



PUBLIC NOTICE
REGARDING THE ACQUISITION OF THE COMPANY ATAG

27 June 2008

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2



ATAG

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SHOWROOM IMPRESSIONS



ATAG

Pelgrim

ETNA®

CONTENTS



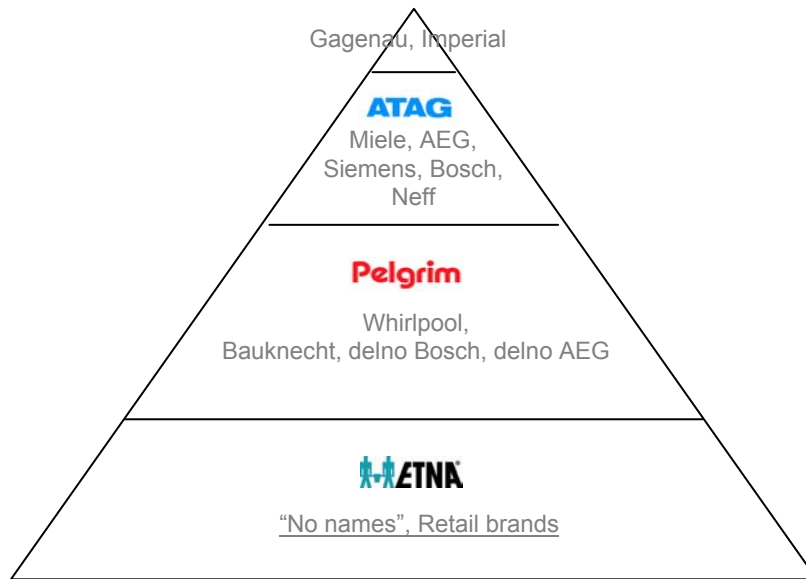
1. SHORT PRESENTATION OF THE COMPANY ATAG EUROPE BV
2. SWOT ANALYSIS
3. KEY POINTS OF THE DEAL
4. ACQUISITION OF THE COMPANY ATAG AND THE IMPACT ON THE GORENJE GROUP PERFORMANCE
5. PHILIP ALEXANDER SLUITER - CURRICULUM VITAE

ATAG Europe BV

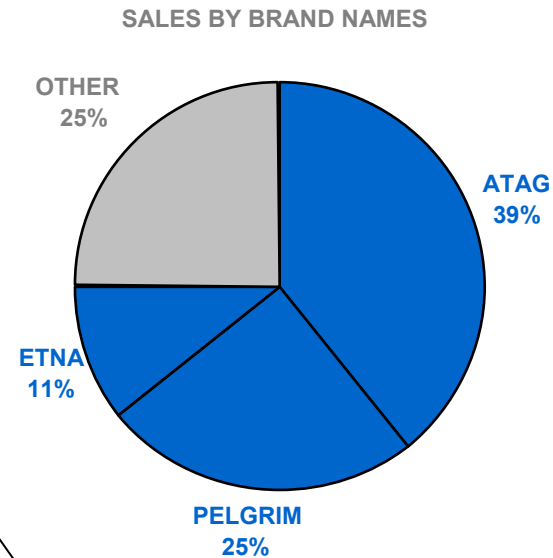
- **Headquarters:** Duiven, The Netherlands
- 3 complementary **Brand Names:**
 - ATAG since 1948
 - Pelgrim since 1920
 - ETNA since 1856
- **420 employees** (380 The Netherlands, 40 Belgium)
- 2007 revenue from sales: **EUR 150 million**
- **Market share:** the Netherlands > 30%, Belgium 10%

ATAG Europe BV

- Own Brands in the high, middle and low (entry) price segments
- Sales under own brand names: **75% of sales**
→ other: OEM, Private label, Retail brands, ...



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SWOT analysis

Strengths and Opportunities:

- Strong and wide range of the own brand names
- Leading market share and high positioned own brand names on BENELUX markets
- Sales of the free-standing appliances on BENELUX markets
- Gain of the prestigious brand name for the Gorenje Group, particularly for the Western European markets
- Purchase synergies

SWOT analysis

Strengths and Opportunities:

- Good organization and effectiveness of the business model (supplementary program)
- Increase of cooperation between Gorenje and Atag
- High skilled management team
- Upgrading of the project engineering within the Gorenje Group

Threats :

- Coordination between brand names – fit into the Gorenje Group
- Question, regarding the expansion of the current sales abroad / local market effectiveness

