

Q2

uponor

INTERIM RESULTS 2007

Results briefing

Helsinki 7 August 2007

Jan Lång
President and CEO

Healthy demand in Europe, decline continues in the US



- Demand stayed at a good level
 - Active demand for both housing solutions and infrastructure applications
 - Growth rate slowed down from Q1
- Central Europe
 - Healthy overall demand in the region
 - In Germany, residential building activity slowing down
- Nordic
 - Strong demand in Nordic – Danish market activity flattening out
- Europe – West, East, South
 - Construction activity mainly brisk.
 - Signs of slowing down in the Spanish building market – Uponor product groups unaffected
- North America
 - Market for new houses continues to operate at a historically low level

Net sales developed well

Net sales MEUR	4-6 / 2007	4-6/2006	Change
Uponor	334.2	300.9	+ 11.1 %
Central Europe	95.6	85.9	+ 11.4 %
Nordic	116.0	104.1	+ 11.3 %
Europe - WES	115.8	99.5	+ 16.3 %
North America	49.9	46.4	+ 7.6 %
(North America, USD	67.2	58.9	+ 14.3 %)

- Sales grew well, mainly supported by high building activity and market growth
- Infrastructure business in the UK and Ireland developed well from 2006
- Net sales in Uponor North America increased despite the continued downturn in the US housing market

Strong performance continued, some regional variation

Operating profit MEUR	4-6 / 2007	4-6/2006	Change
Uponor	50.2	39.9	+ 25.8 %
Central Europe	12.5	13.7	-8.3%
Nordic	19.0	18.3	+ 4.3%
Europe - WES	16.9	7.8	+118.4%
North America	7.4	2.4	+212.4%
(North America, USD	9.9	3.0	+231.4%)

- Operating profit in Central Europe down from exceptionally strong Q2/2006
- Results in Uponor Nordic affected by a higher share of internal sales and intensified efforts in new business development
- Operating profit developed well in Europe – WES
- In North America, profitability improved supported by reorganisation measures

- + Lively demand continued in most European markets
 - + Sales developed well in Europe
 - + Negative trend was reversed in North America
 - + Strategy implementation progressing as planned
 - + Partnerships and pilot projects in the high-rise segment
 - + Good demand also for infrastructure products
-
- US housing market still sluggish, low rate of new housing starts
 - Operating profit decreased in Central Europe

Q2

uponor

INTERIM RESULTS 2007

Financial results

Jyri Luomakoski
CFO and deputy CEO

Interim January – June 2007

Key figures



MEUR	1-6 2007	1-6 2006	Change Y/Y	1-12 2006
Net sales	635,0	551,4	+15,2%	1 157,0
Operating profit	81,5	61,7	+32,1%	143,7
Operating profit margin	12,8%	11,2%	+1,6%	12,4%
Earning per share (diluted), EUR	0,74	0,57	+29,8%	1,32
Return on equity, % (p.a.)	34,1%	20,7%	+13,4%	25,3%
Return on investment, % (p.a.)	40,1%	29,2%	+10,9%	35,8%
Net interest bearing liabilities	150,1	29,7	+405,4%	21,7
Gearing, %	51,0%	7,6%	+43,4%	6,3%
Average number of employees	4 417	4 216	+4,8%	4 260

Interim January – June 2007

Income statement



MEUR	1-6 2007	1-6 2006	Change Y/Y	1-12 2006
Net sales	635,0	551,4	+15,2%	1 157,0
Cost of goods sold	403,9	355,2	+13,7%	743,8
Gross profit	231,1	196,2	+17,8%	413,2
- % of net sales	36,4 %	35,6 %	+0,8%	35,7 %
Other operating income	1,0	1,2	-14,4%	3,7
Expenses	150,6	135,7	+11,0%	273,2
Operating profit	81,5	61,7	+32,1%	143,7
- % of net sales	12,8 %	11,2 %	+1,6%	12,4 %
Financial expenses, net	2,1	1,1	+94,5%	2,2
Profit before taxes	79,4	60,6	+30,9%	141,5
Profit for the period	54,4	41,9	+30,0%	96,5
EBITDA	100,1	79,0	+26,7%	179,3



Interim January – June 2007

Comments to income statement

- Gross profit margin up by 0.8 %-points due to mix and price management improvements

- Total expenses up by MEUR 14.9 mainly driven by increased spend into sales and marketing

- Tax rate 31.5 %

MEUR	1-6 2007	1-6 2006	Change Y/Y	1-12 2006
Net sales	635,0	551,4	+15,2%	1 157,0
Cost of goods sold	403,9	355,2	+13,7%	743,8
Gross profit	231,1	196,2	+17,8%	413,2
- % of net sales	36,4 %	35,6 %	+0,8%	35,7 %
Other operating income	1,0	1,2	-14,4%	3,7
Expenses	150,6	135,7	+11,0%	273,2
Operating profit	81,5	61,7	+32,1%	143,7
- % of net sales	12,8 %	11,2 %	+1,6%	12,4 %
Financial expenses, net	2,1	1,1	+94,5%	2,2
Profit before taxes	79,4	60,6	+30,9%	141,5
Profit for the period	54,4	41,9	+30,0%	96,5
EBITDA	100,1	79,0	+26,7%	179,3

