

## Press release

Regulated information

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## Full Year Results 2017

# Bekaert delivers 10% sales growth and € 301 million underlying EBIT

7.3% Underlying EBIT margin - 7.8% EBIT margin - net result up 76% - stable dividend of € 1.10 per share

# Highlights<sup>1</sup>

Bekaert achieved more than 10% sales growth in 2017, exceeding the € 4 billion consolidated sales mark for the first time in history. Despite of the economic headwinds in Latin America, the various adverse portfolio effects and the unusual volatility in raw materials prices and currencies, we were able to reach broadly the same profit level as in 2016.

Our solid organic volume growth (+3.4%) stemmed from firm demand in global automotive markets and increased sales volumes in industrial steel wire and construction markets. Notwithstanding a delay in fully reflecting the raw materials price hikes in our selling prices, the aggregate effect of passed-on wire rod price increases and price-mix added 5.5% to the topline. The net effect of mergers, acquisitions and divestments was +2.2% while adverse currency movements accounted for -0.9%.

Bekaert achieved solid results in EMEA, further progress in margin improvement in North America, but lower margins in Latin America and Asia Pacific due to adverse mix effects (the Sumaré divestment and the sawing wire business decline respectively). The full-year integration of the Bridon activities in Bekaert's consolidated statements via Bridon-Bekaert Ropes Group tempered our profit performance. Continuously increasing wire rod prices weighed on margins in all segments, particularly in the middle part of the year.

Underlying EBIT decreased 1% to € 301 million, representing a margin on sales of 7.3%. Our underlying EBITDA totaled € 497 million, 3% down from last year and reflecting a margin of 12.1%. We achieved an underlying ROCE of 11.2%. Bottom-line, the net result attributable to the Group increased by 76% to € 185 million, or an EPS of € 3.26.

- Consolidated sales of € 4.1 billion (+10%) and combined sales of € 4.8 billion (+11%)
- Underlying gross profit of € 704 million (17.2% margin) compared with € 690 million (18.6% margin) in 2016
- Underlying EBIT of € 301 million (7.3% margin) compared with € 305 million (8.2% margin)
- EBIT of € 318 million (7.8% margin) compared with € 260 million (7.0% margin)
- Underlying EBITDA of € 497 million (12.1% margin) compared with € 513 million (13.8% margin)
- Underlying ROCE of 11.2% compared with 11.8%
- € 273 million capital expenditure (PP&E) versus € 159 million in 2016, in support of future growth
- Net debt of € 1 151 million. Net debt on underlying EBITDA was 2.3, higher than last year (2.1). Excluding Bridon-Bekaert Ropes Group, net debt on underlying EBITDA was 1.5
- Result for the period attributable to the Group: € 185 million, up 76% from € 105 million in 2016
- EPS: € 3.26 compared with € 1.87

The Board of Directors confirms its confidence in the strategy and future perspectives of the company and will propose to the Annual General Meeting of Shareholders to distribute a gross dividend of € 1.10 per share, unchanged from last year.

<sup>&</sup>lt;sup>1</sup> All comparisons are made relative to the financial year 2016. Press release – Full Year Results 2017 – 28 February 2018

### **Outlook**

We project broad economic strength in most parts of the world in 2018, with the exception of Latin America. We anticipate good demand in our automotive markets, particularly driven by growth in truck tire markets, and in mining and construction markets. Prospects for the oil & gas sector may improve as oil prices continue to increase.

We recognize that the same factors that affected our performance at some point last year, with a margin impact particularly in the second half, will continue to weigh on the profitability of the first half of 2018. This includes:

- the difficult business climate in Latin America
- the divestment of Sumaré in Brazil
- continued volatility of wire rod prices and other inflationary costs
- continued low demand for loose abrasive sawing wire
- the slow recovery of Bridon-Bekaert Ropes Group

The only added caution for 2018 relates to the potential outcome and impact of the changes to fiscal and trade policies in the US.

However, we will progressively improve on all controllable factors in the course of the year:

- During the fourth quarter of 2017, we have been better able to pass on wire rod price increases without adversely affecting sales volumes. We expect continued margin recovery in 2018.
- We have made a breakthrough in the development of fixed abrasive sawing wire. All key customers have tested and approved the samples and we will build manufacturing capacity to start delivering a positive contribution in the 2<sup>nd</sup> half of 2018.
- Bridon-Bekaert Ropes Group has started to roll out the same transformation tools that we have implemented successfully within Bekaert. These programs will help create a turnaround in cost effectiveness, sales growth and margin capability and should steadily improve our performance over the coming years.
- The global transformational programs supporting our vision and strategies are expected to gain further ground over the coming years. They include our manufacturing excellence program aimed at gaining competitiveness by improving the company's safety, quality, delivery performance and productivity, our customer excellence program to drive growth and margin performance; our supply chain excellence program to improve our planning and inventory management capability; our global safety program to enhance our safety performance and culture; and the newly added Fit for Growth program aimed at driving functional excellence and capability throughout Bekaert. These programs are increasingly underpinning our move towards a sustainable higher-level performance.
- In addition, we will start to see some benefits from the ongoing expansion investments.

That is why we are confident we will improve our profitability progressively during the year to achieve the same profitability level of 2017.

We continue to believe that the improvements we are making throughout our business will allow us to move towards a 10% underlying EBIT margin over the medium term.



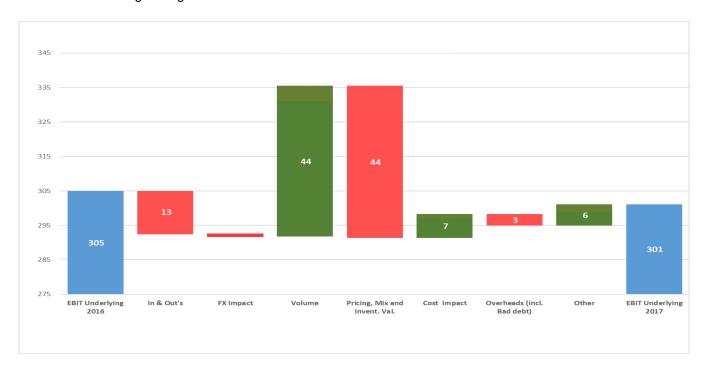
## **Financial Statements Summary**

|  |       | Underlying |         |         |       | rted  |
|--|-------|------------|---------|---------|-------|-------|
| in millions of €                                 | 2016  | 2017       | 1H 2017 | 2H 2017 | 2016  | 2017  |
| Consolidated sales                               | 3 715 | 4 098      | 2 095   | 2 003   | 3 715 | 4 098 |
| Operating result (EBIT)                          | 305   | 301        | 176     | 125     | 260   | 318   |
| EBIT margin on sales                             | 8.2%  | 7.3%       | 8.4%    | 6.2%    | 7.0%  | 7.8%  |
| Depreciation, amortization and impairment losses | 208   | 196        | 101     | 95      | 222   | 192   |
| EBITDA   | 513   | 497        | 277     | 220     | 481   | 510   |
| EBITDA margin on sales                           | 13.8% | 12.1%      | 13.2%   | 11.0%   | 13.0% | 12.4% |
| ROCE   | 11.8% | 11.2%      |         |         | 10.0% | 11.8% |
| Combined sales                                   | 4 351 | 4 808      | 2 424   | 2 384   | 4 351 | 4 808 |

