

# Conference Call

Preliminary Results Q4 2016

DÜSSELDORF, 7 FEBRUARY 2017



This presentation contains forward-looking statements. Forward-looking statements may include, in particular, statements about future events, future financial performance, plans, strategies, expectations, prospects, competitive environment, regulation and supply and demand. Statements with respect to the future are characterized by the use of words such as "expect", "intend", "plan", "anticipate", "believe", "estimate" and similar terms. Forward-looking statements are based on our current assumptions and forecasts. These statements naturally entail risks and uncertainties, which may cause the actual results of operations, financial position or performance to diverge materially from the estimates given here. Factors that could cause such a divergence include, inter alia, changes in the economic and business environment, fluctuations in exchange rates and interest rates, launches of competing products, poor acceptance of new products or services, and changes in business strategy. Given these uncertainties, readers should not put undue reliance on any forward-looking statements. We undertake no obligation to update or revise any forward-looking statements.

Due to rounding, the sum of percentages of order intake and sales by region as well as by customer industry may vary from 100%.

# 1. Preliminary Results Q4 2016

2. Preliminary Financials Q4 2016

3. Outlook FY 2017

## Preliminary key figures Q4 2016

Order Intake (EURm)	Sales (EURm)	Op. EBITDA (EURm)	Operating EBIT (EURm)	Op. ROCE (LTM) <sup>1</sup>	Op. CFD Margin (LTM)
<b>1,223</b>	<b>1,293</b>	<b>214</b>	<b>194</b>	<b>21.2%</b>	<b>9.5%</b>
Δ -1.8% YoY	Δ -3.2% YoY	Δ -10.6% YoY	Δ -11.0% YoY	Δ -427 bps YoY	Δ -84 bps YoY
Structural change: +1.9% YoY FX translation: -0.3% YoY	Structural change: +1.8% YoY FX translation: -0.6% YoY	Operating EBITDA margin of +16.6% (-136 bps YoY)	Operating EBIT margin of +15.0% (-130 bps YoY)	In line with midterm guidance range of 20% to 25%	(Op. EBITDA - Capex +/- Δ WC [Ø LTM]) / Sales

<sup>1</sup>Operating ROCE LTM = operating EBIT (LTM) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average LTM)

# Share buyback program

GEA on February 6<sup>th</sup>, 2017 announced:

- Share buyback of EUR 450m
- To be executed within a year starting 1<sup>st</sup> of March 2017
- Repurchased shares to be cancelled
- Current # of shares outstanding 192.5m

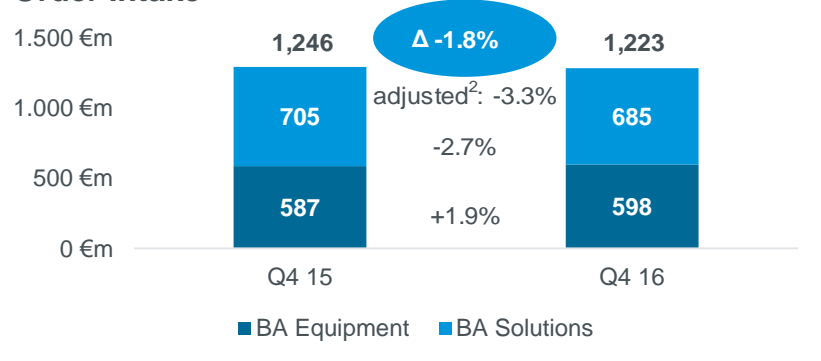
1. Results Q4 2016

**2. Preliminary Financials Q4 2016**

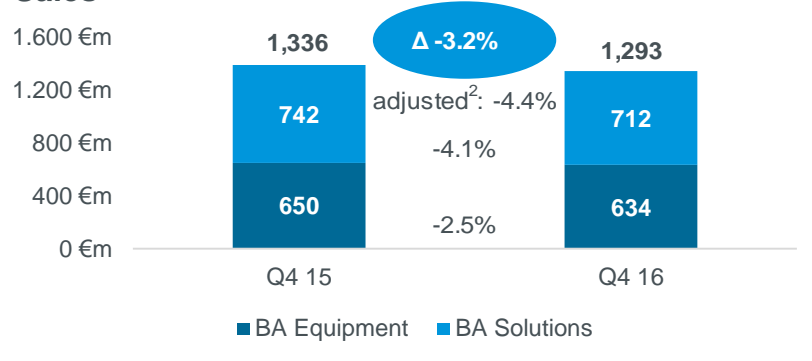
3. Outlook FY 2017

# Preliminary key figures and change YoY Q4 2016

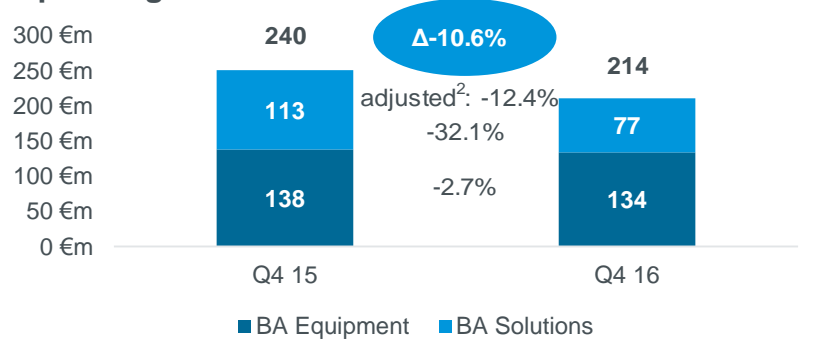
## Order Intake<sup>1</sup>



## Sales<sup>1</sup>



## Operating EBITDA<sup>1</sup>

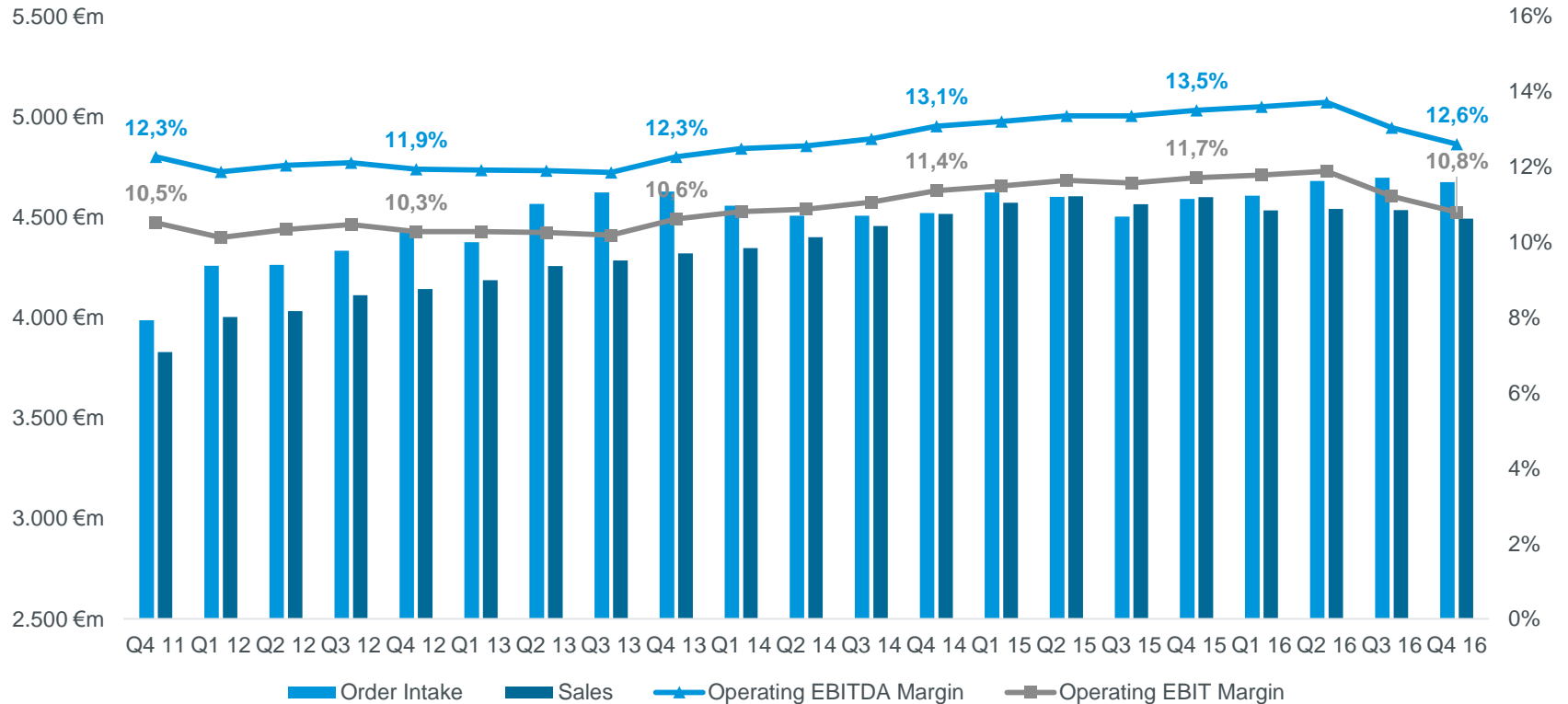


## Operating EBITDA Margin

	Q4 15	Q4 16	Δ YoY
GEA Equipment post new charging	21.2%	21.1%	-5 bps
GEA Equipment pre new charging	21.2%	21.7%	51 bps
GEA Solutions post new charging	15.2%	10.8%	-445 bps
GEA Solutions pre new charging	15.2%	11.4%	-379 bps
<b>GEA</b>	<b>17.9%</b>	<b>16.6%</b>	<b>-136 bps</b>

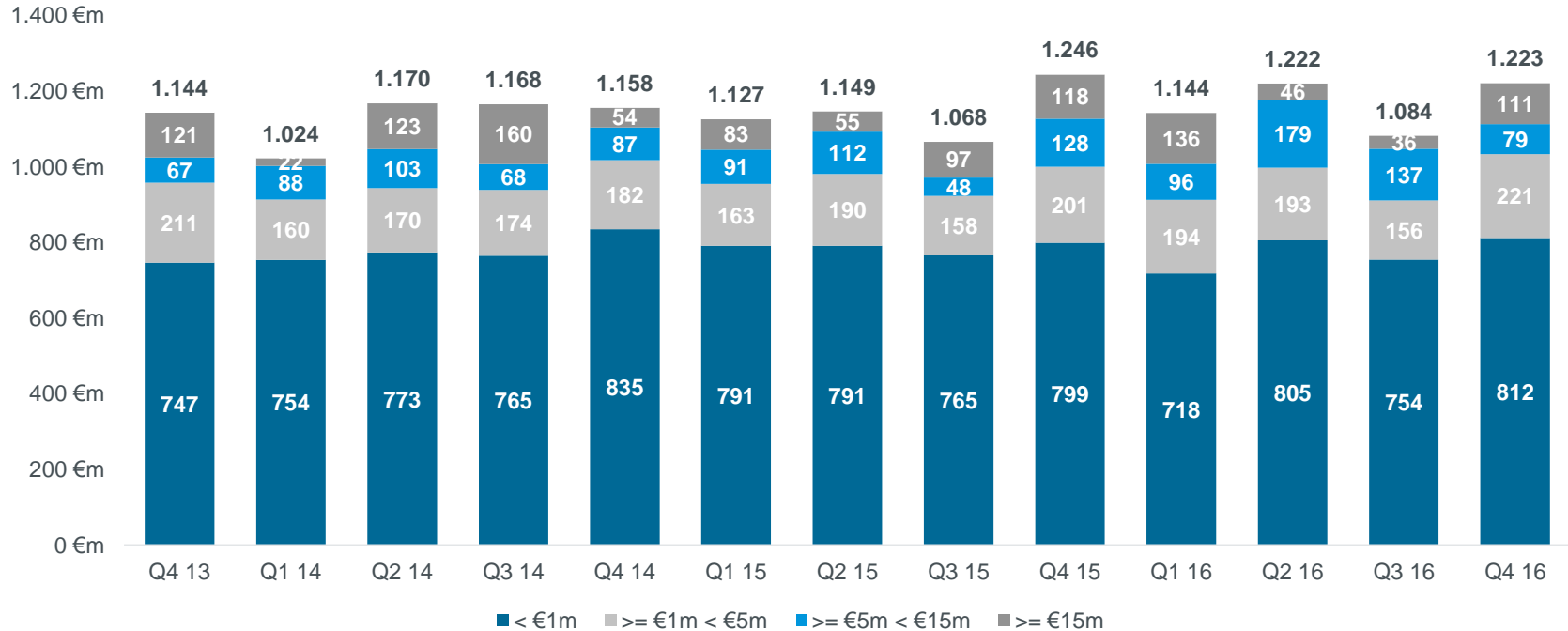
<sup>1</sup> Please note that the difference between the sum of the BAs and the Group is explained by consolidation/others; <sup>2</sup> Adjusted = before currency translation and structural effects

