

## Key Data at November 30

(fiscal year end)

(Consolidated figures in millions of euros)

Annual results	2019	2018	2017	2016	2015	% variance over prior year			
						19/18	18/17	17/16	16/15
Profit before tax	<b>187.2</b>	191.4	201.3	207.8	201.0	<b>(2.2)</b>	(4.9)	(3.1)	(1.0)
Profit after tax	<b>140.6</b>	145.7	152.7	152.6	148.7	<b>(3.6)</b>	(4.6)	0.1	2.6
EBITDA	<b>208.8</b>	208.7	220.8	227.8	234.0	<b>0.1</b>	(5.5)	(3.1)	(2.7)
Cash-Flow	<b>172.4</b>	161.9	163.9	163.3	163.8	<b>6.5</b>	(1.2)	0.3	(0.3)
Dividends paid	<b>150.5</b>	150.5	150.1	147.7	144.1	<b>0.0</b>	0.3	1.6	2.4

Shareholders' Equity	2019	2018	2017	2016	2015	% variance over prior year			
						19/18	18/17	17/16	16/15
Capital and Reserves (*)	<b>411.0</b>	423.7	430.1	423.6	419.6	<b>(3.0)</b>	(1.5)	1.5	0.9

(\*) Includes Treasury Stock

Sales Data	2019	2018	2017	2016	2015	% variance over prior year			
						19/18	18/17	17/16	16/15
New Installations	<b>113.7</b>	95.7	86.3	73.0	63.0	<b>18.8</b>	10.9	18.3	15.8
Service	<b>520.1</b>	511.5	507.8	503.2	513.9	<b>1.7</b>	0.7	0.9	(2.1)
Total Exports	<b>183.6</b>	190.9	196.3	179.2	163.3	<b>(3.9)</b>	(2.7)	9.5	9.7
Exports to Portugal (*)	<b>(15.0)</b>	(13.7)	(12.1)	(9.4)	(8.1)	<b>9.7</b>	13.3	29.2	15.9
Net Exports (without Portugal)	<b>168.6</b>	177.2	184.2	169.9	155.3	<b>(4.9)</b>	(3.8)	8.4	9.4
<b>Total</b>	<b>802.4</b>	<b>784.4</b>	<b>778.3</b>	<b>746.0</b>	<b>732.2</b>	<b>2.3</b>	<b>0.8</b>	<b>4.3</b>	<b>1.9</b>

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

New Installations	2019	2018	2017	2016	2015	% variance over prior year			
						19/18	18/17	17/16	16/15
Orders received	<b>363.5</b>	340.2	362.6	338.7	284.2	<b>6.8</b>	(6.2)	7.0	19.2
Backlog of unfilled orders	<b>185.6</b>	164.0	163.8	136.0	118.6	<b>13.2</b>	0.1	20.4	14.6

(\*) Includes New Installations, Modernizations and Exports

Service Data	2019	2018	2017	2016	2015	% variance over prior year			
						19/18	18/17	17/16	16/15
Units under maintenance	<b>293,746</b>	288,467	285,840	285,586	283,626	<b>1.8</b>	0.9	0.1	0.7
Maintenance centers	<b>403</b>	385	375	374	371	<b>4.7</b>	2.7	0.3	0.8

Manpower	2019	2018	2017	2016	2015	% variance over prior year			
						19/18	18/17	17/16	16/15
Total manpower	<b>5,600</b>	5,476	5,233	5,145	5,086	<b>2.3</b>	4.6	1.7	1.2