



Focussing on  
value added  
products and  
services

**Cautiously optimistic for H2 2010**

First-Half Results 2010

Frank Dorjee (CEO)

## Headlines H1 2010<sup>1</sup>

### Tentative signs of underlying recovery:

Organic growth:	1.9%	First growth since H1 '08
Volume:	-0.6%	(Q1: -2.5%; Q2: +0.9%)
Operating result:	€ 34 million	(-17%; unch. vs. H2 '09)
Operating margin <sup>2</sup> :	3.1%	(-60bp; -10bp vs. H2 '09)
Result for the period:	€ 20 million	(+3%)
Earnings per share:	€ 0.36	(-12%, due to share issue in '09)
Operating working capital ratio:	16.6%	(+80bp, underlying improvement)
Operating cash flow:	€ (17) million	(Nmf)
Net debt:	€ 337 million	(+14%)

### Outlook for 2010:

- Tentative signs of underlying recovery with respect to industrial related cable activities, construction related cable activities in Asia and communication cable activities
- Draka expects operating profit (excl. non-recurring items) to increase in H2 compared to H1 2010, provided international confidence continues to recover

<sup>1</sup> All figures excluding non-recurring items.

<sup>2</sup> EBIT divided by revenue at constant copper prices.

## Agenda

- Business environment
- Strategy
- Update cost measures
- Financial Results H1 2010
- Financial Position
- Result per group
- Outlook 2010

## Business environment

## US and European markets stabilising, others are growing

### Market conditions comparable to H2 2009

- Cable markets in Europe and US are bottoming out; continued growth in Emerging Markets
- Market conditions remain highly competitive
- Increase in raw material prices (polymers) had adverse effect on margins
- Construction related cable activities are still down, but improving vs. H2 2009
- Demand for automotive cable and fiber in line with good level H2 2009
- Encouraging signs in specialty cable; already recovery in datacom cable

## Strategy

## In practice, Draka's strategy...

- Focus on **high margin, value added**, cable products, services & solutions
- Undiminished efforts to lower cost base further (lean manufacturing, factory footprint)
- Continued focus on free cash flow generation and capital discipline
- Use available funds to invest in growth areas (products and geographical markets)

## ...is already paying off in H1 2010

	H1 2009	H2 2009	Q1 '10	Q2 '10	H1 2010
Volume	-20.2%	-15.7%	-2.5%	+0.9%	-0.6%
EBIT	41.0	34.3			34.0
- <i>Margin<sup>1</sup></i>	3.7%	3.2%			3.1%

Positive volume development in Q2 (first since H1 '08) and margins are holding up

<sup>1</sup> EBIT divided by revenue at constant copper prices

## Update cost measures

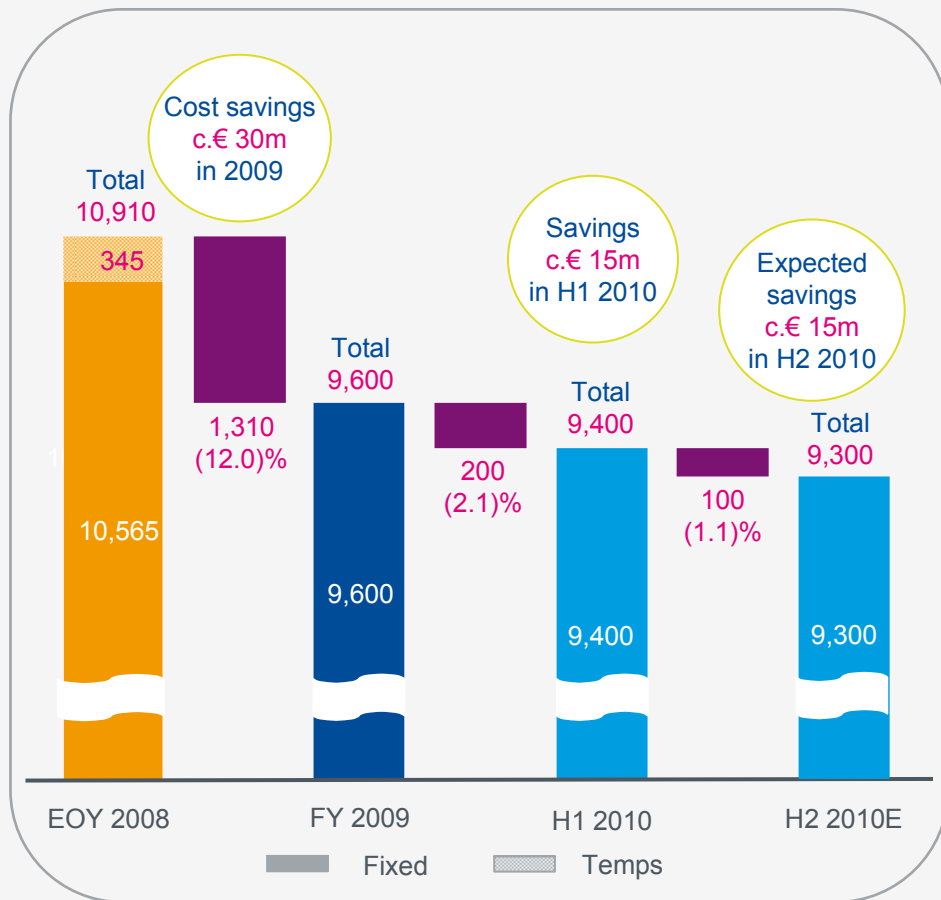


## Cost measures on track

### Actions

- **Factory closures in Europe:**
  - Ystad (Sweden) finalised
  - Arnes (Norway) finalised at EOY
- **Other initiatives:**
  - Overhead reduction
  - Further downscaling Automotive and Wire & Cable Assemblies
- **Cost:**
  - Costs in '10: € 25m of which € 3m in H2 '10
- **Savings:**
  - Annual savings '10: c.€ 30m of which €15m in H2 '10
  - Total savings '09 & '10: € 60m; pay back period: 1.6 years

