

Conference Call

Results Q1 2017

DÜSSELDORF, 9 MAY 2017



This presentation contains forward-looking statements. Forward-looking statements may include, in particular, statements about future events, future financial performance, plans, strategies, expectations, prospects, competitive environment, regulation and supply and demand. Statements with respect to the future are characterized by the use of words such as "expect", "intend", "plan", "anticipate", "believe", "estimate" and similar terms. Forward-looking statements are based on our current assumptions and forecasts. These statements naturally entail risks and uncertainties, which may cause the actual results of operations, financial position or performance to diverge materially from the estimates given here. Factors that could cause such a divergence include, inter alia, changes in the economic and business environment, fluctuations in exchange rates and interest rates, launches of competing products, poor acceptance of new products or services, and changes in business strategy. Given these uncertainties, readers should not put undue reliance on any forward-looking statements. We undertake no obligation to update or revise any forward-looking statements.

Due to the commercial rounding of figures and percentages, small deviations may occur.

1. Results Q1 2017

2. Financials Q1 2017

3. Outlook FY 2017

Key figures Q1 2017

Order Intake (EURm)	Sales (EURm)	Op. EBITDA (EURm)	Operating EBIT (EURm)	Op. ROCE ¹	Op. CFD Margin
1,136	1,004	96	76	20.5%	8.0%
Δ -0.7% YoY	Δ +6.7% YoY	Δ +2.7% YoY	Δ +2.7% YoY	Δ -446 bps YoY	Δ -291 bps YoY

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

GEA on February 6th, 2017 announced:

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

Status as per Friday, May 5th:

- Total shares bought back since March 8th: 2,463,832
- Average purchasing price: EUR 39.15

Link to the interim reporting of the share buy back program:

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

Steering Systems

- OneGEA Finance
- Project Database
- HR software (Workday)
- Common CRM (also enhances pipeline visibility)

Operational Excellence

- Manufacturing footprint
- Procurement Excellence
- OneEngineering

IT-Excellence

- IT Platform outsourcing (Platform as a Service)

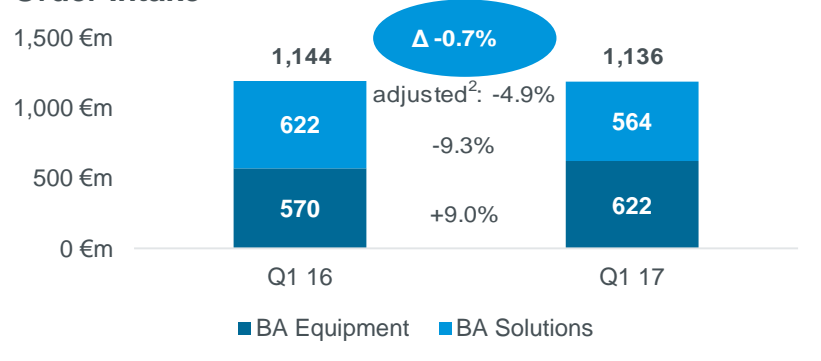
Digitalization @ GEA

- Processes
- Products/services

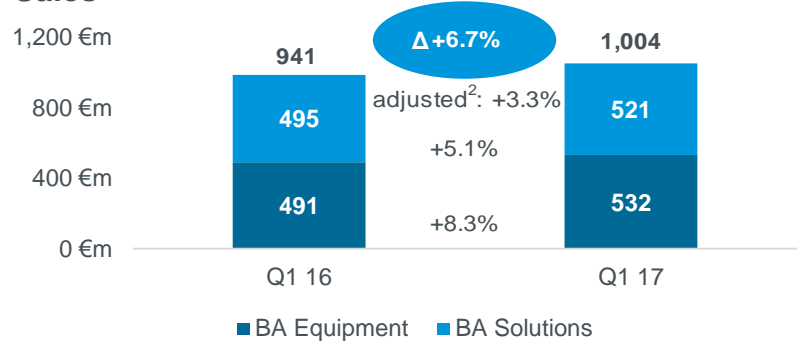
1. Results Q1 2017
- 2. Financials Q1 2017**
3. Outlook FY 2017

Key figures and change YoY Q1 2017

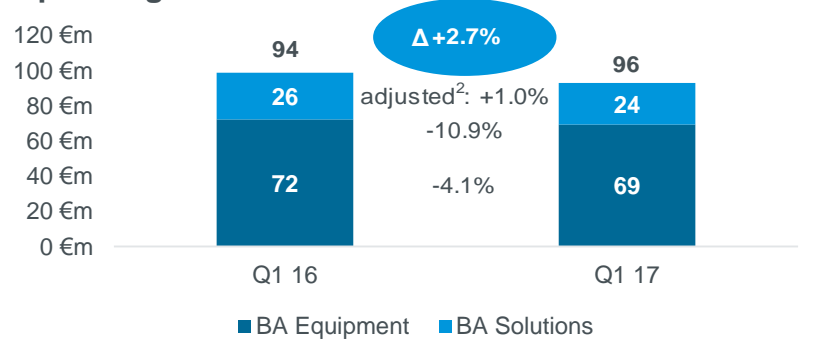
Order Intake¹



Sales¹



Operating EBITDA¹



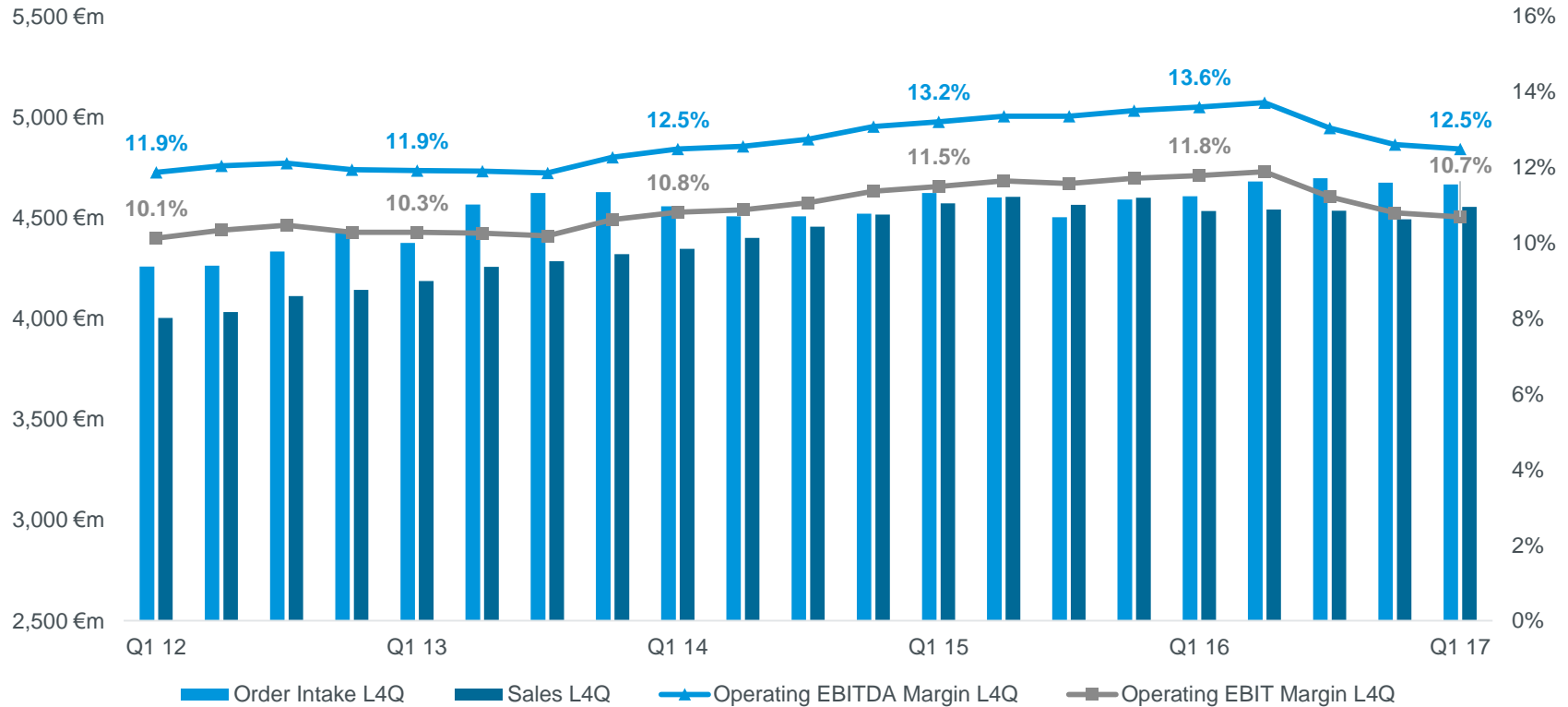
Operating EBITDA Margin

	Q1 16	Q1 17	Δ YoY ³
BA Equipment	14.7%	13.0%	-169 bps
BA Solutions	5.3%	4.5%	-81 bps
GEA Group	10.0%	9.6%	-37 bps

