Viscofan

The casing company



Results January -March Twenty 17

2017, 27th April

1Q17

Results highlights

Net Profit rose to €31.6 million supported by positive like-for-like revenue evolution and better exchange rates.

+15.8%

EBITDA increased to €54.6 million, driving to a EBITDA margin of 28.1%.

+11.1%

Growth in **consolidated revenue** for the quarter to €194.6 million

+11.6%

Net Bank Debt. The sound organic performance continues to finance growth operations with operating cash flows and strengthen the balance sheet situation.

€ 5.2 million

1Q17 Double digit growth in key financial metrics…

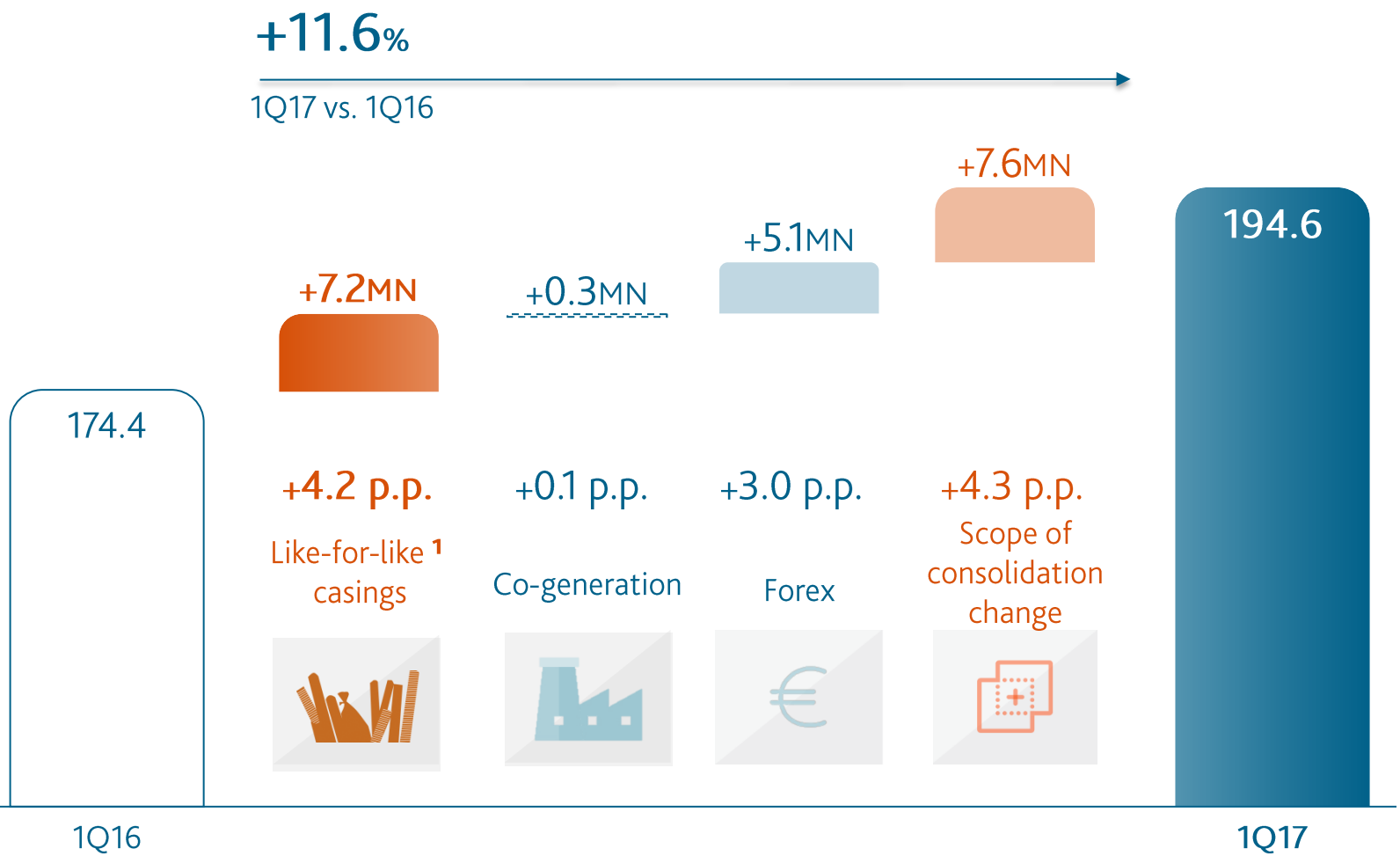
Selected financial data (€ Millions)