### Development headcount since '08



## Financial Results H1 2010

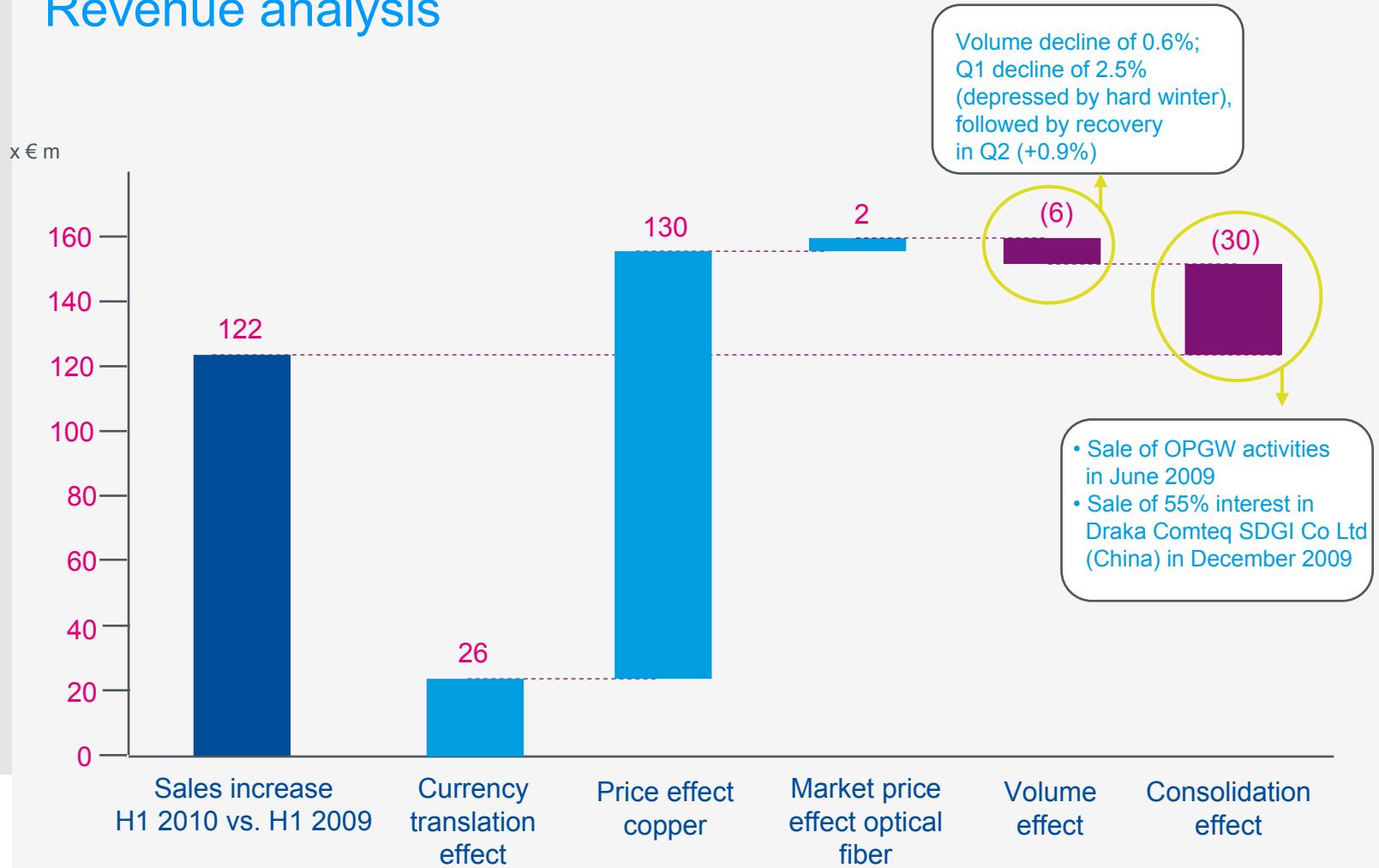
## Key figures (vs. H1 2009 and sequential)<sup>1</sup>

(x €m)	H1 2010	H1 2009	▲ %	H2 2009	▲ %
Revenues	1,144	1,022	12	1,027	11
- at constant copper price	1,099	1,112	(1)	1,056	4
EBITDA	65.1	71.8	(9)	66.4	(2)
<i>EBITDA-margin<sup>2</sup></i>	5.9%	6.5%	(60)bp	6.3%	(40)bp
EBIT	34.0	41.0	(17)	34.3	(1)
<i>EBIT-margin<sup>2</sup></i>	3.1%	3.7%	(60)bp	3.2%	(10)bp
Result for the period	20.0	19.4	3	28.9	(31)
EPS (€)	0.36	0.41	(12)	0.60	(40)
Operating cash flow	(17.3)	74.7	NMF	114.5	NMF

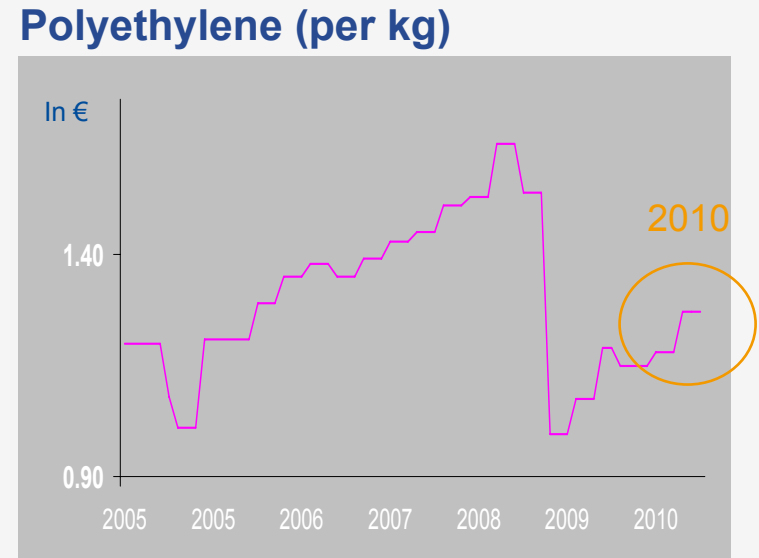
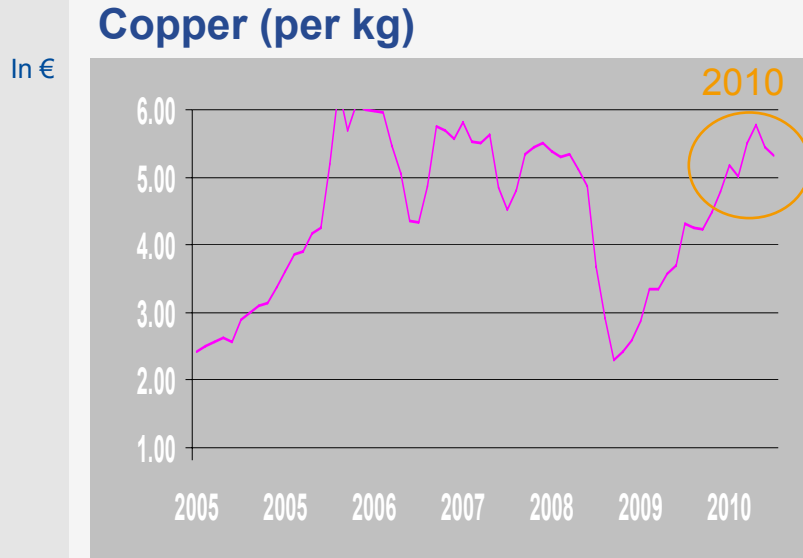
<sup>1</sup> Excluding non-recurring items of net € 18.5 million negative in H1 2010 (restructuring charges) and net € 17.9 million negative in H1 2009

