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BARC



Important

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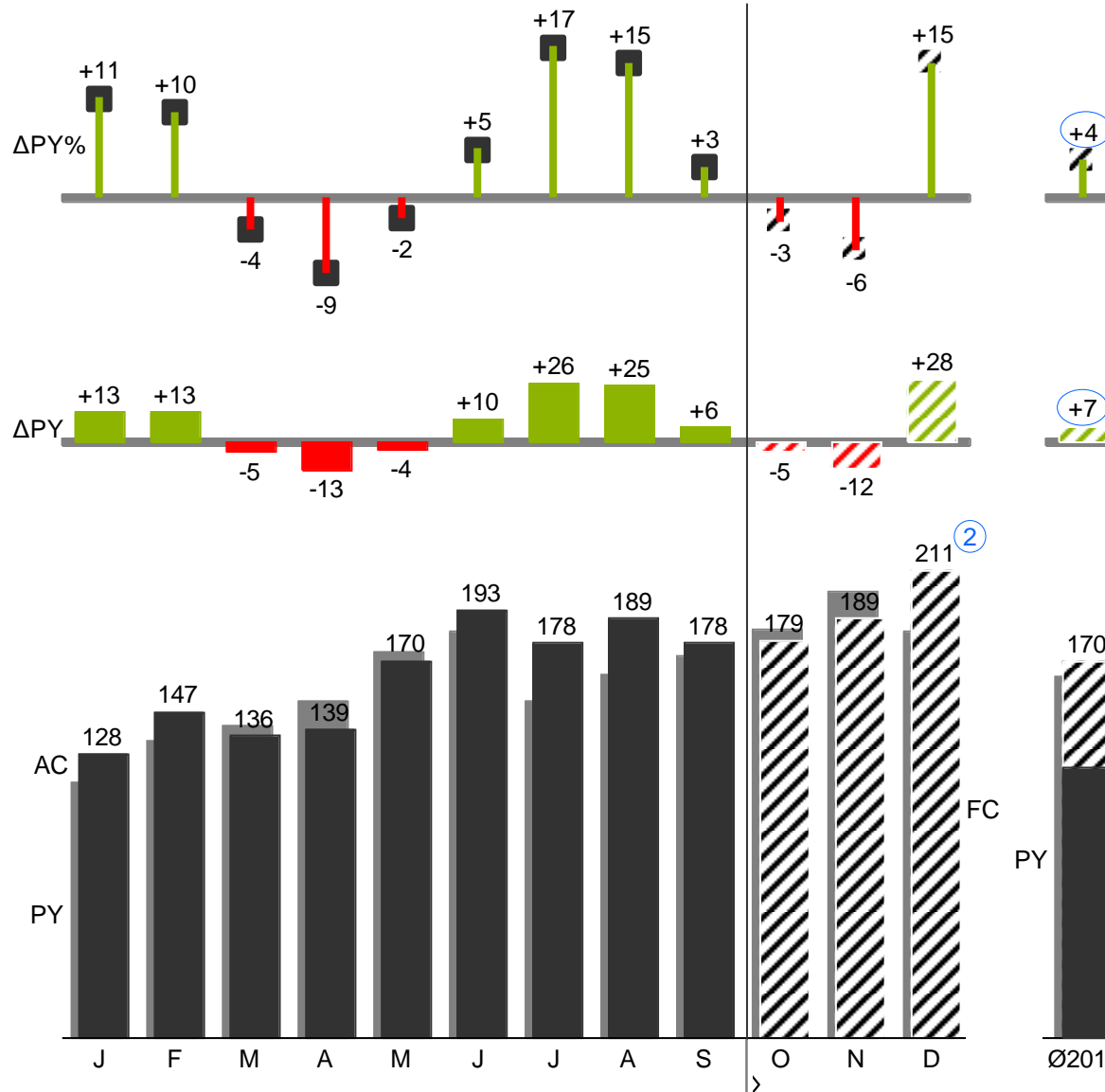
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Full screen mode is important to see and understand small changes between two slides.



