Bekaert Annual Report 2015 Financial Review 21

## 4. Segment reporting

The Group uses a geographical segmentation since this is the best enabler to evaluate the nature and financial effects of the business and to make stakeholders understand our business as a whole in a transparent way. The segmentation reflects the importance of the regions following the company's global growth strategy.

The Company's regional businesses are typically characterized by common cost drivers, a product portfolio that is tailored to regional industry requirements, and specific distribution channels. They distinguish themselves in terms of political, economic and currency risks and in terms of geographic market trends and growth patterns. Adding to the relevance of the segmentation is the fact that the company sells the vast majority of its production volumes in the region where they are manufactured. According to IFRS 8, four reporting segments have been defined, reflecting the company's presence in four main regions:

- 1) EMEA Europe, Middle-East and Africa: 33% of consolidated sales (2014: 33%)
- 2) North America: 16% of consolidated sales (2014: 17%)
- 3) Latin America: 21% of consolidated sales (2014: 20%)
- 4) Asia Pacific: 30% of consolidated sales (2014: 30%)

## Key data by reporting segment

Only capital employed elements (intangible assets, goodwill, property, plant and equipment and the elements of the operating working capital) are allocated to the various segments. All other assets and liabilities are reported as unallocated assets or liabilities. 'Group & Business support' mainly consists of the functional unit technology and unallocated expenses for group management and services; it does not constitute a reportable segment in itself. The geographical segmentation is based on the location of the Bekaert entities rather than on the location of its customers. Since it is Bekaert's strategy to produce as close as possible to the customers, most customers are serviced by Bekaert entities in their own region. Any sales between segments are transacted at prices which reflect the arm's length principle.

