

FIRST TO THIRD QUARTER AT A GLANCE

DEUTZ Group: Overview

	7-9/2015	7-9/2014	1-9/2015	1-9/2014
€ million				
New orders	262.2	330.0	932.9	1,076.8
Unit sales (units)	29,116	56,020	107,236	155,099
Revenue	268.6	424.5	938.8	1,177.9
EBITDA	15.2	27.0	85.6	80.6
EBITDA before one-off items	15.2	27.0	85.6	94.5
EBIT	-9.7	2.7	10.6	8.9
EBIT before one-off items	-9.7	2.7	10.6	22.8
EBIT margin (%)	-3.6	0.6	1.1	0.8
EBIT margin before one-off items (%)	-3.6	0.6	1.1	1.9
Net income	-9.4	0.7	7.3	3.4
Earnings per share (€)	-0.07	0.01	0.07	0.03
Total assets	1,087.2	1,180.3	1,087.2	1,180.3
Non-current assets (before deferred tax assets)	537.2	578.5	537.2	578.5
Equity	500.9	497.6	500.9	497.6
Equity ratio (%)	46.1	42.2	46.1	42.2
Cash flow from operating activities	-10.3	46.0	43.6	86.9
Free cash flow ¹⁾	-35.7	30.7	-9.5	39.6
Net financial position ²⁾	-3.1	1.0	-3.1	1.0
Working capital ³⁾	231.1	214.5	231.1	214.5
Working capital ratio (30 Sep, %) ⁴⁾	17.9	13.5	17.9	13.5
Capital expenditure (excluding capitalisation of R&D, after deducting grants)	15.9	9.5	41.2	28.5
Depreciation and amortisation	24.9	24.3	75.0	71.7
R&D expenditure (after deducting grants)	10.0	14.1	29.8	39.8
thereof capitalised	4.4	5.9	9.4	21.7
Employees (number at 30 Sep)	3,755	3,976	3,755	3,976

DEUTZ Group: Segments

	7-9/2015	7-9/2014	1-9/2015	1-9/2014
€ million				
New orders				
DEUTZ Compact Engines	194.0	270.4	724.0	882.5
DEUTZ Customised Solutions	68.2	59.6	208.9	194.3
Total	262.2	330.0	932.9	1,076.8
Unit sales (units)				
DEUTZ Compact Engines	26,243	53,589	97,596	146,524
DEUTZ Customised Solutions	2,873	2,431	9,640	8,575
Total	29,116	56,020	107,236	155,099
Revenue				
DEUTZ Compact Engines	201.8	368.2	730.1	1,002.8
DEUTZ Customised Solutions	66.8	56.3	208.7	175.1
Total	268.6	424.5	938.8	1,177.9
EBIT before one-off items				
DEUTZ Compact Engines	-23.4	-0.7	-16.9	4.9
DEUTZ Customised Solutions	8.7	4.2	26.0	18.5
Other	5.0	-0.8	1.5	-0.6
Total	-9.7	2.7	10.6	22.8

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 Sep, %): working capital as at the balance sheet date divided by revenue for the previous twelve months.