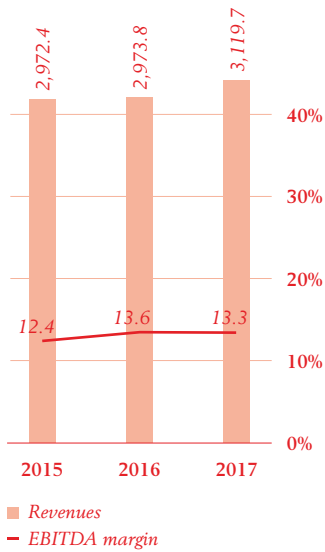


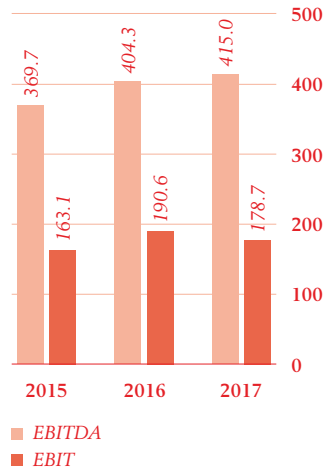
Revenues and EBITDA Margin

in MEUR and %



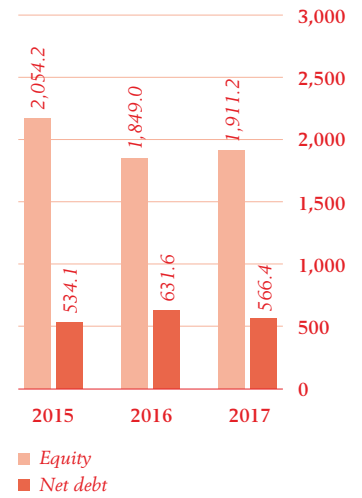
EBITDA and EBIT

in MEUR



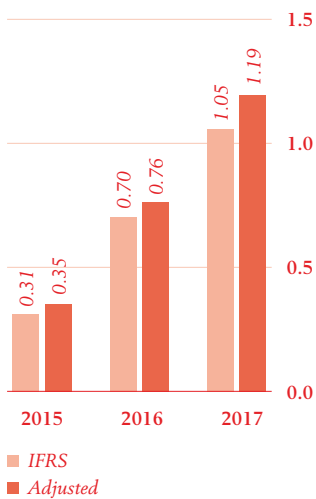
Equity and Net Debt

in MEUR



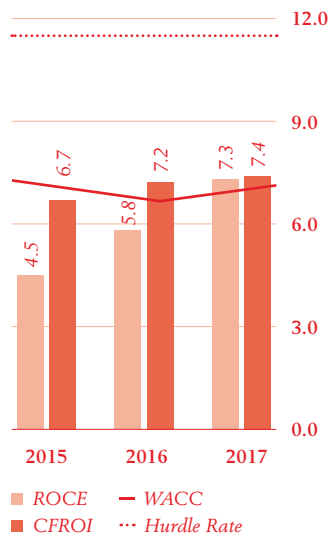
Earnings per Share

in EUR



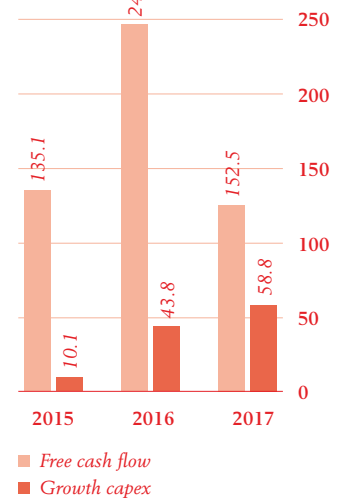
ROCE and CFROI

in %

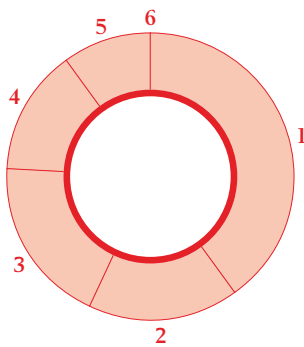


Free Cash Flow and Growth Capex

in MEUR



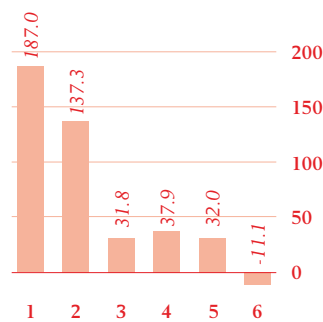
Revenues by Segment



- 1 Clay Building Materials Western Europe 39%
- 2 Clay Building Materials Eastern Europe 18%
- 3 Pipes & Pavers Western Europe 18%
- 4 Pipes & Pavers Eastern Europe 14%
- 5 North America 10%
- 6 Holding & Others 0%

