



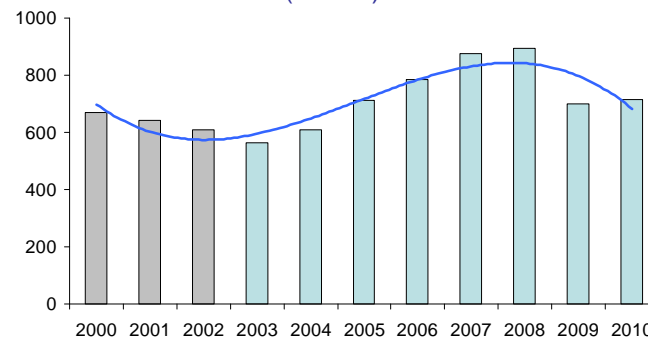
Corporate Group Presentation 2011



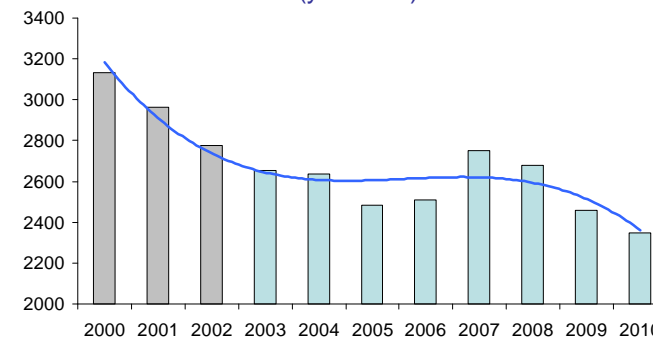
Pipelife – A Joint Venture between Solvay and Wienerberger

Net Sales 2010	716 mEUR
Sales Offices	Active in 27 countries
Production Sites	26
Employees (year end '10)	2.349
Headquarters	Vienna, Austria

Net Sales
(mEUR)



Employees
(year end)



- 1989 Foundation of Pipelife by Solvay & Wienerberger: AT, FR, DE
- 1990 Entering the Hungarian market, Joint Venture with Pannonplast
- 1992 Expansion of business into Greece and Turkey
- 1994 Further business expansion: CZ, SK, SI
Integration of Solvay pipes and fittings activities in BE, ES, NL, PT
- 1996 Start of operations in Poland and Romania
- 1997 Acquisition of Davinyl (SE), business expansion to Croatia
- 1999 Acquisition of the MABO Group: EE, FI, LT, LV, NO
Integration of Wienerberger's pipes activities in China
- 2000 Acquisition of Jetstream (US), opening of sales offices in Russia & the Ukraine
- 2003 Acquisition of 100% Pipelife Czech and Pipelife Slovakia
- 2004 Acquisition of Propipe (FI)
Acquisition of PVC business of Drossbach (DE)
- 2005 Acquisition of 100% Pannonpipe and Pipelife Romania
Foundation of Pipelife Bulgaria
- 2006 Investment in Pipelife plant in Russia
- 2007 Acquisition of Quality Plastics (IE)
Start of operations in Russia
- 2008 Acquisition of Instaplast (CZ)
- 2009 Investment in Pipelife plant in Bulgaria
- 2010 Acquisition of Westpipe (SE)
Closure of Pipelife subsidiaries in Spain and Portugal



Leadership Principles



inspire

- * We create an atmosphere of optimism, enthusiasm and opportunities
- * We encourage creativity, innovation and initiative
- * We are visionary with our goals, open to challenges and supportive of change
- * We establish an atmosphere of trust and tolerance

commit

- ✓ We identify with the Pipelife Mission, Vision and Value statements
- ✓ We agree on and communicate clear targets
- ✓ We direct our actions towards the achievement of local and group objectives
- ✓ We set example with our behavior and encourage our people to follow by being honest, loyal and acting according to the highest ethical values
- ✓ We give the best of ourselves and energize others

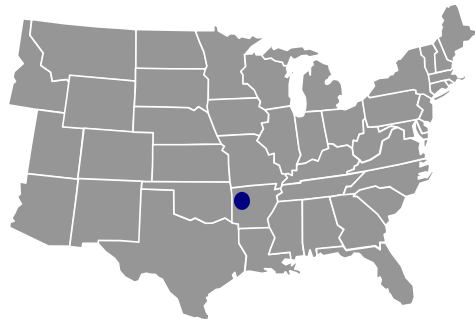
empower!

- ! We coach, support and develop our teams
- ! We delegate authority and responsibility
- ! We listen actively and communicate openly
- ! We make resources and necessary tools available
- ! We recognize, reward and stand by our people

deliver

- We ensure the development of efficient processes
- We remain focused on our targets and work according to priorities
- We measure, correct, support and achieve
- We ask for and give feedback, learn from our mistakes and continuously develop

