

Key Data at November 30

(Fiscal year end)

(Consolidated figures in millions of euros)

Annual results	2020	2019	2018	2017	2016	% variance over prior year			
						20/19	19/18	18/17	17/16
Profit before tax	185.6	187.2	191.4	201.3	207.8	(0.9)	(2.2)	(4.9)	(3.1)
Profit after tax	140.4	140.6	145.7	152.7	152.6	(0.1)	(3.6)	(4.6)	0.1
EBITDA (*)	220.0	208.8	208.7	220.8	227.8	5.3	0.1	(5.5)	(3.1)
Cash-Flow	179.4	172.4	161.9	163.9	163.3	4.1	6.5	(1.2)	0.3
Dividends paid	128.4	150.5	150.5	150.1	147.7	(14.7)	0.0	0.3	1.6

(*) The EBITDA figure for fiscal year 2020 reflects the impact of higher depreciation of 11.4 million euros resulting from application of IFRS 16 "Leases".

Shareholders' Equity	2020	2019	2018	2017	2016	% variance over prior year			
						20/19	19/18	18/17	17/16
Capital and Reserves (*)	407.4	411.0	423.7	430.1	423.6	(0.9)	(3.0)	(1.5)	1.5

(*) Includes Treasury Stock.

Sales Data	2020	2019	2018	2017	2016	% variance over prior year			
						20/19	19/18	18/17	17/16
New Installations	112.4	116.0	98.5	89.1	74.8	(3.1)	17.7	10.6	19.2
Service	510.0	517.9	508.7	505.0	501.4	(1.5)	1.8	0.7	0.7
Total Exports	179.3	183.6	190.9	196.3	179.2	(2.3)	(3.9)	(2.7)	9.5
Exports to Portugal (*)	(15.2)	(15.0)	(13.7)	(12.1)	(9.4)	1.5	9.7	13.3	29.2
Net Exports (without Portugal)	164.0	168.6	177.2	184.2	169.9	(2.7)	(4.9)	(3.8)	8.4
Total	786.4	802.4	784.4	778.3	746.0	(2.0)	2.3	0.8	4.3

(*) Deducted as they are already included in consolidated sales.

New Installations	2020	2019	2018	2017	2016	% variance over prior year			
						20/19	19/18	18/17	17/16
Orders received (*)	345.6	363.5	340.2	362.6	338.7	(4.9)	6.8	(6.2)	7.0
Backlog of unfilled orders (*)	183.6	185.6	164.0	163.8	136.0	(1.1)	13.2	0.1	20.5

(*) Includes New Installations, Modernizations and Exports.

Service Data	2020	2019	2018	2017	2016	% variance over prior year			
						20/19	19/18	18/17	17/16
Units under maintenance	294,333	293,746	288,467	285,840	285,586	0.2	1.8	0.9	0.1
Maintenance centers	400	403	385	375	374	(0.7)	4.7	2.7	0.3

Manpower	2020	2019	2018	2017	2016	% variance over prior year			
						20/19	19/18	18/17	17/16
Total manpower	5,531	5,600	5,476	5,233	5,145	(1.2)	2.3	4.6	1.7