

Development of Key Figures (5 years)

NOVOMATIC AG

Group Key Figures	Unit	2013	2014	2015	2016	2017
Development of Earnings						
Revenues	EUR m	1,684.1	1,977.6	2,086.3	2,274.0	2,527.3
Costs of material and other purchased services	EUR m	-235.5	-252.8	-282.8	-356.1	-371.9
Personnel costs	EUR m	-431.3	-512.4	-567.8	-668.4	-763.7
EBITDA	EUR m	480.0	647.4	616.7	586.4	586.8
EBITDA-margin	in %	28.5	32.7	29.6	25.8	23.2
Depreciation and amortization	EUR m	-305.2	-284.1	-301.3	-321.1	-377.0
EBIT (= operating profit)	EUR m	174.8	363.3	315.4	265.3	209.8
EBIT-margin	in %	10.4	18.4	15.1	11.7	8.3
Financial result	EUR m	-68.9	5.1	-7.0	-34.6	-21.5
Earnings before taxes	EUR m	105.9	368.4	308.5	230.7	188.3
Income taxes	EUR m	-50.8	-91.4	-95.8	-75.0	-102.1
Profit after taxes	EUR m	55.1	276.9	212.7	156.4	61.4
Development of Balance Sheet						
Total equity and liabilities	EUR m	2,361.4	2,634.4	2,983.2	3,685.9	4,099.7
ASSETS						
Non-current assets	EUR m	1,483.1	1,479.4	1,783.7	2,144.8	2,446.1
Property, plant and equipment	EUR m	810.3	799.0	856.9	953.3	1,041.7
Current assets	EUR m	878.3	1,155.0	1,199.5	1,541.1	1,653.6
Cash and cash equivalents	EUR m	417.6	627.2	585.4	877.8	899.7
EQUITY AND LIABILITIES						
Equity	EUR m	952.4	1,174.3	1,215.3	1,376.2	1,328.9
Non-current liabilities	EUR m	965.1	788.9	1,204.8	1,590.3	2,098.2
thereof non-current financial liabilities	EUR m	825.9	636.5	1,043.7	1,395.1	1,829.0
Current liabilities	EUR m	443.9	671.2	563.1	719.4	672.6
thereof current financial liabilities	EUR m	26.7	270.1	36.9	210.8	72.0
Cash Flow						
Cash Flow from operating activities	EUR m	432.7	444.5	417.4	429.1	419.2
Cash Flow from investing activities	EUR m	-283.8	-195.7	-439.9	-519.5	-516.7
Cash Flow from financing activities	EUR m	-101.6	-47.8	-105.2	474.0	109.6
Free Cash Flow*	EUR m	148.9	248.7	-22.5	-90.5	-97.5
Key Performance Indicators						
Equity ratio (equity capital/balance sheet total)	in %	40.3	44.6	40.7	37.3	32.4
Return on equity (parent company shareholder result/ equity capital)	in %	6.6	23.2	17.1	10.9	4.4
Return on assets (annual profit + interest cost)/balance sheet total	in %	4.0	12.0	8.2	5.3	2.5
Working Capital (current assets - current liabilities)	EUR m	434.4	483.8	636.3	821.7	981.0
Net debt	EUR m	435.0	279.4	495.2	728.1	1,001.3
Net debt / EBITDA	n/a	0.9x	0.4x	0.8x	1.2x	1.7x
Interest coverage ratio (EBIT/ interest expense)	n/a	4.4x	9.5x	9.8x	7.2x	5.1x
Asset coverage (equity capital/non-current assets)	in %	64.2	79.4	68.1	64.2	54.3
Average number of employees worldwide	MA	15,826	17,984	19,956	23,391	24,415

* Free Cash Flow = Cash Flow operating activities + Cash Flow investing activities