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**The Global Player**  
**with Russian Tradition**

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# The Global Melamine Market

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# Global Consumption & Growth 2006

Average annual growth of world melamine consumption is forecasted to grow by 5,7% during 2004 - 2009 driven by China and Eastern Europe

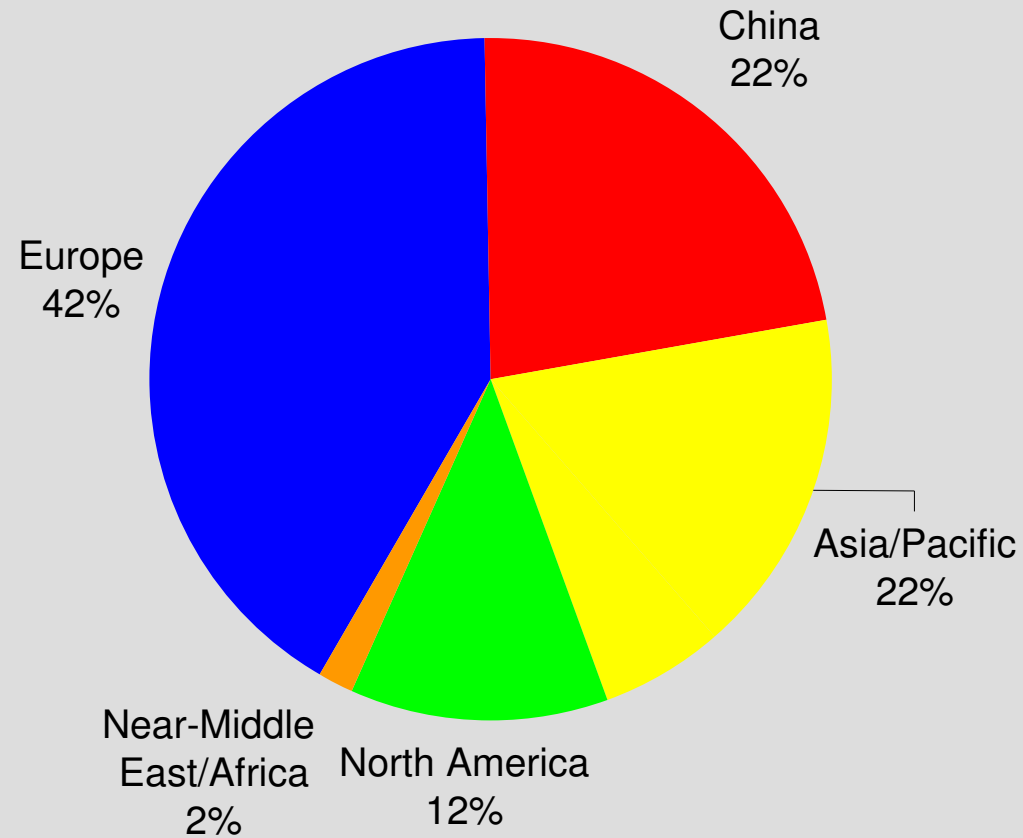
Region	Consumption	Average annual growth (2004 - 2009)
Europe	455.000	4,0%
China	245.000	11,4%
Asia/Pacific	180.000	5,6%
North America	133.000	4,2%
Japan	65.000	-1,0%
Near-Middle East/Africa	18.500	5,0%
<b>Total</b>	<b>1.096.500</b>	<b>5,7%</b>

Source: SRI CEH Report on Melamine

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# Regional Consumption Shares 2006

