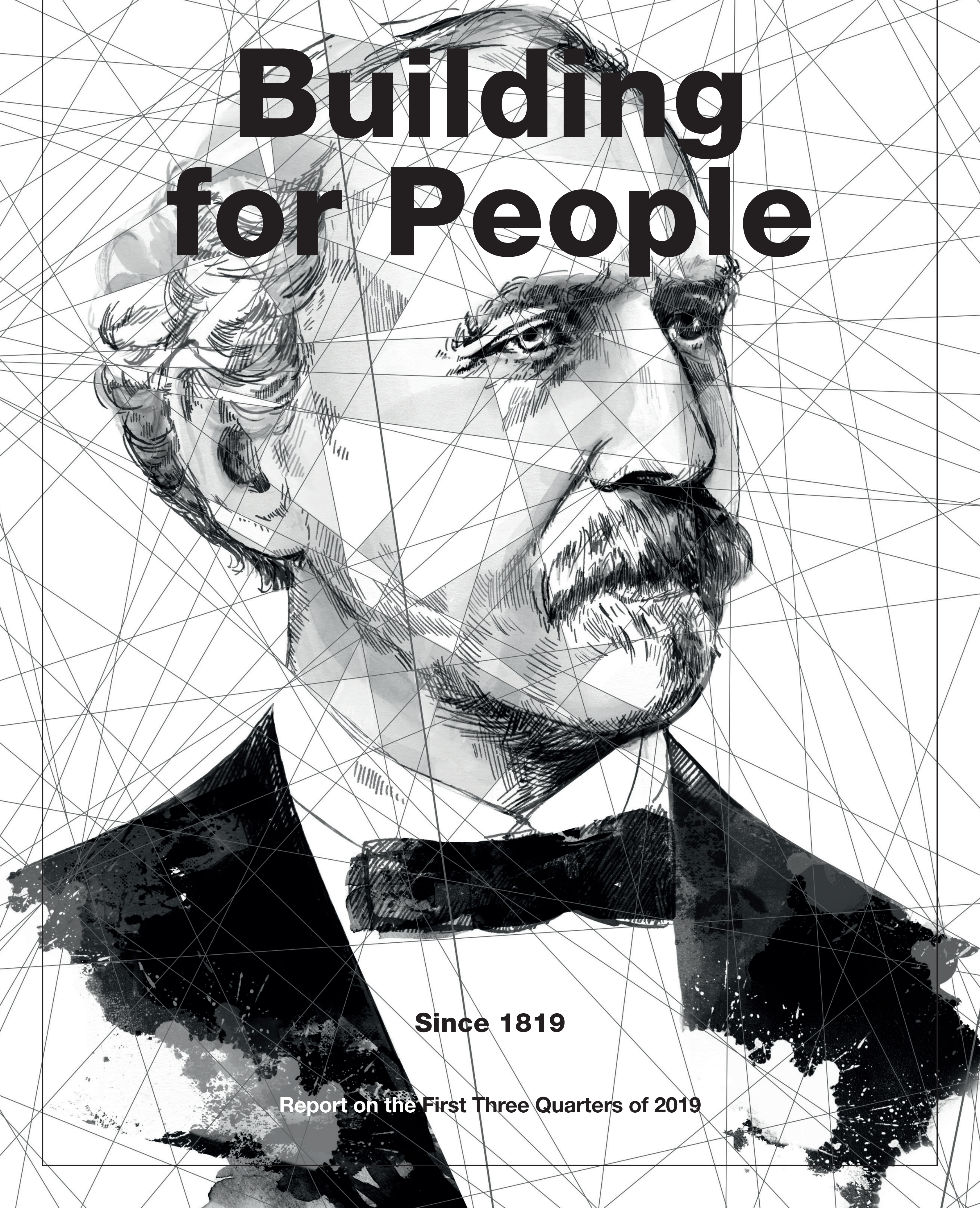
wienerberger

Building for People



Since 1819

Report on the First Three Quarters of 2019

Earnings Data		1-9/2019	1-9/2018	Chg. in %	Year-end 2018
Revenues	in MEUR	**2,655.9**	2,495.2	+6	3,305.1
EBITDA LFL [1]	in MEUR	**456.7**	359.9	+27	-
EBITDA	in MEUR	**466.4**	343.2	+36	442.6
EBIT	in MEUR	**292.0**	206.9	+41	239.8
Profit before tax	in MEUR	**264.5**	176.2	+50	195.3
Net result	in MEUR	**205.7**	125.7	+64	133.5
Earnings per share	in EUR	**1.80**	1.08	+66	1.15
Free cash flow [2]	in MEUR	**86.2**	91.6	-6	272.5
Maintenance capex	in MEUR	**93.4**	75.3	+24	130.3
Special capex	in MEUR	**39.4**	36.8	+7	85.6
Ø Employees	in FTE	**17,151**	16,623	+3	16,596

