

Results Presentation

Q2 2018



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 2018

2. Financials Q2 2018

3. Outlook FY 2018

Key figures Q2 2018

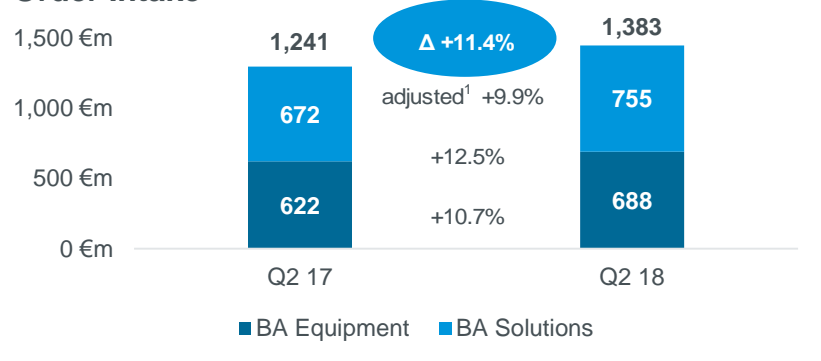
Order Intake (EURm)	Sales (EURm)	Op. EBITDA (EURm)	Op. EBIT (EURm)	Op. ROCE ¹	Op. CFD Margin
1,383	1,227	133	109	17.2%	9.3%
Δ +11.4% YoY reported Δ +9.9% YoY adj.	Δ +7.8% YoY reported Δ +6.7% YoY adj.	Δ +8.6% YoY	Δ +6.9% YoY		
FX impact -47 EURm or -3.8%	FX impact -48 EURm or -4.2%				

¹Operating 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)

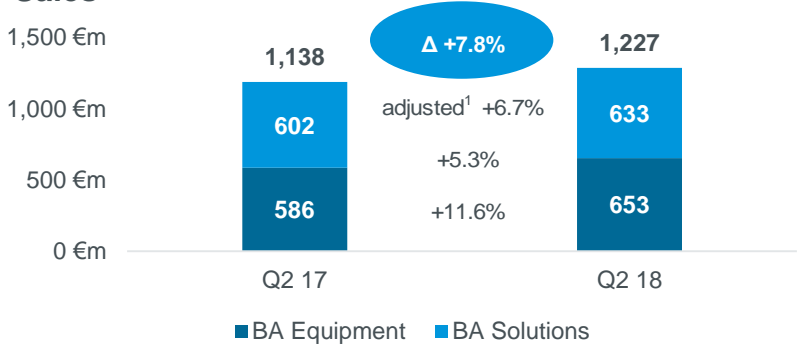
1. Results Q2 2018
- 2. Financials Q2 2018**
3. Outlook FY 2018

Key figures and change YoY Q2 2018

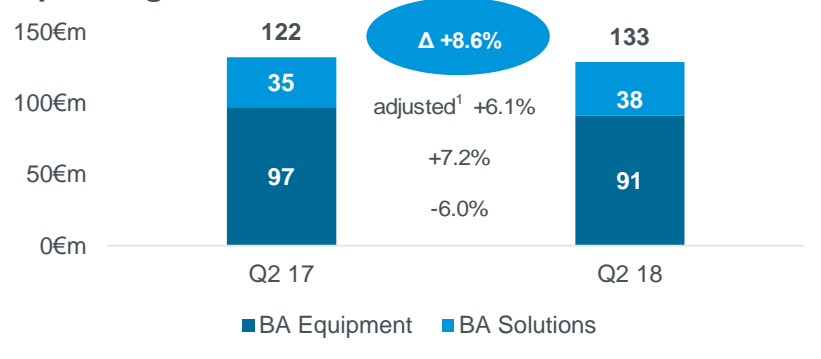
Order Intake



Sales



Operating EBITDA¹

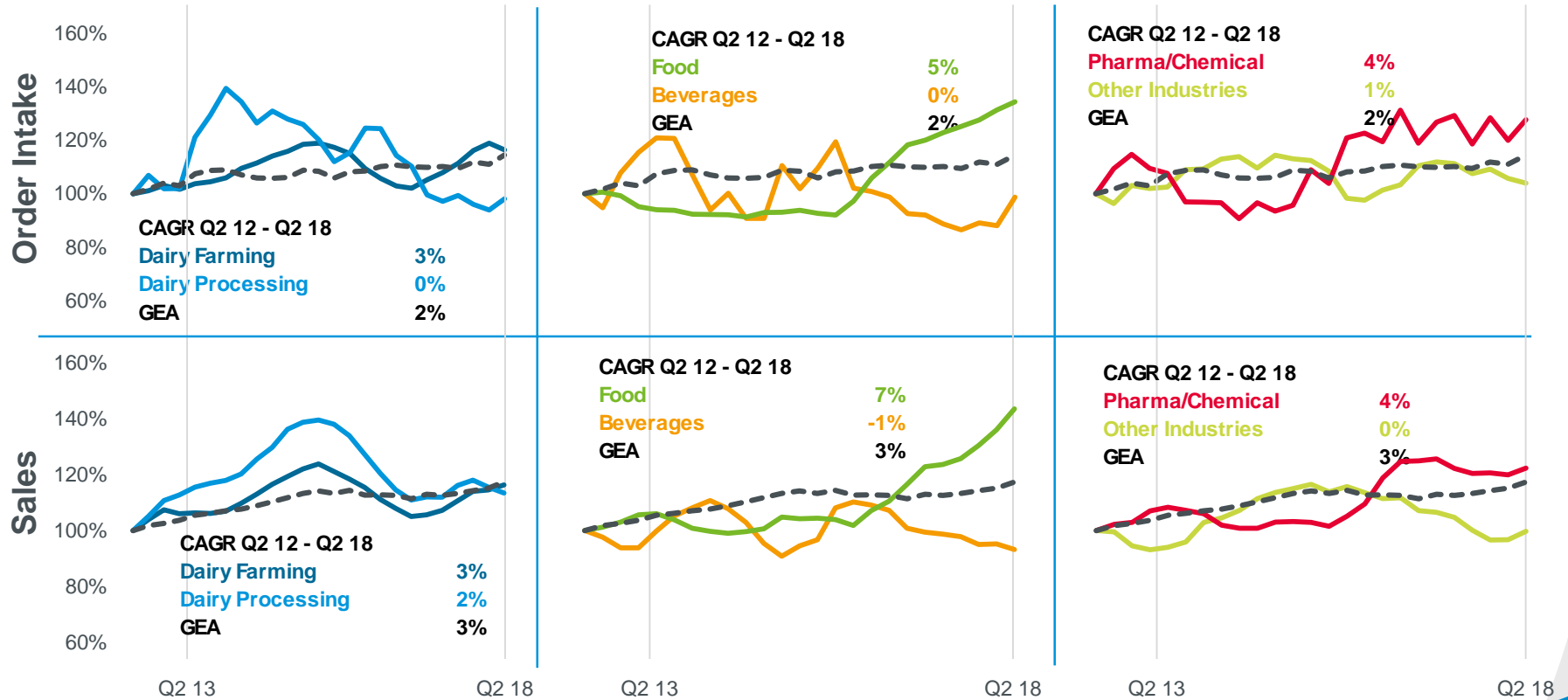


Operating EBITDA Margin¹

	Q2 17	Q2 18	Δ YoY
BA Equipment	16.5%	13.9%	-261 bps
BA Solutions	5.8%	5.9%	11 bps
GEA Group	10.8%	10.8%	8 bps

¹ Adjusted = before currency translation and structural effects; Please note that the differences between the sum of the BAs and the Group are explained by consolidation/others

L4Q order intake and sales indexed since Q2 2012 per customer industry



Book-to-Bill ratios L4Q and share of L4Q Order Intake per customer industry

BtB ratio L4Q	Asia Pacific	DACH & Eastern Europe	Western EU & Middle East/Africa	Northern & Central Europe	Latin America	North America	Total
Dairy Farming	1.03	1.11	0.99	1.09	1.02	1.02	1.05
Dairy Processing	0.94	0.81	0.84	1.25	1.15	1.00	0.95
Food	0.95	1.11	1.06	1.01	1.14	0.94	1.03
Beverages	1.51	0.81	0.71	0.97	1.41	0.99	1.05
Pharma	0.89	0.78	0.94	0.96	2.52	1.32	1.00
Chemical	1.16	1.25	1.02	1.44	0.79	1.69	1.20
Oil & Gas	1.77	0.88	1.10	1.05	2.73	0.89	1.20
Marine	1.27	1.10	1.02	1.00	0.92	1.08	1.11
Others	0.96	1.12	1.09	1.11	0.78	0.75	1.01
Total	1.05	0.99	0.97	1.09	1.15	1.03	1.03
Share of L4Q OI							
Dairy Farming	1%	3%	1%	1%	1%	5%	13%
Dairy Processing	5%	4%	3%	3%	2%	2%	18%
Food	5%	6%	7%	4%	2%	5%	30%
Beverages	4%	2%	1%	1%	1%	2%	11%
Pharma	2%	1%	1%	1%	0%	2%	7%
Chemical	3%	1%	1%	1%	1%	1%	8%
Oil & Gas	0%	0%	1%	0%	0%	0%	1%
Marine	1%	1%	0%	0%	0%	0%	2%
Others	2%	2%	3%	2%	0%	1%	10%
Total	22%	21%	18%	14%	8%	18%	100%

