

# Bilanzpressekonferenz

Vorläufige Zahlen Geschäftsjahr 2016

DÜSSELDORF, 7. FEBRUAR 2017



Diese Präsentation enthält in die Zukunft gerichtete Aussagen. Diese können insbesondere Aussagen zu zukünftigen Events, Ertragslage, Plänen, Strategien, Erwartungen, Prognosen, Wettbewerb, Regulierungen sowie Angebot und Nachfrage enthalten. In die Zukunft gerichtete Aussagen sind durch Wörter wie unter anderem „erwarten“, „beabsichtigen“, „planen“, „antizipieren“, „glauben“ und „schätzen“ gekennzeichnet. Diese Aussagen basieren auf unseren derzeitigen Annahmen und Prognosen. Sie sind mit Risiken und Unsicherheiten verbunden, so dass tatsächliche Erträge, Vermögensverhältnisse oder sonstige Ergebnisse erheblich von den hier wiedergegebenen Erwartungen abweichen können. Verursacht werden können derartige Änderungen in der Entwicklung durch einen Wandel im wirtschaftlichen und geschäftlichen Umfeld, Schwankungen von Wechselkursen und Zinsen, die Markteinführung von konkurrierenden Produkten, eine schlechte Akzeptanz von neuen Produkten oder Leistungen oder Anpassungen der Unternehmensstrategie. Angesichts dieser Unsicherheiten sollten sich Leser nicht übermäßig auf diese Aussagen verlassen. In die Zukunft gerichtete Aussagen müssen von uns nicht an Änderungen der Verhältnisse angepasst werden.

Aufgrund von Rundungen kann die Summe in Prozent von Auftragseingängen, Verkäufen nach Regionen sowie nach Kundenindustrie von 100 Prozent abweichen.

1. Vorläufige Ergebnisse Q4 2016
2. Vorläufige Finanzaahlen Q4 2016
3. Ausblick Geschäftsjahr 2017

## Vorläufige Kennzahlen Q4 2016

Auftragseingang (in Mio. EUR)	Umsatz (in Mio. EUR)	Operatives EBITDA (in Mio. EUR)	Operatives EBIT (in Mio. EUR)	Operativer ROCE (L12M)*	Operative CFT- Marge (L12M)
<b>1.223</b>	<b>1.293</b>	<b>214</b>	<b>194</b>	<b>21,2%</b>	<b>9,5%</b>
Δ -1,8% YoY	Δ -3,2% YoY	Δ -10,6% YoY	Δ -11,0% YoY	Δ -427 bps YoY	Δ -84 bps YoY
strukturelle Veränderung: +1,9% YoY Wechselkurse: -0,3% YoY	strukturelle Veränderung: +1,8% YoY Wechselkurse: -0,6% YoY	Operative EBITDA-Marge von +16,6% (-136 bps YoY)	Operative EBIT- Marge von +15,0% (-130 bps YoY)	stimmt mit Mittelfristziel von 20% bis 25% überein	(Op. EBITDA - Capex +/- Δ WC [Ø L12M]) / Umsatz

\*operativer ROCE = operatives EBIT/Capital Employed ohne Goodwill von rund 800 Mio. EUR aus dem Erwerb der ehemaligen GEA AG durch die ehemalige Metallgesellschaft AG im Jahr 1999 (Durchschnitt L12M)

CFT = Cash-Flow-Treiber; L12M = Letzte 12 Monate; YoY = im Jahresvergleich

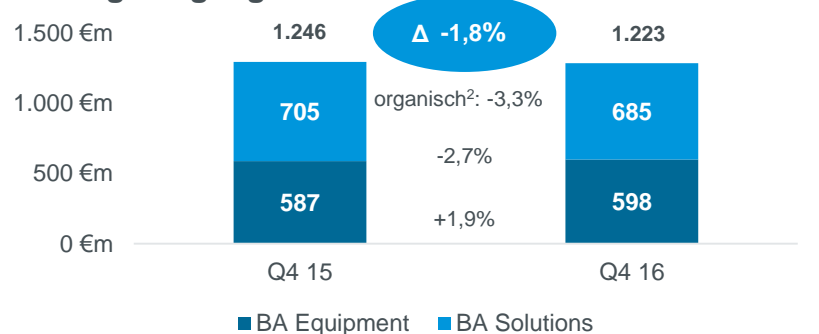
Vorläufige Zahlen Geschäftsjahr 2016

## Am 6. Februar hat GEA mitgeteilt:

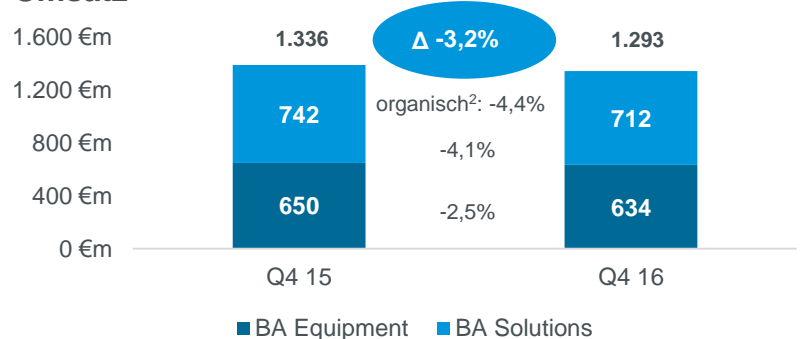
- Aktienrückkaufprogramm von bis zu 450 Mio. EUR beschlossen
- Umsetzung 1. März 2017 bis 28. Februar 2018
- Aktien sollen zum Zwecke des Einzuges zurückgekauft werden
- Aktuell 192,5 Mio. Aktien emittiert

1. Vorläufige Ergebnisse Q4 2016
- 2. Vorläufige Finanzaahlen Q4 2016**
3. Ausblick Geschäftsjahr 2017

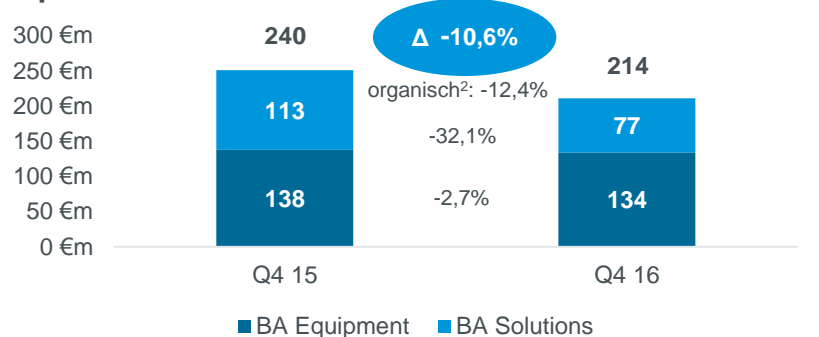
## Auftragseingang<sup>1</sup>



## Umsatz<sup>1</sup>



## Operatives EBITDA<sup>1</sup>



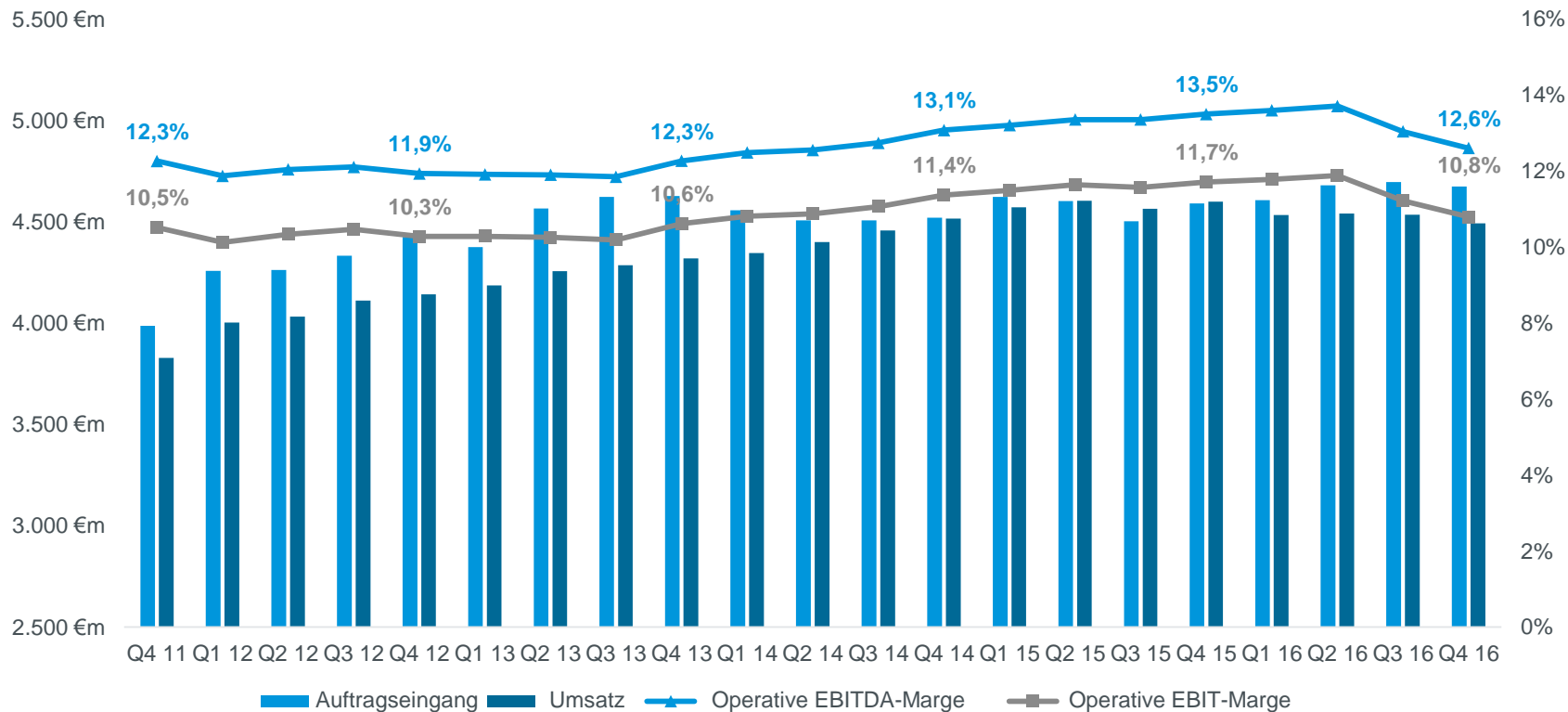
## Operative EBITDA-Marge

	Q4 2015	Q4 2016	Δ YoY
GEA Equipment nach neuer Kostenumlage	21,2%	21,1%	-5 bps
GEA Equipment vor neuer Kostenumlage	21,2%	21,7%	51 bps
GEA Solutions nach neuer Kostenumlage	15,2%	10,8%	-445 bps
GEA Solutions vor neuer Kostenumlage	15,2%	11,4%	-379 bps
<b>GEA</b>	<b>17,9%</b>	<b>16,6%</b>	<b>-136 bps</b>

<sup>1</sup> Unterschied zwischen Summe der BAs und der Gruppe erklären sich aus Konsolidierung/Sonstiges