Balance Sheet Data		30/9/2019	31/12/2018	Chg. in %
Equity [3]	in MEUR	**2,050.9**	1,939.1	+6
Net debt	in MEUR	**881.2**	631.6	+40
Capital employed	in MEUR	**2,894.5**	2,536.7	+14
Total assets	in MEUR	**4,100.9**	3,742.9	+10
Gearing	in %	**43.0**	32.6	-

Stock Exchange Data		1-9/2019	1-12/2018	Chg. in %
Share price high	in EUR	**21.82**	24.06	-9
Share price low	in EUR	**18.10**	17.57	+3
Share price at end of period	in EUR	**20.90**	18.00	+16
Shares outstanding (weighted) [4]	in 1,000	**114,572**	116,154	-1
Market capitalization at end of period	in MEUR	**2,431.7**	2,115.5	+15

Business Units 1-9/2019 *in MEUR and %* [5]	Wienerberger Building Solutions	Wienerberger Piping Solutions	North America	Group eliminations	Wienerberger Group
External revenues	1,651.4 *(+8%)*	746.5 *(+3%)*	257.6 *(+10%)*		2,655.5 *(+6%)*
Inter-company revenues	0.7 *(-27%)*	0.1 *(+90%)*	0.0 *(-63%)*	-0.3	0.5 *(-48%)*
Revenues	1,652.1 *(+8%)*	746.6 *(+3%)*	257.6 *(+10%)*	-0.3	2,655.9 *(+6%)*
EBITDA LFL [1]	349.1 *(+28%)*	81.3 *(+42%)*	26.3 *(-9%)*		456.7 *(+27%)*
EBITDA	352.5 *(+31%)*	78.3 *(+83%)*	35.6 *(+15%)*		466.4 *(+36%)*
EBIT	239.3 *(+33%)*	40.2 *(>100%)*	12.6 *(-1%)*		292.0 *(+41%)*
Capital employed	1,889.1 *(+11%)*	566.5 *(+13%)*	439.0 *(+14%)*		2,894.5 *(+12%)*
Total capex	93.6 *(+21%)*	27.8 *(+8%)*	11.4 *(+25%)*		132.9 *(+19%)*
Ø Employees (in FTE)	12,360 *(+4%)*	3,324 *(+1%)*	1,467 *(+4%)*		17,151 *(+3%)*

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

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

Chief Executive's Review

Ladies and Gentlemen:

Wienerberger continued on its path of profitable growth throughout the first three quarters of 2019. We increased our revenues significantly by 6% to € 2,656 million. EBITDA LFL rose substantially by 27% to € 457 million and we are proud to report a 64% rise in our net profit to € 206 million. Following up on the successful developments of the previous quarters, we once again delivered a highly satisfactory performance in our strategic growth areas. As a result, we are well on track toward closing our 200-anniversary year with excellent results.

During the past nine months, we successfully advanced the implementation of our value-creating growth strategy. Progress in the transformation of the Wienerberger product and service portfolio accounted for a major contribution to organic growth. The growing percentage of premium products and smart system solutions in revenues proved to be another crucial success factor in the reporting period. In our capacity as a leading driver of innovation, we are contributing substantially to the digitalization of the construction and infrastructure industry.

The consistent implementation of performance-enhancing Fast Forward projects was another factor of success. We achieved substantial progress, as is reflected in a positive contribution to earnings in the amount of € 35 million. The integration of our acquisitions in Great Britain and Belgium also generated attractive contributions to earnings. In the third quarter, in an effort to further strengthen our market presence and enhance our portfolio with innovative solutions, we took additional growth steps in the Nordic countries.

The strong growth achieved in the first nine months of the year testifies to the determined implementation of our success strategy. We will be continuing on this path in the future: taking the lead in innovation, strengthening our ability to offer solutions for the benefit of our customers, continuously enhancing our performance, and implementing value-creating growth steps. This means that in the last quarter we will pursue our course of profitable growth and deliver the best annual result ever achieved in the 200-year history of our company. We therefore confidently confirm our forecast of € 570-580 million in EBITDA LFL for the year as a whole.

Yours

Interim Management Report Financial Review

Earnings

During the first nine months of the year we achieved a significant 6% increase in revenues at Group level to € 2,655.9 million (2018: € 2,495.2 million). Alongside a broadly flat market development, this strong performance was primarily due to our increased focus on premium product solutions and the resulting improvement of our product mix. Consolidation effects increased revenues by € 45.5 million. Foreign-exchange effects contributed € 1.4 million to the increase in Group revenues, as the notable appreciation of the US dollar was largely offset by the devaluation of the Turkish lira, the Polish zloty and northern European currencies.

In the reporting period, the Wienerberger Group's EBITDA LFL increased significantly by 27% to € 456.7 million (2018: € 359.9 million). This increase was achieved primarily through an improved product mix and higher average sales prices, which fully offset rising cost inflation. Moreover, the consistent implementation of our Fast Forward program generated a contribution to earnings of roughly € 35 million in the reporting period.

