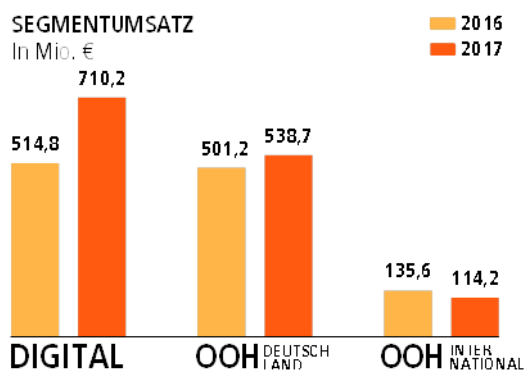


## KONZERNKENNZAHLEN IM ÜBERBLICK<sup>1</sup>

### UMSATZ

**1.331,0 Mio. €**

(Vj.: 1.123,3 Mio. €)



### OPERATIONAL EBITDA

**331,2 Mio. €**

(Vj.: 282,8 Mio. €)

### ORGANISCHES UMSATZWACHSTUM

**8,7%**

(Vj.: 7,2%)

### FREE CASH-FLOW VOR M&A

**146,2 Mio. €**

(Vj.: 138,5 Mio. €)

### OPERATIONAL EBITDA- MARGE

**24,6%**

(Vj.: 24,9%)

### BEREINIGTES ERGEBNIS JE AKTIE

**3,25 €**

(Vj.: 2,77 €)

### ROCE

**17,6%**

(Vj.: 16,9%)

In EUR m	2017	2016 <sup>2)</sup>	2015	2014	2013
<b>Revenues</b>	<b>1,331.0</b>	<b>1,123.3</b>	<b>823.7</b>	<b>721.1</b>	<b>622.0</b>
<b>Operational EBITDA</b>	<b>331.2</b>	<b>282.8</b>	<b>208.3</b>	<b>148.1</b>	<b>118.0</b>
Adjustment effect	15.9	26.8	15.2	9.9	5.2
IFRS 11 adjustment	5.1	4.4	4.5	3.9	4.0
<b>EBITDA</b>	<b>310.2</b>	<b>251.6</b>	<b>188.6</b>	<b>134.3</b>	<b>108.8</b>
Amortization, depreciation and impairment losses	183.5	166.2	111.8	81.8	74.8
thereof attributable to purchase price allocations and impairment	80.5	77.3	37.2	31.0	28.7
<b>EBIT</b>	<b>126.7</b>	<b>85.3</b>	<b>76.8</b>	<b>52.5</b>	<b>34.0</b>
Financial result	8.9	10.0	9.3	14.8	19.8
<b>EBT</b>	<b>117.8</b>	<b>75.3</b>	<b>67.5</b>	<b>37.7</b>	<b>14.2</b>
Taxes	19.0	8.5	8.6	14.4	9.7
<b>Consolidated profit for the period</b>	<b>98.8</b>	<b>66.8</b>	<b>58.8</b>	<b>23.3</b>	<b>4.5</b>
<b>Adjusted consolidated profit for the period</b>	<b>183.6</b>	<b>153.8</b>	<b>106.9</b>	<b>56.3</b>	<b>36.3</b>
<b>Free Cash-Flow (before M&amp;A transactions)</b>	<b>146.2</b>	<b>138.5</b>	<b>116.4</b>	<b>79.6</b>	<b>39.3</b>
<b>Net debt</b>	<b>457.1</b>	<b>330.3</b>	<b>231.2</b>	<b>275.0</b>	<b>326.1</b>
<b>Leverage ratio</b>	<b>1.38</b>	<b>1.17</b>	<b>1.11</b>	<b>1.91</b>	<b>2.76</b>

<sup>1</sup> See the section on value-based management for information on the calculations.

<sup>2</sup> Restated retroactively due to the purchase price allocations that were finalized after 31 December 2016. We refer to our disclosures on the retroactive adjustment of purchase price allocations in note 6 of the notes to the consolidated financial statements.