

KEY PERFORMANCE INDICATORS

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
INCOME STATEMENT (TEUR)										
Net turnover	384,901	465,446	399,979	1,791,479	2,125,297	2,362,355	3,372,866	3,239,672	3,822,306	4,234,680
Gross profit	67,335	81,211	74,874	292,334	308,364	323,637	440,220	481,507	545,700	587,126
Total costs	54,847	60,683	56,824	216,249	217,000	224,798	328,117	358,071	402,822	435,025
Earnings before interest, taxes, depreciation and amortisation (EBITDA)	12,488	20,528	18,050	76,085	91,364	98,839	112,103	123,436	142,878	152,101
Depreciation and amortisation	5,505	6,465	6,655	20,772	24,821	26,995	39,896	43,713	52,187	63,090
Earnings before interest and taxes (EBIT)	6,983	14,063	11,395	55,313	66,543	71,844	72,207	79,723	90,691	89,011
Profit from investments	4,426	3,512	4,636	1,109	-993	3,281	12,734	7,735	8,177	8,279
Net financial costs	6,499	7,362	5,337	22,260	16,852	15,578	17,483	13,609	17,913	13,268
Consolidated profit before tax (EBT)	4,910	10,213	10,694	34,162	48,698	59,547	67,458	73,849	80,955	84,022
Income taxes	-735	-595	-1,138	9,538	-5,050	-6,912	-12,144	-13,523	-15,696	-11,755
Group profit				43,700	43,648	52,635	55,314	60,326	65,259	72,267
Minority interest share				-10,144	-11,868	-19,455	-22,946	-23,942	-24,720	-24,477
Net profit for the year	4,175	9,618	9,556	33,556	31,780	33,180	32,368	36,384	40,539	47,790
BALANCE SHEET (TEUR)										
Intangible fixed assets	1,264	1,130	1,016	60,112	64,984	68,161	97,546	101,531	114,632	121,624
Tangible fixed assets	166,289	166,258	160,000	353,089	355,591	374,987	476,010	494,336	661,600	726,203
Financial fixed assets	26,213	40,258	54,516	28,446	54,133	65,971	68,888	79,281	119,465	130,177
Total fixed assets	193,766	207,646	215,532	441,647	474,708	509,119	642,444	675,148	895,697	978,004
Total current assets	141,466	134,726	112,076	423,709	436,949	589,137	672,938	734,593	954,800	988,511
Total assets	335,232	342,372	327,608	865,356	911,657	1,098,256	1,315,382	1,409,741	1,850,497	1,966,515
Equity	61,473	70,440	74,332	125,332	150,701	178,338	218,152	238,852	282,154	325,085
Minority interests				43,956	56,140	99,949	158,178	186,467	273,329	267,601
Consolidated equity				169,288	206,841	278,287	376,330	425,319	555,483	592,686
Provisions	10,104	6,336	4,322	11,971	4,640	16,043	4,083	6,404	11,264	10,060
Long-term liabilities	117,075	147,330	141,606	277,311	368,088	429,834	323,794	346,656	603,926	557,901
Short-term liabilities	146,580	118,266	107,348	406,786	332,088	374,092	611,175	631,362	679,824	805,868
Total liabilities	335,232	342,372	327,608	865,356	911,657	1,098,256	1,315,382	1,409,741	1,850,497	1,966,515
KEY PERFORMANCE INDICATORS										
Parent company										
Earnings before tax as a %age of turnover	1.3	2.2	2.7	2.7	3.2	3.4	3.5	4.1	4.5	5.6
Earnings after tax as a %age of turnover	1.1	2.1	2.4	4.1	3.6	3.5	3.4	3.9	4.3	5.3
Earnings before tax as a %age of equity	16.3	16.6	15.3	29.2	22.7	21.2	18.7	17.3	17.7	17.9
Earnings after tax as a %age of equity	13.8	15.6	13.6	45.1	25.4	22.0	18.2	16.7	17.0	16.9
Solvency ratio, %	18.5	20.7	22.9	24.9	23.7	24.5	29.7	30.4	24.6	28.1
Credit days/trade debtors	46	21	21	14	17	15	17	17	20	17
Group										
Earnings before tax as a %age of turnover	1.3	2.2	2.7	1.9	2.3	2.5	2.0	2.3	2.1	2.0
Earnings after tax as a %age of turnover	1.1	2.1	2.4	2.4	2.1	2.2	1.6	1.9	1.7	1.7
Earnings before tax as a %age of equity	16.3	16.6	15.2	46.0	28.8	28.8	24.2	19.6	19.0	15.1
Earnings after tax as a %age of equity	13.8	15.6	13.6	58.8	25.8	25.4	19.9	16.0	15.3	13.0
Solvency ratio, %	18.3	20.6	22.7	19.6	22.7	25.3	28.6	30.2	30.0	30.1
Credit days/trade debtors	46	21	22	20	16	22	20	22	24	25