

VIDRALA, S.A. BUSINESS PERFORMANCE 9M 2018

MAIN FIGURES (NINE MONTHS ENDED)

	September 2018	September 2017	Change	Change on a like-for-like and constant currency basis
Sales EUR million	730.5	612.2	+19.3%	+2.9%
EBITDA EUR million	182.1	146.1	+24.6%	+5.6%
Earnings per share EUR	3.56	2.79	+27.4%	
Debt / EBITDA as at September, 30	1.9x			

- ✓ Net income during the first nine months 2018 increased 27% over the previous year.
- ✓ Sales amounted to EUR 730.5 million, showing an organic growth of 2.9% on a like-for-like and constant currency basis.
- ✓ Operating profit, EBITDA, was EUR 182.1 million representing an operating margin of 24.9%.
- ✓ Debt figure is reduced to EUR 448.4 million, which compares to the level of EUR 508.1 million reached about a year ago, at the time of the acquisition of Santos Barosa.

Earnings performance

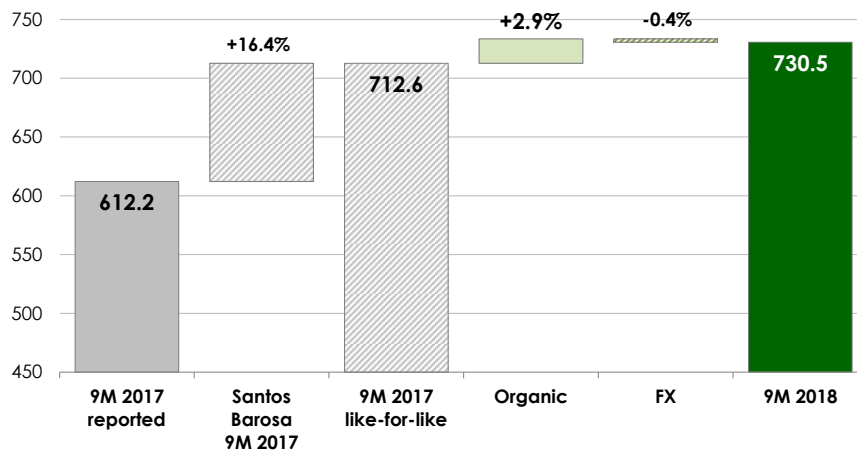
Sales

Sales reported by Vidrala during the first nine months 2018 amounted to EUR 730.5 million, an increase of 19.3% over the previous year.

The figures reflect the contribution of the Santos Barosa, whose results are consolidated as of October 1, 2017. On a constant currency and like-for-like basis, sales reflected an organic growth of 2.9%. See below detailed variations.

**SALES
YEAR OVER YEAR CHANGE**

EUR million



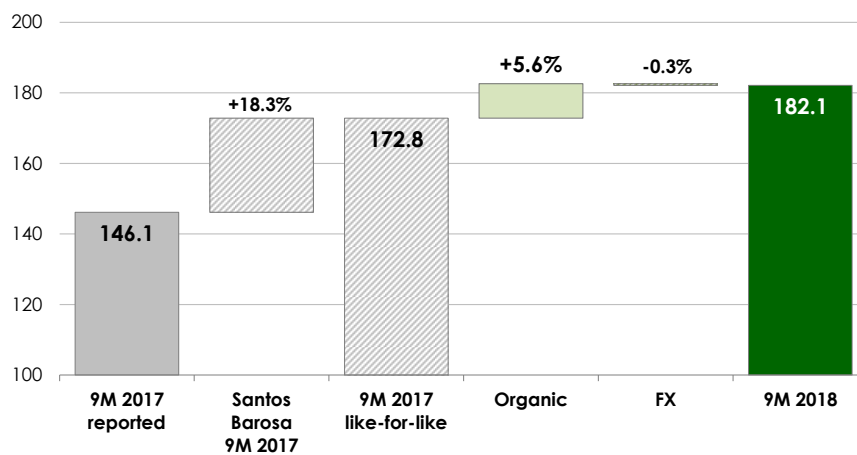
Operating results

Operating profit –EBITDA– obtained in the first nine months 2018 reached EUR 182.1 million, an increase of 24.6% over the figure reported last year. Organic growth, on a like-for-like and constant currency basis, was 5.6%.