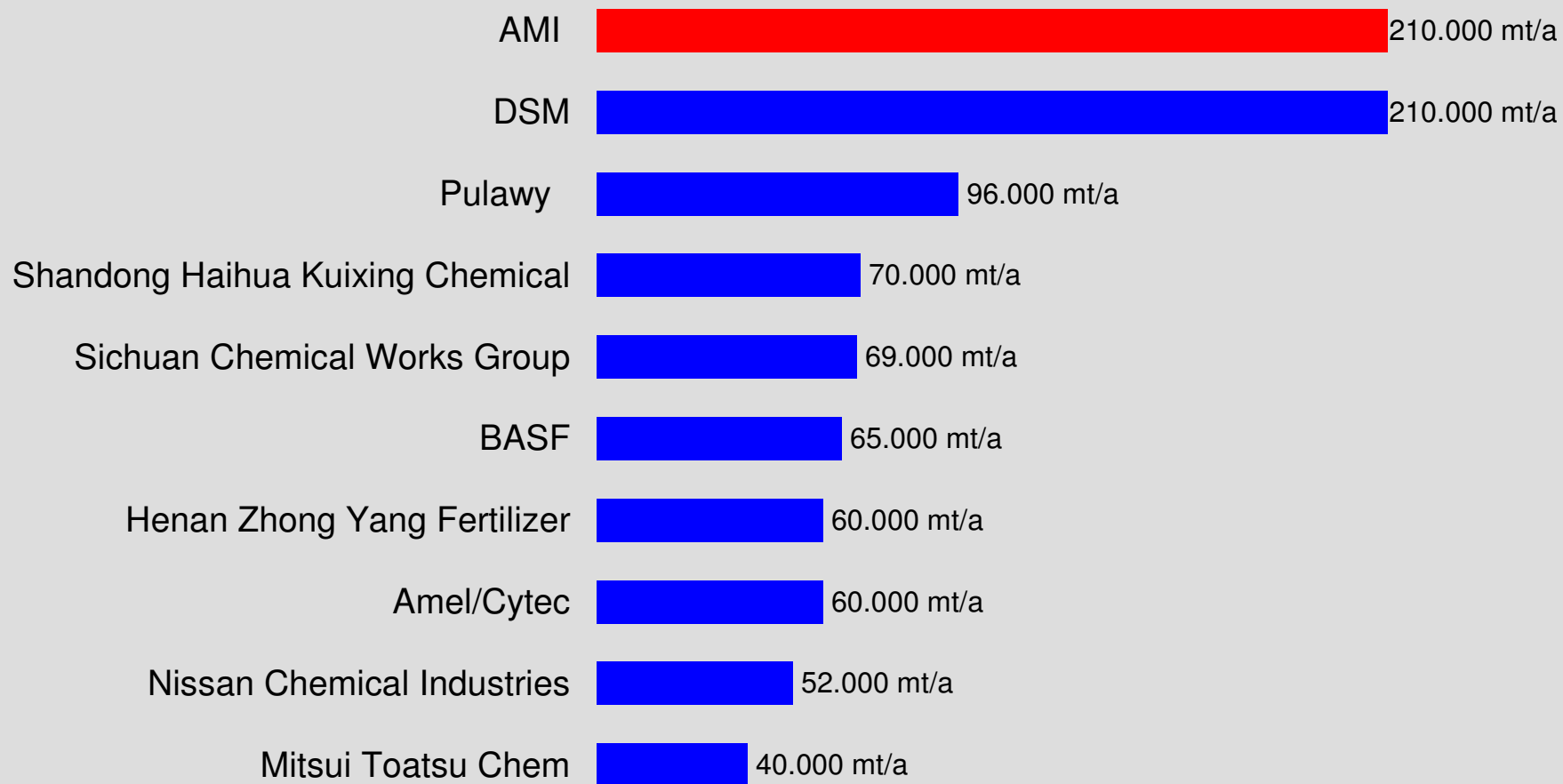


Source: SRI - CEH Report on Melamine

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# The Big Ten Melamine Manufacturers \*) 2007



