2019 | RESULTS

wienerberger

Earnings Data		2019	2018	Chg. in %	2017
Revenues	in MEUR	**3,466.3**	3,305.1	+5	3,119.7
EBITDA LFL 1)	in MEUR	**587.5**	475.3	+24	406.5
EBITDA	in MEUR	**610.0**	442.6	+38	415.0
EBIT	in MEUR	**362.7**	239.8	+51	194.2
Profit before tax	in MEUR	**315.3**	195.3	+61	144.9
Net result	in MEUR	**249.1**	133.5	+87	123.2
Free cash flow 2)	in MEUR	**286.0**	272.5	+5	179.2
Maintenance capex	in MEUR	**140.1**	130.3	+8	120.7
Special capex	in MEUR	**115.4**	85.6	+35	42.4
Ø Employees	in FTE	**17,234**	16,596	+4	16,297

Balance Sheet Data		2019	2018	Chg. in %	2017
Equity 3)	in MEUR	**2,076.8**	1,939.1	+7	1,911.2
Net debt	in MEUR	**871.4**	631.6	+38	566.4
Capital employed	in MEUR	**2,912.2**	2,536.7	+15	2,459.2
Total assets	in MEUR	**4,132.6**	3,742.9	+10	3,659.9
Gearing	in %	**42.0**	32.6	-	29.6

Stock Exchange Data		2019	2018	Chg. in %	2017
Earnings per share	in EUR	**2.18**	1.15	+90	1.05
Adjusted earnings per share	in EUR	**2.18**	1.23	+77	1.19
Dividend per share	in EUR	**0.60**	0.50	+20	0.30
Share price at year-end	in EUR	**26.42**	18.00	+47	20.17
Shares outstanding (weighted) 4)	in 1.000	**114,320**	116,154	-2	116,956
Market capitalization at year-end	in MEUR	**3,074.0**	2,115.5	+45	2,370.5

Business Units 2019 *in MEUR and % 5)*	Wienerberger Building Solutions	Wienerberger Piping Solutions	North America	Group eliminations	Wienerberger Group
External revenues	2,170.6 *(+6%)*	959.4 *(+1%)*	335.7 *(+9%)*		3,465.6 *(+5%)*
Inter-company revenues	1.0 *(-17%)*	0.1 *(+12%)*	0.0 *(-75%)*	-0.4	0.7 *(-39%)*
Revenues	2,171.5 *(+6%)*	959.5 *(+1%)*	335.7 *(+9%)*	-0.4	3,466.3 *(+5%)*
EBITDA	468.6 *(+33%)*	98.2 *(+82%)*	43.2 *(+18%)*		610.0 *(+38%)*
EBITDA LFL 1)	455.4 *(+23%)*	100.0 *(+43%)*	32.1 *(-11%)*		587.5 *(+24%)*
EBIT	307.9 *(+45%)*	46.4 *(>100%)*	8.3 *(-28%)*		362.7 *(+51%)*
Total investments 6)	175.6 *(+19%)*	57.9 *(+14%)*	22.0 *(+22%)*		255.5 *(+18%)*
Capital employed	1,927.7 *(+16%)*	553.6 *(+18%)*	430.9 *(+5%)*		2,912.2 *(+15%)*
Ø Employees (in FTE)	12,466 *(+5%)*	3.318 *(+1%)*	1.450 *(+4%)*		17.234 *(+4%)*

1) Including the effect on earnings from the first-time adoption of IFRS 16 Leases; 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 and cash outflows from the repayment of lease liabilities plus special capex and net payments made for the acquisition of companies // 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 // 6) Includes maintenance and special capex

Explanatory notes to the report: Rounding differences may arise from the automatic processing of data.

Wienerberger Results

Contents

Financial Review

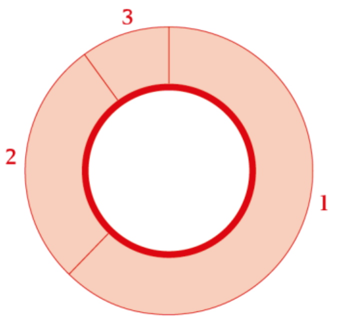
Earnings

In 2019, the Wienerberger Group generated substantial growth in revenue and earnings:

- Revenues increased by 5% to € 3,466.3 million (2018: € 3,305.1 million)
- EBITDA rose significantly by 38% to € 610.0 million (2018: € 442.6 million)
- 24% organic EBITDA growth, including IFRS 16 Leases, to € 587.5 million
- Improved product mix and strong contributions from our Fast Forward efficiency enhancement program drove business performance
- Free cash flow increased by 5% to € 286,0 million (2018: € 272,5 million)

In the reporting year, Wienerberger succeeded in increasing its revenues to € 3,466.3 million. This result was achieved at slightly lower sales volumes, improved product mix and notably improved average prices covering cost inflation, and once again surpassed the record level of the previous year (2018: € 3,305.1 million). Foreign exchange differences led to a slight increase in revenues by € 4.4 million, the main effects resulting from the appreciation of the US dollar and the British pound on the one hand, and the devaluation of the Swedish crown, the Turkish lira, the Norwegian crown and the Hungarian forint, on the other.

External Revenues by Segment



1 *Wienerberger Building Solutions 62%*
2 *Wienerberger Piping Solutions 28%*
3 *North America 10%*

The Wienerberger Group's EBITDA LFL rose significantly by 24% to € 587.5 million in the year under review (2018: € 475.3 million). This notable increase was primarily due to an improved product mix and the consistent implementation of our pricing strategy, which enabled us to fully compensate for rising cost inflation. Moreover, Fast Forward projects that were implemented faster than planned generated a contribution to earnings of approx. € 50 million (2018: € 20 million).

For the first time, EBITDA LFL includes the effect of IFRS 16 Leases, amounting to € 46.5 million. Moreover, EBITDA LFL does not include contributions from the consolidation of newly acquired companies in the amount of € 13.7 million, proceeds from the sale of non-core real estate of € 7.6 million and the effect on earnings of the disposal of a plant site in Germany in the amount of € 1.1 million. The total costs of structural adjustments incurred throughout the year were lower than expected. The impact of € 0.1 million in positive foreign exchange effects on earnings was immaterial.

Including the aforementioned effects, the reporting year's EBITDA improved by 38% to € 610.0 million (2018: € 442.6 million).

EBITDA
in MEUR

	2019	2018	Chg. in %
Wienerberger Building Solutions	468.6	351.9	+33
Wienerberger Piping Solutions	98.2	54.0	+82
North America	43.2	36.7	+18
Wienerberger Group	**610.0**	**442.6**	**+38**

EBITDA Bridge
in MEUR

	2019	2018	Chg. in %
EBITDA	610.0	442.6	+38
Foreign exchange effects	-0.1	-	-
Consolidation effects	-13.7	-	-
Result from the sale of non-strategic and non-core assets	-8.7	-23.2	+62
Structural adjustments	0.0	55.8	-100
EBITDA LFL	**587.5**	**475.3**	**+24**

Scheduled depreciation on tangible and intangible non-current assets increased by 28% to € 239.0 million, which was primarily due to the first-time adoption of IFRS 16 Leases (2018: € 186.5 million). Moreover, impairment charges on property, plant and equipment in the amount of € 9.2 million (2018: € 20.7 million) were booked. Reversals of impairment charges totaled € 0.9 million (2018: € 4.3 million). Due to the Group's strongly improved operating performance, earnings before interest and tax (EBIT) increased by 51% to € 362.7 million (2018: € 239.8 million).