Over sales, EBITDA margin stood at 24.9%.

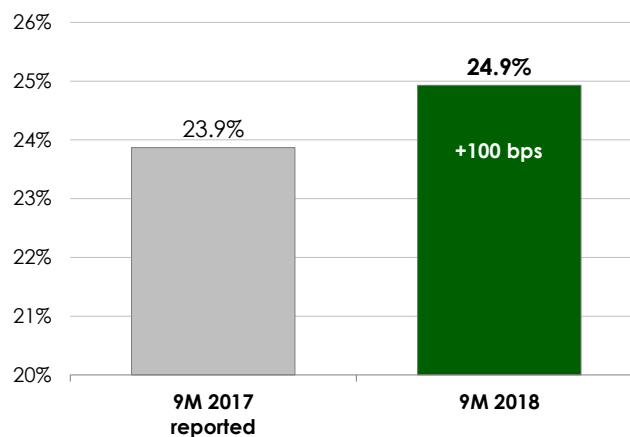
EBITDA YEAR OVER YEAR CHANGE

EUR million



OPERATING MARGINS EBITDA YEAR OVER YEAR CHANGE

As percentage of sales

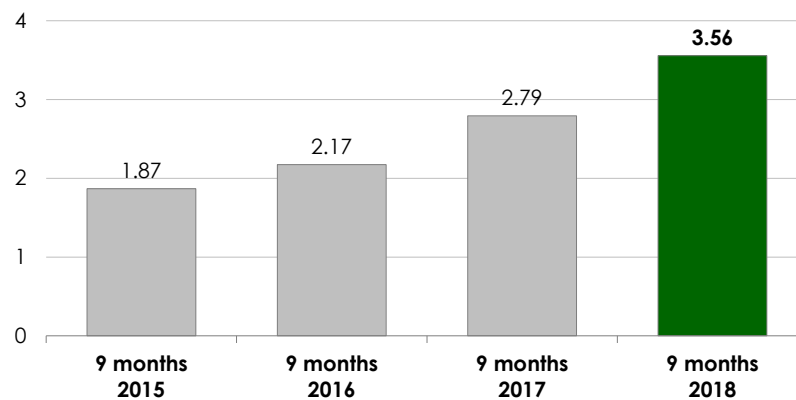


Results and financial position

Net profit in the first nine months 2018 amounted to EUR 88.0 million. As a result, earnings reached EUR 3.56 per share, an increase of 27.4% over the previous year.

