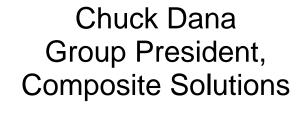


# Composites



Dr. Ashish Diwanji Vice President, Innovations, **Composite Solutions** 



DELIVERING SOLUTIONS = TRANSFORMING MARKETS = ENHANCING LIVES



# Forward-looking Statement and Non-GAAP Measures

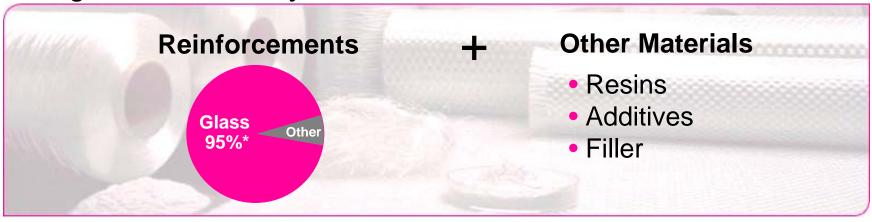
This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These forward-looking statements are subject to risks, uncertainties and other factors that could cause actual results to differ materially from those projected in these statements. Such factors include competitive factors, pricing pressures, availability and cost of energy and materials, acquisitions and achievement of expected synergies therefrom, general economic conditions and factors detailed from time to time in the Company's Securities and Exchange Commission filings. The information in this presentation speaks as of the date September 8, 2008, and is subject to change. The Company does not undertake any duty to update or revise forward-looking statements. Any distribution of this presentation after that date is not intended and will not be construed as updating or confirming such information.

Additional Company information is available on the Owens Corning Web site: <a href="www.owenscorning.com">www.owenscorning.com</a>. Certain data included within this presentation contains "non-GAAP financial measures" as defined by the Securities and Exchange Commission. A reconciliation of these non-GAAP financial measures to their most directly comparable financial measures calculated and presented in accordance with generally accepted accounting principles can be found in our Current Report on Form 8-K filed with the Securities and Exchange Commission on July 30, 2008.



# What is a "Composite"?

#### An engineered material system...



#### ...resulting in unique attributes replacing traditional materials

**High Strength** 

Longer Blades



Source: Owens Corning

**Durable** 

Non-Corrosive



**Light Weight** 

Up to 50% Lighter Than Steel



**Non-Conductive** 

Safety

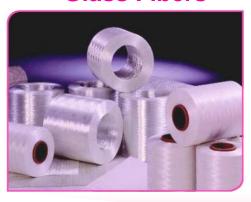




# **Owens Corning Sells Glass Reinforcements**

#### **Downstream**

#### **Glass Fibers**



#### **Technical Fabrics**



#### **Specialty Glass Mats**

















































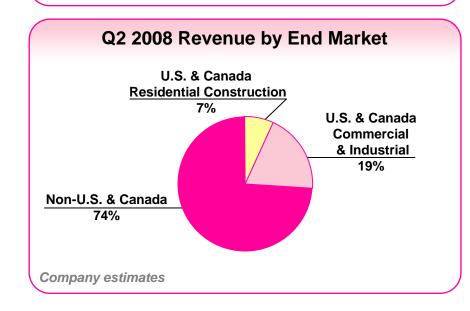
## **Composites**

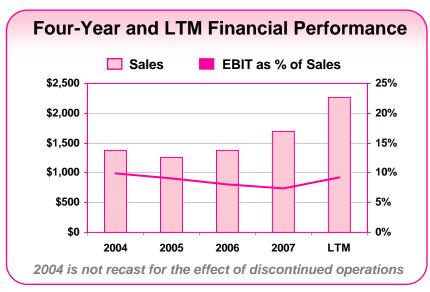
#### **Current Market Environment**

- Strong energy and industrial related demand
- Growth continues in emerging markets
- High global capacity utilization

(\$ in millions)	1 <sup>st</sup> Half 2008	1 <sup>st</sup> Half 2007	% Change
Net sales	1,326	755	76%
EBIT	135	51	165%
EBIT as % of sales	10%	7%	51%
D&A	61	54	

