

THE FIRST HALF YEAR AT A GLANCE

DEUTZ Group: Overview

	4-6/2015	4-6/2014	1-6/2015	1-6/2014
€ million				
New orders	349.7	332.6	670.7	746.8
Unit sales (units)	41,213	54,622	78,120	99,079
Revenue	352.1	410.7	670.2	753.4
EBITDA	36.5	28.2	70.4	53.6
EBITDA before one-off items	36.5	42.1	70.4	67.5
EBIT	10.2	4.3	20.3	6.2
EBIT before one-off items	10.2	18.2	20.3	20.1
EBIT margin (%)	2.9	1.0	3.0	0.8
EBIT margin before one-off items (%)	2.9	4.4	3.0	2.7
Net income	9.0	3.3	16.7	2.7
Earnings per share (€)	0.07	0.02	0.14	0.02
Total assets	1,179.8	1,183.5	1,179.8	1,183.5
Non-current assets (before deferred tax assets)	554.5	583.4	554.5	583.4
Equity	535.1	489.6	535.1	489.6
Equity ratio (%)	45.4	41.4	45.4	41.4
Cash flow from operating activities	41.5	31.5	53.9	40.9
Free cash flow ¹⁾	27.3	12.1	26.2	8.9
Net financial position ²⁾	33.2	-31.8	33.2	-31.8
Working capital ³⁾	216.4	204.0	216.4	204.0
Working capital ratio (30 June, %) ⁴⁾	15.0	13.2	15.0	13.2
Capital expenditure (excluding capitalisation of R&D, after deducting grants)	16.9	11.1	25.3	19.0
Depreciation and amortisation	26.3	23.9	50.1	47.4
R&D expenditure (after deducting grants)	8.9	11.3	19.8	25.7
thereof capitalised	3.2	6.8	5.0	15.8
Employees (number at 30 June)	3,822	4,014	3,822	4,014

DEUTZ Group: Segments

	4-6/2015	4-6/2014	1-6/2015	1-6/2014
€ million				
New orders				
DEUTZ Compact Engines	281.1	267.5	530.0	612.1
DEUTZ Customised Solutions	68.6	65.1	140.7	134.7
Total	349.7	332.6	670.7	746.8
Unit sales (units)				
DEUTZ Compact Engines	37,758	51,279	71,353	92,935
DEUTZ Customised Solutions	3,455	3,343	6,767	6,144
Total	41,213	54,622	78,120	99,079
Revenue				
DEUTZ Compact Engines	277.3	347.8	528.3	634.6
DEUTZ Customised Solutions	74.8	62.9	141.9	118.8
Total	352.1	410.7	670.2	753.4
EBIT before one-off items				
DEUTZ Compact Engines	2.5	10.5	6.5	5.6
DEUTZ Customised Solutions	6.3	7.2	17.3	14.3
Other	1.4	0.5	-3.5	0.2
Total	10.2	18.2	20.3	20.1

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 June, %): working capital as at the balance sheet date divided by revenue for the previous twelve months.