Profitability ratios
in %

	2019	2018
Gross profit to revenues	36.2	35.1
Administrative expenses to revenues	6.6	6.6
Selling expenses to revenues	19.0	19.3
EBITDA margin [1)]	17.6	13.4
Operating EBIT margin [1)]	10.5	7.5

1) Including the effect of first-time adoption of IFRS 16 Leases

Financial Result and Taxes

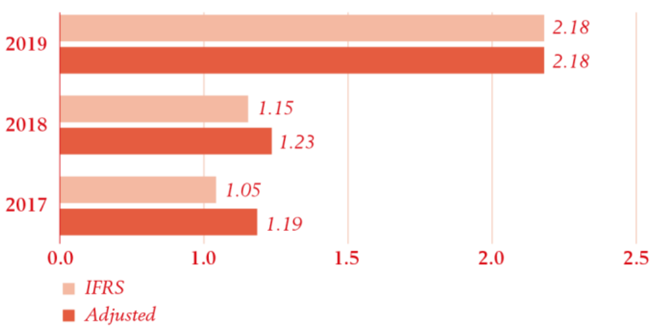
The financial result decreased from € -44.5 million in 2018 to € -47.4 million in the reporting period. Thanks to efficient financial management, the net interest result of € -39.3 million was maintained at the previous year's level (2018: € -39.3 million), although interest expenses increased by € 3.6 million due to the first-time adoption of IFRS 16 Leases in 2019. Income from investments in associates and joint ventures increased from € 1.7 million in 2018 to € 3.6 million in 2019. The other financial result, which was negative at € -11.6 million (2018: € -6.9 million), included foreign exchange losses of € 8.3 million, negative valuation effects of € 1.6 million and bank charges of € -2.7 million. Dividend income and gains from the disposal of a financial participation amounted to € 1.0 million.

As a result of the Group's very strong operating performance, profit before tax improved by 61% to € 315.3 million in the reporting period (2018: € 195.3 million).

Income Statement *in MEUR*	**2019**	**2018**	**Chg. in %**
Revenues	3,466.3	3,305.1	+5
Cost of goods sold	-2,211.5	-2,146.3	-3
Selling and administrative expenses	-885.1	-854.7	-4
Other operating expenses	-55.2	-110.0	+50
Other operating income	48.1	54.2	-11
Operating EBIT	**362.7**	**248.2**	**+46**
Impairment charges to assets	0.0	-12.7	>100
Reversal of impairment charges to assets	0.0	4.3	-100
EBIT	**362.7**	**239.8**	**+51**
Financial result [1]	-47.4	-44.5	-7
Profit/loss before tax	**315.3**	**195.3**	**+61**
Income taxes	-52.5	-48.5	-8
Profit/loss after tax	**262.8**	**146.9**	**+79**

1) Including at-equity results

Earnings per Share
in EUR



The Group's income tax expense rose from € 48.5 million in 2018 to € 52.5 million in the reporting period. On account of the strong growth in earnings generated by the Wienerberger Building Solutions and the Wienerberger Piping Solutions Business Units, the current income tax expense increased to € 59.5 million (2018: 58.1 million). The current income tax expense contrasted with positive effects from the capitalization of deferred taxes in the amount of € 7.0 million (2018: € 9.6 million), which was mainly attributable to the capitalization of loss carryforwards in North America.

The profit after tax improved significantly from € 146.9 million in 2018 to € 262.8 million in 2019. This is due to the substantial improvement in operating EBIT, which was partly offset by a slightly lower financial result and slightly higher tax expense in the reporting year. The net result is calculated after deduction of income attributable to non-controlling interests of € 0.5 million (2018: € -0.2 million) and the annual hybrid coupon of € 13.1 million (2018: € 13.6 million). Overall, the net profit rose from € 133.5 million to € 249.1 million. Taking the slightly reduced weighted average of 114.3 million shares into account (2018: 116.2 million shares), earnings per share increased significantly to € 2.18 (2018: € 1.15).

Assets and Financial Position

In the year under review, the total assets of the Group increased by 10% to € 4,132.6 million (2018: € 3,742.9 million), which was mainly due to the increase in non-current assets resulting from the first-time adoption of IFRS 16 Leases as well as the rise in intangible non-current assets and goodwill. Current assets also increased slightly, which was primarily attributable to the higher level of stocks. The share of non-current assets in total assets thus increased to 66% year-on-year (2018: 64%).

Developments of intangible assets were marked by a slight increase in goodwill due to acquisitions and changes in currency translation, as well as an increase in other intangible assets through additional rights of use and software licenses and the purchase of CO2 certificates. Moreover, the identification of trademarks and the client base in the purchase price allocation of acquired companies led to an increase in the value of this balance sheet item.

As of the balance sheet date, property, plant and equipment accounted for 65% of capital employed, the increase over the previous year's value (62%) being due primarily to the rights of use recognized for the first time according to IFRS 16 Leases and the addition of property, plant and equipment as a result of changes in the scope of consolidation. The book values of real estate held as investment property declined to € 57.8 million (2018: € 66.6 million) on account of real estate sales in the reporting year. Participations in associates increased, whereas long-term receivables declined.

Working capital (inventories + net trade receivables - trade payables) increased by 7% to € 586.0 million in the reporting year (2018: € 548.9 million). On the one hand, this increase was due to acquisitions made in the reporting period; on the other hand, we deliberately accepted a slight upward trend in order to ensure the Group's ability to meet the demand for products in the first quarter of the following year and to cushion possible temporary delays in the supply of Group products to Great Britain as a result of Brexit. Ultimately, the ratio of working capital to revenues increased only slightly to 16.9% (2018: 16.6%), which is clearly below the Group's self-defined threshold of 20%.

As at 31/12/2019, cash and cash equivalents as well as the portfolio of securities and other financial assets came to a total of € 165.1 million (2018: € 205.9 million), corresponding to a 20% decrease from the previous year's level. Liquid funds were reduced by € 34.3 million, while the securities portfolio was reduced by € 6.5 million for the purpose of repaying short-term liabilities and optimizing the net interest result. These funds are part of the high liquidity reserve available to finance seasonal working capital requirements and cover contractual cash flows in 2020.

In 2019, the Group's equity increased by 7% to € 2,076.8 million (2018: € 1,939.1 million). This change was due, on the one hand, to the significantly improved after-tax result of € 262.8 million (2018: € 146.9 million). On the other hand, dividends paid out in the amount of € 57.5 million, the deduction of the hybrid coupon of € 14.3 million and the buyback of own shares for an amount of € 29.5 million and hybrid capital for € 27.1 million led to a reduction in equity. As at 18/02/2019, 1,175,268 of the shares bought back in the previous year were cancelled, thus reducing the share capital by € 1.2 million to € 116.4 million and the capital reserves by € 16.5 million to € 1,058.9 million. Treasury shares increased to a total of € 61.7 million, with the 2019 share buyback transaction increasing the total by € 29.5 million and the cancellation of shares reducing it by € 17.7 million. An increase in currency reserves by € 31.7 million, a decrease in hedging reserves by € 6.6 million and actuarial gains after tax in connection with defined-benefit pension plans and provisions for severance pay in the amount of € 16.6 million were recognized in other comprehensive income.

Deferred tax liabilities amounted to € 76.9 million, almost unchanged from the previous year's value of € 75.0 million, whereas non-current employee-related provisions increased to € 150.7 million (2018: € 136.4 million), which was primarily due to higher pension obligations in the USA and Switzerland on account of actuarial losses and to foreign exchange effects. However, since Wienerberger has not concluded any new defined-benefit pension plans and is converting existing commitments into defined-contribution commitments wherever possible, pension provisions carried on the balance sheet show a decreasing trend, except for the effects of changes in legislation or changes in pension parameters. Other non-current provisions, mainly provisions for warranties and the recultivation of depleted clay pits, increased from € 83.6 million to € 90.9 million, which was primarily attributable to higher recultivation provisions. While current restructuring provisions set up in the previous year were used up almost completely, current pension provisions increased as a result of bonus agreements. Overall, however, current provisions dropped significantly to € 38.1 million (2018: € 51.9 million). Total provisions as a percentage of total assets remained stable at 7%.

