



2013 Annual General Meeting  
Oberhausen, April 16, 2014

**Speech of the CEO**  
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## Speech by Jürg Oleas, Chairman of the Executive Board of GEA Group Aktiengesellschaft, at the Annual General Meeting of the Company on April 16, 2014

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Many thanks, dear Dr. Heraeus, dear shareholders of GEA Group, dear guests:

Jointly with my Board colleagues, Dr. Helmut Schmale, Markus Hüllmann and Dr. Stephan Petri, I am delighted to welcome you all to this year's Annual General Meeting here in Oberhausen. We are very pleased to see that, once again, so many of our shareholders have come to attend the meeting to personally inform themselves about the progress of their company.

Ladies and gentlemen, I would like to begin by elaborating on the performance of our business in the fiscal year 2013.

2013 has been a particularly successful fiscal year for GEA Group in spite of the difficult business environment. Important regional markets fared worse than projected by various experts in early 2013. Thus, the International Monetary Fund had to revise down its assumptions on economic growth two times in the course of the year. The fact that, nonetheless, we managed to reach our targets while simultaneously achieving significant organic growth in terms of order intake, underlines the strength of GEA's product portfolio. Notably the increase in order intake to an overall amount of approx. EUR 6.1 billion and a further enhancement of our operating margin bear testimony to this development.

In addition, the fiscal year just ended has seen important strategic decisions aimed at ensuring that the Group is geared up for the future.

Naturally, the most significant of them was our decision to separate from the GEA Heat Exchangers Segment after conducting a comprehensive review of our portfolio. At the end of the year, the Segment was reclassified to discontinued operations. The necessary conditions for doing so were satisfied.

Moreover, our „GEA 2020“ strategy defines how we want to position our Company in the future.

Our guidance released in February 2013 for the fiscal year just ended still included the figures relevant to the GEA Heat Exchangers Segment. Referring to this overview, I would like to explain the different figures to you.

In total, order intake experienced a 5.5 percent organic growth that would even have amounted to 6.8 percent excluding the GEA Heat Exchangers Segment. Despite the impact of distinct adverse currency movements, order intake totaled just under EUR 6.1 billion in the fiscal year just ended, while it would have added up to more than EUR 4.6 billion without GEA Heat Exchangers.

The same applies to revenue. In this respect, we met our forecast of moderate organic growth by achieving an overall level of 3.1 percent. Excluding GEA Heat Exchangers, organic growth would have been as high as 6.5 percent.

As to EBITDA, our objective was to bring it to a level of around EUR 700 million. Our first forecast for the fiscal year 2013 had not included any significant one-off expenses. However, mainly due to our decision to discontinue operations in the GEA Heat Exchangers Segment, we anticipated considerable one-off expenses in the low double-digit million euro range. As a result, we updated our EBITDA forecast posted in the half-yearly financial report accordingly. Adjusted for one-off expenses in the amount of EUR 28.2 million as well as currency effects, operating EBITDA totaled EUR 701 million at year-end.

With respect to the cash flow driver margin, we had initially aimed at a minimum level of 8.0 percent for 2013. Based on our computed interim figures, we were already able to raise this level to a minimum of 9.0 percent when reporting our third quarter financial results. Ultimately, the margin totaled 9.4 percent and, thus, clearly exceeded this target.

In the fiscal year just ended, we improved our cash flow drivers by EUR 176 million. This means that we managed to accomplish our objective of further reducing debt. At year-end, our debt amounted to EUR 179 million.

This sum includes dividend payments of almost EUR 106 million for the fiscal year 2012.

Today, the Supervisory Board and the Executive Board will propose a dividend of 60 cents per share for the 2013 fiscal year. This would be the highest dividend in two decades.

Apart from a few exceptions, my explanations on the 2013 fiscal year will focus on continuing operations. I will talk about the development of GEA Heat Exchangers later on.

