

## Elevator Technology

Sales: 7,960



Sales 2018/19 [€ 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)

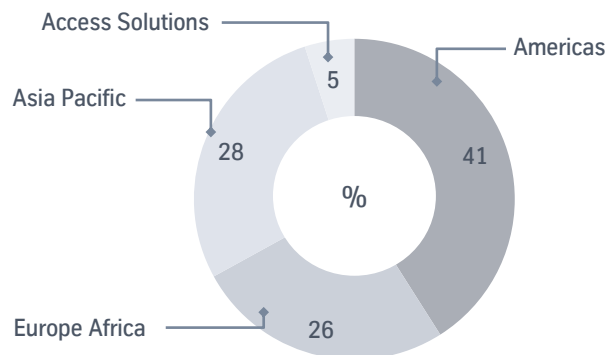
### Key strategic elements

- Strengthening the position in our global markets
- Intensifying service and modernization business
- Performance optimization
- Expanding customer relations
- Continuous optimization of product quality and design
- Innovations, e.g. “MULTI” (rope-less elevator), “ACCEL” (accelerating moving walk), “MAX” (IoT infrastructure and solutions)
- 1.4m units under maintenance

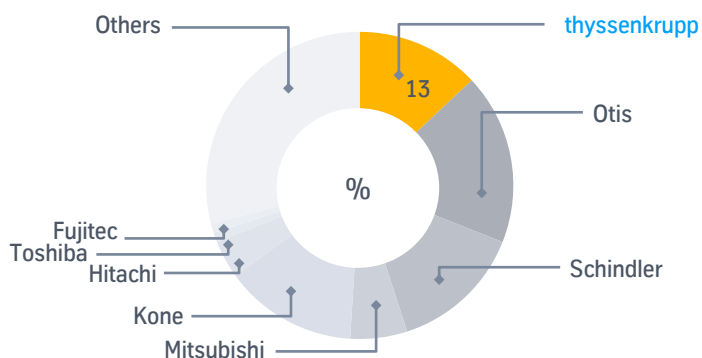
### Key figures [€ mn]

	2017/18	2018/19
Order intake	7,853	8,171
Sales	7,552	7,960
EBITDA	866	880
EBIT	775	791
Adjusted EBIT	865	907
BCF	623	781
Ø Capital Employed	1,141	1,279

### Sales by region (fiscal year 2018/19)



### Competitors (E&E market share; by sales; excl. Japan; estimate)



### Sales by product lines (fiscal year 2018/19)

