### Q2 2020 NEW SEGMENTAL REPORTING (CONTINUING OPERATIONS)

#### Q2 2020 New Segmental Reporting (continuing operations)

<table>
<thead>
<tr>
<th>Region</th>
<th>Net Sales (€ in millions)</th>
<th>Gross Profit (€ in millions)</th>
<th>Gross Margin (%)</th>
<th>Operating Expenses (€ in millions)</th>
<th>Operating Expenses in % of Net Sales</th>
<th>Operating Profit/(Loss) (€ in millions)</th>
<th>Operating Margin (%)</th>
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#### Second Quarter 2020

- **EMEA**
  - Net sales: €965 million
  - Gross profit: €487 million
  - Gross margin: 50.5%
  - Operating expenses: €516 million
  - Operating expenses in % of net sales: 53.4%
  - Operating profit/(loss): (€27) million
  - Operating margin: (2.8%)

- **North America**
  - Net sales: €726 million
  - Gross profit: €291 million
  - Gross margin: 40.1%
  - Operating expenses: €330 million
  - Operating expenses in % of net sales: 45.4%
  - Operating profit/(loss): (€37) million
  - Operating margin: (5.1%)

- **Greater China**
  - Net sales: €1,199 million
  - Gross profit: €291 million
  - Gross margin: 40.1%
  - Operating expenses: €330 million
  - Operating expenses in % of net sales: 27.4%
  - Operating profit/(loss): (€37) million
  - Operating margin: (2.8%)

- **Asia-Pacific**
  - Net sales: €337 million
  - Gross profit: €167 million
  - Gross margin: 49.7%
  - Operating expenses: €163 million
  - Operating expenses in % of net sales: 48.4%
  - Operating profit/(loss): 9 million
  - Operating margin: 2.5%

- **Latin America**
  - Net sales: €103 million
  - Gross profit: €55 million
  - Gross margin: 53.2%
  - Operating expenses: €81 million
  - Operating expenses in % of net sales: 78.4%
  - Operating profit/(loss): (€22) million
  - Operating margin: (21.4%)

- **Other Businesses**
  - Net sales: €21 million
  - Gross profit: €7 million
  - Gross margin: 34.3%
  - Operating expenses: €10 million
  - Operating expenses in % of net sales: 49.3%
  - Operating profit/(loss): (€3) million
  - Operating margin: (14.9%)