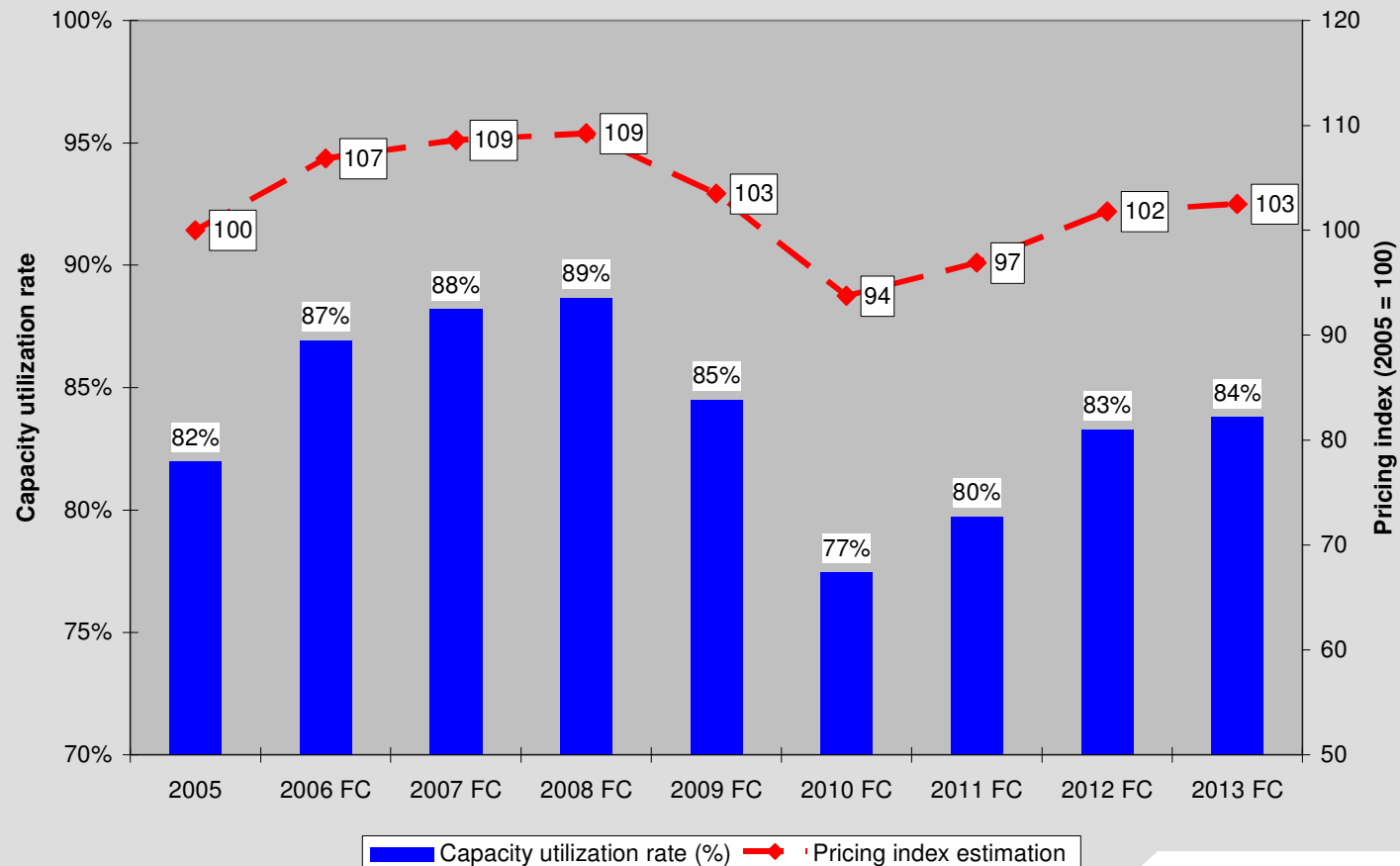
\*) Installed capacities

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# Global Capacity Utilization and Pricing

Capacity utilization and pricing will develop cyclically in the next future as a consequence of announced plant closures and startups



