Disclaimer

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, sales by region, customer industry as well as EBITDA share may vary from 100%.
AGENDA

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"Engineering for a better world" is the driving and energizing principle connecting GEA’s employees. As one of the largest systems suppliers GEA makes an important contribution to a sustainable future with its solutions and services, particularly in the food, beverage and pharmaceutical sectors. Across the globe, GEA’s plants, processes and components contribute significantly to the reduction of CO₂ emissions, plastic use as well as food waste in production. GEA is listed on the German MDAX and the STOXX® Europe 600 Index and also included in the DAX 50 ESG, the Dow Jones Sustainability Index Europe and MSCI Global Sustainability indexes.

<table>
<thead>
<tr>
<th>FY 2022</th>
<th>FY 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order intake</td>
<td>Order intake</td>
</tr>
<tr>
<td>EUR million</td>
<td>EUR million</td>
</tr>
<tr>
<td>5,679</td>
<td>5,222</td>
</tr>
<tr>
<td>5,165</td>
<td>4,703</td>
</tr>
<tr>
<td>Revenue</td>
<td>Revenue</td>
</tr>
<tr>
<td>EUR million</td>
<td>EUR million</td>
</tr>
<tr>
<td>712</td>
<td>625</td>
</tr>
<tr>
<td>EBITDA before restructuring expenses</td>
<td>EBITDA before restructuring expenses</td>
</tr>
<tr>
<td>EUR million</td>
<td>EUR million</td>
</tr>
<tr>
<td>13.8</td>
<td>13.3</td>
</tr>
<tr>
<td>percent of revenue</td>
<td>percent of revenue</td>
</tr>
<tr>
<td>Dividend</td>
<td>Dividend</td>
</tr>
<tr>
<td>EUR per share</td>
<td>EUR per share</td>
</tr>
<tr>
<td>0.95¹</td>
<td>0.90</td>
</tr>
<tr>
<td>Employees</td>
<td>Employees</td>
</tr>
<tr>
<td>FTEs</td>
<td>FTEs</td>
</tr>
<tr>
<td>18,236</td>
<td>18,143</td>
</tr>
</tbody>
</table>

¹ Proposal for FY 2022
Our applications – in touch with GEA everyday

Food
- Every third chicken nugget is produced using GEA technology

Dairy Farming and Processing
- Approx. every third process line for instant coffee was installed by GEA

Beverages
- Approx. one quarter of processed milk comes from GEA production systems

Pharma & healthcare
- Every second liter of human blood for making plasma-derived products is processed using GEA equipment

Chemical
- More than one third of all polymer producers are using GEA drying technology

Refrigeration and Heating
- Each industry we serve utilizes industrial refrigeration technology from GEA

Marine
- Every second container ship in the world sails with GEA marine equipment on board
GEA’s key customer industries, food, beverages & pharmaceuticals are very stable, reliable and growing due to global megatrends:

- **Demand for New Food**
- **Growing Middle Class**
- **Growing World Population**
- **Urbanization**
- **Sustainable Solutions**
- **Essential and Affordable Medicines**
- **Food Safety & Quality**
GEA’s key customer industries - food, beverages & pharmaceuticals - are very stable, reliable and growing due to global megatrends.

<table>
<thead>
<tr>
<th>Industry</th>
<th>Production Growth (CAGR 2002-2022 in %)</th>
<th>Industry Volatility (Standard Deviation 2002-2022 in %)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Food &amp; Beverages</td>
<td>3.7%</td>
<td>1.0%</td>
</tr>
<tr>
<td>Pharmaceuticals</td>
<td>4.8%</td>
<td>3.1%</td>
</tr>
<tr>
<td>Agriculture, forestry &amp; fisheries(^1)</td>
<td>2.8%</td>
<td>0.9%</td>
</tr>
<tr>
<td>Oil &amp; Gas Extraction</td>
<td>1.2%</td>
<td>2.2%</td>
</tr>
<tr>
<td>Pulp &amp; Paper</td>
<td>2.3%</td>
<td>2.4%</td>
</tr>
<tr>
<td>Industrial production w/o Construction</td>
<td>3.3%</td>
<td>2.9%</td>
</tr>
<tr>
<td>Chemicals</td>
<td>3.6%</td>
<td>3.2%</td>
</tr>
<tr>
<td>Electrical, optical &amp; high-tech</td>
<td>6.0%</td>
<td>4.6%</td>
</tr>
<tr>
<td>Mechanical engineering</td>
<td>4.6%</td>
<td>7.3%</td>
</tr>
<tr>
<td>Machines for mining &amp; construction</td>
<td>3.8%</td>
<td>14.1%</td>
</tr>
<tr>
<td>Motor vehicles</td>
<td>2.3%</td>
<td>9.7%</td>
</tr>
</tbody>
</table>