# Preliminary development LTM: Order Intake, Sales, Operating Margins





# Preliminary order intake development by size since Q4 2013



# Preliminary order intake split as of Q4 2016 LTM: Top 20 countries account for 75% of GEA's order intake

Country	Share of total order intake	Growth Y/Y	BtB
USA	17%	↑	1.07
Germany	9%	↓	0.98
China	8%	↓	0.93
France	4%	↓	0.98
Poland	4%	↑	1.51
Netherlands	3%	↓	0.89
Great Britain	3%	↓	0.87
Spain	3%	↑	1.13
India	3%	↑	1.41
Russia	3%	↓	0.93
Mexico	2%	↑	1.64
Australia	2%	↑	1.27
Canada	2%	↑	1.25
New Zealand	2%	↑	1.18
Belgium	2%	↓	0.96
Brazil	2%	↘	1.03
Italy	2%	↑	1.06
Japan	2%	↑	1.10
Ireland	2%	↓	0.93
Indonesia	1%	↑	1.29
<b>Emerging Markets</b>	<b>38%</b>	↑	<b>1.08</b>
<b>GEA</b>	<b>100%</b>	↘	<b>1.04</b>

More than 5%	↑
Between 1% and 5%	↗
Between -1% and 1%	→
Between -5% and -1%	↘
Less than -5%	↓

57% of order intake	↑
0% of order intake	↗
0% of order intake	→
3% of order intake	↘
41% of order intake	↓

# Preliminary order intake top 12 growth countries with order intake of at least EUR 20m in 2015

Country	Organic growth % Y/Y
Mexico	99.8%
New Zealand	98.5%
India	90.5%
Vietnam	81.1%
Poland	62.6%
Thailand	53.7%
Sweden	44.7%
Switzerland	42.5%
Egypt	41.9%
Spain	34.7%
Japan	33.6%
Singapore	30.6%
<b>Total</b>	<b>61.0%</b>

Smaller countries are benefiting from OneGEA sales focus

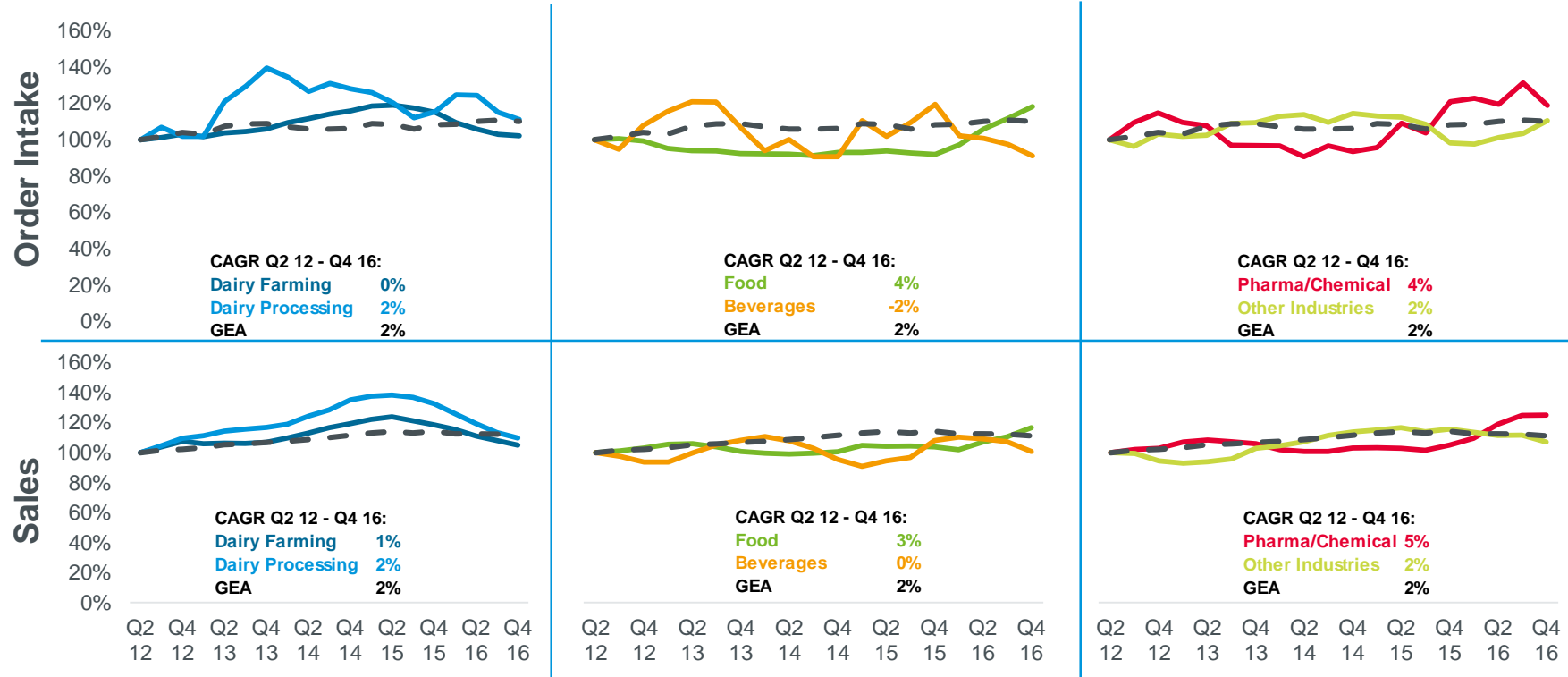
# Preliminary reported order intake development

## YoY/QoQ as of Q4 2016

	Q4 16 Quarter selective		Q4 16 LTM	Share of order intake	
	Q/Q	Y/Y	Y/Y	Q4 16 LTM	BtB LTM
Dairy Farming	↗	↘	↓	12%	1.02
Dairy Processing	↑	↓	↘	21%	1.09
Food	↑	↑	↑	27%	1.11
Beverages	↘	↓	↓	11%	0.91
<b>Food &amp; Beverages</b>	↑	↔	↔	<b>71%</b>	<b>1.05</b>
Pharma	↓	↓	↓	7%	1.03
Chemical	↓	↓	↑	7%	0.97
<b>Pharma/Chemical</b>	↓	↓	↘	<b>14%</b>	<b>1.00</b>
Oil & Gas	↑	↓	↓	1%	1.13
Marine	↑	↓	↓	2%	0.97
Others	↑	↑	↑	11%	1.03
<b>Other Industries</b>	↑	↑	↑	<b>15%</b>	<b>1.03</b>
<b>GEA</b>	↑	↘	↗	<b>100%</b>	<b>1.04</b>

<b>Less than -5%</b>	<b>Between -5% and -1%</b>	<b>Between -1% and 1%</b>	<b>Between 1% and 5%</b>	<b>More than 5%</b>
↓	↘	↔	↗	↑