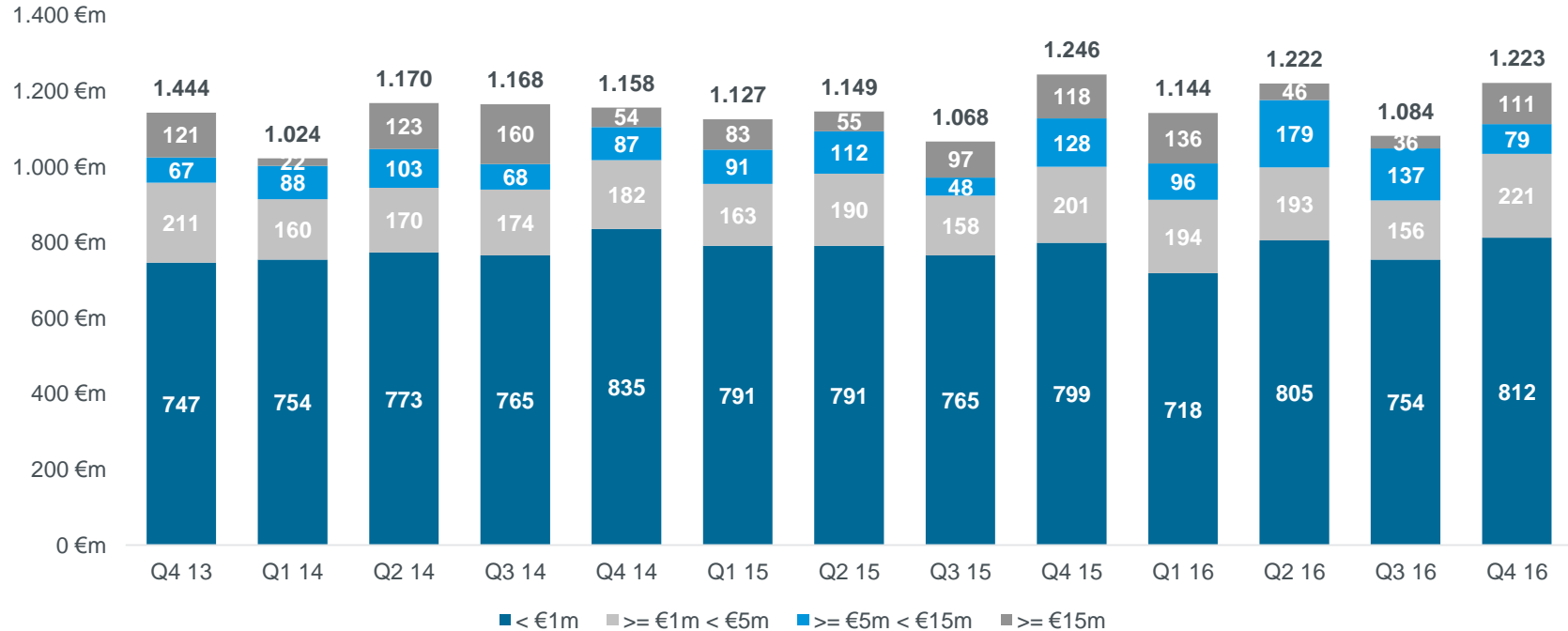
<sup>2</sup> organisch = vor Währungseffekten und Akquisitionen

# Vorläufige Entwicklung L12M: Auftragseingang, Umsatz, operative Margen





# Vorläufiger Auftragseingang nach Größe seit Q4 2013



# Vorläufige Auftragseingangsverteilung zu Q4 2016: Top-20-Länder stehen für 75% des Auftragseingangs

Land	Anteil am Auftragseingang	Wachstum YoY	BtB
USA	17%	↑	1,07
Deutschland	9%	↓	0,98
China	8%	↓	0,93
Frankreich	4%	↓	0,98
Polen	4%	↑	1,51
Niederlande	3%	↓	0,89
Großbritannien	3%	↓	0,87
Spanien	3%	↑	1,13
Indien	3%	↑	1,41
Russland	3%	↓	0,93
Mexiko	2%	↑	1,64
Australien	2%	↑	1,27
Kanada	2%	↑	1,25
Neuseeland	2%	↑	1,18
Belgien	2%	↓	0,96
Brasilien	2%	↘	1,03
Italien	2%	↑	1,06
Japan	2%	↑	1,10
Irland	2%	↓	0,93
Indonesien	1%	↑	1,29
<b>Schwellenländer</b>	<b>38%</b>	↑	<b>1,08</b>
<b>GEA</b>	<b>100%</b>	↗	<b>1,04</b>

Mehr als 5%	↑
Zwischen 1% und 5%	↗
Zwischen -1% und 1%	→
Zwischen -5% und -1%	↘
Weniger als -5%	↓

57% der Auftragseingänge	↑
0% der Auftragseingänge	↗
0% der Auftragseingänge	→
3% der Auftragseingänge	↘
41% der Auftragseingänge	↓

# Vorläufiger Auftragseingang Top-12-Wachstums- länder mit Aufträgen von mind. EUR 20m in 2015

Land	Organisches Wachstum % Y/Y
Mexiko	99,8%
Neuseeland	98,5%
Indien	90,5%
Vietnam	81,1%
Polen	62,6%
Thailand	53,7%
Schweden	44,7%
Schweiz	42,5%
Ägypten	41,9%
Spanien	34,7%
Japan	33,6%
Singapur	30,6%
<b>Gesamt</b>	<b>61,0%</b>

Kleinere Länder profitieren vom OneGEA Vertriebsfokus

# Entwicklung des vorläufigen Auftragseingangs\* YoY/QoQ zum Q4 2016

	Q4 2016 selektiv		2016 L12M	Anteil am Auftragseingang	
	QoQ	YoY	YoY	Q4 2016 L12M	BtB L12M
Milchproduktion	↗	↘	↓	12%	1,02
Milchverarbeitung	↑	↓	↘	21%	1,09
Nahrungsmittel	↑	↑	↑	27%	1,11
Getränke	↘	↓	↓	11%	0,91
<b>Nahrungsmittel &amp; Getränke</b>	↑	↔	↔	<b>71%</b>	<b>1,05</b>
Pharma	↓	↓	↓	7%	1,03
Chemie	↓	↓	↑	7%	0,97
<b>Pharma/Chemie</b>	↓	↓	↘	<b>14%</b>	<b>1,00</b>
Öl & Gas	↑	↓	↓	1%	1,13
Marine	↑	↓	↓	2%	0,97
Andere	↑	↑	↑	11%	1,03
<b>Sonstige Industrien</b>	↑	↑	↑	<b>15%</b>	<b>1,03</b>
<b>GEA</b>	↑	↘	↗	<b>100%</b>	<b>1,04</b>

