

# Results Presentation

Q3 2018



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

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

# 1. Results Q3 2018

2. Financials Q3 2018

3. Outlook FY 2018

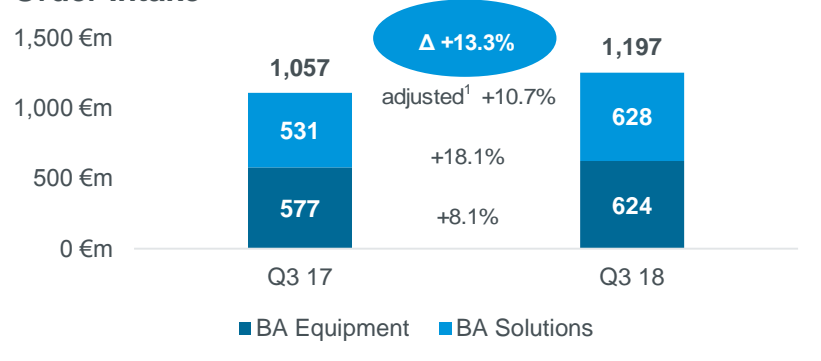
## Key figures Q3 2018

Order Intake (EURm)	Sales (EURm)	Op. EBITDA (EURm)	Op. EBIT (EURm)	Op. ROCE <sup>1</sup>	Op. CFD Margin
1,197	1,189	138	112	16.9%	9.0%
Δ +13.3% YoY reported Δ +10.7% YoY adj.	Δ +5.1% YoY reported Δ +2.8% YoY adj.	Δ +14.2% YoY	Δ +13.4% YoY		
FX impact -20 EURm or -1.9%	FX impact -25 EURm or -2.2%				

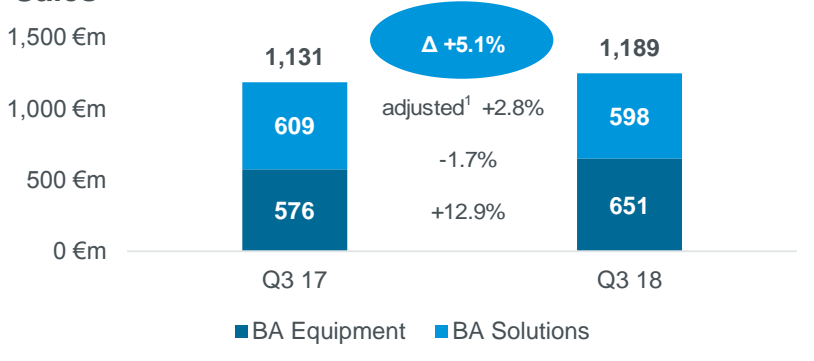
<sup>1</sup>Operating ROCE L4Q = operating EBIT (L4Q) / Capital employed excluding EUR -800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average L12M)

1. Results Q3 2018
- 2. Financials Q3 2018**
3. Outlook FY 2018

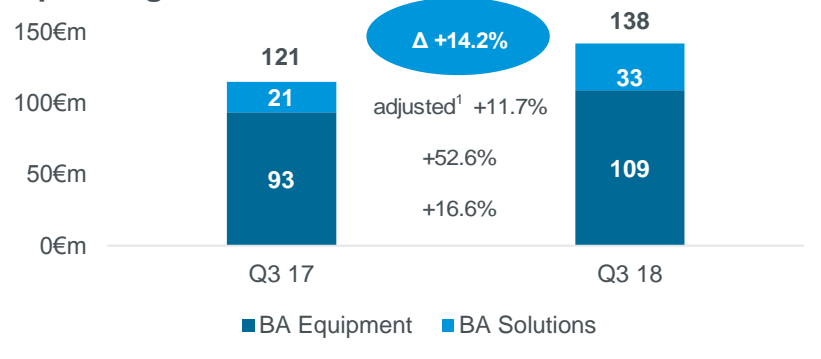
## Order Intake



## Sales



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

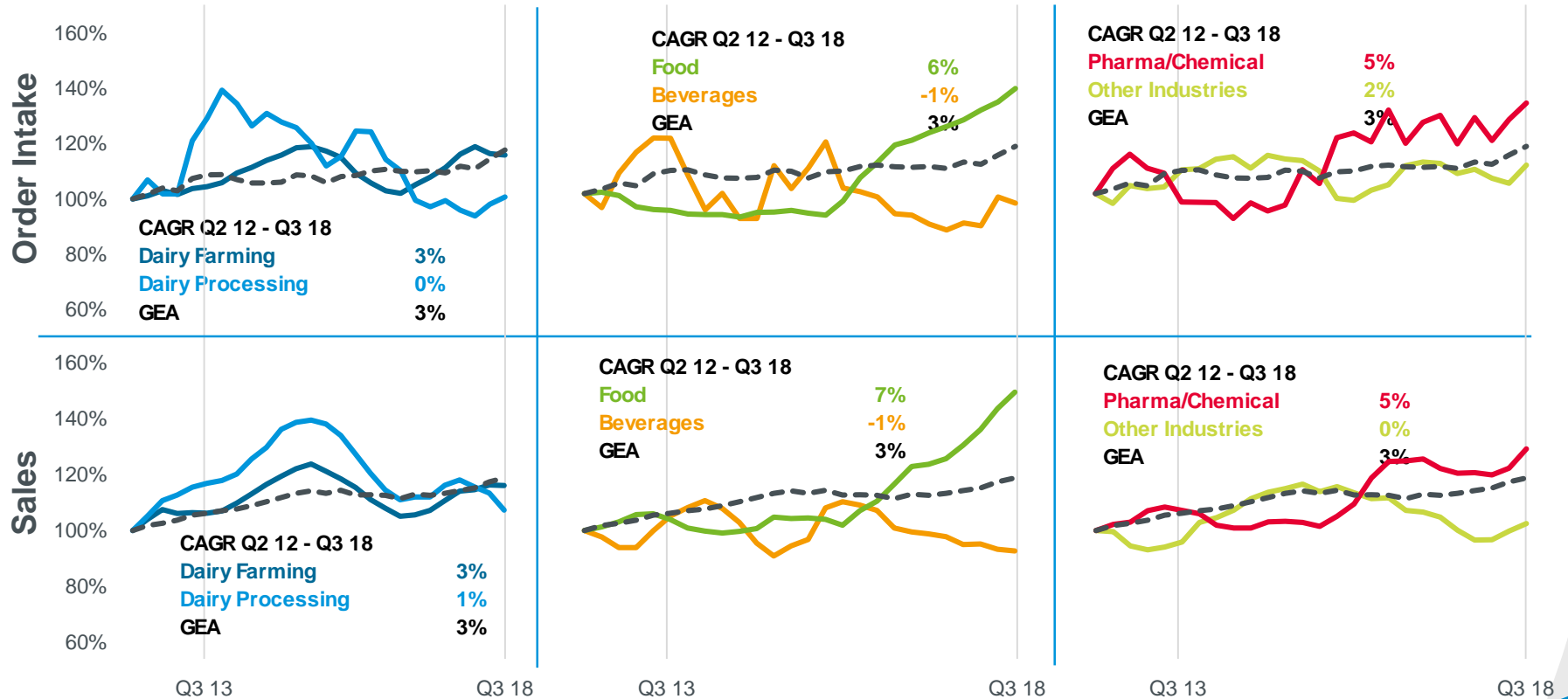


## Operating EBITDA Margin<sup>1</sup>

	Q3 17	Q3 18	Δ YoY
BA Equipment	16.2%	16.7%	53 bps
BA Solutions	3.5%	5.5%	195 bps
<b>GEA Group</b>	<b>10.7%</b>	<b>11.6%</b>	<b>91 bps</b>

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

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



# BAS Dairy Processing likely to bottom out: Sales to decline in the short term while Order Intake recovers

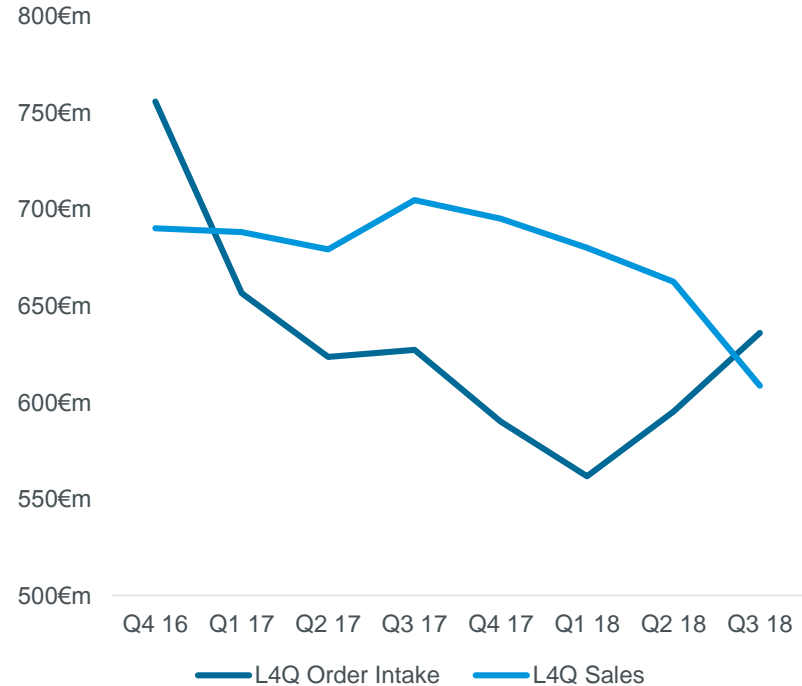
Dairy recession was predominantly driven by powder business

