



## Key performance indicators

The Group's financial figures at a glance

		9M 2013	9M 2014	Change
<b>Revenue<sup>1)</sup></b>	EUR m	<b>359.3</b>	<b>380.9</b>	6.0%
<b>by region</b>				
Europe	EUR m	175.8	175.4	-0.2%
Asia	EUR m	135.6	154.6	14.0%
Rest of World	EUR m	47.9	50.8	6.1%
Gross profit before depreciation <sup>2)</sup>	EUR m	90.4	100.8	11.5%
Historic Adjusted EBITDA <sup>3)</sup>	EUR m	48.8	57.2	17.2%
Historic Adjusted EBITDA <sup>3)</sup> margin	%	13.6%	15.0%	1.4%
EBIT <sup>4)</sup>	EUR m	29.3	40.6	38.6%
EBIT <sup>4)</sup> margin	%	8.2%	10.7%	2.5%
Profit or loss for the period <sup>5)</sup>	EUR m	5.0	17.1	243.4%
Net cash flow used in investing activities <sup>6)</sup>	EUR m	-4.2	-3.7	-11.9%
Net cash flow before financing activities <sup>7)</sup>	EUR m	32.6	44.7	37.1%
Number of doors <sup>8)</sup>	number	1,038,143	1,157,603	11.5%
		<b>31.12.2013</b>	<b>30.9.2014</b>	<b>Change</b>
Total equity and liabilities	EUR m	374.5	405.0	8.1%
Equity	EUR m	-9.0	16.3	
Equity ratio	%	-2.4%	4.0%	
Net debt <sup>9)</sup>	EUR m	178.2	153.0	-14.1%
Employees <sup>10)</sup>	number	2,957	3,206	8.4%

1) Revenue: generated from the manufacture and provision of components, drives and systems for the elevator industry. This includes elevator components, such as automatic elevator doors, cabins, safety components, drives, elevator frames and complete elevators, used both in new installations and modernizations.

2) Gross profit before depreciation: revenue less amortisation and depreciation of tangible & intangible assets less cost of sales which includes direct and indirect production costs attributable to the production process and relating to the products sold, including costs of materials, labor, freight, packaging and other costs, as well as income and costs resulting from changes in warranty provisions. Cost of sales excludes personnel costs for employees in research and development, selling and distribution and general and administration functions.

3) Historic Adjusted EBITDA: consolidated net result for the period adding back finance expense, finance income, income taxes and depreciation and amortization after adjusting for extraordinary income and expenses

4) EBIT: Consolidated net result for the period adding back finance expense, finance income and income taxes

5) Profit or loss for the period: consolidated net result for the period

6) Net cash flow used in investing activities: net of capital expenditure for intangible and tangible assets less proceeds from disposal of intangible and tangible assets.

7) Net cash flow before financing activities: consolidated operating cash flow less net cash flow used in investing activities as defined in 6)

8) Number of doors: number of elevator doors sold in the period

9) Net debt: 3rd party short and long term borrowings including finance leases less cash and cash equivalents

10) Employees: headcount (full and part-time employees)