

## ROHM AND HAAS COMPANY

ACCELERATING VALUE CREATION









### FORWARD LOOKING STATEMENT

The presentation today may include forward-looking statements as that term is defined in securities law, including but not limited to anticipated plans, financial results, profitability, and other commitments or goals. Such statements are subject to a number of risks and uncertainties, many of which are listed in Rohm and Haas' 10-K filing with the Securities and Exchange Commission.

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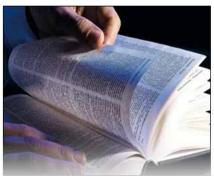


### REGULATION G

The presentation today may include the display of some company data that do not directly conform to generally acceptable accounting principles, or GAAP. Management believes that the presentation of some non-GAAP data provides investors with additional insight into the ongoing operations of the business. These measures should not be viewed as an alternative to GAAP measures of performance. Furthermore, these measures may not be consistent with similar measures provided by other companies.

All non-GAAP data in the presentation are indicated by a footnote. Tables showing the reconciliation between the GAAP and non-GAAP measures are available, with today's presentation, on the investor section of our web site at http://www.rohmhaas.com









## **AGENDA**

- Setting the Stage
- Excellent Track Record
- > Strategic Plan 2010
- Staffing for Execution
- Performance Measures
- Conclusions and Q&A





## **SETTING THE STAGE**

#### WHY NOW?

- Anticipate evolving customer needs
- Pro-actively address secular trends and regional/local competitors
- Build on Financial Strength
- Leverage our proven depth of leadership talent

#### WHAT IS DIFFERENT?

- Re-alignment of Portfolio, Organizational Structure and Leadership
- Re-deployment of Resources and Capital



### WHAT TO EXPECT?

- Accelerate growth with improving profitability
- Implement more competitive business model for emerging markets
- Invest aggressively in growth platforms
- Manage the portfolio proactively
- Raise accountabilities at all levels



### TRACK RECORD OF RESULTS

#### **Transformational Portfolio Management (1999-2000)**

- 40 acquisitions and divestitures
- \$3.5 billion in revenue to \$6 billion

#### Integrate and Position for Profitable Growth (2000-2001)

- Productivity
- Invest in the Future (Technology, IT Systems & geographic growth)
- Talent Deployment

#### **Rewarding The Owners (2002-2006)**

- 10% annual revenue growth (CAGR)
- EPS <sup>(1)</sup> growth from \$1.27 (2003) to \$2.75 (2005)
- Strong Cash Flow/Balanced deployment
- 13.4% Annual Total Shareholder Return (2) (Dividends plus share price appreciation)



## DEMONSTRATED ABILITY TO BOTH GROW AND TURNAROUND BUSINESSES

#### **GROWTH**

SALES DEMAND

2002-06 CAGR

Electronic Materials<sup>(1)</sup> 10%

Paint & Coatings Materials 6%

#### Growing Faster than Market

(1) Excluding Precious Metals pass through sales

Overall Company Growth Below Expectation at 3%

#### **TURNAROUND**

- Process Chemicals
- Circuit Board Technologies
- Adhesives & Sealants

2002-06
EPS Improvement
\$.61

Excellent Turnaround
Track Record



## **EXCEEDING MID-TERM TARGETS**

	Mid Term
	Targets <sup>(1)</sup>
Sales Demand Growth	4 – 6%
A/T Profit Margin	9 - 10%
ROCE (NG)	>10%
Dividends Growth	~10%
Payout Ratio	~33%
Debt To Capital Ratio	40%

2004	2005	H1 2006
	Actual	
7%	(1)%	4%
7%	8%	10%
9%	11%	12%
13%	15%	14%
45%	41%	35%
42%	36%	35%

<sup>(1)</sup> As presented at 2003 Annual Shareholder Meeting



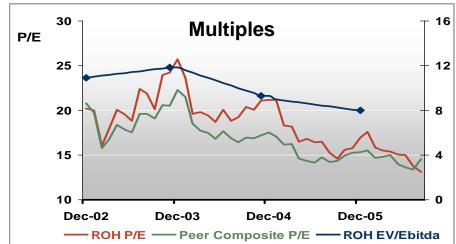
## **OPERATING PERFORMANCE vs. MARKET**

#### **Operating Performance** H1 2006 **Mid Term** 2004 2005 Targets (1) Actual Sales Demand (1)% 4% 4-6% 7% Growth A/T Profit Margin 9 - 10% 7% 8% 10% ROCE (NG) >10% 9% 11% 12%



