



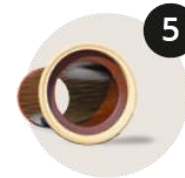
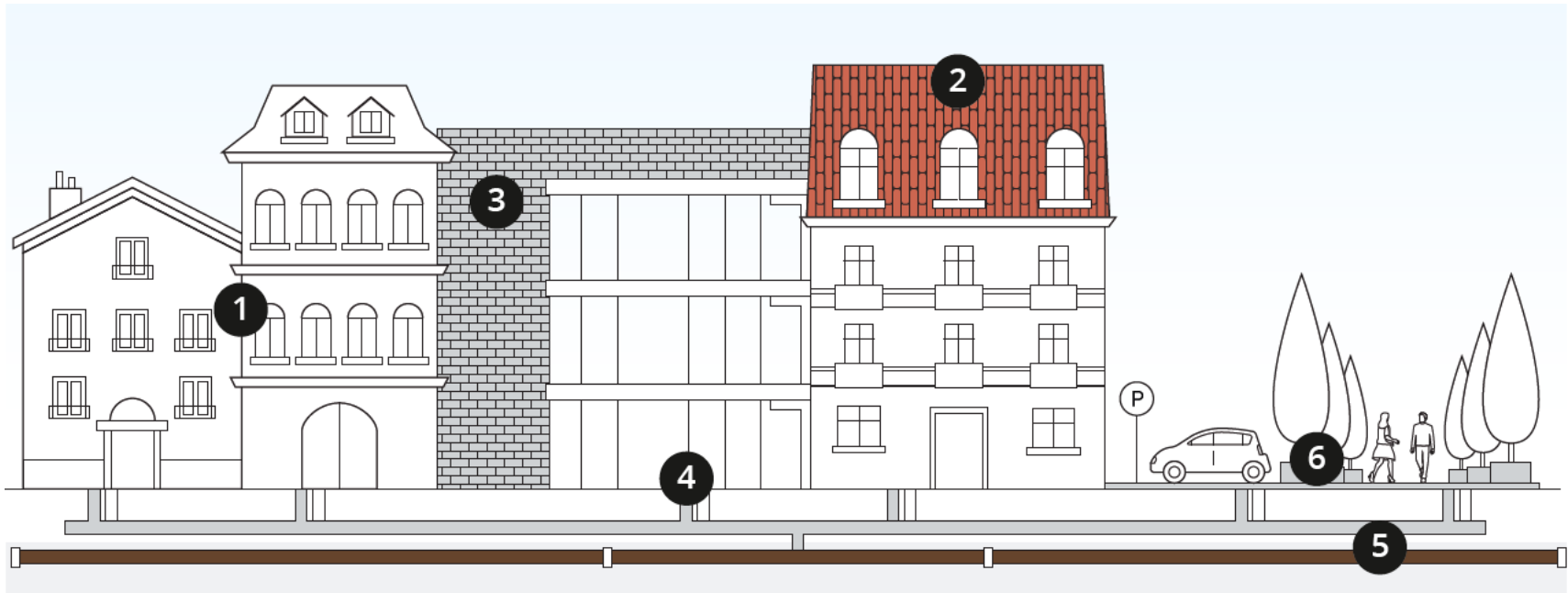
The Wienerberger Group at a Glance

Wienerberger AG
03-2019

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Building Material and Infrastructure Solutions for modern Living

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Wienerberger

STEINZEUG
KERAMO 

Semmelrock
stein+design®

PIPELIFE 


General Shale

Innovative and Sustainable Building Material and Infrastructure Solutions

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Wienerberger Building Solutions

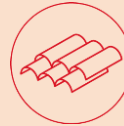
Wall Solutions

High-tech clay blocks for comfortable and healthy indoor climate



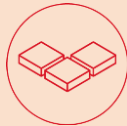
Roof Solutions

Design element and protection in many different shapes and colors



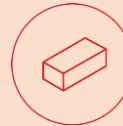
Pavers

High resistance and lasting aesthetic for public areas, private homes and gardens



Façade Solutions

Innovative range of products for modern architecture and multi-storey buildings



Wienerberger Piping Solutions

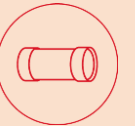
Ceramic Pipes

System solutions for modern municipal waste water disposal



Plastic Pipes

System solutions from building installations and wastewater disposal to speciality products



Success Story of our Group: A city per year is built with our building material solutions