0015		North	Latin	Asia	Group &	Reconcilia-	Consoli-
<b>2015</b> in thousands of €	EMEA	America	America	Pacific	support	tions	dated
Net sales	1 227 350	593 013	764 464	1 086 254	-		3 671 081
Operating result before non-	. 227 000	000 010	701 101	1 000 201			0 07 1 001
recurring items (REBIT)	138 963	19 604	45 799	82 275	-68 770	5 018	222 889
Non-recurring items	5 974	13 612	-593	-11 363	-10 399	-	-2 769
Operating result (EBIT)	144 937	33 216	45 206	70 912	-79 169	5 018	220 120
Depreciation and amortization	56 389	12 745	26 474	116 538	10 701	-14 446	208 401
Impairment losses	89	-	426	12 809	-62	-	13 262
Negative goodwill	-	-	-	-340	-	-	-340
EBITDA	201 415	45 961	72 106	199 919	-68 530	-9 428	441 443
Segment assets	883 520	334 539	582 091	1 269 072	148 149	-183 544	3 033 827
Unallocated assets	-	-	-	-	-	847 292	847 292
Total assets	883 520	334 539	582 091	1 269 072	148 149	663 748	3 881 119
Segment liabilities	223 960	68 157	113 251	172 526	94 808	-87 234	585 468
Unallocated liabilities	-	-	-	-	-	1 779 740	1 779 740
Total liabilities	223 960	68 157	113 251	172 526	94 808	1 692 506	2 365 208
Capital employed	659 560	266 382	468 840	1 096 546	53 341	-96 310	2 448 359
Weighted average capital employed	687 933	248 822	486 344	1 149 190	68 523	-108 536	2 532 276
Return on weighted average							
capital employed (ROCE) <sup>1</sup>	21.1%	13.3%	9.3%	6.2%	-	-	8.7%
Capital expenditure – PP&E	47 677	55 387	24 261	50 185	4 770	-11 578	170 702
Capital expenditure – intangible							
assets	3 783	22	478	440	1 145	-	5 868
Share in the results of joint ventures and associates	_	_	24 268	-5 948	_	_	18 320
Investments in joint ventures							
and associates	-	-	114 119	-	-	-	114 119
Number of employees							
(year-end) <sup>2</sup>	6 584	1 496	4 452	9 403	1 731	-	23 666
					Group &		
					GIOUP &		
2014		North	Latin	Asia	•	Reconcilia-	Consoli-
<b>2014</b> in thousands of €	EMEA	North America	Latin America	Asia Pacific	•	Reconcilia- tions	Consoli- dated
-	<b>EMEA</b> 1 063 846				Business		
in thousands of €  Net sales  Operating result before non-	1 063 846	<b>America</b> 554 698	<b>America</b> 631 287	<b>Pacific</b> 965 883	Business support	tions -	dated 3 215 714
in thousands of €  Net sales	1 063 846 114 418	<b>America</b> 554 698 20 045	America 631 287 26 069	Pacific 965 883 63 005	Business support	tions	dated 3 215 714 164 407
in thousands of €  Net sales  Operating result before non-recurring items (REBIT)  Non-recurring items	1 063 846 114 418 1 816	America 554 698 20 045 7 882	America 631 287 26 069 7 944	Pacific 965 883 63 005 -9 320	-60 987 -1 475	1 857	dated 3 215 714 164 407 6 847
in thousands of €  Net sales  Operating result before non- recurring items (REBIT)  Non-recurring items  Operating result (EBIT)	1 063 846 114 418 1 816 116 234	America 554 698 20 045 7 882 27 927	America 631 287 26 069 7 944 34 013	Pacific 965 883 63 005 -9 320 53 685	-60 987 -1 475 -62 462	1 857 - 1 857	dated 3 215 714 164 407 6 847 171 254
in thousands of €  Net sales  Operating result before non- recurring items (REBIT)  Non-recurring items  Operating result (EBIT)  Depreciation and amortization	1 063 846 114 418 1 816 116 234 43 883	America 554 698 20 045 7 882 27 927 9 476	America 631 287 26 069 7 944	Pacific 965 883 63 005 -9 320 <b>53 685</b> 93 906	-60 987 -1 475	1 857	dated 3 215 714 164 407 6 847 171 254 164 611
in thousands of €  Net sales  Operating result before non- recurring items (REBIT)  Non-recurring items  Operating result (EBIT)  Depreciation and amortization  Impairment losses	1 063 846 114 418 1 816 116 234	America 554 698 20 045 7 882 27 927	America 631 287 26 069 7 944 34 013 16 739	Pacific 965 883 63 005 -9 320 53 685	-60 987 -1 475 -62 462	1 857 - 1 857	dated 3 215 714 164 407 6 847 171 254 164 611 16 962
in thousands of €  Net sales  Operating result before non- recurring items (REBIT)  Non-recurring items  Operating result (EBIT)  Depreciation and amortization  Impairment losses  Negative goodwill	1 063 846 114 418 1 816 116 234 43 883	America 554 698 20 045 7 882 27 927 9 476 226	America 631 287 26 069 7 944 34 013	Pacific  965 883  63 005  -9 320  53 685  93 906  11 762	-60 987 -1 475 -62 462 14 545	1 857 - 1 857 - 1 857 -13 938 -	dated 3 215 714 164 407 6 847 171 254 164 611
