

Figures at a glance 2018

WACKER NEUSON GROUP AT DECEMBER 31

IN € MILLION			
	2018	2017	Change
Key figures			
Revenue	1,706.5	1,533.9	11%
by region			
Europe	1,248.9	1,129.8	11%
Americas	397.8	357.5	11%
Asia-Pacific	59.8	46.6	28%
by business segment ¹			
Light equipment	455.7	422.7	8%
Compact equipment	920.9	808.6	14%
Services	348.1	320.4	9%
EBITDA	236.8	207.2	14%
Depreciation and amortization	-77.1	-75.8	2%
EBIT	159.7	131.4	22%
EBT ²	203.0	125.4	62%
Profit for the period	144.6	87.5	65%
Number of employees ³	6,190	5,546	12%
R&D ratio (incl. capitalized expenses) as a %	3.2	3.2	0.0PP
Share			
Earnings per share in €	2.06	1.25	65%
Dividend ⁴ per share in € (in brackets: special dividend)	0.60 (0.50)	0.60	0%
Key profit figures			
Gross profit margin as a %	27.8	28.5	-0.7PP
EBITDA margin as a %	13.9	13.5	0.4PP
EBIT margin as a %	9.4	8.6	0.8PP
Cash flow			
Cash flow from operating activities	-18.1	138.0	-113%
Cash flow from investment activities ⁵	15.2	-39.0	-139%
Investments (property, plant and equipment, intangible assets)	73.3	47.4	55%
Free cash flow ⁵	-2.9	99.0	-103%
Cash flow from financing activities	19.9	-88.2	-123%
	Dec. 31, 2018	Dec. 31, 2017	Change
Key figures from the balance sheet			
Equity	1,221.4	1,113.7	10%
Equity ratio as a %	63.8	68.7	-4.9PP
Net financial debt	208.7	149.7	39%
Gearing as a %	17.1	13.4	3.7PP
Net working capital	643.9	535.8	20%
Net working capital as a % of revenue	37.7	34.9	2.8PP
ROCE II as a %	8.0	7.0	1.0PP

¹ Consolidated revenue before cash discounts.

² Includes a profit of EUR 54.8 million from the sale of a real-estate company belonging to the Group in 2018.

³ Including temporary workers.

⁴ At the AGM on May 29, 2019, the Executive Board and the Supervisory Board will propose a dividend of EUR 0.60 per share for fiscal 2018 as well as an additional special dividend in the amount of EUR 0.50 per share in connection with the positive one-off effect from the sale of a Group real-estate company.

⁵ Includes cash inflow of EUR 60.0 million from the sale of a real-estate company belonging to the Group in 2018.

All consolidated figures prepared according to IFRS. To improve readability, the figures in this report have been rounded to the nearest EUR million. Percentage changes refer to these rounded amounts.