Agenda

- Overview Q1-Q3 2011
  Dr. Helmut Leube, Chairman of the Management Board

- Key performance indicators Q1-Q3 2011
  Dr. Margarete Haase, CFO

- Outlook
  Dr. Helmut Leube, Chairman of the Management Board

- Appendix
Overview of Q1-Q3 2011

- **Very satisfactory business in Q1-Q3 2011**
  - Revenue of €1,123.5 million and sales of 168,508 units increased significantly by 37% and 45%, respectively
  - Strong growth in all regions and application segments
  - Order intake of €1,169.8 million up by 19% yoy
  - Despite the nervous market environment, Q3 order intake of €372.7 million remained very strong

- **Profitability on a new level**
  - EBIT margin of 6.2% in Q1-Q3 2011 and 6.3% in Q3 2011
  - Net income boosted to €54.6 million in Q1-Q3 2011 (Q1-Q3 2010: minus €22.5 million)
  - Measures to reduce costs and enhance efficiency are paying off

- **Highlights in Q3**
  - Capital markets have been extremely nervous
  - Although the outlook was increased in August, DEUTZ shares lost 38.6% in Q3
  - Since 19 September 2011, DEUTZ shares listed on the MDAX
  - New product launches on track
  - Good market response for brand new engines TCD 2.9 L4 and TCD 3.6 L4
Good market situation reflected in high growth rates of order intake, unit sales and revenue

- Unit sales growing slightly faster than revenue due to mix effects
- Orders on hand of €326.9 million remain at a high level
- Book to bill ratio at 104%

### Sales figures, Q1-Q3 2011

<table>
<thead>
<tr>
<th></th>
<th>Order Intake</th>
<th>Unit Sales</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>€ million</td>
<td>units</td>
<td>€ million</td>
</tr>
<tr>
<td>Q1-Q3 2010</td>
<td>986.8</td>
<td>116,058</td>
<td>820.4</td>
</tr>
<tr>
<td>Q1-Q3 2011</td>
<td>1,169.8</td>
<td>168,508</td>
<td>1,123.5</td>
</tr>
</tbody>
</table>

- Compact Engines
- DEUTZ Customised Solutions
Double digit growth rates in all application segments

- Highest growth rates in Agricultural Machinery (+52% yoy), followed by Mobile Machinery (+49% yoy), Stationary Equipment up by 38% yoy
- Service business with continued growth (+15% yoy)

High growth rates in all regions: EMEA (+33%), Americas (+51%) and Asia-Pacific (+59%)
Segment overview: Compact Engines

- Yoy, order intake, unit sales and revenue with high double-digit growth rates
- Qoq, unit sales and revenue slightly above Q2 figures
- Despite the nervous market environment, Q3 2011 order intake of €299.6 million was very satisfactory: 15.9% above Q3 2010; slightly down by 4.2% compared to previous quarter
- Growth in all regions and application segments. Mobile Machinery and Agricultural Machinery were the driving force with revenue growth rates above 50% each, yoy
- EBIT in Compact Engines boosted to €36.4 million in Q1-Q3 2011 (Q1-Q3 2010: €3.9 million) as a consequence of the profitability enhancement program and the strong growth
Segment overview: DEUTZ Customised Solutions

- Unit sales and revenue with high double-digit growth rates
- Unit sales growing faster than revenue due to mix effects: Small & mid-sized engines growing faster than 12-16 litre engines
- Double digit revenue growth in all application segments and regions except Germany (yoy)
- Order intake down by 0.4% yoy and 3.8% qoq, decline is mainly project-driven
- Orders on hand of about €90 million remain at a high level
- EBIT increased by €6.1 million to €34.8 million

<table>
<thead>
<tr>
<th>€ million</th>
<th>Q1-Q3</th>
<th>Q1-Q3</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>New orders</td>
<td>€232.5</td>
<td>€233.5</td>
<td>-0.4</td>
</tr>
<tr>
<td>Unit sales</td>
<td>€19,293</td>
<td>€12,057</td>
<td>60.0</td>
</tr>
<tr>
<td>Revenue</td>
<td>€243.7</td>
<td>€191.3</td>
<td>27.4</td>
</tr>
<tr>
<td>EBIT (before one-off items)</td>
<td>€34.8</td>
<td>€28.7</td>
<td>21.3</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>€ million</th>
<th>Q3</th>
<th>Q2</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>New orders</td>
<td>€73.1</td>
<td>€76.0</td>
<td>-3.8</td>
</tr>
<tr>
<td>Unit sales</td>
<td>€7,046</td>
<td>€6,503</td>
<td>8.3</td>
</tr>
<tr>
<td>Revenue</td>
<td>€84.2</td>
<td>€83.5</td>
<td>0.8</td>
</tr>
<tr>
<td>EBIT (before one-off items)</td>
<td>€11.4</td>
<td>€11.5</td>
<td>-0.9</td>
</tr>
</tbody>
</table>
Agenda

