



Construction sector & construction materials in Romania

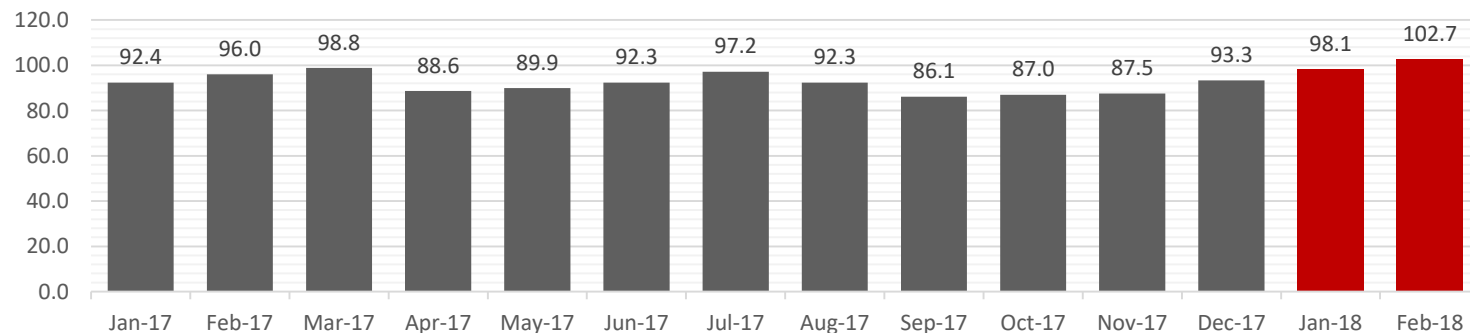


9 bln. €
350.000
employees

2017 vs PY: **-5.6%**

Growth projection for 2018: **+8%**

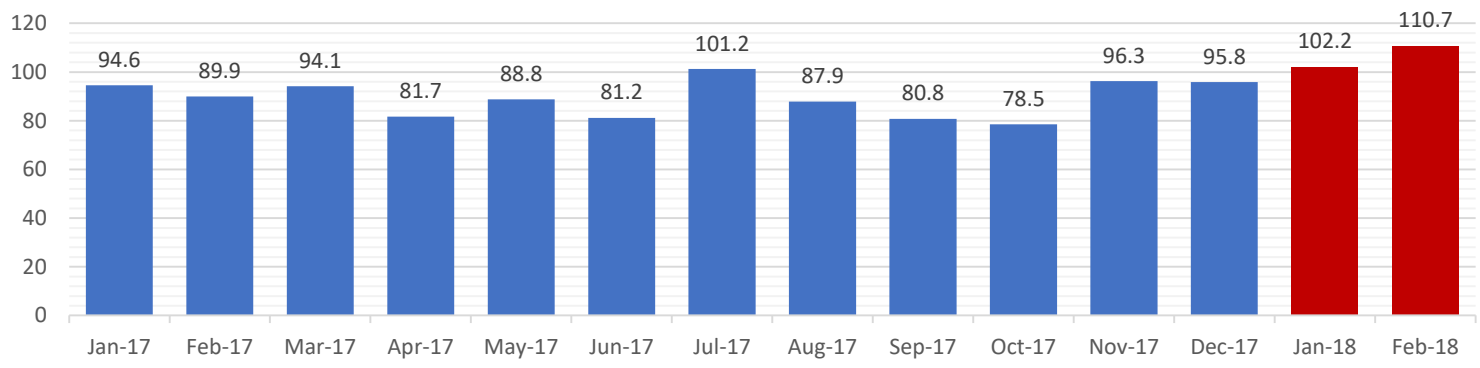
Construction output growth indices





Non Residential market

Growth indices



28%
weight

Sub-segments:

Offices



Retail



Industrial



Hotels



Health



Education



Others

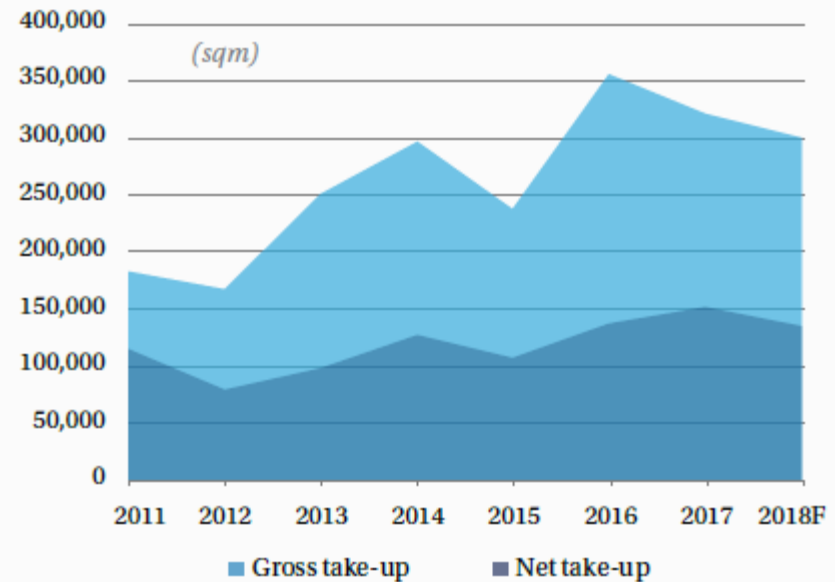




Last year saw the delivery of **123,000 sqm** of new modern office spaces, taking the total stock to nearly 2.3 mil. sqm. This is lower than 2016's 230,000 sqm deliveries, though the latter coincided with the best post-crisis pace and was double the average seen in the post-crisis period.

Office leasing activity in Bucharest nearly halved in the first quarter of the 2018, though, admittedly, 1Q17 was one of the strongest quarters we have seen this cycle.

Bucharest leasing activity peaking

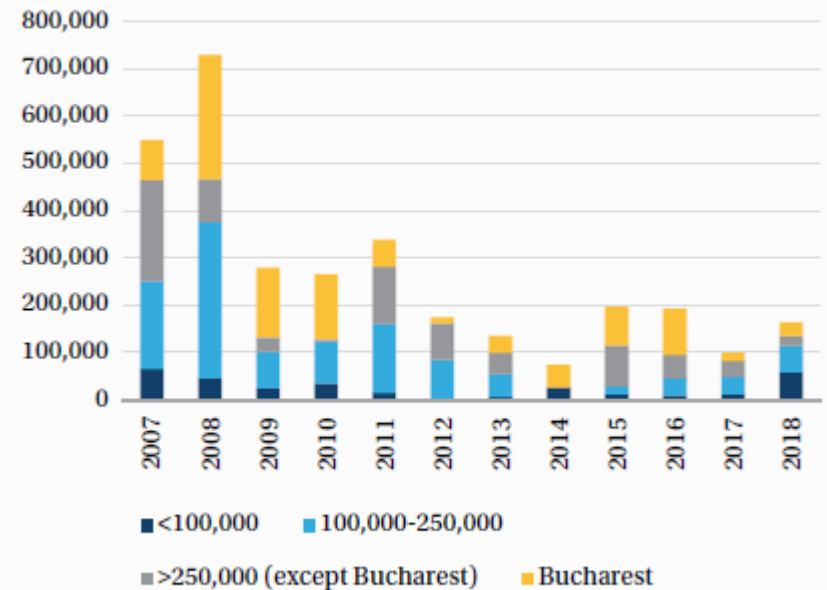


Data Source: Colliers International



Little over **100,000 sqm** in new modern retail spaces were delivered in 2017 (versus around 240,000 sqm in the previous year), making this one of the poorest years in the post-crisis period.

Deliveries of new retail spaces by city population (sqm)



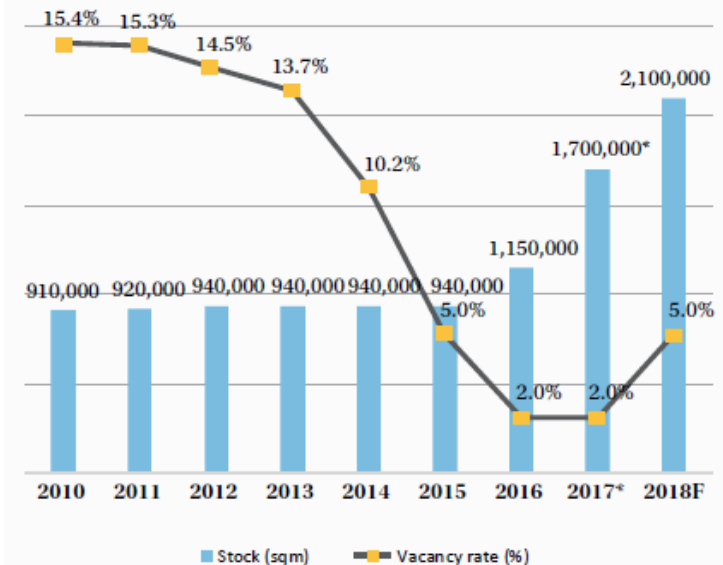
Data Source: Colliers International

Industrial market



Around half a **500.000 sqm** in new modern warehouse spaces were delivered last year, an acceleration of over **40%** versus 2016, taking the grand total to 3.5 million sqm nationwide. Despite the record-pace of deliveries, vacancy remained quite subdued (below **5%** nationwide and under 2% in the Bucharest area)