Source: Oxford Economics per 01/2023; Global production real value-added output in USD (expressed in constant prices)

\(^1\) CAGR and standard deviation for agriculture, forestry and fisheries 2005-2022
GEA has a highly diversified customer base

Typical industrial company

Cumulative revenue share

0% 20% 40% 60% 80% 100%

Top 1 Top 10 Top 50 Top 100 Top 150 Top 200

~3% ~12% ~28% ~39% ~45% ~50%

Customers
Separation & Flow Technologies
World-class components and equipment for production excellence

Separators. Homogenizers. Valves & Pumps

Separation & Flow Technologies encompass process engineering components and machines, including separators, decanters, homogenizers, valves and pumps, which are at the heart of many production processes.

These solutions contribute to a cleaner environment in numerous industrial applications. They also ensure the efficient separation and homogenization of liquids used in the production of foods, beverages, medicines and home & personal care products that consumers enjoy and rely on. GEA pumps and valves guarantee that raw materials and products move safely and efficiently through plants.

Revenue

<table>
<thead>
<tr>
<th></th>
<th>EUR million</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>1,416</td>
</tr>
<tr>
<td>Previous year</td>
<td>EUR 1,237 million</td>
</tr>
</tbody>
</table>

EBITDA¹

<table>
<thead>
<tr>
<th></th>
<th>EUR million</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA¹</td>
<td>360</td>
</tr>
<tr>
<td>Previous year</td>
<td>EUR 303 million</td>
</tr>
</tbody>
</table>

EBITDA¹ margin

<table>
<thead>
<tr>
<th></th>
<th>percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA¹ margin</td>
<td>25.4 percent</td>
</tr>
<tr>
<td>Previous year</td>
<td>24.5 percent</td>
</tr>
</tbody>
</table>

Employees

<table>
<thead>
<tr>
<th></th>
<th>Full-time equivalents</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employees</td>
<td>4,907</td>
</tr>
<tr>
<td>Previous year</td>
<td>4,860</td>
</tr>
</tbody>
</table>

¹ before restructuring expenses

Roadshow Presentation
Liquid & Powder Technologies
Specialists in processing equipment and integrated solutions

Liquid & Filling Technologies. Powder & Thermal Separation Technologies

Liquid & Powder Technologies provide processing equipment and integrated solutions for the dairy, food, including new food, beverage, chemical and home & personal care industries. The portfolio includes brewing systems, liquid processing & filling, concentration, precision fermentation, crystallization, purification, drying, powder handling & packaging as well as systems for emission control.

GEA designs, builds, configures and installs versatile and efficient equipment and technologies, processing lines and complete plants, for products as diverse as cell-based protein to polymers.

<table>
<thead>
<tr>
<th>Revenue</th>
<th>EBITDA(^1)</th>
<th>EBITDA(^1) margin</th>
<th>Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,716 EUR million</td>
<td>166 EUR million</td>
<td>9.7 percent</td>
<td>5,404 Full-time equivalents</td>
</tr>
</tbody>
</table>

Previous year: EUR 1,546 million
Previous year: EUR 150 million
Previous year: 9.7 percent
Previous year: 5,241

\(^1\) before restructuring expenses
Food & Healthcare Technologies
Safe foods and medicines for a growing population


Food & Healthcare Technologies provide solutions for food processing. This covers preparation, marinating and further processing of meat, poultry, seafood and vegan products, in addition to processing lines for pasta, baked goods, snacks, breakfast cereals, confectionery and pet food. GEA also offers equipment for freezing, slicing and packaging of food and milling.