<sup>2</sup> Margins calculated on revenue at constant copper prices

## Revenue analysis

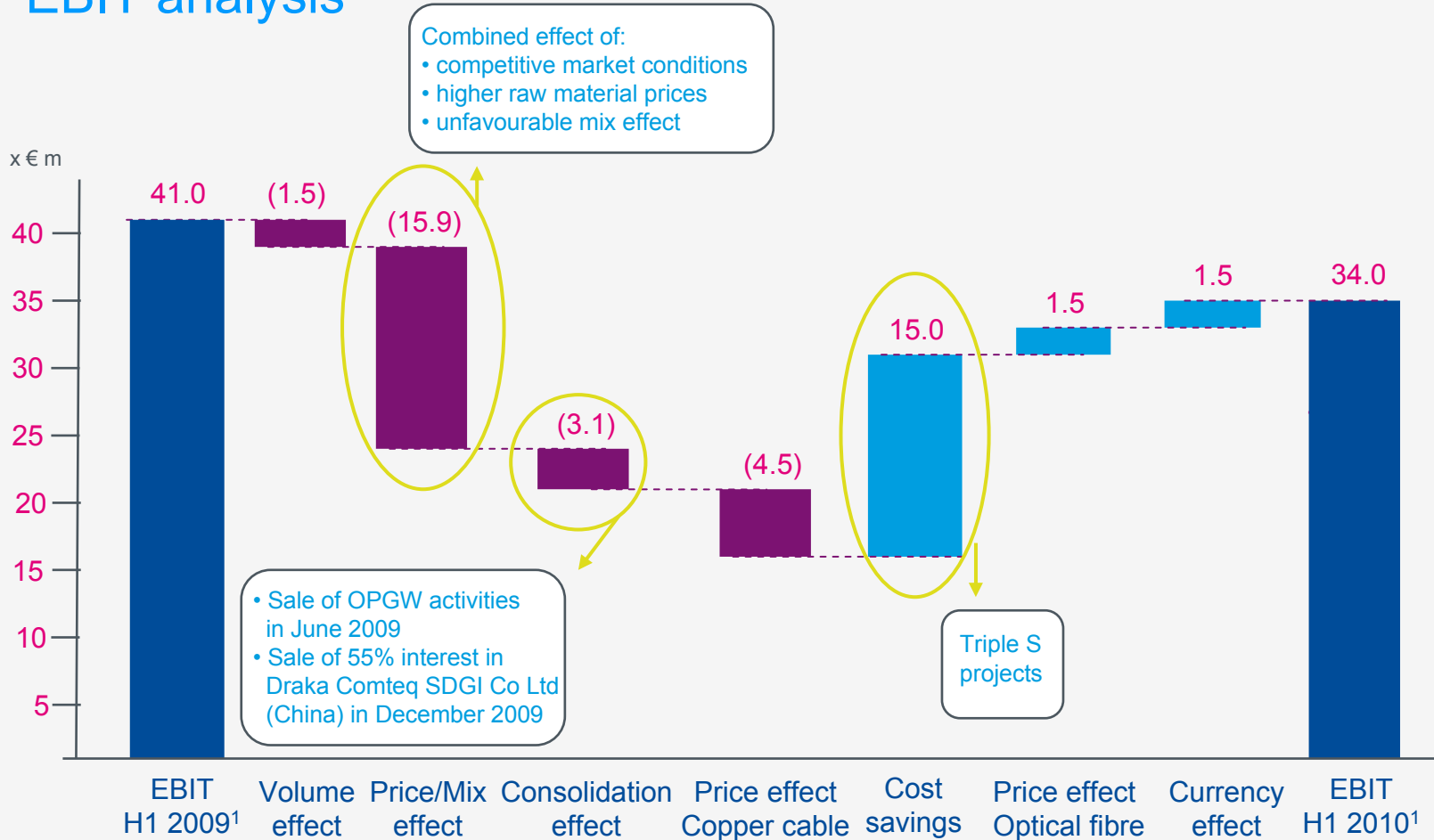


## Raw material price development



- Copper price almost back on record high level reached in 2006, or 25% increase on average vs. H2 2009
- Further increase in polymer prices (18% vs. H1 2009) had adverse impact on margins

## EBIT analysis



<sup>1</sup> Excluding non-recurring items of € 21.8 million negative in H1 2010 and € 17.9 million negative in H1 2009

## Financial Position

## Highlights

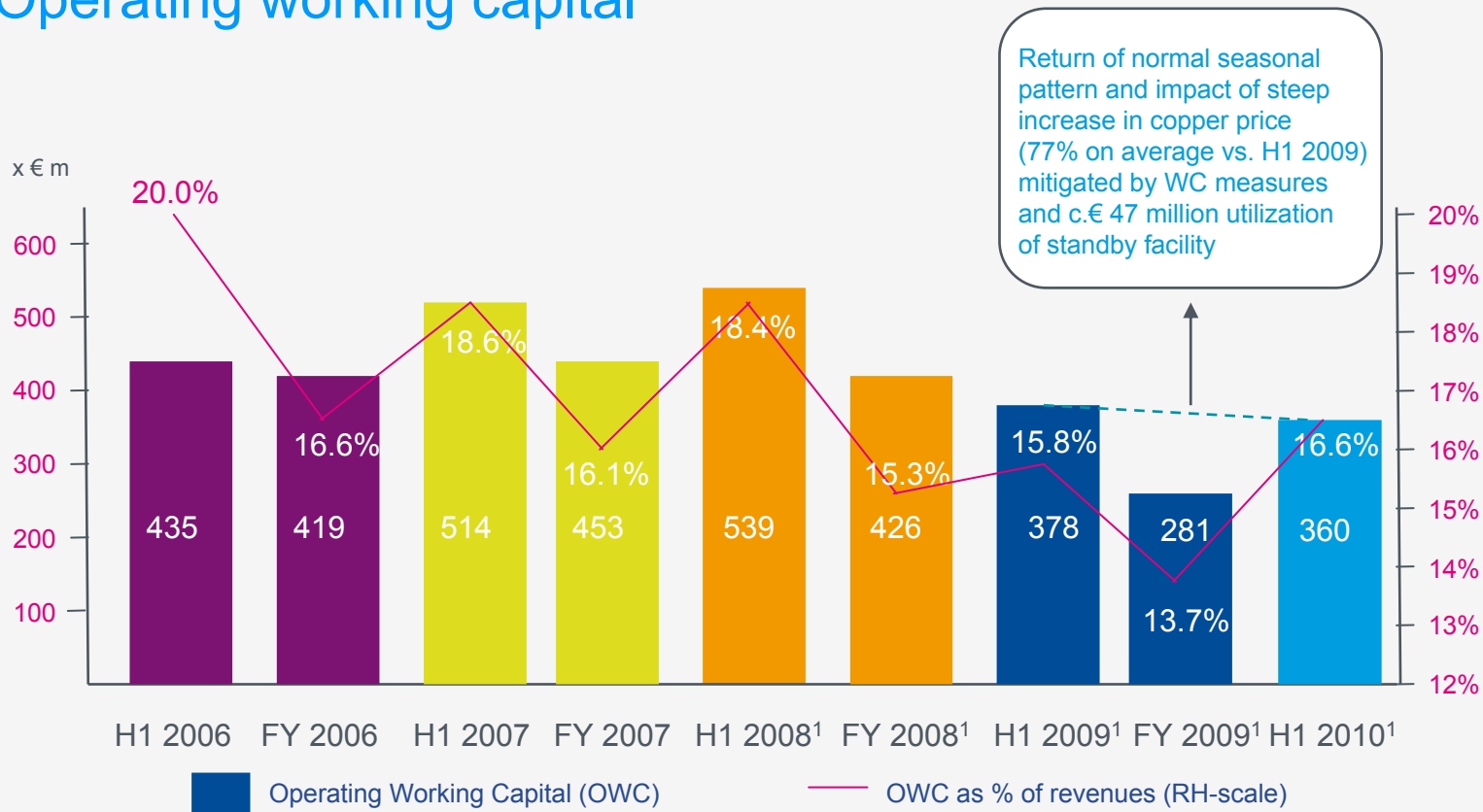
	H1 2010	H1 2009	Δ
• Operating working capital	€ 360 million	€ 378 million	€ (18) million
• Operating working capital ratio	16.6%	15.8%	80bp
• Operating cash flow	€ (17) million	€ 75 million	€ (92) million
• Investments	€ 13 million	€ 21 million	€ (8) million
• Depreciation	€ 31 million	€ 31 million	-
• Net debt (incl. leases)	€ 337 million	€ 477 million	€ (140) million
• Net debt / EBITDA	2.41	2.89	-48bp
• Equity	€ 595 million	€ 471 million	€ 124 million
• Equity / Total assets	32.6%	28.5%	410bp
• Net gearing	57%	101%	(4400)bp



## Cash Flow Statement

(x €m)	H1 2010	H1 2009	2H 2009
Result for the year	2	7	(23)
Depreciation, amortisation	31	31	32
Operating working capital	(47)	50	93
Others (interest, tax, provisions)	<u>(3)</u>	<u>(13)</u>	<u>12</u>
Net cash from Operating Activities	(17)	75	114
Net cash used in Investments	<u>(12)</u>	<u>(8)</u>	<u>(28)</u>
Cash flow	(29)	67	86
Net cash from Financing	<u>30</u>	<u>(92)</u>	<u>(34)</u>
Net cash flow	1	(25)	52

