

## DEUTZ GROUP: KEY FIGURES

€ million

	2016	2015	Change (%)
New orders	1,261.4	1,225.9	2.9
Unit sales (units)	132,539	137,781	-3.8
Revenue	1,260.2	1,247.4	1.0
EBITDA	114.2	112.2	1.8
EBIT	23.4	4.9	-
EBIT margin (%)	1.9	0.4	-
Net income	16.0	3.5	-
Earnings per share (€)	0.14	0.04	-
Dividend per share (€)	0.07	0.07	-
Total assets	1,059.7	1,088.1	-2.6
Non-current assets	483.7	520.5	-7.1
Equity	491.1	495.6	-0.9
Equity ratio (%)	46.3	45.5	-
Cash flow from operating activities	63.8	103.3	-38.2
Free cash flow <sup>1)</sup>	4.7	35.0	-86.6
Net financial position <sup>2)</sup>	31.6	39.0	-19.0
Working capital <sup>3)</sup>	204.3	183.6	11.3
Working capital ratio (31 Dec, %) <sup>4)</sup>	16.2	14.7	-
Capital expenditure (excl. capitalisation of R&D, after deducting grants)	52.9	56.2	-5.9
Depreciation and amortisation	90.8	107.3	-15.4
Research and development expenditure (after deducting grants)	50.4	40.8	23.5
thereof capitalised	9.1	13.0	-30.0
Employees (31 Dec)	3,665	3,730	-1.7

<sup>1)</sup> Free cash flow: cash flow from operating and investing activities less net interest expense.

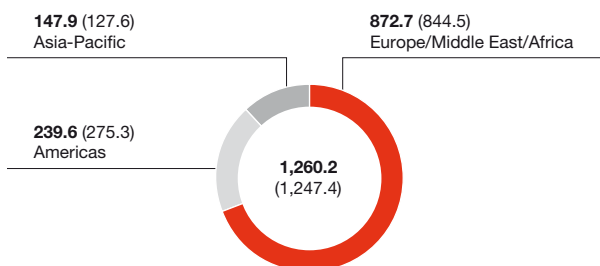
<sup>2)</sup> Net financial position: cash and cash equivalents less current and non-current interest-bearing financial debt.

<sup>3)</sup> Working capital: inventories plus trade receivables minus trade payables.

<sup>4)</sup> 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: Revenue by region

€ million (2015 figures)



### DEUTZ Group: Revenue by application segment

€ million (2015 figures)