Weniger als -5%



Zwischen -5% und -1%



Zwischen -1% und 1%



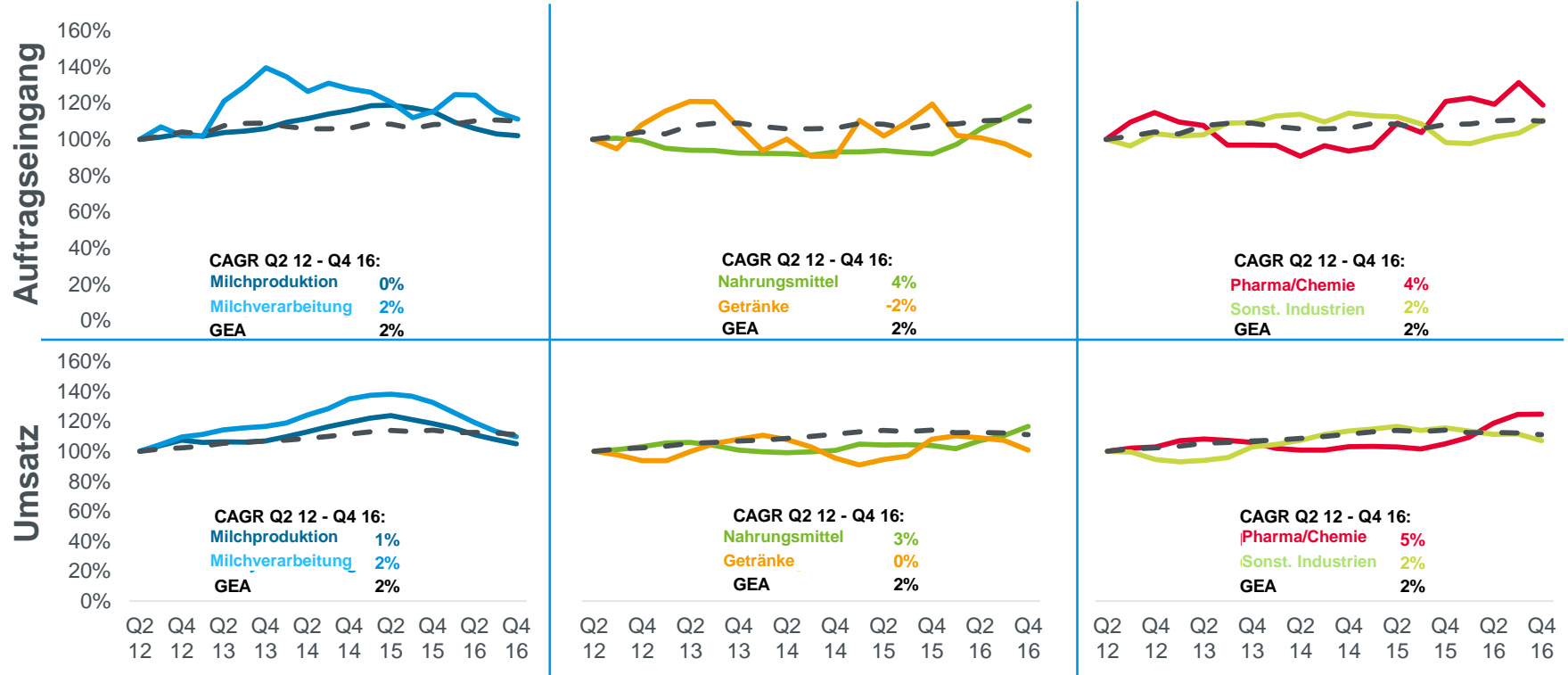
Zwischen 1% und 5%



Mehr als 5%



# Entwicklung vorläufiger Auftragseingang\* und Umsatz\* seit Q2 2012



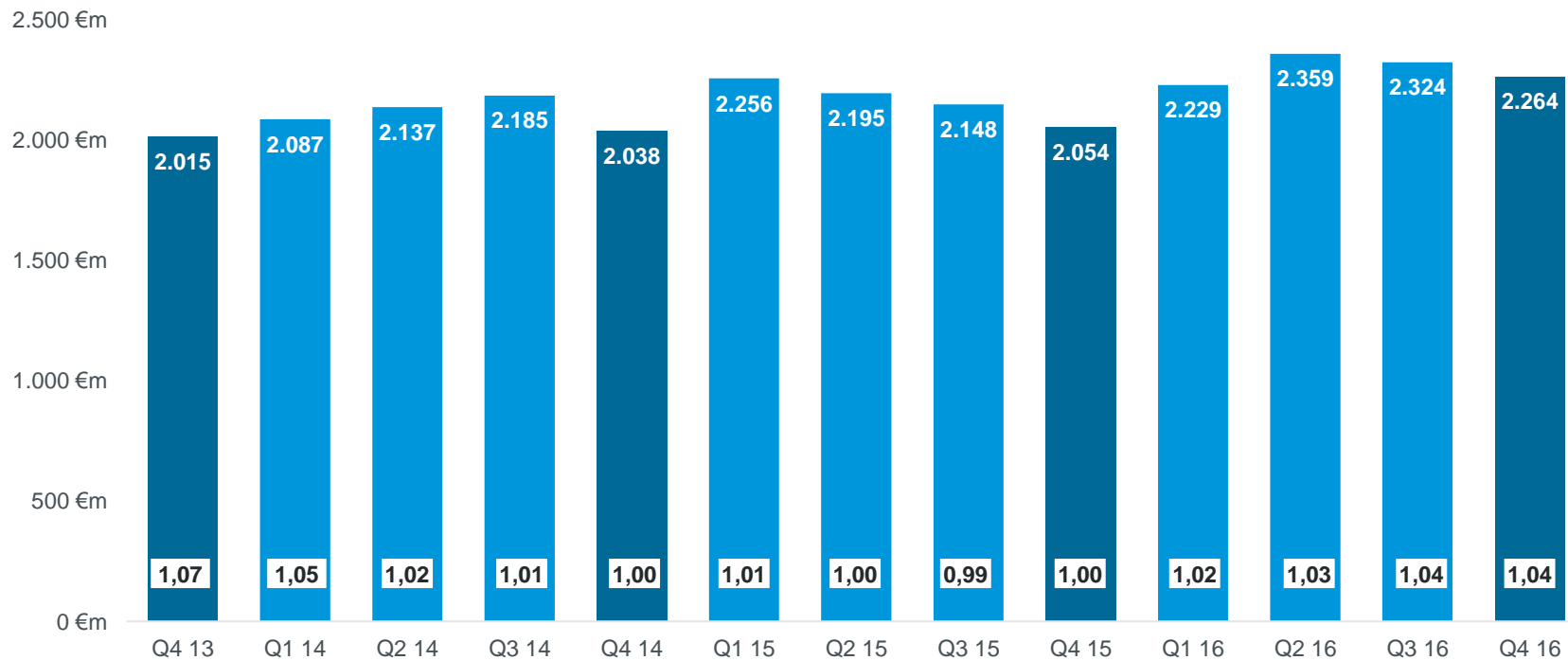
\* L12M

Vorläufige Zahlen Geschäftsjahr 2016

# Vorläufige Book-to-Bill-Ratio und vorläufige Verteilung des Auftragseingangs nach Applikationen

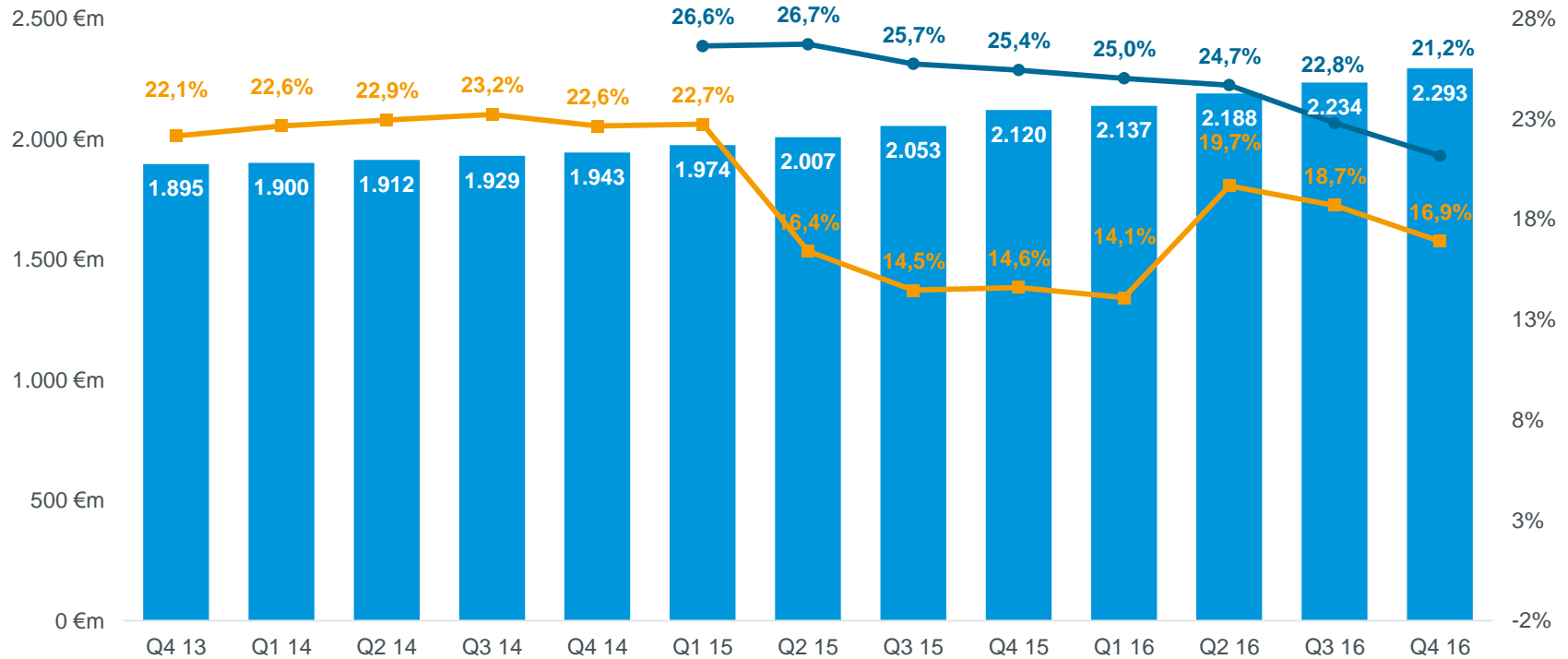
BtB-Ratio L12M	Westeuropa, Naher Osten & Afrika							Gesamt
	Asien Pazifik	DACH & Osteuropa	Westeuropa, Naher Osten & Afrika	Nord- & Mitteleuropa	Lateinamerika	Nordamerika		
Milchproduktion	1,06	1,10	0,89	0,99	1,10	0,99	<b>1,02</b>	
Milchverarbeitung	1,13	1,33	0,82	0,77	1,53	1,13	<b>1,09</b>	
Nahrungsmittel	1,31	1,01	1,08	0,94	0,98	1,25	<b>1,11</b>	
Getränke	0,77	1,01	0,74	0,92	1,25	1,08	<b>0,91</b>	
Pharma	1,06	1,06	1,36	0,82	1,40	0,97	<b>1,03</b>	
Chemie	0,97	0,72	0,95	1,11	2,33	0,87	<b>0,97</b>	
Öl & Gas	1,18	1,23	1,16	0,91	0,66	0,78	<b>1,13</b>	
Marine	0,97	0,99	0,83	0,95	1,29	1,24	<b>0,97</b>	
Andere	0,91	0,97	1,10	1,00	1,22	1,17	<b>1,03</b>	
<b>Gesamt</b>	<b>1,06</b>	<b>1,07</b>	<b>0,98</b>	<b>0,91</b>	<b>1,27</b>	<b>1,09</b>	<b>1,04</b>	
<b>Anteil am AE L12M</b>								
Milchproduktion	1%	3%	1%	1%	1%	5%	<b>12%</b>	
Milchverarbeitung	6%	6%	2%	2%	2%	3%	<b>21%</b>	
Nahrungsmittel	6%	4%	6%	3%	2%	5%	<b>27%</b>	
Getränke	3%	3%	1%	1%	1%	2%	<b>11%</b>	
Pharma	3%	1%	1%	1%	0%	1%	<b>7%</b>	
Chemie	2%	1%	1%	1%	1%	1%	<b>7%</b>	
Öl & Gas	0%	0%	1%	0%	0%	0%	<b>1%</b>	
Marine	1%	0%	0%	1%	0%	0%	<b>2%</b>	
Andere	2%	2%	3%	2%	1%	2%	<b>11%</b>	
<b>Gesamt</b>	<b>24%</b>	<b>21%</b>	<b>17%</b>	<b>13%</b>	<b>7%</b>	<b>19%</b>	<b>100%</b>	

# Entwicklung vorläufiger Auftragsbestand



# L12M BtB-Ratio

# Vorläufige ROCE-Entwicklung zum Q4 2016



Capital Employed (Durchschnitt L12M)

ROCE (Durchschnitt L12M)

op. ROCE (Durchschnitt L12M)

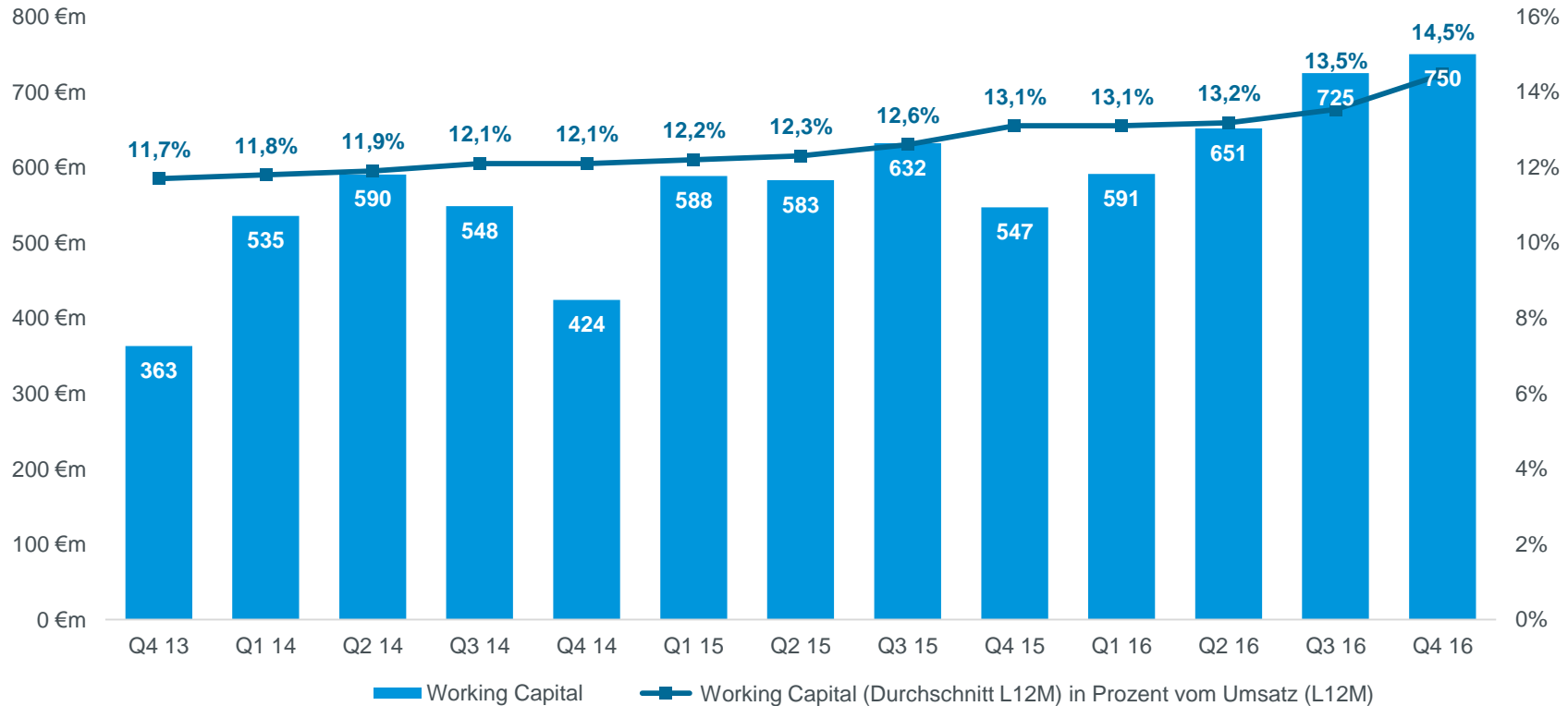
ROCE L12M = EBIT (L12M) / Capital Employed ohne Goodwill von rund 800 Mio. EUR aus dem Erwerb der ehem. GEA AG durch die ehem. Metallgesellschaft AG 1999 (Durchschnitt L12M);

op. ROCE L12M = op. EBIT (L12M) / Capital Employed ohne Goodwill von rund 800 Mio. EUR aus dem Erwerb der ehem. GEA AG durch die ehem. Metallgesellschaft AG 1999 (Durchschnitt L12M)