## Operating working capital

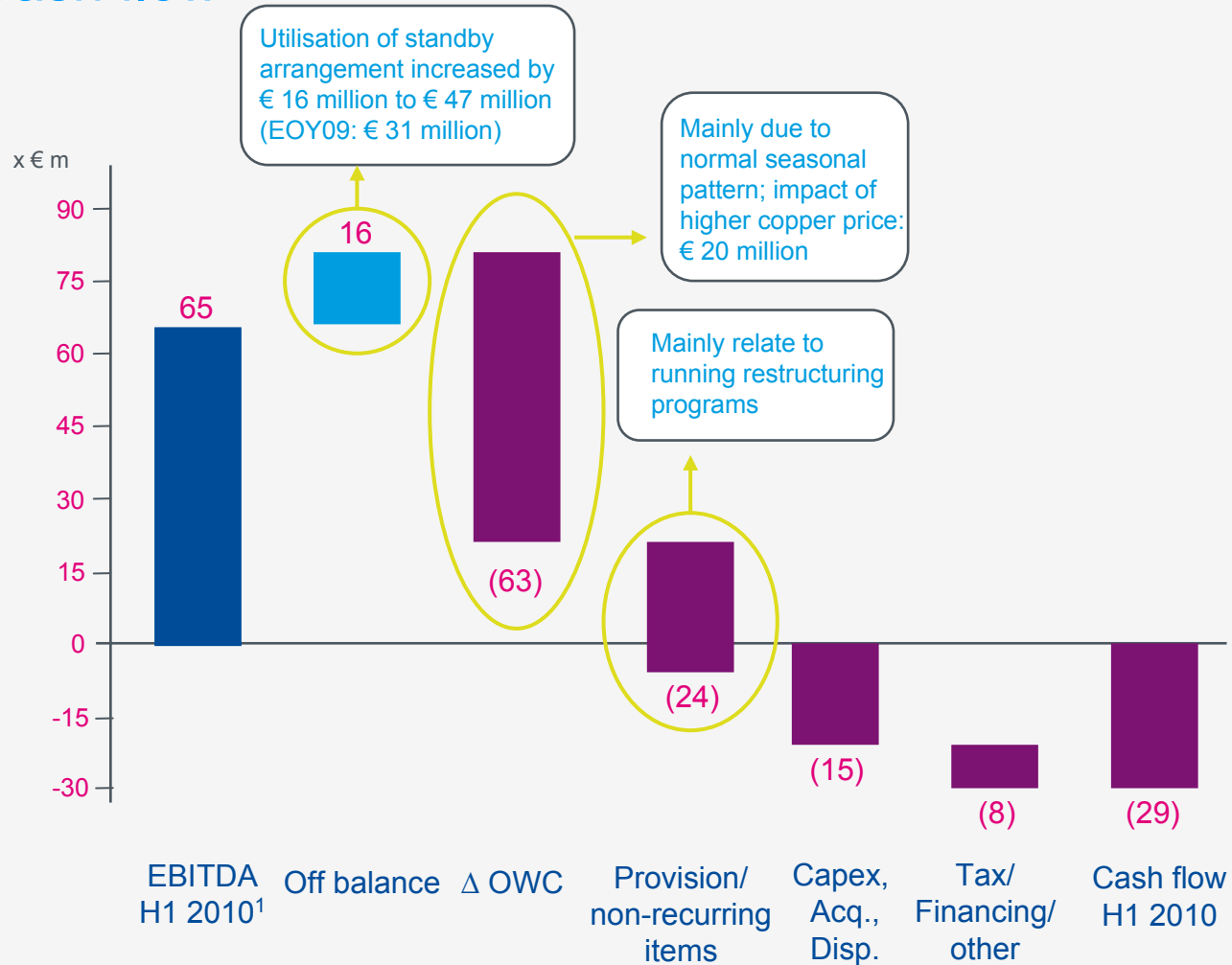


Based on annualised 3 months revenues, OWC ratio improved to 16.4% in H1 2010 (H1 2009: 17.8%)<sup>2</sup>

