

# Conference Call

Results Q3 2016

DÜSSELDORF, 28 OCTOBER 2016



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

Due to rounding, the sum of percentages of order intake and sales by region as well as by customer industry may vary from 100%.

# 1. Results Q3 2016

2. Financials Q3 2016

3. Outlook FY 2016

## Key figures Q3 2016

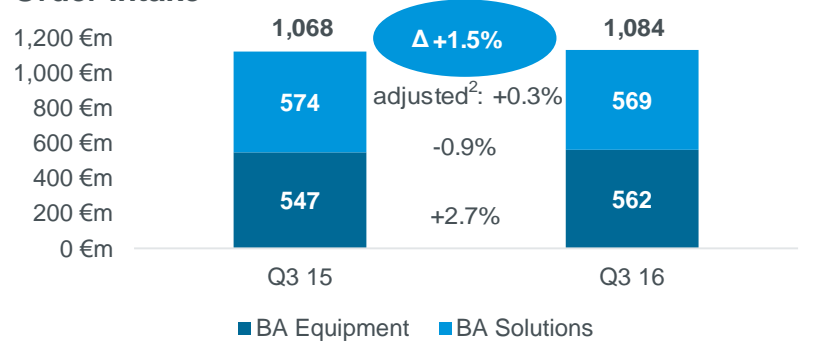
Order Intake (EURm)	Sales (EURm)	Op. EBITDA (EURm)	Operating EBIT (EURm)	Op. ROCE (LTM) <sup>1</sup>	Op. CFD Margin (LTM)
<b>1,084</b>	<b>1,101</b>	<b>113</b>	<b>92</b>	<b>22.8%</b>	<b>10.2%</b>
Δ +1.5% YoY	Δ -0.5% YoY	Δ -21.6% YoY	Δ -25.2% YoY	Δ -295 bps YoY	Δ -53 bps YoY
Structural change: +2.0% YoY FX translation: -0.8% YoY	Structural change: +2.2% YoY FX translation: -1.0% YoY	Operating EBITDA margin of +10.2% (-275 bps YoY)	Operating EBIT margin of +8.3% (-275 bps YoY)	In line with midterm guidance range of 20% to 25%	(Op. EBITDA - Capex +/- Δ WC [Ø LTM]) / Sales

<sup>1</sup>Operating ROCE LTM = operating 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)

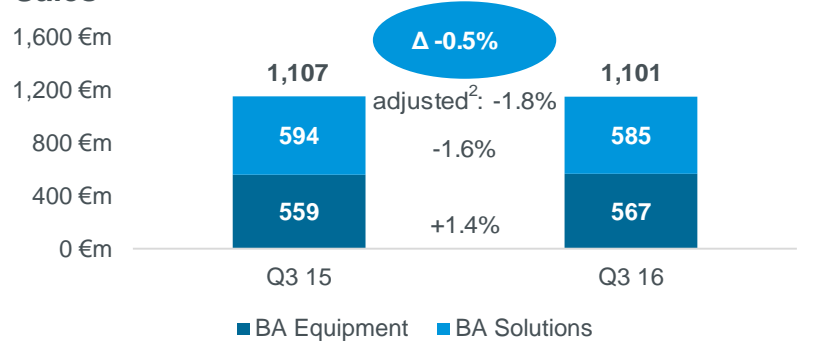
1. Results Q3 2016
- 2. Financials Q3 2016**
3. Outlook FY 2016