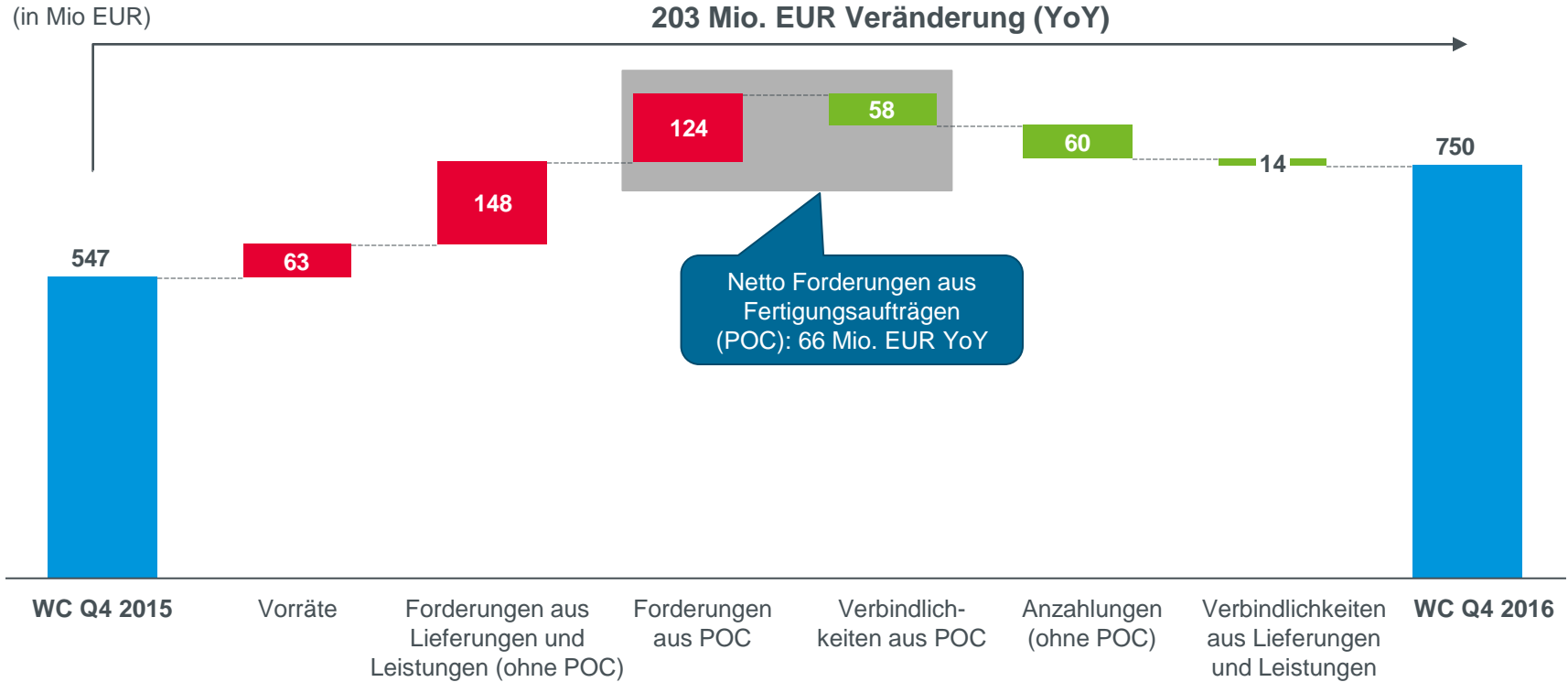
Vorläufige Zahlen Geschäftsjahr 2016



# Vorläufiges durchschnittliches Working Capital (L12M) im Verhältnis zum Umsatz zum Q4 2016



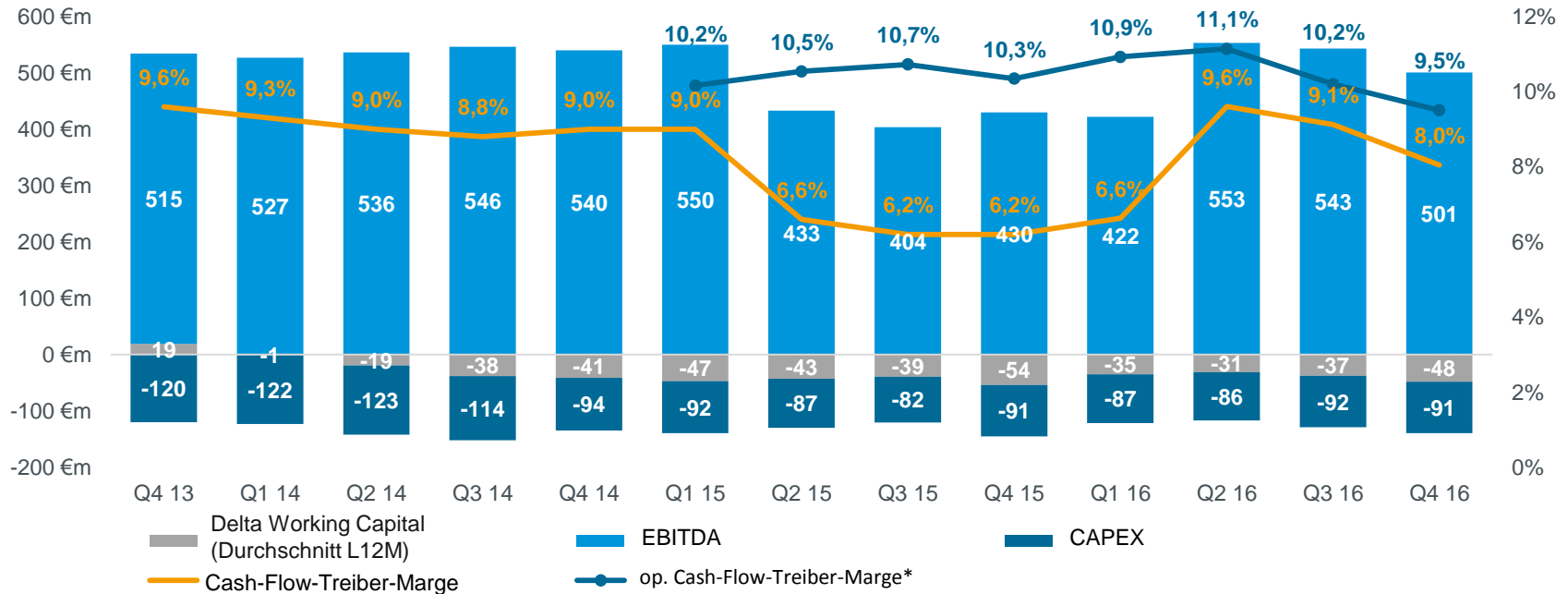
# Vorläufige Entwicklung Working Capital Q4 2015 bis Q4 2016



Hinweis: POC Verbindlichkeiten = Passivischer Saldo aus Fertigungsaufträgen + erhaltene Anzahlungen auf Fertigungsaufträge. Für mehr Informationen vgl. Seite 143, 176, 219 des Geschäftsberichts 2015: <http://www.gea.com/de/investoren/pressemitteilungen-berichte/geschäftsberichte-jahresabschlusse/annual-2015.jsp>

Vorläufige Zahlen Geschäftsjahr 2016

# Vorläufige Cash-Flow-Treiber-Marge Q4 2016

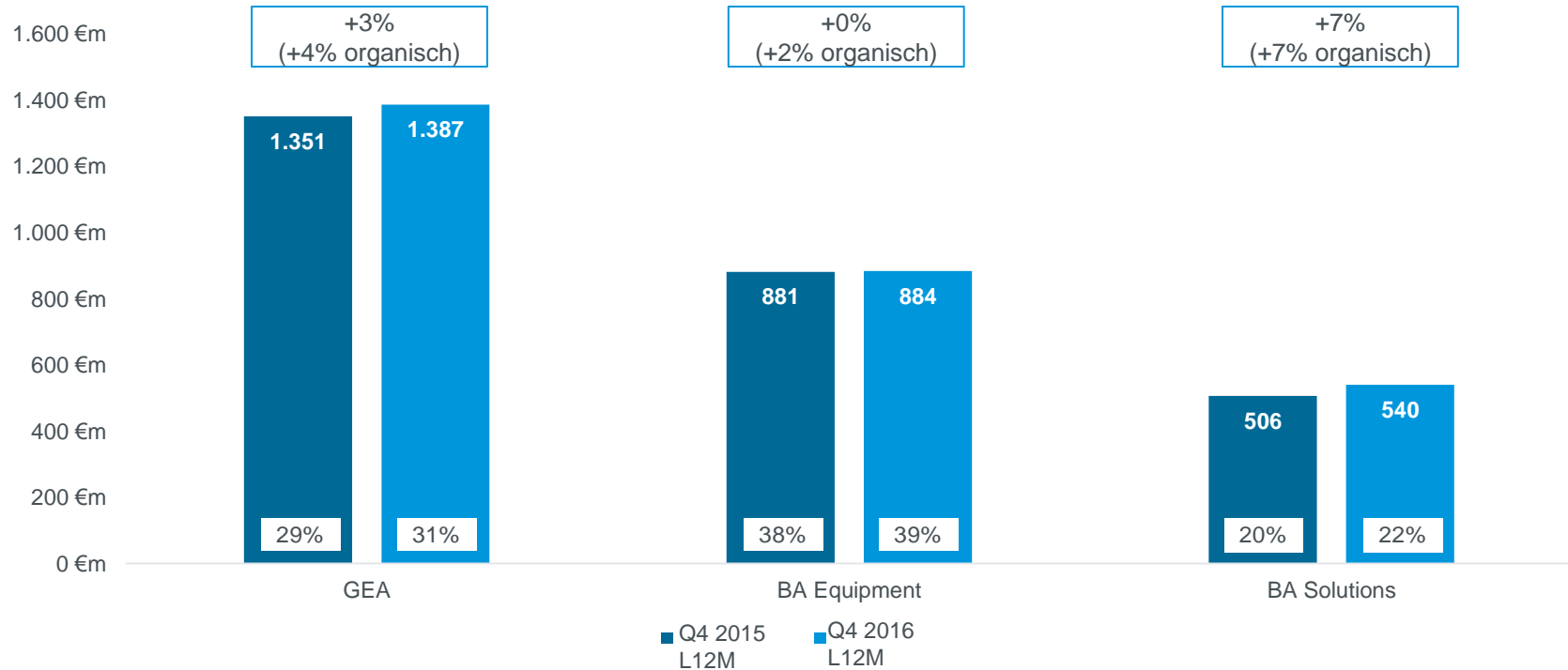


$$\frac{\text{EBITDA}}{\text{Umsatz}} - \frac{\text{Capex}}{\text{Umsatz}} - \frac{\Delta \text{ Working Capital (Durchschnitt L12M)}}{\text{Umsatz}}$$

\*operative Cash-Flow-Treiber-Marge basierend auf operativem EBITDA, nicht auf berichtetem EBITDA

# Vorläufiger Anteil Servicegeschäft 2016: 31% vom Umsatz

## Wachstum Servicegeschäft YoY +3% (+4% organisch)



Hinweis: berichtet = vor Währungseffekten und Akquisitionen

Vorläufige Zahlen Geschäftsjahr 2016

1. Vorläufige Ergebnisse Q4 2016
2. Vorläufige Finanzzahlen Q4 2016
3. Ausblick Geschäftsjahr 2017

Dieser Ausblick steht unter der Voraussetzung, dass es zu keiner Abschwächung des Weltwirtschaftswachstums und keinen wesentlichen nachteiligen Währungseinflüssen kommt. Ferner basiert der Ausblick auf der Annahme, dass es keine deutliche Abschwächung der Nachfrage aus einer relevanten Kundenindustrie bzw. Verschiebungen zwischen den Kundenindustrien gibt, die einen negativen Margeneinfluss haben.