Product Groups and Application Centers of GEA

Product Group (PG)/ Application Center (APC)	Gross Margin Ø FY 16-17 ¹	Order intake Q2 18 QoQ	Quarter selective YoY	Order intake Q2 18 L4Q YoY	% of order intake Q2 18 L4Q ²	BtB L4Q Q2 18
PG Food Processing & Packaging; Pasta, Extrusion & Milling	●	↑	↑	↑	~10%	1.10
PGs Separation, Homogenizers, Flow Components, Compression	●	↘	↘	→	~25%	1.03
PG Milking Dairy Farming	●	↘	↘	↗	~15%	1.05
BA Equipment						
APC Dairy	●	↑	↑	↘	~10%	0.90
APC Beverage	●	↑	↑	→	~10%	1.05
APC Food	●	↑	↓	↑	~10%	0.99
APC Utilities	●	↑	↓	↓	~10%	0.99
APC Pharma	●	↑	↑	→	~5%	1.04
APC Chemicals	●	↑	↑	↗	~5%	1.22
BA Solutions						
GEA		↑	↑	↗		1.03

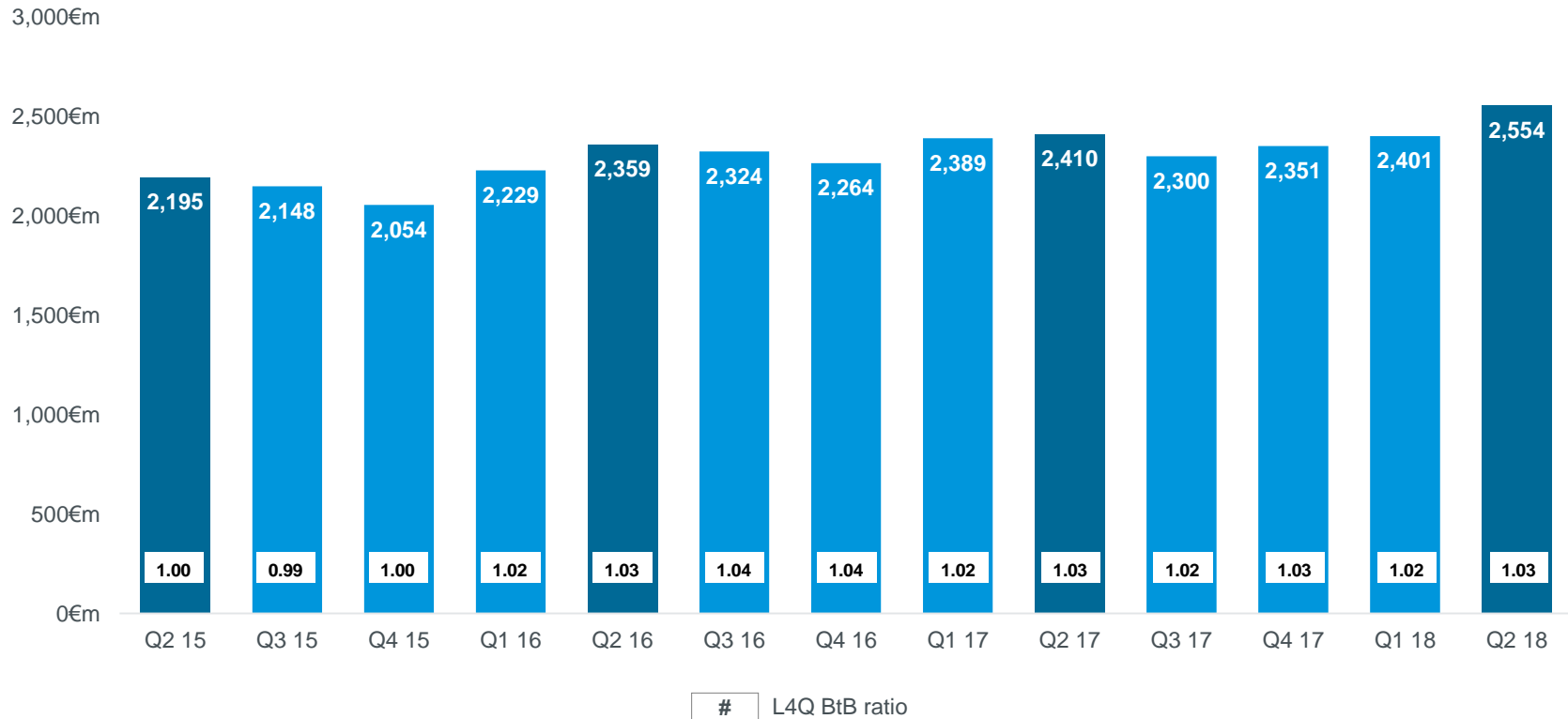
All changes on a reported basis, not adjusted for structural changes and currency effects

¹ compared to GEA average (including service); yellow = about average, green = above average, red = below average

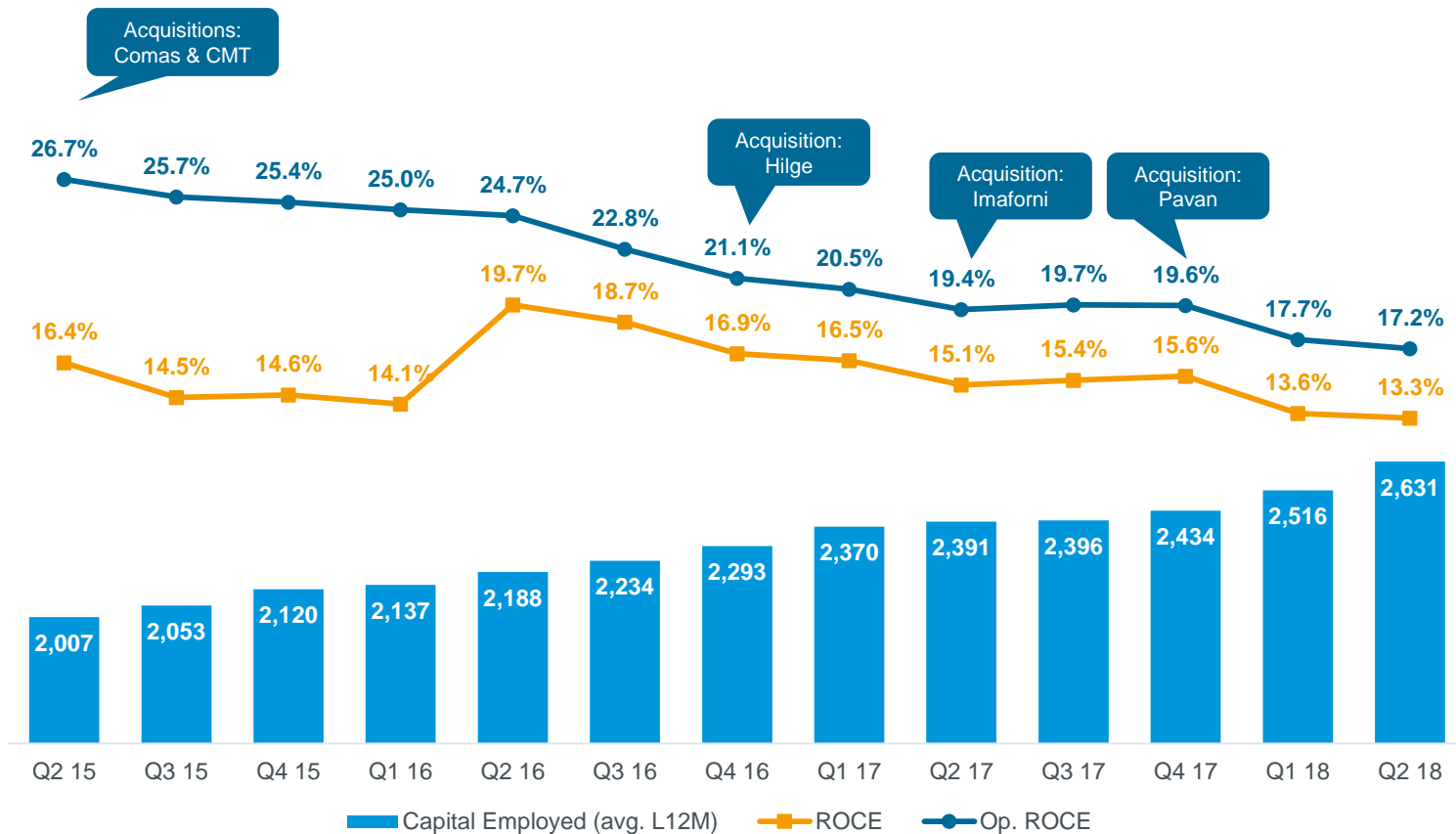
² split rounded to nearest 5%

Less than -10% ↓	Between -10% and -2% ↘	Between -2% and 2% →	Between 2% and 10% ↗	More than 10% ↑
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Order backlog development