# Key figures and change YoY Q3 2016

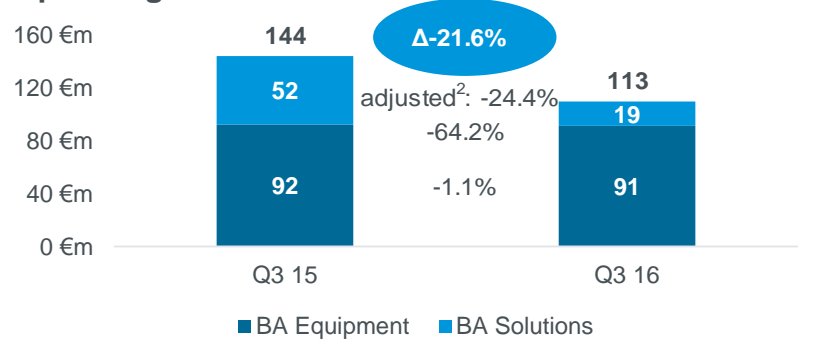
## Order Intake<sup>1</sup>



## Sales<sup>1</sup>



## Operating EBITDA<sup>1</sup>

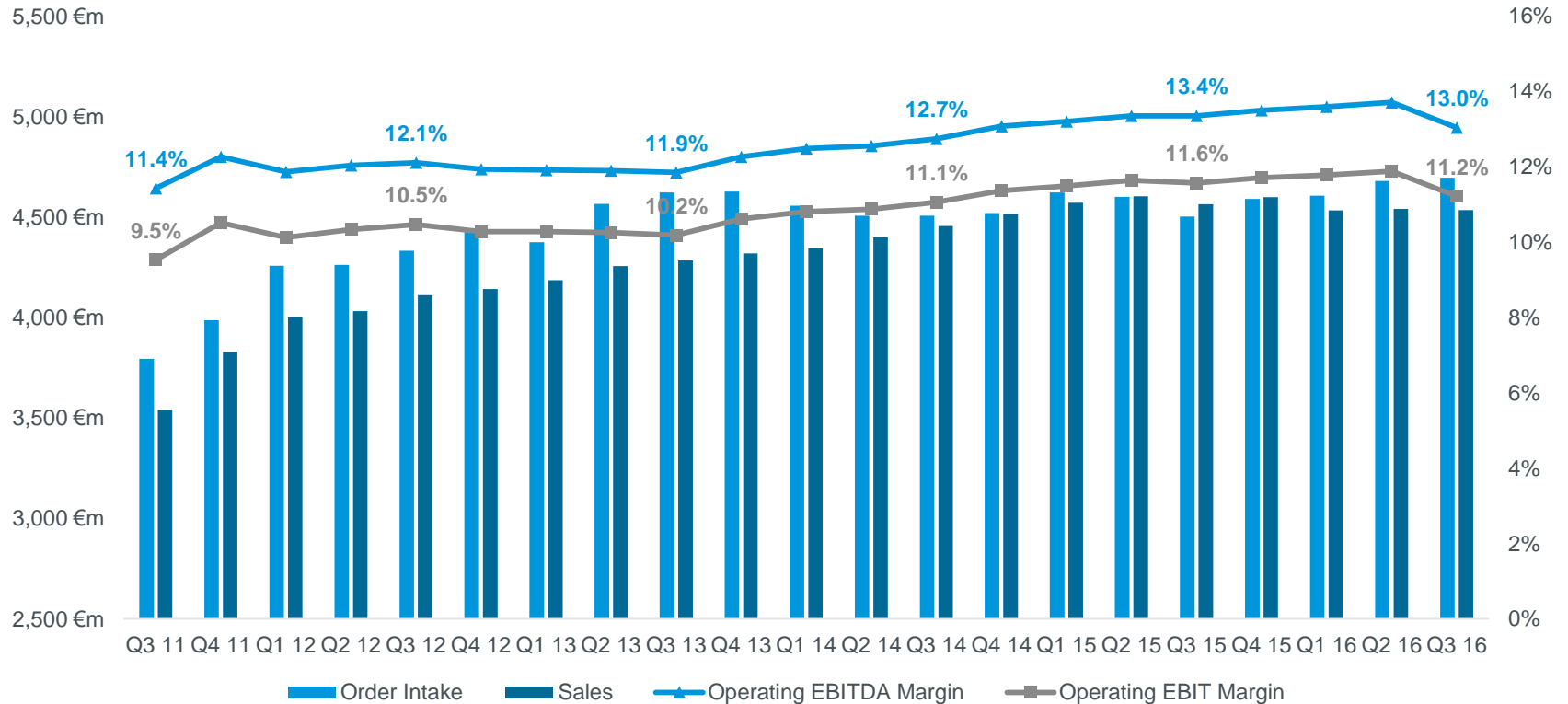


## Operating EBITDA Margin

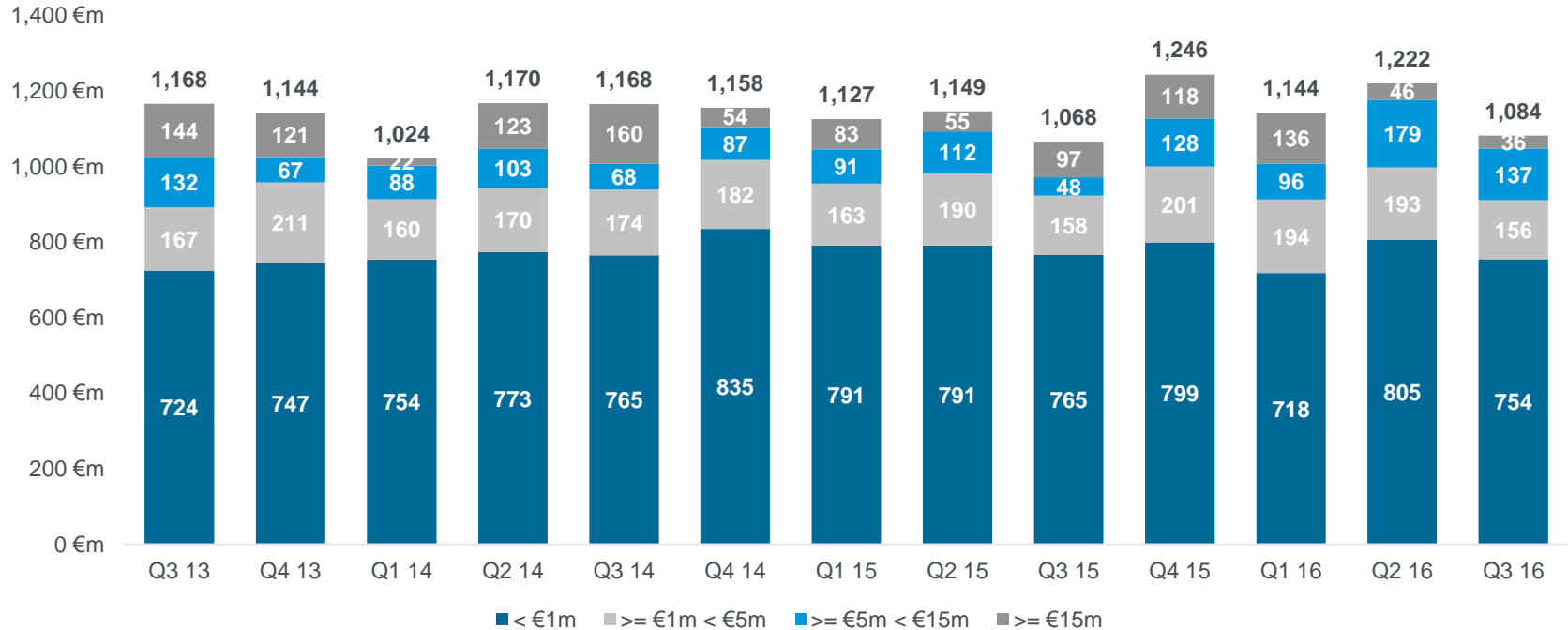
	Q3 15	Q3 16	Δ YoY
GEA Equipment	16.5%	16.1%	-42 bps
GEA Solutions	8.7%	3.2%	-556 bps
<b>GEA</b>	<b>13.0%</b>	<b>10.2%</b>	<b>-275 bps</b>

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

# Development LTM: Order Intake, Sales, Operating Margins



# Order intake development by size since Q3 2013





# Sales development by customer industry / top countries as of Q3 2016 LTM

	Q3 16 LTM Y/Y	Share of sales Q3 16 LTM
Dairy Farming	↓	13%
Dairy Processing	↓	20%
Food	↑	24%
Beverages	↑	13%
Pharma/Chemical	↑	15%
Other Industries	↘	15%
<b>GEA</b>	→	<b>100%</b>
More than 5%	↑	
Betw een 1% and 5%	↗	
Betw een -1% and 1%	→	
Betw een -5% and -1%	↘	
Less than -5%	↓	

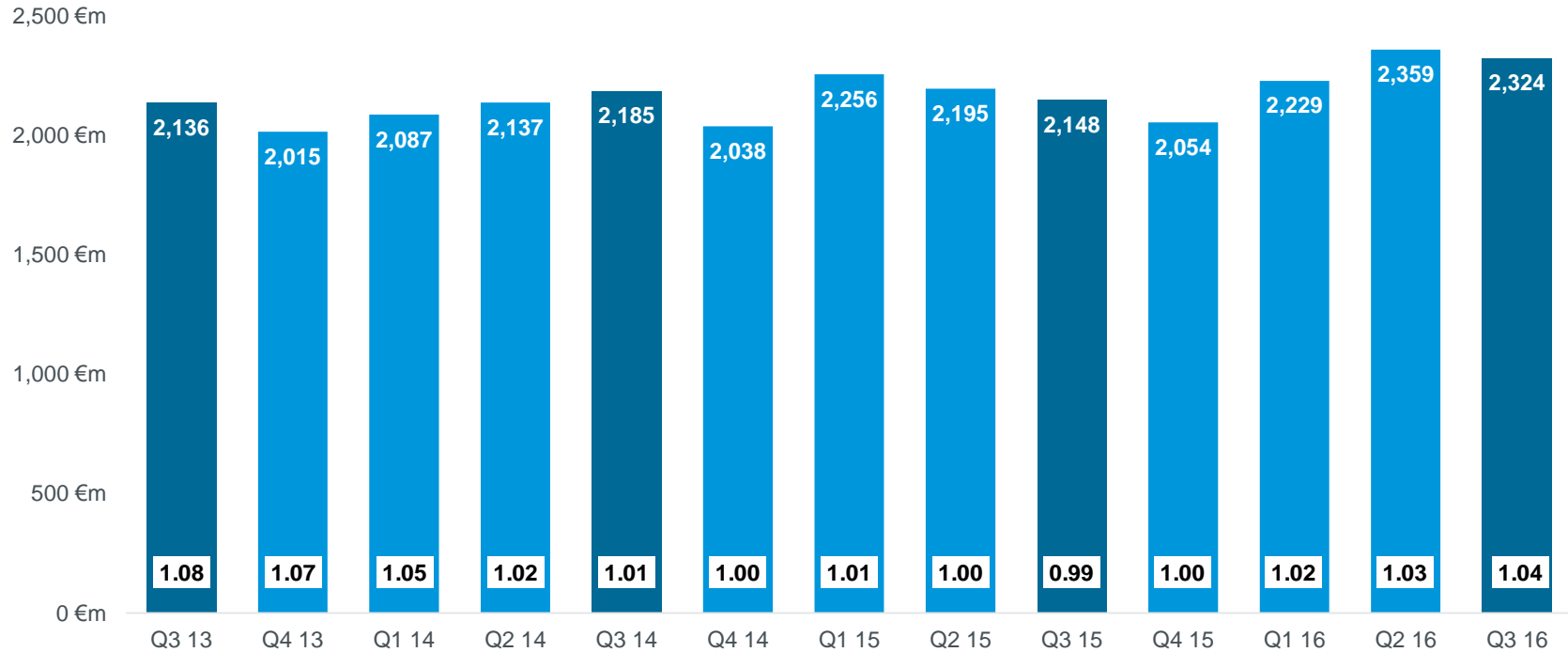
Q3 16 LTM	Sales Share	Growth Y/Y
USA	16%	↘
Germany	10%	↘
China	9%	↓
France	4%	↘
Netherlands	4%	↓
Great Britain	4%	↓
Russia	3%	↑
Poland	3%	↑
Spain	2%	↑
Belgium	2%	↑
Korea	2%	↑
New Zealand	2%	↓
Brazil	2%	↓
India	2%	→
Australia	2%	↓
Canada	2%	↑
Italy	2%	↓
Ireland	2%	↓
Japan	2%	↗
Denmark	2%	↑
<b>Emerging markets</b>	<b>36%</b>	↗