## Order Intake recovery driven by:

- Demand directly from emerging markets
- Export driven projects in developed markets
- Demand for solutions for
  - Whole Milk Powder
  - Nutritional Formula
  - Market Milk Products
  - Cheese

**Due to the lag between Order Intake and Sales, the latter figure is likely to decline further while the pipeline looks promising enough to take at least a cautiously optimistic stance**

## BAS Dairy Processing





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

BtB ratio L4Q	Asia Pacific	DACH & Eastern Europe	Western EU & Middle East/Africa	Northern & Central Europe	Latin America	North America	Total
Dairy Farming	1.09	1.17	0.97	1.05	1.08	0.97	1.04
Dairy Processing	1.08	0.72	0.84	1.50	1.10	1.20	1.03
Food	0.96	0.98	1.06	0.99	1.34	0.97	1.02
Beverages	1.37	0.86	0.80	1.13	1.04	0.87	1.03
Pharma	1.08	0.73	1.21	1.22	2.03	0.99	1.02
Chemical	1.16	1.10	1.01	1.06	1.09	1.39	1.15
Oil & Gas	1.39	0.73	1.46	1.09	1.64	0.89	1.30
Marine	1.29	1.10	0.95	1.10	1.04	1.16	1.13
Others	0.93	1.21	1.05	1.16	1.15	0.81	1.05
<b>Total</b>	<b>1.09</b>	<b>0.95</b>	<b>1.01</b>	<b>1.16</b>	<b>1.20</b>	<b>1.00</b>	<b>1.04</b>
<b>Share of L4Q OI</b>							
Dairy Farming	1%	3%	1%	1%	1%	5%	13%
Dairy Processing	5%	3%	2%	4%	2%	2%	18%
Food	5%	6%	7%	4%	3%	5%	30%
Beverages	4%	2%	1%	1%	1%	1%	11%
Pharma	2%	1%	1%	1%	0%	1%	7%
Chemical	3%	1%	1%	1%	1%	1%	8%
Oil & Gas	0%	0%	1%	0%	0%	0%	1%
Marine	1%	1%	0%	0%	0%	0%	2%
Others	2%	2%	3%	2%	1%	1%	10%
<b>Total</b>	<b>23%</b>	<b>19%</b>	<b>17%</b>	<b>14%</b>	<b>8%</b>	<b>18%</b>	<b>100%</b>

# Product Groups and Application Centers of GEA

Product Group (PG)/ Application Center (APC)	Gross Margin Ø FY 16-17 <sup>1</sup>	Order intake		% of order intake Q3 18 L4Q	BtB L4Q Q3 18
		Q3 18 YoY	Q3 18 L4Q YoY		
PG Food Processing & Packaging; Pasta, Extrusion & Milling	●	↑ 44%	↑ 51%	~10%	1.07
PGs Separation, Homogenizers, Flow Components, Compression	●	↗ 6%	↗ 4%	~25%	1.02
PG Milking Dairy Farming	●	↘ -2%	↗ 4%	~15%	1.05
<b>BA Equipment</b>					
APC Dairy	●	↑ 24%	↘ -3%	~15%	1.02
APC Beverage	●	↘ -9%	↗ 7%	~10%	1.01
APC Food	●	↑ 16%	↘ -2%	~10%	1.03
APC Utilities	●	↑ 23%	→ 0%	~10%	1.06
APC Pharma	●	↗ 5%	↗ 5%	~5%	1.06
APC Chemicals	●	↑ 33%	↑ 28%	~5%	1.18
<b>BA Solutions</b>					
<b>GEA</b>		↑ 13%	↗ 7%		1.04

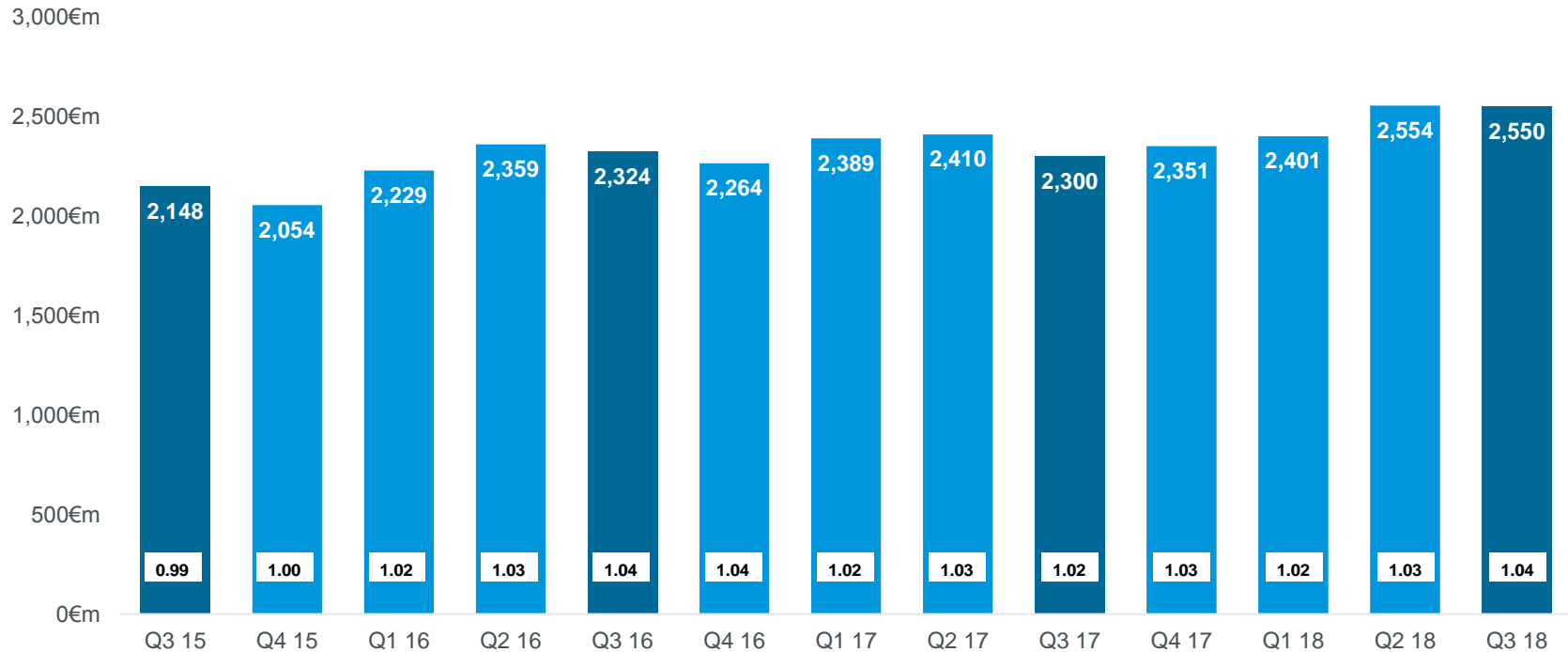
All changes on a reported basis, not adjusted for structural changes and currency effects