# Preliminary LTM order intake and sales indexed since Q2 2012

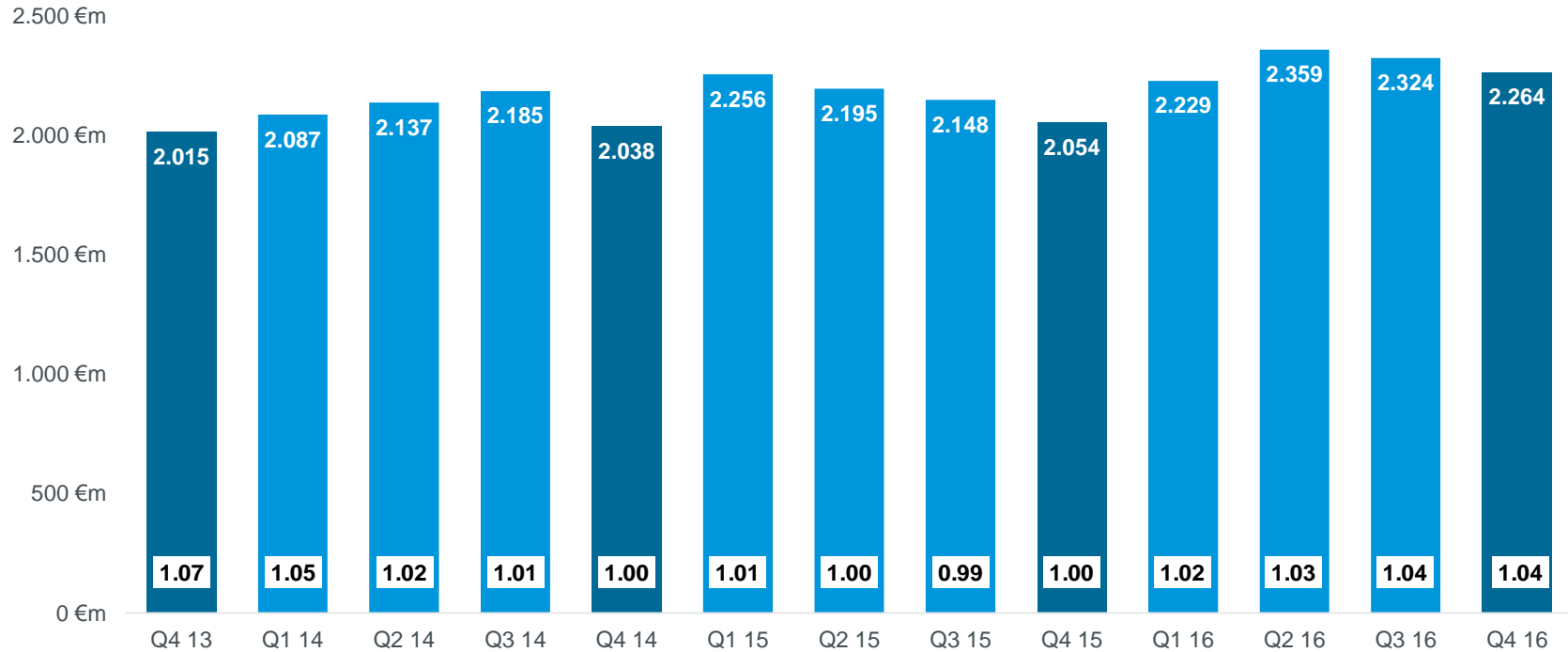


# Preliminary Book-to-Bill ratios LTM

## Preliminary share of LTM Order Intake

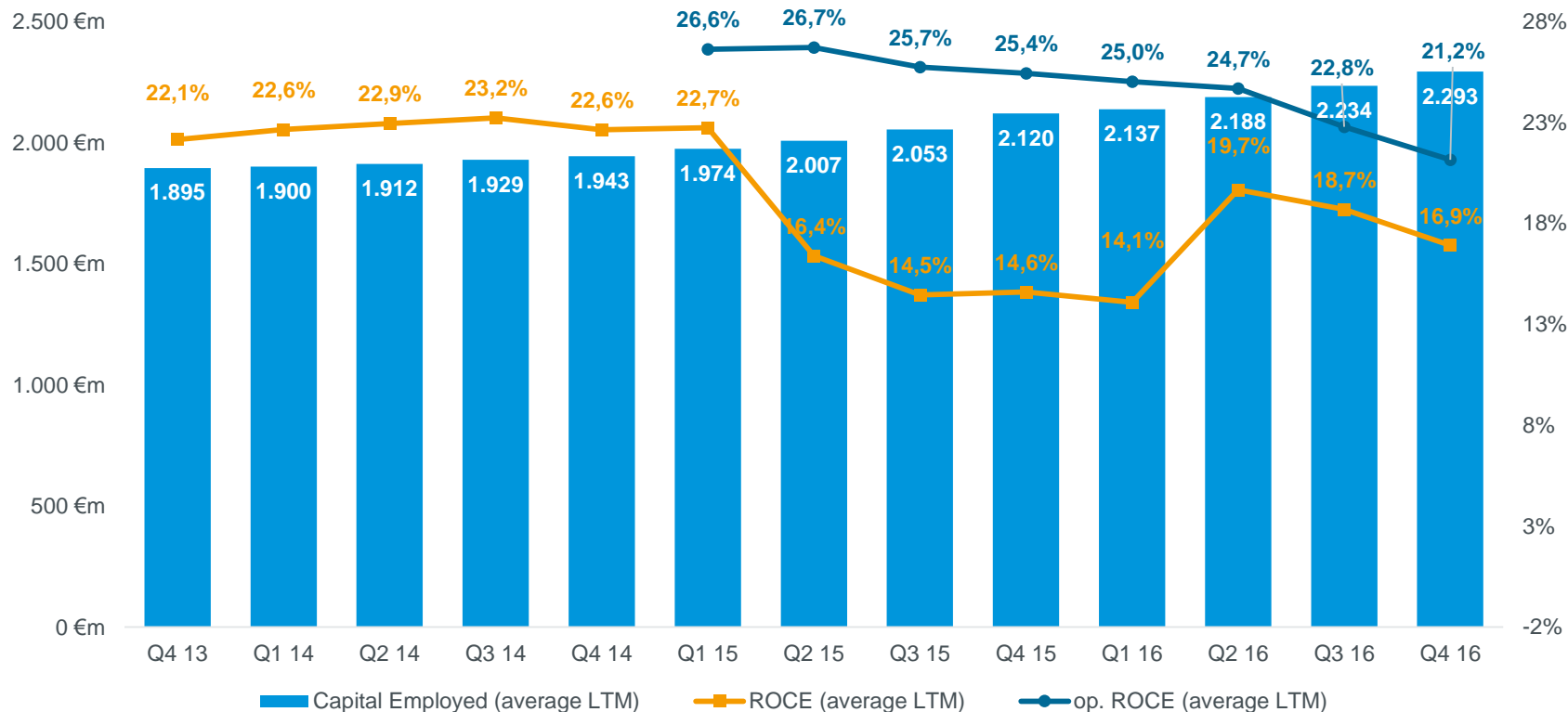
BtB ratio LTM	Asia Pacific	DACH & Eastern Europe	Western EU & Middle East/Africa	Northern & Central Europe	Latin America	North America	Total
Dairy Farming	1.06	1.10	0.89	0.99	1.10	0.99	<b>1.02</b>
Dairy Processing	1.13	1.33	0.82	0.77	1.53	1.13	<b>1.09</b>
Food	1.31	1.01	1.08	0.94	0.98	1.25	<b>1.11</b>
Beverages	0.77	1.01	0.74	0.92	1.25	1.08	<b>0.91</b>
Pharma	1.06	1.06	1.36	0.82	1.40	0.97	<b>1.03</b>
Chemical	0.97	0.72	0.95	1.11	2.33	0.87	<b>0.97</b>
Oil & Gas	1.18	1.23	1.16	0.91	0.66	0.78	<b>1.13</b>
Marine	0.97	0.99	0.83	0.95	1.29	1.24	<b>0.97</b>
Others	0.91	0.97	1.10	1.00	1.22	1.17	<b>1.03</b>
<b>Total</b>	<b>1.06</b>	<b>1.07</b>	<b>0.98</b>	<b>0.91</b>	<b>1.27</b>	<b>1.09</b>	<b>1.04</b>
Share of LTM OI							
Dairy Farming	1%	3%	1%	1%	1%	5%	<b>12%</b>
Dairy Processing	6%	6%	2%	2%	2%	3%	<b>21%</b>
Food	6%	4%	6%	3%	2%	5%	<b>27%</b>
Beverages	3%	3%	1%	1%	1%	2%	<b>11%</b>
Pharma	3%	1%	1%	1%	0%	1%	<b>7%</b>
Chemical	2%	1%	1%	1%	1%	1%	<b>7%</b>
Oil & Gas	0%	0%	1%	0%	0%	0%	<b>1%</b>
Marine	1%	0%	0%	1%	0%	0%	<b>2%</b>
Others	2%	2%	3%	2%	1%	2%	<b>11%</b>
<b>Total</b>	<b>24%</b>	<b>21%</b>	<b>17%</b>	<b>13%</b>	<b>7%</b>	<b>19%</b>	<b>100%</b>

# Preliminary order backlog development



# LTM BtB ratio

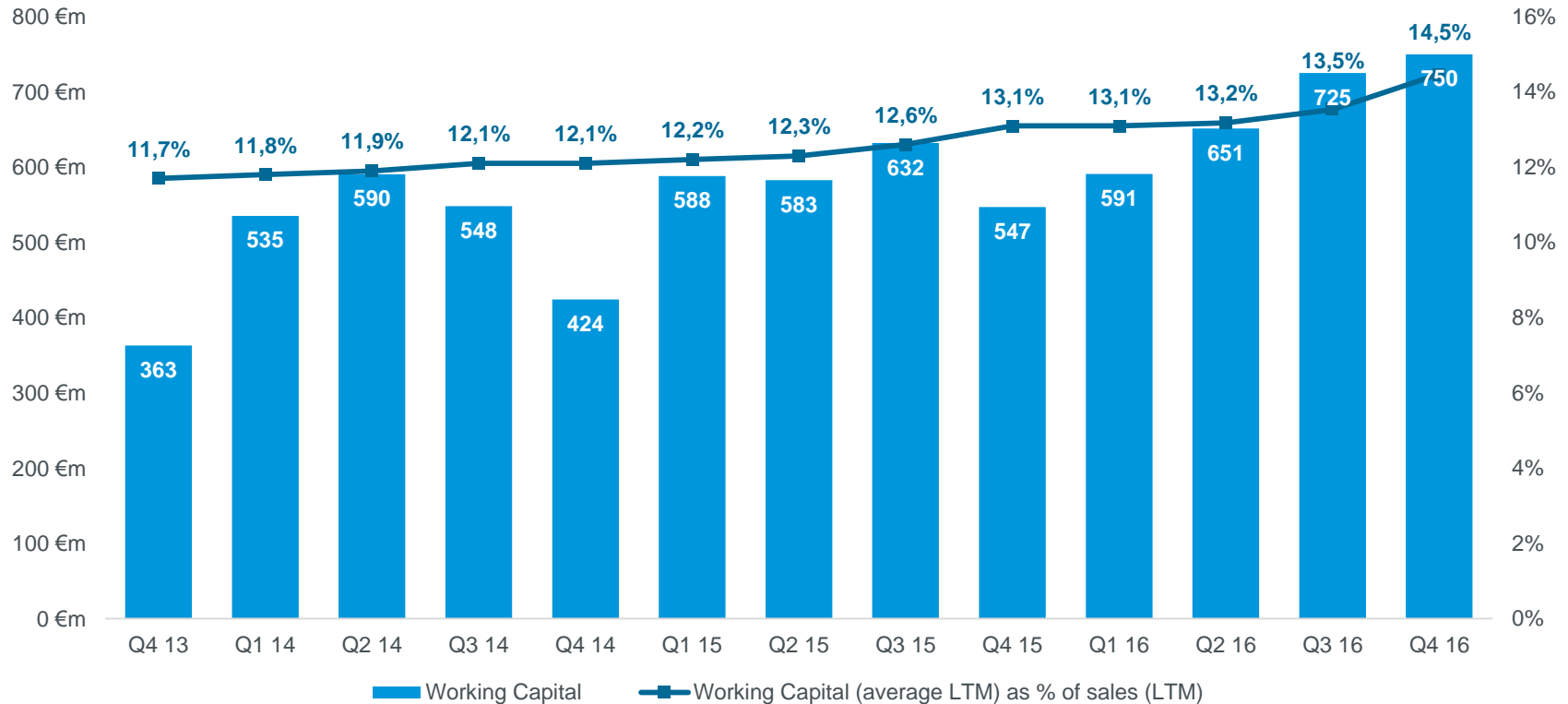
# Preliminary ROCE development as of Q4 2016



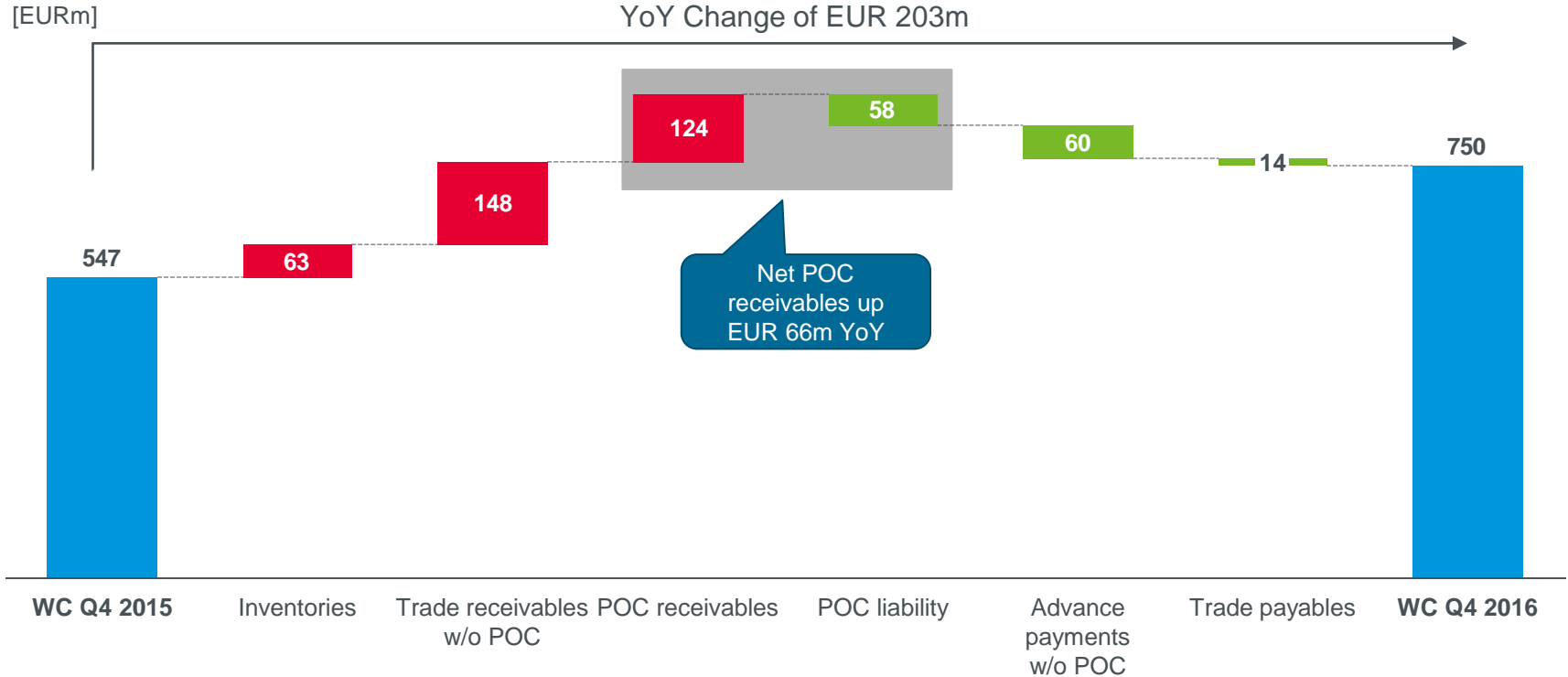
ROCE LTM = EBIT (LTM) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average LTM)  
 Op. ROCE LTM = op. EBIT (LTM) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average LTM)