- Overview Q1-Q3 2011
  Dr. Helmut Leube, Chairman of the Management Board

- Key financials Q1-Q3 2011
  Dr. Margarete Haase, CFO

- Outlook
  Dr. Helmut Leube, Chairman of the Management Board

- Appendix
EBIT margin in Q1-Q3 2011 boosted to 6.2% (Q1-Q3 2010: 3.1% before one-off items)

Profitability reaching new levels as a consequence of the implemented cost and efficiency measures and high growth rate

Net income of €54.6 million in Q1-Q3 2011 (improvement of €77.1 million yoy). EPS increased to €0.45

Net interest expenses reduced as a consequence of the new funding since the end of 2010

(1) EBIT in 2010 before one-off items. There have been no one-off items in the current year.
Profitability showing lasting upwards trend
Unit sales and EBIT (before one-off items) Q4 2008 – Q3 2011

EBIT with an upward trend since Q1 2009
Break-even level reduced significantly
R&D and capital expenditure

€ million

R&D

<table>
<thead>
<tr>
<th>Q1-Q3 2010</th>
<th>Q1-Q3 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>71.9</td>
<td>81.1</td>
</tr>
<tr>
<td>7.5</td>
<td>10.7</td>
</tr>
<tr>
<td>64.4</td>
<td>70.4</td>
</tr>
</tbody>
</table>

R&D ratio(1) 8.8% 7.2%

- R&D activities for Tier 4 interim are far advanced and include already major development work for Tier 4 final
- R&D ratio down by 1.6%-points
- R&D expenditures will reduce from 2012 onwards

Capital expenditure (incl. capitalisation of R&D)

<table>
<thead>
<tr>
<th>Q1-Q3 2010</th>
<th>Q1-Q3 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>2.2</td>
<td>76.9</td>
</tr>
<tr>
<td>74.7</td>
<td>85.3</td>
</tr>
<tr>
<td>91.4</td>
<td>6.1</td>
</tr>
</tbody>
</table>

- Capex largely driven by introduction of new emission standards
- Strict management of capital expenditure and R&D projects
- Capitalized development costs account for €61.6 million before grants (Q1-Q3 2010: € 49.1 million)

(1) Ratio of R&D expenditure to consolidated revenue
Net financial position and working capital

€ million

<table>
<thead>
<tr>
<th>Net financial position</th>
<th>Working capital</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1-Q3 2010</td>
<td>Q1-Q3 2010</td>
</tr>
<tr>
<td>-82.8</td>
<td>180.7</td>
</tr>
<tr>
<td>Q1-Q3 2011</td>
<td>Q1-Q3 2011</td>
</tr>
<tr>
<td>-97.8</td>
<td>175.3</td>
</tr>
</tbody>
</table>

- Cash credit line of €265 million provides sufficient financial flexibility
- Cash flow from operating activities of €64.4 million, i.e. improvement of €61.5 million yoy
- Free cash flow amounted to -€23.4 million due to investments for new emission levels and seasonal influence (lower working capital at year-ends)

Working capital ratio reduced by 5.5%-points to 11.7%
- Despite strong growth, working capital could be even reduced

(1) Working capital ratio as of 30 September 2011 / 2010
Summing up

- Very satisfactory business in Q1-Q3 2011 - revenue up by 37%
- Measures to cut cost and enhance efficiency are paying off
- Profitability reaching new levels - EBIT margin of 6.2% in Q1-Q3 2011
- Based on large order book of about €327 million and customers’ feedback, the outlook for our business remains favourable
- Equity ratio improved to 38.3% (up by 6.0%-points yoy)
- Working capital ratio of 11.7% improved by 5.5%-points yoy
Agenda