## **Underlying EBIT bridge**

Bekaert's underlying EBIT was € 301 million, reflecting a margin of 7.3%. In terms of organic growth, the main factors preventing us from turning improved volumes into incremental profitability were the adverse mix effect of a fast declining loose abrasive sawing wire business and the time needed to pass on the continuously increasing wire rod prices. The impact of the latter on our margins was at its most severe during the middle part of the year. In the fourth quarter, we were better able to pass on wire rod prices without adversely affecting our sales volumes.

The incremental cost savings from transformation programs and other measures compensated for the full-year integration of the Bridon activities in the Bridon-Bekaert Ropes Group at lower than average margins, and the divestment of the high-margin Sumaré business in Brazil.





### **Sales**

Bekaert achieved consolidated sales of € 4.1 billion in 2017, an increase of 10.3% compared with last year. Organic volume growth boosted sales by 3.4% and the aggregate effect of passed-on higher wire rod prices and price-mix added +5.5%. The net effect of mergers, acquisitions and divestments was +2.2% while currency movements accounted for -0.9%. Combined sales² totaled € 4.8 billion for the year, up 10.5% from 2016 due to 7.5% organic growth, a limited net effect of mergers, acquisitions and divestments (+2.8%) and about neutral exchange rate effects.

# Consolidated and combined sales by segment - in millions of €

|                             |       | , ,   | •     |                       |         |     |      |
|-----------------------------|-------|-------|-------|-----------------------|---------|-----|------|
| Consolidated sales          | 2016  | 2017  | Share | Variance <sup>3</sup> | Organic | FX  | M&A  |
| EMEA                        | 1 148 | 1 273 | 31%   | +11%                  | +11%    | -   | -    |
| North America               | 512   | 552   | 14%   | +8%                   | +10%    | -2% | -    |
| Latin America               | 682   | 673   | 16%   | -1%                   | +3%     | +1% | -6%  |
| Asia Pacific                | 1 052 | 1 145 | 28%   | +9%                   | +12%    | -3% | -    |
| BBRG                        | 320   | 455   | 11%   | +42%                  | +5%     | -1% | +38% |
| Total                       | 3 715 | 4 098 | 100%  | +10%                  | +9%     | -1% | +2%  |
| Combined sales <sup>2</sup> | 2016  | 2017  | Share | Variance <sup>3</sup> | Organic | FX  | M&A  |

| Combined sales <sup>2</sup> | 2016  | 2017  | Share | Variance <sup>3</sup> | Organic | FX  | M&A  |
|-----------------------------|-------|-------|-------|-----------------------|---------|-----|------|
| EMEA                        | 1 147 | 1 264 | 26%   | +10%                  | +10%    | -   | -    |
| North America               | 512   | 552   | 12%   | +8%                   | +10%    | -2% | -    |
| Latin America               | 1 320 | 1 394 | 29%   | +6%                   | +2%     | +4% | -    |
| Asia Pacific                | 1 052 | 1 144 | 24%   | +9%                   | +12%    | -3% | -    |
| BBRG                        | 319   | 454   | 9%    | +42%                  | +5%     | -1% | +38% |
| Total                       | 4 351 | 4 808 | 100%  | +11%                  | +7.5%   | -   | +3%  |

# 2017 quarter-on-quarter progress - in millions of €

| Consolidated sales | 1 <sup>st</sup> Q | 2 <sup>nd</sup> Q | 3 <sup>rd</sup> Q | 4 <sup>rd</sup> Q | Q4 y-o-y <sup>4</sup> |
|--------------------|-------------------|-------------------|-------------------|-------------------|-----------------------|
| EMEA               | 325               | 328               | 303               | 317               | +16%                  |
| North America      | 147               | 140               | 134               | 130               | +7%                   |
| Latin America      | 183               | 173               | 151               | 166               | -7%                   |
| Asia Pacific       | 290               | 275               | 281               | 299               | +9%                   |
| BBRG               | 117               | 117               | 108               | 113               | +2%                   |
| Total              | 1 061             | 1 035             | 977               | 1 026             | +7%                   |

| 1st Q | 2nd Q                           | 3rd Q   | 4 <sup>rd</sup> Q   | Q4 y-o-y <sup>4</sup>   |
|-------|---------------------------------|---|---|---|
| 321   | 326                             | 302   | 315   | +16%  |
| 147   | 140                             | 134   | 130   | +7%   |
| 350   | 342                             | 347   | 356   | +4%   |
| 290   | 275                             | 280   | 299   | +9%   |
| 117   | 117                             | 108   | 112   | +2%   |
| 1 223 | 1 201                           | 1 172   | 1 213   | +8%   |
|       | 321<br>147<br>350<br>290<br>117 | 321 326<br>147 140<br>350 342<br>290 275<br>117 117 | 321 326 302   147 140 134   350 342 347   290 275 280   117 117 108 | 321   326   302   315     147   140   134   130     350   342   347   356     290   275   280   299     117   117   108   112 |

<sup>&</sup>lt;sup>2</sup> Combined sales are sales of consolidated companies plus 100% of sales of joint ventures and associates after intercompany elimination.

<sup>&</sup>lt;sup>3</sup> Comparisons are made relative to the financial year 2016, unless when otherwise indicated.

<sup>&</sup>lt;sup>4</sup> Q4 year-on-year sales: 4<sup>th</sup> quarter 2017 versus 4<sup>th</sup> quarter 2016.



