

## Mannesmann at a glance 1990 – 1999

		1999	1998	1997	1996	1995	1994	1993	1992	1991	1990
<b>Result</b>											
Result from ordinary operations	€ mill.	<b>1.548</b>	1.385	891	516	466	306	- 65	173	320	513
Net sales	%	<b>6.7</b>	7.3	4.5	2.9	2.8	2.0	- 0.5	1.2	2.6	4.2
Net income / loss for the year	€ mill.	<b>497</b>	630	312	308	358	174	- 262	32	134	237
Earnings per share before amortization of goodwill	€	<b>1.85</b>	1.91	1.34	1.15	1.06	0.79	- 0.20	0.41	0.73	1.10
Earnings per share after amortization of goodwill	€	<b>0.47</b>	0.98	0.85							
Dividends	€	<b>0.61</b>	0.61	0.51	0.46	0.41	0.31	0.26	0.31	0.46	0.46
Gross yield from business assets	%	<b>12.0</b>	14.1	10.3	8.0	7.4					
<b>Key financial data</b>											
EBITDA	€ mill.	<b>4.292</b>	3.125	2.204	1.679	1.525	1.312	839	948	669	845
Cashflow <sup>1</sup>	€ mill.	<b>2.836</b>	1.915	1.484	1.440	1.281	1.129	613	984	785	897
Net cash flow	€ mill.	<b>- 12.185</b>	- 867	- 1.134	1.131	- 324	- 488	- 374	- 709	- 401	- 13
Net financial position	€ mill.	<b>- 22.647</b>	130	- 234	747	- 288	284	937	956	1.634	1.876
<b>Sales</b>											
Group	€ mill.	<b>23.265</b>	19.065	19.989	17.733	16.409	15.542	14.297	14.325	12.432	12.242
Telecommunications	€ mill.	<b>9.067</b>	4.713	3.472	2.152	1.389	892				
Engineering & Automotive	€ mill.	<b>12.313</b>	11.910	12.417	11.528	10.658	9.672				
Tubes / Other companies	€ mill.	<b>2.004</b>	2.577	4.327	4.322	4.613	5.230				
<b>Capital expenditure</b>											
Investments <sup>2</sup>	€ mill.	<b>16.485</b>	3.394	4.394	1.231	1.355	1.488	1.308	2.065	1.158	937
Depreciation / amortization / write-down	€ mill.	<b>2.238</b>	1.557	1.202	1.055	944	918	845	800	548	486
Research & Development expenses	€ mill.	<b>701</b>	610	527	469	452	480	452	503	349	353
<b>Personnel</b>											
Number of employees	31.12.	<b>130.860</b>	116.247	120.859	119.709	122.684	124.914	127.695	136.747	125.188	123.997
Germany	31.12.	<b>72.166</b>	72.426	79.569	78.008	81.004	84.427	87.759	97.703	91.996	89.976
Other countries	31.12.	<b>58.694</b>	43.821	41.290	41.701	41.680	40.487	39.936	39.044	33.192	34.021
Personnel expenses	€ mill.	<b>5.371</b>	4.905	5.184	4.906	4.841	4.775	4.763	4.965	4.104	4.002
<b>Assets and Capital</b>											
Fixed assets	€ mill.	<b>22.455</b>	9.347	7.880	5.795	5.372	5.292	4.811	4.566	3.884	2.936
Inventories	€ mill.	<b>1.993</b>	2.104	2.376	1.845	1.932	1.463	1.422	1.554	1.451	1.670
Shareholders' equity	€ mill.	<b>23.729</b>	6.360	4.498	3.942	3.729	3.620	3.611	3.519	3.455	3.163
Ratio of equity to total assets	%	<b>39.4</b>	36.7	29.9	32.1	32.1	32.8	33.3	33.2	34.4	34.1
Pension accruals	€ mill.	<b>2.394</b>	2.305	2.501	2.226	2.168	2.215	2.181	2.135	1.964	1.884
Sundry accruals	€ mill.	<b>5.081</b>	3.540	3.948	3.054	2.815	2.475	2.361	2.573	2.662	2.442
Balance sheet total	€ mill.	<b>60.244</b>	17.349	15.069	12.300	11.608	11.025	10.843	10.599	10.056	9.278

<sup>1</sup> as from 1993 according to DVFA/SG recommendations

<sup>2</sup> without the addition of participations where acquisition and first-time consolidation were not in the same year