

Earnings Data		1-6/2017	1-6/2018	Chg. in %	Year-end 2017
Revenues	<i>in MEUR</i>	1,528.7	<b>1,606.9</b>	+5	3,119.7
EBITDA LFL <sup>1)</sup>	<i>in MEUR</i>	182.1	<b>214.2</b>	+18	-
EBITDA	<i>in MEUR</i>	190.1	<b>198.9</b>	+5	415.0
Operating EBIT	<i>in MEUR</i>	96.3	<b>104.2</b>	+8	194.2
Profit before tax	<i>in MEUR</i>	72.1	<b>86.6</b>	+20	144.9
Net result	<i>in MEUR</i>	41.7	<b>53.2</b>	+28	123.2
Earnings per share	<i>in EUR</i>	0.36	<b>0.46</b>	+28	1.05
Free cash flow <sup>2)</sup>	<i>in MEUR</i>	-137.7	<b>-47.4</b>	+66	152.5
Normal capex	<i>in MEUR</i>	57.9	<b>60.7</b>	+5	147.5
Growth capex	<i>in MEUR</i>	0.4	<b>60.9</b>	>100	58.8
Ø Employees	<i>in FTE</i>	16,156	<b>16,652</b>	+3	16,297

Balance Sheet Data		31/12/2017	30/6/2018	Chg. in %
Equity <sup>3)</sup>	<i>in MEUR</i>	1,911.2	<b>1,855.9</b>	-3
Net debt	<i>in MEUR</i>	566.4	<b>778.7</b>	+37
Capital employed	<i>in MEUR</i>	2,459.2	<b>2,612.1</b>	+6
Total assets	<i>in MEUR</i>	3,659.9	<b>3,951.0</b>	+8
Gearing	<i>in %</i>	29.6	<b>42.0</b>	-

Stock Exchange Data		1-12/2017	1-6/2018	Chg. in %
Share price high	<i>in EUR</i>	22.45	<b>23.60</b>	+5
Share price low	<i>in EUR</i>	16.85	<b>19.19</b>	+14
Share price at end of period	<i>in EUR</i>	20.17	<b>21.38</b>	+6
Shares outstanding (weighted) <sup>4)</sup>	<i>in 1,000</i>	116,956	<b>116,617</b>	0
Market capitalization at end of period	<i>in MEUR</i>	2,370.5	<b>2,512.7</b>	+6

Divisions 1-6/2018 <i>in MEUR and % <sup>4)</sup></i>	Clay Building Materials Europe	Pipes & Pavers Europe	North America	Holding & Others	Reconciliation
External revenues	918.7 (+6%)	534.1 (+7%)	149.3 (-3%)	4.0 (-13%)	
Inter-company revenues	0.9 (+11%)	0.1 (-25%)	0.0 (-98%)	8.1 (+17%)	-8.4
Revenues	919.7 (+6%)	534.2 (+7%)	149.3 (-4%)	12.1 (+5%)	-8.4
EBITDA	158.7 (+7%)	28.4 (-25%)	23.6 (+79%)	-11.8 (-31%)	
Operating EBIT	103.7 (+14%)	2.3 (-85%)	11.4 (>100%)	-13.1 (-30%)	
Total investments	91.8 (>100%)	23.7 (+43%)	4.7 (+4%)	1.5 (+12%)	
Capital employed	1,609.1 (-1%)	606.3 (-6%)	387.8 (+17%)	8.9 (+67%)	
Ø Employees (in FTE)	10,817 (+4%)	4,230 (+1%)	1,383 (+6%)	222 (+7%)	

1) Adjusted for effects from consolidation, FX, sale of non-operating assets and operating assets as well as structural adjustments // 2) Cash flow from operating activities less cash flow from investing activities plus growth capex excluding changes in non-controlling interests // 3) Equity including non-controlling interests and hybrid capital // 4) Adjusted for treasury stock // 5) Changes in % to the comparable prior year period are shown in brackets

Explanatory notes to the report: *Operating EBIT* are adjusted for impairment charges to goodwill and assets as well as the reversal of impairment charges to assets. // Rounding differences may arise from the automatic processing of data.