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

<sup>2</sup> split rounded to nearest 5%

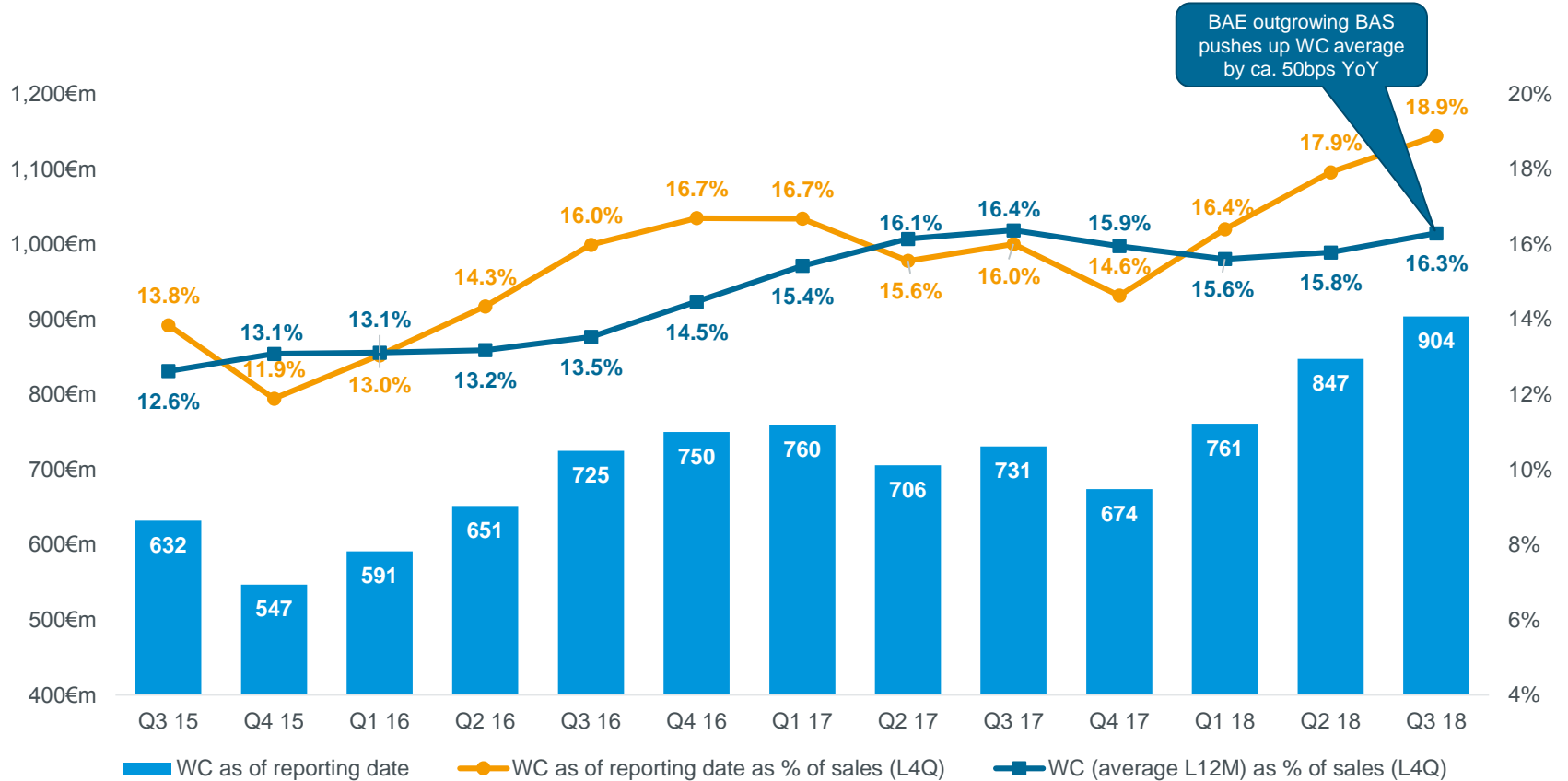


# Order backlog development

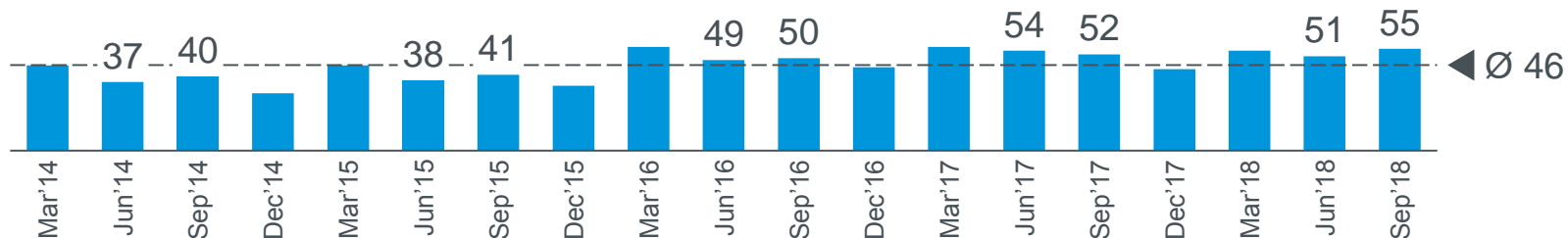


# L4Q BtB ratio

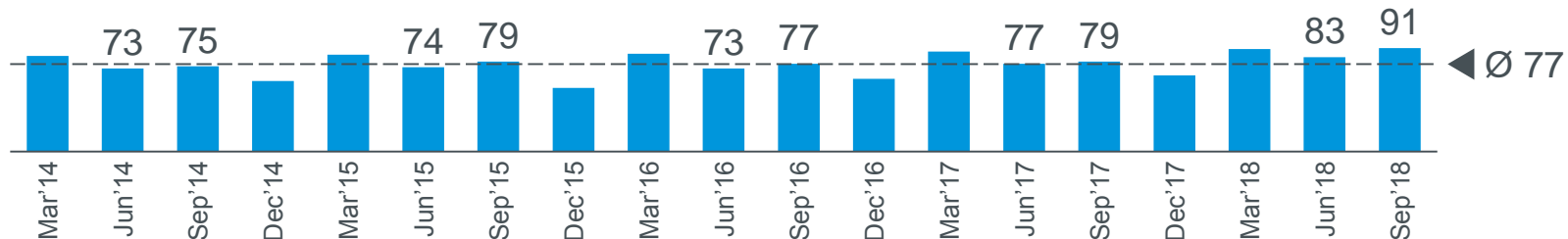
# Working capital to sales ratio



## Advances / Sales \* Days [in respective Quarter]

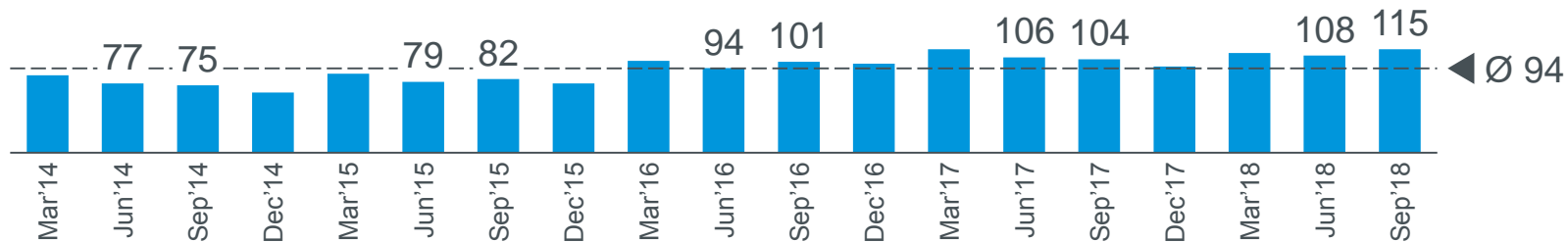


## DIO (Inventory / CoS \* Days [in respective Quarter]



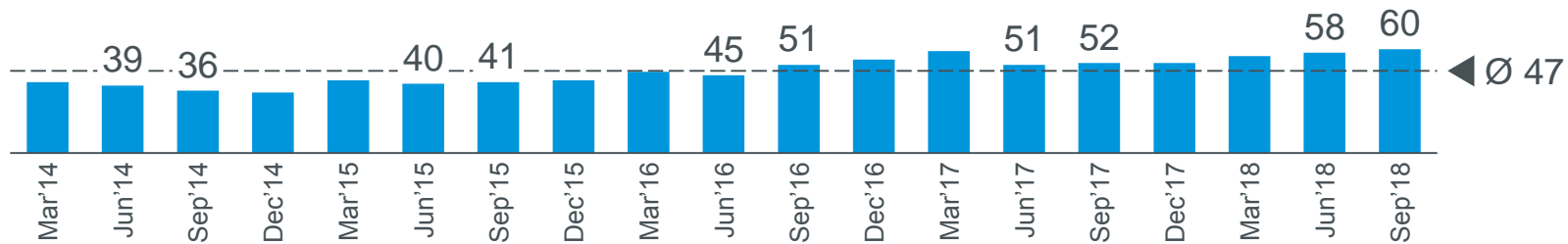
## DSO:

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

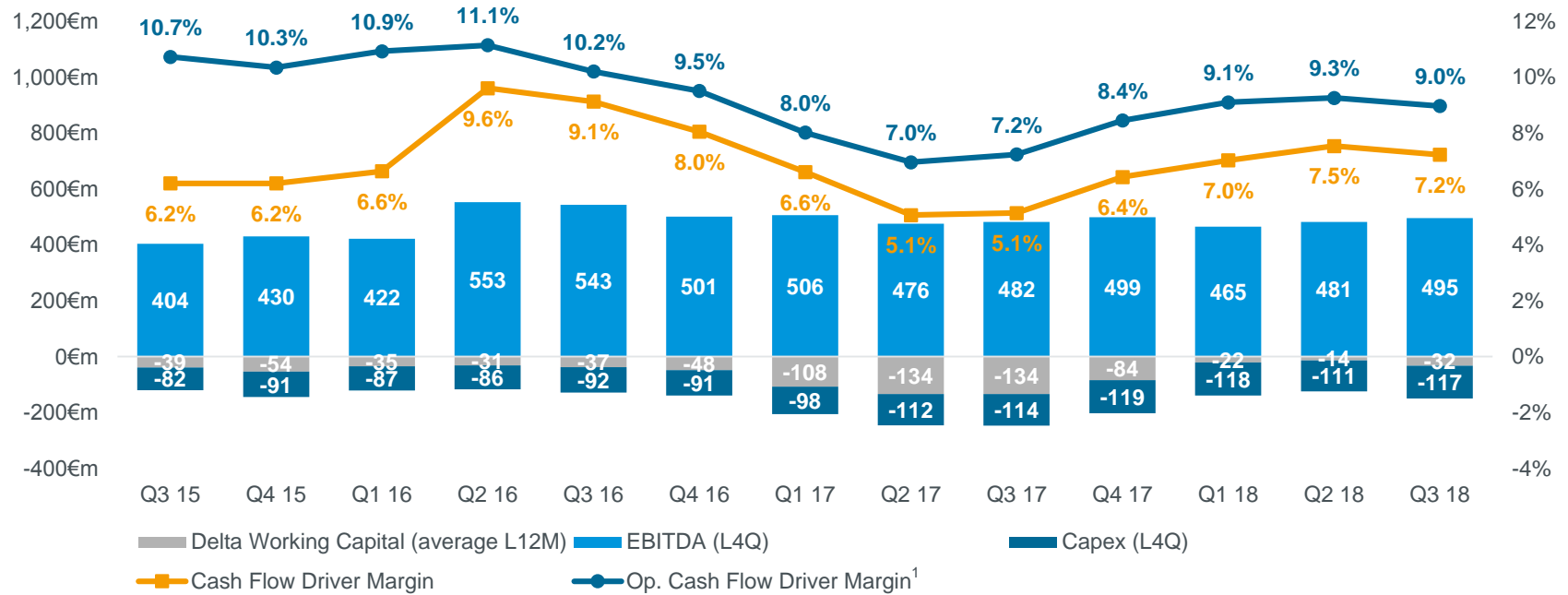


## DSO net of advances and POC liabilities:

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



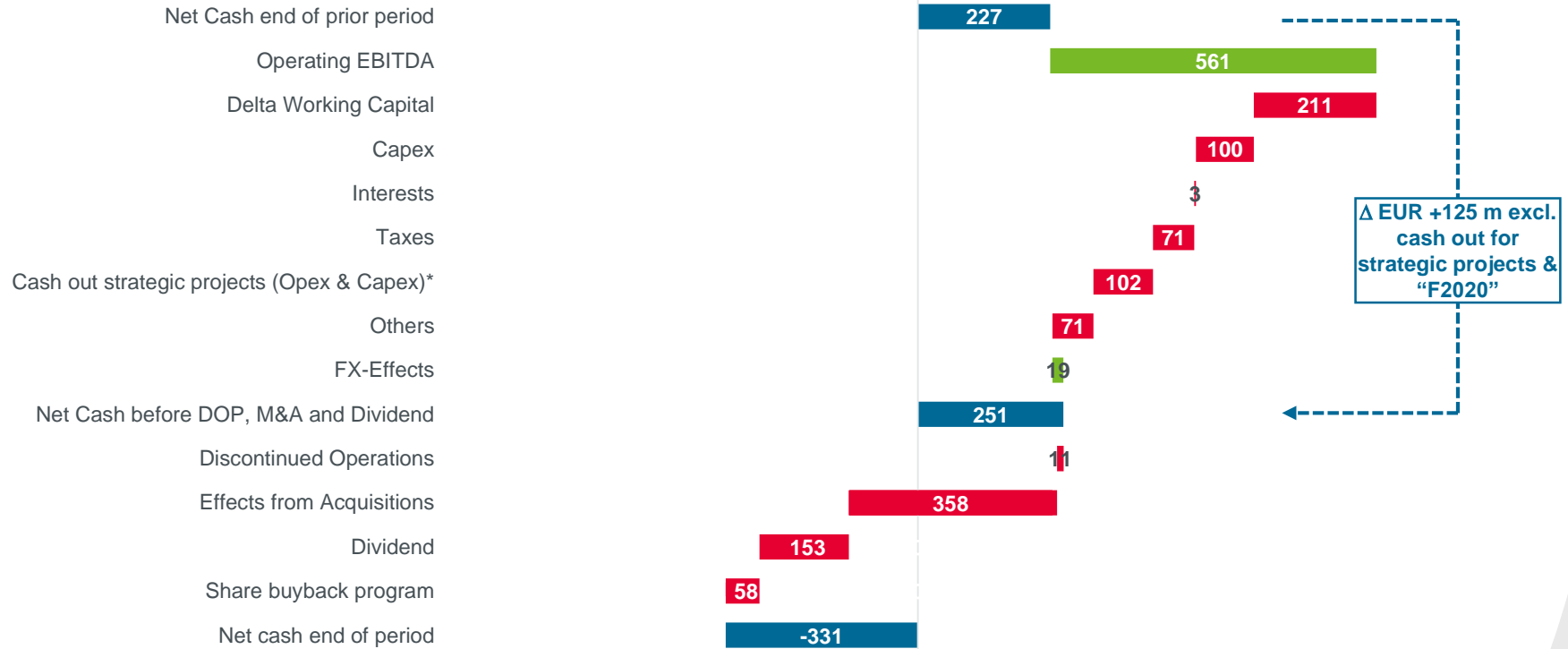
# Cash Flow Driver Margin as of Q3 2018



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

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

# Net liquidity per September 2018 (L4Q) [EURm]

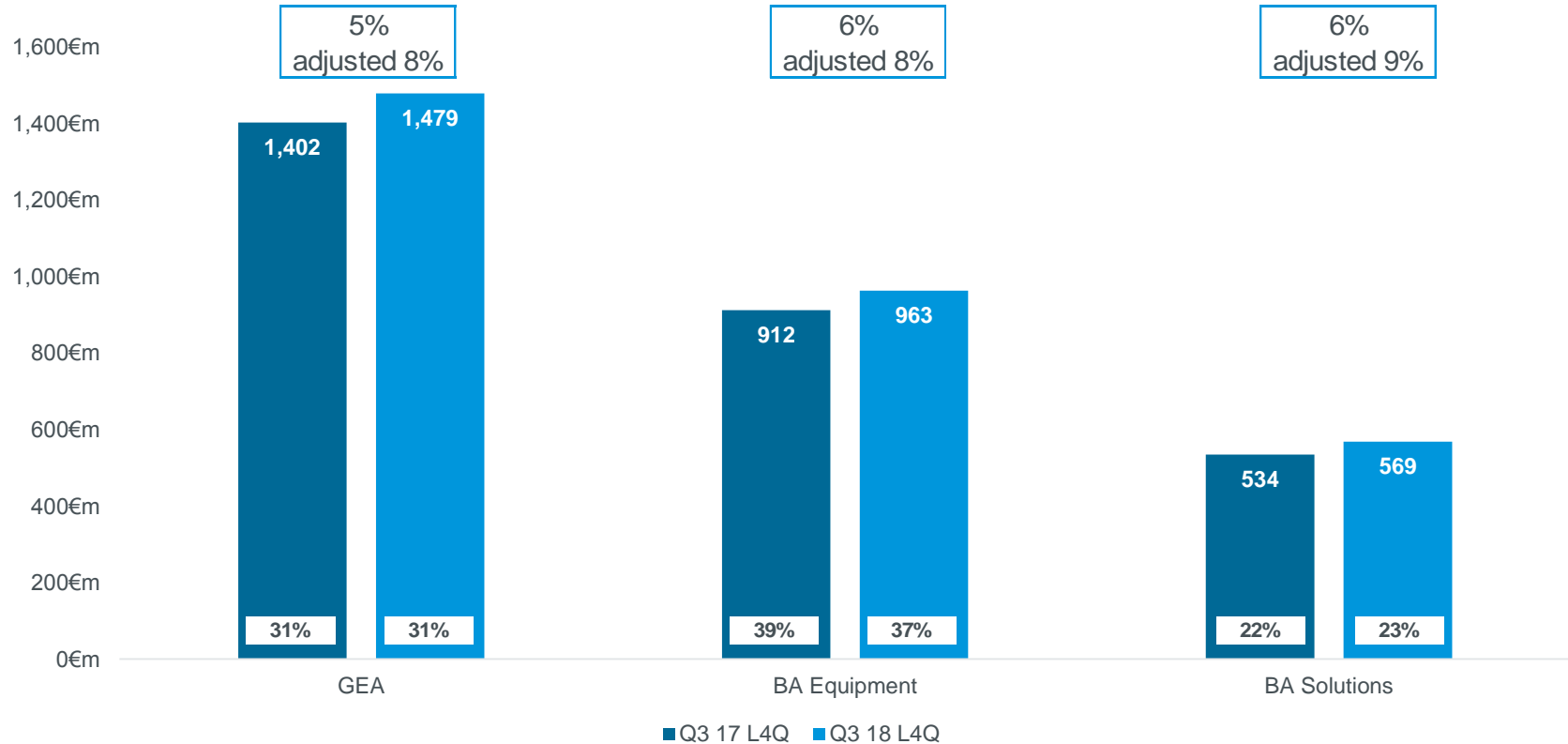


\* Therein: €17.5m strategic Capex



# Service business as of Q3 2018 (L4Q)

## Share of revenue and growth rates



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

1. Results Q3 2018
2. Financials Q3 2018
- 3. Outlook FY 2018**

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

Revenue

**approx. 7.5%**  
**Growth**

Operating EBITDA margin  
(excluding strategic projects)

