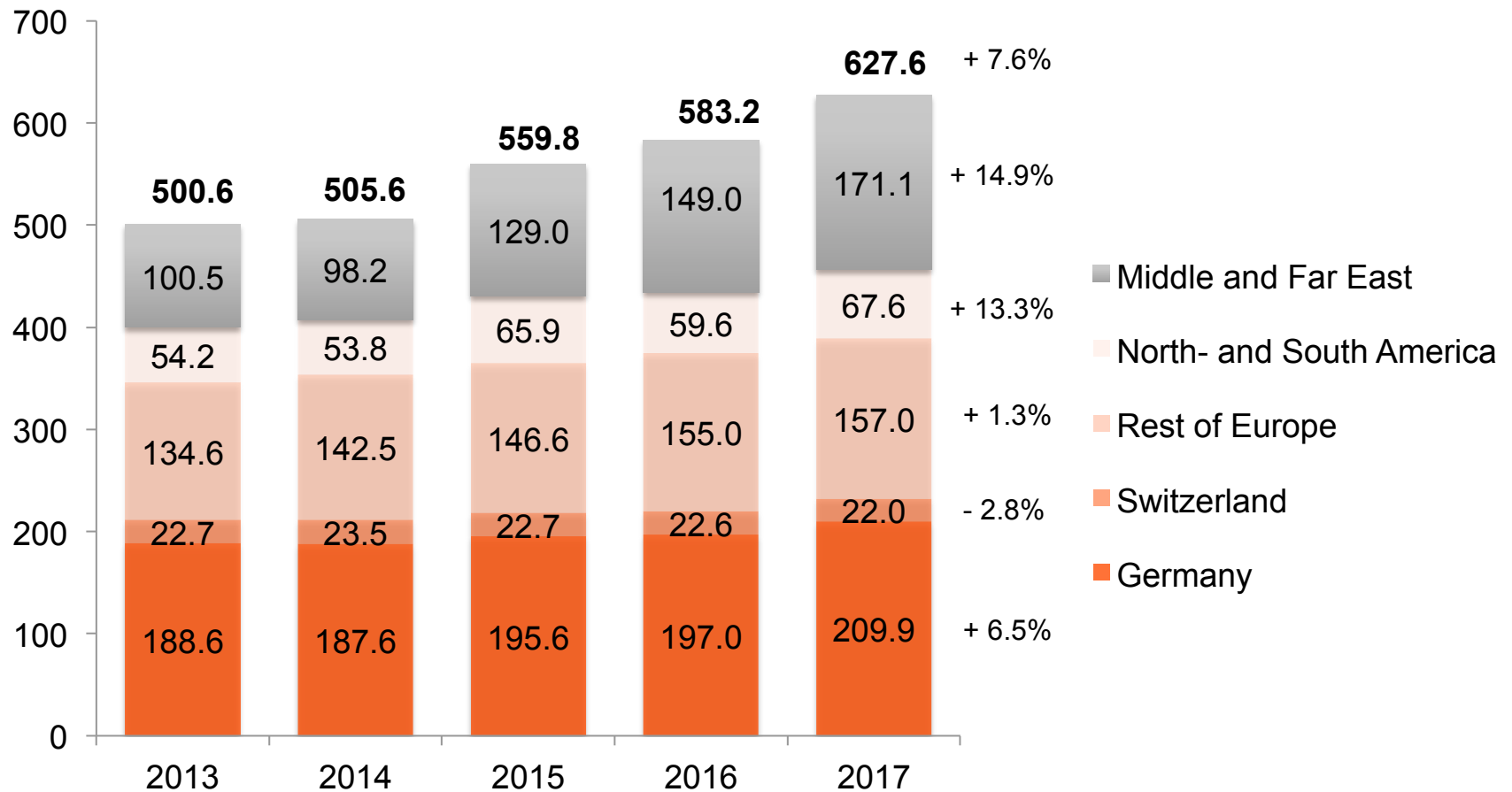


# Annual accounts 2017

**Presentation**  
**24 April 2018**