in thousands of €  Net sales  Operating result before non- recurring items (REBIT)  Non-recurring items  Operating result (EBIT)  Depreciation and amortization  Impairment losses  Negative goodwill  EBITDA	1 063 846 114 418 1 816 116 234 43 883 4 974 - 165 091	America 554 698 20 045 7 882 27 927 9 476 226 37 629	America 631 287 26 069 7 944 34 013 16 73910 893 39 859	Pacific 965 883 63 005 -9 320 53 685 93 906 11 762 - 159 353	-60 987 -1 475 -62 462 14 545 - -47 917	1 857 - 1 857 - 13 938	dated 3 215 714 164 407 6 847 171 254 164 611 16 962 -10 893 341 934
in thousands of €  Net sales  Operating result before non- recurring items (REBIT)  Non-recurring items  Operating result (EBIT)  Depreciation and amortization  Impairment losses  Negative goodwill  EBITDA  Segment assets	1 063 846 114 418 1 816 116 234 43 883 4 974	America 554 698 20 045 7 882 27 927 9 476 226	America 631 287 26 069 7 944 34 013 16 73910 893	Pacific  965 883  63 005  -9 320  53 685  93 906  11 762	-60 987 -1 475 -62 462 14 545	1 857 - 1857 -13 938	dated 3 215 714 164 407 6 847 171 254 164 611 16 962 -10 893 341 934 3 036 763
in thousands of €  Net sales  Operating result before non- recurring items (REBIT)  Non-recurring items  Operating result (EBIT)  Depreciation and amortization  Impairment losses  Negative goodwill  EBITDA  Segment assets  Unallocated assets	1 063 846  114 418  1 816  116 234  43 883  4 974  -  165 091  876 913	America 554 698 20 045 7 882 27 927 9 476 226 - 37 629 302 759	America 631 287 26 069 7 944 34 013 16 739 -10 893 39 859 620 126	Pacific  965 883  63 005  -9 320  53 685  93 906  11 762  -  159 353  1 282 277	-60 987 -1 475 -62 462 14 54547 917 159 738	1 857 - 1857 -13 938	dated 3 215 714 164 407 6 847 171 254 164 611 16 962 -10 893 341 934 3 036 763 920 952
In thousands of €  Net sales  Operating result before non-recurring items (REBIT)  Non-recurring items  Operating result (EBIT)  Depreciation and amortization  Impairment losses  Negative goodwill  EBITDA  Segment assets  Unallocated assets  Total assets	1 063 846  114 418  1 816  116 234  43 883  4 974  -  165 091  876 913  -  876 913	America 554 698  20 045 7 882 27 927 9 476 226 - 37 629 302 759 - 302 759	America 631 287 26 069 7 944 34 013 16 739 -10 893 39 859 620 126	Pacific  965 883  63 005  -9 320  53 685  93 906  11 762  -  159 353  1 282 277  -  1 282 277	-60 987 -1 475 -62 462 14 54547 917 159 738 - 159 738	1 857 - 1857 -13 93812 081 -205 050 920 952 715 902	dated 3 215 714  164 407 6 847 171 254 164 611 16 962 -10 893 341 934 3 036 763 920 952 3 957 715
In thousands of €  Net sales  Operating result before non- recurring items (REBIT)  Non-recurring items  Operating result (EBIT)  Depreciation and amortization  Impairment losses  Negative goodwill  EBITDA  Segment assets  Unallocated assets  Total assets  Segment liabilities	1 063 846  114 418  1 816  116 234  43 883  4 974  -  165 091  876 913	America 554 698 20 045 7 882 27 927 9 476 226 37 629 302 759 68 607	America 631 287 26 069 7 944 34 013 16 739 -10 893 39 859 620 126	Pacific  965 883  63 005  -9 320  53 685  93 906  11 762  -  159 353  1 282 277	-60 987 -1 475 -62 462 -14 545	1 857 - 1857 -13 938	dated 3 215 714  164 407 6 847 171 254 164 611 16 962 -10 893 341 934 3 036 763 920 952 3 957 715 512 779
In thousands of €  Net sales  Operating result before non- recurring items (REBIT)  Non-recurring items  Operating result (EBIT)  Depreciation and amortization  Impairment losses  Negative goodwill  EBITDA  Segment assets  Unallocated assets  Total assets  Unallocated liabilities  Unallocated liabilities	1 063 846  114 418  1 816  116 234  43 883  4 974  -  165 091  876 913  210 683	America 554 698 20 045 7 882 27 927 9 476 226 37 629 302 759 68 607	America 631 287 26 069 7 944 34 013 16 739 -10 893 39 859 620 126 -111 746	Pacific  965 883  63 005  -9 320  53 685  93 906  11 762  -  159 353  1 282 277  -  1 282 277  143 744	-60 987 -1 475 -62 462 -14 545	1 857 - 1857 - 13 938	dated 3 215 714 164 407 6 847 171 254 164 611 16 962 -10 893 341 934 3 036 763 920 952 3 957 715 512 779 1 878 724
Net sales Operating result before non- recurring items (REBIT) Non-recurring items Operating result (EBIT) Depreciation and amortization Impairment losses Negative goodwill EBITDA Segment assets Unallocated assets Total assets Unallocated liabilities Unallocated liabilities Total liabilities	1 063 846  114 418  1 816  116 234  43 883  4 974  -  165 091  876 913  210 683  -  210 683	America 554 698  20 045 7 882 27 927 9 476 226 37 629 302 759 68 607 68 607	America 631 287 26 069 7 944 34 013 16 739 -10 893 39 859 620 126 -111 746	Pacific  965 883  63 005  -9 320  53 685  93 906  11 762  -  159 353  1 282 277  -  1 282 277  143 744  -  143 744	Business support  -60 987 -1 475 -62 462 14 54547 917 159 738 - 159 738 76 165 - 76 165	1 857 - 1857 - 13 938	dated 3 215 714 164 407 6 847 171 254 164 611 16 962 -10 893 341 934 3 036 763 920 952 3 957 715 512 779 1 878 724 2 391 503
