

# FIRST HALF RESULTS 2009



# PRIVILEGED INFORMATION PRESS RELEASE

#### **FIRST HALF RESULTS 2009**

Turnover: 700.1 million euros

EBITDA Total: 131.0 million euros

EBIT: 71.9 million euros

Net profit: 25.8 million euros

## **Leading Financial Indicators**

IFRS - accrued amounts (million euros)	Jun-09	Jun-08	09/08 (Var. %)
Sales	700.1	746.1	-6.2%
Other income	26.5	31.7	-16.5%
Costs and losses	(595.6)	(592.7)	-0.5%
Total EBITDA	131.0	185.1	-29.3%
Recurrent EBITDA	130.2	181.2	-28.2%
Depreciation and impairment losses	(68.6)	(65.6)	-4.6%
Provisions (increases and reversals)	9.6	0.0	N/A
EBIT	71.9	119.5	-39.8%
Net financial profit	(21.9)	(27.6)	20.8%
Pre-tax profit	50.0	91.9	-45.6%
Tax on profits	(11.6)	(18.4)	36.8%
Retained profits for the period	38.4	73.5	-47.8%
Attributable to Semapa equity holders	25.8	55.7	-53.7%
Attributable to minority interests	12.6	17.7	-29.1%
Cash flow	97.4	139.1	-29.9%
EBITDA Margin (% Sales)	18.7%	24.8%	
Recurrent EBITDA margin (% Sales)	18.6%	24.3%	
EBIT (% Sales)	10.3%	16.0%	
	30/06/2009	31/12/2008	09/08 (Var. %)
Total net assets	3,318.7	3,280.5	1.2%
Equity (before MI)	814.8	821.3	-0.8%
Net debt	1,122.6	1,016.5	10.4%
Total no. Employees	5,155	5,033	122

#### Notes:

- Total EBITDA = operating profit + depreciation and impairment losses + provisions reversal of provisions
- Cash flow = Retained profits for the period + depreciation and impairment losses + provisions reversal
  of provisions
- Net debt = non-current interest bearing debt (net of loan issue charges) + current interest-bearing debt (including debts to shareholders) – cash and cash equivalents – market value of treasury stock and other securities held



### **Segment Reporting (IFRS)**

IFRS - accrued amounts (million euros)	Paper and Pulp Paper	Cement	Environment	Holdings	Consolidated
Sales	537.5	149.3	13.0	0.3	700.1
Total EBITDA	99.1	36.6	3.6	(8.3)	131.0
Recurrent EBITDA	99.1	36.5	3.6	(9.0)	130.2
Depreciation and impairment losses	(56.6)	(11.1)	(0.8)	(0.1)	(68.6)
Provisions (increases and reversals)	9.1	(0.2)	(0.2)	0.8	9.6
EBIT	51.6	25.3	2.6	(7.6)	71.9
Net financial profit	(8.2)	(1.4)	(0.3)	(12.0)	(21.9)
Pre-tax profits	43.4	23.9	2.3	(19.6)	50.0
Tax on profits	(5.5)	(5.5)	(0.7)	(0.0)	(11.6)
Retained profits for the period	37.9	18.4	1.6	(19.6)	38.4
Attributable to Semapa equity holders	29.2	14.7	1.6	(19.6)	25.8
Attributable to minority interests	8.7	3.7	0.1	-	12.6
Cash flow	85.4	29.7	2.7	(20.4)	97.4
EBITDA margin (% Sales)	18.4%	24.5%	27.7%	-	18.7%
Recurrent EBITDA margin (% Sales)	18.4%	24.4%	27.7%	-	18.6%
EBIT margin (% Sales)	9.6%	17.0%	19.7%	-	10.3%
Net total assets	2,518.0	491.9	26.7	282.1	3,318.7
Net debt	617.7	65.9	10.5	428.5	1,122.6
Total no. Employees	2,279	2,681	174	21	5,155

#### Notes:

- Figures for business segment indicators may differ from those presented individually by each Group, as a result of consolidation adjustments
- The 51% holding in Secil owned by the Semapa Group is consolidated by the proportional method

#### **Introduction and Market Environment**

During the first half of 2009, the business environment continued to cope with the recession which has affected the world economy in the wake of the financial crisis which broke out in 2007.