**approx. 11.1%**

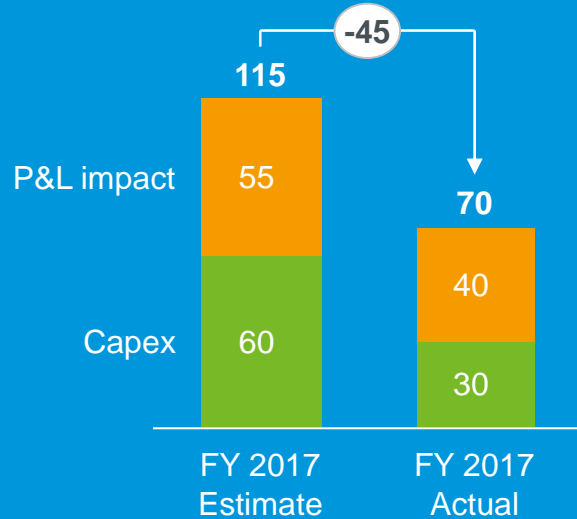
Operating cash flow driver  
margin

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

**approx. 8.5%**

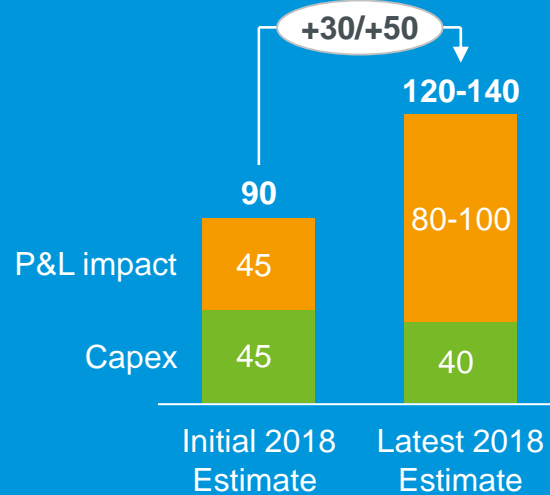
## Estimate to Actual 2017

(rounded)



## Initial to Latest Estimate 2018

(rounded)



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

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## 2019

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Mar 14, 2019

Annual Report 2018

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Apr 26, 2019

Annual Shareholders' Meeting for 2018

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May 10, 2019

Quarterly Financial Report for the period to March 31, 2019

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Aug 6, 2019

Quarterly Financial Report for the period to June 30, 2019

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Oct 25, 2019

Quarterly Financial Report for the period to September 30, 2019

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# Investor Relations Calendar

## Upcoming Roadshows and Conferences

### 2018

November 5	Roadshow Germany	Frankfurt	Commerzbank
November 13	Conference UK	London	UBS
November 14	Roadshow France	Paris	Exane
November 15	Roadshow France	Paris	Commerzbank
November 26-28	Conference UK	London	Goldman Sachs
November 29-30	Roadshow UK	London	Commerzbank

# Investor Relations Calendar

## Upcoming Roadshows and Conferences

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### 2018

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December 4	Roadshow Germany	Stuttgart	LBBW
December 5	Conference Switzerland	Zurich	HSBC
December 6	Roadshow Switzerland	Basel	Galfin

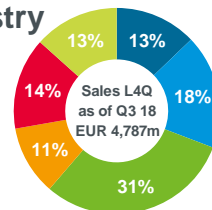
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# Appendix



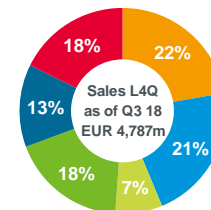
[in EUR million]	Q3 17	Q3 18	Δ YoY	L4Q Q3 17	L4Q Q3 18	Δ YoY
<b>Order Intake</b>			13.3%			7.4%
<i>adjusted</i> <sup>1</sup>	1,056.7	<b>1,197.2</b>	10.7%	4,657.1	<b>4,999.7</b>	6.9%
<b>Sales</b>			5.1%			4.8%
<i>adjusted</i> <sup>1</sup>	1,130.7	<b>1,188.9</b>	2.8%	4,566.1	<b>4,786.7</b>	4.7%
<b>Order Backlog</b>	2,299.7	<b>2,550.1</b>	10.9%	2,299.7	<b>2,550.1</b>	10.9%
<b>Operating EBITDA</b>	120.5	<b>137.6</b>	14.2%	553.9	<b>561.3</b>	1.3%
<b>Operating EBITDA Margin</b>	10.7%	<b>11.6%</b>	91bps	12.1%	<b>11.7%</b>	-40 bps
<b>Operating EBIT</b>	99.0	<b>112.2</b>	13.4%	470.9	<b>465.5</b>	-1.2%
<b>Operating EBIT Margin</b>	8.8%	<b>9.4%</b>	69 bps	10.3%	<b>9.7%</b>	-59 bps
<b>Operating ROCE</b> <sup>2</sup>	19.7%	<b>16.9%</b>	-279 bps	19.7%	<b>16.9%</b>	-279 bps

## Sales by Customer Industry



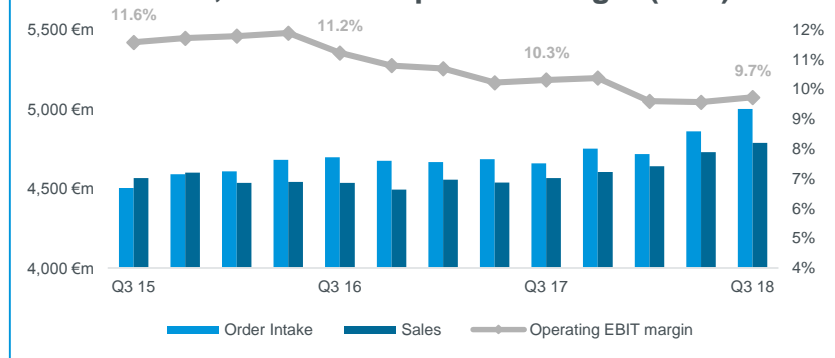
Dairy Farming 5% YoY  
 Dairy Processing -8% YoY  
 Food 19% YoY  
 Beverages -5% YoY  
 Pharma/Chemical 7% YoY  
 Other Industries 2% YoY  
 GEA 5% YoY

## Sales by Region

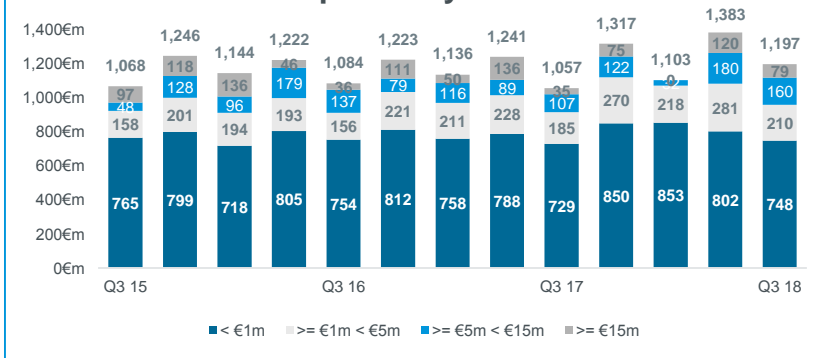


Asia-Pacific 4% YoY 6% adj. YoY  
 DACH & Eastern Europe 14% YoY 9% adj. YoY  
 Latin America 17% YoY 23% adj. YoY  
 North America 4% YoY 9% adj. YoY  
 Northern/Central Europe 1% YoY -1% adj. YoY  
 Western Europe, M. East & Africa -4% YoY -8% adj. YoY  
 GEA 5% YoY 5% adj. YoY

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



## Order Intake Development by Size

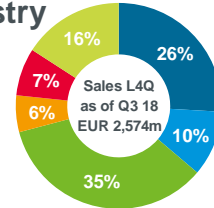


<sup>1</sup> Adjusted = before FX and structural effects; <sup>2</sup> Op. ROCE (L4Q) = op. EBIT (L4Q) / Capital employed excluding EUR ~800m goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average L12M)  
GEA Q3 2018 Figures

# BA Equipment – Q3 2018 figures

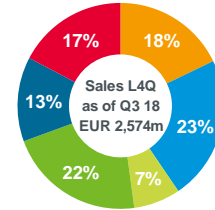
[in EUR million]	Q3 17	Q3 18	Δ YoY	L4Q Q3 17	L4Q Q3 18	Δ YoY
<b>Order Intake</b>			8.1%			11.0%
<i>adjusted</i> <sup>1</sup>	576.9	<b>623.9</b>	18%	2,418.2	<b>2,684.4</b>	8.4%
<b>Sales</b>			12.9%			10.6%
<i>adjusted</i> <sup>1</sup>	576.0	<b>650.5</b>	8.0%	2,326.8	<b>2,573.7</b>	8.4%
<b>Order Backlog</b>	661.4	<b>871.2</b>	31.7%	661.4	<b>871.2</b>	31.7%
<b>Operating EBITDA</b>	93.3	<b>108.8</b>	16.6%	393.4	<b>395.8</b>	0.6%
<b>Operating EBITDA Margin</b>	16.2%	<b>16.7%</b>	53 bps	16.9%	<b>15.4%</b>	-153 bps
<b>Operating EBIT</b>	78.8	<b>93.7</b>	18.9%	334.0	<b>334.6</b>	0.2%
<b>Operating EBIT Margin</b>	13.7%	<b>14.4%</b>	73 bps	14.4%	<b>13.0%</b>	-135 bps
<b>Operating ROCE</b> <sup>2</sup>	21.2%	<b>17.5%</b>	-376 bps	21.2%	<b>17.5%</b>	-376 bps

