

# DEVELOPMENT OF SELECTED GROUP INDICATORS

Key financials and data of the PCC Group per IFRS		2015 *	2014 *	Absolute change	Relative change
<b>Sales</b>	<b>€ m</b>	<b>571.1</b>	<b>647.3</b>	<b>-76.3</b>	<b>-11.8 %</b>
Polyols segment	€ m	136.2	147.0	-10.8	-7.4 %
Surfactants segment	€ m	101.1	98.8	2.3	2.3 %
Chlorine segment	€ m	58.3	67.8	-9.5	-13.9 %
Speciality Chemicals segment	€ m	161.7	222.1	-60.3	-27.2 %
Consumer Products segment	€ m	38.6	42.5	-3.9	-9.3 %
Energy segment	€ m	11.3	10.9	0.4	3.7 %
Logistics segment	€ m	56.8	50.8	5.9	11.6 %
Holding/Projects segment	€ m	7.0	7.4	-0.4	-4.7 %
<b>Gross profit</b>	<b>€ m</b>	<b>157.2</b>	<b>149.6</b>	<b>7.6</b>	<b>5.1 %</b>
EBITDA <sup>1</sup>	€ m	50.8	39.6	11.2	28.3 %
EBIT <sup>2</sup>	€ m	26.9	17.6	9.2	52.2 %
EBT <sup>3</sup>	€ m	1.2	-7.3	8.5	116.6 %
Net result	€ m	-2.0	-8.9	6.9	77.6 %
Gross cash flow <sup>4</sup>	€ m	39.4	41.1	-1.7	-4.2 %
ROCE <sup>5</sup>	%	4.6	3.5	1.0 <sup>9</sup>	29.9 %
Net debt <sup>6</sup>	€ m	439.0	346.5	92.5	26.7 %
Net debt/EBITDA		8.6	8.8	0.1	1.2 %
<b>Group equity</b>	<b>€ m</b>	<b>135.0</b>	<b>133.5</b>	<b>1.6</b>	<b>1.2 %</b>
Equity ratio <sup>7</sup>	%	16.4	19.6	-3.2 <sup>9</sup>	-16.2 %
Return on equity <sup>8</sup>	%	-1.5	-6.9	5.4 <sup>9</sup>	78.3 %
<b>Capital expenditures</b>	<b>€ m</b>	<b>160.1</b>	<b>103.1</b>	<b>57.0</b>	<b>55.3 %</b>
<b>Employees (Dec. 31)</b>		<b>2,992</b>	<b>2,896</b>	<b>96</b>	<b>3.3 %</b>
Germany		127	133	-6	-4.5 %
International		2,865	2,763	102	3.7 %

Rounding differences possible.

\* The scope of consolidation has been extended due to updated materiality assessments in respect of, among others, PCC BakkiSilicon hf, Húsavík (Iceland). Inclusion is retrospective, leading in the 2015 annual financial statements to restatement of the prior-year figures per IFRS.

- 1 EBITDA (Earnings before Interest, Taxes, Depreciation and Amortisation)
- 2 EBIT (Earnings before Interest and Taxes) = EBITDA – Depreciation and amortisation
- 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

**Published by**  
PCC SE  
Moerser Str. 149  
47198 Duisburg  
Germany  
www.pcc.eu

**Public relations contact**  
Moerser Str. 149  
D - 47198 Duisburg  
Phone: +49 (0)2066 20 19 35  
Email: pr@pcc.eu  
www.pcc-financialdata.eu

**Direktinvest contact**  
Hilgerstr. 20  
D - 45141 Essen  
Phone: +49 (0)2066 90 80 90  
Email: direktinvest@pcc.eu  
www.pcc-direktinvest.eu

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