

## Historical Summary of Financial Data

		2014	2015	2016	2017	2018	2019	2020
<b>Statement of Income</b>								
Revenue	million euros	590.2	668.6	684.8	747.9	834.6	855.2	767.2
Light & Optics <sup>1</sup>	million euros	n/a	n/a	n/a	n/a	337.0	350.0	318.0
Light & Production <sup>1</sup>	million euros	n/a	n/a	n/a	n/a	210.7	228.9	178.9
Light & Safety <sup>1</sup>	million euros	n/a	n/a	n/a	n/a	116.9	108.7	114.0
VINCORION <sup>1</sup>	million euros	n/a	n/a	n/a	n/a	166.4	164.8	151.7
Foreign revenue	million euros	379.1	450.8	458.3	525.3	594.1	621.3	552.5
of revenue	%	64.2	67.4	66.9	70.2	71.2	72.6	72.0
Cost of sales	million euros	384.7	442.5	446.9	484.0	541.5	563.4	505.0
Gross profit	million euros	205.5	226.2	237.9	263.9	293.1	291.8	262.2
Gross margin	%	34.8	33.8	34.7	35.3	35.1	34.1	34.2
R+D expenses	million euros	39.4	41.8	42.3	43.1	47.4	44.1	43.7
Selling expenses	million euros	67.5	72.6	73.6	80.3	87.0	89.3	86.4
Administrative expenses	million euros	51.1	54.0	57.6	55.8	56.1	60.5	61.8
EBITDA	million euros	76.1	88.8	96.9	106.9	127.5	134.0	111.6
Light & Optics	million euros	n/a	n/a	n/a	n/a	74.1	69.8	68.6
Light & Production	million euros	n/a	n/a	n/a	n/a	24.6	25.8	7.9
Light & Safety	million euros	n/a	n/a	n/a	n/a	15.9	18.8	22.3
VINCORION	million euros	n/a	n/a	n/a	n/a	20.1	24.2	16.6
EBITDA margin	%	12.9	13.3	14.2	14.3	15.3	15.7	14.6
Light & Optics <sup>2</sup>	%	n/a	n/a	n/a	n/a	21.8	19.8	21.5
Light & Production <sup>2</sup>	%	n/a	n/a	n/a	n/a	11.7	11.3	4.4
Light & Safety <sup>2</sup>	%	n/a	n/a	n/a	n/a	13.6	17.3	19.6
VINCORION <sup>2</sup>	%	n/a	n/a	n/a	n/a	12.1	14.7	11.0
EBIT	million euros	51.6	61.2	68.5	78.0	94.9	88.9	59.3
EBIT margin	%	8.7	9.2	10.0	10.4	11.4	10.4	7.7
EBT	million euros	46.1	57.4	64.7	80.1	91.4	85.2	53.2
EBT margin	%	7.8	8.6	9.5	10.8	11.0	10.0	6.9
Earnings after tax	million euros	41.6	49.9	57.5	72.7	87.4	67.6	42.7
EPS	EUR	0.73	0.87	1.00	1.27	1.53	1.18	0.73
Cost of materials (incl. external services)	million euros	253.6	281.5	284.6	309.3	356.1	344.8	312.5
Material intensity	%	41.3	40.4	40.2	40.2	41.6	39.5	39.7
R+D output	million euros	50.4	53.1	57.4	66.6	69.1	68.4	69.0
R+D ratio	%	8.5	7.9	8.4	8.9	8.3	8.0	9.0
Financial result	million euros	-5.5	-3.8	-3.7	2.0	-3.5	-3.7	-6.1
<b>Cash Flows and Capital Expenditure</b>								
Cash flows from operating activities	million euros	46.3	85.1	100.1	96.3	135.5	108.9	89.7
Free cash flow (before income tax)	million euros	22.5	71.8	80.4	72.2	108.3	77.2	62.3
Capital expenditures	million euros	29.9	24.7	27.5	37.9	42.5	55.6	47.3
<b>Personnel</b>								
Employees on average	Head count	3,375	3,421	3,404	3,500	3,714	3,961	4,049
Revenue per employee	thousand euros	174.9	195.4	201.2	213.7	224.7	215.9	189.5
Personnel expenses	million euros	219.7	239.6	246.1	258.3	278.3	301.1	291.0
Personnel intensity	%	37.2	35.8	35.9	34.5	33.4	35.2	37.9

