

# Glossary

## *DEFINITION OF FINANCIAL INDICATORS*

### **Cash earnings**

Sum of profit for the year before depreciation, amortization as well as impairment of property, plant and equipment and intangible assets and before non-cash-effective and deferred taxes.

### **Cash earnings margin**

Cash earnings divided by sales.

### **EBITDA (Earnings before interest, income taxes, depreciation and amortization)**

Operating profit plus depreciation, amortization and impairment of property, plant and equipment, and intangible assets.

### **EBITDA margin**

EBITDA divided by sales.

### **Employees**

Employees at the end of the year, including apprentices and part-time employees on a pro-rata basis.

### **Total equity and non-current liabilities to PPE**

The sum of total equity and non-current liabilities divided by property, plant and equipment.

### **Equity ratio**

Total equity divided by total assets.

### **Market capitalization**

Number of shares outstanding multiplied with the closing share price as of the balance sheet date.

### **Net debt/Net liquidity**

The sum of current and non-current interest-bearing financial liabilities including lease liabilities according to IFRS 16 less cash and cash equivalents.

In case the sum of cash and cash equivalents exceeds financial liabilities, there is net liquidity.

**Net debt/EBITDA**

Net debt/net liquidity divided by EBITDA.

**Net profit margin**

Profit for the year divided by sales.

**Operating margin**

Operating profit divided by sales.

**Property, plant and equipment to total assets**

Property, plant and equipment divided by total assets.

**Return on assets (ROA)**

The sum of profit for the year, excluding interest expense, and the respective profit or loss attributable to non-controlling (minority) shareholders according to IAS 32 divided by average total assets.

**Return on capital employed (ROCE)**

Operating profit divided by the sum of average total equity, average current and non-current interest-bearing financial liabilities including lease liabilities according to IFRS 16, average provisions for non-current liabilities and charges (excluding personnel provisions) and average obligations with regard to non-controlling (minority) shareholders according to IAS 32 less average cash and cash equivalents .

**Return on equity (ROE)**

Profit for the year divided by average total equity.

**Return on investment (ROI)**

The sum of profit for the year, excluding interest expenses and the respective profit or loss attributable to non-controlling (minority) shareholders according to IAS 32 divided by the sum of average total equity plus average current and non-current interest-bearing financial liabilities including lease liabilities according to IFRS 16.

**Working capital**

Total current assets less total current liabilities (excluding revolving bank credits).