<sup>1</sup> Restated for proportionate consolidation of joint ventures

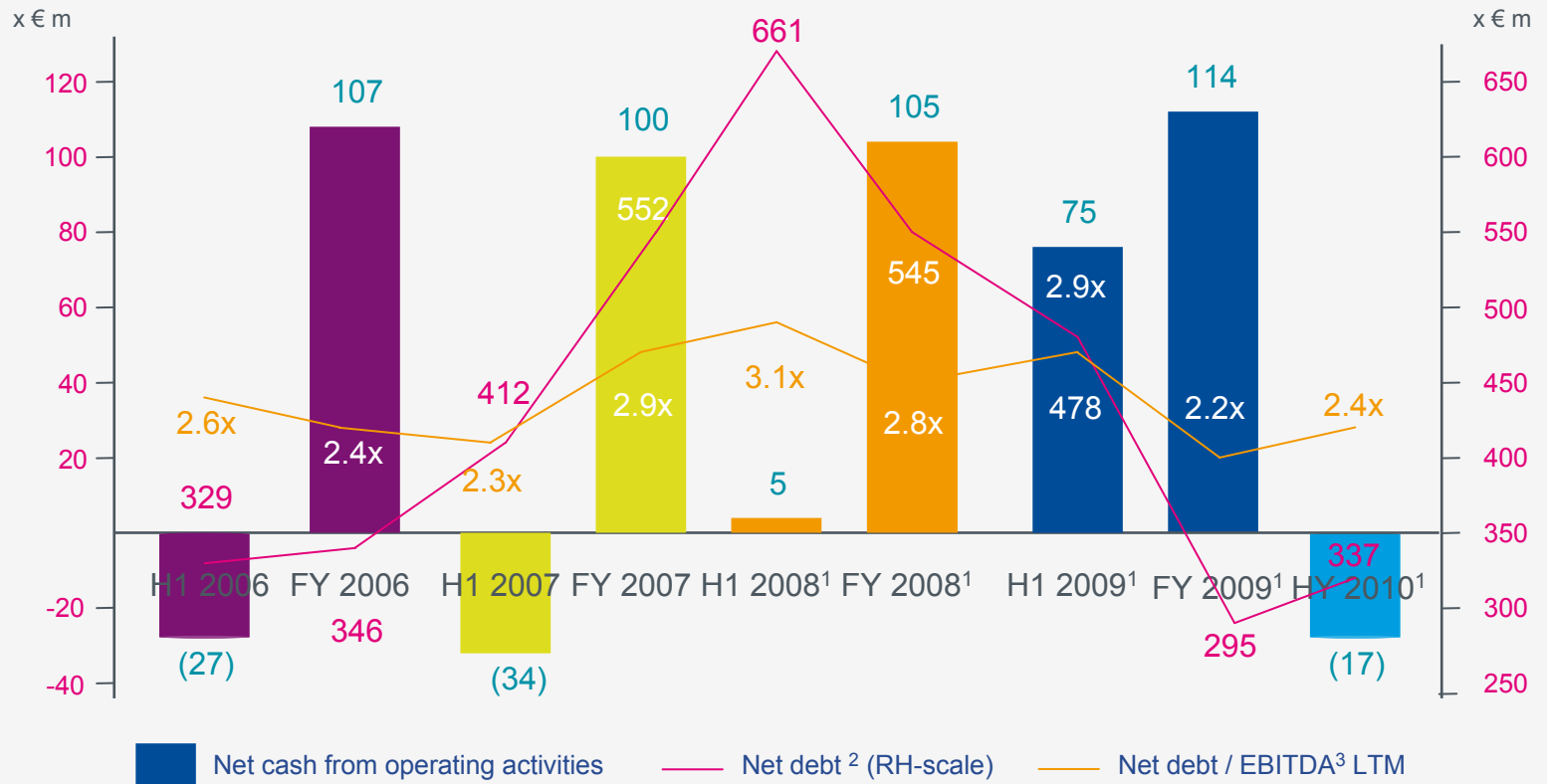
<sup>2</sup> Excluding standby facility

## Cash flow



<sup>1</sup> Excluding non recurring items

## Cash from operating activities & Net interest bearing debt

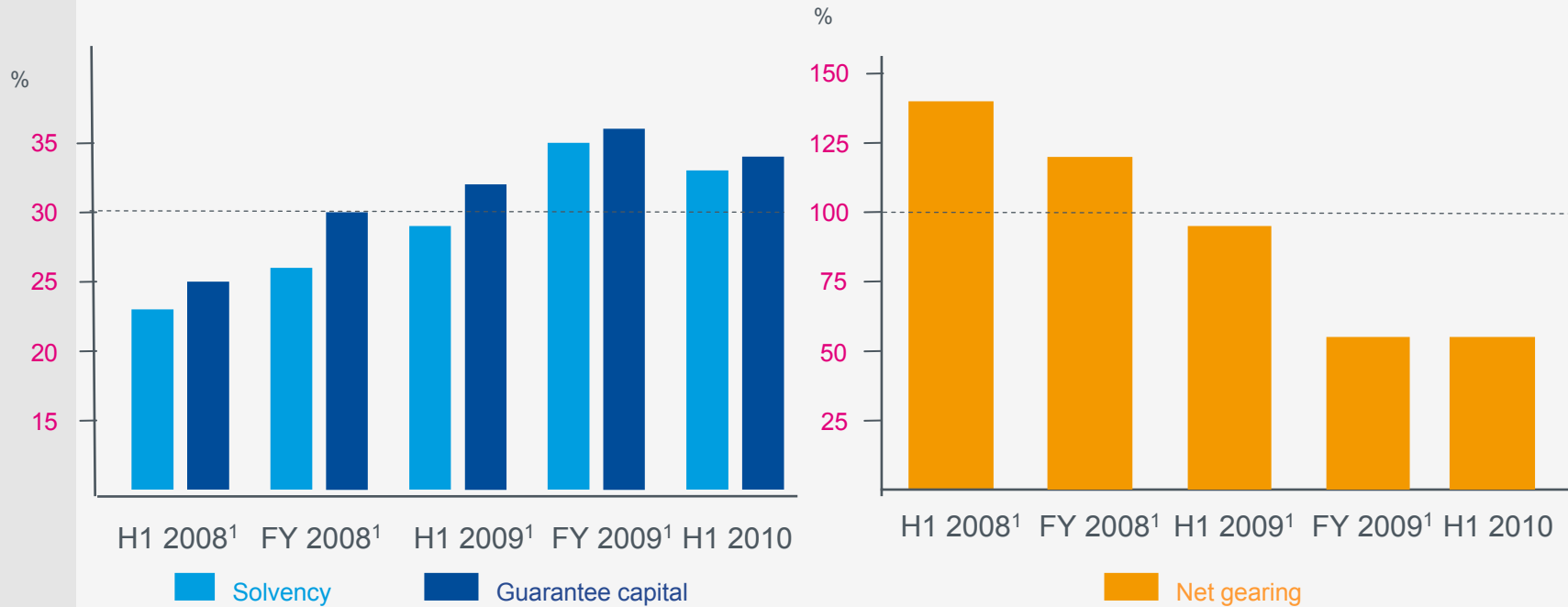


<sup>1</sup> Restated for proportionate consolidation of joint ventures

<sup>2</sup> Net debt: incl. convertible bond loan at nominal value

<sup>3</sup> Excluding non-recurring items

## Balance sheet ratios



All capital ratios remain well in comfortable zone

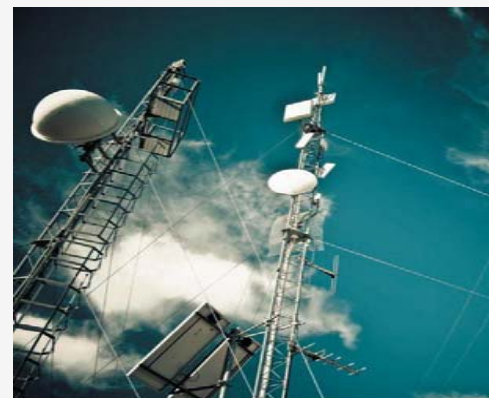
## Result per group



Draka Energy & Infrastructure



Draka Industry & Specialty



Draka Communications

## Revenue & EBIT

(x €m)	Revenue <sup>1</sup>				EBIT <sup>2</sup>			
	H1 2010	H1 2009	▲ %	H2 2009	H1 2010	H1 2009	▲ %	H2 2009
Energy & Infrastructure	385	395	(3)	356	13.7	18.3	(25)	13.5
Industry & Specialty	335	345	(3)	321	11.6	20.6	(44)	12.8
Communications	379	372	2	379	17.2	9.8	76	16.9
Others	-	-	-	-	(8.5)	(7.7)	10	(8.9)
<b>Total</b>	<b>1,099</b>	<b>1,112</b>	<b>(1)</b>	<b>1,056</b>	<b>34.0</b>	<b>41.0</b>	<b>(17)</b>	<b>34.3</b>

<sup>1</sup> Revenue at constant copper prices. Due to reclassification of (OEM) revenues between E&I and I&S, revenues in H1 2009 and H2 2009 have been restated

<sup>2</sup> Excluding non-recurring items of € 21.8 million negative in H1 2010 and € 17.9 million negative in H1 2009

## Volume & EBIT development

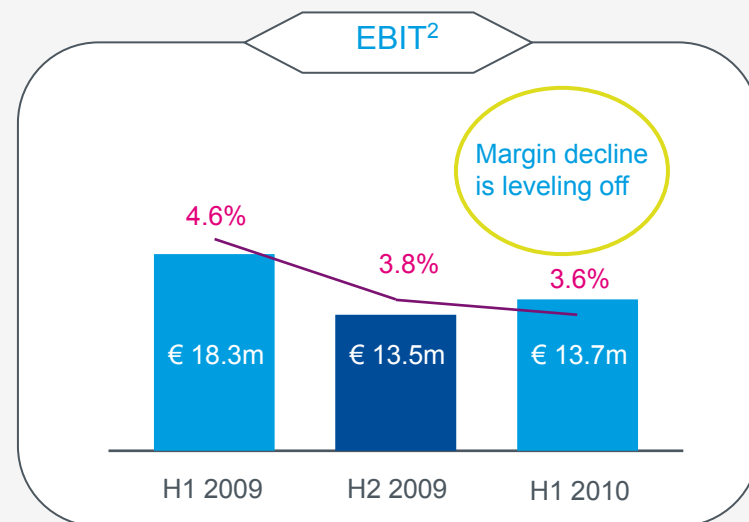
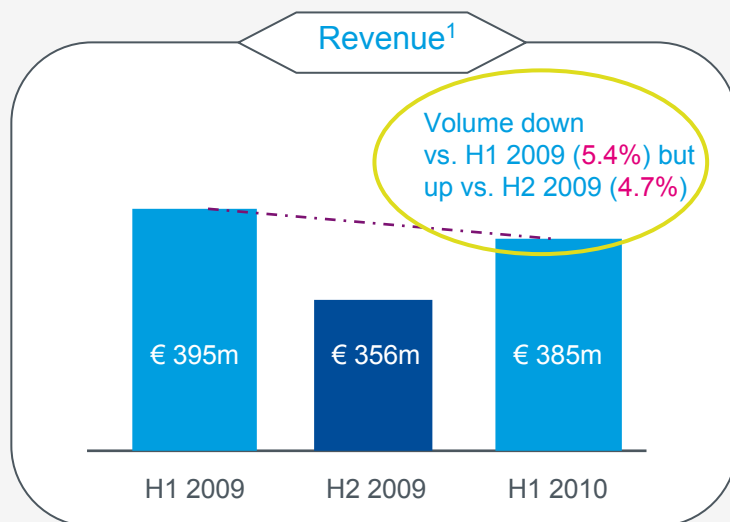
	Volume ▲%				▲% in EBIT <sup>1</sup> (sequential)		
	Q1 2010	Q2 2010	H1 2010	vs. H2 2009	H1 2009	H2 2009	H1 2010
Energy & Infrastructure	(9.9)	(1.2)	(5.4)	4.7	(31.5)	(26.2)	1.5
Industry & Specialty	(9.4)	0.6	(4.4)	0.6	(25.1)	(37.9)	(9.4)
Communications	12.8	3.6	8.4	(3.3)	(33.8)	72.4	1.8
Total	<u>(2.5)</u>	<u>0.9</u>	<u>(0.6)</u>	<u>0.6</u>	<u>(34.3)</u>	<u>(16.3)</u>	<u>(0.9)</u>