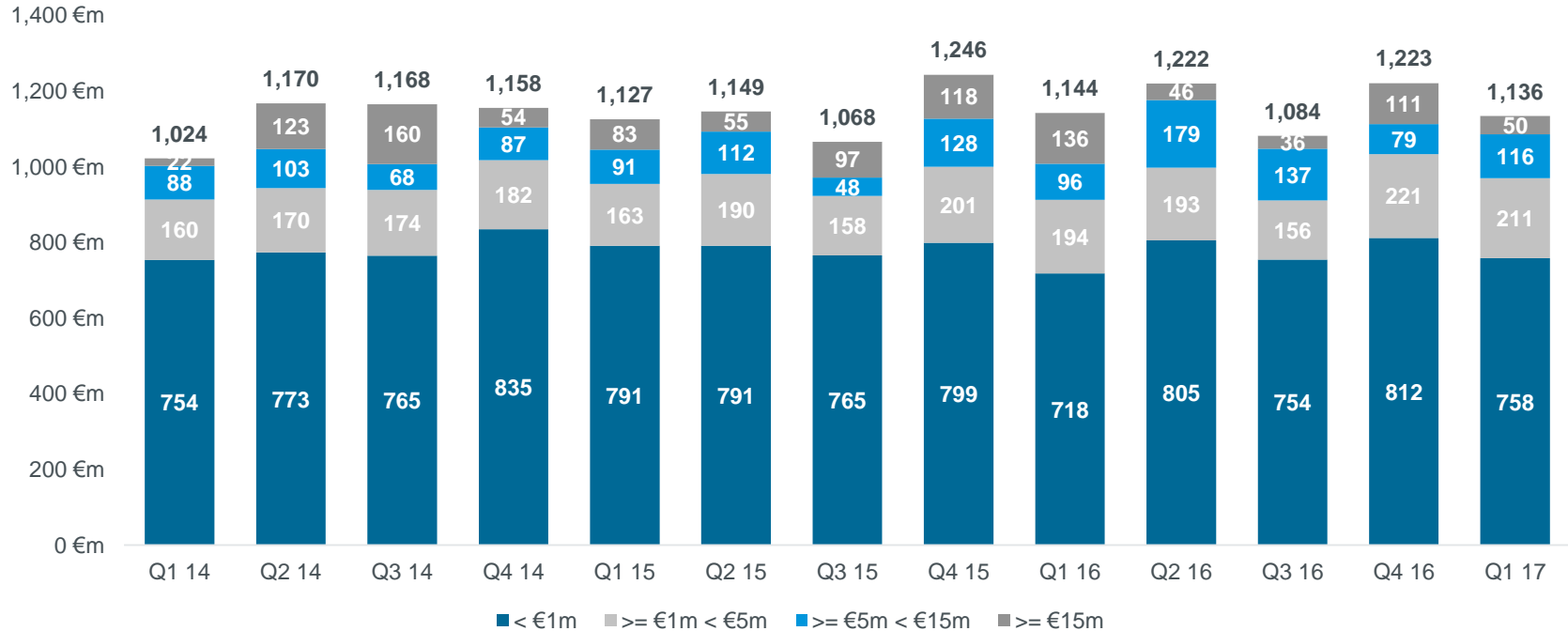
³ Central charging (retroactively for FY 2016 only since Q3 2016) explains minus 37 bps for BA E and minus 44 bps for BA S in YoY comparison; the residual between the YoY so adjusted variance of the BA margins and the variance of the group margin is explained by other charging effects on the level of "other companies".

¹ Please note that the difference between the sum of the BAs and the Group is explained by consolidation/others; ² Adjusted = before currency translation and structural effects

Order Intake, Sales, Operating Margins



Order intake development by size



L4Q order intake split as of Q1 2017: Top 20 countries account for 75% of GEA's order intake

	Share of total order intake	Growth Y/Y	BtB
USA	16%	↘	1.02
Germany	9%	→	1.01
China	7%	↓	0.89
France	4%	↑	1.00
Netherlands	3%	↓	0.90
Spain	3%	↑	1.12
Great Britain	3%	↓	0.90
India	3%	↑	1.33
Russia	3%	↓	1.02
Canada	3%	↑	1.64
Mexico	2%	↑	1.53
Australia	2%	↑	1.22
Poland	2%	↓	0.90
New Zealand	2%	↑	1.28
Italy	2%	↑	1.23
Belgium	2%	↓	0.86
Brazil	2%	↓	0.91
Japan	2%	↑	1.00
South Africa	1%	↑	1.27
Indonesia	1%	↑	1.26
Emerging markets	37%	→	1.10
GEA	100%	↘	1.02

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

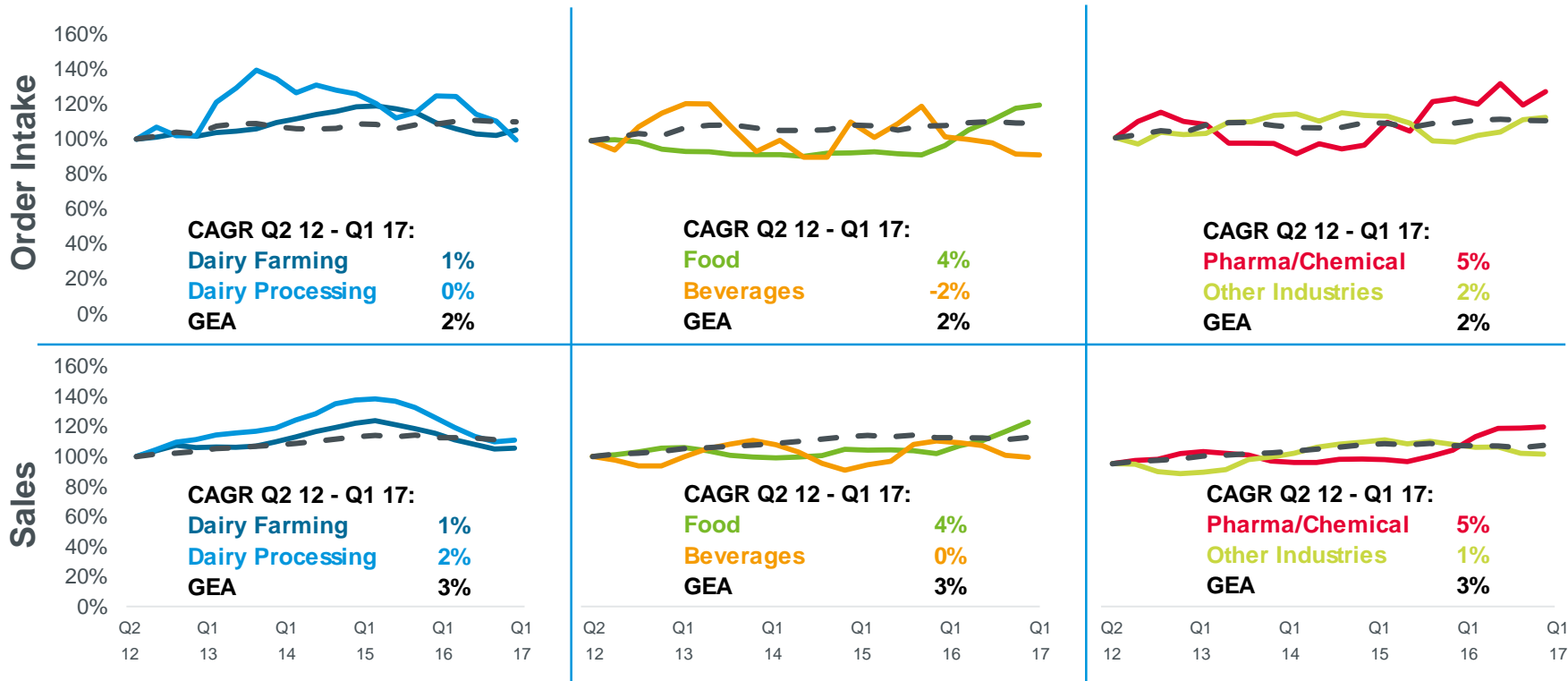
36% of order intake	↑
0% of order intake	↗
12% of order intake	→
22% of order intake	↘
30% of order intake	↓

