

FIRST QUARTER AT A GLANCE

DEUTZ Group: Overview

| € million | 1-3/2017 | 1-3/2016 |
|---|----------|----------|
| New orders | 403.2 | 327.3 |
| Unit sales (units) | 37,153 | 32,112 |
| Revenue | 352.5 | 300.2 |
| EBITDA | 38.7 | 31.3 |
| EBITDA before exceptional items | 28.7 | 31.3 |
| EBIT | 17.6 | 7.3 |
| EBIT before exceptional items | 7.6 | 7.3 |
| EBIT margin (%) | 5.0 | 2.4 |
| EBIT margin before exceptional items (%) | 2.2 | 2.4 |
| Net income | 15.4 | 8.7 |
| Earnings per share (€) | 0.13 | 0.08 |
| Total assets | 1,101.0 | 1,099.6 |
| Non-current assets | 469.5 | 510.0 |
| Equity | 507.2 | 495.4 |
| Equity ratio (%) | 46.1 | 45.1 |
| Cash flow from operating activities | 56.2 | -8.0 |
| Free cash flow ¹⁾ | 39.7 | -28.9 |
| Net financial position ²⁾ | 70.0 | 9.7 |
| Working capital ³⁾ | 197.1 | 229.4 |
| Working capital ratio (31 Mar, %) ⁴⁾ | 15.0 | 18.7 |
| Capital expenditure (excl. capitalisation of R&D, after deducting grants) | 8.6 | 16.0 |
| Depreciation and amortisation | 21.1 | 24.0 |
| Research and development expenditure (after deducting grants) | 16.5 | 10.1 |
| thereof capitalised | 3.6 | 0.9 |
| Employees (number at 31 Mar) | 3,675 | 3,699 |

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 (percentage as at balance sheet date): working capital as at the balance sheet date divided by revenue for the previous twelve months.

DEUTZ Group: Segments

| € million | 1-3/2017 | 1-3/2016 |
|----------------------------------|---------------|---------------|
| New orders | | |
| DEUTZ Compact Engines | 326.3 | 259.4 |
| DEUTZ Customised Solutions | 76.9 | 67.9 |
| Total | 403.2 | 327.3 |
| Unit sales (units) | | |
| DEUTZ Compact Engines | 35,321 | 29,770 |
| DEUTZ Customised Solutions | 1,832 | 2,342 |
| Total | 37,153 | 32,112 |
| Revenue | | |
| DEUTZ Compact Engines | 294.1 | 235.5 |
| DEUTZ Customised Solutions | 58.4 | 64.7 |
| Total | 352.5 | 300.2 |
| EBIT before one-off items | | |
| DEUTZ Compact Engines | 1.5 | -2.3 |
| DEUTZ Customised Solutions | 6.4 | 10.2 |
| Other | -0.3 | -0.6 |
| Total | 7.6 | 7.3 |