Source: AMI

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## AMI - Shareholders



50%



50%

AMI Agrolinz Melamine International GmbH

Agrolinz Melamine International  
subsidiaries world wide

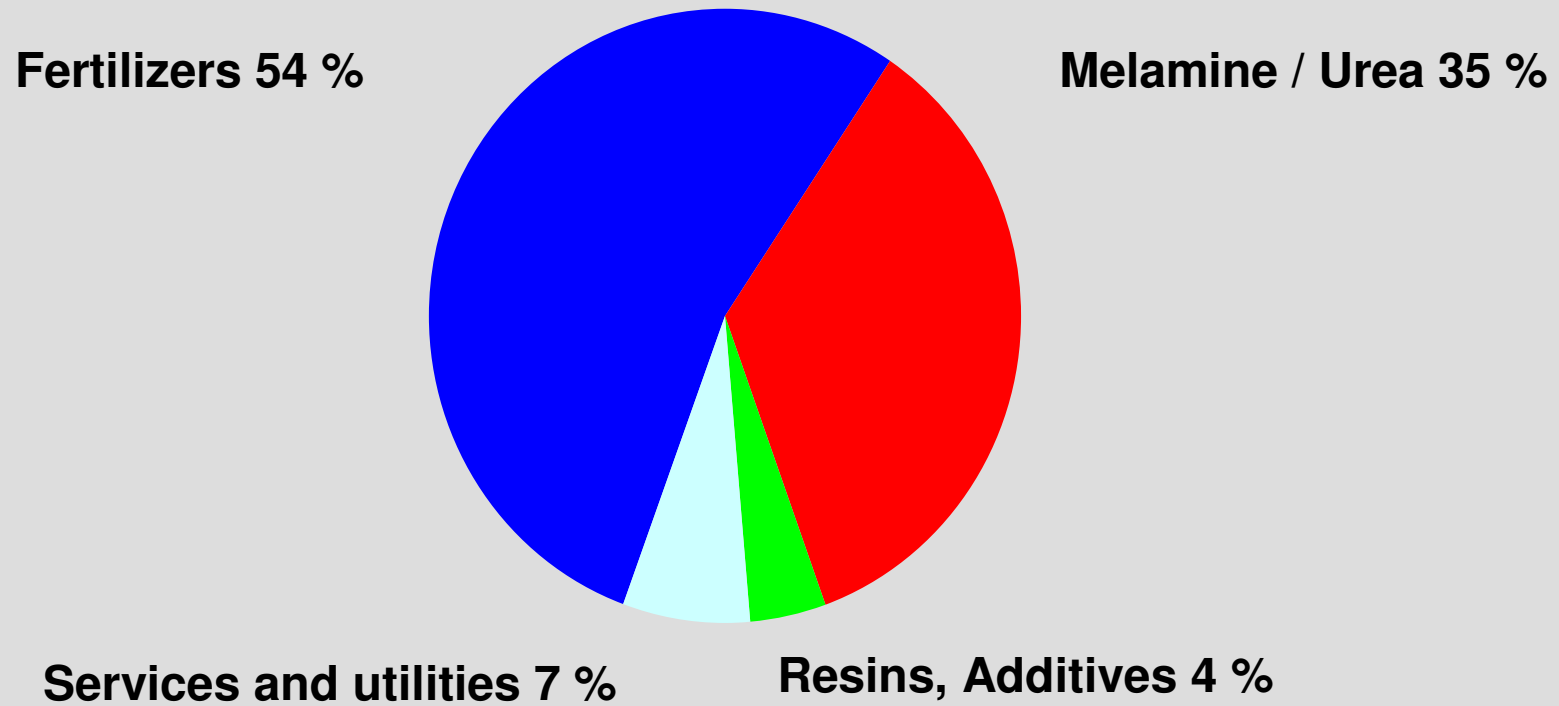
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# AMI - Consolidated Sales

Net Sales 2005: 470,7 Mio €



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# AMI - Product Portfolio

Melamine / urea

Melamine

Urea

Guanidincarbonate

Melamine Performance  
Products

HIPE®ESIN

HIPER®COM

HIPER®ADD

HIPE®CARE

HIPE®WOOD

HIPE®FIBRE

Fertilizer

CAN's:

Calcium ammonium nitrate

NPK's:

Formulars adapted to local  
farmers needs

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# AMI - The Global Market Leader