- Overview Q1-Q3 2011
  Dr Helmut Leube, Chairman of the Management Board

- Key financials Q1-Q3 2011
  Dr Margarete Haase, CFO

- Outlook
  Dr Helmut Leube, Chairman of the Management Board

- Appendix
# Confirming Outlook

<table>
<thead>
<tr>
<th><strong>Outlook for 2011</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Unit sales</strong></td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
</tr>
<tr>
<td><strong>Capital expenditure (excluding R&amp;D)</strong></td>
</tr>
<tr>
<td><strong>Research and Development</strong></td>
</tr>
<tr>
<td><strong>Employees</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Outlook for 2012</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sales markets</strong></td>
</tr>
<tr>
<td><strong>EBIT margin</strong></td>
</tr>
</tbody>
</table>

\(^1\) 2010: capital expenditure (excl. R&D): €60.8 million; R&D: €101.8 million

→ Fully confirming our 2011 guidance. Cautious optimism for 2012
Agenda

- Overview Q1-Q3 2011
  Dr Helmut Leube, Chairman of the Management Board

- Key financials Q1-Q3 2011
  Dr Margarete Haase, CFO

- Outlook
  Dr Helmut Leube, Chairman of the Management Board

- Appendix
### Overview of key performance indicators (I)

<table>
<thead>
<tr>
<th></th>
<th>Q1-Q3 2011</th>
<th>Q1-Q3 2010</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue (€ million)</td>
<td>1,123.5</td>
<td>820.4</td>
<td>36.9</td>
</tr>
<tr>
<td>EBITDA</td>
<td>118.2</td>
<td>58.2</td>
<td>103.1</td>
</tr>
<tr>
<td>EBITDA before one-off items</td>
<td>118.2</td>
<td>72.3</td>
<td>63.5</td>
</tr>
<tr>
<td>EBIT (€ million)</td>
<td>69.4</td>
<td>11.3</td>
<td>514.2</td>
</tr>
<tr>
<td>EBIT before one-off items</td>
<td>69.4</td>
<td>25.4</td>
<td>173.2</td>
</tr>
<tr>
<td>EBIT margin (%)</td>
<td>6.2</td>
<td>3.1</td>
<td>–</td>
</tr>
<tr>
<td>Net income/loss</td>
<td>54.6</td>
<td>-22.5</td>
<td>–</td>
</tr>
<tr>
<td>Basic earnings per share (€)</td>
<td>0.45</td>
<td>-0.19</td>
<td>–</td>
</tr>
<tr>
<td>Number of employees as at 30 September</td>
<td>4,275</td>
<td>3,877</td>
<td>10.3</td>
</tr>
</tbody>
</table>
Overview of key performance indicators (II)

<table>
<thead>
<tr>
<th>€ million</th>
<th>Q1-Q3 2011</th>
<th>Q1-Q3 2010</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total equity and liabilities</td>
<td>1,118.2</td>
<td>1,127.1</td>
<td>-0.8</td>
</tr>
<tr>
<td>Equity</td>
<td>428.8</td>
<td>364.5</td>
<td>17.6</td>
</tr>
<tr>
<td>Equity ratio (%)</td>
<td>38.3</td>
<td>32.3</td>
<td>–</td>
</tr>
<tr>
<td>Cash flow from operating activities</td>
<td>64.4</td>
<td>2.9</td>
<td>–</td>
</tr>
<tr>
<td>Free cash flow</td>
<td>-23.4</td>
<td>-74.4</td>
<td>68.5</td>
</tr>
<tr>
<td>Net financial position</td>
<td>-97.8</td>
<td>-82.8</td>
<td>-18.1</td>
</tr>
<tr>
<td>Working capital at balance sheet date of 30 September</td>
<td>175.3</td>
<td>180.7</td>
<td>-3.0</td>
</tr>
</tbody>
</table>
## Income statement

