

KEY FINANCIAL DATA OF HAWESKO GROUP

€ million	2008	2009	2010	2011
Net sales	338.8	338.5	377.7	409.1
Gross profit	135.6	138.4	150.1	161.7
- as % of net sales	40.0%	40.9%	39.7%	39.5%
Operating result before depreciation and amortisation	30.0	27.1	31.3	31.5
- as % of net sales	8.9%	8.0%	8.3%	7.7%
Depreciation and amortisation	4.5	4.7	5.6	5.3
Operating result (EBIT)	25.5	22.4	25.7	26.2
- as % of net sales	7.5%	6.6%	6.8%	6.4%
Consolidated net income (after taxes and minority interest)	14.6	13.1	20.0	17.9
Cash flow from current operations	24.7	28.8	21.8	16.9
Cash flow from investing activities	-5.8	-7.1	2.5	-4.1
Free cash flow	17.5	20.8	23.8	12.3
Proposed dividend distribution for the current year (parent company)	-10.6	-11.9	-15.7	-14.4
Non-current assets	44.7	46.5	52.6	47.6
Current assets	125.4	127.1	149.2	168.8
Equity less proposed dividend	66.6	70.2	77.8	81.1
- as % of balance sheet total	39.1%	40.5%	38.6%	37.5%
Total assets	170.1	173.6	201.8	216.4
Capital employed	102.9	103.1	101.8	105.7
Return on total assets	14.7%	13.0%	13.7%	12.5%
Return on capital employed	24.8%	21.7%	25.3%	24.8%
Earnings per share (€)	1.67	1.48	2.24	1.99
Regular dividend per share (€)	1.20	1.35	1.50	1.60
Bonus dividend payment (€)	-	-	0.25	-
Total dividend per share (€)	1.20	1.35	1.75	1.60
Total shares (average number outstanding in the year, '000)	8,742	8,835	8,915	8,983
Year-end share price (€)	19.43	23.00	29.42	35.23
Market capitalisation at end of year (€)	171.7	203.4	264.3	316.5
Total employees (average for year)	614	657	696	739

	2012	2013	2014	2015	2016	2017
	446.4	465.2	472.8	476.8	480.9	507.0
	181.8	190.5	198.0	198.4	204.4	212.9
	40.7%	40.9%	41.9%	41.6%	42.5%	42.0%
	32.8	29.4	26.9	27.4	37.0	38.6
	7.3%	6.3%	5.7%	5.7%	7.7%	7.6%
	7.2	6.8	6.8	7.3	7.4	8.2
	25.6	22.6	20.1	20.1	29.6	30.4
	5.7%	4.8%	4.2%	4.2%	6.2%	6.0%
	22.5	16.2	14.8	12.2	18.5	18.5
	17.5	31.1	19.3	26.1	28.9	13.8
	-25.4	-7.5	-5.1	-5.8	-15.4	-10.5
	-8.9	22.7	13.1	19.7	13.1	2.8
	-14.8	-14.8	-11.7	-11.7	-11.7	-11.7
	65.9	64.7	60.3	60.3	73.4	75.6
	170.0	169.5	156.9	159.5	157.9	184.1
	74.9	77.3	79.4	79.6	82.7	93.1
	31.8%	33.0%	36.6%	36.2%	35.8%	35.8%
	235.8	234.3	217.2	219.8	231.3	259.7
	140.3	140.8	137.5	137.3	139.5	154.9
	11.3%	9.6%	8.9%	9.2%	13.1%	11.6%
	18.3%	16.0%	14.6%	14.7%	21.2%	19.6%
	2.51	1.80	1.65	1.36	2.06	2.06
	1.65	1.65	1.30	1.30	1.30	1.30
	-	-	-	-	-	-
	1.65	1.65	1.30	1.30	1.30	1.30
	8,983	8,983	8,983	8,983	8,983	8,983
	40.06	38.25	41.52	41.48	43.30	51.00
	359.9	343.6	372.9	372.6	389.0	458.2
	835	925	925	933	940	954