# Reported order intake development YoY/QoQ as of Q3 2016

	Q3 16 Quarter selective		Q3 16 LTM	Share of order intake
	Q/Q	Y/Y	Y/Y	Q3 16 LTM
Dairy Farming	↓	↓	↓	12%
Dairy Processing	↓	↓	↗	22%
Food	↓	↑	↑	25%
Beverages	↘	↓	↓	12%
<b>Food &amp; Beverages</b>	↓	↓	↗	<b>71%</b>
Pharma	↑	↑	↑	8%
Chemical	↑	↑	↑	7%
<b>Pharma/Chemical</b>	↑	↑	↑	<b>16%</b>
Oil & Gas	↓	↓	↓	1%
Marine	↓	↓	↓	3%
Others	↓	↑	↑	10%
<b>Other Industries</b>	↓	↑	↘	<b>14%</b>
<b>GEA</b>	↓	↗	↗	<b>100%</b>

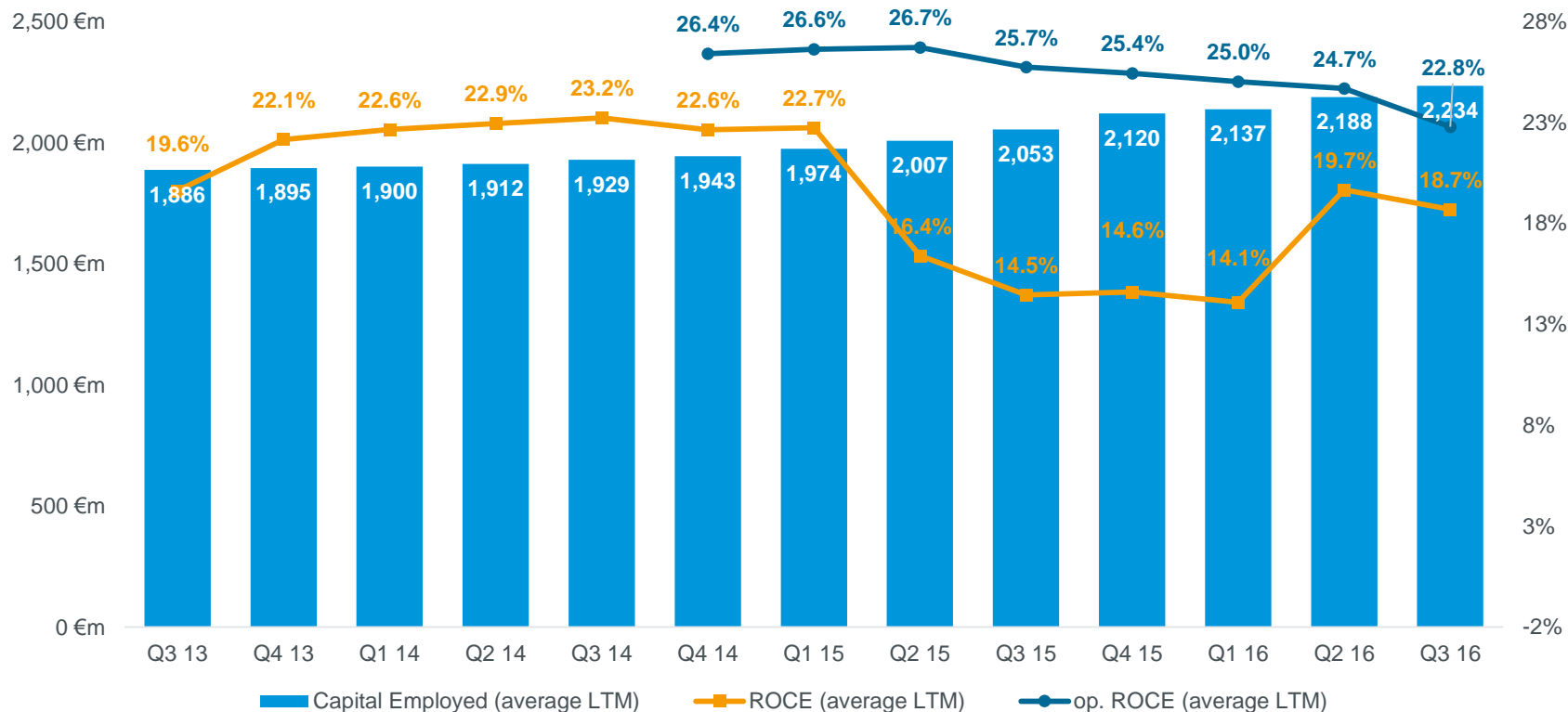
<b>Less than -5%</b> ↓	<b>Between -5% and -1%</b> ↘	<b>Between -1% and 1%</b> →	<b>Between 1% and 5%</b> ↗	<b>More than 5%</b> ↑
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# Order backlog development



