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# Results Presentation

## Second quarter 2017 results

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**Nikos Mamoulis** | Chief Executive Officer

**Manolis Fafalios** | Chief Financial Officer

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# Second quarter highlights



- EBITDA margin improvement
  - Better sales mix
  - Pricing in Nigeria
  - Operating expenses reduction
- Lower y-o-y ICM sales
  - Sustained growth in Europe
  - Service business
  - China's plant closure impact
- Glass sales down y-o-y
  - Naira devaluation
  - Lower glass demand

# Strong sales growth in Europe

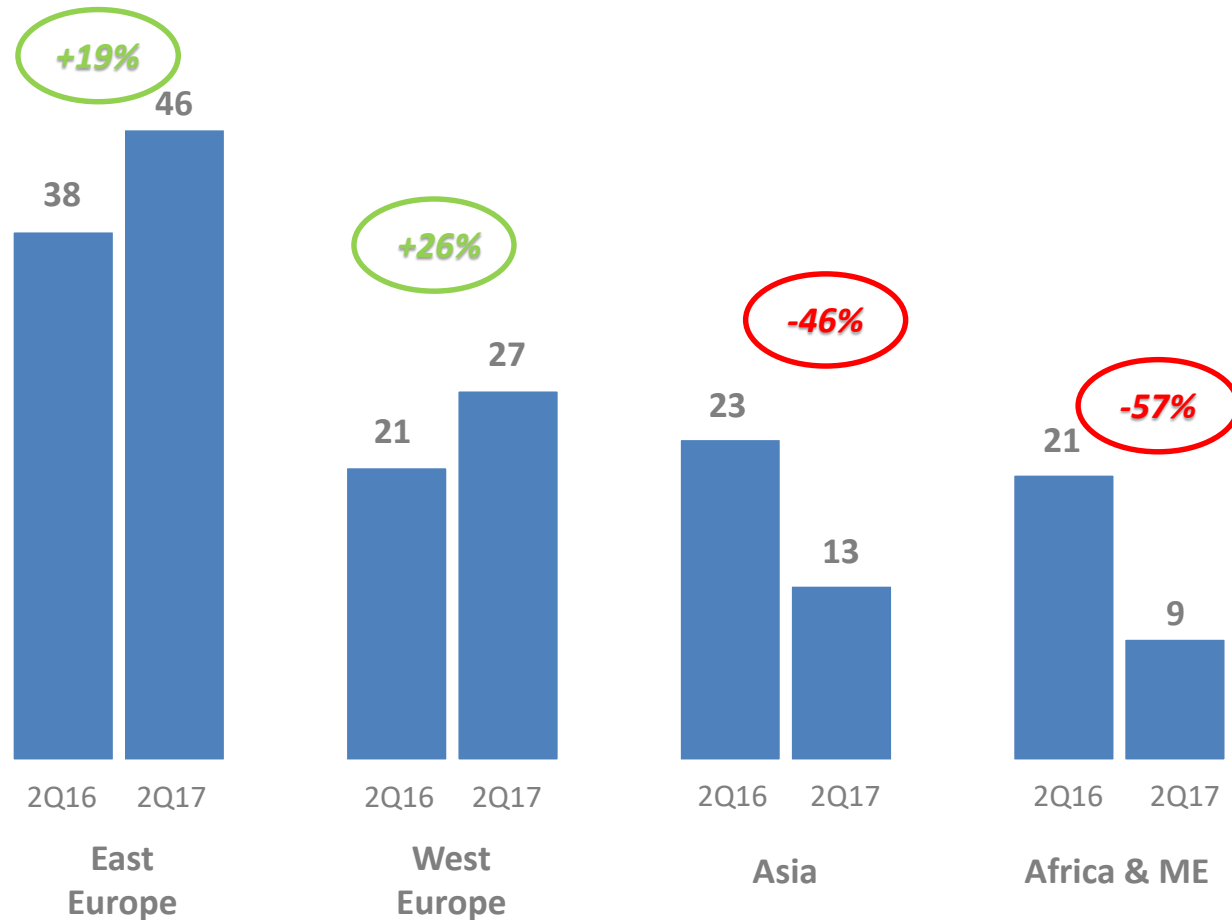
Increased sales in Russia and Romania, as well as higher Service business sales in East Europe

