



your solution – our innovation

*Energy
for life*

FRIWO

At a Glance

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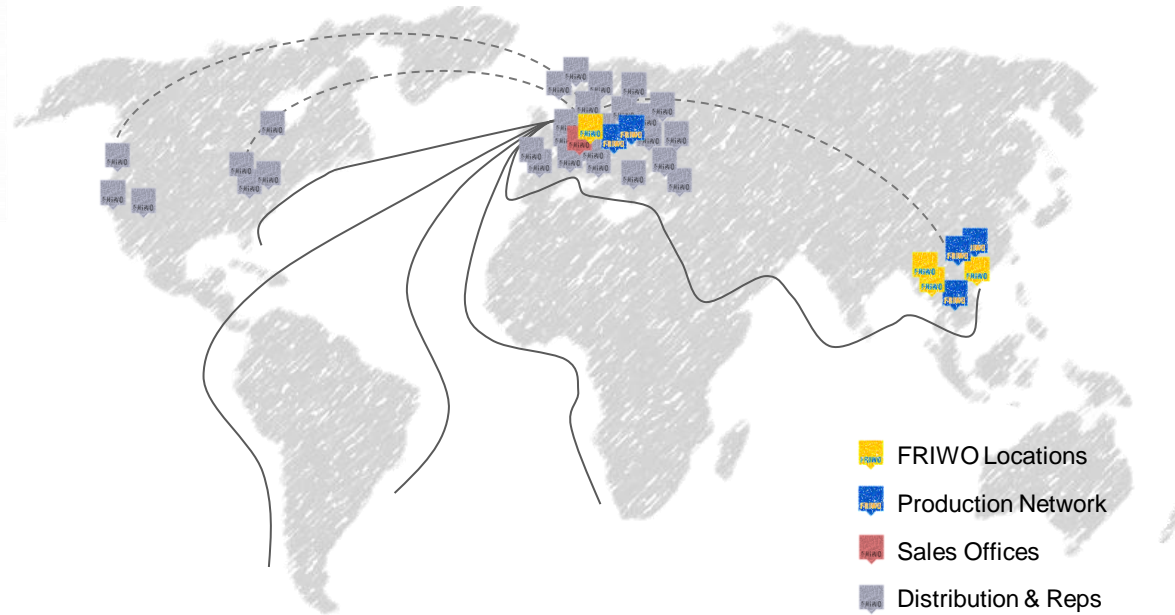


Competence meets experience:

- ▶ Founded 1971 in Ostbevern / Germany
- ▶ Inventor of the world's first plug-in adapter
- ▶ Extensive production experience:
Customers served with more than 1.000.000.000 power supplies
- ▶ Global production network with facilities in Germany, Poland, China & Vietnam
- ▶ Worldwide R&D teams in Germany & Vietnam
- ▶ Company is approved to ISO9001, ISO14001 & ISO13485
- ▶ Global set-up with presence in all important markets:

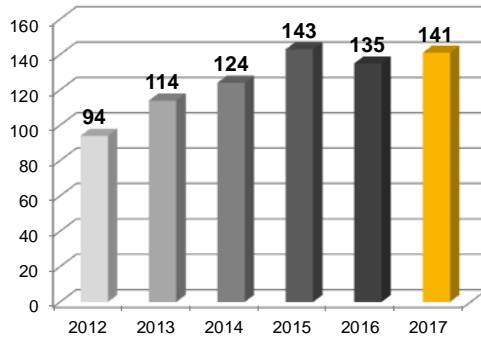
With an **experience** of more than **45 years** we are the **first choice** for:

- ▶ Chargers
- ▶ Battery packs
- ▶ LED Drivers
- ▶ Power Supplies
- ▶ Inductive Components

