

# GROUP FIGURES

## KEY FINANCIAL PERFORMANCE INDICATORS:

EARNINGS RATIOS <sup>1)</sup>		2017	2018	2019	2020	2021
Revenue	in m€	1,533.0	1,559.6	1,520.1	1,530.4	2,041.7
EBITDA	in m€	218.9	252.5	240.8	233.5	332.2
EBIT	in m€	132.5	161.2	131.7	107.2	193.5
EBITDA margin	in percent	14.3%	16.2%	15.8%	15.3%	16.3%
EBIT margin	in percent	8.6%	10.3%	8.7%	7.0%	9.5%

## OTHER FINANCIAL FIGURES:

EARNINGS RATIOS <sup>1)</sup>		2017	2018	2019	2020	2021
Earnings after taxes	in m€	83.9	114.2	95.7	69.5	142.9
Earnings after minorities	in m€	44.7	67.5	54.5	34.9	82.5

BALANCE SHEET RATIOS		12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021
Balance sheet total	in m€	1,465.2	1,353.9	1,613.9	1,686.0	2,033.7
Equity	in m€	528.6	550.8	618.6	654.1	765.6
Equity ratio	in percent	36.1%	40.7%	38.3%	38.8%	37.6%
Working capital employed <sup>2)</sup>	in m€	238.4	245.3	274.2	181.5	160.5
Net debt <sup>3)</sup>	in m€	375.0	323.3	395.8	312.4	189.9
Gearing <sup>4)</sup>	in percent	70.9%	58.7%	64.0%	47.8%	24.8%

CASH-FLOW AND CAPEX		2017	2018	2019	2020	2021
Cash flow from operating activities	in m€	161.3	85.5	257.4	312.8	367.4
Cash flow from investing activities	in m€	-154.0	-102.1	-165.7	-147.0	-195.1
Free cash flow <sup>5)</sup>	in m€	7.3	-16.7	91.6	165.8	172.2
Cash flow from financing activities	in m€	-118.0	-63.3	-20.6	-104.7	-27.6
Capital expenditure <sup>1) 6)</sup>	in m€	176.3	165.1	148.9	150.2	178.5

VALUE CREATION		12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021
ROCE (Return on capital employed) <sup>7)</sup>	in percent	13.9%	16.6%	12.7%	9.7%	17.4%
ROE (Return on equity) <sup>8)</sup>	in percent	17.1%	21.2%	16.4%	10.9%	20.1%
ROIC (Return on invested capital) <sup>9)</sup>	in percent	10.4%	13.6%	10.6%	7.7%	13.0%

STOCK EXCHANGE RATIOS <sup>10)</sup>		12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021
Share price as of December 31; SIX Swiss Exchange <sup>11)</sup>	in CHF	7.39	60.60	54.00	71.10	94.00
Number of shares <sup>11)</sup>	in m shares	225.39	22.54	22.54	22.54	33.80
Market capitalization <sup>12)</sup>	in m CHF	1,665.61	1,365.84	1,217.09	1,602.50	3,176.87
Earnings per share <sup>13)</sup>	in €	1.98	2.99	2.42	1.56	3.34
Book value per share <sup>13) 14)</sup>	in €	23.45	24.44	27.45	29.02	22.65

## NON-FINANCIAL KEY PERFORMANCE INDICATORS:

		2017	2018	2019	2020	2021
Employees <sup>15)</sup>	Headcount	5,887	4,303	4,368	4,586	5,249
Unit sales motorcycles <sup>16)</sup>	Number of units	238,334	261,454	280,099	270,407	332,881
Unit sales e-bicycles	Number of units	-	-	-	56,064	76,916
Unit sales Powered Two-Wheelers (PTWs) <sup>17)</sup>	Number of units	238,334	261,454	280,099	326,471	409,797
Unit sales bicycles (without electric drive)	Number of units	-	-	-	17,213	25,837
Unit sales total: motorcycles and (e)-bicycles	Number of units	238,334	261,454	280,099	343,684	435,634

## OTHER NON-FINANCIAL FIGURES:

		2017	2018	2019	2020	2021
Production motorcycles worldwide <sup>18)</sup>	Number of units	243,442	259,051	260,564	265,321	323,931
Production motorcycles in Mattighofen <sup>19)</sup>	Number of units	151,645	171,297	160,098	140,252	178,992
t CO <sub>2</sub> -e per vehicle sold (Scope 1-3)	in t CO <sub>2</sub> -e	-	3.84	3.83	3.67	2.92
Fleet emissions motorcycles <sup>20)</sup>	Ø in g/km	-	81.82	79.09	78.67	79.36
Fleet emissions incl. e-bicycles	Ø in g/km	-	-	-	-	61.14
Fleet consumption	Ø in l/100 km	-	3.52	3.41	3.39	3.41
Employees in R&D as % of total employees	in percent	14.50	15.80	18.10	17.60	18.60
R&D expenses from revenue	in percent	8.30	8.70	9.10	9.00	8.00
Share of female employees	in percent	-	22.96	22.59	22.37	24.16

1) Previous years 2017 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 14th, 2016 listing on SIX Swiss Exchange

11) Reverse stock split in a ratio 10:1 in April 2018

12) Calculation includes no treasury shares as of December 31st, 2021 (previous year 12/31/2020: 193,340 numbers)

13) Calculation in 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 year 2017 also includes the discontinued operation (Pankl-Group)

16) Including motorcycles sold by partner Bajaj

17) Including motorcycles sold by partner Bajaj; excluding bicycles without electric drive

18) Including small-engine KTM and Husqvarna models produced by partner Bajaj in India; since 2020 including the number of units produced in Spain (2021: 2,532; 2020: 3,092)

19) Annual production units at the headquarter in Austria

20) CO<sub>2</sub> fleet emissions increased by 0.69 g/km in the reporting year, due to the strong growth in sales of ICE models with medium and large displacements (> 500cc).