



Window of Opportunity
UKRAINE INVESTMENT SUMMIT
Investor Presentation

January 2008

Introduction

- Venta Ukraine started its activities in 2000 with import of plastic panels, produced by Belgian company “Venta Decoration”
- In 2001 the Company started its own production of PVC products under technology and on the equipment provided by Belgium partners
- As of today **Venta Ukraine** achieved position of a **leading manufacturer of PVC products in Ukraine.**

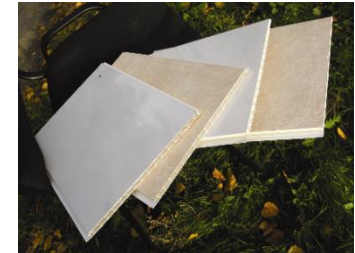


Product Mix

Venta Ukraine product portfolio:

- **PVC decorative panels**

- Production of 100 mm PVC decorative panels since 2001
- The first Ukrainian manufacturer to start production of 250 mm and 375 mm PVC decorative panels in 2003
- Wide range of PVC panels – both economy and premium products



- **PVC window profiles**

- Production of PVC profiles for manufacturing of PVC windows since 2004
- Own branded PVC window profiles – trademark “Venta”



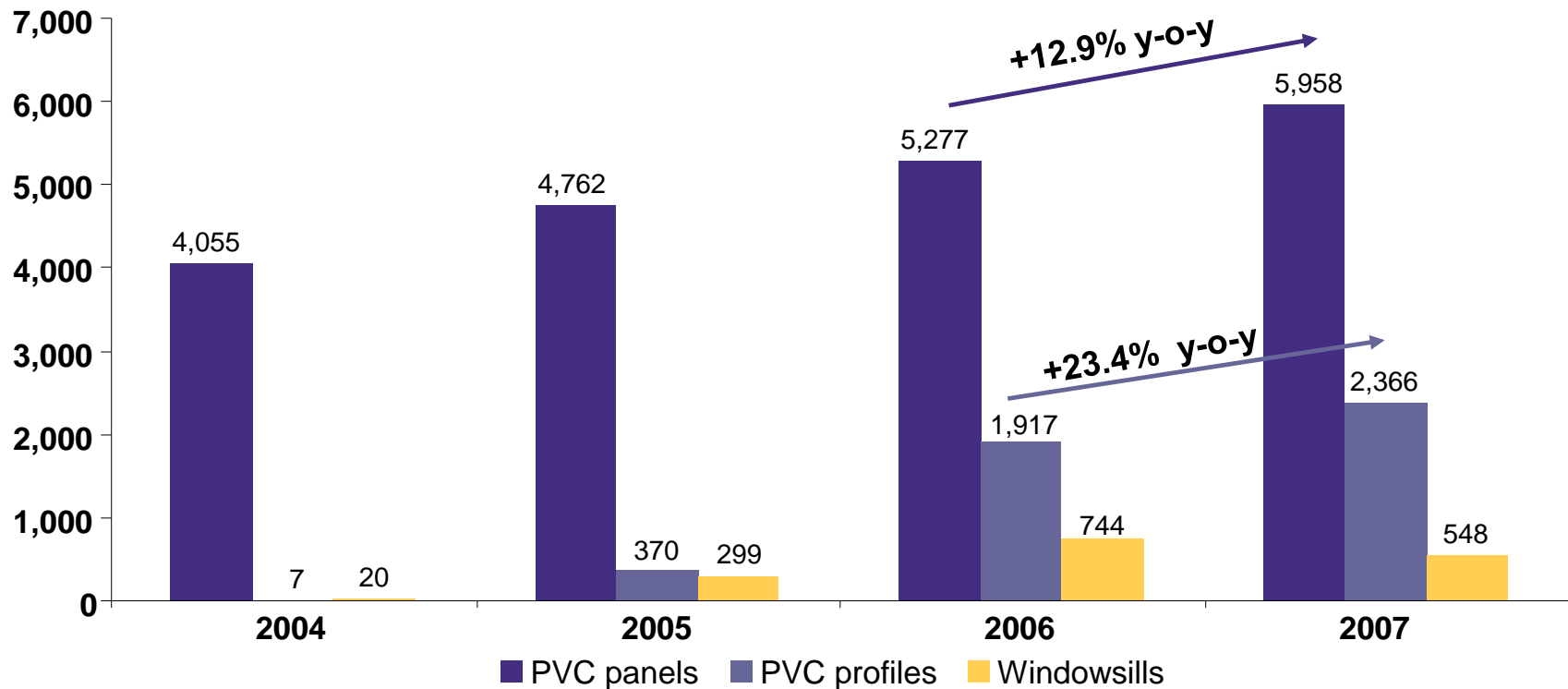
- **PVC windowsills**

- Production of PVC windowsills since 2005



Production

2004-2007 Production, tons



- Significant share of PVC panels in total weight of manufactured products – 67% in 2007
- Increasing production of value-added products since 2006 – PVC window profiles and decorated PVC panels

Production Facilities

- High-tech modern equipment manufactured by the leading European producers
- Guaranteed high quality level of final products
- ISO 9001:2001 quality certificate received in August 2007

Venta Ukraine uses production equipment manufactured by*:

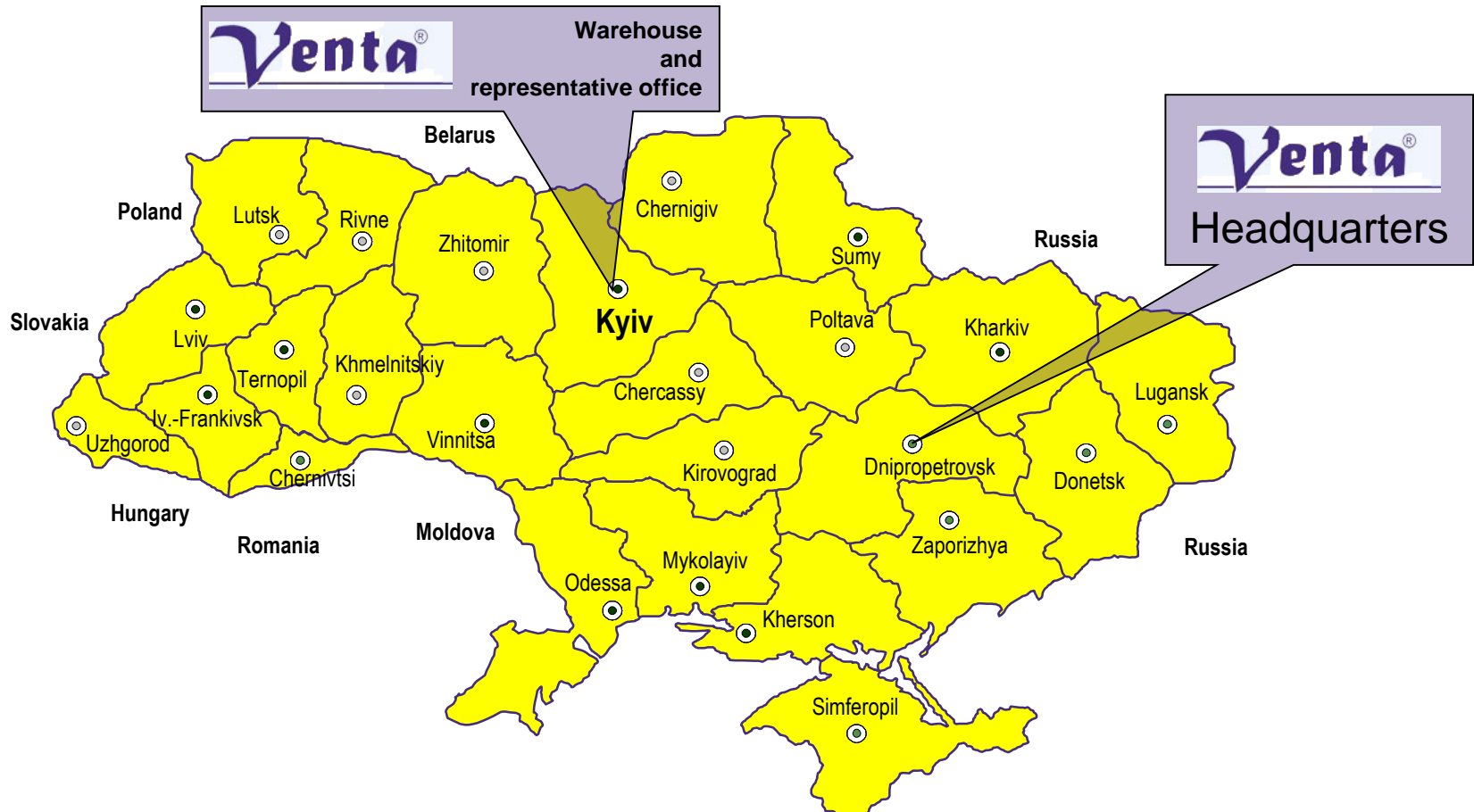


* - registered trademarks



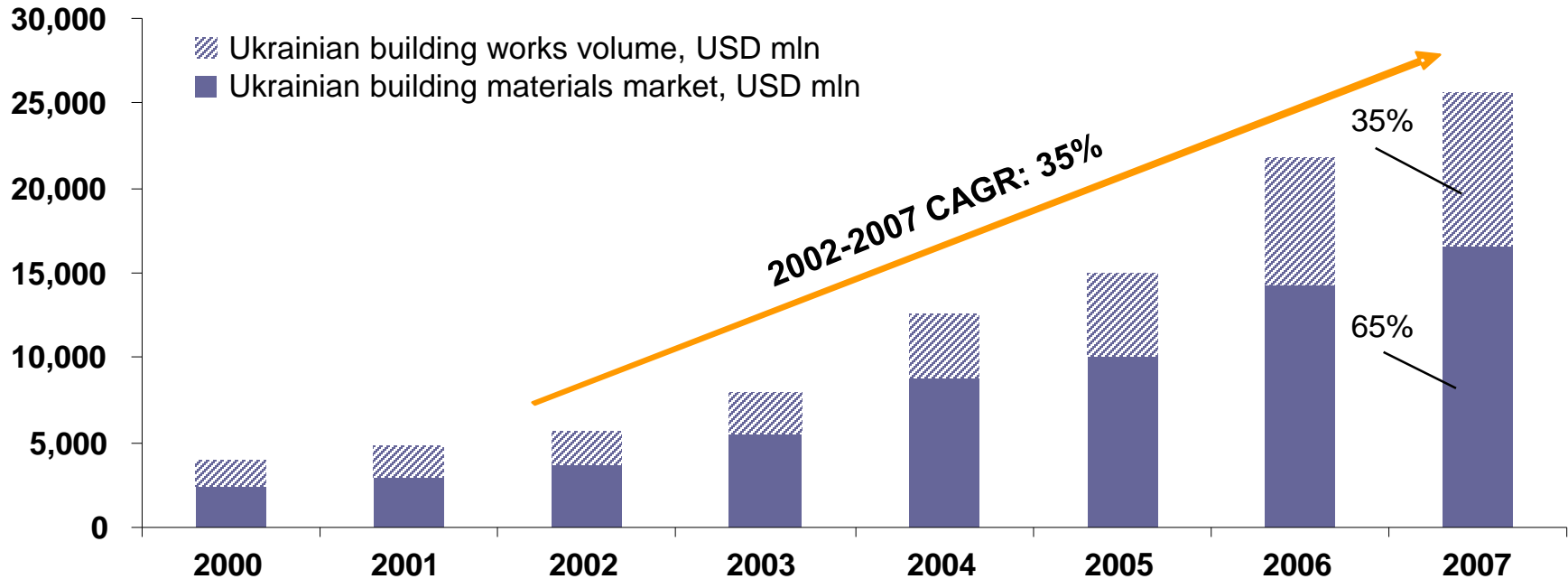
Location

- Venta Ukraine benefits from **favorable location**, which allows to cover customers in Eastern and Southern Ukraine from Dnepropetrovsk and customers in Western and Central Ukraine from Kyiv (capital of Ukraine)
- Venta Ukraine has more than **150 partners and dealers in all regions of Ukraine**



