

H1 2019

RESULTS

24TH JULY 2019



vidrala





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H1 2019 KEY FIGURES



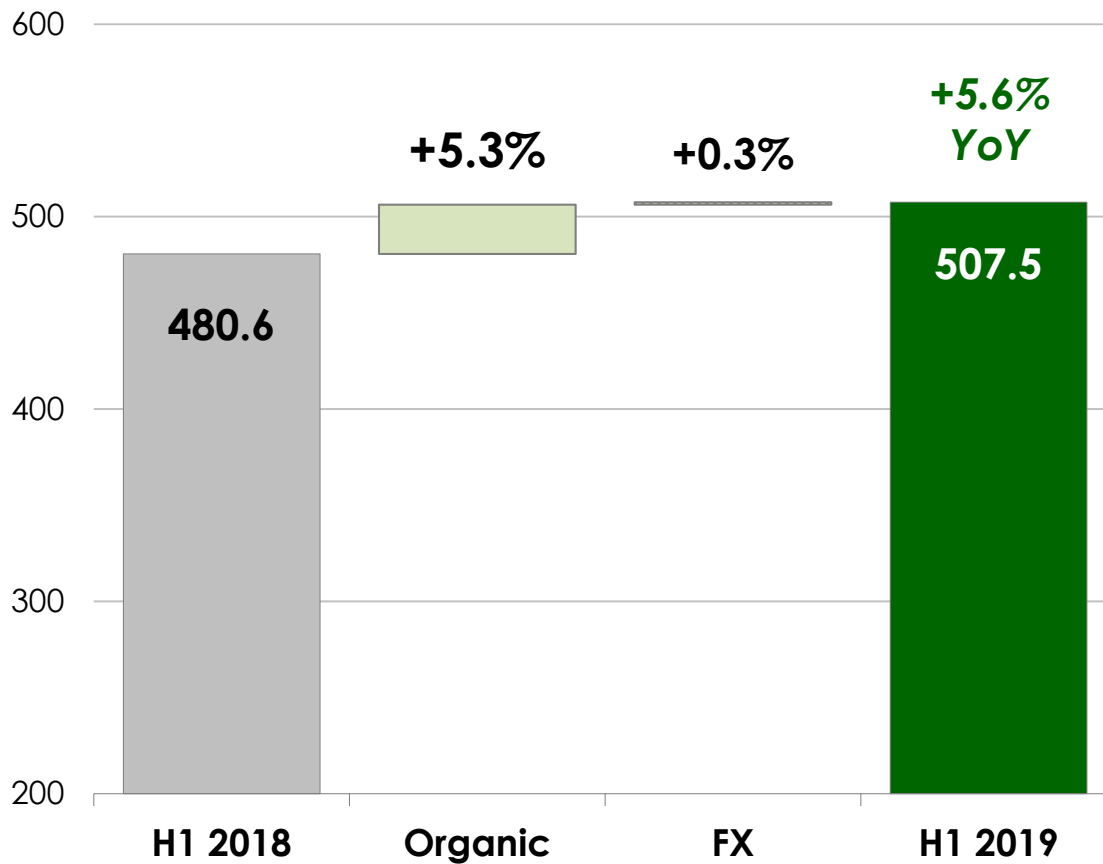
	H1 2019	Change	Organic change <i>(constant currency basis)</i>
Net sales <i>(EUR million)</i>	507.5	+5.6%	+5.3%
EBITDA <i>(EUR million)</i>	131.2	+10.1%	+9.8%
Earnings per share <i>(EUR/share)</i>	2.60	+22.6%	
Debt <i>(EUR million)</i>	402.1	-15.9%	
Debt / LTM EBITDA <i>(multiple)</i>	1.6x	-0.5x	





