

THE FIRST HALF YEAR AT A GLANCE

DEUTZ Group: Overview

€ million	4-6/2016	4-6/2015	1-6/2016	1-6/2015
New orders	349.9	349.7	677.2	670.7
Unit sales (units)	37,594	41,213	69,706	78,120
Revenue	344.2	352.1	644.4	670.2
EBITDA	35.6	36.5	66.9	70.4
EBIT	13.4	10.2	20.7	20.3
EBIT margin (%)	3.9	2.9	3.2	3.0
Net income	11.3	9.0	20.0	16.7
Earnings per share (€)	0.09	0.07	0.17	0.14
Total assets	1,103.8	1,179.8	1,103.8	1,179.8
Non-current assets (before deferred tax assets)	499.6	554.5	499.6	554.5
Equity	494.5	535.1	494.5	535.1
Equity ratio (%)	44.8	45.4	44.8	45.4
Cash flow from operating activities	23.4	41.5	15.4	53.9
Free cash flow ¹⁾	11.7	27.3	-17.2	26.2
Net financial position ²⁾	13.1	33.2	13.1	33.2
Working capital ³⁾	227.1	216.4	227.1	216.4
Working capital ratio (30 Jun, %) ⁴⁾	18.6	15.0	18.6	15.0
Capital expenditure (excl. capitalisation of R&D, after deducting grants)	14.0	16.9	30.0	25.3
Depreciation and amortisation	22.2	26.3	46.2	50.1
R&D expenditure (after deducting grants)	12.6	8.9	22.7	19.8
thereof capitalised	1.6	3.2	2.5	5.0
Employees (number at 30 Jun)	3,708	3,822	3,708	3,822

¹⁾ Free cash flow: cash flow from operating and investing activities less interest expense.

²⁾ Net financial position: cash and cash equivalents less current and non-current interest-bearing financial debt.

³⁾ Working capital: inventories plus trade receivables minus trade payables.

⁴⁾ Working capital ratio (30 Jun, %): working capital as at the balance sheet date divided by revenue for the previous twelve months.

DEUTZ Group: Segments

€ million	4-6/2016	4-6/2015	1-6/2016	1-6/2015
New orders				
DEUTZ Compact Engines	285.1	281.1	544.5	530.0
DEUTZ Customised Solutions	64.8	68.6	132.7	140.7
Total	349.9	349.7	677.2	670.7
Unit sales (units)				
DEUTZ Compact Engines	35,037	37,758	64,807	71,353
DEUTZ Customised Solutions	2,557	3,455	4,899	6,767
Total	37,594	41,213	69,706	78,120
Revenue				
DEUTZ Compact Engines	277.0	277.3	512.5	528.3
DEUTZ Customised Solutions	67.2	74.8	131.9	141.9
Total	344.2	352.1	644.4	670.2
EBIT before one-off items				
DEUTZ Compact Engines	4.2	2.5	1.9	6.5
DEUTZ Customised Solutions	11.2	6.3	21.4	17.3
Other	-2.0	1.4	-2.6	-3.5
Total	13.4	10.2	20.7	20.3