<table>
<thead>
<tr>
<th>€ million</th>
<th>Q1-Q3 2011</th>
<th>Q1-Q3 2010</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>1,123.5</td>
<td>820.4</td>
<td>36.9</td>
</tr>
<tr>
<td>Changes in inventories and other own work capitalised</td>
<td>59.0</td>
<td>44.1</td>
<td>33.8</td>
</tr>
<tr>
<td>Other operating income</td>
<td>24.8</td>
<td>56.4</td>
<td>-56.0</td>
</tr>
<tr>
<td>Cost of materials</td>
<td>-758.3</td>
<td>-539.6</td>
<td>40.5</td>
</tr>
<tr>
<td>Staff costs</td>
<td>-210.8</td>
<td>-187.6</td>
<td>12.4</td>
</tr>
<tr>
<td>Depreciation and amortisation</td>
<td>-48.8</td>
<td>-46.9</td>
<td>-4.1</td>
</tr>
<tr>
<td>Other operating expenses</td>
<td>-119.8</td>
<td>-133.2</td>
<td>-10.1</td>
</tr>
<tr>
<td>Net result from equity-accounted investments</td>
<td>-0.2</td>
<td>-2.4</td>
<td>91.7</td>
</tr>
<tr>
<td>Result from other investments</td>
<td>0.0</td>
<td>0.1</td>
<td>-100.0</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>69.4</td>
<td>11.3</td>
<td></td>
</tr>
<tr>
<td>of which one-off items</td>
<td>0.0</td>
<td>-14.1</td>
<td></td>
</tr>
<tr>
<td>of which operating profit/loss (EBIT before one-off items)</td>
<td>69.4</td>
<td>25.4</td>
<td></td>
</tr>
<tr>
<td>Net interest expense</td>
<td>-9.8</td>
<td>-18.7</td>
<td>-47.6</td>
</tr>
<tr>
<td>Other taxes</td>
<td>-1.2</td>
<td>-1.2</td>
<td>0.0</td>
</tr>
<tr>
<td><strong>Net income/loss before taxes on continuing operations</strong></td>
<td>58.4</td>
<td>-8.6</td>
<td>--</td>
</tr>
<tr>
<td>Income taxes</td>
<td>-3.8</td>
<td>-13.9</td>
<td></td>
</tr>
<tr>
<td><strong>Net income/loss on continuing operations</strong></td>
<td>54.6</td>
<td>-22.5</td>
<td>--</td>
</tr>
<tr>
<td>Net income/loss on discontinued operations</td>
<td>0.0</td>
<td>0.0</td>
<td>--</td>
</tr>
<tr>
<td><strong>Net income/loss</strong></td>
<td>54.6</td>
<td>-22.5</td>
<td>--</td>
</tr>
</tbody>
</table>
### Balance sheet: assets

<table>
<thead>
<tr>
<th>€ million</th>
<th>30 Sep 2011</th>
<th>31 Dec 2010</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-current assets (before deferred tax assets)</td>
<td>619.0</td>
<td>591.5</td>
<td>4.6</td>
</tr>
<tr>
<td>Deferred tax assets</td>
<td>14.4</td>
<td>16.4</td>
<td>-12.2</td>
</tr>
<tr>
<td>Inventories</td>
<td>215.5</td>
<td>157.6</td>
<td>36.7</td>
</tr>
<tr>
<td>Trade receivables</td>
<td>153.2</td>
<td>160.1</td>
<td>-4.3</td>
</tr>
<tr>
<td>Other receivables and assets</td>
<td>62.1</td>
<td>47.7</td>
<td>30.2</td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>53.6</td>
<td>67.9</td>
<td>-21.1</td>
</tr>
<tr>
<td>Non-current assets and disposal groups held for sale</td>
<td>0.4</td>
<td>0.5</td>
<td>-20.0</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>1,118.2</strong></td>
<td><strong>1,041.7</strong></td>
<td><strong>7.3</strong></td>
</tr>
</tbody>
</table>
## Balance sheet: equity and liabilities