Net sales Operating result before non- recurring items (REBIT) Non-recurring items Operating result (EBIT) Depreciation and amortization Impairment losses Negative goodwill EBITDA Segment assets Unallocated assets Total assets Segment liabilities Unallocated liabilities Capital employed	1 063 846  114 418  1 816  116 234  43 883  4 974  -  165 091  876 913  210 683	America 554 698 20 045 7 882 27 927 9 476 226 37 629 302 759 68 607	America 631 287 26 069 7 944 34 013 16 739 -10 893 39 859 620 126 -111 746	Pacific  965 883  63 005  -9 320  53 685  93 906  11 762  -  159 353  1 282 277  -  1 282 277  143 744	-60 987 -1 475 -62 462 -14 545	1 857 - 1857 - 13 938	dated 3 215 714 164 407 6 847 171 254 164 611 16 962 -10 893 341 934 3 036 763 920 952 3 957 715 512 779 1 878 724
Net sales Operating result before non- recurring items (REBIT) Non-recurring items Operating result (EBIT) Depreciation and amortization Impairment losses Negative goodwill EBITDA Segment assets Unallocated assets Total assets Segment liabilities Unallocated liabilities Capital employed Weighted average capital	1 063 846  114 418 1 816 116 234 43 883 4 974 - 165 091 876 913 - 876 913 - 210 683 - 666 230	America 554 698  20 045 7 882 27 927 9 476 226 37 629 302 759 68 607 68 607 234 152	America 631 287 26 069 7 944 34 013 16 739 -10 893 39 859 620 126 -111 746 508 380	Pacific  965 883  63 005  -9 320  53 685  93 906  11 762  -  159 353  1 282 277  1 43 744  -  143 744  1 138 533	Business support  -60 987 -1 475 -62 462 -14 545	1 857 -1 857 -13 938 -12 081 -205 050 920 952 715 902 -98 166 1 878 724 1 780 558 -106 884	dated 3 215 714 164 407 6 847 171 254 164 611 16 962 -10 893 341 934 3 036 763 920 952 3 957 715 512 779 1 878 724 2 391 503 2 523 984
Net sales Operating result before non- recurring items (REBIT) Non-recurring items Operating result (EBIT) Depreciation and amortization Impairment losses Negative goodwill EBITDA Segment assets Unallocated assets Total assets Segment liabilities Unallocated liabilities Capital employed Weighted average capital employed	1 063 846  114 418  1 816  116 234  43 883  4 974  -  165 091  876 913  210 683  -  210 683	America 554 698  20 045 7 882 27 927 9 476 226 37 629 302 759 68 607 68 607	America 631 287 26 069 7 944 34 013 16 739 -10 893 39 859 620 126 -111 746	Pacific  965 883  63 005  -9 320  53 685  93 906  11 762  -  159 353  1 282 277  -  1 282 277  143 744  -  143 744	Business support  -60 987 -1 475 -62 462 14 54547 917 159 738 - 159 738 76 165 - 76 165	1 857 - 1857 - 13 938	dated 3 215 714 164 407 6 847 171 254 164 611 16 962 -10 893 341 934 3 036 763 920 952 3 957 715 512 779 1 878 724 2 391 503
Net sales Operating result before non- recurring items (REBIT) Non-recurring items Operating result (EBIT) Depreciation and amortization Impairment losses Negative goodwill EBITDA Segment assets Unallocated assets Total assets Segment liabilities Unallocated liabilities Capital employed Weighted average capital employed Return on weighted average	1 063 846  114 418 1 816 116 234 43 883 4 974 - 165 091 876 913 - 876 913 - 210 683 - 210 683 - 666 230  545 080	America 554 698 20 045 7 882 27 927 9 476 226 - 37 629 302 759 68 607 - 68 607 234 152 210 761	America 631 287 26 069 7 944 34 013 16 739 -10 893 39 859 620 126 -111 746 508 380 388 466	Pacific  965 883  63 005  -9 320  53 685  93 906  11 762  -  159 353  1 282 277  143 744  -  143 744  1 138 533  1 112 720	Business support  -60 987 -1 475 -62 462 -14 545	1 857 -1 857 -13 938 -12 081 -205 050 920 952 715 902 -98 166 1 878 724 1 780 558 -106 884	dated 3 215 714 164 407 6 847 171 254 164 611 16 962 -10 893 341 934 3 036 763 920 952 3 957 715 512 779 1 878 724 2 391 503 2 523 984 2 238 470
