

# Conference Call

Results Q3 2017

DÜSSELDORF, 3 NOVEMBER 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. Results Q3 2017

2. Financials Q3 2017

3. Outlook FY 2017

## Key figures Q3 2017

Order Intake (EURm)	Sales (EURm)	Op. EBITDA (EURm)	Op. EBIT (EURm)	Op. ROCE <sup>1</sup>	Op. CFD Margin
<b>1,057</b>	<b>1,131</b>	<b>135</b>	<b>113</b>	<b>19.7%</b>	<b>7.2%</b>
Δ -2.5% YoY reported Δ -0.0% YoY adj.	Δ +2.7% YoY reported Δ +4.3% YoY adj.	Δ +18.2% YoY	Δ +21.5% YoY		
FX impact -27 EURm or -2.5%	FX impact -18 EURm or -1.6%	Excluding €14.5m bottling charges	Excluding €14.5m bottling charges		

<sup>1</sup>Operating ROCE L4Q = operating EBIT (L4Q) / Capital employed excluding EUR -800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average L12M)

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

- Share buyback of up to EUR 450m
- To be executed within a year starting in March 2017
- Repurchased shares to be cancelled
- Current # of shares outstanding 192.5m

Status as per Friday, October 27<sup>th</sup>:

- Total shares bought back since March 8th: 10,930,442
- Average purchasing price: EUR 37.27
- ~91% of EUR 450m have been spent so far

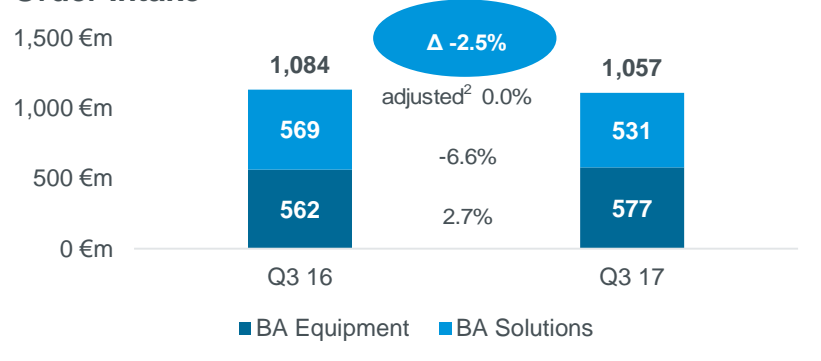
Link to the interim reporting of the share buyback program:

<http://www.gea.com/de/investoren/share-information/aktienrueckkauf/index.jsp>

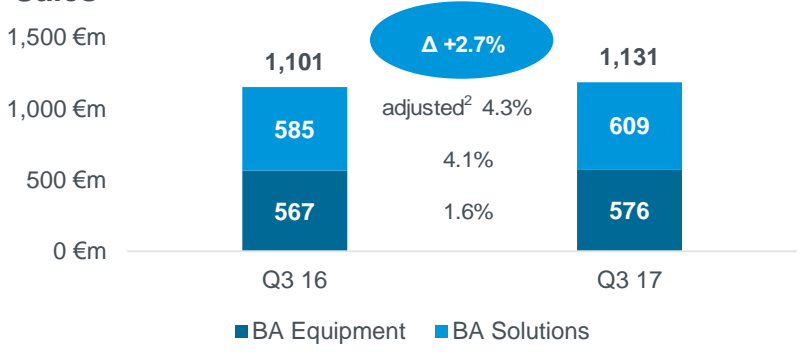
1. Results Q3 2017
- 2. Financials Q3 2017**
3. Outlook FY 2017

# Key figures and change YoY Q3 2017

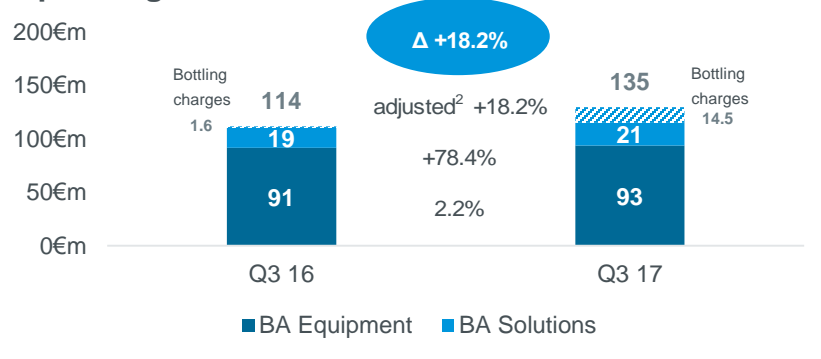
## Order Intake



## Sales



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



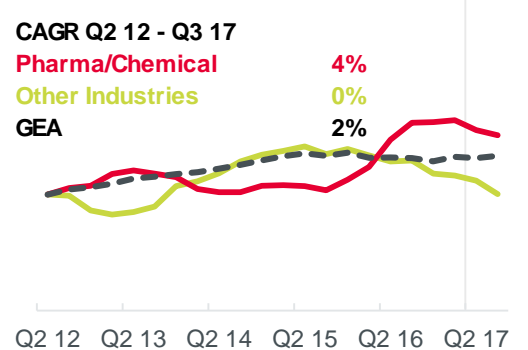
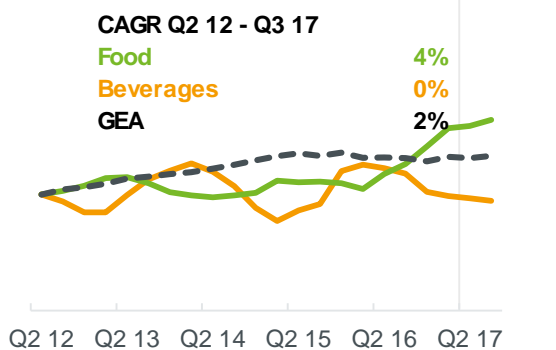
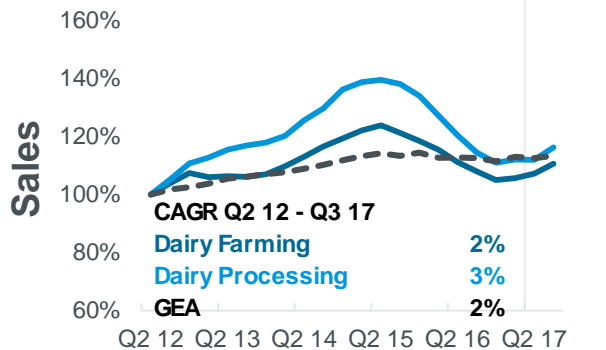
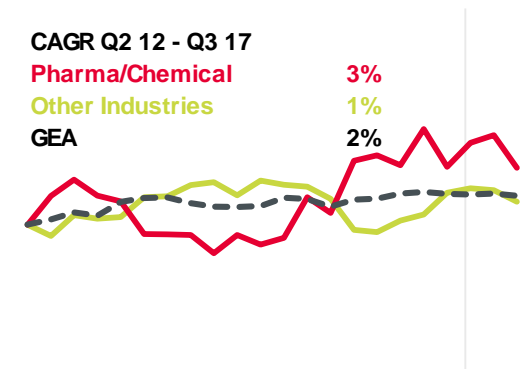
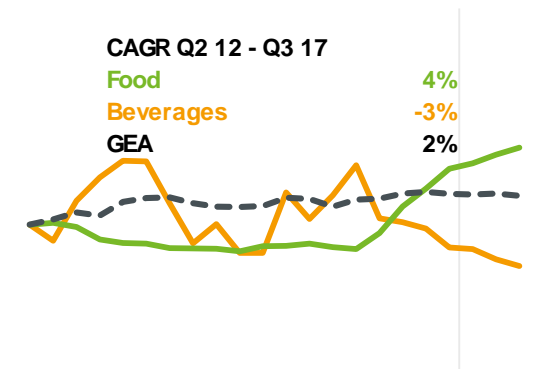
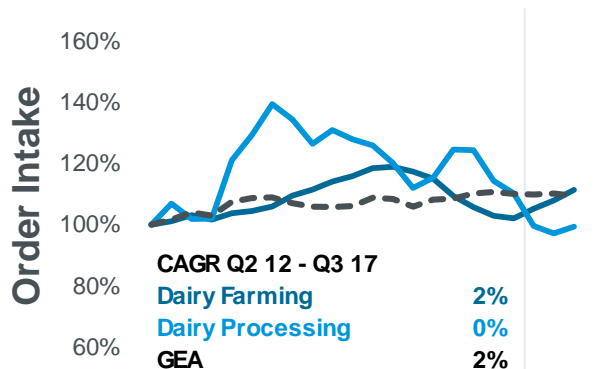
## Operating EBITDA Margin<sup>1</sup>

	Q3 16	Q3 17	Δ YoY
BA Equipment	16.1%	16.2%	8 bps
BA Solutions	3.4%	5.9%	246 bps
<b>GEA Group</b>	<b>10.4%</b>	<b>11.9%</b>	<b>156 bps</b>

Please note that the difference between the sum of the BAs and the Group is explained by consolidation/others

<sup>1</sup> excluding bottling charges of €1.6m in Q3 16 and €14.5m in Q3 17; <sup>2</sup> Adjusted = before currency translation and structural effects

