

Historical Summary of Financial Data

		2012 ¹⁾	2013	2014	2015	2016	2017	2018
Statement of Income								
Revenue	million euros	585.0	600.3	590.2	668.6	684.8	747.9	834.6
Optics & Life Science	million euros	n/a	n/a	n/a	213.7	221.5	259.4	290.0
Mobility	million euros	n/a	n/a	n/a	244.6	247.7	270.1	327.8
Defense & Civil Systems	million euros	n/a	n/a	n/a	211.4	218.3	219.3	218.6
Foreign revenue	million euros	376.9	371.9	379.1	450.8	458.3	525.3	594.1
of revenue	%	64.4	62.0	64.2	67.4	66.9	70.2	71.2
Cost of sales	million euros	381.6	394.6	384.7	442.5	446.9	484.0	541.5
Gross profit	million euros	203.4	205.7	205.5	226.2	237.9	263.9	293.1
Gross margin	%	34.8	34.3	34.8	33.8	34.7	35.3	35.1
R + D expenses	million euros	36.0	39.8	39.4	41.8	42.3	43.1	47.4
Selling expenses	million euros	65.1	66.6	67.5	72.6	73.6	80.3	87.0
Administrative expenses	million euros	42.6	46.4	51.1	54.0	57.6	55.8	56.1
EBIT	million euros	54.8	52.7	51.6	61.2	68.5	78.0	94.9
Optics & Life Science	million euros	n/a	n/a	n/a	19.7	33.4	50.5	62.3
Mobility	million euros	n/a	n/a	n/a	27.0	24.4	18.5	27.7
Defense & Civil Systems	million euros	n/a	n/a	n/a	17.9	19.1	19.2	20.1
EBIT margin	%	9.4	8.8	8.7	9.2	10.0	10.4	11.4
Optics & Life Science	%	n/a	n/a	n/a	9.2	15.1	19.5	21.5
Mobility	%	n/a	n/a	n/a	11.0	9.9	6.9	8.4
Defense & Civil Systems	%	n/a	n/a	n/a	8.5	8.8	8.7	9.2
EBT	million euros	46.1	47.2	46.1	57.4	64.7	80.1	91.4
EBT margin	%	7.9	7.9	7.8	8.6	9.5	10.8	11.0
Earnings after tax	million euros	50.2	47.2	41.6	49.9	57.5	72.7	87.4
EPS	euros	0.88	0.82	0.73	0.87	1.00	1.27	1.53
Cost of materials (incl. external services)	million euros	242.0	250.9	253.6	281.5	284.6	309.3	365.1
Material intensity	%	40.3	40.7	41.3	40.4	40.2	40.2	41.6
R + D output	million euros	50.6	52.2	50.4	53.1	57.4	66.6	69.1
R + D ratio	%	8.6	8.7	8.5	7.9	8.4	8.9	8.3
EBITDA	million euros	77.7	74.8	76.1	88.8	96.9	106.9	127.5
Financial result	million euros	-8.7	-5.5	-5.5	-3.8	-3.7	2.0	-3.5
Cash Flows and Capital Expenditure								
Cash flows from operating activities	million euros	66.6	60.6	46.3	85.1	100.1	96.3	135.5
Free cash flow (before income tax)	million euros	43.7	47.0	22.5	71.8	80.4	72.2	108.3
Capital expenditures	million euros	31.2	24.4	29.9	24.7	27.5	37.9 ²⁾	42.5
Personnel								
Employees on average		3,066	3,233	3,375	3,421	3,404	3,500	3,714
Revenue per employee	thousand euros	190.8	185.7	174.9	195.4	201.2	213.7	224.7
Personnel expenses	million euros	201.2	210.9	219.7	239.6	246.1	258.3	278.3
Personnel intensity	%	34.4	35.1	37.2	35.8	35.9	34.5	33.4