## Segment reports

#### **EMEA**

| Und   | l al   |  |  |   |
|-------|--|--|--|---|
|       | Underlying   |  |  |   |
| 2017  | 1H 2017  | 2H 2017  | 2016   | 2017  |
| 1 273 | 653  | 621  | 1 148  | 1 273   |
| 141   | 81   | 60   | 136  | 144   |
| 11.1% | 12.3%  | 9.7%   | 11.8%  | 11.3%   |
| 62    | 31   | 31   | 58   | 58  |
| 203   | 111  | 91   | 194  | 202   |
| 15.9% | 17.1%  | 14.7%  | 16.9%  | 15.9%   |
| 1 018 | 965  | 1 018  | 881  | 1 018   |
| 299   | 268  | 299  | 240  | 299   |
| 718   | 697  | 718  | 642  | 718   |
| 20.8% |  |  | 21.3%  | 21.2%   |
|       | 1 273<br>141<br>11.1%<br>62<br>203<br>15.9%<br>1 018<br>299<br>718 | 1 273 653   141 81   11.1% 12.3%   62 31   203 111   15.9% 17.1%   1 018 965   299 268   718 697 | 1 273 653 621   141 81 60   11.1% 12.3% 9.7%   62 31 31   203 111 91   15.9% 17.1% 14.7%   1 018 965 1 018   299 268 299   718 697 718 | 1 273 653 621 1 148   141 81 60 136   11.1% 12.3% 9.7% 11.8%   62 31 31 58   203 111 91 194   15.9% 17.1% 14.7% 16.9%   1 018 965 1 018 881   299 268 299 240   718 697 718 642 |

Bekaert's activities in EMEA achieved 11% sales growth in 2017, driven by robust organic volume growth (+7%) and the aggregate effect of passed-on wire rod price increases and price mix (+4%). Strong automotive, construction and other industrial markets boosted sales volumes throughout the year, while demand for specialty steel wires was flat compared with 2016.

Bekaert EMEA delivered solid results in 2017. We repeated the record € 141 million underlying EBIT of last year in absolute numbers. The margin performance was lower due to some delay in passing on wire rod price increases to our customers - particularly in the highly competitive construction markets - and because of additional costs of hiring and training personnel needed for the ongoing expansion programs in Central and Eastern Europe.

The one-offs amounted to € +3 million and were mainly related to the reversal of impairment losses.

Compared with last year, capital expenditure (PP&E) more than doubled to € 115 million and included, amongst others, major capacity expansions in Romania, Slovakia and Russia.

Bekaert anticipates continued good demand from most markets and increased benefits from the ongoing expansion programs. The steadily increasing oil prices may induce some investment activity in oil markets in the near future.

## **NORTH AMERICA**

|  | Underlying |       |         |         | Repo  | orted |
|--|------------|-------|---------|---------|-------|-------|
| Key figures (in millions of €)                   | 2016       | 2017  | 1H 2017 | 2H 2017 | 2016  | 2017  |
| Consolidated sales                               | 512        | 552   | 287     | 265     | 512   | 552   |
| Operating result (EBIT)                          | 26         | 33    | 21      | 13      | 26    | 33    |
| EBIT margin on sales                             | 5.1%       | 6.0%  | 7.2%    | 4.8%    | 5.1%  | 6.0%  |
| Depreciation, amortization and impairment losses | 13         | 13    | 7       | 6       | 13    | 13    |
| EBITDA   | 39         | 47    | 28      | 19      | 39    | 47    |
| EBITDA margin on sales                           | 7.6%       | 8.5%  | 9.6%    | 7.2%    | 7.6%  | 8.5%  |
| Segment assets                                   | 300        | 299   | 301     | 299     | 300   | 299   |
| Segment liabilities                              | 62         | 88    | 76      | 88      | 62    | 88    |
| Capital employed                                 | 237        | 210   | 225     | 210     | 237   | 210   |
| ROCE   | 11.7%      | 14.9% |         |         | 11.7% | 14.9% |



Bekaert's activities in North America achieved almost 8% sales growth and a significant improvement in profitability. Passed-on higher wire rod prices and price-mix effects combined with more than 3% volume increase boosted an organic growth of almost 10%.

Automotive, industrial and specialty steel wire markets performed well in 2017. As anticipated, sales volumes were lower in the last quarter of the year due to the normal seasonality impacts. The adverse effects of a weaker USD in the second half of the year had a significant impact on both sales and profitability, year-on-year.

The transformation programs put in place in the region have had a material impact on the 2017 performance. The combined approach in implementing manufacturing, supply chain and commercial excellence have led to a stronger organization, better segmentation, and increased cost competitiveness. The underlying EBIT increased by 28% to € 33 million at a margin of 6%. The segment also reported a significant increase in EBITDA and ROCE margins compared with the previous reporting periods.

Capital expenditure (PP&E) was € 13 million in North America.

#### **LATIN AMERICA**

|  |       | Underlying |         |         |       | rted  |
|--|-------|------------|---------|---------|-------|-------|
| Key figures (in millions of €)                   | 2016  | 2017       | 1H 2017 | 2H 2017 | 2016  | 2017  |
| Consolidated sales                               | 682   | 673        | 356     | 317     | 682   | 673   |
| Operating result (EBIT)                          | 67    | 55         | 28      | 26      | 67    | 80    |
| EBIT margin on sales                             | 9.8%  | 8.2%       | 8.0%    | 8.4%    | 9.8%  | 11.9% |
| Depreciation, amortization and impairment losses | 22    | 20         | 11      | 8       | 22    | 20    |
| EBITDA   | 89    | 74         | 40      | 35      | 88    | 100   |
| EBITDA margin on sales                           | 13.0% | 11.1%      | 11.1%   | 11.0%   | 12.9% | 14.8% |
| Combined sales                                   | 1 320 | 1 394      | 692     | 703     | 1 320 | 1 394 |
| Segment assets                                   | 464   | 453        | 448     | 453     | 464   | 453   |
| Segment liabilities                              | 118   | 120        | 117     | 120     | 118   | 120   |
| Capital employed                                 | 347   | 332        | 331     | 332     | 347   | 332   |
| ROCE   | 16.6% | 14.8%      |         |         | 16.5% | 21.6% |

In Latin America, consolidated sales were down 1% from last year. The divestment of the Sumaré entity accounted for -5.5% and the overall weak economic environment in the region drove demand for our products down, resulting in a volume loss of -5.6% for the year. These effects were almost completely compensated at the top-line by the impact of passed-on higher wire rod prices and slightly positive currency effects.

The segment's profitability was affected by the deterioration of the business climate in 2017. Underlying EBIT decreased by 18% due to weak market conditions and cost inflation, amongst other due to protective measures against wire rod imports in various countries. The cancellation of the obligations under an onerous supply contract offset the divestment impact of the high-margin Sumaré entity. The underlying EBIT margin reached 8.2% for the full year.