	Jan-Mar 17	Jan-Mar 16	% y-o-y	% y-o-.y Like-for-like [1]
Revenue	194.6	174.4	+11.6%	+4.3%
EBITDA	54.6	49.1	+11.1%	+5.8%
EBITDA margin	*28.1%*	*28.2%*	*-0.1p.p.*	*+0.4 p.p.*
EBIT	40.5	37.0	+9.5%	
Net profit	31.6	27.3	+15.8%	

[1] Like-for-like: For comparative purposes, like-for-like growth excludes the impact of the different exchange rates and the change in the scope of consolidation (Vector).

1Q17 … driven by volumes growth and commercial currencies strength.

Group Revenue. Growth contribution (€ Millions)



[1] Like-for-like: For comparative purposes, like-for-like growth excludes the impact of the different exchange rates and the change in the scope of consolidation (Vector).

1Q17 Positive evolution in all reporting areas standing out the significative recovery in Latam…

Revenue breakdown by geographical area [1] (€ Millions)

1Q17 GROUP

+11.6% vs. 1Q16

+4.3% Like-for-like[2]

EUROPE AND ASIA

52.4%



+3.6% vs. 1Q16

+1.7% Like-for-like[2]

NORTH AMERICA

31.7%



+15.4% vs. 1Q16

+3.3% Like-for-like[2]

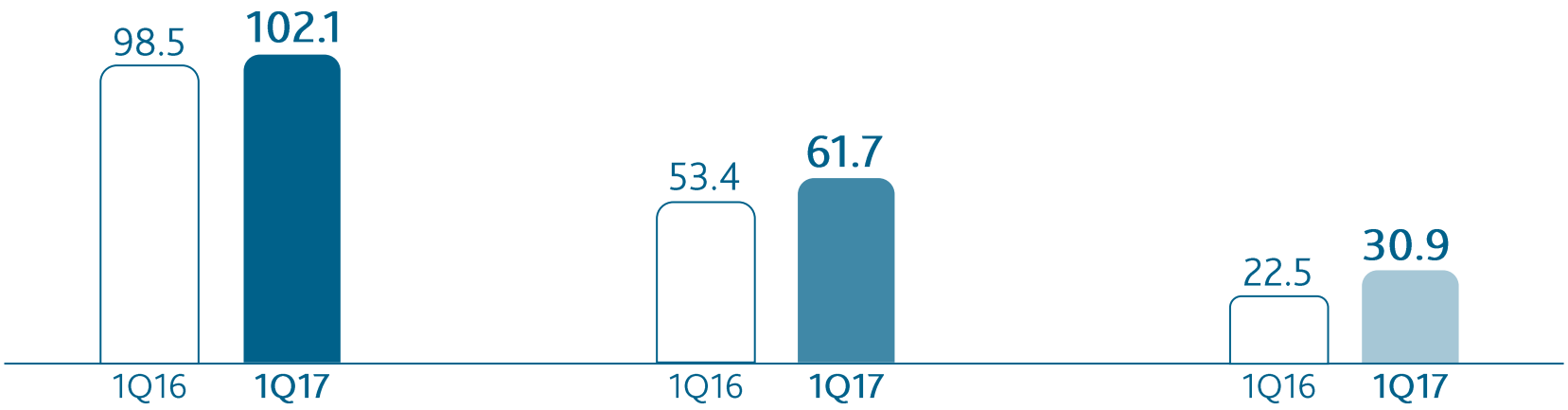
LATAM

15.9%



+37.5% vs. 1Q16

+18.2% Like-for-like[2]

