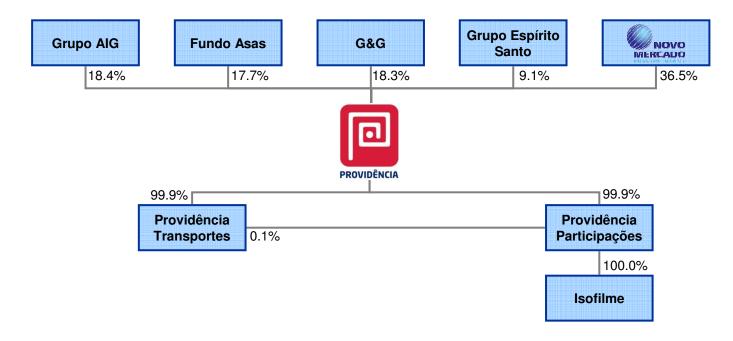




12<sup>th</sup> ANNUAL LATIN AMERICAN CONFERENCE January 15-18, 2008 - Acapulco - Mexico







Approx. US\$7.8 billion in private equity investments in Independent private equity fund managed by Antônio G&G emerging markets. Recent success stories include Gol **Grupo AIG** Kandir, former Planning Minister and Fertilizantes Heringer, among others Grupo Investment fund of Constantino family, founders and Its private equity division is present in Portugal, Spain, controlling shareholders of Gol, which recently **Espírito Fundo Asas** France and Brazil with 32 companies in its portfolio acquired Varig Santo

2





#### Providência operates two business divisions with over 1,000 employees

Nonwovens: 76.1% of Net Revenue

in the 9 months of 2007

If the 9 months of 2007

 56% market share in Brazil (hygiene products)



Main End-uses

**Key Clients** 

- Diapers
- ▶ Feminine hygiene
- ▶ Furniture & bedding
- Medical disposables

C Kimberly-Clark



Johnson-Johnson



- #3 manufacturer of PVC pipes in Brazil
  - 7% market share



- Main End-uses
  - ses -
- Contractors
- Infrastructure
- Construction Companies

**Key Clients** 



#### **RECENT EVENTS**

- ▶ In August, 16 the Company concluded the acquisition of Isofilme
- In September, 30, we closed down the packaging division

PROVIDÊNCIA





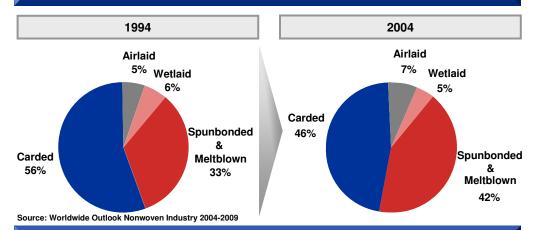
Nonwovens were created in the 50s from the combination of three technologies

#### What is a Nonwoven Fabric?

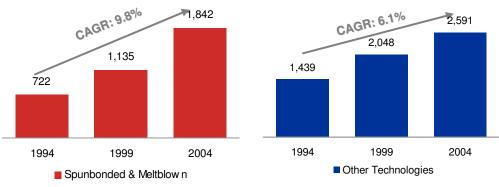
# Paper Nonwoven Textile

- Created when paper, textile and chemical technologies were combined to produce new fabrics and products with the attributes of textiles, but at significant lower costs
- Polypropylene is the main raw material
  - Approximately 87% of nonwovens COGS

#### Available Technologies



#### Nonwovens Global Production by Technology (in '000 tons)



Source: Worldwide Outlook Nonwoven Industry 2004-2009

Providência has the best platform within the winning technology

4

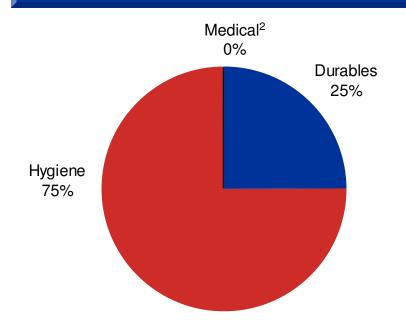


# Our Nonwovens Focus: Consumer Goods Industry



Providência is focused on high value-added nonwoven products with high growth potential (hygiene and medical disposables)