FINANCIAL RESULTS OF THE COMPANY ATAG Europe BV

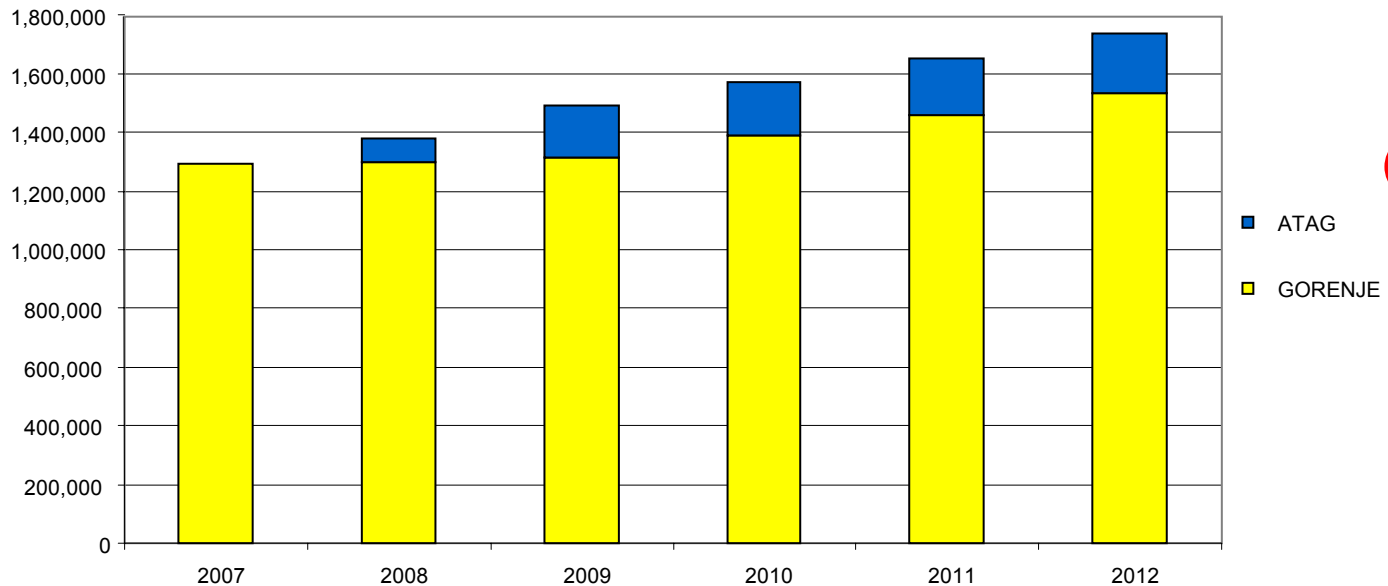
Profit and Loss Statement (in EUR Thousand)	2005	2006	2007
Revenue from sales	124,283	138,082	148,846
Changes in inventories	9,290	12,840	14,301
Gross operating yield	133,573	150,922	163,147
Cost of goods and materials	-78,634	-85,546	-93,293
Cost of services	-2,777	-3,103	-3,401
Personnel expenses	-16,273	-18,003	-19,455
Other operating expenses	-13,338	-12,866	-13,652
EBITDA	13,261	18,564	19,045
Depreciation and amortization expense	-3,131	-3,394	-3,085
EBIT	10,130	15,170	15,960
Financial income/expenses - net	-361	-679	-743
PBT	9,769	14,491	15,217
Income tax expense ¹	-3,415	-4,262	-4,108
Net profit)	6,354	10,229	11,109
Net Cash Flows (in EUR Thousand)	2005	2006	2007
Net profit	6,354	10,229	11,109
+ Depreciation and amortization expense	3,131	3,394	3,085
- Investments	-3,805	-1,761	-2,038
- Net working capital	973	3,022	1,881
Net Cash Flow	6,653	14,884	14,037

KEY POINTS OF THE DEAL

- **Acquisition price for 100 % stake amounted to EUR 130 million**
- **Gorenje pays with own shares and the rest by cash**
 - 1,070,000 own shares by the price not lower than 6 – months average (EUR 36,83)
- **Agreed lock-up of shares for the period of 4 years**
- **The shares will also be pledged for the period of 4 years in favour of Gorenje, d.d., against potential risks originating from pre-acquisition period**
- **After the Deal Closing, Mr. Philip Sluiter becomes the member of the Gorenje Management Board, responsible for**
 - Business operation of the Gorenje Group in Benelux
 - Supplementary program of the Gorenje Group
 - Development of the brand name ATAG as prestige's Gorenje Group brand name for built-in appliances
- **Consolidation in the Gorenje Group from 1st of July 2008 onwards**

