



**The goal is in sight.**

Report on the First Three Quarters of 2013

<b>Earnings Data</b>		<b>1-9/2012</b>	<b>1-9/2013</b>	<b>Chg. in %</b>	<b>Year-end 2012</b>
Revenues	<i>in € mill.</i>	1,743.9	2,034.0	+17	2,355.5
Operating EBITDA	<i>in € mill.</i>	201.6	210.5	+4	245.5
Operating EBIT	<i>in € mill.</i>	59.6	54.8	-8	31.0
Profit before tax	<i>in € mill.</i>	57.3	6.4	-89	-36.2
Profit after tax <sup>1)</sup>	<i>in € mill.</i>	46.7	-5.6	<-100	-40.5
Earnings per share	<i>in €</i>	0.20	-0.25	<-100	-0.61
Free cash flow <sup>2)</sup>	<i>in € mill.</i>	5.3	-15.0	<-100	163.6
Normal capex	<i>in € mill.</i>	65.1	63.6	-2	105.3
Growth capex	<i>in € mill.</i>	160.9	0.5	-100	163.4

<b>Balance Sheet Data</b>		<b>31.12.2012</b>	<b>30.9.2013</b>	<b>Chg. in %</b>
Equity <sup>3)</sup>	<i>in € mill.</i>	2,363.7	2,266.5	-4
Net debt	<i>in € mill.</i>	602.0	662.6	+10
Capital employed	<i>in € mill.</i>	2,931.3	2,900.7	-1
Balance sheet total	<i>in € mill.</i>	4,139.7	4,293.9	+4
Gearing	<i>in %</i>	25.5	29.2	-
Ø Employees		13,060	13,816	+6

<b>Stock Exchange Data</b>		<b>1-12/2012</b>	<b>1-9/2013</b>	<b>Chg. in %</b>
Share price high	<i>in €</i>	9.49	13.05	+38
Share price low	<i>in €</i>	5.53	7.13	+29
Share price at end of period	<i>in €</i>	6.93	12.98	+87
Shares outstanding (weighted) <sup>4)</sup>	<i>in 1,000</i>	115,063	115,063	0
Market capitalization at end of period	<i>in € mill.</i>	814.3	1,525.5	+87

<b>Divisions 1-9/2013</b>	<b>Bricks &amp; Tiles Europe</b>		<b>Pipes &amp; Pavers Europe</b>		<b>North America</b>		<b>Holding &amp; Others</b>		<b>Reconciliation</b>
<i>in € mill. and % <sup>5)</sup></i>									
Third party revenues	1,065.4	(-5%)	792.6	(+65%)	171.2	(+21%)	4.3	(+7%)	
Inter-company revenues	1.5	(-23%)	0.7	(+39%)	0.0	(-100%)	6.5	(+1%)	-8.1
Revenues	1,066.9	(-5%)	793.3	(+65%)	171.2	(+20%)	10.8	(+3%)	-8.1
Operating EBITDA	131.5	(-15%)	80.7	(+58%)	9.6	(+71%)	-11.3	(-6%)	
Operating EBIT	31.9	(-43%)	44.9	(+55%)	-7.4	(+38%)	-14.6	(-5%)	
Total investments	38.6	(-14%)	16.4	(-90%)	3.8	(-71%)	5.4	(+47%)	
Capital employed	1,833.9	(-10%)	614.5	(-6%)	438.1	(-12%)	14.2	(-19%)	
Ø Employees	8,341	(-5%)	4,057	(+68%)	1,212	(+11%)	206	(-2%)	

1) Before non-controlling interests and accrued hybrid coupon

2) Cash flow from operating activities minus cash flow from investing activities plus growth capex

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 EBITDA and operating EBIT are adjusted for non-recurring income and expenses.

- Rounding differences may arise from the automatic processing of data.

# Chief Executive's Review

*Dear Shareholders,*

I am pleased to report to you on the revenue and earnings growth generated by the Wienerberger Group during the third quarter of 2013. Although construction in a number of our key markets has been lower than during the crisis year 2009, we increased revenues by 2% and operating EBITDA by 4% from July to September. This positive development was supported by earnings improvement in our West European and US brick activities and in the East European pipe business. The restructuring program implemented last year brought the expected additional € 4 million in costs savings during the third quarter.

The Bricks & Tiles Europe Division recorded higher volumes in all product groups during the third quarter in spite of the weak demand for building materials. Cost savings and price adjustments to cover cost inflation supported revenue and earnings growth in Western Europe. Earnings were slightly lower in Eastern Europe due to a decline in average prices, but reflect our efforts to gain market shares based on our cost advantages. In total, the Bricks & Tiles Europe Division reported a year-on-year increase of 2% in revenues and 3% in operating EBITDA for the third quarter of 2013.

In the Pipes & Pavers Division, revenues rose by 3% and operating EBITDA by 2%. Our plastic pipe producer Pipelife nearly offset volume declines in its West European core markets with growth in the international project business for industrial pipes and special products. Earnings were slightly higher in Eastern Europe due to a trend reversal on the particularly difficult Greek and Bulgarian markets. Steinzeug-Keramo, our specialist for ceramic pipe systems, continued to benefit from strong exports to the Middle East and registered a slight increase in volumes during the third quarter. Semmelrock, Wienerberger's concrete paver specialist, was hardest hit by the weak market conditions in Eastern Europe and recorded in part double-digit volume declines. However, the previously implemented cost reduction measures supported an improvement in margins in this business during the third quarter.

The North America Division benefited from dynamic momentum in US new residential construction during the third quarter, which brought double-digit growth in brick volumes. Strict cost management equalized the slight year-on-year decline in average prices that resulted, above all, from pressure in individual US brick markets. Wienerberger's Canadian business recorded volume declines in a weakening market. In total, the North America Division reported a 1% increase in revenues and 3% higher EBITDA for the third quarter.

Group revenues for the first nine months rose by 17% to approx. € 2 billion and operating EBITDA by 4% to approx. € 211 million. The initial consolidation of Pipelife contributed € 348 million to revenues and € 31 million to operating EBITDA. Our restructuring program, which is focused primarily on the brick and concrete paver businesses, produced roughly € 14 million of cost savings during the first nine months. Net debt, which totaled nearly € 800 million at the end of June 2013, declined significantly to approx. € 660 million as of September 30 as planned. With nearly € 400 million of cash, Wienerberger has strong liquidity reserves that are available to finance the operating business and to redeem the € 250 million bond that will mature in July 2014.



*Heimo Scheuch,  
Chief Executive Officer of  
Wienerberger AG*

**Sound performance by Bricks & Tiles Europe during Q3 in a difficult market**

**Pipes & Pavers Europe Division with moderate revenue and earnings growth in Q3**

**North America Division with higher volumes and margins in brick business**


**Results for 1-9/13:  
Revenues +17%  
Operating EBITDA + 4%  
€ 14 million in savings**

**Construction in many European countries is lower than the 2009 crisis year**

The development of business in all divisions was influenced by unusually severe winter weather and a difficult market environment during the first nine months of 2013. In many of our key markets, e.g. the Netherlands, Belgium, France and nearly all East European countries, construction was lower than the 2009 crisis year. Forecasts for the last quarter point to a continuation of this trend: with the exception of Great Britain, the markets in Europe will remain weak. Affordable housing is therefore becoming an increasingly critical issue. Wienerberger is engaged in raising the awareness of local decision-makers for the importance of public sector support for residential construction, in particular because it also creates key economic impulses through the wide range of related jobs. A number of countries have already recognized this fact and are addressing the issue. We are optimistic that the necessary steps will be taken and produce the essential impulses for residential construction.

**EBITDA goal of € 260 million for full year confirmed**

My guidance for the Wienerberger Group remains intact to generate operating EBITDA of € 260 million in 2013. I am well aware that this is an ambitious goal, but we are working hard to meet it. Our top priorities in this challenging market environment are the generation of strong cash flows, the improvement of our market positions and the development of new products. The above-mentioned restructuring measures are being implemented as planned and will contribute the expected € 18 million of cost savings this year. Net debt should fall close to the December 31, 2012 level by year-end, which will reduce the ratio of net debt to operating EBITDA below the target of 2.5 years. Capital expenditure should be in line with the earmarked € 115 million in 2013. These investments are related almost entirely to normal capex, which also covers innovations and new technologies. Following the successful launch of one of our top wall building materials – the mineral wool-filled clay block – in Germany, we are now working on the product launch of this high-thermal insulating product in other markets. We opened a filling plant in Austria during September, and a similar plant will go on stream in the Czech Republic by year-end. Although investments in such facilities are relatively low, they provide us with the opportunity to grow and gain market shares in a still difficult European construction market. This is an essential part of Wienerberger's future growth strategy.

Yours  


# Interim Management Report

## FINANCIAL REVIEW

### Earnings

Despite a weather-related weak start into the construction season, Wienerberger generated a 17% year-on-year increase in revenues to € 2,034.0 million for the first nine months of 2013. This increase was supported by the initial consolidation of Pipelife in the first five months. Organic revenue growth was negative at 3%, chiefly due to volume declines in the on-going difficult European market that were not fully offset by higher volumes in the USA. Business development in Russia and India remained sound.

