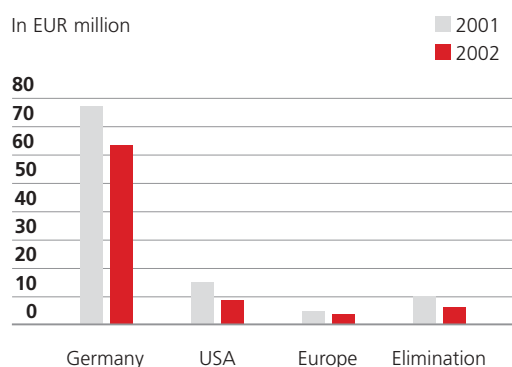


Key financials of the LINOS Group according to IFRS

EUR million	2002	2001	2000
Key financials			
Order intake	77.5	70.0	94.4
Orders on hand	41.6	33.2	66.0
Total performance	66.4	93.7	61.2
Total revenue	69.8	86.7	58.5
Book-to-bill ratio	1.1	0.8	1.6
Revenue by strategic business divisions			
Information Technology & Communications	16.9	24.4	11.1
Health Care & Life Sciences	22.7	25.1	10.8
Industrial Manufacturing	30.2	37.2	36.7
Revenue by regions			
Germany	33.4	37.3	21.2
Rest of Europe	16.7	21.8	20.4
USA	10.1	17.2	9.6
Rest of the world	9.6	10.4	7.3
EBITDA	1.2	9.9	10.6
EBITA	- 7.3	3.9	6.4
EBIT	- 9.2	2.1	5.7
Earnings before tax	- 12.4	- 0.8	3.0
Earnings after tax	- 8.8	- 0.8	1.5
Cash flow from operating activities	7.4	- 4.5	5.9
Cash flow from investing activities	- 5.2	- 13.4	- 40.6
Cash flow from financing activities	- 3.1	4.0	51.0
Change in cash and cash equivalents	- 0.9	- 13.9	16.3
Return on sales	- 17.8%	- 1.0%	5.1%
Return on shareholders' equity	- 39.2%	- 2.3%	14.8%
Return on total capital	- 9.8%	2.0%	9.6%
Costs of materials / total performance	28.0%	29.3%	30.3%
Personnel expenses / total performance	57.5%	44.5%	37.5%
Costs of materials and personnel expenses / total performance	85.4%	73.9%	67.8%
Shareholders' equity / balance sheet total	31.3%	35.7%	36.7%
EBITA / revenue	- 10.5%	4.5%	11.0%
Number of employees at the end of the year	865	1,033	852
Earnings per share			
Consolidated net income / loss (IFRS)	- 8.8	- 0.8	1.5
Undiluted earnings per share			
Shares (weighted average in the fiscal year in thousands)	5,000	5,000	2,997
Earnings per share (IFRS) in EUR	- 1.77	- 0.17	0.49
Earnings per share (DVFA) in EUR	- 1.77	- 0.19	0.42
Diluted earnings per share			
Shares (weighted average in the fiscal year in thousands)	5,000	5,000	3,049
Earnings per share (IFRS) in EUR	- 1.77	- 0.17	0.48
Earnings per share (DVFA) in EUR	- 1.77	- 0.19	0.41

Revenue by geographical segments



Revenue by strategic business divisions

