

DEUTZ GROUP: KEY FIGURES

€ million

	2015	2014	Change %
New orders	1,225.9	1,379.0	-11.1
Unit sales (units)	137,781	196,403	-29.8
Revenue	1,247.4	1,530.2	-18.5
EBITDA	112.2	120.3	-6.7
EBITDA before one-off items	112.2	137.4	-18.3
EBIT	4.9	12.8	-61.7
EBIT before one-off items	4.9	31.7	-84.5
EBIT margin (%)	0.4	0.8	-
EBIT margin before one-off items (%)	0.4	2.1	-
Net income	3.5	19.5	-82.1
Earnings per share (€)	0.04	0.18	-77.8
Dividend per share (€)	0.07	0.07	-
Total assets	1,088.1	1,149.2	-5.3
Non-current assets	520.5	563.6	-7.6
Equity	495.6	511.0	-3.0
Equity ratio (%)	45.5	44.5	-
Cash flow from operating activities	103.3	114.1	-9.5
Free cash flow ¹⁾	35.0	52.0	-32.7
Net financial position ²⁾	39.0	13.7	-
Working capital ³⁾	183.6	196.2	-6.4
Working capital ratio (31 Dec, %) ⁴⁾	14.7	12.8	-
Capital expenditure (excl. capitalisation of R&D, after deducting grants)	56.2	40.3	39.5
Depreciation and amortisation	107.3	107.5	-0.2
Research and development (after deducting grants)	40.8	53.1	-23.2
thereof capitalised	13.0	26.3	-50.6
Employees (31 Dec)	3,730	3,916	-4.7

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

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

³⁾ Working capital: inventories plus trade receivables minus trade payables.

⁴⁾ Working capital ratio (percentage as at balance sheet date): working capital as at balance sheet date divided by revenue for the previous twelve months.