The Bricks & Tiles Europe Division recorded a 5% decline in revenues to € 1,065.4 million for the first nine months. Operating EBITDA was also negatively affected by the cost of extended winter standstills and fell 15% year-on-year to € 131.5 million.

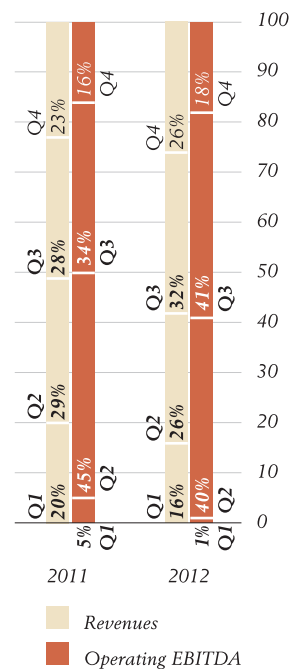
Revenues in the Pipes & Pavers Europe Division rose from € 479.9 million to € 792.6 million and operating EBITDA from € 51.1 million to € 80.7 million for the reporting period due to the initial consolidation of Pipelife. Steinzeug-Keramo reported nearly stable volumes, but volumes in the weather-dependent concrete paver business were substantially lower year-on-year. Despite a decline in revenues, earnings in this business improved substantially due to strict cost savings and efficiency improvement measures.

The North America Division reported a 21% increase in revenues to € 171.2 million based on the initial consolidation of Pipelife's US activities and higher revenues in the brick business. Operating EBITDA rose by € 4.0 million year-on-year to € 9.6 million for the first nine months of 2013.

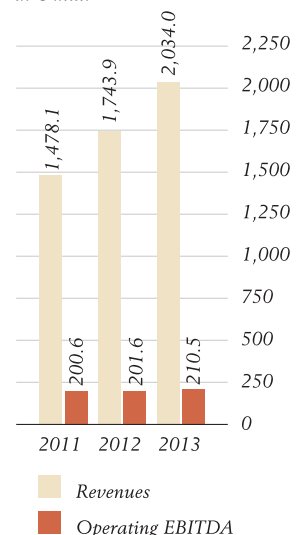
Operating EBITDA recorded by the Wienerberger Group amounted to € 210.5 million for the first nine months, which represents an increase of 4% over the prior year level of € 201.6 million. The initial consolidation of Pipelife added € 31.1 million to EBITDA in the first five months and, together with higher earnings in North America, more than offset the EBITDA decline in the Bricks & Tiles Europe Division. Operating EBIT fell by 8% year-on-year to € 54.8 million.

The substantial year-on-year decline in financial results to € -48.4 million (2012: € 6.6 million) is explained by a positive non-recurring effect in the previous year. The Pipelife takeover in the first half of 2012 also involved the revaluation of Wienerberger's previous equity stake, which led to a positive non-recurring effect of € 42.3 million. This valuation effect was calculated as the difference between the purchase price for the newly acquired 50% stake, after adjustment for a control premium, and the carrying amount of the original investment. Income from associates and joint ventures was negative at € -1.7 million for the reporting period, mainly due to lower income recorded by the Tondach Gleinstätten Group. Profit before tax fell to € 6.4 million for the first nine months of 2013 (2012: € 57.3 million) due to the increase in financing costs following the Pipelife acquisition in 2012. After the deduction of taxes, the Wienerberger Group recorded a loss of € 5.6 million for the reporting period (2012: net profit of € 46.7 million). Earnings per share equaled € -0.25, compared with € 0.20 in the first nine months of 2012. The calculation of earnings per share includes an adjustment for the accrued hybrid coupon.

**Revenues and Operating EBITDA**  
in % of 100



**Q1 - Q3 Revenues and Operating EBITDA**  
in € mill.





**Positive cash flow from operating activities**

## Cash Flow

Cash flow from operating activities amounted to € 37.3 million for the reporting period and is characterized by a seasonal increase in working capital, above all in trade receivables. Expenditures for normal capex (maintenance and investments in technical upgrades for production processes) amounted to € 63.6 million. In the first nine months of 2012, cash flow from investing activities was clearly negative due to the acquisition of the remaining 50% stake in Pipelife. Cash flow from financing activities totaled € 183.6 million, whereby the € 32.5 million hybrid coupon payment and the € 13.8 million dividend payment represented the main cash outflows. These items were offset in part by € 3.1 million of dividends received by Wienerberger, primarily from the Schlagmann joint venture. Cash flows from financing activities also included the proceeds from the € 300 million bond issued in April 2013, which were contrasted by the reclassification of a bond due in July 2014 from non-current to current financial liabilities and the repayment of non-current financial liabilities.

**Higher net debt due to seasonal increase in working capital**

## Asset and Financial Position

The negative comprehensive income after tax was the main reason for the € 97.2 million reduction in Group equity, with negative foreign exchange differences comprising € 51.7 million of this amount. Equity was also reduced by the € 32.5 million hybrid coupon payment in February 2013 and the € 13.8 million dividend payment. Net debt rose by € 60.6 million over the level on December 31, 2012 to € 662.6 million due to the earnings decline and the seasonal increase in working capital.

**Net debt / operating EBITDA of 2.6 years as of Sept. 30, 2013**

## Financing and Treasury

Gearing rose to 29% at the end of the reporting period due to seasonal factors. The indicators calculated for the first nine months of 2013 based on rolling 12-month results show net debt / operating EBITDA of 2.6 years and operating EBITDA / interest result of 4.5 – both of which are comfortably below, respectively above the agreed levels defined by the credit agreements.

In April 2013 Wienerberger issued a seven-year bond with a volume of € 300 million and a fixed coupon of 4.00%. The issue, which was oversubscribed several times, was placed internationally with banks and institutional funds. Wienerberger intends to use the proceeds to refinance the bond that will mature in July 2014, to fund the operating business and to strengthen the Group's liquidity. The protection of the strong capital structure and financial discipline remain the top priorities. Accordingly, the Managing Board's goal to hold the ratio of net debt to operating EBITDA below 2.5 at year-end remains intact.

<b>Treasury Ratios</b>	<b>30.9.2012 <sup>3)</sup></b>	<b>31.12.2012 <sup>3)</sup></b>	<b>30.9.2013</b>	<b>Threshold</b>
Net debt / operating EBITDA <sup>1)</sup>	2.7	2.2	2.6	<3.50
Operating EBITDA <sup>1)</sup> / interest result <sup>2)</sup>	5.5	5.0	4.5	>3.75

1) Calculated on the basis of operating EBITDA for 12 months

2) Calculated on the basis of interest results for 12 months

3) Pro-forma calculation, including 12 months of EBITDA and interest results for Pipelife

## The Third Quarter of 2013

Group revenues increased 2% to € 773.4 million in the third quarter. After a difficult first half-year that was influenced, above all, by severe weather, the Bricks & Tiles Europe Division recorded a slight improvement in revenues and earnings during the past quarter. Higher volumes in all product groups and the scheduled implementation of cost savings measures offset the year-on-year decline in average prices in Eastern Europe. Group operating EBITDA rose in line with expectations by 4% to € 104.2 million, supported by generally stable development in the Pipes & Pavers Europe Division and moderate earnings growth in the North American business. Operating results for the third quarter were negatively influenced by € 2.1 million of foreign exchange effects, above all from the Norwegian krone, Russian ruble, British pound and US dollar.

**Operating EBITDA rises 4% to € 104.2 million in Q3**

The Bricks & Tiles Europe Division recorded an increase of 2% in revenues to € 412.9 million and 3% in operating EBITDA to € 67.8 million for the third quarter. Demand in Wienerberger's European brick business stabilized as expected at the beginning of this year, which supported volume growth across all product groups and a slight improvement in revenues. However, the Group was unable to offset the volume declines from the first six months due to the weather-related strong market downturn in early 2013 and an absence of capacity expansion by the construction industry. In the Bricks & Tiles Western Europe Segment, operating EBITDA rose by 9% to € 49.5 million based on the continued implementation of cost reduction measures and price increases to cover cost inflation. The East European Segment was unable to hold earnings constant in spite of higher volumes, and operating EBITDA fell by 9% to € 18.3 million. This development is chiefly attributable to a decline in average prices, which reflects the use of our cost advantages to increase market shares and strengthen our positions through flexible price management.