(1)As presented at 2003 Annual Shareholder Meeting

(NG) Non GAAP financial measure



Source: Thomson Financial



## POSITIONED FOR THE FUTURE

## **EXTERNAL ENVIRONMENT**

- Markets are increasingly regionalizing
- Customers demand innovative and customized products/solutions
- Competition is intensifying
- Connectivity is changing everything

#### ROH CAPABILITY

- Leadership positions in key industries and technologies
- Proven organizational capability
- Accountability culture firmly entrenched
- Solid profit margins and healthy return on capital
- Excellent balance sheet and financial strength



### **STRATEGIC PLAN 2010**

**Position Portfolio for Accelerated Growth** 

Build Value Creating Business Models in Emerging Markets

**Innovate with Market/Customer Focus** 

**Operational Excellence/Continuous Improvement** 

**Deploy Right Talent in Right Places** 



## POSITION PORTFOLIO FOR ACCELERATED GROWTH

- Leverage monomer and polymer chain
- Accelerate investment in Electronic Materials
- Develop a strong portfolio of growth specialties
- Fix or divest underperforming or non-strategic assets
- Supplement organic growth with "bolt-on" acquisitions where justified



## BUILD VALUE CREATING BUSINESS MODELS IN EMERGING MARKETS

- Local technology delivery; product customization
- Streamlined organizational structure/ closer to customers
- Invest in local talent development
- Optimized capital and operating costs in each region
- Regional monomer sourcing



## **BUILD VALUE CREATING BUSINESS MODELS** IN EMERGING MARKETS

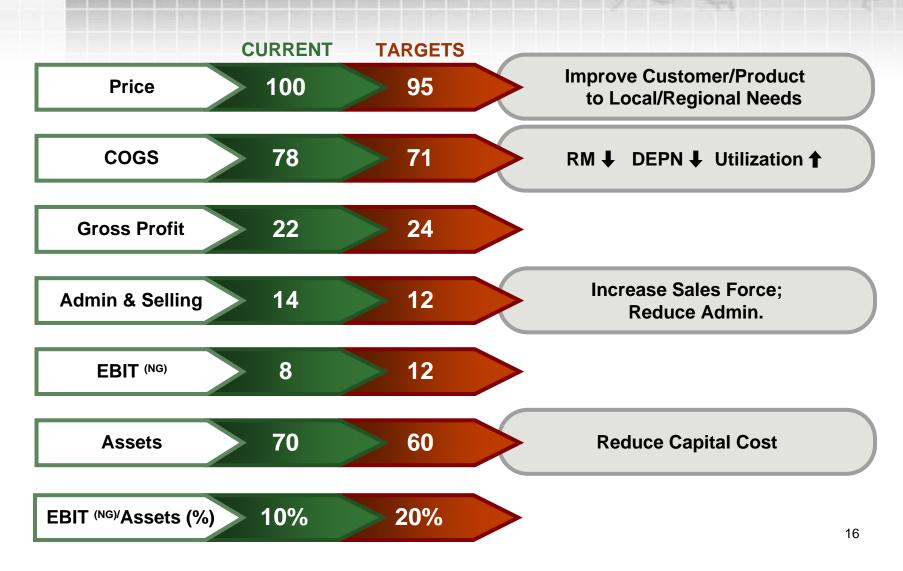
Sales	2006 Estimate	2002 – 2006E CAGR	2006E – 2010E CAGR <sup>(1)</sup>
Asia Pacific (ex Japan, ANZ)	\$1.2B	16%	23%
Latin America	\$0.3B	12%	17%
CEET	\$0.2B	36%	22%
TOTAL EMERGING	\$1.7B	17%	21%
% of Global Sales	20%		35% <sup>(2)</sup>

<sup>(1)</sup> Organic growth and Acquisitions(2) % of Global Sales is 2010 Year End Estimate



### **EMERGING MARKET GROWTH**

(Example Of Current And Future Economics for Chemical Sector)