Reported order intake development YoY/QoQ as of Q1 2017

	Q1 17 Quarter selective		Q1 17 L4Q Y/Y	Share of order intake	
	Q/Q	Y/Y		Q1 17 L4Q	BtB L4Q
Dairy Farming	↑	↑	↘	12%	1.04
Dairy Processing	↓	↓	↓	19%	0.98
Food	↓	↑	↑	28%	1.07
Beverages	↓	↘	↓	11%	0.92
Food & Beverages	↓	↓	↘	70%	1.01
Pharma	↑	↑	↘	8%	1.08
Chemical	↓	↑	↑	8%	1.03
Pharma/Chemical	↑	↑	↘	15%	1.06
Oil & Gas	↑	↓	↓	1%	0.90
Marine	↓	↓	↓	2%	0.98
Others	↓	↑	↑	12%	1.08
Other Industries	↓	↑	↑	15%	1.05
GEA	↓	→	↘	100%	1.02

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

L4Q order intake and sales indexed since Q2 2012

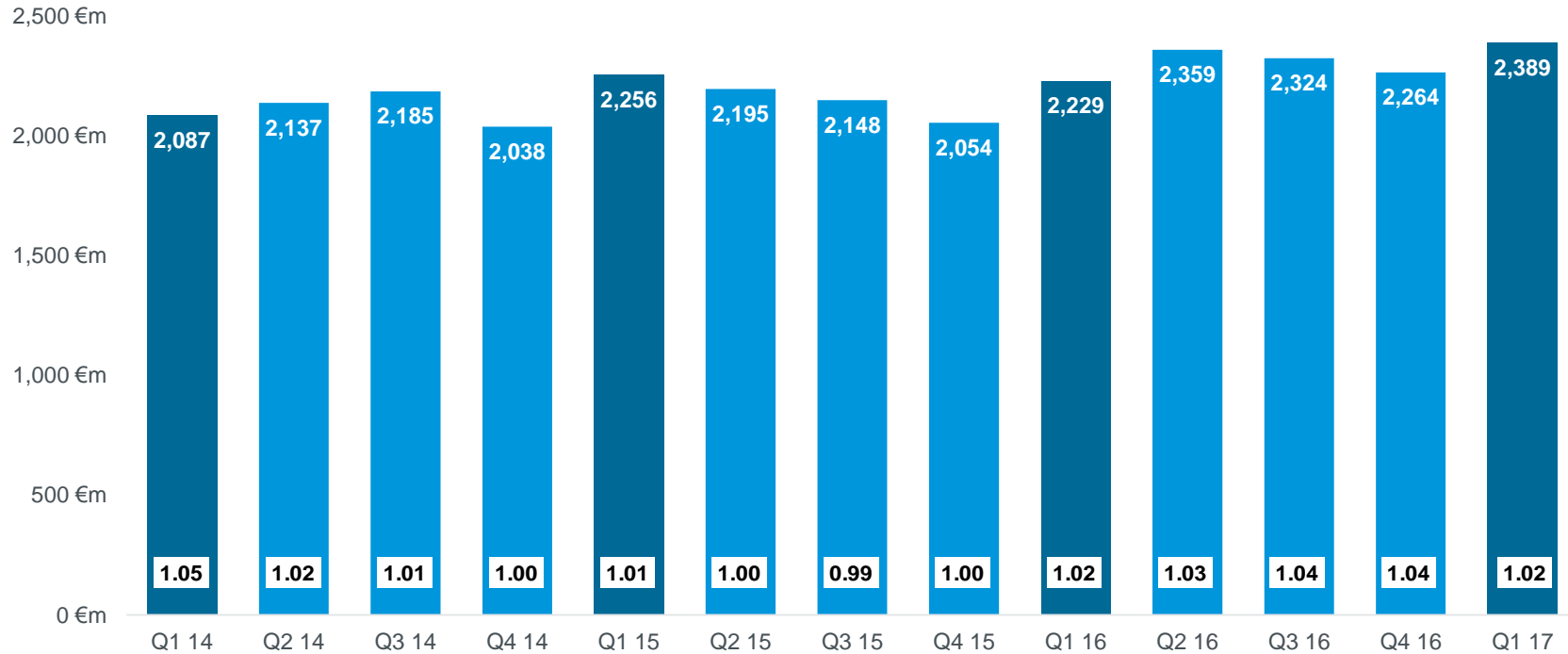


Book-to-Bill ratios L4Q

Share of L4Q Order Intake

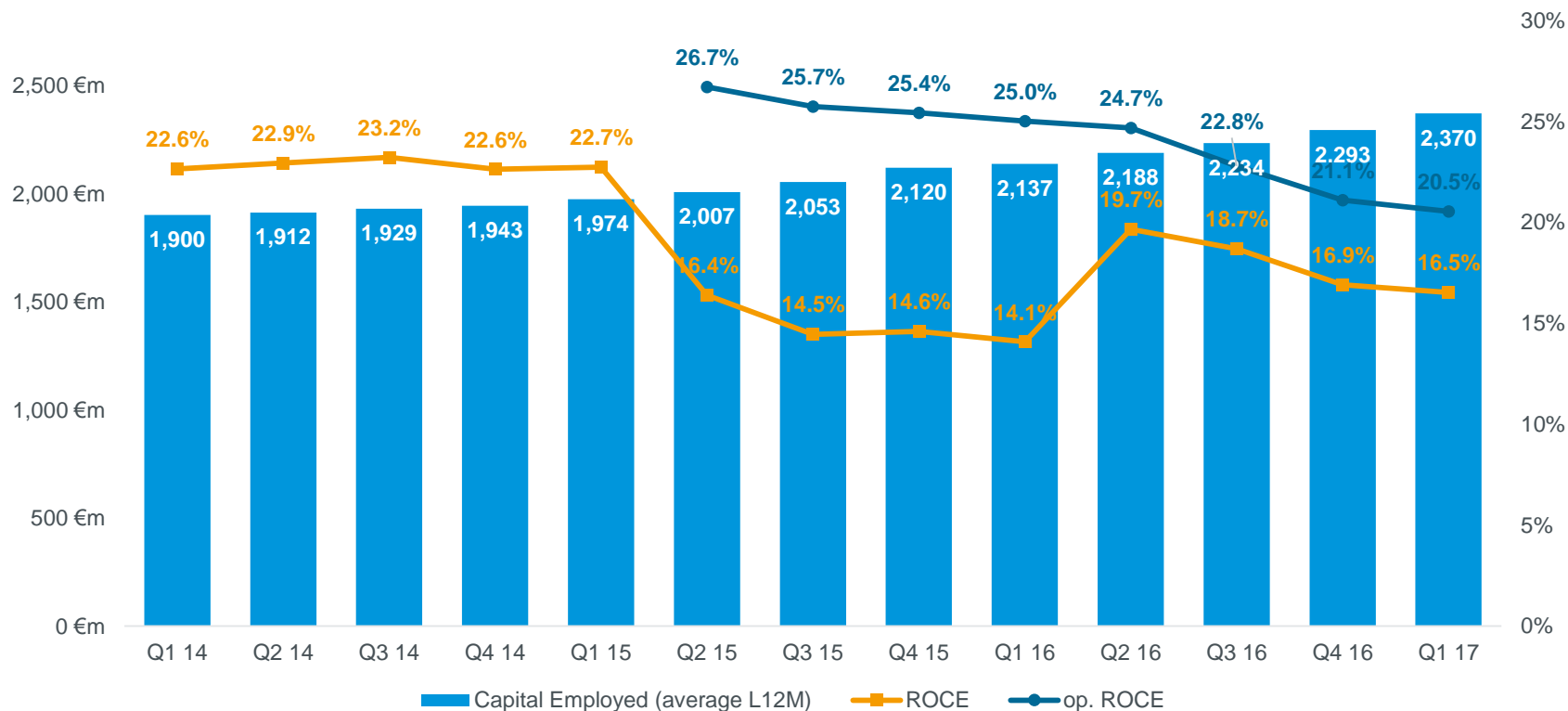
BtB ratio L4Q	Asia Pacific	DACH & Eastern Europe	Western EU & Middle East/Africa	Northern & Central Europe	Latin America	North America	Total
Dairy Farming	1.07	1.09	0.93	1.02	1.07	1.04	1.04
Dairy Processing	1.32	0.89	0.77	0.70	1.51	0.82	0.98
Food	1.08	1.06	1.05	0.90	0.96	1.29	1.07
Beverages	0.85	1.07	0.69	1.02	1.00	1.00	0.92
Pharma	0.95	1.48	1.59	0.78	1.12	1.04	1.08
Chemical	0.95	0.97	1.05	0.98	2.35	0.88	1.03
Oil & Gas	2.06	0.81	0.70	0.92	1.09	1.03	0.90
Marine	0.87	1.02	1.10	0.95	1.21	1.18	0.98
Others	0.92	1.05	1.11	1.00	1.31	1.31	1.08
Total	1.05	1.04	0.97	0.88	1.23	1.08	1.02
Share of L4Q OI							
Dairy Farming	1%	3%	1%	1%	1%	5%	12%
Dairy Processing	6%	4%	2%	2%	2%	2%	19%
Food	6%	5%	6%	3%	2%	6%	28%
Beverages	3%	3%	2%	2%	1%	2%	11%
Pharma	2%	2%	1%	1%	0%	1%	8%
Chemical	2%	1%	1%	0%	1%	1%	8%
Oil & Gas	0%	0%	0%	0%	0%	0%	1%
Marine	1%	0%	0%	0%	0%	0%	2%
Others	2%	2%	3%	2%	1%	2%	12%
Total	24%	20%	17%	13%	7%	19%	100%

