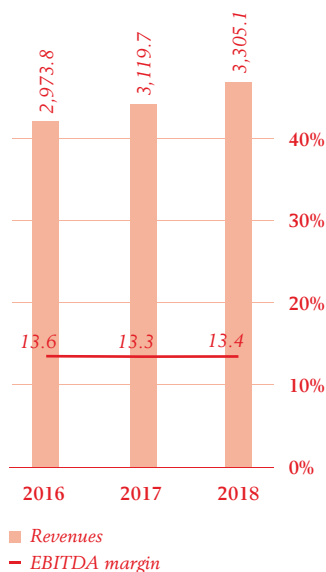


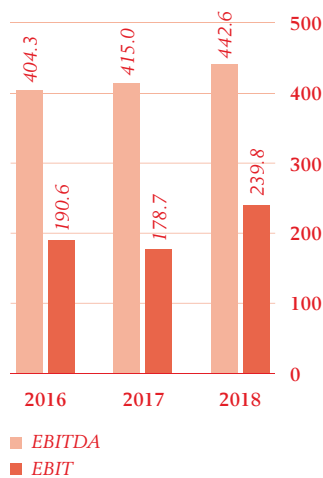
## Revenues and EBITDA Margin

in MEUR and %



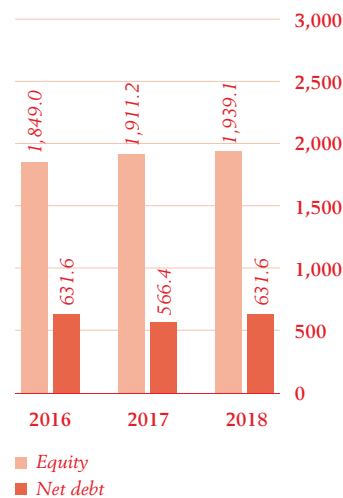
## EBITDA and EBIT

in MEUR



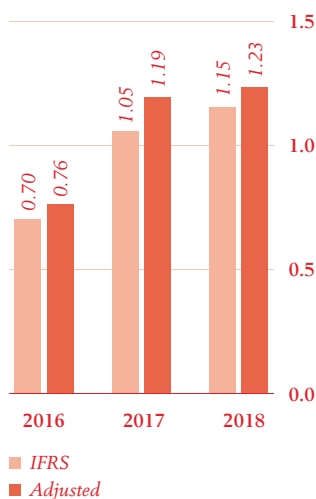
## Equity and Net Debt

in MEUR



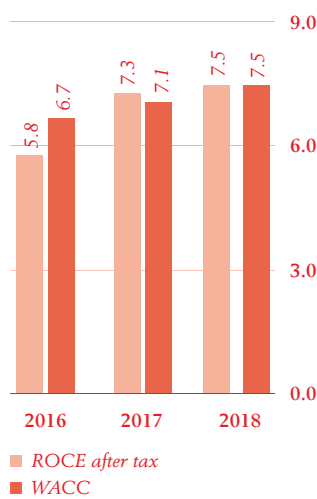
## Earnings per Share

in EUR



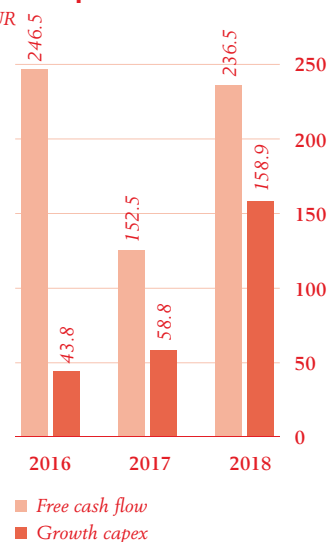
## ROCE after tax

in %

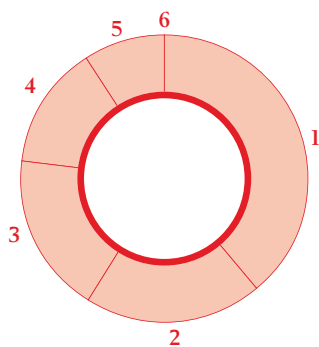


## Free Cash Flow and Growth Capex

in MEUR



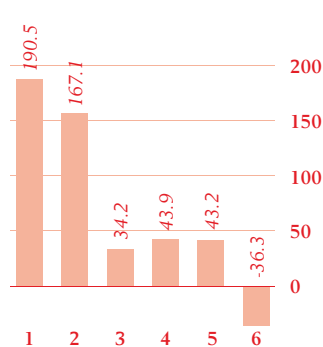
## Revenues by Segment



- 1 Clay Building Materials Western Europe 39%
- 2 Clay Building Materials Eastern Europe 20%
- 3 Pipes & Pavers Western Europe 18%
- 4 Pipes & Pavers Eastern Europe 14%
- 5 North America 9%
- 6 Holding & Others 0%

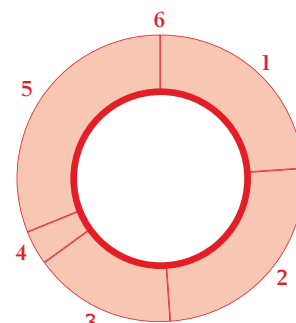
## EBITDA by Segment

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 24%
- 2 Facade 25%
- 3 Roof 16%
- 4 Surface 4%
- 5 Pipes 31%
- 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 after tax is calculated based on average capital employed. // Rounding differences may arise from the automatic processing of data.

