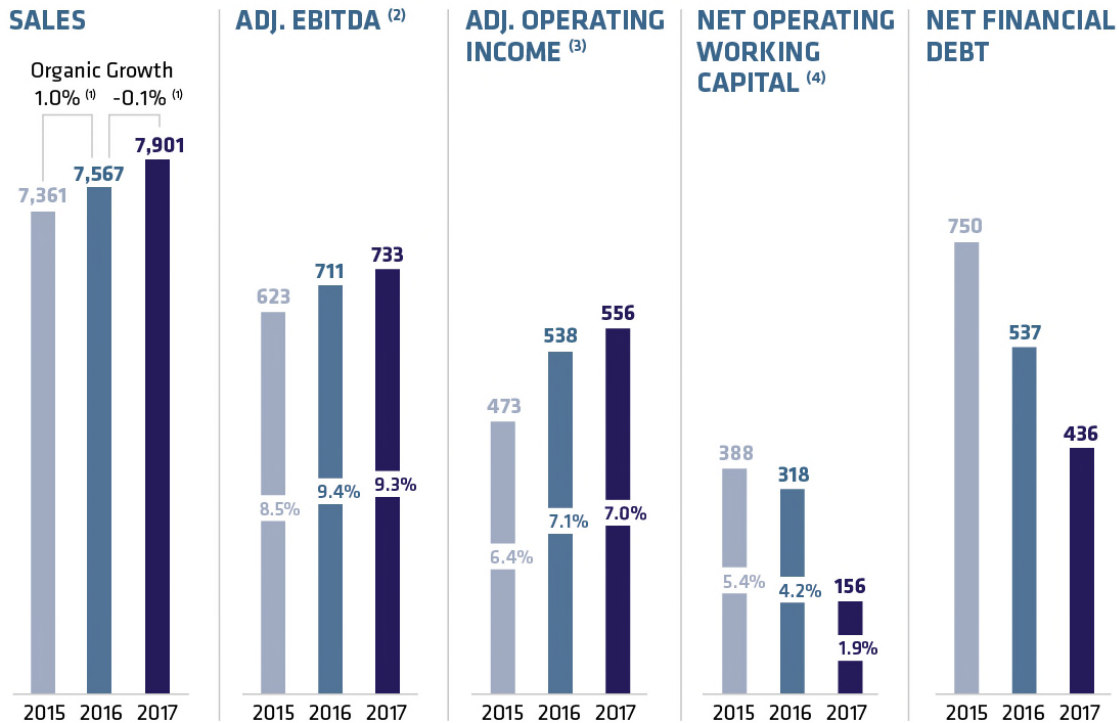


KEY FINANCIALS

Amounts in millions of Euro – Percentages on sales



- (1) Organic growth is defined as growth in sales calculated net of changes in the scope of consolidation, changes in commodity prices and exchange rate effects.
- (2) Adjusted EBITDA is defined as EBITDA before income and expense associated with company reorganisation, non-recurring items, other non-operating income and expense and General Cable acquisition-related costs.
- (3) Adjusted operating income is defined as operating income before income and expense associated with company reorganisation, before non-recurring items and other non-operating income and expense, before General Cable acquisition-related costs, and before the fair value change in metal derivatives and in other fair value items.
- (4) Net Operating Working Capital is defined as Net Working Capital excluding the effect of derivatives. The percentage is calculated as Net Working Capital/Annualised last-quarter sales.