EBIT increased by more than 20% to € 80 million as a result of the gain on the sale of 55.5% of the shares of the Sumaré plant in Brazil which has been integrated into the BMB (Belgo Mineira Bekaert Artefatos de Arame Ltda) joint venture partnership with ArcelorMittal.

Bekaert invested € 22 million in property, plant and equipment across the region, particularly in Chile and Peru.

Bekaert's combined sales increase reflects the translation impact of a stronger average Brazilian real compared with last year and passed on higher raw material prices. The share in the results of joint ventures increased by 5.5% due to the integration of the Sumaré entity within the joint venture partnership in Brazil.

#### **ASIA PACIFIC**

| ACIATACITIC                                      |       |       |         |         |       |       |
|--|-------|-------|---------|---------|-------|-------|
|  |       | Und   | Repo    | rted    |       |       |
| Key figures (in millions of €)                   | 2016  | 2017  | 1H 2017 | 2H 2017 | 2016  | 2017  |
| Consolidated sales                               | 1 052 | 1 145 | 565     | 580     | 1 052 | 1 145 |
| Operating result (EBIT)                          | 119   | 107   | 61      | 46      | 100   | 104   |
| EBIT margin on sales                             | 11.3% | 9.3%  | 10.7%   | 7.9%    | 9.5%  | 9.1%  |
| Depreciation, amortization and impairment losses | 103   | 90    | 47      | 43      | 119   | 89    |
| EBITDA   | 222   | 196   | 108     | 89      | 219   | 193   |
| EBITDA margin on sales                           | 21.1% | 17.1% | 19.0%   | 15.3%   | 20.8% | 16.8% |
| Combined sales                                   | 1 052 | 1 144 | 565     | 579     | 1 052 | 1 144 |
| Segment assets                                   | 1 115 | 1 209 | 1 191   | 1 209   | 1 115 | 1 209 |
| Segment liabilities                              | 179   | 197   | 175     | 197     | 179   | 197   |
| Capital employed                                 | 936   | 1 012 | 1 015   | 1 012   | 936   | 1 012 |
| ROCE   | 12.2% | 10.9% |         |         | 10.3% | 10.7% |

Bekaert delivered 12% organic sales growth in Asia Pacific, driven by good volume growth and a positive aggregate effect of passed-on wire rod price increases and price-mix. Bekaert's rubber reinforcement activities reported firm growth across the region.

Several developments hindered us from repeating the outstanding margin performance of last year:

- The continuous price increases of raw materials hampered an immediate effective pricing response in the fierce competitive environment in China. The impact on our margins was at its most severe during the middle part of the year. In the fourth quarter, we were better able to pass on wire rod prices without adversely affecting our sales volumes.
- The demand for loose abrasive sawing wire declined sharply due to an acceleration of the technology shift to new generation products.
- The ongoing expansion programs in the region generated additional costs related to hiring and training personnel.

These elements had an adverse effect on the overall profitability for the region in 2017. Underlying EBIT decreased to € 107 million at a margin of 9.3%, below our 2016 performance.

We have taken actions to upgrade our sawing wire offering so we can play a part in the ongoing technology shift. Bekaert has successfully developed in the course of 2017 a fixed abrasive sawing wire. All key customers have tested and approved the samples and we are investing in production capacity to start serving our customers as of mid-2018.

In anticipation of continued growth perspectives, Bekaert invested € 122 million in PP&E in the region in 2017, more than doubling the investment pace of 2016 and including expansion investments in China, India and Indonesia. In order to better leverage scale, the company also closed two entities that did not have the potential to generate value-creating growth: the Shah Alam plant in Malaysia and the small tire cord plant in Huizhou (China).

We expect the high run rate in our tire markets to continue into 2018. We project improved margin performance in our ongoing businesses by progressively regaining pricing power. We take into account continued low demand for loose abrasive sawing wire in the first half of 2018 and a positive contribution from the launch of fixed abrasive sawing wire as from the second half onwards.

**BEKAERT** 

## **Bridon-Bekaert Ropes Group**

|  |       | Underlying |         |         |       | orted |
|--|-------|------------|---------|---------|-------|-------|
| Key figures (in millions of €)                   | 2016  | 2017       | 1H 2017 | 2H 2017 | 2016  | 2017  |
| Consolidated sales                               | 320   | 455        | 234     | 221     | 320   | 455   |
| Operating result (EBIT)                          | 13    | 15         | 11      | 4       | -9    | 12    |
| EBIT margin on sales                             | 4.1%  | 3.3%       | 4.7%    | 1.8%    | -2.7% | 2.7%  |
| Depreciation, amortization and impairment losses | 21    | 26         | 11      | 15      | 22    | 26    |
| EBITDA   | 35    | 41         | 22      | 19      | 13    | 38    |
| EBITDA margin on sales                           | 10.8% | 9.0%       | 9.4%    | 8.6%    | 4.0%  | 8.4%  |
| Segment assets                                   | 613   | 574        | 591     | 574     | 613   | 574   |
| Segment liabilities                              | 92    | 108        | 87      | 108     | 92    | 108   |
| Capital employed                                 | 522   | 465        | 504     | 465     | 522   | 465   |
| ROCE   | 3.4%  | 3.1%       |         |         | -2.3% | 2.5%  |

Bridon-Bekaert Ropes Group (BBRG) achieved 42% sales growth. The integration of the Bridon activities since the end of June 2016, accounted for an increase of 38%. The former Bekaert activities within BBRG delivered 5% organic growth reflecting almost 4% volume increase stemming from double-digit growth in the advanced cords business and a modest volume increase in ropes.

The advanced cords business activities have performed strongly throughout the year. The steel ropes activities in North America, Australia and Chile gradually reported higher sales volumes on the wave of increased demand in the mining sector. The European and Brazilian entities, which are heavily dependent on oil, reported very weak sales and results throughout the year.

Underlying EBIT was € 15 million at a margin of 3.3%, reflecting the difficult conditions in oil & gas markets and the margin impact of continuous wire rod price increases. The projected recovery of Bridon-Bekaert Ropes Group is taking longer than anticipated due to the absence of a rebound in offshore oil & gas activities and the slow reconversion and entry process into more diversified market segments. While the order books are modestly growing, they have an extended delivery window with limited immediate growth effects.

BBRG invested € 15 million in PP&E in 2017, half of which in advanced cords and the other half in steel ropes manufacturing sites worldwide.

The management of Bridon-Bekaert Ropes Group is implementing actions to strengthen its market positions and to gradually leverage the benefits of its increased scale. Bridon-Bekaert Ropes Group is putting into practice the same transformation tools that have been implemented successfully within Bekaert. These programs will help create a turnaround in cost effectiveness, sales growth and margin capability and should progressively improve the performance of the segment over the coming years.