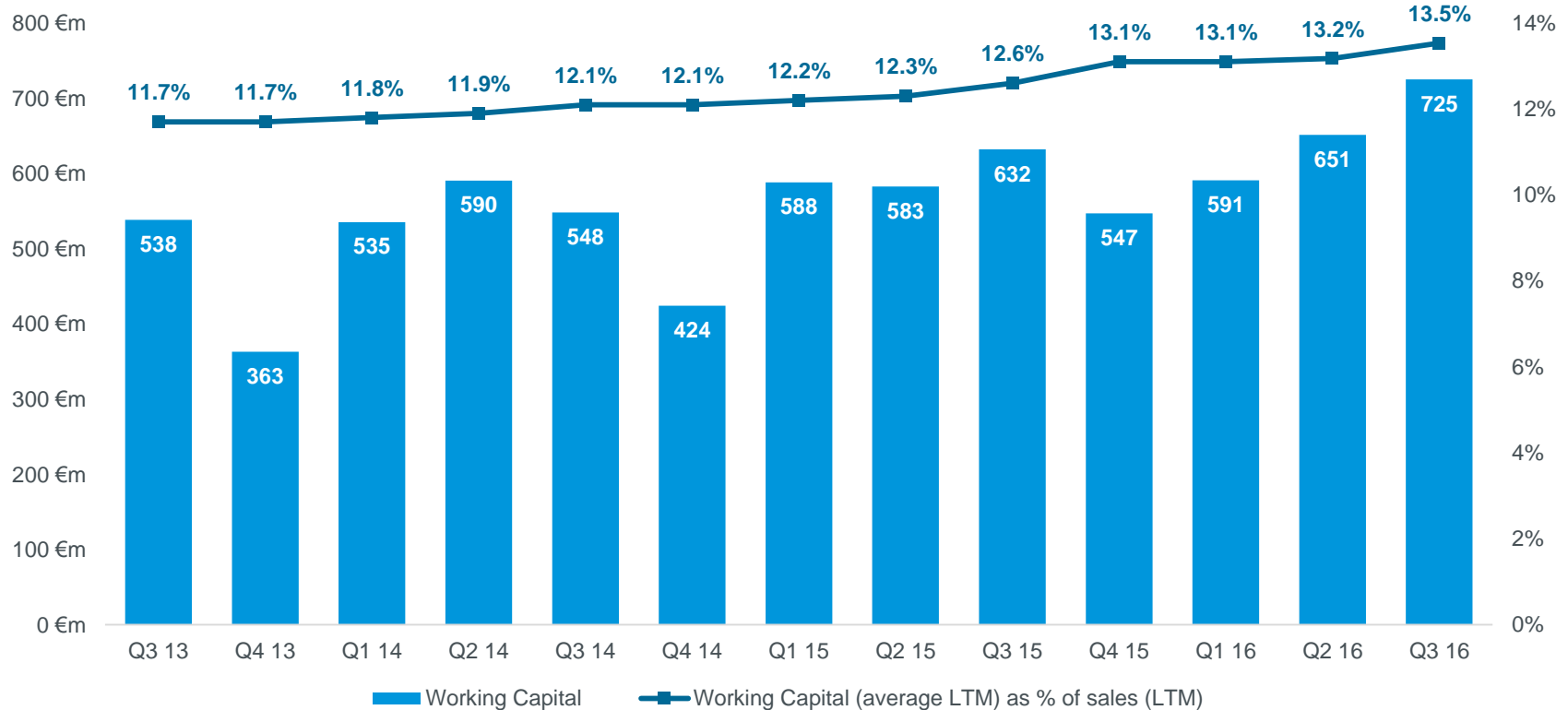
# LTM BtB ratio

# ROCE development as of Q3 2016

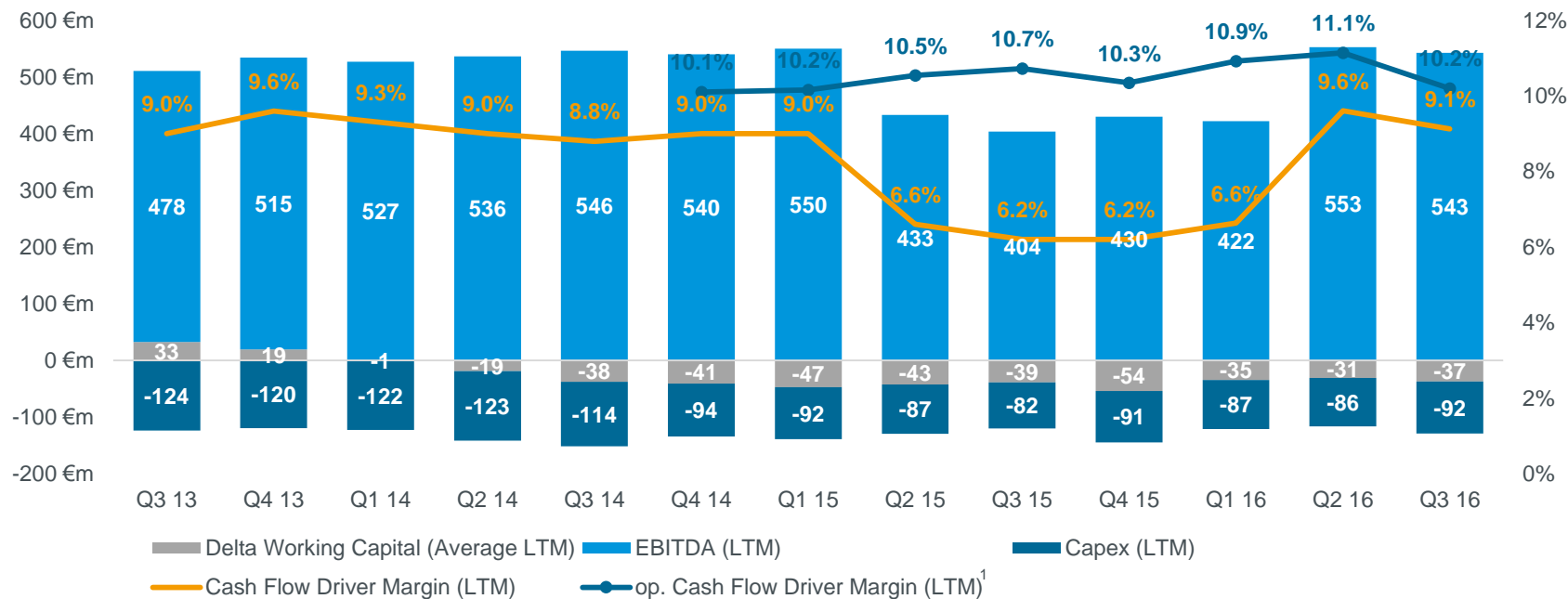


ROCE LTM = EBIT (LTM) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average LTM)  
 Op. ROCE LTM = op. EBIT (LTM) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average LTM)  
 GEA Conference Call Presentation Q3 2016

# Working capital (average LTM) to sales (LTM) ratio as of Q3 2016



# Cash Flow Driver Margin as of Q3 2016

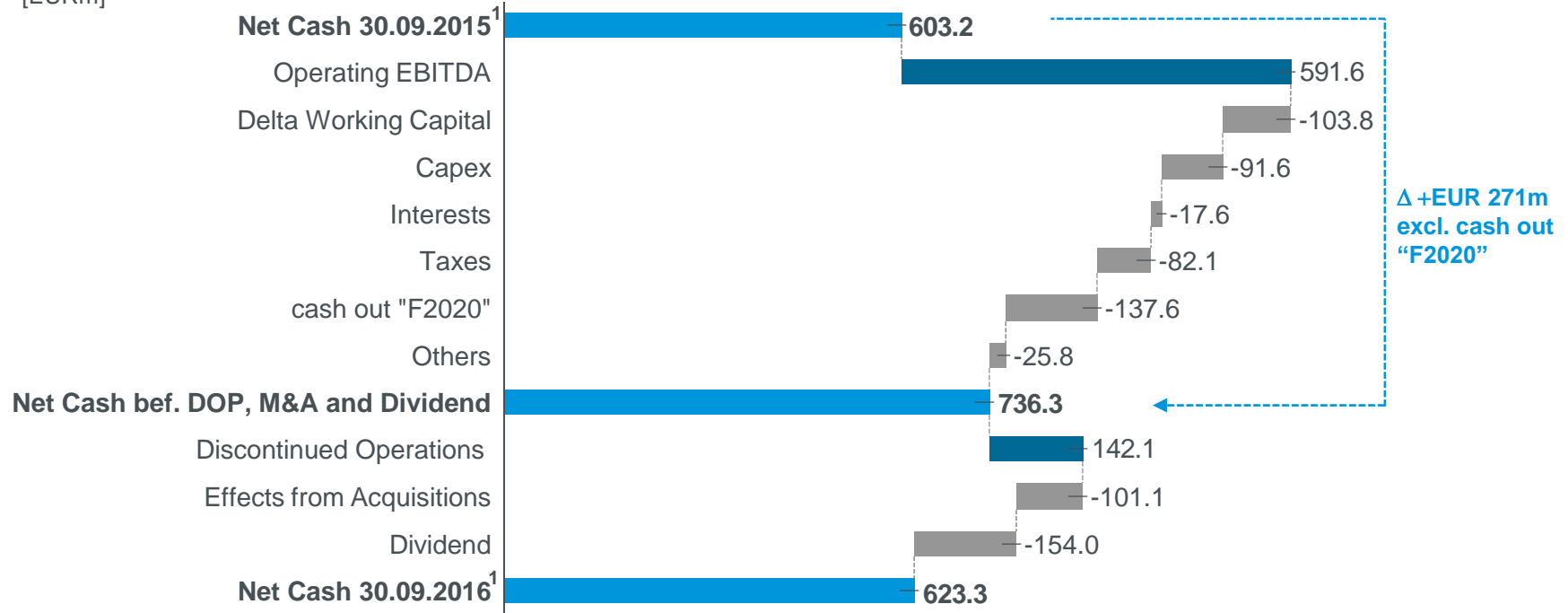


$$\frac{\text{EBITDA (LTM)}}{\text{Sales (LTM)}} - \frac{\text{Capex (LTM)}}{\text{Sales (LTM)}} - \frac{\Delta \text{ Working Capital (LTM)}}{\text{Sales (LTM)}}$$

<sup>1</sup> Operating Cash Flow Driver Margin is based on operating EBITDA, not on reported EBITDA