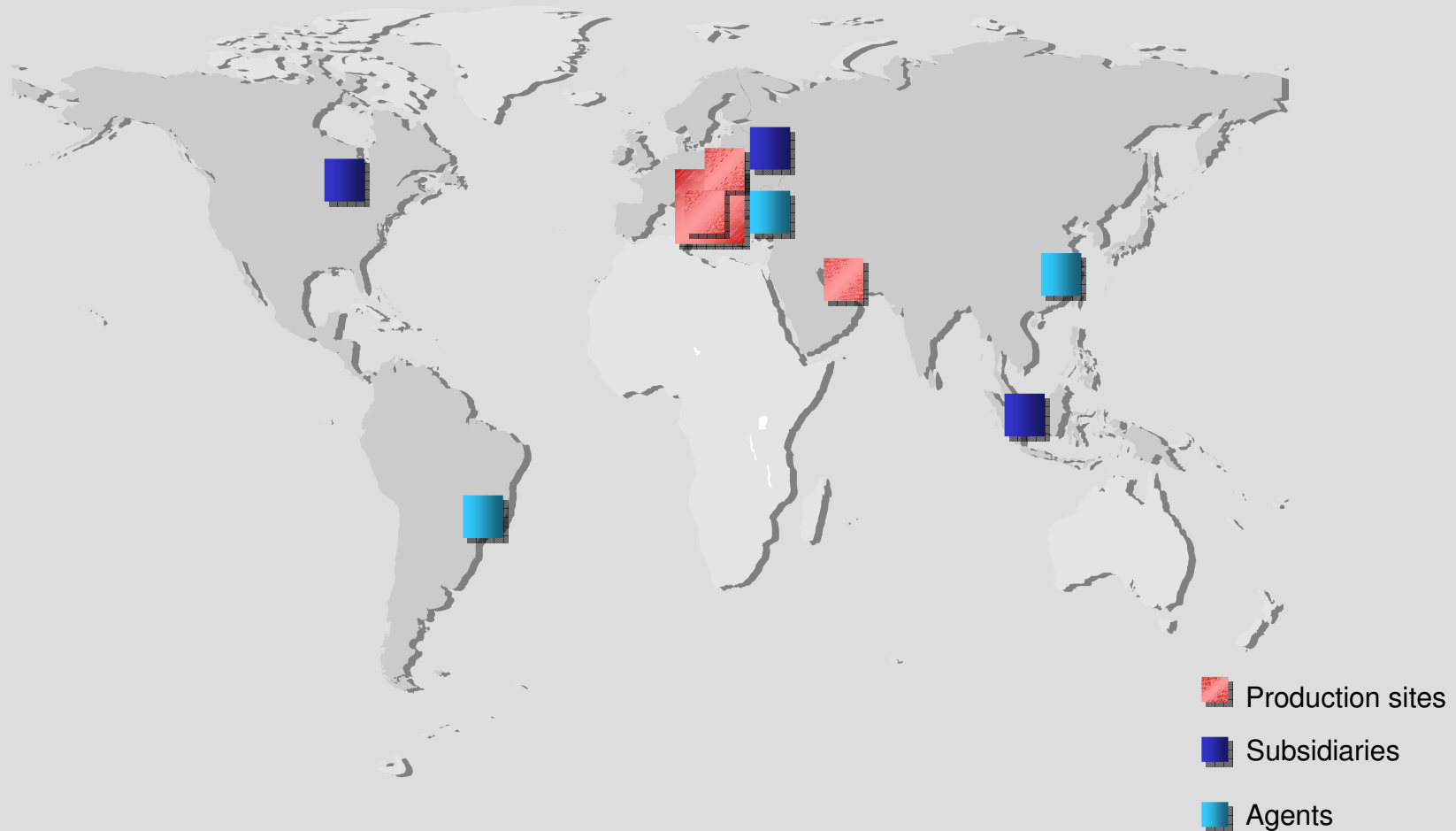
- **“Number one”** producer worldwide – 210.000 mt per year
  - Plants in Austria, Germany and Italy
  - 2009: New plant in UAE
  - Most modern plants worldwide in Germany and UAE
- Market leader in Europe and South America, fast growing position in Asia/ Pacific

