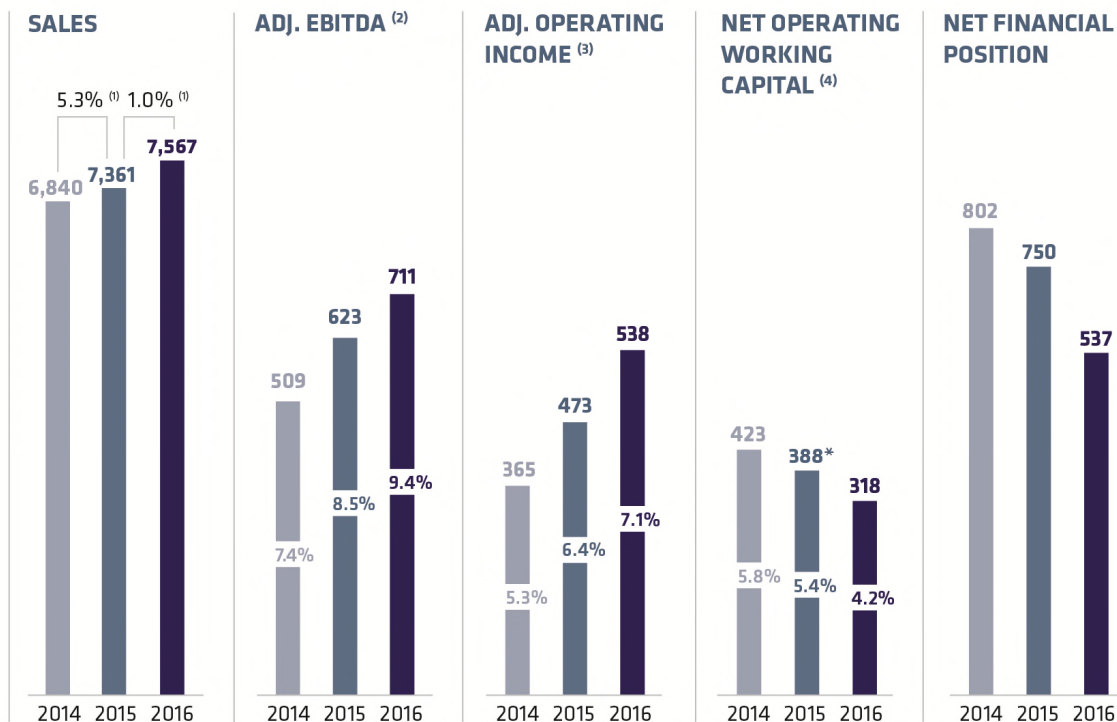


KEY FINANCIALS

Amounts in millions of Euro – Percentages on sales

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Amounts in millions of Euro – Percentages on sales



(*)The figures presented in the consolidated statement of financial position published and approved by the Shareholders' Meeting on 13 April 2016 have been restated due to revision of the purchase price allocation for Oman Cables Industry (SAOG), conducted in accordance with the procedures and timing established by IFRS 3 - *Business Combinations*. Further details can be found in Section C. Restatement of comparative figures in the Explanatory Notes.

- (1) Organic growth is defined as growth in sales calculated net of changes in the scope of consolidation, changes in commodity prices and exchange rate effects.
- (2) Adjusted EBITDA is defined as EBITDA before income and expense associated with company reorganisation and before non-recurring items and other non-operating income and expense.
- (3) Adjusted operating income is defined as operating income before income and expense associated with company reorganisation, before non-recurring items (and other non-operating income and expense), and before the fair value change in metal derivatives and in other fair value items.
- (4) Net Operating Working Capital is defined as Net Working Capital excluding the effect of derivatives. The percentage is calculated as Net Working Capital/Annualised last-quarter sales.