PLANNED IMPACT OF THE ACQUISITION ON THE GORENJE GROUP PERFORMANCE - SIDE BY SIDE analysis

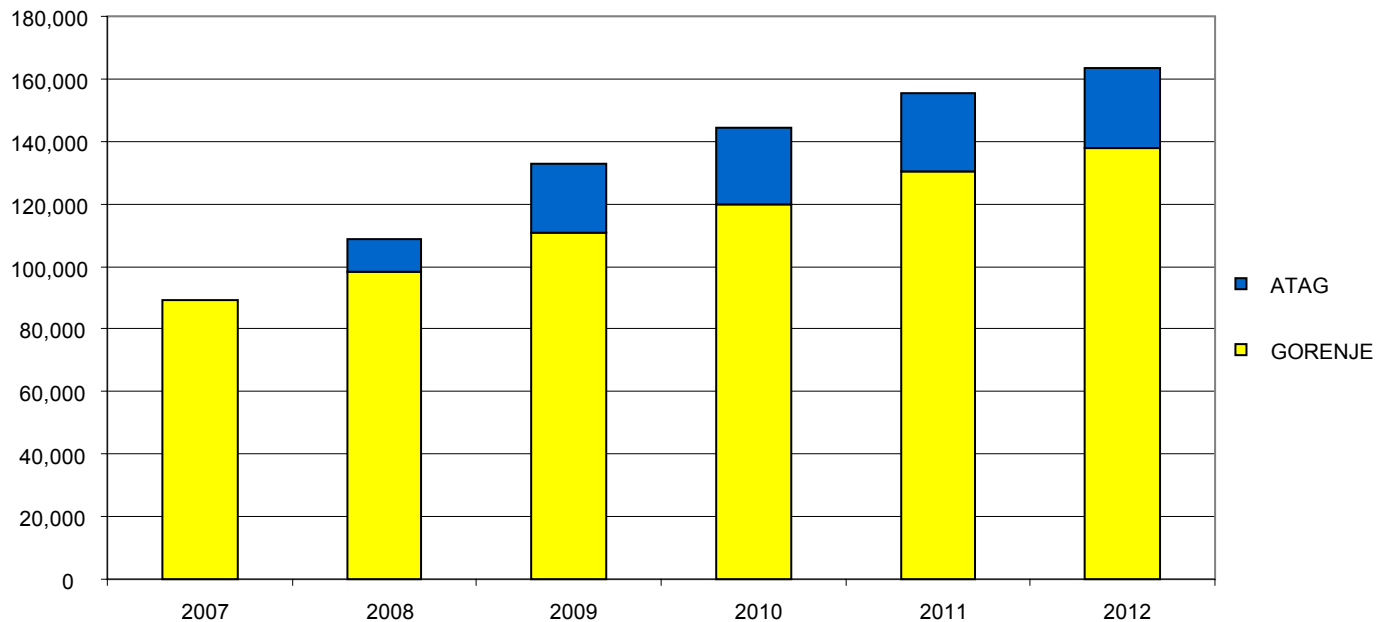
PLANNED REVENUES FROM SALES – GORENJE GROUP ('000 EUR)



Growth of the Revenue in case of the closing day on 1 July 2008.