Interest-bearing debt (financial liabilities) increased by € 199.0 million to € 1.036.5 million (2018: € 837.5 million), the increase being primarily due to the first-time adoption of IFRS 16 Leases, which resulted in a steep rise in financial liabilities by € 215.0 million. Moreover, this balance sheet item included interest-bearing liabilities to banks, bond holders and other third parties in the amount of € 810.5 million (2018: € 829.9 million) as well as derivatives with negative market values of € 11.0 million (2018: € 7.6 million). These liabilities stand against liquid funds and securities of € 165.1 million (2018: € 205.9 million) and committed credit lines of € 400.0 million, € 360.0 million of which were undrawn by the balance sheet date. Of the total interest-bearing debt in the amount of € 1,036.5 million, 44% (2018: 85%) was of a long-term and 56% (2018: 15%) of a short-term nature.

Calculation of Net Debt [1]
in MEUR

	2019	2018	Chg. in %
Long-term interest-bearing financial liabilities	361.2	709.6	-49
Short-term interest-bearing financial liabilities	460.2	126.9	>100
Liabilities from finance leases	215.0	1.0	>100
- Intercompany receivables and payables from financing	-21.3	-21.7	-2
- Securities and other financial assets	-15.0	-21.1	-29
- Cash and cash equivalents	-128.8	-163.1	+21
Net debt	**871.4**	**631.6**	**+38**

1) Excluding the 2014 hybrid bond, which is recognized in equity according to IFRS

As at 31/12/2019, the level of net debt came to € 871.4 million, up by 38% from the previous year's level of € 631.6 million. Thus, the year-end level of net debt corresponded to a gearing of 42.0% as compared to the previous year's value of 32.6%. The increase in net debt was primarily attributable to the first-time adoption of IFRS 16 Leases, which resulted in a rise in financial liabilities by € 215.0 million. However, given the steep growth in earnings, the debt repayment period at year end remained stable at 1.4 years.

Balance Sheet Ratios		2019	2018
Capital Employed	*in MEUR*	2,912.2	2,536.7
Net debt	*in MEUR*	871.4	631.6
Equity ratio	*in %*	50.3	51.8
Gearing	*in %*	42.0	32.6
Asset coverage	*in %*	75.9	81.2
Working Capital to revenues	*in %*	16.9	16.6

Treasury

Treasury operations in 2019 were focused on the optimization of liquidity management and financing costs. The usual seasonal liquidity requirements as well as growth investments, share buyback transactions and the partial redemption of the hybrid bond were covered from the Group's liquidity reserves, the new working capital line concluded in the previous year, and commercial paper issues offered at attractive interest rates. Through efficient liquidity management, we succeeded in maintaining a balance between a sound level of liquidity reserves and the avoidance of negative interest now payable not only in the euro zone but also in numerous other currencies. The net interest result remained stable at € -39.3 million, although the interest expense exceeded the previous year's level by € 3.6 million on account of the first-time adoption of IFRS 16 Leases.

In addition to the dividend of € 57.3 million, Wienerberger bought back one per cent of its shares in circulation (buyback of 1,163,514 shares) between September and the end of November 2019, thus returning another
€ 29.5 million to its shareholders. Moreover, we partially redeemed the outstanding hybrid bond in the amount of € 27.1 million, the objective being to optimize the capital structure. The shares bought back and the hybrid bonds were cancelled.

Consistently pursuing our proactive financing policy, we took advantage of the favorable market environment in the last quarter of 2019 to refinance the 4% corporate bond of € 300 million maturing in April 2020 ahead of schedule. Here, too, we made every effort to use the cash flow generated to best effect and therefore only refinanced € 170 million, and will redeem the remaining amount from our liquid funds. The refinancing transaction was concluded with a syndicate of current bank partners on highly attractive terms at a rate of interest of less than 1% and a tenor of 8 years. The Group's annual costs of finance will thus be reduced by about
€ 10 million. For the first time, we have opted for a sustainability-oriented form of finance. The interest payable on the loan is linked not only to the usual bank covenants, but also to the development of the Group's sustainability rating awarded by Ecovadis, an internationally renowned sustainability rating agency. Wienerberger thus reaffirmed its strong commitment to sustainability in all its fields of business.

At € 128.8 million, Wienerberger's liquid funds were significantly below the previous year's level (2018: € 163.1 million); together with securities positions and the committed but undrawn credit line of € 360.0 million, they constituted the Group's liquidity reserve for the following 12 months. It will be used, in particular, to finance the seasonal build-up of stocks in the first quarter and, in part, to redeem liabilities, which spares the need for long-term external investment. As a result, Wienerberger is not adversely affected by the current negative interest environment.

The most important financial parameters, which are the basis for the Company's bank covenants and its rating, showed a stable development in 2019 with sufficient headroom to remain below the external limits set by our bank covenants. The debt repayment period (ratio of net debt to EBITDA) of 1.4 years remained at the previous year's level. Taking a possible redemption of the hybrid bond in 2021 and its related reclassification as a financial liability into account, the debt repayment period at the balance sheet date would have been 1.8 years.

Thus, we clearly outperformed our internal target of a debt repayment period of less than 2.5 at year end. The targets set by our rating agency Moody's also show that the Wienerberger Group is strongly positioned in the Ba1 rating class.

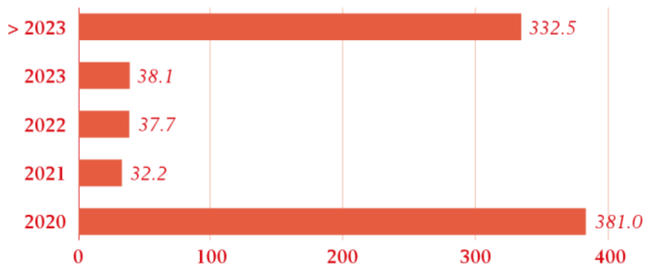
Treasury Ratios	31.12.2019	31.12.2018
Net debt / EBITDA	**1.4**	1.4
EBITDA / Interest result	**15.5**	11.3

As of the balance sheet date, fixed-interest bearing financial liabilities accounted for 48% of the Group's total, though without taking the financial liabilities to be recognized according to IFRS 16 Leases into account. The remaining 52% of floating-interest debt is partly offset by floating interest investments. Combined with euro-denominated interest hedging instruments, this reduces the interest rate risk in the Group's main refinancing currency.

Owing to the local character of Wienerberger's business, foreign currency fluctuations are reflected primarily as translation risks and, to a lesser extent, as transaction risks. As a rule, forwards are used to hedge the Group's transaction risks. While the majority of financing instruments are euro-denominated, Wienerberger monitors the currency risk on its balance sheet on the basis of its net exposures in the most important currencies (Canadian dollar, Swiss franc, Czech crown, British pound, Polish zloty and US dollar) and hedges part of the risk through cross-currency swaps on the basis of monthly sensitivity tests. Subject to economic restrictions, receivables in foreign currencies due from subsidiaries of the Group are also hedged by means of cross-currency swaps and constitute translation hedges at Group level. As at the balance sheet date, the Group held derivative positions in Canadian dollars, Czech crowns, British pounds, Polish zlotys, US dollars and Swiss francs.

Term Structure of Interest-bearing Financial Liabilities [1]

in MEUR



1) Excluding lease liabilities

Cash Flow

Owing to the Group's strong operating performance, cash flow from operating activities increased to € 429.8 million (2018: € 319.4 million), despite a higher build-up of working capital and higher tax expense.

