

Historical Summary of Financial Data

		2011	2012 ²⁾	2013	2014	2015	2016	2017
Statement of Income								
Revenue	million euros	543.3	585.0	600.3	590.2	668.6	684.8	747.9
Optics & Life Science	million euros	n/a	n/a	n/a	n/a	213.7	221.5	259.4
Mobility	million euros	n/a	n/a	n/a	n/a	244.6	247.7	270.1
Defense & Civil Systems	million euros	n/a	n/a	n/a	n/a	211.4	218.3	219.3
Foreign revenue	million euros	321.5	376.9	371.9	379.1	450.8	458.3	525.3
of revenue	%	59.2	64.4	62.0	64.2	67.4	66.9	70.2
Cost of sales	million euros	359.3	381.6	394.6	384.7	442.5	446.9	484.0
Gross profit	million euros	184.0	203.4	205.7	205.5	226.2	237.9	263.9
Gross margin	%	33.9	34.8	34.3	34.8	33.8	34.7	35.3
R + D expenses	million euros	32.0	36.0	39.8	39.4	41.8	42.3	43.1
Selling expenses	million euros	61.9	65.1	66.6	67.5	72.6	73.6	80.3
Administrative expenses	million euros	38.9	42.6	46.4	51.1	54.0	57.6	55.8
EBIT	million euros	49.2	54.8 ³⁾	52.7 ³⁾	51.6 ³⁾	61.2 ³⁾	68.5 ³⁾	78.0 ³⁾
Optics & Life Science	million euros	n/a	n/a	n/a	n/a	19.7	33.4	50.5
Mobility	million euros	n/a	n/a	n/a	n/a	27.0	24.4	18.5
Defense & Civil Systems	million euros	n/a	n/a	n/a	n/a	17.9	19.1	19.2
EBIT margin	%	9.0	9.4 ³⁾	8.8 ³⁾	8.7 ³⁾	9.2 ³⁾	10.0 ³⁾	10.4 ³⁾
Optics & Life Science	%	n/a	n/a	n/a	n/a	9.2	15.1	19.5
Mobility	%	n/a	n/a	n/a	n/a	11.0	9.9	6.9
Defense & Civil Systems	%	n/a	n/a	n/a	n/a	8.5	8.8	8.7
EBT	million euros	36.2	46.1 ³⁾	47.2 ³⁾	46.1 ³⁾	57.4 ³⁾	64.7 ³⁾	80.1 ³⁾
EBT margin	%	6.7	7.9 ³⁾	7.9 ³⁾	7.8 ³⁾	8.6 ³⁾	9.5 ³⁾	10.8 ³⁾
Earnings after tax	million euros	35.3	50.2 ³⁾	47.2 ³⁾	41.6 ³⁾	49.9 ³⁾	57.5 ³⁾	72.7 ³⁾
EPS	euros	0.62	0.88 ³⁾	0.82 ³⁾	0.73 ³⁾	0.87 ³⁾	1.00 ³⁾	1.27 ³⁾
Cost of materials (incl. external services)	million euros	230.4	242.0	250.9	253.6	281.5	284.6	309.3
Material intensity	%	41.1	40.3	40.7	41.3	40.4	40.2	40.2
R + D output	million euros	46.7	50.6	52.2	50.4	53.1	57.4	66.6
R + D ratio	%	8.6	8.6	8.7	8.5	7.9	8.4	8.9
EBITDA	million euros	76.8	77.7 ³⁾	74.8 ³⁾	76.1 ³⁾	88.8 ³⁾	96.9 ³⁾	106.9 ³⁾
Financial result	million euros	-13.0	-8.7	-5.5	-5.5 ³⁾	-3.8	-3.7 ³⁾	2.0
Cash Flows and Capital Expenditure								
Cash flows from operating activities	million euros	65.6	66.6	60.6	46.3	85.1	100.1	96.3
Free cash flow (before income tax)	million euros	44.0	43.7	47.0	22.5	71.8	80.4	72.2
Capital expenditures	million euros	25.1	31.2	24.4	29.9	24.7	27.5	37.9
Personnel								
Employees on average		2,894	3,066	3,233	3,375	3,421	3,404	3,500
Revenue per employee	thousand euros	187.7	190.8	185.7	174.9	195.4	201.2	213.7
Personnel expenses	million euros	183.8	201.2	210.9	219.7	239.6	246.1	258.3
Personnel intensity	%	33.8	34.4	35.1	37.2	35.8	35.9	34.5