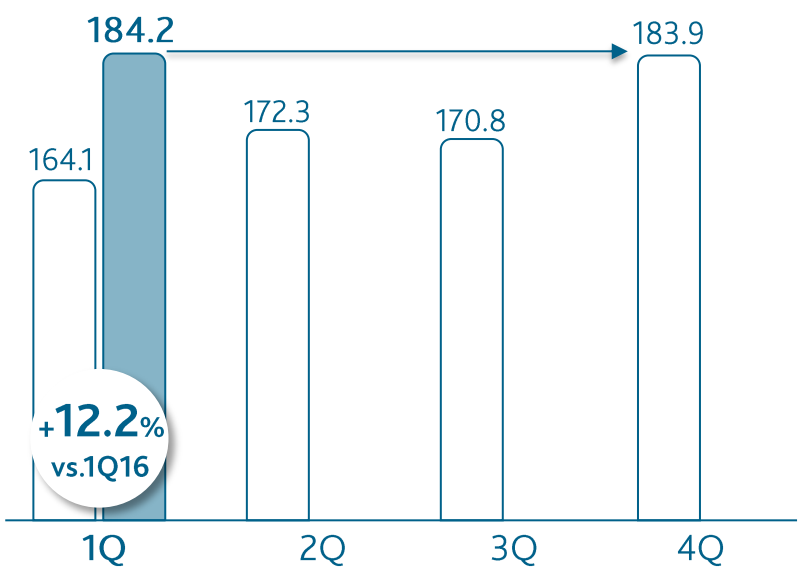


[1] Revenue per origin of sales.

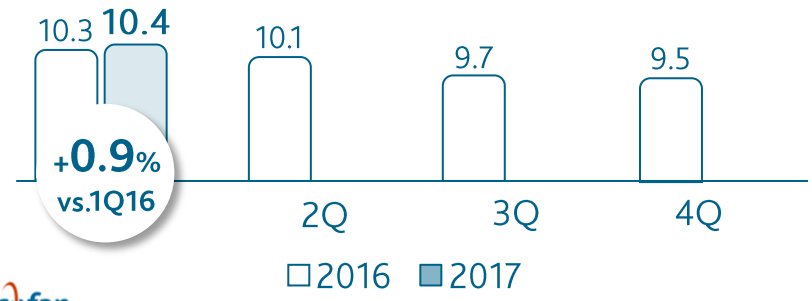
[2] Like-for-like: For comparative purposes, like-for-like growth excludes the impact of the different exchange rates and the change in the scope of consolidation (Vector).

1Q17 ...bringing to a new record high in quarterly revenue.

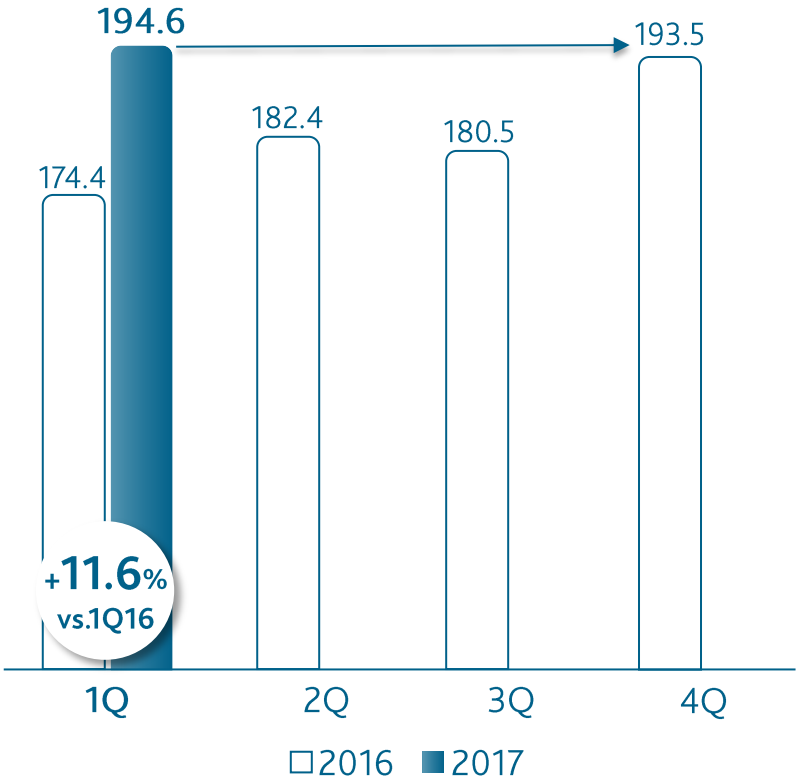
Casings sales (€ Millions)