Net sales before inter-segment eliminations







# **A High-Performing Business**

**Successful Acquisition** 

Effectively integrating the 2007 acquisition\*

**Market Position** 

Global leadership in a growing industry

**Innovation** 

**Delivering innovations for growth** 



# **A Successful Acquisition**

#### **Successful Acquisition**

**Market Position** 

Innovation

- Timely closing of transaction and required divestitures
  - October 2007: \$640 million purchase price
  - May 2008: divestitures complete; about \$200 million in proceeds
- Effective integration of a large business
  - Retention of key customers
  - Clear path to at least \$30 million in synergies in 2008
  - Expanding capacity in Russia by more than 2X
  - Making additional growth investments in China, Brazil and India

The acquisition is delivering results

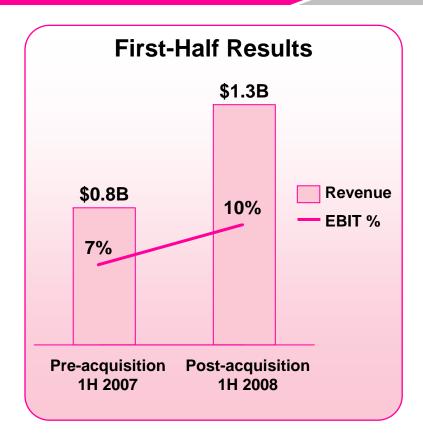


## Solid Performance in 2008

### **Successful Acquisition**

#### **Market Position**

Innovation



- 76% net sales growth 1H '08 vs. 1H '07
- 165% EBIT growth 1H '08 vs. 1H '07
- Solid productivity gains
  - 15% increase in output per employee
  - 6% reduction in energy consumption
  - 1% reduction in OpEx (as a % of sales)
- Closed underperforming plants
- Capacity utilization is up vs. '07

The acquisition better positions us for the future



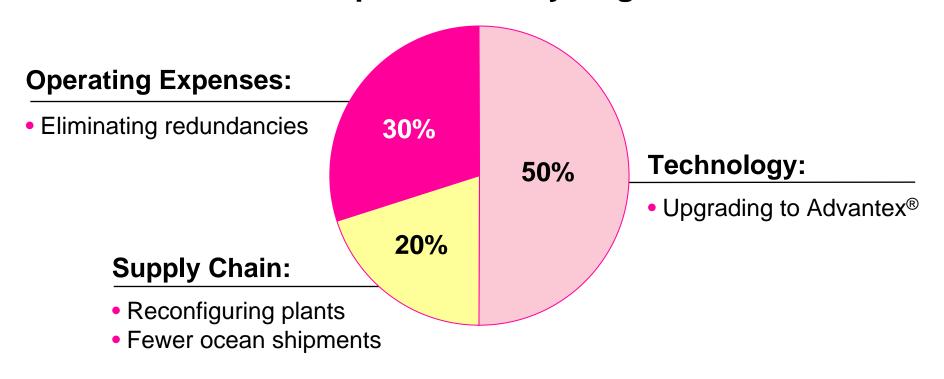
## **Greater Value through Synergy Attainment**

**Successful Acquisition** 

**Market Position** 

Innovation

## **Composition of Synergies**



At least \$100 million of total synergies by 2011

Source: Owens Corning

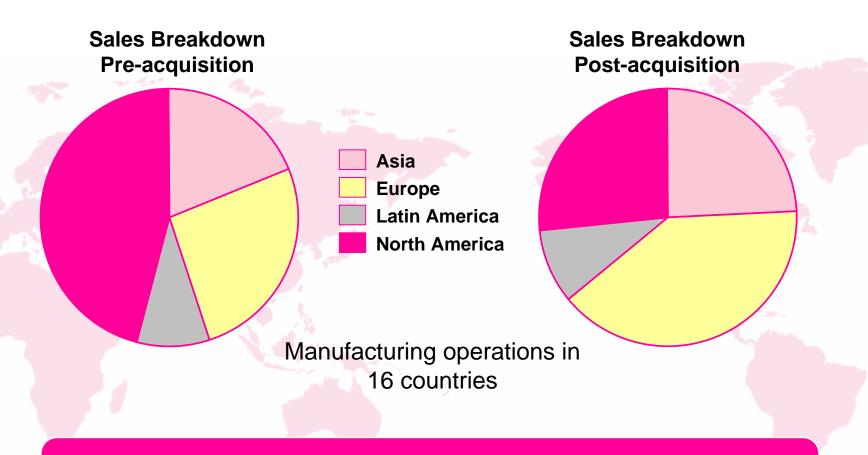


### **Greater Access to Global Platforms**

**Successful Acquisition** 

**Market Position** 

Innovation



2X more capacity in emerging economies, and expandable



## **Best Able to Serve Customers**

Successful Acquisition Market Position Innovation					
	Scale	Global Operations	Product-Line Breadth	Downstream Businesses*	
Owens Corning	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	
Jushi	<b>√</b>			<b>✓</b>	
PPG		<b>√</b>	<b>✓</b>		
CPIC			<b>✓</b>		
Johns Manville				<b>√</b>	