## Investment update and other information

Net debt increased to € 1 151 million, up from € 1 068 million as at year-end 2016 and down from € 1 230 million as at 30 June 2017. Net debt on underlying EBITDA was 2.3, compared with 2.1. on 31 December 2016. Excluding Bridon-Bekaert Ropes Group, net debt on underlying EBITDA was 1.5, below our target of 2.0.

Bekaert is investing in all continents to expand and upgrade the production capacity to the levels needed. Investments in property, plant and equipment amounted to € 273 million in 2017 and included major tire cord expansion programs in EMEA and Asia Pacific.

In addition to the 3 885 446 treasury shares held as of 31 December 2016, Bekaert purchased 172 719 own shares in the course of 2017. A total of 403 150 stock options were exercised in 2017 under the Stock Option Plan 2010-2014 and 403 150 treasury shares were used for that purpose. 18 735 treasury shares were transferred in the context of the Personal Shareholding Requirement Plan. As a result, Bekaert held an aggregate 3 636 280 treasury shares as of 31 December 2017.

## **Financial Review**

### **Dividend**

The Board of Directors confirms its confidence in the strategy and future perspectives of the company and will propose that the General Meeting of Shareholders on 9 May 2018 approve the distribution of a gross dividend of € 1.10 per share, stable from last year. The dividend will, upon approval by the General Meeting of Shareholders, become payable as of 15 May 2018.

## **Financial results**

Bekaert achieved an operating result (EBIT-Underlying) of € 301 million (versus € 305 million in 2016). This equates to a margin on sales of 7.3% (versus 8.2% in 2016). The one-offs amounted to € 17 million (€ -45 million in 2016) and included the gain on the sale of 55.5% of the shares in the formerly wholly-owned subsidiary in Sumaré (€ +25.8 million) and other items adding up to a net expense of € -8.8 million.

Including these one-offs, EBIT was € 318 million, representing an EBIT margin on sales of 7.8% (versus € 260 million or 7.0%). Underlying EBITDA was € 497 million (12.1% margin) compared with € 513 million (13.8%) and EBITDA reached € 510 million, or an EBITDA margin on sales of 12.4% (versus 13.0%).

Reported selling and administrative expenses increased by € 17 million to € 345 million due to the impact of mergers, acquisitions and divestments (€ 17.8 million) and consulting costs related to transformation programs (€ 7.5 million), effects which were partly offset by overhead cost reductions and the positive impact from currency movements. Research and development expenses amounted to € 63 million, stable from last year. Other operating revenues and expenses mainly reflected the gains on operating cash flow hedges, income from government grants and less impairment losses compared to 2016.

Interest income and expenses amounted to  $\in$  -87 million, higher than last year ( $\in$  -14 million) due to an increase of gross debt and a higher average interest rate. Other financial income and expenses amounted to  $\in$  -6.4 million (versus  $\in$  -37.5 million) and included a gain of  $\in$  17.7 million on the conversion option related to the convertible bond issued in June 2016 (versus a loss of  $\in$  -37.4 million in 2016).

Taxation on profit amounted to € 69 million, compared with € 62 million in 2016. The effective tax rate decreased from 41.6% last year to 30.8% in 2017.



The share in the result of joint ventures and associated companies increased from € 25 million to € 27 million and includes the integration of the Sumaré business into the joint venture partnership from the second half of 2017 onwards.

The result for the period thus totaled € 183 million, compared with € 112 million in 2016. The result attributable to non-controlling interests decreased from € 7 million to € -2 million. After non-controlling interests, the result for the period attributable to the Group was € 185 million, compared with € 105 million last year. Earnings per share amounted to € 3.26, up from € 1.87 in 2016.

#### **Balance sheet**

As at 31 December 2017, shareholders' equity represented 35.6% of total assets, down from 37.1% in 2016. The gearing ratio (net debt to equity) was 72.7% (versus 66.8%).

Net debt was € 1 151 million, down from € 1 230 million as at 30 June 2017 and up from € 1 068 million as at year-end 2016. Net debt on underlying EBITDA was 2.3, compared with 2.1 on 31 December 2016.

#### Cash flow statement

Cash from operating activities amounted to € 244 million, compared with € 400 million in 2016, due to lower cash generation and the cash-out impact of a higher working capital.

Cash flow attributable to investing activities amounted to € -226 million (versus € -100 million): € -277 million related to substantially higher capital expenditure (intangibles and PP&E) while the net impact of acquisitions and divestments dropped from € 41 million to € 20 million.

Cash flows from financing activities totaled € 47 million (versus € -302 million in 2016). The cash-ins from gross financial debt in 2016 reflected the repayment of a long-term loan offset by the extra cash received from the Convertible Bond Exchange.

## **NV Bekaert SA (statutory accounts)**

The Belgium-based entity's sales amounted to € 410 million, compared with € 358 million in 2016. The operating profit before non-recurring results was € 23 million, compared with a loss of € -8 million last year, while non-recurring result as part of the operating result was € 50 million in 2017, compared to € -4 million last year. The financial result was € 15 million versus € -16 million in 2016. This led to a result for the period of € +91 million compared with € -24 million in 2016.

## **Financial Calendar**

2017 results 28 February 2018

The CEO and the CFO of Bekaert will present the results to the investment community at 02:00 p.m. CET.

This conference can be accessed live upon registration via the Bekaert website in listen-only mode.

| 2017 annual report available on <a href="https://www.bekaert.com">www.bekaert.com</a> | 30 | March    | 2018 |
|---|----|----------|------|
| First quarter trading update 2018   | 9  | May      | 2018 |
| General Meeting of Shareholders   | 9  | May      | 2018 |
| Dividend ex-date  | 11 | May      | 2018 |
| Dividend payable  | 15 | May      | 2018 |
| 2018 half year results  | 27 | July     | 2018 |
| Third quarter trading update 2018   | 15 | November | 2018 |

#### Statement from the statutory auditor

The statutory auditor has confirmed that the audit procedures on the consolidated financial statements have been substantially completed and have revealed no material adjustments that would have to be made to the accounting information included in this press release. In preparing the consolidated financial statements, the same accounting policies and methods of computation have been used as in the 31 December 2016 annual consolidated financial statements. No new, amended or revised IFRSs that have been adopted as of 1 January 2017 have had a material impact on this report.