**Normalization of demand continues in Q3 and leads to a slight increase in revenues and earnings for Bricks & Tiles Europe**

The first half-year in the Pipes & Pavers Europe Division was influenced by the initial inclusion of Pipelife and followed by stable revenue and earnings development during the third quarter. Revenues rose by 3% year-on-year to € 296.8 million and operating EBITDA by 2% to € 34.5 million. The plastic pipe business generated modest revenue growth, which was driven by the international project business and higher volumes in Eastern Europe. The third quarter increase in revenues was supported by Poland, the largest single market in the region, as well as a recovery from a very low level in particularly challenging markets like Greece, Hungary, Bulgaria and Slovenia. Pipelife was confronted with volatile raw material costs and the resulting effect on earnings, but reacted with timely price management. A slight decline in operating EBITDA in Western Europe was offset by moderate earnings improvement in Eastern Europe which led, in total, to a modest improvement in the third quarter. At Steinzeug-Keramo, our specialist for ceramic pipe solutions, the positive second quarter volume trend continued during the past three months. Higher volumes in Western Europe and in the international export business equalized minor volume declines in Poland and the Czech Republic. In spite of the weather-related volume decline in the first quarter, volumes for the first nine months were only slightly lower than the prior year. Prices remained stable, but operating earnings fell slightly below the sound third quarter of 2012 due to maintenance-related standstill costs.

**Stable revenue and earnings growth for Pipes & Pavers Europe in Q3**

Developments in the concrete paver business reflected a general continuation of the first half-year trend during the third quarter. The weather-related demand shifts from the first six months were no longer in force, but the on-going challenging economic environment in Eastern Europe was responsible for a slight revenue decline in the core countries of the Semmelrock Group. However, Semmelrock recorded an improvement in operating earnings because of the

**Concrete paver business continues to benefit from cost savings measures**

improved cost structure that resulted from the previously implemented cost savings measures in production, administration and sales.

### Slight improvement in North America

The North America Division reported a slightly positive earnings development for the reporting period. The North American brick business generated double-digit volume growth, which was driven by our activities in the USA. In contrast, operating EBITDA rose by only a moderate amount because of regional price pressure and the resulting decline in average prices. Earnings in the North American plastic pipe business remained constant at the good prior year level in spite of a decline in revenues. The North America Division recorded an increase of 1% in revenues to € 62.3 million and 3% in operating EBITDA to € 5.2 million in the third quarter of 2013.

<b>Third party revenues in € mill.</b>	<b>7-9/2012</b>	<b>7-9/2013</b>	<b>Chg. in %</b>
Bricks & Tiles Europe	403.5	412.9	+2
Bricks & Tiles Western Europe	304.6	310.6	+2
Bricks & Tiles Eastern Europe	98.9	102.3	+3
Pipes & Pavers Europe	288.6	296.8	+3
Pipes & Pavers Western Europe <sup>1)</sup>	158.8	162.1	+2
Pipes & Pavers Eastern Europe <sup>1)</sup>	129.7	134.7	+4
North America	61.4	62.3	+1
Holding & Others	1.5	1.4	-4
<b>Wienerberger Group</b>	<b>755.0</b>	<b>773.4</b>	<b>+2</b>

<b>Operating EBITDA in € mill.</b>	<b>7-9/2012</b>	<b>7-9/2013</b>	<b>Chg. in %</b>
Bricks & Tiles Europe	65.6	67.8	+3
Bricks & Tiles Western Europe	45.6	49.5	+9
Bricks & Tiles Eastern Europe	20.0	18.3	-9
Pipes & Pavers Europe	33.9	34.5	+2
Pipes & Pavers Western Europe <sup>1)</sup>	19.6	19.4	-1
Pipes & Pavers Eastern Europe <sup>1)</sup>	14.3	15.0	+5
North America	5.0	5.2	+3
Holding & Others	-4.0	-3.2	+20
<b>Wienerberger Group</b>	<b>100.5</b>	<b>104.2</b>	<b>+4</b>

1) The prior year values were adjusted to reflect a change in the allocation of holding company costs.



## OPERATING SEGMENTS

### Bricks & Tiles Europe

In the Bricks & Tiles Europe Division, the weather-related weak start into 2013 was followed by stabilizing demand during the third quarter in line with expectations. Higher volumes in all product groups led to a slight increase in revenues over the comparable prior year period. Lower average prices in Eastern Europe were equalized by price adjustments to cover cost inflation in Western Europe and previously implemented restructuring measures. These factors, in total, supported a slight year-on-year improvement in operating EBITDA for the Bricks & Tiles Europe Division during the third quarter.

However, the positive development in the third quarter of 2013 was unable to offset the initial decline in revenues and earnings because the construction industry did not expand capacity to handle the backlog of projects from the weather-related difficult first months of the year. Construction projects were postponed, and the hoped-for catch-up effects in the relevant markets did not materialize. The Bricks & Tiles Europe Division reported a 5% year-on-year decline in revenues to € 1,065.4 million for the first nine months of 2013 and a 15% drop in operating EBITDA to € 131.5 million.

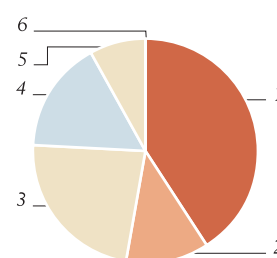
The announced restructuring program is being implemented as planned, whereby the focus is on the implementation of shift models, the mothballing of plants and structural adjustments in administration and sales. Another focal point is the further optimization of cost structures through the creation of additional plant clusters and the shift of production to alternative locations. The cost reduction program resulted in total savings of € 14.2 million for the Wienerberger Group during the first nine months of 2013. The clay block and facing brick activities in the Netherlands, Belgium, Germany and France were a key element of these measures and, consequently, most of the Group-wide cost savings were recorded in the Bricks & Tiles Western Europe Segment.

<b>Bricks &amp; Tiles Europe</b>		<b>1-9/2012</b>	<b>1-9/2013</b>	<b>Chg. in %</b>
Third party revenues	<i>in € mill.</i>	1,116.9	1,065.4	-5
Operating EBITDA	<i>in € mill.</i>	155.6	131.5	-15
Operating EBIT	<i>in € mill.</i>	56.5	31.9	-43
Total investments	<i>in € mill.</i>	45.0	38.6	-14
Capital employed	<i>in € mill.</i>	2,038.2	1,833.9	-10
Ø Employees		8,806	8,341	-5

Despite the normalization of demand in many regions during the third quarter, we expect a continuation of the difficult market environment in Europe during the final months of 2013 and moderate volume declines in the Bricks & Tiles Europe Division. The Netherlands, Belgium, France, Poland and Czech Republic should record further, in part substantial, declines in new residential construction for the full year. The Hungarian market did not bottom out as expected, but recorded another sharp drop in the demand for wall building materials. In Germany, Wienerberger sees stable development in single- and two-family house construction after the weak start at the beginning of the year. Great Britain should generate sound growth in new residential construction by year-end, and the positive trend should continue in Russia.

**Demand normalizes in line with expectations during Q3**

**Q1 - Q3 Third Party Revenues by Segment**



1 Bricks & Tiles  
Western Europe 41%

2 Bricks & Tiles  
Eastern Europe 12%

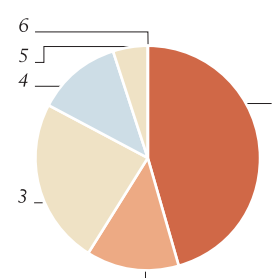
3 Pipes & Pavers  
Western Europe 23%

4 Pipes & Pavers  
Eastern Europe 16%

5 North America 8%

6 Holding & Others 0%

**Q1 - Q3 Operating EBITDA by Segment**



1 Bricks & Tiles  
Western Europe 48%

2 Bricks & Tiles  
Eastern Europe 14%

3 Pipes & Pavers  
Western Europe 25%

4 Pipes & Pavers  
Eastern Europe 13%

5 North America 5%

6 Holding & Others -5%

**Market normalization in Q3 unable to offset volume declines from first half-year**

## Bricks & Tiles Western Europe

Business development in the Bricks & Tiles Western Europe Segment was characterized by increasing normalization on the relevant markets during the third quarter in line with expectations. However, positive impulses in individual markets were unable to completely offset the volume declines in clay blocks and roof tiles from the weather-related difficult first half-year. The market recovery in Great Britain held facing brick volumes relatively constant at the 2012 level during the reporting period. Revenues in Western Europe declined by 5% to € 822.6 million in the first nine months of 2013. The slight improvement in average prices and savings from the restructuring program were unable to completely offset the lower volumes and resulting higher unit costs. Operating EBITDA equaled € 101.4 million for the reporting period, which is 11% lower than the first nine months of 2012.

