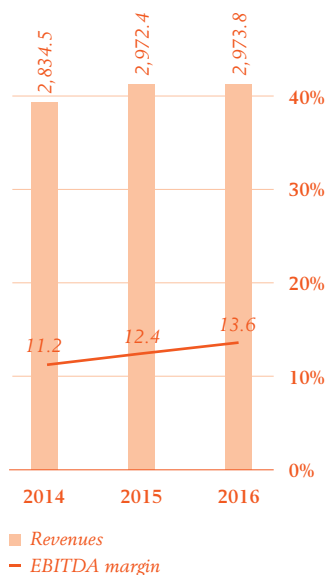


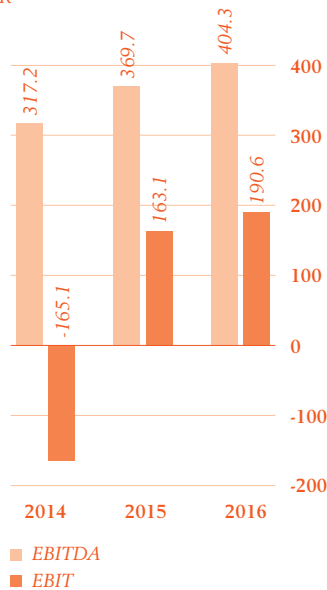
Revenues and EBITDA Margin

in MEUR and %



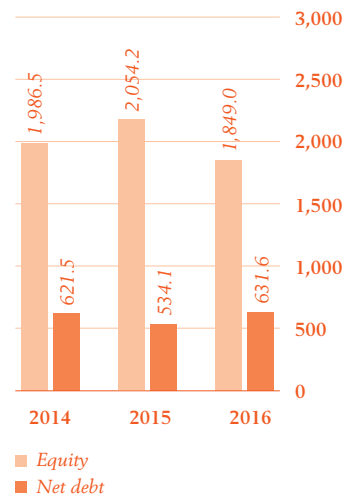
EBITDA and EBIT

in MEUR



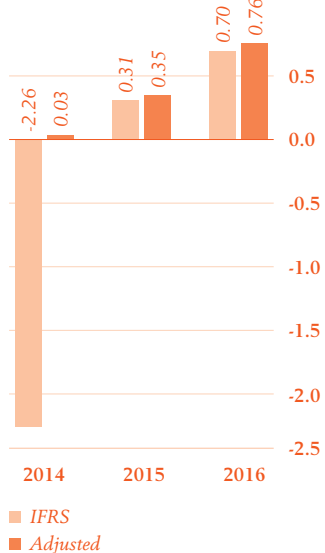
Equity and Net Debt

in MEUR



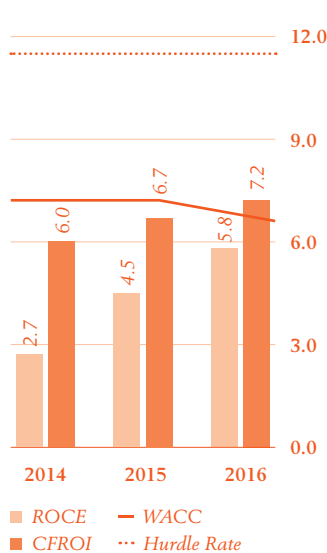
Earnings per Share

in EUR



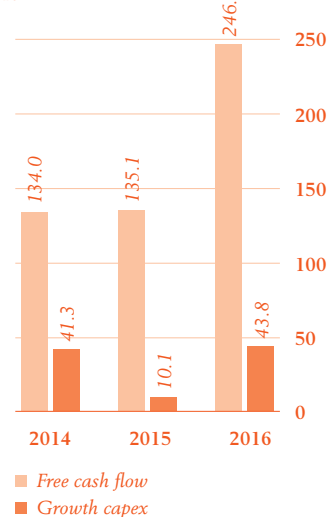
ROCE and CFROI

in %

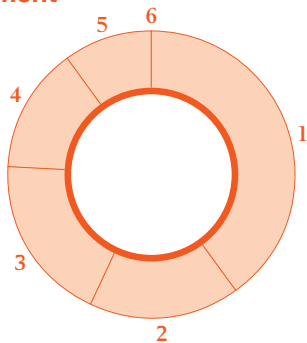


Free Cash Flow and Growth Capex

in MEUR



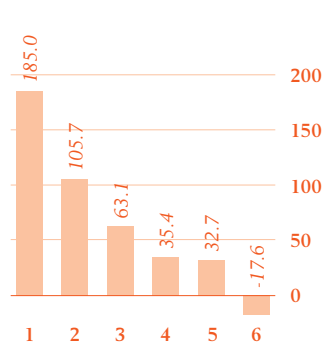
Third Party Revenues by Segment



- 1 Clay Building Materials Western Europe 40%
- 2 Clay Building Materials Eastern Europe 17%
- 3 Pipes & Pavers Western Europe 19%
- 4 Pipes & Pavers Eastern Europe 14%
- 5 North America 10%
- 6 Holding & Others 0%

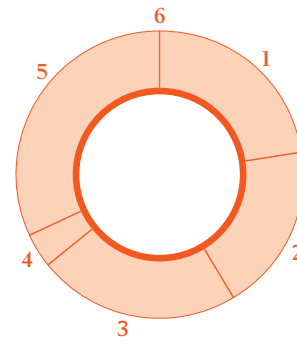
EBITDA by Segment

in MEUR



- 1 Clay Building Materials Western Europe
- 2 Clay Building Materials Eastern Europe
- 3 Pipes & Pavers Western Europe
- 4 Pipes & Pavers Eastern Europe
- 5 North America
- 6 Holding & Others

