

Earnings		2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Revenue	in k€	113,988	138,018	170,497	210,618	263,842	267,418	253,276	263,243	273,993	331,486
EBITDA	in k€	8,774	11,793	15,971	19,494	23,455	22,529	23,776	25,171	24,756	30,647
Adjusted EBITDA*	in k€	8,774	11,843	16,301	20,076	23,949	24,433	24,883	25,878	25,813	32,910
Operating earnings (EBIT)	in k€	7,335	10,286	14,167	17,774	21,662	20,232	21,784	22,782	22,169	27,904
Adjusted operating earnings (EBIT)*	in k€	7,335	10,336	14,497	18,356	22,156	22,136	22,891	23,489	23,226	30,167
Earnings before taxes (EBT)	in k€	5,755	8,271	11,690	14,956	19,568	19,130	21,153	23,594	22,461	27,286
Net income after minority interests	in k€	3,799	5,606	8,132	9,952	13,498	12,993	14,487	16,144	15,365	18,772
Cash earnings	in k€	8,524	11,752	16,302	15,325	20,953	17,965	14,983	18,089	20,352	24,481
Earnings per share**	in €	1.33	1.85	2.43	2.69	3.37	3.25	3.62	4.04	3.84	4.69
Dividend per share	in €	0.35	0.53	0.63	0.79	1.10	1.40	1.30	1.85	1.54	1.72***
Adjusted gross profit margin	in %	23.7	24.1	24.4	23.4	21.5	21.0	23.8	24.5	24.1	24.7
Adjusted EBIT margin*	in %	6.4	7.5	8.5	8.7	8.4	8.3	9.0	8.9	8.5	9.1
EBT margin	in %	5.0	6.0	6.9	7.1	7.4	7.2	8.4	9.0	8.2	8.2
Return on sales (ROS)	in %	3.4	4.1	4.8	4.7	5.1	4.9	5.7	6.1	5.6	5.7

Sales performance		2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Net new order intake	in k€	131,398	158,979	193,005	269,386	286,815	245,393	278,576	296,486	312,459	446,558

Selected balance sheet items and key figures		12/31/2012	12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021
Property, plant and equipment	in k€	15,022	15,760	16,139	16,342	16,398	16,621	19,065	19,919	19,499	19,299
Inventories including land	in k€	35,816	78,408	96,054	154,369	173,816	199,891	220,152	232,210	281,673	311,024
Cash and cash equivalents	in k€	1,540	6,821	6,916	12,493	11,331	16,656	16,328	16,703	20,087	21,787
Equity	in k€	20,365	28,033	40,952	69,898	80,236	88,829	97,716	108,594	116,578	129,481
Net debt	in k€	36,347	68,034	79,401	98,581	124,320	149,236	159,312	174,898	198,406	211,134
Total assets	in k€	84,645	136,600	159,947	244,994	278,242	317,653	341,440	380,164	423,372	451,430
Equity ratio	in %	24.1	20.5	25.6	28.5	28.8	28.0	28.6	28.6	27.5	28.7

Other data		12/31/2012	12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021
Number of employees		188	211	233	254	290	304	325	322	346	348

* Adjusted for the disposal of capitalised interest

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

*** Proposal