

Results Presentation

Q2 2019



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. Results Q2 2019

2. Financials Q2 2019

3. Outlook FY 2019

FY 2019 Guidance confirmed

Order Intake
€m 1,147

- Q2 order intake declined by 17% YoY after a record order intake level in prior year's Q2 – however, H1 order intake only down by 6% YoY

Sales
€m 1,247

- Sales grew by 2% YoY driven by a strong service business (growing by 7.1% YoY); record sales volume in both Business Areas

EBITDA¹
€m 111

- EBITDA¹ burdened by special effects in the amount of €30m – EBITDA¹ would have been otherwise almost on prior year's level

EBIT¹
€m 57

- EBIT¹ down by €34m YoY to €57m mainly driven by special effects impacting EBITDA¹

ROCE^{1,2}
10.5%

- ROCE^{1,2} down YoY from 15.5% to 10.5% due to a decline in L4Q EBIT¹ and an increase in L4Q capital employed resulting from IFRS 16 phasing in H1 2019

¹ Before effects from restructuring (see Annual Report, page 28 ff.); previous year: pro-forma figure incl. IFRS 16 effects

² Capital employed excluding goodwill from the acquisition of the former GEA AG by former Metallgesellschaft AG in 1999 (average of the last 4 quarters); previous year: pro-forma figure incl. IFRS 16 effects

Strategic update

New organizational structure

- Giving P&L responsibility back to the operating divisions
- Preparations for the start of the gradual implementation of the new divisional structure on October 1st are on track
- C-level division teams 13 out of 15 positions and all 7 regional heads hired
- Country organization serves as a local sales and service organization with one face to the customer
- Process to further outline the dedicated divisional set-up at country level to be carried out within the next weeks
- Global production, global procurement and global technology staffed and operational

Strategic update

Restructuring BA Solutions Dairy

- On track with the restructuring of BA Solutions Dairy
- Total reduction of ~230 FTE with total expenses of €30m to €35m are identified – both within the guided ranges (FTE: 200 – 250; restructuring expenses: €30m to €45m)
- Restructuring expenses of €15m booked in Q2 2019
- Further restructuring expenses of ~€9m to be booked in H2 2019
- Potential annual run rate of savings of ~€17m to kick-in from 2020 onwards; full run rate impact to be visible in 2021 due to structured process of exits

1. Results Q2 2019
- 2. Financials Q2 2019**
3. Outlook FY 2019



- Sales reached a new record level for a Q2
- Low book-to-bill due to record sales and low order intake
- Order intake expected to recover in H2
- Order intake below last year's all-time high level also due to order deferrals by customers

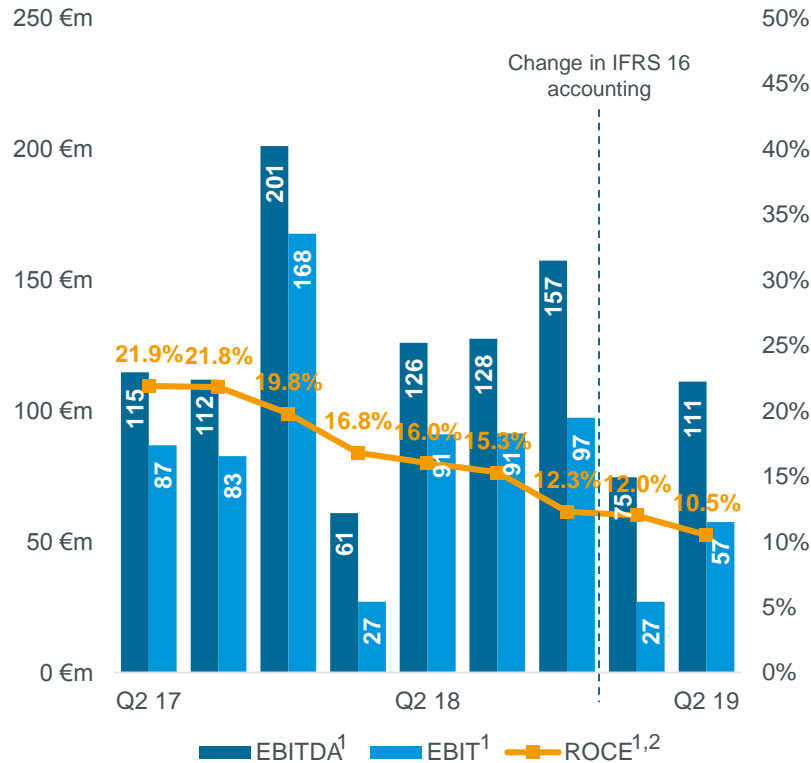
YoY Development

- Stable base orders (<€1m)

QoQ Development

- Decline due to weaker order intake in the medium (>€5m) and large order brackets (>€15m)

