

## **Quarterly Report IV/2007**













#### **Business Development**

In the fourth quarter of 2007, PCC group's consolidated sales revenues amounted to approx. EUR 250 million, in line with expectations. Cumulated consolidated sales revenues for all of 2007 came in at about EUR 940 million, up 7.5 per cent against the previous year (EUR 874.4 million).

Earnings before interest, tax, depreciation and amortization (EBITDA) rose at a strong 20 per cent pace to EUR 40 million compared to EUR 33.3 million in the previous year. Earnings before tax (EBT) are also expected to come in at a higher level than in 2007 (EUR 7.4 million).

The ultimate figures will be published on the Internet at www.pcc-finanzinformationen.de immediately after the annual report for 2007 is approved.

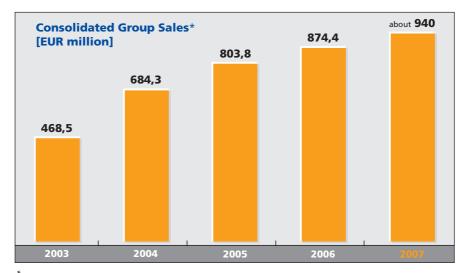
Business development in the fourth quarter of 2007 differed considerably from division to division:

For the Chemical Production division, 2007 was another profitable year, although both operating and pre-tax profit were below the level of 2006, thus falling short of our expectations. One of the main reasons for this was the unexpected downturn in the polyols business during the fourth quarter of 2007. The price decline was especially marked in the area of standard polyols, which constitute the largest part of PCC Rokita SA's product range. This was further aggravated by the relatively high price for one of the main starting substances for the production of polyols, resulting from a long-term procurement contract for this strategic resource. The

contract was successfully renegotiated in the meantime. Apart from this, PCC Rokita SA continues to gradually widen its product range, replacing part of it with special polyols that offer higher added value to secure higher margins.

The Logistics division also turned in a profit in 2007, but still fell short of our expectations. Operating results were more or less unchanged from the previous year, while earnings before tax dropped compared to the previous year as a result of a considerable rise in interest expenses and amortization costs. This development can be explained as the outcome of rising competition on the Polish transport market coupled with rising costs. The planned acquisition of logistics company PTKiGK Rybnik S.A. will enable PCC Rail S.A. to further boost its market position. The resulting synergies will positively influence the financial result in the long term. This month, Poland's competition authority approved the acquisition of nearly 50 per cent of PTKiGK Rybnik's shares.

The Trading/Energy division considerably improved its results compared to the previous year both on an operating and a pre-tax basis. Petro Carbo Chem GmbH headquartered in Duisburg generated a profit, which was mainly a result of the profitable chemical raw materials trade and of the substantially more efficient cost structure achieved in the meantime. Energy supplier PCC Energie GmbH failed to break even in 2007 again, but still improved its result compared with 2006. Both companies are likely to continue this favourable trend in 2008.



<sup>\*</sup> PCC's consolidation group comprises: PCC Rokita SA from 2003 PCC Rail S.A. (previously PCC Rail Szczakowa S.A.) from 2004



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# PCC's new divisional structure: Chemicals, Energy and Logistics

Due to a new strategic focus in its energy activities, PCC SE has changed its divisional structure at the beginning of 2008. The traditional Trading Division was replaced by a new "Energy" division. It will comprise the group's energy trading and supplies businesses as well as those companies active in the development, construction and operation of power plants. By creating an energy assets portfolio PCC is striving to not only seize attractive investment opportunities especially in the field of renewable energy - but is also aiming to achieve a more stable sourcing basis for its electricity supply activities towards commercial end users. Presently power plants are at the planning, development or construction stage in Germany, Poland and the Balkans. PCC's commodity trading of chemicals and solid fuels has been transferred to the Chemicals Division, which will thus contribute the largest share to the group's sales. The Logistics Division will not be affected by this reorganisation.

# PCC kicks off construction of modern heat power plant in Poland

At a cost of approximately EUR 28 million, PCC is building a new heat power plant in Lower Silesia on the premises of PCC Rokita SA. The project was commissioned by Energetyka-Rokita Sp. z o.o., the PCC group company responsible for the power plant operations of PCC Rokita SA. The groundbreaking ceremony was held on December 12th, 2007. The new power plant will be connected to the grid as early as September 2008 with a capacity of 14 MW of power and 80 MW of heat, reducing CO<sub>2</sub> emissions by 40,000 tons annually. It will supply electric power and process steam to the production lines of PCC Rokita SA. Apart from that, the new power plant will secure hot water supplies for the neighbouring town of Brzeg Dolny and its 14,000 inhabitants. As state-of-the-art technologies are applied, Energetyka-Rokita will receive EU funding for this project as mentioned in the quarterly report for QI/2007.

## PCC acquires block of shares in Romanian chemical group

PCC SE has acquired an interest of about 13 per cent in Romania's Oltchim S.A., one of the country's largest chemical plants. The company which is listed in the BET 10 index of the Bucharest stock-exchange, remains majority-controlled by the state, holding 53 per cent of the company's shares. Oltchim S.A. is headquartered in Râmnicu Vâlcea, a town in the Southern Carpathians about 175 km north-west of the capital. Oltchim's product range includes PVC (polyvinyl chloride), oxoalcohols and propylene oxide as well as products supplementing the existing product range of PCC's chemical division, such as sodium hydroxide (caustic soda) and polyols. On January 7th, 2008, PCC SE's Chairman of the Board Waldemar Preussner was elected to Oltchim S.A.'s Supervisory Board. Corporate information about Oltchim S.A. on the Internet: www.oltchim.ro.

# PCC Rail S.A. acquires majority stake in Szczecin-based stevedoring company

Following a capital increase of PLN 5 million (approx. EUR 1.4 million), PCC now holds 91.4 per cent of the shares of the stevedoring company Drobnica-Port Szczecin. In a first step in February 2007 PCC had acquired 46.2 per cent of the shares.

#### Redemption of bond on April 1st, 2008

On April 1st PCC will redeem its bond coded WKN AODL8H with a nominal value of EUR 11.9 million. Apart from this bond, five publicly listed securities with an overall volume of EUR 90 million are currently in circulation.

#### **Current securities issues**

Presently direct orders can be placed via PCC SE for the 7.00% bond ISIN DE000A0S8DY1 and the 8.75% profit participation certificate ISIN DE000A0MZC31. Both securities are listed on the Open Market of the Frankfurt Stock Exchange (FSE).

The published version of the securities prospectuses is available as a PDF file on our website (www.pcc.eu). Paper copies of the prospectuses can be ordered without obligation by phone at +49 [0]2066 90 80 90 or e-mail at wertpapiere@pcc.eu.

#### Investor's Day 2008

Exclusively for PCC SE's investors, this years Investor's Day will be held on Saturday, June 21st, 2008 - precisely on the first day of summer. Personal invitations will be sent out to our investors during the coming weeks.









