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GLOSSARY OF KEY FINANCIAL FIGURES AND ALTERNATIVE PERFORMANCE MEASURES

- A**
- **Adjusted earnings per share**
Earnings per share adjusted for depreciation and amortization from purchase price allocation, impairment of goodwill and intangible assets, reversal of impairment losses on intangible assets, as well as restructuring and transaction costs.
 - **Adjusted EBIT**
Earnings before interest and taxes (EBIT) adjusted for special items such as depreciation and amortization from purchase price allocations, impairment of goodwill and intangible assets, reversal of impairment losses on intangible assets, as well as restructuring and transaction costs.
 - **Adjusted EBIT margin**
 $\text{Adjusted EBIT}/\text{sales} \times 100$
 - **Adjusted EBITDA**
Earnings before interest, taxes, depreciation and amortization adjusted for special items such as restructuring and transaction costs.
- C**
- **Cash conversion rate**
 $\text{Cash flow from operating activities before income taxes paid}/\text{adjusted EBIT} \times 100$
 - **Currency-adjusted sales growth**
To determine currency-adjusted sales, sales are adjusted for exchange rate effects, indicating the amount of sales had the exchange rates remained unchanged compared to the previous year.
 - **Currency effects**
Effects on sales resulting from a year-on-year change in the exchange rate of a foreign currency in relation to the Group's reporting currency Euro.
- D**
- **Days inventory outstanding**
 $\text{Inventory}/\text{cost of sales per day}$ (cost of sales in the quarter/90 days).
 - **Days payable outstanding**
 $\text{Trade payables}/\text{cost of sales per day}$ (cost of sales in the quarter/90 days).
 - **Days sales outstanding (DSO)**
 $\text{Trade receivables}/\text{sales per day}$ (sales in the quarter/90 days).
 - **Dividend payout ratio**
The total dividend paid as a percentage of the result for the period or the result for the period attributable to the parent company shareholders.
 - **Dividend yield**
 $\text{Dividend per share}/\text{share price} \times 100$
- E**
- **EBIT**
Earnings before interest and taxes
 - **EBITDA**
Earnings before interest, taxes, depreciation and amortization
 - **Equity ratio**
Equity as a percentage of total capital (=total assets)
- F**
- **FLAC**
Financial liabilities at amortized costs
 - **FLtPL**
Financial liabilities at fair value through profit and loss
 - **FLHfT**
Financial liabilities held for trading
 - **Free cash flow**
Net cash flow from operating activities less investments in property, plant and equipment and intangible assets.

— **Free Float**

The portion of a company's shares outstanding that are not closely held. According to Deutsche Börse AG, shareholdings in companies in excess of five percent are considered to be closely held. This definition does not include shares held by assets managers, funds, trusts or pension trusts.

G— **Gross margin**

Gross profit/sales x 100.

I— **Investment volume**

Investments in property, plant and equipment and intangible assets

— **Investment ratio**

Investments in property, plant and equipment and intangible assets/sales x 100.

L— **LaR**

Loans and receivables

— **Leverage ratio**

Net debt/EBITDA

— **Liquidity**

The sum of cash and cash equivalents and other short-term investments available lines of credit.

N— **Net debt**

The sum of current and non-current liabilities from interest-bearing loans and bonds less cash and cash equivalents and other short-term investments.

— **Net working capital**

Current assets less cash and cash equivalents, current non-interest bearing liabilities and current and non-current provisions.

— **Net working capital ratio**

The ratio of net working capital to fourth quarter sales extrapolated to the full year.

O— **OCI**

Other comprehensive income.

— **Organic sales**

Organic sales refer to the growth generated from within the company and excluding currency effects and contributions to sales from acquired or sold business entities.

P— **Personnel expenses per employee**

Personnel expenses (excluding restructuring and transaction costs)/average number of employees (excluding temporary employees).

— **Prime Standard**

A market segment of the official market of Deutsche Börse for companies which comply with special transparency standards.