EBITDA LFL includes the effect of first-time adoption of IFRS 16 Leases, which translated into a € 32.9 million increase in EBITDA. Not included in EBITDA LFL are consolidation contributions of € 11.3 million, negative foreign-exchange effects of € 1.1 million, income from the sale of real estate of € 3.5 million and structural adjustment costs of € 3.9 million.

Taking the aforementioned effects into account, the Wienerberger Group's EBITDA increased by 36% over the previous year's level from € 343.2 million to € 466.4 million. Earnings before interest and tax (EBIT) increased by 41% to € 292.0 million (2018: € 206.9 million).

The financial result improved by 10% to € -27.6 million (2018: € -30.7 million). Net interest expenses increased slightly to € -29.1 million (2018: € -28.6 million), as they included interest expenses of € 2.6 million for leases resulting from the first-time adoption of IFRS 16 Leases in the reporting period. Income from investments in associates and joint ventures came to € 2.3 million (2018: € 1.6 million); the other financial result amounted to € -0.7 million (2018: € -3.7 million), primarily attributable to valuation effects and bank charges.

On account of Wienerberger's excellent operating performance, earnings before tax improved strongly by 50% to € 264.5 million (2018: € 176.2 million). Given the substantial growth in earnings, the tax expense came to € 48.4 million, as compared to the previous year's € 40.6 million. Nonetheless, due to the utilization of tax losses carried forward, the absence of one-off costs, and the regional split of earnings, the effective tax rate was lower than in the previous year. The Group's net profit improved significantly by 64% to € 205.7 million (2018: € 125.7 million). Earnings per share rose substantially to € 1.80 (2018: € 1.08).

Cash Flow

Gross cash flow improved to € 367.5 million (2018: € 251.4 million) in the first nine months of the year, primarily due to substantially higher earnings before tax. Cash flow from operating activities also improved from € 106.2 million in the previous year to € 199.5 million in the reporting period.

During the first nine months of the year, a total of € 132.9 million (2018: € 118.0 million) was spent on investments, € 93.4 million of which for necessary maintenance (2018: € 75.3 million). Additionally, the Group invested € 39.4 million (2018: € 36.8 million) on Fast Forward projects, technological improvements of production processes and plant extensions. A total of € 33.9 million (2018: € 45.1 million) was spent on acquisitions. At € 9.0 million, proceeds from real estate sales and the realization of other assets were substantially lower than in the previous year (2018: € 32.4 million). Moreover, in a comparison with the previous year's period, the absence of cash inflow from the sale of the Austrian paver business (2018: cash inflow of € 20.9 million) has to be taken into account. In total, cash flow from investing activities amounted to € -156.3 million (2018: € -96.5 million).

Cash flow from financing activities amounted to € -67.4 million in the reporting period (2018: € -8.0 million). Net cash inflow from short-term financial liabilities to cover the seasonal financing needs amounted to € 61.8 million, whereas long-term financial liabilities changed only slightly. Dividends in the amount of € 57.5 million (2018: € 34.9 million) were paid out. Cash outflows for the hybrid capital comprised € 15.7 million for the partial buyback of hybrid bonds and the hybrid coupon of € 13.9 million, the latter including accrued interest for the acquired hybrid bonds (2018: hybrid coupon of € 13.6 million). The total cash outflow for share buybacks in the reporting period came to € 12.2 million (2018: € 25.9 million).

Due to the first-time adoption of IFRS 16 Leases, the repayment portion of lease payments has been recognized in cash flow from financing activities since 1/1/2019, which results in a corresponding improvement in cash flow from operating activities. In the first nine months of the year, this represented a cash outflow of € 30.3 million. In future, free cash flow will be adjusted for the repayment portion of lease payments in order to ensure the comparability of the free cash flow after the adoption of IFRS 16 Leases with values from prior periods.

In total, the Group's cash and cash equivalents declined by € 23.5 million from their 2018 year-end value to € 139.6 million.

Assets and Financial Position

As at 30/9/2019, the Group's equity was € 111.8 million above the 2018 year-end value. Comprehensive income after tax, minus changes in reserves and the effect of first-time adoption of IFRS 16, resulted in an increase in equity by a total of € 216.2 million. At the same time, distribution of dividends of € 57.5 million, payout of the hybrid coupon in the amount of € 13.9 million, and the buyback of own shares and parts of the hybrid bond for a total amount of € 27.9 million resulted in a reduction in the Group's equity. 1,175,268 own shares bought back were cancelled as at 18/2/2019. Therefore, € 17.7 million were reclassified from treasury stock to issued capital and share premium.

