Elevator Technology

Overview

Elevator Technology

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)
- Targets FY20/21: >13% margin; ~1.0x Cash Conversion, low-to-mid single digit sales growth (above market)
- Margin target: 15%; >€1 bn (EBIT adj.)

Key figures [€ mn]

<table>
<thead>
<tr>
<th></th>
<th>2015/16</th>
<th>2016/17</th>
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</thead>
<tbody>
<tr>
<td>Order intake</td>
<td>7,834</td>
<td>7,853</td>
</tr>
<tr>
<td>Sales</td>
<td>7,674</td>
<td>7,554</td>
</tr>
<tr>
<td>EBITDA</td>
<td>824</td>
<td>866</td>
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<tr>
<td>EBIT</td>
<td>736</td>
<td>775</td>
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<tr>
<td>Adjusted EBIT</td>
<td>922</td>
<td>886</td>
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<tr>
<td>Ø Capital Employed</td>
<td>1,127</td>
<td>1,143</td>
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Sales by region (fiscal year 2017/18)

Competitors (market share)

Sales by product lines (fiscal year 2017/18)

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