## INNOVATION WITH A MARKET/ CUSTOMER FOCUS

#### **Increased Investment**

- Global Research and Technical Services Footprint
- 33 sites in 14 Countries; 1/3 in Asia-Pacific Region
  - China Research and Development Center \$30 million investment
- Approximately 2,000 technologists
- 2006 R&D spend = \$300 million
- 30% of 2006 investment going to create new product lines vs. 10% in 1990s

#### **Innovate for High-Value Products**

- Environmentally Friendly Products
  - Aquaset<sup>™</sup> for Insulation Binders
  - SmartFresh<sup>™</sup> for post harvest fruits and vegetables
  - Avanse<sup>™</sup> advanced acrylic technology for coatings
- VisionPad™ VP3200 and Copper Slurries for Semiconductor market

#### **Recent Performance**

- Doubling of Sales output from top 10 projects between 2005 and 2006
- 24% of 2005 Gross Profit from new products in last five years
- ~60 new products introduced in 2006





## OPERATIONAL EXCELLENCE/ CONTINUOUS IMPROVEMENT

#### Continuous focus on asset productivity

- Flat conversion costs for 3 years
- Capital efficient emerging market plants
- Global footprint optimization

#### Global sourcing of raw materials and services

- \$300mm in 2007 Target >5% cost savings
- Regional monomer sourcing

#### Responsive and efficient business services

- Administrative costs currently 6.6% of sales → Target 5.5%
- Regional services model

Continued focus on lowering effective tax rate



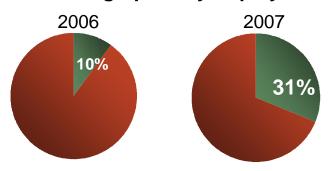
## **DEPLOY LEADERSHIP IN RIGHT PLACES**

Strengthening The Talent For The Future

# More Culturally Diverse 2006 2007 42% 47%

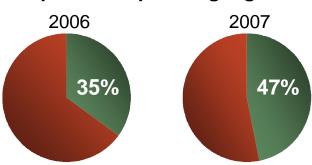
% Born Outside USA

#### **Geographically Deployed**



% Based in Asia-Pacific or Europe

#### **Speak Multiple Languages**





## PERFORMANCE AND TARGETS

	2002 –	2006E	2006E -	2010E	
Sales Demand Growth CAGR	Market %	ROH %	Market %	ROH %	
Specialty Materials	3%	2%	4%	5%	
Primary Materials	4%	1%	4%	4%	
Paint & Coatings Materials	4%	6%	5%	7%	
Packaging & Building Materials	3%	0%	4%	4%	
Electronic Materials (1)	10%	10%	7%	12%	
Circuit Board Technologies	6%	2%	6%	7%	
Packaging and Finishing Technologies (1)	6%	10%	8%	11%	
Semiconductor Technologies	13%	13%	8%	13%	
Performance Materials	3%	2%	3%	4%	
Salt	2%	1%	2%	2%	
TOTAL	4%	3%	4%	6%	



## ROHM AND HAAS COMPANY ORGANIZATIONAL ALIGNMENT

#### Raj Gupta

Chairman, President & CEO

#### Alan Barton

#### Performance Materials Group

- Process Chemicals / New Platforms
- AgroFresh

## Environmental Health & Safety

Global Manufacturing and Operations

**Procurement and Logistics** 

#### The Americas

- North America
- · Latin America

#### Pierre Brondeau

#### **Specialty Materials Group**

- · Primary Materials
- Paint & Coatings Matls.
- Packaging & Building Materials

#### **Electronic Materials Group**

- · Circuit Board Tech.
- Microelectronics
- Packaging & Finishing Technologies
- CMP Technologies

#### **European Region**

Asia-Pacific Region

#### **Jacques Croisetiere**

#### **Finance**

- Investor Relations
- Treasury
- Tax
- Internal Audit/Controls
- Controllers Organization
- CFOs of Businesses

#### **Powder Coatings**

Salt

Strategic Planning

#### **Robert Lonergan**

- Law
- Corporate Secretary
- Government Relations
- Security

#### **Anne Wilms**

- Information Technology
- Human Resources

#### **Gary Calabrese**

Technology

#### John McKeogh

- · Public Affairs
- · Corp. Communications



## PRIMARY MATERIALS 2005 Sales - \$2,046 million

#### HISTORICAL PERFORMANCE (2002 – 2006)

#### Drivers

- Growth in ROH downstream markets
- Growth in super-absorbents

#### **DEMAND CAGR 1%**

#### **Actions**

- Leveraged leadership position in Acrylates and Methacrylates
- Exploited scale
- Asset productivity and capital efficiency

