

## Development of Key Figures (5 years)

NOVOMATIC AG

Group Key Figures	Unit	2012	2013	2014	2015	2016
<b>Development of Earnings</b>						
Revenues	EUR m	1,536.7	1,684.1	1,977.6	2,086.3	2,294.1
Costs of material and other purchased services	EUR m	-208.1	-235.5	-252.8	-282.8	-358.6
Personnel costs	EUR m	-376.6	-431.3	-512.4	-567.8	-676.8
<b>EBITDA</b>	EUR m	523.8	480.0	647.4	616.7	588.5
EBITDA-margin	in %	34.1	28.5	32.7	29.6	25.7
Depreciation and amortization	EUR m	-242.0	-305.2	-284.1	-301.3	-324.4
<b>EBIT (= operating profit)</b>	EUR m	281.8	174.8	363.3	315.4	264.1
EBIT-margin	in %	18.3	10.4	18.4	15.1	11.5
<b>Financial result</b>	EUR m	-11.0	-68.9	5.1	-7.0	-34.7
<b>Earnings before taxes</b>	EUR m	270.8	105.9	368.4	308.5	229.4
Income taxes	EUR m	-78.0	-50.8	-91.4	-95.8	-75.0
<b>Profit after taxes</b>	EUR m	192.8	55.1	276.9	212.7	154.4
<b>Development of Balance Sheet</b>						
Total equity and liabilities	EUR m	2,223.3	2,361.4	2,634.4	2,983.2	3,668.2
<b>ASSETS</b>						
<b>Non-current assets</b>	EUR m	1,432.1	1,483.1	1,479.4	1,783.7	2,127.1
Property, plant and equipment	EUR m	814.2	810.3	799.0	856.9	955.1
<b>Current assets</b>	EUR m	791.2	878.3	1,155.0	1,199.5	1,541.1
Cash and cash equivalents	EUR m	367.2	417.6	627.2	585.4	877.8
<b>EQUITY AND LIABILITIES</b>						
<b>Equity</b>	EUR m	967.3	952.4	1,174.3	1,215.3	1,371.6
<b>Non-current liabilities</b>	EUR m	860.0	965.1	788.9	1,204.8	1,582.3
thereof non-current financial liabilities	EUR m	755.9	825.9	636.5	1,043.7	1,395.1
<b>Current liabilities</b>	EUR m	396.0	443.9	671.2	563.1	714.4
thereof current financial liabilities	EUR m	76.1	26.7	270.1	36.9	210.8
<b>Cash Flow</b>						
Cash Flow from operating activities	EUR m	386.3	432.7	444.5	417.4	429.2
Cash Flow from investing activities	EUR m	-296.1	-283.8	-195.7	-439.9	-519.8
Cash Flow from financing activities	EUR m	-238.7	-101.6	-47.8	-105.2	474.5
Free Cash Flow*	EUR m	90.2	148.9	248.7	-22.5	-90.6
<b>Key Performance Indicators</b>						
Equity ratio (equity capital/balance sheet total)	in %	43.5	40.3	44.6	40.7	37.4
Return on equity (parent company shareholder result/ equity capital)	in %	19.9	6.6	23.2	17.1	10.8
Return on assets (annual profit + interest cost)/balance sheet total	in %	10.3	4.0	12.0	8.2	5.2
Working Capital (current assets - current liabilities)	EUR m	395.3	434.4	483.8	636.3	826.8
Net debt	EUR m	464.7	435.0	279.4	495.2	728.1
Net debt / EBITDA	n/a	0.9x	0.9x	0.4x	0.8x	1.2x
Interest coverage ratio (EBIT/ interest expense)	n/a	7.8x	4.4x	9.5x	9.8x	7.0x
Asset coverage (equity capital/non-current assets)	in %	67.5	64.2	79.4	68.1	64.5
Average number of employees worldwide	MA	13,352	15,826	17,984	19,956	23,391

\* Free Cash Flow = Cash Flow operating activities + Cash Flow investing activities