

# BUSINESS DEVELOPMENT 2011 – 2015

This overview may include historically adjusted values in order to ensure comparability with 2015.

€ million

<b>Earnings performance</b>
Net sales <sup>1</sup>
Operating result (EBIT)
Margin (% of net sales) <sup>1</sup>
EBITDA
Margin (% of net sales) <sup>1</sup>
Exceptionals
EBITDA pre exceptionals
Margin (% of net sales) <sup>1</sup>
Profit before income tax
Profit after tax
Earnings per share (in €) <sup>2</sup>
<b>Assets and liabilities</b>
Total assets
Non-current assets
of which:
Intangible assets (incl. goodwill)
Property, plant and equipment
Current assets
of which:
Cash and cash equivalents
Trade accounts receivable <sup>3</sup>
Inventories
Financial liabilities
Current
Non-current
Net equity
<b>Liquidity</b>
Investments in intangible assets <sup>4</sup>
Investments in property, plant and equipment <sup>4</sup>
Business free cash flow
Net financial debt
<b>Other key data</b>
Equity ratio (in %)
Research and development costs
Dividend per share before share split (in €) <sup>5</sup>
Dividend per share after share split (in €) <sup>5</sup>
Employees (number as of December 31)

<sup>1</sup>The composition of net sales has changed, see "Changes accounting and measurement principles and disclosure changes" in the Notes to the Group accounts; fiscal 2011 to 2014 have been adjusted accordingly.

<sup>2</sup>Taking into account the share split in 2014; fiscal 2011 to 2013 have been adjusted accordingly.

<sup>3</sup>The composition of trade accounts receivable has changed, see "Changes to accounting and measurement principles and disclosure changes" in the Notes to the Group accounts; fiscal 2014 has been adjusted accordingly.

<sup>4</sup>According to the consolidated cash flow statement.

<sup>5</sup>In fiscal 2014, a 2:1 share split took place.

<sup>6</sup>Proposal on the appropriation of profits for 2015.

2011	2012	2013	2014	2015	Change in %
9,922	10,756	10,735	11,363	12,845	13.0
1,132	964	1,611	1,762	1,843	4.6
11.4	9.0	15.0	15.5	14.3	
2,731	2,360	3,069	3,123	3,354	7.4
27.5	21.9	28.6	27.5	26.1	
7	-605	-184	-265	-276	4.1
2,724	2,965	3,253	3,388	3,630	7.1
27.5	27.6	30.3	29.8	28.3	
839	709	1,389	1,557	1,487	-4.5
618	579	1,209	1,165	1,124	-3.5
1.39	1.30	2.77	2.66	2.56	-3.8
22,122	21,643	20,819	26,010	38,007	46.1
15,723	15,017	13,434	15,530	30,657	97.4
11,764	10,945	9,867	11,396	25,339	122.4
3,113	2,954	2,647	2,990	4,009	34.1
6,399	6,626	7,385	10,480	7,350	-29.9
938	730	981	2,879	832	-71.1
2,328	2,115	2,021	2,220	2,738	23.4
1,691	1,534	1,474	1,660	2,620	57.8
5,539	4,454	3,698	5,637	13,713	143.3
1,394	1,091	440	2,076	4,097	97.3
4,145	3,362	3,257	3,561	9,616	170.0
10,494	10,415	11,069	11,801	12,855	8.9
80	144	110	143	179	25.0
366	329	407	481	514	6.9
2,262	2,969	2,960	2,605	2,766	6.2
3,484	1,926	307	559	12,654	-
47.4	48.1	53.2	45.4	33.8	
1,514	1,511	1,507	1,704	1,709	0.3
1.50	1.70	1.90	-	-	
-	-	-	1.00	1.05 <sup>6</sup>	5.0
40,676	38,847	38,154	39,639	49,613	25.2