The paper and pulp markets experienced a significant reduction in demand, both in Europe and the USA, with apparent global consumption of UWF paper contracting by 16% in these markets in relation to the same period in the previous year.

The construction industry and cement consumption also recorded a sharp decline in most developed countries.

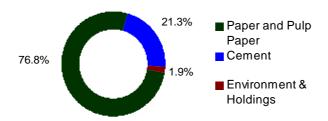
Business operations in the environmental sector were hampered by the relative scarcity of raw materials, as the economic crisis resulted in a reduction of levels of consumption.

Despite the economic environment and particularly adverse market conditions, the Semapa Group continued to press ahead with its ambitious investment plan, helping to create wealth for the country and to expand employment. At the end of the 1<sup>st</sup> half of 2009, the Group had a total workforce of 5,155, up by 122 on the end of 2008.



### **Analysis of Results**

The Semapa Group recorded a turnover of **700.1 million euros**, breaking down as follows by business area:

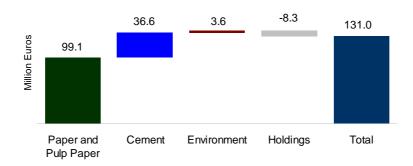


In the Paper and Paper Pulp segment, positive growth in the volume of paper sales (up by 3.8% on the first half of 2008) was offset by a reduction in average sale prices for paper, and by a drop in the volume and price of pulp sales. As a result, turnover was down by 9.6% on the first half of 2008, at **537.5 million euros**.

In the cement segment, turnover stood at **292.8 million euros**, of which the Semapa Group appropriated **149.3 million euros**. This represented a reduction of 1.5% in relation to the same period in the previous year, due mainly to the following factors: i) growth of 10% in sales in Tunisia, ii) an increase of 49% in sales in Lebanon, iii) growth of 50% in sales in Angola and iv) an increase in the cement price on the domestic market, which was not however sufficient to offset the drop in quantities of cement and clinker sales and in export prices.

In the environmental sector, operated via the ETSA Group, turnover totalled **13.0** million euros in the first half of 2009.

Consolidated EBITDA stood at **131.0 million euros** in the first half of 2009. This broke down by business area as follows:



EBITDA in the Paper and Paper Pulp business segment totalled **99.1 million euros**, down by 34% on the 1<sup>st</sup> half of 2008.

The reduction in the main cost factors in the first half was insufficient to offset the drop in paper and pulp prices and the decrease in the volume of pulp placed on the market.



In the cement sector, EBITDA stood at **71.7 million euros**, of which the Semapa Group appropriated **36.6 million euros**, corresponding to a reduction of this indicator of approximately 11% in relation to the same period in 2008.

Despite improved performance in operations in Lebanon and Angola, this proved to be insufficient to cope with the less strong performance in cement business in Tunisia and in the business units operating from Portugal:

- regardless of the growth in turnover referred to above, operations in Tunisia were especially hard hit by rising thermal energy and power costs, which were not passed through to sales prices.
- the reduction in the average sales price combined with a decline in the quantities of cement and clinker placed on the market contributed to poorer performance in operations based in Portugal.

EBITDA in the environmental sector stood at **3.6 million euros**. In addition to a reduction in levels of consumption, the growing scarcity of raw materials was also due to changing patterns of consumption through increased use of some of the raw materials collected in human foodstuffs.

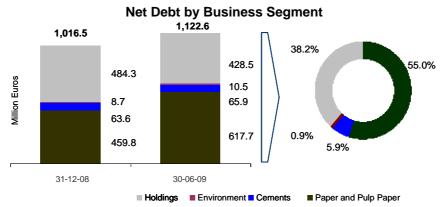
Accrued financial results for the first half of 2009 were up by 20.8%, at **21.9 million euros**, despite the growth in net debt in relation to year-end 2008, caused by the ambitious capital expenditure plan currently underway. This was helped by a broad reduction in leading interest rates and reversal of the periodic allocation of interest on fiscal contingencies from prior periods, which did not occur in the case of the Portucel Group.