Cash flow from investing activities included an outflow of cash and cash equivalents for total investments in the amount of € 255.5 million as compared to € 215.8 million in 2018. At € 39.1 million, inflows from asset sales also remained slightly below the previous year's value of € 43.8 million. Alongside capital expenditure for maintenance and upgraded occupational health and safety measures, investments also covered optimization projects and plant extensions as well as external acquisitions. A total of € 47.9 million was spent on acquisitions. Proceeds from asset sales in the amount of € 39.1 million were primarily attributable to the program for the disposal of non-core real estate and other assets. In 2019, the Group received no dividends from associates and joint ventures (2018: € 3.0 million).

Overall, free cash flow generated by Wienerberger in 2019 in the amount of € 286.0 million was above the previous year's level of €272.5 million. It was used to finance special capex in the amount of € 115.4 million and acquisitions in the amount of € 47.9 million. Cash outflow also comprised the payout of dividends totaling € 57.5 million and share buyback transactions in the amount of € 29.5 million. Payment of the hybrid coupon and the partial redemption of hybrid bonds came to a total of € 41.1 million, the net result being a cash outflow of € 5.6 million.

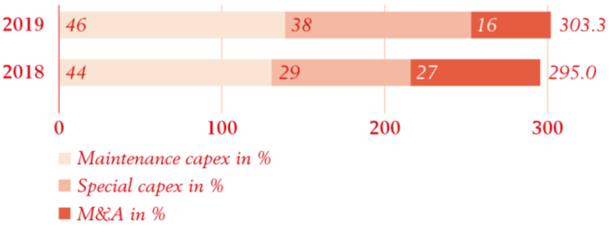
Cash Flow Statement
in MEUR

	2019	2018	Chg. in %
Gross cash flow	**476.7**	**326.5**	**+46**
Change in working capital and other	-46.9	-7.1	<-100
Cash flow from operating activities	**429.8**	**319.4**	**+35**
Maintenance capex	-140.1	-130.3	-8
Special capex	-115.4	-85.6	-35
M&A	-47.9	-79.2	+40
Divestments and other	39.3	83.3	-53
Cash flow from investing activities	**-264.1**	**-211.7**	**-25**
Special capex and M&A	163.3	164.8	-1
Leasing payments	-42.9	0.0	<-100
Free cash flow	**286.0**	**272.5**	**+5**

Investments

Investments in the reporting year totaled € 255.5 million (2018: € 215.8 million). In addition to capital expenditure for plant extensions and optimization measures the amount includes maintenance capex and investments in occupational health and safety measures. In 2019, € 115.4 million (2018: € 85.6 million) was spent on special capex for the enhancement and extension of plants as well as improvements to the product portfolio. Maintenance capex amounted to € 140.1 million in 2019 (2018: € 130.3 million), corresponding to 56% of depreciation (2018: 67%). The breakdown of total investments in the reporting year shows that 69% was accounted for by Wienerberger Building Solutions, 23% by Wienerberger Piping Solutions, and 8% by North America.

Total Investments and M&A
in MEUR



Development of Non-current Assets
in MEUR

	Intangible	Tangible	Financials	Total
31.12.2018	**712.7**	**1,642.3**	**34.0**	**2,389.0**
Investments	30.4	225.1	0.0	**255.5**
Change in scope of consolidation	33.0	27.6	0.0	**60.6**
Depreciation, amortization and impairment charges	-23.6	-224.6	-1.5	**-249.7**
Reversal of impairment	0.0	0.9	0.0	**0.9**
Disposals	-0.4	-24.7	0.0	**-25.1**
Currency translation and other	8.3	293.9	3.5	**305.6**
31.12.2019	**760.4**	**1,940.5**	**36.0**	**2,736.9**

Total Investments [1)]
in MEUR

	2019	2018	Chg. in %
Wienerberger Building Solutions	**175.6**	147.1	+19
Wienerberger Piping Solutions	**57.9**	50.7	+14
North America	**22.0**	18.1	+22
Wienerberger Group	**255.5**	**215.8**	**+18**

1) Additions to tangible and intangible assets

Value Management

Wienerberger's value management is focused not only on long-term and sustainable creation of shareholder value, but also on ecological and social aspects as well as the well-being of our employees, whose contributions are essential for the Company's success. In our separate NFI Report, we report on progress achieved in terms of our non-financial indicators.

The key indicator of Wienerberger's value-oriented corporate governance is return on capital employed (ROCE after tax). This indicator measures the after-tax return on capital currently employed in the Company and reflects the value creation by the individual business units and by the Group as a whole. It is calculated by relating the net operating profit after tax (NOPAT) to the average interest-bearing total capital employed of the Group. Wienerberger's medium-term target is to sustainably surpass its ROCE of 10%.

In 2019, this target was reached for the first time in years. On account of its strong operating performance, Wienerberger generated a notable increase in its operating EBIT to € 362.7 million (2018: € 248.2 million). Consequently, NOPAT came to € 297.4 million, up from € 188.2 million in the previous year. Capital employed increased to € 2,802.2 million year on year, including the effects of the first-time adoption of IFRS 16 Leases (2018: € 2,498,0 million). Altogether, ROCE improved to 10.6% (2018: 7.5%), thus exceeding the medium-term target of 10%.

Alongside the analysis of the profitability of the capital employed at Group level, we regularly analyze the profitability of the individual business areas and review the portfolio for its strategic fit. Within the framework of this analysis, we identified business areas that generate revenues of about € 350 million and have potential for improvement. Wienerberger's objective is to increase the value of these business areas by means of any of the following strategic alternatives:

1) Enhancing profitability within the framework of the Fast Forward program
2) Repositioning the business area through M&A
3) Exiting from the business area, if a thorough analysis shows that the first two alternatives will not produce the expected result

In 2019, important steps were taken to improve the portfolio of certain business areas. For example, the acquisition of two facing brick producers in Denmark strengthened our position and resulted in a higher contribution to earnings. The structural adjustments in the Austrian operations of Wienerberger Building Solutions implemented in 2018 produced the anticipated improvement in earnings. The French plastic pipe business and the ceramic pipe business were successfully turned around through measures taken within the framework of the Fast Forward program.

Calculation of Operating EBIT and NOPAT		2019	2018
EBIT	*in MEUR*	**362.7**	**239.8**
Impairments / Reversals of impairment charges on assets	*in MEUR*	**0.0**	8.4
Operating EBIT	*in MEUR*	**362.7**	**248.2**
Taxes on income	*in MEUR*	**-52.5**	-48.5
Adjusted taxes	*in MEUR*	**-12.7**	-11.5
NOPAT	*in MEUR*	**297.4**	**188.2**

Calculation of average Capital Employed		2019	2018
Equity and non-controlling interests	*in MEUR*	2,076.8	1,939.1
Financial liabilities and finance leases	*in MEUR*	1,036.5	837.5
Intercompany receivables and payables from financing	*in MEUR*	-21.3	-21.7
Cash and financial assets	*in MEUR*	-179.8	-218.1
Capital employed as at the balance sheet date	*in MEUR*	**2,912.2**	**2,536.7**
Average capital employed	*in MEUR*	**2,802.2**	**2,498.0**

Calculation of ROCE		2019	2018
NOPAT	*in MEUR*	297.4	188.2
Average capital employed	*in MEUR*	2,802.2	2,498.0
ROCE	*in %*	**10.6**	**7.5**

Fourth Quarter of 2019

Despite a challenging market environment, the Wienerberger Group succeeded in keeping up the previous year's strong revenue growth and significantly improving its EBITDA LFL:

- Revenues stable at € 810.1 million (2018: € 809.7 million)
- EBITDA LFL up by 13% to € 130.8 million (2018: € 115.4 million)

Wienerberger Building Solutions

In the fourth quarter of 2019, the Wienerberger Building Solutions Business Unit recorded stable demand, with slight downward trends in individual markets. In this environment, revenues were kept stable at € 519.2 million (2018: 516.1 million), while EBITDA grew by 41% to € 116.1 million (2018: € 82.4 million). This increase – from the high level already reported in the fourth quarter of 2018 – is primarily attributable to the successful improvement of our product mix. The consistent pursuit of optimization within the framework of our Fast Forward program enabled us to implement certain projects faster than planned. Adjusted for currency, consolidation and restructuring effects as well as the contribution from real estate sales, EBITDA LFL grew by 11% to € 106.3 million.

