

Nine-Month Report
Wednesday, November 8, 2006



High Earnings Growth from
More Speed and Increasing Power.



Agenda

- Milestones in Q3/2006
- Operative and Financial Business Development
- Business Center Performance in Regional Markets
- Outlook 2006
- Abstract

Milestones in Q3/2006



Milestones of Successful Quarterly Performance

- EBITDA in Q3/06: +95.7% to 54.2 million euros; EBITDA-margin: 15.0%
- EPS in Q3/06 more than tripled with 0,31 euros
- Revenues in Q3/06: +81.5%; Revs Q1-Q3/06 exceed the one billion euros threshold for the first time
- Gross margin climbs to 28.8% in Q3/06
- Active cost management leads to significantly lower structural costs
- Commissioning of Russia's most modern particleboard plant
- North American Panel production sites run at full capacity
- Favorable market development in all regions

Operative and Financial Business Development



Significant Increase in Earnings Power

	01/01 - 30/09/2006		01/01 - 30/09/2005
	million euros	change	million euros
Revenue	1,041.5	+78.9%	582.3
EBITDA	144.3	+99.9%	72.2

	01/07 - 30/09/2006		01/07 - 30/09/2005
	million euros	change	million euros
Revenue	362.3	+81.5%	199.6
EBITDA	54.2	+95.7%	27.7

- Strong revenue growth to 1.0 billion euros (+ 78.9%) in 9-month period
- Over proportionate EBITDA increase doubling to 144.3 million euros
- Sustained quarter-by-quarter improvement in EBITDA margin:
 Q1/2006: 12.4 % Q2/2006: 14.1 % Q3/2006: 15.0 %

Best Ever Operative Results Posted for Reporting and Quarter Period

	01/01 - 30/09/2006		01/01 - 30/06/2005
	million euros	change	million euros
EBIT	89.1	+129.6%	38.8
EBT continuing operations	54.1	+90.5%	28.4

	01/07 - 30/09/2006		01/07 - 30/06/2005
	million euros	change	million euros
EBIT	35.6	+118.4%	16.3
EBT continuing operations	28.8	+118.2%	13.2

- Over proportionate EBIT increase to 89 million euros: EBIT margin climbs 1.8pp to 8.5% in Q1-Q3/2006
- Significant improvement in interest expense: Financial result down by half from -14.3 million euros in Q2/2006 to -6.7 million euros in Q3/2006
- Pre-tax earnings of continuing operations nearly doubled

Net Income Up Significantly

	01/01 - 30/09/2006		01/01 - 30/09/2005
	million euros	change	million euros
Net income after taxes (continuing operations)	38.2	+102.1%	18.9
EBT (discontinued operations)	52.6	n.a.	5.3
Net income for the Group	61.7	+510.9%	10.1
Earnings per share, EPS (in Euro)	1.24	+416.7%	0.24
EPS, continuing operations (in Euro)	0.52	+188.9%	0.18

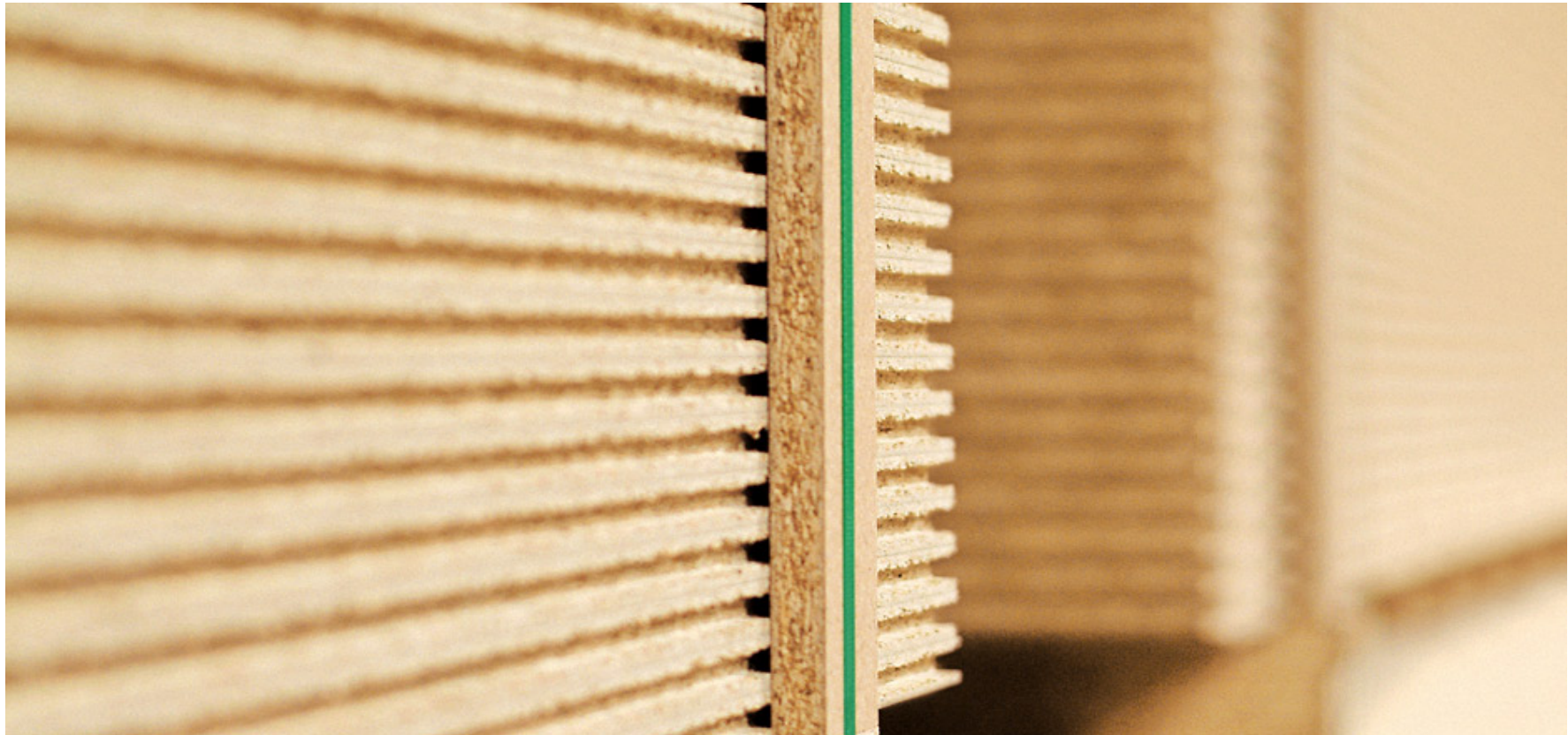
- Net income after taxes doubled for continuing operations
- Net income for the Group increased more than 5-times to 61.7 million euros or 1.24 euro per share
- EPS increase (continuing operations) by factor 3 to 52 eurocents in 9-month period despite higher number of shares outstanding