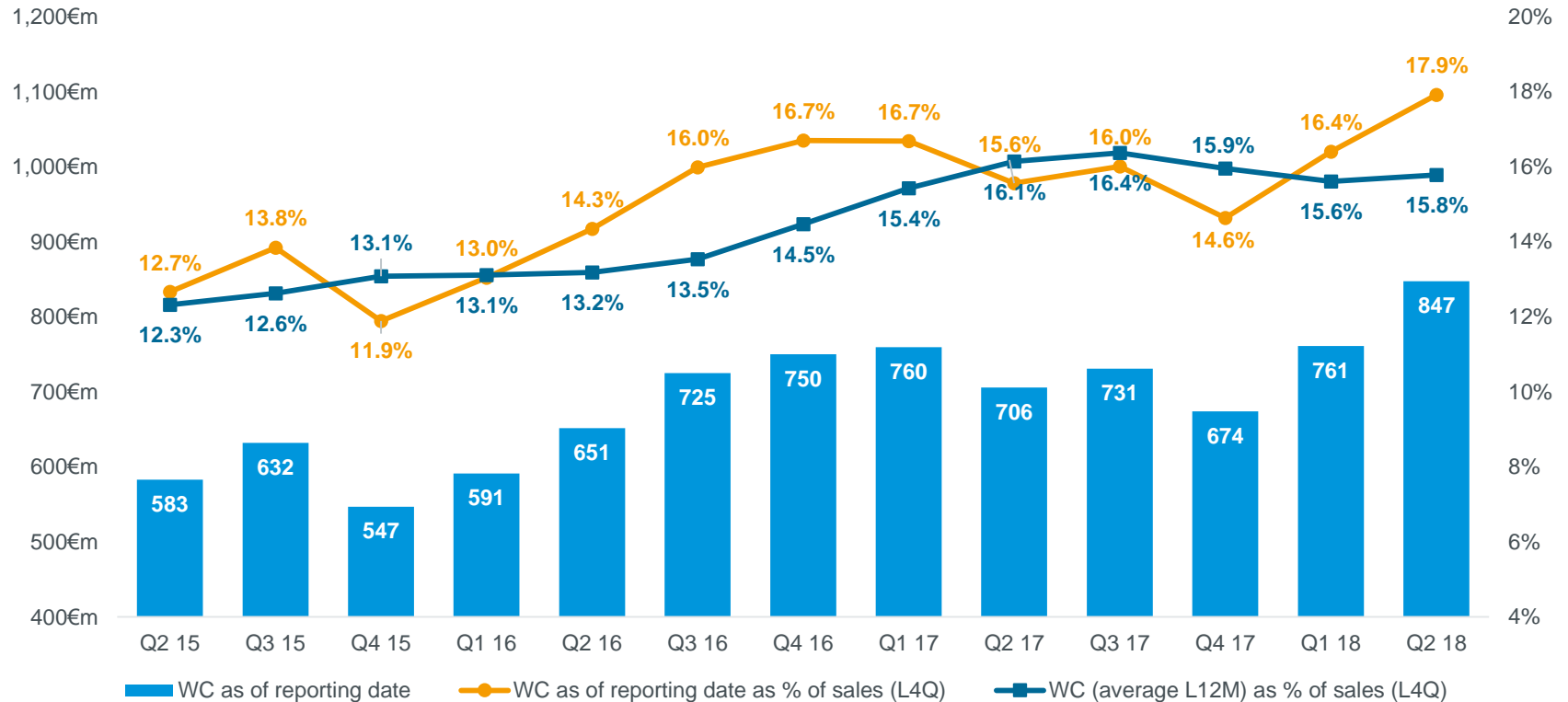
ROCE development



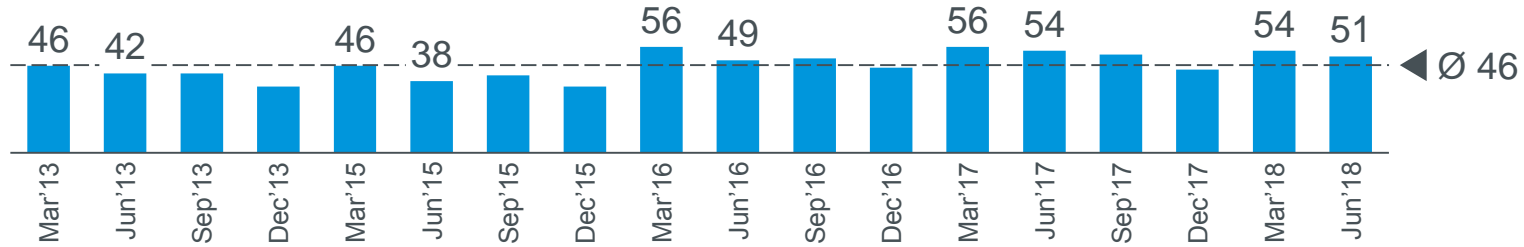
ROCE = EBIT (L4Q) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average L12M)
 Op. ROCE = op. EBIT (L4Q) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft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

GEA Q2 2018 Figures

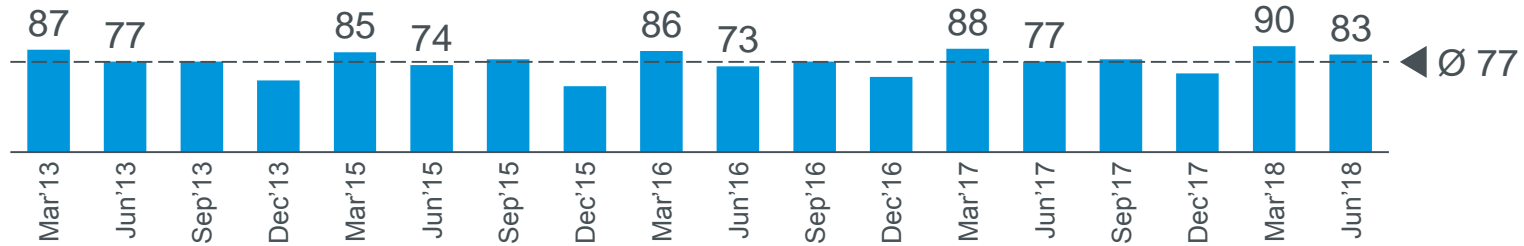
Working capital to sales ratio



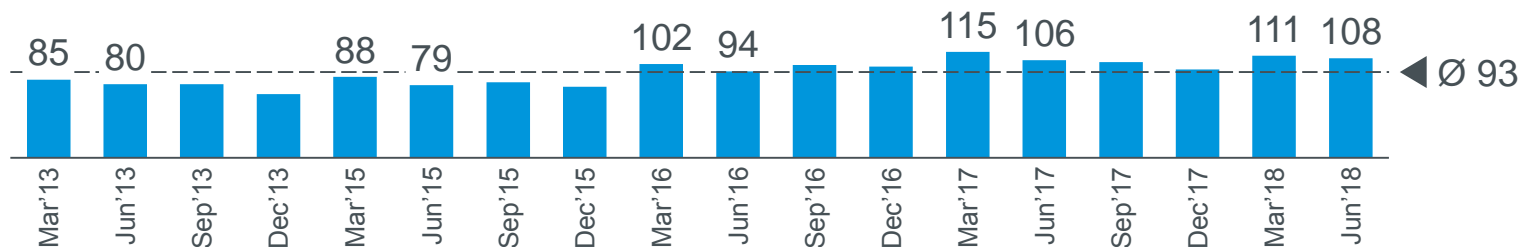
Advances / Sales * Days [in respective Quarter]



DIO (Inventory / CoS * Days [in respective Quarter])

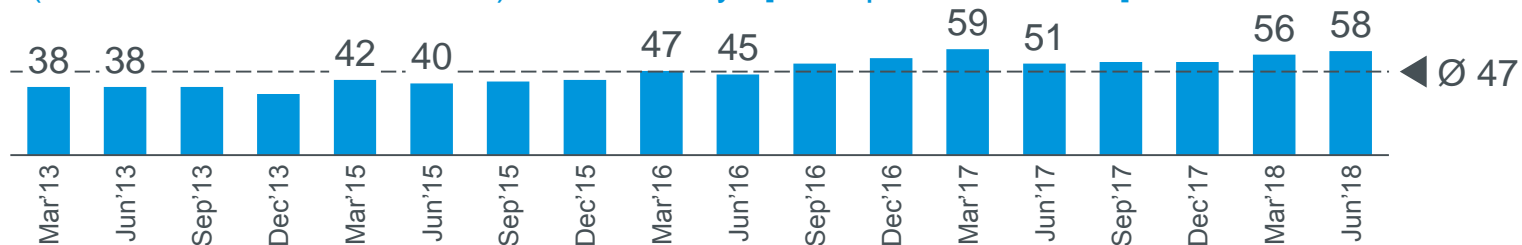


DSO : (Trade and POC) Receivables / Sales * Days [in respective Quarter]

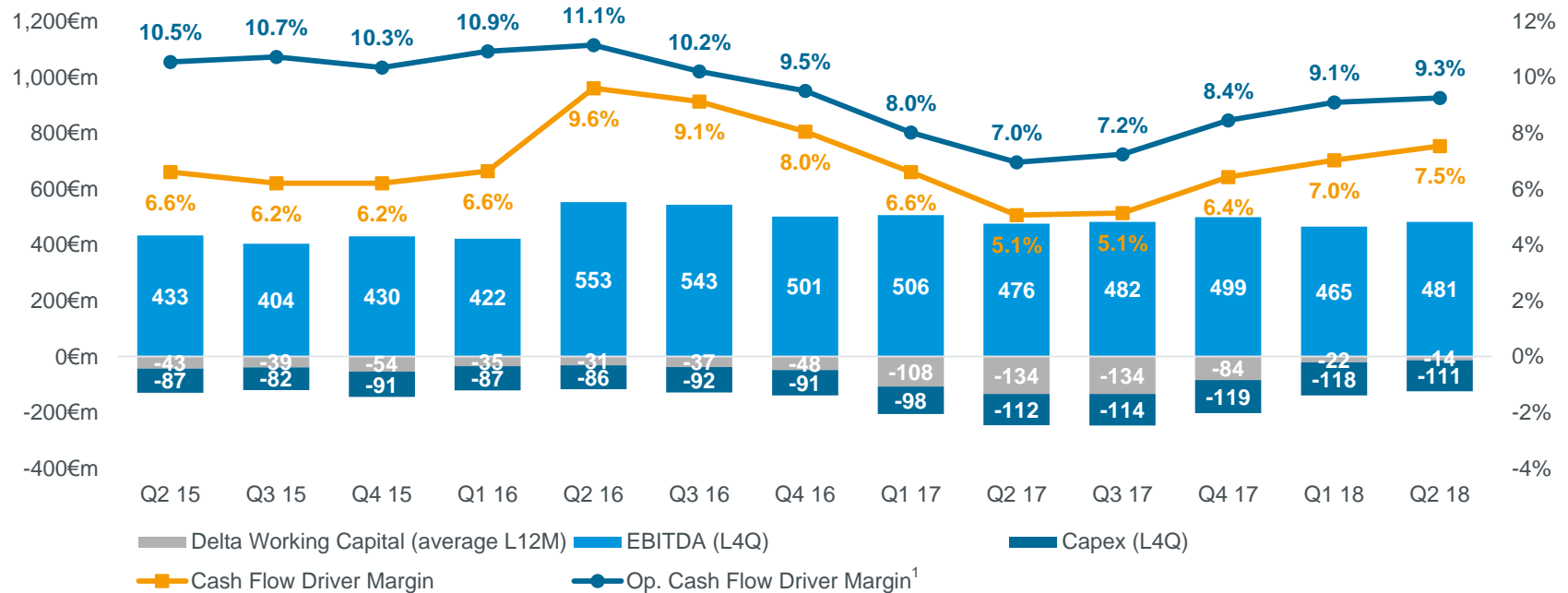


DSO net of advances and POC liabilities:

(Net Receivables + Net PoC) / Sales * Days [in respective Quarter]



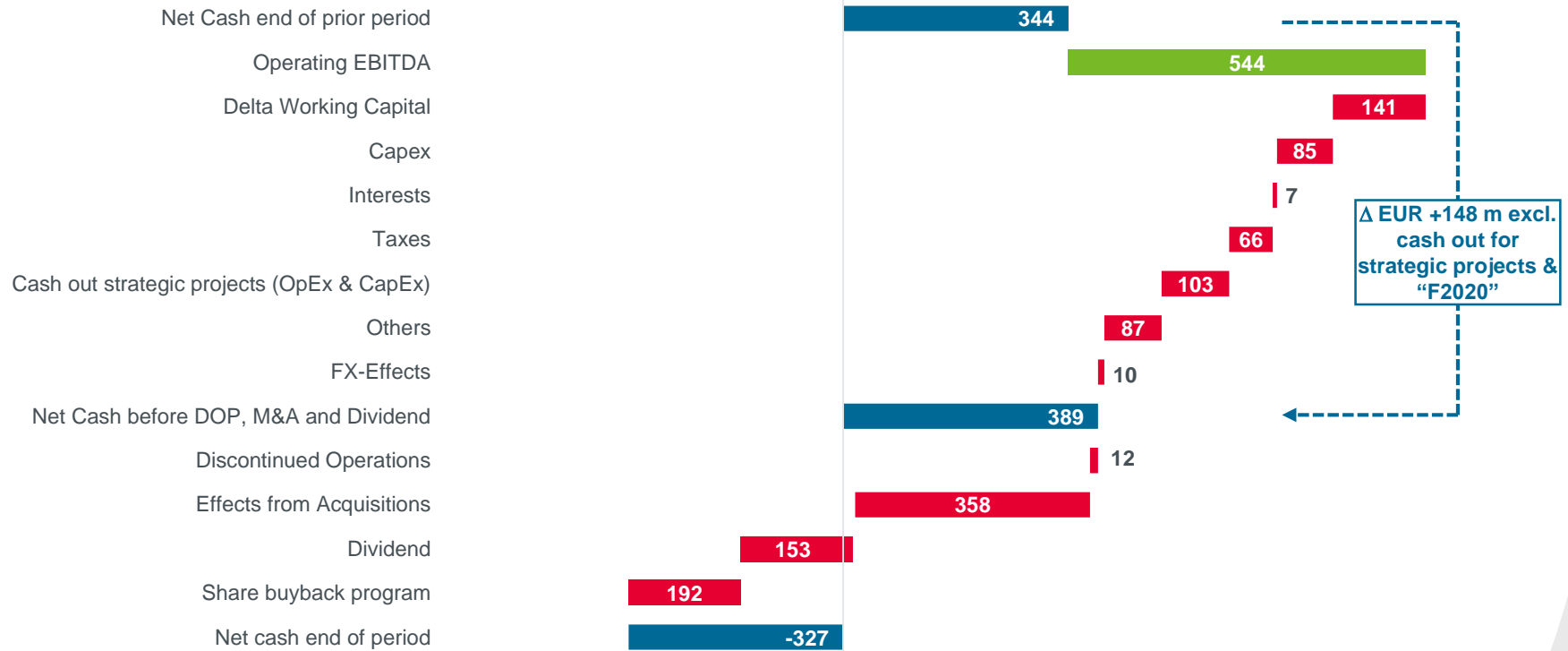
Cash Flow Driver Margin as of Q2 2018



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

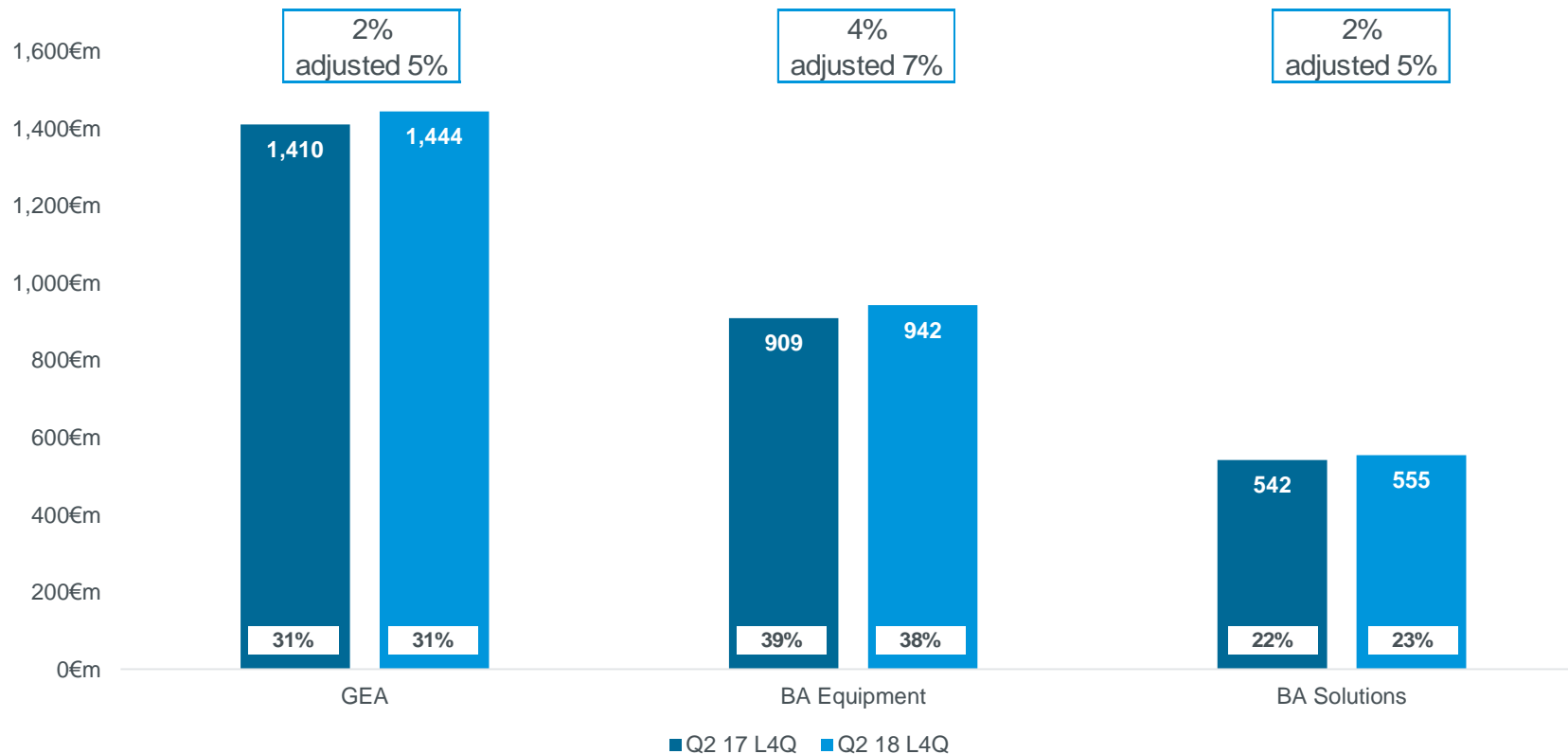
¹ Operating Cash Flow Driver Margin is based on operating EBITDA, not on reported EBITDA, and on capex, adjusted for strategic projects from FY 2017 onwards

Net liquidity per June 2018 (L4Q) [EURm]



Service business as of Q2 2018 (L4Q)

Share of revenue and growth rates



Adjusted = before currency translation and structural effects; Please note that the differences between the sum of the BAs and the Group are explained by consolidation/others

1. Results Q2 2018
2. Financials Q2 2018
- 3. Outlook FY 2018**

This forecast is based on exchange rates that are unchanged relative to 2017 and assumes that there will be no slowdown in global economic growth. The acquisitions of Pavan Group and VIPOLL (but not further possible acquisitions in 2018) have already been factored into calculations of the key performance indicators. Further, we are assuming an absence of serious slumps in demand from relevant customer industries or shifts between these industries that could negatively impact margins.