**Umsatz**  
(berichtet)

**Moderates  
Wachstum**

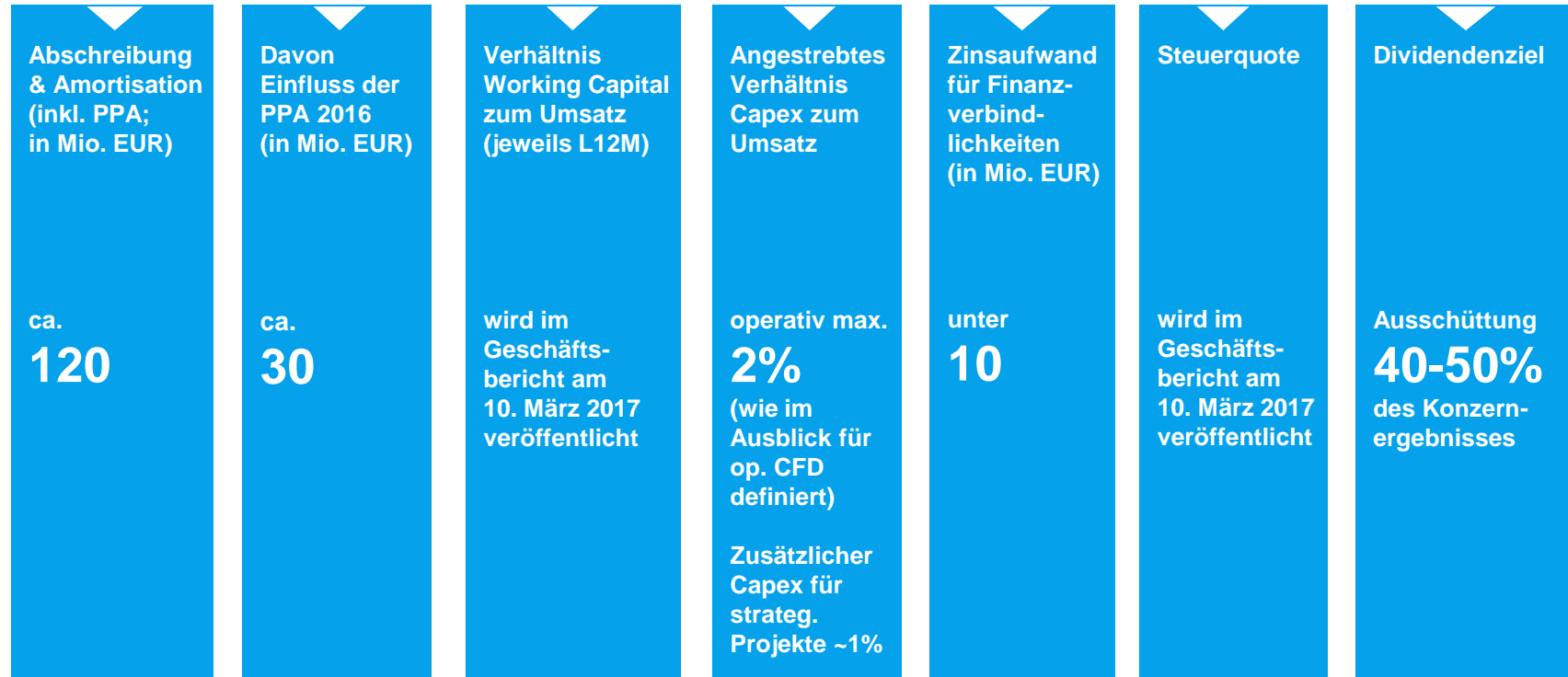
**Operatives EBITDA**  
(vor strategischen Projekten;  
in Mio. EUR)

**620 – 670**

**Operative Cash-Flow-Treiber-Marge**  
(basierend auf op. EBITDA und vor  
Investitionen in strategische Projekte)

**8,5% – 9,5%**

# Zusätzliche Finanzinformationen für das Geschäftsjahr 2017



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## 2017

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10. März 2017

Geschäftsbericht 2016

20. April 2017

Hauptversammlung Geschäftsjahr 2016

9. Mai 2017

Quartalsfinanzbericht Q1 2017

26. Juli 2017

Halbjahresfinanzbericht Q2 2017

26. Oktober 2017

Quartalsfinanzbericht Q3 2017

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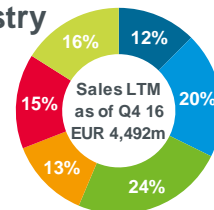




engineering for  
a better world

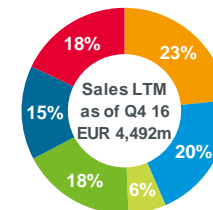
[in EUR million]	Q4 15	Q4 16	Δ YoY	LTM Q4 15	LTM Q4 16	Δ YoY
<b>Order Intake</b>						
	1,245.5	<b>1,223.3</b>	-1.8%	4,590.1	<b>4,673.6</b>	1.8%
<i>adjusted</i> <sup>1</sup>						
			-3.3%			1.4%
<b>Sales</b>						
	1,336.2	<b>1,293.0</b>	-3.2%	4,599.3	<b>4,491.9</b>	-2.3%
<i>adjusted</i> <sup>1</sup>			-4.4%			-3.1%
<b>Order Backlog</b>	2,053.7	<b>2,264.0</b>	10.2%	2,053.7	<b>2,264.0</b>	10.2%
<b>Operating EBITDA</b>	239.8	<b>214.5</b>	-10.6%	621.0	<b>566.3</b>	-8.8%
<b>Operating EBITDA Margin</b>	17.9%	<b>16.6%</b>	-136 bps	13.5%	<b>12.6%</b>	-89 bps
<b>Operating EBIT</b>	217.7	<b>193.8</b>	-11.0%	538.8	<b>485.0</b>	-10.0%
<b>Operating EBIT Margin</b>	16.3%	<b>15.0%</b>	-130 bps	11.7%	<b>10.8%</b>	-92 bps
<b>Operating ROCE (LTM)</b> <sup>2</sup>	25.4%	<b>21.2%</b>	-427 bps	25.4%	<b>21.2%</b>	-427 bps

## Sales by Customer Industry



Dairy Farming	-11% YoY
Dairy Processing	-17% YoY
Food	+12% YoY
Beverages	-7% YoY
Pharma/Chemical	+19% YoY
Other Industries	-7% YoY
GEA	-2% YoY

## Sales by Region

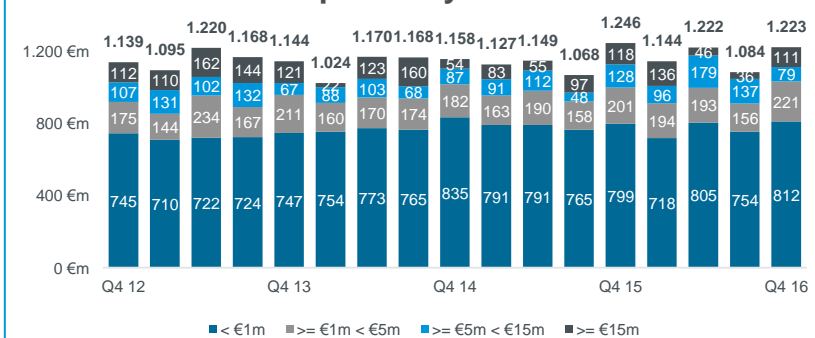


Asia-Pacific	-8% YoY	-7% adj. YoY
DACH & Eastern Europe	-1% YoY	-3% adj. YoY
Latin America	-4% YoY	-7% adj. YoY
North America	-4% YoY	-4% adj. YoY
Northern/Central Europe	-2% YoY	-1% adj. YoY
Western Europe, M. East/Africa	+7% YoY	+4% adj. YoY
GEA	-2% YoY	-3% adj. YoY

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



## Order Intake Development by Size

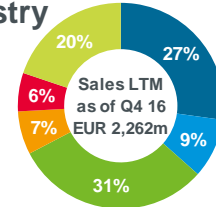


<sup>1</sup> Adjusted = before FX and structural effects; <sup>2</sup> Op. ROCE (LTM) = op. EBIT (LTM) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average LTM)  
Vorläufige Zahlen Geschäftsjahr 2016

# BA Equipment – preliminary Q4 2016 figures

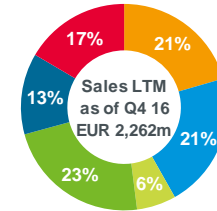
[in EUR million]	Q4 15	Q4 16	Δ YoY	LTM Q4 15	LTM Q4 16	Δ YoY
<b>Order Intake</b>			1.9%			2.3%
<i>adjusted</i> <sup>1</sup>	586.6	<b>597.6</b>	2.0%	2,293.0	<b>2,346.8</b>	3.3%
<b>Sales</b>			-2.5%			-2.6%
<i>adjusted</i> <sup>1</sup>	650.0	<b>633.7</b>	-1.8%	2,323.7	<b>2,262.2</b>	-1.8%
<b>Order Backlog</b>	501.9	<b>567.4</b>	13.0%	501.9	<b>567.4</b>	13.0%
<b>Operating EBITDA</b>	137.6	<b>133.9</b>	-2.7%	381.8	<b>383.5</b>	0.4%
<b>Operating EBITDA Margin</b>	21.2%	<b>21.1%</b>	-5 bps	16.4%	<b>17.0%</b>	52 bps
<b>Operating EBIT</b>	122.9	<b>117.5</b>	-4.5%	326.8	<b>326.0</b>	-0.2%
<b>Operating EBIT Margin</b>	18.9%	<b>18.5%</b>	-38 bps	14.1%	<b>14.4%</b>	35 bps
<b>Operating ROCE (LTM)</b> <sup>2</sup>	21.2%	<b>21.2%</b>	0 bps	21.2%	<b>21.2%</b>	0 bps

## Sales by Customer Industry



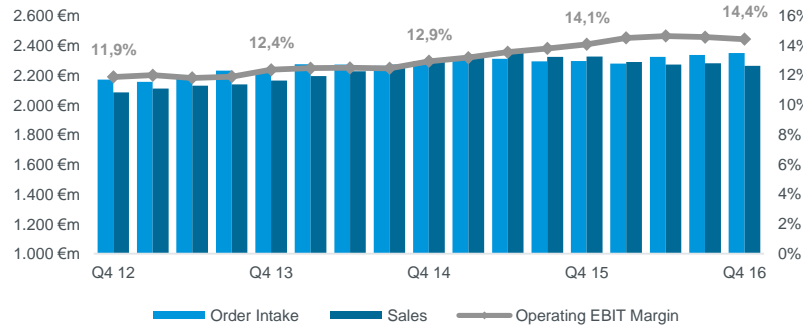
Dairy Farming	-11% YoY
Dairy Processing	-9% YoY
Food	-1% YoY
Beverages	+10% YoY
Pharma/Chemical	+21% YoY
Other Industries	-2% YoY
BA Equipment	-3% YoY

## Sales by Region

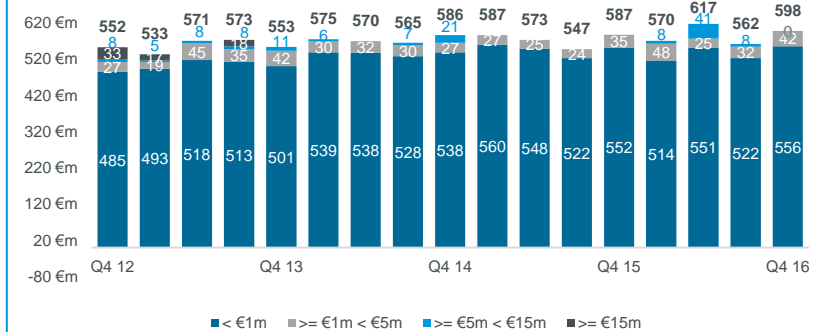


Asia-Pacific	-1% YoY	+0% adj. YoY
DACH & Eastern Europe	-2% YoY	-4% adj. YoY
Latin America	-9% YoY	+0% adj. YoY
North America	-4% YoY	-4% adj. YoY
Northern/Central Europe	-1% YoY	+2% adj. YoY
Western Europe, M. East/Africa	-1% YoY	+0% adj. YoY
BA Equipment	-3% YoY	-2% adj. YoY

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



## Order Intake Development by Size

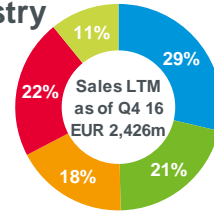


<sup>1</sup> Adjusted = before FX and structural effects; <sup>2</sup> Op. ROCE (LTM) = op. EBIT (LTM) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average LTM)  
Vorläufige Zahlen Geschäftsjahr 2016

# BA Solutions – preliminary Q4 2016 figures

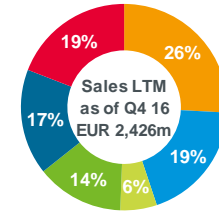
[in EUR million]	Q4 15	Q4 16	Δ YoY	LTM Q4 15	LTM Q4 16	Δ YoY
<b>Order Intake</b>	704.6	<b>685.3</b>	-2.7%	2,495.6	<b>2,534.6</b>	1.6%
<i>adjusted</i> <sup>1</sup>			-5.6%			-0.1%
<b>Sales</b>	741.9	<b>711.6</b>	-4.1%	2,475.2	<b>2,425.7</b>	-2.0%
<i>adjusted</i> <sup>1</sup>			-6.8%			-4.4%
<b>Order Backlog</b>	1,585.4	<b>1,742.5</b>	9.9%	1,585.4	<b>1,742.5</b>	9.9%
<b>Operating EBITDA</b>	113.1	<b>76.7</b>	-32.1%	255.3	<b>183.5</b>	-28.1%
<b>Operating EBITDA Margin</b>	15.2%	<b>10.8%</b>	-445 bps	10.3%	<b>7.6%</b>	-275 bps
<b>Operating EBIT</b>	107.5	<b>71.7</b>	-33.2%	234.8	<b>164.3</b>	-30.0%
<b>Operating EBIT Margin</b>	14.5%	<b>10.1%</b>	-440 bps	9.5%	<b>6.8%</b>	-271 bps
<b>Operating ROCE (LTM)</b> <sup>2</sup>	45.6%	<b>24.3%</b>	-2135 bps	45.6%	<b>24.3%</b>	-2135 bps