## Sales by Customer Industry



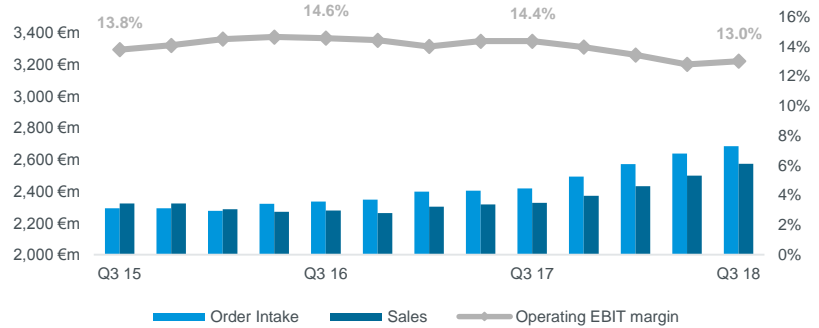
Dairy Farming	5% YoY
Dairy Processing	11% YoY
Food	28% YoY
Beverages	-9% YoY
Pharma/Chemical	20% YoY
Other Industries	-1% YoY
BA Equipment	11% YoY

## Sales by Region

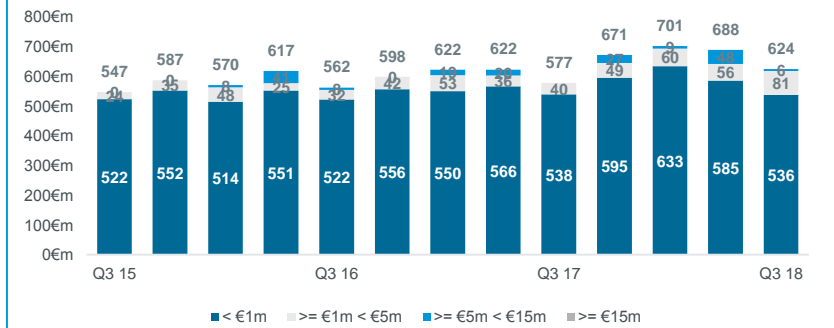


Asia-Pacific	-3% YoY	-3% adj. YoY
DACH & Eastern Europe	11% YoY	5% adj. YoY
Latin America	32% YoY	35% adj. YoY
North America	8% YoY	11% adj. YoY
Northern/Central Europe	14% YoY	12% adj. YoY
Western Europe, M. East & Africa	20% YoY	10% adj. YoY
BA Equipment	11% YoY	8% adj. YoY

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



## Order Intake Development by Size

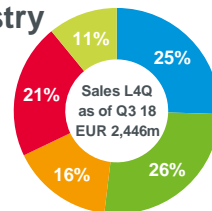


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GEA Q3 2018 Figures

# BA Solutions – Q3 2018 figures

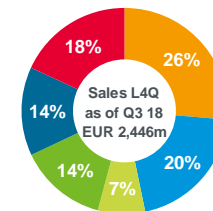
[in EUR million]	Q3 17	Q3 18	Δ YoY	L4Q Q3 17	L4Q Q3 18	Δ YoY
<b>Order Intake</b>						
	531.2	<b>627.6</b>	18.1%	2,452.1	<b>2,562.1</b>	4.5%
<i>adjusted</i> <sup>1</sup>			19.8%			6.3%
<b>Sales</b>						
	608.6	<b>598.0</b>	-1.7%	2,442.6	<b>2,445.9</b>	0.1%
<i>adjusted</i> <sup>1</sup>			-1.5%			2.0%
<b>Order Backlog</b>	1,690.3	<b>1,740.4</b>	3.0%	1,690.3	<b>1,740.4</b>	3.0%
<b>Operating EBITDA</b>	21.4	<b>32.7</b>	52.6%	156.8	<b>151.5</b>	-3.4%
<b>Operating EBITDA Margin</b>	3.5%	<b>5.5%</b>	195 bps	6.4%	<b>6.2%</b>	-23 bps
<b>Operating EBIT</b>	16.5	<b>25.6</b>	54.7%	137.8	<b>126.6</b>	-8.1%
<b>Operating EBIT Margin</b>	2.7%	<b>4.3%</b>	156 bps	5.6%	<b>5.2%</b>	-47 bps
<b>Operating ROCE</b> <sup>2</sup>	18.5%	<b>16.3%</b>	-219 bps	18.5%	<b>16.3%</b>	-219 bps

## Sales by Customer Industry



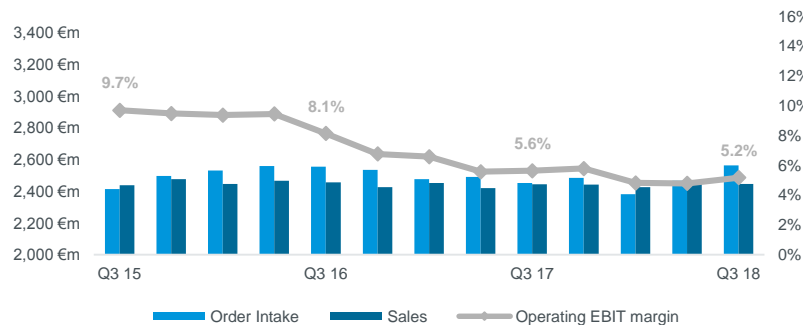
Dairy Processing -14% YoY  
 Food 9% YoY  
 Beverages -4% YoY  
 Pharma/Chemical 3% YoY  
 Other Industries 7% YoY  
 BA Solutions 0% YoY

## Sales by Region

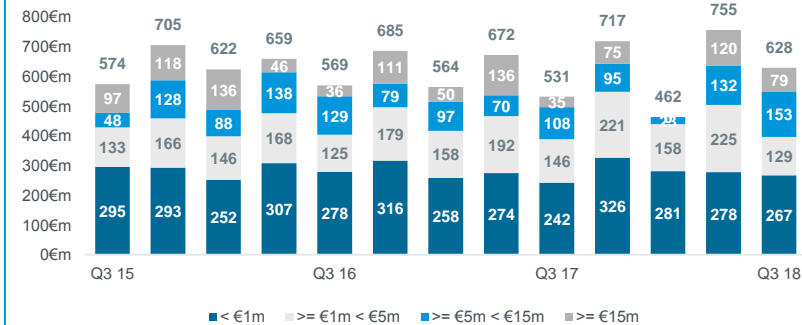


Asia-Pacific 9% YoY 13% adj. YoY  
 DACH & Eastern Europe 18% YoY 14% adj. YoY  
 Latin America 7% YoY 14% adj. YoY  
 North America -1% YoY 6% adj. YoY  
 Northern/Central Europe -8% YoY -8% adj. YoY  
 Western Europe, M. East & Africa -19% YoY -19% adj. YoY  
 BA Solutions 0% YoY 2% adj. YoY

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



## Order Intake Development by Size



<sup>1</sup> Adjusted = before FX and structural effects; <sup>2</sup> 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 Q3 2018 Figures

# GEA's unique business model serves relevant customer industries from 2 distinct angles ...

## Characteristics

- Customized and modularized solutions delivered into single projects
- Offerings designed to meet specific applications or client needs
- High ROCE from attractive asset productivity at adequate EBIT margins
- Optimized depth of added value – proprietary technologies & high outsourcing level

## BA Solutions

## BA Equipment

- Standardized and partly customized equipment offering, manufactured in larger quantity
- Offering designed for repetitive production based on standardization and modularization
- High ROCE from attractive EBIT margins at adequate asset productivity
- Significant depth of added value due to own production sites