In Central Europe, demand remained stable at a high level. After successful optimization measures aimed at optimizing the cost structure and reorienting our sales activities with an improved targeting of the market in 2018, our operations in Austria delivered the expected improvements in earnings. Compared to the very high level recorded in the fourth quarter of 2018, demand in Eastern Europe declined slightly. However, despite weakening demand, we succeeded in further increasing our revenues in the region through steady improvements of the product mix and the consistent implementation of our pricing strategy to cover cost inflation.

In Western Europe, we continued to observe diverging trends in the last quarter of the year. The situation in Great Britain was marked by political and economic uncertainty. Nevertheless, the successful expansion of our product portfolio and the acquisition of a specialist in roofing accessories in the second quarter resulted in higher revenues and a significant contribution to earnings. In the stable environment of the Belgian market, innovative products generated a notably increased contribution to EBITDA. Demand in France was muted due to cuts in government support for residential construction; however, we were able to partly offset this downward trend through efficiency enhancements and structural cost adjustments. In the Netherlands, legislation on emissions resulted in fewer building permits being issued, which in turn led to a decline in earnings compared to the fourth quarter of 2018.

Wienerberger Piping Solutions

The consistent implementation of our value-creating growth strategy focusing on innovative and high-margin products led to significant earnings growth in the Wienerberger Piping Solutions Business Unit. The strategic focus on growth markets and the deliberate exit from less profitable segments resulted in a 4% decline in revenues to € 212.9 million in the fourth quarter of 2019 (2018: € 221.8 million), while EBITDA rose steeply by 78% to € 19.9 million (2018: € 11.2 million). Adjusted for currency, consolidation and restructuring effects, EBITDA improved significantly by 47% to € 18.7 million.

This strong performance is primarily attributable to the higher share of premium products and innovative solutions. Through value-creating acquisitions in our in-house segment, we enlarged our portfolio with electrical installations and accessories, which resulted in substantially improved earnings and a rise in profitability. Benefiting from EU-funded infrastructure projects, we generated significant earnings growth in Eastern Europe. The successful restructuring measures of recent quarters led to sustainable improvements in the ceramic pipe segment and in our French plastic pipe business, both of which delivered notably increased contributions to earnings.

North America

In the North America Business Unit, favorable weather conditions accounted for stable demand in the fourth quarter, with all business areas reporting higher revenues than in the fourth quarter of the previous year.

The satisfactory performance was driven by the acquisition of a brick producer based in Pennsylvania in December 2018, through which we gained access to markets in attractive urban agglomerations. Our Canadian business also benefited from a milder winter than in the previous year, which translated into notable earnings growth.

Overall, thanks to our enlarged product portfolio and price increases to a level high enough to cover cost inflation, revenues grew by 9% to € 78.1 million despite growing competitive pressure (2018: € 71.8 million). EBITDA improved by 30% to € 7.6 million (2018: € 5.9 million). Adjusted for currency and consolidation effects as well as the contribution from real estate sales, EBITDA LFL remained nearly stable at € 5.8 million.

External Revenues *in MEUR*	10-12/2019	10-12/2018	Chg. in %
Wienerberger Building Solutions	**519.2**	516.1	+1
Wienerberger Piping Solutions	**212.9**	221.8	-4
North America	**78.1**	71.8	+9
Wienerberger Group	**810.1**	**809.7**	**0**

EBITDA *in MEUR*	10-12/2019	10-12/2018	Chg. in %
Wienerberger Building Solutions	**116.1**	82.4	+41
Wienerberger Piping Solutions	**19.9**	11.2	+78
North America	**7.6**	5.9	+30
Wienerberger Group	**143.6**	**99.4**	**+44**

Operating Segments

Wienerberger Building Solutions

Operating in a mostly flat market environment, the Wienerberger Building Solutions Business Unit delivered an extremely strong performance in 2019:

- Notable increase in revenues by 6% to € 2,170.6 million (2018: € 2,050.7 million)
- EBITDA LFL improved significantly by 23% to € 455.4 million (2018: € 369.1 million)
- Implementation of Fast Forward projects progressing faster than planned
- Positive € 29.3 million EBITDA effect from first-time adoption of IFRS 16

Since 2019, we have reported on our business in ceramic solutions for the building envelope and our concrete paver activities in the Wienerberger Building Solutions Business Unit.

Despite a mostly flat market environment, the Wienerberger Building Solutions Business Unit generated an excellent result in 2019. After an early start into the construction season due to favorable weather conditions, demand normalized in the second half of the year in line with our expectations. By increasing the share of premium products in total revenues, we achieved a higher level of productivity and were able to cover cost inflation through improved average prices. The implementation of the Fast Forward program is progressing faster than planned, already generating a higher contribution to earnings in 2019.

Residential construction in Great Britain continued at a stable level despite the considerable political and economic uncertainty and declined slightly in the fourth quarter. In this environment, we increased our average prices to cover cost inflation and succeeded in generating significant growth in revenues and earnings. The specialist in roofing accessories taken over in the first half of the year delivered a satisfactory contribution to earnings. Through this acquisition, we are further strengthening our position as a full-range provider of roofing systems and consistently pursuing our target of expanding our share of products in the building envelope.

Based on the Dutch emission legislation, authorities in the Netherlands issued fewer new building permits, especially from the second half of 2019 onward. Despite the strong contribution to earnings generated by the producers of facing bricks taken over in 2018, the decline in demand triggered by regulations resulted in a decline of earnings. In contrast, we recorded stable demand in the Belgian residential construction market. Thanks to our focus on product innovations and the higher share of premium solutions in total revenues, we succeeded in further improving our earnings.

Residential construction in Austria remained stable at a high level. Optimization measures implemented, aimed at leaner cost structures and a more effective sales approach, resulted in steep earnings growth. In France, cuts in government support programs for residential construction had a dampening effect on demand. However, even in this challenging environment we were able to hold our own and achieve a slight increase in earnings.

The acquisition of two facing brick producers and a distributor in Denmark in the fourth quarter were significant growth steps which substantially strengthened our position in the attractive Nordic facade market, already generating a notable contribution to earnings in the first two months since consolidation.

In our Eastern European core markets, economic growth and low unemployment created a favorable environment for the construction of new single- and two-family homes. Growing demand for solutions for the building envelope and the focus on new and innovative products resulted in significant growth in revenues and earnings.

We also saw a highly satisfactory development of our concrete paver activities, observing an upward trend in demand for modern open-space solutions from both private individuals and public-sector projects, the latter benefiting from the increased take-up of EU funding for infrastructure projects. In this positive environment, the higher percentage of premium products in total sales, combined with our intensified focus on project business, resulted in significant earnings growth.

Overall, we are proud to report 6% growth in revenues to € 2,170.6 million and a 33% increase in EBITDA to € 468.6 million. These figures include a positive effect of € 29.3 million due to the first-time adoption of IFRS 16, but no longer comprise any structural adjustment costs, which totaled € 36.1 million in 2018. EBITDA LFL improved significantly by 23% to € 455.4 million.