The performance of our operating segments was characterized by different dynamics:

GEA Food Solutions reported organic revenue growth of 6.5 percent. From the second quarter onwards, the result of operations at EBITDA level was positive and finally amounted to EUR 3.8 million for the full year.

In spite of a difficult start to the 2013 fiscal year, GEA Farm Technologies was able to maintain its level of sales. The operating EBITDA margin was nearly on par with the prior-year level.

On the basis of the very high level it had attained in the previous year, GEA Mechanical Equipment continued to perform well. The Segment succeeded in enhancing its organic revenue by 6.5 percent. EBITDA climbed to a new all-time high of EUR 211 million.

GEA Process Engineering posted an above-average 7.5% increase in organic growth. Once again, we managed to boost our operating EBITDA margin - which had already been excellent in the two preceding years - by 90 basis points to currently 11.3 percent. For the engineering sector, this profitability is remarkable.

With more than 9 percent, GEA Refrigeration Technologies also generated above-average organic revenue growth. The operating EBITDA margin of the segment climbed to a new record high of 9.6 percent.

As mentioned above, the Group's order intake from continuing operations in 2013 grew by approx. 5 percent to more than EUR 4.6 billion, while the German Engineering Association (VDMA) ascertained a 2 percent decline of the whole sector in the last year.

As already mentioned, organic growth was as high as 6.8 percent. The EUR 203 million increase was mainly due to larger orders that accounted for a volume of more than EUR 15 million. Their share of overall volume went up from circa 7 percent in the prior year to around 12 percent.

Particularly worth noting is order intake in the GEA Mechanical Equipment Segment that crossed the EUR 1 billion mark for the first time on record. Organic growth amounted to nearly 7 percent, while GEA Process Engineering enjoyed even more dynamic organic growth. With more than 14 percent, the segment posted a new all-time high order intake of more than EUR 2 billion. In this context, the Segment benefited from the rising demand for dairy processing equipment.

Our revenue rose approximately 4 percent to EUR 4.3 billion. Thus, just like order intake, consolidated revenue from continuing operations reached a record high. Organic growth, excluding adverse currency movements, in particular, amounted to 6.5 percent.

Revenue increase in the GEA Process Engineering Segment does not yet mirror the substantial rise in order intake. This is due to the fact that there are larger individual orders which entail longer project durations.

A revenue breakdown by industry illustrates the huge proportion of sales currently generated by the food and beverage industry within the new GEA. Leaving out GEA Heat Exchangers, it climbed to currently 72 percent. Including the Segment, this share would merely have added up to 55 percent.

Accounting for more than one third of our sales, dairy processing plays a particularly important role. It mainly embraces components, systems and plant engineering in the fields of dairy, yoghurt and cheese processing, as well as our GEA milking technology.

Furthermore, this chart also shows quite well how low our dependence on volatile markets such as oil & gas as well as the power plant sector has become. The oil & gas industry only accounts for 3 percent of revenue, while power plants with a proportion of around one percent are subsumed under „others“.

In 2013 our 3 key sales markets continued to be the USA as well as China and Germany.

The proportion of sales generated in emerging markets has remained stable at 40 percent. In this context it must be taken into consideration that, in 2013, we won various orders, like dairy processing plants in Western Europe, that will mainly serve the purpose of generating end products destined for consumers in Asia. For this reason, GEA enjoys more indirect benefits from faster growing emerging markets than indicated by the above figures.

The proportion of the Group's service business in the 2013 fiscal year remained unchanged and amounted to approximately 27 percent as in the previous year. However, within the segments, its share varies widely. For instance, the service business generated by our largest segment, GEA Process Engineering, is lower than that of our components business.

Due to the fact that it is less cyclical and promotes long-term customer relations, the service business is of vital strategic importance to us. Last but not least, the service business generates above-average profits. This is why we intend to further grow the share of our revenue in this field.

In total, we increased our result of operations by 7.2 percent to EUR 530 million in the fiscal year just ended.

As you will see from the chart, we have been able to further enhance our operating income across the board.

