

# DEVELOPMENT 2017

## tesa Group development, 2017 at a glance

	2016 in € million	2017 in € million	Change in percent	Adjusted for exchange rate effects in percent
Sales	1,145.8	1,257.8	9.8	10.6
Operating result (EBIT) *without special factors	185.9	207.5	11.6	
EBIT margin *without special factors	16.2 %	16.5 %	0.3	

### Sales by business unit

Direct Industries	639.9	725.2	13.3	15.9
Trade Markets	501.0	526.7	5.1	3.8

### Sales by region

Europe	659.8	707.0	7.1	6.2
America	174.2	190.6	9.4	11.6
Africa/Asia/Australia	311.8	360.2	15.5	19.6

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