



Key figures of the first six months 2020/2019

in million euros	Jan. – June 2020	Jan. – June 2019	Change in %	April – June 2020	April – June 2019	Change in %
Revenue (adjusted)¹	329.0	373.4	– 11.9	164.6	195.1	– 15.7
Revenue	329.0	383.1	– 14.1	164.6	199.1	– 17.4
EBITDA (adjusted)²	42.2	54.3	– 22.3	24.9	30.5	– 18.3
EBITDA	37.9	54.0	– 29.9	24.3	30.2	– 19.6
EBITDA margin (adjusted)²	12.8%	14.5%		15.2%	15.6%	
EBITDA margin	11.5%	14.1%		14.7%	15.2%	
EBIT (adjusted)²	19.6	32.5	– 39.7	13.5	19.7	– 31.8
EBIT	15.6	32.2	– 51.7	13.1	19.4	– 32.6
EBIT margin (adjusted)²	6.0%	8.7%		8.2%	10.1%	
EBIT margin	4.7%	8.4%		7.9%	9.7%	
Earnings after tax	10.6	24.2	– 56.4	11.0	14.0	– 21.8
Earnings per share in euros	0.18	0.42	– 56.6	0.19	0.25	– 22.8
Free cash flow (adjusted)²	17.8	– 14.6	n/a	2.7	– 9.5	n/a
Free cash flow	16.0	– 14.6	n/a	1.6	– 9.5	n/a
Cash conversion rate (adjusted)²	42.0%	– 27.0%		10.6%	– 31.3%	
Cash conversion rate	42.3%	– 27.1%		6.5%	– 31.6%	
Order intake (adjusted)¹	333.9	381.6	– 12.5	122.2	177.2	– 31.0
Order intake	333.9	392.5	– 14.9	122.2	182.2	– 32.9

	June 30, 2020	Dec. 31, 2019	June 30, 2019
Order backlog (in million euros, adjusted)¹	478.0	464.7	520.7
Order backlog (in million euros)	478.0	466.1	522.5
Frame contracts (in million euros)	44.4	49.9	56.8
Employees (incl. trainees, adjusted)¹	3,998	4,089	4,041
Employees (incl. trainees)	3,998	4,122	4,074

¹ Prior-year figures without HILLOS GmbH

² Figures adjusted for structural and portfolio measures (see explanation on pages 9 and 30 in the report)

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

Jena, August 6, 2020