Vacancy rate and industrial stock in Bucharest



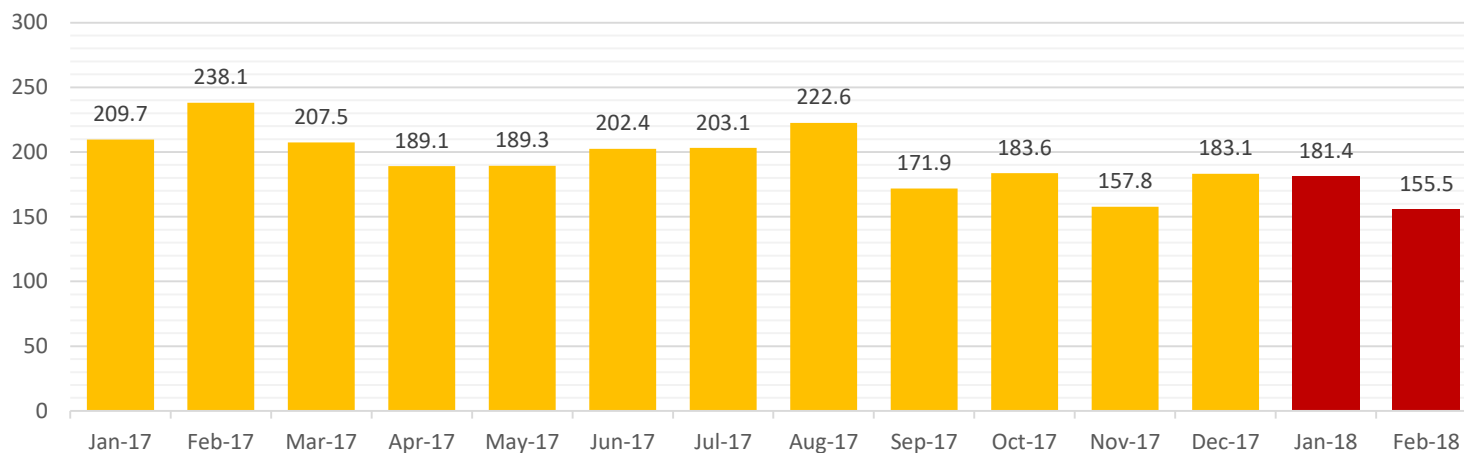
* 2017 stock figure updated to include around 200,000 sqm in storage spaces previously unaccounted for in Bucharest