After a slight decrease in 2012, the operating EBITDA margin climbed back to its 2011 record level. This graph illustrates that, due to a large variety of different measures, we have been able to one more time grow our margin over the recent years. Our focus is on further enhancing the EBITDA margin.

The slight margin decline we experienced in the year of crisis, 2009, and the swift recovery that was to follow also clearly underline GEA's strong position as a company.

With regard to the performance of our average working capital, we can rightly claim that we have made very good progress since 2009. At the end of the fiscal year, our working capital ratio totaled 11.7 percent. This corresponds to an improvement of more than 350 basis points in the period under review.

Subsequent to the major acquisitions undertaken in 2011, working capital went slightly up again in 2012. By engaging in systematic working capital management and incorporating both the cash flow drivers and ROCE into our executive bonus scheme, we ensured that the Group continued to place a clear priority on cash generation.

Even when taking into consideration future acquisitions, our average target corridor is between 11 and 13 percent of revenue.

Next, I will address the development of our net liquidity. In 2013, operating activities including GEA Heat Exchangers generated around EUR 320 million in liquidity.

Payments in the amount of EUR 59 million were made in connection with discontinued operations from the past, i.e. excluding GEA Heat Exchangers – for example in relation to our former plant engineering activities. Due to the provisions set aside for this particular purpose, these payments did not adversely affect earnings.

At the end of the year, our net debt was down to EUR 179 million.

By placing emphasis on the cash flow drivers, we have given GEA a strong focus on the generation of liquidity. This has been instrumental in creating the necessary financial headroom for implementing our strategic growth targets.

Attaining a level of more than 9 percent, we were able to significantly enhance our cash flow driver margin in 2013.

Ladies and gentlemen, at the end of the year our Company employed 17,750 people in continuing operations. The recruitment of 582 additional employees was mainly attributable to the strong growth experienced by the GEA Mechanical Equipment and GEA Process Engineering Segments. In geographic terms, we have once again disproportionately increased our capacities in Asia/Pacific.

Compared with a total of 496 apprentices and trainees employed in the prior year, we ended the fiscal year with a total number of 516 - 424 of them in Germany. Our vocational training ratio at domestic level was 6.9 percent and, thus, continued to exceed our own needs.

On behalf of all Executive Board members, I should like to take this opportunity to thank all our staff for their dedication and outstanding achievements. After all, they are the very foundation on which the success of the whole company is built. In these thanks I would like to explicitly include the employee representatives at home and abroad.

For precisely this reason, the Executive Board has decided to allow our employees to share in the company's excellent result and to pay out a bonus in the amount of roughly EUR 5 million to non-executive employees worldwide for the fiscal year 2013 – a bonus granted for the fifth year in a row.

Now, I would like to briefly elaborate on the GEA Heat Exchangers Segment.

Due to the fact that measures were taken at an early stage and are largely completed, it has been possible to enhance the operating EBITDA margin despite a decline in sales.

At this point, I would like to underline that the GEA Heat Exchangers Segment has retained its strong foothold in the market. Thanks to its products, it enjoys an outstanding market position and economic growth. Our restructuring efforts over the previous years have been instrumental in this development.

Later during my speech, I will come back to the reasons for this separation and expand on the current state of play.

Let us take a brief look at the balance sheet.

Including GEA Heat Exchangers, total assets as of December 31, 2013, remained practically unchanged, holding steady from the previous year.

On the one hand, the EUR 149 million change in equity was due to the profit for the year in the amount of EUR 336 million; on the other hand, it resulted from dividend payments totaling EUR 106 million. On top of that, currency translation effects entailed a EUR 84 million reduction in equity.

Compared to the end of 2012, we improved our equity ratio by 2.1 percent to a level of 35.8 percent.

GEA's financial position has remained sound. Just under EUR 1 billion of the committed credit lines in the overall amount of around EUR 1.7 billion had been drawn down by the end of the fiscal year just ended.