# Preliminary working capital (average LTM) to sales (LTM) ratio as of Q4 2016

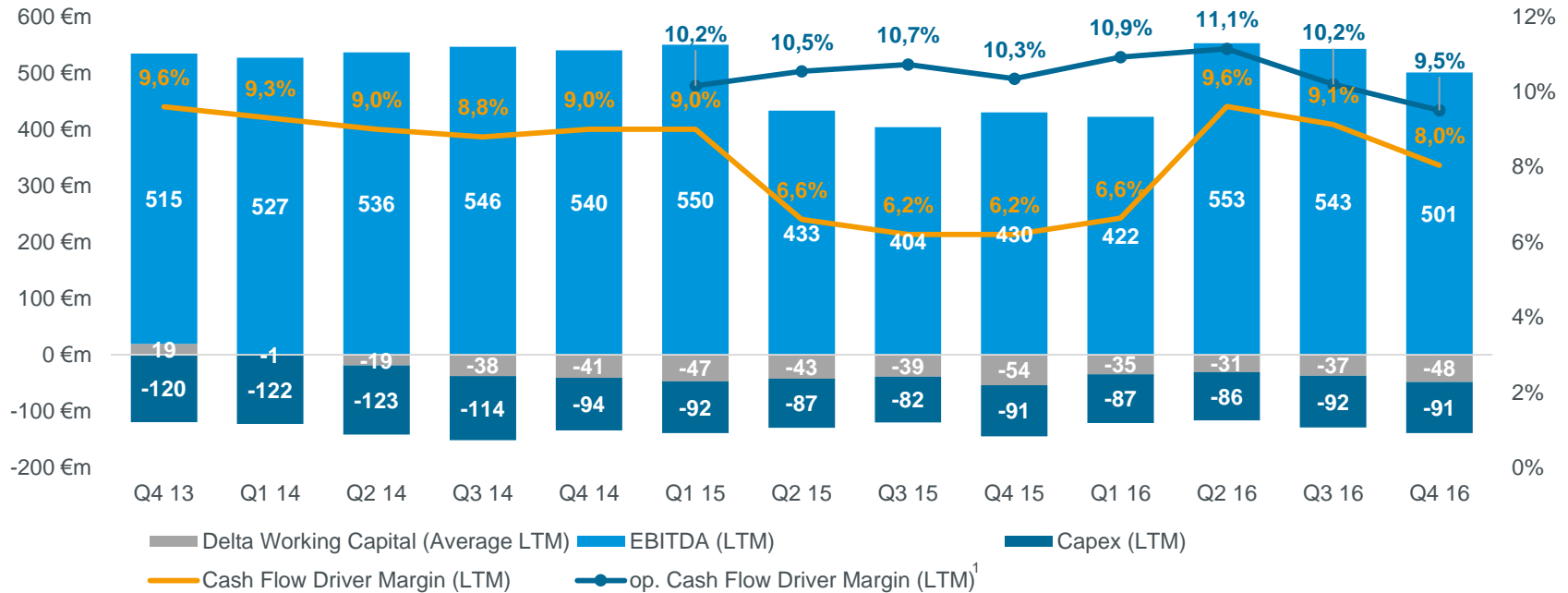


# Preliminary working capital development from Q4 2015 to Q4 2016



Note: POC liability = gross amount due to customers for contract work + advance payments received on construction contracts. For more details please refer to pages 143, 176, 219 of our annual report 2015: [http://www.gea.com/en/binaries/2016.03.10.%20GEA%20Annual%20Report%202015\\_tcm11-30988.pdf](http://www.gea.com/en/binaries/2016.03.10.%20GEA%20Annual%20Report%202015_tcm11-30988.pdf)

# Preliminary Cash Flow Driver Margin as of Q4 2016

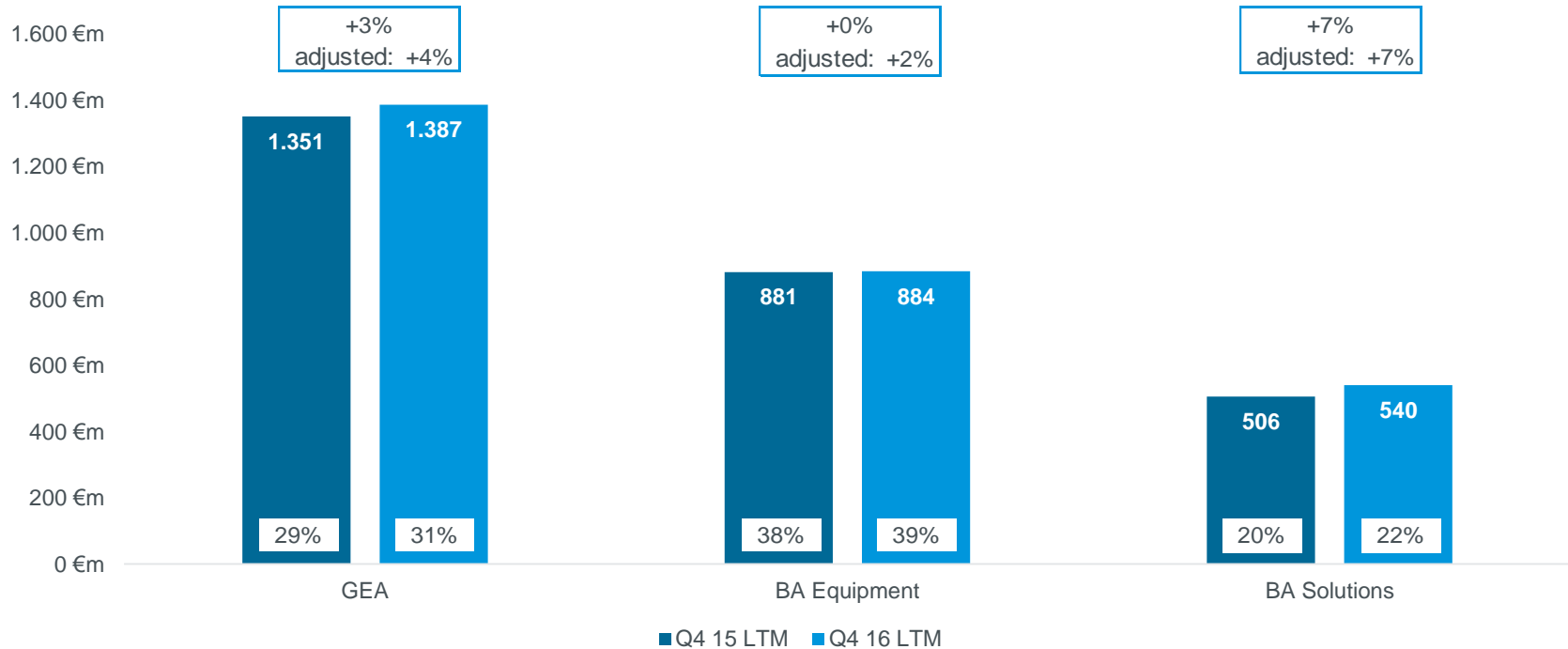


$$\frac{\text{EBITDA (LTM)}}{\text{Sales (LTM)}} - \frac{\text{Capex (LTM)}}{\text{Sales (LTM)}} - \frac{\Delta \text{ Working Capital (Average LTM)}}{\text{Sales (LTM)}}$$

<sup>1</sup> Operating Cash Flow Driver Margin is based on operating EBITDA, not on reported EBITDA, and on capex, adjusted for strategic projects

# Preliminary service business as of Q4 2016 LTM: 31% of sales

Service sales growth YoY of +3% (+4% adjusted)



Note: adjusted = before currency translation and structural effects

1. Preliminary Results Q4 2016
2. Preliminary Financials Q4 2016
- 3. Outlook FY 2017**

We are aiming for, in the absence of:

- any further weakening of global economic growth and
- in particular, material weakening in any of our relevant customer industries, or adverse shifts in demand among those industries resulting in a negative margin impact
- material adverse currency (translation or competitive) impacts

Sales (in reported terms)

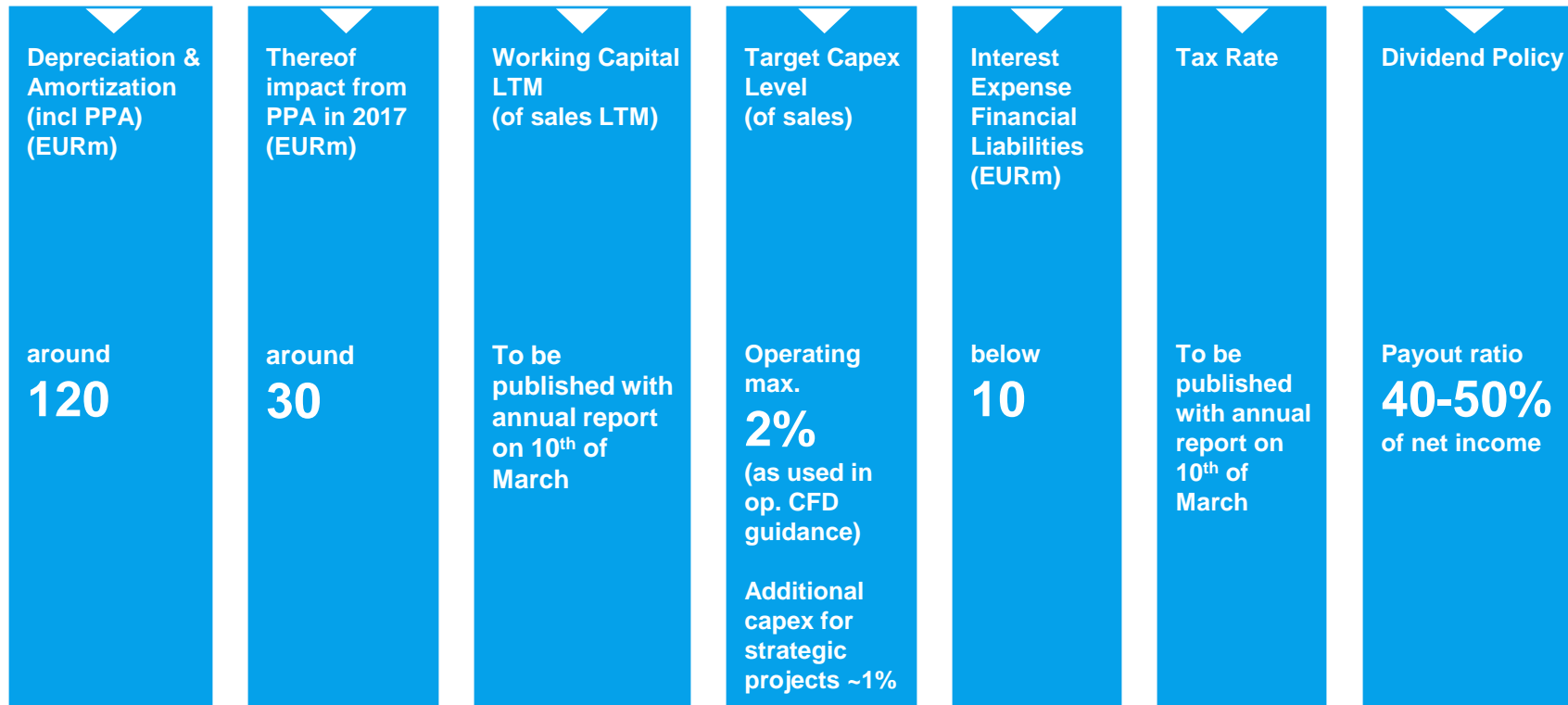
**Moderate growth**

Operating EBITDA (adjusted for strategic projects) (EURm)

**620 – 670**

Operating Cash Flow Driver Margin (based on operating EBITDA and on capex adjusted for strategic projects)