Order backlog development



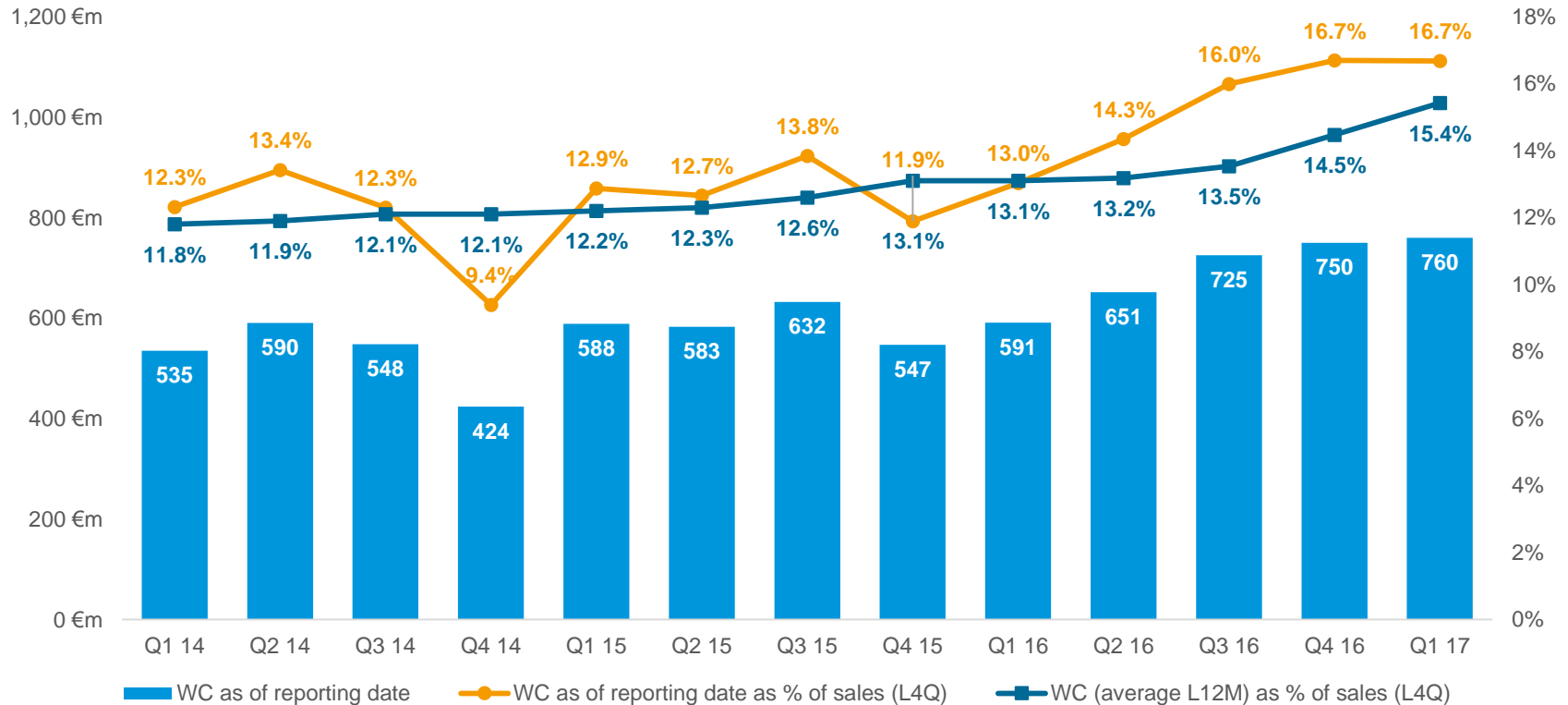
L4Q BtB ratio

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)