For securing the long-term funding of the Group, we obtained a new EUR 650 million syndicated credit facility in the form of a Club Deal in August 2013. It replaces the facility of identical volume that was due to expire in June 2015. A reduction in margin combined with a further extension of the due date resulted in a further optimization of the Company's financing structure. This gives us sufficient financial headroom for safeguarding the future development of the Company.

To ensure that we continue to enjoy unrestricted access to international capital markets, our investment grade rating is of substantial importance.

The credit rating awarded to GEA by the two rating agencies Moody's and Fitch has remained unchanged and is considered to be „investment grade with a stable outlook“.

This brings me on to my next point, namely the performance of our share.

All in all, GEA's share climbed considerably throughout 2013. On December 27, it spiked up to a new record price of EUR 34.89, the highest level in two decades. Our share closed at EUR 34.60 on December 30, which means that our share price increased by 41.4 percent in 2013. In terms of total shareholder return – TSR – GEA's share price even went up 44.5 percent, as the TSR formula assumes a full reinvestment of the dividend.

Thus, our share outperformed both the DAX and the MDAX in the fiscal year just ended. Pitted against the STOXX® Europe TMI Industrial Engineering benchmark index, our share fared even better.

On account of this positive performance, GEA's market capitalization had gone up to around EUR 6.7 billion by the end of the 2013 fiscal year. This corresponds to an increase of approximately EUR 2 billion.

The above-mentioned STOXX® Europe TMI Industrial Engineering Index lists around 60 leading European mechanical and plant engineering companies. This makes it the most important benchmark index for measuring the performance of our share.

The chart shows that GEA's share performance clearly outperformed the benchmark index over various periods of time. Once again, this underscores that purchasing shares in our Company was a good investment.

Our profit for the full year 2013 amounted to EUR 336 million. This equals earnings per share of EUR 1.75.

In line with our objective to distribute one third of our net earnings as a dividend, the Executive Board and the Supervisory Board have proposed to pay an increased dividend of 60 cents per share versus 55 cents in the previous year.

This higher dividend per share will also result in a 9 percent increase in the amount of dividends paid out to you, dear shareholders, which represents a new 20-year record high.

With 60 cents per share, we have considerably increased our dividend compared to 2009, when we paid out an amount of 40 cents per share for the fiscal year 2008. In this context it must be taken into consideration that 2008 was GEA's most successful year prior to the financial and economic crisis.

Ladies and gentlemen, allow me to briefly elaborate on today's agenda.

This agenda is known to you from the notice of the annual general meeting you received and, by and large, self-explanatory. Nonetheless, I would like to explain agenda items 6, 7, 8 and 9 in more detail.

Under agenda item 6 we propose that you approve the substitution of existing Authorized Capital III, which is due to expire in a few days' time, by a new Authorized Capital III in the same amount. As in the past, the proposed Authorized Capital III will authorize the Executive Board to increase the nominal capital of the Company by issuing new share certificates against contributions in cash or in kind by an amount of up to EUR 99 million with the consent of the Supervisory Board. As before, the creation of new Authorized Capital III will allow the Company to remain in a position to quickly and flexibly procure additional equity, if required, to ensure that it will have the capacity to swiftly respond to acquisition opportunities that may open up, to name but one example. However, currently there are no actual plans to exercise this authorization.

The authorization provides that, in principle, shareholders must be granted subscription rights if the proposed Authorized Capital III is utilized. However, under certain circumstances, the Executive Board shall also have the authority to exclude such subscription rights when acting with the consent of the Supervisory Board. The specific possibilities of excluding subscription rights as well as further details relating to the proposed Authorized Capital III are explained in the Executive Board's comprehensive written report on agenda item 6 which you will find in the notice of the annual general meeting.

