Eberspaecher Group Key Performance Indicators

In EUR million

	2017	*Change on 2016 as a percentage*	2016	2015	2014	2013
Revenue	4,480.9	3.6	4,323.6	4,370.8	3,598.5	2,916.4
Revenue generated abroad as a % of total revenue	69.8		67.0	67.4	62.4	60.0
Cashflow from operating activities*	149.5	9.1	137.0	66.5	21.3	96.5
Ratio of equity to total assets as a %	21.0		20.1	16.0	20.0	23.0
Equity ratio as a % **	22.9		21.9	17.8	22.0	25.2
Capital expenditure ***	103.2	–21.5	131.4	123.2	142.5	134.9
Amortization, depreciation, and write-downs	100.6	9.7	91.7	84.7	72.7	64.3
Research and development expenses	156.5	6.2	147.3	149.6	138.2	138.0
Personnel expenses	514.8	1.6	506.5	480.3	441.7	416.4
Net income/net loss for the year	52.5		61.0	–29.2	3.6	19.5
EBIT ******	119.0	–6.8	127.7	126.4	57.7	52.9
EBITDA	219.6	0.1	219.4	211.1	130.3	117.2
Return on sales as a % (after taxes)	1.2		1.4	–0.7	0.1	0.7
Number of employees (average number of employees including trainees	9,489	4.7	9,063	8,611	8,385	7,888

* *Since fiscal year 2014, prepared in accordance with DRS 21 (German Accounting Standard No. 21)*
** *Including loan liabilities to partners*
*** *Without changes in the consolidated group*
**** *Earnings before tax, investment, and financial result*