Sustained growth in Western Europe

Lower sales in Nigeria and East Africa

Asia impacted by China's plant closure

## 2Q ICM sales by region (in €m)

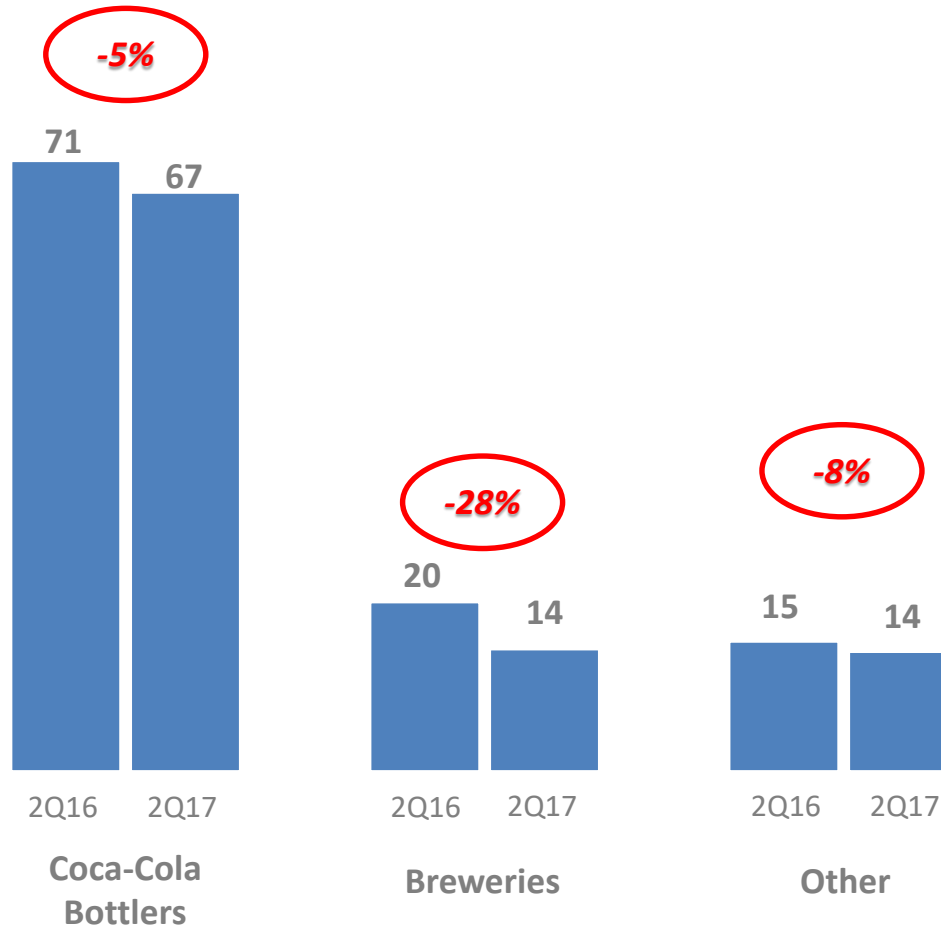


# Lower sales to breweries and Coca-Cola bottlers

Lower demand from Coca-Cola in Africa and Asia

Sales to brewery customers down y-o-y, driven by lower customer investments in Poland and East Africa

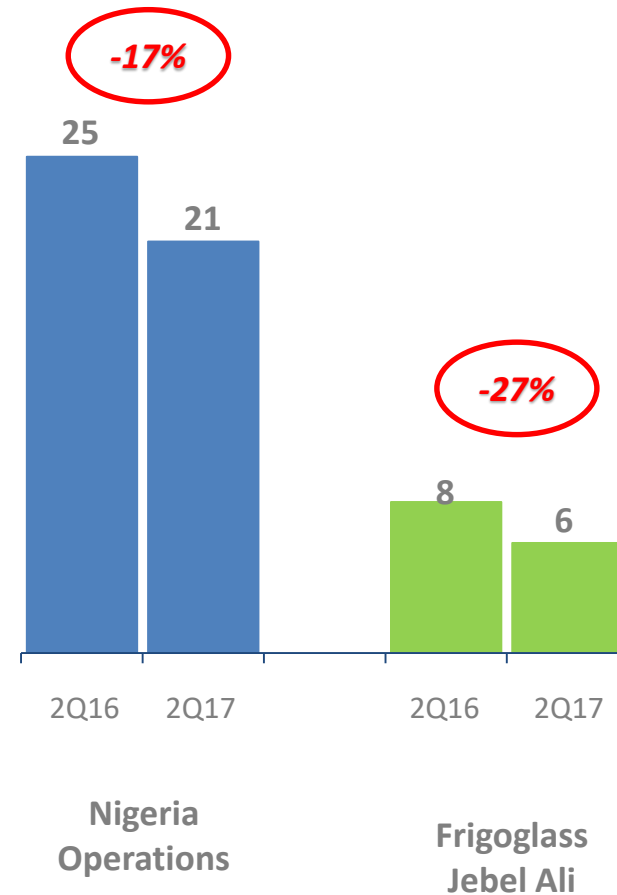
2Q ICM sales by customer group (in €m)



# Naira's devaluation & weak FJA sales impacted Glass sales



2Q Glass Sales (in €m)



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# Financial review

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# Financial performance overview



Group (in €m)	2Q17	2Q16	Change, %
Sales	<b>121.1</b>	137.8	-12.1%
EBITDA	<b>15.7</b>	17.3	-9.4%
EBITDA margin	<b>13.0%</b>	12.6%	0.4pp
Net Profit	<b>-24.6</b>	-16.8	n.m.
Adj. Net Profit	<b>-2.8</b>	-0.5	n.m.