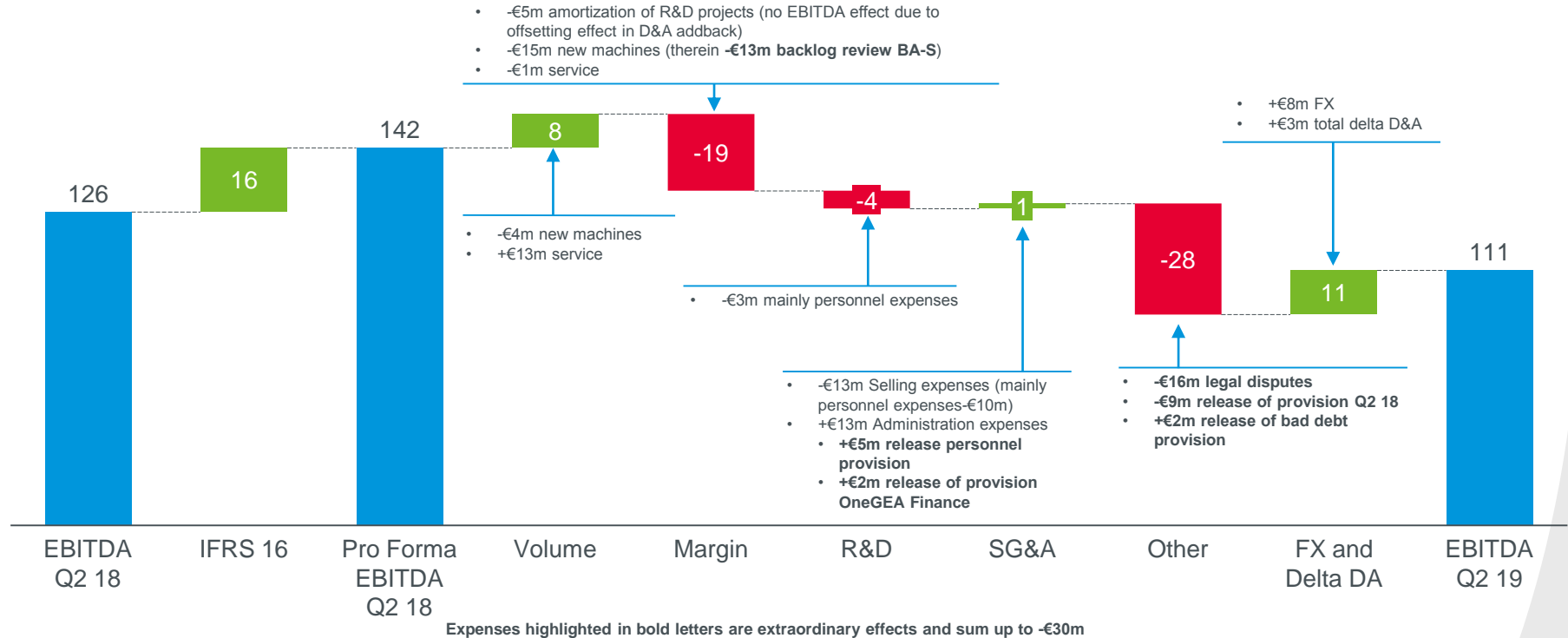
EBITDA¹, EBIT¹ and ROCE^{1,2}



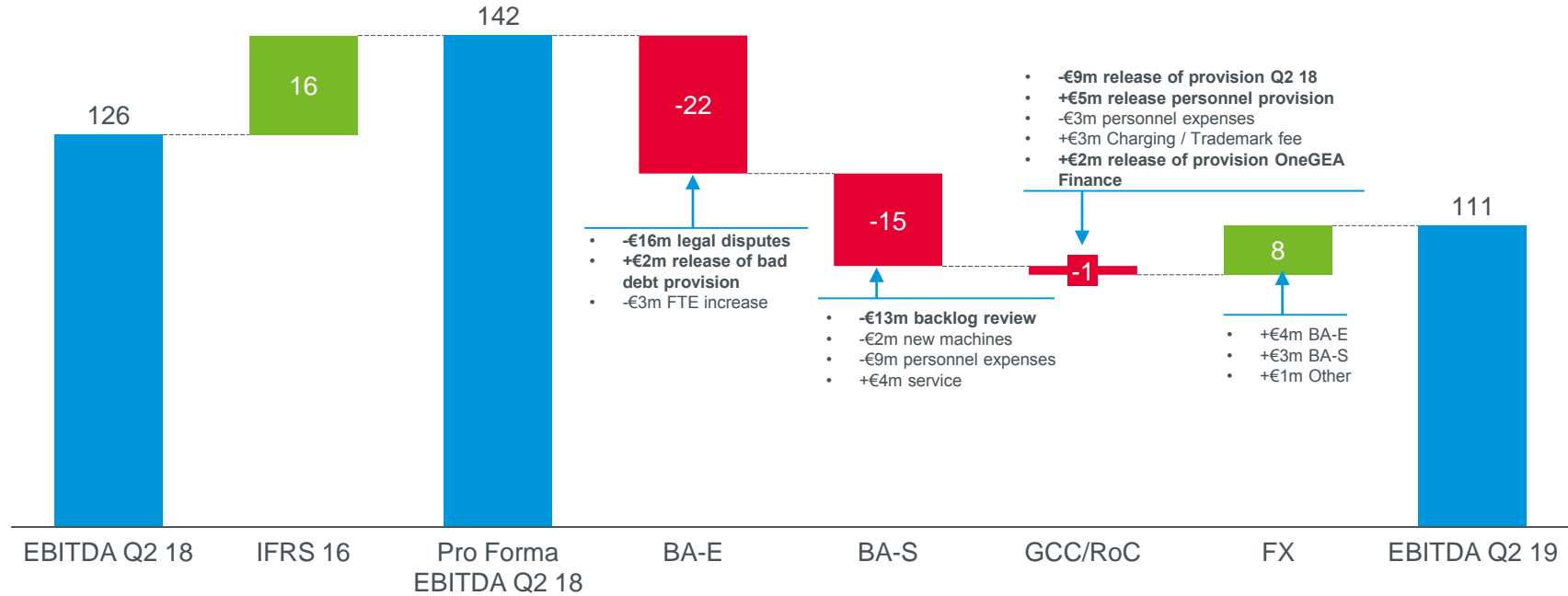
- Accounting change IFRS 16 from Q1 2019 onwards
- IFRS 16 impacts EBITDA as well as EBIT positively
- Q2 2019 EBITDA¹ and EBIT¹ down YoY due to special effects despite positive IFRS 16 impact
- Excluding special effects, EBITDA¹ would have been almost on prior year's level
- ROCE^{1,2} declined YoY and QoQ also due to the phasing in effect of the IFRS 16 accounting change