Bricks & Tiles Western Europe		1-9/2012	1-9/2013	Chg. in %
Third party revenues	<i>in € mill.</i>	869.7	822.6	-5
Operating EBITDA	<i>in € mill.</i>	114.1	101.4	-11
Operating EBIT	<i>in € mill.</i>	44.9	31.8	-29
Total investments	<i>in € mill.</i>	34.7	26.6	-23
Capital employed	<i>in € mill.</i>	1,532.9	1,406.6	-8
Ø Employees		6,259	5,957	-5
Sales volumes clay blocks	<i>in mill. NF</i>	1,697	1,575	-7
Sales volumes facing bricks	<i>in mill. WF</i>	943	954	+1
Sales volumes roof tiles <sup>1)</sup>	<i>in mill. m<sup>2</sup></i>	17.85	16.80	-6

1) Sales volumes of clay and concrete roof tiles including accessories; the comparable prior year values were adjusted

**Price increases to cover cost inflation in Germany**

Germany, the largest market in the region, has shown the first signs of a positive trend in building permits for single- and two-family houses. In spite of this development, housing starts are still slightly lower than the previous year due to the difficult weather during the first six months and the lack of capacity expansion in the construction industry. The result was a decline in sales volumes of facing bricks and roof tiles. The positive market trend was, however, reflected in the stable development of clay block volumes during the first nine months of 2013. Shifts in the mix to premium products allowed for price adjustments to cover cost inflation, which together with the planned implementation of optimization measures led to a stabilization of earnings.

**Lower volumes in France due to difficult markets**

In France, the difficult market environment continued during the third quarter with no signs of a reversal in the negative trend for single- and two-family house construction or renovation. This development was reflected in a sharp drop in clay block and roof tile volumes during the first nine months of 2013. Resulting higher unit costs were only offset in part by an increase in average prices as well as restructuring measures and led to an earnings decline during the reporting period. One positive note is the steady increase in brick market shares over concrete as a wall building material.

**Residential construction market in Benelux remains difficult**

New residential construction and renovation in the Netherlands weakened further. Real estate prices appear to be stabilizing, but many homeowners are facing property values that are lower than the related mortgages. In addition, restrictive bank lending and low consumer confidence represent major problems for the market. Average prices remained stable, but the current situation led to sharp volume declines in all product groups during the first nine months of 2013. In spite of the implemented optimization measures, the Netherlands reported a decline

in revenues and earnings. Single- and two-family house construction in Belgium also weakened slightly during the reporting period and led to a decline in volumes in clay blocks, facing bricks and roof tiles. The roofing business normalized in line with expectations during the third quarter, but was unable to offset the volume declines caused by the weak renovation sector and the long winter. Average prices improved in all product groups as a result of shifts in the mix to premium products and price adjustments to cover cost inflation. These factors led to a year-on-year drop in revenues and earnings for the first nine months of 2013 in Belgium.

In Great Britain, the recovery in new residential construction and renovation that took hold in the first half-year continued from a low level during the third quarter. The result was a sound year-on-year increase in volumes of facing bricks and roof tiles. Wienerberger's customers include large property developers, above all in the facing brick business, and framework agreements concluded during 2012 held the increase in margins below volumes for the first nine months. The roofing business made a solid contribution to revenues and earnings for the reporting period.

Wienerberger expects a continued difficult market environment for the Bricks & Tiles Western Europe Segment during the final months of 2013. Single- and two-family house construction is projected to weaken substantially, above all in the Netherlands, France and Belgium. In these countries, the focus will remain on the implementation of the previously introduced restructuring measures. Our outlook for Germany and Great Britain is optimistic, and we are projecting stable to slightly positive development. The market recovery in Great Britain is an indication that stable to slightly positive volume growth for facing bricks is possible in Western Europe for the full year. For clay blocks and roof tiles we are still forecasting moderate volume declines for 2013.

### Bricks & Tiles Eastern Europe

The market environment in Eastern Europe remained difficult during the third quarter of 2013. Wienerberger's proactive pricing policy not only held clay block volumes constant in many countries in contrast to the market trends, but also strengthened market positions. Revenues declined 2% year-on-year to € 242.8 million for the reporting period. Operating EBITDA was negatively influenced by lower average prices and fell 27% year-on-year to € 30.1 million. In order to protect our competitive position on the East European markets, we are increasing our investments in innovative products for this region. A production facility for high thermal insulating mineral wool-filled clay blocks started operations in Austria during the reporting period, and a similar facility is scheduled to start operations in the Czech Republic during the fourth quarter of 2013.

<b>Bricks &amp; Tiles Eastern Europe</b>		<b>1-9/2012</b>	<b>1-9/2013</b>	<b>Chg. in %</b>
Third party revenues	<i>in € mill.</i>	247.2	242.8	-2
Operating EBITDA	<i>in € mill.</i>	41.5	30.1	-27
Operating EBIT	<i>in € mill.</i>	11.6	0.1	-99
Total investments	<i>in € mill.</i>	10.3	12.0	+16
Capital employed	<i>in € mill.</i>	505.3	427.3	-15
Ø Employees		2,547	2,384	-6
Sales volumes clay blocks	<i>in mill. NF</i>	2,088	2,129	+2

Single- and two-family house construction in Poland declined noticeably during the first nine months of 2013. Wienerberger held clay block volumes nearly constant in this difficult

**On-going market recovery in Great Britain drives volume growth**

**Volume declines for clay blocks and roof tiles expected in 2013**

**Difficult markets in Eastern Europe and lower average prices in first nine months of 2013**

**Substantial weakness on Polish market**

market environment with targeted sales promotions, but lower average prices led to a year-on-year drop in earnings.

**Sharp declines on markets in Czech Republic and Slovakia**

The markets in the Czech Republic and Slovakia weakened substantially, but clay block volumes were stable to slightly positive as the result of proactive pricing strategies. Lower average prices also led to earnings declines in these countries. A production plant for mineral wool-filled clay blocks will start operations in the Czech Republic during the fourth quarter. This investment represents an important step forward, above all in two difficult markets, where we intend to strengthen our innovation potential.

**Further decline from low level in Hungary**

The Hungarian market showed no signs of a trend reversal, and single- and two-family house construction fell further from the already very low level. Wienerberger was able to slightly increase clay block volumes in this difficult environment at lower average prices and strengthened its market positions.

**Continued sound development in Russia**

Business development in Russia remained sound during the reporting period. Earnings improved significantly based on higher average prices.

**Markets in Romania and Bulgaria bottom out**

In Romania and Bulgaria, the bottoming out that began during the first half-year was confirmed during the third quarter and led to an increase in clay block volumes. Average prices were stable, and revenues and earnings improved.

**Steady pressure on prices expected for Eastern Europe in 2013**

Our forecasts for the full year remain unchanged: we expect substantial market declines and continuing pressure on prices in Poland, Hungary, Czech Republic and Slovakia. However, we intend to use our cost advantages to strengthen individual market positions. The market in Russia should remain positive and support further revenue and earnings growth. For Romania and Bulgaria, we are optimistic that the current stabilization will continue at a low level.

## **Pipes & Pavers Europe**

**Operating EBITDA in Pipes & Pavers Europe Division rises by 58% year-on-year**

The Pipes & Pavers Europe Division reported an increase of 65% in revenues to € 792.6 million and 58% in operating EBITDA to € 80.7 million for the first nine months of 2013. Business development in the individual units was generally stable, but the strong earnings growth was driven primarily by the initial consolidation of Pipelife, one of the leading plastic pipe producers in Europe. The Pipelife Group contributed € 31.1 million to Group EBITDA in the first five months of 2013. Highly volatile raw material prices created a major challenge for price management in Pipelife's European business, whereby the necessary adjustments were in part only possible with a delay. Continuing low investment confidence in both the private and public sectors led to a slight volume decline, above all in Western Europe. However, this weakness was offset by sound growth in the international project business and higher revenues and earnings in Eastern Europe. Solid development was recorded in challenging markets like Greece, Russia and Bulgaria where earnings improved substantially, but at a low level. Operating results for the Pipelife Group remained generally stable in year-on-year comparison.

**Steinzeug-Keramo nearly offsets weather-related volume declines; Semmelrock benefits from cost reduction measures**

Volumes in the ceramic pipe business were only slightly lower than the previous year by the end of September 2013. Growth in Western Europe and the export business nearly offset the weather-related volume declines from the first months of 2013 and the declines in Poland and the Czech Republic. Strict price management successfully held prices constant at a solid level. Operating earnings were slightly lower than the good prior year because of standstill costs for

maintenance and the remaining weather-related volume declines from the beginning of the year. Semmelrock, our specialist for concrete pavers, benefited from the previously implemented cost reduction measures during the reporting period. Capacity adjustments and the optimization of shift models as well as savings in sales and administration offset the volume declines in the economically challenging East European core markets and led to a sound improvement in profitability. Average prices remained stable due to strict price management and shifts in the mix to premium products, and market shares increased in a number of countries.

<b>Pipes &amp; Pavers Europe</b>		<b>1-9/2012</b>	<b>1-9/2013</b>	<b>Chg. in %</b>
Third party revenues	<i>in € mill.</i>	479.9	792.6	+65
Operating EBITDA	<i>in € mill.</i>	51.1	80.7	+58
Operating EBIT	<i>in € mill.</i>	29.0	44.9	+55
Total investments	<i>in € mill.</i>	164.4	16.4	-90
Capital employed	<i>in € mill.</i>	656.1	614.5	-6
Ø Employees		2,412	4,057	+68

The Pipes & Pavers Europe Division will report a sound improvement in revenues and operating EBITDA at year-end due to the initial consolidation of Pipelife. Our forecasts for the plastic pipe business still show flat earnings development in comparison with the previous year. Slightly lower earnings as a result of the severe weather during the first half-year and limited infrastructure investments in a number of core European countries will be moderated by growth in the international export business and earnings improvement in Eastern Europe. In the ceramic pipe business, we assume earnings will be slightly lower than the very strong prior year. The stabilization of demand after the weather-related declines at the start of the year and the continued improvement of the product mix could largely offset the standstill costs for maintenance. For our concrete paver business, we expect a continuation of the current trend during the last quarter. The previously implemented cost reduction measures should equalize the market-related volume declines and support a year-on-year increase in operating EBITDA and a substantial improvement in profitability.

