

ADDITIONAL INFORMATION

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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**
- **FAAC**
Financial assets at amortized cost
 - **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).

— **Restructuring and transaction expenses**

Restructuring and transaction costs are defined as expenses that have occurred outside the normal course of the business. These expenses include – besides other – expenses associated with the purchase of entities, restructuring measures within the group and severance payments for executives. The definition of restructuring and integration expenses used differs from the one defined in IAS 37.

— **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

ACEA	—	European Automobile Manufacturers Association
APAC	—	Asia Pacific: Consists of the regions Asia, Australia and Oceania, which are located in the West Pacific or nearby.
APM	—	Alternative Performance Measures
ASEAN	—	Association of Southeast Asian Nations
AR	—	Arkansas, USA

B

BRIC	—	Brazil, Russia, India and China
B.S.	—	Bachelor of Science

C

CAD	—	IT system often used in engineering/product development
CEO	—	Chief Executive Officer
CFO	—	Chief Financial Officer
COO	—	Chief Operating Officer
CSR	—	Corporate Social Responsibility

D

DAX	—	Deutscher Aktienindex (German stock index)
DIN	—	Deutsches Institut für Normung (German Institute for Standardization)
DRS	—	Deutsche Rechnungslegungsstandards (German Accounting Standards)

E

EDP	—	Electronic Data Processing
e.g.	—	for example
ELD	—	Electronic Logging Device
EMEA/I	—	Consists of the regions Europe, Middle East, Africa and India.
EU	—	European Union
EURIBOR	—	European Interbank Offered Rate

G

GDP	—	Gross domestic product
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H

HGB	—	Handelsgesetzbuch (Commercial Code)
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I

IAS	—	International Accounting Standards
IASB	—	International Accounting Standards Board
ICW	—	in conjunction with
IFRIC	—	International Financial Reporting Interpretations Committee
IFRS	—	International Financial Reporting Standards
IfW	—	Institut für Weltwirtschaft (Institute for the World Economy)
IMF	—	International Monetary Fund
IR	—	Investor relations
ISIN	—	International Securities Identification Number
ISO	—	International Organization for Standardization
IT	—	Information technology

K

KEUR	—	Thousands of euros
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L

LIBOR	—	London Interbank Offered Rate
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M

MAR	—	Market Abuse Regulation
MBA	—	Master of Business Administration
MDAX	—	Mid-cap German stock index
Mercosur	—	Common market in South America (member states: Argentina, Brazil, Paraguay, Uruguay and Venezuela)
MI	—	Michigan, USA
Mn	—	Million
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 25, 2019

Annual General Meeting 2019

May 9, 2019

Report on Q1 2019 results

August 8, 2019

Report on Half-year 2019 results

November 7, 2019

Report on Q3 2019 results

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