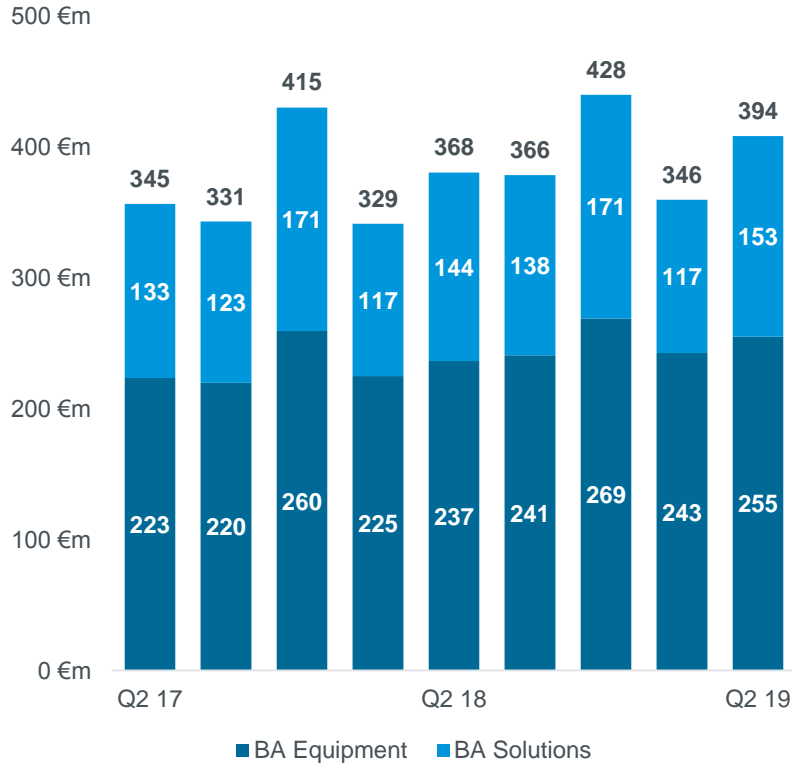
¹ Before effects from restructuring (see Annual Report, page 28 ff.); ² Capital employed excluding goodwill from the acquisition of the former GEA AG by former Metallgesellschaft AG in 1999 (average of the last 4 quarters)
GEA Q2 2019 Figures

EBITDA before restructuring YoY Development [€m]



EBITDA before restructuring per Segment YoY Development [€m]

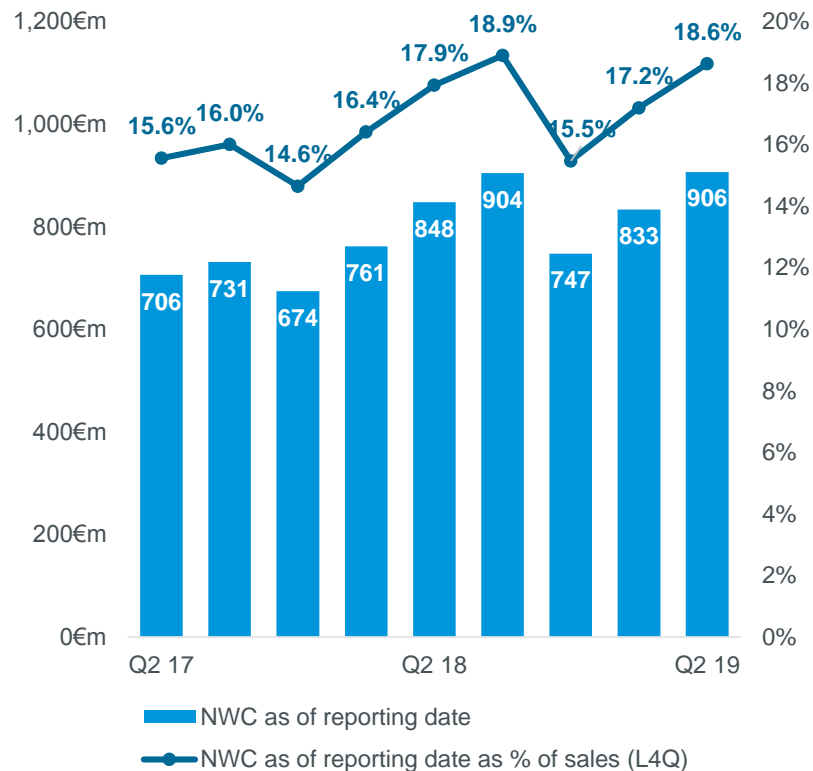




- Service sales grew by 7.1% or by 6.7% excl. FX YoY to €394m
- Record service sales volumes for both Business Areas for Q2
- Growth at Business Area Equipment was especially driven by service in Separation and Food Processing & Packaging
- Growth at both Business Areas supported by better pricing and by solid underlying demand
- For the first time on a L4Q perspective, BA Equipment reached €1bn in service sales

Please note that the differences between the sum of the BAs and the Group are explained by consolidation/others

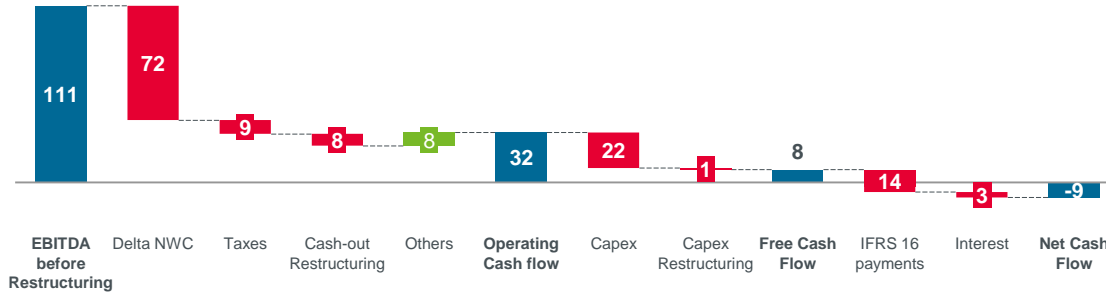
Net working capital to sales ratio



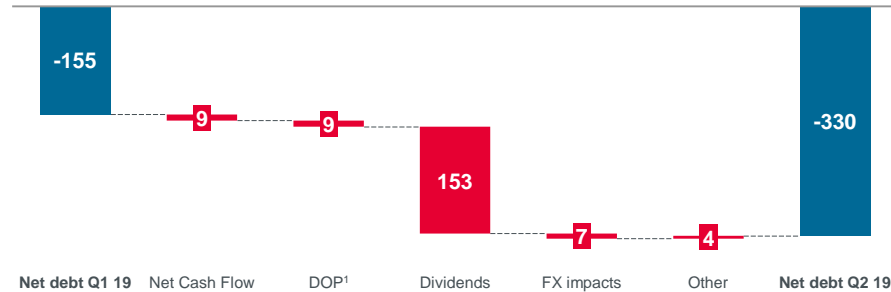
- Net working capital stood at the end of Q2 19 at €906m or 18.6% of L4Q sales – an increase of €59m or 70bps YoY
- Inventories increased YoY by €43m partly due to safety stock related to a relocation of production
- Net trade receivables (without POC) were down by €72m YoY while net POC receivables increased by €46m
- Trade payables declined by €41m thus resulting in an increase of net working capital
- **Group wide project to reduce net working capital started on August 1st**

