



MORE LIGHT

## Key figures of the first six months 2021/2020

	Jan. – June 2021	Jan. – June 2020	Change in %	April – June 2021	April – June 2020	Change in %
<b>Order intake (in million euros)</b>	<b>508.4</b>	<b>333.9</b>	<b>52.2</b>	<b>240.0</b>	<b>122.2</b>	<b>96.4</b>
Light & Optics	269.6	141.2	90.9	136.9	66.9	104.7
Light & Production	109.6	63.3	73.0	45.2	3.1	1,351.2
Light & Safety	64.6	41.9	54.3	23.3	19.6	19.1
VINCORION	63.5	84.3	- 24.7	34.7	30.9	12.2
Other <sup>1</sup>	1.1	3.2		- 0.1	1.7	
<b>Revenue (in million euros)</b>	<b>389.3</b>	<b>329.0</b>	<b>18.3</b>	<b>213.3</b>	<b>164.6</b>	<b>29.6</b>
Light & Optics	207.3	139.5	48.6	113.1	70.1	61.3
Light & Production	78.0	72.6	7.5	41.3	33.7	22.7
Light & Safety	42.8	55.7	- 23.2	23.6	29.2	- 19.3
VINCORION	60.0	58.8	2.1	34.6	30.6	13.0
Other <sup>1</sup>	1.1	2.4		0.6	0.9	
<b>EBITDA (in million euros)</b>	<b>73.7</b>	<b>37.9</b>	<b>94.6</b>	<b>53.7</b>	<b>24.3</b>	<b>121.3</b>
Light & Optics	65.5	30.0	118.5	46.2	15.5	199.1
Light & Production	3.7	- 4.4	n/a	3.9	- 0.3	n/a
Light & Safety	3.3	10.6	- 68.5	3.2	5.7	- 44.3
VINCORION	6.3	4.1	53.3	3.3	3.2	3.6
Other <sup>1</sup>	- 5.2	- 2.4		- 2.9	0.3	
<b>EBITDA margin</b>	<b>18.9%</b>	<b>11.5%</b>		<b>25.2%</b>	<b>14.7%</b>	
Light & Optics <sup>2</sup>	31.5%	21.4%		40.7%	21.9%	
Light & Production <sup>2</sup>	4.7%	- 6.1%		9.4%	- 0.9%	
Light & Safety <sup>2</sup>	7.8%	19.0%		13.4%	19.4%	
VINCORION <sup>2</sup>	10.6%	7.0%		9.5%	10.3%	
<b>EBIT (in million euros)</b>	<b>46.2</b>	<b>15.6</b>	<b>197.1</b>	<b>40.2</b>	<b>13.1</b>	<b>207.5</b>
<b>EBIT margin</b>	<b>11.9%</b>	<b>4.7%</b>		<b>18.8%</b>	<b>7.9%</b>	
<b>Earnings after tax (in million euros)</b>	<b>37.7</b>	<b>10.6</b>	<b>257.2</b>	<b>34.0</b>	<b>11.0</b>	<b>209.7</b>
<b>Earnings per share (in euros)</b>	<b>0.65</b>	<b>0.18</b>	<b>253.6</b>	<b>0.58</b>	<b>0.19</b>	<b>202.3</b>
<b>Free cash flow (in million euros)</b>	<b>11.6</b>	<b>16.0</b>	<b>- 27.8</b>	<b>- 4.2</b>	<b>1.6</b>	<b>n/a</b>
<b>Cash conversion rate</b>	<b>15.7%</b>	<b>42.3%</b>		<b>&lt; 0</b>	<b>6.5%</b>	

	June 30, 2021	Dec. 31, 2020	June 30, 2020
<b>Order backlog (in million euros)</b>	<b>586.0</b>	<b>460.1</b>	<b>478.0</b>
Light & Optics	239.3	179.1	139.6
Light & Production	106.1	74.7	89.9
Light & Safety	68.8	46.0	54.1
VINCORION	171.7	160.3	193.6
Other <sup>1</sup>	0	0	0.8
<b>Frame contracts (in million euros)</b>	<b>58.0</b>	<b>42.3</b>	<b>44.4</b>
<b>Employees (head count and incl. trainees)</b>	<b>4,362</b>	<b>4,472</b>	<b>3,998</b>
Light & Optics	1,889	1,845	1,366
Light & Production	941	1,040	1,048
Light & Safety	498	489	480
VINCORION	743	775	792
Other <sup>1</sup>	291	323	312

<sup>1</sup> Other includes Corporate Center (holding, shared services, real estate) and consolidation.

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



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

OTTO Vision Technology GmbH (OTTO) has been part of the Light & Optics division since January 1, 2021. In the prior year the company was part of the Light & Production division. For this reason, the figures reported here for the comparative periods differ from the figures in the respective prior-year reports.

Jena, August 11, 2021