#### **RESULTS**

Growth EBITDA% ROCE







## POSITIONING FOR GROWTH (2006 – 2010)

#### **Drivers**

- Cost Leadership
- · Strength in downstream markets
- Low cost, reliable supply of acrylic building blocks
- Emerging market growth

#### **DEMAND CAGR 4%**

#### **Actions**

- Maintain technology leadership
- · Capital efficiency
- Merchant market growth
- Regional sourcing capability

#### **RESULTS**

Growth EBITDA% ROCE









## PAINT AND COATINGS MATERIALS 2005 Sales - \$1,897 million

#### HISTORICAL PERFORMANCE (2002 - 2006)

#### **Drivers**

- Technology, service and marketing
- Positive market trends
- Global supply chain
- · Captive monomers sourcing

#### **DEMAND CAGR 6%**

#### **Actions**

- · Product development
- · Influence on Demand
- Global Technology Center Footprint
- Manufacturing facilities
- Focused on asset turns
- Low cost acrylic building blocks

#### **RESULTS**

Growth EBITDA% **ROCE** 







#### POSITIONING FOR GROWTH (2006 - 2010)

#### **Drivers**

- New paints and coatings markets
- Innovation
- Customization
- Emerging markets
- Global manufacturing footprint

#### **DEMAND CAGR 7%**

#### **Actions**

- Grow Industrial coatings Environmentally Friendly Products
- · Get closer to customers
- Develop portfolio
- Local technical service
- Low capital intensity
- Improve capital efficiency and asset productivity

#### **RESULTS**

Growth EBITDA% **ROCE** 









## PACKAGING AND BUILDING MATERIALS 2005 Sales - \$1,773 million

#### HISTORICAL PERFORMANCE (2002 – 2006)

#### **Drivers**

- Growth in global construction and packaging markets
- Emerging markets
- · Portfolio management
- · Optimization of cost structure

#### DEMAND CAGR FLAT

#### **Actions**

- Maintained leadership in plastics additives and adhesives and sealants
- Expanded in Asia/Kureha acquisition
- Strong position in window profiles and tape for emerging markets
- Exited non-differentiated markets
- · A&S Europe footprint re-aligned
- · Focused on asset productivity

#### **RESULTS**

Growth EBITDA% ROCE







#### POSITIONING FOR GROWTH (2006 – 2010)

#### **Drivers**

- Customization
- · Emerging markets
- Innovation
  - Plastic films
  - Specialty medical adhesives
- Restoring profitability

#### **DEMAND CAGR 4%**

#### **Actions**

- Get closer to customers
- · Local commercial and technical services
- Low capital intensity in emerging markets
- Leverage low cost manufacturing in emerging countries
- · Continued portfolio assessment

#### **RESULTS**

Growth EBITDA% ROCE









## **CIRCUIT BOARD TECHNOLOGIES**2005 Sales - \$297 Million

#### HISTORICAL PERFORMANCE (2002 – 2006)

#### **Drivers**

- Migration to Asia
- Smaller, higher density capacity boards

#### **DEMAND CAGR 2%**

#### **Actions**

- Downsized infrastructure in Europe and United States
- Divestment of marginal product lines/ Dry Film Business
- Focus on technology differentiated segment (metallization)
- · Build infrastructure and talent in Asia
- Business performance raised to levels comparable to the rest of Electronic Materials portfolio

#### **RESULTS**

Growth EBITDA% ROCE







#### POSITIONING FOR GROWTH (2006 – 2010)

#### **Drivers**

- Smaller, higher density capacity boards
- Continued migration and growth in Asia

#### DEMAND CAGR 6% to 8%

#### **Actions**

- R&D/ selectively expand product lines
- · Accelerate technology shift to Asia
- Continued investment in Asian infrastructure
- Talent development in Asia

#### **RESULTS**

Growth EBITDA% ROCE









## SEMICONDUCTOR TECHNOLOGIES 2005 Sales - \$757 million

#### HISTORICAL PERFORMANCE (2002 – 2006)

#### **Drivers**

- Strong growth in electronics industry
- Less cyclicality/industry beyond computers
- Positive market trends
- Migration to Asia