## Net Liquidity reconciliation

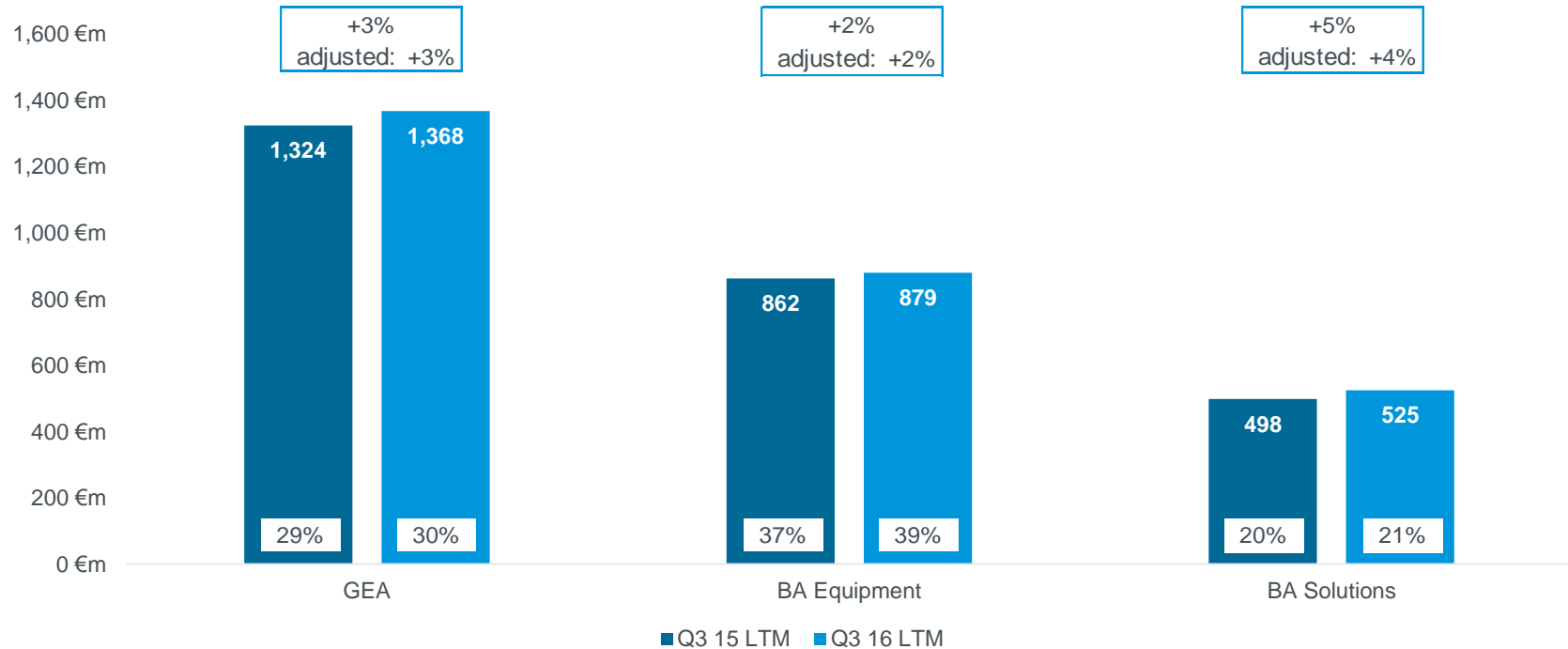
[EURm]



<sup>1</sup>therein cash with maturity < 12 months (EUR 200m)

# Service business as of Q3 2016 LTM: 30% of sales

## Service sales growth YoY of +3% (+3% adjusted)



Note: adjusted = before currency translation and structural effects



1. Results Q3 2016
2. Financials Q3 2016
- 3. Outlook FY 2016**

On October 19, 2016, GEA has adjusted its guidance for the financial year 2016 with assumptions unchanged to the following:

Sales

**moderate decline**

(in reported terms)

Operating EBITDA (EURm)

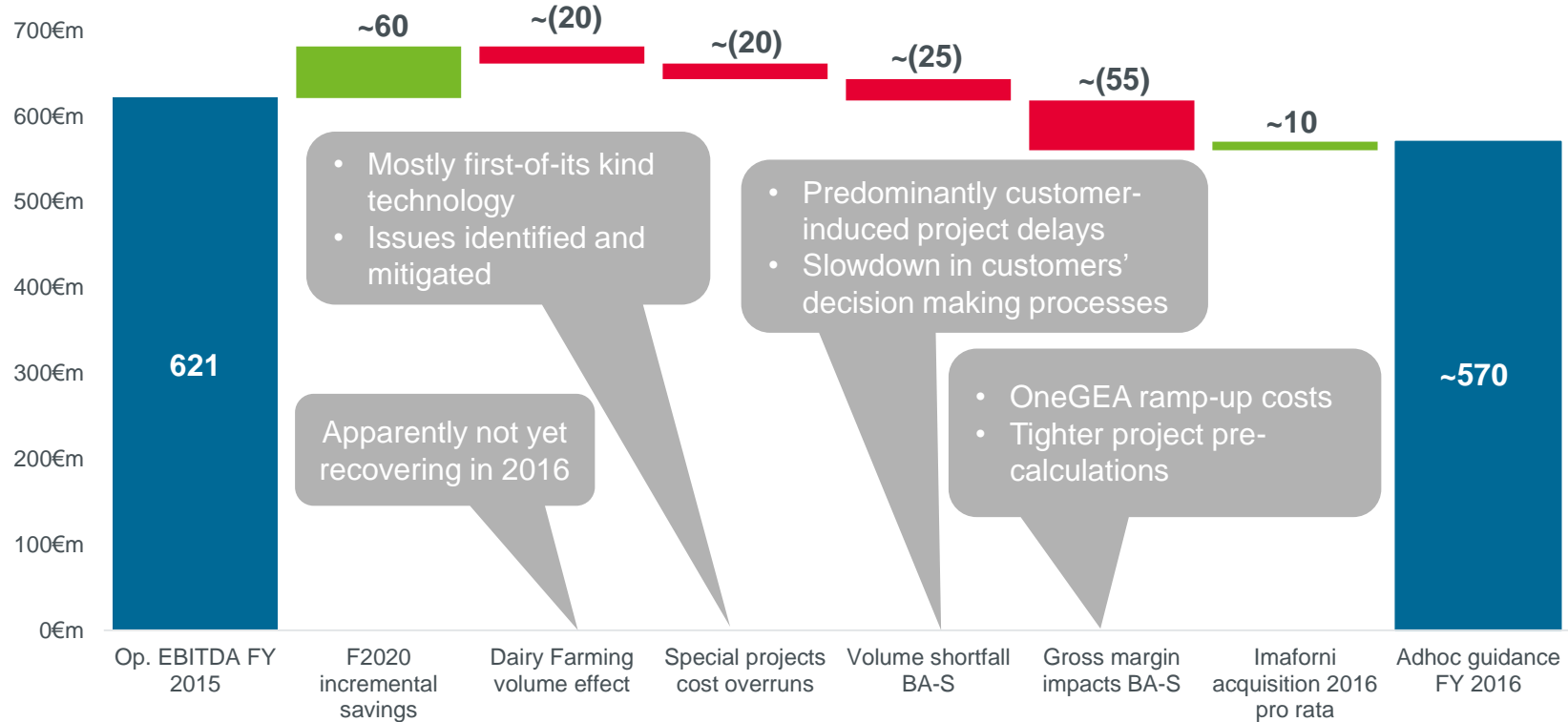
**around 570**

(including approx. EUR 10m from  
the acquisition Imaforni)