Earnings Power Improves Cash Flows – Equity Ratio Markedly Up

- Cash flows in 9M/06 up by +76.9% to 109.3 million euros (61.8 million euros)
- Much stronger free cash flow: 46.4 million euros (7.6 million euros)
- Equity climbs to 517.2 million euros or 37% of balance sheet total
- Net debt for the Group reduced to 354.1 million euros compared to 627.5 million euros at 12/05 and 189.3 million euros as of 9/05

Business Center Performance in Regional Markets



Positive Contribution of all Business Centers to Earnings' Increase in Q3006

	01/07 - 30/09/2006		01/07 - 30/09/2006	
	million euros	in %	million euros	in %
EBITDA Business Center North America	17.7	18.1	--	--
EBITDA Business Center Western Europe	23.2	12.0	13.8	10.3
EBITDA Business Center Eastern Europe	15.4	20.5	13.3	19.9

- North America with significant hike in margin following high demand in North American furniture industry
- Western Europe with strong profitability increase – but still significantly lower than Eastern Europe and North America
- Eastern Europe benefits from favorable market development of East European furniture industry

North America: EBITDA margin at 18.1 % in Summer Quarter

	01/07 - 30/09/2006	01/04 - 30/06/2006
	million euros	million euros
Revenue	97.9	94.4
EBITDA	17.7	13.7

- Strong performance of Panel-Business driven by strong market demand
- Flooring-Business recaptured momentum: Downtime due to capacity extension in H1/06 almost recouped
- EBITDA margin increase in Q3/06 to 18.1 % or 15.1 % in 9-month period

Eastern Europe: EBITDA margin at 20.5 % in Q3/2006

	01/01 - 30/09/2006		01/01 - 30/09/2005
	million euros	change	million euros
Revenue	206.7	+17.2%	176.3
EBITDA	40.7	+14.0%	35.7

	01/07 - 30/09/2006		01/07 - 30/09/2005
	million euros	change	million euros
Revenue	75.3	+12.7%	66.8
EBITDA	15.4	+15.7%	13.3

- Good sales and price developments in Eastern Europe
- Revenue +17.2% to 206.7 million euros in 9-month period
- EBITDA margin increased to 20.5% in Q3/06 - EBITDA reached 40.7 million euros (margin 19.7%) in 9-month period
- Start-up of new particleboard plant in Novgorod, Russia: Significant impact on revenues and over proportionate earnings impact expected



Sustained Increase in Revenue and Earnings in Western Europe

	01/01 - 30/09/2006		01/01 - 30/09/2005
	million euros	change	million euros
Revenue	574.8	+41.5%	406.2
EBITDA	72.0	+80.0%	40.0

	01/07 - 30/09/2006		01/07 - 30/09/2005
	million euros	change	million euros
Revenue	192.9	+44.8%	133.2
EBITDA	23.2	+68.1%	13.8

- Successful integration of Engineered Wood activities of Kunz
- Tailwind through positive development of German furniture industry
- Noticeable increase in EBITDA through active cost management, despite continued price hikes in raw materials
- Disadvantage of structural costs of „Pfleiderer-old“ versus Kunz´s sites: Opportunities to enhance operative profitability

Outlook for Fiscal 2006 and Beyond





Positive Outlook

- Pfleiderer is fully on track to achieve its targets for full year 2006:
 - EBITDA of at least 200 million euros with revenue of 1.4 billion euros
- Further increases in operative performance expected
- Continuous improvements of cost and earnings structures

Excellent Basis for Further Growth

- Increased earnings power in Q3/06 and in 9M/06
- Expansion and stronger of market position in the attractive growth markets Eastern Europe and North America
- Further growth in product segments and markets with higher margins and earnings
- Strengthening of earnings power through active cost management and leverage economies of scale

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