

Key figures of the first three months 2020/2019

in million euros	Jan. – Mar. 2020	Jan. – Mar. 2019	Change in %
Revenue	164.4	184.0	– 10.6
Revenue (adjusted)¹	164.4	178.3	– 7.8
EBITDA	13.6	23.8	– 42.9
EBITDA (adjusted)²	17.3	23.8	– 27.4
EBITDA margin	8.3%	12.9%	
EBITDA margin (adjusted)²	10.5%	12.9%	
EBIT	2.5	12.8	– 80.5
EBIT (adjusted)²	6.2	12.8	– 51.8
EBIT margin	1.5%	7.0%	
EBIT margin (adjusted)²	3.8%	7.0%	
Earnings after tax	– 0.4	10.2	n/a
Earnings per share in euros	– 0.01	0.18	n/a
Free cash flow	14.4	– 5.1	n/a
Free cash flow (adjusted)²	15.1	– 5.1	n/a
Order intake	211.7	210.4	0.6
Order intake (adjusted)¹	211.7	204.4	3.6

	March 31, 2020	Dec. 31, 2019	March 31, 2019
Order backlog (in million euros)	522.5	466.1	548.9
Order backlog (in million euros, adjusted)¹	522.5	464.7	547.2
Frame contracts (in million euros)	50.3	49.9	57.9
Employees (incl. trainees)	4,093	4,122	4,059
Employees (incl. trainees, adjusted)¹	4,093	4,089	4,027

¹ Prior year figures without HILLOS GmbH

² Figures without non-recurring effects for site optimization, structural adjustments, restructuring, efficiency measures and costs related to M&A activities.

Please note that there may be rounding differences in this report compared to the mathematically exact amounts (currency units, percentages).

Jena, May 13, 2020