#### Statement from the responsible persons

The undersigned persons state that, to the best of their knowledge:

- the consolidated financial statements of NV Bekaert SA and its subsidiaries as of 31 December 2017 have been prepared in accordance with the International Financial Reporting Standards, and give a true and fair view of the assets and liabilities, financial position and results of the whole of the companies included in the consolidation; and
- the annual report on the consolidated financial statements gives a fair overview of the development and the results of the business and of the position of the whole of the companies included in the consolidation, as well as a description of the principal risks and uncertainties faced by them.

On behalf of the Board of Directors,

Matthew Taylor - Chief Executive Officer Bert De Graeve - Chairman of the Board of Directors

#### **Disclaimer**

This press release may contain forward-looking statements. Such statements reflect the current views of management regarding future events, and involve known and unknown risks, uncertainties and other factors that may cause actual results to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Bekaert is providing the information in this press release as of this date and does not undertake any obligation to update any forward-looking statements contained in this press release in light of new information, future events or otherwise. Bekaert disclaims any liability for statements made or published by third parties and does not undertake any obligation to correct inaccurate data, information, conclusions or opinions published by third parties in relation to this or any other press release issued by Bekaert.

#### **Company Profile**

Bekaert (www.bekaert.com) is a world market and technology leader in steel wire transformation and coating technologies. We pursue to be the preferred supplier for our steel wire products and solutions by continuously delivering superior value to our customers worldwide. Bekaert (Euronext Brussels: BEKB) is a global company with almost 30 000 employees worldwide, headquarters in Belgium and € 4.8 billion in combined revenue.

Annex 1: Press release 28 February 2018

## **Consolidated income statement**

| (in thousands of €)                                   | 2016 <sup>1</sup> | 2017       |
|---|-------------------|------------|
| Sales   | 3 715 217         | 4 098 247  |
| Cost of sales   | -3 058 093        | -3 396 431 |
| Gross profit  | 657 124           | 701 816    |
| Selling expenses                                      | -175 769          | -180 100   |
| Administrative expenses                               | -151 727          | -164 411   |
| Research and development expenses                     | -63 322           | -62 670    |
| Other operating revenues                              | 14 657            | 48 863     |
| Other operating expenses                              | -21 309           | -25 436    |
| Operating result (EBIT)                               | 259 654           | 318 062    |
| EBIT - Underlying                                     | 304 952           | 301 095    |
|   |                   |            |
| Interest income                                       | 6 325             | 3 117      |
| Interest expense                                      | -79 493           | -89 852    |
| Other financial income and expenses                   | -37 458           | -6 408     |
| Result before taxes                                   | 149 028           | 224 919    |
|   |                   |            |
| Income taxes  | -62 052           | -69 276    |
| Result after taxes (consolidated companies)           | 86 976            | 155 643    |
| Share in the results of joint ventures and associates | 25 445            | 26 857     |
| RESULT FOR THE PERIOD                                 | 112 421           | 182 500    |
| Attributable to                                       |                   |            |
| the Group   | 105 166           | 184 720    |
| non-controlling interests                             | 7 255             | -2 220     |
| <b>EARNINGS PER SHARE</b> (in € per share)            |                   |            |
| Result for the period attributable to the Group       |                   |            |
| Basic   | 1.87              | 3.26       |
| Diluted   | 1.85              | 2.67       |

<sup>&</sup>lt;sup>1</sup> 2016: The one-off items initially reported in other operating expenses and revenues have been assigned to the applicable functional line items (cost of sales, selling expenses, administrative expenses, R&D...).

Annex 2: Press release 28 February 2018

# Reconciliation of segment reporting

# **Key Figures per Segment**

|   |       |       |       | Un    | nderlying          |      |                     |       |
|---|-------|-------|-------|-------|--------------------|------|---------------------|-------|
| (in millions of €)                            | EMEA  | N-AM  | L-AM  | APAC  | GROUP <sup>1</sup> | BBRG | RECONC <sup>2</sup> | 2017  |
| Consolidated sales                            | 1 273 | 552   | 673   | 1 145 | -                  | 455  | -                   | 4 098 |
| Operating result (EBIT)                       | 141   | 33    | 55    | 107   | -45                | 15   | -5                  | 301   |
| EBIT margin on sales                          | 11.1% | 6.0%  | 8.2%  | 9.3%  | -                  | 3.3% | -                   | 7.3%  |
| Depreciation, amortization, impairment losses | 62    | 13    | 20    | 90    | 5                  | 26   | -19                 | 196   |
| EBITDA  | 203   | 47    | 74    | 196   | -40                | 41   | -24                 | 497   |
| EBITDA margin on sales                        | 15.9% | 8.5%  | 11.1% | 17.1% | -                  | 9.0% | -                   | 12.1% |
| Segment assets                                | 1 018 | 299   | 453   | 1 209 | 199                | 574  | -285                | 3 466 |
| Segment liabilities                           | 299   | 88    | 120   | 197   | 122                | 108  | -134                | 802   |
| Capital employed                              | 718   | 210   | 332   | 1 012 | 77                 | 465  | -152                | 2 664 |
| ROCE  | 20.8% | 14.9% | 14.8% | 10.9% | -                  | 3.1% | -                   | 11.2% |
| Capital expenditure - PP&E                    | 115   | 13    | 22    | 122   | 17                 | 15   | -32                 | 273   |

|   |       |       |       | R     | eported            |      |                     |       |
|---|-------|-------|-------|-------|--------------------|------|---------------------|-------|
| (in millions of €)                            | EMEA  | N-AM  | L-AM  | APAC  | GROUP <sup>1</sup> | BBRG | RECONC <sup>2</sup> | 2017  |
| Consolidated sales                            | 1 273 | 552   | 673   | 1 145 | -                  | 455  | -                   | 4 098 |
| Operating result (EBIT)                       | 144   | 33    | 80    | 104   | 3                  | 12   | -58                 | 318   |
| EBIT margin on sales                          | 11.3% | 6.0%  | 11.9% | 9.1%  | -                  | 2.7% | -                   | 7.8%  |
| Depreciation, amortization, impairment losses | 58    | 13    | 20    | 89    | 4                  | 26   | -19                 | 192   |
| EBITDA  | 202   | 47    | 100   | 193   | 7                  | 38   | -77                 | 510   |
| EBITDA margin on sales                        | 15.9% | 8.5%  | 14.8% | 16.8% | -                  | 8.4% | -                   | 12.4% |
| Segment assets                                | 1 018 | 299   | 453   | 1 209 | 199                | 574  | -285                | 3 466 |
| Segment liabilities                           | 299   | 88    | 120   | 197   | 122                | 108  | -134                | 802   |
| Capital employed                              | 718   | 210   | 332   | 1 012 | 77                 | 465  | -152                | 2 664 |
| ROCE  | 21.2% | 14.9% | 21.6% | 10.7% | -                  | 2.5% | -                   | 11.8% |
| Capital expenditure - PP&E                    | 115   | 13    | 22    | 122   | 17                 | 15   | -32                 | 273   |

