



Key performance indicators

The Group's financial figures at a glance

		Wittur Group Standalone ²⁾	Wittur Group Consolidated ¹⁾	Change
		3M 2016	3M 2017	
Revenue³⁾	EUR m	126.2	175.7	39.3%
by region				
Europe	EUR m	61.1	95.0	55.6%
Asia	EUR m	54.3	61.7	13.5%
Rest of World	EUR m	10.8	19.0	76.5%
Organic growth ⁴⁾	%			13.3%
Gross profit before depreciation ⁵⁾	EUR m	31.5	41.6	32.1%
EBITDA Adjusted ⁶⁾	EUR m	14.8	20.6	38.7%
EBITDA Adjusted ⁶⁾ margin	%	11.8%	11.7%	0.0%
EBIT ⁷⁾	EUR m	3.3	3.1	-6.9%
EBIT ⁷⁾ margin	%	2.6%	1.8%	-0.9%
Profit or loss for the period ⁸⁾	EUR m	-2.2	-0.5	-76.5%
Net cash flow used in investing activities ⁹⁾	EUR m	-2.5	-3.1	22.6%
Net cash flow before financing activities ¹⁰⁾	EUR m	15.5	-6.2	-140.1%
Number of doors ¹¹⁾	number	335,759	410,730	22.3%
Employees ¹²⁾	number	3,278	4,297	31.1%
		31.12.2016²⁾	31.03.2017¹⁾	Change
Total equity and liabilities ¹³⁾	EUR m	1,042.5	1,052.8	1.0%
Equity ¹³⁾	EUR m	39.2	38.8	-1.0%
Equity ratio ¹³⁾	%	3.8%	3.7%	-0.1%
Wittur Group Net Financial Debt ¹⁴⁾	EUR m	649.7	674.5	3.8%
Pro forma Wittur Group LTM EBITDA Adjusted ¹⁵⁾	EUR m	106.3	105.4	-0.9%
Ratio of Net Financial Debt to pro forma LTM EBITDA Adjusted ¹⁶⁾	ratio	6.11x	6.40x	0.29x

- ¹⁾ Consolidated Wittur Group are consolidated accounts of Wittur International Holding Group including Sematic IFRS accounts.
- ²⁾ Prior year figures are reported figures based on Wittur Group standalone (former Paternoster III Group) IFRS accounts.
- ³⁾ 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.
- ⁴⁾ Revenue development excluding exchange rate effects and effects from acquisitions.
- ⁵⁾ Gross profit before depreciation: revenue 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.
- ⁶⁾ EBITDA Adjusted: 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.
- ⁷⁾ EBIT: Consolidated net result for the period adding back finance expense, finance income and income taxes.
- ⁸⁾ Profit or loss for the period: consolidated net result for the period.
- ⁹⁾ Net cash flow used in investing activities: net cash flow from investing activities less purchase/sale of other investments less other investing cash flow.
- ¹⁰⁾ Net cash flow before financing activities: net cash flow from operating activities less net cash flow used in investing activities (see footnote 9).
- ¹¹⁾ Number of doors: number of elevator doors (units), including door mechanisms sold in the period.
- ¹²⁾ Employees: headcount (full and part-time employees at the end of period).
- ¹³⁾ Equity as of 31.12.2016 and 31.03.2017 - Wittur Group consolidated accounts including Sematic
- ¹⁴⁾ Wittur Group Net Financial Debt: 3rd party short and long term borrowings including finance leases less cash and cash equivalents.
31.12.2016 and 31.03.2017 - Consolidated Wittur Group Net Financial Debt according to IFRS including Sematic.
- ¹⁵⁾ Pro forma Wittur Group LTM EBITDA Adjusted:
31.12.2016 - Combined pro forma Wittur Group 12M IFRS EBITDA Adjusted, including Wittur Standalone EBITDA Adjusted plus Sematic Italian GAAP EBITDA Adjusted for the period January 1, 2016 to March 31, 2016 plus Sematic IFRS EBITDA Adjusted for the period April 1, 2016 to December 31, 2016 and additional unrealised run-rate synergies from the Sematic acquisition of EUR 5.8m.
31.03.2017 - Wittur Group consolidated accounts including Sematic
- ¹⁶⁾ Ratio of Wittur Group Net Financial Debt to (combined) pro forma Wittur Group LTM EBITDA Adjusted.