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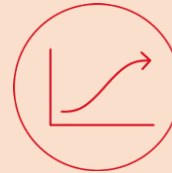


Wienerberger in a nutshell

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16,596 employees



Record revenues
of **€ 3.3** billion



195 production
sites in **30** countries



EBITDA of **€ 442,6**
million



6 groups of building
material solutions



100% free float
company

Key Data of the Wienerberger Group

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Key Earnings Data

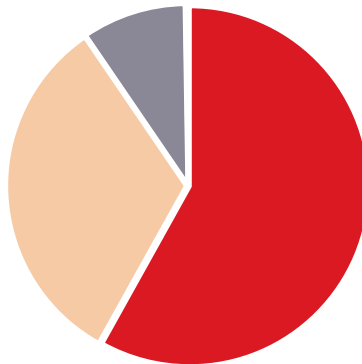
in MEUR

		2017	2018
Net result	in MEUR	123,2	133,5
Revenue	in MEUR	3,119.7	3,305.1
EBITDA	in MEUR	415,0	442,6
Ø Employees		16,297	16,596

Revenues

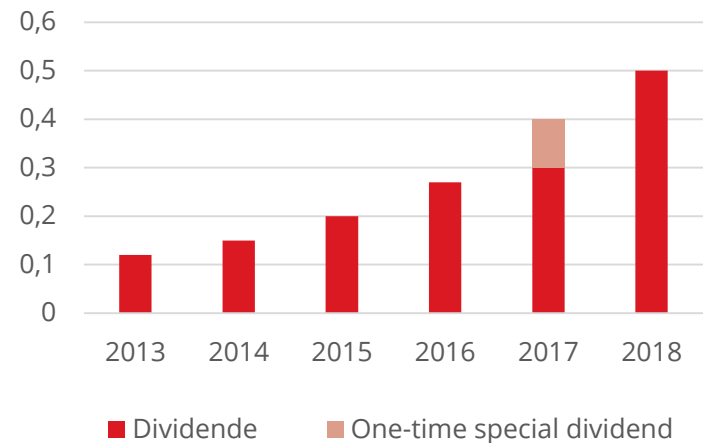
per division

- Clay Building Materials Europe
- Pipes & Pavers Europe
- North America
- Holding & Others



Dividend

per Share in EUR

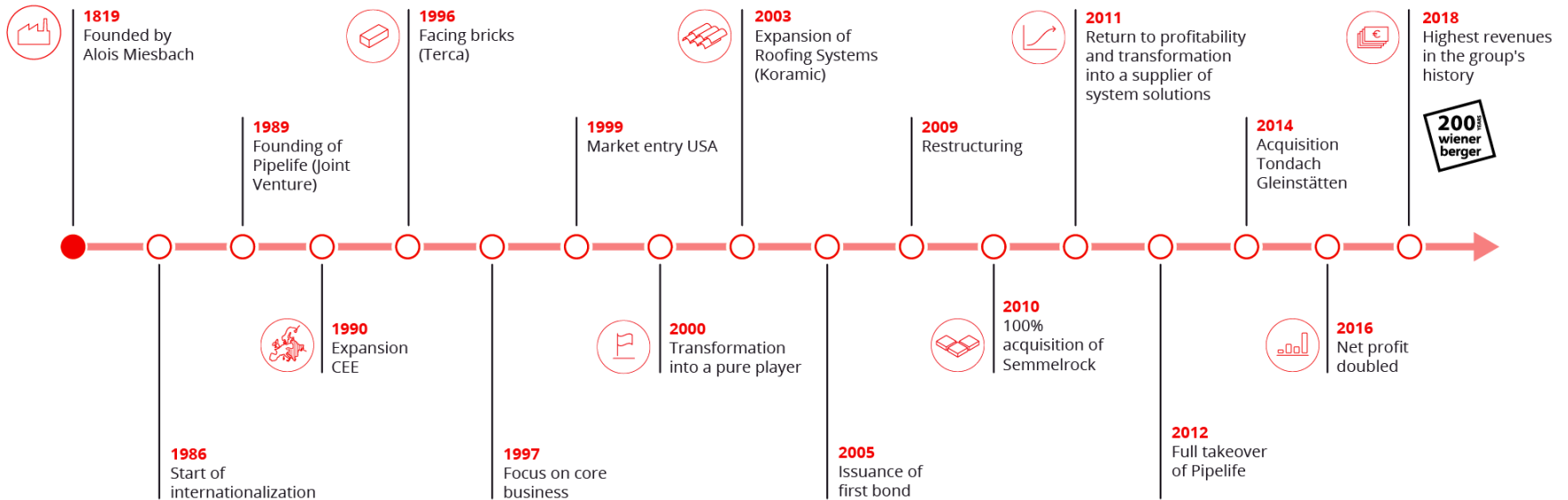


Profit before tax: ↑ + 35 %
195.3 MEUR

Free cash flow: ↑ + 55 %
236.5 EUR

Development of the Wienerberger Group

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Who we are and what we strive for