Ukrainian Construction Industry

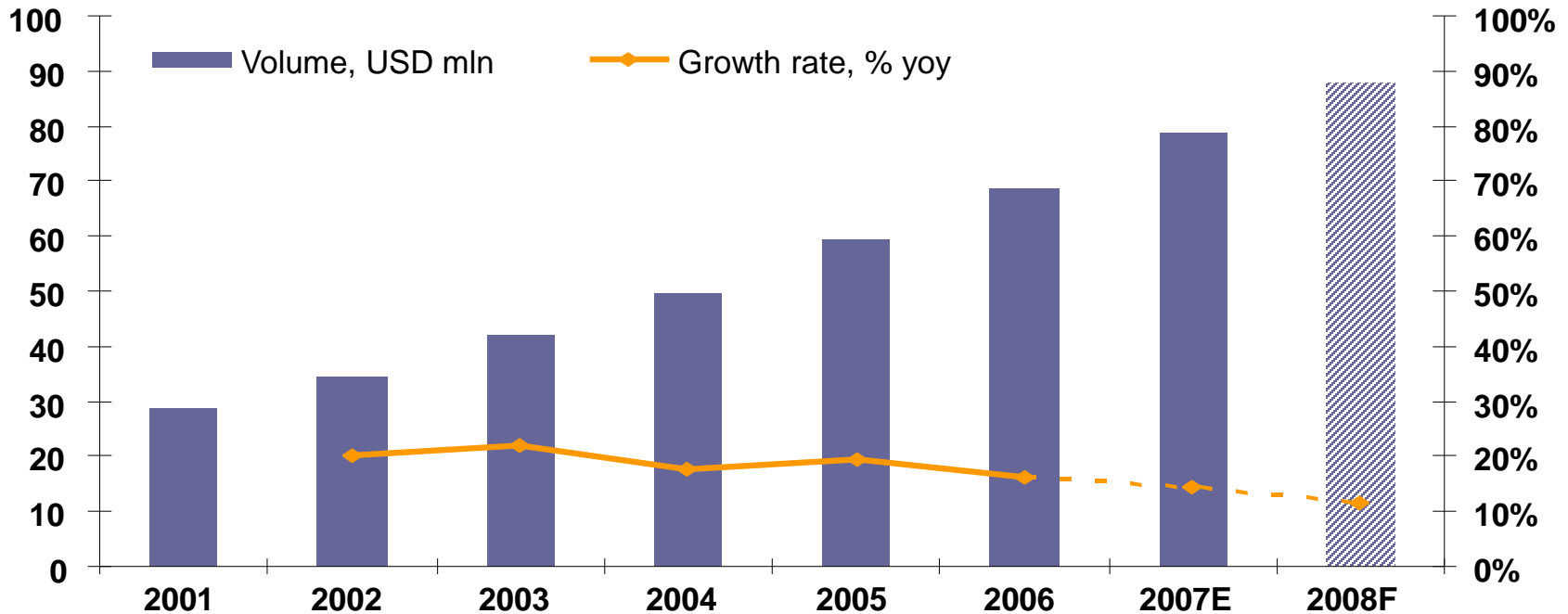
Ukrainian construction industry volume, USD mln



- Ukrainian Construction sector is the main consumer of PVC-based building materials
- Main drivers of further growth of Construction industry:
 - Shortage of residential and commercial spaces → Need for construction of new spaces
 - Obsolescence of existing residential fund → Need for renovation of existing spaces
 - EURO 2012 soccer championship → Need for new spaces

