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North
America



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China /
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3rd Quarter 2012

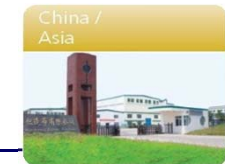
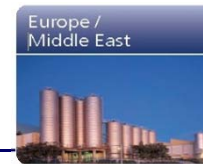
Financial Results

Analysts Conference Call

November 2012

AVGOL
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Analysts Conference Call



This presentation is based on the Company financial reports.

There is no data in this presentation that isn't presented in the public financial reports.

If there is any discrepancy between this presentation and the data in the financial report that was issued to the Israeli SEC and the TASE, the valid data is the one which appears in the formal reports.

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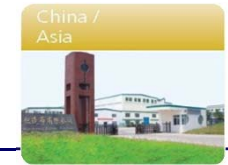
Agenda



- Key Highlights
- Financial highlights
- Revenue Breakdown
- COGS Breakdown
- Cash Flow
- Balance Sheet



Analysts Conference Call Presentation Team



Mr. Shlomo Liran

CEO

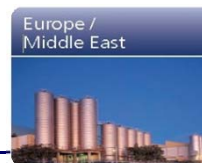


Mr. Shachar Rachim

CFO

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Financial Highlights



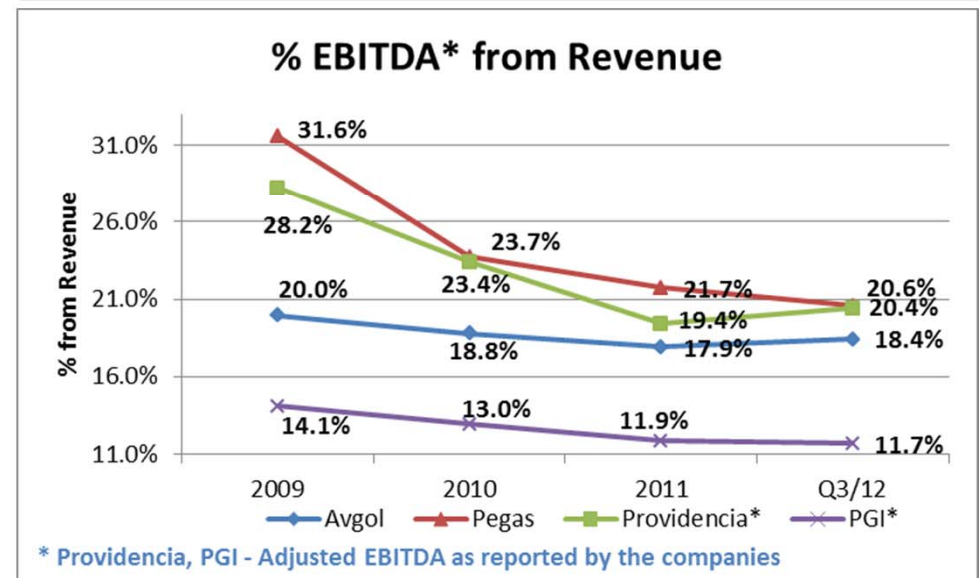
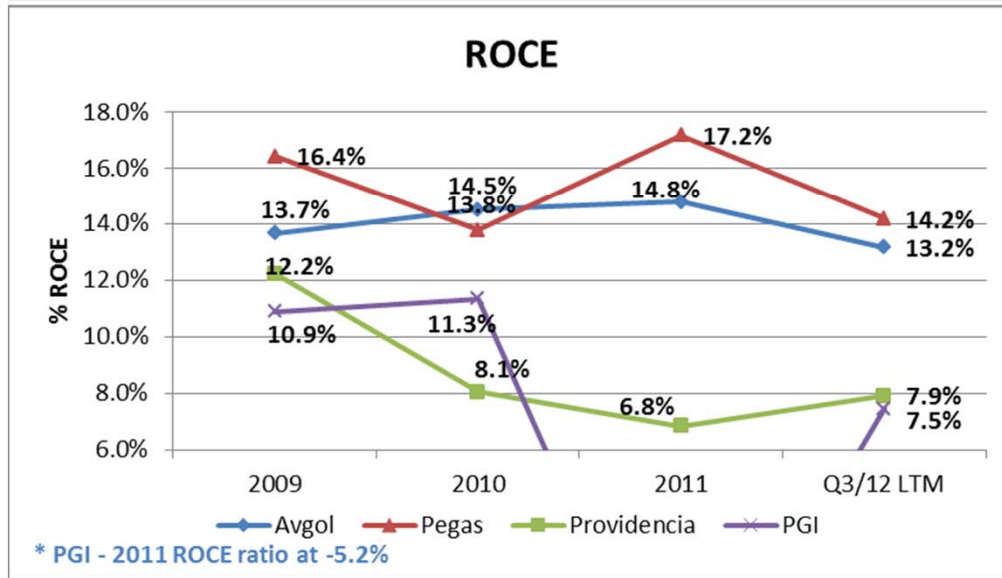
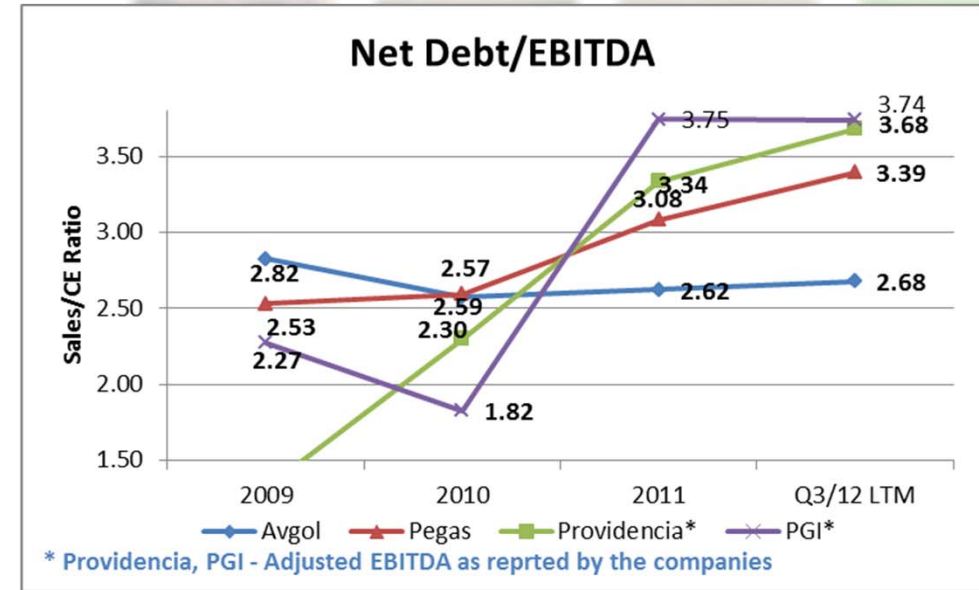
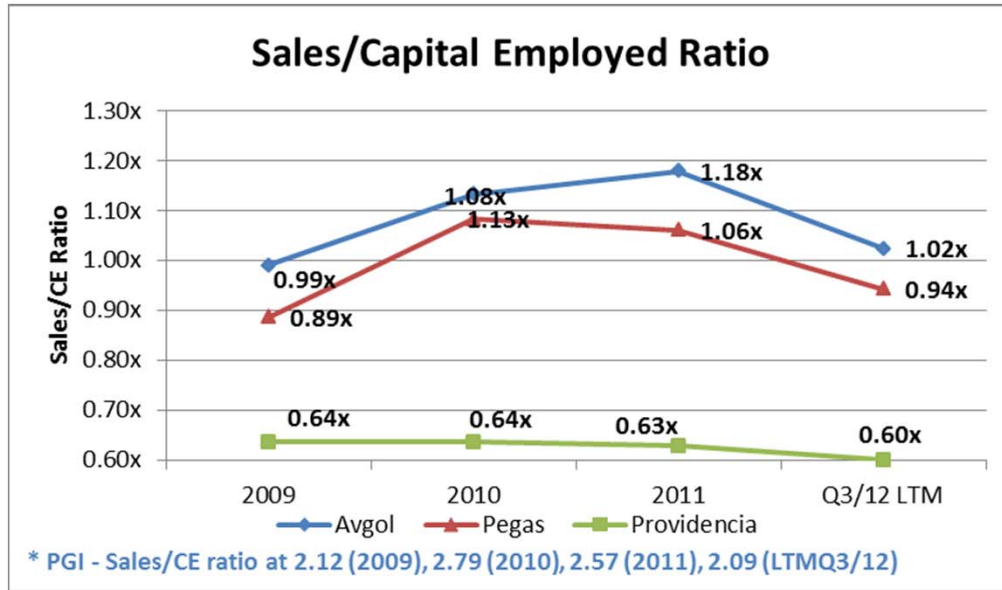
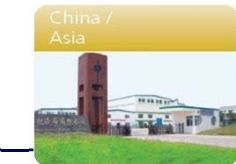
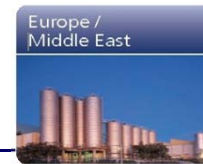
USD Million	By quarter					H1			FY
	Q3/11	%	Q3/12	Q2/12	%	2011	2012	%	2011
Revenue, Net	84.8	-4.1%	81.3	80.2	1%	249.5	236.8	-5.1%	329.6
Gross Profit	17.9 <i>21.1%</i>	-1.6%	17.6 <i>21.6%</i>	14.2 <i>17.7%</i>	24%	50.6 <i>20.3%</i>	48.5 <i>20.5%</i>	-4.2%	69.0 <i>20.9%</i>
EBIT	11.2 <i>13.2%</i>	6.7%	11.9 <i>14.6%</i>	7.8 <i>9.8%</i>	52%	30.2 <i>12.1%</i>	29.9 <i>12.6%</i>	-1.1%	42.0 <i>12.7%</i>
EBITDA	15.2 <i>18.0%</i>	5.8%	16.1 <i>19.8%</i>	12.9 <i>16.1%</i>	25%	42.8 <i>17.1%</i>	43.6 <i>18.4%</i>	1.9%	58.9 <i>17.9%</i>
Net Profit*	6.6 <i>7.8%</i>	18.9%	7.8 <i>9.7%</i>	1.3 <i>1.6%</i>	517%	18.7 <i>7.5%</i>	18.3 <i>7.7%</i>	-2.1%	24.7 <i>7.5%</i>
	30/09/11	%	30/09/12	30/06/12	%	30/09/11	30/09/12		
Total Assets	358.1	18%	420.1	423.6	-1%	358.1	420.1		
Net Debt	149.7	12%	160.4	167.5	-4%	149.7	160.4		
<i>% Net Debt/Total Assets</i>	<i>41.8%</i>		<i>38.2%</i>	<i>39.5%</i>		<i>41.8%</i>	<i>38.2%</i>		
<i>Net Debt/EBITDA(LTM)**</i>	<i>2.60</i>		<i>2.68</i>	<i>2.84</i>		<i>2.60</i>	<i>2.68</i>		

