

## Preliminary and unaudited group figures at a glance



Earnings		2018	2017	2016	2015	2014	2013	2012	2011	2010
Revenue	in k€	253,276	267,418	263,842	210,618	170,497	138,018	113,988	103,588	74,535
EBITDA	in k€	23,776	22,529	23,455	19,494	15,971	11,793	8,774	6,132	3,851
Adjusted EBITDA*	in k€	24,883	24,433	23,949	20,076	16,301	11,843	8,774	6,132	3,851
Operating earnings (EBIT)	in k€	21,784	20,232	21,662	17,774	14,167	10,286	7,335	4,786	2,724
Adjusted operating earnings (EBIT)*	in k€	22,891	22,136	22,156	18,356	14,497	10,336	7,335	4,786	2,724
Earnings before taxes (EBT)	in k€	21,153	19,130	19,568	14,956	11,690	8,271	5,755	3,381	1,910
Net income after minority interests	in k€	14,487	12,993	13,498	9,952	8,132	5,606	3,799	2,310	1,302
Cash earnings	in k€	14,983	17,965	20,953	15,325	16,302	11,752	8,524	5,939	3,721
Earnings per share**	in €	3.62	3.25	3.37	2.69	2.43	1.85	1.33	0.83	0.50
Adjusted gross profit margin	in %	23.8	21.0	21.5	23.4	24.4	24.1	23.7	21.4	21.6
Adjusted EBIT margin*	in %	9.0	8.3	8.4	8.7	8.5	7.5	6.4	4.6	3.7
EBT margin	in %	8.4	7.2	7.4	7.1	6.9	6.0	5.0	3.3	2.6
Return on sales (ROS)	in %	5.7	4.9	5.1	4.7	4.8	4.1	3.4	2.3	1.8

Sales performance		2018	2017	2016	2015	2014	2013	2012	2011	2010
Net new orders received	in k€	278,576	245,393	286,815	269,386	193,005	158,979	131,398	106,828	97,629

Selected balance sheet items and key figures		12/31/2018	12/31/2017	12/31/2016	12/31/2015	12/31/2014	12/31/2013	12/31/2012	12/31/2011	12/31/2010
Property, plant and equipment	in k€	19,065	16,621	16,398	16,342	16,139	15,760	15,022	16,311	14,568
Inventories including land	in k€	220,152	199,891	173,816	154,369	96,054	78,408	35,816	19,830	8,628
Cash and cash equivalents	in k€	16,328	16,656	11,331	12,493	6,916	6,821	1,540	3,793	3,074
Equity	in k€	97,716	88,829	80,236	69,898	40,952	28,033	20,365	17,067	12,119
Net debt	in k€	159,312	149,236	124,320	98,581	79,401	68,034	36,347	16,552	10,261
Total assets	in k€	341,440	317,653	278,242	244,994	159,947	136,600	84,645	63,868	42,965
Equity ratio	in %	28.6	28.0	28.8	28.5	25.6	20.5	24.1	26.7	28.4

Other data		12/31/2018	12/31/2017	12/31/2016	12/31/2015	12/31/2014	12/31/2013	12/31/2012	12/31/2011	12/31/2010
Number of employees		325	304	290	254	233	211	188	164	131

\* 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€	2018	Share in %	2017	Share in %	2016	Share in %	2015	Share in %	2014	Share in %
HELMA Eigenheimbau AG	105,771	38.0	93,594	38.2	99,041	34.5	111,155	41.3	81,816	42.4
HELMA Wohnungsbau GmbH	133,509	47.9	99,924	40.7	150,805	52.6	138,620	51.4	88,475	45.8
HELMA Ferienimmobilien GmbH	39,296	14.1	51,874	21.1	36,969	12.9	19,611	7.3	22,714	11.8
<b>Total</b>	<b>278,576</b>	<b>100.0</b>	<b>245,393</b>	<b>100.0</b>	<b>286,815</b>	<b>100.0</b>	<b>269,386</b>	<b>100.0</b>	<b>193,005</b>	<b>100.0</b>