**Melamine is AMI's CORE BUSINESS**

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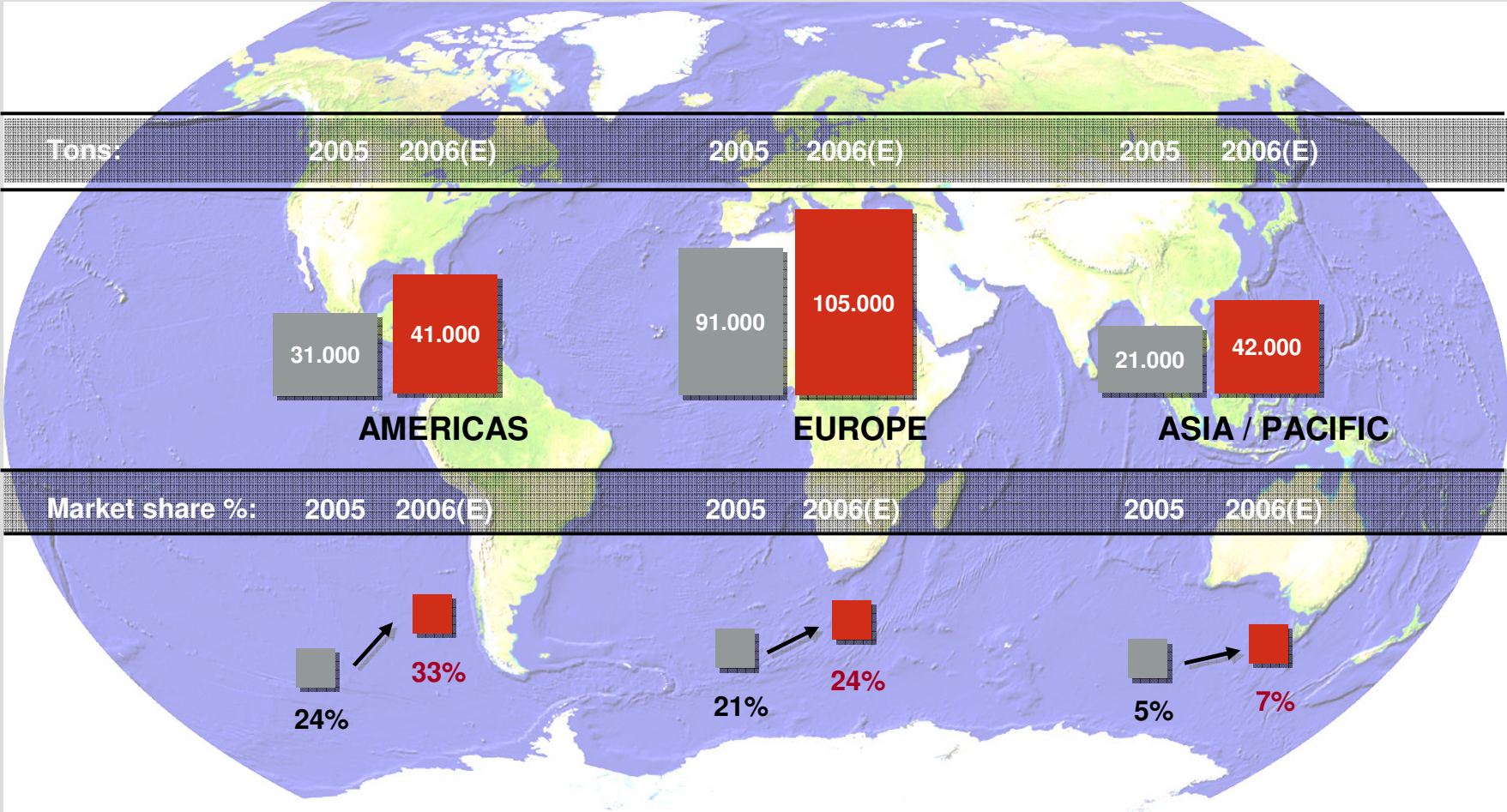
# AMI - Melamine Plants & Sales Network



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# AMI - Global Sales of Melamine