#### Product Mix (% of Nonwovens Net Revenues)1

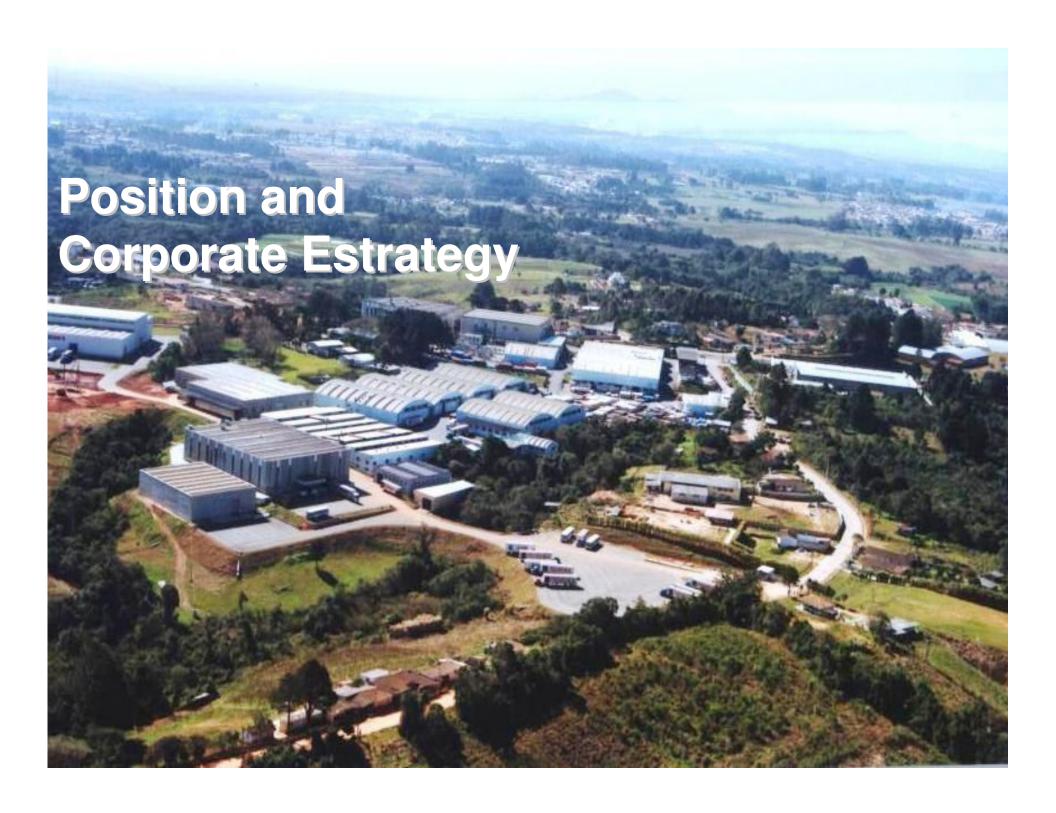


#### **Market Segmentation Outlook**

	Value-added products	Operating margin	Market size	Expected growth
Medical Disposables	<b>///</b>	High	Small	Double digit
Hygiene / Consumer Goods	<b>✓ ✓</b>	Medium	Large	High single digit
Durables	<b>✓</b>	Low	Medium	Single digit

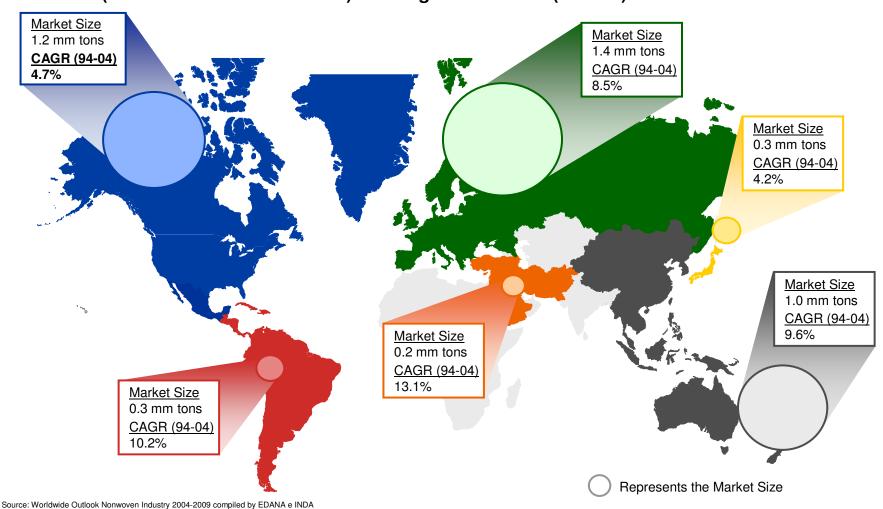
#### Note:

- 1. Proforma for the acquisition of Isofilme
- 2. Providência is currently building its ninth machine, primarily to the medical segment





Providência is focused on the Americas region, benefiting from fast growth (South and Central America) and large market size (NAFTA)





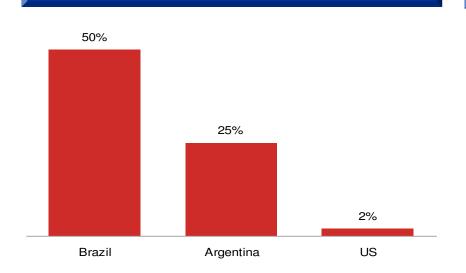
# ... and Even Stronger Outlook in Brazil (cont'd)

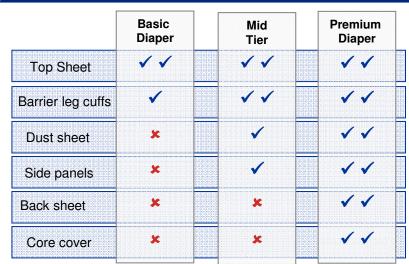


#### Nonwovens demand can grow an additional 3x as a result of higher usage per diaper

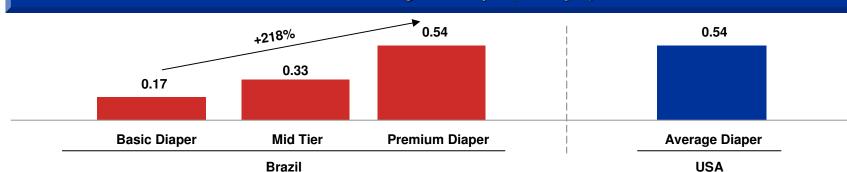
#### **Basic Diaper Penetration**

#### **Diaper Spunbonded Components and Key Features**





#### Nonwovens Usage Per Diaper (m<sup>2</sup>/diaper)



...and Providência has the technology to lead this growth

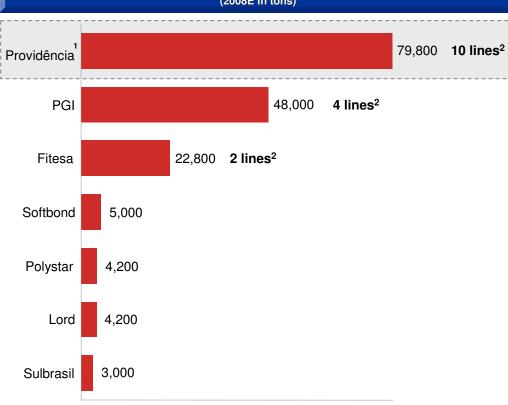


# Leading Market Position & High Barriers to Entry



Providência is the leading manufacturer of nonwoven fabrics in South America with more than 1.5x the capacity of the second largest player





#### **High Barriers to Entry**

- Scale to service major clients
- Typical investment for a new entrant is approximately US\$60 million
- ▶ 24 months of project implementation
- Certification process with major consumer companies can take up to 18 months to be concluded
- Know-how and highly specialized workforce