Group (in €m)	1H17	1H16	Change, %
Sales	<b>215.4</b>	239.7	-10.1%
EBITDA	<b>25.2</b>	28.0	-10.3%
EBITDA margin	<b>11.7%</b>	11.7%	0.0pp
Net Profit	<b>-36.9</b>	-25.1	n.m.
Adj. Net Profit	<b>-11.2</b>	-8.8	n.m.

*Adjusted Net Profit excludes restructuring related expenses*

# 2Q segmental performance overview

## ICM Operations

Lower sales in Asia and Africa

EBITDA margin:

- Better geographical mix
- Opex reduction
- Cost under-absorption
- Higher raw material prices

## Glass Operations

Sales:

- Naira devaluation
- Pricing in Nigeria
- Lower glass demand

EBITDA margin:

- Opex reduction
- Better cost absorption

ICM Operations (in €m)	2Q17	2Q16	Change, %
Sales	<b>94.7</b>	105.0	-9.8%
EBITDA	<b>11.5</b>	12.4	-7.6%
EBITDA margin	<b>12.1%</b>	11.8%	0.3pp
Net Profit	<b>-24.7</b>	-23.2	n.m.
Adj. Net Profit	<b>-2.8</b>	-6.9	n.m.

Glass Operations (in €m)	2Q17	2Q16	Change, %
Sales	<b>26.4</b>	32.8	-19.4%
EBITDA	<b>4.2</b>	4.9	-13.8%
EBITDA margin	<b>16.0%</b>	15.0%	1.0pp
Net Profit	<b>0.1</b>	6.4	n.m.

*Adjusted Net Profit excludes restructuring related expenses*



# 1H segmental performance overview

## ICM Operations

Lower sales in Asia and Africa

EBITDA margin:

- Increased raw material costs
- Under-absorption
- Better geographical mix

## Glass Operations

Sales:

- Naira devaluation
- Pricing in Nigeria
- Lower demand in Dubai

EBITDA margin:

- Opex reduction
- Better cost absorption

ICM Operations (in €m)	1H17	1H16	Change, %
Sales	<b>164.8</b>	181.3	-9.1%
EBITDA	<b>16.3</b>	18.5	-11.8%
EBITDA margin	<b>9.9%</b>	10.2%	-0.3pp
Net Profit	<b>-36.3</b>	-30.1	n.m.
Adj. Net Profit	<b>-10.7</b>	-13.8	n.m.

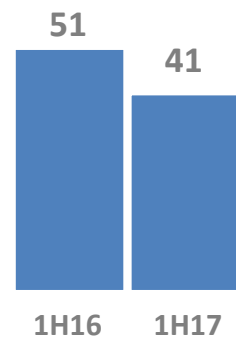
Glass Operations (in €m)	1H17	1H16	Change, %
Sales	<b>50.6</b>	58.4	-13.2%
EBITDA	<b>8.9</b>	9.6	-7.4%
EBITDA margin	<b>17.5%</b>	16.4%	1.1pp
Net Profit	<b>-0.6</b>	5.0	n.m.

*Adjusted Net Profit excludes restructuring related expenses*

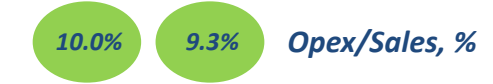
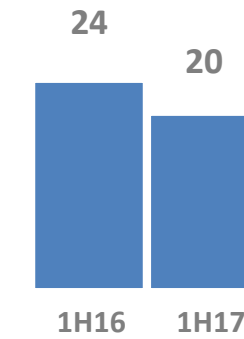
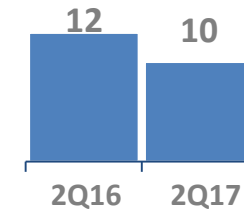
# Operating expenses reduction



Gross Profit (in €m)



Operating Expenses (in €m)

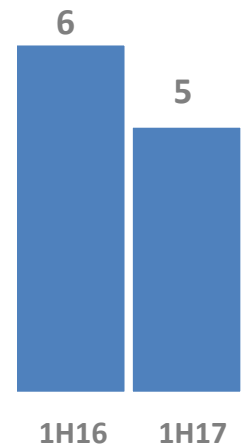


Gross profit and Operating Expenses excludes depreciation

# Working capital improvement



Trade Working Capital (in €m)    Capex (in €m)



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# Business Outlook

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# Business Outlook



## ICM business

- Leverage ICOOL success with Coca-Cola in Europe
- New cost competitive products
- Service business expansion

## Glass business

- Naira devaluation
- Price initiatives in Nigeria
- Increased demand from Crowns



# Q&A



**For further information on Frigoglass, please visit our website at:**

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