**Sound growth in revenues and earnings expected for 2013**

### **Pipes & Pavers Western Europe**

Revenues in the Pipes & Pavers Western Europe Segment rose by 77% to € 460.8 million and operating EBITDA by 68% to € 52.5 million due to the initial consolidation of the plastic pipe business. The weather-related difficult market environment at the beginning of the year was followed by stabilizing demand during the second and third quarters. The international project business with special pipes for industrial applications generated further volume growth. In contrast, continuing weakness on markets in France and the Netherlands led to a decline in revenues and earnings. Price management was faced with a major challenge in the form of highly volatile raw material costs that in part could only be passed on with a delay. Pipelife recorded a slight decline in revenues and earnings in Western Europe for the reporting period.

**Earnings growth of 68% due to Pipelife consolidation**

Our specialist for ceramic pipe solutions, Steinzeug-Keramo, reported higher volumes for the past three months following the normalization of the market environment in the second quarter. Growth in Western Europe, above all in the home market of Germany, offset slightly lower volumes in Eastern Europe, primarily in the Czech Republic and Poland. In both Poland and the Czech Republic, public tenders for wastewater disposal projects are below the 2012 level. Volumes for the first nine months were only slightly lower than the comparable prior year period. Average prices remained stable, but profitability was negatively influenced by standstill

**Steinzeug-Keramo with nearly stable volumes despite weather-related declines in early 2013**

costs resulting from maintenance work. Consequently, results for the reporting period did not match the very good operating results from the previous year.

<b>Pipes &amp; Pavers Western Europe</b>		<b>1-9/2012</b>	<b>1-9/2013</b>	<b>Chg. in %</b>
Third party revenues	<i>in € mill.</i>	259.8	460.8	+77
Operating EBITDA	<i>in € mill.</i>	31.2	52.5	+68
Operating EBIT	<i>in € mill.</i>	21.5	33.0	+54
Total investments	<i>in € mill.</i>	153.3	12.6	-92
Capital employed	<i>in € mill.</i>	355.3	317.6	-11
Ø Employees		949	1,782	+88

**Strong revenue and earnings growth expected for full year**

In the plastic pipe business, we expect generally stable development for 2013. The fourth quarter should bring a continuation of the positive trend in the international project business as well as further stabilization in demand, which should lead to nearly flat earnings development. The ceramic pipe business should produce moderate volume growth during the last three months, which will again be driven by positive development in Western Europe and the export business. However, the fourth quarter earnings are not expected to balance out the previous decline in operating EBITDA. The Pipes & Pavers Western Europe Segment should generate a sound improvement in revenues and earnings for the full year based on the initial consolidation of the plastic pipe business for the first five months.

### **Pipes & Pavers Eastern Europe**

**Earnings rise by 42% to € 28.2 million**

The Pipes & Pavers Eastern Europe Segment recorded an increase of 51% in revenues to € 331.8 million and 42% in operating EBITDA to € 28.2 million due to the initial consolidation of the plastic pipe business. Pipelife reported a further increase in revenues and earnings in the third quarter, despite a continuation of very different economic conditions on the East European markets. Development was dynamic in Russia and Greece, with successfully implemented structural adjustments supporting sound earnings improvement in the Greek business unit. The strong third quarter in Bulgaria also led to a sound increase in earnings in the reporting period. In Austria and Poland, the two largest single markets for the Pipelife Group in Eastern Europe, demand stabilized and the first half-year declines were followed by stable results for the third quarter.

**Higher earnings despite volume decline at Semmelrock**

Semmelrock, our concrete paver specialist in Central-Eastern Europe, generated solid performance in a difficult market environment and recorded a clear increase in operating EBITDA for the first nine months. The company benefited, above all, from the implementation of cost savings measures and the resulting improvement in production, sales and administrative cost structures. This more than offset the 12% volume decline for the reporting period that was caused by a sharp drop in public and private sector demand and by the severe weather at the beginning of the year. A sound improvement in profitability for Semmelrock was the result. Average prices generally remained constant in year-on-year comparison due to strict price management and shifts in the mix to premium products. Market shares increased in countries such as the Czech Republic, Hungary and Bulgaria despite strong competition. In Poland, leaner cost structures supported an improvement in earnings during the third quarter after the weather-related strong earnings decline recorded in the first half-year.



<b>Pipes &amp; Pavers Eastern Europe</b>		<b>1-9/2012</b>	<b>1-9/2013</b>	<b>Chg. in %</b>
Third party revenues	<i>in € mill.</i>	220.1	331.8	+51
Operating EBITDA	<i>in € mill.</i>	19.9	28.2	+42
Operating EBIT	<i>in € mill.</i>	7.5	11.8	+58
Total investments	<i>in € mill.</i>	11.1	3.8	-66
Capital employed	<i>in € mill.</i>	300.8	297.0	-1
Ø Employees		1,463	2,275	+56

We expect a continuation of the previous trend during the fourth quarter and see modest earnings growth in the plastic pipe and concrete paver businesses. Pipelife should benefit from the stabilization of its Austrian and Polish core markets, from recovery in Greece and Bulgaria and from dynamic growth in Russia. At Semmelrock, activities will continue to focus on cost optimization measures. Together with the initial inclusion of Pipelife for the first five months of 2013, the Pipes & Pavers Eastern Europe Segment should generate a sound improvement in revenues and earnings for the full year.

**Slight earnings growth in Q4 and sound revenue and earnings growth expected for full year**

## North America

The recovery on the US residential construction market continued during the third quarter of 2013. Slight positive volume growth in the first half of 2013 was followed by a strong increase in the demand for bricks during the third quarter. In Canada, we maintained our position in a difficult market environment and held margins constant in spite of a decline in volumes. In total, facing brick volumes for the first nine months were 9% higher. Average brick prices were slightly lower year-on-year due to continuing price pressure in regional markets. However, the volume increase and strict cost management helped to improve brick margins. Operating earnings in the North American plastic pipe business were only slightly lower than the very good prior year. Revenues in the North America Division rose by 21% to € 171.2 million, above all due to the initial consolidation of Pipelife's North American activities. Operating EBITDA improved significantly during the reporting period with a 71% increase to € 9.6 million.

**Continued recovery in US residential construction**

<b>North America</b>		<b>1-9/2012</b>	<b>1-9/2013</b>	<b>Chg. in %</b>
Third party revenues	<i>in € mill.</i>	142.0	171.2	+21
Operating EBITDA	<i>in € mill.</i>	5.6	9.6	+71
Operating EBIT	<i>in € mill.</i>	-11.9	-7.4	+38
Total investments	<i>in € mill.</i>	12.9	3.8	-71
Capital employed	<i>in € mill.</i>	496.6	438.1	-12
Ø Employees		1,090	1,212	+11
Sales volumes facing bricks	<i>in mill. WF</i>	226	245	+9

We expect a continuation of the positive trend in US new residential construction during the last quarter of 2013. Based on the latest forecasts by the US Census Bureau for single-family housing starts, we expect double-digit volume growth in facing bricks on our relevant markets for the full year. The plastic pipe business should record a moderate decline in earnings compared to the very good prior year. In total, we expect an increase in revenues and earnings for the North America Division in 2013.

**Revenue and earnings growth expected for 2013**

**Sound revenue and  
earnings growth in India**

## Holding & Others

Our brick activities in India continued their dynamic development during the third quarter of 2013, with an increase in revenues and earnings for the first nine months. Revenues in the Holding & Others Division rose by 7% to € 4.3 million, while operating EBITDA declined to € -11.3 million. The market environment in India is expected to remain positive through the end of this year, and we expect an increase in revenues and earnings.