The Group's net debt, amounting to € 881.2 million, was significantly above the value reported as at 31/12/2018. Apart from the usual seasonal build-up of net debt, this development was due to the first-time adoption of IFRS 16 Leases, which required the recognition of lease liabilities of € 163.0 million as part of financial liabilities as at the reporting date. From today's perspective, the effect of first-time adoption of IFRS 16 on net debt will increase through the conclusion of new leases and the renewal of existing ones to roughly € 210 million in the course of the year. A shift within financial liabilities from long-term to short-term liabilities occurred during the current business year. On the one hand, liabilities formerly recognized as part of the long-term component were allocated to the short-term component, as their residual maturity was less than 12 months. On the other hand, IFRS 16 Leases and the seasonal increase in debt also led to an increase in short-term financial liabilities.

Third Quarter of 2019

In the third quarter of 2019, Wienerberger generated revenue growth and significantly increased its EBITDA LFL:

- Revenues grew by 4% to € 919.4 million (2018: € 888.1 million)
- EBITDA LFL increased significantly by 17% to € 170.1 million (2018: € 145.0 million)

Wienerberger Building Solutions

Demand for products of the Wienerberger Building Solutions Business Unit in the third quarter developed within the framework of our expectations. In this environment, our revenues increased by 4% to € 577.3 million and EBITDA grew significantly by 16% to € 130.8 million. We benefited primarily from the successful improvement of our product mix and from price increases to cover cost inflation. Moreover, we consistently pursued our optimization measures within the framework of our Fast Forward program. Adjusted for foreign-exchange, consolidation and restructuring effects, as well as for contributions from real estate sales, EBITDA LFL increased by 15% to € 130.0 million.

The regional market trends observed in the previous quarter largely continued during the reporting period. As a result, we generated significant third-quarter earnings growth in Eastern Europe, whereas our Western European core markets showed diverging developments. In Great Britain, we recorded growth in earnings despite the prevailing atmosphere of political and economic uncertainty. We also achieved further earnings growth in the Benelux countries. The reduced number of building permits issued in the Netherlands under the impact of emission control laws did not yet have a noteworthy negative impact on our earnings. In France, where the market was negatively affected by changes in regulatory conditions, we achieved satisfactory earnings. In the flat German market for single- and two-family homes, our focus remains on optimization measures aimed at improving our earning power.

Wienerberger Piping Solutions

The strongest growth momentum in the third quarter was again recorded in the Wienerberger Piping Solutions Business Unit. While revenues increased slightly by 1% to € 249.5 million, EBITDA grew by 23% to € 27.2 million. Adjusted for foreign-exchange, consolidation and restructuring effects, EBITDA LFL rose substantially by 33% to € 29.7 million.

This strong performance was primarily due to the successful increase of the percentage of premium solutions in total revenues as well as the implementation of performance-enhancing Fast Forward projects. Cost increases were offset by price improvements. We also recorded satisfactory developments in our strategic growth areas of building solutions and smart infrastructure. In our comparatively small plastic pipe business in Germany, an automation and efficiency-enhancement program led to the strategic decision to concentrate on profitable applications in in-house installation and water management. Restructuring costs of € 2.8 million resulting from this step have already been taken into account in our third-quarter earnings.

North America

In our North America Business Unit, we generated an 8% increase in revenues to € 92.6 million and a 35% improvement of EBITDA to € 12.7 million. Adjusted for foreign-exchange and consolidation effects, EBITDA LFL increased by 8% to € 10.4 million.

In the third quarter, demand in the core regions of our US brick business remained at the previous year's level. The significant increase in earnings was primarily due to strategic measures. On the one hand, we continued to successfully implement the performance-enhancing measures of our Fast Forward program. On the other hand, the integration of the facing brick producer in Pennsylvania taken over last year yielded the expected high contribution to earnings.

In Canada, residential construction activities continued to fall short of the previous year's level on account of regulatory changes. The improved market sentiment and the stabilization of leading indicators toward the end of the third quarter did not yet result in any noteworthy catching-up effects. Our US plastic pipe business recorded a highly satisfactory operating result.

External revenues *in MEUR*	7-9/2019	7-9/2018	Chg. in %
Wienerberger Building Solutions	577.3	556.2	+4
Wienerberger Piping Solutions	249.5	246.2	+1
North America	92.6	85.6	+8
Wienerberger Group	**919.4**	**888.1**	**+4**

EBITDA *in MEUR*	7-9/2019	7-9/2018	Chg. in %
Wienerberger Building Solutions	130.8	112.8	+16
Wienerberger Piping Solutions	27.2	22.0	+23
North America	12.7	9.5	+35
Wienerberger Group	**170.7**	**144.3**	**+18**

Operating Segments

Wienerberger Building Solutions

The Wienerberger Building Solutions Business Unit delivered a very strong performance in the first nine months of the year in a broadly flat market environment:

- Revenues increased by 8% to € 1,651.4 million (2018: € 1,534.6 million)
- EBITDA LFL improved significantly by 28% to € 349.1 million (2018: € 273.5 million)
- Strong contribution to earnings from our Fast Forward efficiency-enhancement program
- Positive EBITDA effect of € 20.6 million from first-time adoption of IFRS 16

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

During the first nine months of the year, the Business Unit delivered an excellent performance. After an early start into the construction season due to favorable weather conditions, demand normalized, as expected. In this broadly flat environment, we increased the percentage of premium products in total revenues and covered cost inflation through higher average prices. Moreover, our Fast Forward program made a strong contribution to the performance. Within the framework of our efficiency-enhancement program we are making continuous efforts to improve our production processes, our pricing policy and the range of products offered, while at the same time reducing energy consumption and the scrap rate. Other main priorities comprised investments in the centralization of procurement and in automation of processes.