PLANNED IMPACT OF THE ACQUISITION ON THE GORENJE GROUP PERFORMANCE - SIDE BY SIDE analysis

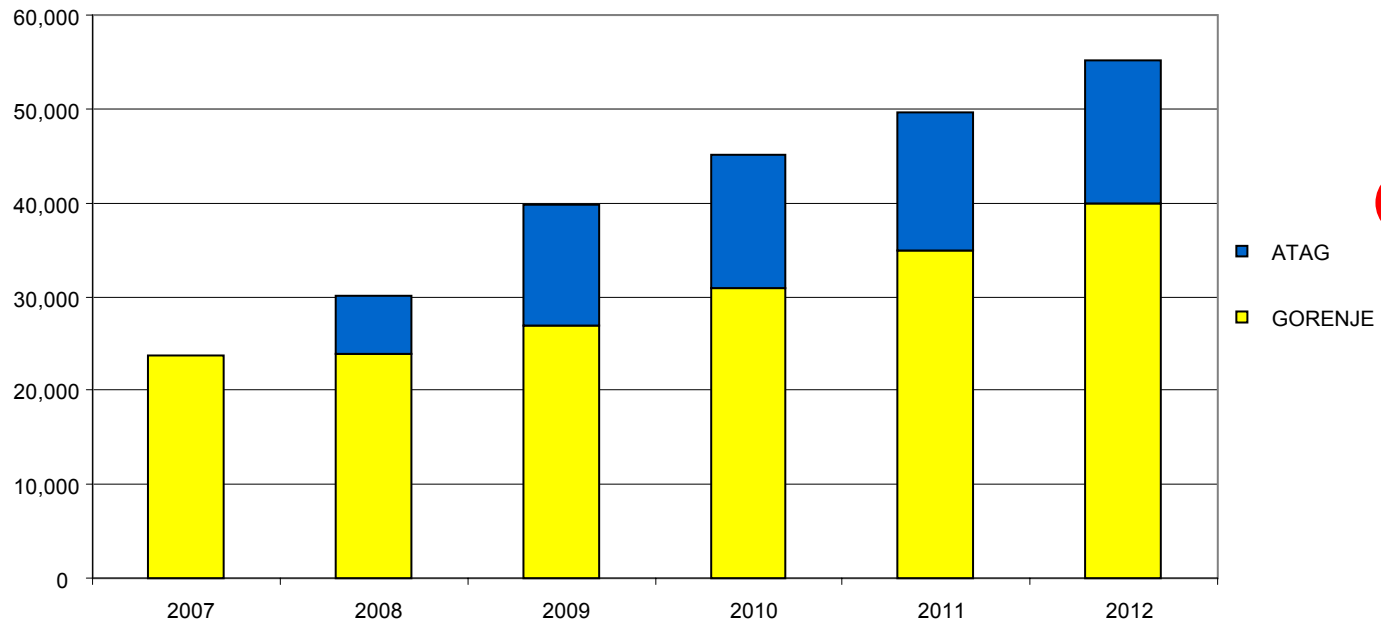
PLANNED EBITDA - GORENJE GROUP
(‘000 EUR)



Growths of the EBITDA in case of the closing day on 1 July 2008.

PLANNED IMPACT OF THE ACQUISITION ON THE GORENJE GROUP PERFORMANCE - SIDE BY SIDE analysis

PLANNED NET PROFIT – GORENJE GROUP
(‘000 EUR)



Growths of the Net profit in case of the closing day on 1 July 2008.