YEAR OVER YEAR CHANGE

EUR million

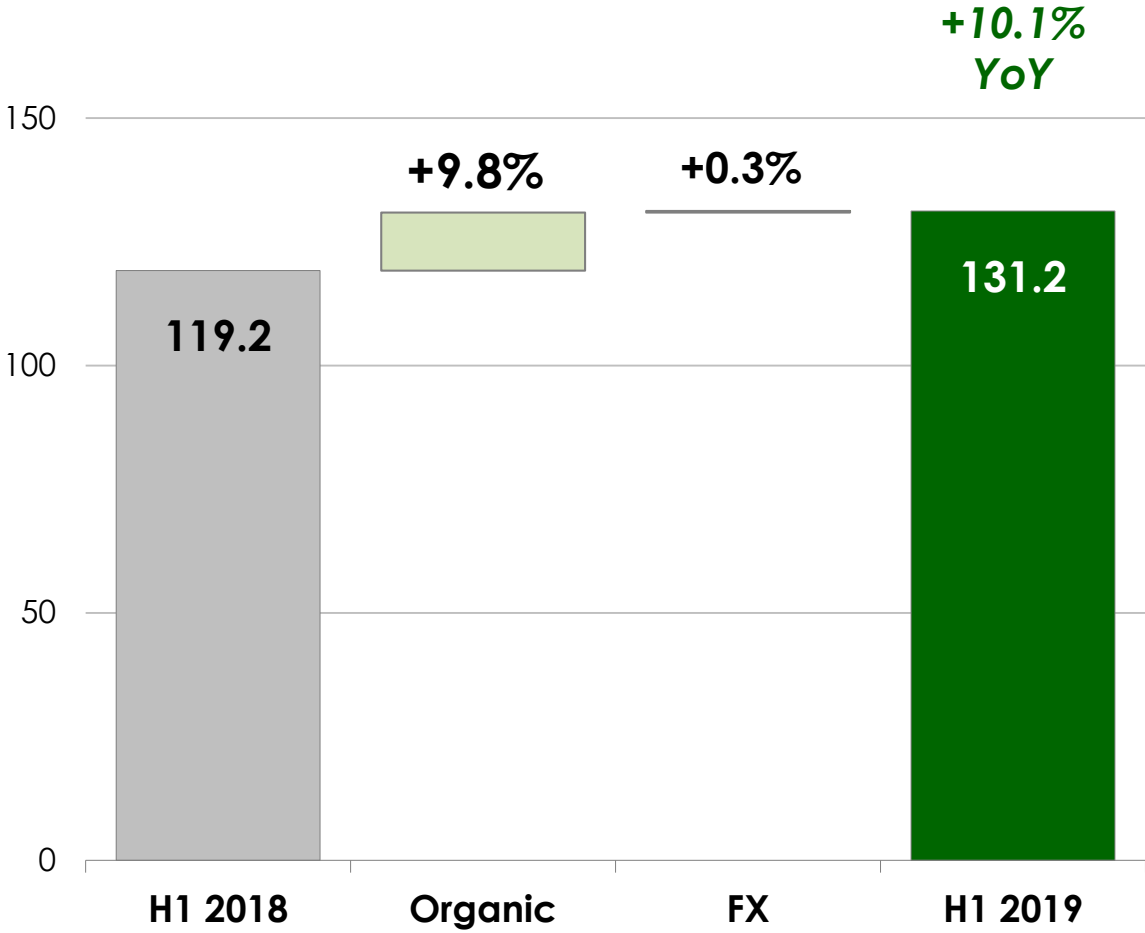


EBITDA



YEAR OVER YEAR CHANGE

EUR million

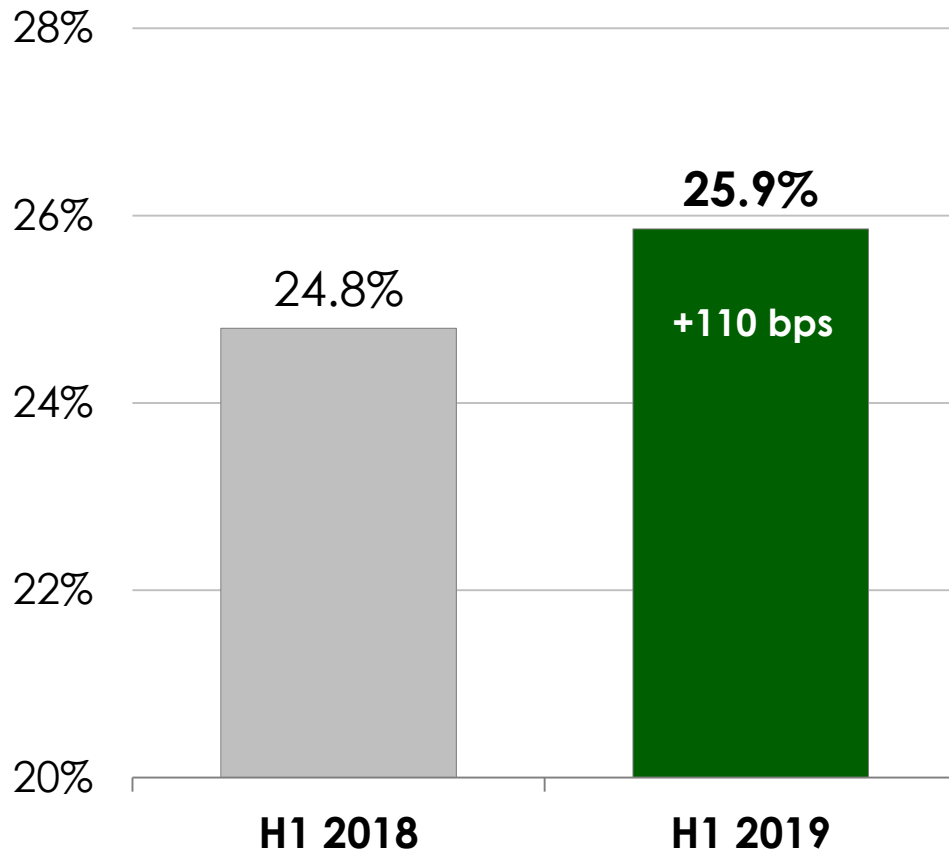


OPERATING MARGINS



YEAR OVER YEAR CHANGE

As percentage of sales

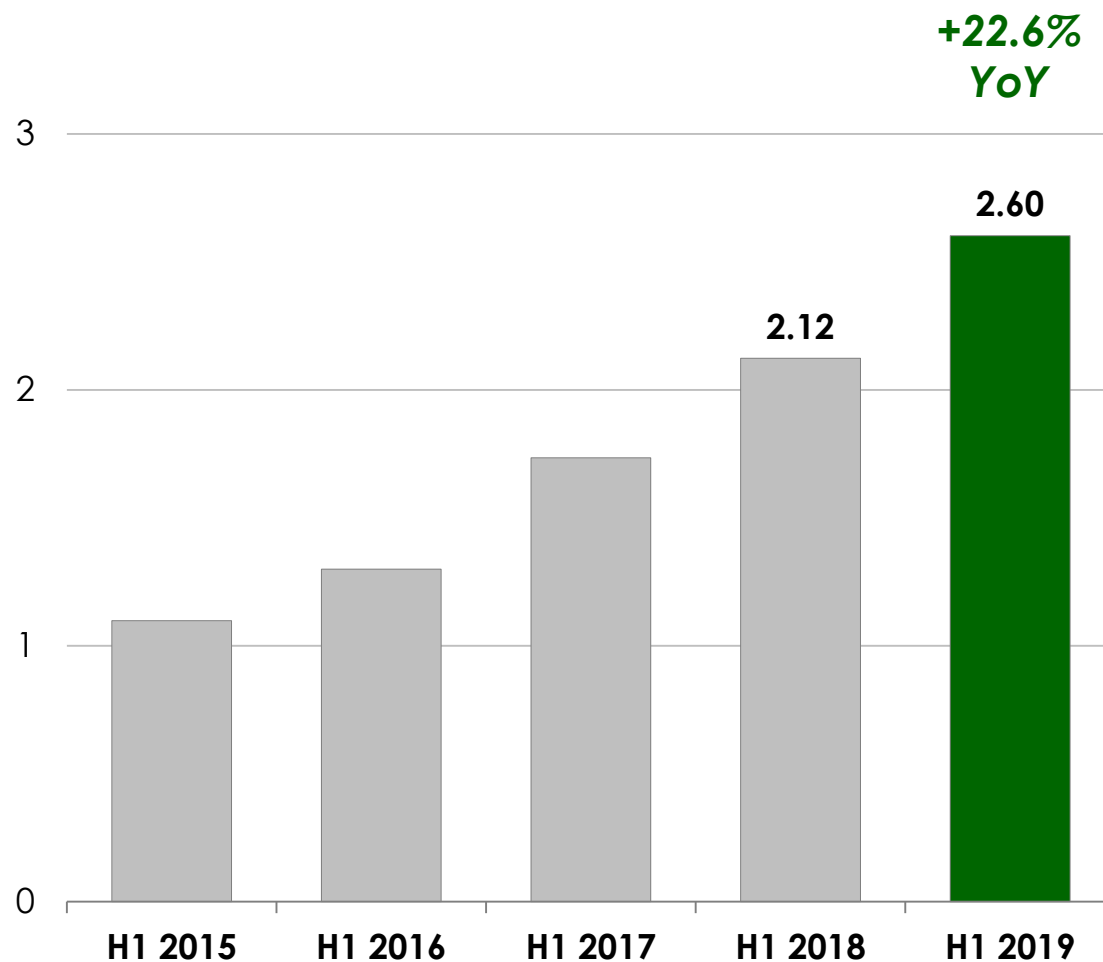