Ukraine: PVC panels market

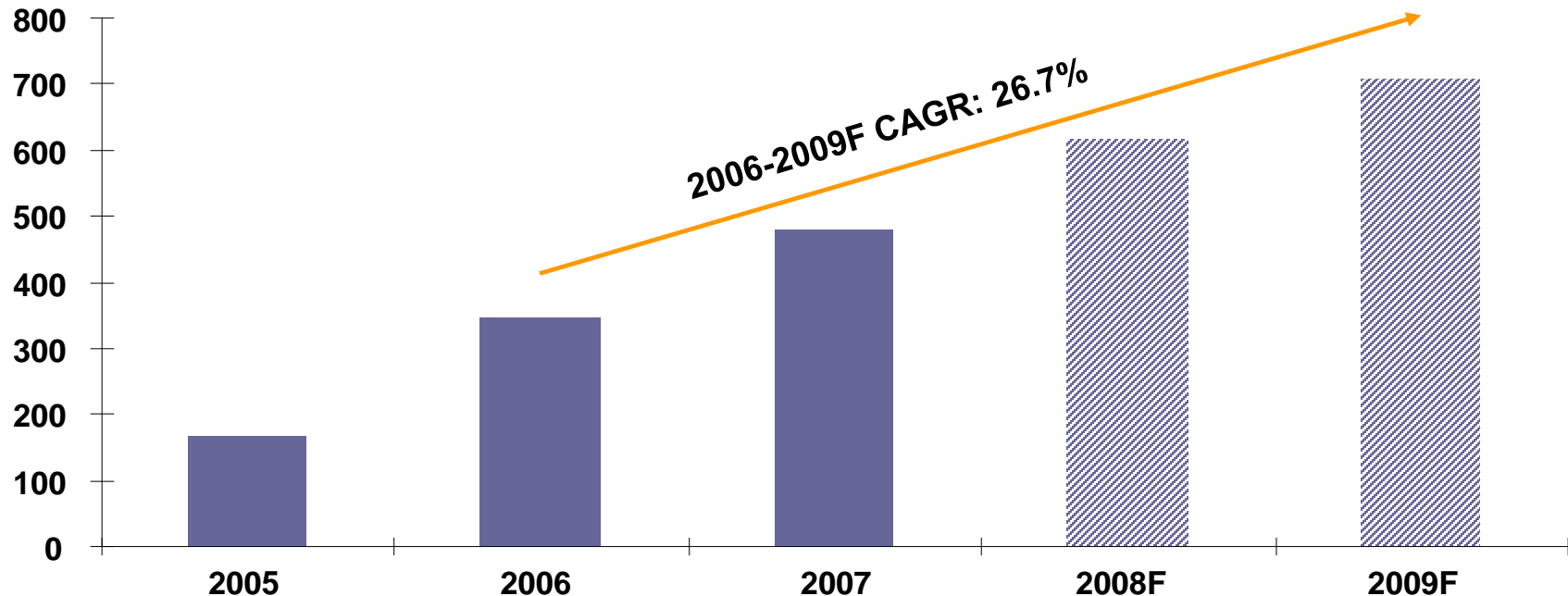
Ukrainian market of PVC panels



- Venta Ukraine is a **TOP-5 producer** of PVC panels in Ukraine which holds approximately **20% share** of the local market, including even higher market share of decorated PVC panels - about 25%-30%
- In 2007 Venta Ukraine produced 5,958 tons of PVC panels; 2008 growth forecast: **+ 96%**

Ukraine: PVC window profiles market

Ukrainian market of PVC window profiles, USD mln



- Ukrainian PVC window profiles market **CAGR** for 2006-2009: **+27%**
- Venta Ukraine is a TOP-5 manufacturer of PVC window profiles in Ukraine
- In 2007 Venta Ukraine produced 2,400 tons of PVC window profiles; 2008 growth forecast: **+126 % y-o-y**

Development Strategy

- **Shifting production** towards higher **value-added products** – PVC window profiles (production volume 2008 y-o-y growth – 126%) and decorated PVC panels (production volume 2008 y-o-y growth – 96%)
- **Intensive 2008-2009 CAPEX program** to substantiate expansion plans
- **Vertical integration**
 - development of PVC windows **distribution retail chain** in **10 major cities** in Ukraine to collect orders for PVC windows
 - establishment of a number of PVC windows **assembling plants** throughout Ukraine
- Further **regional expansion** – active cooperation with Ukrainian-wide DIY chains and Western DIY chains – Praktiker, OBI and IKEA
- Introduction of new PVC window profiles in order to qualify for new building norms effective since 2008
- Development of PVC panels export to New Europe countries

THANK YOU!