

Key Figures

Example reports



KPI

Example corporation
Values 1 000 euro

| 1-12/12 | 1-12/12 | 1-12/12 | 1-12/12 | 1-12/12 |
|---------|---------|---------|---------|---------|
| 2015 | 2016 | 2017 | 2018 | 2019 |

KEY FIGURES (12 MONTHS, NON-ADJUSTED)

Income statement

| | | | | | |
|---|---------|---------|---------|---------|---------|
| Turnover | 158 349 | 142 068 | 191 704 | 297 158 | 281 171 |
| Change in turnover | | -10,3 % | 34,9 % | 55,0 % | -5,4 % |
| Materials and services | 37 395 | 37 506 | 52 950 | 81 796 | 79 823 |
| Materials and services / Turnover | 23,6 % | 26,4 % | 27,6 % | 27,5 % | 28,4 % |
| Personnel | 848 | 668 | 476 | 416 | 388 |
| Personnel costs | 57 042 | 54 248 | 49 532 | 51 947 | 42 639 |
| Personnel costs / Turnover | 36,0 % | 38,2 % | 25,8 % | 17,5 % | 15,2 % |
| Turnover / Person, '000 | 187 | 213 | 403 | 714 | 725 |
| Turnover / Person, change | | 13,9 % | 89,4 % | 77,4 % | 1,4 % |
| Personnel costs / Person, '000 | 67 | 81 | 104 | 125 | 110 |
| Personnel costs / Person, change | | 20,7 % | 28,1 % | 20,0 % | -12,0 % |
| Other operating expenses | 48 758 | 56 522 | 53 897 | 104 195 | 111 943 |
| Operating margin | 17 047 | -5 697 | 35 375 | 59 987 | 47 841 |
| Depreciation and reduction in value | 7 070 | 15 387 | 18 490 | 28 609 | 16 334 |
| Operating profit | 9 977 | -21 083 | 16 885 | 31 378 | 31 507 |
| Operating profit / Turnover | 6,3 % | -14,8 % | 8,8 % | 10,6 % | 11,2 % |
| Profit before nonrecurring items and taxes | 11 403 | -20 292 | 15 363 | 26 628 | 32 233 |
| Profit before nonrecurring items and taxes / Turnover | 7,2 % | -14,3 % | 8,0 % | 9,0 % | 11,5 % |
| Profit for the period | 8 076 | -18 787 | 10 550 | 20 597 | 24 573 |
| Profit for the period / Turnover | 5,1 % | -13,2 % | 5,5 % | 6,9 % | 8,7 % |

Balance sheet

| | | | | | |
|----------------------------------|---------|---------|---------|---------|----------|
| Non-current assets | 40 733 | 70 162 | 74 533 | 53 565 | 39 634 |
| Inventories | 80 | 37 | | | |
| Other current assets | 96 712 | 71 003 | 75 167 | 136 601 | 163 524 |
| Shareholders' equity | 93 544 | 71 362 | 86 955 | 140 386 | 159 429 |
| Non-current liabilities | 20 | 16 682 | 2 620 | 2 682 | 3 630 |
| Current liabilities | 43 961 | 53 158 | 60 125 | 47 098 | 40 099 |
| Total equity and liabilities | 137 525 | 141 202 | 149 700 | 190 166 | 203 158 |
| Interest-bearing liabilities | 1 051 | 25 645 | 19 390 | 4 505 | 10 191 |
| Non-interest-bearing liabilities | 42 929 | 44 195 | 43 355 | 45 275 | 33 538 |
| Interest-bearing net liabilities | -52 602 | -8 788 | -9 555 | -86 307 | -113 412 |

Key figures

| | | | | | |
|--------------------------------------|---------|---------|---------|---------|---------|
| Invested capital (year end) | 94 596 | 97 007 | 106 345 | 144 891 | 169 620 |
| Return on invested capital (average) | | -20,4 % | 11,9 % | 20,2 % | 15,2 % |
| Return on equity (average) | | -22,8 % | 13,3 % | 18,1 % | 16,4 % |
| Equity ratio | 73,0 % | 53,2 % | 62,9 % | 77,9 % | 81,1 % |
| Gearing | -56,2 % | -12,3 % | -11,0 % | -61,5 % | -71,1 % |
| Quick ratio | 2,80 | 1,54 | 1,55 | 3,67 | 4,87 |
| Current ratio | 2,20 | 1,34 | 1,25 | 2,90 | 4,08 |

Key figures per share (euro)

| | | | | | |
|------------------|------------|------------|------------|------------|------------|
| Number of shares | 77 921 494 | 77 921 494 | 77 921 494 | 79 171 275 | 81 268 111 |
| Profit per share | 0,10 | -0,24 | 0,14 | 0,26 | 0,30 |
| Equity per share | 1,20 | 0,92 | 1,12 | 1,77 | 1,96 |

