

B00000002 MP Profit and Loss Statement - Midterm Planning

(Key data in % of sales)	Forecast 8+4/2024	%	Budget 2025	%	2026	%	2027	%	2028	%	2029	%
Sales Volume (in tons)	1,188		1,358		1467		1525		1586		1650	
SALES REVENUES	13,121,433	100.0%	15,824,224	100.0%	17,090,162	100.0%	17,773,769	100.0%	18,484,720	100.0%	19,224,108	100.0%
Material consumption	8,581,167	65.4%	10,573,962	66.8%	11,419,878	66.8%	11,876,674	66.8%	12,351,740	66.8%	12,845,810	66.8%
NET CONTRIBUTION	4,540,266	34.6%	5,250,262	33.2%	5,670,284	33.2%	5,897,095	33.2%	6,132,980	33.2%	6,378,298	33.2%
Manufacturing costs												
GROSS PROFIT	4,540,266	34.6%	5,250,262	33.2%	5,670,284	33.2%	5,897,095	33.2%	6,132,980	33.2%	6,378,298	33.2%
Selling and distribution costs	107,112	0.8%	143,309	0.9%	149,042	0.9%	152,508	0.9%	156,114	0.8%	159,863	0.8%
Administration costs	2,631,416	20.1%	2,824,679	17.9%	2,937,666	17.2%	3,052,006	17.2%	3,170,919	17.2%	3,294,589	17.1%
Research and development costs												
OPERATING RESULT BEFORE FUCHS CHARGES	1,801,738	13.7%	2,282,274	14.4%	2,583,576	15.1%	2,692,581	15.1%	2,805,947	15.2%	2,923,846	15.2%
Other operating income												
Other operating expenses	112,588	0.9%	17,400	0.1%	18,096	0.1%	18,820	0.1%	19,573	0.1%	20,356	0.1%
Investment income												
EBITAL	1,689,150	12.9%	2,264,874	14.3%	2,565,480	15.0%	2,673,761	15.0%	2,786,374	15.1%	2,903,490	15.1%
Goodwill Impairment												
Fuchs Licence Fees	78,037	0.6%	112,354	0.7%	116,864	0.7%	121,520	0.7%	126,381	0.7%	131,436	0.7%
Regional Management Costs												
EBIT	1,611,113	12.3%	2,152,520	13.6%	2,448,616	14.3%	2,552,241	14.4%	2,659,993	14.4%	2,772,054	14.4%
Financial Result	-306,963	-2.3%	-109,958	-0.7%	-93,465	-0.5%	-79,446	-0.4%	-67,529	-0.4%	-57,399	-0.3%
EARNINGS BEFORE TAXES	1,304,150	9.9%	2,042,562	12.9%	2,355,151	13.8%	2,472,795	13.9%	2,592,464	14.0%	2,714,655	14.1%
Taxes on income	391,245	3.0%	612,769	3.9%	706,551	4.1%	741,839	4.2%	777,739	4.2%	814,397	4.2%
COMPANY NET INCOME	912,905	7.0%	1,429,793	9.0%	1,648,600	9.6%	1,730,956	9.7%	1,814,725	9.8%	1,900,258	9.9%
COMPANY NET INCOME TO BALANCE SHEET	912,905	7.0%	1,429,793	9.0%	1,648,600	9.6%	1,730,956	9.7%	1,814,725	9.8%	1,900,258	9.9%
Tax ratio in %	30.0%		30.0%		30.0%		30.0%		30.0%		30.0%	
Working Capital as per December 31st *	4,909,249	37.4%	5,454,757	34.5%	5,127,049	30.0%	4,798,918	27.0%	4,806,027	26.0%	4,806,027	25.0%
Capital Expenditure			263,729									
Depreciation on tangible and intangible assets	23,314		89,304		89,304		89,304		89,304		89,304	
Inflation (in % as per December 31st)			4		4		4		4		4	