- Volume is growing again since Q2 2010 (yoy) and sequential since H1 2010
- EBIT growth is on the verge to become positive again

<sup>1</sup> Excluding non-recurring items of € 21.8 million negative in H1 2010 and € 17.9 million negative in H1 2009



## Energy & Infrastructure



### Headlines

- European construction market stabilizing, except for the Benelux
- Level of construction activity recovering strongly in Asia-Pacific after weak first quarter
- Lower volume, in line with market trend, but market share retained
- Cost-reduction measures on schedule, closure of plant in Ystad (Sweden) completed
- Continuing focus on new segments and high-margin products

<sup>1</sup> At constant copper prices. Due to reclassification of (OEM) revenues between E&I and I&S, revenues in H1 2009 and H2 2009 have been restated (respectively € 14.5 million and € 15.6 million positive)

<sup>2</sup> Excluding non-recurring items. EBIT margins calculated on revenue at constant copper prices

## Market developments in Europe

	%-of sales	Residential volume	Commercial volume	Infrastructure volume	Industry volume	Margin	Outlook / trend vs. H1 2010
Benelux	c.20%	-	-	+/-	-	-	-
UK	c.15%	+/-	-	+/-	+/-	+/-	+/-
France	5-10%			+/-		+/-	+/-
Spain	10-15%	+/-	+/-	-	+/-	+/-	+/-
Sweden	5-10%	+/-	+/-	+/-	+/-	+/-	+/-
Finland	c.10%	+/-	+/-	+/-	+/-	+/-	+/-
Norway	5-10%	+/-	+/-	+/-	+/-	+/-	+/-
Denmark	<5%	+/-	+/-			+/-	+/-
Baltic's	<5%	+/-	+/-	+/-		+/-	+/-
CZ and East	c.5%	+/-	+/-			+/-	+/-

**Also in stabilising markets it is possible to generate profitable growth:**

- by continued focus on establishing partnerships and delivering value add services and solutions
- via introducing new value added products in existing markets (such as next generation halogen free fire retardant (HFFR) cable based on nano technology and products that reduces installation time)
- via expanding Draka's position in other market segments such as industrial and infrastructure with value added products and services such as HFFR medium voltage cable

Legend: Empty spot in matrix: no market relevance

For volumes: +/- = neutral

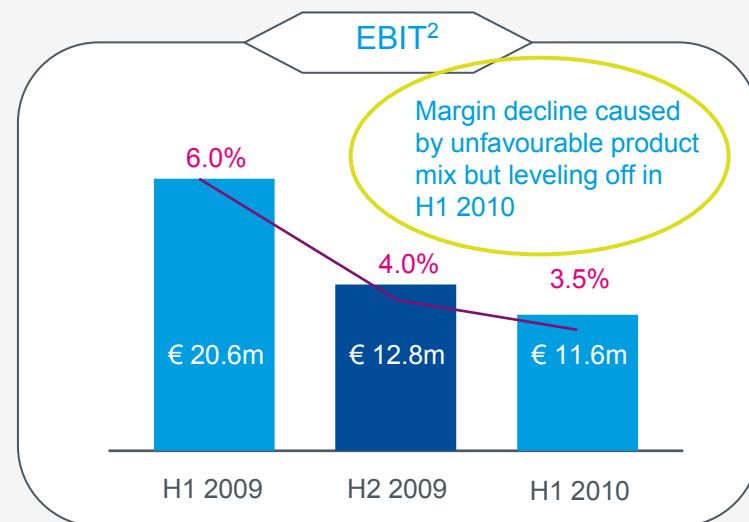
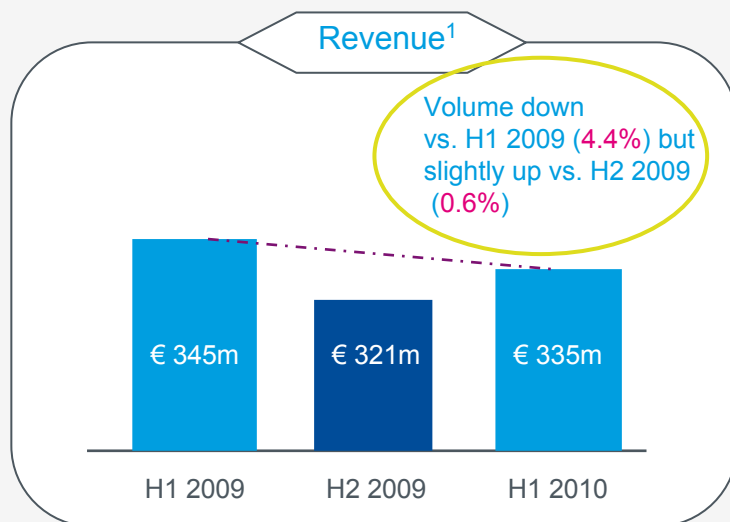
+ = +1-5 %

- = -1-5 %

++ = > 5 %

-- = < -5 %

## Industry & Specialty



### Headlines

- Results bottomed out in H1 2010; outlook encouraging, given cautious order recovery received by Industrial, Cableteq USA and Offshore
- Automotive & Aviation profited from rising demand and cost savings
- Results at elevator cable improved compared with H2 2009, but lower yoy
- Renewable energy: substantial growth expected in H2 2010, based on order intake

<sup>1</sup> At constant copper prices. Due to reclassification of (OEM) revenues between E&I and I&S, revenues in H1 2009 and H2 2009 have been restated (respectively € 14.5 million and € 15.6 million positive)

<sup>2</sup> Excluding non-recurring items. EBIT margins calculated on revenue at constant copper prices

## Divisions Industry & Specialty

### Automotive & Aviation

- **Automotive:** market growth is expected to continue in H2 but leveling off due to comparison reasons
- Focus on capturing profitable contracts and cost containment
- **Aviation:** cable demand expected to increase in H2 in line with Airbus' production schedule

### Cableteq USA

- **Defence, mass transit markets** expected to remain resilient in H2
- Position in **downhole reservoir management** cable strengthened by acquisition of PTM
- Via PTM entrance in promising **specialty tubing business** for natural gas reservoir applications

### Industrial

- **Wind power** recovery slower than expected in H1
- Significant growth expected in H2 driven by order book and market expectations
- **Solar:** strong demand in H1 to continue in H2
- Profit recovery expected in H2 driven by utilization and mix effect

