

DEVELOPMENT 2018

tesa Group development, 2018 at a glance

	2017 in € million	2018 in € million	Change in percent	Adjusted for exchange rate effects in percent
Sales	1,257.8	1,342.8	6.8	6.8
Operating result (EBIT) *without special factors	207.5	210.2	1.3	
EBIT margin *without special factors	16.5 %	15.7 %	-0.8	

Sales by business unit

Direct Industries	725.2	798.3	10.1	9.1
Trade Markets	526.7	539.0	2.3	3.8

Sales by region

Europe	707.0	731.5	3.5	3.2
America	190.6	216.4	13.5	9.7
Africa / Asia / Australia	360.2	394.9	9.6	12.3

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