



## H+H acquires GRUPA Ozarow's aircrete activities in Poland

9 October 2014

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**H+H**

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- H+H Polska Sp. z o.o buys Grupa Prefabet S.A.
- Purchase price DKK 108 million
- Payment schedule agreed
  - 2014
  - 2016
  - 2017
- Financed by existing credit facilities, sale of assets over the coming years and improved cash flow generation



# The Polish aircrete market

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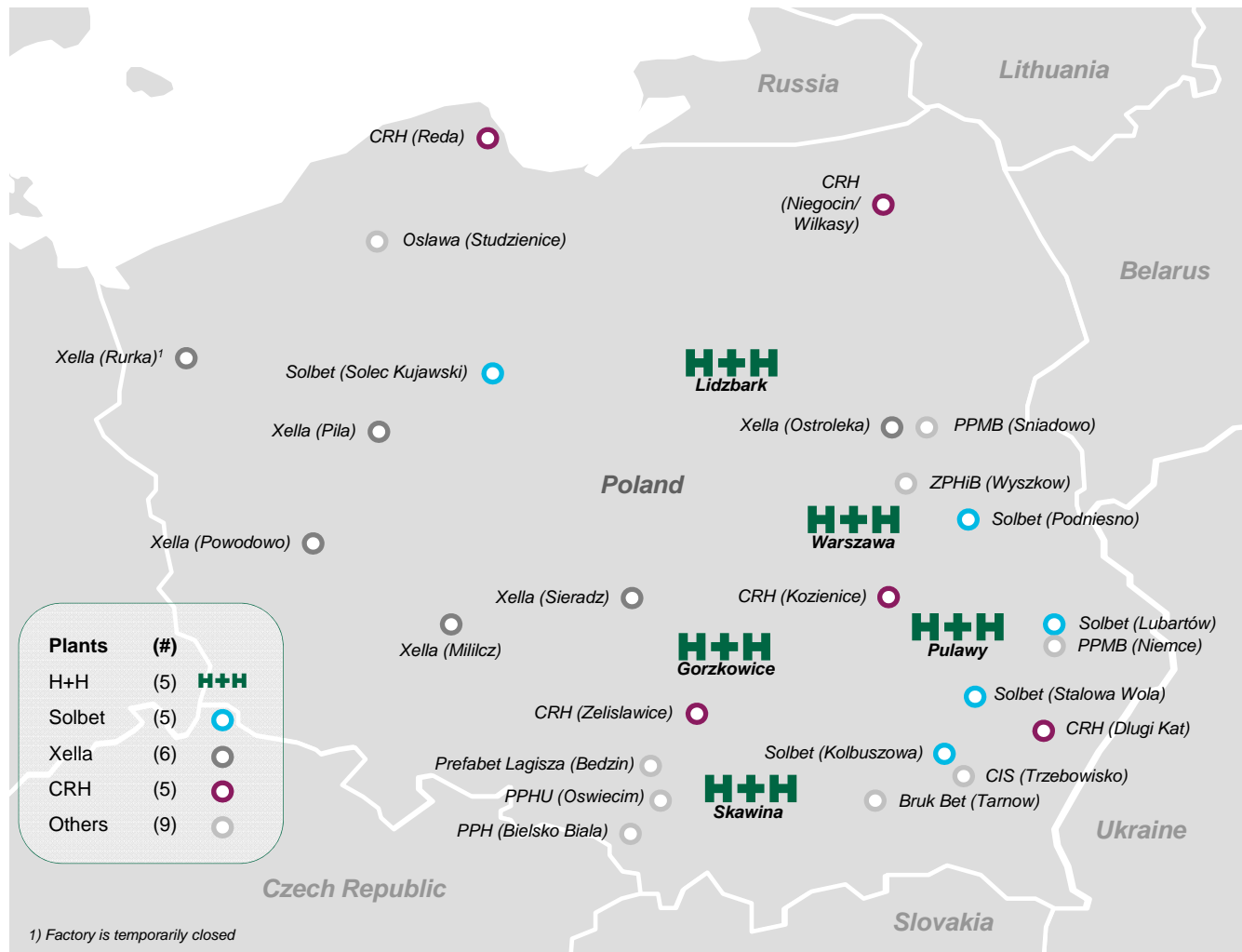
- Poland is the largest aircrete market in Europe followed by Turkey, Romania, Germany and the UK
- Accounts for more than 20% of H+H's volumes
- Activity levels have dropped significantly in recent years
  - Market of around 4 million m<sup>3</sup> annually
  - Production capacity of around 6 million m<sup>3</sup> annually

## Grupa Prefabet S.A.

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- One of the main aircrete producers in Poland with 5 plants
- Revenue in 2013 of DKK 133 million
- EBIT slightly negative
- No. of employees approx. 325

# Polish aircrete market



- The largest players in Poland are Solbet, Xella, H+H and Ozarow (CRH).
- Solbet, H+H and Ozarow all have five factories each, while Xella has six.



## Outlook 2015 and financing

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- Positive impact on EBITDA in 2015 approx. DKK 10 million, excluding special items
- Ambition to reach EBIT margin above 6% for the Polish activities over the next four years
- Additional investments of DKK 15-20 million expected to be required for restructuring purpose
- Financed with bank debt within our existing credit facilities

# Strengthening the capital base

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- Intention of increasing the share capital up to 9.99%
- Technical adjustment will be carried out to amend the nominal value of each share
- Authorisation to issue new shares, supported by the six largest shareholders