

KTM GROUP



KTM AG

MATTIGHOFEN



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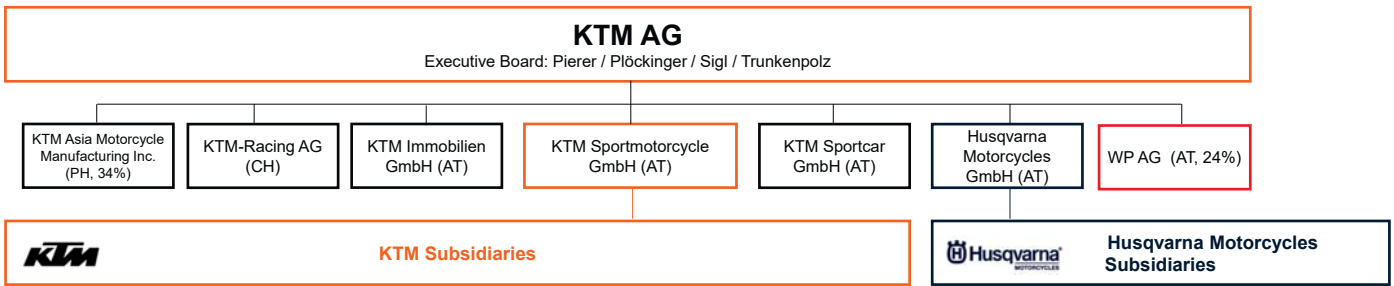
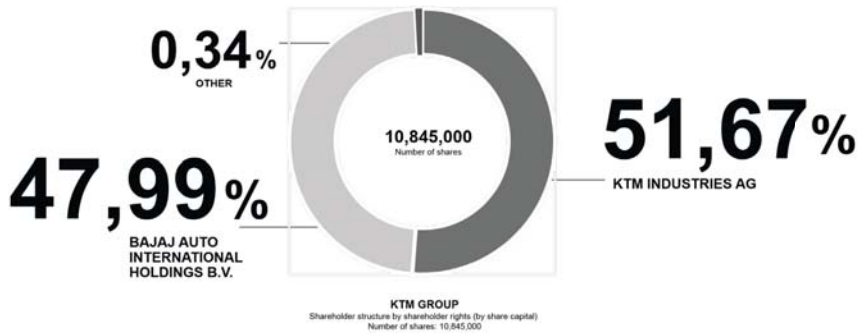


Viktor Sigl (CFO)

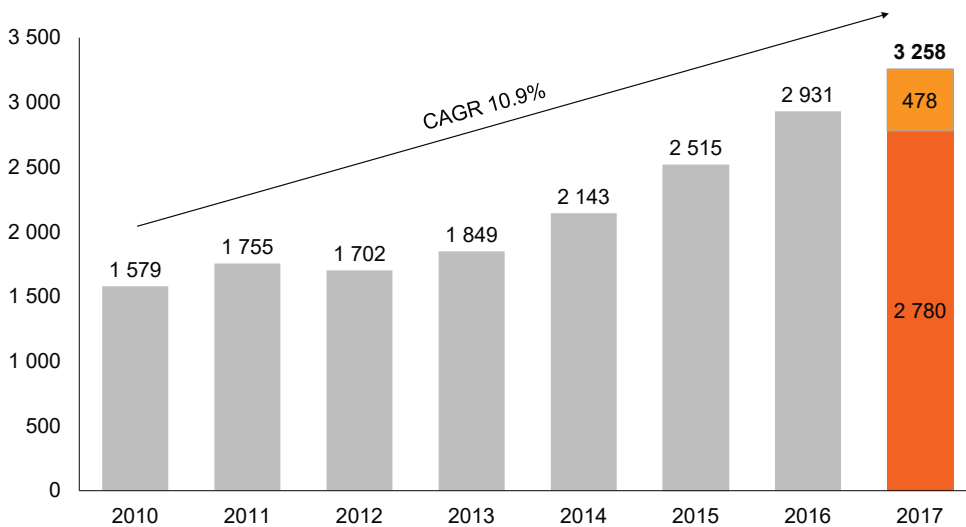
Stefan Pierer (CEO)

Harald Plöckinger (COO)

Hubert Trunkenpolz (CSO)