Cash flow and net financial debt per Q2 19

Free Cash Flow Q2 19



Net financial debt Q2 19 vs. Q1 19



¹DOP = Discontinued Operations

GEA Q2 2019 Figures

Free Cash Flow

- Increase in **net working capital** predominantly due to an increase in inventories of €63m
- **Restructuring** related cash outflow of €8m
- **Others** include mainly add-back of non-cash service costs for pensions
- **Capex**: BA-E: €11m + €1m restructuring; BA-S: €8m, GCC: €3m

Net Cash Flow

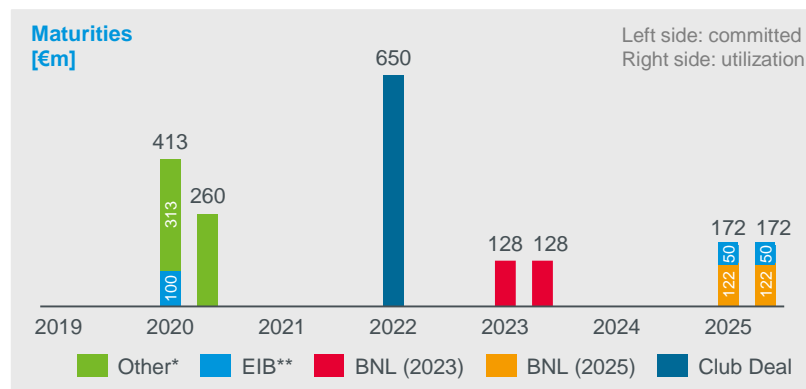
- **IFRS 16**: BA-E: €7m, BA-S: €6m, GCC: €1m

Net financial debt

- **DOP¹** includes payments of €8m related to the settlement of the legal dispute Doerries Scharmann
- **Dividend** was paid in May 2019
- **FX impacts**: translation effects from valuation changes of cash positions (predominantly USD related)

Financing and liquidity

€m	Committed	Utilized	
	2019	2019	2018
Borrower's note loan (2023)	128	128	128
Borrower's note loan (2025)	122	122	122
European Investment Bank	150	50	50
Bilaterals	313	260	18
Syndicated credit line ("Club Deal")	650	-	-
Total	1.363	560	318



*Including uncommitted lines and credit lines < 1 Year.
**From the €150m EIB €100m will be lapsed in 2020 if not utilized.

Spot

€m	Δ	Jun 2019	Jun 2018	FY 2018
Equity	●	2.318	2.410	2.449
Leverage* (Covenant 3x)	↑	1,3x	0,7x	0,2x
Financial Headroom	↑	750	650	750
Cash and Cash Equivalents	↓	231	269	248
Net Debt	●	330	327	72

* Total net Debt / Cons. EBITDA

Rating

Agency	Rating	Outlook	Last update
Moody's	Baa2	negative	February 27, 2019
Fitch	BBB	negative	June 29, 2019

Financing and liquidity

- Sufficient financial headroom and flexibility due to long term financing and liquidity back-up facility
- Solid structure of financial instruments and balanced maturity profile of main financial debts
- Diversified mix of international and national bank partners providing major credit lines

1. Results Q2 2019
2. Financials Q2 2019
- 3. Outlook FY 2019**

This forecast is based on the assumptions described in the Report on Expected Developments on pages 124 ff. in the 2018 Annual Report and takes into account, among other things, the assumption that there will be no significant slowdown in global economic growth. Potential acquisitions and divestments in 2019 are not considered.

Revenue

**moderately below the
previous year's level
(EUR 4,828m)**

EBITDA

(before restructuring measures)

**between
EUR 450 and 490m**

(previous year pro forma figure incl. IFRS 16 effects from 2019: approx. EUR 535m)