Interim April - June 2007

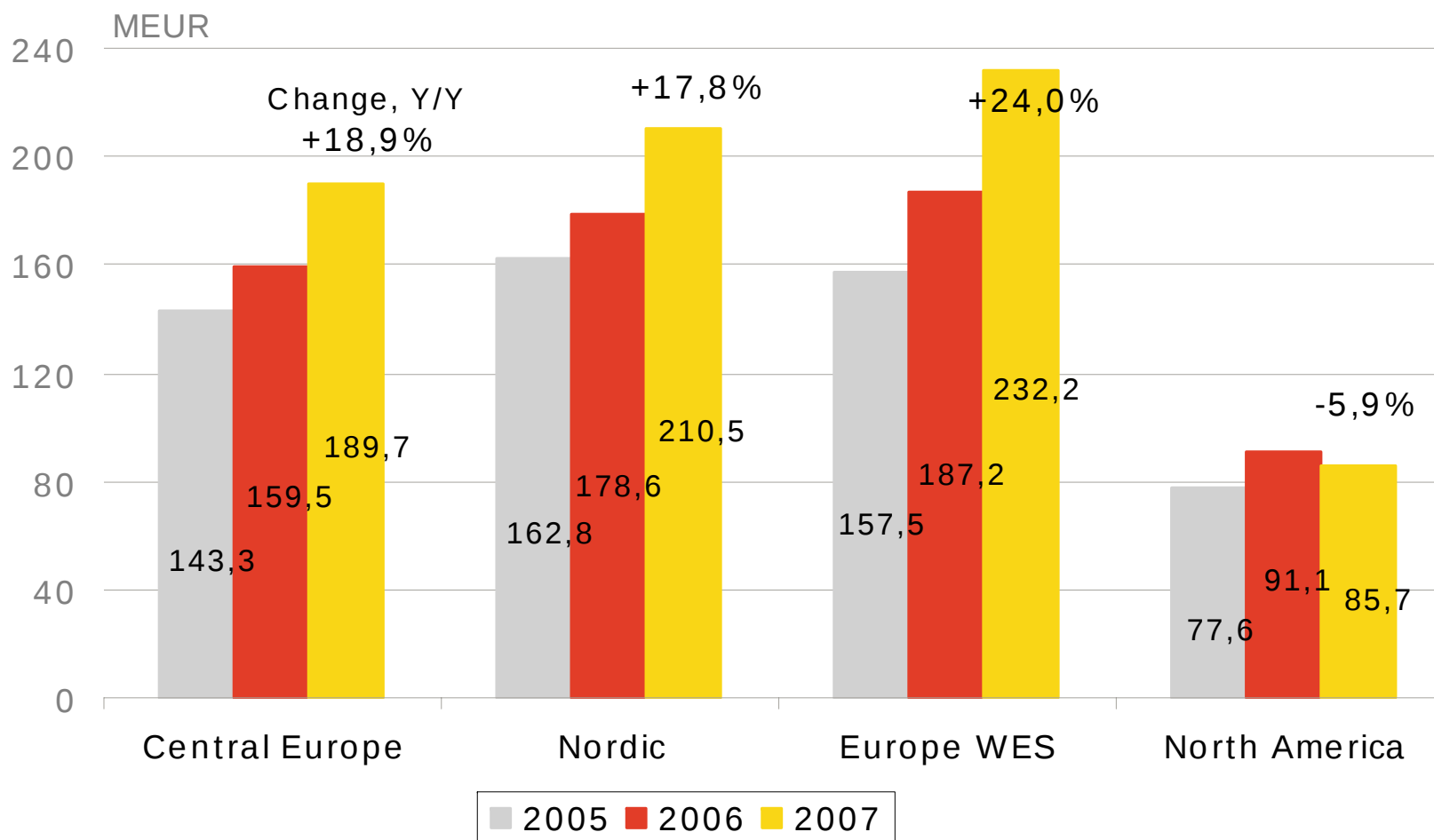
Income statement



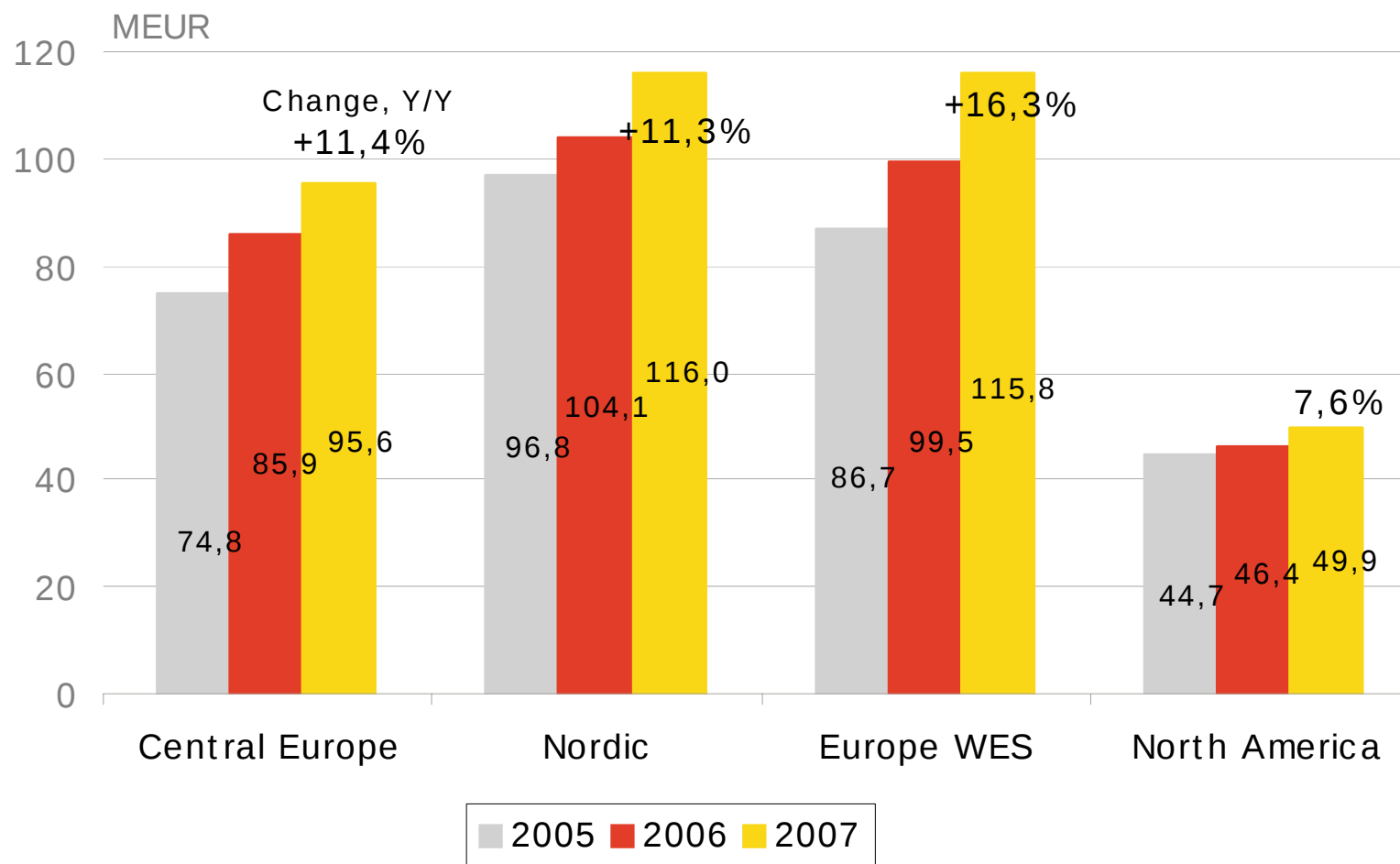
MEUR	4-6 2007	4-6 2006	Change Y/Y
Net sales	334,2	300,9	+11,1%
Cost of goods sold	208,1	192,1	+8,4%
Gross profit	126,1	108,8	+15,8%
- % of net sales	37,7 %	36,2 %	+1,6%
Other operating income	0,5	0,9	-45,7%
