

# GROUP FIGURES

## KEY FINANCIAL PERFORMANCE INDICATORS:

EARNINGS RATIOS <sup>1)</sup>		2016	2017	2018	2019	2020
Revenue	in m€	1,343.0	1,533.0	1,559.6	1,520.1	1,530.4
EBITDA	in m€	198.4	218.9	252.5	240.8	233.5
EBIT	in m€	122.3	132.5	161.2	131.7	107.2
EBITDA margin	in per cent	14.8%	14.3%	16.2%	15.8%	15.3%
EBIT margin	in per cent	9.1%	8.6%	10.3%	8.7%	7.0%

## OTHER FINANCIAL FIGURES:

EARNINGS RATIOS <sup>1)</sup>		2016	2017	2018	2019	2020
Earnings after taxes	in m€	89.0	83.9	114.2	95.7	69.5
Earnings after minorities	in m€	52.1	44.7	67.5	54.5	34.9

BALANCE SHEET RATIOS		12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020
Balance sheet total	in m€	1,423.8	1,465.2	1,353.9	1,613.9	1,686.0
Equity	in m€	454.9	528.6	550.8	618.6	654.1
Equity ratio	in per cent	32.0%	36.1%	40.7%	38.3%	38.8%
Working capital employed <sup>2)</sup>	in m€	245.2	238.4	245.3	274.2	181.5
Net debt <sup>3)</sup>	in m€	364.6	375.0	323.3	395.8	312.4
Gearing <sup>4)</sup>	in per cent	80.1%	70.9%	58.7%	64.0%	47.8%

CASH-FLOW AND CAPEX		2016	2017	2018	2019	2020
Cash flow from operating activities	in m€	167.8	161.3	85.5	257.4	312.8
Cash flow from investing activities	in m€	-158.8	-154.0	-102.1	-165.7	-147.0
Free cash flow <sup>5)</sup>	in m€	9.0	7.3	-16.7	91.6	165.8
Cash flow from financing activities	in m€	139.2	-118.0	-63.3	-20.6	-104.7
Capital expenditure <sup>1) 6)</sup>	in m€	143.1	176.3	165.1	148.9	150.2

VALUE CREATION		12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020
ROCE (Return on capital employed) <sup>7)</sup>	in per cent	13.9%	13.9%	16.6%	12.7%	9.7%
ROE (Return on equity) <sup>8)</sup>	in per cent	21.2%	17.1%	21.2%	16.4%	10.9%
ROIC (Return on invested capital) <sup>9)</sup>	in per cent	11.7%	10.4%	13.6%	10.6%	7.7%

STOCK EXCHANGE RATIOS <sup>10)</sup>		12/31/2016	12/31/2017	12/31/2018	12/31/2019	12/31/2020
Share price as of December 31; SIX Swiss Exchange <sup>11)</sup>	in CHF	5.35	7.39	60.60	54.00	71.10
Number of shares <sup>11)</sup>	in m shares	225.39	225.39	22.54	22.54	22.54
Market capitalization <sup>12)</sup>	in m CHF	1,205.82	1,665.61	1,365.84	1,217.09	1,602.50
Earnings per share <sup>13)</sup>	in €	2.31	1.98	2.99	2.42	1.56
Book value per share <sup>13) 14)</sup>	in €	20.18	23.45	24.44	27.45	29.02

## NON-FINANCIAL KEY PERFORMANCE INDICATORS:

		2016	2017	2018	2019	2020
Employees <sup>15)</sup>	Headcount	5,069	5,887	4,303	4,368	4,586
Unit sales total <sup>16)</sup>	Number of units	203,340	238,334	261,454	280,099	326,471
Unit sales motorcycles <sup>17)</sup>	Number of units	203,340	238,334	261,454	280,099	270,407
Unit sales e-bikes	Number of units	-	-	-	-	56,064

## OTHER NON-FINANCIAL FIGURES:

		2016	2017	2018	2019	2020
Production motorcycles worldwide <sup>18)</sup>	Number of units	199,068	243,442	259,051	260,564	265,321
Production motorcycles in Mattighofen <sup>19)</sup>	Number of units	134,584	151,645	171,297	160,098	140,252
t CO <sub>2</sub> -e per vehicle sold (Scope 1-3)	in t CO <sub>2</sub> -e	-	-	3.84	3.82	3.68
Fleet emissions	Ø in g/km	-	-	81.82	79.09	78.44
Fleet consumption	Ø in l/100 km	-	-	3.52	3.41	3.40
Employees in R&D as % of total employees	in per cent	15.10	14.50	15.80	18.10	17.60
R&D expenses from revenue	in per cent	7.90	8.30	8.70	9.10	9.00
Proportion of female employees	in per cent	-	-	22.96	22.59	22.37

- 1) Previous years 2016 to 2018 also include the discontinued operation (Pankl-Group)
- 2) Working capital employed = inventories + trade receivables - trade payables
- 3) Net debt = financial liabilities (current, non-current) - cash
- 4) Gearing = net debt / equity
- 5) Free cash flow = cash flow from operating activities + cash flow from investing activities
- 6) Additions to property, plant and equipment and intangible assets according to the schedule of investments, excluding lease additions (IFRS 16)
- 7) ROCE = EBIT / average capital employed; Capital employed = Property, plant and equipment + goodwill + intangible assets + working capital employed
- 8) ROE = earnings after taxes / average equity
- 9) ROIC = NOPAT / average capital employed; NOPAT = EBIT - taxes
- 10) Since November 14<sup>th</sup>, 2016 listing on SIX Swiss Exchange
- 11) Reverse stock split in a ratio 10:1 in April 2018
- 12) Calculation also includes 193,340 numbers of treasury shares as of December 31<sup>st</sup>, 2020 (previous year December 31<sup>st</sup>, 2019: 108,015 numbers)
- 13) Calculation in 2016 and 2017 adjusted to the new number of shares after reverse stock split in a ratio 10:1
- 14) Equity / number of shares
- 15) Number of employees on the reporting day (including temporary staff); Previous years 2016 to 2018 also include the discontinued operation (Pankl-Group)
- 16) Including motorcycles sold by partner Bajaj; excluding non e-bikes
- 17) Including motorcycles sold by partner Bajaj
- 18) Including small-engine KTM and Husqvarna models produced by partner Bajaj in India; from 2020 including the number of units produced in Spain (3,092)
- 19) Annual production units at the headquarter in Austria