



ZOTEFOAMS

ZOTEFOAMS plc

LSE Environmental Opportunities Forum

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Clifford Hurst – Finance Director



Who we are

Zotefoams is the world's leading manufacturer of cross-linked block foams

We produce these using a unique process

Our process allows us:

- produce more consistent polyolefin foams than our competitors
- produce foams from materials which other people can't foam (HPP)



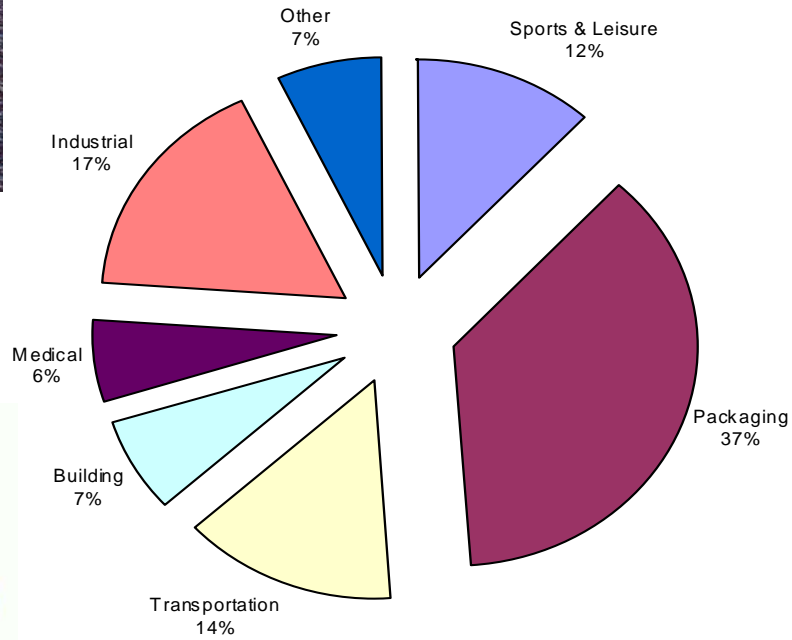
Why are we here

- Unique manufacturing process
 - Environmentally friendly as does not use chemicals
 - Gives more consistent product
- Share in another foaming technology (MuCell®)
 - Also does not use chemicals
 - Can reduce material content or make foam (microZOTE™)
 - Is recyclable
 - Option to buy technology

Polyolefins



ZOTEFOAMS



- ZOTEK[®] F PVDF

- Aviation

- Wide-body & Regional
- OEM & Aftermarket

- Advanced Insulation (incl. T-Tubes[™])

- ZOTEK[®] N Nylon

- Automotive

- Industrial





microZOTE™ in Croydon



Direct foaming from extruder



Wound on to rolls for storage & shipping



Financial Performance

	Broker's forecast 2010 £m	Actual 2009 £m	Actual 2008 £m	Actual 2007 £m	Actual 2006 £m	Actual 2005 £m
Sales	33.9	31.8	34.8	31.6	30.1	28.0
Sales growth	7%	-9%	10%	5%	7%	11%
PBT (excl exceptionals)	3.7	3.2	3.9	3.4	2.7	1.8
PBT (incl exceptionals)	3.7	2.7	3.9	3.4	1.6	3.3
Cash generated from operations		7.0	5.8	4.8	4.7	4.1
Capex	3.0	3.4	1.4	2.7	2.6	1.1
Net debt	1.1	0.4	1.2	1.7	1.4	1.1
Gearing	4%	2%	4%	6%	6%	4%
Basic eps (excl exceptionals)	7.2p	6.8p	8.3p	8.0p	5.4p	3.5p
Dividends	4.5p	4.5p	4.5p	4.5p	4.5p	4.5p