#### **DEMAND CAGR 13%**

#### **Actions**

- Advanced technology products
- · Broadened product line
- Market share gains (Advanced Technologies)
- Strong infrastructure and Talent (particularly Asia)

#### **RESULTS**

Growth EBITDA% ROCE







#### POSITIONING FOR GROWTH (2006 – 2010)

#### **Drivers**

- Continued growth and diversification of end-use markets for semiconductors
- · Continued migration to Asia
- · High technology products

#### DEMAND CAGR 13% to 15% (excl. M&A)

#### **Actions**

- Accelerate investment
- · Broaden product offerings
- · Enhance Asian infrastructure
- Build a fast growth flat panel display platform

#### **RESULTS**

Growth EBITDA% ROCE









## PACKAGING AND FINISHING TECHNOLOGIES 2005 Sales - \$278 million

#### HISTORICAL PERFORMANCE (2002 – 2006)

#### Drivers

- Growth across a broad range of electronic applications
- Migration to Asia
- Demand for advanced packaging technology

## DEMAND CAGR 10% (excl. Precious Metals)

#### **Actions**

- Broad range of product lines
- · Strength in lead-free technology
- Downsized European and North American infrastructure
- Build a strong infrastructure and talent base in Asia
- Leverage core technology capabilities (e.g. metallization)

#### **RESULTS**

Growth EBITDA% ROCE







#### POSITIONING FOR GROWTH (2006 – 2010)

#### **Drivers**

- · Continued Migration to Asia
- Environmentally friendly technologies
- Need for advanced products

## DEMAND CAGR 10% TO 12% (excl. Precious Metals)

#### **Actions**

- Continued investment in Asian technical and commercial organization
- Asian Manufacturing footprint as needed
- Retain leadership in areas such as lead/heavy metal free technologies
- Retain technology leadership in advanced packaging; develop optoelectronic packaging

#### **RESULTS**

Growth EBITDA% ROCE









## PERFORMANCE MATERIALS 2005 Sales - \$1,083 million

HISTORICAL	PERFORMANCE
(2002	2 – 2006)

#### **Drivers**

- Strong Profit Improvement in IER
- · Defend/grow biocides
- New Food Segments

#### **DEMAND CAGR 2%**

#### **Actions**

- · Footprint rationalization
- Shift mix to high value application
- Pricing vs. volume management
- · Share vs. price management
- Growth in coatings
- Agrofresh™ Introduction

#### **RESULTS**

Growth EBITDA% ROCE







#### POSITIONING FOR GROWTH (2006 – 2010)

#### **Drivers**

 Align growth strategies with global demographic drivers

 Improve profitability in less differentiated applications through cost and asset reduction

#### **DEMAND CAGR 4%**

#### **Actions**

- Maximize technology capability to service growing markets:
  - Clean water
  - Environmentally friendly preservation
  - Hygiene/personal care
  - Food quality
  - Explore healthcare/energy
- · Focus on cost reduction and asset base

#### **RESULTS**

Growth EBITDA% ROCE









## SALT 2005 Sales - \$925 million

#### HISTORICAL PERFORMANCE (2002 – 2006)

#### **Drivers**

- Mature market
- Rising costs
- · Consolidation of customer base

#### **DEMAND CAGR 1%**

#### **Actions**

- Leveraged brand and products
- Pricing
- · Improved product

#### **RESULTS**

Growth EBITDA% ROCE







#### POSITIONING FOR GROWTH (2006 – 2010)

#### **Drivers**

- Mature market
- · Rising costs
- · Consolidation of customer base
- Adverse diet trends
- Product extension

#### **DEMAND CAGR 2%**

#### **Actions**

- · Leveraged brand and products
- Pricing
- · Improved products
- Gain share
- · Manufacturing and sales efficiency
- Leverage distribution channel
- Increase asset efficiency

#### **RESULTS**

Growth EBITDA% ROCE









## PERFORMANCE AND TARGETS ...RAISING THE BAR

	Performance 2003 - 2005
Sales Demand Growth	3%
EPS Growth	47%
EBITDA % (NG)	18%
ROCE (NG)	9%