# L4Q order intake and sales indexed since Q2 2012



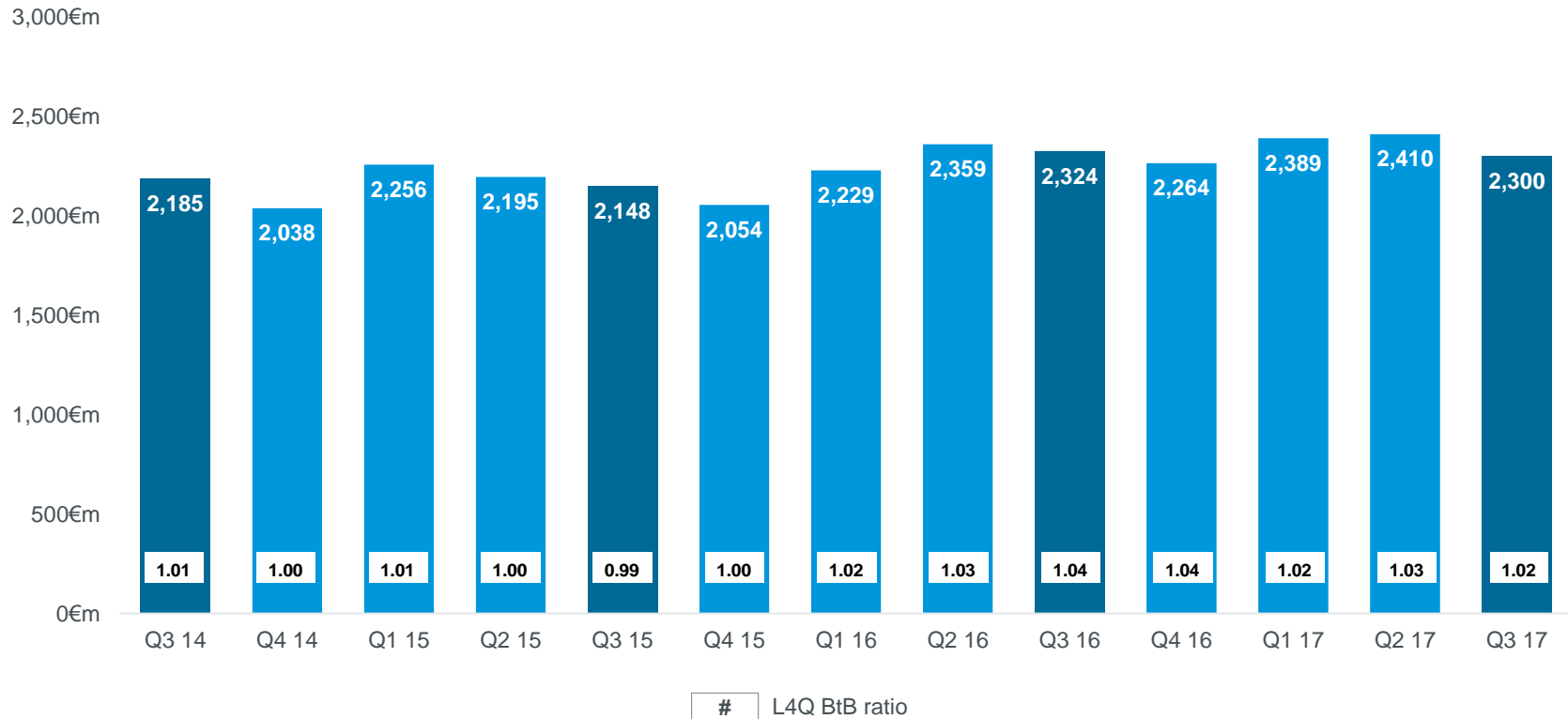


# Book-to-Bill ratios L4Q

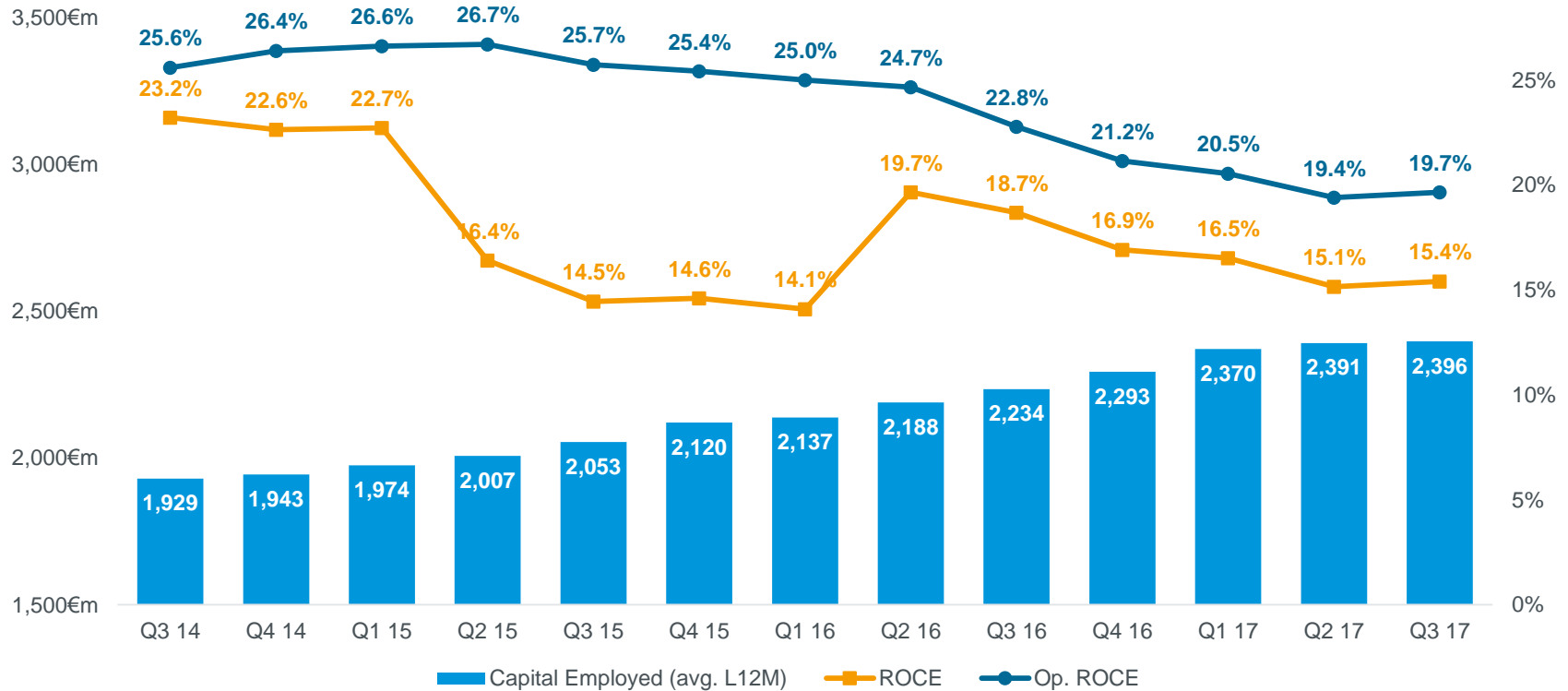
## Share of L4Q Order Intake

BtB ratio L4Q	Asia Pacific	DACH & Eastern Europe	Western EU & Middle East/Africa	Northern & Central Europe	Latin America	North America	Total
Dairy Farming	1.10	1.00	1.03	0.98	0.95	1.12	<b>1.05</b>
Dairy Processing	1.22	0.86	0.72	0.79	1.18	0.81	<b>0.94</b>
Food	1.08	1.32	1.03	0.97	0.93	1.11	<b>1.09</b>
Beverages	0.91	1.05	0.56	0.82	1.10	1.09	<b>0.88</b>
Pharma	0.87	1.89	0.97	0.58	0.51	1.52	<b>1.10</b>
Chemical	1.08	1.10	0.62	0.70	1.84	0.70	<b>0.96</b>
Oil & Gas	2.66	1.37	0.36	0.75	1.64	0.80	<b>0.83</b>
Marine	0.70	0.96	1.24	1.04	1.13	1.10	<b>0.94</b>
Others	1.04	1.05	1.06	0.93	1.36	1.59	<b>1.12</b>
<b>Total</b>	<b>1.06</b>	<b>1.12</b>	<b>0.87</b>	<b>0.86</b>	<b>1.12</b>	<b>1.10</b>	<b>1.02</b>
Share of L4Q OI							
Dairy Farming	1%	3%	1%	1%	1%	6%	<b>13%</b>
Dairy Processing	6%	4%	2%	2%	2%	2%	<b>19%</b>
Food	6%	6%	6%	3%	2%	6%	<b>29%</b>
Beverages	2%	3%	2%	1%	1%	2%	<b>10%</b>
Pharma	2%	2%	1%	1%	0%	2%	<b>8%</b>
Chemical	2%	1%	1%	0%	1%	1%	<b>6%</b>
Oil & Gas	0%	0%	0%	0%	0%	0%	<b>1%</b>
Marine	1%	0%	0%	1%	0%	0%	<b>2%</b>
Others	2%	2%	3%	2%	1%	2%	<b>12%</b>
<b>Total</b>	<b>23%</b>	<b>22%</b>	<b>17%</b>	<b>12%</b>	<b>7%</b>	<b>20%</b>	<b>100%</b>

