

## Preliminary and unaudited group figures at a glance



<b>Earnings</b>		<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>	<b>2010</b>
Revenue	in k€	263,842	210,618	170,497	138,018	113,988	103,588	74,535
EBITDA	in k€	23,455	19,494	15,971	11,793	8,774	6,132	3,851
Adjusted EBITDA*	in k€	23,949	20,076	16,301	11,843	8,774	6,132	3,851
Operating earnings (EBIT)	in k€	21,662	17,774	14,167	10,286	7,335	4,786	2,724
Adjusted operating earnings (EBIT)*	in k€	22,156	18,356	14,497	10,336	7,335	4,786	2,724
Earnings before taxes (EBT)	in k€	19,568	14,956	11,690	8,271	5,755	3,381	1,910
Net income after minority interests	in k€	13,498	9,952	8,132	5,606	3,799	2,310	1,302
Cash earnings	in k€	17,077	13,681	11,210	9,145	6,448	4,396	2,923
Earnings per share**	in €	3.37	2.69	2.43	1.85	1.33	0.83	0.50
Adjusted gross profit margin	in %	21.5	23.4	24.4	24.1	23.7	21.4	21.6
EBIT margin	in %	8.2	8.4	8.3	7.5	6.4	4.6	3.7
Adjusted EBIT margin*	in %	8.4	8.7	8.5	7.5	6.4	4.6	3.7
Return on sales (ROS)	in %	5.1	4.7	4.8	4.1	3.4	2.3	1.8

<b>Sales performance</b>		<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>	<b>2010</b>
Net new orders received	in k€	286,815	269,386	193,005	158,979	131,398	106,828	97,629

<b>Selected balance sheet items and key figures</b>		<b>12/31/2016</b>	<b>12/31/2015</b>	<b>12/31/2014</b>	<b>12/31/2013</b>	<b>12/31/2012</b>	<b>12/31/2011</b>	<b>12/31/2010</b>
Property, plant and equipment	in k€	16,398	16,342	16,139	15,760	15,022	16,311	14,568
Inventories including land	in k€	173,816	154,369	96,054	78,408	35,816	19,830	8,628
Cash and cash equivalents	in k€	11,331	12,493	6,916	6,821	1,540	3,793	3,074
Equity	in k€	80,236	69,898	40,952	28,033	20,365	17,067	12,199
Net debt	in k€	124,320	98,581	79,401	68,034	36,347	16,552	10,261
Total assets	in k€	278,242	244,994	159,947	136,600	84,645	63,868	42,965
Equity ratio	in %	28.8	28.5	25.6	20.5	24.1	26.7	28.4

<b>Other data</b>		<b>12/31/2016</b>	<b>12/31/2015</b>	<b>12/31/2014</b>	<b>12/31/2013</b>	<b>12/31/2012</b>	<b>12/31/2011</b>	<b>12/31/2010</b>
Number of employees		290	254	233	211	188	164	131

<b>Shareholder structure - Status as of December 31, 2016</b>	<b>Share in %</b>
Karl-Heinz Maerzke, Management Board Chairman	39.5
Gerrit Janssen, Management Board member	0.1
Freefloat	60.4

\* adjusted for the disposal of capitalised interest

\*\* relative to the average number of shares in circulation during the financial year

## Preliminary and unaudited contributions of Group companies



### Contributions of Group companies to consolidated new order intake

in k€ (Share in %)	2016	2015	2014	2013	2012
HELMA Eigenheimbau AG*	99,041 (34.5)	111,155 (41.3)	81,816 (42.4)	74,320 (46.7)	82,062 (62.4)
HELMA Wohnungsbau GmbH	150,805 (52.6)	138,620 (51.4)	88,475 (45.8)	75,145 (47.3)	40,441 (30.8)
HELMA Ferienimmobilien GmbH	36,969 (12.9)	19,611 (7.3)	22,714 (11.8)	9,514 (6.0)	8,895 (6.8)
<b>Summe</b>	<b>286,815 (100.0)</b>	<b>269,386 (100.0)</b>	<b>193,005 (100.0)</b>	<b>158,979 (100.0)</b>	<b>131,398 (100.0)</b>

\* HELMA LUX S.A. was merged with HELMA Eigenheimbau AG in 2014. The new order intake of HELMA LUX S.A. from the financial years 2012-2013 are included in the figures for HELMA Eigenheimbau AG.