2010
Targets
5-7%
10-14%
> 20%
> 13 %



## **STRATEGIC PLAN 2010**

**Position Portfolio for Accelerated Growth** 

Build Value Creating Business Models in Emerging Markets

**Innovate with Market/Customer Focus** 

**Operational Excellence/Continuous Improvement** 

**Deploy Right Talent in Right Places** 



## WHAT TO EXPECT?

- Accelerate growth with improving profitability
- Implement more competitive business model for emerging markets
- Invest aggressively in growth platforms
- Manage the portfolio proactively
- Raise accountabilities at all levels



## Questions and Answers

## **ROHM AND HAAS COMPANY**

ACCELERATING VALUE CREATION



### APPENDIX

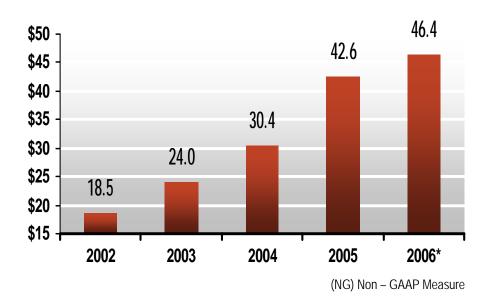
## **ROHM AND HAAS COMPANY**

ACCELERATING VALUE CREATION



## A FOCUS ON PRODUCTIVITY

## Earnings Per Employee (NG)



- European Infrastructure Optimization
- Manufacturing Footprint Redesign and Capacity De-bottlenecking
- Shared Services Process Leverage
- State-of-the-Art Information Systems



## **DELIVERING ABOVE EXPECTATIONS AND PROMISES**

EPS CAGR 2002-06: 22%





### **OUR LEARNINGS**

## Strategy Is Important; Flawless Execution Is Critical

Profitable Growth Requires Both Organic Focus and Strategic Acquisitions

**Deployment of Talent Globally Is Critical** 

**Culture of Accountability Is a Must** 

Underperforming Businesses Can Be Turned Around



Old Structure

## ORGANIZED FOR THE FUTURE

### **New Structure**

	SPECIA	LTY MATERIALS	GROUP					
2005 Sales	PRIMARY MATERIALS	PAINT AND COATING MATERIALS	PACKAGING & BUILDING MATERIALS	PERFORMANCE MATERIALS			SEGMENT ELIMINATION	TOTAL
MONOMERS	1,848							1,848
COATINGS		1,782	430	322				2,534
A&S		54	673					727
PERFORMANCE CHEMICALS	198	61	670	761				1,690
ELECTRONIC MATERIALS					1,332			1,332
SALT						925		925
SEGMENT ELIMINATION							(1,171)	(1,171)
TOTAL NEW SEGMENTS	2,046	1,897	1,773	1,083	1,332	925	(1,171)	7,885



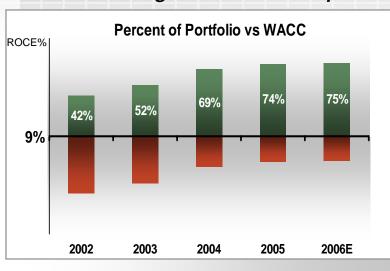
## **SCORING OUR RESULTS**

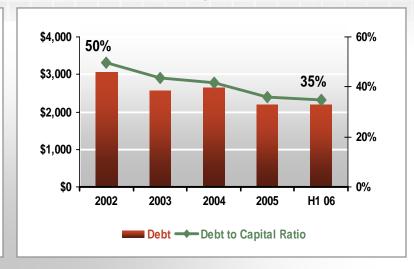
Sales Demand Growth	> Market	= Market	< Market
Profit Margin			
2002 – 2006	> 18%	< 18%	< 15%
2006 – 2010	> 20%	< 20%	< 17%
Return	ROCE > 9%	ROCE = 9%	ROCE < 9%