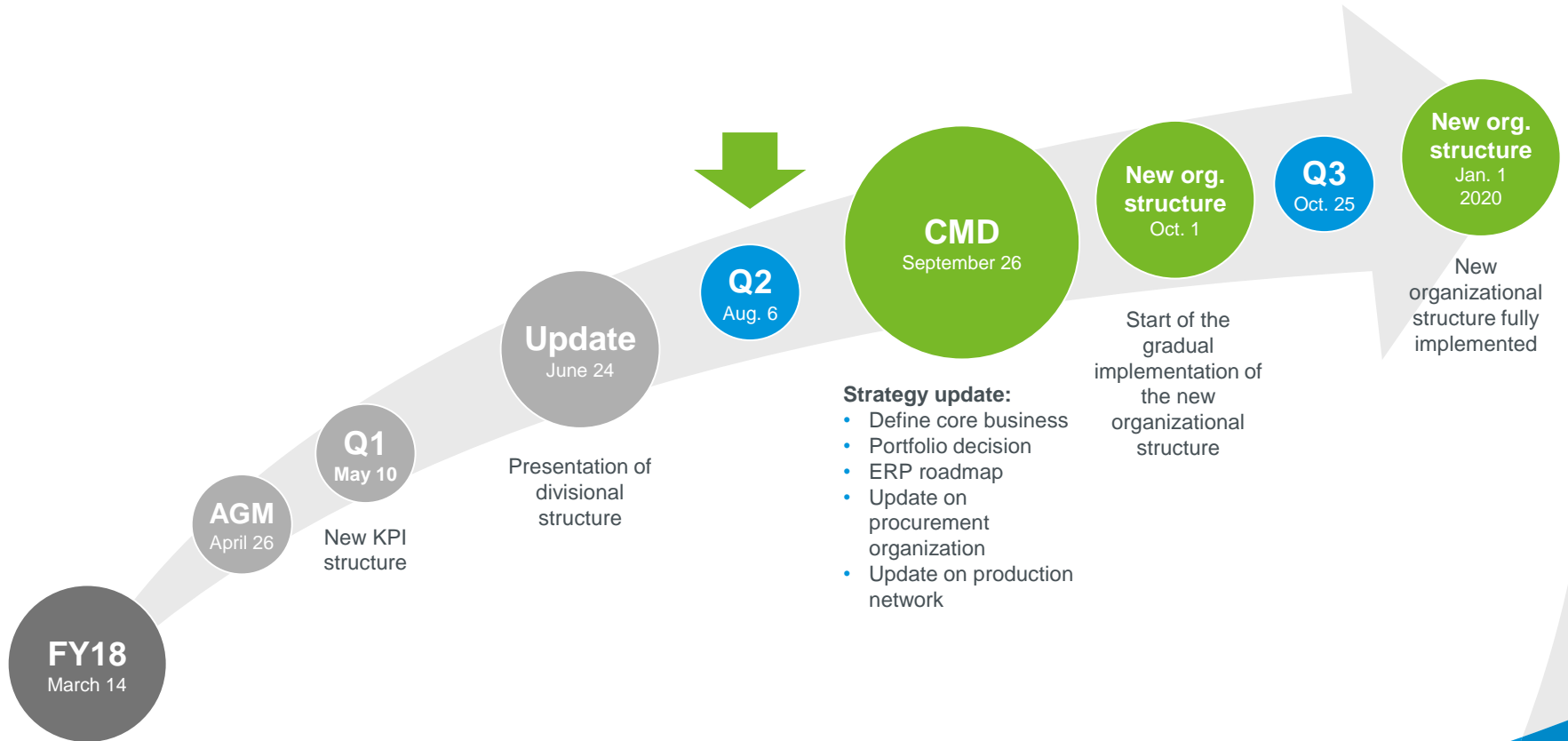
ROCE

(before restructuring measures)

**between
8.5% and 10.5%**

(previous year pro forma figure incl. IFRS 16 effects from 2019: ca. 11.5%)

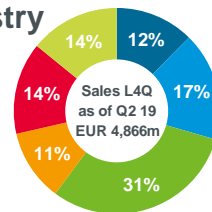
Roadmap for 2019



Appendix

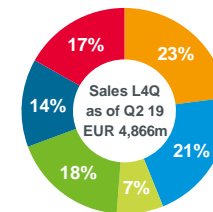
[in EUR million]	Q2 18	Q2 19	Δ YoY	L4Q Q2 18	L4Q Q2 19	Δ YoY
Order Intake	1,383.0	1,146.8	-17.1%	4,859.3	4,765.2	-1.9%
Sales	1,227.0	1,247.3	1.7%	4,728.5	4,866.4	2.9%
Order Backlog	2,554.4	2,419.8	-5.3%	2,554.4	2,419.8	-5.3%
EBITDA¹	141.9	111.2	-21.6%	531.7	470.8	-11.5%
EBITDA Margin¹	11.6%	8.9%	-265 bps	11.2%	9.7%	-157 bps
EBIT¹	91.4	57.5	-37.1%	369.9	273.2	-26.1%
EBIT Margin¹	7.4%	4.6%	-284 bps	7.8%	5.6%	-221 bps
ROCE²	15.5%	10.5%	-491 bps	15.5%	10.5%	-491 bps

Sales by Customer Industry



Dairy Farming	-2% YoY
Dairy Processing	-8% YoY
Food	7% YoY
Beverages	4% YoY
Pharma/Chemical	8% YoY
Other Industries	11% YoY
GEA	3% YoY

Sales by Region

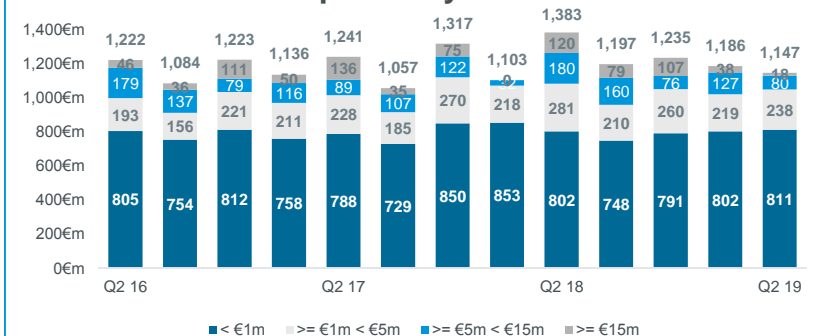


Asia-Pacific	7% YoY	7% adj. YoY
DACH & Eastern Europe	-1% YoY	-2% adj. YoY
Latin America	7% YoY	13% adj. YoY
North America	5% YoY	0% adj. YoY
Northern/Central Europe	11% YoY	10% adj. YoY
Western Europe, M. East & Africa	-7% YoY	-9% adj. YoY
GEA	3% YoY	2% adj. YoY

Order Intake and Sales (L4Q)



Order Intake Development by Size

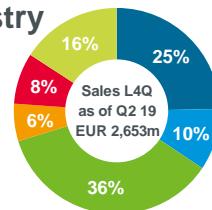


¹ Before effects from restructuring (see Annual Report, page 28 ff.); previous year: pro-forma figure incl. IFRS 16 effects; ² ROCE = EBIT¹ (L4Q) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average L4Q); previous year: pro-forma figure incl. IFRS 16 effects
GEA Q2 2019 Figures

BA Equipment – Q2 2019 figures

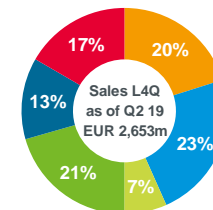
[in EUR million]	Q2 18	Q2 19	Δ YoY	L4Q Q2 18	L4Q Q2 19	Δ YoY
Order Intake	688.3	660.5	-4.0%	2,637.5	2,616.2	-0.8%
Sales	653.2	671.1	2.7%	2,499.2	2,653.0	6.2%
Order Backlog	898.5	857.5	-4.6%	898.5	857.5	-4.6%
EBITDA¹	97.9	79.8	-18.5%	387.9	392.7	1.2%
EBITDA Margin¹	15.0%	11.9%	-309 bps	15.5%	14.8%	-72 bps
EBIT¹	66.7	46.3	-30.5%	284.5	267.4	-6.0%
EBIT Margin¹	10.2%	6.9%	-330 bps	11.4%	10.1%	-131 bps
ROCE²	16.5%	14.3%	-220 bps	16.5%	14.3%	-220 bps