Expenses	76,4	69,8	+9,3%
Operating profit	50,2	39,9	+25,8%
- % of net sales	15,0 %	13,3 %	+1,8%
Financial expenses, net	2,1	1,9	-15,2%
Profit before taxes	48,1	38,0	+26,3%
Profit for the period	32,9	26,3	+25,4%
EBITDA	59,5	48,4	+22,8%



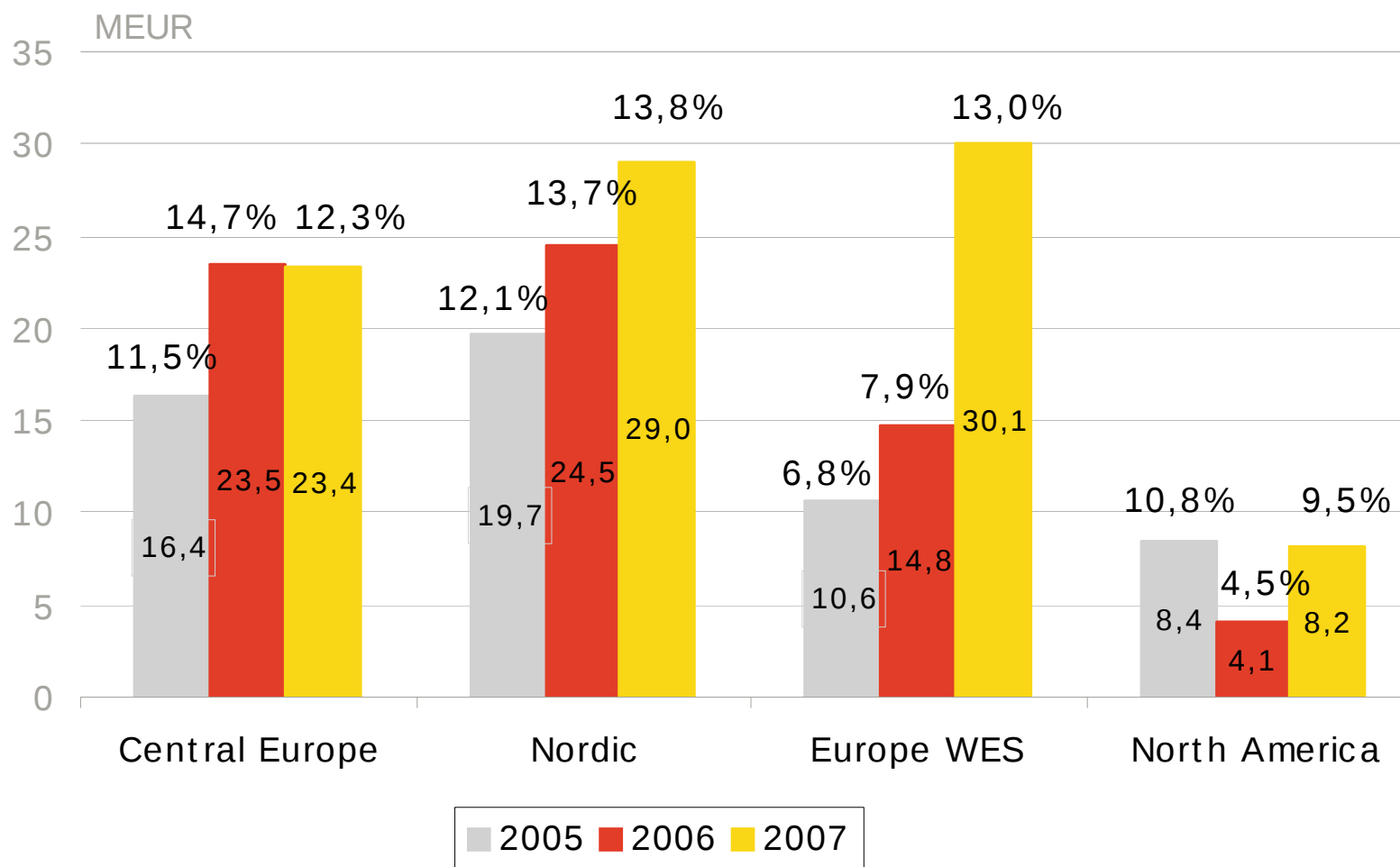
Interim January – June 2007 Revenue development by region



