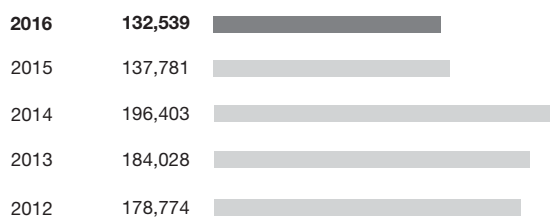


Orders on hand totalled €191.0 million as at 31 December 2016, a decline of 5.0 per cent compared with €201.0 million at the end of 2015.

**UNIT SALES**

**DEUTZ Group: Unit sales**

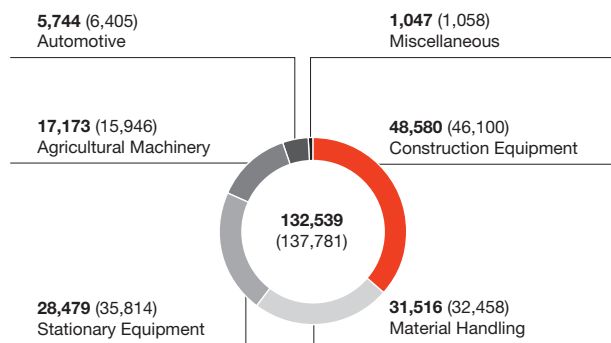
units



**Fewer engines sold** DEUTZ sold 132,539 engines in the reporting year, which was 3.8 per cent fewer than in the prior year (2015: 137,781 engines). The decreases in the Stationary Equipment and Automotive application segments were particularly substantial at 20.5 per cent and 10.3 per cent respectively.

**DEUTZ Group: Unit sales by application segment**

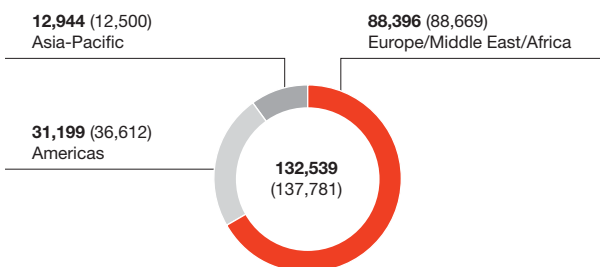
units (2015 figures)



The regional analysis shows a very mixed picture. Unit sales in our biggest market – EMEA (Europe, Middle East and Africa) – were on a par with 2015 at 88,396 engines. They were down by 14.8 per cent to 31,199 engines in the Americas. By contrast, unit sales in the Asia-Pacific region rose by 3.6 per cent to 12,944 engines.

**DEUTZ Group: Units sales by region**

units (2015 figures)



In the first two quarters, unit sales were lower than in the corresponding periods of 2015. However, third-quarter and fourth-quarter unit sales were both up year on year. In the final quarter of 2016, DEUTZ sold 32,100 engines, which was an increase of 5.1 per cent compared to the fourth quarter of 2015 and a rise of 4.4 per cent on the third quarter of 2016.

**DEUTZ Group: Consolidated unit sales by quarter**

units

