

## Five-Year Summary

(in millions of €, except where otherwise stated)

	FY 2017	FY 2016	FY 2015	FY 2014	FY 2013
<b>Revenue and profit<sup>1</sup></b>					
Revenue	83,049	79,644	75,636	71,227	72,782
Gross profit	25,029	23,819	21,847	20,357	19,771
Income from continuing operations	6,126	5,396	5,349	5,292	4,070
Net income	6,179	5,584	7,380	5,507	4,409
<b>Assets, liabilities and equity</b>	Sep 30, 2017	Sep 30, 2016	Sep 30, 2015	Sep 30, 2014	Sep 30, 2013
Current assets	58,429	55,329	51,442	48,076	46,937
Current liabilities	43,394	42,916	39,562	36,598	37,868
Debt	32,224	30,968	29,660	20,947	20,453
Long-term debt	26,777	24,761	26,682	19,326	18,509
Net debt	22,607	19,071	18,528	12,008	10,663
Provisions for pensions and similar obligations	9,582	13,695	9,811	9,324	9,265
Equity (including non-controlling interests)	44,527	34,816	35,056	31,514	28,625
as a percentage of total assets	33%	28%	29%	30%	28%
Total assets	133,804	125,717	120,348	104,879	101,936
<b>Cash flows<sup>1</sup></b>	FY 2017	FY 2016	FY 2015	FY 2014	FY 2013
Cash flows from operating activities – continuing operations	7,225	7,668	6,881	7,090	7,078
Amortization, depreciation and impairments	3,211	2,764	2,549	2,387	2,778
Cash flows from investing activities – continuing operations	(7,456)	(4,406)	(8,716)	(4,340)	(4,730)
Additions to intangible assets and property, plant and equipment	(2,406)	(2,135)	(1,897)	(1,813)	(1,783)
Cash flows from financing activities – continuing operations	(1,560)	(2,710)	1,051	(4,485)	(3,715)
Change in cash and cash equivalents	(2,228)	660	1,923	(1,199)	(1,717)
Free cash flow – continuing and discontinued operations	4,769	5,476	4,674	5,201	5,328
Free cash flow – continuing operations	4,819	5,533	4,984	5,278	5,295
<b>Employees</b>	Sep 30, 2017	Sep 30, 2016	Sep 30, 2015	Sep 30, 2014	Sep 30, 2013
Employees – continuing operations (in thousands) <sup>1,2</sup>	372	351	348	338	343
<b>Stock market information</b>	FY 2017	FY 2016	FY 2015	FY 2014	FY 2013
Basic earnings per share - continuing and discontinued operations	€7.44	€6.74	€8.84	€6.37	€5.08
Basic earnings per share - continuing operations <sup>1</sup>	€7.38	€6.51	€6.38	€6.12	€4.68
Diluted earnings per share - continuing and discontinued operations	€7.29	€6.65	€8.74	€6.31	€5.03
Diluted earnings per share - continuing operations <sup>1</sup>	€7.23	€6.42	€6.30	€6.06	€4.63
Dividend per share <sup>3</sup>	€3.70	€3.60	€3.50	€3.30	€3.00

<sup>1</sup> Regarding activities classified as discontinued operations, prior years are presented on a comparable basis.

<sup>2</sup> Part time employees are included proportionally.

<sup>3</sup> For FY 2017 to be proposed to the Annual Shareholders' Meeting.