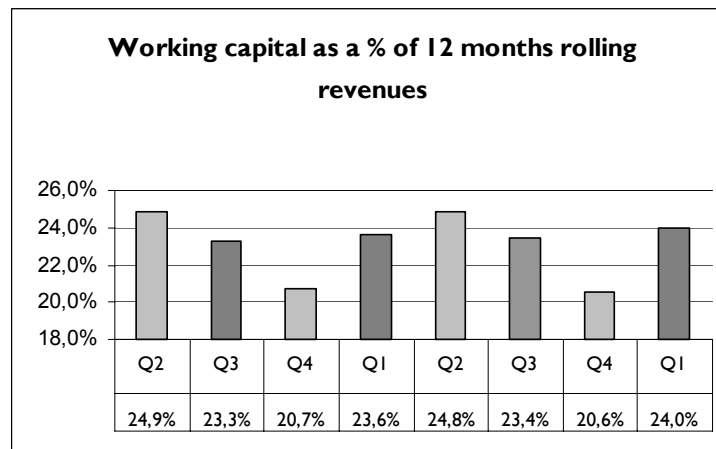
One-time expenses:
-2,3 m€ breakage costs
-3,4m€ valuation (TIR convertible bond and derivatives)

One-time effects:
Tax income 11,7m€ from deferred tax assets

The comparable prior year figures were adjusted to reflect the application of IFRS 5 and IAS 19

Seasonal growth of Working Capital

in EUR million	31 July 2007	31 July 2006	30 April 2007
Total assets	1.147,0	1.081,2	1.145,4
Net debt	203,1	235,6	185,7
Equity	447,1	410,5	441,6
Equity ratio in %	39,0	38,0	38,6
Gearing in %	45,4	57,4	42,1
Average capital employed	648,5	623,7	647,4
Investments	10,2	10,7	54,3
Working capital	300,7	285,0	253,7
As a % of rolling 12 month revenues	24,0	23,6	20,6



The comparable prior year figures were adjusted to reflect the application of IFRS 5 and IAS 19

Cash flow Statement

Seasonal cash out flow

in TEUR	1st Quarter 2007/08	1st Quarter 2006/07
Cash flow from operating results	41.522	38.627
Change in working capital	-44.471	-40.904
Change in other operating items	-4.509	1.081
Taxes paid	-1.530	270
Cash flow from operating activities	-8.988	-926
Cash flow from investing activities	-4.590	-13.979
FREE CASH FLOW	-13.578	-14.905
Change in net borrowings	920	-147.012
Capital increases	0	148.134
Share buyback	0	-2.145
Interest paid	-4.367	-8.316
Cash flow from financing activities	-3.447	-9.339
CHANGE IN CASH AND CASH EQUIVALENTS	-16.607	-24.286

The comparable prior year figures were adjusted to reflect the application of IFRS 5 and IAS 19

Top line growth approximately 6%

Growth 2-3 % above non-residential construction in European core markets

- Continuing growth in core markets
 - Euroconstruct forecast:
 - + 3% for the 7 most important European regions in 2007
 - + 2,5% for 2008 and 2009
- „New Markets“ like CEE and Asia will catch up during financial year
- No impact of US sub-prime market volatility visible
- Increasing importance of light:
 - Focus on energy efficiency (CO2 –discussion) and human aspects
 - Greater readiness to invest in innovative and higher value lighting systems

On track for double digit margin

Further improvement of profitability

- Contribution from additional revenues
- Further improvement of sales efficiency
- Further cost optimisation in supply chain and harvesting effects from past investments
- Invest in upgraded manufacturing facilities (ground-breaking in Spennymoor, Australia)

