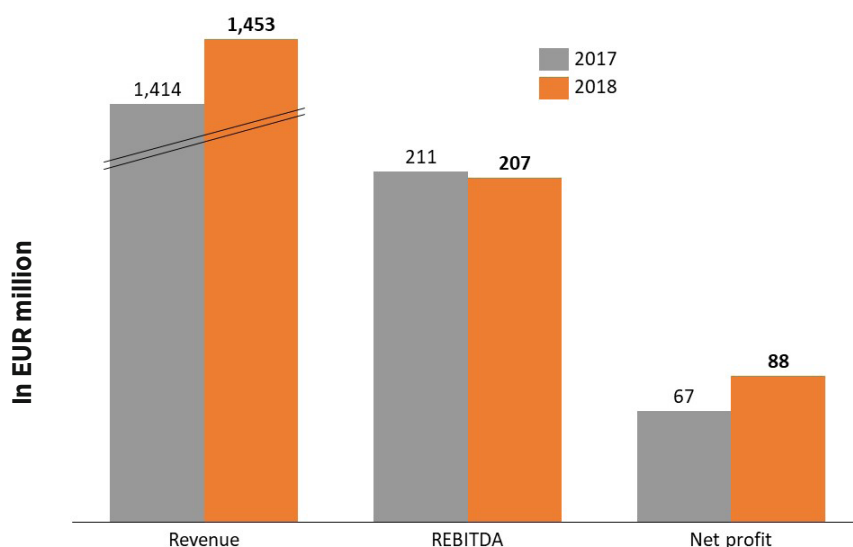


2018 half-year results: Mixed performance with growth offset by severe weather conditions in Europe and input prices

Brussels, 31 August 2018 – **Etex reports a like-for-like growth in revenue of 3.4% and a 2.0% REBITDA decrease for the first half of the year. The REBITDA margin is slightly down at 14.3%. Net profit is up 31.2% year-on-year.**

Comment from Paul Van Oyen, CEO of Etex: “In a first half of the year marked by adverse winter conditions in some European countries, I’m glad to report that Etex has recorded a revenue growth year-on-year. However, the REBITDA was significantly impacted by price pressure on some markets. In the second half of the year, we will take adequate measures to control costs. Our net profit has grown more than 30% year-on-year thanks to reduced financial charges. Based on current market conditions, we still expect a modest growth in revenue and an increase in net profit for the full year of 2018.”



Slight REBITDA decrease despite revenue growth

For the first six months of the year, Etex reports a **revenue of EUR 1.453 billion**, a like-for-like (same currency exchange rates and scope) increase of 3.4% year-on-year. Including the impact of the currency exchange rates and the change of scope, revenue is up 2.8%. This good performance is mainly driven by our Etex Building Performance, Etex Façade and Etex Industry divisions. The revenue of Etex Roofing is slightly down year-on-year, due to a poor German market as well as severe winter weather conditions in the UK, France and Spain. The positive scope impact (+2.8%) is mainly attributable to the acquisition of the Spanish manufacturer of gypsum products Pladur at the end of last year; it was more than offset by adverse currency exchange rates (-3.4%), mainly a stronger British pound, Nigerian naira and Argentine peso.

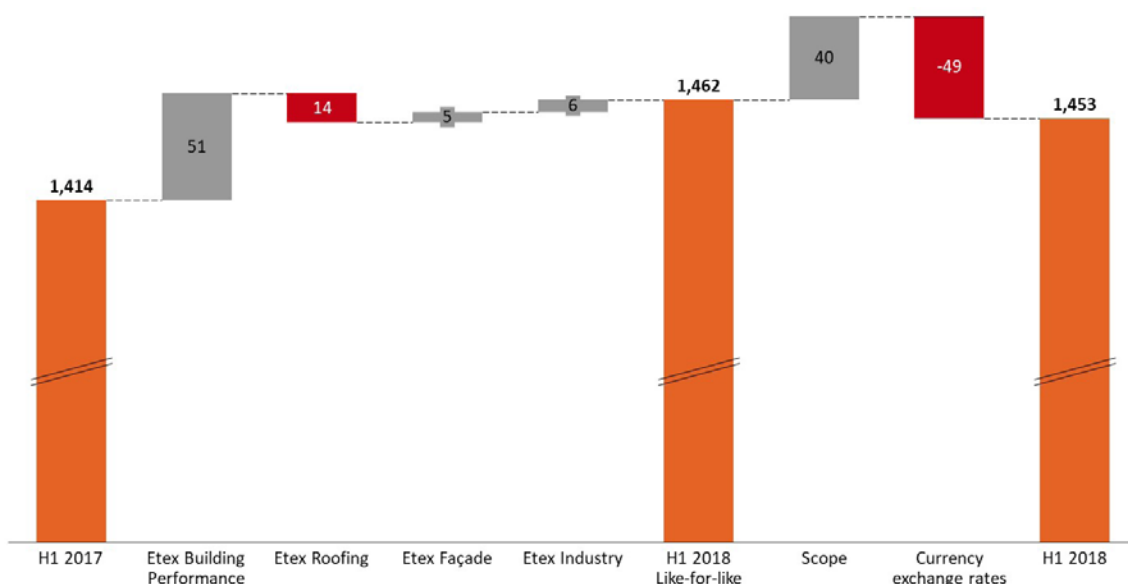
The **recurring operating cash flow (REBITDA) reached EUR 207 million**, a like-for-like decrease of 2.0% year-on-year, or 1.8% when including currency exchange rates and scope. The revenue growth did not translate into a REBITDA improvement, the latter being impacted by pressure on prices in specific markets, and some unfavourable raw materials price evolutions. This was partially offset by higher margins at Etex Industry. The REBITDA margin stands at 14.3%, slightly down compared to the first half of 2017 (14.9%).