In Great Britain, residential construction in our core regions remained stable despite the prevailing atmosphere of political and economic uncertainty. Benefitting from this in conjunction with increased average prices to successfully cover cost inflation we generated growth in both revenues and earnings. Additionally, we have made good progress in integrating the roofing accessories specialist acquired in the previous quarter. This acquisition enables us to strengthen our position as a full-range supplier of roofing systems and to broaden our footprint in the value chain.

In the Benelux countries we saw a stable development of demand and generated significant growth in earnings. The reduction in the number of building permits, resulting from the Dutch emission control legislation, had no substantial negative impact on the development of earnings. Moreover, the producers of clay pavers and facing bricks taken over in the Netherlands in 2018 delivered the expected strong contributions to earnings.

In the flat markets of Germany, Austria and Switzerland, we are focusing on the further implementation of optimization measures aimed at improving our earning power. In France, demand declined under the impact of the reduction in government support for housing construction. Nevertheless, we achieved a satisfactory result in this challenging market.

In Eastern Europe, economic growth and a low level of unemployment had a stimulating effect on new housing construction; as a result, we benefited from slightly growing demand for solutions for the building envelope and outdoor surfaces. On such basis, we generated significant growth in revenues and earnings.

Overall, in the first nine months of the year we succeeded in increasing our revenues by 8% to € 1,651.4 million and our EBITDA by 31% to € 352.5 million. Included in these figures are a positive effect of € 20.6 million from first-time adoption of IFRS 16 and the absence of structural adjustment costs of € 10.8 million incurred in the same period of the previous year. EBITDA LFL improved significantly by 28% to € 349.1 million in the first nine months of 2019.

Wienerberger Building Solutions		1-9/2019	1-9/2018	Chg. in %
External revenues	in MEUR	1,651.4	1,534.6	+8
EBITDA LFL [1)]	in MEUR	349.1	273.5	+28
EBITDA	in MEUR	352.5	269.6	+31
EBIT	in MEUR	239.3	180.5	+33
Capital employed	in MEUR	1,889.1	1,696.0	+11
Total capex	in MEUR	93.6	77.2	+21
Ø Employees	in FTE	12,360	11,918	+4

1) Including a positive € 20.6 million effect on earnings from first-time adoption of IFRS 16

Outlook for 2019: Significant earnings growth

Developments in European residential construction in 2019 have been broadly flat. We expect the regional trends seen during the first nine months of the year to continue throughout the last quarter.

In this environment, we are successfully advancing the implementation of our strategic priorities. We are working continuously to increase the percentage of premium solutions in total revenues and to further improve our product mix. Our higher average prices successfully offset rising cost inflation. With our Fast Forward program, we are implementing efficiency-enhancing measures in manufacturing and commercial excellence, procurement and logistics as well as administration. As a result, we are well on track to achieve our ambitious improvement target for this business year. Moreover, the integration of the companies acquired is progressing on schedule and delivering a strong contribution to earnings.

Overall, we expect the Wienerberger Building Solutions Business Unit to generate earnings significantly above the previous year's level.

Wienerberger Piping Solutions

During the first nine months of the year, the Wienerberger Piping Solutions Business Unit recorded strong growth in revenues and earnings:

- Revenues grew by 3% to € 746.5 million (2018: € 724.7 million)
- EBITDA LFL increased substantially by 42% to € 81.3 million (2018: € 57.4 million)
- Improved product mix and optimized cost position led to significant earnings growth
- Positive EBITDA effect of € 10.2 million from first-time adoption of IFRS 16

Since the beginning of the year, we have reported on our European plastic pipe business and our ceramic pipe operations within the framework of the Wienerberger Piping Solutions Business Unit.

In our plastic pipe business, the stable trends seen in the first half of the year continued throughout the third quarter. In this environment, we generated strong growth in earnings in the reporting period; this was primarily attributable to the higher percentage of premium solutions in total revenues and the implementation of optimization projects in the context of our Fast Forward program. Moreover, price improvements enabled us to successfully cover cost inflation.