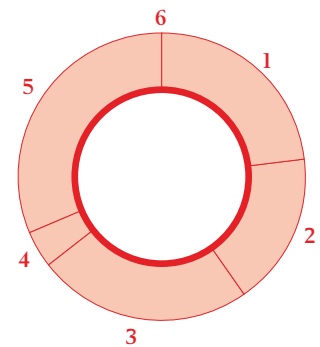
EBITDA by Segment

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 17%
- 3 Facade 24%
- 4 Surface 4%
- 5 Pipes 31%
- 6 Others 0%

Explanatory notes to the report:

Operating EBIT and adjusted earnings per share are adjusted for non-recurring income and expenses. // ROCE and EVA® are calculated based on average capital employed. // CFROI is calculated based on average historical capital employed. // Rounding differences may arise from the automatic processing of data.

Earnings Data		2015 ¹⁾	2016	2017	Chg. in %
Revenues	<i>in MEUR</i>	2,972.4	2,973.8	3,119.7	+5
EBITDA	<i>in MEUR</i>	369.7	404.3	415.0	+3
Operating EBIT	<i>in MEUR</i>	167.6	197.7	194.2	-2
Impairment / Reversal of impairment charges to assets	<i>in MEUR</i>	-4.5	-0.2	-9.2	<-100
Impairment charges to goodwill	<i>in MEUR</i>	0.0	-6.9	-6.3	+8
EBIT	<i>in MEUR</i>	163.1	190.6	178.7	-6
Profit before tax	<i>in MEUR</i>	107.0	158.5	144.9	-9
Net result	<i>in MEUR</i>	36.5	82.0	123.2	+50
Free cash flow ¹⁾	<i>in MEUR</i>	135.1	246.5	152.5	-38
Normal capex	<i>in MEUR</i>	137.7	137.3	147.5	+7
Growth capex	<i>in MEUR</i>	10.1	43.8	58.8	+34
ROCE	<i>in %</i>	4.5	5.8	7.3	-
CFROI	<i>in %</i>	6.7	7.2	7.4	-
Ø Employees	<i>in FTE</i>	15,813	15,990	16,297	+2

Balance Sheet Data		2015	2016	2017	Chg. in %
Equity ²⁾	<i>in MEUR</i>	2,054.2	1,849.0	1,911.2	+3
Net debt	<i>in MEUR</i>	534.1	631.6	566.4	-10
Capital employed	<i>in MEUR</i>	2,569.9	2,460.0	2,459.2	0
Total assets	<i>in MEUR</i>	3,691.6	3,637.2	3,659.9	+1
Gearing	<i>in %</i>	26.0	34.2	29.6	-

Stock Exchange Data		2015	2016	2017	Chg. in %
Earnings per share	<i>in EUR</i>	0.31	0.70	1.05	+50
Adjusted earnings per share	<i>in EUR</i>	0.35	0.76	1.19	+56
Dividend per share	<i>in EUR</i>	0.20	0.27	0.30	+11
Share price at year-end	<i>in EUR</i>	17.09	16.50	20.17	+22
Shares outstanding (weighted) ³⁾	<i>in 1,000</i>	116,956	116,956	116,956	0
Market capitalization at year-end	<i>in MEUR</i>	2,008.5	1,938.6	2,370.5	+22

Divisions 2017 <i>in MEUR and %⁴⁾</i>	Clay Building Materials Europe	Pipes & Pavers Europe	North America	Holding & Others	Reconciliation
Third party revenues	1,787.0 (+6%)	1,014.2 (+3%)	308.7 (+5%)	8.6 (0%)	
Inter-company revenues	1.5 (-58%)	0.1 (-92%)	0.3 (-51%)	14.7 (+2%)	-15.5
Revenues	1,788.5 (+6%)	1,014.3 (+3%)	309.1 (+5%)	23.3 (+1%)	-15.5
EBITDA	324.3 (+12%)	69.7 (-29%)	32.0 (-2%)	-11.1 (+37%)	
Operating EBIT	185.0 (+13%)	20.1 (-58%)	3.0 (-49%)	-13.9 (+30%)	
CFROI in %	8.4 -	8.0 -	3.9 -	-15.9 -	
Total investments	96.1 (-1%)	57.9 (-13%)	43.9 (>100%)	8.3 (+81%)	
Capital employed	1,523.4 (-3%)	563.4 (+6%)	364.9 (+3%)	7.5 (>100%)	
Ø Employees (in FTE)	10,572 (+2%)	4,210 (+1%)	1,305 (+1%)	210 (+2%)	

1) Cash flow from operating activities less cash flow from investing activities plus growth capex // 2) Equity including non-controlling interests and hybrid capital // 3) Adjusted for treasury stock // 4) Changes in % to the comparable prior year period are shown in brackets