Etex's **net profit reached EUR 88 million** in the first half of 2018, up 31.2% on H1 2017. This increase is mainly attributable to significantly lower net financial charges.

In line with the seasonality of the working capital, the **net financial debt** increased from EUR 633 million at the end of 2017 to **EUR 719 million at the end of June 2018**. The net financial debt/REBITDA ratio at the end of June 2018 is stable at 1.7.

Revenue by division

Contribution to revenue evolution from H1 2017 to H1 2018 (in EUR million)



Etex Building Performance registered a like-for-like top-line **growth of 6.6%**, mainly attributable to the strong performance of plasterboard activities in Europe – especially in the UK, France and Central Europe – but also in Latin America, with business picking up in Brazil despite an adverse economic environment.

Etex Roofing revenue is **down 3.3%** like-for-like. This is mainly due to severe winter conditions at the beginning of the year, especially in the UK, Spain and France. This was partially offset by a good performance recorded in the Dutch agricultural corrugated sheets market, notably thanks to government incentives. The business performed well in Central and Eastern Europe, Spain, Portugal and Argentina, yet to a lesser extent.

The revenue of our **Etex Façade** division is **up year-on-year, +3.7%** like-for-like, mainly thanks to good performance in the UK, Southern and Eastern Europe, the US, Australia, Argentina and Chile, and despite lower revenue in other European countries, China and Colombia.

Finally, **Etex Industry** registered a like-for-like revenue **growth of 7.7%**. A decrease in project revenue in Spain and a slower half-year in Japan and Russia were largely offset by solid revenue growth in Germany, the Asia-Pacific region, the Middle East, the US and India.

Key figures for H1 2018

<i>EUR million</i>	June 2017	June 2018	Var. (%)	Like-for-like var. (%)	Var. at same scope (%)
Revenue	1,414	1,453	2.8	3.4	0.0
Recurring operating cash flow (REBITDA) <i>% of revenue</i>	211 14.9 %	207 14.3 %	-1.8	-2.0	-6.0
Recurring operating income (REBIT) <i>% of revenue</i>	134 9.4 %	130 8.9 %	-3.0	-3.0	-7.4
Non-recurring items	-9	-12	-	-	-
Operating cash flow (EBITDA)	202	195	-3.5	-	-
Operating income (EBIT) <i>% of revenue</i>	125 8.8 %	117 8.1 %	-5.8	-	-
Profit for the period	67	88	31.2	-	-
<i>Group share</i>	64	85			
<i>Non-controlling interest</i>	3	2			
Working capital	433	448	-	-	-
Net financial debt	681	719	-	-	-
Capital expenditure	29	49	-	-	-

About Etex

Etex is a Belgian industrial group manufacturing and selling building materials. Its core businesses are:

- Etex Building Performance:
plasterboards, plasters and formulated products, fibre cement boards, passive fire protection and associated products, and dry construction solutions
- Etex Façade:
architectural and residential fibre cement façade materials
- Etex Industry:
high performance insulation and fire protection solutions for industrial players, such as the oil & gas sector
- Etex Roofing:
roof systems, slates, tiles and corrugated sheets, and roofing components

With about 15,000 employees working at 107 production sites in 42 countries, and with an annual revenue of almost 3 billion euro, Etex is an international player in sustainable building solutions. In Belgium, in addition to its headquarters, Etex operates three production sites and two R&D centres. For more information, please visit our website: www.etexgroup.com.

More information

Lionel Groetaers - Head of Corporate Communications
Tel + 32 2 778 13 06 - lionel.groetaers@etexgroup.com