EARNINGS PER SHARE YEAR OVER YEAR EVOLUTION SINCE 2015

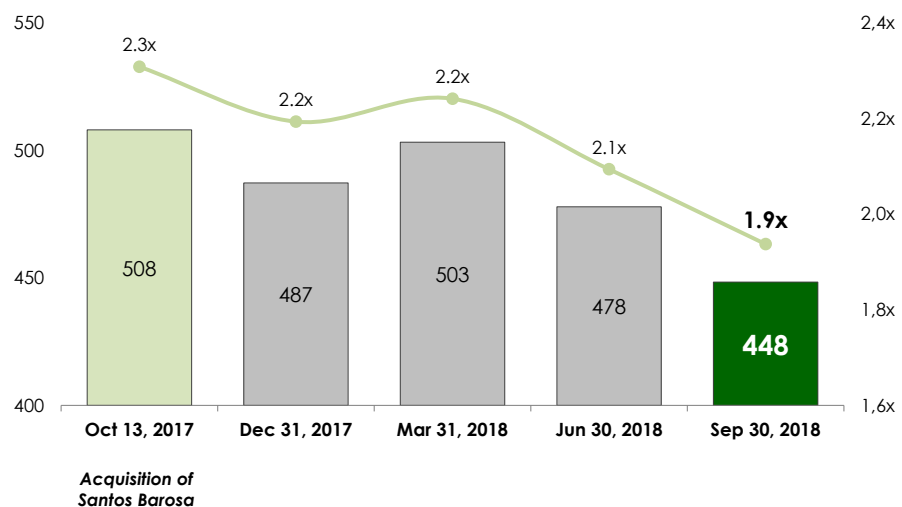
EUR per share



Net debt at September 30, 2018 stood at EUR 448.4 million, reflecting a leverage ratio of 1.9 times last twelve months pro forma EBITDA.

DEBT QUARTERLY EVOLUTION

EUR million and times EBITDA



Business outlook

Consumption of products packed in glass progresses at the pace of sociodemographics, the development of modern lifestyles and the growing preference of consumers and packers towards glass versus alternative packaging materials.

In this context, demand in our areas of activity remains stable, showing sustained signs of growth that are consistent with the regional economic frameworks and the above mentioned consumption patterns.

Under this situation, management priorities inside Vidrala will remain focused on internal actions aimed at improving customer service, investing in our industrial facilities with forward-looking ambition, materializing the synergies expected from the recent acquisition and reinforcing operating margins.

As a result, it is expected to consolidate the growth rate in earnings for the full year 2018 and intensify debt reduction, which will stand below current levels at year-end.



Relevant information for shareholders

According to the resolutions adopted in the Annual General Meeting held on May 29, 2018, a gross amount of EUR 26.52 cents per share was paid on July 13, 2018, representing an increase of 20% over the same payment of the prior year.

Overall, cash dividends received by the Shareholders during 2018, including AGM attendance bonus, amounted to EUR 1.0019 per share. This is consistent with the dividend policy defined in Vidrala, focusing on the long term stability and the target of a sustained growth in the annual remuneration coherent with prevailing business conditions.

2018 TOTAL REMUNERATION	
Proposed 2017 results distribution, to be approved at the AGM	
EUR 1.0019 per share	
EUR 0.9619 per share as dividends +20% versus previous year	
EUR 0.6967 per share	First interim cash dividend, payment February 14, 2018
EUR 0.2652 per share	Complementary cash dividend, payment July 13, 2018
EUR 0.04 per share as AGM attendance bonus	

In addition, the AGM approved to execute a free share capital increase in a proportion of one new share for every twenty existing shares to be freely allocated between all shareholders. All outstanding company shares, without distinction, will be fully granted for this bonus issue.

In order to proceed with this extraordinary shareholder remuneration process, every company's shareholder will initially receive a free-of-charge subscription rights allocation for every Vidrala, S.A. share held on October 26th. These rights will be listed within a subscription period of fifteen calendar days, starting on October 29th, finishing on November 12nd, both inclusive. During this subscription period, shareholders will have the option to freely choose between:

- selling all or part of their rights on the Stock Exchange, monetizing in cash the bonus share issue;
- preserving their stake maintaining their rights; or
- increase their stake buying new rights.

Once this period is ended, the free-of-charge rights owned by the Holders will be converted into new shares in the proportion of 1 new share for every 20 rights.

Updated information about this bonus share issue will be accessible at the website of the company, www.vidrala.com. Additionally, Vidrala shareholders' office is available for all interested parties.

Annex. Expected 2019 key dates.

February 27, 2019

FY 2018 Earnings Release (8:00h CET)

May 1, 2019

Q1 2019 Earnings Release (8:00h CET)

July 24, 2019

Q2 2019 Earnings Release (8:00h CET)

October 25, 2019

Q3 2019 Earnings Release (8:00h CET)





VIDRALA, S.A.

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