SERVICE



Dairy Processing



Dairy Farming



Food



Beverages



Pharma & Biopharma



Chemicals & Minerals



Emission Control



Home & Personal Care



Marine

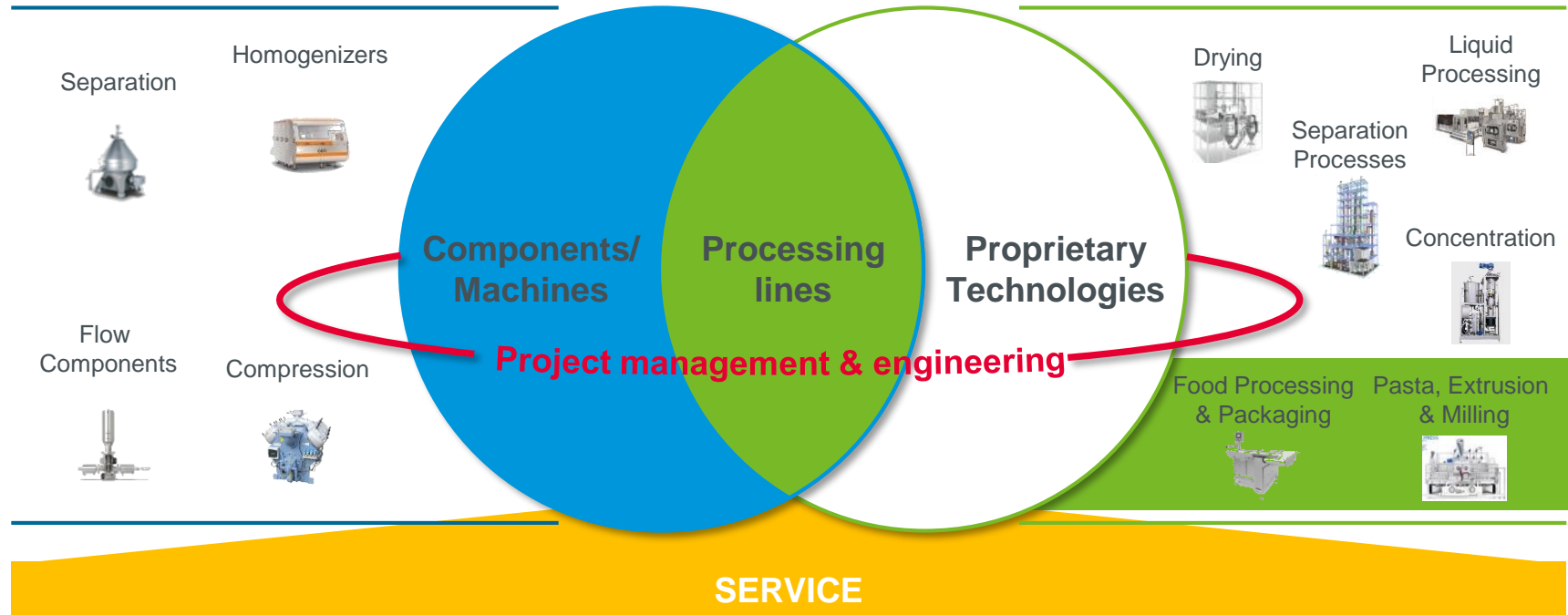


Oil & Gas

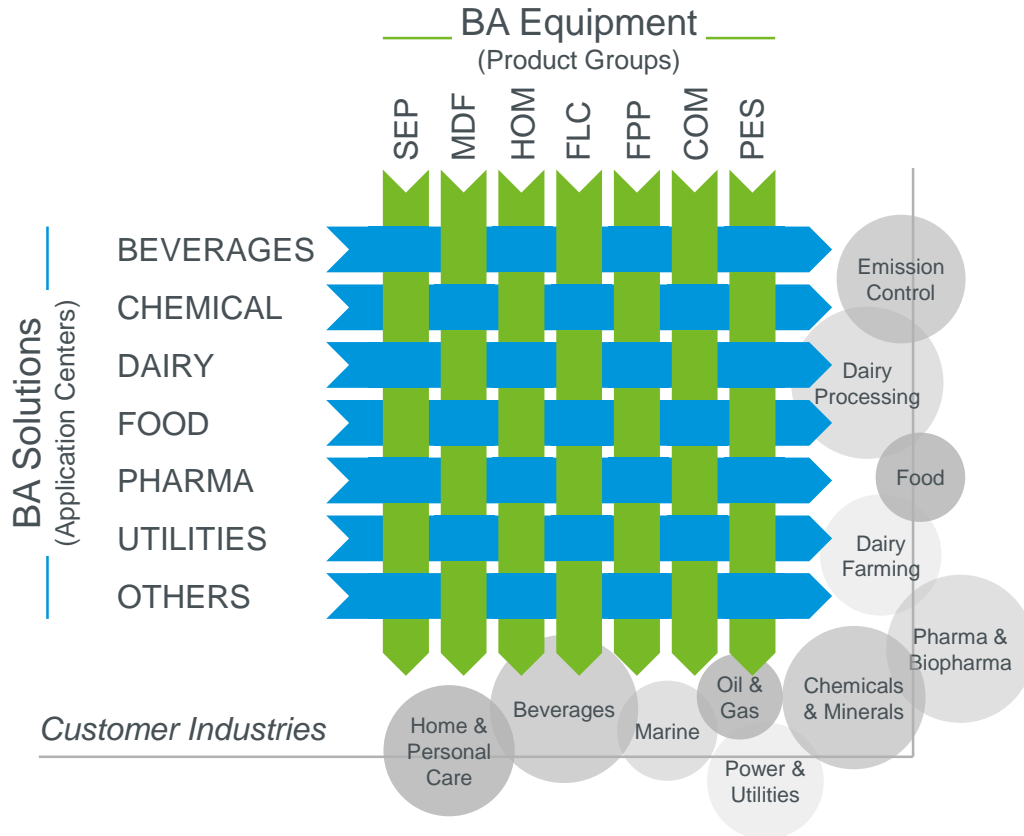


Power & Utilities

... and ensures superior margins by maintaining leading component & solution provider status



# GEA's unique business model drives sustainable value creation



- BA-S is **not** a simple “EPC” (Engineering – Procurement – Construction) provider but delivers solutions based on **own technologies** and a deep **application know-how**
- GEA does predominantly not deliver commoditized products but **value adding customized equipment and solutions** based on the full understanding of customer processes and needs
- GEA’s ability to deliver high quality equipment paired with a strong process know-how and project management ability secures a **leading solution provider** status and by that superior margins
- In particular in BA-S, a deep **application know-how** is anchored and fostered which is the basis for a strong innovation drive for new **product development** in BA-S and also in BA-E

in EURm	Q3 18 vs. Q3 17		Q3 18 vs. Q2 18		Q1 - Q3 18 vs. Q1 - Q3 17		L4Q Q3 18 vs. L4Q Q3 17	
	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %
<b>Order Intake</b>	<b>1,057</b>		<b>1,383</b>		<b>3,434</b>		<b>4,657</b>	
<b>previous period</b>								
Structural Change	47	4.4%	0	0.0%	179	5.2%	188	4.0%
Currency Translation	-20	-1.9%	-8	-0.6%	-124	-3.6%	-166	-3.6%
Like-for-Like Development	113	10.7%	-178	-12.9%	194	5.7%	321	6.9%
<b>Order Intake</b>	<b>1,197</b>	<b>13.3%</b>	<b>1,197</b>	<b>-13.4%</b>	<b>3,683</b>	<b>7.2%</b>	<b>5,000</b>	<b>7.4%</b>
<b>current period</b>								

in EURm	Q3 18 vs. Q3 17		Q3 18 vs. Q2 18		Q1 - Q3 18 vs. Q1 - Q3 17		L4Q Q3 18 vs. L4Q Q3 17	
	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %	Δ abs.	Δ in %
<b>Sales</b>	<b>1,131</b>		<b>1,227</b>		<b>3,273</b>		<b>4,566</b>	
<b>previous period</b>								
Structural Change	52	4.6%	0	0.0%	153	4.7%	167	3.7%
Currency Translation	-25	-2.2%	-7	-0.6%	-124	-3.8%	-161	-3.5%
Like-for-Like Development	32	2.8%	-31	-2.5%	153	4.7%	214	4.7%
<b>Sales</b>	<b>1,189</b>	<b>5.1%</b>	<b>1,189</b>	<b>-3.1%</b>	<b>3,455</b>	<b>5.6%</b>	<b>4,787</b>	<b>4.8%</b>
<b>current period</b>								



# Working capital development [in €m]

GEA, in €m	Q2 17	Q3 17	Q4 17	Q1 18	Q2 18	Q3 18	Δ YoY	Δ QoQ
<b>+ Inventories</b>	<b>664</b>	<b>683</b>	<b>660</b>	<b>751</b>	<b>787</b>	<b>833</b>	<b>150</b>	<b>46</b>
+ Trade receivables w/o POC	830	818	927	851	936	913	<b>95</b>	<b>-24</b>
- Advance Payments w/o POC	251	235	196	215	230	252	<b>17</b>	<b>21</b>
<b>+ Net trade receivables w/o POC</b>	<b>579</b>	<b>583</b>	<b>730</b>	<b>636</b>	<b>706</b>	<b>661</b>	<b>78</b>	<b>-45</b>
+ POC receivables	493	462	465	426	497	539	<b>77</b>	<b>42</b>
+ POC liability	430	400	445	414	452	455	<b>55</b>	<b>3</b>
<b>+ Net POC receivables</b>	<b>62</b>	<b>62</b>	<b>20</b>	<b>12</b>	<b>46</b>	<b>84</b>	<b>22</b>	<b>39</b>
<b>- Trade payables</b>	<b>600</b>	<b>597</b>	<b>736</b>	<b>638</b>	<b>692</b>	<b>675</b>	<b>77</b>	<b>-17</b>
<b>= Working Capital</b>	<b>706</b>	<b>731</b>	<b>674</b>	<b>760</b>	<b>847</b>	<b>904</b>	<b>173</b>	<b>57</b>