Working capital to sales ratio



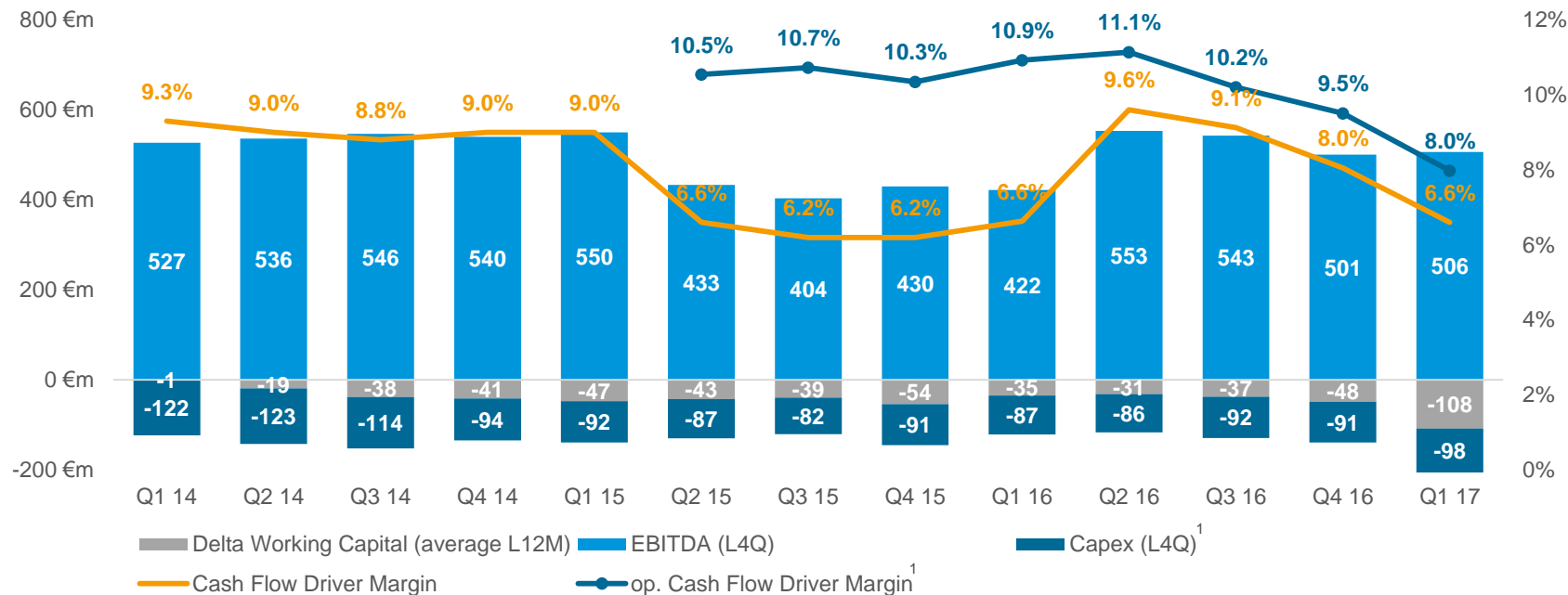
Working capital development

€m	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Δ YoY	Δ QoQ
+ Inventories	549	613	639	645	611	671	57	59
Trade receivables w/o POC	781	669	762	767	929	839	170	-91
Advance Payments w/o POC	152	239	247	237	207	225	-14	18
+ Net trade receivables w/o POC	629	430	515	530	722	614	184	-109
POC receivables	337	399	430	442	461	442	43	-19
POC liability	358	342	377	367	420	399	57	-22
+ Net POC receivables	-21	58	54	75	41	44	-14	3
- Trade payables	610	509	556	526	624	568	59	-56
= Working Capital	547	591	651	725	750	760	168	10

Significant
reduction of
trade
receivables

Seasonal
upswing in Q1
significantly
reduced

Cash Flow Driver Margin

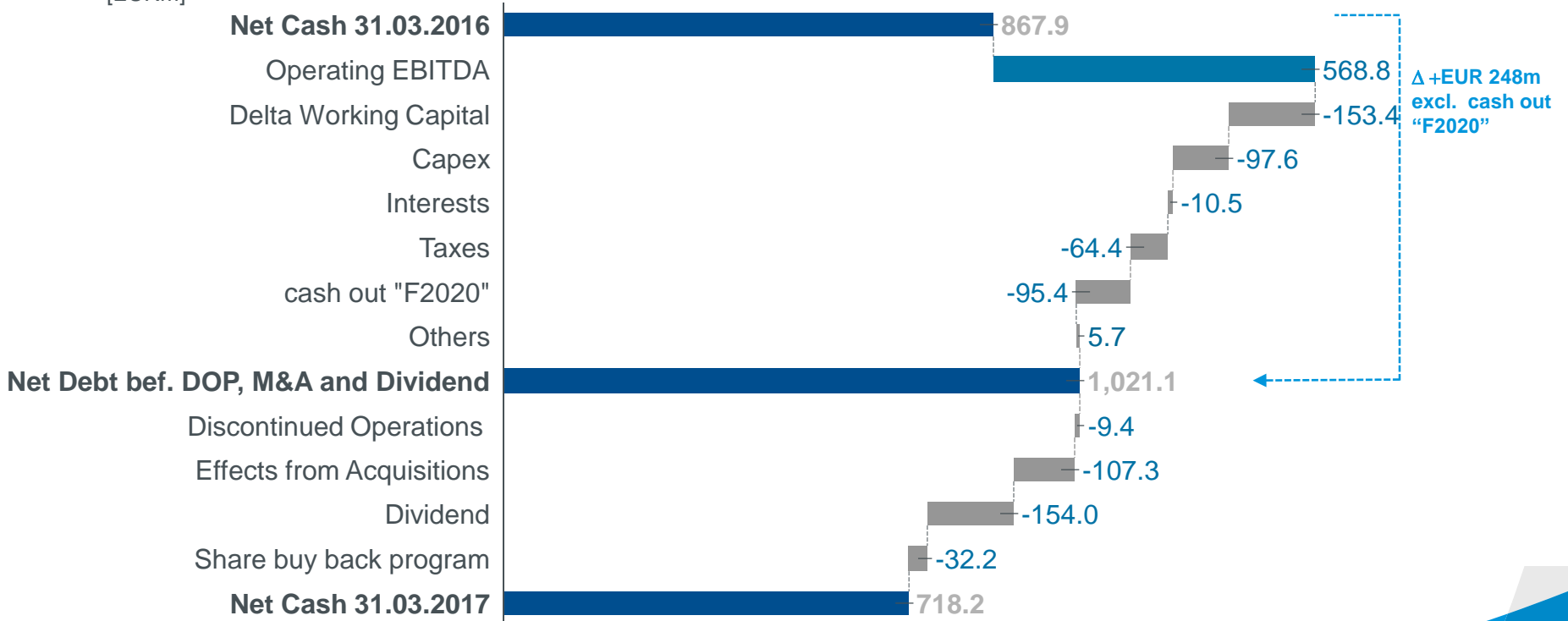


$$\frac{\text{EBITDA (L4Q)}}{\text{Sales (L4Q)}} - \frac{\text{Capex (L4Q)}}{\text{Sales (L4Q)}} - \frac{\Delta \text{ Working Capital (Average L12M)}}{\text{Sales (L4Q)}}$$

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

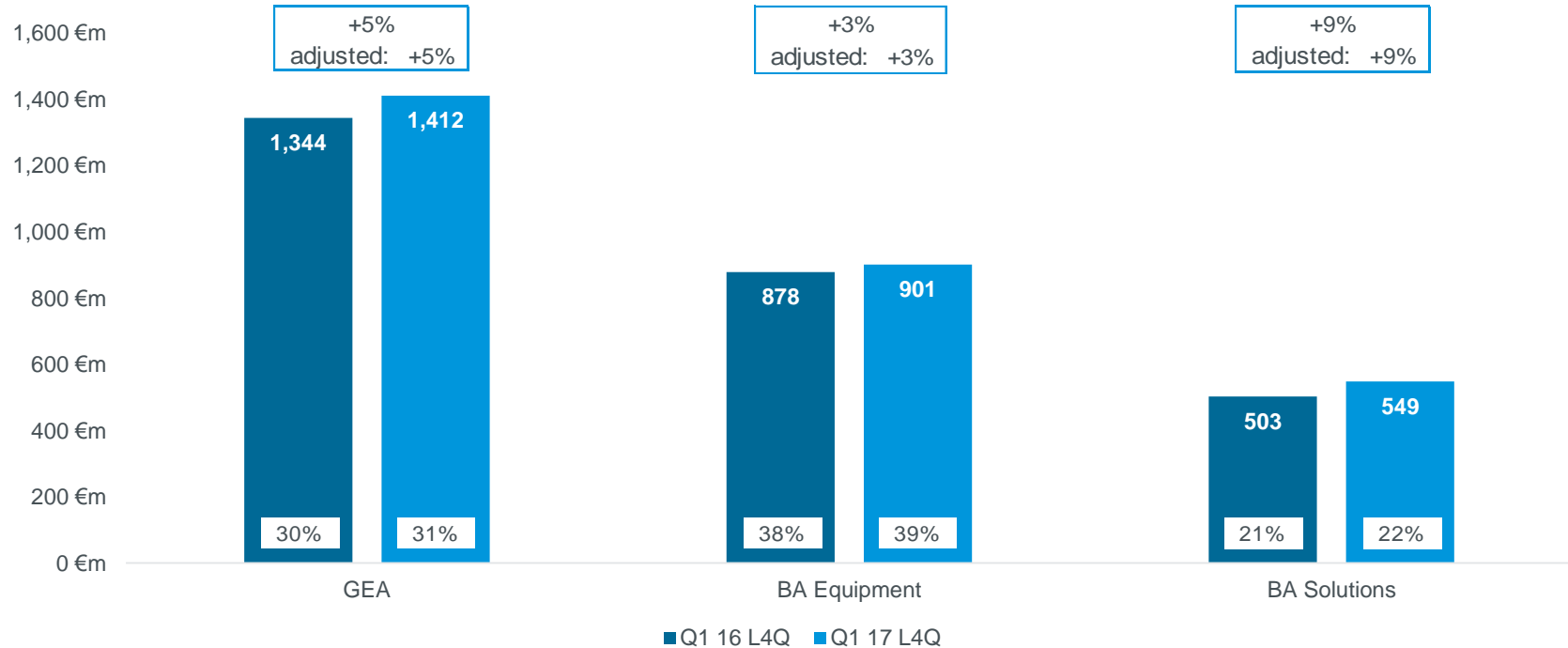
Net Liquidity reconciliation

[EURm]