PLANNED IMPACT OF THE ACQUISITION ON THE GORENJE GROUP
PERFORMANCE - SIDE BY SIDE analysis

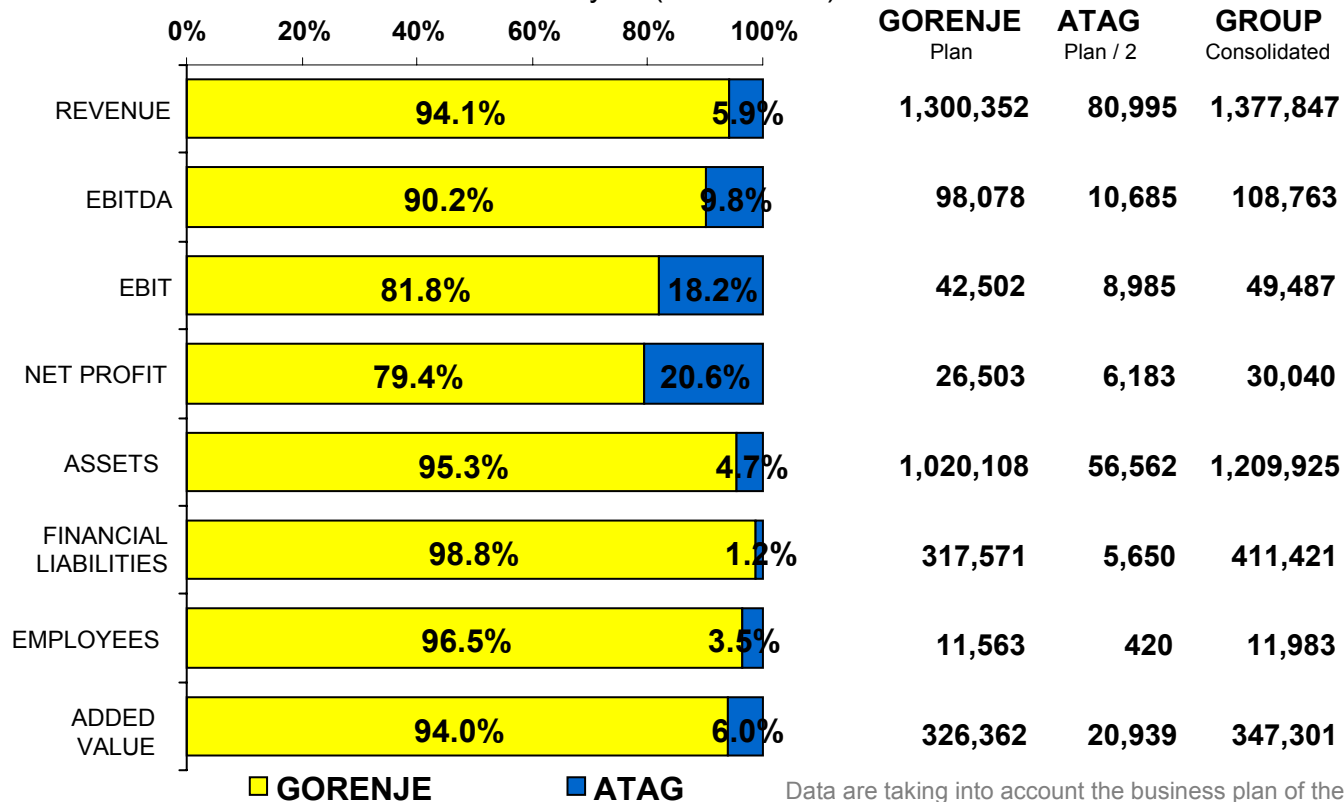
In EUR Thousand or %	2007	2008 ⁽¹⁾	2009 ⁽²⁾
Revenue from sales, net	1,293,438	1,377,847	1,491,203
EBITDA	89,449	108,763	133,075
EBIT	36,233	49,487	63,064
Net profit	23,664	30,040	39,831
EBITDA Margin ⁽³⁾	6.92%	7.89%	8.92%
Return on Sales (ROS) ⁽³⁾	1.83%	2.18%	2.67%
Return on assets (ROA)	2.39%	2.77%	3.62%
Return on Equity (ROE)	6.71%	7.08%	8.49%
Earnings per share (EPS) in EUR - diluted	2.03	2.16	2.77

(1) Considering consolidation from 1st of July 2008

(2) Data for the year 2009 are based on the present estimations of the both companies, considering their strategic plan.