**8.5% to 9.5%**



# Investor Relations Calendar

## Upcoming Roadshows and Conferences

### 2017

Feb 8-9, 2017	Roadshow UK	London	KeplerCheuvreux
Feb 13, 2017	Roadshow USA	Boston	Berenberg
Feb 14, 2017	Roadshow Switzerland	Lugano	Bankhaus Lampe
Feb 15, 2017	Roadshow Italy	Milan	Equita
Feb 14-16, 2017	Roadshow USA	New York	Commerzbank
Feb 22, 2017	Roadshow Germany	Frankfurt	UBS
March 9, 2017	Roadshow France	Paris	Societe Generale
March 21-23, 2017	Conference UK	London	BofAML



# Investor Relations Calendar

## Financial Calendar

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### 2017

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Mar 10, 2017

Release of Annual Report FY 2016

Apr 20, 2017

Annual Shareholder's Meeting FY 2016

May 9, 2017

Quarterly Financial Report for the period to March 31, 2017

Jul 26, 2017

Half-yearly Financial Report for the period to June 30, 2017

Oct 26, 2017

Quarterly Financial Report for the period to September 30, 2017

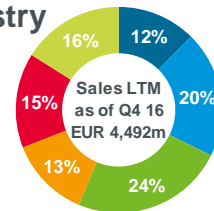
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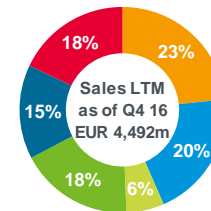
[in EUR million]	Q4 15	Q4 16	Δ YoY	LTM Q4 15	LTM Q4 16	Δ YoY
<b>Order Intake</b>	1,245.5	<b>1,223.3</b>	-1.8%	4,590.1	<b>4,673.6</b>	1.8%
<i>adjusted</i> <sup>1</sup>			-3.3%			1.4%
<b>Sales</b>	1,336.2	<b>1,293.0</b>	-3.2%	4,599.3	<b>4,491.9</b>	-2.3%
<i>adjusted</i> <sup>1</sup>			-4.4%			-3.1%
<b>Order Backlog</b>	2,053.7	<b>2,264.0</b>	10.2%	2,053.7	<b>2,264.0</b>	10.2%
<b>Operating EBITDA</b>	239.8	<b>214.5</b>	-10.6%	621.0	<b>566.3</b>	-8.8%
<b>Operating EBITDA Margin</b>	17.9%	<b>16.6%</b>	-136 bps	13.5%	<b>12.6%</b>	-89 bps
<b>Operating EBIT</b>	217.7	<b>193.8</b>	-11.0%	538.8	<b>485.0</b>	-10.0%
<b>Operating EBIT Margin</b>	16.3%	<b>15.0%</b>	-130 bps	11.7%	<b>10.8%</b>	-92 bps
<b>Operating ROCE (LTM)</b> <sup>2</sup>	25.4%	<b>21.2%</b>	-427 bps	25.4%	<b>21.2%</b>	-427 bps

## Sales by Customer Industry



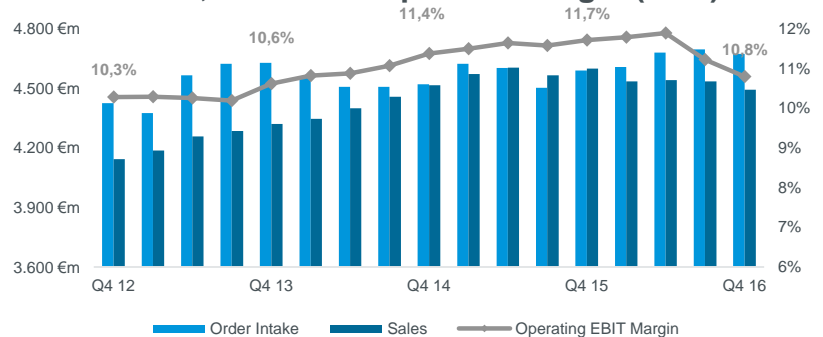
Dairy Farming	-11% YoY
Dairy Processing	-17% YoY
Food	+12% YoY
Beverages	-7% YoY
Pharma/Chemical	+19% YoY
Other Industries	-7% YoY
GEA	-2% YoY

## Sales by Region

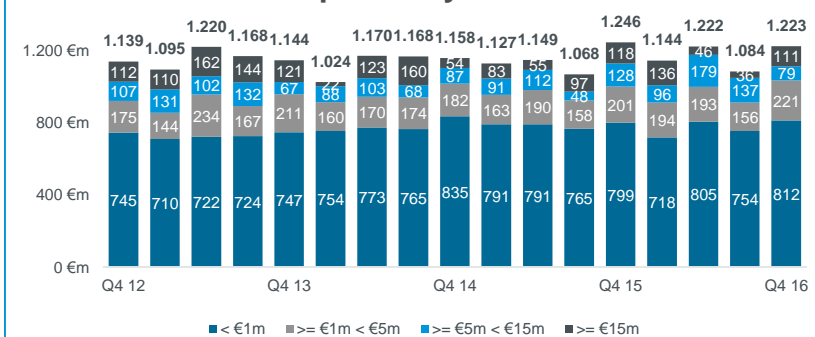


Asia-Pacific	-8% YoY	-7% adj. YoY
DACH & Eastern Europe	-1% YoY	-3% adj. YoY
Latin America	-4% YoY	-7% adj. YoY
North America	-4% YoY	-4% adj. YoY
Northern/Central Europe	-2% YoY	-1% adj. YoY
Western Europe, M. East/Africa	+7% YoY	+4% adj. YoY
GEA	-2% YoY	-3% adj. YoY

## Order Intake, Sales and Op. EBIT Margin (LTM)



## Order Intake Development by Size

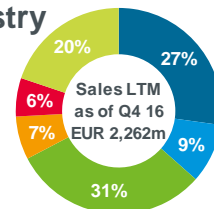


<sup>1</sup> Adjusted = before FX and structural effects; <sup>2</sup> Op. ROCE (LTM) = op. EBIT (LTM) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average LTM)  
GEA Conference Call Presentation Q4 2016

# BA Equipment – preliminary Q4 2016 figures

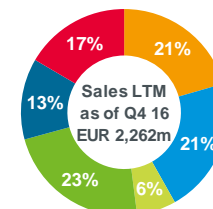
[in EUR million]	Q4 15	Q4 16	Δ YoY	LTM Q4 15	LTM Q4 16	Δ YoY
<b>Order Intake</b>			19%			2.3%
<i>adjusted</i> <sup>1</sup>	586.6	<b>597.6</b>	2.0%	2,293.0	<b>2,346.8</b>	3.3%
<b>Sales</b>			-2.5%			-2.6%
<i>adjusted</i> <sup>1</sup>	650.0	<b>633.7</b>	-1.8%	2,323.7	<b>2,262.2</b>	-1.8%
<b>Order Backlog</b>	501.9	<b>567.4</b>	13.0%	501.9	<b>567.4</b>	13.0%
<b>Operating EBITDA</b>	137.6	<b>133.9</b>	-2.7%	381.8	<b>383.5</b>	0.4%
<b>Operating EBITDA Margin</b>	21.2%	<b>21.1%</b>	-5 bps	16.4%	<b>17.0%</b>	52 bps
<b>Operating EBIT</b>	122.9	<b>117.5</b>	-4.5%	326.8	<b>326.0</b>	-0.2%
<b>Operating EBIT Margin</b>	18.9%	<b>18.5%</b>	-38 bps	14.1%	<b>14.4%</b>	35 bps
<b>Operating ROCE (LTM)</b> <sup>2</sup>	21.2%	<b>21.2%</b>	0 bps	21.2%	<b>21.2%</b>	0 bps

## Sales by Customer Industry



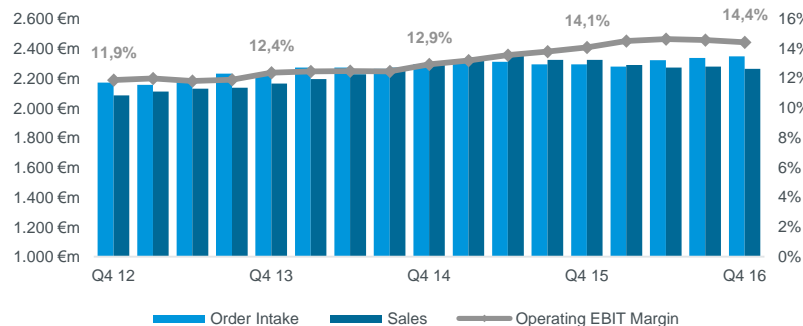
Dairy Farming	-11% YoY
Dairy Processing	-9% YoY
Food	-1% YoY
Beverages	+10% YoY
Pharma/Chemical	+21% YoY
Other Industries	-2% YoY
BA Equipment	-3% YoY

## Sales by Region

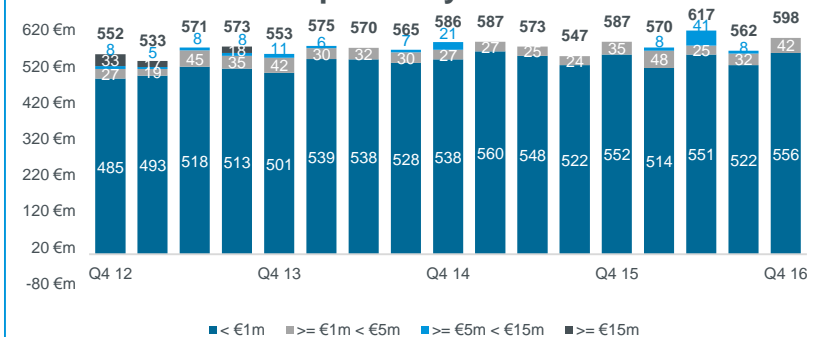


Asia-Pacific	-1% YoY	+0% adj. YoY
DACH & Eastern Europe	-2% YoY	-4% adj. YoY
Latin America	-9% YoY	+0% adj. YoY
North America	-4% YoY	-4% adj. YoY
Northern/Central Europe	-1% YoY	+2% adj. YoY
Western Europe, M. East/Africa	-1% YoY	+0% adj. YoY
BA Equipment	-3% YoY	-2% adj. YoY

## Order Intake, Sales and Op. EBIT Margin (LTM)



## Order Intake Development by Size

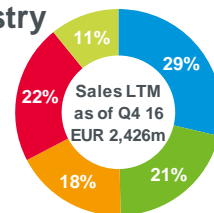


<sup>1</sup> Adjusted = before FX and structural effects; <sup>2</sup> Op. ROCE (LTM) = op. EBIT (LTM) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average LTM)  
GEA Conference Call Presentation Q4 2016

# BA Solutions – preliminary Q4 2016 figures

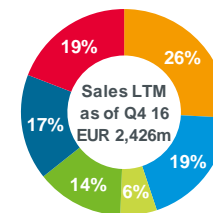
[in EUR million]	Q4 15	Q4 16	Δ YoY	LTM Q4 15	LTM Q4 16	Δ YoY
<b>Order Intake</b>	704.6	<b>685.3</b>	-2.7%	2,495.6	<b>2,534.6</b>	1.6%
<i>adjusted</i> <sup>1</sup>			-5.6%			-0.1%
<b>Sales</b>	741.9	<b>711.6</b>	-4.1%	2,475.2	<b>2,425.7</b>	-2.0%
<i>adjusted</i> <sup>1</sup>			-6.8%			-4.4%
<b>Order Backlog</b>	1,585.4	<b>1,742.5</b>	9.9%	1,585.4	<b>1,742.5</b>	9.9%
<b>Operating EBITDA</b>	113.1	<b>76.7</b>	-32.1%	255.3	<b>183.5</b>	-28.1%
<b>Operating EBITDA Margin</b>	15.2%	<b>10.8%</b>	-445 bps	10.3%	<b>7.6%</b>	-275 bps
<b>Operating EBIT</b>	107.5	<b>71.7</b>	-33.2%	234.8	<b>164.3</b>	-30.0%
<b>Operating EBIT Margin</b>	14.5%	<b>10.1%</b>	-440 bps	9.5%	<b>6.8%</b>	-271 bps
<b>Operating ROCE (LTM)</b> <sup>2</sup>	45.6%	<b>24.3%</b>	-2135 bps	45.6%	<b>24.3%</b>	-2135 bps