Net sales Operating result before non- recurring items (REBIT) Non-recurring items Operating result (EBIT) Depreciation and amortization Impairment losses Negative goodwill EBITDA Segment assets Unallocated assets Total assets Segment liabilities Unallocated liabilities Capital employed Weighted average capital employed Return on weighted average capital employed (ROCE)¹	1 063 846  114 418 1 816 116 234 43 883 4 974 - 165 091 876 913 - 876 913 210 683 - 210 683 - 666 230  545 080	America 554 698  20 045 7 882 27 927 9 476 226 - 37 629 302 759 68 607 234 152 210 761	America 631 287 26 069 7 944 34 013 16 739 -10 893 39 859 620 126 -111 746 508 380 388 466 8.8%	Pacific  965 883  63 005  -9 320  53 685  93 906  11 762  -  159 353  1 282 277  -  1 282 277  143 744  1 138 533  1 112 720  4.8%	Business support  -60 987 -1 475 -62 462 -14 54547 917159 738159 73876 16576 16583 573	1 857 -1 857 -13 938 -12 081 -205 050 920 952 715 902 -98 166 1 878 724 1 780 558 -106 884 -99 180	dated 3 215 714 164 407 6 847 171 254 164 611 16 962 -10 893 341 934 3 036 763 920 952 3 957 715 512 779 1 878 724 2 391 503 2 523 984 2 238 470 7.7%
Net sales Operating result before non- recurring items (REBIT) Non-recurring items Operating result (EBIT) Depreciation and amortization Impairment losses Negative goodwill EBITDA Segment assets Unallocated assets Total assets Segment liabilities Unallocated liabilities Total liabilities Capital employed Weighted average capital employed Return on weighted average capital employed (ROCE)¹ Capital expenditure − PP&E	1 063 846  114 418 1 816 116 234 43 883 4 974 - 165 091 876 913 - 876 913 - 210 683 - 210 683 - 666 230  545 080	America 554 698 20 045 7 882 27 927 9 476 226 - 37 629 302 759 68 607 - 68 607 234 152 210 761	America 631 287 26 069 7 944 34 013 16 739 -10 893 39 859 620 126 -111 746 508 380 388 466	Pacific  965 883  63 005  -9 320  53 685  93 906  11 762  -  159 353  1 282 277  143 744  -  143 744  1 138 533  1 112 720	Business support  -60 987 -1 475 -62 462 -14 545	1 857 -1 857 -13 938 -12 081 -205 050 920 952 715 902 -98 166 1 878 724 1 780 558 -106 884	dated 3 215 714 164 407 6 847 171 254 164 611 16 962 -10 893 341 934 3 036 763 920 952 3 957 715 512 779 1 878 724 2 391 503 2 523 984 2 238 470
Net sales Operating result before non- recurring items (REBIT) Non-recurring items Operating result (EBIT) Depreciation and amortization Impairment losses Negative goodwill EBITDA Segment assets Unallocated assets Total assets Segment liabilities Unallocated liabilities Capital employed Weighted average capital employed Return on weighted average capital employed (ROCE)¹	1 063 846  114 418 1 816 116 234 43 883 4 974 - 165 091 876 913 - 876 913 210 683 - 210 683 - 666 230  545 080	America 554 698  20 045 7 882 27 927 9 476 226 - 37 629 302 759 68 607 234 152 210 761	America 631 287 26 069 7 944 34 013 16 739 -10 893 39 859 620 126 -111 746 508 380 388 466 8.8%	Pacific  965 883  63 005  -9 320  53 685  93 906  11 762  -  159 353  1 282 277  -  1 282 277  143 744  1 138 533  1 112 720  4.8%	Business support  -60 987 -1 475 -62 462 -14 54547 917159 738159 73876 16576 16583 573	1 857 -1 857 -13 938 -12 081 -205 050 920 952 715 902 -98 166 1 878 724 1 780 558 -106 884 -99 180	dated 3 215 714 164 407 6 847 171 254 164 611 16 962 -10 893 341 934 3 036 763 920 952 3 957 715 512 779 1 878 724 2 391 503 2 523 984 2 238 470 7.7%
Net sales Operating result before non- recurring items (REBIT) Non-recurring items Operating result (EBIT) Depreciation and amortization Impairment losses Negative goodwill EBITDA Segment assets Unallocated assets Total assets Unallocated liabilities Unallocated liabilities Capital employed Weighted average capital employed Return on weighted average capital employed (ROCE)¹ Capital expenditure − PP&E Capital expenditure − intangible	1 063 846  114 418 1 816 116 234 43 883 4 974 - 165 091 876 913 - 876 913 210 683 - 210 683 - 666 230  545 080  21.3% 33 421	America 554 698  20 045 7 882 27 927 9 476 226 - 37 629 302 759 68 607 234 152 210 761	America 631 287 26 069 7 944 34 013 16 739 -10 893 39 859 620 126 -111 746 508 380 388 466 8.8% 31 779	Pacific  965 883  63 005  -9 320  53 685  93 906  11 762  -  159 353  1 282 277  -  1 282 277  143 744  1 138 533  1 112 720  4.8%  51 190	Business support  -60 987 -1 475 -62 462 14 54547 917 159 738 - 159 738 - 76 165 - 76 165 - 83 573 - 80 623 - 3 987	1 857 -1 857 -13 938 -12 081 -205 050 920 952 715 902 -98 166 1 878 724 1 780 558 -106 884 -99 180 -13 789	dated 3 215 714 164 407 6 847 171 254 164 611 16 962 -10 893 341 934 3 036 763 920 952 3 957 715 512 779 1 878 724 2 391 503 2 523 984 2 238 470 7.7% 132 784
