

DEUTZ GROUP: MULTI-YEAR OVERVIEW

€ million

	Continuing operations 2012	Continuing operations 2013	Continuing operations 2014	Continuing operations 2015	Continuing operations 2016
New orders	1,237.1	1,649.7	1,379.0	1,225.9	1,261.4
Unit sales (units)	178,774	184,028	196,403	137,781	132,539
DEUTZ Compact Engines	161,899	167,964	183,125	125,214	123,179
DEUTZ Customised Solutions	16,875	16,064	13,278	12,567	9,360
Revenue	1,291.9	1,453.2	1,530.2	1,247.4	1,260.2
DEUTZ Compact Engines	1,005.0	1,188.8	1,279.9	967.2	1,000.8
DEUTZ Customised Solutions	286.9	264.4	250.3	280.2	259.4
EBITDA ¹⁾	121.7	142.0	120.3	112.2	114.2
EBITDA (before exceptional items) ¹⁾	121.7	142.0	137.4	112.2	114.2
EBIT ¹⁾	37.1	47.5	12.8	4.9	23.4
EBIT (before exceptional items) ¹⁾	37.1	47.5	31.7	4.9	23.4
EBIT margin (%) ¹⁾	2.9	3.3	0.8	0.4	1.9
EBIT margin (before exceptional items) (%) ¹⁾	2.9	3.3	2.1	0.4	1.9
Net income	21.0	36.0	19.5	3.5	16.0
thereof from continuing operations	22.1	36.0	19.5	3.5	16.0
thereof from discontinued operations	-1.1	-	-	-	-
Earnings per share (basic/diluted, €)	0.17	0.30	0.18	0.04	0.14
thereof from continuing operations	0.18	0.30	0.18	0.04	0.14
thereof from discontinued operations	-0.01	-	-	-	-
Dividend per share (€)	-	0.07	0.07	0.07	0.07
Total assets ²⁾	1,035.9	1,121.0	1,149.2	1,088.1	1,059.7
Non-current assets	621.3	596.6	563.6	520.5	483.7
Equity ²⁾	452.6	504.7	511.0	495.6	491.1
Equity ratio (%) ²⁾	43.7	45.0	44.5	45.5	46.3
Cash flow from operating activities ³⁾	104.9	105.0	114.1	103.3	63.8
Free cash flow	12.6	13.8	52.0	35.0	4.7
Net financial position ⁴⁾	-48.6	-31.7	13.7	39.0	31.6
Working capital ⁵⁾	141.6	172.3	196.2	183.6	204.3
Working capital ratio (31 Dec, %)	11.0	11.9	12.8	14.7	16.2
Capital expenditure (excl. capitalisation of R&D, after deducting grants)	66.4	42.5	40.3	56.2	52.9
Depreciation and amortisation	84.6	94.5	107.5	107.3	90.8
Research and development (after deducting grants)	62.1	52.6	53.1	40.8	50.4
thereof capitalised	44.2	33.8	26.3	13.0	9.1
Employees (31 Dec)	3,991	3,952	3,916	3,730	3,665

¹⁾ 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.

²⁾ Starting in 2013, the accounting treatment of provisions for pensions and other post-retirement benefits has changed (IAS 19R). The figures for 2012 have been restated for comparison purposes.

³⁾ Starting in 2012, interest income has been reported in cash flow from financing activities and is no longer shown in cash flow from operating activities. The prior-year figures have been restated accordingly to improve comparability.

⁴⁾ Net financial position: cash and cash equivalents less current and non-current interest-bearing financial debt.

⁵⁾ Working capital: inventories plus trade receivables minus trade payables.

	Continuing operations 2012	Continuing operations 2013	Continuing operations 2014	Continuing operations 2015	Continuing operations 2016
Revenue by region					
€ million	1,291.9	1,453.2	1,530.2	1,247.4	1,260.2
Europe/Middle East/Africa	984.2	1,155.4	1,166.2	844.5	872.7
Americas	190.9	190.6	256.6	275.3	239.6
Asia-Pacific	116.8	107.2	107.4	127.6	147.9
Revenue by application segment					
€ million	1,291.9	1,453.2	1,530.2	1,247.4	1,260.2
Construction Machinery	332.8	325.1	429.0	334.7	350.0
Material Handling	144.7	156.5	286.3	188.5	189.0
Stationary Equipment	204.2	173.7	179.2	178.1	147.3
Agricultural Machinery	152.5	325.6	257.5	159.3	176.5
Automotive	192.1	188.5	82.0	87.9	77.2
Service	250.3	253.7	259.3	278.4	287.3
Miscellaneous	15.3	30.1	36.9	20.5	32.9
Key figures for DEUTZ shares					
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, €)	3.54	6.49	4.00	3.69	5.35
Share price high (€)	5.72	7.45	7.94	5.59	5.58
Share price low (€)	2.96	3.71	3.35	2.86	2.65
Market capitalisation (31 Dec, € million)	427.9	784.4	483.4	446.0	646.6
Earnings per share (basic/diluted, €)	0.17	0.30	0.18	0.04	0.14
thereof from continuing operations	0.18	0.30	0.18	0.04	0.14
thereof from discontinued operations	-0.01	-	-	-	-