

KEY FINANCIAL DATA OF HAWESKO GROUP

€ million	2000	2001	2002	2003	2004	2005	2006	2007
Net sales	232.4	264.3	267.4	278.8	285.8	287.0	302.6	333.7
Gross profit	98.3	111.3	114.8	117.1	119.6	119.5	122.2	130.9
– as % of net sales	42.3%	42.1%	42.9%	42.0%	41.9%	41.6%	40.4%	39.2%
Operating result before depreciation (EBITDA)	13.7	23.0	20.4	21.4	22.1	23.3	22.9	23.3
– as % of net sales	5.9%	8.7%	7.6%	7.7%	7.7%	8.1%	7.6%	7.0%
Depreciation and amortisation	4.6	5.4	5.7	5.7	5.3	4.4	4.3	5.0
Operating result (EBIT)	9.0	17.6	14.7	15.7	16.8	18.9	18.6	18.3
– as % of net sales	3.9%	6.7%	5.5%	5.6%	5.9%	6.6%	6.1%	5.5%
Consolidated earnings (after taxes and minority interests)	1.0	6.8	4.4	5.9	5.7	10.7	10.8	6.7
Cash flow from current operations	9.6	24.2	18.3	24.6	21.4	24.3	12.7	17.9
Cash flow from investing activities	–5.8	–6.0	–0.4	–3.6	–4.8	–5.2	–5.6	–2.6
Free cash flow	0.8	14.0	14.4	17.9	14.4	17.1	5.6	13.6
Proposed dividend distribution for the current year (parent company)	–3.7	–5.1	–4.4	–4.8	–5.5	–8.8	–7.6	–8.8
Non-current assets	71.9	70.0	66.5	59.1	58.7	56.6	57.3	48.9
Current assets	116.9	115.0	114.9	110.7	106.6	106.0	114.5	127.7
Equity less proposed dividend	54.9	54.9	60.4	61.7	59.9	61.6	64.9	62.6
– as % of balance sheet total	29.1%	29.7%	33.3%	36.3%	36.2%	37.9%	37.8%	35.4%
Total assets	188.8	185.0	181.4	169.9	165.3	162.6	171.9	176.6
Capital employed	111.3	116.6	114.9	115.1	109.8	103.1	106.2	110.8
Return on total assets	5.0%	9.4%	8.0%	8.9%	10.1%	11.5%	11.1%	10.5%
Return on capital employed	8.3%	15.1%	12.8%	13.6%	15.3%	18.4%	17.5%	16.4%
Earnings per share (€) ¹⁾	0.11	0.81	0.53	0.69	0.65	1.22	1.23	0.76
Regular dividend per share (€) ¹⁾	0.42	0.58	0.50	0.55	0.63	0.70	0.85	1.00
Bonus dividend payment 2005 (€) ¹⁾	–	–	–	–	–	0.30	–	–
Total dividend per share (€) ¹⁾	0.42	0.58	0.50	0.55	0.63	1.00	0.85	1.00
Total shares ¹⁾ (average number outstanding in the year, in '000)	8,735	8,593	8,628	8,811	8,822	8,797	8,806	8,805
Year-end share price (€) ¹⁾	7.00	8.64	7.69	10.30	12.60	16.75	20.40	22.70
Market capitalisation at end of year	60.6	73.5	67.8	90.8	111.3	148.0	180.2	200.5
Total employees (average for year)	515	527	558	568	580	566	551	609

¹⁾ adjusted to reflect the share split performed in October 2006