Data Source: Colliers International



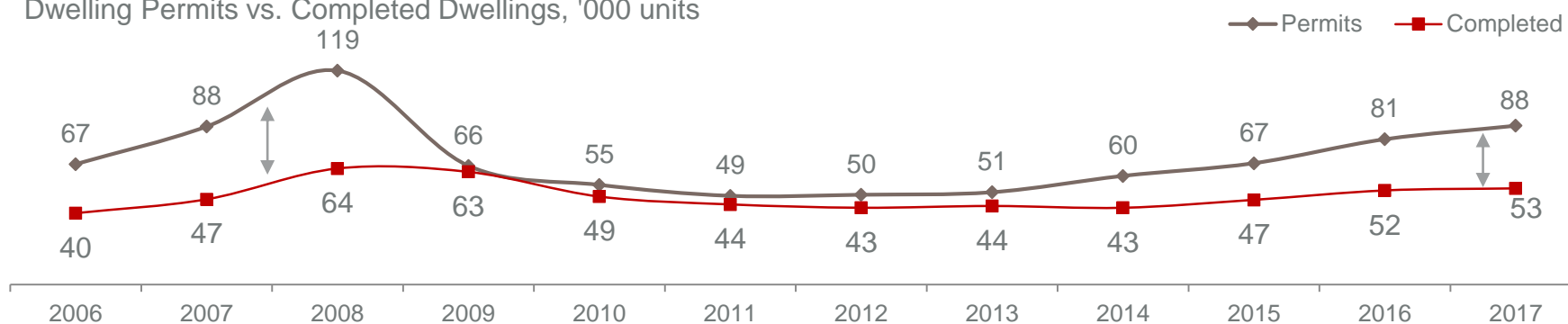
Residential market

Growth indices

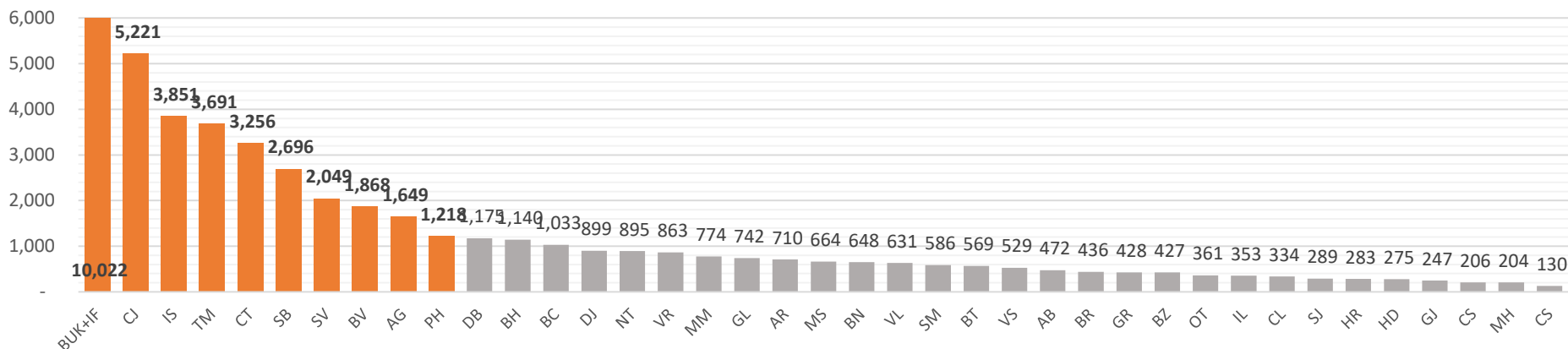


26%
weight

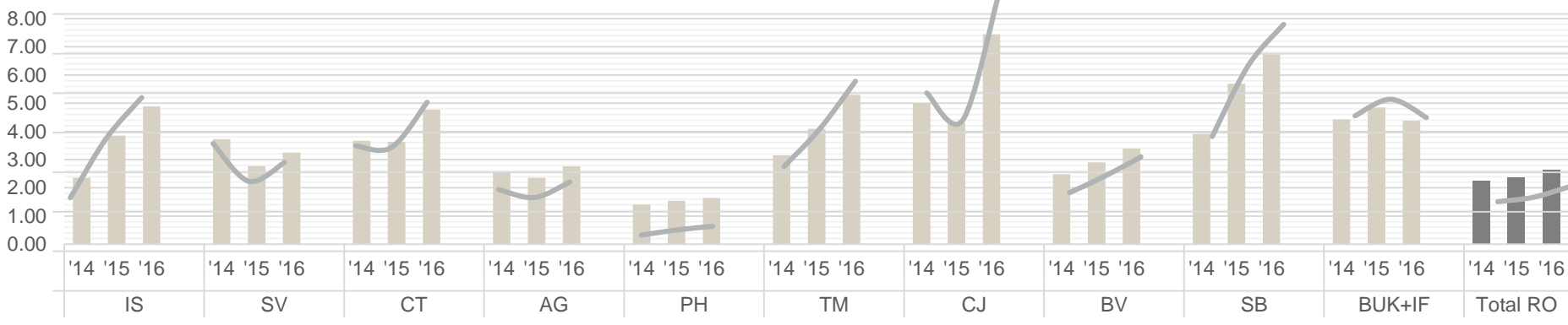
Dwelling Permits vs. Completed Dwellings, '000 units