Source:Technomic International

#### Note

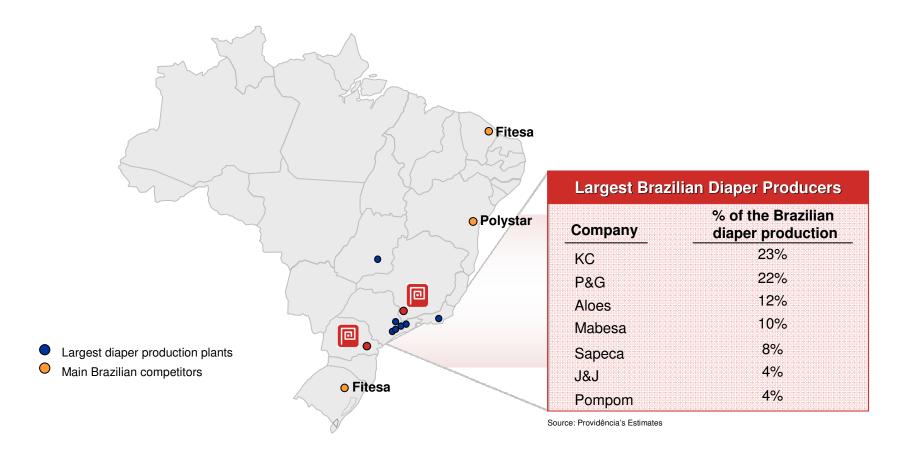
- 1. Proforma for the acquisition of Isofilme and for the 9th machine
- 2. Reicofil 3 or above

The update was made in accordance with given of market and Providência's estimates.

Providência achieved its leading position by adding a new machine every two years since 1988



Providencia's plants are strategically located near the largest Brazilian diaper producers.



In addition, the Company has access to two of the main Brazilian ports which enable the exports to Latin America and the USA



### PROVIDÊNCIA Nonwovens Growth Strategy



## New Products Markets

- Enter into medical disposable products market
  - Market prices in medical are higher than those of durables and hygiene
- Increased investment in product development to strength relationship with customers
- Offer new products such as ultra thin products, stretchable products and printed, embossed and breathable laminates
- Product development center facilitates cooperative development of products tailored to consumers' needs

#### Technological Leadership

- Enhance margins by utilizing state-of-the-art technologies
  - Light-weight basis weights can command higher prices
- · Commitment to maintaining domestic technological leadership
  - -Providência has installed a new production line approximately every two years

#### Expand Domestic Leadership

- Domestic nonwovens market generates higher margins relative to export market
- Capitalize on Brazil's rising standard of living by offering higher quality products
  - Increase nonwovens usage per diaper in Brazil
- Initiatives to achieve this goal include the acquisition of Isofilme

## International Expansion

- · International expansion to increase market share and service global demand
- Will begin production in North America by 2010
  - Hygiene demand in the US is estimated to grow 2 machines every 3 years from 2006-2011

#### Potential Acquisitions

- Analyze potential acquisition opportunities in fragmented markets
- Look for opportunities that strengthen relationships with customers, add favorable/target geographies, increase bargaining power with suppliers, and optimize production lines



## PROVIDÊNCIA PVC Growth Strategy



#### **New Products**

- Investments predicted for the supplementation of the Construction Connection lines 120 new SKUs .
- · New corrugated product lines for the infrastructure and sewage market.
- · New product lines for the irrigation market.

#### **Technological Updating**

- Investments in technological updating resulting in a margin increase predicted for the next 3 years.
- · Acquisition of a large-diameter extrusion line to serve suppliers of the Sugarcane industry.
- · Automation of the sales force.

## Expansion of the operation and penetration areas

- Restructuring and increasing the number of sales representatives.
- Increasing the number of active clients.
- Analyzing possible strategic acquisitions / partnerships in the Southeastern and Northeastern regions.
- Enlarging sales in the middle and large-sized construction companies.

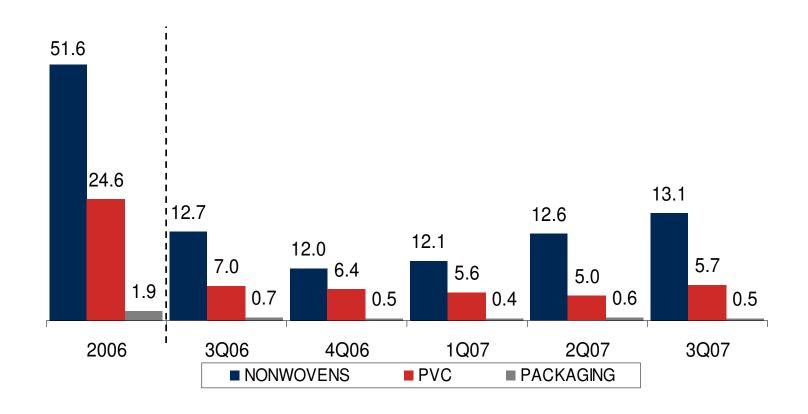
#### **Operational Excellence**

- · Continuous focus on decreasing operational and logistics costs.
- Divestment in operations and products that do not generate value.

