

Overview



Sales 2016/17 [€ mn]

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)

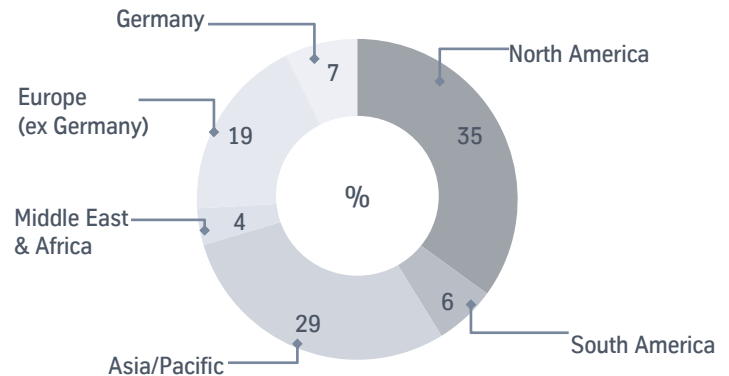
Key strategic elements

- Strengthening of the worldwide market position
- Intensifying service and modernization business
- Performance optimization
- Expanding customer relations
- Continuous optimization of product quality and design
- Focus on innovations, e.g. “MULTI” (rope-less elevator), “ACCEL” (accelerating moving walk), “MAX” (predictive maintenance)
- Margin target: 15%; >€1 bn (EBIT adj.)

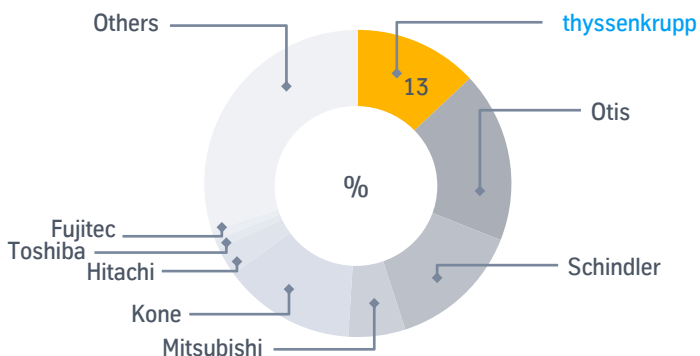
Key figures [€ mn]

| | 2015/16 | 2016/17 |
|--------------------|---------|---------|
| Order intake | 7,631 | 7,834 |
| Sales | 7,468 | 7,674 |
| EBITDA | 856 | 824 |
| EBIT | 771 | 736 |
| Adjusted EBIT | 860 | 922 |
| Ø Capital Employed | 1,197 | 1,127 |

Sales by region (fiscal year 2016/17)



Competitors (market share)



Sales by product lines (fiscal year 2016/17)

