

## KPIs 1st half of 2015 – at a glance //

1st half-year	2014	2015	Difference in %
<b>Sales*</b>	4,914.6	5,527.3	+12.5
Europe	2,605.4	2,843.0	+9.1
North America	1,112.4	1,325.8	+19.2
South America	335.7	309.8	-7.7
Asia/Pacific	837.4	1,023.3	+22.2
Africa	23.7	25.4	+7.2
<b>Result from ordinary activities*</b>	217.1	219.6	+1.2
<b>EBIT*</b>	276.9	324.5	+17.2
<b>EBIT-Marge (in %)</b>	5.6	5.9	-
<b>Net income for the half-year*</b>	146.1	130.0	-11.0
<b>Capital expenditure on tangible fixed assets (without first consolidation)*</b>	178.4	214.2	+20.1
<b>Headcount</b>	63,519	66,992	+5.5
Germany	14,328	14,321	0.0
Europe (incl. Germany)	29,338	31,849	+8.6
North America	10,183	10,681	+4.9
South America	10,432	9,736	-6.7
Asia/Pacific	12,618	13,832	+9.6
Africa	948	894	-5.7

\* in million Euro