

Key figures of the first six months 2020/2019

| in million euros | Jan. – June 2020 | Jan. – June 2019 | Change in % | April – June 2020 | April – June 2019 | Change in % |
|--|------------------|------------------|---------------|-------------------|-------------------|---------------|
| Revenue (adjusted)¹ | 329.0 | 373.4 | – 11.9 | 164.6 | 195.1 | – 15.7 |
| Revenue | 329.0 | 383.1 | – 14.1 | 164.6 | 199.1 | – 17.4 |
| EBITDA (adjusted)² | 42.2 | 54.3 | – 22.3 | 24.9 | 30.5 | – 18.3 |
| EBITDA | 37.9 | 54.0 | – 29.9 | 24.3 | 30.2 | – 19.6 |
| EBITDA margin (adjusted)² | 12.8% | 14.5% | | 15.2% | 15.6% | |
| EBITDA margin | 11.5% | 14.1% | | 14.7% | 15.2% | |
| EBIT (adjusted)² | 19.6 | 32.5 | – 39.7 | 13.5 | 19.7 | – 31.8 |
| EBIT | 15.6 | 32.2 | – 51.7 | 13.1 | 19.4 | – 32.6 |
| EBIT margin (adjusted)² | 6.0% | 8.7% | | 8.2% | 10.1% | |
| EBIT margin | 4.7% | 8.4% | | 7.9% | 9.7% | |
| Earnings after tax | 10.6 | 24.2 | – 56.4 | 11.0 | 14.0 | – 21.8 |
| Earnings per share in euros | 0.18 | 0.42 | – 56.6 | 0.19 | 0.25 | – 22.8 |
| Free cash flow (adjusted)² | 17.8 | – 14.6 | n/a | 2.7 | – 9.5 | n/a |
| Free cash flow | 16.0 | – 14.6 | n/a | 1.6 | – 9.5 | n/a |
| Cash conversion rate (adjusted)² | 42.0% | – 27.0% | | 10.6% | – 31.3% | |
| Cash conversion rate | 42.3% | – 27.1% | | 6.5% | – 31.6% | |
| Order intake (adjusted)¹ | 333.9 | 381.6 | – 12.5 | 122.2 | 177.2 | – 31.0 |
| Order intake | 333.9 | 392.5 | – 14.9 | 122.2 | 182.2 | – 32.9 |

| | June 30, 2020 | Dec. 31, 2019 | June 30, 2019 |
|---|---------------|---------------|---------------|
| Order backlog (in million euros, adjusted)¹ | 478.0 | 464.7 | 520.7 |
| Order backlog (in million euros) | 478.0 | 466.1 | 522.5 |
| Frame contracts (in million euros) | 44.4 | 49.9 | 56.8 |
| Employees (incl. trainees, adjusted)¹ | 3,998 | 4,089 | 4,041 |
| Employees (incl. trainees) | 3,998 | 4,122 | 4,074 |

¹ Prior-year figures without HILLOS GmbH

² Figures adjusted for structural and portfolio measures (see explanation on pages 9 and 30 in the report)

Please note that there may be rounding differences in this report compared to the mathematically exact amounts (currency units, percentages).

Jena, August 6, 2020