

## COMUNICAT DE PRESA

**Estimations regarding the 2016 budget achieving due to the construction market evolution below expectation**

Despite the unfavorable market context, Teraplast will manage to exceed the 2015 financial indicators

**Bistrita, October 27<sup>th</sup> 2016** – Teraplast Group, the largest PVC processor in Romania and one of the leading manufacturers of materials for construction and installation market, estimates to accomplish in 2016 a turnover of **RON 405.5 million**, slowly increasing (**3%**) as compared to 2015, but 14% lower than the budget established at the beginning of the year. According to the assessments at Group level, the net profit is **RON 39.6 million**, better by **12%** as compared to 2015, but under the estimates from the beginning of 2016, by approximately 11%.

Thousand, lei	Estimation 2016 budget achieving	Budget 2016	2015	▲ %vs 2015	▲ % vs budget
<b>Turnover</b>	405,492	473,241	393,542	3%	(14%)
<b>EBITDA</b>	61,025	70,524	58,994	3%	(13%)
<b>Net profit</b>	39,627	44,707	35,247	12%	(11%)

The new estimations for the 2016 budget achieving is based on the evolution below expectations of the constructions market, mainly on the infrastructure and thermal rehabilitation segments. During January-August 2016, the public expenses for investments were 1.3% lower. Additionally, the budgeted expenses for the EU co-financed projects decreased by over 32% in the first eight months of 2016, from LEI 9.6 billion in 2015, to LEI 6.5 billion in 2016.

**Alexandru Stanean, CEO Teraplast:** „We have anticipated since August the turnaround of the infrastructure market trend. During July-October 2016 works for the water and sewage projects were non-existent because after two years and a half since the opening of the new budgetary exercise (2014-2020), the project invitations for POIM (Operational Program for Big Infrastructure) are not opened yet. At the moment we focus to surpass the achievements of 2015, when we managed to obtain the best results in the history of Teraplast Group. We are a group of companies built on solid bases, with an improved cash-flow and we also have the advantage of owning a comprehensive product portfolio, which allows us to re-invent ourselves and to respond quickly to the challenges coming from the market”.

Teraplast Group is present on the markets of installations and decoration, window profiles, sandwich panels and galvanized structures, PVC windows and doors and compounds and is on top positions on most of the markets on which is present. The parent company Teraplast is market leader in exterior sewage drains, compound and paneling and on the second position in interior sewage. The subsidiary Plastsistem is among the three players on sandwich panels market and, starting last year, is the leader of the galvanized steel structures market.

Teraplast Group will publish the Q3 financial results on November 10<sup>th</sup> 2016.

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**Teraplast Group details:**

*With a tradition of 120 years, Teraplast Group is currently the largest PVC processor in Romania and one of the leading manufacturers of materials for construction and installation market. The products portfolio of the Group is structured in six business lines: Installations & Decorations, Windows profiles, Compounds, Sandwich panels, Galvanized profiles and PVC windows and doors.*

*The production facilities of the companies in the Group are located in the Teraplast Industrial Park, developed outside Bistrita, on a surface of over 200.000 sqm. During 2007-2014 Teraplast Group invested over 260 million lei in the development and the modernization of the production capacities, but also in the products portfolio extension.*

*Beginning with July 2<sup>nd</sup> 2008 the biggest company in the Group – Teraplast is listed at Bucharest Stock Exchange, symbol TRP.*

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