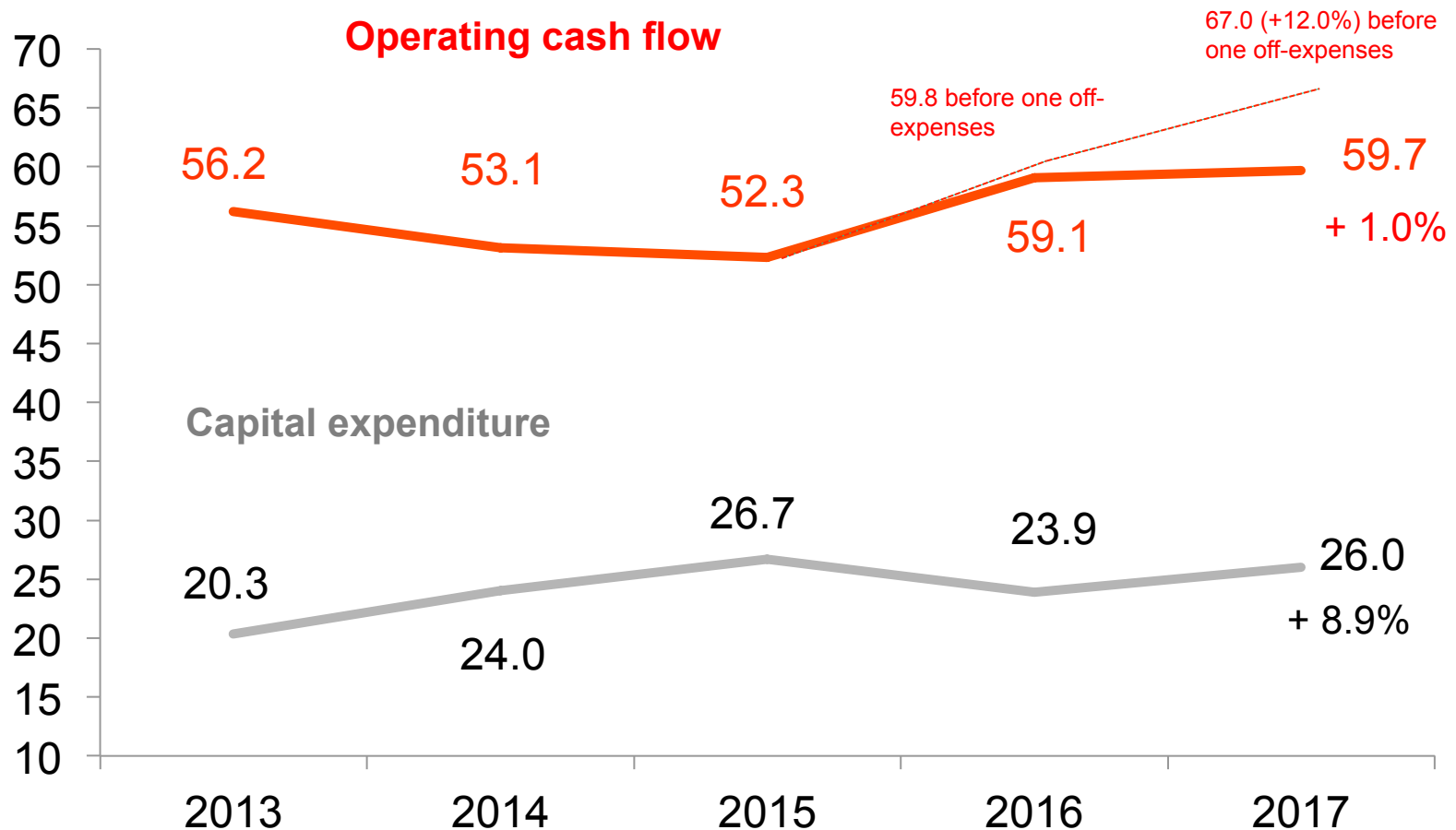
# 1. Gross sales consolidated by region (EUR million)