The contribution margin will be below previous year during the next two months but we expect an average monthly growth of mEUR +7 (+4%) resp. mEUR +82 for the full year

Furniture Inc.
Contribution margin in mEUR
 2015 PY, FC and AC



- ① **2015 Forecast:** mEUR +82 is not including the new product line F23, no currency effects are expected
- ② **Dec. Forecast:** mEUR 211 is mEUR 28 higher than last year mainly because of the additional business with Beta (mEUR 30 per month)

① 2015 ΔPY: **+82** (=12 x 6.8) ①

2015 AC+FC: **2 037** (=12 x 169.8)

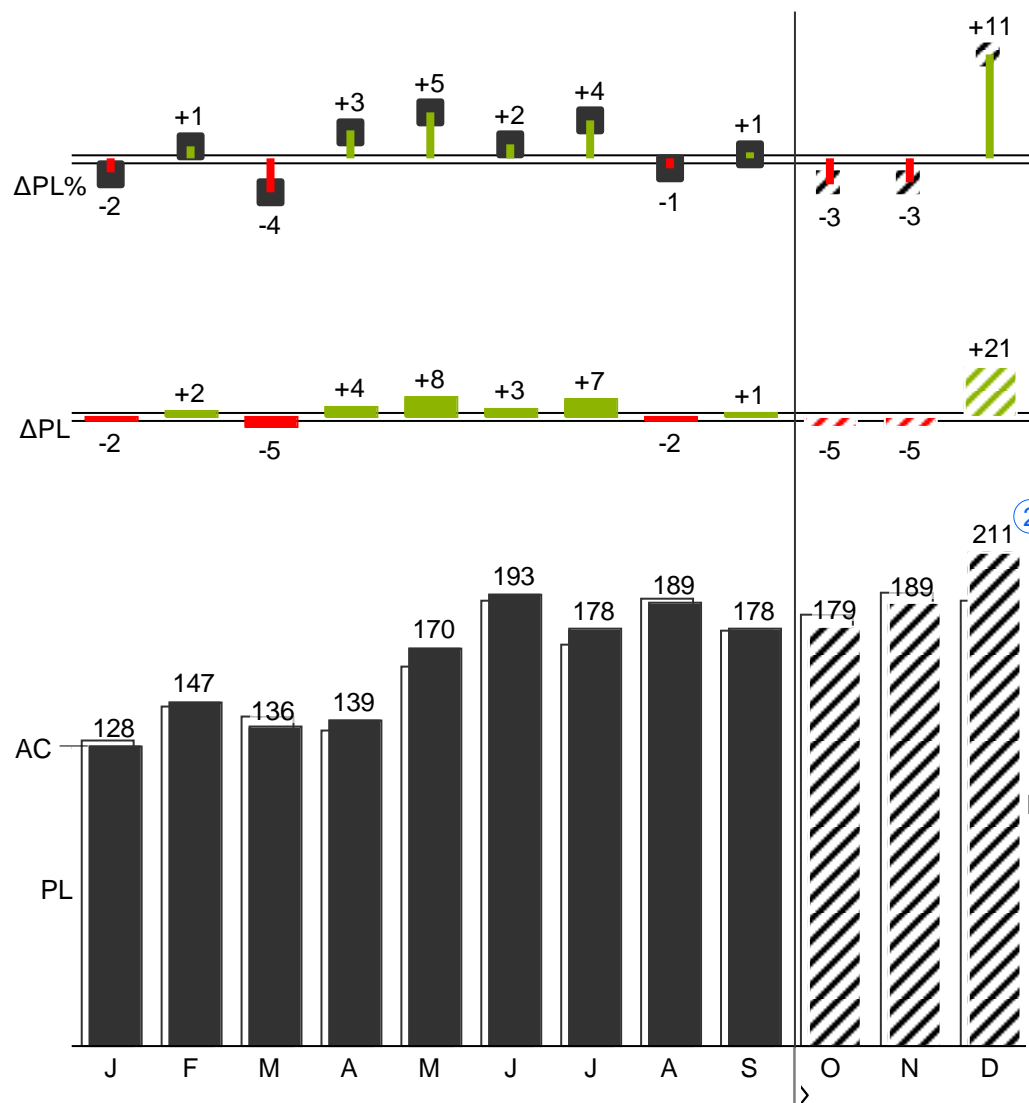
2015 FC: **579** of 2 037 = 28%

2015 AC: **1 458** of 2 037 = 72%



The contribution margin will be below plan during the next two months but we expect an average monthly plus of mEUR +2 (+1%) resp. mEUR +27 for the full year

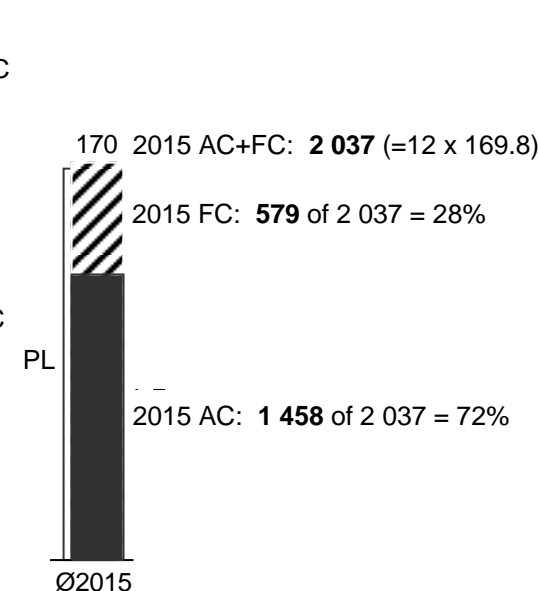
Furniture Inc.
Contribution margin in mEUR
 2015 PL, FC and AC