<b>Holding &amp; Others</b>		<b>1-9/2012</b>	<b>1-9/2013</b>	<b>Chg. in %</b>
Third party revenues	<i>in € mill.</i>	4.0	4.3	+7
Operating EBITDA	<i>in € mill.</i>	-10.7	-11.3	-6
Operating EBIT	<i>in € mill.</i>	-14.0	-14.6	-5
Total investments	<i>in € mill.</i>	3.7	5.4	+47
Capital employed	<i>in € mill.</i>	17.5	14.2	-19
Ø Employees		210	206	-2

# Interim Financial Statements (IFRS)

## Wienerberger Group

### Income Statement

<i>in TEUR</i>	7-9/2013	7-9/2012	1-9/2013	1-9/2012
Revenues	773,590	755,239	2,034,033	1,743,907
Cost of goods sold	-536,350	-519,886	-1,439,896	-1,200,984
<b>Gross profit</b>	<b>237,240</b>	<b>235,353</b>	<b>594,137</b>	<b>542,923</b>
Selling expenses	-142,103	-140,235	-396,225	-362,424
Administrative expenses	-38,739	-39,557	-118,828	-108,694
Other operating expenses	-17,710	-11,876	-47,179	-43,784
Other operating income	11,246	8,879	22,918	31,602
<b>Profit/loss before restructuring costs and impairment charges to property, plant and equipment</b>	<b>49,934</b>	<b>52,564</b>	<b>54,823</b>	<b>59,623</b>
Restructuring costs and impairment charges to property, plant and equipment	0	-8,927	0	-8,927
<b>Profit/loss after restructuring costs and impairment charges to property, plant and equipment</b>	<b>49,934</b>	<b>43,637</b>	<b>54,823</b>	<b>50,696</b>
Income from investments in associates and joint ventures	3,433	1,969	-1,723	3,871
Interest and similar income	1,249	1,258	5,071	8,191
Interest and similar expenses	-15,691	-14,449	-44,880	-42,401
Other financial results	-3,260	-3,617	-6,866	36,969
<b>Financial results</b>	<b>-14,269</b>	<b>-14,839</b>	<b>-48,398</b>	<b>6,630</b>
<b>Profit/loss before tax</b>	<b>35,665</b>	<b>28,798</b>	<b>6,425</b>	<b>57,326</b>
Income taxes	-10,229	-6,360	-12,022	-10,638
<b>Profit/loss after tax</b>	<b>25,436</b>	<b>22,438</b>	<b>-5,597</b>	<b>46,688</b>
Thereof attributable to non-controlling interests	-181	-312	-731	-1,048
Thereof attributable to hybrid capital holders	8,192	8,170	24,308	24,331
<b>Thereof attributable to equity holders</b>	<b>17,425</b>	<b>14,580</b>	<b>-29,174</b>	<b>23,405</b>
<b>Earnings per share (in EUR)</b>	<b>0.15</b>	<b>0.13</b>	<b>-0.25</b>	<b>0.20</b>
<b>Diluted earnings per share (in EUR)</b>	<b>0.15</b>	<b>0.13</b>	<b>-0.25</b>	<b>0.20</b>

### Statement of Comprehensive Income

<i>in TEUR</i>	7-9/2013	7-9/2012	1-9/2013	1-9/2012
<b>Profit/loss after tax</b>	<b>25,436</b>	<b>22,438</b>	<b>-5,597</b>	<b>46,688</b>
Foreign exchange adjustments	-6,881	9,760	-50,840	54,015
Foreign exchange adjustments to investments in associates and joint ventures	-316	-517	-840	284
Changes in the fair value of available-for-sale financial instruments	120	652	21	2,393
Changes in hedging reserves	-1,843	136	6,414	2,211
<b>Other comprehensive income <sup>1)</sup></b>	<b>-8,920</b>	<b>10,031</b>	<b>-45,245</b>	<b>58,903</b>
<b>Total comprehensive income</b>	<b>16,516</b>	<b>32,469</b>	<b>-50,842</b>	<b>105,591</b>
Thereof comprehensive income attributable to non-controlling interests	-181	-306	-737	-1,039
Thereof share planned for hybrid capital holders	8,192	8,170	24,308	24,331
<b>Thereof comprehensive income attributable to equity holders</b>	<b>8,505</b>	<b>24,605</b>	<b>-74,413</b>	<b>82,299</b>

1) The components of other comprehensive income are reported net of tax and will be recycled in future periods.

## Balance Sheet

<i>in TEUR</i>	30.9.2013	31.12.2012
<b>Assets</b>		
Intangible assets and goodwill	856,651	882,060
Property, plant and equipment	1,685,135	1,803,067
Investment property	83,822	81,297
Investments in associates and joint ventures	27,356	33,039
Other financial assets	1,036	1,329
Deferred tax assets	39,616	39,490
<b>Non-current assets</b>	<b>2,693,616</b>	<b>2,840,282</b>
Inventories	693,999	700,925
Trade receivables	330,497	199,166
Other current receivables	93,936	84,566
Securities and other financial assets	72,764	72,504
Cash and cash equivalents	409,127	242,288
<b>Current assets</b>	<b>1,600,323</b>	<b>1,299,449</b>
<b>Total Assets</b>	<b>4,293,939</b>	<b>4,139,731</b>
<b>Equity and Liabilities</b>		
Issued capital	117,527	117,527
Share premium	1,083,973	1,083,973
Hybrid capital	492,896	492,896
Retained earnings	804,824	855,998
Other reserves	-211,021	-165,782
Treasury stock	-24,324	-24,324
<b>Controlling interests</b>	<b>2,263,875</b>	<b>2,360,288</b>
Non-controlling interests	2,659	3,396
<b>Equity</b>	<b>2,266,534</b>	<b>2,363,684</b>
Deferred taxes	107,256	105,822
Employee-related provisions	130,848	132,277
Other non-current provisions	50,438	53,001
Long-term financial liabilities	848,979	858,708
Other non-current liabilities	11,452	9,896
<b>Non-current provisions and liabilities</b>	<b>1,148,973</b>	<b>1,159,704</b>
Other current provisions	54,234	80,618
Short-term financial liabilities	295,486	58,062
Trade payables	256,808	253,149
Other current liabilities	271,904	224,514
<b>Current provisions and liabilities</b>	<b>878,432</b>	<b>616,343</b>
<b>Total Equity and Liabilities</b>	<b>4,293,939</b>	<b>4,139,731</b>

## Changes in Equity Statement

<i>in TEUR</i>	2013			2012 <sup>1)</sup>		
	Group	Non-controlling interests	Total	Group	Non-controlling interests	Total
<b>Balance on 1.1.</b>	<b>2,360,288</b>	<b>3,396</b>	<b>2,363,684</b>	<b>2,427,560</b>	<b>3,259</b>	<b>2,430,819</b>
Total comprehensive income	-50,105	-737	-50,842	106,630	-1,039	105,591
Dividend payments/hybrid coupon	-46,308	0	-46,308	-46,308	0	-46,308
Increase/decrease in non-controlling interests	0	0	0	-207	-36	-243
<b>Balance on 30.9.</b>	<b>2,263,875</b>	<b>2,659</b>	<b>2,266,534</b>	<b>2,487,675</b>	<b>2,184</b>	<b>2,489,859</b>

1) The prior year data were adjusted to reflect the premature application of IAS 19 Employee Benefits and the change to the equity method for companies previously included through proportionate consolidation.

## Cash Flow Statement

in TEUR

	1-9/2013	1-9/2012
Profit/loss before tax	6,425	57,326
Depreciation and amortization	155,680	141,967
Impairment of assets	0	4,821
Increase/decrease in long-term provisions and deferred taxes	-4,084	-2,945
Income from investments in associates and joint ventures	1,723	-3,871
Gain/loss from the disposal of fixed and financial assets	-4,306	-44,568
Interest results	39,809	34,210
Interest paid	-39,913	-40,883
Interest received	3,871	6,479
Income taxes paid	-8,738	-5,829
<b>Gross cash flow</b>	<b>150,467</b>	<b>146,707</b>
Increase/decrease in inventories	6,926	-15,703
Increase/decrease in trade receivables	-131,331	-87,657
Increase/decrease in trade payables	3,659	-39,679
Increase/decrease in other net current assets	9,959	33,618
Changes in non-cash items resulting from foreign exchange translation	-2,350	11,365
<b>Cash flow from operating activities</b>	<b>37,330</b>	<b>48,651</b>
Proceeds from the sale of assets (including financial assets)	8,195	7,179
Purchase of property, plant and equipment and intangible assets	-64,110	-79,269
Payments made for investments in financial assets	-102	0
Increase/decrease in securities and other financial assets	3,154	14,655
Net payments made for the acquisition of companies	26	-146,779
<b>Cash flow from investing activities</b>	<b>-52,837</b>	<b>-204,214</b>
Increase/decrease in long-term financial liabilities	-9,729	185,572
Increase/decrease in short-term financial liabilities	236,515	-308,327
Dividends paid by Wienerberger AG	-13,808	-13,808
Hybrid coupon paid	-32,500	-32,500
Dividend payments from associates and joint ventures	3,120	13,041
<b>Cash flow from financing activities</b>	<b>183,598</b>	<b>-156,022</b>
<b>Change in cash and cash equivalents</b>	<b>168,091</b>	<b>-311,585</b>
Effects of exchange rate fluctuations on cash held	-1,252	657
Cash and cash equivalents at the beginning of the period	242,288	490,373
<b>Cash and cash equivalents at the end of the period</b>	<b>409,127</b>	<b>179,445</b>

