Eberspaecher Group Key Performance Indicators

In EUR million

	2018	*Change on 2017 as a percentage*	2017	2016	2015	2014
Revenue	4,610.4	2.9	4,480.9	4,323.6	4,370.8	3,598.5
Revenue generated abroad as a % of total revenue	71.8		69.8	67.0	67.4	62.4
Cashflow from operating activities	135.7	–9.2	149.5	137.0	66.5	21.3
Ratio of equity to total assets as a %	22.4		21.0	20.1	16.0	20.0
Equity ratio as a % *	24.0		22.9	21.9	17.8	22.0
Capital expenditure **	86.8	–15.9	103.2	131.4	123.2	142.5
Amortization, depreciation, and write-downs	102.6	2.0	100.6	91.7	84.7	72.7
Research and development expenses	162.4	3.8	156.5	147.3	149.6	138.2
Personnel expenses	541.5	5.2	514.8	506.5	480.3	441.7
Net income/net loss for the year	53.4	1.8	52.5	61.0	–29.2	3.6
EBIT ***	101.5	–14.7	119.0	127.7	126.4	57.7
EBITDA	204.1	–7.0	219.6	219.4	211.1	130.3
Return on sales as a % (after taxes)	1.2		1.2	1.4	–0.7	0.1
Number of employees (average number of employees including trainees	9,862	3.9	9,489	9,063	8,611	8,385

* *Including loan liabilities to partners*
** *Without changes in the consolidated group*
*** *Earnings before tax, investment, and financial result*