## Sales by Customer Industry



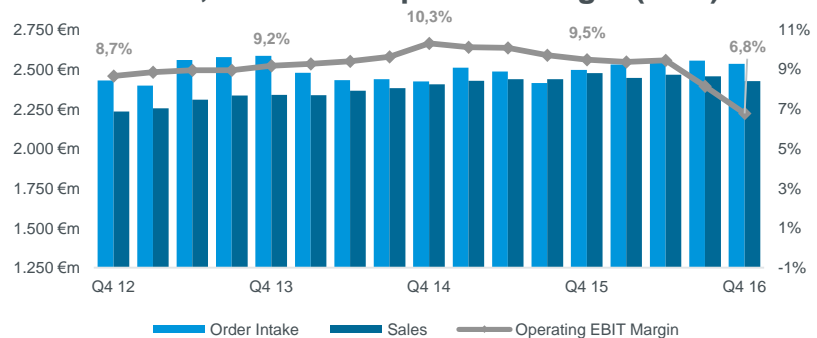
Dairy Processing	-19% YoY
Food	+35% YoY
Beverages	-11% YoY
Pharma/Chemical	+18% YoY
Other Industries	-15% YoY
BA Solutions	-2% YoY

## Sales by Region

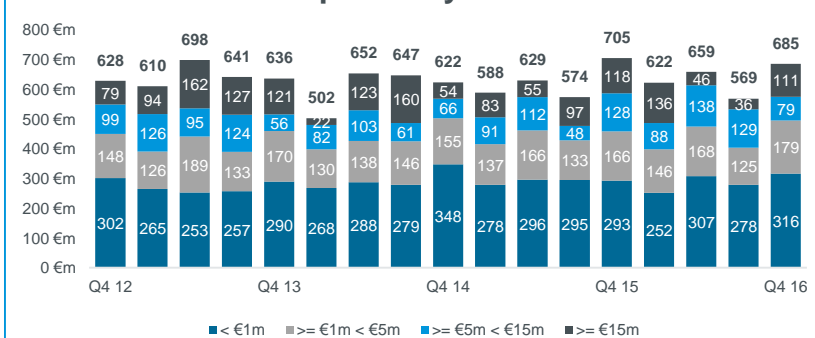


Asia-Pacific	-12% YoY	-12% adj. YoY
DACH & Eastern Europe	-1% YoY	-2% adj. YoY
Latin America	+2% YoY	-14% adj. YoY
North America	-3% YoY	-4% adj. YoY
Northern/Central Europe	-3% YoY	-4% adj. YoY
Western Europe, M. East/Africa	+14% YoY	+7% adj. YoY
BA Solutions	-2% YoY	-4% adj. YoY

## Order Intake, Sales and Op. EBIT Margin (LTM)



## Order Intake Development by Size



<sup>1</sup> Adjusted = before FX and structural effects; <sup>2</sup> Op. ROCE (LTM) = op. EBIT (LTM) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average LTM)  
GEA Conference Call Presentation Q4 2016

# Preliminary order intake Q4 2016

in EURm	Q4 16 vs. Q4 15		Q4 16 vs. Q3 16		Q1 - Q4 16 vs. Q1 - Q4 15		LTM Q4 16 vs. LTM Q4 15	
	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %
<b>Order Intake previous period</b>	<b>1,246</b>		<b>1,084</b>		<b>4,590</b>		<b>4,590</b>	
Structural Change	23	1.9%	0	0.0%	94	2.0%	94	2.0%
Currency Translation	-4	-0.3%	11	0.9%	-77	-1.7%	-77	-1.7%
Like-for-Like Development	-41	-3.3%	128	11.8%	66	1.4%	66	1.4%
<b>Order Intake current period</b>	<b>1,223</b>	<b>-1.8%</b>	<b>1,223</b>	<b>12.9%</b>	<b>4,674</b>	<b>1.8%</b>	<b>4,674</b>	<b>1.8%</b>

# Preliminary sales Q4 2016

in EURm	Q4 16 vs. Q4 15		Q4 16 vs. Q3 16		Q1 - Q4 16 vs. Q1 - Q4 15		LTM Q4 16 vs. LTM Q4 15	
	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %
<b>Sales previous period</b>	<b>1,336</b>		<b>1,101</b>		<b>4,599</b>		<b>4,599</b>	
Structural Change	24	1.8%	0	0.0%	109	2.4%	109	2.4%
Currency Translation	-8	-0.6%	11	1.0%	-72	-1.6%	-72	-1.6%
Like-for-Like Development	-59	-4.4%	181	16.5%	-145	-3.1%	-145	-3.1%
<b>Sales current period</b>	<b>1,293</b>	<b>-3.2%</b>	<b>1,293</b>	<b>17.5%</b>	<b>4,492</b>	<b>-2.3%</b>	<b>4,492</b>	<b>-2.3%</b>

# Preliminary operating EBITDA Q4 2016

in EURm	Q4 16 vs. Q4 15		Q4 16 vs. Q3 16		Q1 - Q4 16 vs. Q1 - Q4 15		LTM Q4 16 vs. LTM Q4 15	
	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %
<b>Operating EBITDA previous period</b>	<b>240</b>		<b>113</b>		<b>621</b>		<b>621</b>	
Structural Change	5	2.1%	0	0.0%	18	2.8%	18	2.8%
Currency Translation	0	-0.2%	1	1.3%	-4	-0.6%	-4	-0.6%
Like-for-Like Development	-30	-12.4%	100	89.0%	-69	-11.1%	-69	-11.1%
<b>Operating EBITDA current period</b>	<b>214</b>	<b>-10.6%</b>	<b>214</b>	<b>90.3%</b>	<b>566</b>	<b>-8.8%</b>	<b>566</b>	<b>-8.8%</b>



Currency	%total Q4 2016 sales*	FX Rates Q4 2016 (average)	Δ FX YoY Q4 2016 vs Q4 2015
EUR	48%	-	-
USD	17%	1.11	0%
CNY	6%	7.35	5%
GBP	4%	0.82	13%
DKK	4%	7.45	0%
SGD	2%	1.53	0%
PLN	2%	4.36	4%
NZD	2%	1.59	0%
INR	2%	74.37	4%
AUD	2%	1.49	1%
BRL	2%	3.86	4%

\*Share of functional (i.e. local P&Ls) currencies in the translation mix of the group

# Key figures time line (1/11)

Order Intake [in EUR million]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	319.8	295.8	282.4	299.0	1,196.9	305.2	347.7	348.5	336.2	1,337.5
BA Solutions	369.7	430.0	348.0	442.3	1,590.1	439.9	465.2	440.3	546.6	1,892.0
Consolidation / Others	-25.1	-22.7	-25.3	-25.7	-98.9	-31.8	-35.6	-33.5	-28.4	-129.2
GEA	664.4	703.0	605.0	715.6	2,688.1	713.4	777.3	755.3	854.4	3,100.3
Order Backlog [in EUR million]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	439.3	421.5	389.4	365.3	365.3	403.4	438.3	422.4	379.0	379.0
BA Solutions	855.2	868.4	803.6	811.4	811.4	919.9	1,003.7	967.1	974.6	974.6
Consolidation / Others	-18.4	-15.4	-17.2	-15.6	-15.6	-21.4	-25.1	-27.4	-20.1	-20.1
GEA	1,276.0	1,274.4	1,175.8	1,161.1	1,161.1	1,301.8	1,417.0	1,362.1	1,333.5	1,333.5
Sales [in EUR million]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	312.1	308.2	303.3	320.6	1,244.2	270.9	315.8	348.4	379.2	1,314.3
BA Solutions	378.1	401.6	408.4	449.6	1,637.7	352.0	408.8	446.8	541.8	1,749.5
Consolidation / Others	-15.7	-21.4	-16.6	-14.1	-67.9	-19.8	-23.9	-25.5	-31.5	-100.7
GEA	674.5	688.4	695.0	756.1	2,814.0	603.2	700.7	769.7	889.5	2,963.1
Adjusted Sales Growth YoY [in %]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
BA Solutions	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Consolidation / Others	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
GEA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Book-to-Bill Ratio LTM (rolling last 12 months)	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	n.a.	n.a.	n.a.	n.a.	n.a.	0.98	1.02	1.04	1.02	1.02
BA Solutions	n.a.	n.a.	n.a.	n.a.	n.a.	1.03	1.05	1.08	1.08	1.08
Consolidation / Others	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
GEA	n.a.	n.a.	n.a.	n.a.	n.a.	1.00	1.02	1.05	1.05	1.05

# Key figures time line (2/11)

Order Intake [in EUR million]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	385.2	523.9	524.8	506.9	1,940.8	547.3	535.2	534.3	552.5	2,169.2
BA Solutions	525.8	540.5	554.6	581.3	2,202.2	642.6	535.8	622.2	628.0	2,428.7
Consolidation / Others	-36.7	-39.6	-38.8	-41.2	-156.3	-43.9	-42.4	-45.0	-41.3	-172.6
GEA	874.3	1,024.8	1,040.6	1,047.0	3,986.7	1,146.0	1,028.6	1,111.6	1,139.2	4,425.4
Order Backlog [in EUR million]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	531.9	575.8	586.9	510.4	510.4	602.7	620.9	599.5	558.0	558.0
BA Solutions	1,070.5	1,092.7	1,140.8	1,118.4	1,118.4	1,269.9	1,312.7	1,371.3	1,298.2	1,298.2
Consolidation / Others	-21.3	-24.9	-26.9	-29.6	-29.6	-31.6	-32.7	-38.4	-26.4	-26.4
GEA	1,581.2	1,643.7	1,700.9	1,599.2	1,599.2	1,841.1	1,900.9	1,932.4	1,829.9	1,829.9
Sales [in EUR million]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	326.3	488.6	516.1	583.0	1,914.0	440.1	514.2	547.0	583.2	2,084.4
BA Solutions	409.6	505.2	512.8	632.4	2,060.0	482.2	521.2	553.0	676.8	2,233.2
Consolidation / Others	-29.2	-29.1	-48.4	-39.0	-145.8	-41.7	-41.3	-39.5	-52.8	-175.3
GEA	706.7	964.6	980.5	1,176.4	3,828.3	880.5	994.1	1,060.5	1,207.2	4,142.3
Adjusted Sales Growth YoY [in %]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
BA Solutions	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Consolidation / Others	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
GEA	14.2%	22.7%	16.4%	12.7%	16.4%	22.8%	-0.4%	4.0%	0.5%	3.4%
Book-to-Bill Ratio LTM (rolling last 12 months)	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	1.03	1.03	1.04	1.01	1.01	1.04	1.03	1.02	1.04	1.04
BA Solutions	1.09	1.08	1.10	1.07	1.07	1.09	1.08	1.09	1.09	1.09
Consolidation / Others	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
GEA	1.06	1.05	1.07	1.04	1.04	1.06	1.06	1.05	1.07	1.07