Service business as of Q1 2017 L4Q: 31% of sales

Service sales growth YoY of +5% (+5% adjusted)



Note: adjusted = before currency translation and structural effects

1. Results Q1 2017
2. Financials Q1 2017
- 3. Outlook FY 2017**

We are aiming for, in the absence of:

- any further weakening of global economic growth and
- in particular, material weakening in any of our relevant customer industries, or adverse shifts in demand among those industries resulting in a negative margin impact
- material adverse currency (translation or competitive) impacts

Sales (in reported terms)

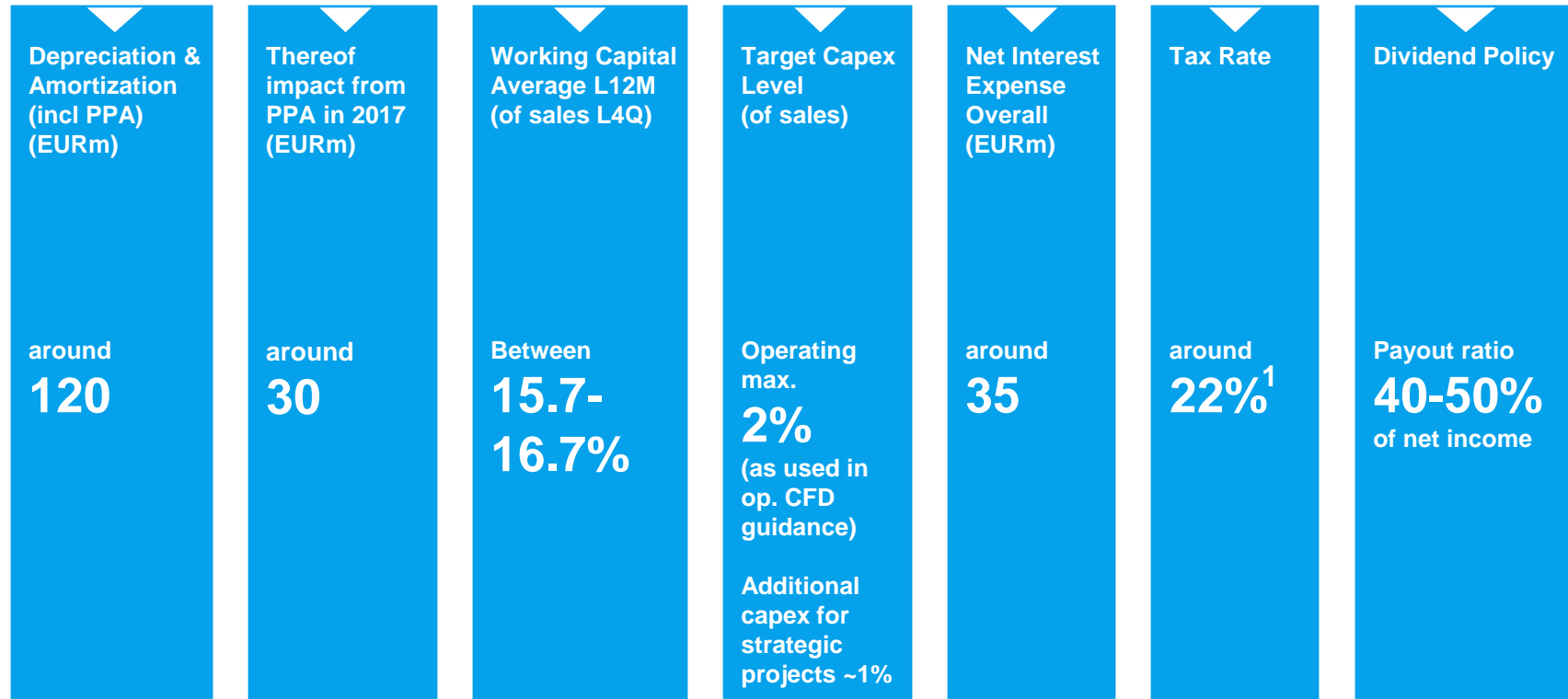
Moderate growth

Operating EBITDA (adjusted for strategic projects) (EURm)

620 – 670

Operating Cash Flow Driver Margin (based on operating EBITDA and on capex adjusted for strategic projects)

8.5% to 9.5%



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

Investor Relations Calendar

Upcoming Roadshows and Conferences

2017

May 17, 2017	Roadshow UK	London	Jefferies
May 18, 2017	Roadshow UK	London	Commerzbank
May 18, 2017	Roadshow Canada	Toronto	RBC
May 19, 2017	Roadshow Canada	Montreal	Bankhaus Lampe
May 22-23, 2017	Roadshow USA	Boston	Berenberg
May 23-24, 2017	Conference USA	Tarrytown	Berenberg
May 24, 2017	Conference Sweden	Stockholm	BNP
May 30, 2017	Conference Denmark	Copenhagen	Danske Bank

Investor Relations Calendar

Upcoming Roadshows and Conferences

2017

May 31, 2017	Roadshow France	Paris	KeplerCheuvreux
June 1, 2017	Conference Switzerland	Geneva	KeplerCheuvreux
June 7, 2017	Conference USA	Chicago	Deutsche Bank
June 8-12, 2017	Roadshow USA	California (various)	HSBC
June 13, 2017	Roadshow USA	Seattle	Bankhaus Lampe
June 15-16, 2017	Conference UK	Pennyhill	JP Morgan
June 21-23, 2017	Conference Germany	Berlin	Deutsche Bank

Investor Relations Calendar

Financial Calendar

2017

Jul 26, 2017

Half-yearly Financial Report for the period to June 30, 2017

Oct 26, 2017

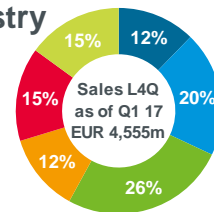
Quarterly Financial Report for the period to September 30, 2017



engineering for
a better world

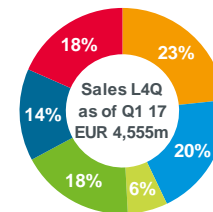
[in EUR million]	Q1 16	Q1 17	Δ YoY	L4Q Q1 16	L4Q Q1 17	Δ YoY
Order Intake	1,144.3	1,136.0	-0.7%	4,606.9	4,665.3	1.3%
<i>adjusted</i> ¹			-4.9%			-0.2%
Sales	941.2	1,003.9	6.7%	4,534.1	4,554.6	0.5%
<i>adjusted</i> ¹			3.3%			-1.1%
Order Backlog	2,228.5	2,388.9	7.2%	2,228.5	2,388.9	7.2%
Operating EBITDA	93.9	96.4	2.7%	616.7	568.8	-7.8%
Operating EBITDA Margin	10.0%	9.6%	-37 bps	13.6%	12.5%	-111 bps
Operating EBIT	74.3	76.3	2.7%	534.4	487.0	-8.9%
Operating EBIT Margin	7.9%	7.6%	-29 bps	11.8%	10.7%	-109 bps
Operating ROCE ²	25.0%	20.5%	-446 bps	25.0%	20.5%	-446 bps

Sales by Customer Industry



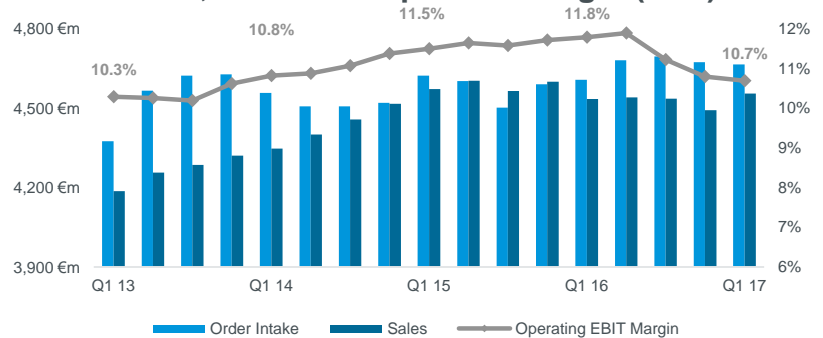
Dairy Farming	-8% YoY
Dairy Processing	-12% YoY
Food	+21% YoY
Beverages	-10% YoY
Pharma/Chemical	+15% YoY
Other Industries	-6% YoY
GEA	+0% YoY

