

## Development of Key Figures (5 years)

NOVOMATIC AG

| Group Key Figures                                                    | Unit  | 2012    | 2013    | 2014    | 2015    | 2016    |
|----------------------------------------------------------------------|-------|---------|---------|---------|---------|---------|
| <b>Development of Earnings</b>                                       |       |         |         |         |         |         |
| Revenues                                                             | EUR m | 1,536.7 | 1,684.1 | 1,977.6 | 2,086.3 | 2,294.1 |
| Costs of material and other purchased services                       | EUR m | -208.1  | -235.5  | -252.8  | -282.8  | -358.6  |
| Personnel costs                                                      | EUR m | -376.6  | -431.3  | -512.4  | -567.8  | -676.8  |
| <b>EBITDA</b>                                                        | EUR m | 523.8   | 480.0   | 647.4   | 616.7   | 588.5   |
| EBITDA-margin                                                        | in %  | 34.1    | 28.5    | 32.7    | 29.6    | 25.7    |
| Depreciation and amortization                                        | EUR m | -242.0  | -305.2  | -284.1  | -301.3  | -324.4  |
| <b>EBIT (= operating profit)</b>                                     | EUR m | 281.8   | 174.8   | 363.3   | 315.4   | 264.1   |
| EBIT-margin                                                          | in %  | 18.3    | 10.4    | 18.4    | 15.1    | 11.5    |
| <b>Financial result</b>                                              | EUR m | -11.0   | -68.9   | 5.1     | -7.0    | -34.7   |
| <b>Earnings before taxes</b>                                         | EUR m | 270.8   | 105.9   | 368.4   | 308.5   | 229.4   |
| Income taxes                                                         | EUR m | -78.0   | -50.8   | -91.4   | -95.8   | -75.0   |
| <b>Profit after taxes</b>                                            | EUR m | 192.8   | 55.1    | 276.9   | 212.7   | 154.4   |
| <b>Development of Balance Sheet</b>                                  |       |         |         |         |         |         |
| Total equity and liabilities                                         | EUR m | 2,223.3 | 2,361.4 | 2,634.4 | 2,983.2 | 3,668.2 |
| <b>ASSETS</b>                                                        |       |         |         |         |         |         |
| <b>Non-current assets</b>                                            | EUR m | 1,432.1 | 1,483.1 | 1,479.4 | 1,783.7 | 2,127.1 |
| Property, plant and equipment                                        | EUR m | 814.2   | 810.3   | 799.0   | 856.9   | 955.1   |
| <b>Current assets</b>                                                | EUR m | 791.2   | 878.3   | 1,155.0 | 1,199.5 | 1,541.1 |
| Cash and cash equivalents                                            | EUR m | 367.2   | 417.6   | 627.2   | 585.4   | 877.8   |
| <b>EQUITY AND LIABILITIES</b>                                        |       |         |         |         |         |         |
| <b>Equity</b>                                                        | EUR m | 967.3   | 952.4   | 1,174.3 | 1,215.3 | 1,371.6 |
| <b>Non-current liabilities</b>                                       | EUR m | 860.0   | 965.1   | 788.9   | 1,204.8 | 1,582.3 |
| thereof non-current financial liabilities                            | EUR m | 755.9   | 825.9   | 636.5   | 1,043.7 | 1,395.1 |
| <b>Current liabilities</b>                                           | EUR m | 396.0   | 443.9   | 671.2   | 563.1   | 714.4   |
| thereof current financial liabilities                                | EUR m | 76.1    | 26.7    | 270.1   | 36.9    | 210.8   |
| <b>Cash Flow</b>                                                     |       |         |         |         |         |         |
| Cash Flow from operating activities                                  | EUR m | 386.3   | 432.7   | 444.5   | 417.4   | 429.2   |
| Cash Flow from investing activities                                  | EUR m | -296.1  | -283.8  | -195.7  | -439.9  | -519.8  |
| Cash Flow from financing activities                                  | EUR m | -238.7  | -101.6  | -47.8   | -105.2  | 474.5   |
| Free Cash Flow*                                                      | EUR m | 90.2    | 148.9   | 248.7   | -22.5   | -90.6   |
| <b>Key Performance Indicators</b>                                    |       |         |         |         |         |         |
| Equity ratio (equity capital/balance sheet total)                    | in %  | 43.5    | 40.3    | 44.6    | 40.7    | 37.4    |
| Return on equity (parent company shareholder result/ equity capital) | in %  | 19.9    | 6.6     | 23.2    | 17.1    | 10.8    |
| Return on assets (annual profit + interest cost)/balance sheet total | in %  | 10.3    | 4.0     | 12.0    | 8.2     | 5.2     |
| Working Capital (current assets - current liabilities)               | EUR m | 395.3   | 434.4   | 483.8   | 636.3   | 826.8   |
| Net debt                                                             | EUR m | 464.7   | 435.0   | 279.4   | 495.2   | 728.1   |
| Net debt / EBITDA                                                    | n/a   | 0.9x    | 0.9x    | 0.4x    | 0.8x    | 1.2x    |
| Interest coverage ratio (EBIT/ interest expense)                     | n/a   | 7.8x    | 4.4x    | 9.5x    | 9.8x    | 7.0x    |
| Asset coverage (equity capital/non-current assets)                   | in %  | 67.5    | 64.2    | 79.4    | 68.1    | 64.5    |
| Average number of employees worldwide                                | MA    | 13,352  | 15,826  | 17,984  | 19,956  | 23,391  |

\* Free Cash Flow = Cash Flow operating activities + Cash Flow investing activities