- ① **2015 Plan:** mEUR +27 is not including the new product line F23, no currency effects are expected
- ② **Dec. Forecast:** mEUR 211 is mEUR 21 higher than plan mainly because of the additional business with Beta (mEUR 30 per month)



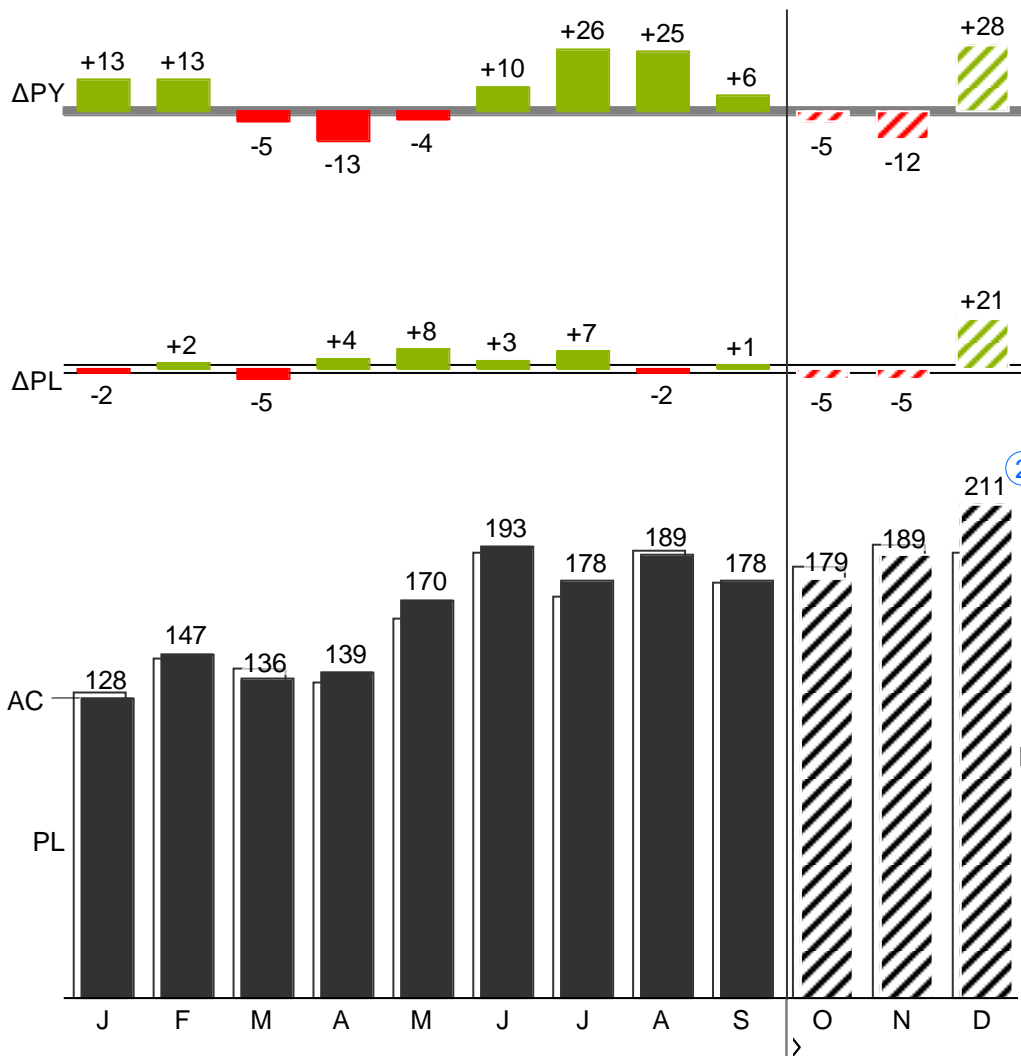
② 2015 ΔPL: +27 (= 12 x 2.3) ①





The contribution margin will be below plan during the next two months but we expect an average monthly plus of mEUR +2 against plan and a growth of +7 vs. previous year

Furniture Inc.
Contribution margin in mEUR
 2015 PY, PL, FC and AC



① **2015 Plan:** mEUR +27 is not including the new product line F23, no currency effects are expected

② **2015 PY:** +82 (=12 x 6.8)