# Order backlog development

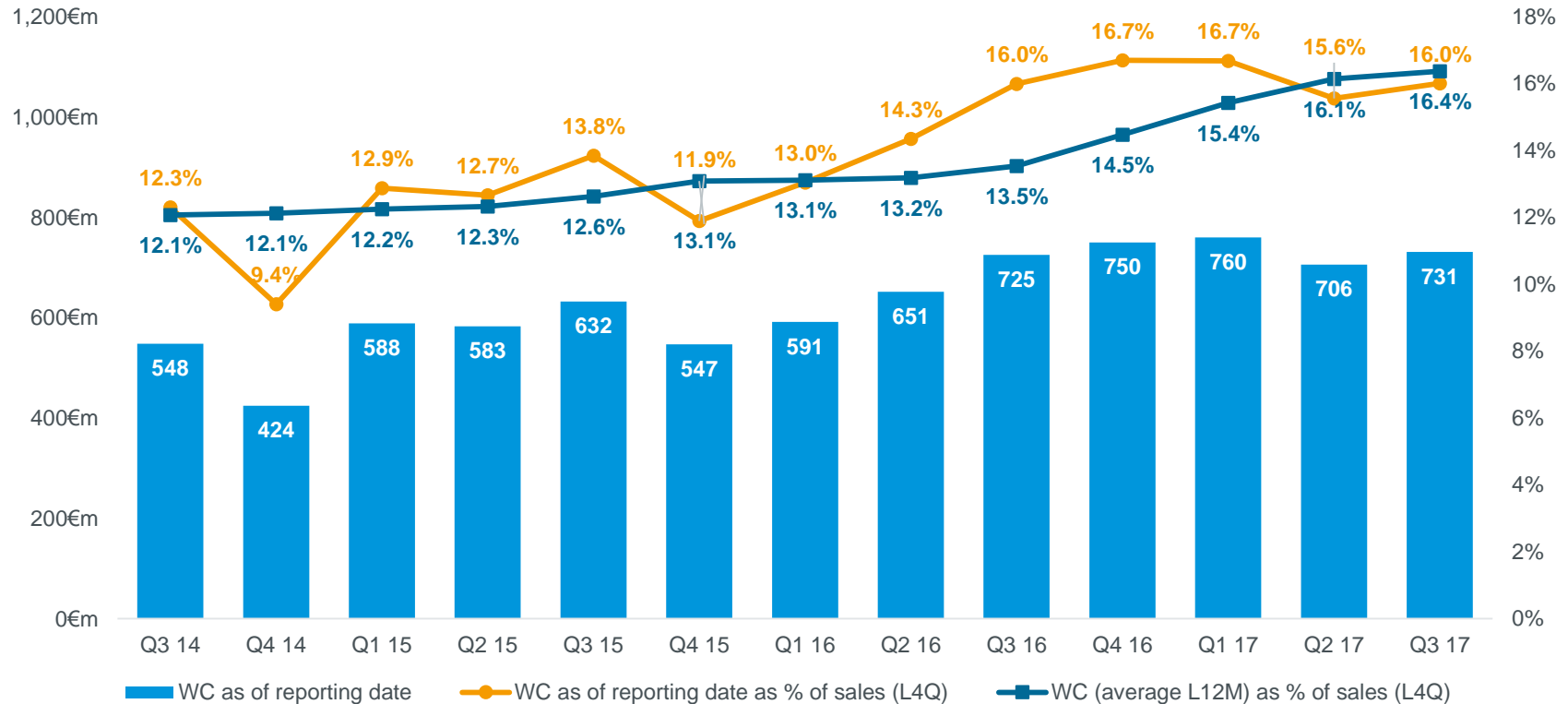


# ROCE development



ROCE = EBIT (L4Q) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average L12M)  
 Op. ROCE = op. EBIT (L4Q) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average L12M)  
 GEA Conference Call Presentation Q3 2017

# Working capital to sales ratio



# Working capital development [in €m]

€m	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17	Δ YoY	Δ QoQ	Δ vs. Q4 16
<b>+ Inventories</b>	<b>639</b>	<b>645</b>	<b>611</b>	<b>671</b>	<b>664</b>	<b>683</b>	<b>38</b>	<b>19</b>	<b>71</b>
Trade receivables w/o POC	762	767	929	839	830	818	<b>50</b>	<b>-13</b>	<b>-112</b>
Advance Payments w/o POC	247	237	207	225	251	235	<b>-2</b>	<b>-16</b>	<b>28</b>
<b>+ Net trade receivables w/o POC</b>	<b>515</b>	<b>530</b>	<b>722</b>	<b>614</b>	<b>579</b>	<b>583</b>	<b>53</b>	<b>4</b>	<b>-139</b>
POC receivables	430	442	461	442	493	462	<b>20</b>	<b>-30</b>	<b>1</b>
POC liability	377	367	420	399	430	400	<b>33</b>	<b>-30</b>	<b>-20</b>
<b>+ Net POC receivables</b>	<b>54</b>	<b>75</b>	<b>41</b>	<b>44</b>	<b>62</b>	<b>62</b>	<b>-13</b>	<b>0</b>	<b>21</b>
<b>- Trade payables</b>	<b>556</b>	<b>526</b>	<b>624</b>	<b>568</b>	<b>600</b>	<b>597</b>	<b>72</b>	<b>-3</b>	<b>-27</b>
<b>= Working Capital</b>	<b>651</b>	<b>725</b>	<b>750</b>	<b>760</b>	<b>706</b>	<b>731</b>	<b>6</b>	<b>25</b>	<b>-19</b>

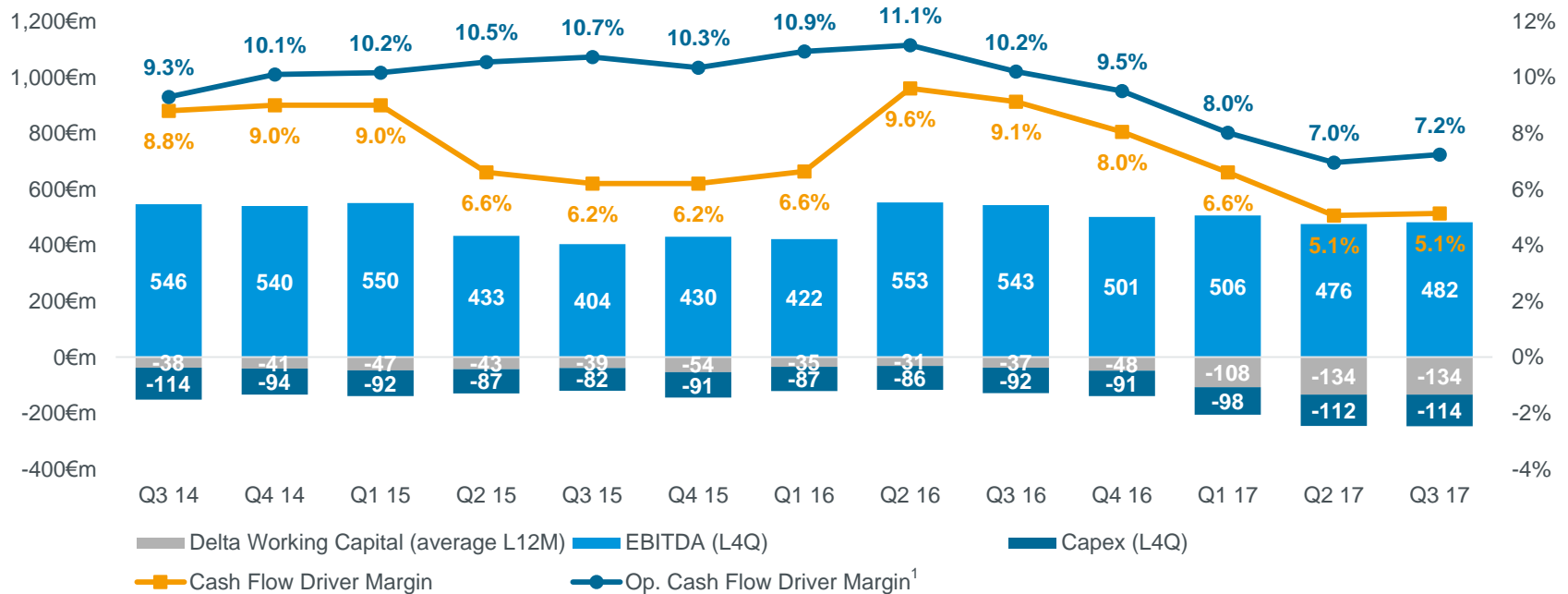
Factoring level with little monthly variation: L12M average as at September 2017 slightly below comparable figure 12 months ago.

Definition:

**Red** = Working capital increase

**Green** = Working capital reduction

# Cash Flow Driver Margin as of Q3 2017



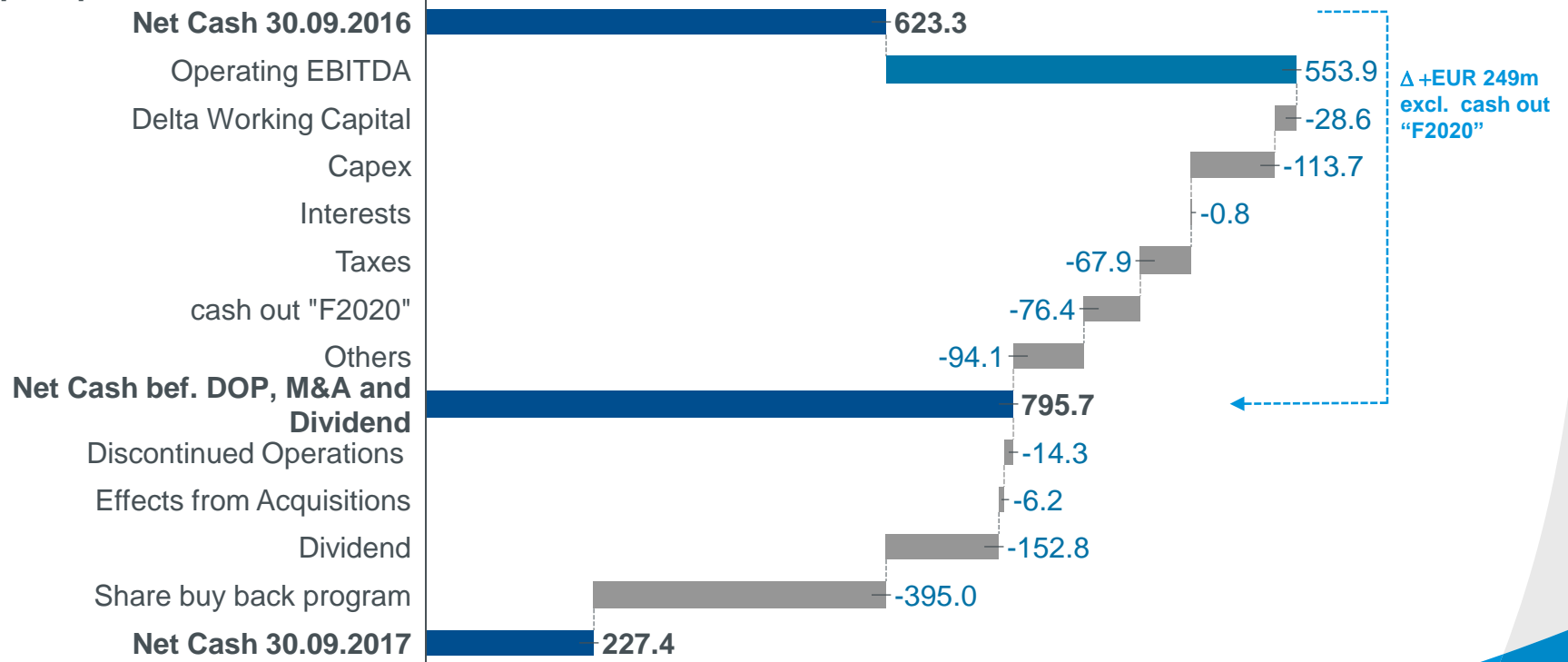
$$\frac{\text{EBITDA (L4Q)}}{\text{Sales (L4Q)}} - \frac{\text{Capex (L4Q)}}{\text{Sales (L4Q)}} - \frac{\Delta \text{ Working Capital (Average L12M)}}{\text{Sales (L4Q)}}$$