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2,780

EMPLOYEES IN AUSTRIA

478

EMPLOYEES ABROAD

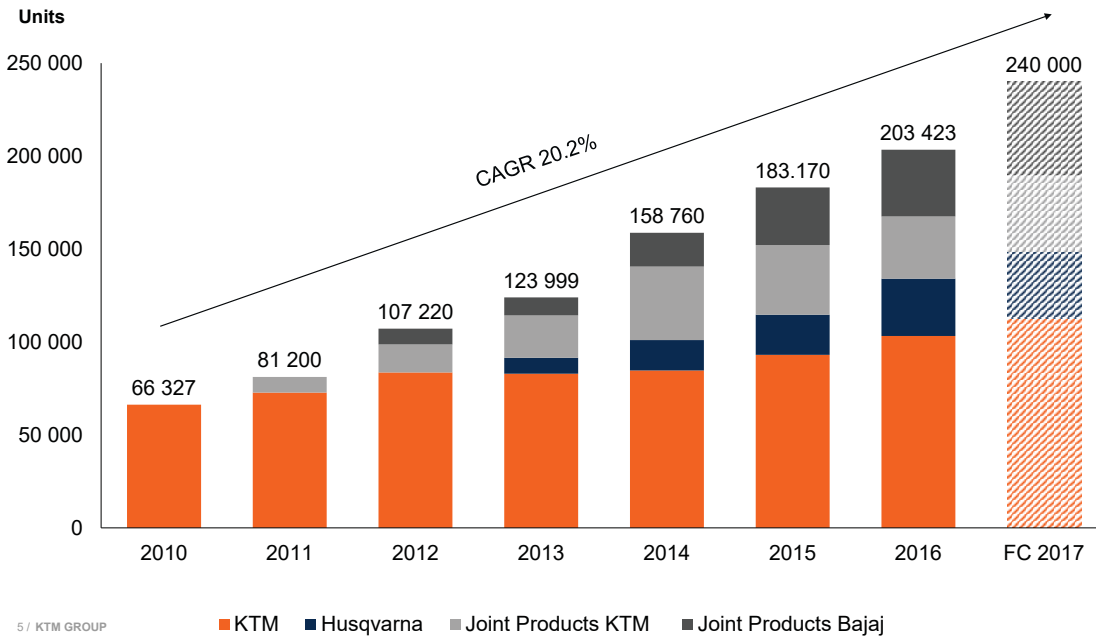
35 YEARS

AVERAGE AGE

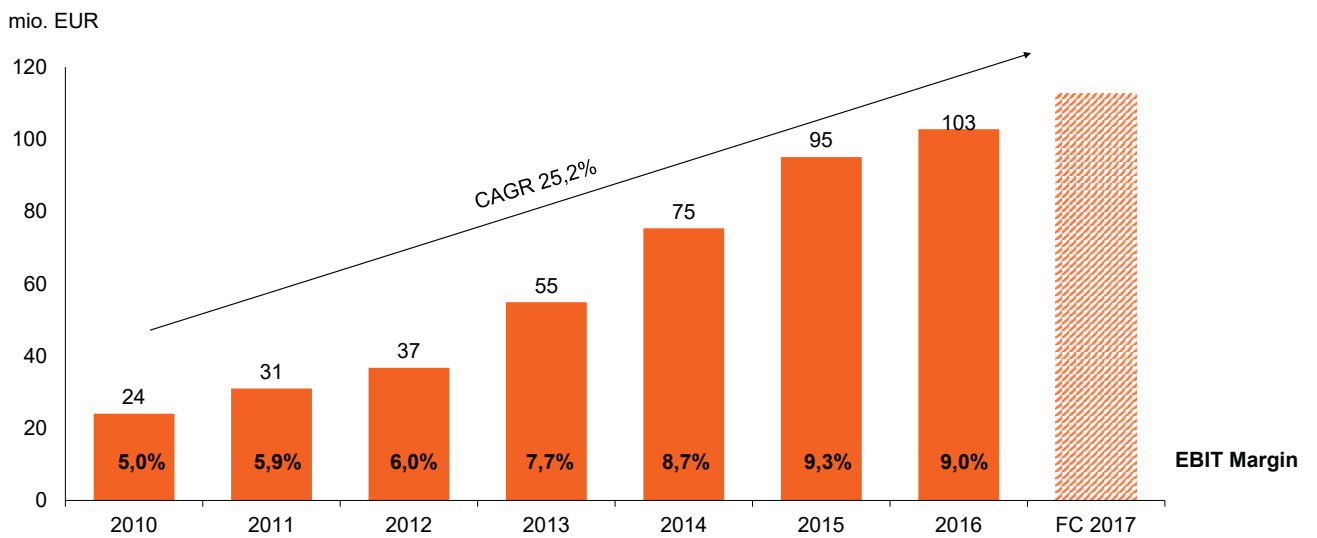
20%

GENDER QUOTA

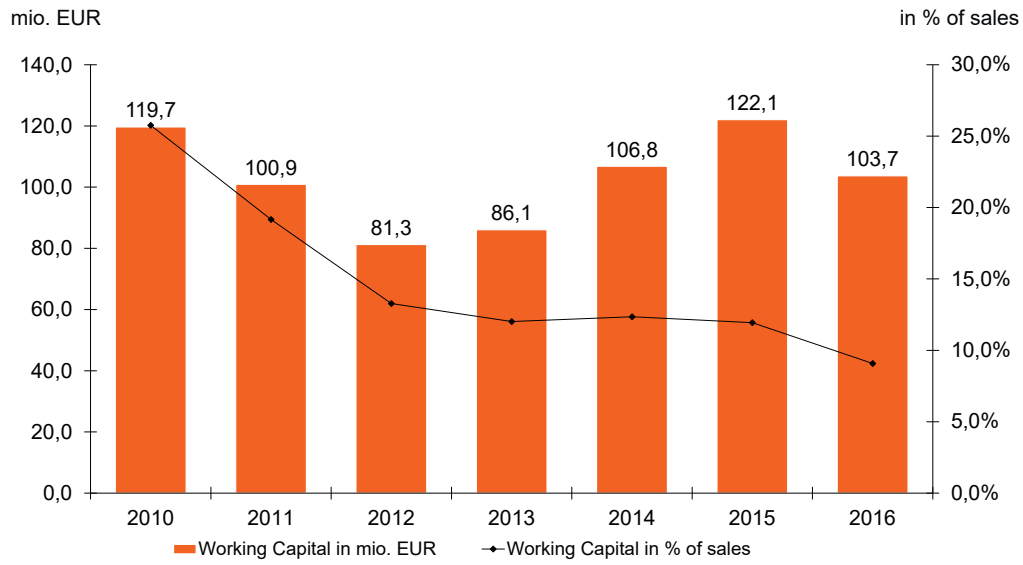
KTM GROUP SALES UNITS 2010 – 2017