— **Purchase Price Allocation (PPA)**

Distribution of the acquisition costs of a business combination to the identifiable assets, liabilities and contingent liabilities of the (acquired) company.

R— **Rating**

The assessment of a debtor's credit standing (creditworthiness).

— **R&D ratio**

R&D costs plus capitalized development costs/sales x 100

— **ROCE (Return on Capital Employed)**

The ratio of operating income and financial income to the average capital employed.

— **ROI (Return on Investment)**

The return on an investment.

S

— **Sales per employee**

Sales/average number of employees (including temporary workers).

T

— **Tax rate**

Income taxes/result before tax x 100

— **Total liquidity**

The sum of cash and cash equivalents and other short-term investments including arranged lines of credit.

W

— **WACC (Weighted Average Cost of Capital)**

The weighted average cost of capital.

LIST OF ABBREVIATIONS

A			G		
ACEA	—	European Automobile Manufacturers Association	GDP	—	Gross domestic product
APAC	—	Asia Pacific: Consists of the regions Asia, Australia and Oceania, which are located in the West Pacific or nearby.	I		
APM	—	Alternative Performance Measures	IAS	—	International Accounting Standards
ASEAN	—	Association of Southeast Asian Nations	IASB	—	International Accounting Standards Board
AR	—	Arkansas, USA	IFRIC	—	International Financial Reporting Interpretations Committee
B			IFRS	—	International Financial Reporting Standards
BRIC	—	Brazil, Russia, India and China	IfW	—	Institut für Weltwirtschaft (Institute for the World Economy)
B.S.	—	Bachelor of Science	IMF	—	International Monetary Fund
C			IR	—	Investor relations
CAD	—	IT system often used in engineering/product development	ISIN	—	International Securities Identification Number
CEO	—	Chief Executive Officer	ISO	—	International Organization for Standardization
CFO	—	Chief Financial Officer	IT	—	Information technology
COO	—	Chief Operating Officer	K		
CSR	—	Corporate Social Responsibility	KEUR	—	Thousands of euros
D			L		
DAX	—	Deutscher Aktienindex (German stock index)	LIBOR	—	London Interbank Offered Rate
DIN	—	Deutsches Institut für Normung (German Institute for Standardization)	M		
E			MAR	—	Market Abuse Regulation
EDP	—	Electronic Data Processing	MBA	—	Master of Business Administration
e.g.	—	for example	MDAX	—	Mid-cap German stock index
ELD	—	Electronic Logging Device	Mercosur	—	Common market in South America (member states: Argentina, Brazil, Paraguay, Uruguay and Venezuela)
EMEA/I	—	Consists of the regions Europe, Middle East, Africa and India.	MI	—	Michigan, USA
EU	—	European Union	Mn	—	Million
EURIBOR	—	European Interbank Offered Rate	MO	—	Missouri, USA
			M.S.	—	Master of Science

N			W	
n. a.	—	Not applicable	WKN	— Wertpapierkennnummer (Security identification number)
O			WpHG	— Wertpapierhandelsgesetz (German Securities Trading Act)
OEM	—	Original Equipment Manufacturer		
OES	—	Original Equipment Service		
OH	—	Ohio, USA		
P				
PPA	—	Purchase Price Allocation		
p. a.	—	per annum		
R				
R&D	—	Research & Development		
S				
SDAX	—	Small-Cap German stock index		
STAN-countries	—	Afghanistan, Kazakhstan, Kyrgyzstan, Pakistan, Tajikistan, Turkmenistan and Uzbekistan		
T				
TX	—	Texas, USA		
U				
UAE	—	United Arab Emirates		
US	—	United States of America		
USA	—	United States of America		
USD	—	US dollar		
V				
VDA	—	Verband der Automobilindustrie (German Association of the Automotive Industry)		

FINANCIAL CALENDAR AND CONTACT INFORMATION

FINANCIAL CALENDAR

April 26, 2017

Annual General Meeting 2018

May 9, 2017

Report on Q1 2018 results

August 9, 2017

Report on Half-year 2018 results

November 8, 2017

Report on Q3 2018 results

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