Conclusion

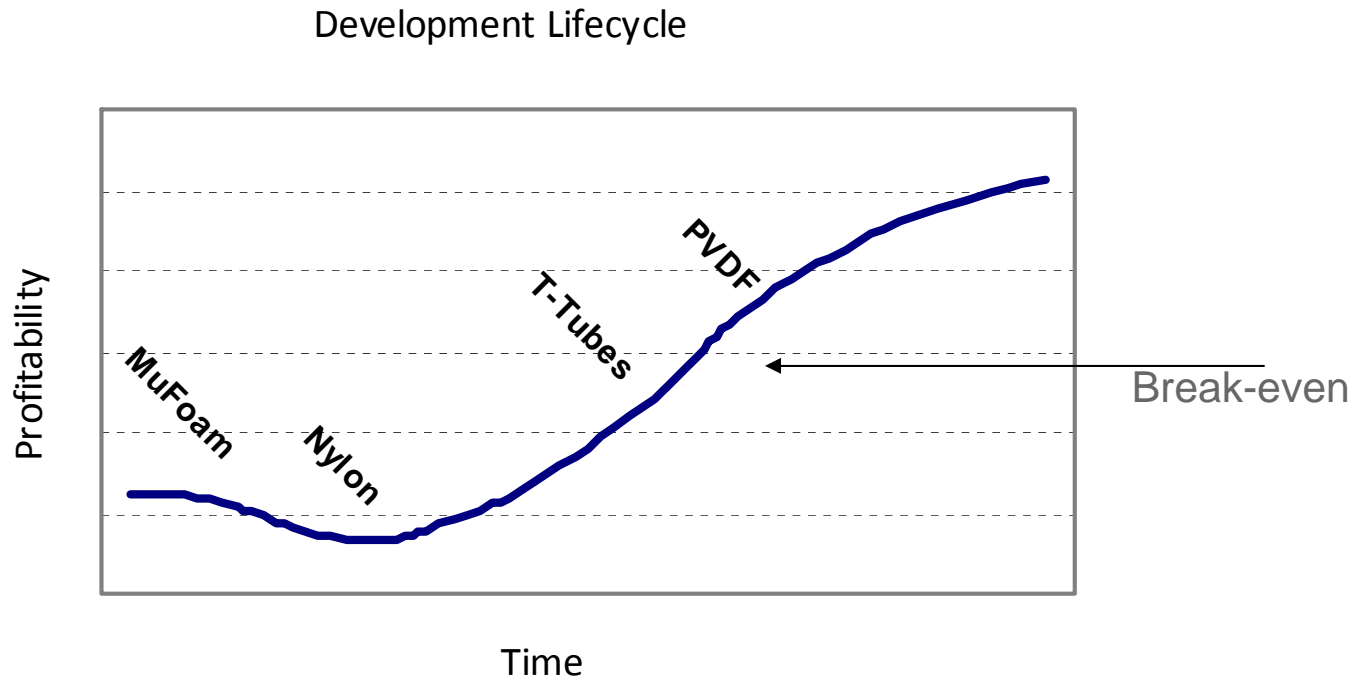
- Sound base
 - Good market positions
 - High asset base
 - Low gearing
 - Good cash flow
 - Strong non-executive Board
- Growth opportunities
 - Polyolefins in all geographies
 - HPP



Appendix



HPP : Portfolio Progress



- Portfolio of “projects” at differing stages of development
 - Technical Innovation
 - Market & Production Development
 - Launch
 - Sales

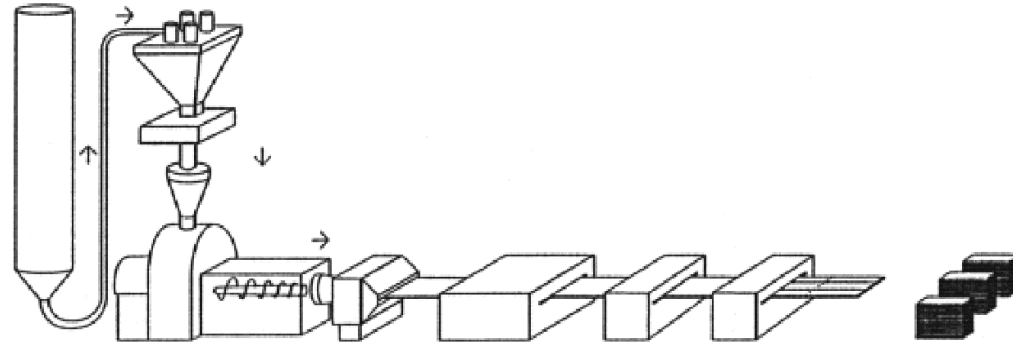


Financial variables

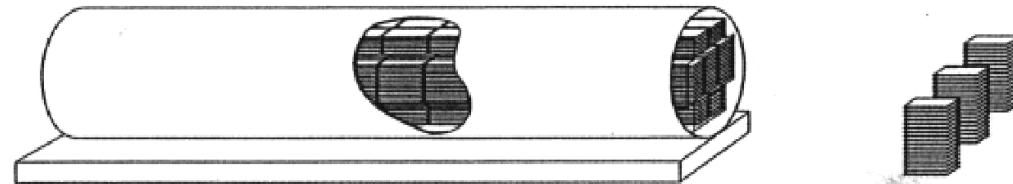
- High capital base
 - High asset value
 - Operationally geared
 - Low financial gearing
- Key economic variables
 - Currency
 - Polymer
 - Energy