* Company's Net Profit before allocation to majority and minority shareholders.

** Last Twelve Months EBITDA

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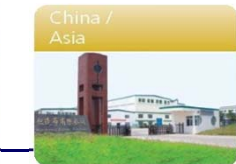
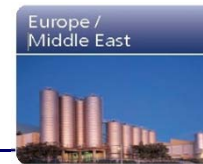
Strong Market Position



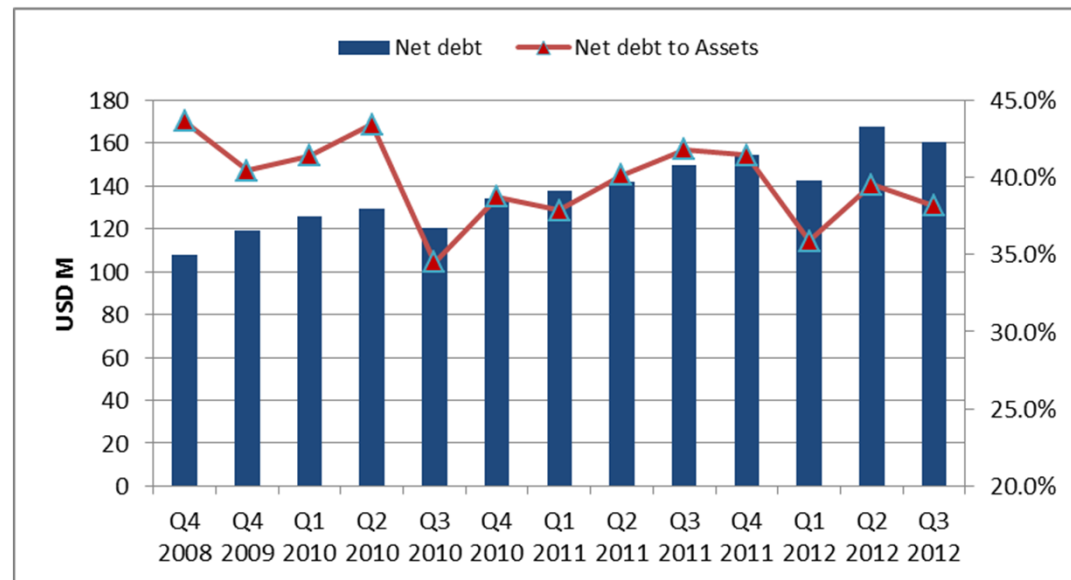
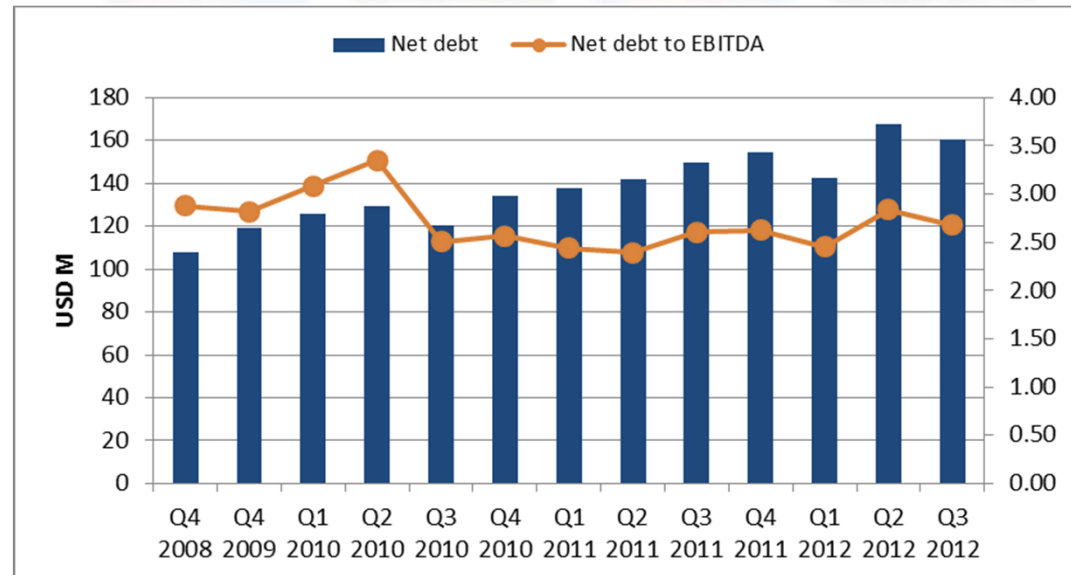
This presentation is based on the Company's financial reports. If there is any discrepancy between this presentation and the data in the financial reports, the valid data is the one which appears in the formal reports of the companies. Financial Results Currency translated by Avgol to USD - PEGAS in EUR, PROVIDENCIA in BRL and there might be foreign exchange translation impacts.

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Investments & Net Debt



- *The company proceed on schedule with its investment in two lines in USA and China, which accumulated to approximately 71 M\$.*
- *Net Debt/ EBITDA ratio decreased to 2.68 during Q3/12.*

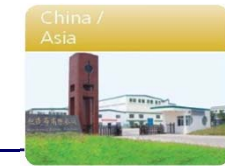


* Company's Net Profit before allocation to majority and minority shareholders.