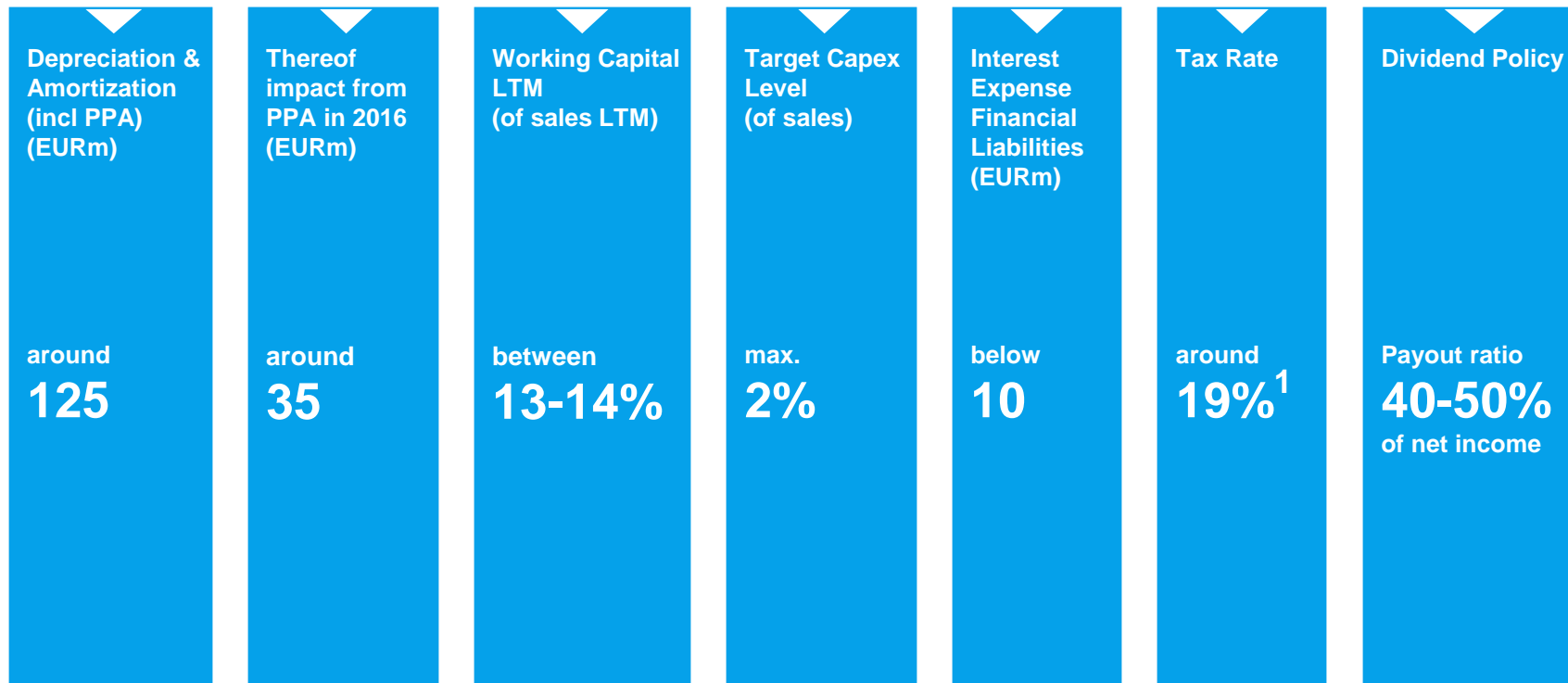
Operating Cash Flow Driver Margin

**around 10.0%**

# Op. EBITDA bridge 2016 guidance to prior year



Note: Structural effects from 2015 acquisitions and FX 2016 assumed to offset each other



<sup>1</sup> Will successively increase in subsequent years

# Investor Relations Calendar

## Upcoming Roadshows and Conferences

### 2016

Nov 3, 2016	Roadshow France	Paris	KeplerCheuvreux
Nov 7, 2016	Roadshow USA	Boston	Berenberg
Nov 8-9, 2016	Conference USA	Chicago	Baird
Nov 10, 2016	Roadshow USA	New York	Berenberg
Nov 15, 2016	Roadshow UK	Edinburgh	KeplerCheuvreux
Nov 16, 2016	Conference UK	London	UBS
Nov 17, 2016	Roadshow Sweden	Stockholm	SEB
Nov 29, 2016	Conference Switzerland	Zurich	HSBC

# Investor Relations Calendar

## Upcoming Roadshows and Conferences

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### 2016

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Dec 6-7, 2016

Conference UK

London

Goldman Sachs

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# Investor Relations Calendar

## Financial Calendar

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### 2017

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Feb 7, 2017

Release Preliminary Figures FY 2016

Mar 10, 2017

Release of Annual Report FY 2016

Apr 20, 2017

Annual Shareholder's Meeting FY 2016

May 9, 2017

Quarterly Financial Report for the period to March 31, 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

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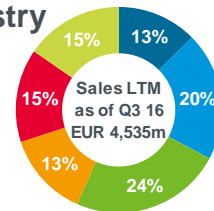


engineering for  
a better world



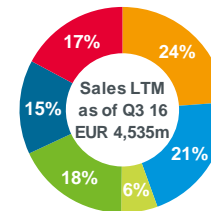
[in EUR million]	Q3 15	Q3 16	Δ YoY	LTM Q3 15	LTM Q3 16	Δ YoY
<b>Order Intake</b>			1.5%			4.3%
<i>adjusted</i> <sup>1</sup>	1,068.3	<b>1,083.9</b>	0.3%	4,502.0	<b>4,695.8</b>	3.2%
<b>Sales</b>			-0.5%			-0.6%
<i>adjusted</i> <sup>1</sup>	1,106.6	<b>1,100.8</b>	-1.8%	4,564.4	<b>4,535.1</b>	-2.8%
<b>Order Backlog</b>	2,148.4	<b>2,323.7</b>	8.2%	2,148.4	<b>2,323.7</b>	8.2%
<b>Operating EBITDA</b>	143.7	<b>112.7</b>	-21.6%	609.6	<b>591.6</b>	-3.0%
<b>Operating EBITDA Margin</b>	13.0%	<b>10.2%</b>	-275 bps	13.4%	<b>13.0%</b>	-31 bps
<b>Operating EBIT</b>	122.6	<b>91.7</b>	-25.2%	528.4	<b>508.9</b>	-3.7%
<b>Operating EBIT Margin</b>	11.1%	<b>8.3%</b>	-275 bps	11.6%	<b>11.2%</b>	-35 bps
<b>Operating ROCE (LTM)</b> <sup>2</sup>	25.7%	<b>22.8%</b>	-295 bps	25.7%	<b>22.8%</b>	-295 bps

### Sales by Customer Industry



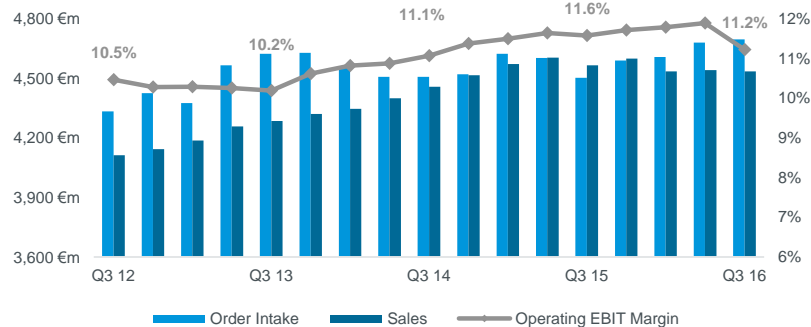
- Dairy Farming -11% YoY
- Dairy Processing -17% YoY
- Food +6% YoY
- Beverages +11% YoY
- Pharma/Chemical +23% YoY
- Other Industries -2% YoY
- GEA -1% YoY

### Sales by Region

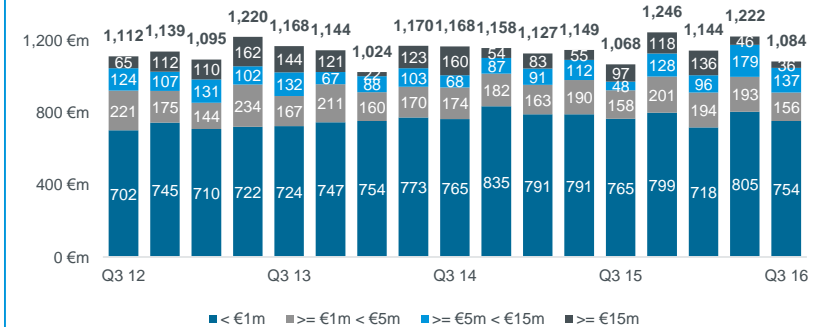


- Asia-Pacific -4% YoY -5% adj. YoY
- DACH & Eastern Europe +2% YoY -1% adj. YoY
- Latin America -8% YoY -9% adj. YoY
- North America -3% YoY -6% adj. YoY
- Northern/Central Europe -0% YoY -1% adj. YoY
- Western Europe, M. East/Africa +5% YoY +2% adj. YoY
- GEA -1% YoY -3% adj. YoY