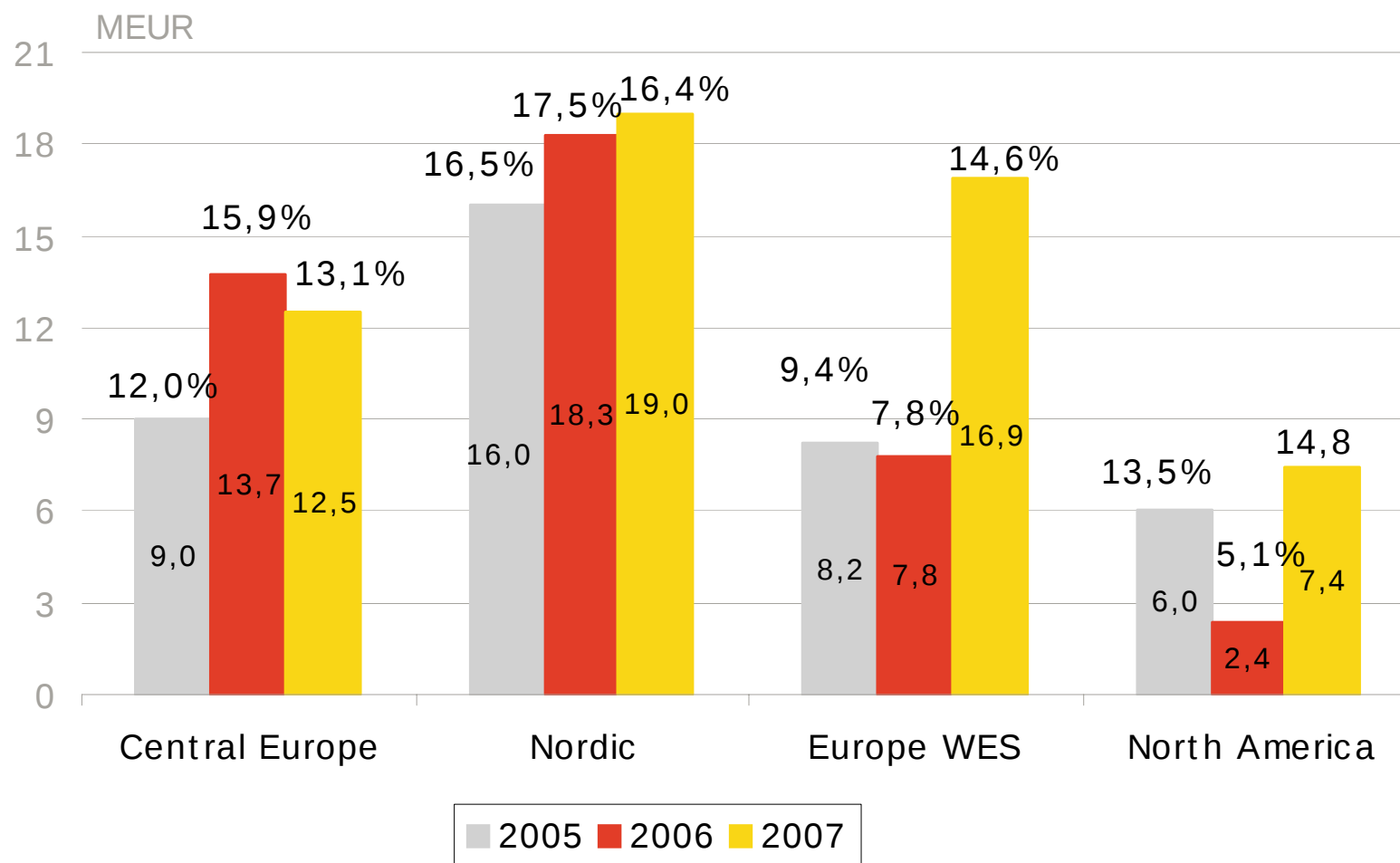
Interim April - June 2007 Revenue development by region