## Sales by Customer Industry



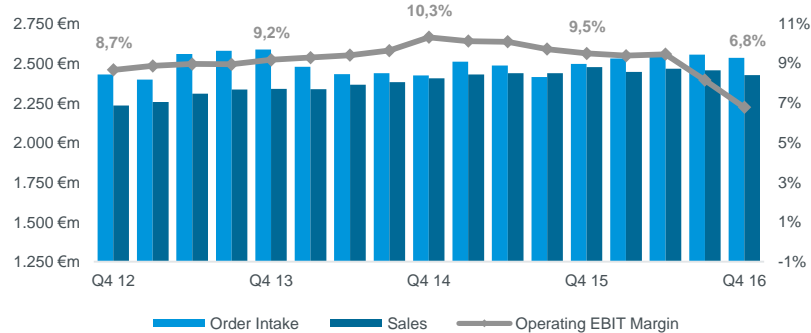
Dairy Processing	-19% YoY
Food	+35% YoY
Beverages	-11% YoY
Pharma/Chemical	+18% YoY
Other Industries	-15% YoY
BA Solutions	-2% YoY

## Sales by Region

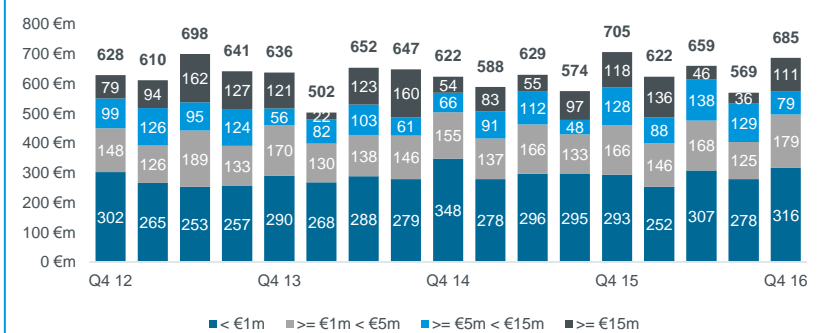


Asia-Pacific	-12% YoY	-12% adj. YoY
DACH & Eastern Europe	-1% YoY	-2% adj. YoY
Latin America	+2% YoY	-14% adj. YoY
North America	-3% YoY	-4% adj. YoY
Northern/Central Europe	-3% YoY	-4% adj. YoY
Western Europe, M. East/Africa	+14% YoY	+7% adj. YoY
BA Solutions	-2% YoY	-4% adj. YoY

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



## Order Intake Development by Size



<sup>1</sup> Adjusted = before FX and structural effects; <sup>2</sup> Op. ROCE (LTM) = op. EBIT (LTM) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average LTM)  
Vorläufige Zahlen Geschäftsjahr 2016

# Preliminary order intake Q4 2016

in EURm	Q4 16 vs. Q4 15		Q4 16 vs. Q3 16		Q1 - Q4 16 vs. Q1 - Q4 15		LTM Q4 16 vs. LTM Q4 15	
	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %
<b>Order Intake previous period</b>	<b>1,246</b>		<b>1,084</b>		<b>4,590</b>		<b>4,590</b>	
Structural Change	23	1.9%	0	0.0%	94	2.0%	94	2.0%
Currency Translation	-4	-0.3%	11	0.9%	-77	-1.7%	-77	-1.7%
Like-for-Like Development	-41	-3.3%	128	11.8%	66	1.4%	66	1.4%
<b>Order Intake current period</b>	<b>1,223</b>	<b>-1.8%</b>	<b>1,223</b>	<b>12.9%</b>	<b>4,674</b>	<b>1.8%</b>	<b>4,674</b>	<b>1.8%</b>

# Preliminary sales Q4 2016

in EURm	Q4 16 vs. Q4 15		Q4 16 vs. Q3 16		Q1 - Q4 16 vs. Q1 - Q4 15		LTM Q4 16 vs. LTM Q4 15	
	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %
<b>Sales previous period</b>	<b>1,336</b>		<b>1,101</b>		<b>4,599</b>		<b>4,599</b>	
Structural Change	24	1.8%	0	0.0%	109	2.4%	109	2.4%
Currency Translation	-8	-0.6%	11	1.0%	-72	-1.6%	-72	-1.6%
Like-for-Like Development	-59	-4.4%	181	16.5%	-145	-3.1%	-145	-3.1%
<b>Sales current period</b>	<b>1,293</b>	<b>-3.2%</b>	<b>1,293</b>	<b>17.5%</b>	<b>4,492</b>	<b>-2.3%</b>	<b>4,492</b>	<b>-2.3%</b>

# Preliminary operating EBITDA Q4 2016

in EURm	Q4 16 vs. Q4 15		Q4 16 vs. Q3 16		Q1 - Q4 16 vs. Q1 - Q4 15		LTM Q4 16 vs. LTM Q4 15	
	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %
<b>Operating EBITDA previous period</b>	<b>240</b>		<b>113</b>		<b>621</b>		<b>621</b>	
Structural Change	5	2.1%	0	0.0%	18	2.8%	18	2.8%
Currency Translation	0	-0.2%	1	1.3%	-4	-0.6%	-4	-0.6%
Like-for-Like Development	-30	-12.4%	100	89.0%	-69	-11.1%	-69	-11.1%
<b>Operating EBITDA current period</b>	<b>214</b>	<b>-10.6%</b>	<b>214</b>	<b>90.3%</b>	<b>566</b>	<b>-8.8%</b>	<b>566</b>	<b>-8.8%</b>

Currency	% total Q4 2016 sales*	FX Rates Q4 2016 (average)	Δ FX YoY Q4 2016 vs Q4 2015
EUR	48%	-	-
USD	17%	1.11	0%
CNY	6%	7.35	5%
GBP	4%	0.82	13%
DKK	4%	7.45	0%
SGD	2%	1.53	0%
PLN	2%	4.36	4%
NZD	2%	1.59	0%
INR	2%	74.37	4%
AUD	2%	1.49	1%
BRL	2%	3.86	4%

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



# Key figures time line (1/11)

Order Intake [in EUR million]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	319.8	295.8	282.4	299.0	1,196.9	305.2	347.7	348.5	336.2	1,337.5
BA Solutions	369.7	430.0	348.0	442.3	1,590.1	439.9	465.2	440.3	546.6	1,892.0
Consolidation / Others	-25.1	-22.7	-25.3	-25.7	-98.9	-31.8	-35.6	-33.5	-28.4	-129.2
GEA	664.4	703.0	605.0	715.6	2,688.1	713.4	777.3	755.3	854.4	3,100.3
Order Backlog [in EUR million]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	439.3	421.5	389.4	365.3	365.3	403.4	438.3	422.4	379.0	379.0
BA Solutions	855.2	868.4	803.6	811.4	811.4	919.9	1,003.7	967.1	974.6	974.6
Consolidation / Others	-18.4	-15.4	-17.2	-15.6	-15.6	-21.4	-25.1	-27.4	-20.1	-20.1
GEA	1,276.0	1,274.4	1,175.8	1,161.1	1,161.1	1,301.8	1,417.0	1,362.1	1,333.5	1,333.5
Sales [in EUR million]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	312.1	308.2	303.3	320.6	1,244.2	270.9	315.8	348.4	379.2	1,314.3
BA Solutions	378.1	401.6	408.4	449.6	1,637.7	352.0	408.8	446.8	541.8	1,749.5
Consolidation / Others	-15.7	-21.4	-16.6	-14.1	-67.9	-19.8	-23.9	-25.5	-31.5	-100.7
GEA	674.5	688.4	695.0	756.1	2,814.0	603.2	700.7	769.7	889.5	2,963.1
Adjusted Sales Growth YoY [in %]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
BA Solutions	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Consolidation / Others	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
GEA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Book-to-Bill Ratio LTM (rolling last 12 months)	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	n.a.	n.a.	n.a.	n.a.	n.a.	0.98	1.02	1.04	1.02	1.02
BA Solutions	n.a.	n.a.	n.a.	n.a.	n.a.	1.03	1.05	1.08	1.08	1.08
Consolidation / Others	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
GEA	n.a.	n.a.	n.a.	n.a.	n.a.	1.00	1.02	1.05	1.05	1.05

# Key figures time line (2/11)

Order Intake [in EUR million]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	385.2	523.9	524.8	506.9	1,940.8	547.3	535.2	534.3	552.5	2,169.2
BA Solutions	525.8	540.5	554.6	581.3	2,202.2	642.6	535.8	622.2	628.0	2,428.7
Consolidation / Others	-36.7	-39.6	-38.8	-41.2	-156.3	-43.9	-42.4	-45.0	-41.3	-172.6
GEA	874.3	1,024.8	1,040.6	1,047.0	3,986.7	1,146.0	1,028.6	1,111.6	1,139.2	4,425.4
Order Backlog [in EUR million]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	531.9	575.8	586.9	510.4	510.4	602.7	620.9	599.5	558.0	558.0
BA Solutions	1,070.5	1,092.7	1,140.8	1,118.4	1,118.4	1,269.9	1,312.7	1,371.3	1,298.2	1,298.2
Consolidation / Others	-21.3	-24.9	-26.9	-29.6	-29.6	-31.6	-32.7	-38.4	-26.4	-26.4
GEA	1,581.2	1,643.7	1,700.9	1,599.2	1,599.2	1,841.1	1,900.9	1,932.4	1,829.9	1,829.9
Sales [in EUR million]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	326.3	488.6	516.1	583.0	1,914.0	440.1	514.2	547.0	583.2	2,084.4
BA Solutions	409.6	505.2	512.8	632.4	2,060.0	482.2	521.2	553.0	676.8	2,233.2
Consolidation / Others	-29.2	-29.1	-48.4	-39.0	-145.8	-41.7	-41.3	-39.5	-52.8	-175.3
GEA	706.7	964.6	980.5	1,176.4	3,828.3	880.5	994.1	1,060.5	1,207.2	4,142.3
Adjusted Sales Growth YoY [in %]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
BA Solutions	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Consolidation / Others	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
GEA	14.2%	22.7%	16.4%	12.7%	16.4%	22.8%	-0.4%	4.0%	0.5%	3.4%
Book-to-Bill Ratio LTM (rolling last 12 months)	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	1.03	1.03	1.04	1.01	1.01	1.04	1.03	1.02	1.04	1.04
BA Solutions	1.09	1.08	1.10	1.07	1.07	1.09	1.08	1.09	1.09	1.09
Consolidation / Others	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
GEA	1.06	1.05	1.07	1.04	1.04	1.06	1.06	1.05	1.07	1.07

