

Ubbink/Centrotherm Group Newsletter November 2009

- Issue 5 -



Ubbink BV
[NL, Doesburg]



**Centrotherm
Systemtechnik
GmbH**
[D, Brilon]



Centrotherm Italia SLR
[I, Verona]

Ubbink NV/SA
[B, Gent]



Ubbink UK Ltd.
[UK, Brackley]



**Ubbink France
SAS**
[F, Nantes]

1. Interview with a board member

Who are you?

My name is Wido van den Bosch and I am 39 years old. Last year I married Renate after a 18-year period in which we lived together. We have no children but have two cats (Beau and Lotje) and a dog (Aafje). We live in the world famous town of Zelhem in a renovated former farmhouse (dated 1915) that lies on the brink of the countryside and the village, so we have the best of both worlds.



What have you been doing?

A lot! After I finished my studies (business and law) I started my working life with the law firm of Arthur Andersen in 1997. During the 7-years that followed I was a corporate lawyer and as such helped, among other things, one of my major clients (Centrotac) with two acquisitions (Brink and NedAir). That's how I met Gert-Jan Huisman who by the end of 2003 asked me to join Centrotac as its legal counsel. During the 3-years that followed we did a lot of acquisition of which Wolf was my last one. One year before his retirement Martin Beijer approached me and requested me to apply for my current position. I gladly accepted and in August 2007 I started as Managing Director Operations at Ubbink. In 2008 the Group Board was formed and since then I am one of its members.

What are you doing?

As MD Operations I am responsible for all operational affairs of Ubbink Doesburg (HR, Planning, Logistics, Purchasing, Production, Operational R&D, Finance and IT). In total we currently employ about 340 people; that includes our new colleagues of the solar-module department and of course our flex-workers. This I am doing with the excellent help of my management team (Wilma, Matty, Tom and Marc). It is my aim to create the best possible circumstances for them to excel in their work as specialist in their part of the operation.

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Where would you like to go?

The over-all strategy of the Doesburg production organisation is to manufacture according to market-demand. For that purpose we are transforming Ubbink Doesburg into an operational excellence organisation. As such we need to constantly improve and optimize our activities so that it becomes more efficient, more professional, more flexible and of course more focussed on customer needs. Not only in regard to the products themselves, but also in the way we deal with logistics, quality, price, services, human resources et cetera. In other words: we have to create an environment for all our employees in which they can exceed our customers' expectations.

What do you like besides work?

Although our house is renovated there is always something to repair or to change to make it even more beautiful. Besides that I like to work in the garden; I not only mow the lawn but also try to relax from a week's hard work by sawing and chopping our own fire-wood.

When there is time left in the weekends I love to spend time with my wife, visit our boat, go for walks with the dog, go biking or make photographs.



2. Batimat 2009

The BATIMAT exhibition took place from the 2nd to the 7th of November in Paris. This exhibition is a key event for the French building market.

Ubbink France had a very beautiful stand, well-located, 87m², and around 15 persons on the stand everyday to receive the public.

Compared to the last exhibitions, there were less visitors, but of a higher quality. This resulted in good contacts and new appointments for the coming months: 220 actual contacts with actions in the CRM system for each salesman. In total € 185.499 worth of orders were taken on the exhibition.

The French management board was very proud of the increased quality of the stand and the employees who participated to make it a success. It can be concluded that awareness of the Ubbink brand name was successfully further increased.



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3. Ubbink BV extended solar production further

In the last Group newsletter we were happy to announce you that Ubbink Doesburg invested in solar production. Due to the high demand for solar panels this investment turned out very positive. When the opportunity came to acquire a third PV panel production line from Centrosolar, the management team did not hesitate and took this opportunity. This third line will be up and running as from



January 2010. It has a capacity of 20 MW so total capacity of the solar production has doubled to 40MW. In the future the additional line will generate work for around 50 extra employers. This will of course depend on the demand and utility ratio of the production lines. As soon as the new production line is up and running the other two production lines will be moved to the current location of the 3rd line at Verhuelweg 3 in Doesburg.

4. New Employees

Allow me to introduce myself: I'm Iwan van Bochove, I live in Arnhem with my wife and our three children, where we just bought a nice old house.

