

Key figures for the first six months 2019/2018

| in million euros | Jan. – June 2019 | Jan. – June 2018 | Change in % | April - June 2019 | April - June 2018 | Change in % |
|------------------------------------|------------------|------------------|----------------|-------------------|-------------------|----------------|
| Revenue (external) | 383.1 | 384.7 | - 0.4 | 199.1 | 194.8 | 2.2 |
| Light & Optics | 162.7 | 163.3 | - 0.4 | 79.5 | 82.3 | - 3.4 |
| Light & Production | 111.3 | 76.6 | 45.3 | 60.9 | 37.5 | 62.4 |
| Light & Safety | 48.4 | 61.8 | - 21.7 | 23.9 | 28.7 | - 16.5 |
| VINCORION | 59.1 | 81.6 | - 27.6 | 33.8 | 45.7 | - 26.0 |
| Other ¹ | 1.6 | 1.3 | | 1.0 | 0.7 | |
| EBITDA | 54.0 | 56.3 | - 4.1 | 30.2 | 28.5 | 5.8 |
| Light & Optics | 32.0 | 35.4 | - 9.4 | 15.4 | 18.1 | - 14.8 |
| Light & Production | 11.9 | 6.7 | 77.7 | 6.4 | 4.2 | 52.0 |
| Light & Safety | 6.6 | 9.4 | - 30.4 | 2.8 | 3.6 | - 21.5 |
| VINCORION | 4.5 | 8.7 | - 48.3 | 4.9 | 5.2 | - 5.3 |
| Other ¹ | - 1.0 | - 3.9 | | 0.7 | - 2.5 | |
| EBITDA margin | 14.1% | 14.6% | | 15.2% | 14.7% | |
| Light & Optics | 19.5% | 21.5% | | 19.2% | 21.8% | |
| Light & Production | 10.7% | 8.8% | | 10.5% | 11.2% | |
| Light & Safety | 13.5% | 15.2% | | 11.8% | 12.5% | |
| VINCORION | 7.6% | 10.6% | | 14.4% | 11.3% | |
| EBIT | 32.2 | 42.8 | - 24.8 | 19.4 | 21.9 | - 11.7 |
| EBIT margin | 8.4% | 11.1% | | 9.7% | 11.3% | |
| Earnings after tax | 24.2 | 33.4 | - 27.4 | 14.0 | 17.7 | - 20.9 |
| Earnings per share in euros | 0.42 | 0.59 | - 27.8 | 0.25 | 0.31 | - 21.3 |
| Free cash flow | - 14.6 | 28.8 | - 150.9 | - 9.5 | 15.5 | - 161.6 |
| Order intake (external) | 392.5 | 397.2 | - 1.2 | 182.2 | 197.9 | - 8.0 |
| Light & Optics | 153.0 | 179.3 | - 14.7 | 76.5 | 81.9 | - 6.6 |
| Light & Production | 113.0 | 92.0 | 22.8 | 49.9 | 48.0 | 4.0 |
| Light & Safety | 50.6 | 48.1 | 5.1 | 23.6 | 23.5 | 0.4 |
| VINCORION | 73.8 | 76.4 | - 3.4 | 30.8 | 43.9 | - 30.0 |
| Other ¹ | 2.1 | 1.3 | | 1.4 | 0.7 | |

| | June 30, 2019 | Dec. 31, 2018 | June 30, 2018 |
|---|---------------|---------------|---------------|
| Order backlog (external, in million euros) | 522.5 | 521.5 | 454.7 |
| Light & Optics | 162.6 | 180.6 | 142.1 |
| Light & Production | 114.8 | 112.5 | 88.9 |
| Light & Safety | 71.6 | 69.5 | 54.9 |
| VINCORION | 173.0 | 158.9 | 168.8 |
| Other ¹ | 0.1 | 0 | 0 |
| Frame contracts (in million euros) | 56.8 | 62.5 | 79.8 |
| Employees (incl. trainees) | 4,074 | 4,043 | 3,684 |
| Light & Optics | 1,372 | 1,368 | 1,300 |
| Light & Production | 1,117 | 1,055 | 790 |
| Light & Safety | 472 | 472 | 463 |
| VINCORION | 807 | 790 | 786 |
| Other ¹ | 306 | 358 | 345 |

¹ Other includes Corporate Center (holding, shared services, real estate) and consolidation.