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VISION

Most **highly regarded producer** of building materials and infrastructure solutions and **preferred employer** in our markets

MISSION

Improve people's **quality of life** by providing **outstanding, sustainable building material** and infrastructure solutions



GOAL

A sustainable **increase** in the **value of the company** in accordance with **ecological, social and economic principles**

VALUES

Expertise – **Passion** – Integrity & Respect – **Customer Orientation** – Quality – **Entrepreneurship** – Responsibility

Our Strategy to Success

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We generate organic growth by focusing on **innovation, market proximity, digitalization** and **industrial potential**.

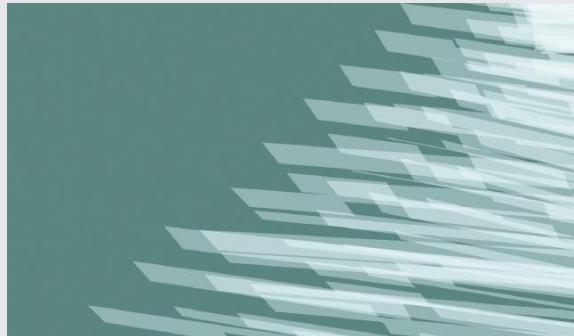
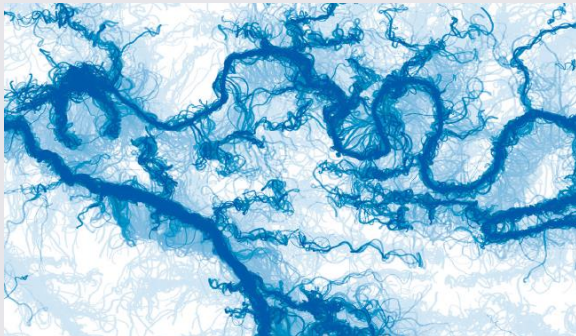
We continually achieve **cost reductions** through programs aimed at optimizing **production processes**, structures and networking along the value chain.

On the basis of structured analyses we (des)invest for serving our strategic objectives, entering into **new product segments** and deepening our **market penetration** in existing fields of business.

Smart Solutions:

The Wienerberger world from the digital perspective

Future-oriented solutions open up entirely new perspectives to the viewer and symbolize our endeavors to rethink proven and tested procedures and pave the way for innovations.

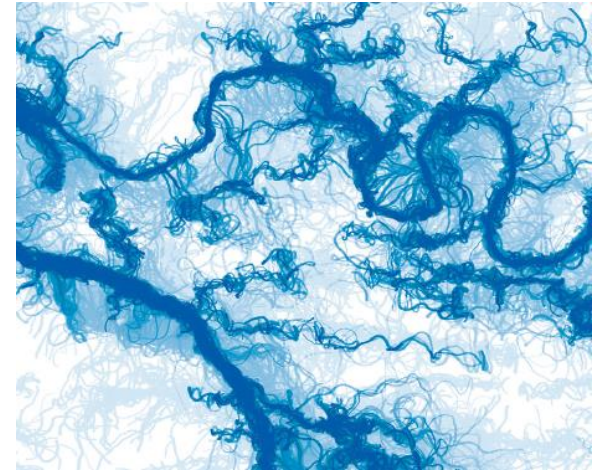


Success Story 1: No more flash flooding

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Rainwater harvesting and treatment

- › Pipelife: Raineo
 - › Rainwater is collected, purified through filtering, stored underground in so-called Stormboxes and reused for various purposes.
- › Core of this patented system: Stormbox
 - › 95 % volume available for storage
 - › Takes up to 206 liters of water
 - › For temporary rainwater storage, several Stormboxes are stacked and connected with one another
 - › They take high loads and can handle any volume of collected water – from parking lots to airport runways
 - › Raineo is already in use in 25 markets