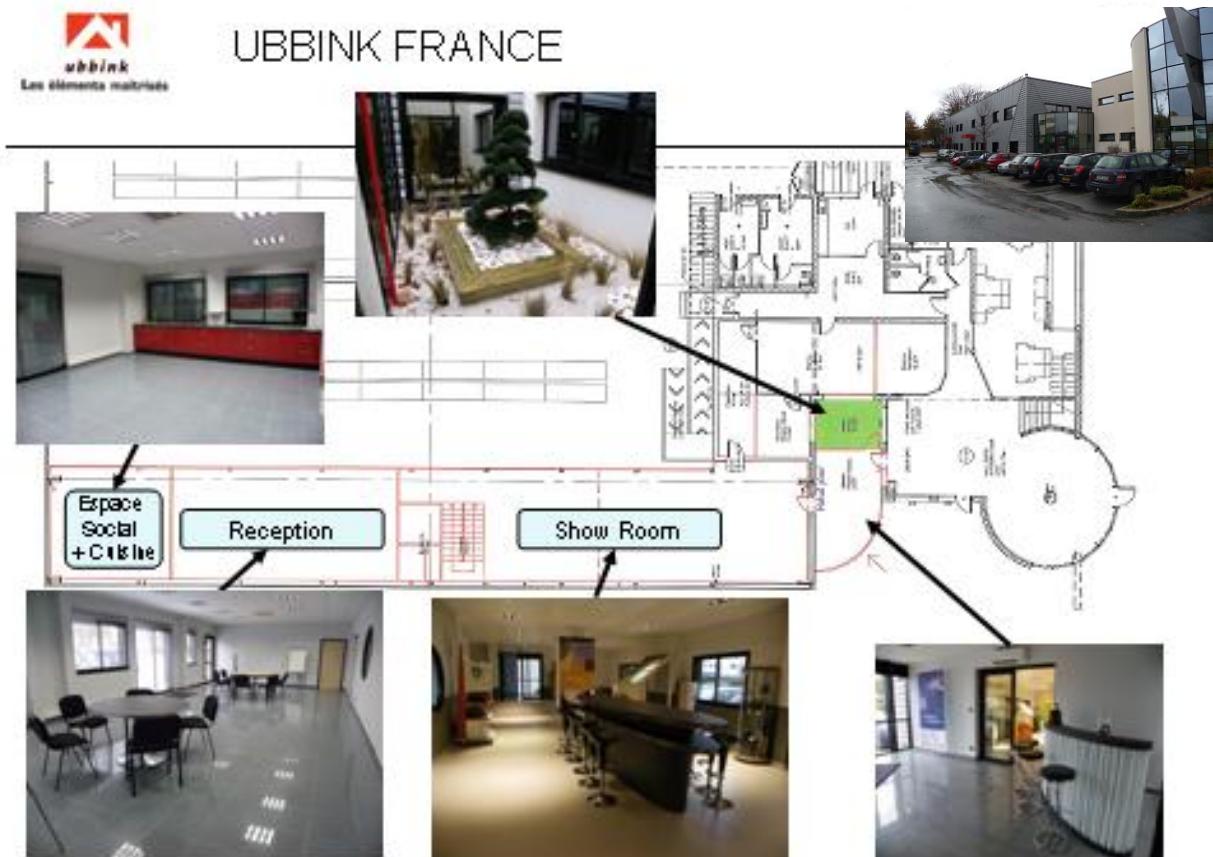
I graduated from Delft University of Technology in 1988 as industrial design engineer. I've worked as a product developer for a variety of companies, and have also worked as a free lance engineer for 5 years. As of 2001 I worked at Econcern/Ecofys on development of products for the sustainable energy market. My first big project there was the development of the InterSole system for building integrated PV. That also brought me in contact with Ubbink for the first time. The last years at Econcern I worked on an Urban Turbine and the Solior Solar Water



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Heater. When we presented the Solior at the Intersolar 2009 in Muenchen I renewed my contact with Ubbink/Centrotec, and after quite a turbulent time I joined Ubbink on November 1st. At Ubbink I will be working on innovation in sustainable energy products and systems together with Maurits Boogaard and will also do product management for the solar business. These first weeks I've felt very welcome, I trust to work with you for a long time on integrating solar energy in buildings.

5. Progression of the building extension at Ubbink France



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6. Short news

- Solar at Centrotherm Italy: as from the beginning of November Ubbink Italy started the promotion of PV panels and Merge systems. As France has already started before the French brochure has been translated and adapted for the Italian market.
- Ubiflex B2 under private label in Belgium: as from the first of January 2010 Ubbink Belgium will distribute Ubiflex private label to Scala Plastics, a company providing plastic building products to merchants and DIY markets. The name of the product will be Scafлекс Eco and it will be available in 3 sizes and 2 different colors.
- Airtec Duo roll now also in Belgium and the UK: as the 50mtr. Airtec Duo Roll has seen very positive results in France, Ubbink Belgium and Ubbink UK now also started with the same concept of a 50 mtr. long Airtec Duo Roll.



7. Financial review Q3 of 2009

	Q3 2009		Q3 2008
	Sales	Growth	Sales
Ubbink B.V.	41.434	-3,0%	42.700
Ubbink UK Ltd	4.822	-39,7%	8.001
Ubbink NV/SA	6.213	7,7%	5.770
Ubbink France SAS	20.270	9,3%	18.542
Centrotherm GmbH	20.445	-0,7%	20.587
Centrotherm srl	1.340	-35,4%	2.073
Group consolidated	82.040	-0,4%	82.361

Looking at the third quarter results we certainly can say that they are looking better than expected. The big fear was that after the holiday period the market would further collapse. This did not happen. Or is it, did not happen yet? The German and Belgium market continued to perform well and in France we noted a strong improvement. The market situation in the UK, Italy and Holland however, remained weak. In Holland the decision was taken to cease the sale of the Cosmo products (Milano, New York and Paris products). A limited number of people lost their jobs and Ubbink B.V. had to make a significant write off related to this activity. The start of the new PV module activity in Doesburg has been quite stressful but also very rewarding. PV Modules is producing very nice (unplanned) sales and EBIT numbers now. As a result the financial forecast for 2009 has improved but we should not fool ourselves as we all know that the outlook for the Building product market is still grim and the Solar market is a very volatile one. We cannot change focus, the message remains keep on looking for margin improvements, cost cutting possibilities and working capital development. The boat is strong but we are still sailing very stormy waters!

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8. Editorial

For input for the next newsletter, please contact:

Gerald van Kooten
 Business Analyst Ubbink/Centrotherm Group
 Email: gvankooten@centrotec.com
 Phone: +31(0)6 2280 1867