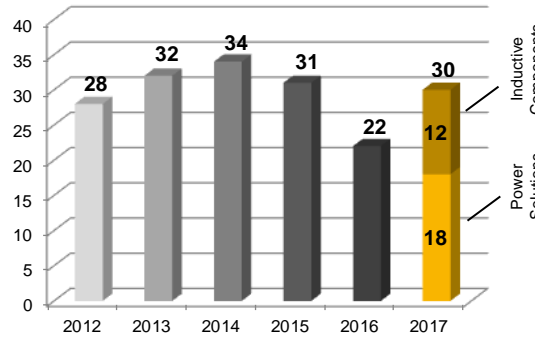


At a Glance

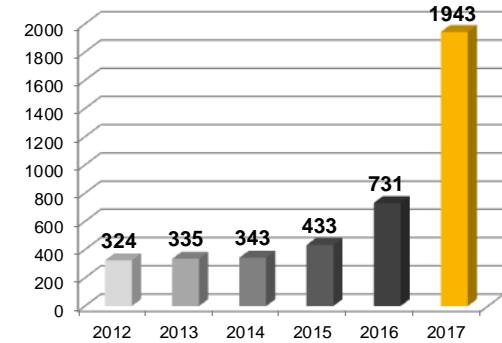
Revenue
in million €



Sold Quantities
in million units



Employees



LED Lighting



Industrial & Automation



Cordless Power & Tools



Medical & Care



Consumer Electronics



eMobility



Our core competencies & target markets:
 FRIWO is setting benchmarks for the power supply industry

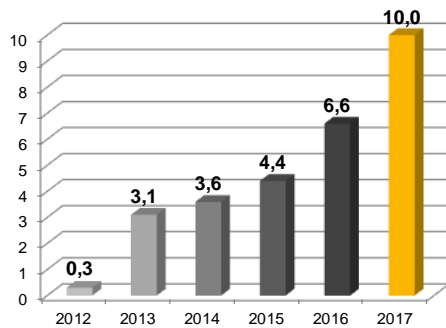
- ▶ Strong electronic R&D, mechanical design and electronic manufacturing know-how
- ▶ Global approval options and international organization setup
- ▶ Highly flexible for specific OEM solutions
- ▶ Competitive leading platform solutions in regard to
 - efficiency
 - leakage & peak amps
 - minimal dimensions
 - shock, water and temperature resistance
 - lifetime
- ▶ Experienced, motivated employees and reliable partners

At a Glance

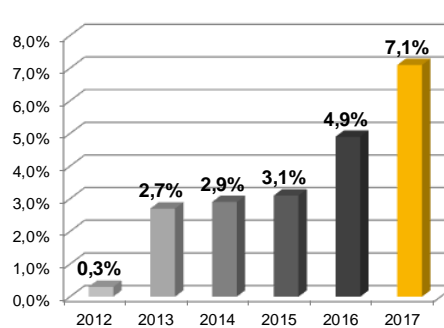
Steady growth:

We create sustainable values for our customers, employees, owners, suppliers and partners

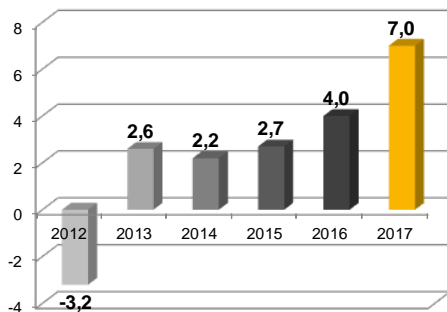
EBIT
in million Euro



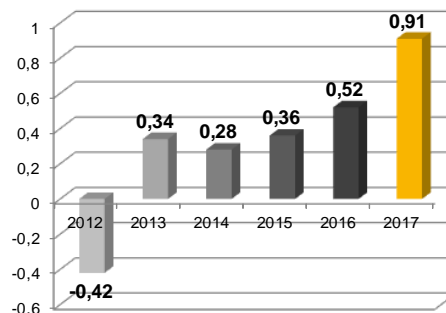
EBIT
in % of sales



Earnings after taxes
in million Euro



Earnings per share
in Euro



Income Statement		
<i>in million EUR</i>	2017	2016
Sales	141,3	134,6
Cost of sales	-119,1	-118,3
Gross profit	22,2	16,2
Distribution costs	-4,0	-4,2
Administration expenses	-7,8	-5,9
Other operating expenses/income	-0,4	0,5
Earnings before interest and taxes (EBIT)	10,0	6,6
Interest result	-0,5	-0,4
Profit before taxes (PBT)	9,5	6,2
Income taxes	-2,5	-2,1
Net profit	7,0	4,0

Balance / Cash Flow / Investments		
	2017	2016
Balance sheet totals (mill. EUR)	60,8	57,7
Equity capital (mill. EUR)	22,1	17,6
Equity ratio in %	36,3	30,5
Operating cash flow (mill. EUR)	12,3	-7,4
Investments (mill. EUR)	6,6	2,9
Investments in % of sales	4,7	2,1



Quality.
Service.
Expertise.
Capacity.
Flexibility.
Innovation.
One partner.
One solution.
FRIWO.