GEA solutions for the pharmaceutical & nutraceutical industry include components, equipment and entire plants for processing solid, liquid as well as semi-solid products and high potent drugs either for batch or continuous production.

Revenue | EBITDA\(^1\) | EBITDA\(^1\) margin | Employees
--- | --- | --- | ---
1,001 EUR million | 107 EUR million | 10.7 percent | 3,571 Full-time equivalents
Previous year: EUR 937 million | Previous year: EUR 100 million | Previous year: 10.7 percent | Previous year: 3,577

\(1\) before restructuring expenses

Roadshow Presentation
Milking & Dairy Farming: Milking & Feeding, Manure

Farm Technologies offer integrated customer solutions for efficient, high-quality milk production and livestock farming. This includes automatic milking and feeding systems, conventional milking solutions and digital herd management tools. GEA manure management solutions ensure operators have the right tools for safe and efficient storage, application and upcycling of this important resource.

The portfolio also includes a wide range of hygiene products and chemicals to promote optimum udder health and highest milk quality.

<table>
<thead>
<tr>
<th>Revenue</th>
<th>EBITDA(^1)</th>
<th>EBITDA(^1) margin</th>
<th>Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>742 EUR million</td>
<td>86 EUR million</td>
<td>11.6 percent</td>
<td>1,909 Full-time equivalents</td>
</tr>
<tr>
<td>Previous year: EUR 634 million</td>
<td>Previous year: EUR 76 million</td>
<td>Previous year: 12.0 percent</td>
<td>Previous year: 1,865</td>
</tr>
</tbody>
</table>

\(^1\) before restructuring expenses
Heating & Refrigeration Technologies

Industrial heating and cooling solutions for climate-friendly production processes


Heating & Refrigeration Technologies combine extensive production process knowledge and integrated heating and cooling expertise to deliver sustainable, energy-saving solutions for customers in the food, beverage and other key industries.

GEA plays an important role in the decarbonization of production processes, cities and other market activities. Via a sustainable energy solutions platform, which includes a comprehensive portfolio of heat pumps, GEA delivers the precise temperatures critical to our customers’ operations. Our proven technologies provide customers with integrated, high-efficiency solutions that significantly reduce CO₂ emissions and energy costs.

Revenue | EBITDA¹ | EBITDA¹ margin | Employees
---|---|---|---
524 EUR million | 57 EUR million | 10.9 percent | 1,716 Full-time equivalents
Previous year: EUR 584 million | Previous year: EUR 59 million | Previous year: 10.2 percent | Previous year: 2,091

¹ before restructuring expenses
HIGHLIGHTS
Q4 / FY 2022
GEA accelerated profitable growth further in FY 2022

<table>
<thead>
<tr>
<th></th>
<th>FY 2022</th>
<th>FY 2021</th>
<th>Δ YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order Intake</td>
<td>€5,679m</td>
<td>€5,222m</td>
<td>+8.7%</td>
</tr>
<tr>
<td>Sales</td>
<td>€5,165m</td>
<td>€4,703m</td>
<td>+9.8%</td>
</tr>
<tr>
<td>EBITDA(^1) margin</td>
<td>€712m</td>
<td>€625m</td>
<td>+14.0%</td>
</tr>
<tr>
<td></td>
<td>13.8%</td>
<td>13.3%</td>
<td>+0.5%p</td>
</tr>
<tr>
<td>ROCE(^1,2)</td>
<td>31.8%</td>
<td>27.8%</td>
<td>+3.9%p</td>
</tr>
</tbody>
</table>

Proposed dividend increase from €0.90 to €0.95 per share.

