



## Key performance indicators

### The Group's financial figures at a glance

		Wittur Group Consolidated 9M 2017	Wittur Group Consolidated 9M 2018	Change
<b>Revenue<sup>1)</sup></b>	EUR m	<b>588,2</b>	<b>601,7</b>	<b>2,3%</b>
<b>by region</b>				
Europe	EUR m	317,5	321,8	1,3%
Asia	EUR m	217,7	232,4	6,8%
Rest of World	EUR m	53,0	47,6	-10,3%
Revenue growth at constant currency <sup>2)</sup>	%	n/a	6,2%	
Gross profit before depreciation <sup>3), 14)</sup>	EUR m	146,3	149,5	2,2%
EBITDA Adjusted <sup>4), 14)</sup>	EUR m	82,8	94,0	13,5%
EBITDA Adjusted <sup>4)</sup> margin	%	14,1%	15,6%	1,5%
EBIT <sup>5), 14)</sup>	EUR m	20,7	46,2	123,6%
EBIT <sup>5)</sup> margin	%	3,5%	7,7%	4,2%
Profit or loss for the period <sup>6), 14)</sup>	EUR m	-6,6	0,1	-101,4%
Net cash flow used in investing activities <sup>7)</sup>	EUR m	-8,7	-6,6	-24,0%
Net cash flow before financing activities <sup>8), 14)</sup>	EUR m	54,4	58,6	7,8%
Number of doors <sup>9)</sup>	number	1.494.390	1.514.456	1,3%
Employees <sup>10)</sup>	number	4.482	4.620	3,1%
		<b>31.12.2017</b>	<b>30.09.2018</b>	<b>Change</b>
Total equity and liabilities <sup>14)</sup>	EUR m	1.026,5	997,2	-2,9%
Equity <sup>14)</sup>	EUR m	-34,6	-45,3	31,1%
Equity ratio	%	-3,4%	-4,5%	-1,2%
Wittur Group Net Financial Debt <sup>11), 14)</sup>	EUR m	636,5	646,0	1,5%
Wittur Group LTM EBITDA Adjusted <sup>12), 14)</sup>	EUR m	106,7	119,1	11,6%
Ratio of Net Financial Debt to LTM EBITDA Adjusted <sup>13)</sup>	ratio	5,97x	5,43x	-0,54x

<sup>1)</sup> 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.

<sup>2)</sup> Revenue growth excluding exchange rate effects.

<sup>3)</sup> 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.

<sup>4)</sup> 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.

For information on the early adoption of IFRS 16 Leases, please refer to Section "Accounting Policies" in the Nine-Month Financial Report as of September 30, 2018.

<sup>5)</sup> EBIT: Consolidated net result for the period adding back finance expense, finance income and income taxes.

<sup>6)</sup> Profit or loss for the period: consolidated net result for the period.

<sup>7)</sup> Net cash flow used in investing activities: net cash flow from investing activities less purchase/sale of other investments less other investing cash flow.

<sup>8)</sup> Net cash flow before financing activities: net cash flow from operating activities less net cash flow used in investing activities (see footnote 7).

<sup>9)</sup> Number of doors: number of elevator doors (units), including door mechanisms sold in the period.

<sup>10)</sup> Employees: headcount (full and part-time employees at the end of period).

<sup>11)</sup> Wittur Group Net Financial Debt: 3rd party short and long term borrowings including finance leases less cash and cash equivalents.

<sup>12)</sup> LTM EBITDA Adjusted is EBITDA Adjusted for the twelve months ended September 30, 2018 and December 31, 2017 respectively.

LTM EBITDA Adjusted for the period ended September 30, 2018 includes €1.3 million IFRS 16 add-backs for the fourth quarter of 2017 and €3.2 million add-backs for the first three quarters of 2018. LTM EBITDA Adjusted for the twelve months ended December 31, 2017 was not adjusted for IFRS 16.

<sup>13)</sup> Ratio of Wittur Group Net Financial Debt to Wittur Group LTM EBITDA Adjusted.

<sup>14)</sup> For information on the early adoption of IFRS 16 Leases, please refer to Section "Accounting Policies" in the Nine-Month Financial Report as of September 30, 2018.