Revenue

5% – 6% Growth

*Outlook assumption as of 30 July
2018 : Upper end of corridor*

Operating EBITDA margin (excluding strategic projects)

12% – 13%

*Outlook assumption as of 30 July
2018 : Lower end of corridor*

Operating cash flow driver margin

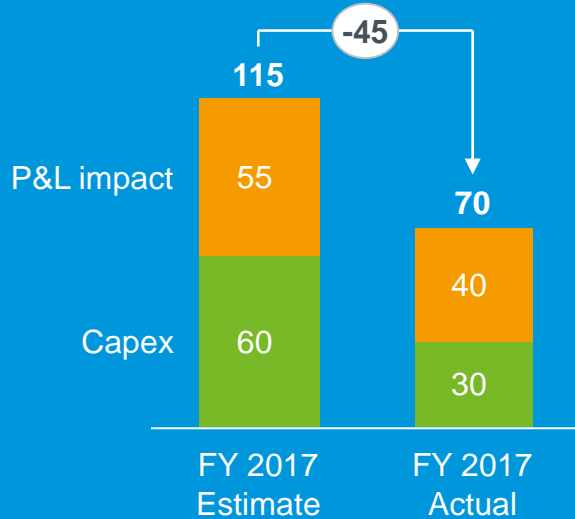
(based on operating EBITDA and on capex
adjusted for strategic projects)

8.7% – 9.7%

*Outlook assumption as of 30 July
2018 : Lower end of corridor*

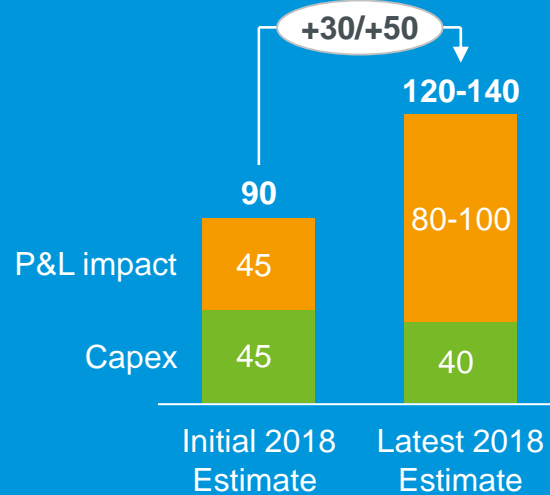
Estimate to Actual 2017

(rounded)



Initial to Latest Estimate 2018

(rounded)



- **Three main categories remain as strategic projects in 2018:**
 - **Restructuring and footprint** will be the main focus in 2018
 - **IT transformation** will be continued in 2018
 - **Steering systems** project will be continued in 2018

2018

Oct 29, 2018

Quarterly Financial Report for the period to September 30, 2018

Investor Relations Calendar

Upcoming Roadshows and Conferences

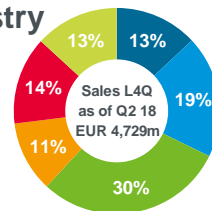
2018

August 21	Conference Finland	Helsinki	Deutsche Bank
August 23	Conference Sweden	Stockholm	SEB
August 28	Roadshow UK	London	Kepler
August 29	Conference Germany	Frankfurt	Commerzbank
September 6-7	Conference UK	London	Morgan Stanley
September 26-27	Conference Germany	Munich	Baader

Appendix

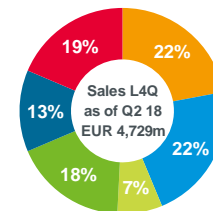
[in EUR million]	Q2 17	Q2 18	Δ YoY	L4Q Q2 17	L4Q Q2 18	Δ YoY
Order Intake	1,241.1	1,383.0	11.4%	4,684.3	4,859.3	3.7%
<i>adjusted</i> ¹			9.9%			4.4%
Sales	1,138.5	1,227.0	7.8%	4,536.1	4,728.5	4.2%
<i>adjusted</i> ¹			6.7%			5.1%
Order Backlog	2,409.9	2,554.4	6.0%	2,409.9	2,554.4	6.0%
Operating EBITDA	122.4	133.0	8.6%	546.0	544.2	-0.3%
Operating EBITDA Margin	10.8%	10.8%	8 bps	12.0%	11.5%	-53 bps
Operating EBIT	101.9	108.9	6.9%	463.7	452.2	-2.5%
Operating EBIT Margin	8.9%	8.9%	-7 bps	10.2%	9.6%	-66 bps
Operating ROCE ²	19.4%	17.2%	-221bps	19.4%	17.2%	-221bps

Sales by Customer Industry



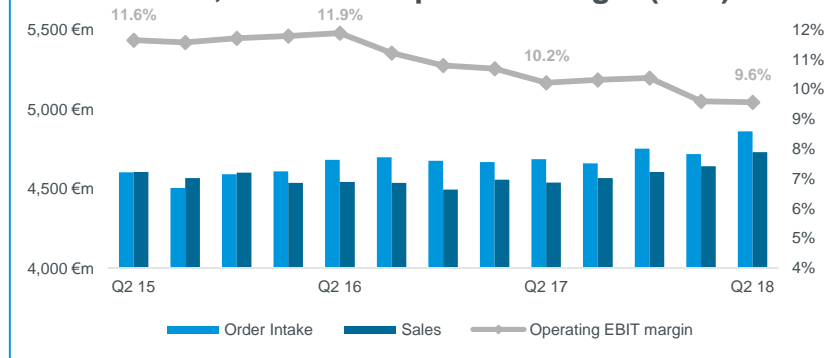
Dairy Farming 9% YoY
Dairy Processing 1% YoY
Food 16% YoY
Beverages -6% YoY
Pharma/Chemical 0% YoY
Other Industries 5% YoY
GEA 4% YoY

Sales by Region

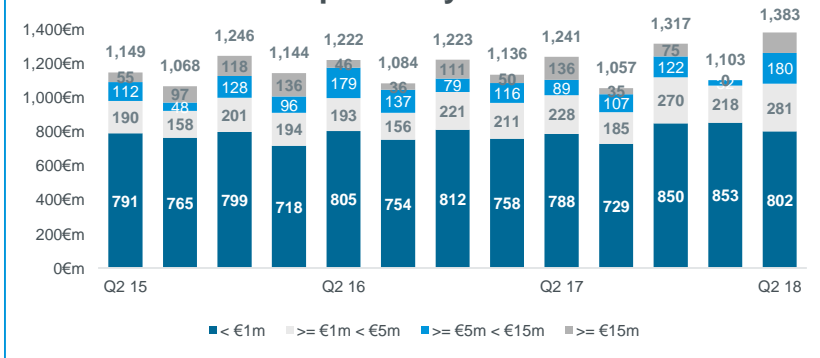


Asia-Pacific -1% YoY 2% adj. YoY
DACH & Eastern Europe 18% YoY 14% adj. YoY
Latin America 14% YoY 18% adj. YoY
North America 0% YoY 7% adj. YoY
Northern/Central Europe -4% YoY -5% adj. YoY
Western Europe, M. East & Africa 3% YoY 1% adj. YoY
GEA 4% YoY 5% adj. YoY

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



Order Intake Development by Size

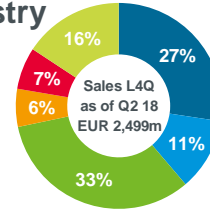


¹ Adjusted = before FX and structural effects; ² Op. ROCE (L4Q) = op. EBIT (L4Q) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average L12M)
GEA Q2 2018 Figures

BA Equipment – Q2 2018 figures

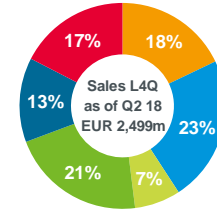
[in EUR million]	Q2 17	Q2 18	Δ YoY	L4Q Q2 17	L4Q Q2 18	Δ YoY
Order Intake	622.0	688.3	10.7%	2,402.9	2,637.5	9.8%
<i>adjusted</i> ¹			5.2%			9.2%
Sales	585.5	653.2	11.6%	2,317.6	2,499.2	7.8%
<i>adjusted</i> ¹			7.3%			7.3%
Order Backlog	667.0	898.5	34.7%	667.0	898.5	34.7%
Operating EBITDA	96.9	91.0	-6.0%	391.4	380.3	-2.8%
Operating EBITDA Margin	16.5%	13.9%	-261bps	16.9%	15.2%	-167bps
Operating EBIT	82.4	75.6	-8.3%	332.7	319.7	-3.9%
Operating EBIT Margin	14.1%	11.6%	-251bps	14.4%	12.8%	-156bps
Operating ROCE ²	21.2%	17.7%	-355bps	21.2%	17.7%	-355bps

Sales by Customer Industry



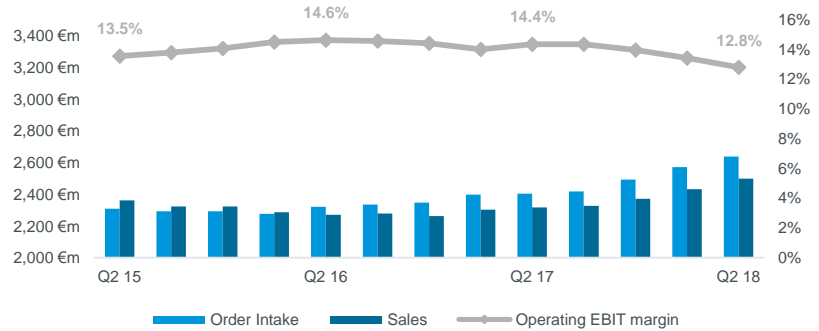
Dairy Farming 12% YoY
Dairy Processing 26% YoY
Food 19% YoY
Beverages -7% YoY
Pharma/Chemical 2% YoY
Other Industries -7% YoY
BA Equipment 8% YoY

Sales by Region

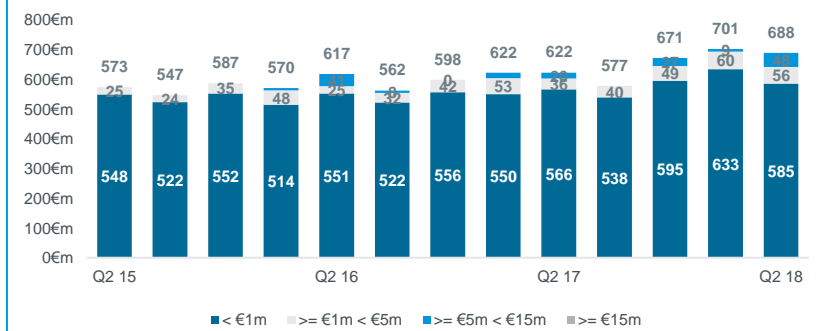


Asia-Pacific -9% YoY -7% adj. YoY
DACH & Eastern Europe 13% YoY 9% adj. YoY
Latin America 26% YoY 28% adj. YoY
North America 5% YoY 11% adj. YoY
Northern/Central Europe 9% YoY 8% adj. YoY
Western Europe, M. East & Africa 18% YoY 12% adj. YoY
BA Equipment 8% YoY 7% adj. YoY