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

# Net liquidity per September 2017

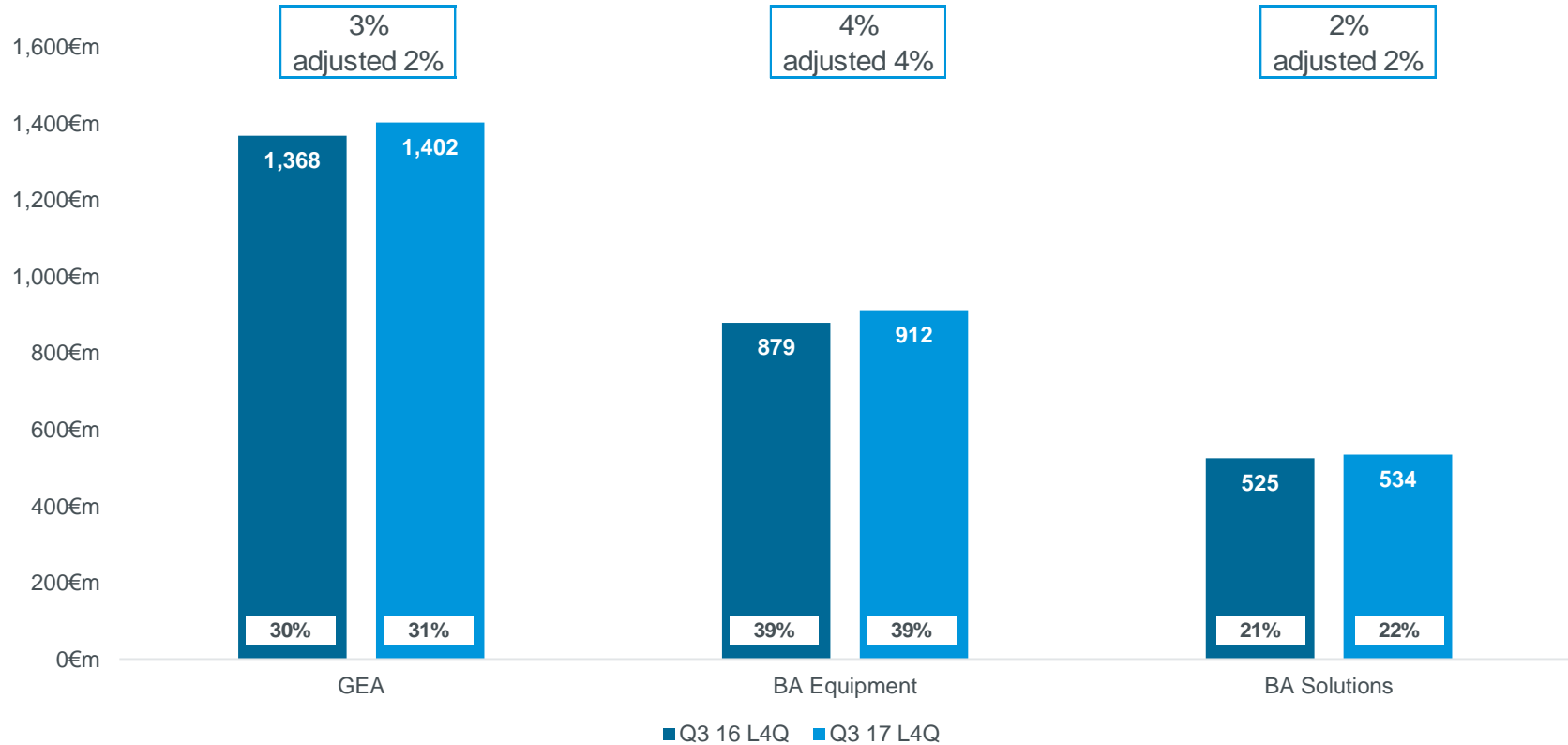
## YoY reconciliation

[EURm]



# Service business as of Q3 2017 (L4Q)

## Share of revenue and growth rates





1. Results Q3 2017
2. Financials Q3 2017
- 3. Outlook FY 2017**

**We currently expect to close the year 2017 at the lower end of our operating EBITDA target corridor of €600m to €640m.**

The key factors are:

- Sales growth at the lower end of the outlook scenario as at Q2 17
- Lower service volume in Q3 17 with a softer growth outlook for Q4 17 (above-average margin impact)

# Upcoming announcements during Q1 2018

**Q4 2017 conference call and 2018 guidance**  
along with publication of 2017 annual report on March 12

**Capital Markets Day** with updates on:

- OneGEA Transformation
- Further Improvement Potential
- Mid-Term Financial Outlook

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## 2018

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Mar 12, 2018

Annual report FY 2017  
Q4 Conference Call  
Guidance for FY 2018

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# Investor Relations Calendar

## Upcoming Roadshows and Conferences

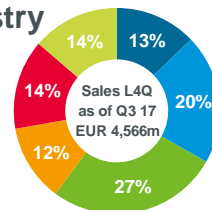
### 2017

Nov 14, 2017	Roadshow Italy	Milano	Equita
Nov 14-15, 2017	Conference UK	London	UBS
Nov 16, 2017	Roadshow UK	Edinburgh	Jefferies
Nov 23, 2017	Conference Ireland	Dublin	KeplerCheuvreux
Nov 27 -29, 2017	Conference UK	London	Goldman Sachs
Dec 1, 2017	Conference France	Paris	Societe Generale
Dec 5, 2017	Conference Switzerland	Zurich	HSBC

# Appendix

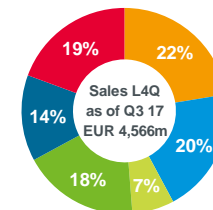
[in EUR million]	Q3 16	Q3 17	Δ YoY	L4Q Q3 16	L4Q Q3 17	Δ YoY
<b>Order Intake</b>	1,083.9	<b>1,056.7</b>	-2.5%	4,695.8	<b>4,657.1</b>	-0.8%
<i>adjusted</i> <sup>1</sup>			0.0%			-1.9%
<b>Sales</b>	1,100.8	<b>1,130.7</b>	2.7%	4,535.1	<b>4,566.1</b>	0.7%
<i>adjusted</i> <sup>1</sup>			4.3%			-0.2%
<b>Order Backlog</b>	2,323.7	<b>2,299.7</b>	-1.0%	2,323.7	<b>2,299.7</b>	-1.0%
<b>Operating EBITDA</b>	112.7	<b>120.5</b>	7.0%	591.6	<b>553.9</b>	-6.4%
<b>Operating EBITDA Margin</b>	10.2%	<b>10.7%</b>	42 bps	13.0%	<b>12.1%</b>	-92 bps
<b>Operating EBIT</b>	91.7	<b>99.0</b>	7.9%	508.9	<b>470.9</b>	-7.5%
<b>Operating EBIT Margin</b>	8.3%	<b>8.8%</b>	42 bps	11.2%	<b>10.3%</b>	-91 bps
<b>Operating ROCE</b> <sup>2</sup>	22.8%	<b>19.7%</b>	-313 bps	22.8%	<b>19.7%</b>	-313 bps

## Sales by Customer Industry



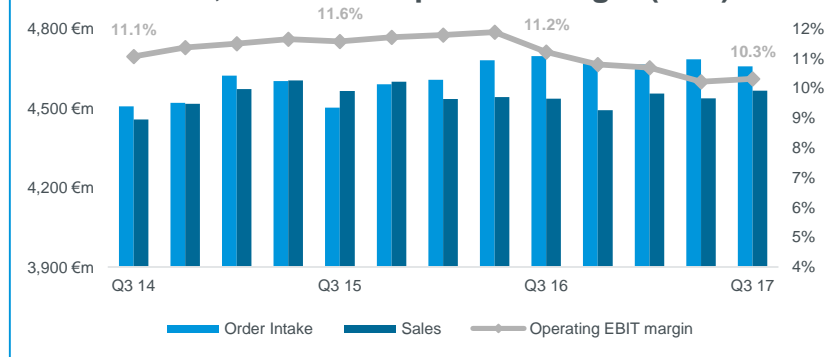
**Dairy Farming** 2% YoY  
**Dairy Processing** 1% YoY  
**Food** 14% YoY  
**Beverages** 9% YoY  
**Pharma/Chemical** 3% YoY  
**Other Industries** 10% YoY  
**GEA** 1% YoY

## Sales by Region

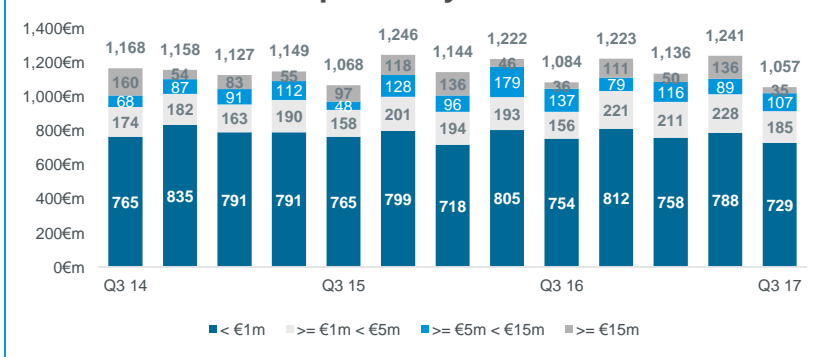


**Asia-Pacific** -5% YoY -6% adj. YoY  
**DACH & Eastern Europe** -4% YoY -5% adj. YoY  
**Latin America** 16% YoY 11% adj. YoY  
**North America** 3% YoY 3% adj. YoY  
**Northern/Central Europe** -8% YoY -6% adj. YoY  
**Western Europe, M. East & Africa** 14% YoY 11% adj. YoY  
**GEA** 1% YoY -0% adj. YoY

## Order Intake, Sales and Op. EBIT Margin (L4Q)



## Order Intake Development by Size

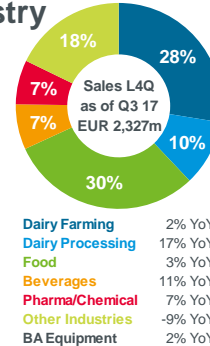


<sup>1</sup> Adjusted = before FX and structural effects; <sup>2</sup> Op. ROCE (L4Q) = op. EBIT (L4Q) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average L12M)  
GEA Conference Call Presentation Q3 2017