\(^1\) Before restructuring expenses; \(^2\) Average of L4Q
... and overachieved targets set in 2019 for 2022

What we want to achieve:

Mid-term targets for 2022

Sales CAGR\(^1\)
2.0\% - 3.0\%

EBITDA Margin\(^1\)
11.5\% - 13.5\%

Organic Sales CAGR
3.4\%

EBITDA Margin FY22
13.8\%

\(^1\) Figures based on the assumption of no major changes in global economic growth and no substantial slow-down in any of GEA's customer industries.
The workstreams are in full swing of implementing Mission 26

**Sustainability**
- Significant improvement in ESG Ratings in 2022
- Supplier Summit 2022: Introduction of sustainability criteria
- Sustainable dairy farming: Manure Enricher

**Innovation & Digitalization**
- Sales share of new products: 14%
- Some examples of new products launched in 2022:
  - AddCool
  - Automatic feeding robot
  - NexGen Press® for pharma industry

**New Food**
- 2% of FY22 sales
- Mobile Test Center launched on Anuga Foodtech in April 2022

**Sales Excellence**
- Organic new machines sales growth of 7.4% in FY22
- Finished definition of 600+ country specific initiatives across all divisions in scope and switched to full implementation mode
- Redefined Route-to-Market for selected Business Units leveraging existing direct sales and service organization
The workstreams are in full swing of implementing Mission 26

**Service Excellence**
- Organic service sales growth of 11.9% in FY22
- Service share: 34.9%, up from 34.2% in FY21

**Operational Excellence**
- ~€28m savings in procurement in FY22
- ~€8m savings in production in FY22
- Procurement & Supply Chain focus on mitigating supply shortages & market headwinds
- Ramp-up of first Factory of the Future

**Acquisitions**
- Actively screening market opportunities
- All divestments closed
### Executive Summary Q4 2022

<table>
<thead>
<tr>
<th>€m</th>
<th>Q4 22</th>
<th>Q4 21</th>
<th>Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order intake</td>
<td>1,360</td>
<td>1,296</td>
<td>4.9%</td>
</tr>
<tr>
<td>Sales</td>
<td>1,414</td>
<td>1,283</td>
<td>10.2%</td>
</tr>
<tr>
<td>EBITDA(^1)</td>
<td>207.6</td>
<td>180.1</td>
<td>15.3%</td>
</tr>
<tr>
<td>EBITDA(^1) margin</td>
<td>14.7%</td>
<td>14.0%</td>
<td>0.6%p</td>
</tr>
<tr>
<td>EBIT(^1)</td>
<td>157.3</td>
<td>128.8</td>
<td>22.1%</td>
</tr>
<tr>
<td>ROCE(^{1,2})</td>
<td>31.8%</td>
<td>27.8%</td>
<td>3.9%p</td>
</tr>
<tr>
<td>Net liquidity(^2)</td>
<td>346</td>
<td>500</td>
<td>-30.7%</td>
</tr>
</tbody>
</table>

- **Order intake**
  - Organic order intake growth of 4.6% YoY; seven large orders (>€15m) totaling €147m vs. three large orders in Q4 21 of €74m
- **Sales**
  - Organic sales growth of 9.7%; strong new machines and service sales growth
- **EBITDA\(^1\)**
  - EBITDA\(^1\) increase driven by higher gross profit; operating costs increased due to higher expenses for selling and admin
- **EBIT\(^1\)**
- **ROCE\(^{1,2}\)**
  - Strong EBIT\(^1\) improvement overcompensates increase in capital employed; ROCE of all divisions up YoY
- **Net liquidity\(^2\)**
  - YoY decline mainly due to share buyback program (€206m)

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\(^1\) Before restructuring expenses \(^2\) Average of the last 4 quarters \(^3\) Including lease liabilities of €165m in Q4 2022 and €166m in Q4 2021
NWC/Sales ratio at 6.1%
Strong QoQ improvement driven by reduction in inventories and net contract assets

- NWC up YoY driven by an increase in inventory of €131m YoY due to supply chain challenges
- But down QoQ due to a reduction in inventory and net contract assets
- NWC ratio below the guided corridor of 8.0 – 10.0%
MISSION 26
Mission 26

Purpose
Engineering for a better world

Vision
We safeguard future generations by providing sustainable solutions for the nutrition and pharmaceutical industries

Profitable Growth
- Organic Sales CAGR: 4-6%
- EBITDA margin: >15%
- ROCE: >30%

Ambitious financial targets

1 Currency and portfolio adjusted | 2 Before restructuring expenses; based on constant exchange rates | 3 Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by former Metallgesellschaft AG in 1999 (average of the last 4 quarters)

Sustainability
Innovation & Digitalization
New Food
Sales Excellence
EXCELLENCE
Service Excellence
Operational Excellence
Acquisitions

Roadshow Presentation
Our sustainability approach

Engineering for a better world.