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



Order Intake Development by Size

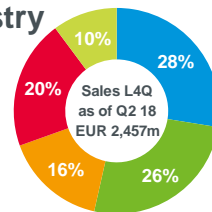


¹ Adjusted = before FX and structural effects; ² Op. ROCE (L4Q) = op. EBIT (L4Q) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average L12M)
GEA Q2 2018 Figures

BA Solutions – Q2 2018 figures

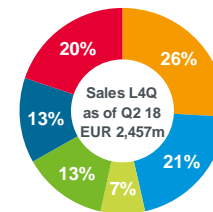
[in EUR million]	Q2 17	Q2 18	Δ YoY	L4Q Q2 17	L4Q Q2 18	Δ YoY
Order Intake						
	671.5	755.3	12.5%	2,489.4	2,465.7	-1.0%
<i>adjusted</i> ¹			14.9%			1.0%
Sales						
	601.7	633.4	5.3%	2,418.9	2,456.6	1.6%
<i>adjusted</i> ¹			7.4%			3.7%
Order Backlog	1,794.5	1,726.8	-3.8%	1,794.5	1,726.8	-3.8%
Operating EBITDA	35.1	37.6	7.2%	154.0	140.2	-8.9%
Operating EBITDA Margin	5.8%	5.9%	11bps	6.4%	5.7%	-66 bps
Operating EBIT	30.7	31.2	1.8%	134.9	117.6	-12.8%
Operating EBIT Margin	5.1%	4.9%	-17 bps	5.6%	4.8%	-79 bps
Operating ROCE ²	18.2%	15.7%	-246 bps	18.2%	15.7%	-246 bps

Sales by Customer Industry



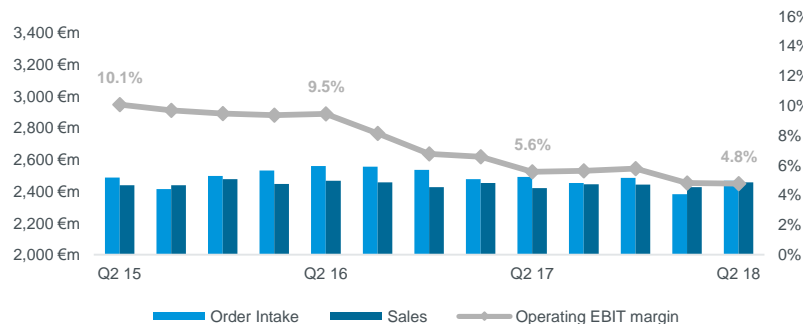
Dairy Processing	-2% YoY
Food	12% YoY
Beverages	-4% YoY
Pharma/Chemical	-2% YoY
Other Industries	-5% YoY
BA Solutions	2% YoY

Sales by Region

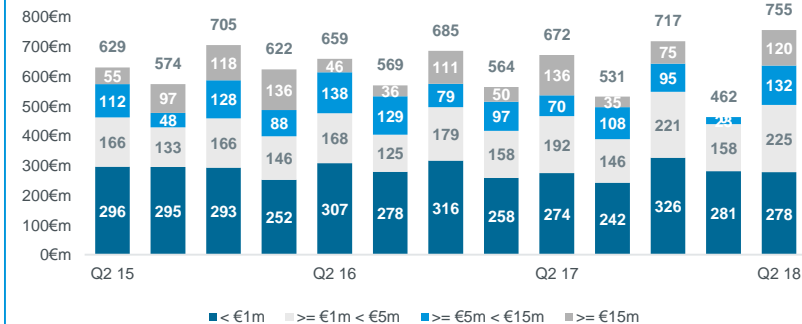


Asia-Pacific	6% YoY	10% adj. YoY
DACH & Eastern Europe	22% YoY	19% adj. YoY
Latin America	8% YoY	14% adj. YoY
North America	-6% YoY	1% adj. YoY
Northern/Central Europe	-13% YoY	-13% adj. YoY
Western Europe, M. East & Africa	-5% YoY	-5% adj. YoY
BA Solutions	2% YoY	4% adj. YoY

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



Order Intake Development by Size



¹ Adjusted = before FX and structural effects; ² 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 Q2 2018 Figures

Order intake Q2 2018

in EURm	Q2 18 vs. Q2 17		Q2 18 vs. Q1 18		Q1 - Q2 18 vs. Q1 - Q2 17		L4Q Q2 18 vs. L4Q Q2 17	
	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %
Order Intake	1,241		1,103		2,377		4,684	
previous period								
Structural Change	66	5.3%	0	0.0%	132	5.6%	141	3.0%
Currency Translation	-47	-3.8%	6	0.5%	-105	-4.4%	-174	-3.7%
Like-for-Like Development	123	9.9%	275	24.9%	81	3.4%	208	4.4%
Order Intake	1,383	11.4%	1,383	25.4%	2,486	4.6%	4,859	3.7%
current period								

in EURm	Q2 18 vs. Q2 17		Q2 18 vs. Q1 18		Q1 - Q2 18 vs. Q1 - Q2 17		L4Q Q2 18 vs. L4Q Q2 17	
	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %
Sales	1,138		1,039		2,142		4,536	
previous period								
Structural Change	61	5.3%	0	0.0%	102	4.8%	116	2.6%
Currency Translation	-48	-4.2%	3	0.3%	-99	-4.6%	-154	-3.4%
Like-for-Like Development	76	6.7%	184	17.7%	122	5.7%	231	5.1%
Sales	1,227	7.8%	1,227	18.1%	2,266	5.8%	4,729	4.2%
current period								

Working capital development [in €m]

GEA, in €m	Q1 17	Q2 17	Q3 17	Q4 17	Q1 18	Q2 18	Δ YoY	Δ QoQ
+ Inventories	671	664	683	660	751	787	123	36
+ Trade receivables w/o POC	839	830	818	927	851	936	106	85
- Advance Payments w/o POC	225	251	235	196	215	230	-21	15
+ Net trade receivables w/o POC	614	579	583	730	636	706	126	70
+ POC receivables	442	493	462	465	426	497	5	71
+ POC liability	399	430	400	445	414	452	21	38
+ Net POC receivables	44	62	62	20	12	46	-17	33
- Trade payables	568	600	597	736	638	692	91	53
= Working Capital	760	706	731	674	761	847	142	87

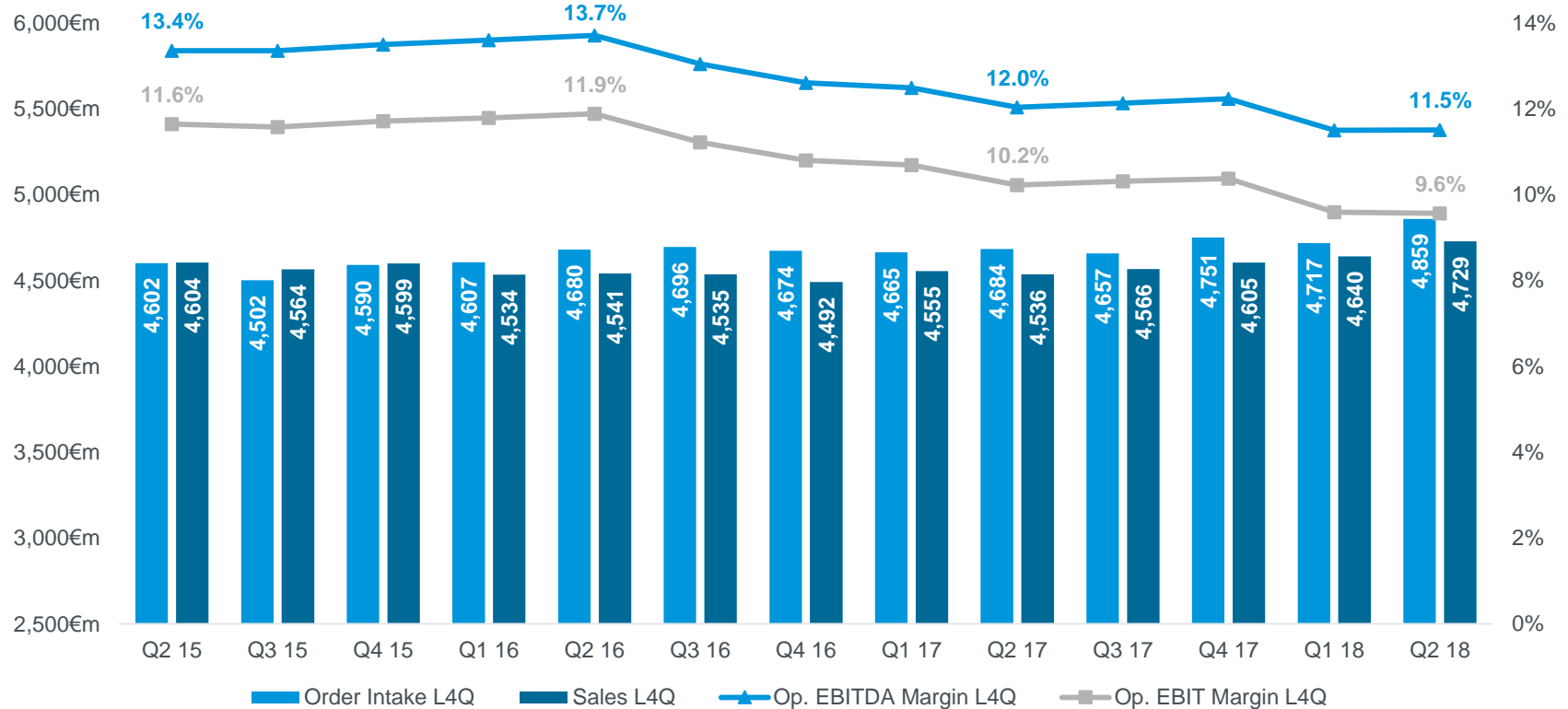
Factoring level with little monthly variation: L12M average as at June 2018 slightly above comparable figure 12 months ago.