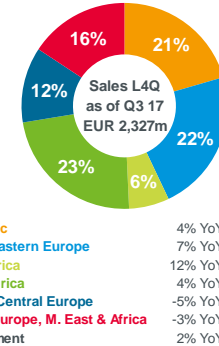
# BA Equipment – Q3 2017 figures

[in EUR million]	Q3 16	Q3 17	Δ YoY	L4Q Q3 16	L4Q Q3 17	Δ YoY
<b>Order Intake</b>						
	561.6	<b>576.9</b>	2.7%	2,335.8	<b>2,418.2</b>	3.5%
<i>adjusted</i> <sup>1</sup>			5.1%			3.3%
<b>Sales</b>						
	566.8	<b>576.0</b>	1.6%	2,278.4	<b>2,326.8</b>	2.1%
<i>adjusted</i> <sup>1</sup>			3.4%			2.1%
<b>Order Backlog</b>	603.0	<b>661.4</b>	9.7%	603.0	<b>661.4</b>	9.7%
<b>Operating EBITDA</b>	91.3	<b>93.3</b>	2.2%	387.3	<b>393.4</b>	1.6%
<b>Operating EBITDA Margin</b>	16.1%	<b>16.2%</b>	8 bps	17.0%	<b>16.9%</b>	-9 bps
<b>Operating EBIT</b>	77.5	<b>78.8</b>	1.7%	331.5	<b>334.0</b>	0.7%
<b>Operating EBIT Margin</b>	13.7%	<b>13.7%</b>	1bps	14.6%	<b>14.4%</b>	-20 bps
<b>Operating ROCE</b> <sup>2</sup>	21.5%	<b>21.2%</b>	-30 bps	21.5%	<b>21.2%</b>	-30 bps

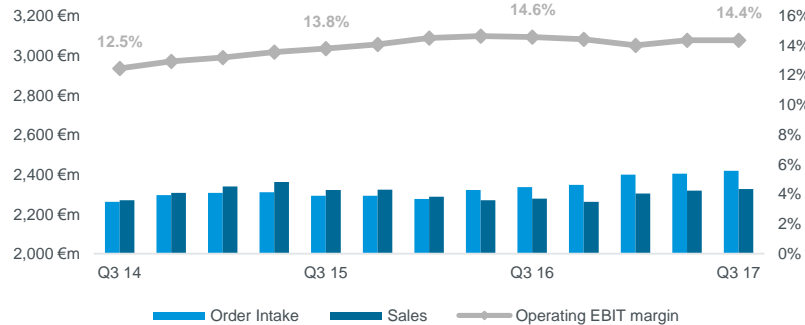
## Sales by Customer Industry



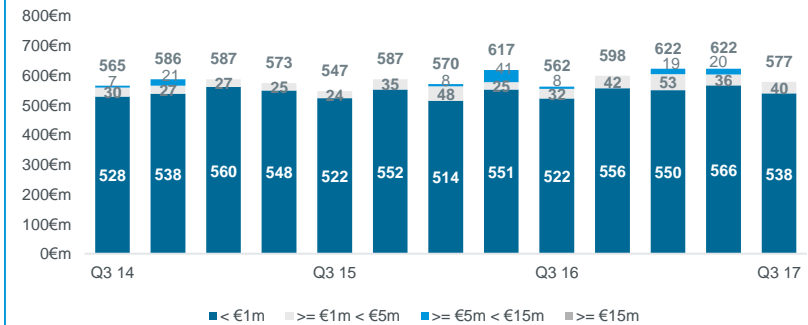
## Sales by Region



## Order Intake, Sales and Op. EBIT Margin (L4Q)



## Order Intake Development by Size



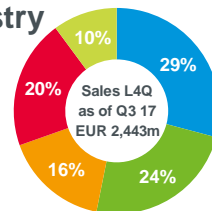
<sup>1</sup> Adjusted = before FX and structural effects; <sup>2</sup> Op. ROCE (L4Q) = op. EBIT (L4Q) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average L12M)  
GEA Conference Call Presentation Q3 2017



# BA Solutions – Q3 2017 figures

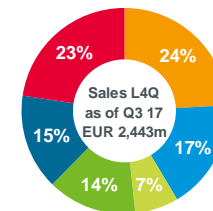
[in EUR million]	Q3 16	Q3 17	Δ YoY	L4Q Q3 16	L4Q Q3 17	Δ YoY
<b>Order Intake</b>	568.5	<b>531.2</b>	-6.6%	2,554.0	<b>2,452.1</b>	-4.0%
<i>adjusted</i> <sup>1</sup>			-4.1%			-5.8%
<b>Sales</b>	585.0	<b>608.6</b>	4.1%	2,456.0	<b>2,442.6</b>	-0.5%
<i>adjusted</i> <sup>1</sup>			5.5%			-2.1%
<b>Order Backlog</b>	1,755.8	<b>1,690.3</b>	-3.7%	1,755.8	<b>1,690.3</b>	-3.7%
<b>Operating EBITDA</b>	18.5	<b>21.4</b>	15.6%	219.8	<b>156.8</b>	-28.6%
<b>Operating EBITDA Margin</b>	3.2%	<b>3.5%</b>	35 bps	8.9%	<b>6.4%</b>	-253 bps
<b>Operating EBIT</b>	13.6	<b>16.5</b>	21.9%	200.0	<b>137.8</b>	-31.1%
<b>Operating EBIT Margin</b>	2.3%	<b>2.7%</b>	40 bps	8.1%	<b>5.6%</b>	-250 bps
<b>Operating ROCE</b> <sup>2</sup>	31.5%	<b>18.5%</b>	-1301bps	31.5%	<b>18.5%</b>	-1301bps

## Sales by Customer Industry



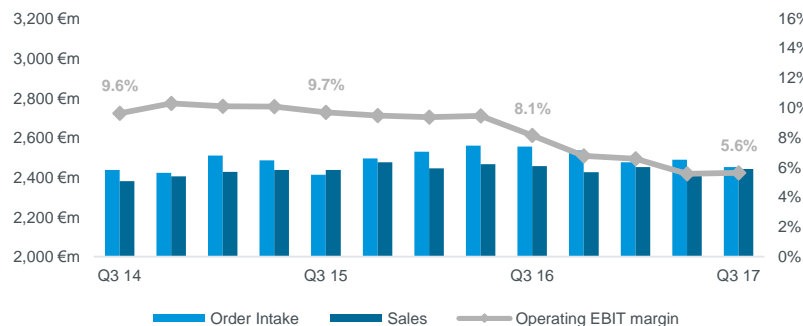
Dairy Processing -3% YoY  
Food 29% YoY  
Beverages -15% YoY  
Pharma/Chemical -6% YoY  
Other Industries -12% YoY  
BA Solutions -1% YoY

## Sales by Region

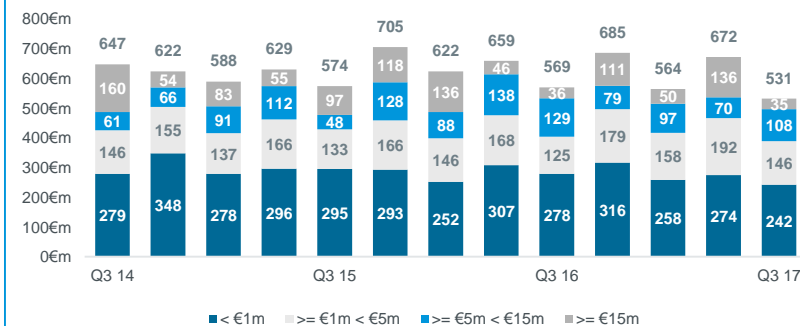


Asia-Pacific -11% YoY -11% adj. YoY  
DACH & Eastern Europe -14% YoY -15% adj. YoY  
Latin America 20% YoY 8% adj. YoY  
North America 3% YoY 3% adj. YoY  
Northern/Central Europe -10% YoY -8% adj. YoY  
Western Europe, M. East & Africa 27% YoY 23% adj. YoY  
BA Solutions -1% YoY -2% adj. YoY