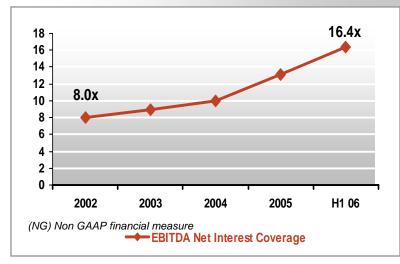


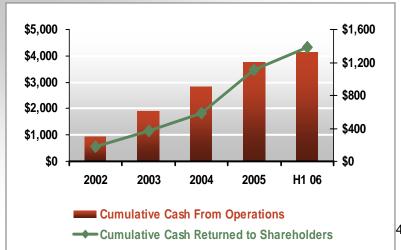
## STRONG BALANCE SHEET AND CASH FLOW

### Reflecting Financial Discipline And Balanced Deployment









### **Rohm and Haas Company**

## Reconciliations for Non GAAP Financial Measures presented at the Investor Teleconference

**October 10th, 2006** 

#### **Reconciliation of Earnings Per Employee**

	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	2006 (1)
Earnings from continuing operations before cumulative accounting changes	\$ 210 \$	\$ 288	\$ 496	\$ 616	\$ 690
plus Restructuring and Asset Impairments (after tax)	116	126	11	62	45
= Earnings	326	414	507	678	735
Number of Employees (2)	17,611	17,245	16,691	15,924	15,832
Earnings Per Employee = Earnings/Number of Employees	18.5	24.0	30.4	42.6	46.4

 $<sup>^{(1)}</sup>$  Preceding 12 months ending June 30, 2006 for Income Statement; Employees as of June 30, 2006

<sup>(2)</sup> Auto Coatings employees are excluded from calculation for 2005 and 2006

#### **Reconciliation of Return on Capital Employed (ROCE)**

ROCE = EBILAT/Average Capital Employed		9%		11%		12%
Average Capital Employed		6,138	(	6,225		6,148
= Capital Employed		6,337		6,112		6,299
less Non Interest Bearing Liabilities and Minority Interest (4)		3,758		3,615		3,512
<u>Current Year</u> Total Assets	1	0,095		9,727		9,811
= Capital Employed		5,938		6,337		5,997
less Non Interest Bearing Liabilities and Minority Interest (4)		3,573		3,758		3,359
Total Assets		9,511	1	0,095		9,356
Prior Year						
$= EBILAT^{(2)}$		578		716		764
<i>plus</i> Loss on early extinguishment of debt $(after tax)^{(2)}$		-		13		-
plus Interest Expense (after tax) (2)		94		87		74
changes (1)	\$	484	\$	616	\$	690
Earnings from continuing operations before cumulative accounting		<u>2004</u>	2	<u> 2005</u>	<u>200</u>	<u>)6 <sup>(5)</sup></u>

**(5)** 

<sup>(1)</sup> Excludes Earnings for Auto Coatings

<sup>(2)</sup> After tax amounts are calculated using the applicable current year effective tax rate

<sup>&</sup>lt;sup>(3)</sup> Earnings Before Interest and Loss on Extinguishment of Debt, Less Adjusted Taxes

<sup>(4)</sup> Total Liabilities plus Minority Interest less (Long Term Debt plus Short Term Obligations)

<sup>&</sup>lt;sup>(5)</sup> Preceding 12 months ending June 30, 2006 for Income Statement; June 30, 2005 Balance Sheet for Prior Year; June 30, 2006 Balance Sheet for Current Year

#### **Reconciliation of EBITDA Net Interest Coverage**

	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	H1 06
EBITDA	\$ 1,054 \$	1,135 \$	1,330 \$	1,536 \$	851
Asset Impairments	157	116	2	81	3
Interest Expense	132	126	133	117	52
Income Taxes	98	127	207	242	163
Depreciation Expense	388	411	419	415	200
Amortization of finite-lived intangibles	69	67	62	55	27
Minority Interest	<u>0</u>	<u>0</u>	<u>11</u>	<u>10</u>	<u>7</u>
Net Earnings	<u>\$ 210 \$</u>	288 \$	496 \$	616 \$	399
EBITDA Net Interest Coverage = EBITDA/Interest Expense	8.0	9.0	10.0	13.1	16.4



## GLOSSARY OF TERMS

SALES DEMAND GROWTH	Sales growth excluding the impact of pricing and currency
A/T PROFIT MARGIN	Net Earnings from Continuing Operations before cumulative effect of accounting changes/ Net Sales
PAYOUT RATIO	Dividend Per Share/ Diluted net earnings per share from continuing operations
DEBT TO CAPITAL RATIO	Total Debt/ (Total Debt + Shareholder's Equity)
CAGR	Compounded Annual Growth Rate
WACC	Weighted Average Cost of Capital
P/E	Price to Earnings Ratio
EV/Ebitda	Enterprise Value/ Earnings Before Interest, Taxes, Depreciation and Amortization