## Operating Segments

1-9/2013 in TEUR	Bricks & Tiles Europe		Pipes & Pavers Europe		North America	Holding & Others <sup>2)</sup>	Recon- ciliation <sup>3)</sup>	Wienerberger Group
	Bricks & Tiles Western Europe	Bricks & Tiles Eastern Europe	Pipes & Pavers Western Europe	Pipes & Pavers Eastern Europe				
Third party revenues	822,610	242,799	460,822	331,783	171,166	4,287		2,033,467
Inter-company revenues	7,208	4,551	9,760	9,540	0	6,481	-36,974	566
Total revenues	829,818	247,350	470,582	341,323	171,166	10,768	-36,974	2,034,033
Operating EBITDA	101,412	30,090	52,511	28,229	9,594	-11,333		210,503
Operating EBIT	31,807	136	33,046	11,821	-7,392	-14,595		54,823
Total investments	26,617	11,967	12,552	3,837	3,765	5,448		64,186
Capital employed	1,406,637	427,279	317,556	296,987	438,064	14,193		2,900,716
Ø Employees	5,957	2,384	1,782	2,275	1,212	206		13,816
<b>1-9/2012</b>								
Third party revenues	869,726	247,179	259,843	220,138	142,024	3,917		1,742,827
Inter-company revenues	6,000	3,415	2,725	4,123	100	6,410	-21,693	1,080
Total revenues	875,726	250,594	262,568	224,261	142,124	10,327	-21,693	1,743,907
Operating EBITDA <sup>1)</sup>	114,136	41,474	31,174	19,896	5,637	-10,727		201,590
Operating EBIT <sup>1)</sup>	44,894	11,565	21,460	7,564	-11,894	-13,966		59,623
Restructuring costs and impairment charges to property, plant and equipment	2,347	1,953	157	951	0	3,519		8,927
Total investments	34,717	10,313	153,317	11,122	12,932	3,647		226,048
Capital employed	1,532,950	505,269	355,251	300,758	496,592	17,543		3,208,363
Ø Employees	6,259	2,547	949	1,463	1,090	210		12,518

1) Adjusted for restructuring costs and impairment charges to goodwill and property, plant and equipment

2) The Holding & Others segment includes the costs for the corporate headquarters and business activities in India.

3) The 'reconciliation' column includes eliminations between Group companies.



# Notes to the Interim Financial Statements

## Basis of Preparation

The interim report as of September 30, 2013 was prepared in accordance with the principles set forth in International Financial Reporting Standards, Guidelines for Interim Reporting (IAS 34). The accounting and valuation methods in effect on December 31, 2012 remain unchanged. For additional information on the accounting and valuation principles, see the financial statements as of December 31, 2012, which form the basis for these interim financial statements.

The full takeover of Pipelife, which was finalized at the end of May 2012, led to a change in the definition of operating segments for reporting purposes to reflect the new assignment of management responsibilities. The business activities of the Wienerberger Group are still managed on a regional basis, whereby the new segmentation also reflects the different building material solutions. The Bricks & Tiles Europe Division covers activities in the areas of clay blocks, facing bricks and roof tiles in two segments: Bricks & Tiles Western Europe and Bricks & Tiles Eastern Europe. The Pipes & Pavers Europe Division contains the activities of the plastic pipe producer Pipelife, the ceramic pipe producer Steinzeug-Keramo and the concrete paver producer Semmelrock, and includes the Pipes & Pavers Western Europe and Pipes & Pavers Eastern Europe Segments. Activities in North America are reported together under the North America Segment. The Holding & Others Segment consists primarily of Wienerberger's brick business in India and activities at the corporate headquarters.

## Consolidation Range

The consolidated financial statements include all major Austrian and foreign companies in which Wienerberger AG has management control or directly or indirectly owns the majority of shares. The joint ventures in the Tondach Gleinstätten Group and the Schlagmann Group are reported at equity (50%).

Changes in the consolidation range increased revenues by TEUR 347,744 and operating EBITDA by TEUR 31,138 for the period from January 1, 2013 to September 30, 2013.

## Seasonality

The sales volumes recorded by Wienerberger during the first and last months are lower than at mid-year due to the negative impact of the weather on construction activity. These seasonal fluctuations are demonstrated by data from the first or fourth quarters of the year, which generally lie below results for the second and third quarter.

## Wienerberger Hybrid Capital

The TEUR 500,000 hybrid capital is reported as a component of equity, while the coupon payment is shown as part of the use of earnings on the changes in equity statement. The issue costs and the discount were deducted from retained earnings. Wienerberger AG paid a coupon of TEUR 32,500 on February 11, 2013. The proportionate share of the accrued coupon interest for the first nine months of 2013 equaled TEUR 24,308; this amount was reflected in the calculation of earnings per share and led to a reduction of EUR 0.21 in this ratio.

## Notes to the Income Statement

Group revenues rose by 17% over the comparable prior year period to TEUR 2,034,033 for the first nine months of 2013 (2012: TEUR 1,743,907). Operating EBITDA amounted to TEUR 210,503, which is TEUR 8,913 higher than the comparable prior year value of TEUR 201,590. Operating profit equaled TEUR 54,823 for the reporting period, compared with TEUR 59,623 in 2012.

Wienerberger held 2,464,138 treasury shares as of September 30, 2013, which were deducted for the calculation of earnings per share. The weighted number of shares outstanding from January 1, 2013 to September 30, 2013 was 115,062,626. The number of issued shares remained unchanged at 117,526,764 as of September 30, 2013.

## **Notes to the Statement of Comprehensive Income**

Negative foreign exchange differences of TEUR -51,680 (2012: positive differences of TEUR 54,299) which are reported under other comprehensive income, resulted above all from the Polish zloty, the Russian ruble and the US dollar. The share of currency translation differences attributable to non-controlling interests amounted to TEUR -6 (2012: TEUR 9). The hedging reserve increased equity by TEUR 6,414 after tax during the reporting period (2012: TEUR 2,211). This increase resulted from the fair value measurement of net investment hedges. Positive changes in the fair value of available-for-sale securities totaled TEUR 21 (2012: TEUR 2,393). The after-tax loss recorded for the first nine months of 2013 reduced equity by TEUR -5,597 (2012: TEUR 46,688). Total comprehensive income after tax decreased equity by TEUR -50,842 (2012: TEUR 105,591).

## **Notes to the Cash Flow Statement**

Cash flow from operating activities of TEUR 37,330 was below the comparable prior year value (2012: TEUR 48,651), which was positively influenced by the timing of the acquisition of Pipelife on May 31, 2012. Cash flows of TEUR 64,186 (2012: TEUR 226,048) for investments in non-current assets (incl. financial assets) and acquisitions included TEUR 63,644 (2012: TEUR 65,177) of normal capex, maintenance and investments in technical upgrades as well as TEUR 542 (2012: TEUR 160,871) of growth capex for acquisitions, plant expansion and environmental investments.

## **Notes to the Balance Sheet**

Normal and growth capex for the first nine months of 2013 increased non-current (excl. financial assets) assets by TEUR 64,110 (2012: TEUR 79,269). Net debt rose by TEUR 60,596 over the level at December 31, 2012 to TEUR 662,574 as of September 30, 2013, primarily due to the seasonal increase in working capital.

On April 11, 2013 Wienerberger announced the issue of a new bond with a volume of TEUR 300,000 and a seven-year term. The bond has a denomination of EUR 1,000 and a fixed coupon of 4.00%. The proceeds will be used primarily to refinance existing liabilities, to fund the operating business and to strengthen the liquidity position.

## **Risk Report**

Wienerberger focuses on the early identification and active management of risks in its operating environment within the context of the principles defined by the Managing Board. The major risks identified by the Group during the first nine months of 2013 were ongoing higher input costs as well as a weakening of the construction industry in individual markets and the resulting pressure on prices. Wienerberger regularly monitors the risks in its operating environment as part of its corporate risk management program and takes appropriate actions to counter these risks whenever necessary. The development of the construction industry and major indicators of the demand for building materials are watched closely to permit the timely adjustment of capacity in the plant network to reflect changing market conditions. The price levels on local markets are also monitored regularly, and pricing strategies are adjusted if necessary. Wienerberger counters the risk of rising input costs by establishing fixed procurement prices at an early point in time and by concluding long-term supply contracts. The risks associated with higher energy costs are reduced through the Group's hedging strategy. The risks expected by Wienerberger during the remaining three months of this year are linked to higher input costs, uncertainty over further developments in the construction industry and continued pressure on prices in individual markets.

The plastic pipe business is substantially influenced by the development of raw material prices, which correlates closely with the price of crude oil. Synthetic polymers comprise a major part of the production cost for plastic pipes. The volatility of raw material prices has increased considerably in recent years. Strong fluctuations within individual months require flexible pricing to limit the effects of these price changes and/or pass them on to the market. Fast, coordinated price management is also a decisive factor for the sustainable protection of earnings. In addition to price risk, this business is exposed to a raw material supply risk. Any interruption in supplies would invariably disrupt production. This risk is met, with few exceptions, by developing alternative suppliers for raw materials.

