



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

	Jan. – Mar. 2021	Jan. – Mar. 2020	Change in %
<b>Revenue (in million euros)</b>	<b>176.0</b>	<b>164.4</b>	<b>7.0</b>
Light & Optics	94.2	69.3	35.8
Light & Production	36.7	38.9	– 5.8
Light & Safety	19.2	26.5	– 27.6
VINCORION	25.4	28.1	– 9.7
Other <sup>1</sup>	0.5	1.5	
<b>EBITDA (in million euros)</b>	<b>20.0</b>	<b>13.6</b>	<b>47.1</b>
Light & Optics	19.3	14.5	32.8
Light & Production	– 0.2	– 4.1	95.2
Light & Safety	0.2	4.9	– 96.4
VINCORION	3.1	1.0	215.9
Other <sup>1</sup>	– 2.3	– 2.7	
<b>EBITDA margin</b>	<b>11.4%</b>	<b>8.3%</b>	
Light & Optics <sup>2</sup>	20.4%	20.8%	
Light & Production <sup>2</sup>	– 0.5%	– 10.6%	
Light & Safety <sup>2</sup>	0.9%	18.6%	
VINCORION <sup>2</sup>	12.0%	3.4%	
<b>EBIT (in million euros)</b>	<b>6.1</b>	<b>2.5</b>	<b>142.7</b>
<b>EBIT margin</b>	<b>3.4%</b>	<b>1.5%</b>	
<b>Earnings after tax (in million euros)</b>	<b>3.8</b>	<b>– 0.4</b>	<b>n/a</b>
<b>Earnings per share (in euros)</b>	<b>0.07</b>	<b>– 0.01</b>	<b>n/a</b>
<b>Free cash flow (in million euros)</b>	<b>15.7</b>	<b>14.4</b>	<b>9.2</b>
<b>Cash conversion rate</b>	<b>78.8%</b>	<b>106.0%</b>	
<b>Order intake (in million euros)</b>	<b>268.3</b>	<b>211.7</b>	<b>26.8</b>
Light & Optics	132.7	74.3	78.5
Light & Production	64.4	60.2	6.9
Light & Safety	41.2	22.3	85.3
VINCORION	28.8	53.4	– 46.1
Other <sup>1</sup>	1.3	1.5	

	March 31, 2021	Dec. 31, 2020	March 31, 2020
<b>Order backlog (in million euros)</b>	<b>561.3</b>	<b>460.1</b>	<b>522.5</b>
Light & Optics	219.0	179.1	142.6
Light & Production	99.7	74.7	121.6
Light & Safety	69.4	46.0	63.5
VINCORION	172.4	160.3	194.9
Other <sup>1</sup>	0.7	0.0	0.0
<b>Frame contracts (in million euros)</b>	<b>46.9</b>	<b>42.3</b>	<b>50.3</b>
<b>Employees (head count and incl. trainees)</b>	<b>4,401</b>	<b>4,472</b>	<b>4,093</b>
Light & Optics	1,872	1,845	1,380
Light & Production	995	1,040	1,108
Light & Safety	491	489	489
VINCORION	756	775	801
Other <sup>1</sup>	287	323	315

<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, May 11, 2021