Sales by Customer Industry



Dairy Farming	-2% YoY
Dairy Processing	-1% YoY
Food	13% YoY
Beverages	5% YoY
Pharma/Chemical	23% YoY
Other Industries	3% YoY
BA Equipment	6% YoY

Sales by Region

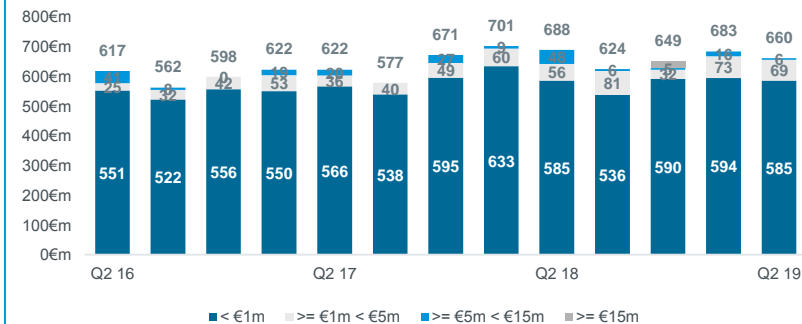


Asia-Pacific	19% YoY	18% adj. YoY
DACH & Eastern Europe	8% YoY	6% adj. YoY
Latin America	-2% YoY	7% adj. YoY
North America	2% YoY	-2% adj. YoY
Northern/Central Europe	3% YoY	1% adj. YoY
Western Europe, M. East & Africa	1% YoY	-4% adj. YoY
BA Equipment	6% YoY	4% adj. YoY

Order Intake and Sales (L4Q)



Order Intake Development by Size

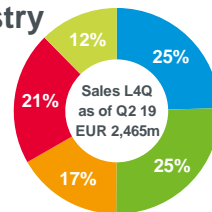


¹ Before effects from restructuring (see Annual Report, page 28 ff.); previous year: pro-forma figure incl. IFRS 16 effects; ² ROCE = EBIT¹ (L4Q) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average L4Q); previous year: pro-forma figure incl. IFRS 16 effects
GEA Q2 2019 Figures

BA Solutions – Q2 2019 figures

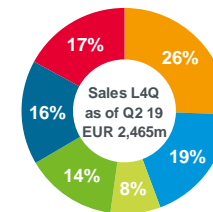
[in EUR million]	Q2 18	Q2 19	Δ YoY	L4Q Q2 18	L4Q Q2 19	Δ YoY
Order Intake	755.3	557.0	-26.3%	2,465.7	2,412.1	-2.2%
Sales	633.4	642.4	14%	2,456.6	2,464.9	0.3%
Order Backlog	1,726.8	1,638.7	-5.1%	1,726.8	1,638.7	-5.1%
EBITDA ¹	44.9	32.6	-27.5%	154.1	115.2	-25.2%
EBITDA Margin ¹	7.1%	5.1%	-202 bps	6.3%	4.7%	-160 bps
EBIT ¹	28.7	16.0	-44.4%	107.3	55.0	-48.8%
EBIT Margin ¹	4.5%	2.5%	-205 bps	4.4%	2.2%	-214 bps
ROCE ²	16.0%	8.0%	-807 bps	16.0%	8.0%	-807 bps

Sales by Customer Industry



Dairy Processing -11% YoY
Food -2% YoY
Beverages 4% YoY
Pharma/Chemical 3% YoY
Other Industries 22% YoY
BA Solutions 0% YoY

Sales by Region

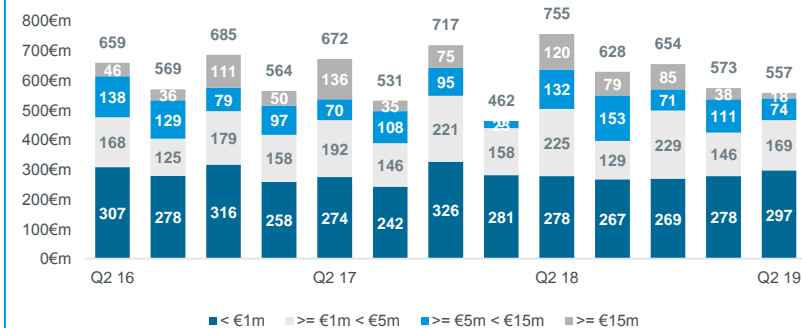


Asia-Pacific -1% YoY -1% adj. YoY
DACH & Eastern Europe -8% YoY -9% adj. YoY
Latin America 13% YoY 16% adj. YoY
North America 8% YoY 4% adj. YoY
Northern/Central Europe 23% YoY 22% adj. YoY
Western Europe, M. East & Africa -14% YoY -13% adj. YoY
BA Solutions 0% YoY 0% adj. YoY

Order Intake and Sales (L4Q)



Order Intake Development by Size



¹ Before effects from restructuring (see Annual Report, page 28 ff.); previous year: pro-forma figure incl. IFRS 16 effects; ² ROCE = EBIT¹ (L4Q) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average L4Q); previous year: pro-forma figure incl. IFRS 16 effects
GEA Q2 2019 Figures

Order intake Q2 2019

in EURm	Q2 19 vs. Q2 18		Q2 19 vs. Q1 19		Q1 - Q2 19 vs. Q1 - Q2 18		L4Q Q2 19 vs. L4Q Q2 18	
	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %
Order Intake previous period	1,383		1,186		2,486		4,859	
Structural Change	0	0.0%	0	0.0%	0	0.0%	69	1.4%
Currency Translation	7	0.5%	1	0.1%	13	0.5%	-22	-0.5%
Like-for-Like Development	-243	-17.6%	-41	-3.4%	-165	-6.7%	-141	-2.9%
Order Intake current period	1,147	-17.1%	1,147	-3.3%	2,333	-6.1%	4,765	-1.9%