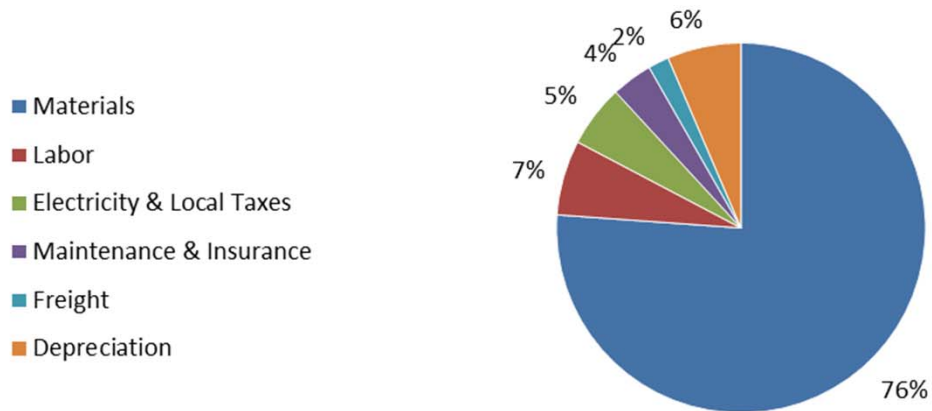
** Last Twelve Months EBITDA

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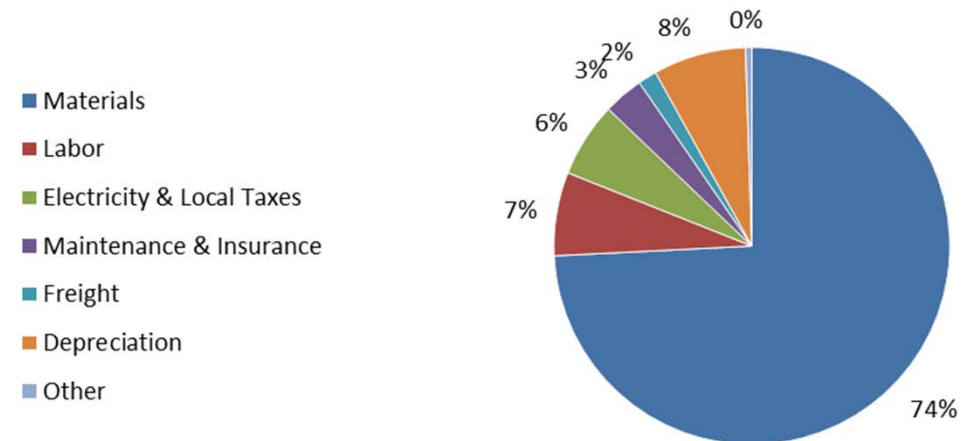
Cost of Goods Sold (COGS)