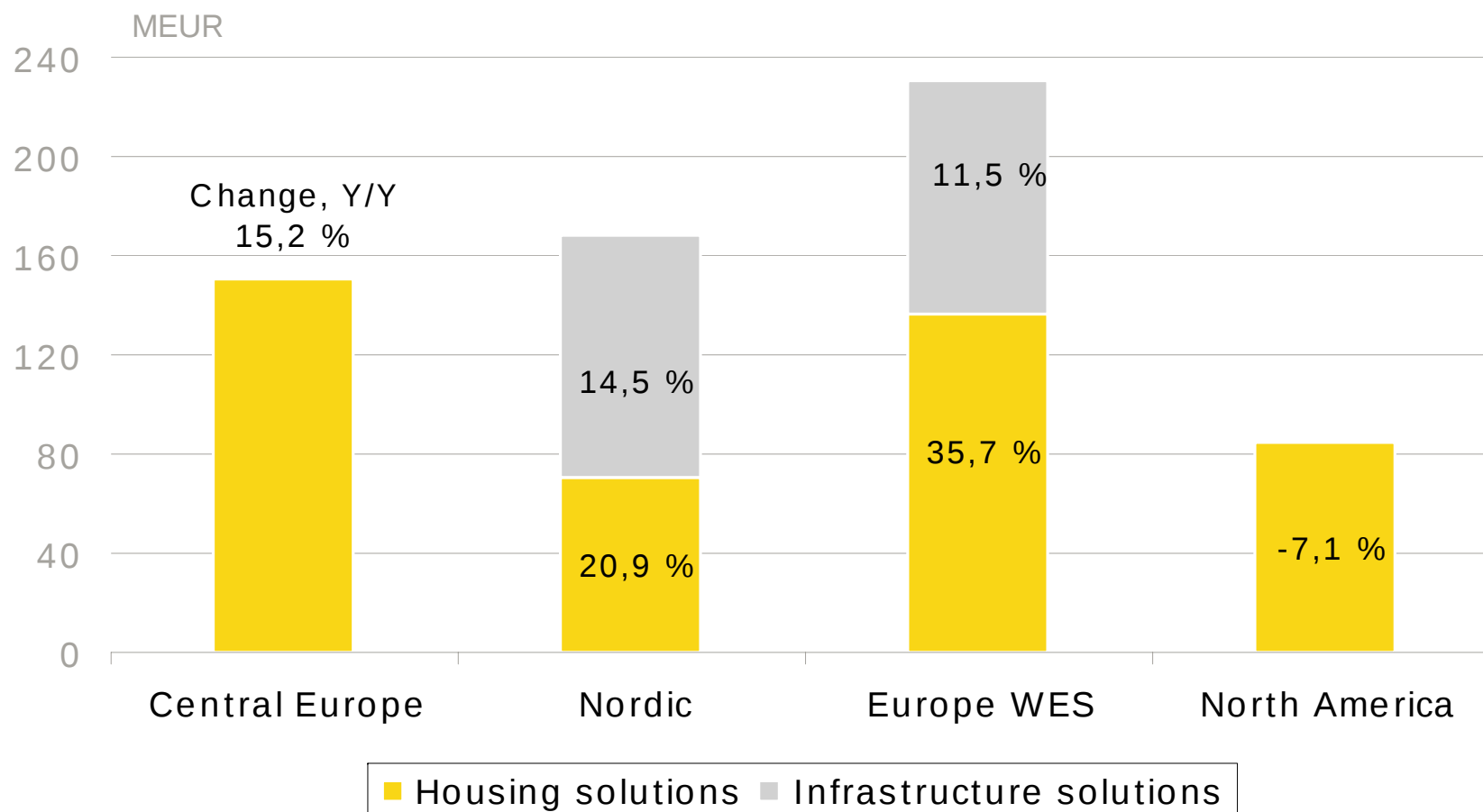
Interim January - June 2007 Result development by region