# Key figures time line (3/11)

Order Intake [in EUR million]	Q1 13	Q2 13	Q3 13	Q4 13	FY 2013	Q1 14	Q2 14	Q3 14	Q4 14	FY 2014
BA Equipment	533.3	570.6	573.2	553.1	2,230.2	574.9	569.7	564.7	585.8	2,295.1
BA Solutions	610.2	698.2	640.8	636.3	2,585.5	502.1	652.4	646.5	622.3	2,423.4
Consolidation / Others	-48.5	-48.8	-45.6	-45.0	-187.8	-52.7	-52.2	-43.3	-50.6	-198.9
GEA	1,095.1	1,220.0	1,168.3	1,144.4	4,627.9	1,024.3	1,169.9	1,167.9	1,157.5	4,519.6
Order Backlog [in EUR million]	Q1 13	Q2 13	Q3 13	Q4 13	FY 2013	Q1 14	Q2 14	Q3 14	Q4 14	FY 2014
BA Equipment	597.8	616.3	618.1	554.5	554.5	627.6	624.1	596.7	532.6	532.6
BA Solutions	1,413.9	1,502.7	1,553.0	1,492.1	1,492.1	1,496.7	1,551.9	1,623.6	1,540.2	1,540.2
Consolidation / Others	-29.2	-33.8	-35.0	-31.1	-31.1	-37.6	-38.8	-34.9	-35.2	-35.2
GEA	1,982.6	2,085.3	2,136.2	2,015.5	2,015.5	2,086.7	2,137.2	2,185.4	2,037.6	2,037.6
Sales [in EUR million]	Q1 13	Q2 13	Q3 13	Q4 13	FY 2013	Q1 14	Q2 14	Q3 14	Q4 14	FY 2014
BA Equipment	465.4	533.2	554.4	610.9	2,164.0	495.4	565.4	598.3	648.5	2,307.6
BA Solutions	503.7	575.2	579.3	680.1	2,338.3	502.2	603.3	594.9	704.0	2,404.3
Consolidation / Others	-45.0	-43.8	-44.6	-48.9	-182.2	-46.9	-51.0	-47.3	-51.0	-196.2
GEA	924.2	1,064.6	1,089.1	1,242.2	4,320.0	950.7	1,117.7	1,146.0	1,301.4	4,515.7
Adjusted Sales Growth YoY [in %]	Q1 13	Q2 13	Q3 13	Q4 13	FY 2013	Q1 14	Q2 14	Q3 14	Q4 14	FY 2014
BA Equipment	4.5%	3.7%	3.6%	7.6%	4.9%	9.7%	9.0%	8.5%	5.3%	8.0%
BA Solutions	5.7%	12.1%	9.3%	4.5%	7.7%	2.4%	7.6%	2.0%	2.2%	3.5%
Consolidation / Others	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
GEA	5.0%	8.0%	6.2%	6.5%	6.5%	6.0%	7.9%	5.2%	3.6%	5.6%
Book-to-Bill Ratio LTM (rolling last 12 months)	Q1 13	Q2 13	Q3 13	Q4 13	FY 2013	Q1 14	Q2 14	Q3 14	Q4 14	FY 2014
BA Equipment	1.02	1.03	1.04	1.03	1.03	1.04	1.02	1.00	0.99	0.99
BA Solutions	1.06	1.11	1.10	1.11	1.11	1.06	1.03	1.02	1.01	1.01
Consolidation / Others	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
GEA	1.05	1.07	1.08	1.07	1.07	1.05	1.02	1.01	1.00	1.00

# Preliminary key figures time line (4/11)

Order Intake [in EUR million]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	586.5	573.0	546.9	586.6	2,293.0	570.4	617.2	561.6	597.6	2,346.8
BA Solutions	588.3	628.9	573.7	704.6	2,495.6	622.2	658.6	568.5	685.3	2,534.6
Consolidation / Others	-47.4	-53.1	-52.3	-45.7	-198.5	-48.2	-53.8	-46.2	-59.6	-207.8
GEA	1,127.5	1,148.8	1,068.3	1,245.5	4,590.1	1,144.3	1,222.1	1,083.9	1,223.3	4,673.6
Order Backlog [in EUR million]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	608.3	581.4	557.8	501.9	501.9	563.0	615.6	603.0	567.4	567.4
BA Solutions	1,684.4	1,652.9	1,634.2	1,585.4	1,585.4	1,702.1	1,783.1	1,755.8	1,742.5	1,742.5
Consolidation / Others	-36.7	-38.8	-43.6	-33.5	-33.5	-36.5	-39.7	-35.1	-45.8	-45.8
GEA	2,256.0	2,195.5	2,148.4	2,053.7	2,053.7	2,228.5	2,359.0	2,323.7	2,264.0	2,264.0
Sales [in EUR million]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	527.0	587.9	558.9	650.0	2,323.7	490.8	570.9	566.8	633.7	2,262.2
BA Solutions	526.0	612.9	594.4	741.9	2,475.2	495.5	633.7	585.0	711.6	2,425.7
Consolidation / Others	-46.6	-50.7	-46.7	-55.7	-199.6	-45.1	-47.7	-51.0	-52.3	-196.0
GEA	1,006.4	1,150.1	1,106.6	1,336.2	4,599.3	941.2	1,156.9	1,100.8	1,293.0	4,491.9
Adjusted Sales Growth YoY [in %]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	0.8%	-2.5%	-9.6%	-4.4%	-4.2%	-6.5%	-0.8%	1.5%	-1.8%	-1.8%
BA Solutions	-2.5%	-5.8%	-6.0%	-1.5%	-3.9%	-6.3%	-0.1%	-4.3%	-6.8%	-4.4%
Consolidation / Others	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
GEA	-0.9%	-4.1%	-8.0%	-3.3%	-4.2%	-6.4%	-0.1%	-1.8%	-4.4%	-3.1%
Book-to-Bill Ratio LTM (rolling last 12 months)	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	0.99	0.98	0.99	0.99	0.99	1.00	1.02	1.03	1.04	1.04
BA Solutions	1.03	1.02	0.99	1.01	1.01	1.03	1.04	1.04	1.04	1.04
Consolidation / Others	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
GEA	1.01	1.00	0.99	1.00	1.00	1.02	1.03	1.04	1.04	1.04

# Key figures time line (5/11)

Operating EBITDA [in EUR million]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	31.2	35.7	42.5	52.6	162.0	35.0	40.5	58.6	57.9	192.0
BA Solutions	11.7	21.5	22.7	43.3	99.3	12.1	21.2	23.2	68.8	125.3
Consolidation / Others	-0.2	0.1	0.9	-13.3	-12.6	-2.3	2.0	-2.0	-4.5	-6.7
GEA	42.7	57.3	66.2	82.6	248.7	44.9	63.7	79.8	122.3	310.6
Operating EBITDA - Margin [in %]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	10.0%	11.6%	14.0%	16.4%	13.0%	12.9%	12.8%	16.8%	15.3%	14.6%
BA Solutions	3.1%	5.4%	5.6%	9.6%	6.1%	3.4%	5.2%	5.2%	12.7%	7.2%
GEA	6.3%	8.3%	9.5%	10.9%	8.8%	7.4%	9.1%	10.4%	13.7%	10.5%
EBITDA reported [in EUR million]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	31.2	33.3	39.9	38.6	143.0	34.9	38.6	49.4	52.5	175.4
BA Solutions	10.5	17.9	11.9	32.3	72.6	12.0	19.8	21.1	55.9	108.9
Consolidation / Others	-3.1	-2.2	-3.5	-19.2	-28.1	0.0	-1.2	-5.2	-6.1	-12.4
GEA	38.6	49.0	48.3	51.7	187.6	47.0	57.2	65.4	102.3	271.9
Operating EBIT [in EUR million]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	24.8	29.0	35.6	45.4	134.9	27.4	32.6	50.7	47.2	157.8
BA Solutions	7.7	17.3	18.7	39.1	82.8	7.9	16.8	18.9	64.0	107.6
Consolidation / Others	-3.0	-2.9	-2.0	-18.2	-26.0	-5.3	-0.8	-4.3	-7.1	-17.5
GEA	29.4	43.4	52.4	66.3	191.6	29.9	48.5	65.3	104.1	247.9
Operating EBIT - Margin [in %]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	7.9%	9.4%	11.8%	14.2%	10.8%	10.1%	10.3%	14.5%	12.4%	12.0%
BA Solutions	2.0%	4.3%	4.6%	8.7%	5.1%	2.2%	4.1%	4.2%	11.8%	6.2%
GEA	4.4%	6.3%	7.5%	8.8%	6.8%	5.0%	6.9%	8.5%	11.7%	8.4%

# Key figures time line (6/11)

Operating EBITDA [in EUR million]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	41.6	66.8	74.0	95.6	278.0	43.3	66.5	80.2	98.4	288.4
BA Solutions	25.0	38.3	45.1	87.9	196.3	25.6	45.3	51.4	90.8	213.1
Consolidation / Others	-4.2	-4.7	0.7	3.5	-4.7	-0.9	-1.1	0.6	-5.7	-7.1
GEA	62.4	100.3	119.8	187.0	469.6	68.0	110.7	132.3	183.5	494.4
Operating EBITDA - Margin [in %]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	12.7%	13.7%	14.3%	16.4%	14.5%	9.8%	12.9%	14.7%	16.9%	13.8%
BA Solutions	6.1%	7.6%	8.8%	13.9%	9.5%	5.3%	8.7%	9.3%	13.4%	9.5%
GEA	8.8%	10.4%	12.2%	15.9%	12.3%	7.7%	11.1%	12.5%	15.2%	11.9%
EBITDA reported [in EUR million]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	41.6	47.1	74.7	94.9	258.2	7.4	62.3	73.6	80.4	223.7
BA Solutions	25.0	38.3	45.1	87.9	196.3	25.6	45.3	51.2	90.8	212.8
Consolidation / Others	-6.8	-7.2	-1.9	1.7	-14.2	-3.6	-3.5	-1.8	-7.7	-16.5
GEA	59.9	78.1	117.9	184.4	440.3	29.4	104.1	123.0	163.5	420.1
Operating EBIT [in EUR million]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	33.8	56.2	63.2	85.7	238.8	32.9	57.1	70.1	87.2	247.4
BA Solutions	20.6	33.7	40.1	82.7	177.1	21.0	40.5	46.6	85.2	193.4
Consolidation / Others	-6.1	-6.7	-1.4	0.9	-13.3	-3.2	-2.7	-1.3	-7.8	-15.0
GEA	48.2	83.2	101.9	169.3	402.6	50.7	94.9	115.4	164.7	425.8
Operating EBIT - Margin [in %]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	10.4%	11.5%	12.2%	14.7%	12.5%	7.5%	11.1%	12.8%	15.0%	11.9%
BA Solutions	5.0%	6.7%	7.8%	13.1%	8.6%	4.4%	7.8%	8.4%	12.6%	8.7%
GEA	6.8%	8.6%	10.4%	14.4%	10.5%	5.8%	9.5%	10.9%	13.6%	10.3%

