

# Development of selected Group indicators

Key financials of the PCC Group per IFRS		2017	2016	Absolute change	Relative change
<b>Sales</b>	<b>€ m</b>	<b>683.2</b>	<b>568.9</b>	<b>114.2</b>	<b>20.1 %</b>
Polyols segment	€ m	145.4	126.0	19.4	15.4 %
Surfactants segment	€ m	120.5	101.5	19.0	18.7 %
Chlorine segment	€ m	100.9	71.8	29.1	40.5 %
Specialty Chemicals segment	€ m	199.3	161.9	37.4	23.1 %
Consumer Products segment	€ m	21.8	24.1	-2.4	-9.8 %
Energy segment	€ m	11.8	11.3	0.5	4.5 %
Logistics segment	€ m	75.2	65.5	9.7	14.8 %
Holding/Projects segment	€ m	8.4	6.9	1.5	21.8 %
Gross profit	€ m	202.8	181.3	21.6	11.9 %
EBITDA <sup>1</sup>	€ m	73.8	76.4	-2.6	-3.4 %
EBIT <sup>2</sup>	€ m	41.0	48.2	-7.2	-15.0 %
EBT <sup>3</sup>	€ m	13.6	24.6	-11.0	-44.7 %
Net result	€ m	8.7	19.1	-10.4	-54.6 %
Gross cash flow <sup>4</sup>	€ m	60.3	70.6	-10.3	-14.6 %
ROCE <sup>5</sup>	%	5.0	6.7	-1.7 <sup>9</sup>	-25.2 %
Net debt <sup>6</sup>	€ m	632.9	563.7	69.2	12.3 %
Net debt/EBITDA		8.6	7.4	-1.2	-16.2 %
<b>Group equity</b>	<b>€ m</b>	<b>139.1</b>	<b>135.0</b>	<b>4.1</b>	<b>3.0 %</b>
Equity ratio <sup>7</sup>	%	13.2	14.2	-1.0 <sup>9</sup>	-7.3 %
Return on equity <sup>8</sup>	%	6.3	14.1	-7.8 <sup>9</sup>	-55.3 %
<b>Capital expenditures</b>	<b>€ m</b>	<b>101.4</b>	<b>159.3</b>	<b>-57.8</b>	<b>-36.3 %</b>
<b>Employees (Dec. 31)</b>		<b>3,389</b>	<b>3,032</b>	<b>357</b>	<b>11.8 %</b>
Germany		128	124	4	3.2 %
International		3,261	2,908	353	12.1 %

Rounding differences possible.

- 1 EBITDA (Earnings before Interest and other financial items, Taxes, Depreciation and Amortization)
- 2 EBIT (Earnings before Interest and other financial items, and Taxes) = Operating profit = EBITDA – Depreciation and amortization
- 3 EBT (Earnings before Taxes) = EBIT – Interest and other financial items
- 4 Gross cash flow = Net result adjusted for non-cash income and expenses
- 5 ROCE (Return on Capital Employed) = EBIT/(Average equity + Average interest-bearing borrowings)
- 6 Net debt = Interest-bearing borrowings – Liquid funds – Other current securities
- 7 Equity ratio = Equity capital/Total assets
- 8 Return on equity = Net result for the year/Average equity
- 9 Change in percentage points