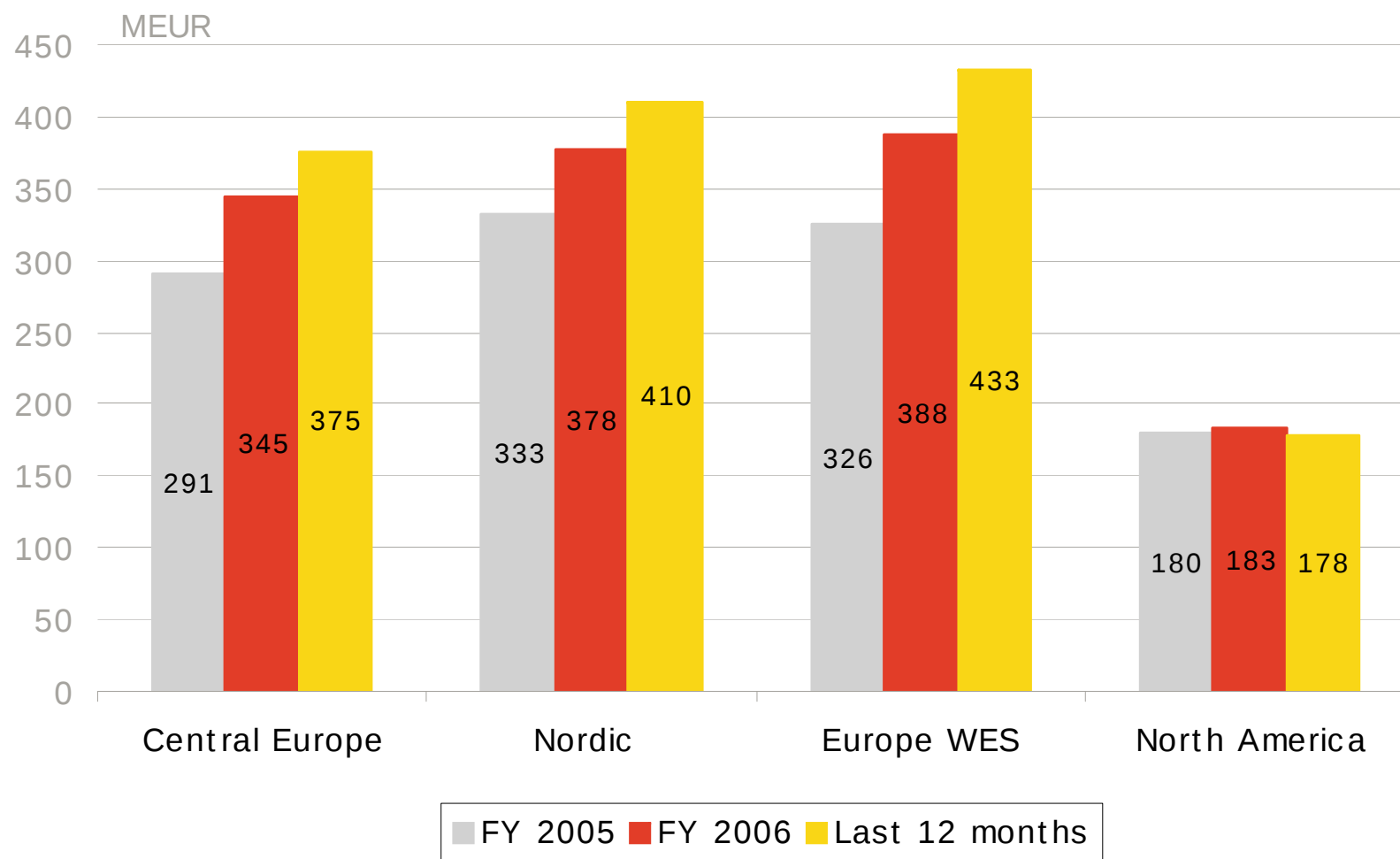
Interim April - June 2007 Result development by region



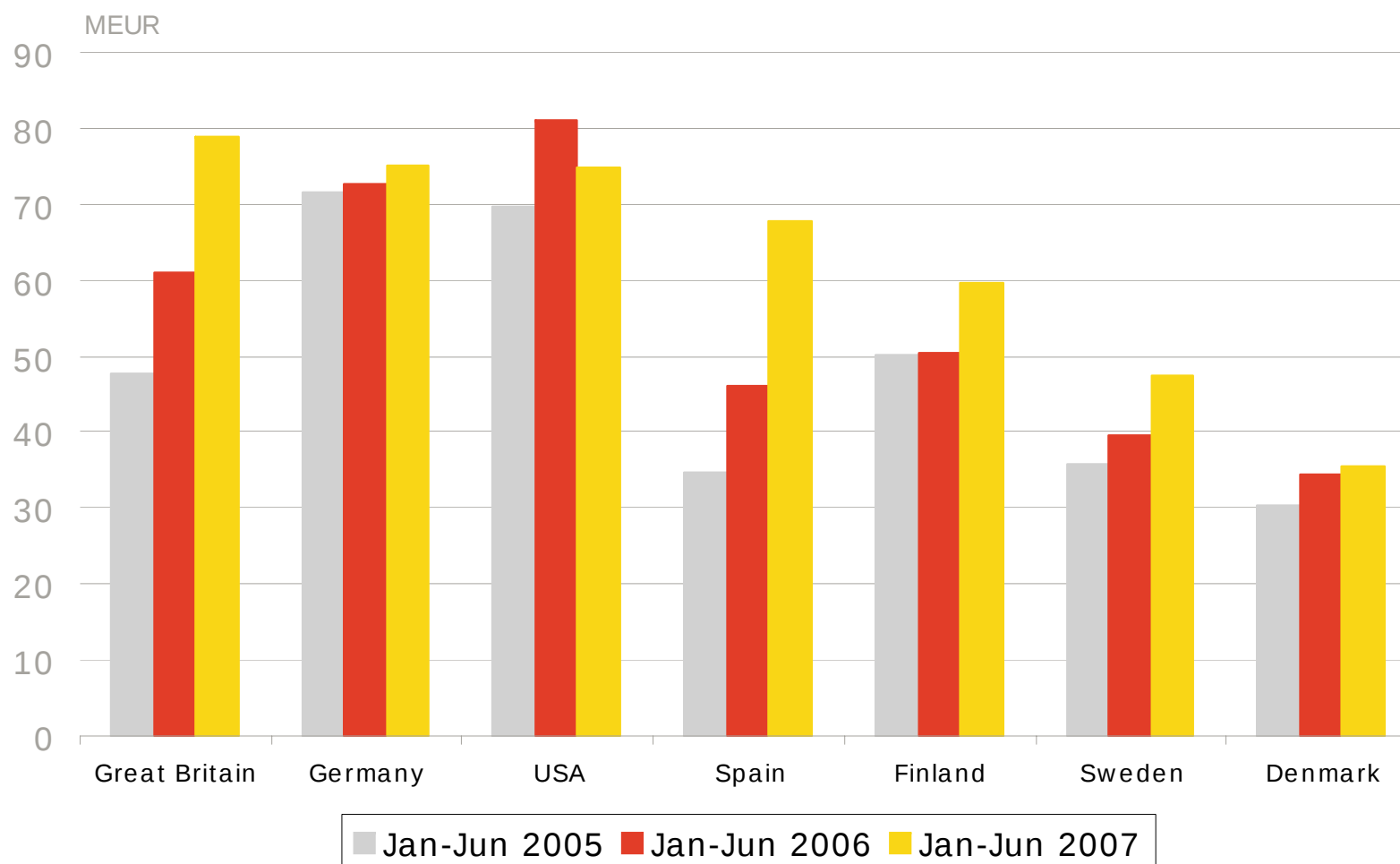
Interim January – June 2007 Business segment external revenue by region