Co-generation revenue (€ Millions)

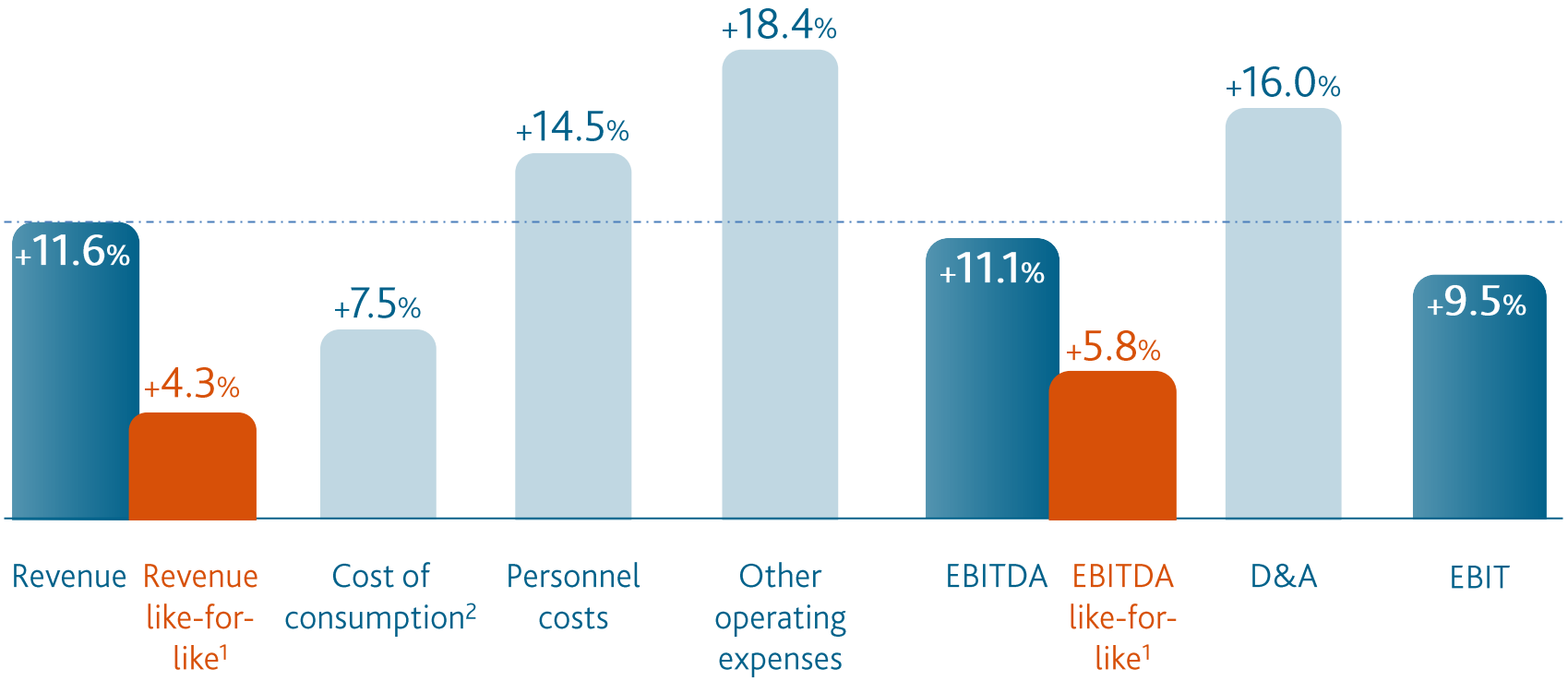


Viscofan Group revenue (€ Millions)



Business growth together with an intense operational activity.