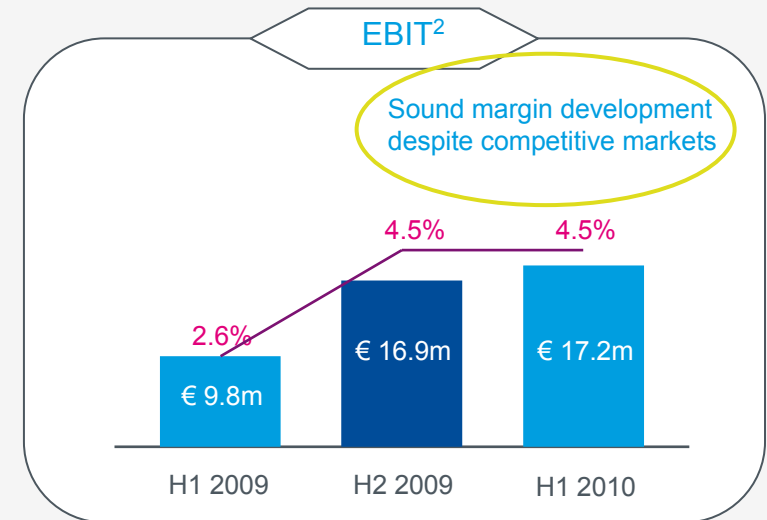
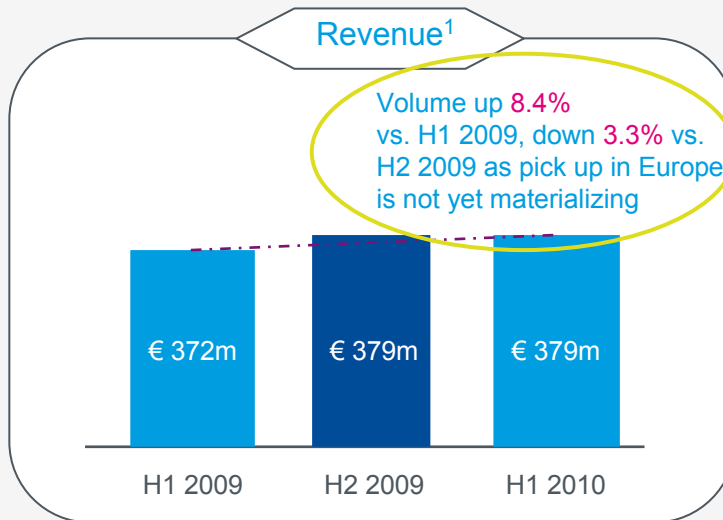
### Elevator Products

- **US and Europe:** no signs of recovery yet
- H2 expected to be in line with H1
- Focus on introducing innovative new products for refurbishment and modernisation projects
- Growing position in **China** will drive future growth

### Offshore

- **Oil & Gas** in H2 expected to be in line with H1
- **Shipbuilding:** signs of recovery in H2
- **Subsea:** increase in order intake

## Communications



### Headlines

- Strong performance: sustained growth in optical fiber demand and further cost savings
- Global optical fiber market stable at record level reached in 2009; modest growth in Europe and US compensated for modest fall in China
- European telecom operators rolling out FTTH projects; positive impact expected in H2
- Demand for data communication cable recovering, especially for high-end applications

<sup>1</sup> At constant copper prices

<sup>2</sup> Excluding non-recurring items. EBIT margins calculated on revenue at constant copper prices

## Market developments

### Telecom

#### Europe

- FTTH investments by incumbents increasing
- Order intake is picking up, positive for H2
- Market conditions remain competitive

#### USA

- Small growth in fiber cable demand
- Broadband stimulus program led not (yet) to additional demand
- Incumbents invest in backbone networks

#### Asia/Brazil

- Slight volume decline in China after record level
- Brazilian market: sound growth in demand

### Optical fiber

- Worldwide demand stabilizing at 2009 levels
- Growth in Europe, US and Brazil
- Slight decline in China
- Continuing shift towards higher value add fiber types, for high end applications

World fiber demand	2009	2010LE
USA	-15%	c. +0-5%
Europe	-20%	c. +5-10%
China	+75%	c. -5-0%
Global market	+15%	flat to up 5%

### Datacom

- Demand continues to shift to high bandwidth requirements
- Draka extended its product portfolio to benefit from growth in datacenter cable demand
- Market for signaling cable for railways shows healthy growth













## Outlook 2010

## Outlook 2010

- Limited volume growth on global cable market expected, in line with level of industrial activity; growth in Europe will be only marginal
- Prices of main raw materials (copper, aluminium and polymers) are predicted to remain volatile in 2010
- Competition in several segments of cable market is expected to remain strong, exerting sustained pressure on selling prices
- Continued focus on reducing cost base, grasping opportunities for growth while maintaining healthy balance sheet position
- Barring unforeseen circumstances and provided restoration of international market confidence is sustained, Draka predicts that operating result (excl. non-recurring items) in H2 2010 will show an improvement on first six months of 2010
  - Triple S and others expected to generate annual cost savings of c.€ 30 million in 2010. Additional savings of c.€ 15 million expected for H2 2010 since € 15 million has already been realised in H1 2010
  - To preserve its healthy balance sheet position:
    - Maximize free cash flow: maintaining operating working capital ratio at 14–16%
    - Investment at c.€ 35 million, or c.60% of amortization and depreciation charge (€ 60 million)



## Going forward

		Currently		Action
Business model		Global scale with regional strength		Reinforce position in specialty products and in BRIC's
Cost base		Optimized		Ongoing Triple S Lean manufacturing
Innovation		Worldwide R&D community		Leverage synergies between divisions
Supply chain		Supplier of cables and components		Value added and solutions provider
Portfolio		Diversified		Optimise Prudent acquisitions
Financial structure		Sound ratios		Maintain