Housing completions 2016

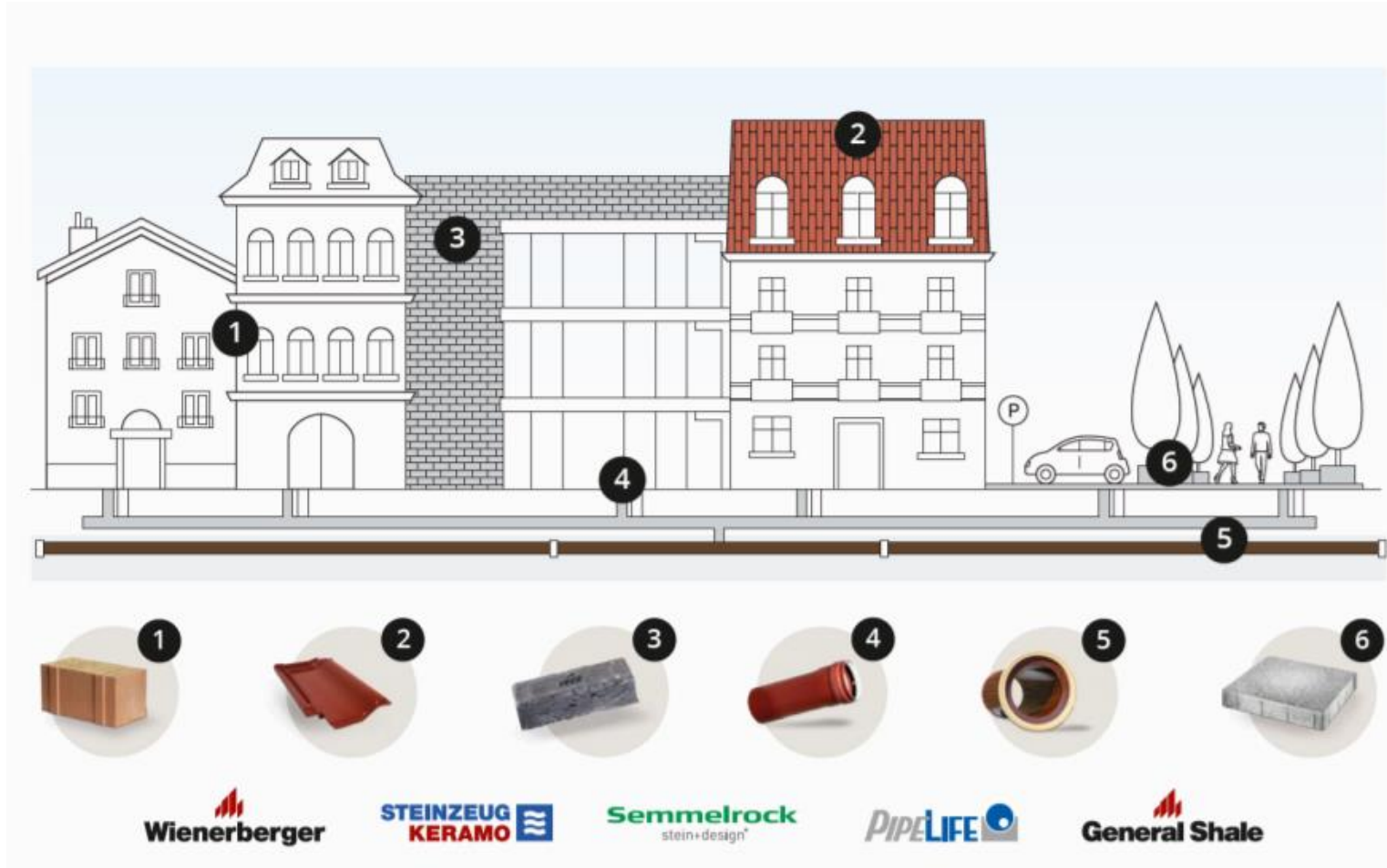


Housing completions / 1000 inhabitants TOP 10 counties



Wienerberger at a glance

Building Material and Infrastructure Solutions for modern Living



Wienerberger at a glance

Innovative and Sustainable Building Material and Infrastructure Solutions

Wall Solutions

High-tech clay blocks for comfortable and healthy indoor climate



Roof Solutions

Design element and protection in many different shapes and colors



Façade Solutions

Innovative range of products for modern architecture and multi-storey buildings



Business Unit Clay Building Materials

Plastic Pipes

System solutions from building installations and wastewater disposal to speciality products



Ceramic Pipes

System solutions for modern municipal waste water disposal



Pavers

High resistance and lasting aesthetic for public areas, private homes and gardens



Business Unit Pipes & Pavers

Wienerberger at a glance

Success Story of our Group: A city per year is built with our building material solutions



Wienerberger at a glance

In a nutshell



16,297 employees



Record revenues
of **€ 3.1** billion



197 production
sites in **30** countries



EBITDA of **€ 415**
million



6 groups of building
material solutions



100% free float
company

- **Wienerberger Sisteme de Caramizi SRL** – ceramic blocks manufacturer, 4 plants
- **Tondach Romania SRL** – ceramic tiles imports, sales and distribution
- **Semmelrock Stein + Design SRL** – pavement manufacturer, 2 plants
- **Pipelife Romania SRL** – ceramic & plastic pipes system imports, sales and distribution