1Q17. Year-on-year change

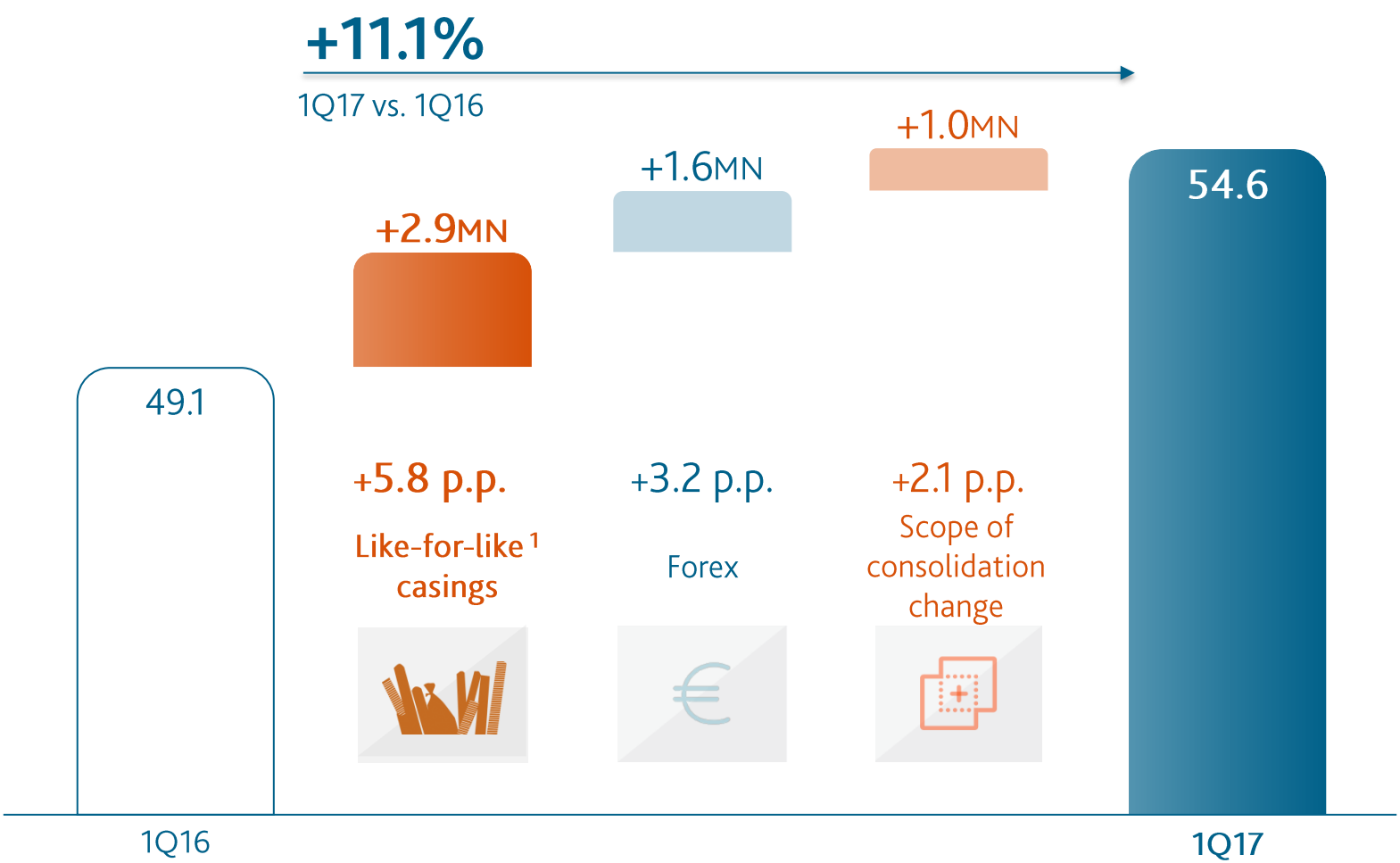


[1] Like-for-like: For comparative purposes, like-for-like growth excludes the impact of the different exchange rates and the change in the scope of consolidation (Vector).

