

**FORTERRA PLC**  
**COMPARATIVE INFORMATION FOR 2015**

All £'m (unless otherwise stated)

	<b>H1 2015</b>		<b>Full Year 2015</b>	
	Published	Pro-forma basis*	Published	Pro-forma basis*
<b>Revenue</b>				
Bricks & Blocks	113.1	113.1	218.0	218.0
Bespoke products	38.5	38.5	73.7	73.7
Intercompany eliminations	(0.8)	(0.8)	(1.5)	(1.5)
<b>Total Group</b>	<b>150.8</b>	<b>150.8</b>	<b>290.2</b>	<b>290.2</b>
<b>EBITDA (before exceptional items)</b>				
Bricks & Blocks	38.0	36.8	63.9	61.7
Bespoke products	3.8	3.3	6.6	5.8
<b>Total Group</b>	<b>41.8</b>	<b>40.1</b>	<b>70.5</b>	<b>67.5</b>
<b>EBITDA margin</b>				
<i>Bricks &amp; Blocks</i>	33.6%	<b>32.5%</b>	29.3%	<b>28.3%</b>
<i>Bespoke products</i>	9.9%	<b>8.6%</b>	9.0%	<b>7.9%</b>
<b>Total Group</b>	<b>27.7%</b>	<b>26.6%</b>	<b>24.3%</b>	<b>23.3%</b>
<b>Operating profit (before exceptional items)</b>	37.0	<b>35.3</b>	61.1	<b>58.1</b>
Finance charges	(11.2)	(3.1)	(27.3)	(5.8)
<b>PBT before exceptional items</b>	25.8	<b>32.2</b>	33.8	<b>52.3</b>
Tax charge (at effective rate)		(6.8)		(11.0)
Earnings (before exceptional items)		25.4		41.3
Number of shares - at 30 June 2016 (million)		200.4		200.4
<b>Pro-forma headline EPS (pence)</b>		<b>12.7</b>		<b>20.6</b>
Exceptional items	(1.5)		(11.6)	

**\* Pro-forma basis adjustments**

Due to the Group listing on the London Stock Exchange's main market through an Initial Public Offering (IPO) in April 2016, coupled with a refinancing which significantly reduced indebtedness at the date of listing, a true comparison of performance with the prior periods is difficult.

In order to make this more meaningful, the comparable operating profit for 2015 has been shown on a pro-forma basis after adjusting for additional costs relating to being a stand-alone PLC. The finance charge for 2015 and the first half of 2016 has been calculated assuming that the debt structure at IPO was in place throughout the period, and the pro-forma profit before tax calculated on this basis. Similarly, the number of shares in place in June 2016 has been used in calculating pro-forma earnings per share.

**Exceptional items**

Exceptional items relate mainly to separation and set-up costs for the business together with transaction costs arising from the IPO. Full details of these were included in the IPO Prospectus published in April 2016.