Revenues by Product



- 1 Wall 23%
- 2 Roof 19%
- 3 Facade 23%
- 4 Surface 4%
- 5 Pipes 32%
- 6 Others 0%

Explanatory notes to the report:

Operating EBIT and adjusted earnings per share are adjusted for impairment charges to goodwill and assets as well as the reversal of impairment charges to assets. // ROCE and EVA® are calculated based on average capital employed. // CFROI and CVA are calculated based on average historical capital employed. // Rounding differences may arise from the automatic processing of data.

| Earnings Data | | 2014 restated ¹⁾ | 2015 | 2016 | Chg. in % |
|---|----------------|--|-------------|----------------|------------------|
| Revenues | <i>in MEUR</i> | 2,834.5 | 2,972.4 | 2,973.8 | 0 |
| EBITDA | <i>in MEUR</i> | 317.2 | 369.7 | 404.3 | +9 |
| Operating EBIT | <i>in MEUR</i> | 100.2 | 167.6 | 197.7 | +18 |
| Impairment / Reversal of impairment charges to assets | <i>in MEUR</i> | -102.6 | -4.5 | -0.2 | +95 |
| Impairment charges to goodwill | <i>in MEUR</i> | -162.7 | 0.0 | -6.9 | -100 |
| EBIT | <i>in MEUR</i> | -165.1 | 163.1 | 190.6 | +17 |
| Profit before tax | <i>in MEUR</i> | -215.3 | 107.0 | 158.5 | +48 |
| Net result | <i>in MEUR</i> | -261.7 | 36.5 | 82.0 | >100 |
| Free cash flow ²⁾ | <i>in MEUR</i> | 134.0 | 135.1 | 246.5 | +82 |
| Normal capex | <i>in MEUR</i> | 121.8 | 137.7 | 137.3 | 0 |
| Growth capex | <i>in MEUR</i> | 41.3 | 10.1 | 43.8 | >100 |
| ROCE ³⁾ | <i>in %</i> | 2.7 | 4.5 | 5.8 | - |
| CFROI ³⁾ | <i>in %</i> | 6.0 | 6.7 | 7.2 | - |
| Ø Employees | <i>in FTE</i> | 14,836 | 15,813 | 15,990 | +1 |

| Balance Sheet Data | | 2014 restated ¹⁾ | 2015 | 2016 | Chg. in % |
|---------------------------|----------------|--|-------------|----------------|------------------|
| Equity ⁴⁾ | <i>in MEUR</i> | 1,986.5 | 2,054.2 | 1,849.0 | -10 |
| Net debt | <i>in MEUR</i> | 621.5 | 534.1 | 631.6 | +18 |
| Capital employed | <i>in MEUR</i> | 2,591.9 | 2,569.9 | 2,460.0 | -4 |
| Total assets | <i>in MEUR</i> | 3,831.0 | 3,691.6 | 3,637.2 | -1 |
| Gearing | <i>in %</i> | 31.3 | 26.0 | 34.2 | - |

| Stock Exchange Data | | 2014 restated ¹⁾ | 2015 | 2016 | Chg. in % |
|---|-----------------|--|-------------|----------------|------------------|
| Earnings per share | <i>in EUR</i> | -2.26 | 0.31 | 0.70 | >100 |
| Adjusted earnings per share | <i>in EUR</i> | 0.03 | 0.35 | 0.76 | >100 |
| Dividend per share | <i>in EUR</i> | 0.15 | 0.20 | 0.27 | +35 |
| Share price at year-end | <i>in EUR</i> | 11.45 | 17.09 | 16.50 | -3 |
| Shares outstanding (weighted) ⁵⁾ | <i>in 1,000</i> | 116,017 | 116,956 | 116,956 | 0 |
| Market capitalization at year-end | <i>in MEUR</i> | 1,345.1 | 2,008.5 | 1,938.6 | -3 |

| Divisions 2016 in MEUR and % ⁶⁾ | Clay Building Materials Europe | Pipes & Pavers Europe | North America | Holding & Others | Reconciliation |
|---|---|--------------------------------------|--------------------------|---------------------------------|-----------------------|
| Third party revenues | 1,681.2 (+2%) | 988.2 (-5%) | 292.7 (+5%) | 8.6 (+14%) | |
| Inter-company revenues | 3.6 (>100%) | 1.2 (0%) | 0.6 (-83%) | 14.5 (+10%) | -16.8 (+11%) |
| Revenues | 1,684.9 (+2%) | 989.4 (-5%) | 293.3 (+4%) | 23.0 (+11%) | -16.8 (+11%) |
| EBITDA | 290.7 (+17%) | 98.5 (-9%) | 32.7 (+1%) | -17.6 (+11%) | |
| Operating EBIT | 163.6 (+35%) | 48.2 (-21%) | 5.9 (-24%) | -20.1 (+13%) | |
| CFROI in % | 7.5 - | 12.1 - | 3.9 - | -27.0 - | |
| Total investments | 97.5 (+15%) | 66.3 (+37%) | 12.7 (+4%) | 4.6 (+96%) | |
| Capital employed | 1,575.6 (-6%) | 532.5 (-2%) | 352.8 (-3%) | -1.0 (+85%) | |
| Ø Employees | 10,333 (+1%) | 4,163 (+1%) | 1,289 (+1%) | 205 (+4%) | |

1) The figures for the year 2014 were restated in accordance with IAS 8 // 2) Cash flow from operating activities less cash flow from investing activities plus growth capex // 3) 2014 calculated on a pro-forma 12-month basis // 4) Equity including non-controlling interests and hybrid capital // 5) Adjusted for treasury stock // 6) Changes in % to the comparable prior year period are shown in brackets

All abbreviations and special terms are explained in the glossary beginning on page 187.