Example corporation

Values 1 000 euro

| 1-12/12 | 1-12/12 | 1-12/12 | 1-12/12 | 1-12/12 |
|---------|---------|---------|---------|---------|
| 2015 | 2016 | 2017 | 2018 | 2019 |

KEY FIGURES

Growth

| | | | | | |
|------------------------|---------|---------|---------|---------|---------|
| Turnover, 12 months | 158 349 | 142 068 | 191 704 | 297 158 | 281 171 |
| Change in turnover | | -10,3 % | 34,9 % | 55,0 % | -5,4 % |
| Personnel | 848 | 668 | 476 | 416 | 388 |
| Added value, 12 months | 74 089 | 48 551 | 84 907 | 111 934 | 90 480 |
| Change in added value | | -34,5 % | 74,9 % | 31,8 % | -19,2 % |

Profitability (non-adjusted)

| | | | | | |
|-----------------------------|--------|---------|--------|---------|---------|
| Sales margin, 12 months | 65 805 | 50 825 | 89 272 | 164 182 | 159 784 |
| Operating margin, 12 months | 17 047 | -5 697 | 35 375 | 59 987 | 47 841 |
| Operating profit, 12 months | 9 977 | -21 083 | 16 885 | 31 378 | 31 507 |

Profitability (adjusted)

| | | | | | |
|--------------------------------------|--------|---------|--------|--------|--------|
| Adjusted monetary result, 12 months | 15 146 | -3 400 | 29 040 | 49 206 | 40 907 |
| Adjusted net result, 12 months | 8 076 | -18 787 | 10 550 | 20 597 | 24 573 |
| Adjusted operating profit, 12 months | 9 977 | -21 083 | 16 885 | 31 378 | 31 507 |

Working capital

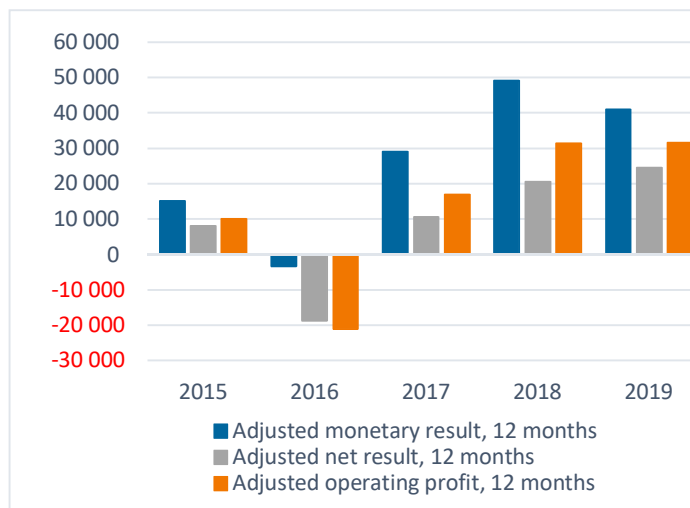
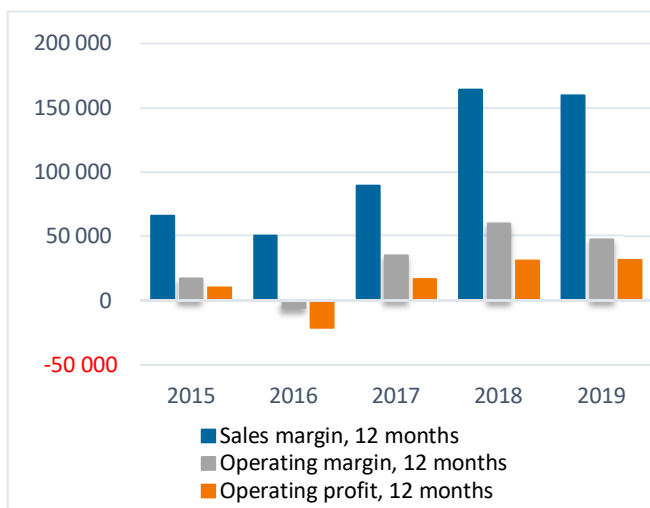
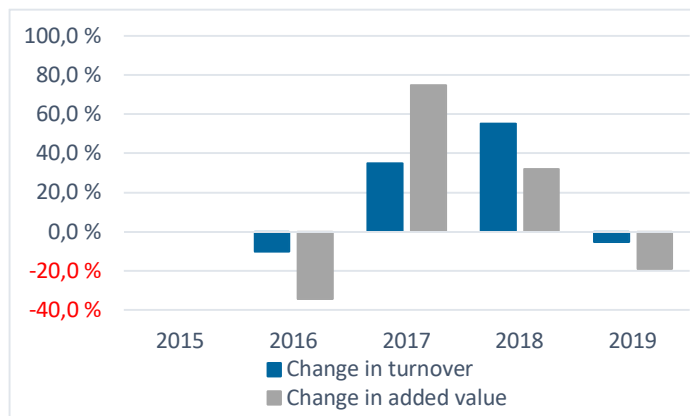
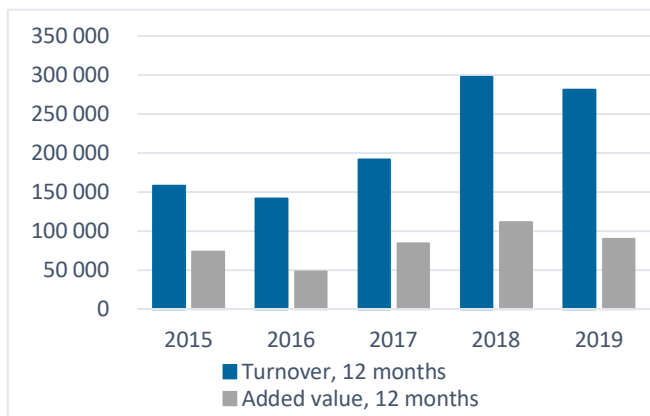
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|--------------------------------|--------|--------|-------|--------|--------|
| Working capital | 9 460 | 3 216 | 8 649 | 10 321 | 5 643 |
| Working capital / Turnover | 6,0 % | 2,3 % | 4,5 % | 3,5 % | 2,0 % |
| Net working capital / Turnover | 33,4 % | 12,6 % | 7,8 % | 30,1 % | 43,9 % |