In addition to the report compiled in the run-up to the Annual General Meeting, I would like to draw your attention to the following points on behalf of the entire Executive Board. Of course, we are well aware of the fact that the extent of the exclusion of subscription rights is of elementary importance to the shareholders. The proposed motion for resolution provides for authorized capital in the amount of up

to 19 percent of the current nominal capital. If this authorization is exercised, the shareholders' subscription rights may be fully excluded with the consent of the Supervisory Board, if necessary. We believe that the motion we submitted to you is reasonable, as it takes into account the interests of the shareholders while simultaneously ensuring the flexibility needed by the Company.

However, this year has seen a considerably lower number of shareholders who registered to participate in our Annual General Meeting. After the expiry of the registration deadline, total registrations only amounted to 28.8 percent of nominal capital. As a consequence, we have an extraordinarily low attendance rate today. For this reason the Executive Board is concerned that agenda item 6 might probably not meet with the approval of the shareholders attending today's Annual General Meeting – unlike in previous years, when attendance rates would probably have ensured this approval.

Therefore, the Executive Board has decided to issue the following supplementary statement: Irrespective of the fact that the original motion for resolution will remain unchanged and be put to the vote, the Executive Board irrevocably undertakes to only make use of its authorization to exclude shareholders' subscription rights to such an extent that the entirety of shares to be issued against contributions in kind and in cash while excluding shareholders' subscription rights shall not exceed 10 percent of the Company's nominal capital, neither at the time of effectiveness nor at the time this authorization is exercised.

The full text of this statement was already published on the Internet yesterday. Printouts of the statement are available at the information desk in the foyer. In addition, the attesting notary, Dr. Zimmermann, will enter the Executive Board's statement into the minutes.

We are convinced that this undertaking takes due account of potential concerns of shareholders with regard to the published motion for resolution. Please, allow me one more time to underline that the motion for resolution submitted under agenda item 6 will remain unchanged and will be put to the vote as published in the German Federal Gazette on March 7, 2014. Nonetheless, the Executive Board already undertakes today, that, should the Annual General Meeting adopt the motion, it will only exercise the authorization to exclude subscription rights up to a total amount of 10 percent of nominal capital, should it - with the consent of the Supervisory Board - decide to use the authorized capital at a later point in time.

Under agenda items 7 to 9, the Executive Board and the Supervisory Board propose that you adopt the amended and/or revised versions of a total of 19 existing domination and profit & loss transfer agreements as well as four existing profit and loss transfer agreements concluded between GEA Group Aktiengesellschaft and various subsidiaries.

It was necessary to revise these agreements on account of a change in fiscal law. For the purposes of recognition as a fiscal unity for corporation tax purposes with a controlled entity in the legal form of a limited liability company (GmbH), it will be necessary to conclude an agreement on a transfer of losses with reference to the provisions under s. 302 of the German Stock Corporation Act (Aktiengesetz) „as amended from time to time“ from now on. Should this legally required formulation not be stipulated in the existing domination and/or profit & loss transfer agreements, while the fiscal unity is to remain in place, the Law on Corporation Tax (Körperschaftsteuergesetz) requires a corresponding amendment to the agreements by no later than the end of 2014. In accordance with the German Stock Corporation Act this is subject to the approval of the Annual General Meeting. In this context, I would like to refer to the explanations under agenda item 7 of the notice of the annual general meeting as well as the respective reports – under sub-paragraph 2, respectively – that were submitted by the Executive Board of GEA Group AG and the management of the respective controlled entity pursuant to the legal provisions governing the amendment to the affiliation agreements.

Against the backdrop of this change in legislation, we would also like to amend the domination and profit & loss transfer agreements as well as the pure profit & loss transfer agreements that exist within GEA Group for the purpose of updating and legally harmonizing them. In doing so, we expect to facilitate contract management within the Group. The domination and profit & loss transfer agreements to be revised are subsumed under agenda item 8 of the notice of the annual general meeting where you will also find the full text of the proposed harmonized and revised version of these agreements. The profit & loss transfer agreements to be revised are subsumed under agenda item 9. You will also find the full text of the proposed harmonized and revised version in the notice of the annual general meeting.