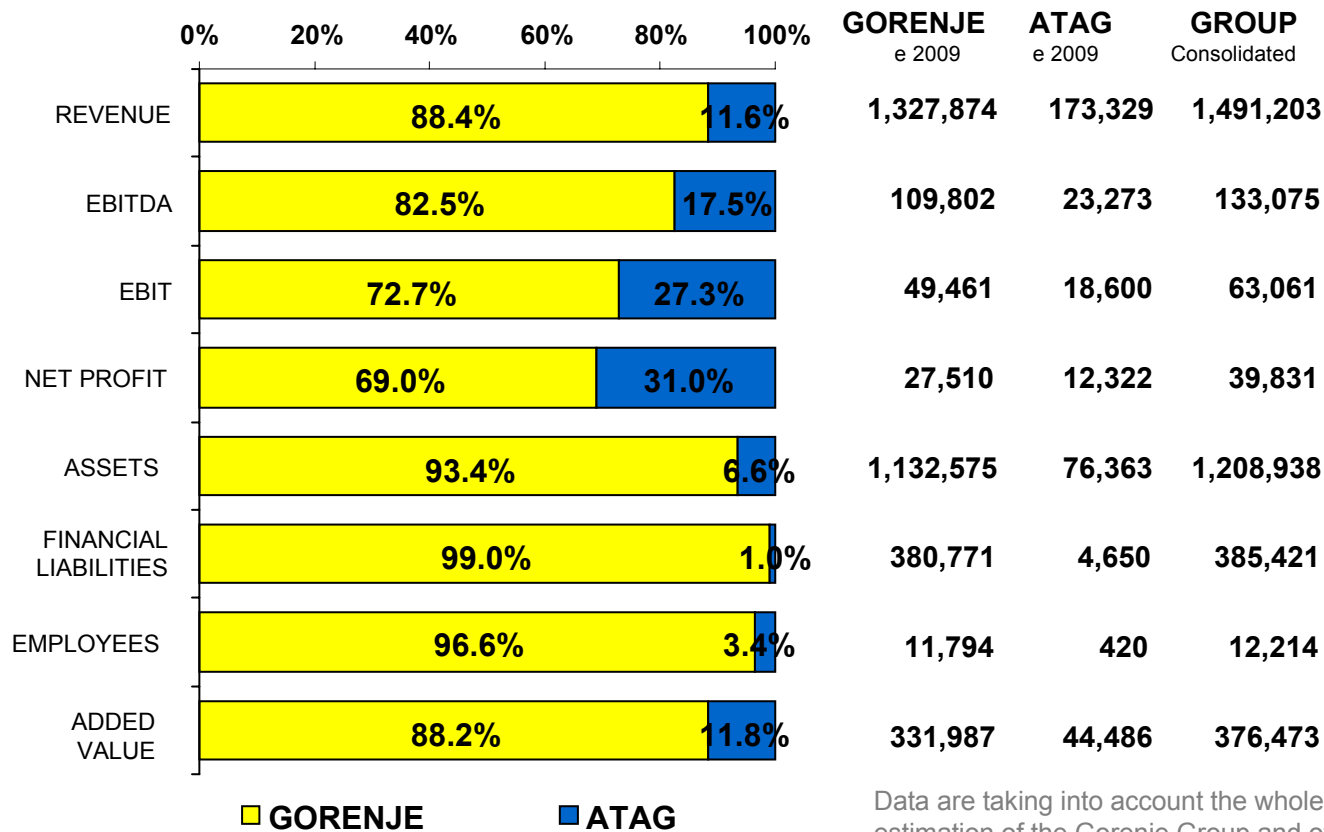
(3) EBITDA Margin and ROS calculated as % from Revenue from sales.

PLANNED IMPACT OF THE ACQUISITION ON THE GORENJE GROUP PERFORMANCE - SIDE BY SIDE analysis (PLAN 2008)



Data are taking into account the business plan of the Gorenje Group and of the company ATAG Europe BV for the year 2008, with the consolidation from 1st of July 2008. Consolidated ratios are considering the debt level, disposal of own shares and cost of financing, all as part of the acquisition.

PLANNED IMPACT OF THE ACQUISITION ON THE GORENJE GROUP PERFORMANCE - SIDE BY SIDE analysis (e2009)



PLANNED IMPACT OF THE ACQUISITION ON THE GORENJE GROUP PERFORMANCE

Historical milestone of Gorenje operation and the winning combination with the positive impacts:

Market position

- To accomplish the strategy of growth of Gorenje as Pan-European supplier in the industry
- To strengthen the market position of the Gorenje Group Brand Names on the West-European Markets
- To round up the portfolio of the brand names with high positioned brand name ATAG
- To fill up sales grey spots on the Benelux market, and to gain from 10 to 30% of the market share of brands ATAG, Etna, Pelgrim

Synergies

- Excellent strategic match with the potential of the faster joint growth of the both companies
- Sales/Marketing, Purchase, Product/R&D and Production Synergies

Financial impacts

- Favourable impact of the Acquisition on the principal financial ratios (Growth of Sales, EBITDA, Net profit, ROS, ROE,...)
- Further growth of the Shareholder Value Creation

PHILIP ALEXANDER SLUITER - Curriculum Vitae



- Age of 45, married, 3 children
- **Education:**
 - **1986** – Mechanical engineering & Business science, Technical Academy
 - **1989** – Master of Science/ Dipl. Ing., Information Technology/ Business management, Technical University
- **Awards:**
 - **1999** - King William 1st price for young entrepreneurship
 - **2000** - “Entrepreneur of the year” Province Gelderland Award

- **Business:**

- Till **1992** – Continental Can Europe, project manager
- From January **1992** – independent entrepreneur
- **1992 - 2005** – Take-over and restructuring of miscellaneous companies in various industries. Corporation with several informal investors and venture capital companies.
- Since January **2006** – CEO of ATAG Europe bv

- **Miscellaneous:**

- Member of Advisory Council of the Twente University
- Member of Supervisory Board of Techfund
- Member of Supervisory Board of TIIN Buy Out Fund
- President of Hockey Club Arnhem

ATAG Europe BV



Headquarters : Duiven, the Netherlands