A glass reinforcements company unmatched in global supply, product, and technology capabilities

<sup>\*</sup>Only companies with more than 5% market share in any one or more downstream business are checked



## **Our Strategy for Growth**

#### **Successful Acquisition**

**Market Position** 

Innovation

- Expansion to serve customers
- Differentiation to provide value
- Innovation to transform markets

The global leader in glass reinforcements



# Composites

Markets and Innovations

Dr. Ashish Diwanji



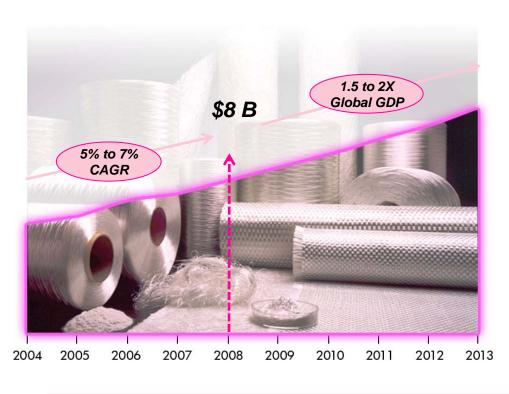


## **Demand for Glass Reinforcements is Growing**

**Successful Acquisition** 

**Market Position** 

Innovation



## **Trends Driving Growth**

- Emerging economies
- Global energy demand
- Green solutions

Owens Corning is #1

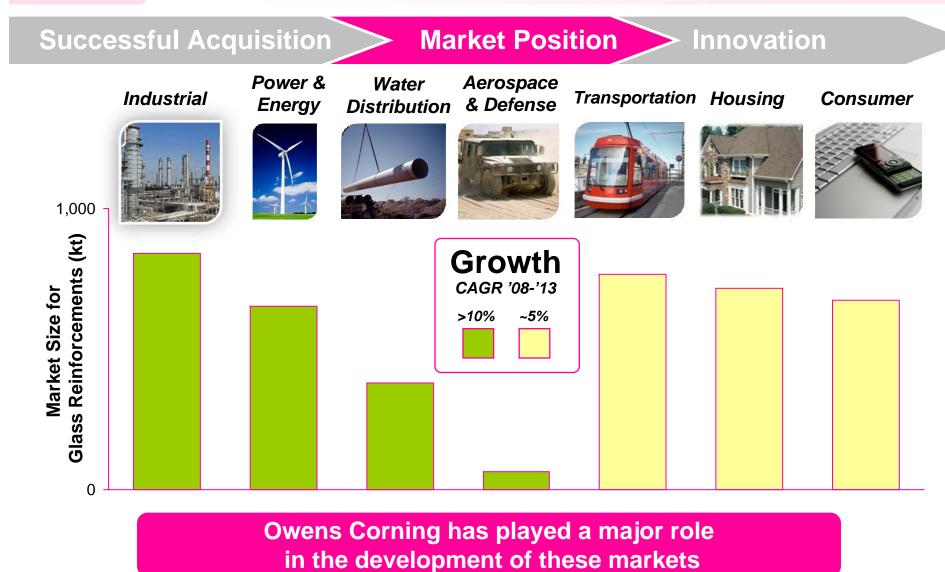
... in glass fibers

... in technical fabrics

... in specialty glass mats



## **Attractive End-Use Market Growth**



Source: Owens Corning



## **Owens Corning in Composites**

#### **Successful Acquisition**

### Market Position

#### **Innovation**

- Commercialized glass fibers in 1938
- Pioneered the use of glass as a reinforcement in composites
- Instrumental in converting applications to glass reinforced composites