Wienerberger Building Solutions		2019	2018	Chg. in %
External revenues	in MEUR	2,170.6	2,050.7	+6
EBITDA LFL [1)]	in MEUR	455.4	369.1	+23
EBITDA	in MEUR	468.6	351.9	+33
EBIT	in MEUR	307.9	212.0	+45
Total investments	in MEUR	175.6	147.1	+19
Capital employed	in MEUR	1,927.7	1,656.1	+16
Ø Employees	in FTE	12,466	11,912	+5

1) Includes a positive effect on earnings in the amount of € 29.3 million from first-time adoption of IFRS 16

Outlook for 2020: Flat market environment and rising political uncertainty

In 2020 we expect to see a continuation of the regional trends observed in the fourth quarter of 2019, with increasing political and economic uncertainty. Given this environment, we foresee stable to slightly declining residential construction activities.

We therefore anticipate a flat to slightly softening level of activity in the construction market for new single- and two-family homes. In the renovation market, which is strongly driven by government support schemes, we do not expect any major change; from today's perspective, demand is projected to remain flat. In our business with modern open-space solutions, we anticipate a stable development of demand.

In this challenging environment, we will continue to implement our strategic priorities. We are steadily improving our product mix and working on the further development of our product range, aiming to position ourselves as a full-range provider of solutions for the entire building envelope. At the same time, consistently implemented Fast Forward projects will drive further optimization measures.

Wienerberger Piping Solutions

In 2019, the Wienerberger Piping Solutions Business Unit achieved a further increase in revenues and a significant improvement of earnings through innovative products in a stable market environment:

- Increase in revenues by 1% to € 959.4 million (2018: € 946.4 million)
- Significant improvement of EBITDA LFL by 43% to € 100.0 million (2018: € 70.1 million)
- Enhanced product mix and optimized cost structure as strong drivers of earnings
- Positive EBITDA effect of € 14.1 million through first-time adoption of IFRS 16

Since the beginning of the year, the Wienerberger Piping Solutions Business Unit has comprised our European plastic pipe business as well as our ceramic pipe activities.

In 2019, our plastic pipe business recorded a notable increase in earnings in a stable market environment, which was facilitated by a strong focus on innovative and high-end product solutions and the implementation of optimization projects within the scope of our Fast Forward program. Moreover, proactive pricing helped us counter cost inflation.

In our in-house business with electrical and heating installations as well as water supply pipes we recorded significant growth year on year. The Belgian manufacturer of electrical accessories, which was acquired in the spring of 2019 and the integration of which has progressed with great success, made a strong contribution. In Eastern Europe we saw rising demand, particularly in infrastructure solutions and water management, supported by EU-funded infrastructure projects and a positive construction market. We therefore managed to achieve a notable increase in earnings in comparison with the previous year. In the international project business with special pipes, the growing demand in the energy sector allowed us to increase earnings significantly.

Regional developments showed a stable continuation of the relevant trends in 2019 and confirmed our market expectations. In our Nordic core markets we saw a stable market development at a high level, and we further increased earnings. In the Netherlands we compensated for the decline in gas activities caused by the regulatory framework with the continued expansion of the electro business, thus recording a pronounced improvement in earnings.

In the Austrian market, which was marked by growing competitive pressure, we succeeded in increasing revenues and further improving earnings by implementing efficiency-enhancing measures. In the relatively small plastic pipe business in Germany, the strategic decision was taken in the third quarter to focus on the profitable in-house segment and on water management applications. The resulting restructuring costs of € 2.8 million were recorded in the third quarter. The strong improvement in earnings in Eastern Europe was primarily achieved in the markets of Hungary, the Czech Republic and Poland, but we also recorded a significant plus in earnings in South Eastern Europe, driven by EU-funded infrastructure projects.

In the Turkish growth market we maintained satisfactory profitability in a challenging environment thanks to our high-end product portfolio. However, the result in the reporting period was affected by the devaluation of the local currency.

In the ceramic pipe business, the market environment in Western Europe was largely stable and the Eastern European export markets recorded a revived demand in infrastructure. The restructuring measures, which were successfully finalized in the second half of 2018, resulted in a sound improvement in earnings in the reporting period, with a clearly positive impact on profitability. As a result of additional measures aimed at increasing the share of accessories, as well as an attractive pricing policy to balance cost inflation, the operating result was markedly improved.

Overall, the revenues recorded in this Business Unit in 2019 rose moderately by 1% to € 959.4 million. However, due to the stronger focus on innovative and higher-margin products, we were able to increase EBITDA significantly by 82% to € 98.2 million. This includes a positive effect of € 14.1 million from the first-time adoption of IFRS 16.

Moreover, the structural adjustment costs of € 18.0 million from 2018 were no longer applicable in 2019. EBITDA LFL showed a substantial increase of 43% to € 100.0 million year on year.

Wienerberger Piping Solutions		2019	2018	Chg. in %
External revenues	in MEUR	959.4	946.4	+1
EBITDA LFL [1)]	in MEUR	100.0	70.1	+43
EBITDA	in MEUR	98.2	54.0	+82
EBIT	in MEUR	46.4	16.2	>100
Total investments	in MEUR	57.9	50.7	+14
Capital employed	in MEUR	553.6	469.6	+18
Ø Employees	in FTE	3,318	3,285	+1

1) Includes a positive impact on earnings in the amount of € 14.1 million from the first-time adoption of IFRS 16

Outlook for 2020: Continuation of regional trends and improved profitability

For the Wienerberger Piping Solutions Business Unit, we anticipate the same regional developments and a prolongation of the major trends in 2020. Continuing with the consistent implementation of our strategy focusing on innovative and higher-margin products, we expect a further improvement of the Business Unit's profitability.

In our Eastern European markets we foresee a rise in the take-up of EU funding and hence a further increase in the number of tenders for infrastructure projects, as the current European funding period will expire at the end of 2020. Both the plastic pipe and the ceramic pipe business stand to benefit from this. In Western Europe and our Nordic core markets we expect to see a flat market development and will continue to focus on the expansion of the profitable in-house business with electrical and heating installations as well as water supply pipes. Moreover, we will keep focusing on raising the contribution of accessories to revenues. Alongside the further development of the product portfolio, the implementation of optimization projects under the Fast Forward program will further enhance profitability. Through potential growth projects we will continue to further expand the Business Unit in the three strategic core business areas: in-house solutions, smart infrastructure and irrigation systems for agriculture.

North America

In a challenging market environment, the North America Business Unit delivered a strong performance in 2019:

- 9% increase in revenues to € 335.7 million (2018: € 306.8 million)
- Significant EBITDA growth by 18% to € 43.2 million (2018: € 36.7 million)
- Downturn in the Canadian market due to regulatory changes and weather-related delays in pipe business
- Strong contribution to earnings from Pennsylvania-based facing brick producer acquired at the end of 2018
- Positive EBITDA effect of € 3.1 million through first-time adoption of IFRS 16

After a late start into the construction season due to poor weather conditions at the beginning of the year, demand in our US brick business normalized at the level expected. Despite a challenging competitive structure, we succeeded in achieving a notable increase in earnings. This positive development was primarily due to the expected strong contribution to earnings from the facing brick producer acquired in 2018, which broadened our presence in the north-east of the USA and Canada and opened up important markets for us. Additionally, the consistent implementation of Fast Forward projects led to further efficiency enhancements.

In our Canadian facing brick business, the measures taken by the government aimed at stricter regulation of the real estate market had a dampening effect on demand throughout the year. Brighter market sentiment and the stabilization of the leading indicators during the second half of the year have not yet resulted in notable catch-up effects. Overall, we had to accept a decline in earnings despite positive contributions from the implementation of automation projects.