# Key figures time line (7/11)

<b>Operating EBITDA</b> [in EUR million]	<b>Q1 13</b>	<b>Q2 13</b>	<b>Q3 13</b>	<b>Q4 13</b>	<b>FY</b> <b>2013</b>	<b>Q1 14</b>	<b>Q2 14</b>	<b>Q3 14</b>	<b>Q4 14</b>	<b>FY</b> <b>2014</b>
BA Equipment	48.6	66.3	84.3	113.4	312.7	56.6	72.4	90.5	131.7	351.1
BA Solutions	32.1	52.2	53.5	95.2	233.0	34.2	57.8	60.3	113.5	265.8
Consolidation / Others	-8.3	-0.1	-4.3	-2.9	-15.6	-5.7	-2.2	-1.7	-16.7	-26.3
<b>GEA</b>	<b>72.4</b>	<b>118.4</b>	<b>133.5</b>	<b>205.7</b>	<b>530.1</b>	<b>85.1</b>	<b>128.0</b>	<b>149.0</b>	<b>228.5</b>	<b>590.7</b>
<b>Operating EBITDA - Margin</b> [in %]	<b>Q1 13</b>	<b>Q2 13</b>	<b>Q3 13</b>	<b>Q4 13</b>	<b>FY</b> <b>2013</b>	<b>Q1 14</b>	<b>Q2 14</b>	<b>Q3 14</b>	<b>Q4 14</b>	<b>FY</b> <b>2014</b>
BA Equipment	10.4%	12.4%	15.2%	18.6%	14.4%	11.4%	12.8%	15.1%	20.3%	15.2%
BA Solutions	6.4%	9.1%	9.2%	14.0%	10.0%	6.8%	9.6%	10.1%	16.1%	11.1%
<b>GEA</b>	<b>7.8%</b>	<b>11.1%</b>	<b>12.3%</b>	<b>16.6%</b>	<b>12.3%</b>	<b>9.0%</b>	<b>11.5%</b>	<b>13.0%</b>	<b>17.6%</b>	<b>13.1%</b>
<b>EBITDA reported</b> [in EUR million]	<b>Q1 13</b>	<b>Q2 13</b>	<b>Q3 13</b>	<b>Q4 13</b>	<b>FY</b> <b>2013</b>	<b>Q1 14</b>	<b>Q2 14</b>	<b>Q3 14</b>	<b>Q4 14</b>	<b>FY</b> <b>2014</b>
BA Equipment	48.3	66.3	84.3	113.4	312.4	56.6	72.4	85.7	126.0	340.7
BA Solutions	32.1	52.2	53.5	95.2	233.0	34.2	57.8	58.6	113.8	264.5
Consolidation / Others	-9.3	-4.7	-7.9	-8.3	-30.2	-7.8	-7.1	-4.3	-46.0	-65.3
<b>GEA</b>	<b>71.1</b>	<b>113.8</b>	<b>130.0</b>	<b>200.3</b>	<b>515.2</b>	<b>83.0</b>	<b>123.1</b>	<b>140.0</b>	<b>193.9</b>	<b>539.9</b>
<b>Operating EBIT</b> [in EUR million]	<b>Q1 13</b>	<b>Q2 13</b>	<b>Q3 13</b>	<b>Q4 13</b>	<b>FY</b> <b>2013</b>	<b>Q1 14</b>	<b>Q2 14</b>	<b>Q3 14</b>	<b>Q4 14</b>	<b>FY</b> <b>2014</b>
BA Equipment	38.4	55.6	72.9	100.5	267.4	44.4	60.0	77.8	116.1	298.3
BA Solutions	27.4	47.6	48.7	90.8	214.4	29.8	53.1	55.7	109.2	247.8
Consolidation / Others	-10.4	-2.2	-6.0	-4.5	-23.0	-7.4	-3.8	-3.3	-18.1	-32.6
<b>GEA</b>	<b>55.4</b>	<b>101.0</b>	<b>115.6</b>	<b>186.8</b>	<b>458.8</b>	<b>66.8</b>	<b>109.3</b>	<b>130.2</b>	<b>207.2</b>	<b>513.5</b>
<b>Operating EBIT - Margin</b> [in %]	<b>Q1 13</b>	<b>Q2 13</b>	<b>Q3 13</b>	<b>Q4 13</b>	<b>FY</b> <b>2013</b>	<b>Q1 14</b>	<b>Q2 14</b>	<b>Q3 14</b>	<b>Q4 14</b>	<b>FY</b> <b>2014</b>
BA Equipment	8.3%	10.4%	13.1%	16.5%	12.4%	9.0%	10.6%	13.0%	17.9%	12.9%
BA Solutions	5.4%	8.3%	8.4%	13.3%	9.2%	5.9%	8.8%	9.4%	15.5%	10.3%
<b>GEA</b>	<b>6.0%</b>	<b>9.5%</b>	<b>10.6%</b>	<b>15.0%</b>	<b>10.6%</b>	<b>7.0%</b>	<b>9.8%</b>	<b>11.4%</b>	<b>15.9%</b>	<b>11.4%</b>



# Preliminary key figures time line (8/11)

Operating EBITDA [in EUR million]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	67.4	84.5	92.4	137.6	381.8	72.3	86.0	91.3	133.9	383.5
BA Solutions	32.3	58.1	51.9	113.1	255.3	26.5	61.7	18.5	76.7	183.5
Consolidation / Others	-1.5	-3.3	-0.5	-10.9	-16.2	-4.9	-2.5	2.8	3.9	-0.7
GEA	98.2	139.3	143.7	239.8	621.0	93.9	145.2	112.7	214.5	566.3
Operating EBITDA - Margin [in %]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	12.8%	14.4%	16.5%	21.2%	16.4%	14.7%	15.1%	16.1%	21.1%	17.0%
BA Solutions	6.1%	9.5%	8.7%	15.2%	10.3%	5.3%	9.7%	3.2%	10.8%	7.6%
GEA	9.8%	12.1%	13.0%	17.9%	13.5%	10.0%	12.6%	10.2%	16.6%	12.6%
EBITDA reported [in EUR million]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	64.5	27.6	90.4	126.4	308.8	72.4	88.5	88.6	122.2	371.8
BA Solutions	31.7	31.1	45.1	94.6	202.6	22.6	62.5	15.9	62.3	163.3
Consolidation / Others	-3.1	-52.3	-25.1	-1.1	-81.6	-9.8	-13.7	-4.2	-6.8	-34.4
GEA	93.0	6.4	110.4	220.0	429.8	85.2	137.3	100.4	177.7	500.6
Operating EBIT [in EUR million]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	54.3	71.5	78.1	122.9	326.8	59.0	72.1	77.5	117.5	326.0
BA Solutions	27.5	53.3	46.6	107.5	234.8	21.9	57.1	13.6	71.7	164.3
Consolidation / Others	-3.0	-5.0	-2.1	-12.7	-22.8	-6.5	-4.0	0.7	4.6	-5.3
GEA	78.8	119.8	122.6	217.7	538.8	74.3	125.2	91.7	193.8	485.0
Operating EBIT - Margin [in %]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	10.3%	12.2%	14.0%	18.9%	14.1%	12.0%	12.6%	13.7%	18.5%	14.4%
BA Solutions	5.2%	8.7%	7.8%	14.5%	9.5%	4.4%	9.0%	2.3%	10.1%	6.8%
GEA	7.8%	10.4%	11.1%	16.3%	11.7%	7.9%	10.8%	8.3%	15.0%	10.8%

# Key figures time line (9/11)

EBIT reported [in EUR million]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	24.2	26.0	32.2	30.7	113.2	26.6	29.8	40.7	40.4	137.5
BA Solutions	5.8	13.0	7.2	26.7	52.7	7.1	14.7	16.1	50.3	88.2
Consolidation / Others	-6.0	-5.3	-6.5	-24.0	-41.8	-3.1	-4.1	-7.6	-8.7	-23.4
GEA	24.0	33.7	33.0	33.4	124.2	30.5	40.4	49.3	82.0	202.2
Capital Employed w/o goodwill <sup>1)</sup> (average LTM) [in EUR million]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	-	-	-	-	n.a.	633.4	632.0	630.7	641.6	641.6
BA Solutions	-	-	-	-	n.a.	382.9	375.0	369.1	360.8	360.8
Consolidation / Others	-	-	-	-	n.a.	62.1	64.0	66.1	67.0	67.0
GEA	-	-	-	-	n.a.	1,078.4	1,071.0	1,066.0	1,069.5	1,069.5
ROCE w/o goodwill <sup>2)</sup> LTM [in %]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	-	-	-	-	n.a.	18.2%	18.9%	20.3%	21.4%	21.4%
BA Solutions	-	-	-	-	n.a.	14.1%	14.9%	17.5%	24.4%	24.4%
GEA	-	-	-	-	n.a.	12.1%	12.8%	14.4%	18.9%	18.9%

EBIT reported [in EUR million]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	33.0	27.4	56.1	81.2	197.7	-7.6	48.0	58.5	50.5	149.3
BA Solutions	19.8	33.0	39.5	80.0	172.2	20.1	39.5	45.3	84.5	189.6
Consolidation / Others	-8.7	-9.2	-4.0	-1.0	-22.9	-6.0	-5.2	-3.7	-9.7	-24.6
GEA	44.0	51.1	91.6	160.2	347.0	6.5	82.3	100.1	125.4	314.3
Capital Employed w/o goodwill <sup>1)</sup> (average LTM) [in EUR million]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	694.6	843.9	1,007.6	1,175.3	1,175.3	1,299.8	1,340.7	1,376.0	1,402.6	1,402.6
BA Solutions	356.2	353.3	356.8	370.1	370.1	393.2	410.6	419.1	408.0	408.0
Consolidation / Others	67.1	69.2	72.3	74.2	74.2	79.0	79.0	77.6	76.8	76.8
GEA	1,117.9	1,266.4	1,436.7	1,619.6	1,619.6	1,771.9	1,830.3	1,872.7	1,887.4	1,887.4
ROCE w/o goodwill <sup>2)</sup> LTM [in %]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	20.7%	16.8%	15.6%	16.8%	16.8%	12.1%	13.2%	13.1%	10.6%	10.6%
BA Solutions	28.3%	33.7%	39.9%	46.5%	46.5%	43.9%	43.6%	44.1%	46.5%	46.5%
GEA	19.3%	17.9%	18.7%	21.4%	21.4%	17.5%	18.6%	18.6%	16.7%	16.7%

# Preliminary key figures time line (10/11)

EBIT reported [in EUR million]	Q1 13	Q2 13	Q3 13	Q4 13	FY 2013	Q1 14	Q2 14	Q3 14	Q4 14	FY 2014
BA Equipment	33.0	50.5	67.9	95.5	246.9	39.3	55.2	68.2	105.6	268.3
BA Solutions	26.5	46.7	47.8	89.5	210.5	28.9	52.3	53.1	108.8	243.0
Consolidation / Others	-11.5	-6.8	-9.7	-9.9	-37.9	-9.5	-8.8	-5.9	-47.3	-71.5
GEA	48.1	90.4	106.0	175.1	419.6	58.7	98.7	115.4	167.0	439.9
Capital Employed w/o goodwill <sup>(1)</sup> (average LTM) [in EUR million]	Q1 13	Q2 13	Q3 13	Q4 13	FY 2013	Q1 14	Q2 14	Q3 14	Q4 14	FY 2014
BA Equipment	1,428.1	1,438.7	1,444.9	1,454.9	1,454.9	1,466.1	1,480.1	1,494.7	1,506.2	1,506.2
BA Solutions	391.3	381.5	372.1	371.3	371.3	365.4	365.0	370.2	375.5	375.5
Consolidation / Others	70.7	70.3	69.6	68.8	68.8	68.8	66.9	64.1	61.8	61.8
GEA	1,890.1	1,890.6	1,886.5	1,895.0	1,895.0	1,900.2	1,912.0	1,929.0	1,943.4	1,943.4
ROCE w/o goodwill <sup>(2)</sup> LTM [in %]	Q1 13	Q2 13	Q3 13	Q4 13	FY 2013	Q1 14	Q2 14	Q3 14	Q4 14	FY 2014
BA Equipment	13.3%	13.4%	14.0%	17.0%	17.0%	17.3%	17.4%	17.3%	17.8%	17.8%
BA Solutions	50.1%	53.2%	55.3%	56.7%	56.7%	58.3%	59.9%	60.4%	64.7%	64.7%
GEA	18.8%	19.3%	19.6%	22.1%	22.1%	22.6%	22.9%	23.2%	22.6%	22.6%

EBIT reported [in EUR million]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	46.5	8.1	72.3	100.2	227.1	54.1	69.6	69.7	99.5	292.9
BA Solutions	25.7	24.9	37.6	82.3	170.5	16.3	53.8	7.0	56.2	133.4
Consolidation / Others	-4.7	-54.0	-26.7	-2.8	-88.1	-11.4	-15.2	-6.3	-6.3	-39.2
GEA	67.5	-20.9	83.1	179.7	309.4	59.0	108.2	70.5	149.4	387.0
Capital Employed w/o goodwill <sup>(1)</sup> (average LTM) [in EUR million]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	1,519.8	1,526.8	1,530.6	1,543.7	1,543.7	1,538.9	1,537.5	1,538.9	1,540.1	1,540.1
BA Solutions	391.0	417.1	460.6	514.6	514.6	541.5	596.2	634.2	676.5	676.5
Consolidation / Others	63.2	62.8	62.1	61.2	61.2	56.4	54.2	60.5	76.2	76.2
GEA	1,974.0	2,006.7	2,053.2	2,119.6	2,119.6	2,136.8	2,187.8	2,233.6	2,292.9	2,292.9
ROCE w/o goodwill <sup>(2)</sup> LTM [in %]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	18.1%	15.0%	15.2%	14.7%	14.7%	15.3%	19.3%	19.1%	19.0%	19.0%
BA Solutions	61.3%	51.0%	42.8%	33.1%	33.1%	29.8%	31.9%	25.1%	19.7%	19.7%
GEA	22.7%	16.4%	14.5%	14.6%	14.6%	14.1%	19.7%	18.7%	16.9%	16.9%

- Please note:  
Adjusted sales growth = before currency translation and structural change
- 1) Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999.
- 2) ROCE LTM = EBIT reported (LTM) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average LTM).



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