



SELECTED FINANCIAL HIGHLIGHTS

in millions of DM, unless
otherwise indicated

	1993	1994	1995	1996	1997
Sales	1,101.7	1,831.1	2,696.4	3,722.2	6,017.5
per employee	0.320	0.414	0.419	0.455	0.521
Personnel expenditure	466.2	675.2	956.7	1,338.5	2,074.9
as % of sales	42.3	36.9	35.5	36.0	34.5
Employees at year-end	3,648	5,229	6,857	9,202	12,856
Development expenditure	267.7	369.6	438.2	588.9	813.3
as % of sales	24.3	20.2	16.3	15.8	13.5
Net income	146.3	281.2	404.8	567.5	925.4
as % of sales	13.3	15.4	15.0	15.2	15.4
Earnings per share (DM) * (adjusted according to DVFA/SG ** method)	1.46	2.78	4.00	5.48	8.87
Cash flow (DVFA/SG ** method)	212.1	386.5	559.0	782.7	1,230.1
as % of sales	19.3	21.1	20.7	21.0	20.4
Balance sheet total	1,306.2	1,749.7	2,218.2	3,367.1	5,070.3
Equity	1,008.6	1,236.2	1,529.5	2,211.3	3,062.4
as % of balance sheet total	77.2	70.7	69.0	65.7	60.4
Dividend per ordinary share (DM) *	0.44	0.85	1.30	1.80 ***	2.80
Dividend per preference share (DM) *	0.48	0.90	1.35	1.85 ***	2.85

* Per DM 5.00 par value share

** German Association for Financial
Analysts and Investment Consultants

*** In 1996 an anniversary bonus of
DM 0.50 was added to the dividend
per ordinary and preference share

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