

Eberspaecher Group Key Performance Indicators

In EUR million

| | 2019 | Change on 2018 as a percentage | 2018 | 2017 | 2016 | 2015 |
|---|---------|--------------------------------------|---------|---------|---------|---------|
| Revenue | 4,965.6 | 7.7 | 4,610.4 | 4,480.9 | 4,323.6 | 4,370.8 |
| Revenue generated abroad as a % of total revenue | 78.7 | | 71.8 | 69.8 | 67.0 | 67.4 |
| Cashflow from operating activities | 194.3 | 43.2 | 135.7 | 149.5 | 137.0 | 66.5 |
| Ratio of equity to total assets as a % | 23.8 | | 22.4 | 21.0 | 20.1 | 16.0 |
| Equity ratio as a % * | 25.4 | | 24.0 | 22.9 | 21.9 | 17.8 |
| Capital expenditure ** | 149.2 | 71.9 | 86.8 | 103.2 | 131.4 | 123.2 |
| Amortization, depreciation, and write-downs | 105.3 | 2.6 | 102.6 | 100.6 | 91.7 | 84.7 |
| Research and development expenses | 159.7 | -1.7 | 162.4 | 156.5 | 147.3 | 149.6 |
| Personnel expenses | 562.8 | 3.9 | 541.5 | 514.8 | 506.5 | 480.3 |
| Net income/net loss for the year | 58.1 | 8.8 | 53.4 | 52.5 | 61.0 | -29.2 |
| EBIT *** | 135.8 | 33.8 | 101.5 | 119.0 | 127.7 | 126.4 |
| EBITDA | 241.1 | 18.1 | 204.1 | 219.6 | 219.4 | 211.1 |
| Return on sales as a % (after taxes) | 1.2 | | 1.2 | 1.2 | 1.4 | -0.7 |
| Number of employees (average number of employees including trainees) | 9,928 | 0.7 | 9,862 | 9,489 | 9,063 | 8,611 |

* Including loan liabilities to partners

** Without changes in the consolidated group

*** Earnings before tax, investment, and financial result

About Eberspaecher:

With approximately 10,000 employees at 80 locations worldwide, the Eberspaecher Group is one of the automotive industry's leading system developers and suppliers. The family business, headquartered in Esslingen am Neckar, stands for innovative solutions in exhaust technology, automotive electronics and thermal management for a broad range of vehicle types. Eberspaecher components and systems provide more comfort, greater safety and a cleaner environment on or off the road. In 2019, the Group generated revenue of more than 4.9 billion euros.