

ANNUAL REPORT
2017

TRANSFORMING
THINKING

YEARS

euromicron

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KEY FIGURES

Key figures

	2017	2016
	€ m.	€ m.
Consolidated sales	332.9	325.3
Sales by division		
Smart Buildings	191.9	193.7
Critical Infrastructures**	121.0	111.2
Distribution	23.6	22.6
All other segments and reconciliation**	-3.6	-2.2
Operating EBITDA*	13.5	13.2
Operating EBITDA* by division		
Smart Buildings	6.9	6.0
Critical Infrastructures**	6.8	7.6
Distribution	4.0	3.1
All other segments and reconciliation**	-4.2	-3.5
Operating EBITDA margin*	4.1%	4.0%
Reorganization costs with an impact on EBITDA	-4.0	-5.8
EBITDA	9.5	7.4
EBITDA margin	2.9%	2.3%
Operating EBIT*	5.1	4.5
Reorganization costs with an impact on EBIT	-4.0	-6.8
EBIT	1.1	-2.3
Consolidated net loss for the period (for shareholders of euromicron AG)	-3.8	-12.7
Undiluted earnings per share (in €)	-0.53	-1.76
Working Capital (before factoring)	75.5	73.2
Working Capital Ratio (before factoring)	22.7%	22.5%
Working Capital (after factoring)	43.0	38.5
Working Capital Ratio (after factoring)	12.9%	11.8%
Cash flow from operating activities (recognized)	-1.6	-7.1
Cash flow from operating activities, adjusted for effects from factoring and customers' monies to be passed on	0.4	1.3
Order books	127.1	123.3
Equity ratio	31.1%	33.7%
Total assets	252.1	244.6
Employees (number as an average for the year)	1,833	1,804

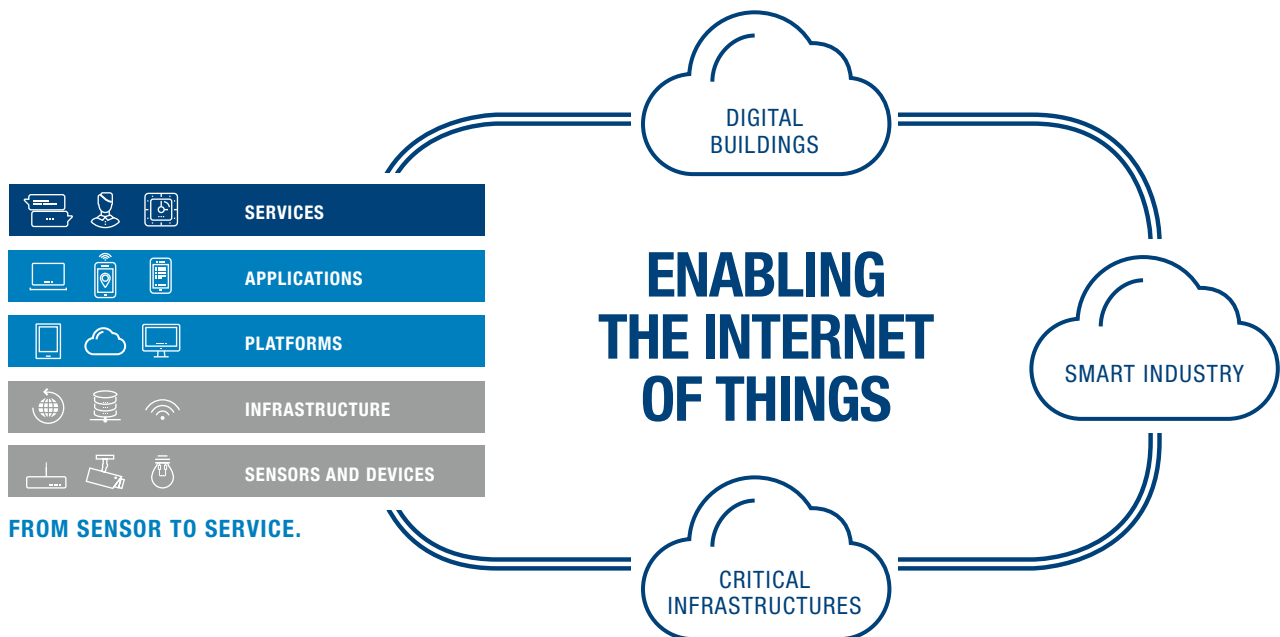
* Adjusted for special effects of the reorganization

** The previous year's figure has been adjusted.

euromicron – CUSTOMIZED CONCEPTS FOR THE INTERNET OF THINGS

The euromicron Group develops tailored IoT solution concepts in the markets “Digital Buildings”, “Smart Industry” and “Critical Infrastructures”.

We boast vertical know-how that is unique in our market. It enables us to formulate a technical infrastructure to suit each of our customers to a tee. To achieve that, we combine the technically and economically most expedient components from the fields of terminal devices and sensors, infrastructure, platforms, applications and services. In that way, we offer our customers a one-stop shop for solutions and so help them exploit the possibilities of digitalization right now.



DIGITAL BUILDINGS

Everything that can be integrated in networks can also be controlled in the digital building. Technologies and solutions from euromicron ensure that buildings thus become an integral part of the Internet of Things. Enterprises benefit from that in the shape of energy savings, convenience, simple communication and security at all levels.

SMART INDUSTRY

Smart processes, digitized small-scale production, lasting quality assurance or innovative working time concepts – companies are increasing productivity and developing new business models on the basis of Smart Industry. The foundation for that is gradual digitization. euromicron implements that for its customers in a forward-looking way that protects investments.

CRITICAL INFRASTRUCTURES

Secure networks are vital for modern societies: Banks, the energy sector, public authorities, telecommunications, transportation and healthcare depend on fault-tolerant systems. euromicron develops solutions for Critical Infrastructures on the basis of a wide range of different IT and communications technologies.

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