2011 COGS Breakdown



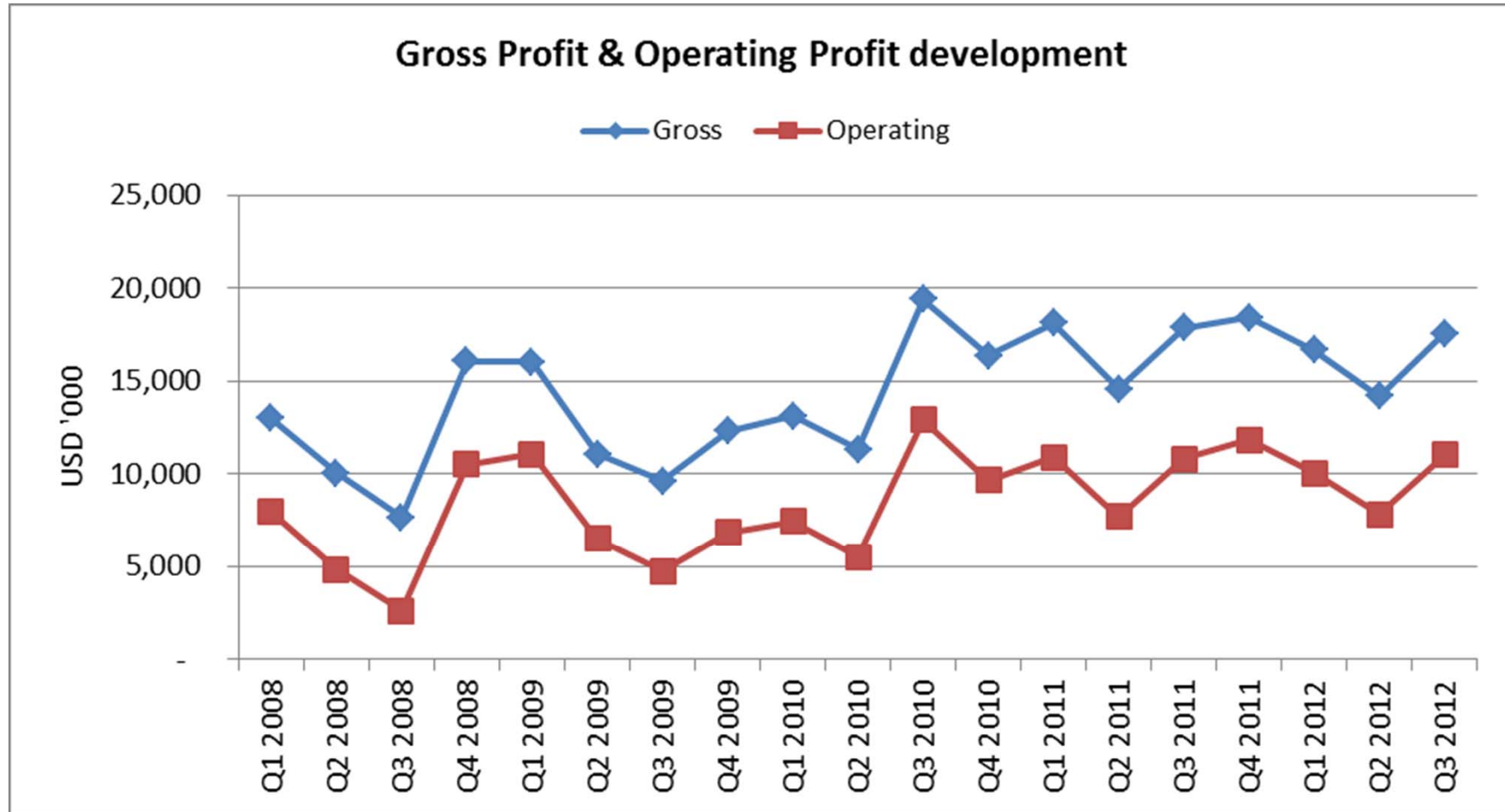
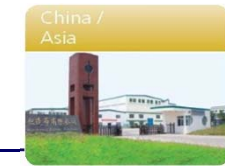
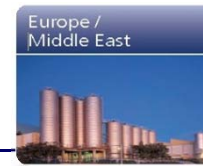
2012/9m COGS Breakdown