| <b>Earnings Data</b>         |                | 2016    | 2017    | 2018           | Chg. in % |
|------------------------------|----------------|---------|---------|----------------|-----------|
| Revenues                     | <i>in MEUR</i> | 2,973.8 | 3,119.7 | <b>3,305.1</b> | +6        |
| EBITDA LFL <sup>1)</sup>     | <i>in MEUR</i> | 382.3   | 406.5   | <b>469.3</b>   | +15       |
| EBITDA                       | <i>in MEUR</i> | 404.3   | 415.0   | <b>442.6</b>   | +7        |
| Operating EBIT               | <i>in MEUR</i> | 197.7   | 194.2   | <b>248.2</b>   | +28       |
| EBIT                         | <i>in MEUR</i> | 190.6   | 178.7   | <b>239.8</b>   | +34       |
| Profit before tax            | <i>in MEUR</i> | 158.5   | 144.9   | <b>195.3</b>   | +35       |
| Net result                   | <i>in MEUR</i> | 82.0    | 123.2   | <b>133.5</b>   | +8        |
| Free cash flow <sup>2)</sup> | <i>in MEUR</i> | 246.5   | 152.5   | <b>236.5</b>   | +55       |
| Normal capex                 | <i>in MEUR</i> | 137.3   | 147.5   | <b>166.3</b>   | +13       |
| Growth capex <sup>3)</sup>   | <i>in MEUR</i> | 43.8    | 58.8    | <b>158.9</b>   | >100      |
| ROCE after tax               | <i>in %</i>    | 5.8     | 7.3     | <b>7.5</b>     | -         |
| Ø Employees                  | <i>in FTE</i>  | 15,990  | 16,297  | <b>16,596</b>  | +2        |

| <b>Balance Sheet Data</b> |                | 2016    | 2017    | 2018           | Chg. in % |
|---------------------------|----------------|---------|---------|----------------|-----------|
| Equity <sup>4)</sup>      | <i>in MEUR</i> | 1,849.0 | 1,911.2 | <b>1,939.1</b> | +1        |
| Net debt                  | <i>in MEUR</i> | 631.6   | 566.4   | <b>631.6</b>   | +12       |
| Capital employed          | <i>in MEUR</i> | 2,460.0 | 2,459.2 | <b>2,536.7</b> | +3        |
| Total assets              | <i>in MEUR</i> | 3,637.2 | 3,659.9 | <b>3,742.9</b> | +2        |
| Gearing                   | <i>in %</i>    | 34.2    | 29.6    | <b>32.6</b>    | -         |

| <b>Stock Exchange Data</b>                  |                 | 2016    | 2017    | 2018           | Chg. in % |
|---|-----------------|---------|---------|----------------|-----------|
| Earnings per share                          | <i>in EUR</i>   | 0.70    | 1.05    | <b>1.15</b>    | +9        |
| Adjusted earnings per share                 | <i>in EUR</i>   | 0.76    | 1.19    | <b>1.23</b>    | +4        |
| Dividend per share                          | <i>in EUR</i>   | 0.27    | 0.30    | <b>0.50</b>    | +67       |
| Share price at year-end                     | <i>in EUR</i>   | 16.50   | 20.17   | <b>18.00</b>   | -11       |
| Shares outstanding (weighted) <sup>5)</sup> | <i>in 1,000</i> | 116,956 | 116,956 | <b>116,154</b> | -1        |
| Market capitalization at year-end           | <i>in MEUR</i>  | 1,938.6 | 2,370.5 | <b>2,115.5</b> | -11       |

| <b>Divisions 2018</b><br><i>in MEUR and % <sup>6)</sup></i> | <b>Clay Building<br/>Materials Europe</b> | <b>Pipes &amp; Pavers<br/>Europe</b> | <b>North<br/>America</b> | <b>Holding<br/>&amp; Others</b> | <b>Reconciliation</b> |
|---|---|--------------------------------------|--------------------------|---------------------------------|-----------------------|
| External revenues   | 1,918.8 (+7%)                             | 1,070.1 (+6%)                        | 306.8 (-1%)              | 8.3 (-3%)                       |                       |
| Inter-company revenues                                      | 1.6 (+4%)                                 | 0.1 (+23%)                           | 0.0 (-96%)               | 16.9 (+14%)                     | -17.5                 |
| Revenues  | 1,920.4 (+7%)                             | 1,070.2 (+6%)                        | 306.8 (-1%)              | 25.2 (+8%)                      | -17.5                 |
| EBITDA  | 357.6 (+10%)                              | 78.2 (+12%)                          | 43.2 (+35%)              | -36.3 (<-100%)                  |                       |
| Operating EBIT  | 240.4 (+30%)                              | 29.4 (+46%)                          | 18.1 (>100%)             | -39.7 (<-100%)                  |                       |
| Total investments   | 190.7 (+98%)                              | 73.5 (+27%)                          | 42.4 (-4%)               | 18.5 (>100%)                    |                       |
| Capital employed  | 1,555.7 (+2%)                             | 568.6 (+1%)                          | 411.8 (+13%)             | 0.6 (-92%)                      |                       |
| Ø Employees (in FTE)  | 10,808 (+2%)                              | 4,182 (-1%)                          | 1,380 (+6%)              | 226 (+8%)                       |                       |

1) Adjusted for effects from consolidation, FX, sale of non-strategic and non-operating assets as well as structural adjustments // 2) Cash flow from operating activities less cash flow from investing activities plus growth capex (excluding purchase of non-controlling interests) // 3) Including purchase of non-controlling interests // 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 indicators are explained in the glossary on page 219.