Sales by Region

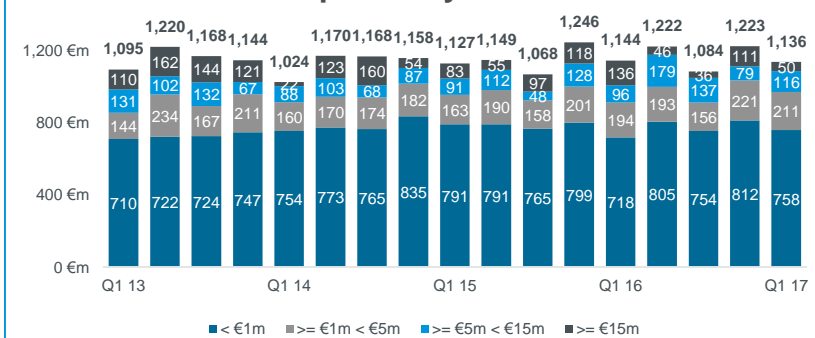


Asia-Pacific	-5% YoY	-5% adj. YoY
DACH & Eastern Europe	-3% YoY	-4% adj. YoY
Latin America	+9% YoY	+2% adj. YoY
North America	-0% YoY	-1% adj. YoY
Northern/Central Europe	-3% YoY	-2% adj. YoY
Western Europe, M. East/Africa	+12% YoY	+8% adj. YoY
GEA	+0% YoY	-1% adj. YoY

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



Order Intake Development by Size

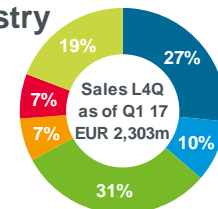


¹ Adjusted = before FX and structural effects; ² Op. ROCE (L4Q) = op. EBIT (L4Q) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average L12M)
GEA Conference Call Presentation Q1 2017

BA Equipment – Q1 2017 figures

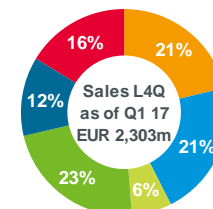
[in EUR million]	Q1 16	Q1 17	? YoY	L4Q Q1 16	L4Q Q1 17	? YoY
Order Intake	570.4	621.7	9.0%	2,276.9	2,398.1	5.3%
<i>adjusted</i> ¹			6.9%			5.5%
Sales	490.8	531.6	8.3%	2,287.5	2,303.0	0.7%
<i>adjusted</i> ¹			6.4%			1.0%
Order Backlog	563.0	655.6	16.5%	563.0	655.6	16.5%
Operating EBITDA	72.3	69.3	-4.1%	386.8	380.6	-1.6%
Operating EBITDA Margin	14.7%	13.0%	-169 bps	16.9%	16.5%	-38 bps
Operating EBIT	59.0	55.3	-6.2%	331.5	322.4	-2.8%
Operating EBIT Margin	12.0%	10.4%	-161bps	14.5%	14.0%	-50 bps
Operating ROCE ²	21.5%	20.7%	-84 bps	21.5%	20.7%	-84 bps

Sales by Customer Industry



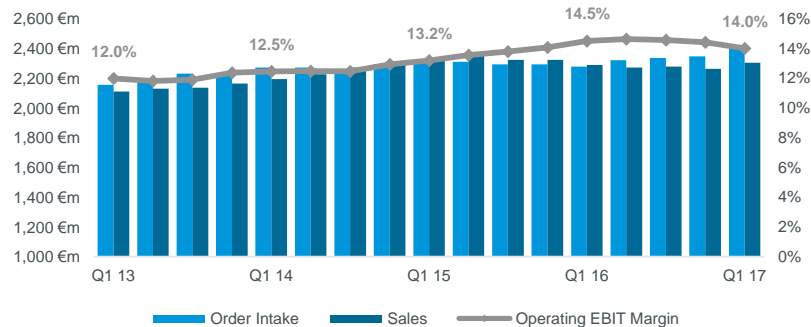
Dairy Farming	-9% YoY
Dairy Processing	-1% YoY
Food	+5% YoY
Beverages	+9% YoY
Pharma/Chemical	+28% YoY
Other Industries	-2% YoY
BA Equipment	+1% YoY

Sales by Region

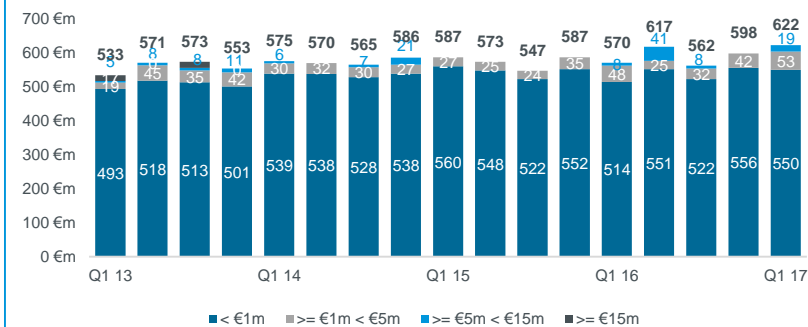


Asia-Pacific	+8% YoY	+8% adj. YoY
DACH & Eastern Europe	+1% YoY	-0% adj. YoY
Latin America	+3% YoY	+9% adj. YoY
North America	-4% YoY	-4% adj. YoY
Northern/Central Europe	-3% YoY	+0% adj. YoY
Western Europe, M. East/Africa	+0% YoY	+1% adj. YoY
BA Equipment	+1% YoY	+1% adj. YoY

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



Order Intake Development by Size

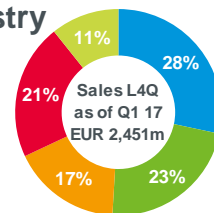


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GEA Conference Call Presentation Q1 2017

BA Solutions – Q1 2017 figures

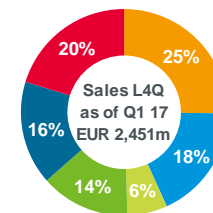
[in EUR million]	Q1 16	Q1 17	Δ YoY	L4Q Q1 16	L4Q Q1 17	Δ YoY
Order Intake	622.2	564.1	-9.3%	2,529.4	2,476.5	-2.1%
<i>adjusted</i> ¹			-15.2%			-5.2%
Sales	495.5	520.7	5.1%	2,444.7	2,450.9	0.3%
<i>adjusted</i> ¹			0.6%			-3.0%
Order Backlog	1,702.1	1,780.9	4.6%	1,702.1	1,780.9	4.6%
Operating EBITDA	26.5	23.6	-10.9%	249.5	180.6	-27.6%
Operating EBITDA Margin	5.3%	4.5%	-81bps	10.2%	7.4%	-284 bps
Operating EBIT	21.9	18.9	-13.5%	229.2	161.3	-29.6%
Operating EBIT Margin	4.4%	3.6%	-78 bps	9.4%	6.6%	-279 bps
Operating ROCE ²	42.3%	22.0%	-2036 bps	42.3%	22.0%	-2036 bps

Sales by Customer Industry



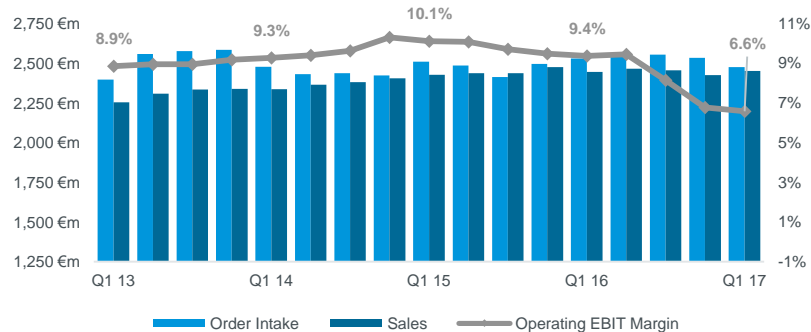
Dairy Processing	-15% YoY
Food	+47% YoY
Beverages	-15% YoY
Pharma/Chemical	+11% YoY
Other Industries	-12% YoY
BA Solutions	+0% YoY

