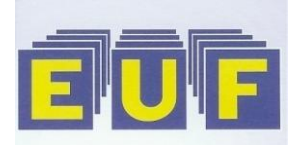


General Market Data

- Austria-



	2013	2014	2015
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Population (in Mill.)	8.45	8.51	8.58
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Unemployment rate (%)	5.4%	5.6%	5.7%
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Economic growth (%)	0.1%	0.6%	1.0%
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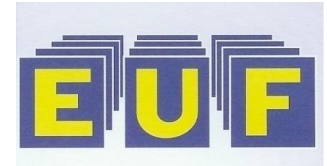
GDP in EUR billions	296.4	304.2	316.3
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GDP per inhabitant	38,000€	38,700€	39,400€
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Price changes in %	2.1%	1.5%	0.8%
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Residential construction

(in new residential buildings)
- Austria -



	2014	2015	2016	2017	2018
	in 1.000 dwellings				
Housing completions *	42.5	45.2	47.3	49.0	50.5

* reference: Euroconstruct

Tile production and consumption

- Austria -



	2012		2013		2014	
	in million m ²	in EUR	in million m ²	in EUR	in million m ²	in EUR
Domestic production	2.40		2.50		2.60	
Exports	2.0					
Imports	19.5					
<i>from Italy</i>	11.3				10,6	
<i>from Spain</i>	1.0					
<i>from China</i>						
<i>from Turkey</i>						
Total consumption	19.90		19.80		20.10	

Marketing channels

- Austria -



2015

in %

Home improvement retailers

60%

Specialised retailing

40%

**Shares in tile fixing in %
- Austria -**



2015
in %

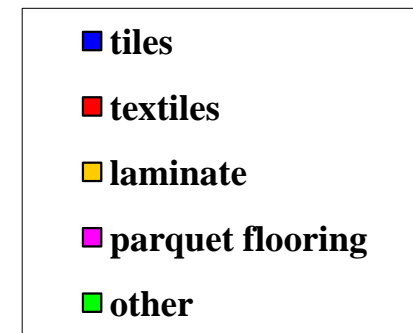
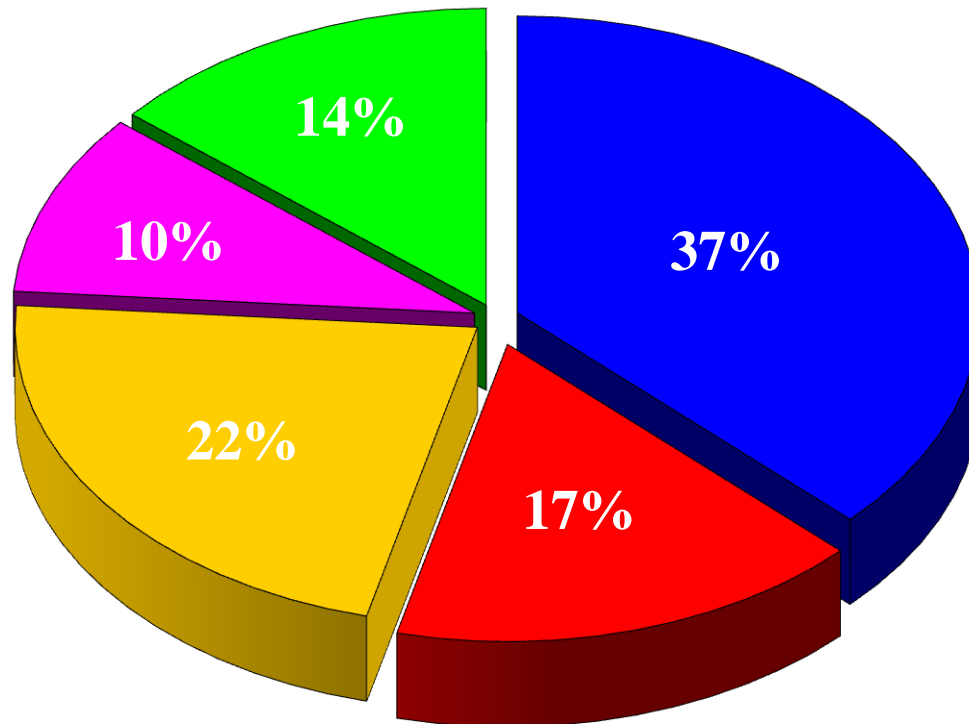
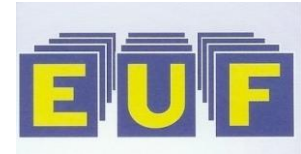
Tile fixing companies

40%

do it yourself

60%

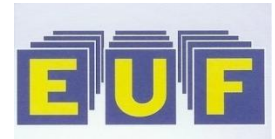
Shares in floor coverings (business and private) - Austria -



**Total consumption
2015 = 40.3 SQ.MT**

Structure of the tile fixing trade

- Austria -



Number of tile fixing companies	760
<ul style="list-style-type: none">• <i>< up to 10 employees</i>• <i>11 to 50 employees</i>• <i>> over 50 employees</i>	650
• Association members	350
Number of tile fixers	4.750
<ul style="list-style-type: none">• <i>Masters</i>• <i>Journeymen</i>• <i>Apprentions</i>	600 3.200 950