[2] Cost of consumption = Supplies +/- Change in inventories of finished and unfinished products.

1Q17 Operating leverage and forex tailwind drive EBITDA growth…

EBITDA 1Q17. Growth contribution (€ Millions)



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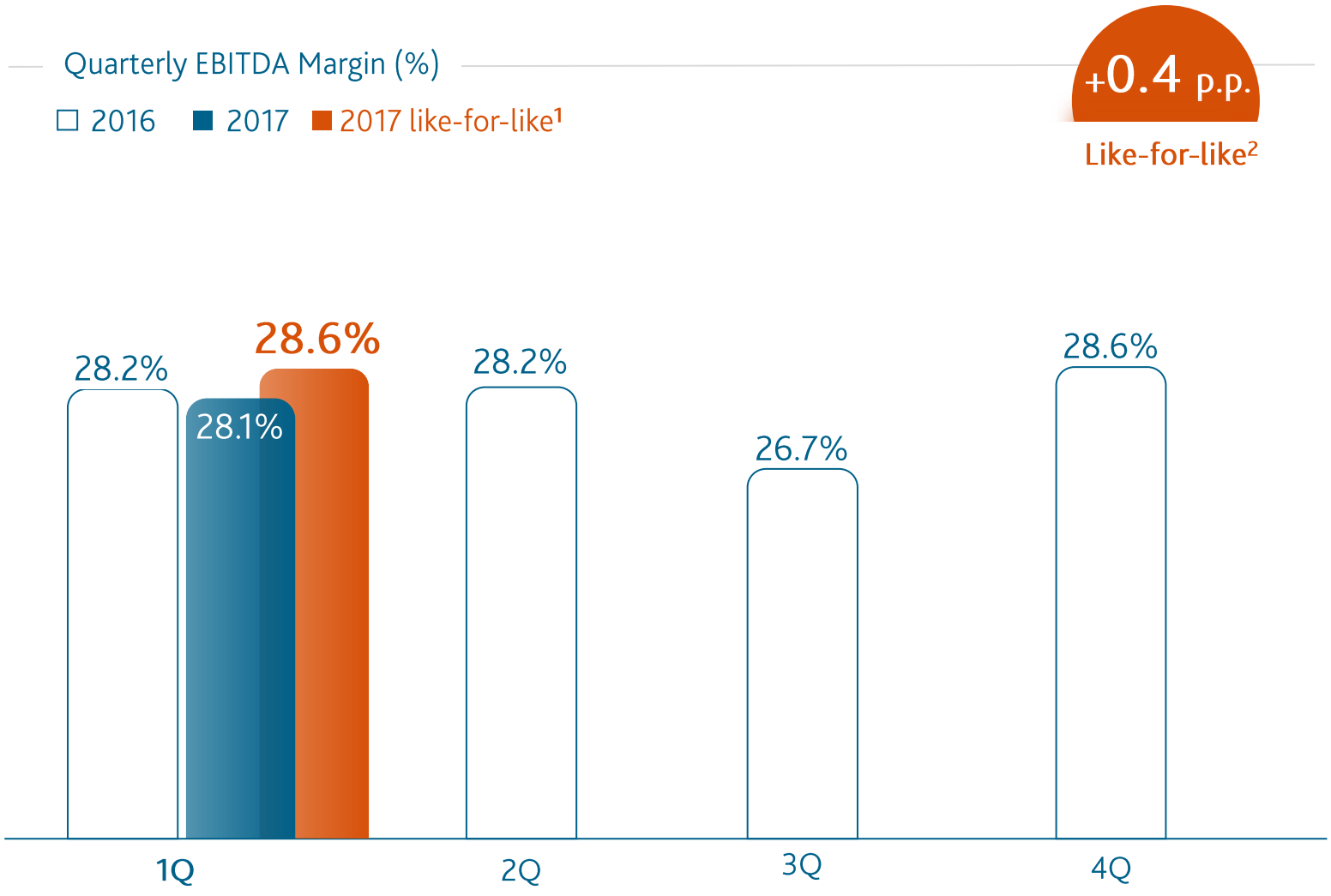
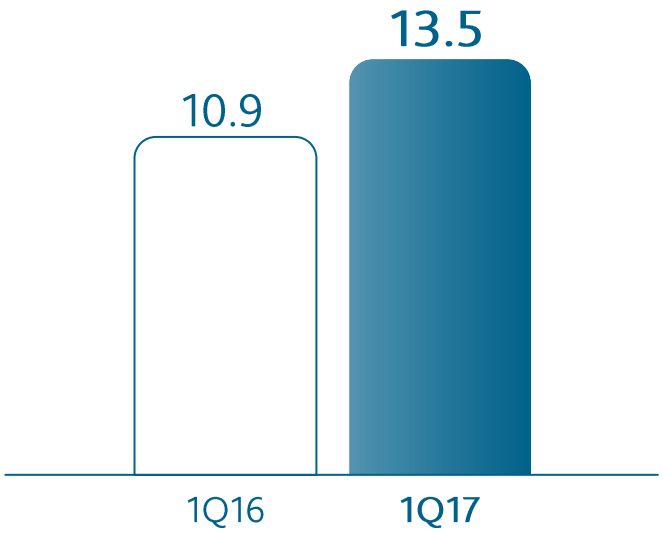
1Q17 … and operating margins strength.