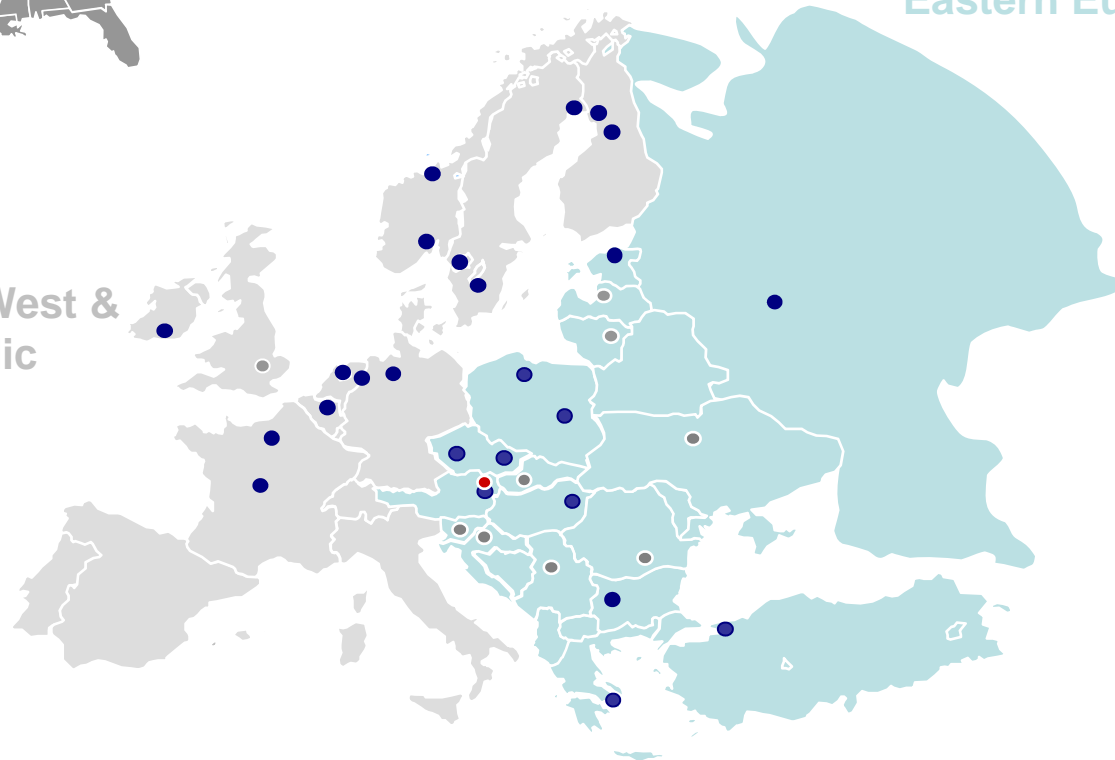
Locations worldwide



Region US

Region West & Nordic

Region Central Eastern Europe (CE)



- Plant
- Sales Office
- Headquarters

Mission

“Improve quality of life by providing high value solutions for the protection and flow of water and energy.”

Vision

“The Number ONE value creator in our markets”

Values

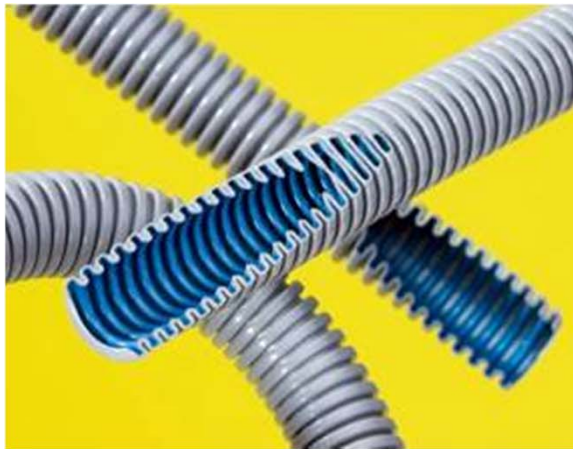
- Go the last mile for the customers
- Invest in quality of people first
- Run lean and un-bureaucratic
- Focus on innovation and speed
- Improve performance every single day
- Act honestly, with integrity and citizenship
- Work hard, oriented to results, yet have fun



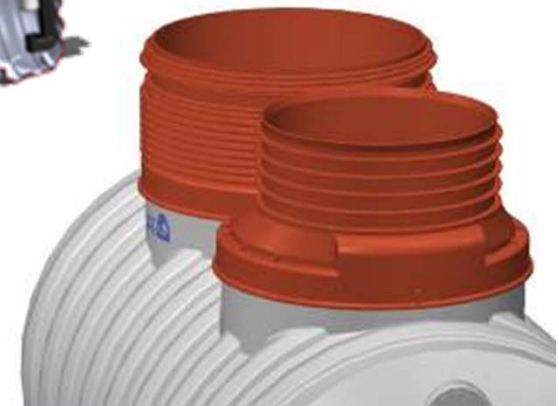
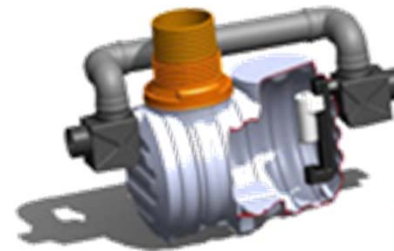
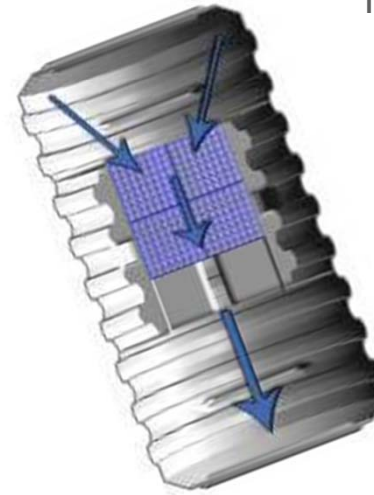
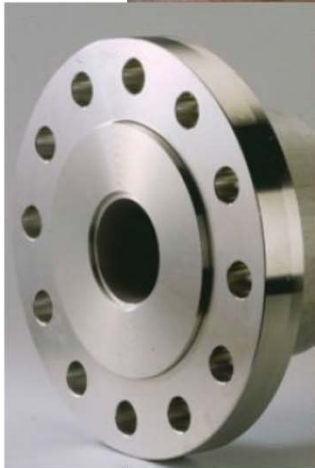




Electro and Cable & Gas



Specialties
Industrial & Environmental



Extrusion / Injection Molding / Roto-Molding / Assembling