# Key figures time line (3/11)

Order Intake [in EUR million]	Q1 13	Q2 13	Q3 13	Q4 13	FY 2013	Q1 14	Q2 14	Q3 14	Q4 14	FY 2014
BA Equipment	533.3	570.6	573.2	553.1	2,230.2	574.9	569.7	564.7	585.8	2,295.1
BA Solutions	610.2	698.2	640.8	636.3	2,585.5	502.1	652.4	646.5	622.3	2,423.4
Consolidation / Others	-48.5	-48.8	-45.6	-45.0	-187.8	-52.7	-52.2	-43.3	-50.6	-198.9
GEA	1,095.1	1,220.0	1,168.3	1,144.4	4,627.9	1,024.3	1,169.9	1,167.9	1,157.5	4,519.6
Order Backlog [in EUR million]	Q1 13	Q2 13	Q3 13	Q4 13	FY 2013	Q1 14	Q2 14	Q3 14	Q4 14	FY 2014
BA Equipment	597.8	616.3	618.1	554.5	554.5	627.6	624.1	596.7	532.6	532.6
BA Solutions	1,413.9	1,502.7	1,553.0	1,492.1	1,492.1	1,496.7	1,551.9	1,623.6	1,540.2	1,540.2
Consolidation / Others	-29.2	-33.8	-35.0	-31.1	-31.1	-37.6	-38.8	-34.9	-35.2	-35.2
GEA	1,982.6	2,085.3	2,136.2	2,015.5	2,015.5	2,086.7	2,137.2	2,185.4	2,037.6	2,037.6
Sales [in EUR million]	Q1 13	Q2 13	Q3 13	Q4 13	FY 2013	Q1 14	Q2 14	Q3 14	Q4 14	FY 2014
BA Equipment	465.4	533.2	554.4	610.9	2,164.0	495.4	565.4	598.3	648.5	2,307.6
BA Solutions	503.7	575.2	579.3	680.1	2,338.3	502.2	603.3	594.9	704.0	2,404.3
Consolidation / Others	-45.0	-43.8	-44.6	-48.9	-182.2	-46.9	-51.0	-47.3	-51.0	-196.2
GEA	924.2	1,064.6	1,089.1	1,242.2	4,320.0	950.7	1,117.7	1,146.0	1,301.4	4,515.7
Adjusted Sales Growth YoY [in %]	Q1 13	Q2 13	Q3 13	Q4 13	FY 2013	Q1 14	Q2 14	Q3 14	Q4 14	FY 2014
BA Equipment	4.5%	3.7%	3.6%	7.6%	4.9%	9.7%	9.0%	8.5%	5.3%	8.0%
BA Solutions	5.7%	12.1%	9.3%	4.5%	7.7%	2.4%	7.6%	2.0%	2.2%	3.5%
Consolidation / Others	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
GEA	5.0%	8.0%	6.2%	6.5%	6.5%	6.0%	7.9%	5.2%	3.6%	5.6%
Book-to-Bill Ratio LTM (rolling last 12 months)	Q1 13	Q2 13	Q3 13	Q4 13	FY 2013	Q1 14	Q2 14	Q3 14	Q4 14	FY 2014
BA Equipment	1.02	1.03	1.04	1.03	1.03	1.04	1.02	1.00	0.99	0.99
BA Solutions	1.06	1.11	1.10	1.11	1.11	1.06	1.03	1.02	1.01	1.01
Consolidation / Others	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
GEA	1.05	1.07	1.08	1.07	1.07	1.05	1.02	1.01	1.00	1.00

# Preliminary key figures time line (4/11)

Order Intake [in EUR million]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	586.5	573.0	546.9	586.6	2,293.0	570.4	617.2	561.6	597.6	2,346.8
BA Solutions	588.3	628.9	573.7	704.6	2,495.6	622.2	658.6	568.5	685.3	2,534.6
Consolidation / Others	-47.4	-53.1	-52.3	-45.7	-198.5	-48.2	-53.8	-46.2	-59.6	-207.8
GEA	1,127.5	1,148.8	1,068.3	1,245.5	4,590.1	1,144.3	1,222.1	1,083.9	1,223.3	4,673.6
Order Backlog [in EUR million]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	608.3	581.4	557.8	501.9	501.9	563.0	615.6	603.0	567.4	567.4
BA Solutions	1,684.4	1,652.9	1,634.2	1,585.4	1,585.4	1,702.1	1,783.1	1,755.8	1,742.5	1,742.5
Consolidation / Others	-36.7	-38.8	-43.6	-33.5	-33.5	-36.5	-39.7	-35.1	-45.8	-45.8
GEA	2,256.0	2,195.5	2,148.4	2,053.7	2,053.7	2,228.5	2,359.0	2,323.7	2,264.0	2,264.0
Sales [in EUR million]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	527.0	587.9	558.9	650.0	2,323.7	490.8	570.9	566.8	633.7	2,262.2
BA Solutions	526.0	612.9	594.4	741.9	2,475.2	495.5	633.7	585.0	711.6	2,425.7
Consolidation / Others	-46.6	-50.7	-46.7	-55.7	-199.6	-45.1	-47.7	-51.0	-52.3	-196.0
GEA	1,006.4	1,150.1	1,106.6	1,336.2	4,599.3	941.2	1,156.9	1,100.8	1,293.0	4,491.9
Adjusted Sales Growth YoY [in %]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	0.8%	-2.5%	-9.6%	-4.4%	-4.2%	-6.5%	-0.8%	1.5%	-1.8%	-1.8%
BA Solutions	-2.5%	-5.8%	-6.0%	-1.5%	-3.9%	-6.3%	-0.1%	-4.3%	-6.8%	-4.4%
Consolidation / Others	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
GEA	-0.9%	-4.1%	-8.0%	-3.3%	-4.2%	-6.4%	-0.1%	-1.8%	-4.4%	-3.1%
Book-to-Bill Ratio LTM (rolling last 12 months)	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	0.99	0.98	0.99	0.99	0.99	1.00	1.02	1.03	1.04	1.04
BA Solutions	1.03	1.02	0.99	1.01	1.01	1.03	1.04	1.04	1.04	1.04
Consolidation / Others	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
GEA	1.01	1.00	0.99	1.00	1.00	1.02	1.03	1.04	1.04	1.04

# Key figures time line (5/11)

<b>Operating EBITDA</b> [in EUR million]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	31.2	35.7	42.5	52.6	162.0	35.0	40.5	58.6	57.9	192.0
BA Solutions	11.7	21.5	22.7	43.3	99.3	12.1	21.2	23.2	68.8	125.3
Consolidation / Others	-0.2	0.1	0.9	-13.3	-12.6	-2.3	2.0	-2.0	-4.5	-6.7
GEA	42.7	57.3	66.2	82.6	248.7	44.9	63.7	79.8	122.3	310.6
<b>Operating EBITDA - Margin</b> [in %]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	10.0%	11.6%	14.0%	16.4%	13.0%	12.9%	12.8%	16.8%	15.3%	14.6%
BA Solutions	3.1%	5.4%	5.6%	9.6%	6.1%	3.4%	5.2%	5.2%	12.7%	7.2%
GEA	6.3%	8.3%	9.5%	10.9%	8.8%	7.4%	9.1%	10.4%	13.7%	10.5%
<b>EBITDA reported</b> [in EUR million]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	31.2	33.3	39.9	38.6	143.0	34.9	38.6	49.4	52.5	175.4
BA Solutions	10.5	17.9	11.9	32.3	72.6	12.0	19.8	21.1	55.9	108.9
Consolidation / Others	-3.1	-2.2	-3.5	-19.2	-28.1	0.0	-1.2	-5.2	-6.1	-12.4
GEA	38.6	49.0	48.3	51.7	187.6	47.0	57.2	65.4	102.3	271.9
<b>Operating EBIT</b> [in EUR million]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	24.8	29.0	35.6	45.4	134.9	27.4	32.6	50.7	47.2	157.8
BA Solutions	7.7	17.3	18.7	39.1	82.8	7.9	16.8	18.9	64.0	107.6
Consolidation / Others	-3.0	-2.9	-2.0	-18.2	-26.0	-5.3	-0.8	-4.3	-7.1	-17.5
GEA	29.4	43.4	52.4	66.3	191.6	29.9	48.5	65.3	104.1	247.9
<b>Operating EBIT - Margin</b> [in %]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	7.9%	9.4%	11.8%	14.2%	10.8%	10.1%	10.3%	14.5%	12.4%	12.0%
BA Solutions	2.0%	4.3%	4.6%	8.7%	5.1%	2.2%	4.1%	4.2%	11.8%	6.2%
GEA	4.4%	6.3%	7.5%	8.8%	6.8%	5.0%	6.9%	8.5%	11.7%	8.4%

# Key figures time line (6/11)

Operating EBITDA [in EUR million]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	41.6	66.8	74.0	95.6	278.0	43.3	66.5	80.2	98.4	288.4
BA Solutions	25.0	38.3	45.1	87.9	196.3	25.6	45.3	51.4	90.8	213.1
Consolidation / Others	-4.2	-4.7	0.7	3.5	-4.7	-0.9	-1.1	0.6	-5.7	-7.1
<b>GEA</b>	<b>62.4</b>	<b>100.3</b>	<b>119.8</b>	<b>187.0</b>	<b>469.6</b>	<b>68.0</b>	<b>110.7</b>	<b>132.3</b>	<b>183.5</b>	<b>494.4</b>
Operating EBITDA - Margin [in %]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	12.7%	13.7%	14.3%	16.4%	14.5%	9.8%	12.9%	14.7%	16.9%	13.8%
BA Solutions	6.1%	7.6%	8.8%	13.9%	9.5%	5.3%	8.7%	9.3%	13.4%	9.5%
GEA	8.8%	10.4%	12.2%	15.9%	12.3%	7.7%	11.1%	12.5%	15.2%	11.9%
EBITDA reported [in EUR million]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	41.6	47.1	74.7	94.9	258.2	7.4	62.3	73.6	80.4	223.7
BA Solutions	25.0	38.3	45.1	87.9	196.3	25.6	45.3	51.2	90.8	212.8
Consolidation / Others	-6.8	-7.2	-1.9	1.7	-14.2	-3.6	-3.5	-1.8	-7.7	-16.5
<b>GEA</b>	<b>59.9</b>	<b>78.1</b>	<b>117.9</b>	<b>184.4</b>	<b>440.3</b>	<b>29.4</b>	<b>104.1</b>	<b>123.0</b>	<b>163.5</b>	<b>420.1</b>
Operating EBIT [in EUR million]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	33.8	56.2	63.2	85.7	238.8	32.9	57.1	70.1	87.2	247.4
BA Solutions	20.6	33.7	40.1	82.7	177.1	21.0	40.5	46.6	85.2	193.4
Consolidation / Others	-6.1	-6.7	-1.4	0.9	-13.3	-3.2	-2.7	-1.3	-7.8	-15.0
<b>GEA</b>	<b>48.2</b>	<b>83.2</b>	<b>101.9</b>	<b>169.3</b>	<b>402.6</b>	<b>50.7</b>	<b>94.9</b>	<b>115.4</b>	<b>164.7</b>	<b>425.8</b>
Operating EBIT - Margin [in %]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	10.4%	11.5%	12.2%	14.7%	12.5%	7.5%	11.1%	12.8%	15.0%	11.9%
BA Solutions	5.0%	6.7%	7.8%	13.1%	8.6%	4.4%	7.8%	8.4%	12.6%	8.7%
GEA	6.8%	8.6%	10.4%	14.4%	10.5%	5.8%	9.5%	10.9%	13.6%	10.3%

