

KEY FINANCIAL DATA OF THE *HAWESKO GROUP*

€ million	2022	2021	2020	2019
Net sales	671.5	680.5	620.3	556.0
Gross profit	293.7	300.6	274.4	240.7
- as % of net sales	43.7%	44.2%	44.2%	43.3%
Operating result before depreciation and amortisation (EBITDA)	61.8	75.2	65.6	50.6
- as % of net sales	9.2%	11.1%	10.6%	9.1%
Depreciation and amortisation	-22.7	-22.1	-23.4	-21.5
Operating result (EBIT)	39.1	53.1	42.2	29.2
- as % of net sales	5.8%	7.8%	6.8%	5.2%
Consolidated net income (after taxes and excluding non-controlling interests)	25.6	33.6	23.8	15.8
Cash flow from current operations	36.8	49.0	81.0	33.6
Cash flow from investing activities	-17.3	-2.1	-10.3	2.5
Free cash flow (before acquisitions)	16.6	37.3	71.6	31.7
Dividend distribution for the current year (parent company)	-22.5	-18.0	-15.7	-11.7
Non-current assets	219.7	208.4	204.1	197.7
Current assets	213.9	229.1	223.6	197.3
Equity after dividend distribution	113.1	114.7	101.3	99.2
- as % of balance sheet total after dividend distribution	26.1%	26.2%	23.7%	25.1%
Total assets	433.7	437.5	427.7	394.9
Capital employed	242.1	219.1	225.6	236.5
Return on total assets	9.0%	12.3%	10.0%	7.4%
Return on capital employed	16.1%	24.2%	18.7%	12.3%
Earnings per share (€)	2.85	3.74	2.65	1.76
Regular dividend per share (€)	1.90	1.90	1.60	1.30
Bonus dividend per share (€)	0.00	0.60	0.40	0.45
Total dividend per share (€)	1.90	2.50	2.00	1.75
Total shares (average number outstanding in the year, '000)	8.983	8.983	8.983	8.983
Year-end share price (€)	39.60	52.00	44.4	35.3
Market capitalisation at end of year (€)	355.7	467.1	398.8	317.1
Total employees (average for year)	1,261	1,193	1,183	1,243

2018	2017	2016	2015	2014	2013
524.3	507.0	480.9	476.8	472.8	465.2
223.3	212.9	204.4	198.4	198.0	190.5
42.6%	42.0%	42.5%	41.6%	41.9%	40.9%
36.2	38.6	37.0	27.4	26.9	29.4
6.9%	7.6%	7.7%	5.7%	5.7%	6.3%
8.5	8.2	7.4	7.3	6.8	6.8
27.7	30.4	29.6	20.1	20.1	22.6
5.3%	6.0%	6.2%	4.2%	4.2%	4.8%
22.0	18.5	18.5	12.2	14.8	16.2
26.1	13.9	28.9	26.1	19.3	31.1
-14.9	-10.5	-15.4	-5.8	-5.1	-7.5
20.2	6.2	21.3	19.7	13.1	22.7
-11.7	-11.7	-11.7	-11.7	-11.7	-14.8
90.8	75.6	73.4	60.3	60.3	64.7
198.2	184.1	157.9	159.5	156.9	169.5
100.8	93.1	82.7	79.6	79.4	77.3
34.9%	35.8%	35.8%	36.2%	36.6%	33.0%
289.0	259.7	231.3	219.8	217.2	234.3
165.8	154.9	139.5	137.3	137.5	140.8
10.1%	11.6%	13.1%	9.2%	8.9%	9.6%
16.7%	19.6%	21.2%	14.7%	14.6%	16.0%
2.45	2.06	2.06	1.36	1.65	1.80
1.30	1.30	1.30	1.30	1.30	1.65
-	-	-	-	-	-
1.30	1.30	1.30	1.30	1.30	1.65
8.983	8.983	8.983	8.983	8.983	8.983
41.0	51.0	43.3	41.5	41.5	38.3
368.3	458.2	389.0	372.6	372.9	343.6
1,027	954	940	933	925	925