Definition:

Red = Working capital increase

Green = Working capital reduction

Order Intake, Sales, Operating Margins



Reported order intake development YoY/QoQ as of Q2 2018

	Q2 18 Quarter selective		Q2 18 L4Q	Share of order intake	
	QoQ	YoY	YoY	Q2 18	L4Q
Dairy Farming	↓	↓	↑	13%	1.05
Dairy Processing	↑	↑	→	18%	0.95
Food	↑	↑	↑	30%	1.03
Beverages	↑	↑	↑	11%	1.05
Food & Beverages	↑	↑	↑	72%	1.01
Pharma	↑	↑	↓	7%	1.00
Chemical	↑	↑	↑	8%	1.20
Pharma/Chemical	↑	↑	→	15%	1.09
Oil & Gas	↓	↓	↑	1%	1.20
Marine	→	↑	↑	2%	1.11
Others	↑	↓	↓	10%	1.01
Other Industries	↑	↓	↓	13%	1.04
GEA	↑	↑	→	100%	1.03

Less than -5% ↓	Between -5% and -1% ↘	Between -1% and 1% →	Between 1% and 5% ↗	More than 5% ↑
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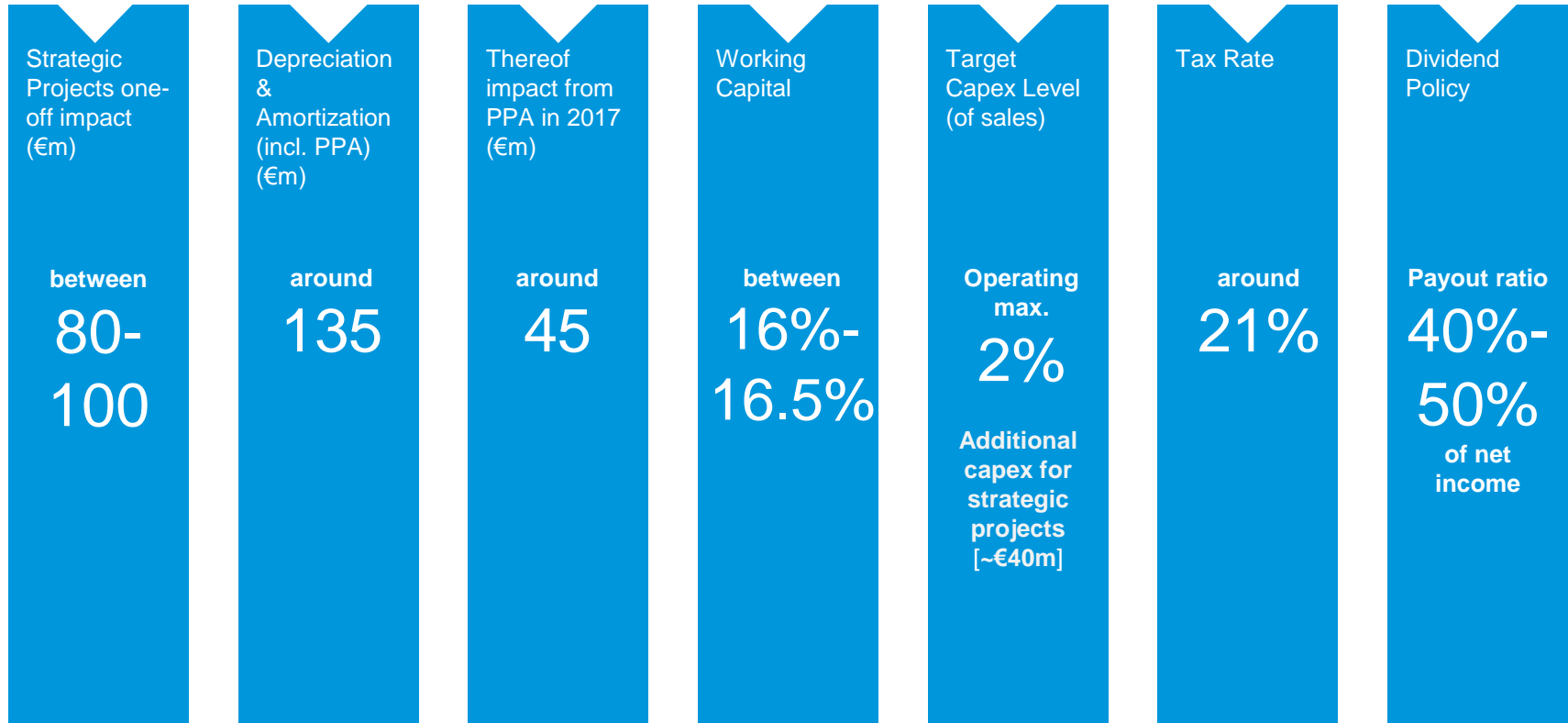
Order intake split as of Q2 2018 L4Q: Top 20 countries account for 73% of GEA's order intake

Country	Share of Total order intake	Growth y/y	BtB
USA	16%	→	1.05
China	9%	↑	1.28
Germany	9%	↓	0.96
France	4%	↑	1.14
Russia	4%	↑	1.24
Great Britain	3%	↑	1.05
Netherlands	3%	↘	0.93
Spain	3%	↘	0.95
Belgium	2%	↑	1.31
Italy	2%	↑	0.99
Brazil	2%	↑	1.11
Canada	2%	↓	0.86
India	2%	↓	0.81
Japan	2%	↑	1.40
Poland	2%	↗	0.72
Ireland	2%	↑	1.37
Mexico	2%	↓	1.11
Australia	2%	↓	0.92
Korea	1%	↑	1.91
Emerging Markets	40%	↑	1.04
GEA	100%	↗	1.03

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

45% of order intake	↑
3% of order intake	↗
18% of order intake	↗
7% of order intake	↘
28% of order intake	↓

Additional financial information for FY2018



	Group-level guidance	Comment
Revenue	CAGR 2018-22 of 3.5% – 4.5%	<ul style="list-style-type: none"> ▪ Including acquisitions Pavan and VIPOLL ▪ Major future portfolio measures not included ▪ At average 2017 FX rates ▪ Going forward, adjustments will only be made for strategic projects such as manufacturing footprint, other material restructuring and portfolio measures
Operating EBITDA Margin	Increase to 13.5% – 15.5%	

Mid-term guidance is based on the assumption of no major changes in global economic growth and no substantial slow-down in any of GEA's customer industries.

Development of various currencies priced in Euro, yoy change

Currency	%weight H1 18*	H1 2017 (average)	H1 2018 (average)	Δ H1 2018 vs. H1 2017	FY 2017 (average)	FY 2018 (estimate)**	Δ FY 2018 estimate vs. FY 2017
EUR / EUR	47%	-	-	-	-	-	-
EUR / USD	15%	0.923	0.826	-11%	0.885	0.858	-3%
EUR / CNY	5%	0.134	0.130	-3%	0.131	0.130	-1%
EUR / DKK	5%	0.134	0.134	0%	0.134	0.134	0%
EUR / GBP	4%	1.162	1.137	-2%	1.141	1.129	-1%
EUR / CAD	2%	0.692	0.647	-6%	0.683	0.648	-5%
EUR / NZD	2%	0.654	0.591	-10%	0.629	0.580	-8%
EUR / SGD	2%	0.658	0.623	-5%	0.642	0.629	-2%
EUR / PLN	2%	0.234	0.237	1%	0.235	0.229	-3%
EUR / INR	2%	0.014	0.013	-10%	0.014	0.013	-8%
EUR / RUB	2%	0.016	0.014	-13%	0.015	0.014	-10%

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

** H2 2018 average assumed to equal spot rate as of June 29th 2018

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	1.02	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 ¹	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 ²	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%