In our in-house business, we generated significant growth year on year. A positive contribution to this development was made by the Belgian producer of accessories for electrical installations taken over by Wienerberger in the spring of this year; the integration of this acquisition is making good progress. In the field of infrastructure solutions and water management, demand continued to grow, especially in Eastern Europe, resulting in substantial earnings growth. In our international project business with special pipes, rising demand in the energy sector translated into a significant improvement of earnings.

The regional development trends seen in previous quarters continued and confirmed our market expectations. In our Nordic core markets, a stable market environment enabled us to generate growth in revenues and earnings. In the Netherlands, earnings remained more or less stable, our very strong performance in the electro business being offset by a slowdown in our gas operations due to regulatory changes.

In our comparatively small plastic pipe business in Germany, an automation and efficiency enhancement program led to the strategic decision to concentrate on profitable applications in the fields of in-house installation and water management. Restructuring costs of € 2.8 million resulting from this step have already been taken into account in our third-quarter earnings. In Austria, we succeeded in increasing our revenues and keeping earnings stable in a market characterized by growing competitive pressure. In Eastern Europe, earnings growth was again generated mainly by our Hungarian, Czech and Polish markets. In the Turkish growth market, the earnings improvement in the reporting period was entirely offset by the devaluation of the local currency.

Our ceramic pipe operations recorded a strong increase in earnings over the previous year's level. This development was primarily attributable to structural adjustments that were successfully concluded in the second half of 2018. While the restructuring costs resulting from these measures burdened the previous year's result, the sustainable optimization of the cost structure had a clearly positive impact on profitability in the reporting period. In combination with a higher price level and an improved product mix, this led to significant organic earnings growth in the first nine months of the year.

Overall, the Business Unit's revenues increased by 3% to € 746.5 million in the first nine months of the year and EBITDA grew from € 42.8 million to € 78.3 million. Included in these figures are a positive € 10.2 million effect from the first-time adoption of IFRS 16 and the absence of structural adjustment costs incurred in the first quarter of 2018 in the amount of € 16.1 million. During the first nine months of 2019, EBITDA LFL increased steeply by 42% to € 81.3 million.

Wienerberger Piping Solutions		1-9/2019	1-9/2018	Chg. in %
External revenues	*in MEUR*	**746.5**	724.7	+3
EBITDA LFL [1)]	*in MEUR*	**81.3**	57.4	+42
EBITDA	*in MEUR*	**78.3**	42.8	+83
EBIT	*in MEUR*	**40.2**	13.7	>100
Capital employed	*in MEUR*	**566.5**	503.2	+13
Total capex	*in MEUR*	**27.8**	25.7	+8
Ø Employees	*in FTE*	**3,324**	3,300	+1

1) Includes a positive € 10.2 million effect on earnings from first-time adoption of IFRS

Outlook for 2019: Substantial EBITDA growth

The level of demand seen in the first nine months of the year confirmed the expectation of a broadly flat development in 2019. We therefore anticipate a continuation of the prevailing trends in our core markets in the last quarter and significant growth in earnings year on year. The major factors accounting for this significant improvement of the Business Unit's performance are the increasing percentage of smart system solutions in revenues, the optimization of our cost structures, and efficiency enhancements in internal processes within the framework of our Fast Forward program. At the same time, we have been able to cover cost inflation through price increases and generate attractive contributions to earnings through the integration of acquisitions.

North America

In the first nine months of the year, the North America Business Unit delivered a highly satisfactory result:

- Revenues increased by 10% to € 257.6 million (2018: € 235.0 million)
- EBITDA rose significantly by 15% to € 35.6 million (2018: € 30.8 million)
- Strong contribution to earnings from facing brick producer in Pennsylvania taken over at the end of 2018
- Market slowdown in Canadian facade business due to regulatory changes
- Project execution in plastic pipe business delayed by unfavorable weather conditions
- EBITDA LFL declined to € 26.3 million (2018: € 29.0 million)
- Positive EBITDA effect of € 2.1 million from first-time adoption of IFRS 16

In the US brick business unfavorable weather conditions cost delays at the beginning of the year before demand normalized in line with expectations. In this environment, we generated significant growth in earnings. This development was primarily due to the expected strong contribution to earnings from the facing brick producer in Pennsylvania acquired at the end of 2018 and the implementation of Fast Forward efficiency enhancement measures.

In our Canadian facade business, the measures taken by the government aimed at stricter regulation of the real estate market resulted in declining demand throughout the business year. The improved market sentiment and the stabilization of leading indicators toward the end of the third quarter did not yet result in any noteworthy catching-up effects. Despite positive contributions to earnings from the implementation of automation projects, we had to record a decline in earnings.

In our North American plastic pipe business we successfully implemented performance-enhancing measures in the fields of production and distribution; satisfactory contributions to earnings came from our special pipe business. Nevertheless, following the weather-related delays in project execution in the first half of the year, we were unable to match the record result of the previous year.