## Order Intake, Sales and Op. EBIT Margin (L4Q)



## Order Intake Development by Size



<sup>1</sup> Adjusted = before FX and structural effects; <sup>2</sup> Op. ROCE (L4Q) = op. EBIT (L4Q) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average L12M)  
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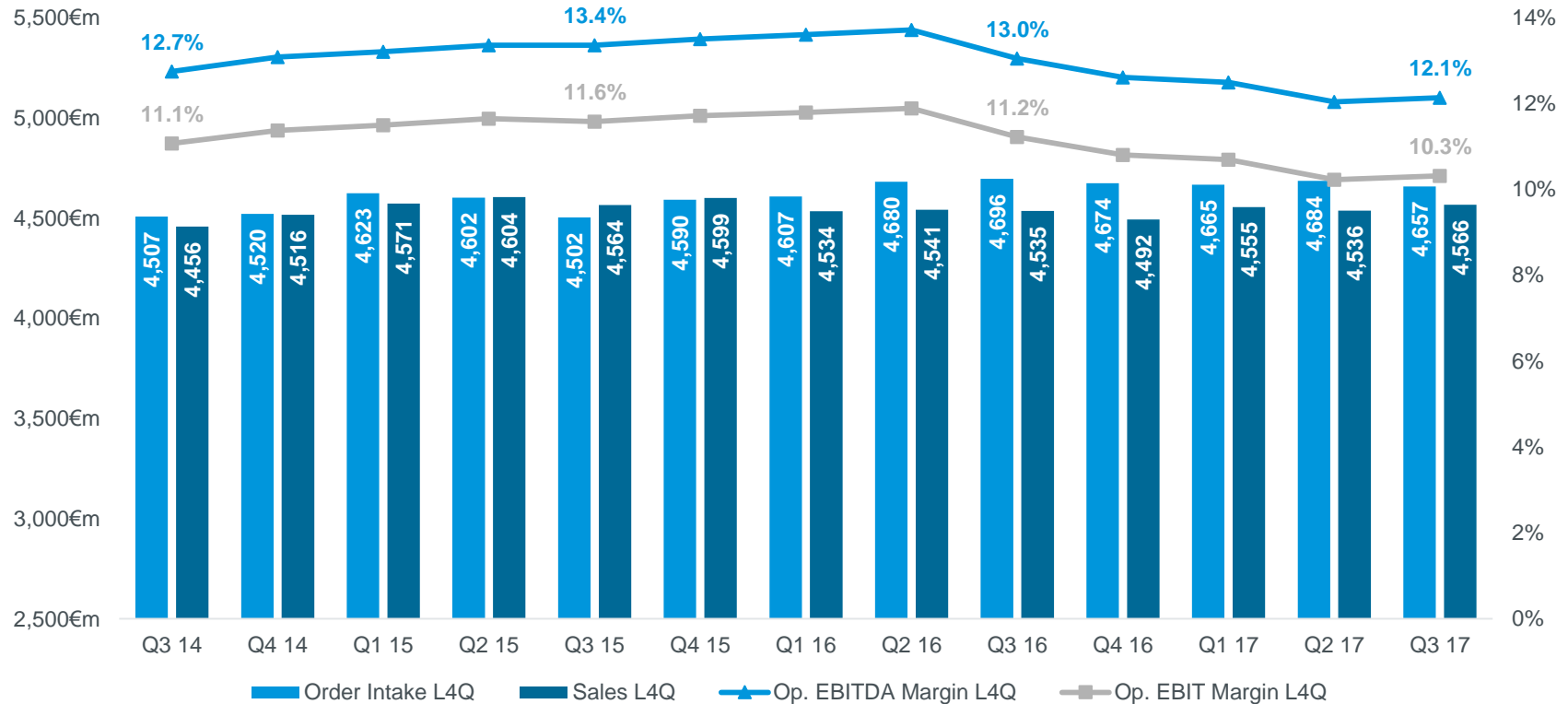
in EURm	Q3 17 vs. Q3 16		Q3 17 vs. Q2 17		Q1 - Q3 17 vs. Q1 - Q3 16		L4Q Q3 17 vs. L4Q Q3 16	
	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %
<b>Order Intake</b>	<b>1,084</b>		<b>1,241</b>		<b>3,450</b>		<b>4,696</b>	
<b>previous period</b>								
Structural Change	0	0.0%	0	0.0%	0	0.0%	46	1.0%
Currency Translation	-27	-2.5%	-24	-1.9%	9	0.3%	5	0.1%
Like-for-Like Development	0	0.0%	-161	-12.9%	-49	-1.4%	-90	-1.9%
<b>Order Intake</b>	<b>1,057</b>	<b>-2.5%</b>	<b>1,057</b>	<b>-14.9%</b>	<b>3,434</b>	<b>-0.5%</b>	<b>4,657</b>	<b>-0.8%</b>
<b>current period</b>								

in EURm	Q3 17 vs. Q3 16		Q3 17 vs. Q2 17		Q1 - Q3 17 vs. Q1 - Q3 16		L4Q Q3 17 vs. L4Q Q3 16	
	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %
<b>Sales</b>	<b>1,101</b>		<b>1,138</b>		<b>3,199</b>		<b>4,535</b>	
<b>previous period</b>								
Structural Change	0	0.0%	0	0.0%	16	0.5%	40	0.9%
Currency Translation	-18	-1.6%	-28	-2.5%	8	0.2%	0	0.0%
Like-for-Like Development	48	4.3%	21	1.8%	50	1.6%	-9	-0.2%
<b>Sales</b>	<b>1,131</b>	<b>2.7%</b>	<b>1,131</b>	<b>-0.7%</b>	<b>3,273</b>	<b>2.3%</b>	<b>4,566</b>	<b>0.7%</b>
<b>current period</b>								

# Operating EBITDA Q3 2017

in EURm	Q3 17 vs. Q3 16		Q3 17 vs. Q2 17		Q1 - Q3 17 vs. Q1 - Q3 16		L4Q Q3 17 vs. L4Q Q3 16	
	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %
<b>Operating EBITDA</b>	<b>113</b>		<b>122</b>		<b>352</b>		<b>592</b>	
<b>previous period</b>								
Structural Change	0	0.0%	0	0.0%	1	0.4%	6	1.1%
Currency Translation	0	0.0%	-2	-1.4%	0	0.1%	0	0.0%
Like-for-Like Development	8	7.0%	0	-0.1%	-14	-4.0%	-44	-7.4%
<b>Operating EBITDA</b>	<b>121</b>	<b>7.0%</b>	<b>121</b>	<b>-1.5%</b>	<b>339</b>	<b>-3.5%</b>	<b>554</b>	<b>-6.4%</b>
<b>current period</b>								

# Order Intake, Sales, Operating Margins



# Reported order intake development YoY/QuoQ as of Q3 2017

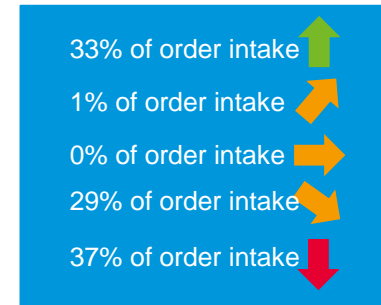
	Q3 17 Quarter selective		Q3 17 L4Q	Share of order intake	
	QoQ	YoY	YoY	Q3 17	L4Q
Dairy Farming	↘	↗	↗	13%	1.05
Dairy Processing	↘	↗	↘	19%	0.94
Food	↘	↗	↗	29%	1.09
Beverages	↗	↘	↘	10%	0.88
<b>Food &amp; Beverages</b>	↘	↗	↘	<b>71%</b>	<b>1.01</b>
Pharma	↘	↘	↘	8%	1.10
Chemical	↘	↘	↘	6%	0.96
<b>Pharma/Chemical</b>	↘	↘	↘	<b>14%</b>	<b>1.03</b>
Oil & Gas	↘	↘	↘	1%	0.83
Marine	↗	↘	↘	2%	0.94
Others	↘	↘	↗	12%	1.12
<b>Other Industries</b>	↘	↘	↘	<b>14%</b>	<b>1.07</b>
<b>GEA</b>	↘	↘	↘	<b>100%</b>	<b>1.02</b>

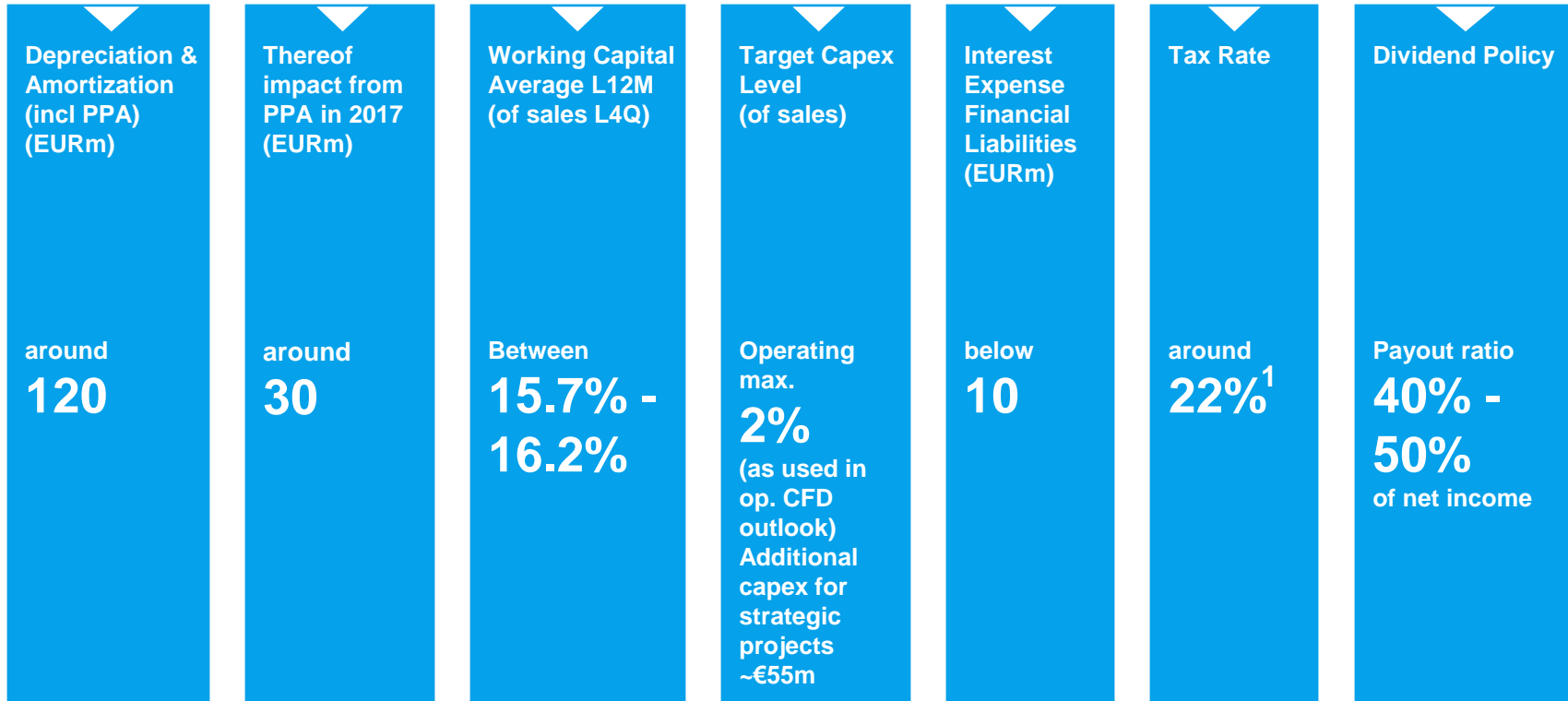
<b>Less than -5%</b>	<b>Between -5% and -1%</b>	<b>Between -1% and 1%</b>	<b>Between 1% and 5%</b>	<b>More than 5%</b>
↘	↘	↘	↘	↘

# Order intake split as of Q3 2017 L4Q: Top 20 countries account for 74% of GEA's order intake

Country	Share of total order intake	Growth y/y	BtB
USA	16%	↘	1.01
Germany	9%	↘	1.05
China	7%	↘	0.97
Canada	4%	↑	1.82
Russia	4%	↑	1.49
France	4%	↘	0.90
Great Britain	3%	↘	0.94
Netherlands	3%	↘	0.81
Spain	3%	↘	0.89
New Zealand	3%	↑	1.59
India	3%	↘	1.05
Italy	2%	↑	1.25
Mexico	2%	↑	1.12
Brazil	2%	↑	1.19
Poland	2%	↘	0.75
Belgium	2%	↘	0.92
Japan	2%	↘	1.07
Australia	2%	↘	0.89
South Africa	2%	↑	1.13
Vietnam	1%	↑	1.15
<b>Emerging Markets</b>	<b>38%</b>	↗	<b>1.03</b>
<b>GEA</b>	<b>100%</b>	↗	<b>1.02</b>