Merely the two domination and profit & loss transfer agreements under agenda item 7 could not be subjected to a full rewording for legal reasons, as the minimum term under tax law has not yet expired. These agreements were only amended with regard to the respective loss transfer clause as specified in the documents.

All agreements proposed for a rewording, wholly or in part, have in common that the amendments will not entail any economic or operational implications for the respective contracting parties. Apart from that, the main contractual obligations applicable to the parties to the contract, i.e. GEA Group AG's existing right to issue instructions under the domination and profit & loss transfer agreements, the controlled entity's ensuing duty to follow, the obligation to transfer profits on the part of the controlled entity as well as the obligation to cover losses on the part of GEA Group AG, remain unchanged in each of the cases.

Ladies and gentlemen, let us talk about the future GEA now.

In the next section, I would like to give you some explanations on our extensive strategic reorientation that has, amongst others, resulted in our decision to separate from the GEA Heat Exchangers Segment.

Well-managed companies should revise their strategic course every 5 to 7 years. Convinced of the fact that this is the right approach, we, the Executive Board, initiated an extensive review process for strategic reorientation purposes back in 2012. Our aim was to define core themes in connection with GEA's overall strategic development and to ensure a sustainable policy of value enhancement within the group of companies. This structured analysis and decision-making process embraced several stages.

A first step involved the definition of guidelines governing the long-term strategic development of the Group. This was followed by a second step that included a comprehensive review of the existing portfolio. The latter gave priority to technology know-how as well as market-related application know-how.

Subsequent to in-depth discussions in the committees, we decided in favor of putting a stronger focus on our portfolio to further reinforce our position as leading system provider for the food industry and other demanding process industries. In this context, the heat exchangers business no longer forms part of our core business, because it lacks group-wide synergy potentials, which is why we finally decided in favor of a separation from this Segment.

Following was a comprehensive review process that analyzed growth paths in individual applications and defined strategic directions for the remaining core business areas. This is to guarantee a stronger focus on the customers' point of view. It is worth mentioning that the application strategy also includes an analysis of potential acquisition targets.

Within the framework of this logical sequence of analyses, we are also examining which organizational prerequisites must be met to ensure that we provide maximum support to achieve the organic and external growth we have envisaged. This represents our latest initiative called „GEA Fit for 2020“. In their entirety, these measures are designed to further improve and strengthen the Group's sustainable competitiveness until the year 2020.

GEA's future portfolio structure is geared towards further strengthening our leading market positions in the dairy and liquid food sectors. In addition, we will expand our footprint in animal proteins, other types of food such as edible oils or starch, as well as packaging. Thus, the food industry will account for roughly three quarters of our business in the future.

Apart from the food sector, we will also continue to promote growth in other exacting customer industries that are related as they involve process technology. In the future, they will make up around one quarter of our business and mainly comprise the pharmaceutical and chemical sectors.

Ladies and gentlemen, allow me to make a few remarks on the divestiture of the Heat Exchangers Segment.

The purchase agreement was signed. The sale is based on an enterprise value of approximately 1.3 billion euros. The transaction is still subject to the approval of the competent antitrust regulators. Closing of the transaction is expected by the end of the year.

We are pleased that, with Triton, we have found a reputable owner for the Heat Exchangers Segment. HX has a strong foothold in the market, enjoys an outstanding market position with its products and is commercially successful. In its capacity as investor, Triton brings in the perspective of further developing the business potential of HX in the best way possible.

With the divestment of the GEA Heat Exchangers Segment, GEA Group increases its food processing technology share to over 70 percent of group revenue. We will primarily use the proceeds from the sale for further reinforcing our core business by means of targeted acquisitions.

Starting with the Quarterly Financial Report for the first quarter 2014, we will further consolidate our group structure. The independent GEA Food Solutions Segment will be integrated into the Mechanical Equipment Segment.