1950s



1960s



1970s



1980s



1990s



Today

Our legacy of innovation continues today



## **Wind Power**



- The world will spend \$11 trillion on power infrastructure through 2030
- By 2015, spending on renewable energy will reach \$300 billion a year
- Wind power is growing 20% per year, consuming 200,000 tons of glass reinforcements annually

Owens Corning is the leading supplier of glass reinforcements for wind power today





# **Owens Corning: Innovation for Wind Power**



Making wind energy possible and more affordable

Future: 2X increase in blade length

Source: Owens Corning



## **Composite Pipe**

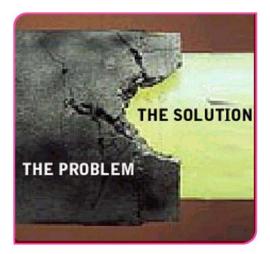


- Pipe is the largest application for glass reinforcements (300,000 tons annually)
- The use of composite pipe is growing globally 10 – 15% per year driven by:
  - Expanding industrial base
  - Global increase in water consumption
  - Replacement of aging infrastructure

Owens Corning is a leading supplier of glass reinforcements for composite pipe



# **Owens Corning: Innovation for Pipe**



Sewer Pipe Damage



Advantex® **Fabrics** 



Advantex® **Fibers** 



XStrand

- ✓ Non-Corrosive
- ✓ Burst Strength
- Longer Lasting



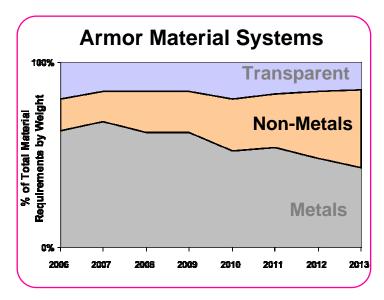
**High Pressure Pipe** 

- 50% more corrosion resistance
- 50% reduction of concrete repair costs
- 2X more burst strength than steel
- 12X more acid resistance

Replacing steel and concrete with durable and less costly solutions



### **Ballistic Armor**



- New threats require new materials
- The use of metal in armor is decreasing
- Composite materials are designed to meet challenging military demands



Owens Corning is developing new glass reinforcements for these challenges

Source: Vector Strategy, May 2008



# **Owens Corning: Innovation for Armor**



Spall Liner





- ✓ Higher Strength
- ✓ Lighter Weight
- ✓ Cost Effective



Vehicle Armor

- 40% tougher than steel parts
- Scale quantities available

- 50% lighter than steel
- Half the cost of current solutions

ShieldStrand<sup>™</sup>: Advanced premium performance, yet affordable

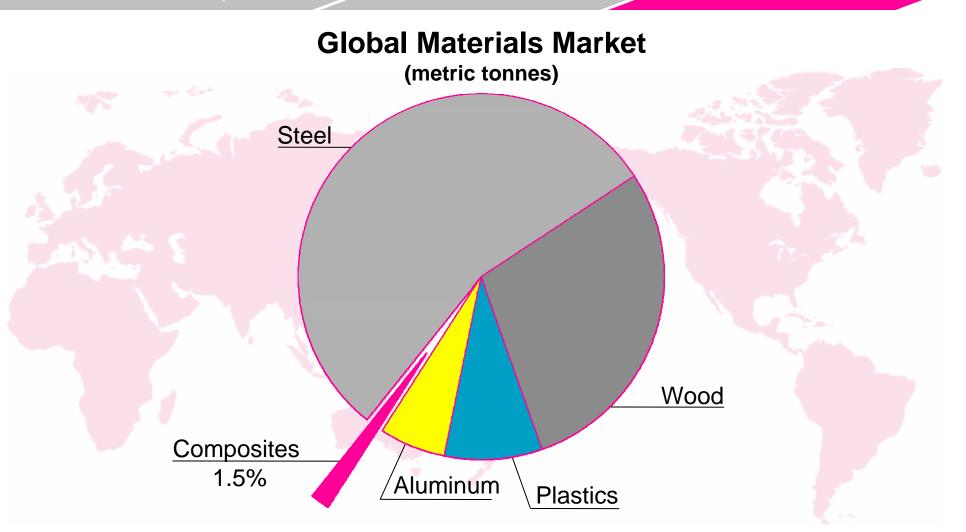


# **Opportunities for Continued Growth**

**Successful Acquisition** 

**Market Position** 

**Innovation** 



Source: E-Composites; Owens Corning



# Questions