Further improvement of our market position

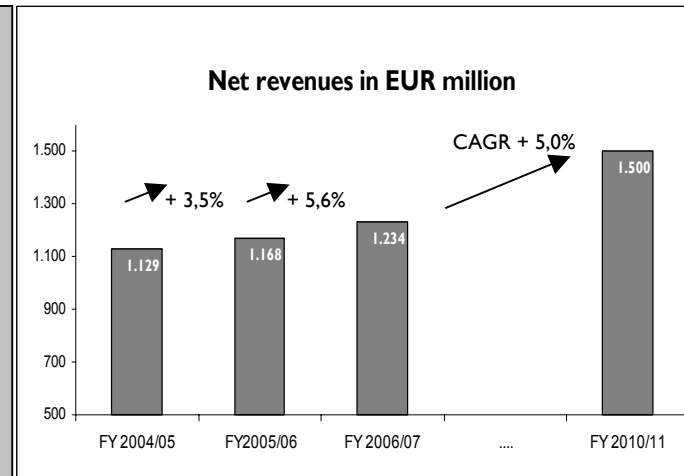
- Further upgrading of product portfolio by increased R&D spending
- Continue investments in sales network
- Increase of personnel skills and customer retention through international academies in all brands

Mid-term targets

We confirm our targets on growth and profitability

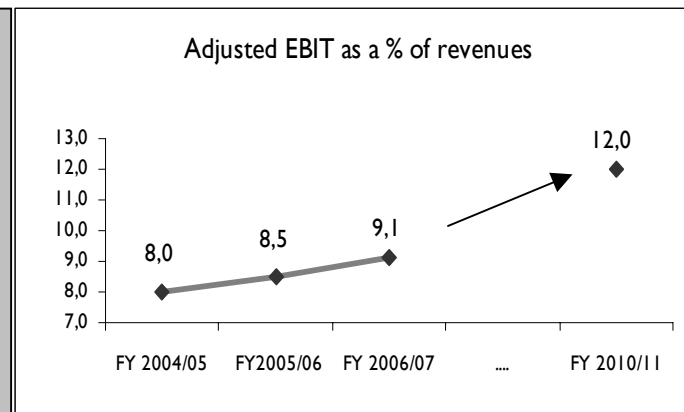
Growth targets

- **5-6% growth in revenues in FY 2007/08**
- **Mid-term (FY 2010/11) target of 1,5 bn EUR**
- **Mid-term goal for LED : EUR 100 million revenues**
- **Additional upside from potential acquisitions**



ROS targets

- **Targeting 10% operating EBIT-margin for FY 2007/08**
- **Mid-term blue sky scenario: 12% operating EBIT-margin**



Financial Calendar

- **Tues, Sept. 18, 2007** **1st Retail Investor Event in Vienna**
- **Fri, Dec. 07, 2007** **Interim Financial Report 2007/08**
(May, 01 - October, 31)
- **Tues, March 18, 2008** **3rd Quarterly Report 2007/08**
(May, 01 - January, 31)
- **Wed, April 09, 2008** **Capital Market Day in Frankfurt**
(Germany)



Back-up

Optimisation of Real Estate Portfolio

Scope of project LITE

- Streamline balance sheet to pursue a more asset light approach
- Free up cash from unnecessary real estate assets
- Eliminate facilities which are outdated or an ongoing cost burden

Use of Proceeds

- Deleveraging
- Funding of Acquisitions
- Funding of Dividends

Financial Impact spread until April 08

- Cash generated: 30m€ with upside
- One time EBIT impact : 20m€ with upside

Project LITE was announced on October 27, 2006

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	2,4
Somersby plant sold	AUS	3,0	1,3
Rome old office sold	IT	0,8	0,5
Oslo	NO	2,6	0,6
Accounting Effect Fy 2006/07		4,3	0,7
Lindau	D	0,7	0,4
Accounting Effect Q1 2007/08		0,7	0,4
Smithfield plant	AUS	6,7	3,0
Accounting Effect Q2 2007/08		6,7	3,0

Zumtobel Group expands business in India

- Zumtobel Group acquires 60% of shares in Thorn India Pvt.Ltd. (Mai 2007)
- Acquisition of remaining shares to take place in 2010
- Current management continues business
- Current revenues total nearly EUR 6 million
- Majority holding completes growth strategy in Asia
- India:
 - Market volume of more than EUR 400 million
 - Eleventh largest sales market
 - Economic boom in 2006 with a plus of 9.2% (OECD)

Disclaimer

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