We hope to harness further synergies by amalgamating these two segments. The ensuing increase in profit margin at GEA Food Solutions is expected to further support GEA's average performance in the future.

Additional structural changes will result from „GEA Fit for 2020“. Due to the fact that our review and analysis process is still under way, we will not be able to provide any further details before the end of the year, at the earliest.

As the food industry accounts for nearly 75 percent of our sales, it makes sense to redefine our revenue breakdown by customer segment. From now on, we will distinguish between milk production and milk processing in the dairy sector.

For instance, the milk production industry will embrace milking equipment and all other equipment we supply to milk producers, while the dairy processing sector will include equipment for the production of baby food on the basis of milk powder, to name but one example.

As before, the food and beverage industries will incorporate all other customer segments in the food sector.

Without taking into consideration the discontinued Heat Exchangers Segment, we will only distinguish between the two main sectors ‚pharmaceuticals/chemistry‘ and ‚other industries‘ in the future.

Other customer industries will mainly include the environment, power plants, oil & gas, as well as the shipbuilding sector.

Starting with the Q1 Quarterly Financial Report 2014, we will adapt our reporting structure accordingly.

Ladies and gentlemen, innovation is crucial to our competitive edge. By giving you the following example, I would like to illustrate our permanent endeavors to make the technical processes of our customers more efficient.

The production process of many beverages, such as orange juice, includes an intermediate step that involves the extraction of concentrate. So far, the classical concentration process has been based on evaporation. However, this process always entails a considerable loss of flavoring agents and nutrients.

Our engineers succeeded in developing an alternative procedure up to the point at which it is market-ready. The new feature they have come up with is that, during the concentration process, the water is not removed by means of evaporation, but icing. This process is much more gentle and ensures that the juices produced from the concentrates at a later stage have a more natural taste and retain more vitamins.

Ladies and gentlemen, at the end of my speech I would like to present an outlook for the current 2014 fiscal year.

Our plans for the current fiscal year 2014 are based on our assumption that the positive business trend and the favorable economic development in all essential sales markets will continue. Provided that there is no unexpected slowdown in global economic growth and, given that there is a constant currency basis versus 2013, while excluding both acquisition and one-off effects, we are aiming for a moderate growth in revenue and an operating EBITDA of between EUR 550 - 590 million in 2014. Under the same conditions, the cash flow driver margin is expected to reach a level of between 9 and 9.5 percent.

Our strategy of acquiring companies that will open up new markets for GEA or actively complement our portfolio in existing markets has not changed and will remain valid. This way, we want to offer our customers an ever-wider range of services from a single source.

Nonetheless, considering the uncertainties in the global financial markets, we will pay particular attention to the financial feasibility of these plans in order to ensure that GEA enjoys a sound credit rating in the capital markets.

Despite clearly adverse currency movements, we have increased our sales to EUR 951 million in the first quarter of 2014. Organic growth amounted to approximately 6 percent. All segments have been instrumental in this development.

On May 6, we will release our detailed figures for the first quarter.

Ladies and gentlemen, let me put into a nutshell what I have told you today:

I have elaborated on the business performance in 2013 and explained the respective earnings figures. Together, we have taken a look at the sales performance during the 1st quarter of 2014. And I have given you an overview of GEA's strategic reorientation process.

Now I have come to the end of my presentation.

My colleagues and I hope that you, our shareholders, are happy and satisfied with the performance of your investment and that you share our enthusiasm for this fantastic company.

In the current fiscal year, we will continue to do everything in our power to advance GEA, and, in doing so, also act in your very interest.

Thank you very much for listening. Now, my colleagues and I will be very happy to answer your questions.



*We live our values.*

Excellence • Passion • Integrity • Responsibility • GEA-versity

GEA Group is a global engineering company with multi-billion euro sales and operations in more than 50 countries. Founded in 1881 the company is one of the largest providers of innovative equipment and process technology. GEA Group is listed in the STOXX® Europe 600 Index.

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