Zotefoams Plc process

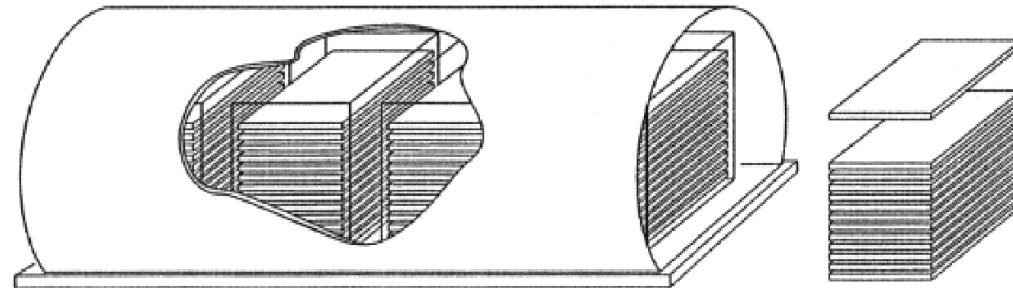
mixing and
extrusion



impregnation



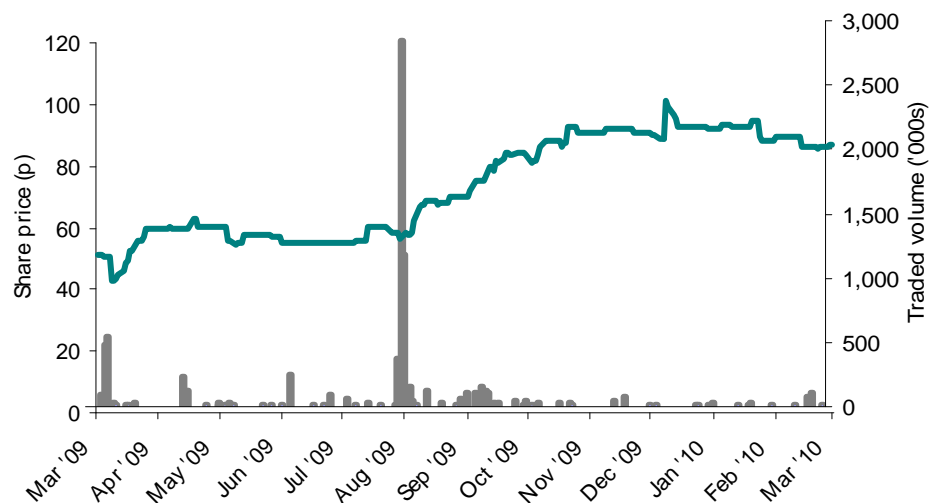
expansion



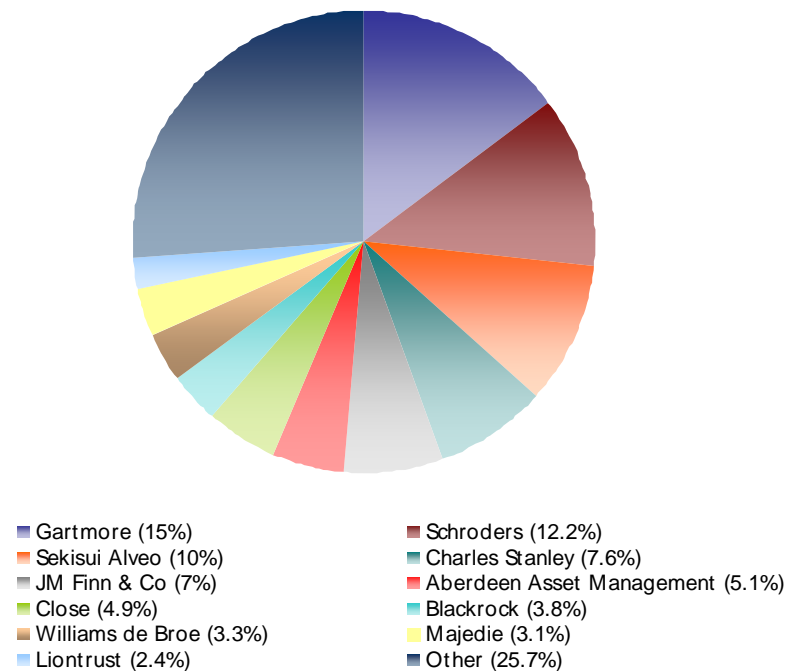


Key Information

- Listed 1995
- Share price 100p (24/03/10)
- Market Full
- Ticker ZTF.L
- Market cap. £38.3m
- Ord. shares in issue 38,297,093



Shareholder profile*



* Source: Capita Registrars



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