Net sales Operating result before non- recurring items (REBIT) Non-recurring items Operating result (EBIT) Depreciation and amortization Impairment losses Negative goodwill EBITDA Segment assets Unallocated assets Total assets Unallocated liabilities Unallocated liabilities Capital employed Weighted average capital employed Return on weighted average capital employed (ROCE)¹ Capital expenditure − PP&E Capital expenditure − intangible assets Share in the results of joint ventures and associates	1 063 846  114 418 1 816 116 234 43 883 4 974 - 165 091 876 913 - 876 913 210 683 - 210 683 - 666 230  545 080  21.3% 33 421	America 554 698  20 045 7 882 27 927 9 476 226 - 37 629 302 759 68 607 234 152 210 761	America 631 287 26 069 7 944 34 013 16 739 -10 893 39 859 620 126 -111 746 508 380 388 466 8.8% 31 779	Pacific  965 883  63 005  -9 320  53 685  93 906  11 762  -  159 353  1 282 277  -  1 282 277  143 744  1 138 533  1 112 720  4.8%  51 190	Business support  -60 987 -1 475 -62 462 14 54547 917 159 738 - 159 738 - 76 165 - 76 165 - 83 573 - 80 623 - 3 987	1 857 -1 857 -13 938 -12 081 -205 050 920 952 715 902 -98 166 1 878 724 1 780 558 -106 884 -99 180 -13 789	dated 3 215 714 164 407 6 847 171 254 164 611 16 962 -10 893 341 934 3 036 763 920 952 3 957 715 512 779 1 878 724 2 391 503 2 523 984 2 238 470 7.7% 132 784
Net sales Operating result before non- recurring items (REBIT) Non-recurring items Operating result (EBIT) Depreciation and amortization Impairment losses Negative goodwill EBITDA Segment assets Unallocated assets Total assets Unallocated liabilities Unallocated liabilities Capital employed Weighted average capital employed Return on weighted average capital employed (ROCE)¹ Capital expenditure − PP&E Capital expenditure − intangible assets Share in the results of joint ventures Investments in joint ventures	1 063 846  114 418 1 816 116 234 43 883 4 974 - 165 091 876 913 - 876 913 210 683 - 210 683 - 666 230  545 080  21.3% 33 421	America 554 698  20 045 7 882 27 927 9 476 226 - 37 629 302 759 68 607 234 152 210 761	America 631 287 26 069 7 944 34 013 16 739 -10 893 39 859 620 126 -111 746 508 380 388 466 8.8% 31 779 1 987 26 386	Pacific  965 883  63 005  -9 320  53 685  93 906  11 762  -  159 353  1 282 277  143 744  -  143 744  1 138 533  1 112 720  4.8%  51 190  1 882  -1 056	Business support  -60 987 -1 475 -62 462 14 54547 917 159 738 - 159 738 - 76 165 - 76 165 - 83 573 - 80 623 - 3 987	1 857 -1 857 -13 938 -12 081 -205 050 920 952 715 902 -98 166 1 878 724 1 780 558 -106 884 -99 180 -13 789	dated 3 215 714 164 407 6 847 171 254 164 611 16 962 -10 893 341 934 3 036 763 920 952 3 957 715 512 779 1 878 724 2 391 503 2 523 984 2 238 470 7.7% 132 784 21 752 25 330
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Net sales Operating result before non- recurring items (REBIT) Non-recurring items Operating result (EBIT) Depreciation and amortization Impairment losses Negative goodwill EBITDA Segment assets Unallocated assets Total assets Unallocated liabilities Unallocated liabilities Capital employed Weighted average capital employed Return on weighted average capital expenditure − PP&E Capital expenditure − intangible assets Share in the results of joint ventures and associates Investments in joint ventures and associates Number of employees	1 063 846  114 418 1 816 116 234 43 883 4 974 - 165 091 876 913 - 876 913 - 210 683 - 210 683 - 666 230  545 080  21.3% 33 421 33 237	America 554 698 20 045 7 882 27 927 9 476 226 - 37 629 302 759 68 607 234 152 210 761 13.3% 26 196	America 631 287 26 069 7 944 34 013 16 739 -10 893 39 859 620 126 -111 746 508 380 388 466 8.8% 31 779 1 987 26 386 144 697	Pacific  965 883  63 005  -9 320  53 685  93 906  11 762  -  159 353  1 282 277  143 744  1 138 533  1 112 720  4.8%  51 190  1 882  -1 056  11 037	Business support  -60 987 -1 475 -62 462 14 54547 917 159 738 -76 165 - 76 165 - 83 573 - 80 623 - 3 987 - 846	1 857 -1 857 -13 938 -12 081 -205 050 920 952 715 902 -98 166 1 878 724 1 780 558 -106 884 -99 180 -13 789	dated 3 215 714 164 407 6 847 171 254 164 611 16 962 -10 893 341 934 3 036 763 920 952 3 957 715 512 779 1 878 724 2 391 503 2 523 984 2 238 470 7.7% 132 784 21 752 25 330 155 734
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<sup>&</sup>lt;sup>1</sup> ROCE: Operating result (EBIT) relative to weighted average capital employed.