Wienerberger is exposed to legal risks in connection with increasingly strict environmental, health and safety regulations, whereby the Group could become liable for penalties or claims to compensation for damages in the event of non-compliance.

A provision of TEUR 10,000 was recognized as of December 31, 2008 for an impending antitrust penalty in Germany. In June 2012 the EU Commission ordered searches at the offices of plastic pipe and fitting producers in connection with alleged agreements in violation of cartel law that also included Pipelife International GmbH. The responsible authorities have not issued any findings to date. It should be noted that price-fixing agreements are not part of business policies in the Wienerberger Group; internal guidelines expressly prohibit such activities and call for sanctions in the event of violations.

### **Related Party Transactions**

The following companies and persons are considered to be related parties: the members of the Supervisory and Managing Boards, associated companies, joint ventures and non-consolidated subsidiaries of Wienerberger AG as well as the ANC private foundation and its subsidiaries.

Wienerberger AG and its subsidiaries finance associated companies, joint ventures and non-consolidated subsidiaries through loans granted at ordinary market conditions. The outstanding receivables due from associated companies and joint ventures amounted to TEUR 17,451 as of September 30, 2013 (2012: TEUR 15,530), while the comparable amount for non-consolidated subsidiaries was TEUR 6,587 (2012: TEUR 6,707). Transactions between companies included in the consolidated financial statements and companies controlled by a former member of the Supervisory Board of Wienerberger AG are related primarily to clay deliveries of TEUR 80 (2012: TEUR 18), rentals of TEUR 1,666 (2012: TEUR 1,556) and license payments of TEUR 2,934 (2012: TEUR 2,846) for the use of brand names.

### **Waiver of Audit Review**

This interim report by Wienerberger AG was neither audited nor reviewed by a certified public accountant.

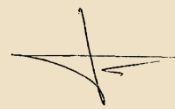
# Statement by the Managing Board

We confirm to the best of our knowledge that these interim financial statements (interim financial report under IFRS) give a true and fair view of the assets, liabilities, financial position and profit or loss of the Group as required by the applicable accounting standards and that the Group management report gives a true and fair view of the important events that occurred during the first nine months of the financial year and their impact on the interim financial statements, of the principal risks and uncertainties for the remaining three months of the financial year and of the major related party transactions to be disclosed.

The Managing Board of Wienerberger AG  
Vienna, November 13, 2013



Heimo Scheuch  
Chief Executive Officer



Willy Van Riet  
Chief Financial Officer

# Financial Calendar

November 13, 2013	Third Quarter Results for 2013
<i>January 28, 2014</i>	<i>Start of the quiet period</i>
February 27, 2014	Results for 2013 Press and Analysts Conference in Vienna
February 28, 2014	Analysts Conference in London
March 28, 2014	Publication of the 2013 Annual Report on the Wienerberger website
<i>April 17, 2014</i>	<i>Start of the quiet period</i>
May 9, 2014	First Quarter Results for 2014
May 16, 2014	145th Annual General Meeting in the Austria Center Vienna
May 20, 2014	Deduction of dividends for 2013 (ex-day)
May 22, 2014	Payment Day for 2013 dividends
June 27, 2014	Sustainability Update 2013
<i>July 22, 2014</i>	<i>Start of the quiet period</i>
August 19, 2014	Results for the First Six Months of 2014 Press and Analysts Conference in Vienna
August 20, 2014	Analysts Conference in London
September 2014	Capital Markets Day 2014
<i>October 21, 2014</i>	<i>Start of the quiet period</i>
November 12, 2014	Third Quarter Results for 2014

## Information on the Company and the Wienerberger Share

Head of Investor Relations	Klaus Ofner
Shareholders' Telephone	+43 1 601 92 10221
E-Mail	communication@wienerberger.com
Internet	www.wienerberger.com
Vienna Stock Exchange	WIE
Thomson Reuters	WBSV.VI; WIE-VI
Bloomberg	WIE AV
Datastream	O: WNBA
ADR Level 1	WBRBY
ISIN	AT0000831706

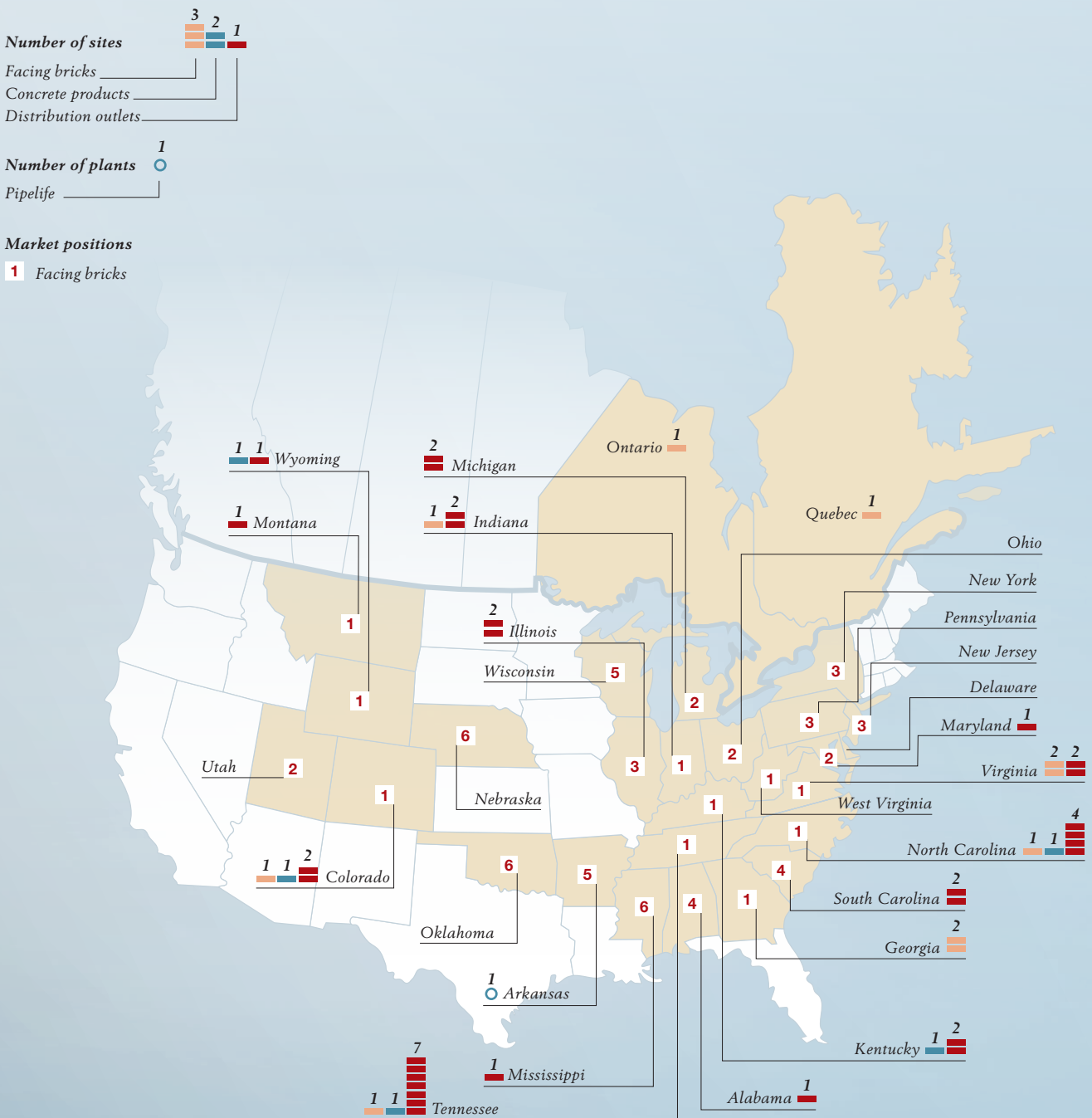
**Wienerberger Online Annual Report 2012:**  
**<http://annualreport.wienerberger.com>**

The report on the Third Quarter of 2013 is available in German and English.

# Plant Sites and Market Positions

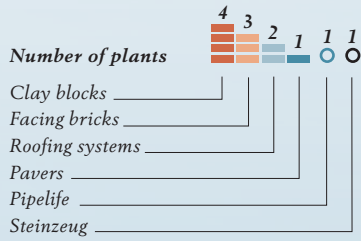
Wienerberger is the only multinational producer of bricks, roof tiles, concrete pavers and pipe systems with a total of 215 plants in 30 countries and four export markets, including one plant in India. We are the world's largest producer of bricks and number one on the clay roof tile market in Europe. Furthermore we hold leading positions in concrete pavers in Central-East Europe and pipe systems in Europe.

## Wienerberger Markets in North America





## Wienerberger Markets in Europe



### Market positions

- 1** Clay blocks and/or facing bricks
- 1** Clay roof tiles
- 1** Clay roof tiles – Tondach Gleinstätten (50%)

## Wienerberger in India