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



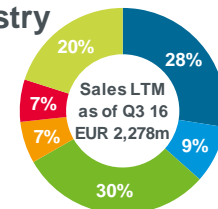
### Order Intake Development by Size



<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)  
GEA Conference Call Presentation Q3 2016

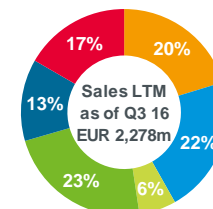
[in EUR million]	Q3 15	Q3 16	Δ YoY	LTM Q3 15	LTM Q3 16	Δ YoY
<b>Order Intake</b>	546.9	<b>561.6</b>	2.7%	2,292.2	<b>2,335.8</b>	1.9%
<i>adjusted</i> <sup>1</sup>			2.2%			1.8%
<b>Sales</b>	558.9	<b>566.8</b>	1.4%	2,322.2	<b>2,278.4</b>	-1.9%
<i>adjusted</i> <sup>1</sup>			1.5%			-2.5%
<b>Order Backlog</b>	557.8	<b>603.0</b>	8.1%	557.8	<b>603.0</b>	8.1%
<b>Operating EBITDA</b>	92.4	<b>91.3</b>	-1.1%	375.9	<b>387.3</b>	3.0%
<b>Operating EBITDA Margin</b>	16.5%	<b>16.1%</b>	-42 bps	16.2%	<b>17.0%</b>	81 bps
<b>Operating EBIT</b>	78.1	<b>77.5</b>	-0.7%	320.0	<b>331.5</b>	3.6%
<b>Operating EBIT Margin</b>	14.0%	<b>13.7%</b>	-30 bps	13.8%	<b>14.6%</b>	77 bps
<b>Operating ROCE (LTM)</b> <sup>2</sup>	20.9%	<b>21.5%</b>	64 bps	20.9%	<b>21.5%</b>	64 bps

## Sales by Customer Industry



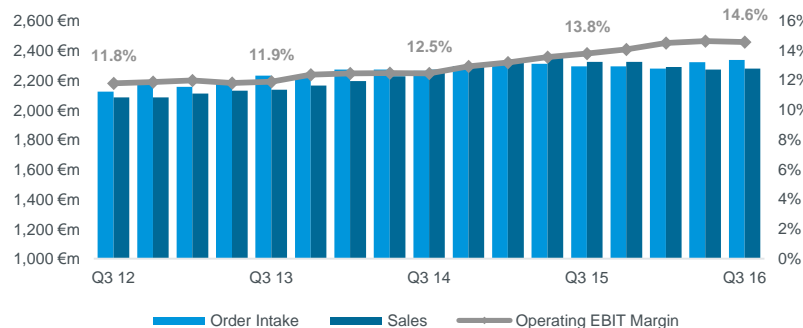
Dairy Farming	-11% YoY
Dairy Processing	-9% YoY
Food	-3% YoY
Beverages	+11% YoY
Pharmal/Chemical	+19% YoY
Other Industries	+6% YoY
BA Equipment	-2% YoY

## Sales by Region

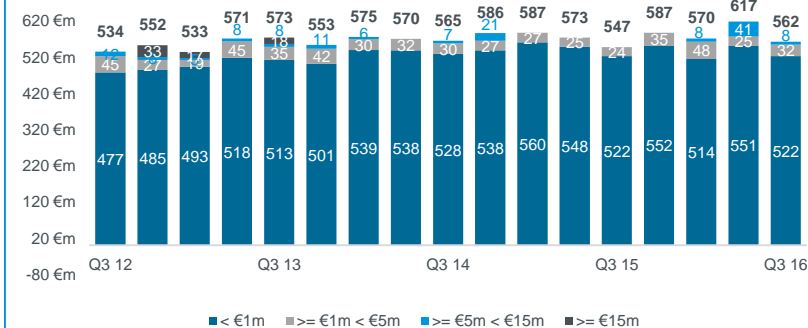


Asia-Pacific	-3% YoY	-4% adj. YoY
DACH & Eastern Europe	-3% YoY	-6% adj. YoY
Latin America	-18% YoY	-9% adj. YoY
North America	-2% YoY	-5% adj. YoY
Northern/Central Europe	+2% YoY	+3% adj. YoY
Western Europe, M. East/Africa	+5% YoY	+5% adj. YoY
BA Equipment	-2% YoY	-3% adj. YoY

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



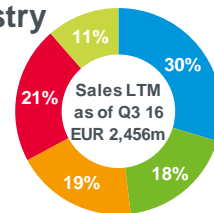
## Order Intake Development by Size



<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)  
GEA Conference Call Presentation Q3 2016

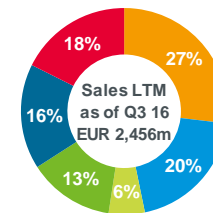
[in EUR million]	Q3 15	Q3 16	Δ YoY	LTM Q3 15	LTM Q3 16	Δ YoY
<b>Order Intake</b>						
	573.7	<b>568.5</b>	-0.9%	2,413.2	<b>2,554.0</b>	5.8%
<i>adjusted</i> <sup>1</sup>			-3.1%			3.8%
<b>Sales</b>						
	594.4	<b>585.0</b>	-1.6%	2,437.3	<b>2,456.0</b>	0.8%
<i>adjusted</i> <sup>1</sup>			-4.3%			-2.9%
<b>Order Backlog</b>	1,634.2	<b>1,755.8</b>	7.4%	1,634.2	<b>1,755.8</b>	7.4%
<b>Operating EBITDA</b>	51.9	<b>18.5</b>	-64.2%	255.7	<b>219.8</b>	-14.1%
<b>Operating EBITDA Margin</b>	8.7%	<b>3.2%</b>	-556 bps	10.5%	<b>8.9%</b>	-154 bps
<b>Operating EBIT</b>	46.6	<b>13.6</b>	-70.9%	236.6	<b>200.0</b>	-15.5%
<b>Operating EBIT Margin</b>	7.8%	<b>2.3%</b>	-553 bps	9.7%	<b>8.1%</b>	-156 bps
<b>Operating ROCE (LTM)</b> <sup>2</sup>	51.4%	<b>31.5%</b>	-1983 bps	51.4%	<b>31.5%</b>	-1983 bps

## Sales by Customer Industry



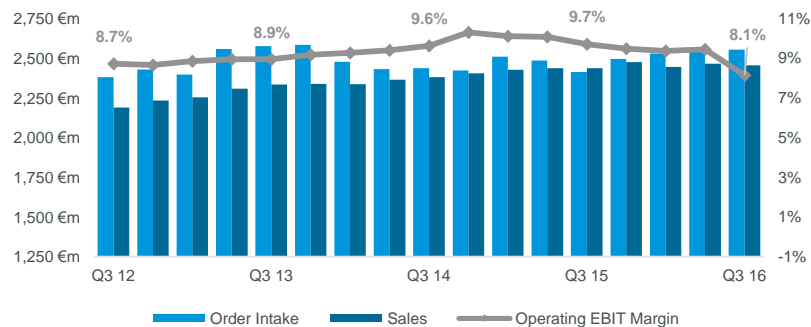
Dairy Processing	-19% YoY
Food	+20% YoY
Beverages	+11% YoY
Pharma/Chemical	+24% YoY
Other Industries	-12% YoY
BA Solutions	+1% YoY