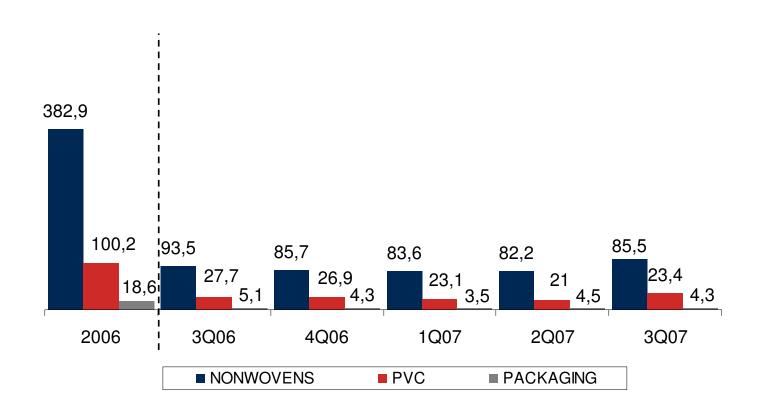






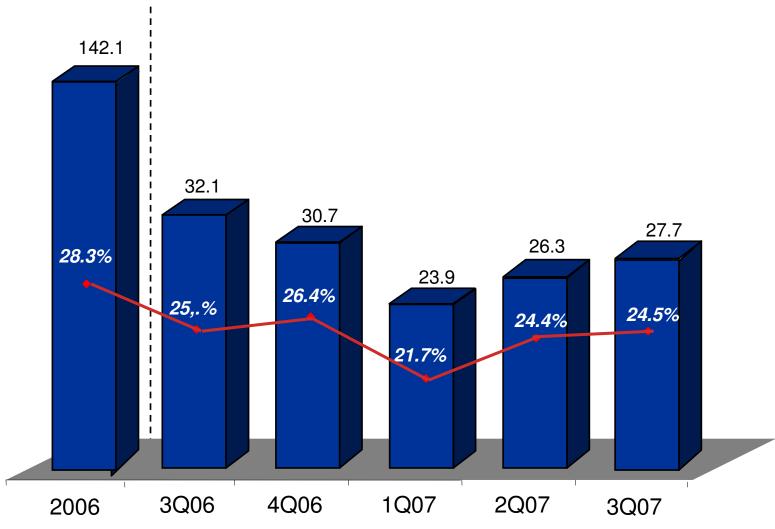












Note:

<sup>&</sup>lt;sup>1</sup> EBITDA adjusted to non-recurring items.



- ▶ The volumes have started growing again, consolidating/expanding market share in the nonwoven segment;
- ▶ The Company has chosen to keep the prices and to maintain/expand its share in the domestic market within a scenario of additional appreciation of the Brazilian currency Real;
- ▶ Even though it means sacrificing the margin recovery policy in the short term, we believe that this is the best strategy for the Company within a long term perspective;
- It is worth stressing that our EBTIDA has increased in nominal terms and the margins have remained stable even within a scenario of fierce competition, a raise in the prices of raw materials, and appreciation of the Real;
- ▶ Hedging strategy in receivables resulted in a financial gain of about R\$3.0 million.

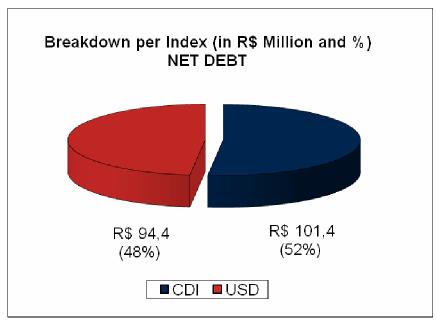


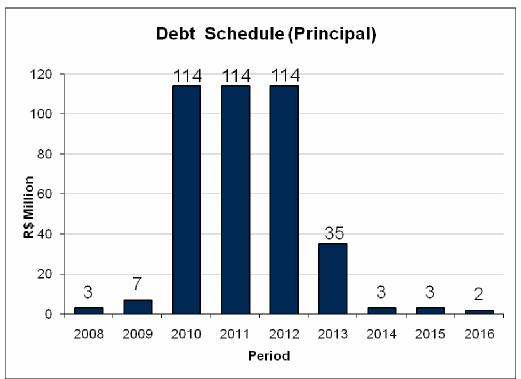


#### **Consolidated Net Debt**

(R\$ Million)	09/30/07	After Debt Restructuring	
Total Debt		I I	
Short-Term	283.2	8.3	
Long-Term	109.7	387.5	
Total	392.9	395.8	
Cash and Cash Equivalents	211.0	200.0	
Net Debt	181.9	195.8	











