

## KEY FIGURES OF THE PALFINGER GROUP

EUR thousand	2011	2012	2013	2014	2015
<b>Income statement</b>					
Revenue	845,677	935,215	973,909 <sup>(6)</sup>	1,063,421	1,229,892
EBITDA	96,764	97,950	100,692 <sup>(6)</sup>	104,637	145,330
EBITDA margin	11.4%	10.5%	10.3% <sup>(6)</sup>	9.8%	11.8%
EBIT	67,528 <sup>(6)</sup>	68,039 <sup>(6)</sup>	68,957 <sup>(6)</sup>	66,079 <sup>(6)</sup>	104,375
EBIT margin	8.0% <sup>(6)</sup>	7.3% <sup>(6)</sup>	7.1% <sup>(6)</sup>	6.2% <sup>(6)</sup>	8.5%
Result before income tax	56,611 <sup>(6)</sup>	53,310 <sup>(6)</sup>	56,037 <sup>(6)</sup>	54,165 <sup>(6)</sup>	92,974
Consolidated net result for the period	41,710 <sup>(6)</sup>	40,149 <sup>(6)</sup>	38,749 <sup>(6)</sup>	38,162 <sup>(6)</sup>	64,366
<b>Balance sheet</b>					
Total assets	738,449 <sup>(6)</sup>	811,854 <sup>(6)</sup>	837,287 <sup>(6)</sup>	1,122,425 <sup>(6)</sup>	1,212,364
Net working capital (average)	119,186 <sup>(6)</sup>	151,855 <sup>(6)</sup>	170,746 <sup>(6)</sup>	174,496 <sup>(6)</sup>	178,969
Capital employed (average)	500,004 <sup>(6)</sup>	551,257 <sup>(6)</sup>	591,249 <sup>(6)</sup>	705,316 <sup>(6)</sup>	834,911
Equity	351,948 <sup>(6)</sup>	363,799 <sup>(6)</sup>	379,695 <sup>(6)</sup>	454,650 <sup>(6)</sup>	510,658
Equity ratio	47.7% <sup>(6)</sup>	44.8% <sup>(6)</sup>	45.3% <sup>(6)</sup>	40.5% <sup>(6)</sup>	42.1%
Net debt	166,876	217,565	219,980 <sup>(6)</sup>	356,600	347,913
Gearing	47.4% <sup>(6)</sup>	59.8% <sup>(6)</sup>	57.9% <sup>(6)</sup>	78.4% <sup>(6)</sup>	68.1%
<b>Cash flows and investments</b>					
Cash flows from operating activities	37,662	55,394	69,236 <sup>(6)</sup>	47,208	110,623
Free cash flows	11,695	(3,103)	28,993 <sup>(6)</sup>	(159,525) <sup>(6)</sup>	54,704
Net investments	23,673	40,799	31,723 <sup>(6)</sup>	175,855	60,440
Depreciation, amortization and impairment	29,237 <sup>(6)</sup>	29,911 <sup>(6)</sup>	31,735 <sup>(6)</sup>	38,558 <sup>(6)</sup>	40,955
<b>Value creation</b>					
ROCE	11.1%	10.2%	9.0% <sup>(6)</sup>	7.4%	9.6%
ROE	14.0% <sup>(6)</sup>	12.6% <sup>(6)</sup>	11.7% <sup>(6)</sup>	10.5% <sup>(6)</sup>	14.8%
EVA	20,403 <sup>(6)</sup>	18,863 <sup>(6)</sup>	9,535 <sup>(6)</sup>	6,713 <sup>(6)</sup>	25,880
WACC	7.0%	6.8% <sup>(6)</sup>	7.4%	6.5%	6.5%
<b>Environment</b>					
Index: Energy consumption in relation to revenue	100.0%	95.7%	95.8% <sup>(2)</sup>	91.6% <sup>(2)</sup>	87.4%
Index: Greenhouse gas emissions in relation to revenue	100.0%	95.8%	95.6% <sup>(2)</sup>	91.1% <sup>(2)</sup>	89.0%
Index: Hazardous waste in relation to revenue	100.0%	99.9%	94.4% <sup>(2)</sup>	91.4% <sup>(2)</sup>	110.5%
Suppliers with excellent and good environmental management	32.0%	n.a. <sup>(4)</sup>	62.0%	64.0%	67.0%
<b>Human resources</b>					
Annual average payroll <sup>(1)</sup>	5,600	6,175	6,490 <sup>(2)</sup>	8,030	8,995
Employee turnover	9.5%	11.4%	10.3%	10.0%	13.6%
Staff absence due to industrial accidents (in % of regular working time)	0.22%	0.20%	0.18%	0.11%	0.13%
Training hours per employee <sup>(3)</sup>	8.6	8.5	11.9	12.0	15.0
<b>Share</b>					
Number of shares	35,730,000	35,730,000	35,730,000	37,593,258	37,593,258
Market capitalization	440,551	587,401	1,030,810	789,082	994,342
Price as at year end (EUR)	12.33	16.44	28.85	20.99	26.45
Earnings per share (EUR)	1.18 <sup>(6)</sup>	1.13 <sup>(6)</sup>	1.09 <sup>(6)</sup>	1.04 <sup>(6)</sup>	1.73
Operating cash flows per share (EUR)	1.06	1.57	1.96 <sup>(6)</sup>	1.26	2.97
Dividend per share (EUR)	0.38	0.38	0.41	0.34	0.57 <sup>(5)</sup>

1) Consolidated Group companies excluding equity shareholdings, as well as excluding temporary workers.

2) Adjustments with retrospective effect, due to adjusted incorrect system boundaries.

3) Deviating reporting boundaries due to sites that do not report these indicators.

4) No supplier evaluation took place in 2012.

5) Of which EUR 0.18 was paid out in December 2015 as an interim dividend. Proposal for presentation to the Annual General Meeting: EUR 0.39.

6) Figures were adjusted with retrospective effect (see Note (14)).