<table>
<thead>
<tr>
<th></th>
<th>30 Sep 2011</th>
<th>31 Dec 2010</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Equity</strong></td>
<td>428.8</td>
<td>374.3</td>
<td>14.6</td>
</tr>
<tr>
<td>Provisions for pensions and other post-retirement benefits</td>
<td>149.4</td>
<td>154.7</td>
<td>-3.4</td>
</tr>
<tr>
<td>Deferred tax provisions</td>
<td>0.0</td>
<td>0.0</td>
<td>-</td>
</tr>
<tr>
<td>Other provisions</td>
<td>32.6</td>
<td>29.8</td>
<td>9.4</td>
</tr>
<tr>
<td>Financial liabilities</td>
<td>148.9</td>
<td>138.5</td>
<td>7.5</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>8.5</td>
<td>7.4</td>
<td>14.9</td>
</tr>
<tr>
<td><strong>Non-current liabilities</strong></td>
<td>339.4</td>
<td>330.4</td>
<td>2.7</td>
</tr>
<tr>
<td>Provisions for pensions and other post-retirement benefits</td>
<td>15.9</td>
<td>15.9</td>
<td>0.0</td>
</tr>
<tr>
<td>Other provisions/provisions for current taxes</td>
<td>70.4</td>
<td>46.7</td>
<td>50.7</td>
</tr>
<tr>
<td>Financial liabilities</td>
<td>2.5</td>
<td>3.0</td>
<td>-16.7</td>
</tr>
<tr>
<td>Trade payables</td>
<td>193.4</td>
<td>205.1</td>
<td>-5.7</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>67.8</td>
<td>66.3</td>
<td>2.3</td>
</tr>
<tr>
<td><strong>Current liabilities</strong></td>
<td>350.0</td>
<td>337.0</td>
<td>3.9</td>
</tr>
<tr>
<td><strong>Total equity and liabilities</strong></td>
<td>1,118.2</td>
<td>1,041.7</td>
<td>7.3</td>
</tr>
<tr>
<td></td>
<td>Q1-Q3 2011</td>
<td>Q1-Q3 2010</td>
<td></td>
</tr>
<tr>
<td>------------------------------</td>
<td>------------</td>
<td>------------</td>
<td></td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>69.4</td>
<td>11.3</td>
<td></td>
</tr>
<tr>
<td><strong>Cash flow from operating activities (total)</strong></td>
<td>64.4</td>
<td>2.9</td>
<td></td>
</tr>
<tr>
<td><strong>Cash flow from investing activities (continuing operations)</strong></td>
<td>64.4</td>
<td>2.9</td>
<td></td>
</tr>
<tr>
<td><strong>Cash flow from investing activities (discontinued operations)</strong></td>
<td>0.0</td>
<td>0.0</td>
<td></td>
</tr>
<tr>
<td><strong>Cash flow from investing activities (total)</strong></td>
<td>-78.9</td>
<td>-63.4</td>
<td></td>
</tr>
<tr>
<td><strong>Cash flow from financing activities</strong></td>
<td>0.1</td>
<td>-17.7</td>
<td></td>
</tr>
<tr>
<td><strong>Change in cash and cash equivalents</strong></td>
<td>-14.4</td>
<td>-78.2</td>
<td></td>
</tr>
</tbody>
</table>
### Segment overview Q1-Q3 2011 vs. Q1-Q3 2010

<table>
<thead>
<tr>
<th>New orders (€ million)</th>
<th>Q1-Q3 2011</th>
<th>Q1-Q3 2010</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Compact Engines</td>
<td>937.3</td>
<td>753.3</td>
<td>24.4</td>
</tr>
<tr>
<td>DEUTZ Customised Solutions</td>
<td>232.5</td>
<td>233.5</td>
<td>-0.4</td>
</tr>
<tr>
<td><strong>Total activities</strong></td>
<td>1,169.8</td>
<td>986.8</td>
<td>18.5</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Unit sales (units)</th>
<th>Q1-Q3 2011</th>
<th>Q1-Q3 2010</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Compact Engines</td>
<td>149,215</td>
<td>104,001</td>
<td>43.5</td>
</tr>
<tr>
<td>DEUTZ Customised Solutions</td>
<td>19,293</td>
<td>12,057</td>
<td>60.0</td>
</tr>
<tr>
<td><strong>Total activities</strong></td>
<td>168,508</td>
<td>116,058</td>
<td>45.2</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Revenue (€ million)</th>
<th>Q1-Q3 2011</th>
<th>Q1-Q3 2010</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Compact Engines</td>
<td>879.8</td>
<td>629.1</td>
<td>39.9</td>
</tr>
<tr>
<td>DEUTZ Customised Solutions</td>
<td>243.7</td>
<td>191.3</td>
<td>27.4</td>
</tr>
<tr>
<td><strong>Total activities</strong></td>
<td>1,123.5</td>
<td>820.4</td>
<td>36.9</td>
</tr>
</tbody>
</table>

