

# PRESS RELEASE

## GEA announces figures for the third quarter

Düsseldorf, November 3, 2017 – GEA’s order intake in the third quarter of 2017 was EUR 1,057 million and 2.5 percent below the previous year’s level. In terms of revenue, the Business Area (BA) Solutions in particular made gains, with overall group revenue increasing by 2.7 percent to EUR 1,131 million. The dairy processing and dairy farming applications were significant sources of momentum here. The three regions Western Europe, Middle East & Africa, and Latin America and DACH & Eastern Europe all posted significant growth in revenue. Operating EBITDA rose to EUR 121 million, an increase of 7.0 percent compared with the same period in the previous year. Adjusted for the EUR 14.5 million in additional costs for filling machines included in this total, operating EBITDA in the quarter under review amounted to EUR 135 million.

“Thanks to a positive earnings performance by the Business Area Solutions in particular, operating EBITDA managed to gain ground again in the quarter under review, this despite the extra outlay on filling machines. As far as the operating result for 2017 is concerned, we are looking at closing the year in the lower regions of our target corridor,” said Jürg Oleas, CEO of GEA, in his assessment of the result for the quarter. “Nevertheless, we are convinced that the measures and structural enhancements already introduced, together with a strategy of focusing on the food and beverages industry – which is characterized by long-term growth – will have a positive effect going forward.”

## IFRS key figures of GEA

(EUR million)	Q3 2017	Q3 2016	Change in %	Q1-Q3 2017	Q1-Q3 2016	Change in %
<b>Results of operations</b>						
Order intake	1,056.7	1,083.9	-2.5	3,433.8	3,450.3	-0.5
Revenue	1,130.7	1,100.8	2.7	3,273.1	3,198.9	2.3
Operating EBITDA <sup>1</sup>	120.5	112.7	7.0	339.4	351.8	-3.5
as % of revenue	10.7	10.2	-	10.4	11.0	-
Operating EBIT <sup>1</sup>	99.0	91.7	7.9	277.2	291.2	-4.8
as % of revenue	8.8	8.3	-	8.5	9.1	-
EBIT	77.6	70.5	10.2	219.9	237.7	-7.5
<b>Net assets</b>						
Working capital intensity in % (average of the last 12 months)	16.4	13.5	-	16.4	13.5	-
Net liquidity (+)/Net debt (-)	227.4	623.3	-63.5	227.4	623.3	-63.5
<b>Financial position</b>						
Operating cash flow driver margin <sup>2</sup>	7.2	10.2	-	7.2	10.2	-
ROCE in % (goodwill adjusted) <sup>3</sup>	15.4	18.7	-	15.4	18.7	-
Full-time equivalents (reporting date)	17,163	16,995	1.0	17,163	16,995	1.0
<b>GEA Shares</b>						
Earnings per share (EUR)	0.24	0.21	15.1	0.82	0.81	0.7

1) Before effects of purchase price allocations and adjustments

2) Operating cash flow driver = operating EBITDA – capital expenditure + adjustment of capital expenditure in strategic projects – change in working capital (average of the last 12 months)

3) Capital employed excluding goodwill from the acquisition of the former GEA AG by former Metallgesellschaft AG in 1999 (average of the last 12 months)

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## **About GEA**

GEA is one of the largest suppliers for the food processing industry and a wide range of other industries that generated consolidated revenues of approximately EUR 4.5 billion in 2016. The international technology group focuses on process technology and components for sophisticated production processes in various end-user markets. The group generates around 70 percent of its revenue in the food and beverages sector that enjoys long-term sustainable growth. As of September 30, 2017, the company employed about 17,000 people worldwide. GEA is a market and technology leader in its business areas. The company is listed on the German MDAX (G1A, WKN 660 200). In addition, GEA's stock is included in the MSCI Global Sustainability Indexes. Further information is available on the Internet at [gea.com](http://gea.com).

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