

Key figures of the first nine months 2020/2019

in million euros	Jan. – Sept. 2020	Jan. – Sept. 2019	Change in %	July – Sept. 2020	July – Sept. 2019	Change in %
Revenue (adjusted)¹	505.0	581.4	– 13.1	176.1	207.9	– 15.3
Revenue	505.0	595.7	– 15.2	176.1	212.7	– 17.2
EBITDA (adjusted)²	73.9	92.4	– 20.0	31.7	38.1	– 16.7
EBITDA	66.6	91.4	– 27.1	28.8	37.4	– 23.0
EBITDA margin (adjusted)²	14.6%	15.9%		18.0%	18.3%	
EBITDA margin	13.2%	15.3%		16.4%	17.6%	
EBIT (adjusted)²	39.6	59.1	– 32.9	20.0	26.5	– 24.6
EBIT	32.7	58.1	– 43.8	17.1	25.9	– 34.0
EBIT margin (adjusted)²	7.8%	10.2%		11.4%	12.8%	
EBIT margin	6.5%	9.7%		9.7%	12.2%	
Earnings after tax	24.4	44.3	– 44.9	13.9	20.1	– 31.1
Earnings per share in euros	0.43	0.77	– 45.0	0.24	0.35	– 31.0
Free cash flow (adjusted)²	18.5	7.9	136.0	0.8	22.5	– 96.5
Free cash flow	13.4	7.3	84.2	– 2.6	21.9	n/a
Cash conversion rate (adjusted)²	25.1%	8.5%		2.5%	59.1%	
Cash conversion rate	20.1%	8.0%		– 8.9%	58.6%	
Order intake (adjusted)¹	510.9	558.7	– 8.5	177.0	177.1	0.0
Order intake	510.9	574.9	– 11.1	177.0	182.4	– 2.9

	Sept. 30, 2020	Dec. 31, 2019	Sept. 30, 2019
Order backlog (in million euros, adjusted)¹	496.7	464.7	489.5
Order backlog (in million euros)	496.7	466.1	491.2
Frame contracts (in million euros)	49.9	49.9	52.2
Employees (incl. trainees, adjusted)^{1, 3}	4,433	4,089	4,092
Employees (incl. trainees)	4,433	4,122	4,126

¹ Prior-year figures without HILLOS GmbH

² Figures without structural and portfolio adjustments (see explanation on page 6)

³ Figures including TRIOPTICS employees

Please note that there may be rounding differences in this report compared to the mathematically exact amounts (currency units, percentages).

Jena, November 10, 2020