# Key figures time line (7/11)

Operating EBITDA [in EUR million]	Q1 13	Q2 13	Q3 13	Q4 13	FY 2013	Q1 14	Q2 14	Q3 14	Q4 14	FY 2014
BA Equipment	48.6	66.3	84.3	113.4	312.7	56.6	72.4	90.5	131.7	351.1
BA Solutions	32.1	52.2	53.5	95.2	233.0	34.2	57.8	60.3	113.5	265.8
Consolidation / Others	-8.3	-0.1	-4.3	-2.9	-15.6	-5.7	-2.2	-1.7	-16.7	-26.3
<b>GEA</b>	<b>72.4</b>	<b>118.4</b>	<b>133.5</b>	<b>205.7</b>	<b>530.1</b>	<b>85.1</b>	<b>128.0</b>	<b>149.0</b>	<b>228.5</b>	<b>590.7</b>
Operating EBITDA - Margin [in %]	Q1 13	Q2 13	Q3 13	Q4 13	FY 2013	Q1 14	Q2 14	Q3 14	Q4 14	FY 2014
BA Equipment	10.4%	12.4%	15.2%	18.6%	14.4%	11.4%	12.8%	15.1%	20.3%	15.2%
BA Solutions	6.4%	9.1%	9.2%	14.0%	10.0%	6.8%	9.6%	10.1%	16.1%	11.1%
<b>GEA</b>	<b>7.8%</b>	<b>11.1%</b>	<b>12.3%</b>	<b>16.6%</b>	<b>12.3%</b>	<b>9.0%</b>	<b>11.5%</b>	<b>13.0%</b>	<b>17.6%</b>	<b>13.1%</b>
EBITDA reported [in EUR million]	Q1 13	Q2 13	Q3 13	Q4 13	FY 2013	Q1 14	Q2 14	Q3 14	Q4 14	FY 2014
BA Equipment	48.3	66.3	84.3	113.4	312.4	56.6	72.4	85.7	126.0	340.7
BA Solutions	32.1	52.2	53.5	95.2	233.0	34.2	57.8	58.6	113.8	264.5
Consolidation / Others	-9.3	-4.7	-7.9	-8.3	-30.2	-7.8	-7.1	-4.3	-46.0	-65.3
<b>GEA</b>	<b>71.1</b>	<b>113.8</b>	<b>130.0</b>	<b>200.3</b>	<b>515.2</b>	<b>83.0</b>	<b>123.1</b>	<b>140.0</b>	<b>193.9</b>	<b>539.9</b>
Operating EBIT [in EUR million]	Q1 13	Q2 13	Q3 13	Q4 13	FY 2013	Q1 14	Q2 14	Q3 14	Q4 14	FY 2014
BA Equipment	38.4	55.6	72.9	100.5	267.4	44.4	60.0	77.8	116.1	298.3
BA Solutions	27.4	47.6	48.7	90.8	214.4	29.8	53.1	55.7	109.2	247.8
Consolidation / Others	-10.4	-2.2	-6.0	-4.5	-23.0	-7.4	-3.8	-3.3	-18.1	-32.6
<b>GEA</b>	<b>55.4</b>	<b>101.0</b>	<b>115.6</b>	<b>186.8</b>	<b>458.8</b>	<b>66.8</b>	<b>109.3</b>	<b>130.2</b>	<b>207.2</b>	<b>513.5</b>
Operating EBIT - Margin [in %]	Q1 13	Q2 13	Q3 13	Q4 13	FY 2013	Q1 14	Q2 14	Q3 14	Q4 14	FY 2014
BA Equipment	8.3%	10.4%	13.1%	16.5%	12.4%	9.0%	10.6%	13.0%	17.9%	12.9%
BA Solutions	5.4%	8.3%	8.4%	13.3%	9.2%	5.9%	8.8%	9.4%	15.5%	10.3%
<b>GEA</b>	<b>6.0%</b>	<b>9.5%</b>	<b>10.6%</b>	<b>15.0%</b>	<b>10.6%</b>	<b>7.0%</b>	<b>9.8%</b>	<b>11.4%</b>	<b>15.9%</b>	<b>11.4%</b>

# Preliminary key figures time line (8/11)

Operating EBITDA [in EUR million]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	67.4	84.5	92.4	137.6	381.8	72.3	86.0	91.3	133.9	383.5
BA Solutions	32.3	58.1	51.9	113.1	255.3	26.5	61.7	18.5	76.7	183.5
Consolidation / Others	-1.5	-3.3	-0.5	-10.9	-16.2	-4.9	-2.5	2.8	3.9	-0.7
GEA	98.2	139.3	143.7	239.8	621.0	93.9	145.2	112.7	214.5	566.3
Operating EBITDA - Margin [in %]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	12.8%	14.4%	16.5%	21.2%	16.4%	14.7%	15.1%	16.1%	21.1%	17.0%
BA Solutions	6.1%	9.5%	8.7%	15.2%	10.3%	5.3%	9.7%	3.2%	10.8%	7.6%
GEA	9.8%	12.1%	13.0%	17.9%	13.5%	10.0%	12.6%	10.2%	16.6%	12.6%
EBITDA reported [in EUR million]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	64.5	27.6	90.4	126.4	308.8	72.4	88.5	88.6	122.2	371.8
BA Solutions	31.7	31.1	45.1	94.6	202.6	22.6	62.5	15.9	62.3	163.3
Consolidation / Others	-3.1	-52.3	-25.1	-1.1	-81.6	-9.8	-13.7	-4.2	-6.8	-34.4
GEA	93.0	6.4	110.4	220.0	429.8	85.2	137.3	100.4	177.7	500.6
Operating EBIT [in EUR million]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	54.3	71.5	78.1	122.9	326.8	59.0	72.1	77.5	117.5	326.0
BA Solutions	27.5	53.3	46.6	107.5	234.8	21.9	57.1	13.6	71.7	164.3
Consolidation / Others	-3.0	-5.0	-2.1	-12.7	-22.8	-6.5	-4.0	0.7	4.6	-5.3
GEA	78.8	119.8	122.6	217.7	538.8	74.3	125.2	91.7	193.8	485.0
Operating EBIT - Margin [in %]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	10.3%	12.2%	14.0%	18.9%	14.1%	12.0%	12.6%	13.7%	18.5%	14.4%
BA Solutions	5.2%	8.7%	7.8%	14.5%	9.5%	4.4%	9.0%	2.3%	10.1%	6.8%
GEA	7.8%	10.4%	11.1%	16.3%	11.7%	7.9%	10.8%	8.3%	15.0%	10.8%



# Key figures time line (9/11)

EBIT reported [in EUR million]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	24.2	26.0	32.2	30.7	113.2	26.6	29.8	40.7	40.4	137.5
BA Solutions	5.8	13.0	7.2	26.7	52.7	7.1	14.7	16.1	50.3	88.2
Consolidation / Others	-6.0	-5.3	-6.5	-24.0	-41.8	-3.1	-4.1	-7.6	-8.7	-23.4
GEA	24.0	33.7	33.0	33.4	124.2	30.5	40.4	49.3	82.0	202.2
Capital Employed w/o goodwill <sup>1)</sup> (average LTM) [in EUR million]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	-	-	-	-	n.a.	633.4	632.0	630.7	641.6	641.6
BA Solutions	-	-	-	-	n.a.	382.9	375.0	369.1	360.8	360.8
Consolidation / Others	-	-	-	-	n.a.	62.1	64.0	66.1	67.0	67.0
GEA	-	-	-	-	n.a.	1,078.4	1,071.0	1,066.0	1,069.5	1,069.5
ROCE w/o goodwill <sup>2)</sup> LTM [in %]	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	Q1 10	Q2 10	Q3 10	Q4 10	FY 2010
BA Equipment	-	-	-	-	n.a.	18.2%	18.9%	20.3%	21.4%	21.4%
BA Solutions	-	-	-	-	n.a.	14.1%	14.9%	17.5%	24.4%	24.4%
GEA	-	-	-	-	n.a.	12.1%	12.8%	14.4%	18.9%	18.9%

EBIT reported [in EUR million]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	33.0	27.4	56.1	81.2	197.7	-7.6	48.0	58.5	50.5	149.3
BA Solutions	19.8	33.0	39.5	80.0	172.2	20.1	39.5	45.3	84.5	189.6
Consolidation / Others	-8.7	-9.2	-4.0	-1.0	-22.9	-6.0	-5.2	-3.7	-9.7	-24.6
GEA	44.0	51.1	91.6	160.2	347.0	6.5	82.3	100.1	125.4	314.3
Capital Employed w/o goodwill <sup>1)</sup> (average LTM) [in EUR million]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	694.6	843.9	1,007.6	1,175.3	1,175.3	1,299.8	1,340.7	1,376.0	1,402.6	1,402.6
BA Solutions	356.2	353.3	356.8	370.1	370.1	393.2	410.6	419.1	408.0	408.0
Consolidation / Others	67.1	69.2	72.3	74.2	74.2	79.0	79.0	77.6	76.8	76.8
GEA	1,117.9	1,266.4	1,436.7	1,619.6	1,619.6	1,771.9	1,830.3	1,872.7	1,887.4	1,887.4
ROCE w/o goodwill <sup>2)</sup> LTM [in %]	Q1 11	Q2 11	Q3 11	Q4 11	FY 2011	Q1 12	Q2 12	Q3 12	Q4 12	FY 2012
BA Equipment	20.7%	16.8%	15.6%	16.8%	16.8%	12.1%	13.2%	13.1%	10.6%	10.6%
BA Solutions	28.3%	33.7%	39.9%	46.5%	46.5%	43.9%	43.6%	44.1%	46.5%	46.5%
GEA	19.3%	17.9%	18.7%	21.4%	21.4%	17.5%	18.6%	18.6%	16.7%	16.7%

# Preliminary key figures time line (10/11)

EBIT reported [in EUR million]	Q1 13	Q2 13	Q3 13	Q4 13	FY 2013	Q1 14	Q2 14	Q3 14	Q4 14	FY 2014
BA Equipment	33.0	50.5	67.9	95.5	246.9	39.3	55.2	68.2	105.6	268.3
BA Solutions	26.5	46.7	47.8	89.5	210.5	28.9	52.3	53.1	108.8	243.0
Consolidation / Others	-11.5	-6.8	-9.7	-9.9	-37.9	-9.5	-8.8	-5.9	-47.3	-71.5
GEA	48.1	90.4	106.0	175.1	419.6	58.7	98.7	115.4	167.0	439.9
Capital Employed w/o goodwill <sup>1)</sup> (average LTM) [in EUR million]	Q1 13	Q2 13	Q3 13	Q4 13	FY 2013	Q1 14	Q2 14	Q3 14	Q4 14	FY 2014
BA Equipment	1,428.1	1,438.7	1,444.9	1,454.9	1,454.9	1,466.1	1,480.1	1,494.7	1,506.2	1,506.2
BA Solutions	391.3	381.5	372.1	371.3	371.3	365.4	365.0	370.2	375.5	375.5
Consolidation / Others	70.7	70.3	69.6	68.8	68.8	68.8	66.9	64.1	61.8	61.8
GEA	1,890.1	1,890.6	1,886.5	1,895.0	1,895.0	1,900.2	1,912.0	1,929.0	1,943.4	1,943.4
ROCE w/o goodwill <sup>2)</sup> LTM [in %]	Q1 13	Q2 13	Q3 13	Q4 13	FY 2013	Q1 14	Q2 14	Q3 14	Q4 14	FY 2014
BA Equipment	13.3%	13.4%	14.0%	17.0%	17.0%	17.3%	17.4%	17.3%	17.8%	17.8%
BA Solutions	50.1%	53.2%	55.3%	56.7%	56.7%	58.3%	59.9%	60.4%	64.7%	64.7%
GEA	18.8%	19.3%	19.6%	22.1%	22.1%	22.6%	22.9%	23.2%	22.6%	22.6%

EBIT reported [in EUR million]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	46.5	8.1	72.3	100.2	227.1	54.1	69.6	69.7	99.5	292.9
BA Solutions	25.7	24.9	37.6	82.3	170.5	16.3	53.8	7.0	56.2	133.4
Consolidation / Others	-4.7	-54.0	-26.7	-2.8	-88.1	-11.4	-15.2	-6.3	-6.3	-39.2
GEA	67.5	-20.9	83.1	179.7	309.4	59.0	108.2	70.5	149.4	387.0
Capital Employed w/o goodwill <sup>1)</sup> (average LTM) [in EUR million]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	1,519.8	1,526.8	1,530.6	1,543.7	1,543.7	1,538.9	1,537.5	1,538.9	1,540.1	1,540.1
BA Solutions	391.0	417.1	460.6	514.6	514.6	541.5	596.2	634.2	676.5	676.5
Consolidation / Others	63.2	62.8	62.1	61.2	61.2	56.4	54.2	60.5	76.2	76.2
GEA	1,974.0	2,006.7	2,053.2	2,119.6	2,119.6	2,136.8	2,187.8	2,233.6	2,292.9	2,292.9
ROCE w/o goodwill <sup>2)</sup> LTM [in %]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16	Q4 16	FY 2016
BA Equipment	18.1%	15.0%	15.2%	14.7%	14.7%	15.3%	19.3%	19.1%	19.0%	19.0%
BA Solutions	61.3%	51.0%	42.8%	33.1%	33.1%	29.8%	31.9%	25.1%	19.7%	19.7%
GEA	22.7%	16.4%	14.5%	14.6%	14.6%	14.1%	19.7%	18.7%	16.9%	16.9%

- Please note:  
Adjusted sales growth = before currency translation and structural change
- 1) Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999.
- 2) ROCE LTM = EBIT reported (LTM) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average LTM).



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