<sup>&</sup>lt;sup>2</sup> Number of employees: full-time equivalents.

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Following table provides more information on the amounts presented as 'Reconciliations' in the previous table:

Reconciliations		
in thousands of €	2014	2015
Operating result (EBIT)		
PP&E	-11 873	-10 642
Inventories	-208	1 214
Intersegment margin eliminations	-12 081	-9 428
Intangible assets	-6	-6
PP&E	-13 932	-14 440
Depreciation and amortization relating to intersegment margin eliminations	-13 938	-14 446
Intangible assets	6	6
PP&E	2 059	3 798
Inventories	-208	1 214
EBIT: intersegment elimination minus related depreciation & amortization	1 857	5 018
Segment assets		
Intangible assets	-16 540	-16 534
PP&E	-82 962	-75 203
Inventories	-6 336	-4 692
Trade receivables	-99 204	-87 115
Advances paid	-8	-
Intersegment eliminations on capital employed assets	-205 050	-183 544
Unallocated assets		
Other assets than capital employed elements	920 952	847 292
Segment liabilities		
Trade payables	-98 158	-87 115
Advances received	-8	-119
Intersegment eliminations on capital employed liabilities	-98 166	-87 234
Unallocated liabilities		
Other liabilities than capital employed elements	1 878 724	1 779 740
Capital employed		
Segment assets eliminations	-205 050	-183 544
- Segment liabilities eliminations	98 166	87 234
Intersegment eliminations on capital employed elements	-106 884	-96 310
Capex PP&E		
Intersegment margin eliminations on PP&E	-13 789	-11 578
Capex PP&E adjustments	-13 789	-11 578
Capex intangible assets		
Intersegment margin eliminations on intangible assets	-16 200	-
Capex intangible assets adjustments	-16 200	-

