

## Five-Year Summary

(in millions of €, except where otherwise stated)

	FY 2016	FY 2015	FY 2014	FY 2013	FY 2012
<b>Revenue and profit<sup>1</sup></b>					
Revenue	79,644	75,636	71,227	72,782	74,087
Gross profit	23,819	21,847	20,357	19,771	20,767
Income from continuing operations	5,396	5,349	5,292	4,070	4,604
Net income	5,584	7,380	5,507	4,409	4,282
<b>Assets, liabilities and equity</b>					
	Sep 30, 2016	Sep 30, 2015	Sep 30, 2014	Sep 30, 2013	Sep 30, 2012
Current assets	55,329	51,442	48,076	46,937	52,128
Current liabilities	42,916	39,562	36,598	37,868	42,627
Debt	30,968	29,660	20,947	20,453	20,707
Long-term debt	24,761	26,682	19,326	18,509	16,880
Net debt	19,071	18,528	12,008	10,663	9,292
Post-employment benefits	13,695	9,811	9,324	9,265	9,801
Equity (including non-controlling interests)	34,816	35,056	31,514	28,625	31,424
as a percentage of total assets	28%	29%	30%	28%	29%
Total assets	125,717	120,348	104,879	101,936	108,251
<b>Cash flows<sup>1</sup></b>					
	FY 2016	FY 2015	FY 2014	FY 2013	FY 2012
Cash flows from operating activities – continuing operations	7,668	6,881	7,090	7,078	6,874
Amortization, depreciation and impairments	2,764	2,549	2,387	2,778	2,684
Cash flows from investing activities – continuing operations	(4,406)	(8,716)	(4,340)	(4,730)	(4,905)
Additions to intangible assets and property, plant and equipment	(2,135)	(1,897)	(1,813)	(1,783)	(2,091)
Cash flows from financing activities – continuing operations	(2,710)	1,051	(4,485)	(3,715)	(3,017)
Change in cash and cash equivalents	660	1,923	(1,199)	(1,717)	(1,561)
Free cash flow – continuing and discontinued operations	5,476	4,674	5,201	5,328	4,700
Free cash flow – continuing operations	5,533	4,984	5,278	5,295	4,783
<b>Employees</b>					
	Sep 30, 2016	Sep 30, 2015	Sep 30, 2014	Sep 30, 2013	Sep 30, 2012
Employees – continuing operations (in thousands) <sup>1</sup>	351	348	338	343	347
<b>Stock market information</b>					
	FY 2016	FY 2015	FY 2014	FY 2013	FY 2012
Basic earnings per share - continuing and discontinued operations	€6.74	€8.84	€6.37	€5.08	€4.74
Basic earnings per share - continuing operations <sup>1</sup>	€6.51	€6.38	€6.12	€4.68	€5.11
Diluted earnings per share - continuing and discontinued operations	€6.65	€8.74	€6.31	€5.03	€4.69
Diluted earnings per share - continuing operations <sup>1</sup>	€6.42	€6.30	€6.06	€4.63	€5.06
Dividend per share <sup>2</sup>	€3.60	€3.50	€3.30	€3.00	€3.00

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

<sup>2</sup> For FY 2016 to be proposed to the Annual Shareholders' Meeting.