		2011	2012 ²⁾	2013	2014	2015	2016	2017
Statement of Financial Position								
Non-current assets	million euros	312.4	333.8	329.8	389.5	382.8	371.9	376.2
Intangible assets and property, plant and equipment	million euros	207.1	213.9	216.0	274.0	278.4	269.2	285.7
Investment property	million euros	20.6	19.6	19.1	16.4	4.5	4.4	4.4
Financial investments	million euros	22.8	27.2	20.1	21.1	21.7	19.0	4.4
Other non-current assets	million euros	4.9	4.8	4.4	1.8	4.5	5.0	2.9
Deferred tax assets	million euros	57.0	68.4	70.3	76.3	73.6	74.2	78.9
Current assets	million euros	331.1	335.8	362.6	382.2	386.3	441.2	512.9
Inventories	million euros	169.1	169.3	165.1	179.0	167.1	159.3	168.6
Trade and other receivables	million euros	111.9	120.7	125.3	133.4	135.0	139.3	147.4
Current financial assets and cash	million euros	50.1	45.9	72.2	69.8	84.2	142.5	196.9
Equity	million euros	298.4	330.3	367.1	386.6	435.1	476.4	529.9
Share capital	million euros	148.8	148.8	148.8	148.8	148.8	148.8	148.8
Non-current liabilities	million euros	173.7	177.6	173.1	216.6	169.5	175.4	162.1
Pension provisions	million euros	18.4	31.2	28.2	41.0	36.1	37.6	37.1
Other non-current provisions	million euros	12.4	12.1	11.0	10.0	10.3	12.3	15.9
Non-current financial liabilities	million euros	123.1	115.8	115.2	156.8	113.2	120.5	108.6
Other non-current liabilities	million euros	15.8	15.4	16.9	7.0	7.9	4.8	0.4
Deferred tax liabilities	million euros	4.0	3.1	1.8	1.7	2.0	0.1	0.1
Current liabilities	million euros	171.3	161.7	152.3	168.5	164.5	161.3	197.1
Tax provisions	million euros	6.8	6.1	4.8	5.7	3.3	3.4	8.9
Other current provisions	million euros	49.7	52.1	37.4	37.7	42.7	46.2	51.2
Current financial liabilities	million euros	4.1	4.7	1.2	5.1	14.9	4.1	19.3
Trade payables and other liabilities	million euros	110.7	98.9	109.0	120.0	103.6	107.7	117.6
Total equity and liabilities	million euros	643.4	669.6	692.4	771.7	769.2	813.1	889.1
Balance sheet ratios								
Equity ratio	%	46.4	49.3	53.0	50.1	56.6	58.6	59.6
Asset coverage		216.0	230.7	261.0	256.5	279.5	301.7	321.7
Gross debt	million euros	127.2	120.5	116.4	161.9	128.1	124.6	127.9
Net debt	million euros	77.1	74.5	44.1	92.1	43.9	-17.9	-69.0
Working capital	million euros	190.4	202.8	195.6	217.5	215.5	209.9	214.8
Working capital ratio	%	35.0	34.7	32.6	36.9	32.2	30.7	28.7
Debt to equity ratio		1.2	1.0	0.9	1.0	0.8	0.7	0.7
Total return on investment based on EBT	%	5.6	6.9	6.8	6.0	7.5	8.0 ³⁾	9.0 ³⁾
Return on equity based on EBT	%	12.1	14.0	12.9	11.9	13.2	13.6	15.1 ³⁾
ROCE		15.6	15.6	14.0	13.0	13.5	15.6 ¹⁾	18.2 ¹⁾
Dividend key figures								
Dividend per share	EUR	0.15	0.18	0.20	0.20	0.22	0.25	0.30 ⁴⁾
Pay out ratio on earnings attributable to shareholders	%	24.3	20.5	24.3	27.5	25.4	24.9	23.7 ⁴⁾
Dividend yield based on year-end stock exchange price	%	3.3	2.4	1.6	1.9	1.5	1.5	1.1 ⁴⁾

¹⁾ Continuing operations

²⁾ Adjusted to initial application of IAS 19R

³⁾ Including discontinued operations

⁴⁾ Subject to the approval by the annual general meeting