Revenue development by region, last 12 months



Net sales development by key national markets (> 5 % of Uponor net sales)



Interim January – June 2007

Balance sheet



MEUR	30 Jun 2007	30 Jun 2006	Change Y/Y	31 Dec 2006
Property, plant and equipment	209,4	205,9	+ 3,5	211,8
Intangible assets	96,9	88,5	+ 8,4	97,6
Securities and long-term investments	3,6	10,5	- 6,9	3,6
Inventories	158,5	128,6	+ 29,9	128,1
Cash and cash equivalents	10,1	4,7	+ 5,4	12,4
Other current and non-current assets	283,1	239,8	+ 43,3	190,4
Shareholders' equity	294,4	389,4	- 95,0	344,4
Non-current interest-bearing liabilities	20,8	21,8	- 1,0	17,2
Provisions	16,9	16,1	+ 0,8	15,5
Non-interest-bearing liabilities	290,1	238,1	+ 52,0	249,9
Current interest-bearing liabilities	139,4	12,6	+ 126,8	16,9
Balance sheet total	761,6	678,0	+ 83,6	643,9

Interim January – June 2007 Comments to balance sheet

- Increase in intangible assets (ERP) by MEUR 8,4 compared to prior year

- Inventories increased due to peak season

- Net interest-bearing liabilities at MEUR 150,1

MEUR	30 Jun 2007	30 Jun 2006	Change Y/Y	31 Dec 2006
Property, plant and equipment	209,4	205,9	+3,5	211,8
Intangible assets	96,9	88,5	+8,4	97,6
Securities and long-term investments	3,6	10,5	-6,9	3,6
Inventories	158,5	128,6	+29,9	128,1
Cash and cash equivalents	10,1	4,7	+5,4	12,4
Other current and non-current assets	283,1	239,8	+43,3	190,4
Shareholders' equity	294,4	389,4	-95,0	344,4
Non-current interest-bearing liabilities	20,8	21,8	-1,0	17,2
Provisions	16,9	16,1	+0,8	15,5
Non-interest-bearing liabilities	290,1	238,1	+52,0	249,9
Current interest-bearing liabilities	139,4	12,6	+126,8	16,9
Balance sheet total	761,6	678,0	+83,6	643,9

Interim January – June 2007

Cash flow



MEUR	1-6/ 2007	1-6/ 2006	Change Y/Y	1-12/ 2006
Net cash from operations	100,6	80,0	+20,6	180,7
Change in NWC	-79,3	-41,9	-37,4	5,2
Net payment of income tax and interest	-25,9	-19,9	-6,0	-38,6
Cash flow from operations	-4,6	18,2	-22,8	147,3
Cash flow from investments	-16,5	-3,4	-13,1	-28,8
Cash flow before financing	-21,1	14,8	-35,9	118,5
Dividends and buy backs	-102,5	-65,8	-36,7	-166,0
Other financing	121,3	6,8	+114,5	11,0
Cash flow from financing	18,8	-59,0	+77,8	-155,0
Change in cash and cash equivalents	-2,3	-44,2	+41,9	-36,5

- Net cash from operations improved due to positive result development
- Net sales growth increased accounts receivable
- Increase in financing due to dividends payments in autumn 2006 and spring 2007

Interim April – June 2007

Cash flow



MEUR	4-6/ 2007	4-6/ 2006	Change Y/Y
Net cash from operations	59,3	49,9	+9,4
Change in NWC	-21,5	-20,4	-1,1
Net payment of income tax and interest	-15,8	-12,5	-3,3
Cash flow from operations	22,0	17,0	+5,0
Cash flow from investments	-9,6	1,6	-11,2
Cash flow before financing	12,4	18,6	-6,2
Dividends and buy backs	0,0	0,0	+0,0
Other financing	-10,7	-24,5	+13,8
Cash flow from financing	-10,7	-24,5	+13,8
Change in cash and cash equivalents	1,7	-5,9	+7,6