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

² 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	Q4 17	Q1 18	Q2 18
BA-Equipment	587	573	547	587	570	617	562	598	622	622	577	671	701	688
BA-Solutions	588	629	574	705	622	659	569	685	564	672	531	717	462	755
Cons./Other	-47	-53	-52	-46	-48	-54	-46	-60	-50	-52	-51	-71	-61	-61
GEA	1,127	1,149	1,068	1,246	1,144	1,222	1,084	1,223	1,136	1,241	1,057	1,317	1,103	1,383
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	Q4 17	Q1 18	Q2 18
BA-Equipment	608	581	558	502	563	616	603	567	656	667	661	758	881	899
BA-Solutions	1,684	1,653	1,634	1,585	1,702	1,783	1,756	1,743	1,781	1,795	1,690	1,655	1,591	1,727
Cons./Other	-37	-39	-44	-34	-37	-40	-35	-46	-48	-52	-52	-62	-71	-71
GEA	2,256	2,195	2,148	2,054	2,229	2,359	2,324	2,264	2,389	2,410	2,300	2,351	2,401	2,554
Sales €m	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17	Q4 17	Q1 18	Q2 18
BA-Equipment	527	588	559	650	491	571	567	634	532	586	576	678	592	653
BA-Solutions	526	613	594	742	495	634	585	712	521	602	609	711	504	633
Cons./Other	-47	-51	-47	-56	-45	-48	-51	-52	-48	-49	-54	-57	-57	-60
GEA	1,006	1,150	1,107	1,336	941	1,157	1,101	1,293	1,004	1,138	1,131	1,331	1,039	1,227
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	Q4 17	Q1 18	Q2 18
BA-Equipment	0.8%	-2.5%	-9.6%	-4.4%	-6.5%	-0.8%	1.5%	-1.8%	6.4%	1.6%	3.4%	8.0%	10.5%	7.3%
BA-Solutions	-2.5%	-5.8%	-6.0%	-1.5%	-6.3%	-0.1%	-4.3%	-6.8%	0.6%	-5.9%	5.5%	2.2%	-0.3%	7.4%
GEA	-0.9%	-4.1%	-8.0%	-3.3%	-6.4%	-0.1%	-1.8%	-4.4%	3.3%	-2.5%	4.3%	4.7%	4.5%	6.7%
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	Q4 17	Q1 18	Q2 18
BA-Equipment	0.99	0.98	0.99	0.99	1.00	1.02	1.03	1.04	1.04	1.04	1.04	1.05	1.06	1.06
BA-Solutions	1.03	1.02	0.99	1.01	1.03	1.04	1.04	1.04	1.01	1.03	1.00	1.02	0.98	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	1.03	1.02	1.03
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	Q4 17	Q1 18	Q2 18
BA-Equipment	67	84	92	138	72	86	91	134	69	97	93	130	66	91
BA-Solutions	32	58	52	113	26	62	19	77	24	35	21	81	0	38
Cons./Other	-1	-3	-1	-11	-5	-3	3	4	4	-10	6	13	0	4
GEA	98	139	144	240	94	145	113	214	96	122	121	224	67	133
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	Q4 17	Q1 18	Q2 18
BA-Equipment	12.8%	14.4%	16.5%	21.2%	14.7%	15.1%	16.1%	21.1%	13.0%	16.5%	16.2%	19.2%	11.2%	13.9%
BA-Solutions	6.1%	9.5%	8.7%	15.2%	5.3%	9.7%	3.2%	10.8%	4.5%	5.8%	3.5%	11.4%	0.0%	5.9%
GEA	9.8%	12.1%	13.0%	17.9%	10.0%	12.6%	10.2%	16.6%	9.6%	10.8%	10.7%	16.8%	6.4%	10.8%
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	Q4 17	Q1 18	Q2 18
BA-Equipment	64	28	90	126	72	89	89	122	67	93	85	124	66	90
BA-Solutions	32	31	45	95	23	62	16	62	22	32	19	78	0	37
Cons./Other	-3	-52	-25	-1	-10	-14	-4	-7	1	-19	3	-7	-8	-5
GEA	93	6	110	220	85	137	100	178	91	107	107	195	57	123

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	Q4 17	Q1 18	Q2 18
BA-Equipment	54	72	78	123	59	72	78	117	55	82	79	114	51	76
BA-Solutions	27	53	47	107	22	57	14	72	19	31	17	75	-5	31
Cons./Other	-3	-5	-2	-13	-7	-4	1	5	2	-11	4	11	-2	2
GEA	79	120	123	218	74	125	92	194	76	102	99	201	44	109
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	Q4 17	Q1 18	Q2 18
BA-Equipment	10.3%	12.2%	14.0%	18.9%	12.0%	12.6%	13.7%	18.5%	10.4%	14.1%	13.7%	16.9%	8.6%	11.6%
BA-Solutions	5.2%	8.7%	7.8%	14.5%	4.4%	9.0%	2.3%	10.1%	3.6%	5.1%	2.7%	10.6%	-1.1%	4.9%
GEA	7.8%	10.4%	11.1%	16.3%	7.9%	10.8%	8.3%	15.0%	7.6%	8.9%	8.8%	15.1%	4.2%	8.9%
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	Q4 17	Q1 18	Q2 18
BA-Equipment	46	8	72	100	54	70	70	100	49	74	66	102	41	66
BA-Solutions	26	25	38	82	16	54	7	56	15	25	12	68	-8	29
Cons./Other	-5	-54	-27	-3	-11	-15	-6	-6	0	-21	0	-9	-10	-7
GEA	67	-21	83	180	59	108	70	149	64	79	78	161	24	88
Capital Employed €m ¹	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17	Q4 17	Q1 18	Q2 18
BA-Equipment	1,520	1,527	1,531	1,544	1,539	1,537	1,539	1,540	1,557	1,569	1,572	1,629	1,713	1,811
BA-Solutions	391	417	461	515	541	596	634	677	734	742	744	738	731	748
Cons./Other	63	63	62	61	56	54	60	77	79	80	79	68	71	72
GEA	1,974	2,007	2,053	2,120	2,137	2,188	2,234	2,293	2,370	2,391	2,396	2,434	2,516	2,631
ROCE ²	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17	Q4 17	Q1 18	Q2 18
BA-Equipment	18.1%	15.0%	15.2%	14.7%	15.3%	19.3%	19.1%	19.0%	18.5%	18.6%	18.3%	17.8%	16.5%	15.2%
BA-Solutions	61.3%	51.0%	42.8%	33.1%	29.8%	31.9%	25.1%	19.7%	18.0%	14.0%	14.6%	16.3%	13.3%	13.4%
GEA	22.7%	16.4%	14.5%	14.6%	14.1%	19.7%	18.7%	16.9%	16.5%	15.1%	15.4%	15.6%	13.6%	13.3%

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

² 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	FY 2017
BA-Equipment	1,197	1,338	1,941	2,169	2,230	2,295	2,293	2,347	2,492
BA-Solutions	1,590	1,892	2,202	2,429	2,586	2,423	2,496	2,535	2,484
Cons./Other	-99	-129	-156	-173	-188	-199	-199	-208	-225
GEA	2,688	3,100	3,987	4,425	4,628	4,520	4,590	4,674	4,751
Order Backlog €m	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
BA-Equipment	365	379	510	558	554	533	502	567	758
BA-Solutions	811	975	1,118	1,298	1,492	1,540	1,585	1,743	1,655
Cons./Other	-16	-20	-30	-26	-31	-35	-34	-46	-62
GEA	1,161	1,334	1,599	1,830	2,015	2,038	2,054	2,264	2,351
Sales €m	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
BA-Equipment	1,244	1,314	1,914	2,084	2,164	2,308	2,324	2,262	2,371
BA-Solutions	1,638	1,749	2,060	2,233	2,338	2,404	2,475	2,426	2,442
Cons./Other	-68	-101	-146	-175	-182	-196	-200	-196	-208
GEA	2,814	2,963	3,828	4,142	4,320	4,516	4,599	4,492	4,605
Adj. Sales Growth	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
BA-Equipment					4.9%	8.0%	-4.2%	-1.8%	4.9%
BA-Solutions					7.7%	3.5%	-3.9%	-4.4%	0.6%
GEA			16.4%	3.4%	6.5%	5.6%	-4.2%	-3.1%	2.5%
BiB ratio L4Q	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
BA-Equipment		1.02	1.01	1.04	1.03	0.99	0.99	1.04	1.05
BA-Solutions		1.08	1.07	1.09	1.11	1.01	1.01	1.04	1.02
GEA		1.05	1.04	1.07	1.07	1.00	1.00	1.04	1.03
Op. EBITDA €m	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
BA-Equipment	162	192	278	288	313	351	382	384	389
BA-Solutions	99	125	196	213	233	266	255	183	161
Cons./Other	-13	-7	-5	-7	-16	-26	-16	-1	13
GEA	249	311	470	494	530	591	621	566	564
Op. EBITDA margin	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
BA-Equipment	13.0%	14.6%	14.5%	13.8%	14.4%	15.2%	16.4%	17.0%	16.4%
BA-Solutions	6.1%	7.2%	9.5%	9.5%	10.0%	11.1%	10.3%	7.6%	6.6%
GEA	8.8%	10.5%	12.3%	11.9%	12.3%	13.1%	13.5%	12.6%	12.2%
Reported EBITDA €m	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
BA-Equipment	143	175	258	224	312	341	309	372	370
BA-Solutions	73	109	196	213	233	265	203	163	152
Cons./Other	-28	-12	-14	-16	-30	-65	-82	-34	-23
GEA	188	272	440	420	515	540	430	501	499

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	FY 2017
BA-Equipment	135	158	239	247	267	298	327	326	331
BA-Solutions	83	108	177	193	214	248	235	164	141
Cons./Other	-26	-18	-13	-15	-23	-33	-23	-5	6
GEA	192	248	403	426	459	514	539	485	478
Op. EBIT margin	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
BA-Equipment	10.8%	12.0%	12.5%	11.9%	12.4%	12.9%	14.1%	14.4%	14.0%
BA-Solutions	5.1%	6.2%	8.6%	8.7%	9.2%	10.3%	9.5%	6.8%	5.8%
GEA	6.8%	8.4%	10.5%	10.3%	10.6%	11.4%	11.7%	10.8%	10.4%
Reported EBIT €m	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
BA-Equipment	113	137	198	149	247	268	227	293	290
BA-Solutions	53	88	172	190	211	243	171	133	120
Cons./Other	-42	-23	-23	-25	-38	-71	-88	-39	-30
GEA	124	202	347	314	420	440	309	387	381
Capital Employed €m ¹	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
BA-Equipment		642	1,175	1,403	1,455	1,506	1,544	1,540	1,629
BA-Solutions		361	370	408	371	375	515	677	738
Cons./Other		67	74	77	69	62	61	77	68
GEA		1,069	1,620	1,887	1,895	1,943	2,120	2,293	2,434
ROCE ²	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
BA-Equipment		21.4%	16.8%	10.6%	17.0%	17.8%	14.7%	19.0%	17.8%
BA-Solutions		24.4%	46.5%	46.5%	56.7%	64.7%	33.1%	19.7%	16.3%
GEA		18.9%	21.4%	16.7%	22.1%	22.6%	14.6%	16.9%	15.6%

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

² 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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