

FIRST-CLASS TECHNOLOGIES

New tile production plant at OPOCZNO S.A. – Poland

The Opoczno S.A. Group, after successfully completing, in close collaboration with SACMI, renewal of all its tile production lines at the Opoczno 3 and Opoczno 4 plants, has now completed an equally successful launch of its new OPOCZNO 6 called Mazowsze plant: the latter, the result of tight engineering and technological teamwork with SACMI, reconfirms Opoczno's leadership position on the Polish tile market.

SACMI supplies Opoczno S.A. with all the key plant machinery items, including colour mills, spray dryers, presses, vertical dryers and kilns.

The plant, extremely flexible and incorporating the most advanced SACMI technology, is capable of producing top-grade technical stoneware that meets up-to-the-minute design requisites.

The plant has been completed in a very short lapse of time thanks to the highly qualified Opoczno's team of engineers and technicians, successfully and excellently co-ordinated by Mr. Przetakiewicz, Head of Investment.

The main machineries supplied by SACMI are: no. 2 spray dryers that can evaporate 6.500 lt./h each one, no. 2 presses PH2890 and no. 2 presses PH4600 able to produce till size 600x1200 or 900x900 mm, no. 4 high efficiency vertical driers EVA993, no. 2 kilns FMS255 111,3 m length able to load 7 pieces 300x300 in width.

In this first step, the new plant is producing up to 4 million m²/day and allowing the production of a wide range of tiles: from salt and pepper porcelanised stoneware, granite tiles, glazed granite tiles, to the single firing. From the point of view of the formats too, the choice goes from the classic formats 300x300 to the bigger ones 300x600 and 600x600.

This new plant also stands as pledge of the new phase of privatisation of the Company which has seen the entrance of new private capitals with the consequential further increase in production. Today Opoczno is able to produce more than 20 million m²/year, including double firing wall tiles, white and red body, porcelanised stoneware, third firing decorations.

Opoczno is therefore confirming his leader position in the Polish market: a constantly developing and increasing market in terms of quantity but above all in terms of quality standards.

The Shareholders

- Credit Suisse First Boston Ceramic Partners (Poland) Sarl – 50.2%

The majority stakeholder in CSFB Ceramic Partners is CSFB Private Equity, and a minority stake is held by investment funds managed by Enterprise Investors, Poland's largest financial investor.

- the State Treasury – 39.1%
- OPOCZNO employees – 10.7%.

The tradition of excellence

OPOCZNO S.A. is proud to uphold the tradition of the factory which was established in 1883 by Dziejwski and Lange Bros. The company has received prestigious awards and medals of merit, including the recently awarded

- Gold Medal at the 64th International Fair in Poznan, 1992
- Teraz Polska Prize, 1993
- Gold Medal at the BUDMA Construction Industry Fair in Poznan, 1994
- Gold Medal at the BUDMA Construction Industry Fair in Poznan, 1997
- Polish Business Leader, 1997
- Golden Helmet at the TARGBUD Construction Industry Fair in Katowice, 1998
- Junior Export Prize, 1998
- First Prize and Grand Prix at the HAUSEBUILDING International Fair in Gdansk, 1999
- First Diamond, Gold Statuette of Polish Business Leader Award
- European Medal awarded by the European Integration Department and BCC, 2000
- Two main awards at the MURATOR Fair in May 2001.

OPOCZNO S.A. has also been a frequent winner of A Good Example Prize which is awarded annually by the Institute of Industrial Design.

OPOCZNO S.A. in the global markets

The share of exports in the total sales of the company will increase from 6 to 12 % in 2001. The projected export sales in 2005 will reach 35%, The company is encouraged to increase exports by a high level of the global interest in its products which will be further enhanced by new production capacities and an extended offer. OPOCZNO S.A. tiles can now be found in the shops of Russia, Estonia, Byelorussia, Ukraine and Lithuania. The distribution network in Western countries is being expanded and the OPOCZNO S.A. tiles are already sold to the German, Nordic, and UK customers.

First in business and first at the finishing line...

OPOCZNO S.A. is a generous sponsor of the Polish professional and amateur sports people and events. The OPOCZNO International High-Jump Competition organized

under the auspices of the IAAF in the town of Spala has already become a permanent item on the Federation's agenda.