

DEUTZ GROUP: KEY FIGURES

	2014	2013	Change (%)
€ million			
New orders	1,379.0	1,649.7	-16.4
Unit sales (units)	196,403	184,028	6.7
Revenue	1,530.2	1,453.2	5.3
EBITDA	120.3	142.0	-15.3
EBITDA before one-off items	137.4	142.0	-3.2
EBIT	12.8	47.5	-73.1
EBIT before one-off items	31.7	47.5	-33.3
EBIT margin (%)	0.8	3.3	-
EBIT margin before one-off items (%)	2.1	3.3	-
Net income	19.5	36.0	-45.8
Earnings per share (€)	0.18	0.30	-40.0
Total assets	1,149.2	1,121.0	2.5
Non-current assets	563.6	596.6	-5.5
Equity	511.0	504.7	1.2
Equity ratio (%)	44.5	45.0	-
Cash flow from operating activities	114.1	105.0	8.7
Free cash flow ¹⁾	52.0	13.8	-
Net financial position ²⁾	13.7	-31.7	-
Working capital ³⁾	196.2	172.3	13.9
Working capital as a percentage of revenue (%) ⁴⁾	12.8	11.9	-
Capital expenditure (excl. capitalisation of R&D, after deducting grants)	40.3	42.5	-5.2
Depreciation and amortisation	107.5	94.5	13.8
Research and development (after deducting grants)	53.1	52.6	1.0
thereof capitalised	26.3	33.8	-22.2
Employees (31 Dec)	3,916	3,952	-0.9

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

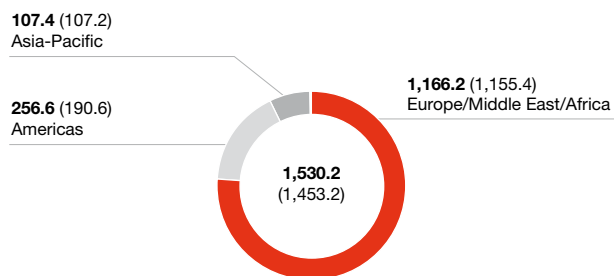
²⁾ Net financial position: cash and cash equivalents less current and non-current interest-bearing financial liabilities.

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

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

DEUTZ Group: Revenue by regions

€ million (2013 figures)



DEUTZ Group: Revenue by application segment

€ million (2013 figures)