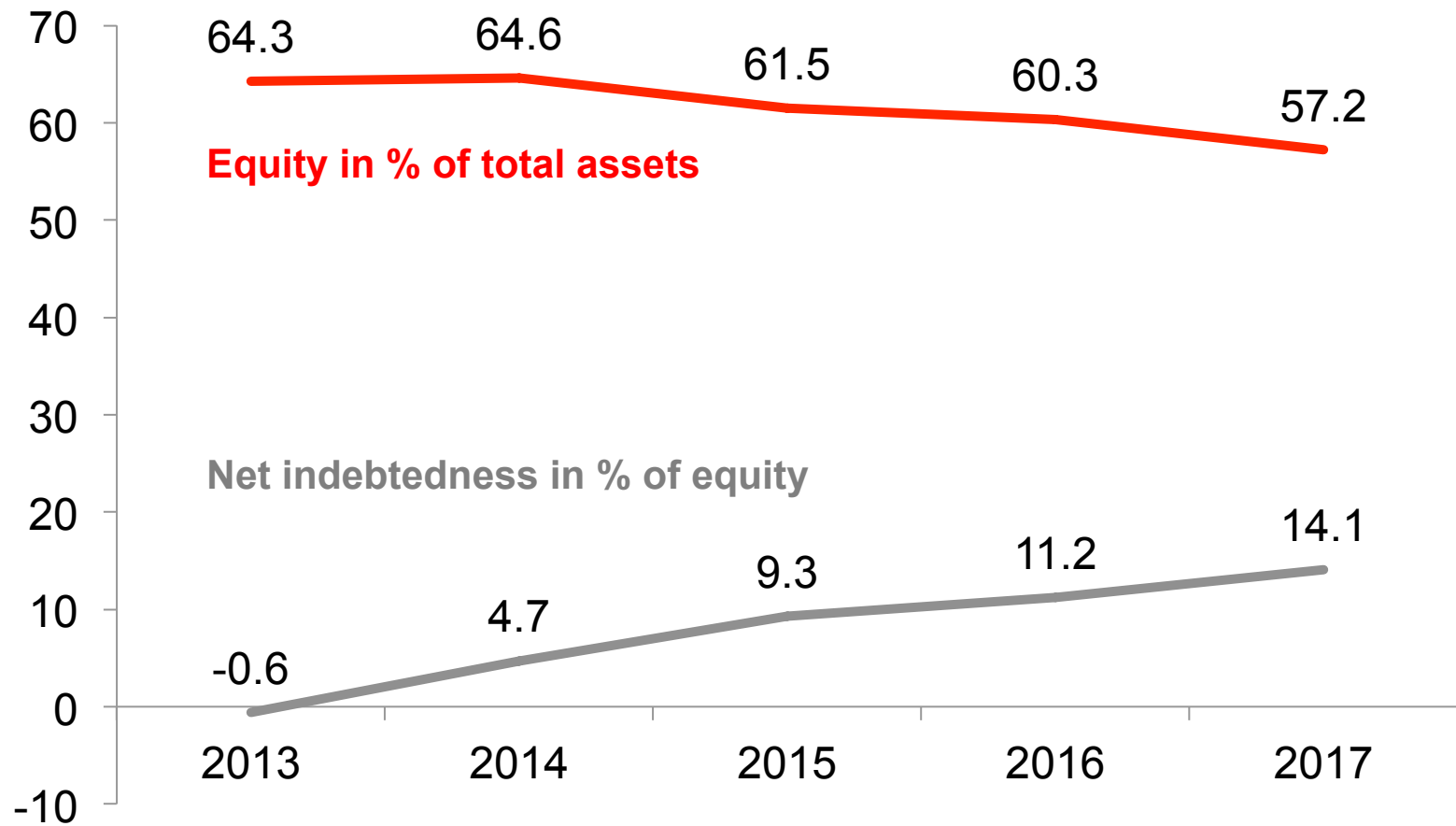
## 2. Consolidated result (EUR million)

	2016	2017	Variance
Incoming orders	598.0	<b>642.3</b>	+7.4%
<b>Gross sales</b>	<b>583.2</b>	<b>627.6</b>	<b>+7.6%</b>
Book-to-Bill Ratio	102.5%	<b>102.3%</b>	
<b>Operating result before one-off expenses</b>	<b>35.2</b>	<b>39.7</b>	<b>+13.1%</b>
Operating result margin before one-off expenses	6.0%	<b>6.3%</b>	
One-off expenses	-0.7	<b>-9.0</b>	
<b>Operational result after one-off expenses</b>	<b>34.5</b>	<b>30.7</b>	<b>-10.9%</b>
<b>Result of the period</b>	<b>23.0</b>	<b>21.9</b>	<b>-4.7%</b>

### 3. Operating cash flow and Capital expenditure (EUR million)



## 4. Equity ratio and gearing



## 5. Result by division: Enclosures (EUR million)

	2016	2017	Variance
<b>Gross sales</b>	170.5	<b>183.8</b>	<b>+7.7%</b>
<b>Operating result</b>	18.8	<b>24.3</b>	<b>+29.7%</b>
Operating result margin	11.0%	<b>13.2%</b>	

## 6. Result by division: Mechanical Components (EUR million)

	2016	2017	Variance
<b>Gross sales</b>	286.9	<b>310.4</b>	<b>+8.2%</b>
<b>Operating result</b>	25.1	<b>26.1</b>	<b>+4.2%</b>
Operating result margin	8.7%	<b>8.4%</b>	

## 7. Result by division: ELCOM/EMS (EUR million)

	2016	2017	Variance
<b>Gross sales</b>	125.8	<b>133.4</b>	<b>+6.1%</b>
<b>Operating result</b>	-8.4	<b>-16.4</b>	<b>-95.9%</b>
Operating result margin	-6.7%	<b>-12.3%</b>	