② **Dec. Forecast:** mEUR 211 is mEUR 21 higher than plan mainly because of the additional business with Beta (mEUR 30 per month)

② **2015 ΔPL:** +27 (= 12 x 2.3) ①

2015 AC+FC: 2 037 (=12 x 169.8)

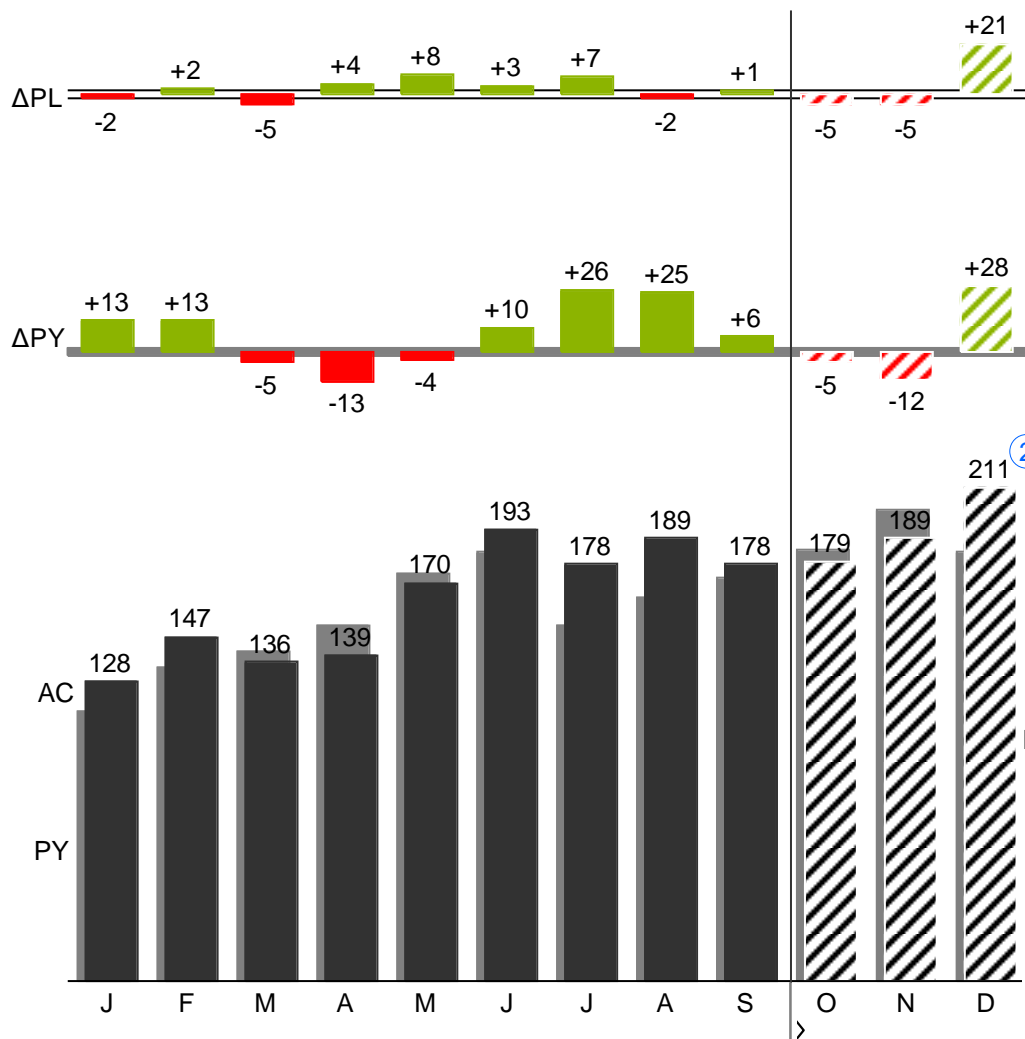
2015 FC: 579 of 2 037 = 28%

2015 AC: 1 458 of 2 037 = 72%



The contribution margin will be below previous year during the next two months but we expect an average monthly growth of mEUR +7 for the full year

Furniture Inc.
Contribution margin in mEUR
 2015 PY, PL, FC and AC



① **2015 Plan:** mEUR +27 is not including the new product line F23, no currency effects are expected

+2 2015 ΔPL: **+27** (= 12 x 2.3)

② **Dec. Forecast:** mEUR 211 is mEUR 21 higher than plan mainly because of the additional business with Beta (mEUR 30 per month)

⑦ 2015 ΔPY: **+82** (=12 x 6.8) ①

170 2015 AC+FC: **2 037** (=12 x 169.8)

2015 FC: **579** of 2 037 = 28%

2015 AC: **1 458** of 2 037 = 72%