Overall, the North America Business Unit reported a 10% increase in revenues to € 257.6 million and 15% growth in EBITDA to € 35.6 million. EBITDA LFL, adjusted for consolidation contributions, foreign-exchange effects and real estate sales, came to € 26.3 million (2018: € 29.0 million).

North America		1-9/2019	1-9/2018	Chg. in %
External revenues	*in MEUR*	**257.6**	235.0	+10
EBITDA LFL [1]	*in MEUR*	**26.3**	29.0	-9
EBITDA	*in MEUR*	**35.6**	30.8	+15
EBIT	*in MEUR*	**12.6**	12.7	-1
Capital employed	*in MEUR*	**439.0**	385.4	+14
Total capex	*in MEUR*	**11.4**	9.1	+25
Ø Employees	*in FTE*	**1,467**	1,405	+4

1) Includes a positive € 2.1 million effect on earnings from first-time adoption of IFRS 16

Outlook for 2019: Stable development of EBITDA

For the fourth quarter, we expect the broadly flat development in the construction of new single- and two-family homes to continue. Earnings growth will be generated primarily through the strong contributions to earnings from the facing brick producer in Pennsylvania taken over at the end of last year and the optimization measures taken within the framework of our Fast Forward program. In Canada, first indications of an improving market environment will not result in any noteworthy catching-up effects this year. We therefore foresee a decline in earnings in our Canadian facade business for the year as a whole. In our US plastic pipe business, the continued implementation of optimization measures in the fields of distribution and production results in a satisfactory operating performance. However, owing to weather-related delays in project execution at the beginning of the year, we will not be able to match the previous year's record result.

Consolidated Income Statement

in TEUR	7-9/2019	7-9/2018	1-9/2019	1-9/2018
Revenues	919,561	888,321	2,655,940	2,495,195
Cost of goods sold	-578,091	-568,047	-1,689,915	-1,624,083
Gross profit	**341,470**	**320,274**	**966,025**	**871,112**
Selling expenses	-168,447	-162,572	-494,706	-476,223
Administrative expenses	-56,819	-52,173	-168,855	-157,905
Other operating income:				
Reversal of impairment charges to assets	0	57	0	3,557
Other	5,798	5,976	22,734	27,653
Other operating expenses	-11,483	-12,409	-33,153	-61,331
Operating profit/loss (EBIT)	**110,519**	**99,153**	**292,045**	**206,863**
Income from investments in associates and joint ventures	1,602	1,141	2,293	1,611
Interest and similar income	213	816	1,701	3,526
Interest and similar expenses	-10,263	-10,519	-30,821	-32,090
Other financial result	-4,304	-1,007	-733	-3,726
Financial result	**-12,752**	**-9,569**	**-27,560**	**-30,679**
Profit/loss before tax	**97,767**	**89,584**	**264,485**	**176,184**
Income taxes	-15,463	-13,523	-48,384	-40,626
Profit/loss after tax	**82,304**	**76,061**	**216,101**	**135,558**
Thereof attributable to non-controlling interests	181	124	381	-297
Thereof attributable to hybrid capital holders	3,316	3,430	9,973	10,179
Thereof attributable to equity holders of the parent company	**78,807**	**72,507**	**205,747**	**125,676**
Earnings per share (in EUR)	**0.69**	**0.62**	**1.80**	**1.08**

Consolidated Balance Sheet

in TEUR	30/9/2019	31/12/2018
Assets		
Intangible assets and goodwill	732,616	712,719
Property, plant and equipment	1,762,330	1,575,709
Investment property	66,027	66,569
Investments in associates and joint ventures	24,373	22,100
Other financial investments and non-current receivables	30,691	30,420
Deferred tax assets	53,929	54,076
Non-current assets	**2,669,966**	**2,461,593**
Inventories	809,670	761,659
Trade receivables	355,354	215,838
Receivables from current taxes	10,405	4,144
Other current receivables	82,080	92,436
Securities and other financial assets	33,880	42,812
Cash and cash equivalents	139,579	163,080
Current assets	**1,430,968**	**1,279,969**
Non-current assets held for sale	**0**	**1,348**
Total assets	**4,100,934**	**3,742,910**
Equity and liabilities		
Issued capital	116,352	117,527
Share premium	1,058,946	1,075,422
Hybrid capital	251,456	265,969
Retained earnings	898,546	760,389
Other reserves	-230,806	-230,955
Treasury stock	-44,374	-49,858
Controlling interests	**2,050,120**	**1,938,494**
Non-controlling interests	746	586
Equity	**2,050,866**	**1,939,080**
Deferred taxes	80,630	75,021
Employee-related provisions	151,738	136,432
Other non-current provisions	82,713	83,622
Long-term financial liabilities	514,714	710,590
Other non-current liabilities	2,745	2,793
Non-current provisions and liabilities	**832,540**	**1,008,458**
Current provisions	38,851	51,924
Payables for current taxes	18,888	22,531
Short-term financial liabilities	539,932	126,907
Trade payables	278,293	326,890
Other current liabilities	341,564	267,120
Current provisions and liabilities	**1,217,528**	**795,372**
Total equity and liabilities	**4,100,934**	**3,742,910**