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





<sup>1</sup> Will successively increase in subsequent years; tax rate applies subject to the condition that tax law in GEA countries will not change



Currency	% total Q3 2017 *	FX Rates Q3 2017 (average)	Δ FX YoY Q3 2017 vs Q3 2016
EUR	47%	-	-
USD	18%	1.11	0%
CNY	5%	7.58	3%
DKK	4%	7.44	0%
GBP	3%	0.87	9%
SGD	3%	1.55	1%
PLN	2%	4.27	-2%
NZD	2%	1.56	-3%
AUD	2%	1.45	-3%
CAD	2%	1.45	-1%
RUB	2%	64.97	-15%

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

# Key figures time line (1/6)

Order Intake €m	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14	
BA-Equipment	320	296	282	299	305	348	349	336	385	524	525	507	547	535	534	552	533	571	573	553	575	570	565	586	
BA-Solutions	370	430	348	442	440	465	440	547	526	541	555	581	643	536	622	628	610	698	641	636	502	652	647	622	
Cons./Other	-25	-23	-25	-26	-32	-36	-34	-28	-37	-40	-39	-41	-44	-42	-45	-41	-48	-49	-46	-45	-53	-52	-43	-51	
GEA	664	703	605	716	713	777	755	854	874	1,025	1,041	1,047	1,146	1,029	1,112	1,139	1,095	1,220	1,168	1,144	1,024	1,170	1,168	1,157	
Order Backlog €m	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14	
BA-Equipment	439	421	389	365	403	438	422	379	532	576	587	510	603	621	600	558	598	616	618	554	628	624	597	533	
BA-Solutions	855	868	804	811	920	1,004	967	975	1,071	1,093	1,141	1,118	1,270	1,313	1,371	1,298	1,414	1,503	1,553	1,492	1,497	1,552	1,624	1,540	
Cons./Other	-18	-15	-17	-16	-21	-25	-27	-20	-21	-25	-27	-30	-32	-33	-38	-26	-29	-34	-35	-31	-38	-39	-35	-35	
GEA	1,276	1,274	1,176	1,161	1,302	1,417	1,362	1,334	1,581	1,644	1,701	1,599	1,841	1,901	1,932	1,830	1,983	2,085	2,136	2,015	2,087	2,137	2,185	2,038	
Sales €m	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14	
BA-Equipment	312	308	303	321	271	316	348	379	326	489	516	583	440	514	547	583	465	533	554	611	495	565	598	648	
BA-Solutions	378	402	408	450	352	409	447	542	410	505	513	632	482	521	553	677	504	575	579	680	502	603	595	704	
Cons./Other	-16	-21	-17	-14	-20	-24	-26	-31	-29	-29	-48	-39	-42	-41	-39	-53	-45	-44	-45	-49	-47	-51	-47	-51	
GEA	674	688	695	756	603	701	770	890	707	965	981	1,176	881	994	1,061	1,207	924	1,065	1,089	1,242	951	1,118	1,146	1,301	
Adj. Sales Growth	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14	
BA-Equipment																		4.5%	3.7%	3.6%	7.6%	9.7%	9.0%	8.5%	5.3%
BA-Solutions																		5.7%	12.1%	9.3%	4.5%	2.4%	7.6%	2.0%	2.2%
GEA									14.2%	22.7%	16.4%	12.7%	22.8%	-0.4%	4.0%	0.5%	5.0%	8.0%	6.2%	6.5%	6.0%	8.0%	5.2%	3.6%	
BtB ratio L4Q	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14	
BA-Equipment					0.98	1.02	1.04	1.02	1.03	1.03	1.04	1.01	1.04	1.03	1.02	1.04	1.02	1.03	1.04	1.03	1.04	1.03	1.04	1.00	0.99
BA-Solutions					1.03	1.05	1.08	1.08	1.09	1.08	1.10	1.07	1.09	1.08	1.09	1.09	1.06	1.11	1.10	1.11	1.06	1.03	1.02	1.01	
GEA					1.00	1.02	1.05	1.05	1.06	1.05	1.07	1.04	1.06	1.06	1.05	1.07	1.05	1.07	1.08	1.07	1.05	1.02	1.01	1.00	
Op. EBITDA €m	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14	
BA-Equipment	31	36	42	53	35	41	59	58	42	67	74	96	43	66	80	98	49	66	84	113	57	72	90	132	
BA-Solutions	12	21	23	43	12	21	23	69	25	38	45	88	26	45	51	91	32	52	53	95	34	58	60	113	
Cons./Other	0	0	1	-13	-2	2	-2	-4	-4	-5	1	4	-1	-1	1	-6	-8	0	-4	-3	-6	-2	-2	-17	
GEA	43	57	66	83	45	64	80	122	62	100	120	187	68	111	132	183	72	118	134	206	85	128	149	228	
Op. EBITDA margin	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14	
BA-Equipment	10.0%	11.6%	14.0%	16.4%	12.9%	12.8%	16.8%	15.3%	12.7%	13.7%	14.3%	16.4%	9.8%	12.9%	14.7%	16.9%	10.4%	12.4%	15.2%	18.6%	11.4%	12.8%	15.1%	20.3%	
BA-Solutions	3.1%	5.4%	5.6%	9.6%	3.4%	5.2%	5.2%	12.7%	6.1%	7.6%	8.8%	13.9%	5.3%	8.7%	9.3%	13.4%	6.4%	9.1%	9.2%	14.0%	6.8%	9.6%	10.1%	16.1%	
GEA	6.3%	8.3%	9.5%	10.9%	7.4%	9.1%	10.4%	13.7%	8.8%	10.4%	12.2%	15.9%	7.7%	11.1%	12.5%	15.2%	7.8%	11.1%	12.3%	16.6%	9.0%	11.5%	13.0%	17.6%	
Reported EBITDA €m	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14	
BA-Equipment	31	33	40	39	35	39	49	52	42	47	75	95	7	62	74	80	48	66	84	113	57	72	86	126	
BA-Solutions	11	18	12	32	12	20	21	56	25	38	45	88	26	45	51	91	32	52	53	95	34	58	59	114	
Cons./Other	-3	-2	-4	-19	0	-1	-5	-6	-7	-7	-2	2	-4	-3	-2	-8	-9	-5	-8	-8	-8	-7	-4	-46	
GEA	39	49	48	52	47	57	65	102	60	78	118	184	29	104	123	163	71	114	130	200	83	123	140	194	

# Key figures time line (2/6)

Op. EBIT €m	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14
BA-Equipment	25	29	36	45	27	33	51	47	34	56	63	86	33	57	70	87	38	56	73	101	44	60	78	116
BA-Solutions	8	17	19	39	8	17	19	64	21	34	40	83	21	41	47	85	27	48	49	91	30	53	56	109
Cons./Other	-3	-3	-2	-18	-5	-1	-4	-7	-6	-7	-1	1	-3	-3	-1	-8	-10	-2	-6	-5	-7	-4	-3	-18
GEA	29	43	52	66	30	49	65	104	48	83	102	169	51	95	115	165	55	101	116	187	67	109	130	207
Op. EBIT margin	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14
BA-Equipment	7.9%	9.4%	11.8%	14.2%	10.1%	10.3%	14.5%	12.4%	10.4%	11.5%	12.2%	14.7%	7.5%	11.1%	12.8%	15.0%	8.3%	10.4%	13.1%	16.5%	9.0%	10.6%	13.0%	17.9%
BA-Solutions	2.0%	4.3%	4.6%	8.7%	2.2%	4.1%	4.2%	11.8%	5.0%	6.7%	7.8%	13.1%	4.4%	7.8%	8.4%	12.6%	5.4%	8.3%	8.4%	13.3%	5.9%	8.8%	9.4%	15.5%
GEA	4.4%	6.3%	7.5%	8.8%	5.0%	6.9%	8.5%	11.7%	6.8%	8.6%	10.4%	14.4%	5.8%	9.5%	10.9%	13.6%	6.0%	9.5%	10.6%	15.0%	7.0%	9.8%	11.4%	15.9%
Reported EBIT €m	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14
BA-Equipment	24	26	32	31	27	30	41	40	33	27	56	81	-8	48	58	51	33	51	68	95	39	55	68	106
BA-Solutions	6	13	7	27	7	15	16	50	20	33	39	80	20	40	45	85	27	47	48	90	29	52	53	109
Cons./Other	-6	-5	-7	-24	-3	-4	-8	-9	-9	-9	-4	-1	-6	-5	-4	-10	-11	-7	-10	-10	-9	-9	-6	-47
GEA	24	34	33	33	31	40	49	82	44	51	92	160	7	82	100	125	48	90	106	175	59	99	115	167
Capital Employed €m <sup>1</sup>	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14
BA-Equipment					633	632	631	642	695	844	1,008	1,175	1,300	1,341	1,376	1,403	1,428	1,439	1,445	1,455	1,466	1,480	1,495	1,506
BA-Solutions					383	375	369	361	356	353	357	370	393	411	419	408	391	382	372	371	365	365	370	375
Cons./Other					62	64	66	67	67	69	72	74	79	79	78	77	71	70	70	69	69	67	64	62
GEA					1,078	1,071	1,066	1,069	1,118	1,266	1,437	1,620	1,772	1,830	1,873	1,887	1,890	1,891	1,886	1,895	1,900	1,912	1,929	1,943
ROCE <sup>2</sup>	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14
BA-Equipment					18.2%	18.9%	20.3%	21.4%	20.7%	16.8%	15.6%	16.8%	12.1%	13.2%	13.1%	10.6%	13.3%	13.4%	14.0%	17.0%	17.3%	17.4%	17.3%	17.8%
BA-Solutions					14.1%	14.9%	17.5%	24.4%	28.3%	33.7%	39.9%	46.5%	43.9%	43.6%	44.1%	46.5%	50.1%	53.2%	55.3%	56.7%	58.3%	59.9%	60.4%	64.7%
GEA					12.1%	12.8%	14.4%	18.9%	19.3%	17.9%	18.7%	21.4%	17.5%	18.6%	18.6%	16.7%	18.8%	19.3%	19.6%	22.1%	22.6%	22.9%	23.2%	22.6%

<sup>1</sup> Average L12M, Capital employed excluding goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999.

