

FIRST TO THIRD QUARTER AT A GLANCE

DEUTZ Group: Overview

€ million	7-9/2016	7-9/2015	1-9/2016	1-9/2015
New orders	258.1	262.2	935.3	932.9
Unit sales (units)	30,733	29,116	100,439	107,236
Revenue	301.1	268.6	945.5	938.8
EBITDA	21.0	15.2	87.9	85.6
EBIT	-1.0	-9.7	19.7	10.6
EBIT margin (%)	-0.3	-3.6	2.1	1.1
Net income	-1.2	-9.4	18.8	7.3
Earnings per share (€)	-0.01	-0.07	0.16	0.07
Total assets	1,063.8	1,087.2	1,063.8	1,087.2
Non-current assets (before deferred tax assets)	490.0	537.2	490.0	537.2
Equity	491.5	500.9	491.5	500.9
Equity ratio (%)	46.2	46.1	46.2	46.1
Cash flow from operating activities	6.9	-10.3	22.3	43.6
Free cash flow ¹⁾	-10.8	-35.7	-28.0	-9.5
Net financial position ²⁾	2.1	-3.1	2.1	-3.1
Working capital ³⁾	239.4	231.1	239.4	231.1
Working capital ratio (30 Sep, %) ⁴⁾	19.1	17.9	19.1	17.9
Capital expenditure (excl. capitalisation of R&D, after deducting grants)	10.4	15.9	40.4	41.2
Depreciation and amortisation	22.0	24.9	68.2	75.0
R&D expenditure (after deducting grants)	13.8	10.0	36.5	29.8
thereof capitalised	2.8	4.4	5.3	9.4
Employees (number at 30 Sep)	3,695	3,755	3,695	3,755

¹⁾ Free cash flow: cash flow from operating and investing activities less 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 (30 Sep, %): working capital as at the balance sheet date divided by revenue for the previous twelve months.

DEUTZ Group: Segments

€ million	7-9/2016	7-9/2015	1-9/2016	1-9/2015
New orders				
DEUTZ Compact Engines	199.2	194.0	743.7	724.0
DEUTZ Customised Solutions	58.9	68.2	191.6	208.9
Total	258.1	262.2	935.3	932.9
Unit sales (units)				
DEUTZ Compact Engines	28,503	26,243	93,310	97,596
DEUTZ Customised Solutions	2,230	2,873	7,129	9,640
Total	30,733	29,116	100,439	107,236
Revenue				
DEUTZ Compact Engines	237.2	201.8	749.7	730.1
DEUTZ Customised Solutions	63.9	66.8	195.8	208.7
Total	301.1	268.6	945.5	938.8
EBIT before one-off items				
DEUTZ Compact Engines	-7.8	-23.4	-5.9	-16.9
DEUTZ Customised Solutions	6.2	8.7	27.6	26.0
Other	0.6	5.0	-2.0	1.5
Total	-1.0	-9.7	19.7	10.6