		2014	2015	2016	2017	2018	2019	2020
<b>Statement of Financial Position</b>								
Non-current assets	million euros	389.5	382.8	371.9	376.2	491.8	555.2	848.9
Intangible assets and property, plant and equipment	million euros	274.0	278.4	269.2	285.7	391.5	463.9	750.6
Investment property	million euros	16.4	4.5	4.4	4.4	4.4	4.3	4.2
Financial investments	million euros	21.1	21.7	19.0	4.4	6.8	8.3	16.3
Other non-current assets	million euros	1.8	4.5	5.0	2.9	2.9	1.1	3.3
Deferred tax assets	million euros	76.3	73.6	74.2	78.9	86.3	77.7	74.6
Current assets	million euros	382.2	386.3	441.2	512.9	494.1	528.1	489.9
Inventories	million euros	179.0	167.1	159.3	168.6	175.6	153.7	191.4
Trade and other receivables	million euros	133.4	135.0	139.3	147.4	169.8	205.8	230.2
Current financial assets and cash	million euros	69.8	84.2	142.5	196.9	148.7	168.7	68.3
<b>Equity</b>	million euros	386.6	435.1	476.4	529.9	598.0	655.4	689.4
Share capital	million euros	148.8	148.8	148.8	148.8	148.8	148.8	148.8
Non-current liabilities	million euros	216.6	169.5	175.4	162.1	170.3	176.0	233.0
Pension provisions	million euros	41.0	36.1	37.6	37.1	37.3	31.6	35.2
Other non-current provisions	million euros	10.0	10.3	12.3	15.9	16.3	17.9	17.0
Non-current financial liabilities	million euros	156.8	113.2	120.5	108.6	111.4	122.6	138.4
Other non-current liabilities	million euros	7.0	7.9	4.8	0.4	2.8	2.3	29.5
Deferred tax liabilities	million euros	1.7	2.0	0.1	0.1	2.5	1.7	12.9
Current liabilities	million euros	168.5	164.5	161.3	197.1	217.7	251.9	416.4
Tax provisions	million euros	5.7	3.3	3.4	8.9	9.0	6.4	2.6
Other current provisions	million euros	37.7	42.7	46.2	51.2	58.7	51.9	52.5
Current financial liabilities	million euros	5.1	14.9	4.1	19.3	10.1	37.0	130.9
Trade payables and other liabilities	million euros	120.0	103.6	107.7	117.6	139.9	156.6	230.4
Total equity and liabilities	million euros	771.7	769.2	813.1	889.1	985.9	1,083.3	1,338.8
<b>Balance sheet ratios</b>								
Equity ratio	%	50.1	56.6	58.6	59.6	60.6	60.5	51.5
Asset coverage		256.5	279.5	301.7	321.7	321.6	261.0	261.6
Gross debt	million euros	161.9	128.1	124.6	127.9	121.5	159.6	269.3
Net debt	million euros	92.1	43.9	-17.9	-69.0	-27.2	-9.1	201.0
Working capital	million euros	217.5	215.5	209.9	214.8	216.8	217.8	268.1
Working capital ratio	%	36.9	32.2	30.7	28.7	26.0	25.5	34.9
Debt to equity ratio		1.0	0.8	0.7	0.7	0.6	0.7	0.9
Total return on investment based on EBT	%	6.0	7.5	8.0	9.0	9.3	7.9	4.0
Return on equity based on EBT	%	11.9	13.2	13.6	15.1	15.3	13.0	7.7
ROCE	%	13.0	13.5	15.6 <sup>3</sup>	18.2 <sup>3</sup>	20.2	14.7	8.4
<b>Dividend key figures</b>								
Dividend per share	euros	0.20	0.22	0.25	0.30	0.35	0.13	0.25 <sup>4</sup>
Pay out ratio on earnings attributable to shareholders	%	27.5	25.4	24.9	23.7	22.9	11.0	34.2 <sup>4</sup>
Dividend yield based on year-end stock exchange price	%	1.9	1.5	1.5	1.1	1.5	0.5	1.0 <sup>4</sup>

<sup>1</sup> External revenue

<sup>2</sup> Based on total revenue

<sup>3</sup> Continued operations

<sup>4</sup> Subject to approval by the annual general meeting