In the North American plastic pipe business, measures aimed at improving performance in production and distribution were successfully implemented, resulting in satisfactory contributions to earnings from special pipes. Nevertheless, given the weather-related delays in project implementation in the first half of the year, we were not able to match the previous year's record results.

Overall, the North America Business Unit reported a 9% increase in revenues to € 335.7 million and an 18% rise in EBITDA to € 43.2 million. Adjusted for contributions from consolidation, currency effects and real estate sales, EBITDA LFL came to € 32.1 million (2018: € 36.1 million).

North America		2019	2018	Chg. in %
External revenues	*in MEUR*	**335.7**	306.8	+9
EBITDA LFL [1]	*in MEUR*	**32.1**	36.1	-11
EBITDA	*in MEUR*	**43.2**	36.7	+18
EBIT	*in MEUR*	**8.3**	11.7	-28
Total investments	*in MEUR*	**22.0**	18.1	+22
Capital employed	*in MEUR*	**430.9**	411.0	+5
Ø Employees	*in FTE*	**1,450**	1,399	+4

1) Includes a positive earnings effect in the amount of € 3.1 million from first-time adoption of IFRS 16

Outlook for 2020: Focus on premium products in a flat market environment

For 2020, we foresee a flat development in the construction of new high-end single- and two-family homes, which is the most important segment of the US market for us. Faced with an increasingly competitive environment in the US brick business, we will continue to focus on premium products and optimization measures under the Fast Forward program. For the US business in plastic pipes, we foresee stable demand at the level of 2019. In Canada, given the improved market sentiment in the second half of 2019, we anticipate a slight upturn of demand in 2020.

Outlook and Targets for 2020

Market Outlook for Europe

From today's perspective, we foresee a continuation of current regional trends throughout 2020, with stable to slightly softening residential construction activities. In Western Europe, in particular, we expect to see increasing political and economic uncertainty, with demand for the construction of new single- and two-family homes remaining flat or trending slightly downward. We do not anticipate any major changes in the renovation market, which is strongly dependent on government support programs, and therefore expect demand to remain at the previous year's level.

Given that the current EU funding program will expire at the end of 2020, demand in the field of infrastructure is likely to benefit from an increased take-up of EU funding, especially in our Eastern European markets. In contrast, we expect to see a flat market development in Western Europe and our Nordic core markets and will therefore continue to focus on a further expansion of our profitable in-house business.

Market Outlook for North America

In the USA, we expect to operate in an increasingly competitive market environment with a flat development of demand in both new residential construction and the infrastructure sector. In Canada, after a phase of stricter regulation of the real estate market, we are observing a slight improvement of the market situation as compared to the previous year.

Targets

Our performance in 2019 clearly showed that even in flat markets we were able to further broaden our portfolio and significantly improve the Group's profitability through the consistent implementation of our value-creating growth strategy. Our target for 2020 is to increase the Wienerberger Group's EBITDA LFL to € 625 to 645 million in a challenging environment. In setting this target, we have taken the growing political and economic uncertainty, both in Europe and at global level, into account, which presumably will result in up to 3% reduction of our sales volumes.

Regardless of this market environment, 2020 will be marked by a continuing focus on commercial excellence measures, which will enable us to offset rising cost inflation through an active pricing policy and achieve further improvements in profitability by optimizing and enlarging our portfolio. Additionally, our EBITDA guidance includes a contribution to earnings of € 50 million from the consistent implementation of our efficiency-enhancing measures taken within the framework of the Fast Forward program. By the end of 2020, we will have achieved our ambitious target of a € 120 million performance improvement. Asset sales, foreign exchange effects, changes in the scope of consolidation and structural adjustment costs have not been taken into account in setting this target.

A budget of approximately € 140 million has been earmarked for the maintenance of our industrial platforms and measures to further improve our employees' occupational health and safety. Moreover, depending on the economic situation, we will continue to invest in the development and rollout of innovative products, the sustainable improvement of our production processes and the steady enhancement of our environmental performance.

At the same time, we are continuously evaluating a large number of attractive growth projects and, in particular, analyzing a promising pipeline of potential takeover candidates for their strategic development opportunities, the value-creating extension of our portfolio and their potential in terms of earnings, cash flow and synergies.

Financial Statement

- Income Statement
- Statement of Comprehensive Income
- Statement of Cash Flows
- Balance Sheet
- Statement of Changes in Equity

Consolidated Income Statement

in TEUR	2019	2018
Revenues	3,466,283	3,305,079
Cost of goods sold	-2,211,524	-2,146,319
Gross profit	**1,254,759**	**1,158,760**
Selling expenses	-657,658	-637,162
Administrative expenses	-227,426	-217,559
Other operating income:		
Reversal of impairment charges to assets	0	4,297
Other	48,136	54,164
Other operating expenses:		
Impairment charges to assets	0	-12,727
Other	-55,160	-109,965
Operating profit/loss (EBIT)	**362,651**	**239,808**
Income from investments in associates and joint ventures	3,567	1,701
Interest and similar income	2,686	4,409
Interest and similar expenses	-42,015	-43,671
Other financial result	-11,619	-6,902
Financial result	**-47,381**	**-44,463**
Profit/loss before tax	**315,270**	**195,345**
Income taxes	-52,507	-48,475
Profit/loss after tax	**262,763**	**146,870**
Thereof attributable to non-controlling interests	517	-237
Thereof attributable to hybrid capital holders	13,147	13,609
Thereof attributable to equity holders of the parent company	**249,099**	**133,498**
Earnings per share (in EUR)	**2.18**	**1.15**
Diluted earnings per share (in EUR)	**2.18**	**1.15**

Consolidated Statement of Comprehensive Income

in TEUR	2019	2018
Profit/loss after tax	**262,763**	**146,870**
Foreign exchange adjustments	31,712	-372
Foreign exchange adjustments to investments in associates and joint ventures	17	-9
Changes in hedging reserves	-6,598	-9,516
Items to be reclassified to profit or loss	**25,131**	**-9,897**
Actuarial gains/losses	-16,244	12,340
Actuarial gains/losses from investments in associates and joint ventures	-402	-2
Items not to be reclassified to profit or loss	**-16,646**	**12,338**
Other comprehensive income	**8,485**	**2,441**
Total comprehensive income after tax	**271,248**	**149,311**
Thereof comprehensive income attributable to non-controlling interests	525	-163
Thereof attributable to hybrid capital holders	13,147	13,609
Thereof comprehensive income attributable to equity holders of the parent company	**257,576**	**135,865**