EARNINGS PER SHARE



SIX-MONTHLY EVOLUTION, SINCE 2015

EUR per share

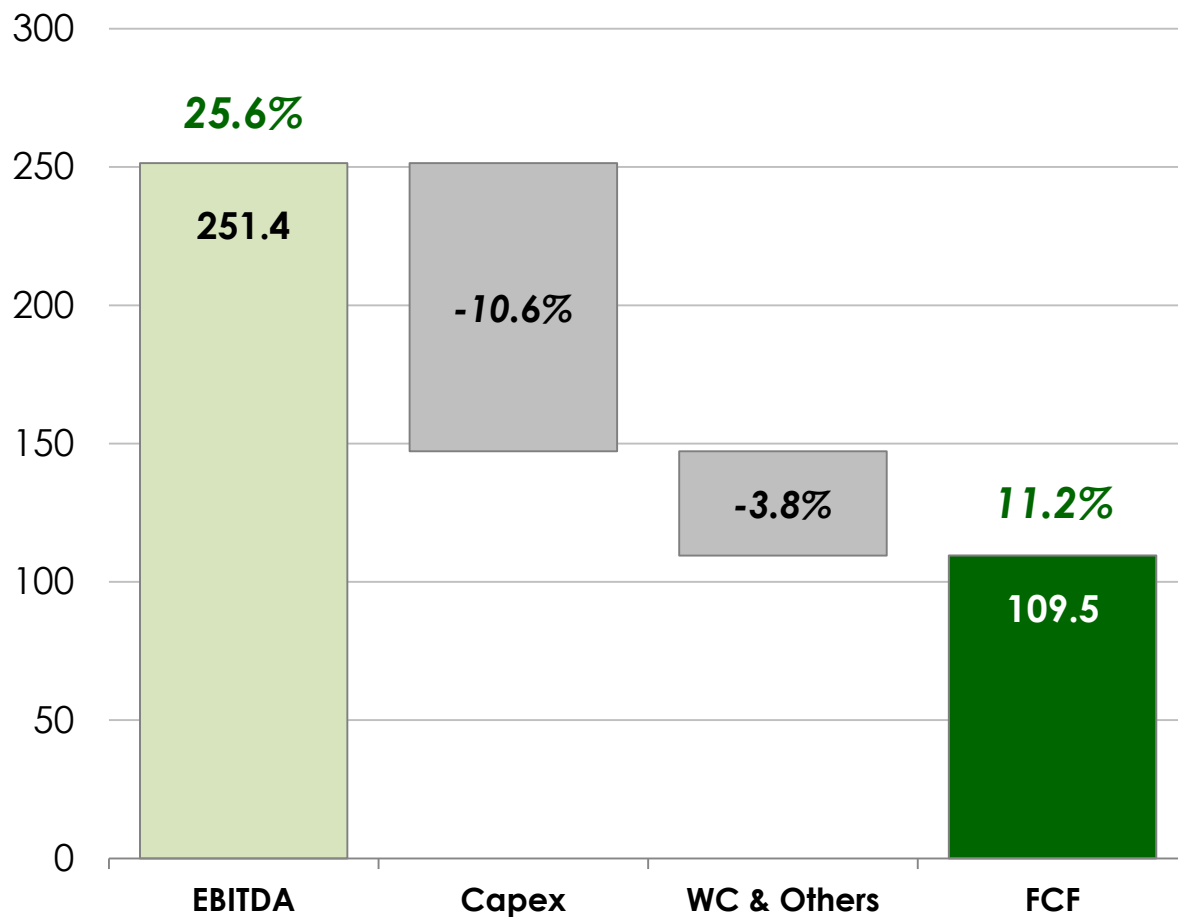


CASH PROFILE



FREE CASH FLOW GENERATION LAST 12 MONTHS TO JUNE 2019

EUR million / as percentage of sales

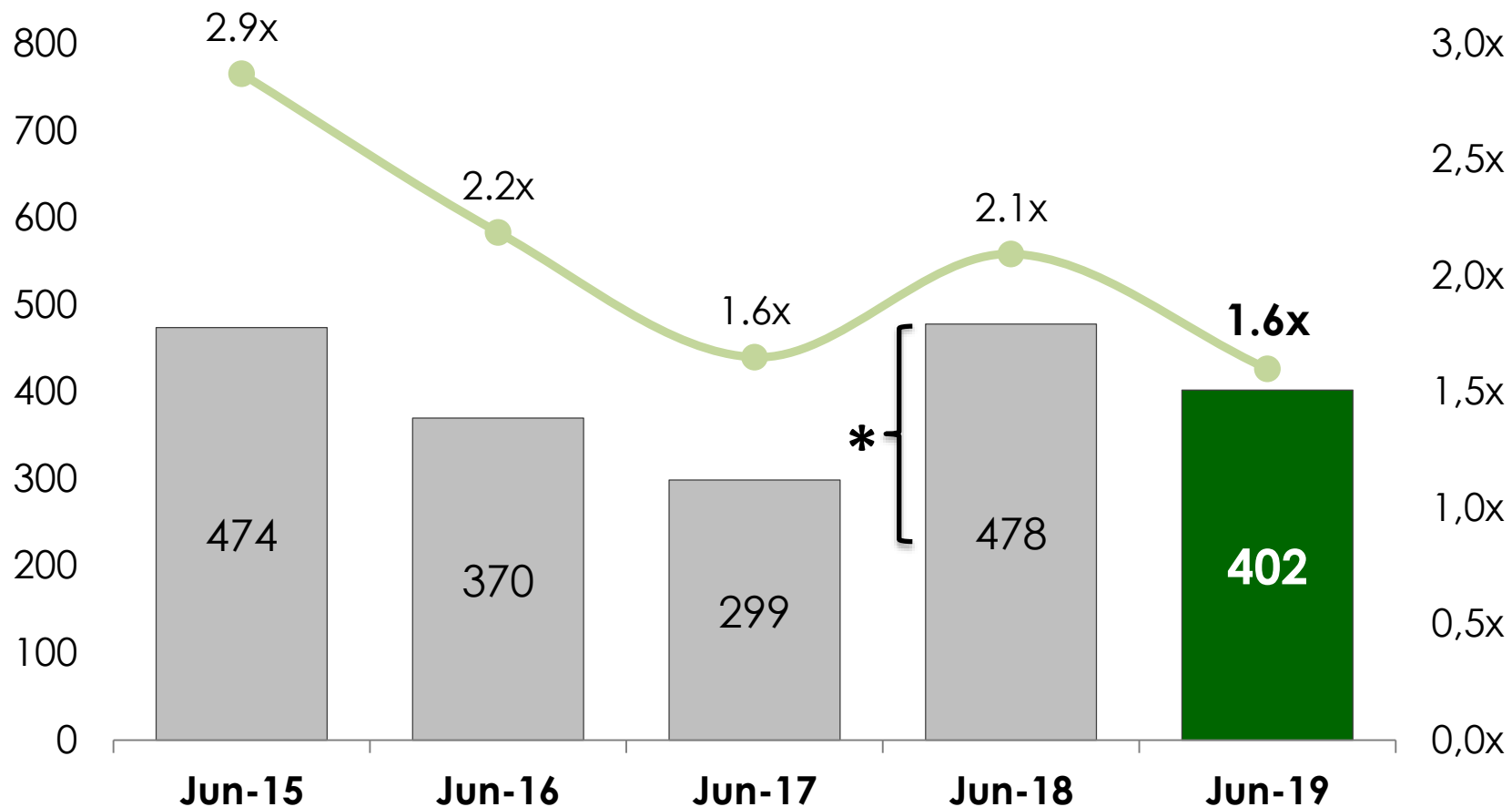


DEBT



SIX-MONTHLY EVOLUTION, SINCE 2015

Debt in EUR million and times EBITDA



*The increase is due to the acquisition of Santos Barosa in October 2017, whose enterprise value (EV) amounted to EUR 252.7 million.

H1 2019 MAIN HIGHLIGHTS



✓ **ORGANIC TOP-LINE GROWTH OF 5.3%**

Sales during the first six months of 2019 amounted to EUR 507.5 million, showing an organic growth of 5.3%.

✓ **OPERATING MARGIN OF 25.9%**

Operating profit, EBITDA, was EUR 131.2 million representing an operating margin of 25.9%.