### Contributions of Group companies to consolidated revenue

in k€ (Share in %)	2016	2015	2014	2013	2012
HELMA Eigenheimbau AG*	91,864 (34.8)	78,245 (37.1)	77,352 (45.4)	72,460 (52.5)	69,398 (60.9)
HELMA Wohnungsbau GmbH	139,428 (52.9)	110,916 (52.7)	65,717 (38.5)	59,533 (43.1)	37,222 (32.7)
HELMA Ferienimmobilien GmbH	31,657 (12.0)	20,679 (9.8)	26,695 (15.7)	5,494 (4.0)	6,743 (5.9)
Hausbau Finanz GmbH	893 (0.3)	778 (0.4)	734 (0.4)	531 (0.4)	625 (0.5)
<b>Summe</b>	<b>263,842 (100.0)</b>	<b>210,618 (100.0)</b>	<b>170,497 (100.0)</b>	<b>138,018 (100.0)</b>	<b>113,988 (100.0)</b>

\* HELMA LUX S.A. was merged with HELMA Eigenheimbau AG in 2014. The revenue of HELMA LUX S.A. from the financial years 2012-2013 are included in the figures for HELMA Eigenheimbau AG.

Preliminary and unaudited  
consolidated balance sheet  
-Assets- (according to IFRS)



in k€	12/31/2016	12/31/2015
<b>Non-current assets</b>		
Other intangible assets	796	521
Goodwill	1,380	1,380
Property, plant and equipment	16,398	16,342
Investment property	0	281
Other non-current assets	1	1
<b>Non-current assets, total</b>	<b>18,575</b>	<b>18,525</b>
<b>Current assets</b>		
Inventories	173,816	154,369
Receivables arising from construction orders	50,557	37,271
Trade receivables	21,251	19,345
Tax receivables	117	51
Other current receivables	2,595	2,940
Cash and cash equivalents	11,331	12,493
<b>Current assets, total</b>	<b>259,667</b>	<b>226,469</b>
<b>Total assets</b>	<b>278,242</b>	<b>244,994</b>

Preliminary and unaudited  
consolidated balance sheet  
- Equity & Liabilities - (according to IFRS)



in k€	12/31/2016	12/31/2015
<b>Equity</b>		
Issued share capital	4,000	4,000
Capital reserves	41,533	41,533
Revenue reserves	14,682	11,468
Balance sheet profit	19,900	12,776
Equity attributable to HELMA Eigenheimbau AG owners	80,115	69,777
Minority interests	121	121
<b>Equity, total</b>	<b>80,236</b>	<b>69,898</b>
<b>Non-current liabilities</b>		
Pension provisions and similar obligations	11	12
Other non-current provisions	881	748
Non-current financial liabilities	103,216	60,403
Trade payables	3,151	2,630
Other non-current liabilities	102	9
Deferred tax	4,948	3,366
<b>Non-current liabilities, total</b>	<b>112,309</b>	<b>67,168</b>
<b>Current liabilities</b>		
Other current provisions	23,981	31,535
Tax liabilities	4,201	2,334
Current financial liabilities	32,435	50,671
Trade payables	6,550	5,438
Other current liabilities	18,530	17,950
<b>Current liabilities, total</b>	<b>85,697</b>	<b>107,928</b>
<b>Total equity and liabilities</b>	<b>278,242</b>	<b>244,994</b>

## Preliminary and unaudited consolidated statement of total comprehensive income (according to IFRS)



in k€	2016	2015
<b>Revenue</b>	<b>263,842</b>	<b>210,618</b>
Change in stocks of finished goods and work in progress	10,071	53,380
Other own work capitalised	123	7
Other operating income	1,666	1,004
Expense for materials and third-party services	-216,785	-212,805
Personnel expense	-19,762	-17,512
Depreciation / amortisation	-1,793	-1,720
Other operating expenses	-15,700	-15,198
<b>Operating earnings (EBIT)</b>	<b>21,662</b>	<b>17,774</b>
Finance expenses	-2,114	-2,824
Other financial income	20	6
<b>Earnings before tax</b>	<b>19,568</b>	<b>14,956</b>
Income tax	-6,039	-4,973
<b>Net income before minority interests</b>	<b>13,529</b>	<b>9,983</b>
Minority interests' share of earnings	-31	-31
<b>Net income after minority interests</b>	<b>13,498</b>	<b>9,952</b>

The company has refrained from presenting a reconciliation between net income for the year and total comprehensive income pursuant to IAS 1.81 ff. since the net income for the year corresponds to the total comprehensive income.

Earnings per share in €	2016	2015
undiluted	3.37	2.69
diluted	3.37	2.69