NET ZERO by 2040

Sustainable Solutions
- Reduce greenhouse gas emissions scope 3 by 18% by 2030
- 100% of solutions will be offered with zero freshwater-use by 2030
- 100% of packaging-related solutions use sustainable packaging materials by 2030
- 100% of service parts and machinery packaging material to fulfill one of the five R’s of circular economy (Reduce, Re-use, Repair, Remanufacture; Recycle) by 2026

Responsible Operations
- Reduce greenhouse gas emissions scope 1 & 2 by 60% by 2030
- 50% of total energy demand is covered by certified energy management system by 2026
- All sites in water-stressed areas that implemented a water strategy by 2026
- >95% of waste recovery rate at production sites by 2026
- 100% of preferred suppliers fulfill GEA’s sustainability criteria by 2026
- 100,000 people reached through skill-based volunteering in 2026
- Donation of 1% of net profit per year

Employer of Choice
- 80% favorable rating on the question: “Would you recommend GEA as a good place to work?” in internal employee engagement survey by 2026
- 21% female representation in management levels L1 – L3 by 2026
- 80% of open positions filled by own talent across management levels L1 – L7 by 2026
- Building a diverse talent pool to further strengthen diversity on all management levels by 2026

Roadshow Presentation
ESG rating highlights

Achievements

- GEA holds two CDP leadership rankings: an 'A' for tackling climate change and an 'A-' for acting to protect water security.
- GEA received an ESG Risk Rating of 18.3 and was assessed by Sustainalytics to be at Low Risk of experiencing material financial impacts from ESG factors.²
- In November 2022, GEA received an ESG Risk Rating of 18.3 and was assessed by Sustainalytics to be at Low Risk of experiencing material financial impacts from ESG factors.²
- In 2023, GEA was recognized by Sustainalytics as an ESG Industry Top Rated company.
- In January 2023, GEA was upgraded from 'AA' to 'AAA' in the MSCI ESG Ratings Assessment.¹
- In September 2022, GEAs 'Prime Status' (leadership in its industry index group) was confirmed.
- In November 2022, GEA received an ESG Risk Rating of 18.3 and was assessed by Sustainalytics to be at Low Risk of experiencing material financial impacts from ESG factors.²
- In January 2023, GEA was upgraded from 'AA' to 'AAA' in the MSCI ESG Ratings Assessment.¹
- In September 2022, GEAs 'Prime Status' (leadership in its industry index group) was confirmed.

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OUTLOOK FY 2023
### Guidance FY 2023

<table>
<thead>
<tr>
<th>Metric</th>
<th>Target (Currency and portfolio adjusted)</th>
<th>PY (Before restructuring expenses)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Organic sales</strong></td>
<td>&gt;5.0%</td>
<td>€5,165m</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>730 - 790</td>
<td>€712m</td>
</tr>
<tr>
<td><strong>ROCE</strong></td>
<td>≥29.0%</td>
<td>31.8%</td>
</tr>
</tbody>
</table>

In addition, GEA targets to further improve its EBITDA margin before restructuring expenses to **>13.8%**

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1 Based on constant exchange rates; for our divisional guidance, please see our annual report on page 159 & 160.
GEA – A COMPELLING INVESTMENT
GEA – a compelling investment

- Leading positions in attractive and growing Food, Beverages and Pharma markets
- Well positioned to capture growth opportunities in New Food
- Technological leadership
- Strong commitment to sustainability
- Clear plan for profitable growth
- Strong cash generation allows sustainable dividend increase
- Proven track record of management team
Engineering for a better world.