<sup>&</sup>lt;sup>1</sup> Group and business support

<sup>&</sup>lt;sup>2</sup> Reconciliations

# Annex 3: Press release 28 February 2018

# Consolidated statement of comprehensive income

| (in thousands of €)  | 2016    | 2017     |
|--|---------|----------|
| Result for the period  | 112 421 | 182 500  |
| Other comprehensive income (OCI)   |         |          |
| Other comprehensive income reclassifiable to profit or loss in subsequent periods:     |         |          |
| Exchange differences   | 36 837  | -123 933 |
| Inflation adjustments  | 1 483   | 2 032    |
| Cash flow hedges   | 742     | -247     |
| Available-for-sale investments   | 2 349   | -1 389   |
| Share of reclassifiable OCI of joint ventures and associates                           | -       | -        |
| Deferred taxes relating to reclassifiable OCI  | -135    | -75      |
| OCI reclassifiable to profit or loss in subsequent periods, after tax                  | 41 276  | -123 612 |
| Other comprehensive income non-reclassifiable to profit or loss in subsequent periods: |         |          |
| Remeasurement gains and losses on defined-benefit plans                                | -9 978  | 15 089   |
| Share of non-reclassifiable OCI of joint ventures and associates                       | 40      | 16       |
| Deferred taxes relating to OCI not to be reclassified                                  | -602    | -1 176   |
| OCI non-reclassifiable to profit or loss in subsequent periods, after tax              | -10 540 | 13 929   |
| Other comprehensive income for the period  | 30 736  | -109 683 |
| TOTAL COMPREHENSIVE INCOME FOR THE PERIOD  | 143 157 | 72 817   |
| Attributable to  |         |          |
| the Group  | 134 687 | 87 481   |
| non-controlling interests  | 8 470   | -14 664  |

# Annex 4: Press release 28 February 2018

# **Consolidated balance sheet**

| (in thousands of €)  | 2016      | 2017      |
|--|-----------|-----------|
| Non-current assets   | 2 136 528 | 2 124 225 |
| Intangible assets  | 140 377   | 125 217   |
| Goodwill   | 152 345   | 149 895   |
| Property, plant and equipment                                  | 1 514 714 | 1 501 028 |
| Investments in joint ventures and associates                   | 146 582   | 165 424   |
| Other non-current assets                                       | 32 142    | 41 944    |
| Deferred tax assets  | 150 368   | 140 717   |
| Current assets   | 2 167 785 | 2 320 506 |
| Inventories  | 724 500   | 779 581   |
| Bills of exchange received                                     | 60 182    | 55 633    |
| Trade receivables  | 739 145   | 836 809   |
| Other receivables  | 108 484   | 126 876   |
| Short-term deposits  | 5 342     | 50 406    |
| Cash and cash equivalents                                      | 365 546   | 418 779   |
| Other current assets   | 52 225    | 44 329    |
| Assets classified as held for sale                             | 112 361   | 8 093     |
| Total  | 4 304 313 | 4 444 731 |
|  |           |           |
| Equity   | 1 597 893 | 1 583 036 |
| Share capital  | 177 612   | 177 690   |
| Share premium  | 36 594    | 37 278    |
| Retained earnings  | 1 432 394 | 1 529 268 |
| Other Group reserves   | -179 508  | -256 581  |
| Equity attributable to the Group                               | 1 467 092 | 1 487 655 |
| Non-controlling interests                                      | 130 801   | 95 381    |
| Non-current liabilities  | 1 504 487 | 1 448 734 |
| Employee benefit obligations                                   | 182 641   | 150 810   |
| Provisions   | 63 107    | 46 074    |
| Interest-bearing debt  | 1 161 310 | 1 180 347 |
| Other non-current liabilities                                  | 44 873    | 27 121    |
| Deferred tax liabilities                                       | 52 556    | 44 382    |
| Current liabilities  | 1 201 933 | 1 412 961 |
| Interest-bearing debt  | 297 916   | 454 401   |
| Trade payables   | 556 361   | 665 196   |
| Employee benefit obligations                                   | 132 913   | 130 204   |
| Provisions   | 17 720    | 9 181     |
| Income taxes payable   | 101 683   | 91 597    |
| Other current liabilities                                      | 61 840    | 62 382    |
| Liabilities associated with assets classified as held for sale | 33 500    | -         |
| Total  | 4 304 313 | 4 444 731 |



Annex 5: Press release 28 February 2018

# Consolidated statement of changes in equity

| (in thousands of €)                               | 2016      | 2017      |
|---|-----------|-----------|
| Opening balance                                   | 1 511 651 | 1 597 893 |
| Total comprehensive income for the period         | 143 157   | 72 817    |
| Capital contribution by non-controlling interests | -         | 9 870     |
| Effect of acquisitions and disposals              | -6 004    | -17 020   |
| Creation of new shares                            | 5 365     | 762       |
| Treasury shares transactions                      | 7 538     | 3 978     |
| Dividends to shareholders of NV Bekaert SA        | -50 472   | -62 441   |
| Dividends to non-controlling interests            | -17 791   | -27 949   |
| Other   | 4 449     | 5 126     |
| Closing balance                                   | 1 597 893 | 1 583 036 |

Annex 6: Press release 28 February 2018

# **Consolidated cash flow statement**

| (in thousands of €)   | 2016     | 2017     |
|---|----------|----------|
| Operating result (EBIT)                                     | 259 654  | 318 062  |
| Non-cash items included in operating result                 | 256 227  | 191 588  |
| Investing items included in operating result                | 1 034    | -16 194  |
| Amounts used on provisions and employee benefit obligations | -44 864  | -50 098  |
| Income taxes paid   | -96 388  | -87 059  |
| Gross cash flows from operating activities                  | 375 663  | 356 299  |
| Change in operating working capital                         | 16 336   | -109 544 |
| Other operating cash flows                                  | 7 553    | -2 609   |
| Cash flows from operating activities                        | 399 552  | 244 146  |
| New business combinations                                   | 40 917   |          |
| Other portfolio investments                                 | -41      | -17 362  |
| Proceeds from disposals of investments                      | 13       | 37 596   |
| Dividends received  | 22 422   | 28 615   |
| Purchase of intangible assets                               | -5 955   | -3 853   |
| Purchase of property, plant and equipment                   | -158 529 | -272 666 |
| Other investing cash flows                                  | 1 187    | 1 404    |
| Cash flows from investing activities                        | -99 986  | -226 266 |
|   |          |          |
| Interest received   | 7 338    | 3 284    |
| Interest paid   | -63 397  | -60 066  |
| Gross dividend paid   | -67 977  | -90 163  |
| Proceeds from non-current interest-bearing debt             | 172 072  | 179 274  |
| Repayment of non-current interest-bearing debt              | -375 255 | -29 829  |
| Cash flows from/to(-) current interest-bearing debt         | -5 567   | 69 629   |
| Treasury shares transactions                                | 7 538    | 3 978    |
| Other financing cash flows                                  | 23 193   | -28 916  |
| Cash flows from financing activities                        | -302 055 | 47 191   |
|   |          |          |
| Net increase or decrease (-) in cash and cash equivalents   | -2 489   | 65 071   |
|   |          |          |
| Cash and cash equivalents at the beginning of the period    | 401 771  | 365 546  |
| Effect of exchange rate fluctuations                        | -25 495  | -20 079  |
| Cash and cash equivalents reclassified as held for sale     | -8 241   | 8 241    |
| Cash and cash equivalents at the end of the period          | 365 546  | 418 779  |



