

Key Indicators by division

of Knorr-Bremse AG, as of December 31, 2019

KEY INDICATORS FOR RAIL VEHICLE SYSTEMS DIVISION

in € millions	2019	2018
Incoming orders	4,016.7	3,798.0
Order book (Dec. 31)	3,573.0	3,212.4
Revenues	3,656.1	3,461.9
EBITDA	814.9	693.1
EBITDA margin (as % of revenues)	22.3 %	20.0 %
Operating EBITDA margin (as % of revenues)	22.3 %	20.8 %
EBIT	696.7	585.2
EBIT margin (as % of revenues)	19.1 %	16.9 %
Operating EBIT margin (as % of revenues)	19.1 %	18.2 %
Capital expenditure (before IFRS 16 and acquisitions)	120.9 ¹⁾	113.4
Depreciation, amortization	118.2	107.9
R&D costs	210.0	197.1
Employees (as at Dec. 31, incl. temporary staff)	16,094	15,886

¹⁾ Adjusted for Munich headquarters "north sector" SLB (€33.2 million)

KEY INDICATORS FOR COMMERCIAL VEHICLE SYSTEMS DIVISION

in € millions	2019	2018
Incoming orders	3,050.7	3,207.8
Order book (Dec. 31)	1,134.2	1,363.7
Revenues	3,280.2	3,160.1
EBITDA	503.7	516.4
EBITDA margin (as % of revenues)	15.4 %	16.3 %
Operating EBITDA margin (as % of revenues)	16.0 %	16.3 %
EBIT	373.8	434.4
EBIT margin (as % of revenues)	11.4 %	13.7 %
Operating EBIT margin (as % of revenues)	12.3 %	13.7 %
Capital expenditure (before IFRS 16 and acquisitions)	179.2	154.7
Depreciation, amortization	129.9	82.0
R&D costs	187.0	166.6
Employees (as at Dec. 31, incl. temporary staff)	12,084	11,906