		2012 ¹⁾	2013	2014	2015	2016	2017	2018
Statement of Financial Position								
Non-current assets	million euros	333.8	329.8	389.5	382.8	371.9	376.2	491.8
Intangible assets and property, plant and equipment	million euros	213.9	216.0	274.0	278.4	269.2	285.7	391.5
Investment property	million euros	19.6	19.1	16.4	4.5	4.4	4.4	4.4
Financial investments	million euros	27.2	20.1	21.1	21.7	19.0	4.4	6.8
Other non-current assets	million euros	4.8	4.4	1.8	4.5	5.0	2.9	2.9
Deferred tax assets	million euros	68.4	70.3	76.3	73.6	74.2	78.9	86.3
Current assets	million euros	335.8	362.6	382.2	386.3	441.2	512.9	494.1
Inventories	million euros	169.3	165.1	179.0	167.1	159.3	168.6	175.6
Trade and other receivables	million euros	120.7	125.3	133.4	135.0	139.3	147.4	173.6
Current financial assets and cash	million euros	45.9	72.2	69.8	84.2	142.5	196.9	148.7
Equity	million euros	330.3	367.1	386.6	435.1	476.4	529.9	598.0
Share capital	million euros	148.8	148.8	148.8	148.8	148.8	148.8	148.8
Non-current liabilities	million euros	177.6	173.1	216.6	169.5	175.4	162.1	170.3
Pension provisions	million euros	31.2	28.2	41.0	36.1	37.6	37.1	37.3
Other non-current provisions	million euros	12.1	11.0	10.0	10.3	12.3	15.9	16.3
Non-current financial liabilities	million euros	115.8	115.2	156.8	113.2	120.5	108.6	111.4
Other non-current liabilities	million euros	15.4	16.9	7.0	7.9	4.8	0.4	2.8
Deferred tax liabilities	million euros	3.1	1.8	1.7	2.0	0.1	0.1	2.5
Current liabilities	million euros	161.7	152.3	168.5	164.5	161.3	197.1	217.7
Tax provisions	million euros	6.1	4.8	5.7	3.3	3.4	8.9	9.0
Other current provisions	million euros	52.1	37.4	37.7	42.7	46.2 ³⁾	51.2	58.7
Current financial liabilities	million euros	4.7	1.2	5.1	14.9	4.1	19.3	10.1
Trade payables and other liabilities	million euros	98.9	109.0	120.0	103.6	107.7	117.6	139.9
Total equity and liabilities	million euros	669.6	692.4	771.7	769.2	813.1	889.1	985.9
Balance sheet ratios								
Equity ratio	%	49.3	53.0	50.1	56.6	58.6	59.6	60.6
Asset coverage		230.7	261.0	256.5	279.5	301.7	321.7	321.6
Gross debt	million euros	120.5	116.4	161.9	128.1	124.6	127.9	121.5
Net debt	million euros	74.5	44.1	92.1	43.9	-17.9	-69.0	-27.2
Working capital	million euros	202.8	195.6	217.5	215.5	209.9	214.8	216.8
Working capital ratio	%	34.7	32.6	36.9	32.2	30.7	28.7	26.0
Debt to equity ratio		1.0	0.9	1.0	0.8	0.7	0.7	0.6
Total return on investment based on EBT	%	6.9	6.8	6.0	7.5	8.0	9.0	9.3
Return on equity based on EBT	%	14.0	12.9	11.9	13.2	13.6	15.1	15.3
ROCE		15.6	14.0	13.0	13.5	15.6 ²⁾	18.2 ²⁾	20.2
Dividend key figures								
Dividend per share	EUR	0.18	0.20	0.20	0.22	0.25	0.30	0.35
Pay out ratio on earnings attributable to shareholders	%	20.5	24.3	27.5	25.4	24.9	23.7	22.9
Dividend yield based on year-end stock exchange price	%	2.4	1.6	1.9	1.5	1.5	1.1	1.5

¹⁾ Adjusted to initial application of 19R

²⁾ Including discontinued operations

³⁾ Subject to the approval by the annual general meeting