

Selected Financial Highlights

	(in millions of DM, unless otherwise indicated)					(in millions of EUR)
	1994	1995	1996	1997	1998	1998
Sales revenues	1,831.1	2,696.4	3,722.2	6,017.5	8,465.3	4,328.2
thereof product revenues as a % average per employee	71.2	71.9	70.7	68.1	62.1	
(in thousands of DM/EUR)	414	419	455	521	489	250
Employee at year-end	5,229	6,857	9,202	12,856	19,308	
Personnel expenses	675.2	956.7	1,338.5	2,074.9	3,043.6	1,556.1
as a % of sales revenues	36.9	35.5	36.0	34.5	36.0	
Research and development expenses	369.6	438.2	505.5	701.8	1,121.7	573.5
as a % of sales revenues	20.2	16.3	13.6	11.7	13.3	
Net income	281.2	404.8	567.5	925.4	1,052.3	538.1
as a % of sales revenues	15.4	15.0	15.2	15.4	12.4	
Income according to DVFA/SG³⁾	280.3	403.3	566.2	923.0	1,049.3	536.5
Cash flow according to DVFA/SG³⁾	386.5	559.0	782.7	1,230.1	1,337.7	683.9
as a % of sales revenues	21.1	20.7	21.0	20.4	15.8	
Shareholders' equity	1,236.2	1,529.5	2,211.3	3,062.4	3,756.4	1,920.6
	(in DM)					(in EUR)
Earnings per share acc. to DVFA/SG³⁾	2.77	3.98	5.47	8.85	10.04	5.13
Dividends per ordinary share	0.85	1.30	1.80¹⁾	2.80		1.57²⁾
Dividends per preference share	0.90	1.35	1.85¹⁾	2.85		1.60²⁾

¹⁾ 1996 includes a 25th anniversary bonus of DM 0.50 per ordinary and preference share

²⁾ 1998 proposed dividend

³⁾ German Association For Financial Analysts and Investment Consultants