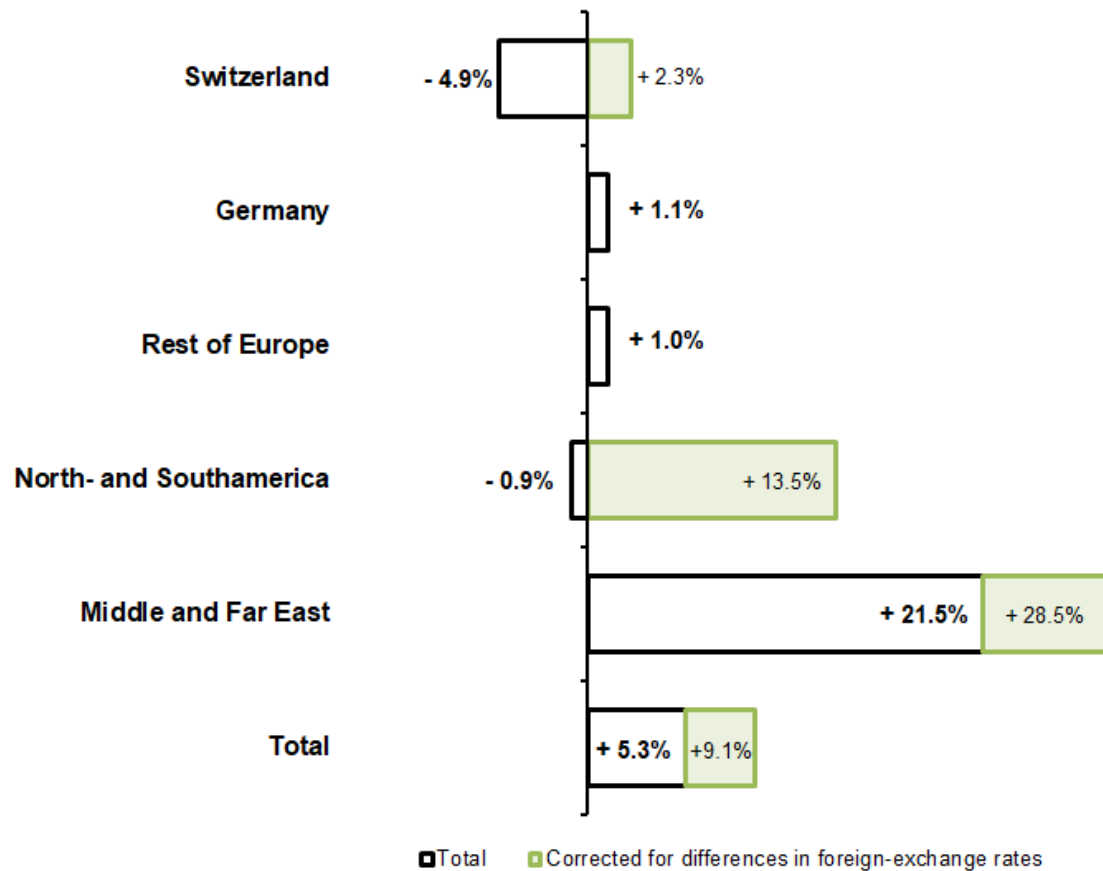
# Current Business Q1 2018

**Presentation  
24 April 2018**

## 1. Consolidated result (EUR million)

	Q 1 2017	Q 1 <b>2018</b>	Variance
Incoming orders	162.3	<b>181.2</b>	+11.6%
<b>Gross sales</b>	<b>161.2</b>	<b>169.7</b>	<b>+5.3%</b>
Book-to-Bill Ratio	100.7%	<b>106.8%</b>	
<b>Operating result</b>	<b>11.5</b>	<b>13.8</b>	<b>+20.3%</b>
Operating result margin	7.1%	<b>8.1%</b>	
<b>Result of the period</b>	<b>7.9</b>	<b>9.4</b>	<b>+19.0%</b>

## 2. Gross sales by region Q1 2018 vs. Q1 2017 in %



### 3. Result by division: Enclosures (EUR million)

	Q 1 2017	Q 1 2018	Variance	Corrected for differences in foreign-exchange rates
<b>Gross sales</b>	49.6	<b>48.7</b>	<b>-1.7%</b>	<b>1.1%</b>
<b>Operating result</b>	6.5	<b>7.0</b>	<b>+7.7%</b>	
Operating result margin	13.1%	<b>14.3%</b>		

## 4. Result by division: Mechanical Components (EUR million)

	Q 1 2017	Q 1 2018	Variance	Corrected for differences in foreign-exchange rates
<b>Gross sales</b>	77.9	84.6	+8.6%	<b>14.3%</b>
<b>Operating result</b>	7.2	7.6	+5.0%	
Operating result margin	9.2%	8.9%		

## 5. Result by division: ELCOM/EMS (EUR million)

	Q 1 2017	Q 1 2018	Variance	Corrected for differences in foreign-exchange rates
<b>Gross sales</b>	33.7	36.4	8.0%	8.7%
<b>Operating result</b>	-1.3	0.2	117.7%	
Operating result margin	-3.9%	0.6%		