

FINANCIAL HIGHLIGHTS

MAIN FINANCIAL AND OPERATING DATA (*)

(in millions of Euro)

	2017	2016	% change	2015
Sales	7,901	7,567	4.4%	7,361
Adjusted EBITDA before share of net profit/(loss) of equity-accounted companies	691	680	1.7%	584
Adjusted EBITDA ⁽¹⁾	733	711	3.1%	623
EBITDA ⁽²⁾	657	645	1.9%	622
Adjusted operating income ⁽³⁾	556	538	3.3%	473
Operating income	421	447	-5.8%	399
Profit/(loss) before taxes	305	368	-17.1%	310
Net profit/(loss) for the year	223	262	-14.9%	214

(in millions of Euro)

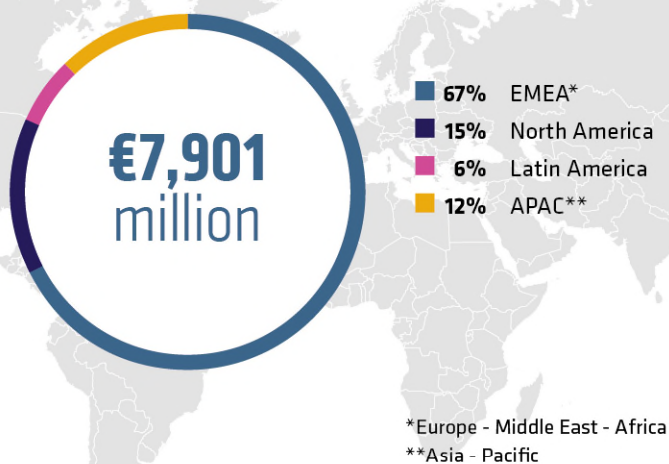
	31 December 2017	31 December 2016	Change	31 December 2015
Net capital employed	2,466	2,595	(129)	2,598
Employee benefit obligations	355	383	(28)	341
Equity	1,675	1,675	-	1,507
<i>of which attributable to non-controlling interests</i>	188	227	(39)	229
Net financial debt	436	537	(101)	750

(in millions of Euro)

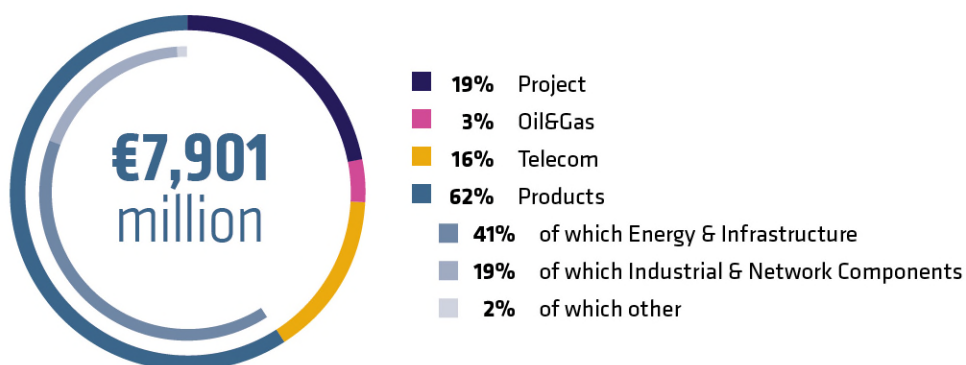
	2017	2016	% change	2015
Capital expenditures ⁽⁴⁾	257	233	10.3%	210
<i>of which for acquisition of Shen Huan assets</i>	35	11		-
Employees (at year-end) ⁽⁵⁾	21,050	20,493	2.7%	19,316
Earnings/(loss) per share				
- basic	1.07	1.15		1.00
- diluted	1.05	1.09		1.00
Patents ^(**)	4,871	4,651		4,785
Number of plants	82	82		88

- (1) Adjusted EBITDA is defined as EBITDA before income and expense associated with company reorganisation, non-recurring items, other non-operating income and expense and General Cable acquisition-related costs.
- (2) EBITDA is defined as earnings/(loss) for the year, before the fair value change in metal derivatives and in other fair value items, amortisation, depreciation and impairment, finance costs and income, dividends from other companies and taxes.
- (3) Adjusted operating income is defined as operating income before income and expense associated with company reorganisation, non-recurring items, other non-operating income and expense, General Cable acquisition-related costs, and the fair value change in metal derivatives and in other fair value items.
- (4) Capital expenditure refers to additions to Property, plant and equipment and Intangible assets, gross of leased assets.
- (5) The closing number of employees at 31 December 2015 does not include employees of Oman Cables Industry (SAOG).
- (*) All percentages contained in this report have been calculated with reference to amounts expressed in thousands of Euro.
- (**) These are the total number of patents, comprising patents granted plus patent applications pending worldwide.

SALES 2017 BY GEOGRAPHICAL AREA



SALES 2017 BY BUSINESS AREA



(*) Europe – Middle East - Africa.