### Contributions of Group companies to consolidated revenue (according to IFRS)

in k€	2018	Share in %	2017	Share in %	2016	Share in %	2015	Share in %	2014	Share in %
HELMA Eigenheimbau AG	85,560	33.8	85,071	31.8	91,864	34.8	78,245	37.1	77,352	45.4
HELMA Wohnungsbau GmbH	122,628	48.4	133,352	49.9	139,428	52.9	110,916	52.7	65,717	38.5
HELMA Ferienimmobilien GmbH	43,971	17.4	48,116	18.0	31,657	12.0	20,679	9.8	26,695	15.7
Hausbau Finanz GmbH	1,117	0.4	879	0.3	893	0.3	778	0.4	734	0.4
<b>Total</b>	<b>253,276</b>	<b>100.0</b>	<b>267,418</b>	<b>100.0</b>	<b>263,842</b>	<b>100.0</b>	<b>210,618</b>	<b>100.0</b>	<b>170,497</b>	<b>100.0</b>

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



in k€	12/31/2018	12/31/2017
<b>Non-current assets</b>		
Other intangible assets	1,614	1,195
Goodwill	1,380	1,380
Property, plant and equipment	19,065	16,621
Investment property	179	0
Other non-current assets	1	1
<b>Non-current assets, total</b>	<b>22,239</b>	<b>19,197</b>
<b>Current assets</b>		
Inventories	220,152	199,891
Receivables arising from construction orders	47,516	45,144
Trade receivables	29,696	31,640
Other current receivables	5,509	4,635
Cash and cash equivalents	16,328	16,656
Non-current assets available for sale	0	490
<b>Current assets, total</b>	<b>319,201</b>	<b>298,456</b>
<b>Total assets</b>	<b>341,440</b>	<b>317,653</b>

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



in k€	12/31/2018	12/31/2017
<b>Equity</b>		
Issued share capital	4,000	4,000
Capital reserves	41,533	41,533
Revenue reserves	30,890	20,152
Balance sheet profit	21,172	23,023
Equity attributable to HELMA Eigenheimbau AG owners	97,595	88,708
Minority interests	121	121
<b>Equity, total</b>	<b>97,716</b>	<b>88,829</b>
<b>Non-current liabilities</b>		
Pension provisions and similar obligations	10	11
Other non-current provisions	1,055	977
Non-current financial liabilities	142,622	133,738
Trade payables	3,701	3,276
Other non-current liabilities	171	171
Deferred tax	5,149	3,469
<b>Non-current liabilities, total</b>	<b>152,708</b>	<b>141,642</b>
<b>Current liabilities</b>		
Other current provisions	24,400	16,060
Tax liabilities	3,094	7,009
Current financial liabilities	33,018	32,154
Trade payables	5,806	5,270
Other current liabilities	24,698	26,689
<b>Current liabilities, total</b>	<b>91,016</b>	<b>87,182</b>
<b>Total equity and liabilities</b>	<b>341,440</b>	<b>317,653</b>

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



in k€	2018	2017
<b>Revenue</b>	<b>253,276</b>	<b>267,418</b>
Change in stocks of finished goods and work in progress	25,758	15,901
Other operating income	1,634	1,664
Expense for materials and third-party services	-217,104	-226,365
Personnel expense	-23,853	-20,911
Other operating expenses	-15,935	-15,178
<b>Earnings before interest, taxes, depreciation and amortisation (EBITDA)</b>	<b>23,776</b>	<b>22,529</b>
Depreciation/amortisation	-1,992	-2,297
<b>Operating earnings (EBIT)</b>	<b>21,784</b>	<b>20,232</b>
Finance expenses	-685	-1,182
Other financial income	54	80
<b>Earnings before taxes (EBT)</b>	<b>21,153</b>	<b>19,130</b>
Income tax	-6,635	-6,106
<b>Net income before minority interests</b>	<b>14,518</b>	<b>13,024</b>
Minority interests' share of earnings	-31	-31
<b>Net income after minority interests</b>	<b>14,487</b>	<b>12,993</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 €	2018	2017
undiluted	3.62	3.25
diluted	3.62	3.25