## Sales by Region

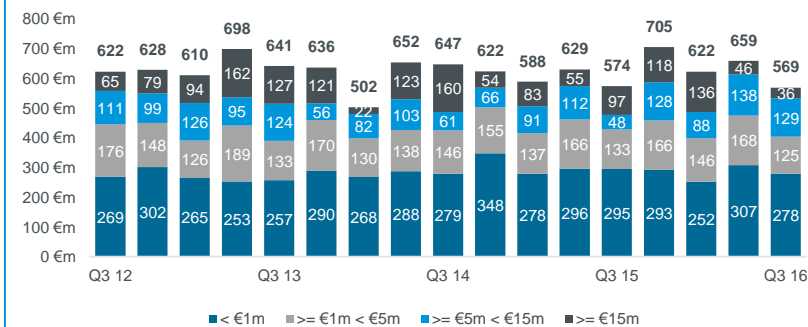


Asia-Pacific	-4% YoY	-6% adj. YoY
DACH & Eastern Europe	+8% YoY	+5% adj. YoY
Latin America	+4% YoY	-8% adj. YoY
North America	-4% YoY	-8% adj. YoY
Northern/Central Europe	-1% YoY	-3% adj. YoY
Western Europe, M. East/Africa	+6% YoY	-0% adj. YoY
BA Solutions	+1% YoY	-3% adj. YoY

## 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)  
GEA Conference Call Presentation Q3 2016

in EURm	Q3 16 vs. Q3 15		Q3 16 vs. Q2 16		Q1 - Q3 16 vs. Q1 - Q3 15		LTM Q3 16 vs. LTM Q3 15	
	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %
<b>Order Intake previous period</b>	<b>1,068</b>		<b>1,222</b>		<b>3,345</b>		<b>4,502</b>	
Structural Change	21	2.0%	0	0.0%	71	2.1%	94	2.1%
Currency Translation	-9	-0.8%	5	0.4%	-73	-2.2%	-45	-1.0%
Like-for-Like Development	3	0.3%	-143	-11.7%	108	3.2%	145	3.2%
<b>Order Intake current period</b>	<b>1,084</b>	<b>1.5%</b>	<b>1,084</b>	<b>-11.3%</b>	<b>3,450</b>	<b>3.2%</b>	<b>4,696</b>	<b>4.3%</b>

in EURm	Q3 16 vs. Q3 15		Q3 16 vs. Q2 16		Q1 - Q3 16 vs. Q1 - Q3 15		LTM Q3 16 vs. LTM Q3 15	
	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %
<b>Sales previous period</b>	<b>1,107</b>		<b>1,157</b>		<b>3,263</b>		<b>4,564</b>	
Structural Change	25	2.2%	0	0.0%	86	2.6%	118	2.6%
Currency Translation	-11	-1.0%	5	0.5%	-64	-2.0%	-19	-0.4%
Like-for-Like Development	-20	-1.8%	-62	-5.3%	-86	-2.6%	-129	-2.8%
<b>Sales current period</b>	<b>1,101</b>	<b>-0.5%</b>	<b>1,101</b>	<b>-4.9%</b>	<b>3,199</b>	<b>-2.0%</b>	<b>4,535</b>	<b>-0.6%</b>

# Operating EBITDA Q3 2016

in EURm	Q3 16 vs. Q3 15		Q3 16 vs. Q2 16		Q1 - Q3 16 vs. Q1 - Q3 15		LTM Q3 16 vs. LTM Q3 15	
	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %
<b>Operating EBITDA previous period</b>	<b>144</b>		<b>145</b>		<b>381</b>		<b>610</b>	
Structural Change	4	2.6%	0	0.0%	13	3.3%	19	3.2%
Currency Translation	0	0.2%	1	0.4%	-3	-0.8%	8	1.3%
Like-for-Like Development	-35	-24.4%	-33	-22.9%	-39	-10.2%	-45	-7.5%
<b>Operating EBITDA current period</b>	<b>113</b>	<b>-21.6%</b>	<b>113</b>	<b>-22.4%</b>	<b>352</b>	<b>-7.7%</b>	<b>592</b>	<b>-3.0%</b>

Currency	% total Q3 2016 sales*	FX Rates Q3 2016 (average)	Δ FX YoY Q3 2016 vs Q3 2015
EUR	48%	-	-
USD	17%	1.12	0%
CNY and RMB	7%	7.35	5%
DKK	4%	7.45	0%
GBP	3%	0.80	10%
NZD	2%	1.61	2%
PLN	2%	4.36	5%
SGD	2%	1.53	1%
AUD	2%	1.50	3%
AED	2%	4.10	0%
BRL	2%	3.96	12%

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

# Working Capital Development

[EURm]

	Trade receivables <sup>1</sup>	Inventories		Trade Payables	Advance Payments		Working Capital
<b>Q3 2016</b>	<b>1,209</b>	<b>645</b>	—	<b>526</b>	<b>604</b>	=	<b>725</b>
	+91 +8%	+97 +18%		-84 -14%	+94 +18%		+178 +33%
<b>Q4 2015</b>	<b>1,118</b>	<b>549</b>	—	<b>610</b>	<b>510</b>	=	<b>547</b>
	+131 +13%	-96 -15%		+99 +19%	+20 +4%		-85 -13%
<b>Q3 2015</b>	<b>987</b>	<b>645</b>	—	<b>511</b>	<b>490</b>	=	<b>632</b>

<sup>1</sup> including POC receivables



# 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

# 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
BA Equipment	586.5	573.0	546.9	586.6	2,293.0	570.4	617.2	561.6
BA Solutions	588.3	628.9	573.7	704.6	2,495.6	622.2	658.6	568.5
Consolidation / Others	-47.4	-53.1	-52.3	-45.7	-198.5	-48.2	-53.8	-46.2
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
Order Backlog [in EUR million]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16
BA Equipment	608.3	581.4	557.8	501.9	501.9	563.0	615.6	603.0
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
Consolidation / Others	-36.7	-38.8	-43.6	-33.5	-33.5	-36.5	-39.7	-35.1
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
Sales [in EUR million]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16
BA Equipment	527.0	587.9	558.9	650.0	2,323.7	490.8	570.9	566.8
BA Solutions	526.0	612.9	594.4	741.9	2,475.2	495.5	633.7	585.0
Consolidation / Others	-46.6	-50.7	-46.7	-55.7	-199.6	-45.1	-47.7	-51.0
GEA	1,006.4	1,150.1	1,106.6	1,336.2	4,599.3	941.2	1,156.9	1,100.8
Adjusted Sales Growth YoY [in %]	Q1 15	Q2 15	Q3 15	Q4 15	FY 2015	Q1 16	Q2 16	Q3 16
BA Equipment	0.8%	-2.5%	-9.6%	-4.4%	-4.2%	-6.5%	-0.8%	1.5%
BA Solutions	-2.5%	-5.8%	-6.0%	-1.5%	-3.9%	-6.3%	-0.1%	-4.3%
Consolidation / Others	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%
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
BA Equipment	0.99	0.98	0.99	0.99	0.99	1.00	1.02	1.03
BA Solutions	1.03	1.02	0.99	1.01	1.01	1.03	1.04	1.04
Consolidation / Others	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

# Key figures time line (5/11)

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 (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
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 (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%
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
<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%
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 (8/11)

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



# 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%

# 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
BA Equipment	46.5	8.1	72.3	100.2	227.1	54.1	69.6	69.7
BA Solutions	25.7	24.9	37.6	82.3	170.5	16.3	53.8	7.0
Consolidation / Others	-4.7	-54.0	-26.7	-2.8	-88.1	-11.4	-15.2	-6.3
GEA	67.5	-20.9	83.1	179.7	309.4	59.0	108.2	70.5
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
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
BA Solutions	391.0	417.1	460.6	514.6	514.6	541.5	596.2	634.2
Consolidation / Others	63.2	62.8	62.1	61.2	61.2	56.4	54.2	60.5
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
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
BA Equipment	18.1%	15.0%	15.2%	14.7%	14.7%	15.3%	19.3%	19.1%
BA Solutions	61.3%	51.0%	42.8%	33.1%	33.1%	29.8%	31.9%	25.1%
GEA	22.7%	16.4%	14.5%	14.6%	14.6%	14.1%	19.7%	18.7%

- 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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