

Earnings		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Revenue	in k€	138,018	170,497	210,618	263,842	267,418	253,276	263,243	273,993	331,486	302,450
EBITDA	in k€	11,793	15,971	19,494	23,455	22,529	23,776	25,171	24,756	30,647	9,127
Adjusted EBITDA*	in k€	11,843	16,301	20,076	23,949	24,433	24,883	25,878	25,813	32,910	11,639
Operating earnings (EBIT)	in k€	10,286	14,167	17,774	21,662	20,232	21,784	22,782	22,169	27,904	6,249
Adjusted operating earnings (EBIT)*	in k€	10,336	14,497	18,356	22,156	22,136	22,891	23,489	23,226	30,167	8,761
Earnings before taxes (EBT)	in k€	8,271	11,690	14,956	19,568	19,130	21,153	23,594	22,461	27,286	3,526
Net income after minority interests	in k€	5,606	8,132	9,952	13,498	12,993	14,487	16,144	15,365	18,772	2,104
Cash earnings	in k€	11,752	16,302	15,325	20,953	17,965	14,983	18,089	20,352	24,481	10,977
Earnings per share**	in €	1.85	2.43	2.69	3.37	3.25	3.62	4.04	3.84	4.69	0.53
Dividend per share	in €	0.53	0.63	0.79	1.10	1.40	1.30	1.85	1.54	1.72	0.40***
Adjusted gross profit margin	in %	24.1	24.4	23.4	21.5	21.0	23.8	24.5	24.1	24.7	20.5
Adjusted EBIT margin*	in %	7.5	8.5	8.7	8.4	8.3	9.0	8.9	8.5	9.1	2.9
EBT margin	in %	6.0	6.9	7.1	7.4	7.2	8.4	9.0	8.2	8.2	1.2
Return on sales (ROS)	in %	4.1	4.8	4.7	5.1	4.9	5.7	6.1	5.6	5.7	0.7

Sales performance		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Net new order intake	in k€	158,979	193,005	269,386	286,815	245,393	278,576	296,486	312,459	446,558	255,167

Selected balance sheet items and key figures		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	12/31/2022
Property, plant and equipment	in k€	15,760	16,139	16,342	16,398	16,621	19,065	19,919	19,499	19,299	19,185
Inventories including land	in k€	78,408	96,054	154,369	173,816	199,891	220,152	232,210	281,673	311,024	350,443
Cash and cash equivalents	in k€	6,821	6,916	12,493	11,331	16,656	16,328	16,703	20,087	21,787	18,762
Equity	in k€	28,033	40,952	69,898	80,236	88,829	97,716	108,594	116,578	129,481	124,659
Net debt	in k€	68,034	79,401	98,581	124,320	149,236	159,312	174,898	198,406	211,134	211,264
Total assets	in k€	136,600	159,947	244,994	278,242	317,653	341,440	380,164	423,372	451,430	449,394
Equity ratio	in %	20.5	25.6	28.5	28.8	28.0	28.6	28.6	27.5	28.7	27.7

Other data		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	12/31/2022
Number of employees		211	233	254	290	304	325	322	346	348	362

\* Adjusted for the disposal of capitalised interest

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

\*\*\* Proposal