Sales by Region

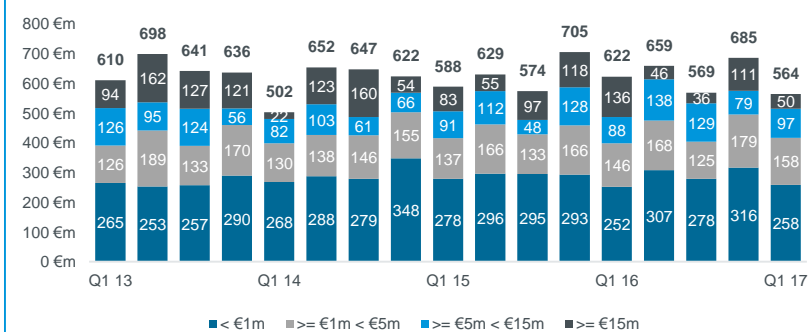


Asia-Pacific	-12% YoY	-13% adj. YoY
DACH & Eastern Europe	-6% YoY	-8% adj. YoY
Latin America	+16% YoY	-5% adj. YoY
North America	+6% YoY	+4% adj. YoY
Northern/Central Europe	-3% YoY	-3% adj. YoY
Western Europe, M. East/Africa	+23% YoY	+14% adj. YoY
BA Solutions	+0% YoY	-3% adj. YoY

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 Conference Call Presentation Q1 2017

in EURm	Q1 17 vs. Q1 16		Q1 17 vs. Q4 16		Q1 - Q1 17 vs. Q1 - Q1 16		L4Q Q1 17 vs. L4Q Q1 16	
	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %
Order Intake previous period	1,144		1,223		1,144		4,607	
Structural Change	23	2.0%	0	0.0%	23	2.0%	95	2.1%
Currency Translation	25	2.2%	10	0.8%	25	2.2%	-26	-0.6%
Like-for-Like Development	-56	-4.9%	-97	-7.9%	-56	-4.9%	-11	-0.2%
Order Intake current period	1,136	-0.7%	1,136	-7.1%	1,136	-0.7%	4,665	1.3%

in EURm	Q1 17 vs. Q1 16		Q1 17 vs. Q4 16		Q1 - Q1 17 vs. Q1 - Q1 16		L4Q Q1 17 vs. L4Q Q1 16	
	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %
Sales previous period	941		1,293		941		4,534	
Structural Change	16	1.7%	0	0.0%	16	1.7%	108	2.4%
Currency Translation	15	1.6%	7	0.5%	15	1.6%	-39	-0.9%
Like-for-Like Development	31	3.3%	-296	-22.9%	31	3.3%	-49	-1.1%
Sales current period	1,004	6.7%	1,004	-22.4%	1,004	6.7%	4,555	0.5%

Operating EBITDA Q1 2017

in EURm	Q1 17 vs. Q1 16		Q1 17 vs. Q4 16		Q1 - Q1 17 vs. Q1 - Q1 16		L4Q Q1 17 vs. L4Q Q1 16	
	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %
Operating EBITDA previous period	94		214		94		617	
Structural Change	1	1.4%	0	0.0%	1	1.4%	18	2.9%
Currency Translation	0	0.3%	0	0.1%	0	0.3%	-3	-0.4%
Like-for-Like Development	1	1.0%	0	-0.1%	1	1.0%	-63	-10.2%
Operating EBITDA current period	96	2.7%	96	-55.0%	96	2.7%	569	-7.8%

FX Development in Q1 2017

Average period price of 1€ in foreign currency

Currency	% total Q1 2017 *	FX Rates Q1 2017 (average)	Δ FX YoY Q1 2017 vs Q1 2016
EUR	50%	-	-
USD	18%	1,06	-3%
DKK	5%	7,44	0%
CNY	4%	7,34	2%
GBP	3%	0,86	12%
SGD	2%	1,51	-2%
AUD	2%	1,41	-8%
PLN	2%	4,32	-1%
CAD	2%	1,41	-7%
BRL	1%	3,35	-22%
NZD	1%	1,50	-10%

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

Key figures time line (1/13)

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 (2/13)

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 (3/13)

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

Key figures time line (4/13)

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 L4Q	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 (5/13)

Order Intake [in EUR million]	Q1 17
BA Equipment	621.7
BA Solutions	564.1
Consolidation / Others	-49.8
GEA	1,136.0
Order Backlog [in EUR million]	Q1 17
BA Equipment	655.6
BA Solutions	1,780.9
Consolidation / Others	-47.6
GEA	2,388.9
Sales [in EUR million]	Q1 17
BA Equipment	531.6
BA Solutions	520.7
Consolidation / Others	-48.4
GEA	1,003.9
Adjusted Sales Growth YoY [in %]	Q1 17
BA Equipment	6.4%
BA Solutions	0.6%
Consolidation / Others	n.a.
GEA	3.3%
Book-to-Bill Ratio L4Q	Q1 17
BA Equipment	1.04
BA Solutions	1.01
Consolidation / Others	n.a.
GEA	1.02

Key figures time line (6/13)

Operating EBITDA [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
Operating EBITDA - Margin [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%
EBITDA 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	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
Operating EBIT [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
Operating EBIT - Margin [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 (7/13)

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
GEA	62.4	100.3	119.8	187.0	469.6	68.0	110.7	132.3	183.5	494.4
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
GEA	59.9	78.1	117.9	184.4	440.3	29.4	104.1	123.0	163.5	420.1
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
GEA	48.2	83.2	101.9	169.3	402.6	50.7	94.9	115.4	164.7	425.8
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 (8/13)

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
GEA	72.4	118.4	133.5	205.7	530.1	85.1	128.0	149.0	228.5	590.7
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%
GEA	7.8%	11.1%	12.3%	16.6%	12.3%	9.0%	11.5%	13.0%	17.6%	13.1%
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
GEA	71.1	113.8	130.0	200.3	515.2	83.0	123.1	140.0	193.9	539.9
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
GEA	55.4	101.0	115.6	186.8	458.8	66.8	109.3	130.2	207.2	513.5
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%
GEA	6.0%	9.5%	10.6%	15.0%	10.6%	7.0%	9.8%	11.4%	15.9%	11.4%

Key figures time line (9/13)

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 (10/13)

Operating EBITDA [in EUR million]	Q1 17
BA Equipment	69.3
BA Solutions	23.6
Consolidation / Others	3.5
GEA	96.4
Operating EBITDA - Margin [in %]	Q1 17
BA Equipment	13.0%
BA Solutions	4.5%
GEA	9.6%
EBITDA reported [in EUR million]	Q1 17
BA Equipment	67.4
BA Solutions	22.4
Consolidation / Others	1.1
GEA	90.9
Operating EBIT [in EUR million]	Q1 17
BA Equipment	55.3
BA Solutions	18.9
Consolidation / Others	2.1
GEA	76.3
Operating EBIT - Margin [in %]	Q1 17
BA Equipment	10.4%
BA Solutions	3.6%
GEA	7.6%

Key figures time line (11/13)

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 ¹⁾ (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 ²⁾ 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 ¹⁾ (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 ²⁾ 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%

Key figures time line (12/13)

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 ⁽¹⁾ (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 ⁽²⁾ 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 ⁽¹⁾ (average L12M) [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	76.6	76.6
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	2,293.2	2,293.2
ROCE w/o goodwill ⁽²⁾ [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%

Key figures time line (13/13)

EBIT reported [in EUR million]	Q1 17
BA Equipment	48.7
BA Solutions	15.2
Consolidation / Others	-0.3
GEA	63.6
Capital Employed w/o goodwill⁽¹⁾ (average L12M) [in EUR million]	Q1 17
BA Equipment	1,557.3
BA Solutions	734.0
Consolidation / Others	79.1
GEA	2,370.4
ROCE w/o goodwill⁽²⁾ [in%]	Q1 17
BA Equipment	18.5%
BA Solutions	18.0%
GEA	16.5%

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



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