

## DEUTZ GROUP: MULTI-YEAR OVERVIEW

	Continuing operations 2010	Continuing operations 2011	Continuing operations 2012	Continuing operations 2013	Continuing operations 2014
€ million					
New orders	1,315.0	1,479.3	1,237.1	1,649.7	1,379.0
Unit sales (units)	167,680	230,598	178,774	184,028	196,403
Compact Engines	150,179	204,161	161,899	167,964	183,125
DEUTZ Customised Solutions	17,501	26,437	16,875	16,064	13,278
Revenue	1,189.1	1,529.0	1,291.9	1,453.2	1,530.2
Compact Engines	919.0	1,199.1	1,005.0	1,188.8	1,279.9
DEUTZ Customised Solutions	270.1	329.9	286.9	264.4	250.3
EBITDA <sup>1)</sup>	91.3	159.0	121.7	142.0	120.3
EBITDA before one-off items <sup>1)</sup>	111.2	159.0	121.7	142.0	137.4
EBIT <sup>1)</sup>	20.9	89.9	37.1	47.5	12.8
EBIT before one-off items <sup>1)</sup>	40.8	89.9	37.1	47.5	31.7
EBIT margin (%) <sup>1)</sup>	1.8	5.9	2.9	3.3	0.8
EBIT margin before one-off items (%) <sup>1)</sup>	3.4	5.9	2.9	3.3	2.1
Net income	-15.9	75.5	21.0	36.0	19.5
Continuing operations	-15.9	68.7	22.1	36.0	19.5
Discontinued operations	-	6.8	-1.1	-	-
Basic earnings per share (€)	-0.13	0.62	0.17	0.30	0.18
Continuing operations	-0.13	0.57	0.18	0.30	0.18
Discontinued operations	-	0.05	-0.01	-	-
Total assets <sup>2)</sup>	1,041.7	1,099.0	1,035.9	1,121.0	1,149.2
Non-current assets	591.5	623.1	621.3	596.6	563.6
Equity <sup>2)</sup>	374.3	453.5	452.6	504.7	511.0
Equity ratio (%) <sup>2)</sup>	35.9	41.3	43.7	45.0	44.5
Cash flow from operating activities <sup>3)</sup>	78.2	120.5	104.9	105.0	114.1
Free cash flow	-55.9	4.8	12.6	13.8	52.0
Net financial position <sup>4)</sup>	-73.6	-69.6	-48.6	-31.7	13.7
Working capital <sup>5)</sup>	112.5	142.1	141.6	172.3	196.2
Working capital as a percentage of revenue (31 Dec)	9.5	9.3	11.0	11.9	12.8
Capital expenditure (excl. capitalisation of R&D, after deducting grants) <sup>6)</sup>	56.9	41.1	66.4	42.5	40.3
Depreciation and amortisation	70.4	69.1	84.6	94.5	107.5
Research and development (after deducting grants) <sup>6)</sup>	71.8	84.6	62.1	52.6	53.1
thereof capitalised	58.9	61.5	44.2	33.8	26.3
Employees (31 Dec)	3,839	4,060	3,991	3,952	3,916

<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 years 2009–2011 have 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 liabilities.

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

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

	Continuing operations 2010	Continuing operations 2011	Continuing operations 2012	Continuing operations 2013	Continuing operations 2014
<b>Revenue by region</b>					
€ million	1,189.1	1,529.0	1,291.9	1,453.2	1,530.2
Europe/Middle East/Africa	983.9	1,225.0	984.2	1,155.4	1,166.2
Americas	116.1	177.2	190.9	190.6	256.6
Asia-Pacific	89.1	126.8	116.8	107.2	107.4
<b>Revenue by application segment</b>					
€ million	1,189.1	1,529.0	1,291.9	1,453.2	1,530.2
Mobile Machinery	369.6	529.4	477.5	481.6	715.3
Stationary Equipment	215.8	241.6	250.3	253.7	259.3
Agricultural Machinery	185.0	240.5	152.5	325.6	257.5
Automotive	175.8	227.9	204.2	173.7	179.2
Service	192.6	213.6	192.1	188.5	82.0
Miscellaneous	50.3	76.0	15.3	30.1	36.9
<b>Key figures 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, €)	6.25	4.11	3.54	6.49	4.00
Share price high (€)	6.38	7.22	5.72	7.45	7.94
Share price low (€)	3.15	3.23	2.96	3.71	3.35
Market capitalisation (31 Dec, € million)	755.4	496.7	427.9	784.4	483.4
Basic earnings per share (€)	-0.13	0.62	0.17	0.30	0.18
Continuing operations	-0.13	0.57	0.18	0.30	0.18
Discontinued operations	-	0.05	-0.01	-	-