Consolidated Statement of Cash Flows

in TEUR	1-9/2019	1-9/2018
Profit/loss before tax	264,485	176,184
Depreciation and amortization	172,823	135,791
Impairment charges to assets and other valuation effects	2,494	9,642
Reversal of impairment charges to assets	0	-3,557
Increase/decrease in non-current provisions	-7,386	-6,380
Income from investments in associates and joint ventures	-2,293	-1,611
Gains/losses from the disposal of fixed and financial assets	-4,360	-13,198
Interest result	29,120	28,564
Interest paid	-31,256	-33,979
Interest received	456	3,146
Income taxes paid	-56,558	-43,184
Gross cash flow	**367,525**	**251,418**
Increase/decrease in inventories	-43,933	-26,935
Increase/decrease in trade receivables	-131,990	-138,693
Increase/decrease in trade payables	-51,420	-58,564
Increase/decrease in other net current assets	59,341	78,992
Cash flow from operating activities	**199,523**	**106,218**
Proceeds from the sale of assets (including financial assets)	8,968	32,423
Payments made for property, plant and equipment and intangible assets	-132,876	-112,023
Payments made for investments in financial assets	0	-6,000
Dividend payments from associates and joint ventures	0	3,039
Increase/decrease in securities and other financial assets	1,487	4,251
Net payments made for the acquisition of companies	-33,888	-39,118
Net proceeds from the sale of companies	0	20,882
Cash flow from investing activities	**-156,309**	**-96,546**
Cash inflows from the increase in short-term financial liabilities	385,585	223,389
Cash outflows from the repayment of short-term financial liabilities	-323,801	-374,179
Cash inflows from the increase in long-term financial liabilities	768	247,575
Cash outflows from the repayment of long-term financial liabilities	-343	-232
Cash outflows from the repayment of lease liabilities	-30,296	0
Dividends paid by Wienerberger AG	-57,291	-34,812
Hybrid coupon paid	-13,880	-13,609
Buyback hybrid capital	-15,721	0
Dividends paid to non-controlling interests	-219	-120
Purchase of non-controlling interests	0	-30,100
Purchase of treasury stock	-12,167	-25,898
Cash flow from financing activities	**-67,365**	**-7,986**
Change in cash and cash equivalents	**-24,151**	**1,686**
Effects of exchange rate fluctuations on cash held	650	-278
Cash and cash equivalents at the beginning of the year	163,080	169,259
Cash and cash equivalents at the end of the period	**139,579**	**170,667**

Operating Segments

1-9/2019 *in TEUR*	**Wienerberger Building Solutions**	**Wienerberger Piping Solutions**	**North America**	**Group eliminations**	**Wienerberger Group**
External revenues	1,651,393	746,501	257,577		**2,655,471**
Inter-company revenues	680	95	3	-309	**469**
Total revenues	1,652,073	746,596	257,580	-309	**2,655,940**
EBITDA	352,526	78,276	35,557		**466,359**
EBIT	239,272	40,220	12,553		**292,045**
Profit/loss after tax	185,265	24,142	6,493	201	**216,101**
Capital employed	1,889,056	566,526	438,953		**2,894,535**
Investments in intangible assets and property, plant and equipment	93,590	27,845	11,441		**132,876**
Ø Employees (in FTE)	12,360	3,324	1,467		**17,151**

1-9/2018 *in TEUR*	**Wienerberger Building Solutions**	**Wienerberger Piping Solutions**	**North America**	**Group eliminations**	**Wienerberger Group**
External revenues	1,534,602	724,696	234,989		**2,494,287**
Inter-company revenues	930	50	8	-80	**908**
Total revenues	1,535,532	724,746	234,997	-80	**2,495,195**
EBITDA	269,576	42,795	30,843		**343,214**
EBIT	180,547	13,652	12,664		**206,863**
Profit/loss after tax	130,139	-249	5,362	306	**135,558**
Capital employed	1,695,997	503,241	385,351		**2,584,589**
Investments in intangible assets and property, plant and equipment	77,195	25,688	9,140		**112,023**
Ø Employees (in FTE)	11,918	3,300	1,405		**16,623**

Financial Calendar

November 7, 2019	Results for the First Three Quarters of 2019
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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Datastream	O: WNBA
ADR Level 1	WBRBY
ISIN	AT0000831706

Wienerberger Online Annual Report 2018:
http://annualreport.wienerberger.com

Imprint

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Concept and Design
Brainds, Marken und Design GmbH

Text pages
Produced in-house using firesys

Illustrations
Blagovesta Bakardjieva

Translation
Eva Fürthauer
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The Report on the Third Quarter of 2019, released on November 7, 2019 is also available for download under www.wienerberger.com.

Available in German and English.