

Key Performance Indicators of the PCC Group

per IFRS		2016	2015	Absolute change	Relative change
Sales	€ m	568.9	571.1	-2.1	-0.4 %
Polyols segment	€ m	126.0	136.2	-10.2	-7.5 %
Surfactants segment	€ m	101.5	101.1	0.4	0.4 %
Chlorine segment	€ m	71.8	58.3	13.4	23.0 %
Speciality Chemicals segment	€ m	161.9	161.7	0.1	0.1 %
Consumer Products segment	€ m	24.1	38.6	-14.4	-37.4 %
Energy segment	€ m	11.3	11.3	0.0	0.1 %
Logistics segment	€ m	65.5	56.8	8.7	15.3 %
Holding/Projects segment	€ m	6.9	7.0	-0.2	-2.5 %
Gross profit	€ m	181.3	157.2	24.0	15.3 %
EBITDA ¹	€ m	76.4	50.8	25.6	50.5 %
EBIT ²	€ m	48.2	26.9	21.4	79.5 %
EBT ³	€ m	24.6	1.2	23.4	>100 %
Net result	€ m	19.1	-2.0	21.1	>100 %
Gross cash flow ⁴	€ m	70.6	39.4	31.2	79.2 %
ROCE ⁵	%	6.7	4.6	2.2 ⁹	47.4 %
Net debt ⁶	€ m	563.7	439.0	124.7	28.4 %
Net debt/EBITDA		7.4	8.6	1.3	14.7 %
Group equity	€ m	135.0	135.0	0.0	-0.4 %
Equity ratio ⁷	%	14.2	16.4	-2.2 ⁹	-13.4 %
Return on equity ⁸	%	14.1	-1.5	15.6 ⁹	>100 %
Capital expenditures	€ m	159.3	160.1	-0.8	-0.5 %
Employees (Dec. 31)		3,032	2,992	40	1.3 %
Germany		124	127	-3	-2.4 %
International		2,908	2,865	43	1.5 %

Rounding differences possible.

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