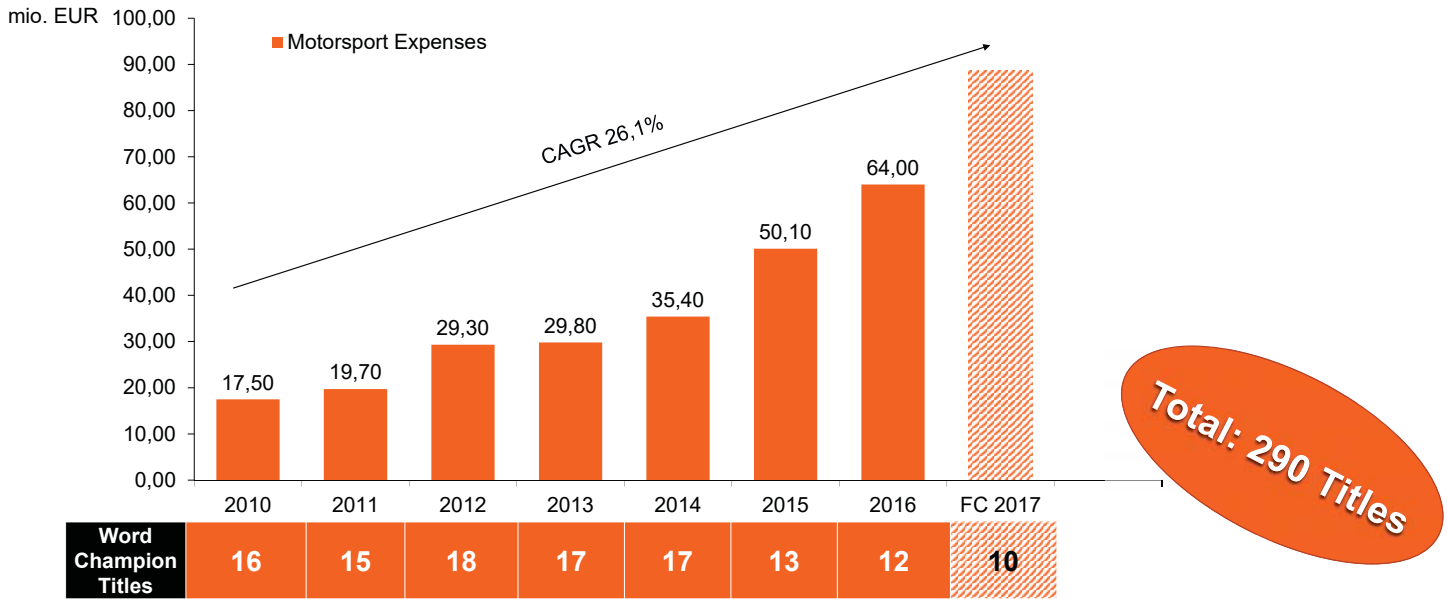
KTM GROUP EBIT 2010 – 2017



WORKING CAPITAL 2010-2017



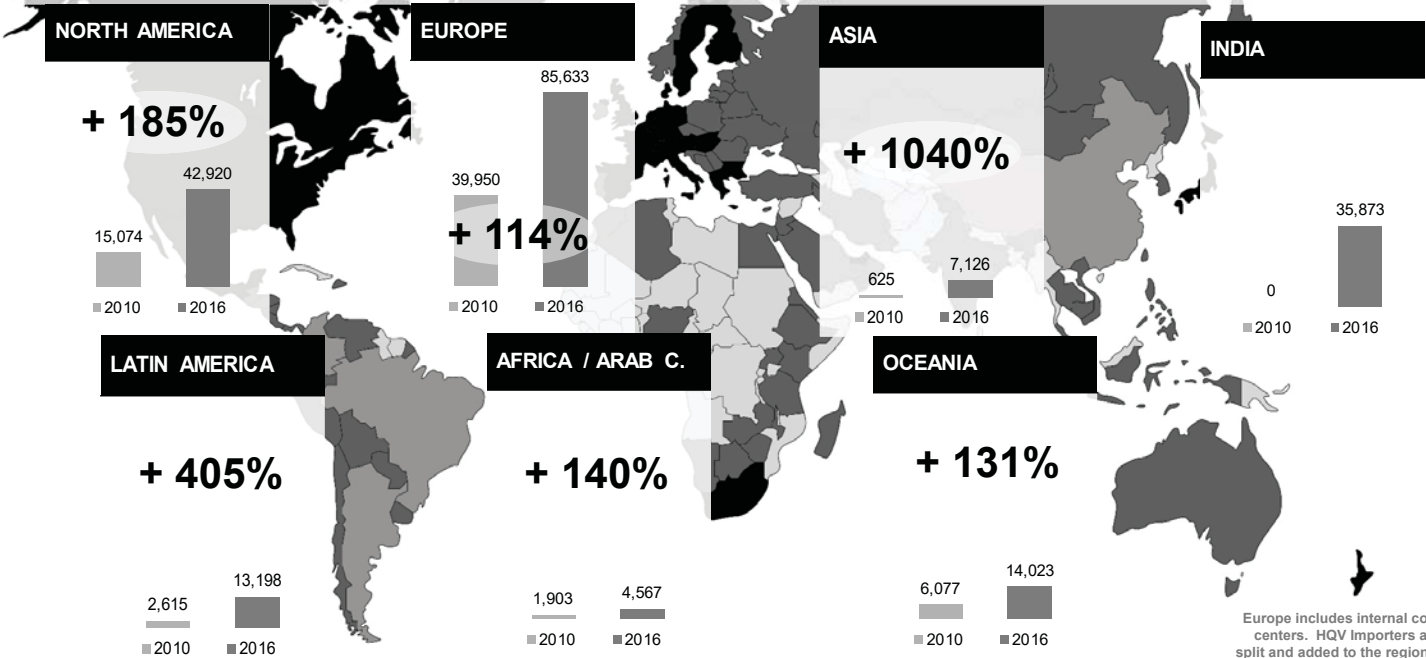




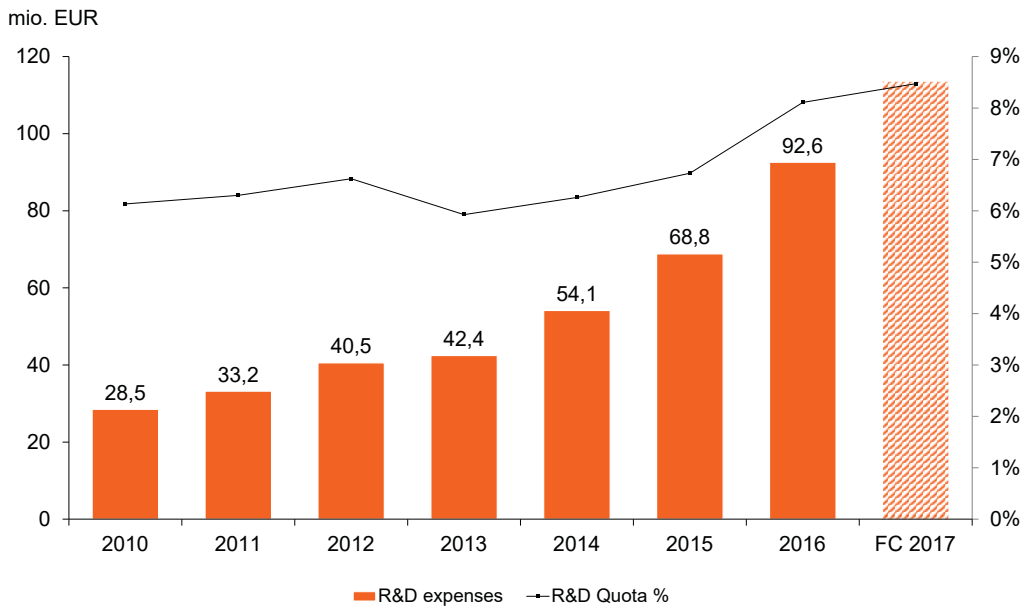
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KTM GROUP Actual Y10 vs Y16

Actual Y10 YT: 66,244 → +152.8% + 0 India = 66,244 Total
