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# KTM Industries AG: KTM Industries AG achieves sixth record earnings in a row! All time high in revenues and earnings in 2016

Wels (pta006/27.01.2017/07:00) - \* Revenues: 1,343.0 mEur / + 10% to previous year

- \* EBIT: 122.3 mEur / + 8% to previous year
- \* Increase in the number of employees: + 516 employees
- \* Record investments: 144 mEur

## Successful debut at Swiss Stock Exchange SIX in Zurich

With the primary listing on the SIX Swiss Exchange in November 2016, KTM Industries AG entered the stock market in Zurich as second Austrian company. Thus, the SIX Swiss Exchange becomes a principal stock exchange for KTM Industries-shares, which also continue to be tradable on the Vienna Stock Exchange.

## Revenues and earnings in the business year 2016

According to preliminary results, the **KTM Industries Group** achieved record revenues in the amount of 1,343.0 mEur (+10%) after 1,223.6 mEur in the previous year. The preliminary EBIT improved to 122.3 mEur (+8%) after 112.9 mEur in the previous year. The preliminary result after taxes increased from 65.0 mEur to 83.8 mEur (+29%).

In the business year under review all operational divisions could increase revenues as well as earnings.

With 203,340 sold motorcycles of the brands KTM and Husqvarna, **KTM AG** is again the number 1 in Europe (in terms of units) prior to BMW and Ducati and is also the fastest growing motorcycle brand worldwide. The export ratio is sustainably over 95%, whereby more than 50% are sold outside Europe.

**Pankl Racing Systems AG** could close the business year 2016 with record results due to a very strong fourth quarter. Especially the new Formula 1 regulations brought a further boost. It was particularly pleasing that in many areas noticeable productivity improvements were achieved and that those, in connection with the higher demand, led to over-proportional improvements in earnings.

In 2016 **WP AG** equipped a new set up and modern exhaust production on the location in Munderfing and thus completed the long-term modernization project. Through the realized closer connection to KTM AG in 2016, the further growth of the vehicle group is secured.

## Increase in the number of employees: + 516 employees

Due to the positive development of the group, additional 516 employees could be hired in the business year 2016. Thereof 428 in Austria. As of December 31, 2016 the number of employees within the group amounted to 5,069, thereof 3,916 in Austria. About 15% of the total amount of employees within the group work in research and development.

#### Record investments at the Austrian operating sites

For the further growth course, 144 mEur were invested in model development, operating facilities and infrastructure in the past year. Prime examples in this regard are the exhaust production and the motorsports center in Munderfing, the extension of the production capacities in the KTM headquarter in Mattighofen as well as the new high performance drivetrain production facility at Pankl in Kapfenberg.

## Further acquisitions of shares in Pankl Racing Systems AG

The business year under review was also characterized by additional acquisitions of shares in Pankl Racing Systems AG, which thereby strengthens its strategic position effectively within the KTM Industries Group. KTM Industries AG increased its current share in Pankl Racing Systems AG from previous 55.9% to 94.5%.

## Positive outlook for the business year 2017

For the business year 2017 KTM Industries Group expects further organic growth in its core areas. Based on the current order situation, the Management assumes a continuing positive development of the business performance for the business year 2017. The investment volume will further increase in the business year 2017, whereby the focus is on new vehicle models as well as infrastructure and expansion investment in the field of development.

## **About KTM Industries Group**

The KTM Industries Group is a leading European vehicle group with a strategic focus on the global sports motorcycle segment and the automotive high tech components segment. With its worldwide renowned brands KTM, Husqvarna Motorcycles, WP and Pankl the group is among the technology and market leaders. Within the group there is a high degree of technological network, which is, in this form, unique in Europe. Strategic partnerships at an operational level strengthen the competitiveness in our respective markets. All these factors are the basis for the high innovation level of KTM Industries Group and ensure the organic growth course sustainably

## Preliminary key figures 2016 of KTM Industries Group (consolidated)

| Earnings figures                  |      | 2015          | 2016          | Chg. in % |
|-----------------------------------|------|---------------|---------------|-----------|
| Revenues                          | mEur | 1,223.6       | 1,343.0       | 10%       |
| EBITDA                            | mEur | 178.4         | 198.4         | 11%       |
| EBIT                              | mEur | 112.9         | 122.3         | 8%        |
| Earnings after taxes              | mEur | 65.0          | 83.8          | 29%       |
| Earnings after minority interests | mEur | 30.0          | 46.6          | 55%       |
| EBITDA margin                     | in % | 14.6%         | 14.8%         |           |
| EBIT margin                       | in % | 9.2%          | 9.1%          |           |
| Balance sheet                     |      | Dec. 31, 2015 | Dec. 31, 2016 | Chg. in % |
| figures                           |      |               |               |           |
| Balance sheet total               | mEur | 1,177.6       | 1,387.4       | 18%       |
| Equity                            | mEur | 386.6         | 449.8         | 16%       |
| Equity ratio                      | in % | 32.8%         | 32.4%         |           |
| Net debt                          | mEur | 387.4         | 364.7         | -6%       |
| Gearing                           | in%  | 100.2%        | 81.1%         |           |
| Investments                       | mEur | 133.0         | 144.0         | 8%        |
| Employees                         |      | 4,553         | 5,069         | 11%       |

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