

**VIDRALA, S.A.**  
**BUSINESS PERFORMANCE**  
**NINE MONTHS 2012**

**Main Figures**  
 (EUR M)

	<b>NINE MONTHS ENDED SEPTEMBER 2012</b>	<b>NINE MONTHS ENDED SEPTEMBER 2011</b>	<b>CHANGE %</b>
<b>Sales</b>	<b>352.7</b>	331.5	+6.4%
<b>Operating profit (EBIT)</b>	<b>50.1</b>	46.3	+8.2%
<b>Net profit</b>	<b>35.9</b>	33.0	+8.9%

- ✓ Sales for the first nine months grew 6.4% to EUR 352.7 million.
- ✓ Operating profit reached EUR 50.1 million.
- ✓ Net profit during the period amounted to EUR 35.9 million.
- ✓ Financial position improved since net debt was reduced by 11% year-over-year.



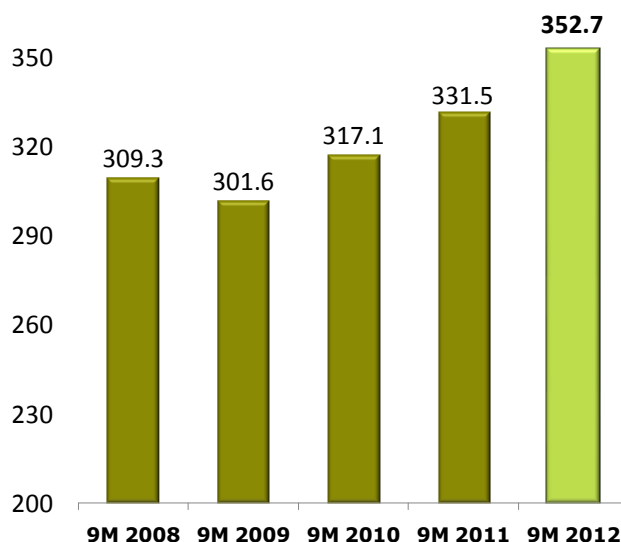
## Sales

Net revenue for the first nine months of 2012 increased 6.4% from the previous year to EUR 352.7 million.

Demand for glass packaging products within the main markets show modest performances reflecting current global economic difficulties.

Vidrala's business expansion is achieved through market share gains in strategic customers and through a wider geographical diversification.

**SALES**  
**FIRST NINE MONTHS SINCE 2008**  
EUR M



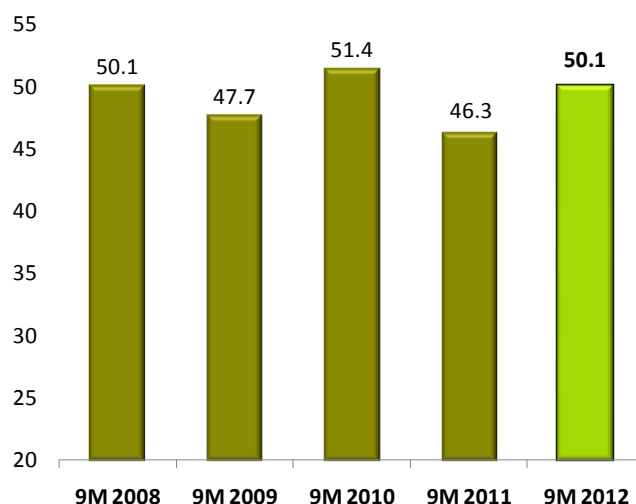
## Operating profit

The packaging industry remains globally conditioned by rising input costs. The significant inflation especially in energy and raw material costs was not sufficiently absorbed by sales price increases.

The operational performance of the group is mainly explained by higher sales and by internal operative improvements. All productive sites show better efficiency and productivity indicators compared to the previous year.

Consequently, operating result, EBIT, amounted to EUR 50.1 million. This represents a margin on sales of 14.2%.

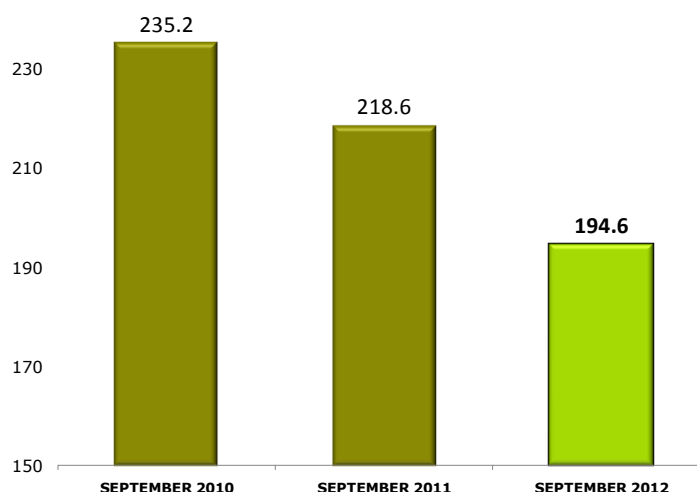
**OPERATING RESULTS (EBIT)  
FIRST NINE MONTHS SINCE 2008**  
EUR M



Net operating profit for the first nine months reached EUR 35.9 million, up 8.9% from the same period last year.

Net debt was reduced by 11% year-over-year thus strengthening the company's financial position.

**NET DEBT EVOLUTION  
AS AT SEPTEMBER 30, SINCE 2010**  
EUR million



## Outlook

Current macroeconomic conditions affect the visibility over demand patterns making it essential to narrowly follow the market behaviour. Nevertheless, Vidrala's commercial positioning, based on sales diversification and on first-class customer service, should enable the group to keep sales growing.

Regarding operational performance, all sites show internal progresses that will surely lead to better efficiency indicators year-over-year. Capacity utilization rates will be adapted to sales evolution.

The results were however impacted by significantly increased production costs, since sales prices are not yet adapted enough. Unfortunately, under this context, operating margins cannot reach the reasonable level expected after the industrial efforts undertaken. Thus, internal measures for improving costs and guaranteeing competitiveness have been established. Furthermore, it should be a priority to adapt sales prices to the real context of input costs.

In any case, the management under prevailing economic environment will be focused on cash generation, the reinforcement of the balance sheet and the growth of the rates of return on capital employed (ROCE). In this sense, the expected free cash flow for the full year is higher than in 2011 with the consequent debt reduction. This way, ROCE rates will address towards defined targets.



## **Relevant information for Shareholders**

In the frame of Vidrala's shareholder remuneration policy, last October 2 the agreement for amortizing 550,000 shares of treasury stock was published.

Thanks to this additional method of remuneration, the shareholders will automatically increase their stake in the Company results. The cancelled shares stand for a 2.24% of the share capital.

This transaction confirms the company policy based on the soundness of the remuneration system, combining measures considered efficient in every period.

