

## DEUTZ GROUP: MULTI-YEAR OVERVIEW

€ million	Continuing operations 2011	Continuing operations 2012	Continuing operations 2013	Continuing operations 2014	Continuing operations 2015
New orders	1,479.3	1,237.1	1,649.7	1,379.0	1,225.9
Unit sales (units)	230,598	178,774	184,028	196,403	137,781
Compact Engines	204,161	161,899	167,964	183,125	125,214
DEUTZ Customised Solutions	26,437	16,875	16,064	13,278	12,567
Revenue	1,529.0	1,291.9	1,453.2	1,530.2	1,247.4
Compact Engines	1,199.1	1,005.0	1,188.8	1,279.9	967.2
DEUTZ Customised Solutions	329.9	286.9	264.4	250.3	280.2
EBITDA <sup>1)</sup>	159.0	121.7	142.0	120.3	112.2
EBITDA before one-off items <sup>1)</sup>	159.0	121.7	142.0	137.4	112.2
EBIT <sup>1)</sup>	89.9	37.1	47.5	12.8	4.9
EBIT before one-off items <sup>1)</sup>	89.9	37.1	47.5	31.7	4.9
EBIT margin (%) <sup>1)</sup>	5.9	2.9	3.3	0.8	0.4
EBIT margin before one-off items (%) <sup>1)</sup>	5.9	2.9	3.3	2.1	0.4
Net income	75.5	21.0	36.0	19.5	3.5
Continuing operations	68.7	22.1	36.0	19.5	3.5
Discontinued operations	6.8	-1.1	-	-	-
Basic earnings per share (€)	0.62	0.17	0.30	0.18	0.04
Continuing operations	0.57	0.18	0.30	0.18	0.04
Discontinued operations	0.05	-0.01	-	-	-
Dividend per share (€)	-	-	0.07	0.07	0.07
Total assets <sup>2)</sup>	1,099.0	1,035.9	1,121.0	1,149.2	1,088.1
Non-current assets	623.1	621.3	596.6	563.6	520.5
Equity <sup>2)</sup>	453.5	452.6	504.7	511.0	495.6
Equity ratio (%) <sup>2)</sup>	41.3	43.7	45.0	44.5	45.5
Cash flow from operating activities <sup>3)</sup>	120.5	104.9	105.0	114.1	103.3
Free cash flow	4.8	12.6	13.8	52.0	35.0
Net financial position <sup>4)</sup>	-69.6	-48.6	-31.7	13.7	39.0
Working capital <sup>5)</sup>	142.1	141.6	172.3	196.2	183.6
Working capital ratio (31 Dec, %)	9.3	11.0	11.9	12.8	14.7
Capital expenditure (excl. capitalisation of R&D, after deducting grants) <sup>6)</sup>	41.1	66.4	42.5	40.3	56.2
Depreciation and amortisation	69.1	84.6	94.5	107.5	107.3
Research and development (after deducting grants) <sup>6)</sup>	84.6	62.1	52.6	53.1	40.8
thereof capitalised	61.5	44.2	33.8	26.3	13.0
Employees (31 Dec)	4,060	3,991	3,952	3,916	3,730

<sup>1)</sup> Since 2013, the income statement has been structured according to the function-of-expense method. Other taxes are no longer reported separately after operating profit/loss and are instead allocated to functional costs within operating profit/loss. The comparative prior-year figures have been restated accordingly to improve comparability.

<sup>2)</sup> Since 2013, the accounting of pension provisions has changed (IAS 19R). For comparison, the entry for the financial year 2012 has been changed. The information for 2011 has not been adjusted for reasons of practicability.

<sup>3)</sup> Since 2012, interest income has been reported as cash flow from financing activities rather than as cash flow from operating activities. The comparative figures of previous years have been restated accordingly to improve comparability.

<sup>4)</sup> Net financial position: cash and cash equivalents minus current and non-current interest-bearing financial debt.

<sup>5)</sup> Working capital: inventories plus trade receivables minus trade payables.

<sup>6)</sup> Since 2012, the key figures "capital expenditure" and "research and development" have been reported after deducting grants. The comparative figures of previous years have been restated accordingly to improve comparability.

	Continuing operations 2011	Continuing operations 2012	Continuing operations 2013	Continuing operations 2014	Continuing operations 2015
<b>Revenue by region</b>					
€ million	1,529.0	1,291.9	1,453.2	1,530.2	1,247.4
Europe/Middle East/Africa	1,225.0	984.2	1,155.4	1,166.2	844.5
Americas	177.2	190.9	190.6	256.6	275.3
Asia-Pacific	126.8	116.8	107.2	107.4	127.6
<b>Revenue by application segment</b>					
€ million	1,529.0	1,291.9	1,453.2	1,530.2	1,247.4
Mobile Machinery	529.4	477.5	481.6	715.3	523.2
Stationary Equipment	227.9	204.2	173.7	179.2	178.1
Agricultural Machinery	240.5	152.5	325.6	257.5	159.3
Automotive	213.6	192.1	188.5	82.0	87.9
Service	241.6	250.3	253.7	259.3	278.4
Miscellaneous	76.0	15.3	30.1	36.9	20.5
<b>Key figures for DEUTZ shares</b>					
Number of shares (31 Dec)	120,861,783	120,861,783	120,861,783	120,861,783	120,861,783
Number of shares (average)	120,861,783	120,861,783	120,861,783	120,861,783	120,861,783
Share price (31 Dec, €)	4.11	3.54	6.49	4.00	3.69
Share price high (€)	7.22	5.72	7.45	7.94	5.59
Share price low (€)	3.23	2.96	3.71	3.35	2.86
Market capitalisation (31 Dec, € million)	496.7	427.9	784.4	483.4	446.0
Earnings per share (€)	0.62	0.17	0.30	0.18	0.04
Continuing operations	0.57	0.18	0.30	0.18	0.04
Discontinued operations	0.05	-0.01	-	-	-