<sup>2</sup> ROCE = EBIT reported (L4Q) / Capital employed excluding goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average L4Q).

# Key figures time line (3/6)

Order Intake €m	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
BA-Equipment	587	573	547	587	570	617	562	598	622	622	577
BA-Solutions	588	629	574	705	622	659	569	685	564	672	531
Cons./Other	-47	-53	-52	-46	-48	-54	-46	-60	-50	-52	-51
GEA	1,127	1,149	1,068	1,246	1,144	1,222	1,084	1,223	1,136	1,241	1,057
Order Backlog €m	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
BA-Equipment	608	581	558	502	563	616	603	567	656	667	661
BA-Solutions	1,684	1,653	1,634	1,585	1,702	1,783	1,756	1,743	1,781	1,795	1,690
Cons./Other	-37	-39	-44	-34	-37	-40	-35	-46	-48	-52	-52
GEA	2,256	2,195	2,148	2,054	2,229	2,359	2,324	2,264	2,389	2,410	2,300
Sales €m	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
BA-Equipment	527	588	559	650	491	571	567	634	532	586	576
BA-Solutions	526	613	594	742	495	634	585	712	521	602	609
Cons./Other	-47	-51	-47	-56	-45	-48	-51	-52	-48	-49	-54
GEA	1,006	1,150	1,107	1,336	941	1,157	1,101	1,293	1,004	1,138	1,131
Adj. Sales Growth	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
BA-Equipment	0.8%	-2.5%	-9.6%	-4.4%	-6.5%	-0.8%	1.5%	-1.8%	6.4%	1.6%	3.4%
BA-Solutions	-2.5%	-5.8%	-6.0%	-1.5%	-6.3%	-0.1%	-4.3%	-6.8%	0.6%	-5.9%	5.5%
GEA	-0.9%	-4.1%	-8.0%	-3.3%	-6.4%	-0.1%	-1.8%	-4.4%	3.3%	-2.5%	4.3%
BtB ratio L4Q	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
BA-Equipment	0.99	0.98	0.99	0.99	1.00	1.02	1.03	1.04	1.04	1.04	1.04
BA-Solutions	1.03	1.02	0.99	1.01	1.03	1.04	1.04	1.04	1.01	1.03	1.00
GEA	1.01	1.00	0.99	1.00	1.02	1.03	1.04	1.04	1.02	1.03	1.02
Op. EBITDA €m	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
BA-Equipment	67	84	92	138	72	86	91	134	69	97	93
BA-Solutions	32	58	52	113	26	62	19	77	24	35	21
Cons./Other	-1	-3	-1	-11	-5	-3	3	4	4	-10	6
GEA	98	139	144	240	94	145	113	214	96	122	121
Op. EBITDA margin	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
BA-Equipment	12.8%	14.4%	16.5%	21.2%	14.7%	15.1%	16.1%	21.1%	13.0%	16.5%	16.2%
BA-Solutions	6.1%	9.5%	8.7%	15.2%	5.3%	9.7%	3.2%	10.8%	4.5%	5.8%	3.5%
GEA	9.8%	12.1%	13.0%	17.9%	10.0%	12.6%	10.2%	16.6%	9.6%	10.8%	10.7%
Reported EBITDA €m	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
BA-Equipment	64	28	90	126	72	89	89	122	67	93	85
BA-Solutions	32	31	45	95	23	62	16	62	22	32	19
Cons./Other	-3	-52	-25	-1	-10	-14	-4	-7	1	-19	3
GEA	93	6	110	220	85	137	100	178	91	107	107

# Key figures time line (4/6)

Op. EBIT €m	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
BA-Equipment	54	72	78	123	59	72	78	117	55	82	79
BA-Solutions	27	53	47	107	22	57	14	72	19	31	17
Cons./Other	-3	-5	-2	-13	-7	-4	1	5	2	-11	4
GEA	79	120	123	218	74	125	92	194	76	102	99
Op. EBIT margin	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
BA-Equipment	10.3%	12.2%	14.0%	18.9%	12.0%	12.6%	13.7%	18.5%	10.4%	14.1%	13.7%
BA-Solutions	5.2%	8.7%	7.8%	14.5%	4.4%	9.0%	2.3%	10.1%	3.6%	5.1%	2.7%
GEA	7.8%	10.4%	11.1%	16.3%	7.9%	10.8%	8.3%	15.0%	7.6%	8.9%	8.8%
Reported EBIT €m	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
BA-Equipment	46	8	72	100	54	70	70	100	49	74	66
BA-Solutions	26	25	38	82	16	54	7	56	15	25	12
Cons./Other	-5	-54	-27	-3	-11	-15	-6	-6	0	-21	0
GEA	67	-21	83	180	59	108	70	149	64	79	78
Capital Employed €m <sup>1</sup>	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
BA-Equipment	1,520	1,527	1,531	1,544	1,539	1,537	1,539	1,540	1,557	1,569	1,572
BA-Solutions	391	417	461	515	541	596	634	677	734	742	744
Cons./Other	63	63	62	61	56	54	60	77	79	80	79
GEA	1,974	2,007	2,053	2,120	2,137	2,188	2,234	2,293	2,370	2,391	2,396
ROCE <sup>2</sup>	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
BA-Equipment	18.1%	15.0%	15.2%	14.7%	15.3%	19.3%	19.1%	19.0%	18.5%	18.6%	18.3%
BA-Solutions	61.3%	51.0%	42.8%	33.1%	29.8%	31.9%	25.1%	19.7%	18.0%	14.0%	14.6%
GEA	22.7%	16.4%	14.5%	14.6%	14.1%	19.7%	18.7%	16.9%	16.5%	15.1%	15.4%

<sup>1</sup> Average L12M, Capital employed excluding goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999.

<sup>2</sup> ROCE = EBIT reported (L4Q) / Capital employed excluding goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average L4Q).

# Key figures time line (5/6)

Order Intake €m	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
BA-Equipment	1,197	1,338	1,941	2,169	2,230	2,295	2,293	2,347
BA-Solutions	1,590	1,892	2,202	2,429	2,586	2,423	2,496	2,535
Cons./Other	-99	-129	-156	-173	-188	-199	-199	-208
GEA	2,688	3,100	3,987	4,425	4,628	4,520	4,590	4,674
Order Backlog €m	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
BA-Equipment	365	379	510	558	554	533	502	567
BA-Solutions	811	975	1,118	1,298	1,492	1,540	1,585	1,743
Cons./Other	-16	-20	-30	-26	-31	-35	-34	-46
GEA	1,161	1,334	1,599	1,830	2,015	2,038	2,054	2,264
Sales €m	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
BA-Equipment	1,244	1,314	1,914	2,084	2,164	2,308	2,324	2,262
BA-Solutions	1,638	1,749	2,060	2,233	2,338	2,404	2,475	2,426
Cons./Other	-68	-101	-146	-175	-182	-196	-200	-196
GEA	2,814	2,963	3,828	4,142	4,320	4,516	4,599	4,492
Adj. Sales Growth	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
BA-Equipment					4.9%	8.0%	-4.2%	-1.8%
BA-Solutions					7.7%	3.5%	-3.9%	-4.4%
GEA		16.4%	3.4%		6.5%	5.6%	-4.2%	-3.1%
BiB ratio L4Q	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
BA-Equipment		1.02	1.01	1.04	1.03	0.99	0.99	1.04
BA-Solutions		1.08	1.07	1.09	1.11	1.01	1.01	1.04
GEA		1.05	1.04	1.07	1.07	1.00	1.00	1.04
Op. EBITDA €m	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
BA-Equipment	162	192	278	288	313	351	382	384
BA-Solutions	99	125	196	213	233	266	255	183
Cons./Other	-13	-7	-5	-7	-16	-26	-16	-1
GEA	249	311	470	494	530	591	621	566
Op. EBITDA margin	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
BA-Equipment	13.0%	14.6%	14.5%	13.8%	14.4%	15.2%	16.4%	17.0%
BA-Solutions	6.1%	7.2%	9.5%	9.5%	10.0%	11.1%	10.3%	7.6%
GEA	8.8%	10.5%	12.3%	11.9%	12.3%	13.1%	13.5%	12.6%
Reported EBITDA €m	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
BA-Equipment	143	175	258	224	312	341	309	372
BA-Solutions	73	109	196	213	233	265	203	163
Cons./Other	-28	-12	-14	-16	-30	-65	-82	-34
GEA	188	272	440	420	515	540	430	501

# Key figures time line (6/6)

Op. EBIT €m	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
BA-Equipment	135	158	239	247	267	298	327	326
BA-Solutions	83	108	177	193	214	248	235	164
Cons./Other	-26	-18	-13	-15	-23	-33	-23	-5
GEA	192	248	403	426	459	514	539	485
Op. EBIT margin	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
BA-Equipment	10.8%	12.0%	12.5%	11.9%	12.4%	12.9%	14.1%	14.4%
BA-Solutions	5.1%	6.2%	8.6%	8.7%	9.2%	10.3%	9.5%	6.8%
GEA	6.8%	8.4%	10.5%	10.3%	10.6%	11.4%	11.7%	10.8%
Reported EBIT €m	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
BA-Equipment	113	137	198	149	247	268	227	293
BA-Solutions	53	88	172	190	211	243	171	133
Cons./Other	-42	-23	-23	-25	-38	-71	-88	-39
GEA	124	202	347	314	420	440	309	387
Capital Employed €m <sup>1</sup>	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
BA-Equipment		642	1,175	1,403	1,455	1,506	1,544	1,540
BA-Solutions		361	370	408	371	375	515	677
Cons./Other		67	74	77	69	62	61	77
GEA		1,069	1,620	1,887	1,895	1,943	2,120	2,293
ROCE <sup>2</sup>	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
BA-Equipment		21.4%	16.8%	10.6%	17.0%	17.8%	14.7%	19.0%
BA-Solutions		24.4%	46.5%	46.5%	56.7%	64.7%	33.1%	19.7%
GEA		18.9%	21.4%	16.7%	22.1%	22.6%	14.6%	16.9%

<sup>1</sup> Average L12M, Capital employed excluding goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999.

<sup>2</sup> ROCE = EBIT reported (L4Q) / Capital employed excluding goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average L4Q).



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