- ▶ Sales growth ( + 18,600 tonnes) due to the Machine 9 start-up and expansion of Isofilme's productive capacity:
  - ▶ Machine 9 => 9,000 tonnes as of April, initially directed towards the foreign market;
  - ▶ Isofilme => starts to produce 800 tonnes/month of DH as of the 1st quarter of 2008;
  - ▶ About 30% of the 2008 volume refers to contracts.





- ▶ Machine 9 (Action Plan/stages):
  - Start-up in January 2008;
  - Products development: January to March 2008;
  - Qualification in the main clients: January to April 2008;
  - Operation: April 2008.
- ▶ Isofilme (Action Plan/stages):
  - Finalizing the qualification in the largest clients;
  - Implementing the additional knives: January 2008;
  - Reembossing calender cylinder: February 2008;
  - ▶ Return of absorbents, barrier leg cuffs and spun tissues: February 2008 (for P&G);
  - Building a dock at shipment: February 2008;
  - Implementing the automatic cores cutting system and knife positioning: May 2008;
  - Implementing the automatic packaging system: May 2008.



- Laminated sheets:
  - ▶ Full use of the 750 tonnes/month or 9,000/year current capacity;
  - ▶ Evaluation of the new investment in printing and lamination up to June 2008 with a 15% margin
- Medical Disposables:
  - Expected Sales Volume to:
    - ▶ 2008: 2,500 tonnes (6 months)
    - ▶ 2009: 6,500 tonnes (+30%)
    - ▶ 2010: 8,500 tonnes (+30%)
  - ▶ Additional Margin: +/- 20% related to conventional nonwoven;
  - Project Steps:
    - Pre-marketing and samples: : January 2008
    - Product development: February to June 2008
    - Client Qualification: February to August 2008





- ▶ Sales Growth by 5,000 tonnes (+ 23%), reaching 27,000 tonnes in 2008:
  - Start-up of large diameter machine;
  - Improvement of the product portfolio (irrigation and construction).
- New products (Action plan/stages)
  - Investment in a construction connections line:
    - ▶ Acquisition of equipment predicted for March 2008 with start-up in September.
  - Multilayer/corrugated Project:
    - Evaluation in April 2008 and investment may December 2008.
- Commercial Restructuring (Action plan/stages)
  - Sales force automation and training: April 2008
  - Implementation of commercial policy/segmentation: April 2008
- Operational Efficiency (Action plan/stages)
  - Logistics optimization (factory planning and freights): March 2008
  - Overload reduction (2%): June 2008





- ▶ Goal of a 5% reduction in global costs of:
  - Raw material;
  - ▶ Freights, insurance and logistics;
  - ▶ SG&A
- Implementation of cost control/reduction tools:
  - Matrix budget (packages);
  - Monthly meetings to analyze Actual x Budget cost;
  - Individual goals (managers) to reduce specific costs



# IR Contact Rubens Sardenberg IR Officer

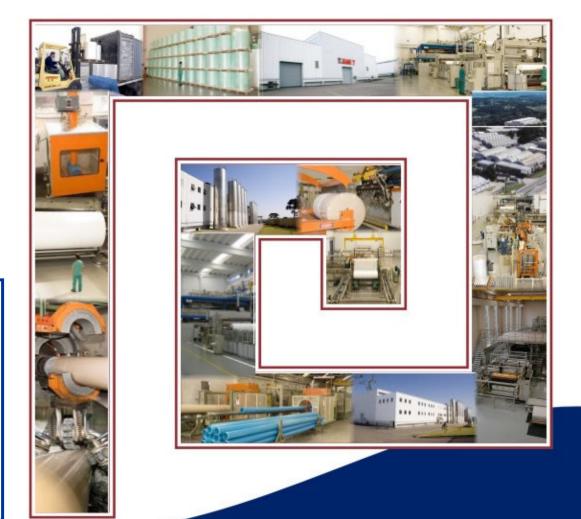
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