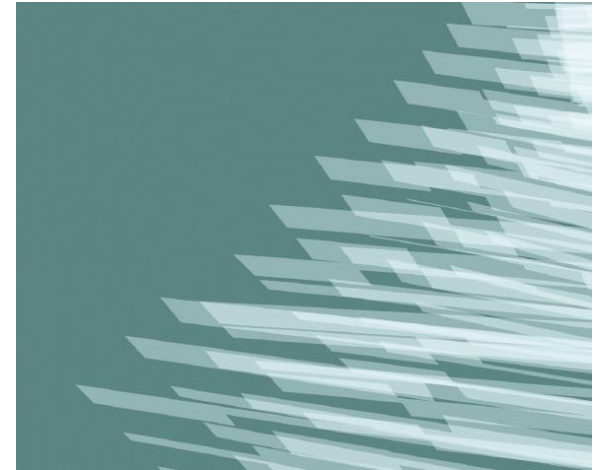


Success Story 2: Digital garden design

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Surface design custom made

- › Semmelrock: GardenVisions App
 - › Using the GardenVisions App, customers can display a photo of their plot of land on a smartphone or tablet computer and try out different formats, colors and surface structures.
 - › Since its launch in Hungary in 2016, the app has been downloaded more than 4,000 times. In 2017, it will be rolled out in Austria and six other countries.
- › General Shale: My GS App
 - › General Shale helps field staff to efficiently process orders.
- › Pipelife: Safety App
 - › The innovative app helps to prevent accidents at production sites.



Success Story 3: New possibilities through innovative technologies

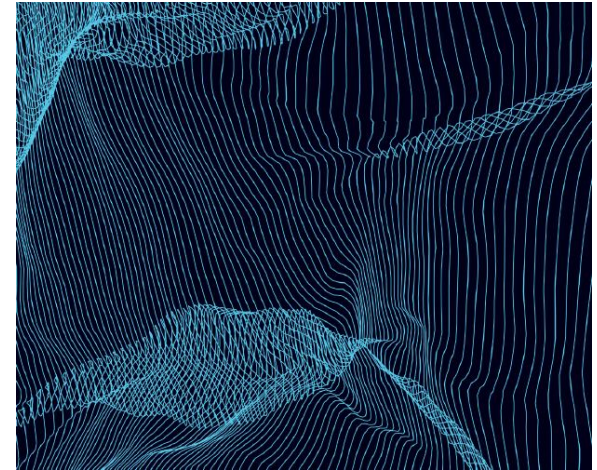
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A special nozzle – 3D-printer-made

- › Wienerberger is currently testing equipment for firing kilns that would be extremely difficult to produce by conventional methods: special nozzles which ensure optimal temperature distribution in the firing kilns.
- › This innovation results in lower energy consumption and improved product quality.

Rapid Prototyping

- › Prototypes are printed and optimized until mass production by less expensive means is feasible.
- › Wienerberger successfully uses this technology for the design and optimization of its H-cassettes, which are used to hold roof tiles during firing.
- › Further applications, such as the production of spare parts or the design of prototypes of new products, will be introduced soon.

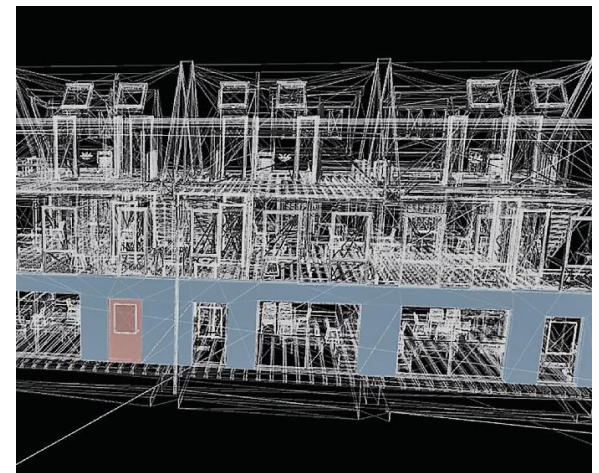


Success Story 4: Networking in Building Design in the Digital Age

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Developing ideas together

- › BIM: Building Information Modeling
 - › BIM centers on 3D models that are generated and exchanged online.
 - › All stakeholders – from architects to principals – have access to the same database.
- › BIM offers measurable advantages:
 - › It facilitates coordination, enables planners to draw up more accurate cost estimates, and results in faster project completion.
- › The Brookwood Project in Surrey, UK
 - › 80 single- and two-family houses as well as four four-storey residential buildings, all based on the e4 brick house concept
 - › Efficient cooperation and cost reduction due to BIM



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Thank you for your attention!