Consolidated Statement of Cash Flows

in TEUR	2019	2018
Profit/loss before tax	315,270	195,345
Depreciation and amortization	238,987	186,465
Impairment charges to assets and other valuation effects	16,984	32,741
Reversal of impairment charges to assets	-852	-4,297
Increase/decrease in non-current provisions	-15,893	-13,409
Income from investments in associates and joint ventures	-3,567	-1,701
Gains/losses from the disposal of fixed and financial assets	-13,096	-26,314
Interest result	39,329	39,262
Interest paid	-36,477	-38,257
Interest received	1,465	4,321
Income taxes paid	-65,432	-47,609
Gross cash flow	**476,718**	**326,547**
Increase/decrease in inventories	-56,706	-23,223
Increase/decrease in trade receivables	9,453	2,713
Increase/decrease in trade payables	1,401	2,171
Increase/decrease in other net current assets	-1,084	11,217
Cash flow from operating activities	**429,782**	**319,425**
Proceeds from the sale of assets (including financial assets)	39,056	43,847
Payments made for property, plant and equipment and intangible assets	-255,465	-215,847
Payments made for investments in financial assets	0	-6,078
Dividend payments from associates and joint ventures	0	3,039
Increase/decrease in securities and other financial assets	667	15,578
Net payments made for the acquisition of companies	-47,876	-73,088
Net proceeds from the sale of companies	-473	20,882
Cash flow from investing activities	**-264,091**	**-211,667**
Cash inflows from the increase in short-term financial liabilities	436,458	235,323
Cash outflows from the repayment of short-term financial liabilities	-467,015	-473,586
Cash inflows from the increase in long-term financial liabilities	1,077	248,851
Cash outflows from the repayment of long-term financial liabilities	-489	-646
Cash outflows from the repayment of lease liabilities	-42,918	0
Dividends paid by Wienerberger AG	-57,291	-34,812
Hybrid coupon paid	-14,284	-13,609
Dividends paid to non-controlling interests	-219	-120
Buyback hybrid capital	-27,086	-16
Purchase of non-controlling interests	0	-30,100
Purchase of treasury stock	-29,478	-44,996
Cash flow from financing activities	**-201,245**	**-113,711**
Change in cash and cash equivalents	**-35,554**	**-5,953**
Effects of exchange rate fluctuations on cash held	1,229	-226
Cash and cash equivalents at the beginning of the year	163,080	169,259
Cash and cash equivalents at the end of the year	**128,755**	**163,080**

Consolidated Balance Sheet

in TEUR	31/12/2019	31/12/2018
Assets		
Intangible assets and goodwill	760,379	712,719
Property, plant and equipment	1,882,634	1,575,709
Investment property	57,832	66,569
Investments in associates and joint ventures	25,641	22,100
Other financial investments and non-current receivables	26,483	30,420
Deferred tax assets	58,745	54,076
Non-current assets	**2,811,714**	**2,461,593**
Inventories	827,566	761,659
Trade receivables	221,586	215,838
Receivables from current taxes	12,182	4,144
Other current receivables	91,507	92,436
Securities and other financial assets	36,317	42,812
Cash and cash equivalents	128,755	163,080
Current assets	**1,317,913**	**1,279,969**
Non-current assets held for sale	**2,958**	**1,348**
Total assets	**4,132,585**	**3,742,910**
Equity and liabilities		
Issued capital	116,352	117,527
Share premium	1,058,946	1,075,422
Hybrid capital	241,008	265,969
Retained earnings	943,851	760,389
Other reserves	-222,478	-230,955
Treasury stock	-61,685	-49,858
Controlling interests	**2,075,994**	**1,938,494**
Non-controlling interests	835	586
Equity	**2,076,829**	**1,939,080**
Deferred taxes	76,917	75,021
Employee-related provisions	150,684	136,432
Other non-current provisions	90,870	83,622
Long-term financial liabilities	576,246	710,590
Other non-current liabilities	3,085	2,793
Non-current provisions and liabilities	**897,802**	**1,008,458**
Current provisions	38,113	51,924
Payables for current taxes	25,516	22,531
Short-term financial liabilities	460,211	126,907
Trade payables	336,422	326,890
Other current liabilities	297,692	267,120
Current provisions and liabilities	**1,157,954**	**795,372**
Total equity and liabilities	**4,132,585**	**3,742,910**

Consolidated Statement of Changes in Equity

in TEUR	Issued capital	Share premium	Hybrid capital	Retained earnings
Balance on 31/12/2017	**117,527**	**1,086,017**	**265,985**	**657,377**
Adjustments [1)]				**4,326**
Balance on 1/1/2018 adjusted	**117,527**	**1,086,017**	**265,985**	**661,703**
Profit/loss after tax				147,107
Foreign exchange adjustments				
Foreign exchange adjustments to investments in associates and joint ventures				
Changes in hedging reserves				
Changes in other reserves				
Total comprehensive income				**147,107**
Dividend payment/hybrid coupon				-48,421
Change in hybrid capital			-16	
Decrease in non-controlling interests		-10,595		
Changes in treasury stock				
Balance on 31/12/2018	**117,527**	**1,075,422**	**265,969**	**760,389**
Adjustments [2)]				**-5,084**
Balance on 1/1/2019 adjusted	**117,527**	**1,075,422**	**265,969**	**755,305**
Profit/loss after tax				262,246
Foreign exchange adjustments				
Foreign exchange adjustments to investments in associates and joint ventures				
Changes in hedging reserves				
Changes in other reserves				
Total comprehensive income				**262,246**
Dividend payment/hybrid coupon				-71,575
Change in hybrid capital			-24,961	-2,125
Decrease in non-controlling interests				
Changes in treasury stock				
Retirement of treasury shares	-1,175	-16,476		
Balance on 31/12/2019	**116,352**	**1,058,946**	**241,008**	**943,851**

1) The balance on January 1, 2018 was restated due to the initial application of IFRS 9 and IFRS 15. // 2) The balance on January 1, 2019 was restated due to the initial application of IFRS 16. // 3) "Available-for-sale financial instruments" refers to the classification of financial instruments according to IAS 39, which no longer applies due to the initial application of IFRS 9.

Other reserves							
Actuarial gains/losses	AfS reserve [3]	Hedging reserve	Translation reserve	Treasury stock	Controlling interests	Non-controlling interests	Total
-79,021	**-974**	**62,949**	**-217,250**	**-4,862**	**1,887,748**	**23,491**	**1,911,239**
	974				**5,300**		**5,300**
-79,021	**0**	**62,949**	**-217,250**	**-4,862**	**1,893,048**	**23,491**	**1,916,539**
					147,107	-237	**146,870**
			-446		**-446**	74	**-372**
			-9		**-9**		**-9**
		-9,516			**-9,516**		**-9,516**
12,338					**12,338**		**12,338**
12,338	**0**	**-9,516**	**-455**		**149,474**	**-163**	**149,311**
					-48,421	-120	**-48,541**
					-16		**-16**
					-10,595	-22,622	**-33,217**
				-44,996	**-44,996**		**-44,996**
-66,683	**0**	**53,433**	**-217,705**	**-49,858**	**1,938,494**	**586**	**1,939,080**
					-5,084		**-5,084**
-66,683	**0**	**53,433**	**-217,705**	**-49,858**	**1,933,410**	**586**	**1,933,996**
					262,246	517	**262,763**
			31,704		**31,704**	8	**31,712**
			17		**17**		**17**
		-6,598			**-6,598**		**-6,598**
-16,646					**-16,646**		**-16,646**
-16,646	**0**	**-6,598**	**31,721**		**270,723**	**525**	**271,248**
					-71,575	-219	**-71,794**
					-27,086		**-27,086**
					0	-57	**-57**
				-29,478	**-29,478**		**-29,478**
				17,651	**0**		**0**
-83,329	**0**	**46,835**	**-185,984**	**-61,685**	**2,075,994**	**835**	**2,076,829**

Financial Calendar

January 27, 2020	*Start of the quiet period*
February 26, 2020	Results of 2019: Presentation of the Results in Vienna
March 30, 2020	Publication of the 2019 Annual Report on the Wienerberger website
April 21, 2020	*Start of the quiet period*
April 25, 2020	Record date for participation in the 151st Annual General Meeting
May 5, 2020	151st Annual General Meeting
May 7, 2020	Deduction of dividends for 2019 (ex-day)
May 8, 2020	Record date for 2019 dividends
May 11 ,2020	Payment day for 2019 dividends
May 14, 2020	Results for the First Quarter of 2020
June 2020	Publication of the Sustainability Report 2019
July 20, 2020	*Start of the quiet period*
August 12, 2020	Results for the First Half-Year of 2020: Presentation of the Results in Vienna
October 19, 2020	*Start of the quiet period*
November 5, 2020	Results for the First Three Quarters of 2020

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