Source: Company Financial Reports

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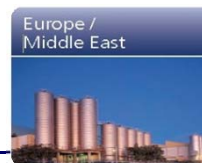
Profit Development



Source: Company Financial Reports

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Cash Flow



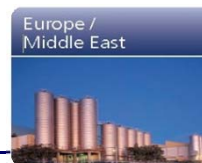
USD Million	9m		% Change	FY 2011
	2011	2012		
<u>Current Operations</u>				
Net Income	18.7	18.3	-2%	24.7
Depreciation/Amortization	13.2	14.6	11%	17.7
Other non-CF income/expenes	3.9	4.4		4.8
Change in Working Capital	-15.7	-13.3		-9.5
Net CF from Current Operations	20.1	24.0	19%	37.7
<u>Investments Activities</u>				
CAPEX	-22.8	-19.2	-16%	-40.9
Short term deposit		-7.5		
Purchase of Intangible assets	-	-0.8		-0.9
Other	0.0	1.4		-2.5
Net CF from Investments Activities	-22.8	-26.1	15%	-44.3
<u>Financing Activities</u>				
Increase (decrease) in ST Bank Loans	7.4	-23.2		18.0
Repayment of LT Bank Loans & Bonds	-13.9	-15.2	9%	-34.0
Receipt of LT Bank Loans & Bonds	10.0	83.5		35.0
Purchase of Minority Intrests	-	-0.1		-
Dividend Paid	-10.0	-12.0		-10.0
Net CF from Financing Activities	-6.6	33.0		9.0
Increase in Cash & Cash equivalents	-9.2	30.9	-434%	2.4
Closing Balance	7.6	49.8	554%	19.1

Source: Company Financial Reports

ST = Short Term; LT = Long Term

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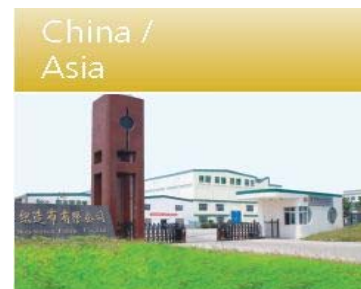
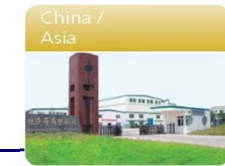
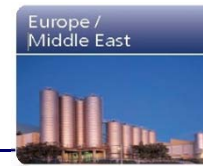
Balance Sheet Highlights



USD Million	31/12/11	<i>% Change</i>	30/09/12	30/09/11	<i>Q3/11>Q3/12 % Change</i>
<u>Assets</u>					
Cash & Cash equivalents	19.1	160%	49.8	7.6	554%
Inventory	40.2	-14%	34.6	43.2	-20%
Trade Receivables	43.7	27%	55.5	51.1	9%
Derivatives	11.2	-27%	8.2	16.2	-50%
Fixed Assets, Net	239.6	3%	247.8	222.9	11%
<u>Liabilities & Equity</u>					
Bank Loans & Bonds	184.2	24%	228.3	173.6	32%
Trade payables	31.2	-26%	23.1	32.8	-30%
Tax Liabilities	24.1	3%	24.7	22.8	8%
Equity	126.6	5%	132.8	119.4	11%

Source: Company Financial Reports

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Thank You

