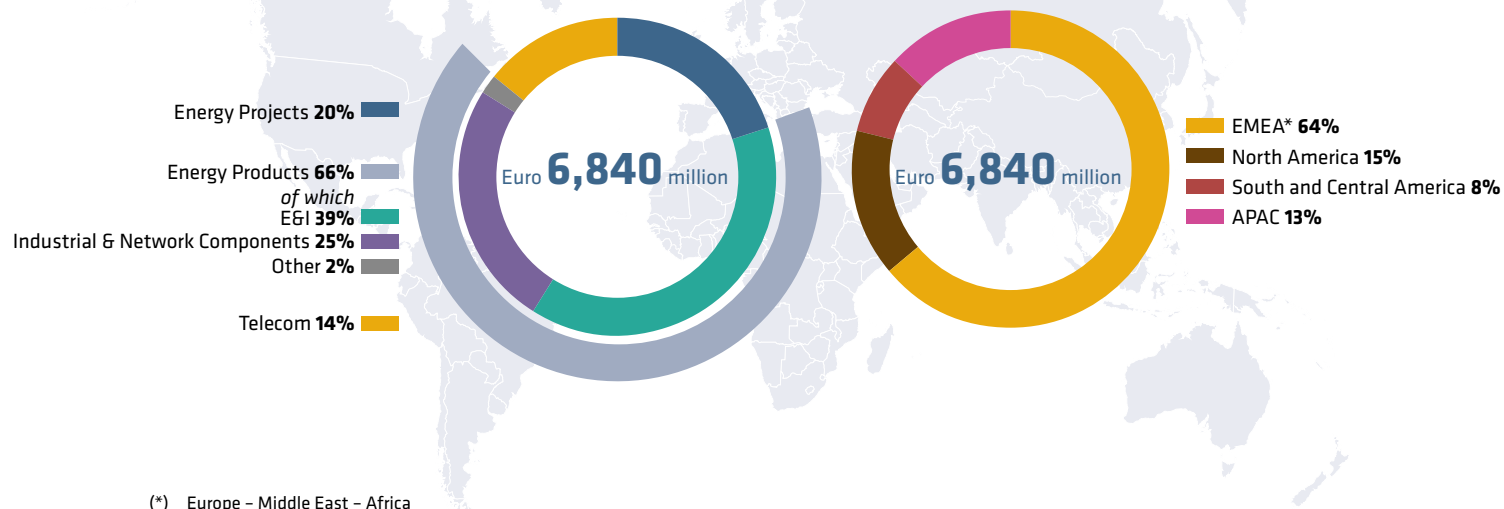


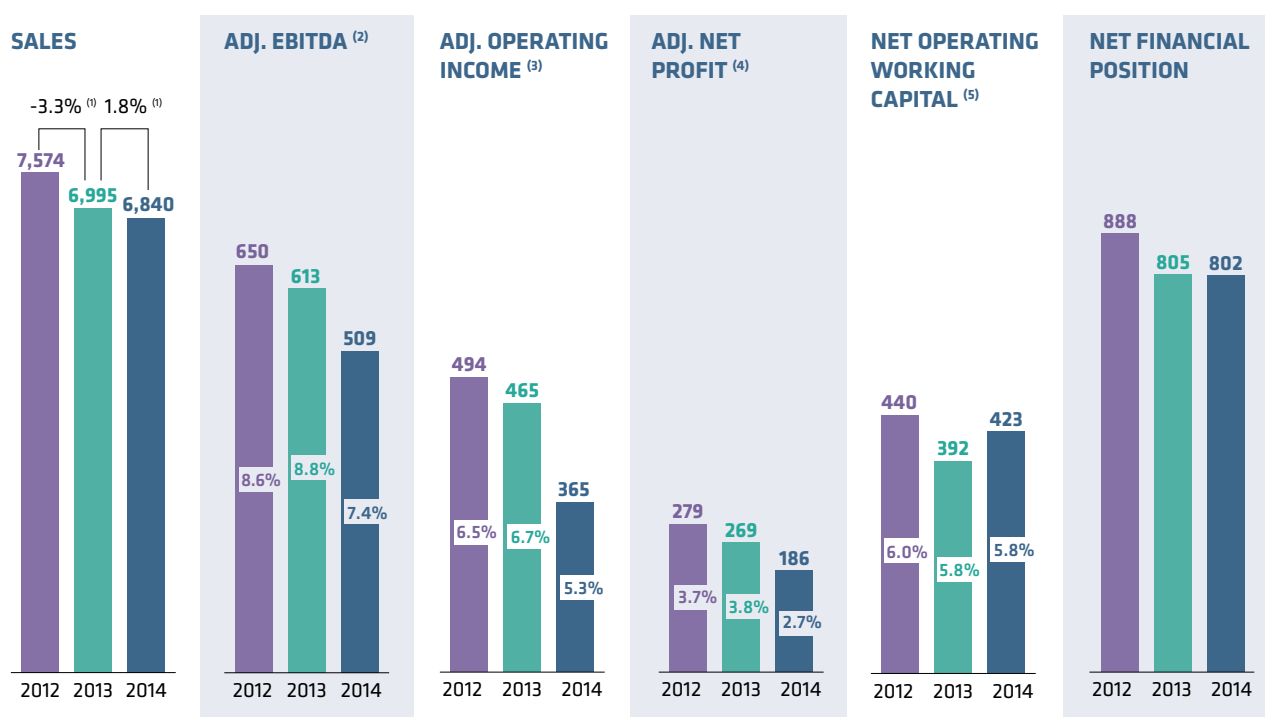
SALES 2014 BY BUSINESS AREA

SALES 2014 BY GEOGRAPHICAL AREA



KEY FINANCIALS (*)

Amounts in millions of Euro - Percentages on sales



(*) The previously published prior year comparative figures have been restated following the introduction of IFRS 10 and IFRS 11 and a new method of classifying the share of net profit (loss) of associates and joint ventures.

- 1) Organic growth is defined as growth in sales calculated net of changes in the scope of consolidation, change in metal prices and exchange rates effects.
- 2) Adjusted EBITDA is defined as EBITDA before non-recurring income/(expenses).
- 3) Adjusted Operating Income is defined as Operating Income before non-recurring income/(expenses) and the fair value change in metal derivatives and in other fair value items.
- 4) Adjusted Net Profit is defined as net profit/(loss) before non-recurring income/(expenses), the effect of derivatives and of other fair value items, exchange rate differences, non-monetary interest on the convertible bond and the related tax effects.
- 5) Net Operating Working Capital means Net Working Capital excluding the effect of derivatives. The percentage is calculated as Net Working Capital/ Annualised last-quarter sales.