Consolidated net profits attributable to Semapa equity holders totalled **25.8 million euros**, as compared with 55.7 million euros recorded in the first half of 2008. The reduction versus the same period in last year was due essentially to the drop in EBITDA and the increase in depreciation. Improvements in financial results and fiscal performance were insufficient to offset the lower figures recorded for EBIT.

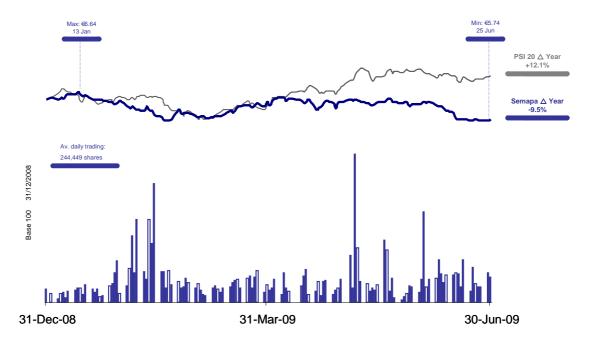
The Semapa Group is currently going through a period of heavy capital expenditure, especially in its Paper and Paper Pulp area, where investment totalled **248.4 million euros**, geared to a large extent to the new Setúbal paper mill and projects in the energy sector, including a new natural gas combined cycle co-generation plant, two new biomass power plants and a new turbine for the biomass co-generation plant.

At 30 June 2009, consolidated net debt stood at **1,122.6 million euros**, up by **106.1 million euros** on year-end 2008. Considering the scale of the investment programme outlined above, the figures for borrowing still reflect the capacity of the Semapa Group's business operations to generate cash flows, as well as a very sound financial structure.





The following graph shows the performance of Semapa shares during the first half of 2009:



Shares in Semapa were down by 9.5%, whilst the PSI 20 index rose by 12.1%.

It should be mentioned that, in 2008, Semapa shares outperformed the PSI 20 index by 24 p.p. (Semapa shares lost 27% of their value, as compared with a 51% slump in the PSI20).



#### Outlook

The short term economic prospects are marked by a high degree of uncertainty, due to the continuing presence of various factors which could potentially undermine an upturn in the global economy.

In the Paper and Paper Pulp business area, the second half of 2009 will undoubtedly pose major challenges for the paper and pulp sector in general, and for the Portucel Group in particular.

The demand for paper and pulp products remains sluggish, although there are markets where demand has started to pick up.

The Portucel Group is considered the most efficient producer of UWF paper in Europe. The start-up of the new paper mill in Setúbal, planned for August, will further bolster the Group's competitive position, placing it clearly at the forefront of the European UWF paper industry.

Capital expenditure in the energy sector also reflects the Portucel Group's commitment to sustainable growth, and will permit the Group to generate approximately 5% of all the power produced in Portugal, most of it from renewable sources – forestry biomass and industrial by-products, strengthening its position as Portugal's leading producer of "green energy" from biomass.

With regard to the possibility of international expansion, the Portucel Group continues to look into a number of alternatives, especially in Latin America and Africa, regions naturally suited to highly productive forestry operations.

The outlook for cement business is generally unfavourable, although, thanks to geographical diversification, the Secil Group is able to look to varying prospects in the different regions in which it operates. For Portugal, expectations of construction activity remain negative, especially for the residential construction segment. The Tunisian, Lebanese and Angolan markets are expected to cool slightly in comparison with the growth recorded in the first half of the year.

The ETSA Group will carry on its operations with a view to sustained development of its subsidiaries' business interests.

Demand for ETSA Group products (animal fats, meals and frozen products for pet food) will inevitably reflect the economic slowdown and falling levels of consumption.

In view of the above and the performance recorded in the first half of the year, the Semapa Group's results are expected to be lower than in the previous year, but still positive overall.



Lisbon, 25 August 2009

The Directors