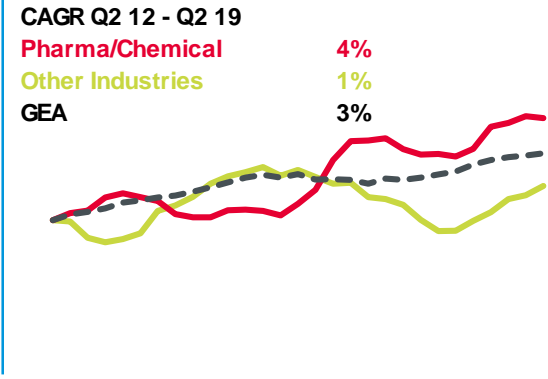
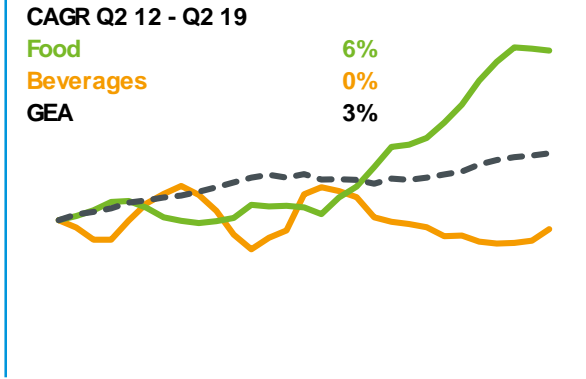
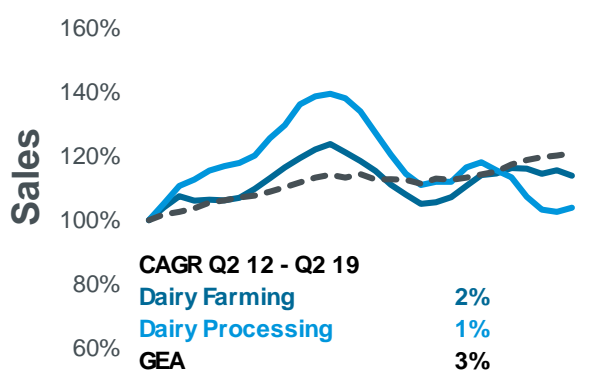
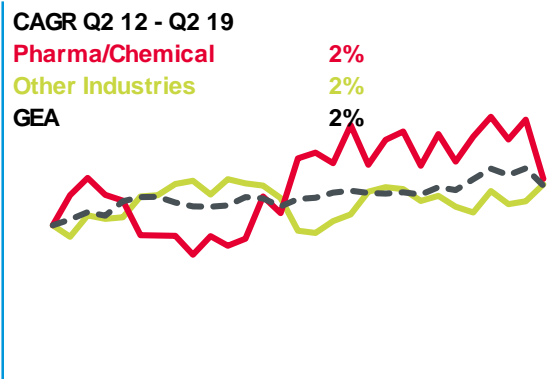
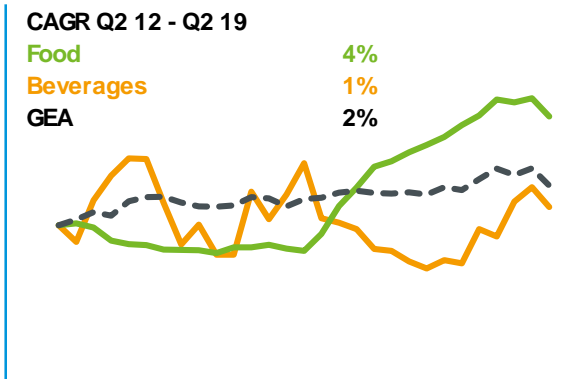
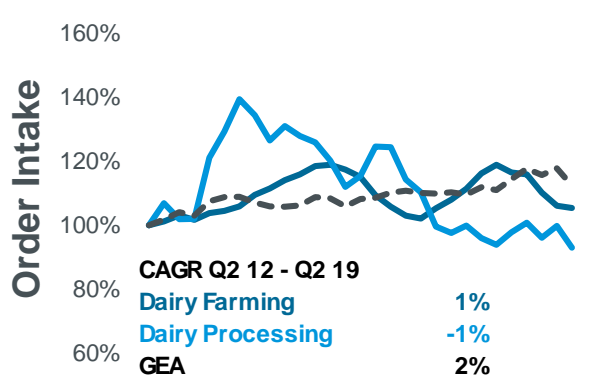
in EURm	Q2 19 vs. Q2 18		Q2 19 vs. Q1 19		Q1 - Q2 19 vs. Q1 - Q2 18		L4Q Q2 19 vs. L4Q Q2 18	
	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %
Sales previous period	1,227		1,057		2,266		4,729	
Structural Change	0	0.0%	0	0.0%	0	0.0%	89	1.9%
Currency Translation	7	0.5%	2	0.1%	14	0.6%	-27	-0.6%
Like-for-Like Development	14	1.1%	188	17.8%	24	1.1%	76	1.6%
Sales current period	1,247	1.7%	1,247	18.0%	2,305	1.7%	4,866	2.9%

Reported order intake development YoY/QoQ as of Q2 2019

	Q2 19 Quarter selective		Q2 19 L4Q	Share of order intake	BtB
	QoQ	YoY	YoY	Q2 19 L4Q	L4Q
Dairy Farming	↘	↘	↓	12%	0.97
Dairy Processing	↘	↓	↘	17%	0.98
Food	↓	↓	↔	30%	0.96
Beverages	↗	↓	↑	12%	1.08
Food & Beverages	↘	↓	↘	72%	0.99
Pharma	↓	↓	↘	7%	0.93
Chemical	↓	↓	↓	6%	0.88
Pharma/Chemical	↓	↓	↓	13%	0.91
Oil & Gas	↑	↑	↗	1%	0.96
Marine	↑	↑	↗	2%	1.04
Others	↑	↑	↑	11%	1.03
Other Industries	↑	↑	↑	15%	1.02
GEA	↘	↓	↘	100%	0.98



L4Q order intake and sales indexed Q2 2012 to Q2 2019 per customer industry



Order intake split as of Q2 2019 L4Q: Top 20 countries account for 77% of GEA's order intake

