

# Key figures<sup>1</sup>

## Consolidated results

In millions of €	2024	2023	Change in %
Revenue	35,955	36,375	(1.2%)
Net revenue	29,821	30,362	(1.8%)
Net revenue (beia)	29,964	30,308	(1.1%)
Operating profit	3,517	3,229	8.9%
Operating profit (beia)	4,512	4,443	1.6%
Net profit	978	2,304	(57.6%)
Net profit (beia)	2,739	2,632	4.1%
EBITDA (beia)	6,685	6,541	2.2%
Dividend (proposed)	1,042	969	7.5%
Free operating cash flow	3,058	1,759	73.8%

## Per share

	2024	2023	Change in %
Weighted average number of shares – basic	560,188,961	563,448,845	(0.6%)
Net profit	1.75	4.09	(57.2%)
Net profit (beia)	4.89	4.67	4.7%
Dividend (proposed)	1.86	1.73	7.5%
Free operating cash flow	5.46	3.12	75.0%
Shareholders' equity	34.95	35.60	(1.8%)
Share price	68.70	91.94	(25.3%)
Weighted average number of shares – diluted	560,639,030	563,979,620	(0.6%)
Net profit (beia) – diluted	4.89	4.67	4.7%

## Balance sheet

In millions of €	2024	2023	Change in %
Total assets	53,773	55,153	(2.5%)
Shareholders' equity	19,581	20,056	(2.4%)
Net debt position	14,651	15,835	(7.5%)
Market capitalisation	38,825	51,852	(25.1%)

## Employees

	2024	2023	Change in %
Average number of employees (FTE)	88,497	89,732	(1.4%)

## Ratios

	2024	2023	Change
Operating profit (beia) as a % of net revenue (beia)	15.1%	14.7%	40 bps
Net profit as % of average equity attributable to equity holders of the Company	4.9%	11.6 %	(6.7)
Net debt/EBITDA (beia)	2.2	2.4	(0.2)
Dividend % payout	38.0%	36.8%	1.2
Cash conversion ratio	102.6%	61.4%	41.2

<sup>1</sup> (beia) is before exceptional items and amortisation of acquisition-related intangible assets. Please refer to the Glossary section for an explanation of non-GAAP measures and other terms used throughout this report.