| Germany | 19.3% | 18.7% |
| Exports | 80.7% | 81.3% |

<table>
<thead>
<tr>
<th>EBIT before one-off items (€ million)</th>
<th>Q1-Q3 2011</th>
<th>Q1-Q3 2010</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Compact Engines incl. DDE</td>
<td>36.4</td>
<td>3.9</td>
<td>-</td>
</tr>
<tr>
<td>DEUTZ Customised Solutions</td>
<td>34.8</td>
<td>28.7</td>
<td>21.3</td>
</tr>
<tr>
<td>Other</td>
<td>-1.8</td>
<td>-7.2</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total activities</strong></td>
<td>69.4</td>
<td>25.4</td>
<td>173.2</td>
</tr>
</tbody>
</table>
## Segment overview Q3 2011 vs. Q3 2010

### New orders (€ million)

<table>
<thead>
<tr>
<th></th>
<th>Q3 2011</th>
<th>Q3 2010</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Compact Engines</td>
<td>299.6</td>
<td>258.5</td>
<td>15.9</td>
</tr>
<tr>
<td>DEUTZ Customised Solutions</td>
<td>73.1</td>
<td>68.8</td>
<td>6.3</td>
</tr>
<tr>
<td><strong>Total activities</strong></td>
<td>372.7</td>
<td>327.3</td>
<td>13.9</td>
</tr>
</tbody>
</table>

### Unit sales (units)

<table>
<thead>
<tr>
<th></th>
<th>Q3 2011</th>
<th>Q3 2010</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Compact Engines</td>
<td>54,264</td>
<td>35,960</td>
<td>50.9</td>
</tr>
<tr>
<td>DEUTZ Customised Solutions</td>
<td>7,046</td>
<td>4,533</td>
<td>55.4</td>
</tr>
<tr>
<td><strong>Total activities</strong></td>
<td>61,310</td>
<td>40,493</td>
<td>51.4</td>
</tr>
</tbody>
</table>

### Revenue (€ million)

<table>
<thead>
<tr>
<th></th>
<th>Q3 2011</th>
<th>Q3 2010</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Compact Engines</td>
<td>315.2</td>
<td>217.9</td>
<td>44.7</td>
</tr>
<tr>
<td>DEUTZ Customised Solutions</td>
<td>84.2</td>
<td>68.0</td>
<td>23.8</td>
</tr>
<tr>
<td><strong>Total activities</strong></td>
<td>399.4</td>
<td>285.9</td>
<td>39.7</td>
</tr>
</tbody>
</table>

Germany

- 20.9% 19.7%

Exports

- 79.1% 80.3%

### EBIT before one-off items

<table>
<thead>
<tr>
<th></th>
<th>Q3 2011</th>
<th>Q3 2010</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Compact Engines incl. DDE</td>
<td>15.2</td>
<td>2.6</td>
<td>–</td>
</tr>
<tr>
<td>DEUTZ Customised Solutions</td>
<td>11.4</td>
<td>11.4</td>
<td>0.0</td>
</tr>
<tr>
<td>Other</td>
<td>-1.5</td>
<td>-1.9</td>
<td>–</td>
</tr>
<tr>
<td><strong>Total activities</strong></td>
<td>25.1</td>
<td>12.1</td>
<td>107.4</td>
</tr>
</tbody>
</table>
Financial calendar

- **Annual Results Press Conference**
  - Publication of annual report for 2011
  - Cologne
  - 15 March 2012

- **Analysts’ meeting**
  - Frankfurt am Main
  - 16 March 2012

- **Annual General Meeting**
  - Cologne
  - 26 April 2012
DEUTZ AG contact details

Christian Krupp
Finance & Investor Relations
Ottostrasse 1

51149 Cologne (Porz-Eil)
Germany

Tel.: +49 (0)221 822 5400
Fax: +49 (0)221 822 15 5400
Email: krupp.c@deutz.com

www.deutz.com
Disclaimer

Unless stated otherwise, all the figures given in this presentation refer to continuing operations.

The details given in this document are based on the information available at the time it was prepared. This presents the risk that actual figures may differ from forward-looking statements. Such discrepancies may be caused by changes in political, economic or business conditions, a decrease in the technological lead of DEUTZ’s products, changes in competition, the effects of movements in interest rates or exchange rates, the pricing of parts supplied and other risks and uncertainties not identified at the time this document was prepared.

The forward-looking statements made in this document will not be updated.