Q2

uponor

INTERIM RESULTS 2007

Outlook

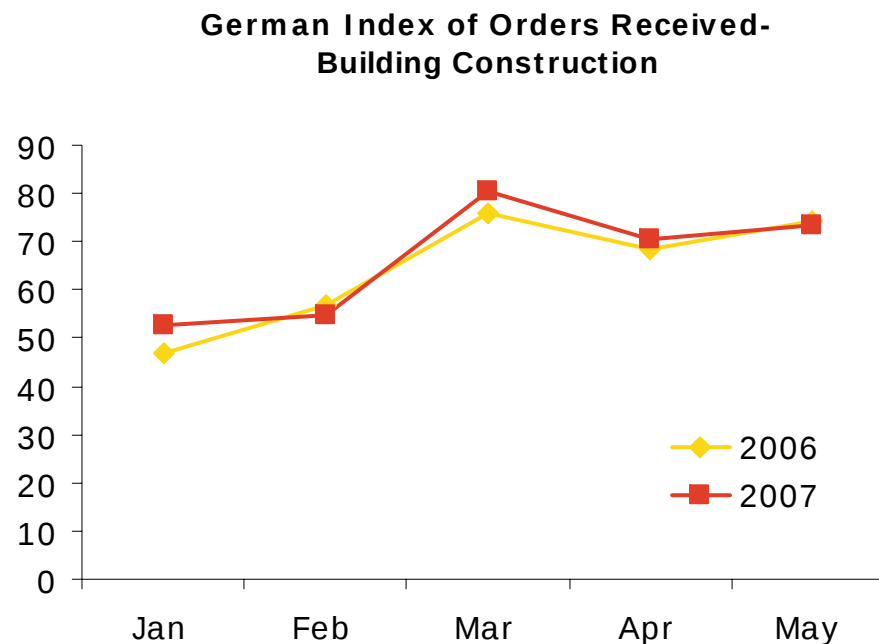
Jan Lång
President and CEO

- 
- Demand is expected to continue at a good level in most European markets in the latter half of 2007
 - In Germany, market demand is expected to decrease driven by slower residential construction activity
 - Housing starts in the US are expected to decline year-on-year by some 20 per cent

Market outlook mainly positive

Residential new building	Germany	Nordic	UK & Ireland	Iberia	USA
2006					
Outlook 2007					

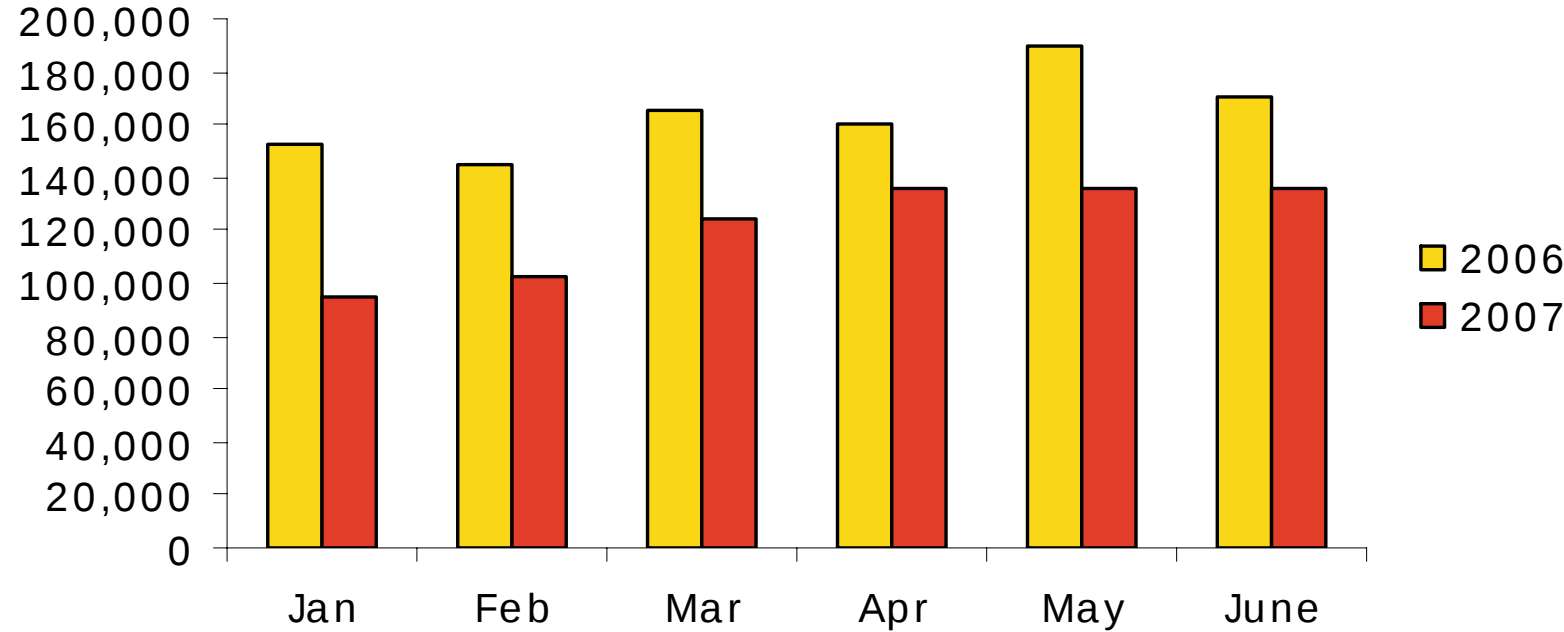
- The Construction Order Index for Building Construction has remained at or above the levels seen during the same period in 2006.
- The number of permits issued from January to April 2007 for construction of new buildings fell 47% compared to 2006. The Federal Statistics Office attributed the fall to the scrapping of the homeowner subsidy.



Source: Statistisches Bundesamt

Monthly residential housing starts in the US

US Housing Starts



Source: US Census Bureau

Full-year guidance unchanged (updated 26 April 2007)



- Organic growth in net sales is expected to be around 10 per cent, fully meeting the long-term financial target of a minimum 6 per cent organic net sales growth rate over the cycle
- Operating profit and the operating profit margin are expected to improve from the levels recorded in 2006

uponor

simply more