Country	Share of total order intake	Growth yoy	BtB
USA	15%	↓	0.93
China	9%	↑	1.06
Germany	9%	↔	0.96
France	4%	↔	1.08
Russia	4%	↑	1.11
Netherlands	4%	↑	1.03
Great Britain	3%	↔	0.90
Canada	3%	↑	1.25
Spain	3%	↑	1.01
Brazil	3%	↑	1.16
Italy	3%	↑	1.14
India	2%	↑	0.94
Poland	2%	↑	0.91
Belgium	2%	↓	0.91
Ireland	2%	↔	1.05
Mexico	2%	↔	0.89
Australia	2%	↑	1.08
Japan	2%	↓	0.80
Switzerland	1%	↑	1.21
Indonesia	1%	↑	1.06
Emerging Markets	37%	↓	0.94
GEA	100%	↔	0.98

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

47% of order intake ↑

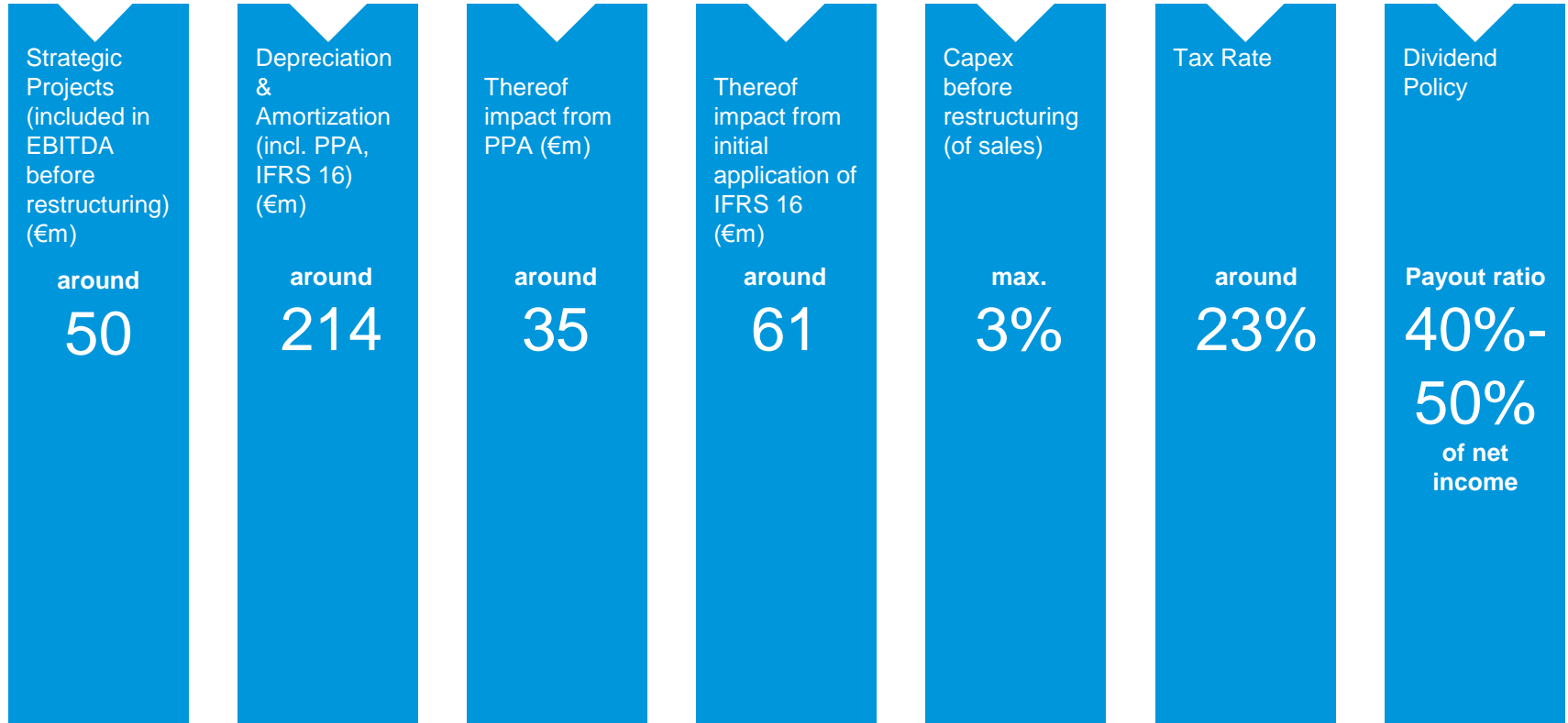
18% of order intake ↗

3% of order intake →

3% of order intake ↘

29% of order intake ↓

Additional financial information for FY 2019



Pro Forma Q2 2018 EBITDA and EBIT before restructuring

€m Q2 18	op. EBITDA	Pro Forma IFRS 16	Pro Forma op. EBITDA	Strategic Projects	PPA	Pro Forma EBITDA bef. Restr.
GEA AG	133.0	15.9	148.9	6.5	0.5	141.9
BAE	91.0	7.5	98.5	0.2	0.4	97.9
BAS	37.6	7.0	44.6	0.2	0.0	44.4
Other/GCC	4.3	1.4	5.8	6.1	0.0	-0.3

€m Q2 18	op. EBIT	Pro Forma IFRS 16	Pro Forma op. EBIT	Strategic Projects	PPA	Pro Forma EBIT bef. Restr.
GEA AG	108.9	0.4	109.3	6.5	11.4	91.4
BAE	75.6	0.3	75.9	0.2	9.0	66.7
BAS	31.2	0.1	31.3	0.2	2.4	28.7
Other/GCC	2.1	0.0	2.2	6.1	0.0	-4.0

Currency	%total June Q2 *	FX Rates June Q2 (average)	Δ FX YoY June 2019 vs June 2018
EUR	47%	-	-
USD	16%	1.13	-7%
CNY	7%	7.67	-1%
DKK	4%	7.47	0%
GBP	4%	0.87	-1%
RUB	3%	73.74	2%
CAD	2%	1.51	-3%
SGD	2%	1.54	-4%
PLN	2%	4.29	2%
BRL	2%	4.34	5%
JPY	2%	124.28	-6%

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



engineering for
a better world