 Actual Y16 YT: 167,467 → +207.0% + 35,873 India = 203,340 Total



KTM GROUP R&D 2010 – 2017

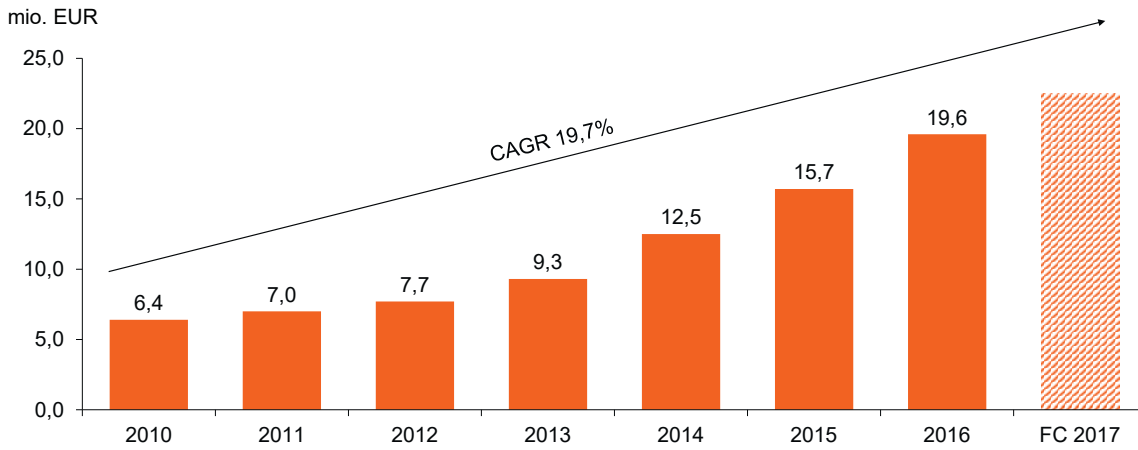


577
EMPLOYEES FOR R&D
AS OF JUNE 30, 2017

8.5%
R&D QUOTA
FC 2017
(W/O MOTORSPORTS)

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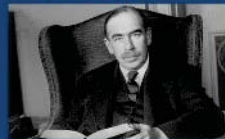




In defence of models:

“Better to be roughly right than precisely wrong – or not to make any estimate at all ”

John Maynard Keynes



In opposition to models:

“Not appropriate tools for decision making as their use assumes a level of knowledge and precision that is illusory ”

Robert Pindyck



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