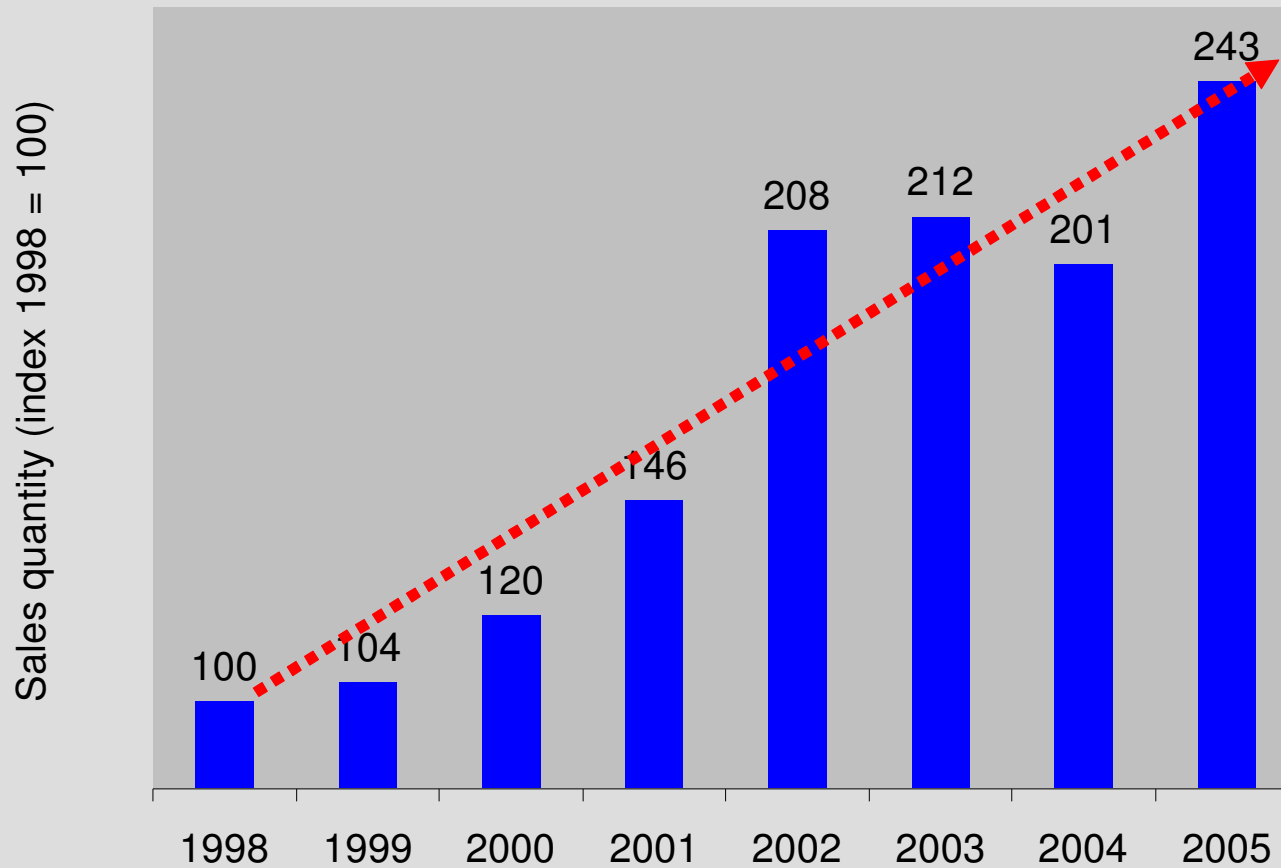


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# AMI - Sales in Russia (mt)