✓ **>20% GROWTH IN EARNINGS**

Earnings reached EUR 2.60 per share, an increase of 22.6% over the previous year.





✓ **DELEVERAGING, MAIN USE OF CASH**

Debt at June 30, 2019 stood at EUR 402.1 million, equivalent to 1.6 times last twelve months EBITDA.



FY 2019 OUTLOOK, REITERATED



	Actuals Full Year 2018	Last Twelve Months at June 2019	Full Year 2019 Trends
Sales growth	+3.8% YoY organic <i>like-for-like</i>	+5.0% YoY organic <i>like-for-like</i>	 Mid-digit growth supported on price/mix and moderate volume contribution.
Operating margins	25.1% <i>EBITDA/sales</i>	25.6% <i>EBITDA/sales</i>	 Gradual modest expansion supported on top-line growth and cost control initiatives. FY EBITDA margins reassured at >25%.
Earnings	EUR 4.47 <i>per share</i>	EUR 4.92 <i>per share</i>	 Double-digit growth in EPS for FY 2019, supported on operational profits and lower financial expenses.
FCF <i>Free Cash Flow</i>	101.3 <i>EUR million</i> 10.6% FCF/sales	109.5 <i>EUR million</i> 11.2% FCF/sales	 FY free cash flow generation to be above EUR 120 million, reaching the target of 12% over sales, before the more intense capex needs expected for the year 2020. ≈40% of cash allocated to shareholder remuneration through dividends and buy backs, ≈60% to be used for deleveraging.



ANNEX. ALTERNATIVE PERFORMANCE MEASURES (APM).



Vidrala publishes this information in order to promote comparability and interpretation of its financial information and in compliance with the Directive of the European Securities and Markets Authority (ESMA) on Alternative Performance Measures (APM).

See below, the alternative performance measures used by Vidrala, as well as its basis of calculation. For further detail, please check the reference document published on the corporate website ([link](#)), as well as the reconciliation provided on the next slide of this presentation.

EBITDA. Vidrala calculates EBITDA as earnings before interest, taxes, depreciation and amortization (as reported in the consolidated income statement).

Consolidated net debt. Vidrala calculates consolidated net debt as the sum of all long-term liabilities and short-term obligations, and then subtracting cash and cash equivalents (as reported in the consolidated balance sheet).

Free cash flow. Vidrala calculates free cash flow by adding –to the real variation in net debt balances (as reported in the consolidated balance sheet)– payments during the period dedicated to dividends and net treasury stock purchases (as reported in the consolidated statement of cash flows).

Other magnitudes referred to in this report:

- **EBITDA margin** is calculated as accumulated EBITDA during the reported period divided by net sales.
- **Organic** refers to the variation on a like-for-like (comparable perimeter) and constant currency basis.
- **Debt/EBITDA** ratio is calculated as consolidated net debt at the end of the reported period divided by EBITDA obtained in the last 12 months.

ANNEX. ALTERNATIVE PERFORMANCE MEASURES (APM).



i) EBITDA

<i>EUR million</i>	H1 2019
Profit before income tax from continuing operations	82,212
Amortisation and depreciation	+46,252
Finance income	-919
Finance costs	+3,182
Impairment of non-current assets	+502
Reported EBITDA	131,229

Source of data

Consolidated Income Statement

Consolidated Income Statement

Consolidated Income Statement

Consolidated Income Statement

Consolidated Income Statement

ii) Consolidated net debt

<i>EUR million</i>	H1 2019
Loans and borrowings (non-current liabilities)	316,773
Loans and borrowings (current liabilities)	+107,495
Cash and cash equivalents	-22,198
Reported consolidated net debt	402,070

Source of data

Consolidated Balance Sheet

Consolidated Balance Sheet

Consolidated Balance Sheet

iii) Free Cash Flow*

<i>EUR million</i>	H1 2019
Year-over-year change in net debt balances	75,727
Dividends paid**	+26,458
Annual General Meeting attendance bonus	+936
Proceeds from issue of treasury shares and own equity instruments**	-111
Payments to redeem own shares and other own equity instruments**	+6,490
Reported Free Cash Flow last twelve months	109,500

Source of data

Consolidated Balance Sheets

Consolidated Statements of Cash Flows

Note 15(b) – Equity

Consolidated Statements of Cash Flows

Consolidated Statements of Cash Flows

* Free cash flow is presented on a full-year, last twelve months basis. ** Figures are calculated from full-year 2018 financial statements less first half 2018 plus first half 2019.