

Fact Sheet: Elevator Technology

(December 2011)

Overview

Business Area:

Elevator Technology

2010/11 sales in million €, not consolidated
Employees as of September 30, 2011

Sales: 5,253
Employees: 46,243

Operating Units:

Central/Eastern/ Northern Europe	Southern Europe/ Africa/Middle East	Americas	Asia/Pacific	Escalators/ Passenger Boarding Bridges	Accessibility
Sales: 1,453 Employees: 10,836	Sales: 777 Employees: 7,169	Sales: 1,926 Employees: 13,686	Sales: 883 Employees: 9,939	Sales: 384 Employees: 3,318	Sales: 219 Employees: 1,194

Products and services

Development, manufacturing, installation, maintenance, and modernization of

- Elevators for all applications
- Escalators and moving walks
- Passenger boarding bridges for all types of commercial aircraft
- Accessibility products (stair and platform lifts)

Strategic alignment

- Strengthening of the worldwide market position
- Intensifying service and modernization business
- Expanding customer relations
- Continuous optimization of product quality and design
- Focus on innovations, e.g. "TWIN"

Key figures

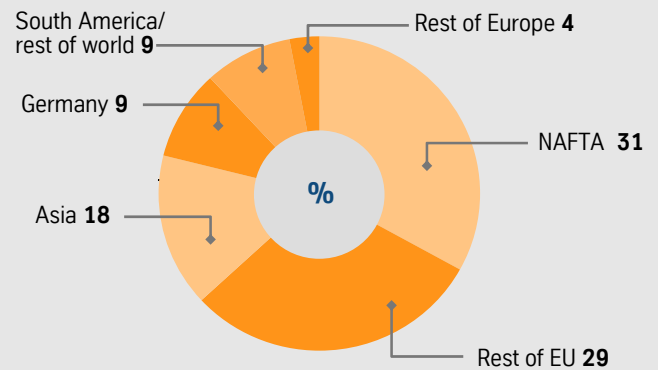
(in million €)

	2009/10	2010/11
Order intake	5,099	5,281
Sales	5,188	5,253
EBITDA	727*	920
EBIT	646*	801
Adjusted EBIT	646	641
Capital Employed	2,307*	2,243

* Modified definition

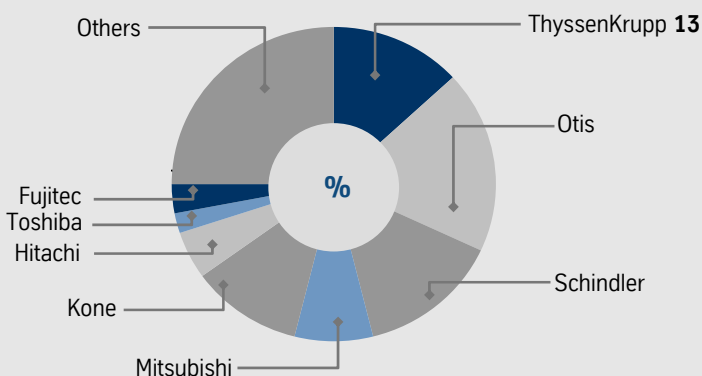
Sales by region

(fiscal year 2010/11)



Competitors

(market share)



Sales by product lines

(fiscal year 2010/11)

