

BUSINESS DEVELOPMENT 2010 – 2014

This overview may include historically adjusted values in order to ensure comparability with 2014.

€ million

Earnings performance

Total revenues

Sales

Operating result (EBIT)

Margin (% of sales)

EBITDA

Margin (% of sales)

One-time items

EBITDA pre one-time items

Margin (% of sales)

Profit before income tax

Profit after tax

Earnings per share (in €)¹

Assets and liabilities

Total assets

Non-current assets

– thereof intangible assets (incl. goodwill)

– thereof property, plant and equipment

Current assets

– thereof cash and cash equivalents

– thereof trade accounts receivable

– thereof inventories

Financial liabilities

– thereof current

– thereof non-current

Net equity

Liquidity

Capital expenditure on intangible assets²

Capital expenditure on property, plant and equipment²

Business free cash flow

Net financial debt

Other key data

Equity ratio (in %)

Research and development³

Dividend per share (in €)

Employees (number as of December 31)

¹Taking into account the share split; previous year's figures have been adjusted accordingly.

²According to the Consolidated Cash Flow Statement.

³Fiscal 2013 has been adjusted, see "Accounting and measurement principles" in the Notes to the Consolidated Financial Statements.

⁴The proposal on the appropriation of profits for 2014 takes into account the share split.

2010	2011	2012	2013	2014	Change in %
9,291	10,276	11,173	11,095	11,501	3.7
8,929	9,906	10,741	10,700	11,291	5.5
1,113	1,132	964	1,611	1,762	9.4
12.5	11.4	9.0	15.1	15.6	
2,457	2,731	2,360	3,069	3,123	1.7
27.5	27.6	22.0	28.7	27.7	
-88	7	-605	-184	-265	43.9
2,545	2,724	2,965	3,253	3,388	4.1
28.5	27.5	27.6	30.4	30.0	
861	839	709	1,389	1,557	12.1
642	618	579	1,209	1,165	-3.7
1.45	1.39	1.30	2.77	2.66	-4.0
22,388	22,122	21,643	20,819	26,010	24.9
16,724	15,723	15,017	13,434	15,530	15.6
12,484	11,764	10,945	9,867	11,396	15.5
3,241	3,113	2,954	2,647	2,990	13.0
5,664	6,399	6,626	7,385	10,480	41.9
944	938	730	981	2,879	193.5
2,296	2,328	2,115	2,021	2,236	10.6
1,674	1,691	1,534	1,474	1,660	12.6
5,484	5,539	4,454	3,698	5,637	52.4
356	1,394	1,091	440	2,076	-
5,127	4,145	3,362	3,257	3,561	9.3
10,372	10,494	10,415	11,069	11,801	6.6
104	80	144	110	143	30.8
396	366	329	407	481	18.1
1,275	2,262	2,969	2,960	2,605	-12.0
4,484	3,484	1,926	307	559	82.3
46.3	47.4	48.1	53.2	45.4	
1,397	1,514	1,511	1,507	1,704	13.1
1.25	1.50	1.70	1.90	1.00 ^a	-
40,562	40,676	38,847	38,154	39,639	3.9