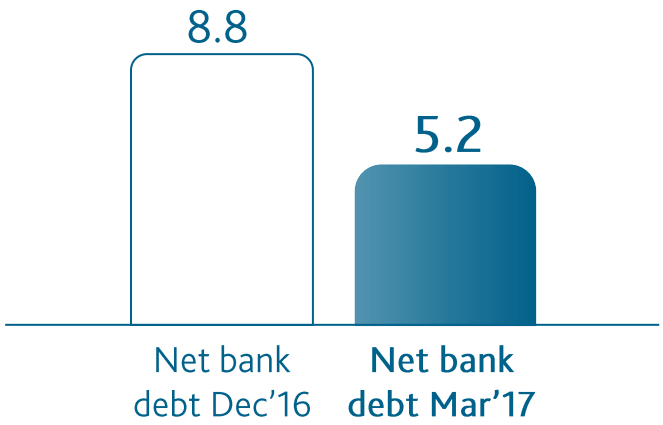
[1] Like-for-like: For comparative purposes, like-for-like growth excludes the impact of the different exchange rates and the change in the scope of consolidation (Vector).

1Q17 Operating Cash flow finances capex expansion while reduces our net bank debt.

CAPEX (€ Millions)



Net Bank Debt[1] (€ Millions)



[1] Net bank debt = Non-current bank borrowings + Current bank borrowings – Cash and equivalents

To wrap up

- ✓ **Double Digit growth in main financial figures** thanks to volume growth in all technologies and regions, forex strength and Vector's integration.
- ✓ **Growth in revenue and operating profits** driven by productive efficiencies and cost control.
- ✓ 1Q17 results shore up "MORE TO BE" strategy. We keep carrying out an intense operational activity, backed by higher workforce and investments to reach new leadership positions.
- ✓ Viscofan´s **Balance Sheet remains solid** allowing to explore new growth opportunities in this sector, both in organic and inorganic terms, combining strategical and financial discipline with shareholder remuneration.
- ✓ The market confirms its **solid growth prospects in the medium and long term.**

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This circumstance must be taken into account mainly for all persons or entities that may have to take decision, develop or spread opinions relative to values issued by the Company and particularly by analysts and investors that handle this document.

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