

Overview



Sales 2017/18 [€ mn]

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)

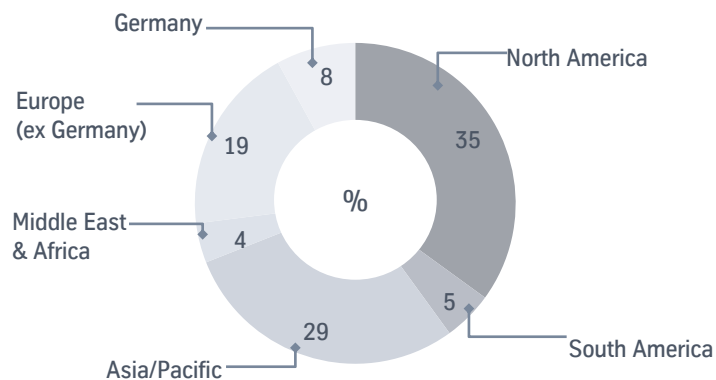
Key strategic elements

- 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.)

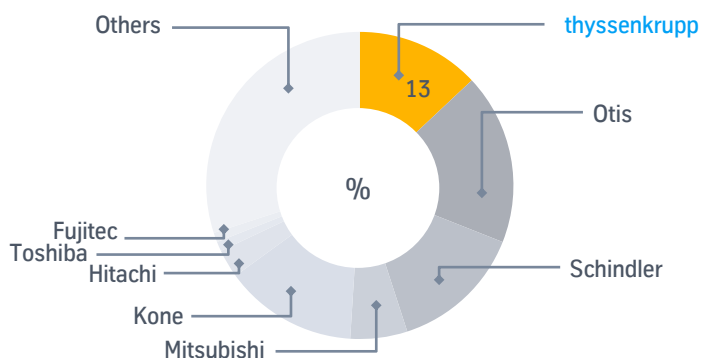
Key figures [€ mn]

	2015/16	2016/17
Order intake	7,834	7,853
Sales	7,674	7,554
EBITDA	824	866
EBIT	736	775
Adjusted EBIT	922	866
Ø Capital Employed	1,127	1,143

Sales by region (fiscal year 2017/18)



Competitors (market share)



Sales by product lines (fiscal year 2017/18)