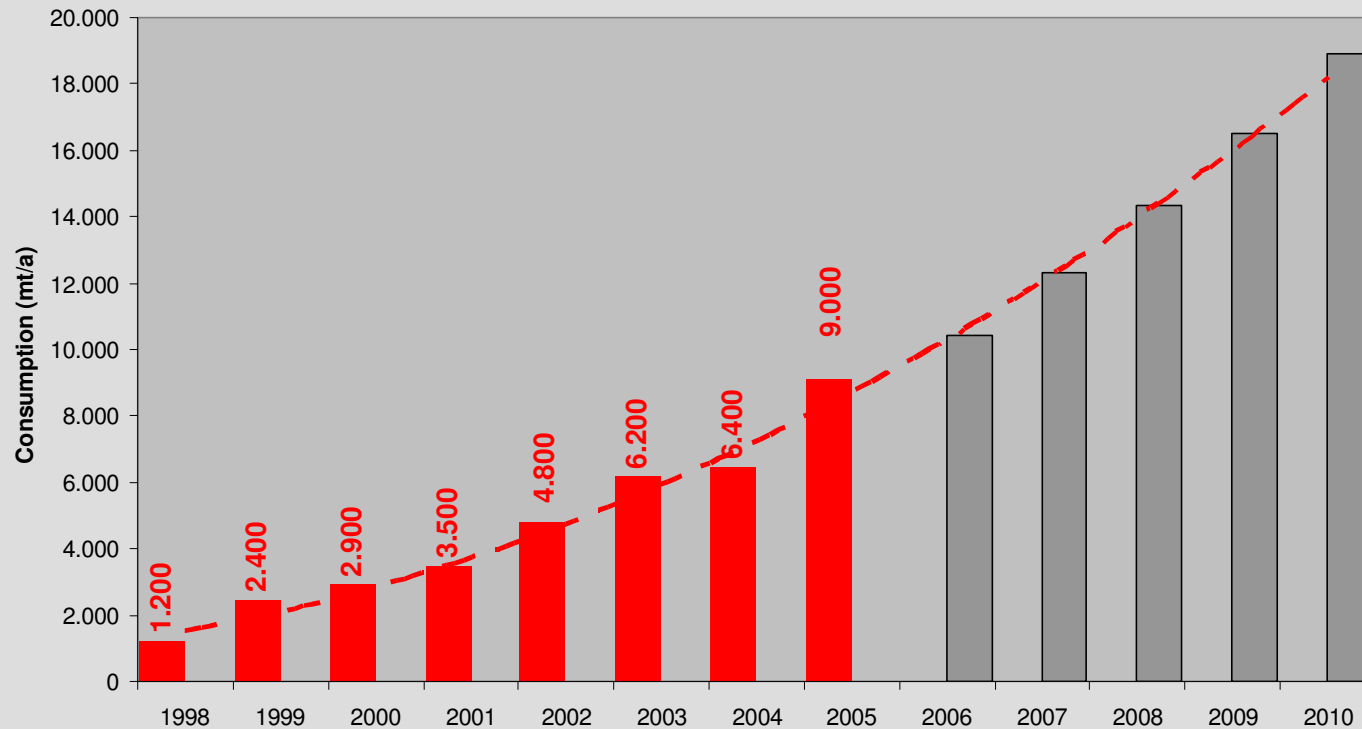
Sales increase: almost 250% since 1998



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# Russia - Melamine Market (mt/a)

Dynamic growing market: 26 % annual average growth rate (1997-2005)



\*) Market size 1998 – 2005 measured by imports

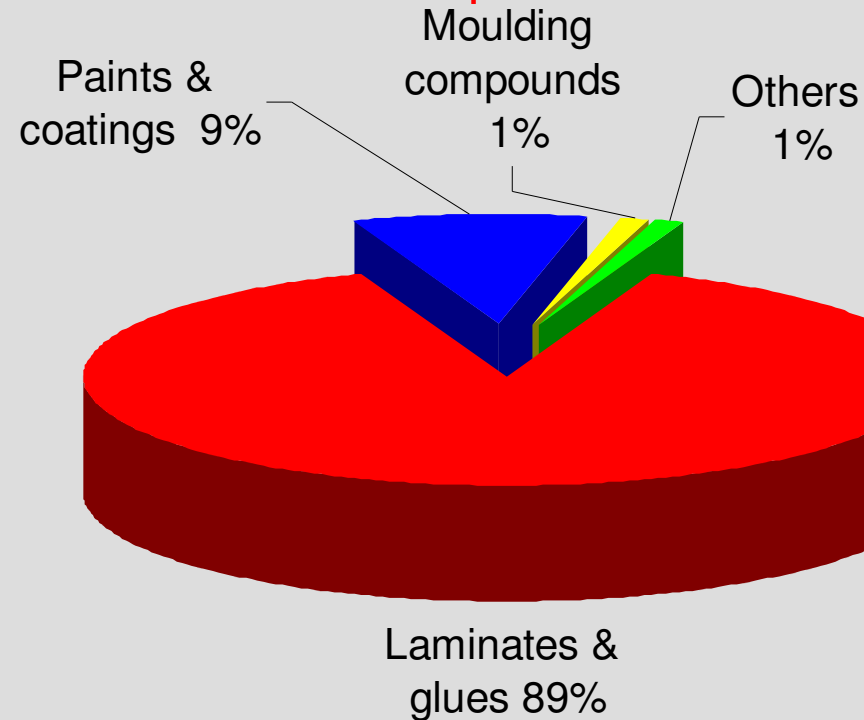
Source: Import statistics; trend calculation by AMI

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# Russia - Market Segments of Melamine

Total consumption 2006: 10.000 mt



Source: AMI

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# AMI –Your Reliable Partner in Russia

## FACTS:

- Reliable supply from 3 European sites (7 lines) with dedicated feedstock supply
- Office in Moscow since 1978
- All major melamine consumers are our partners
- AMI - market share 2006: More than one third

## STRENGTHS:

- Combined offers of melamine and additives
- Competent technical support; especially improvement of formulations
- Online support and local assistance by our representative in Moscow since 1988

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## Your Future in Russia

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