Interest burden

| | | | | | |
|-----------------------------------|--------|--------|-------|--------|--------|
| Payback period of debts, years | 0,1 | | 0,7 | 0,1 | 0,3 |
| Net financial expenses / Turnover | -0,9 % | -0,6 % | 0,8 % | 1,6 % | -0,3 % |
| Average financial expenses | | 8,2 % | 9,1 % | 45,4 % | 12,0 % |

Liquidity

| | | | | | |
|---------------|------|------|------|------|------|
| Quick ratio | 2,80 | 1,54 | 1,55 | 3,67 | 4,87 |
| Current ratio | 2,20 | 1,34 | 1,25 | 2,90 | 4,08 |



Example corporation

Values 1 000 euro

| 1-12/12 | 1-12/12 | 1-12/12 | 1-12/12 | 1-12/12 |
|---------|---------|---------|---------|---------|
| 2015 | 2016 | 2017 | 2018 | 2019 |

KEY FIGURES

Return on capital

| | | | | | |
|---------------------------------------|--------|---------|---------|---------|---------|
| Invested capital (year end) | 94 596 | 97 007 | 106 345 | 144 891 | 169 620 |
| Return on invested capital (year end) | 7,0 % | -20,2 % | 11,4 % | 17,5 % | 14,1 % |
| Return on equity (year end) | 8,6 % | -26,3 % | 12,1 % | 14,7 % | 15,4 % |
| Invested capital (average) | | 95 801 | 101 676 | 125 618 | 157 256 |
| Return on invested capital (average) | | -20,4 % | 11,9 % | 20,2 % | 15,2 % |
| Return on equity (average) | | -22,8 % | 13,3 % | 18,1 % | 16,4 % |
| EPS (Earnings Per Share) | 0,10 | -0,24 | 0,14 | 0,26 | 0,30 |

Solvency

| | | | | | |
|------------------------|--------|--------|--------|--------|--------|
| Equity ratio | 73,0 % | 53,2 % | 62,9 % | 77,9 % | 81,1 % |
| Liabilities / Turnover | 21,8 % | 44,2 % | 26,7 % | 13,4 % | 13,2 % |
| Net investments | | 44 616 | 23 003 | 7 699 | 2 403 |

Productivity (12 months)

| | | | | | |
|--------------------------------|------|-------|------|------|------|
| Turnover / Person, '000 | 187 | 213 | 403 | 714 | 725 |
| Added value / Person, '000 | 87 | 73 | 178 | 269 | 233 |
| Added value / Personnel costs | 1,30 | 0,89 | 1,71 | 2,15 | 2,12 |
| Personnel costs / Person, '000 | 67 | 81 | 104 | 125 | 110 |
| Net result / Person, '000 | 9,5 | -28,1 | 22,2 | 49,5 | 63,3 |
| Net result / Personnel costs | 0,14 | -0,35 | 0,21 | 0,40 | 0,58 |

Turnover times (days)

| | | | | | |
|-------------------------------|-----|-----|-----|-----|-----|
| Turnover of trade receivables | 57 | 48 | 53 | 36 | 30 |
| Turnover of trade payables | 57 | 81 | 54 | 40 | 50 |
| Turnover of inventories | 17 | 18 | | | |
| Turnover of total assets | 317 | 363 | 285 | 234 | 264 |