## Revenue by product application

in thousands of €	2014	2015	Variance (%)
Net sales			
Rubber reinforcement products	1 205 565	1 503 081	24.7%
Other steel wire products	1 851 473	2 004 759	8.3%
Stainless products	143 494	153 257	6.8%
Other	15 182	9 984	-34.2%
Total	3 215 714	3 671 081	14.2%

Rubber reinforcement products include tire cord, bead wire and hose reinforcement wire. Other steel wire products include industrial steel wires, specialty steel wires (including stainless wires), building products, ropes and sawing wire. Stainless products include fibers and combustion products for heating and drying. In 2015, belt cord and steel cord fabric were moved from Rubber reinforcement products to Other steel wire products (ropes).

All product groups are sold in all segments. The product mix is very similar in EMEA and North America, while in Asia Pacific rubber reinforcement products are predominant, whereas in Latin America other steel wire products make up the largest part of the business.

## **Additional information by country**

The table below shows the relative importance of Belgium (i.e. the country of domicile), Chile, China, the USA and Slovakia for Bekaert in terms of revenues and non-current assets (i.e. intangible assets, goodwill, property, plant and equipment).

in thousands of €	2014	% of total	2015	% of total
Net sales from Belgium	290 236	9%	326 590	9%
Net sales from Chile	282 441	9%	312 832	9%
Net sales from China	680 904	21%	746 433	20%
Net sales from USA	495 412	15%	536 905	15%
Net sales from Slovakia	263 140	8%	276 089	8%
Net sales from other countries	1 203 581	38%	1 472 232	39%
Total net sales	3 215 714	100%	3 671 081	100%
Non-current assets located in Belgium	108 678	7%	114 319	7%
Non-current assets located in Chile	100 852	7%	96 475	6%
Non-current assets located in China	581 896	38%	568 863	35%
Non-current assets located in USA	91 876	6%	137 566	8%
Non-current assets located in Slovakia	156 345	10%	151 732	9%
Non-current assets located in other countries	509 726	32%	566 646	35%
Total non-current assets	1 549 373	100%	1 635 601	100%