Annex 7: Press release 28 February 2018

# Additional key figures

| (in € per share)                                    | 2016       | 2017       |
|---|------------|------------|
|   |            |            |
| Number of existing shares at 31 December            | 60 347 525 | 60 373 841 |
| Book value  | 24.31      | 24.64      |
| Share price at 31 December                          | 38.49      | 36.45      |
| Weighted average number of shares                   |            |            |
| Basic   | 56 263 172 | 56 741 126 |
| Diluted   | 56 886 582 | 66 427 499 |
| Result for the period attributable to the Group     |            |            |
| Basic   | 1.87       | 3.26       |
| Diluted   | 1.85       | 2.67       |
|   |            |            |
| (in thousands of € - ratios)                        | 2016       | 2017       |
| EBITDA  | 481 432    | 509 602    |
| EBITDA - Underlying                                 | 513 230    | 496 925    |
| Depreciation and amortization and impairment losses | 221 779    | 191 541    |
| Negative goodwill                                   | -          | -          |
| Capital employed                                    | 2 649 944  | 2 663 725  |
| Operating working capital                           | 842 508    | 887 586    |
| Net debt  | 1 067 683  | 1 150 857  |
| EBIT on sales                                       | 7.0%       | 7.8%       |
| EBIT - Underlying on sales                          | 8.2%       | 7.3%       |
| EBITDA on sales                                     | 13.0%      | 12.4%      |
| EBITDA - Underlying on sales                        | 13.8%      | 12.1%      |
| Equity on total assets                              | 37.1%      | 35.6%      |
| Gearing (net debt on equity)                        | 66.8%      | 72.7%      |
| Net debt on EBITDA                                  | 2.2        | 2.3        |
| Net debt on EBITDA - Underlying                     | 2.1        | 2.3        |
| NV Bekaert SA - Statutory Profit and Loss Statement | 2016       | 2017       |
| (in thousands of €)                                 |            |            |
| Sales   | 358 291    | 409 874    |
| Operating result before non-recurring items         | -8 131     | 22 853     |
| Non-recurring operational items                     | -3 898     | 49 587     |
| Operating result after non-recurring items          | -12 029    | 72 440     |
| Financial result before non-recurring items         | 33 121     | 19 334     |
| Non-recurring financial items                       | -49 098    | -4 027     |
| Financial result after non-recurring items          | -15 977    | 15 307     |
| Profit before income taxes                          | -28 006    | 87 748     |
| Income taxes  | 3 691      | 3 657      |
| Result for the period                               | -24 315    | 91 405     |

#### Annex 8: Press release 28 February 2018

### Financial definitions

Added value Operating result (EBIT) + remuneration, social security and pension charges + depreciation,

amortization, impairment of assets and negative goodwill.

Associates Companies in which Bekaert has a significant influence, generally reflected by an interest of at

least 20%. Associates are accounted for using the equity method.

Book value per share Equity attributable to the Group divided by number of shares outstanding at balance sheet date.

Capital employed (CE) Working capital + net intangible assets + net goodwill + net property, plant and equipment. The

average CE is weighted by the number of periods that an entity has contributed to the

consolidated result.

Capital ratio Equity relative to total assets.

Combined figures Sum of consolidated companies + 100% of joint ventures and associated companies after

elimination of intercompany transactions (if any). Examples: sales, capital expenditure, number of

employees.

Dividend yield Gross dividend as a percentage of the share price on 31 December.

EBIT Operating result (earnings before interest and taxation).

EBIT - Underlying EBIT before operating income and expenses that are related to restructuring programs,

impairment losses, business combinations, business disposals, environmental provisions or other

events and transactions that have a one-time effect.

EBIT interest coverage Operating result divided by net interest expense.

EBITDA Operating result (EBIT) + depreciation, amortization, impairment of assets and negative goodwill.

Equity method Method of accounting whereby an investment (in a joint venture or an associate) is initially

recognized at cost and subsequently adjusted for any changes in the investor's share of the joint venture's or associate's net assets (i.e. equity). The income statement reflects the investor's

share in the net result of the investee.

Gearing Net debt relative to equity.

Joint ventures Companies under joint control in which Bekaert generally has an interest of approximately 50%.

Joint ventures are accounted for using the equity method.

Net capitalization Net debt + equity.

Net debt Interest-bearing debt net of current loans, non-current financial receivables and cash guarantees,

short-term deposits, cash and cash equivalents.

Return on capital employed

(ROCE)

Operating result (EBIT) relative to the weighted average capital employed.

Return on equity (ROE) Result for the period relative to average equity.

Return on invested capital

(ROIC)

NOPLAT on invested capital. NOPLAT is EBIT after tax (using a target tax rate of 27%), and includes the Group's share in the NOPLAT of its joint ventures and associates. Invested capital is the aggregate of total equity, net debt, non-current employee benefit obligations and non-current other provisions, and includes the Group's share in the net debt of its joint ventures and

associates.

Subsidiaries Companies in which Bekaert exercises control and generally has an interest of more than 50%.

Weighted average cost of capital (WACC)

Cost of debt and cost of equity weighted with a target gearing of 50% (net debt/equity structure) after tax (using a target tax rate of 27%). Bekaert calculates a WACC for its three main currency environments: EUR, USD and CNY, the average of which (7.6%) has been rounded to 8% to set

a long-term target.

Working capital (operating) Inventories + trade receivables + bills of exchange received + advanced paid - trade payables -

advances received - remuneration and social security payables - employment-related taxes.