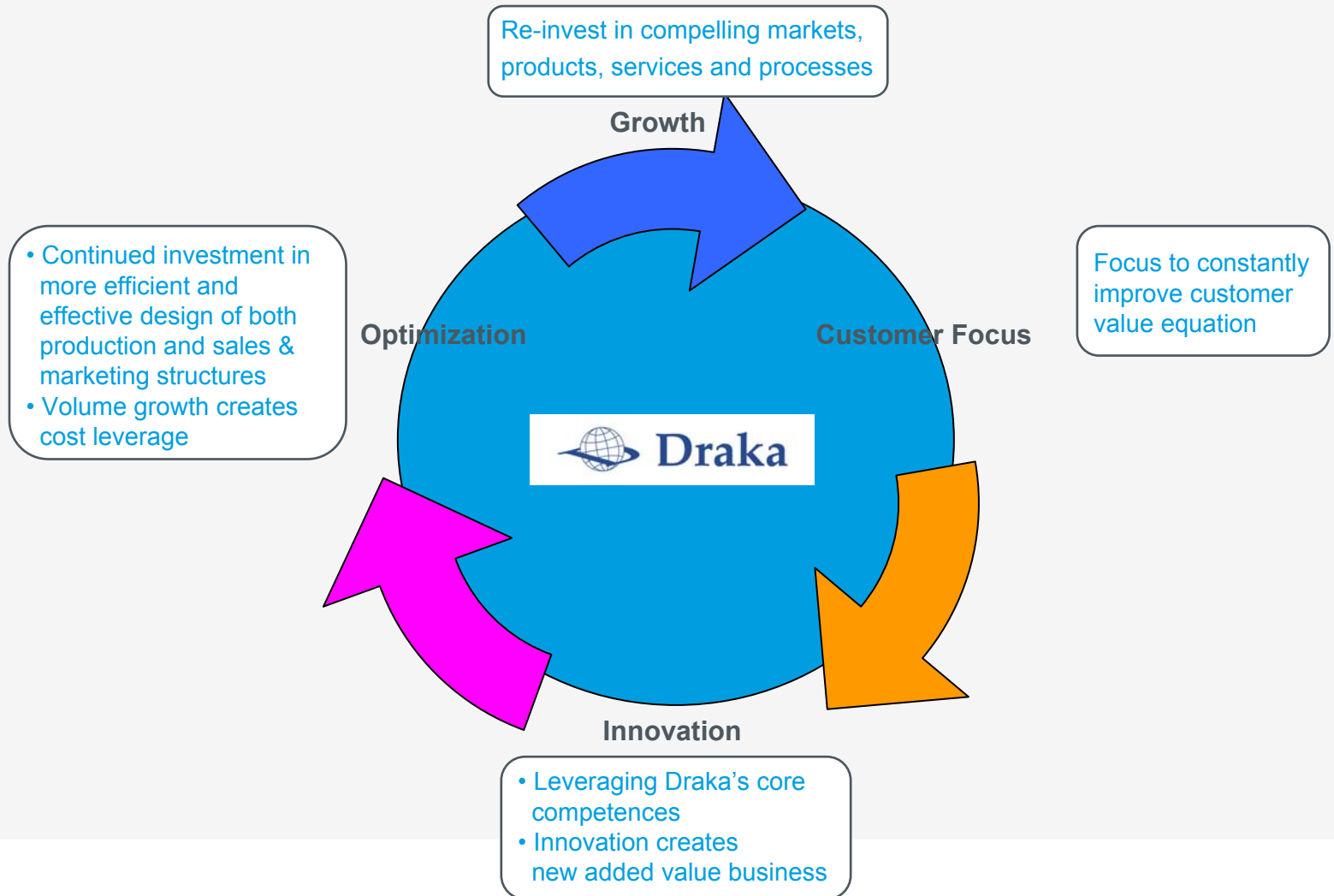
**Focused, Faster, Fitter**

Thank you for your attention

[www.draka.com](http://www.draka.com)

## Appendix

## Proven strategic roadmap...



## ...with decisive execution...

Objectives	Medium term	2009	2005
• Specialty profile as % of revenues	40% → 60%	51%	40%
• Continuous optimisation	Cost leadership	c.€ 30m savings	€ 85m savings (total)
• Operating margin over economic cycle	≥ 5%	3.7%	2.0%
• Operating working capital as % of revenues	15-17%*	13.7%	21.3%
• Free cash flow	Optimum	€ 161m	€ 335m (total)

Solid performance given volume decline of around 4% over the period

<sup>1</sup> Adjusted downwards from 16-18% until 2009.

...resulting in diversified portfolio with innovative strength...

### Energy & Infrastructure

32% of revenue, 35% of EBIT



Clyxis solution: joint innovation by Draka and ABB supporting 'Ease of installation'

### Industry & Specialty

32% of revenue, 36% of EBIT



Innovative elevator cable in Dubai's Burj Khalifa, the world's tallest skyscraper (828 metres or 2716 feet)

### Communications

36% of revenue, 29% of EBIT



Innovative BendBright XS fiber range: extremely insensitive to optical bending loss

...and a more balanced geographical spread

North-America

2009: 14%

2005: 12.5%

Europe

2009: 55%

2005: 73%

Asia

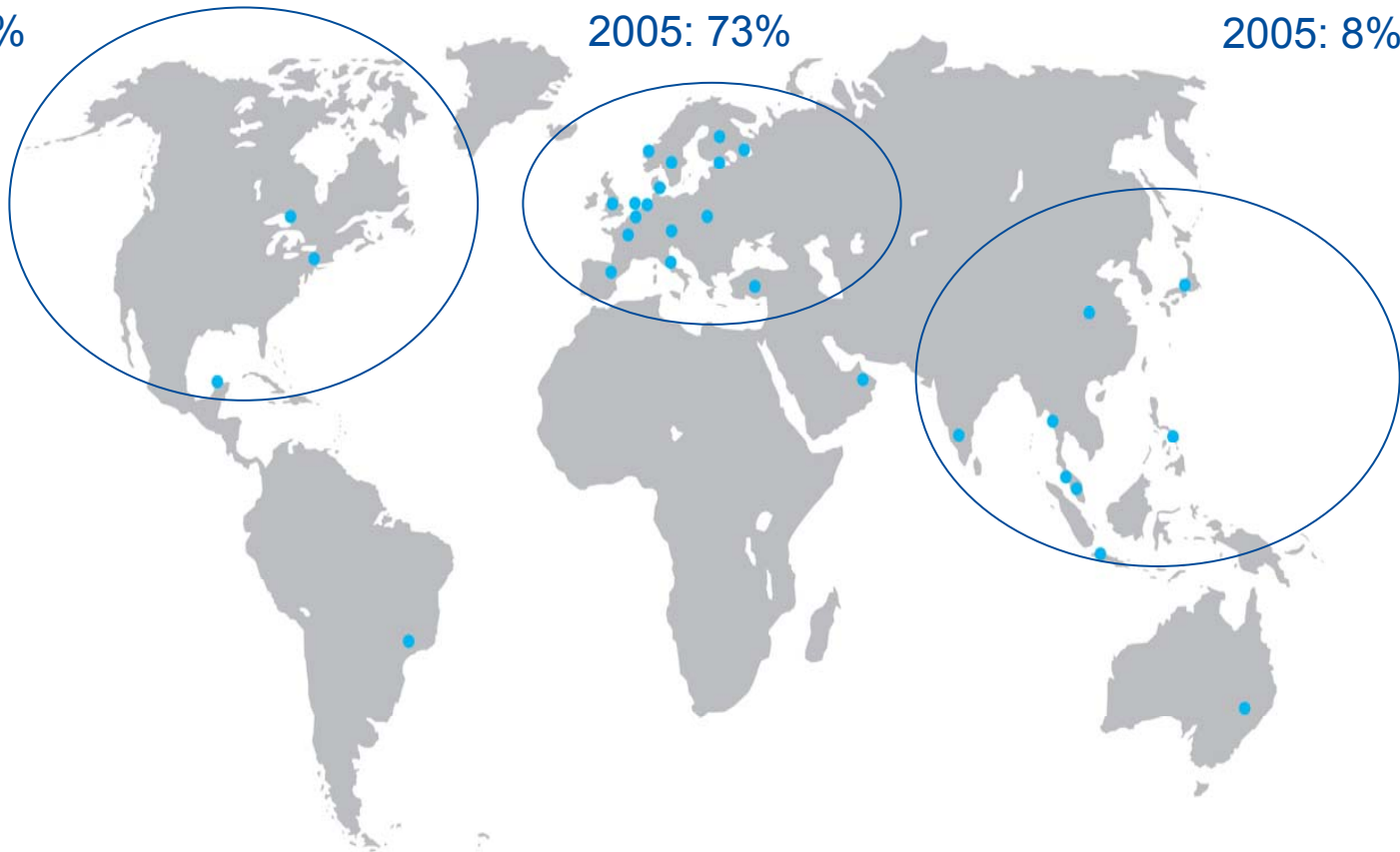
2009: 21%

2005: 8%

ROW

2009: 10%

2005: 6.5%



## Disclaimer

This presentation includes forward-looking statements. Other than statements of historical fact, all statements included in this press release, including, without limitation, those regarding our financial position, business strategy and plans and objectives of management for future operations, are forward-looking statements. We have based these forward-looking statements on our current expectations and projections about future events, including numerous assumptions regarding our present and future business strategies, operations and the environment in which we will operate in the future. These forward-looking statements involve known and unknown risks, uncertainties, assumptions and other factors relating to the company, including: our ability to enhance operational performance, increase our revenue and improve our margins; our liquidity needs exceeding expected levels; our ability to maintain our relationships with suppliers, insurers and customers; our ability to maintain our market share in the markets in which we operate; the state of the economy in the markets in which we operate; and our anticipated future results. Many of our assumptions are beyond the control of Draka and are inherently subject to substantial uncertainty. Our assumptions involve significant elements of subjective judgment that may or may not prove to be accurate, and consequently no assurances can be made regarding the analyses or conclusions derived from analyses based upon such assumptions. These forward-looking statements exclude the impact of currently unforeseen future fair value adjustments and/or impairments. Actual results may differ materially from those expressed in these forward-looking statements, and one should not place undue reliance on them. The forward-looking statements contained herein speak only as of the date on which they are made and are subject to change without notice. Except when required by applicable law or the applicable rules of any exchange on which our securities may be traded, we have no obligation to update forward-looking statements.