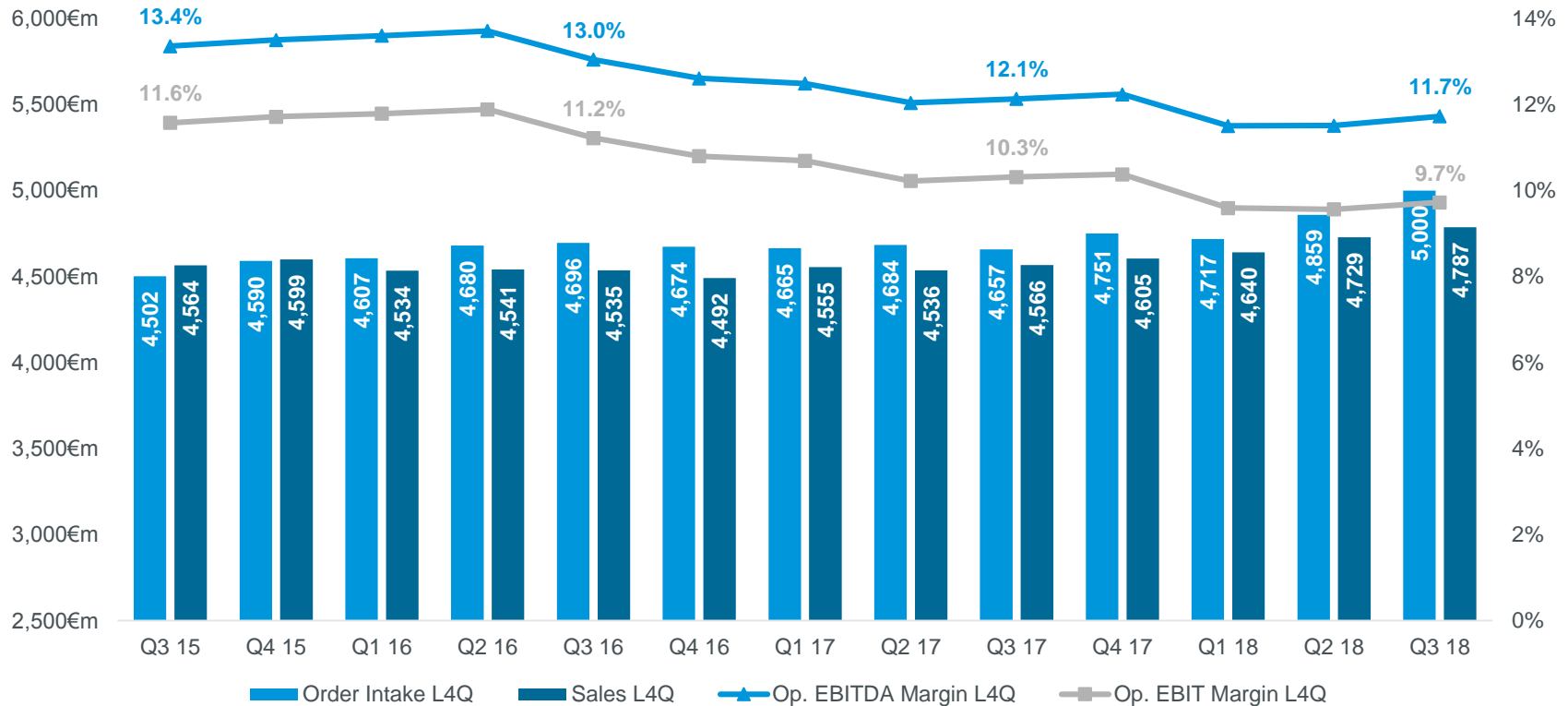
Factoring level with little monthly variation: L12M average as at September 2018 slightly above comparable figure 12 months ago.

Definition:

**Red** = Working capital increase

**Green** = Working capital reduction

# Order Intake, Sales, Operating Margins



# Reported order intake development YoY/QoQ as of Q3 2018






	Q3 18 Quarter selective		Q3 18 L4Q	Share of order intake	
	QoQ	YoY	YoY	Q3 18	L4Q
Dairy Farming				13%	1.04
Dairy Processing				18%	1.03
Food				30%	1.02
Beverages				11%	1.03
Food & Beverages				71%	1.03
Pharma				7%	1.02
Chemical				8%	1.15
Pharma/Chemical				15%	1.08
Oil & Gas				1%	1.30
Marine				2%	1.13
Others				10%	1.05
Other Industries				14%	1.08
<b>GEA</b>				<b>100%</b>	<b>1.04</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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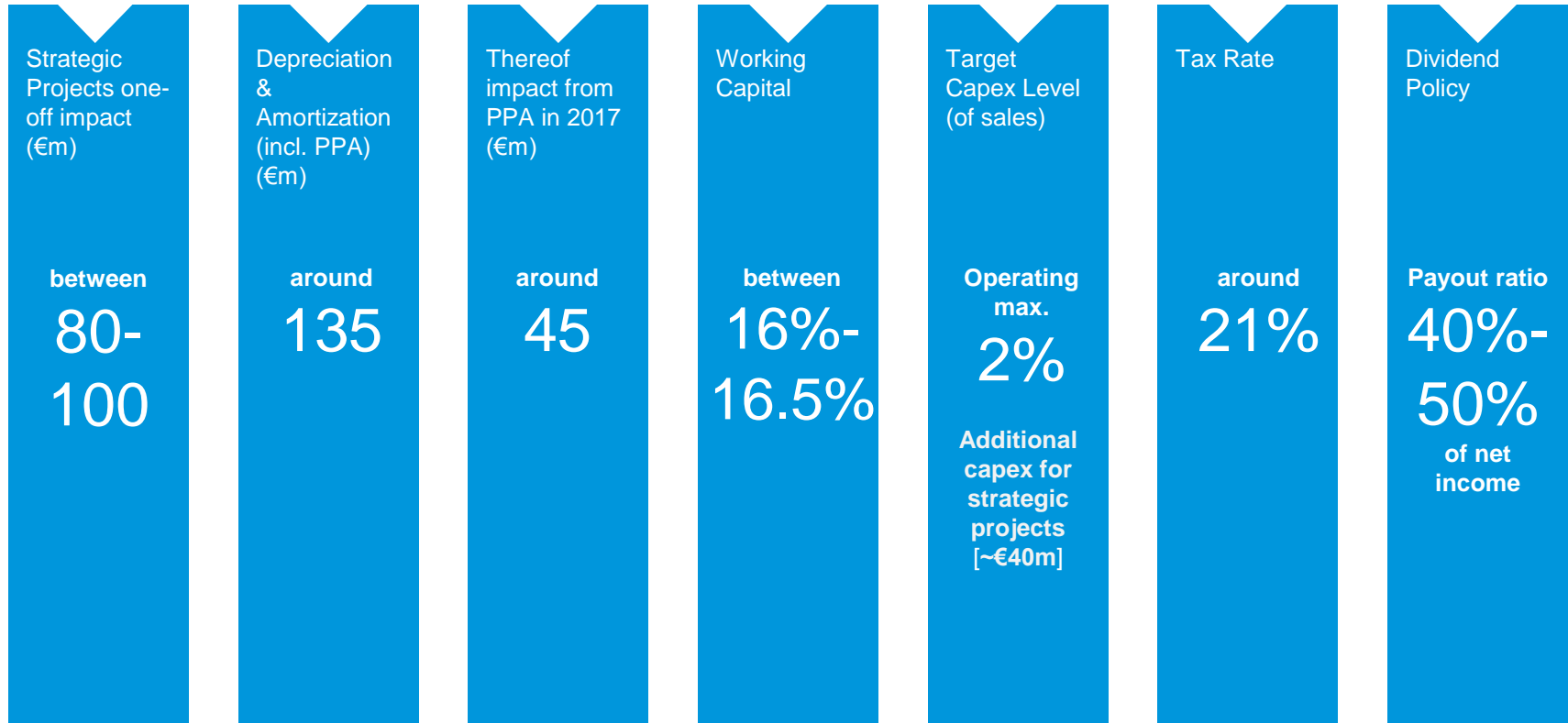
# Order intake split as of Q3 2018 L4Q: Top 20 countries account for 75% of GEA's order intake

Country	Share of Total order intake	Growth y/y	BtB
USA	15%	↗	1.02
China	9%	↑	1.28
Germany	8%	↓	0.94
France	4%	↑	1.06
Russia	4%	↑	1.30
Netherlands	4%	↑	1.15
Great Britain	4%	↑	1.13
India	3%	↑	1.09
Spain	3%	→	1.07
Brazil	3%	↑	1.24
Italy	2%	↑	1.09
Belgium	2%	↑	1.22
Canada	2%	↓	0.88
Mexico	2%	↑	1.29
Japan	2%	↑	1.35
Poland	2%	↑	0.75
Ireland	2%	↑	1.26
Australia	2%	↘	0.92
Korea	1%	↑	1.69
South Africa	1%	↓	1.07
<b>Emerging Markets</b>	<b>40%</b>	<b>↑</b>	<b>1.08</b>
<b>GEA</b>	<b>100%</b>	<b>↑</b>	<b>1.04</b>

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

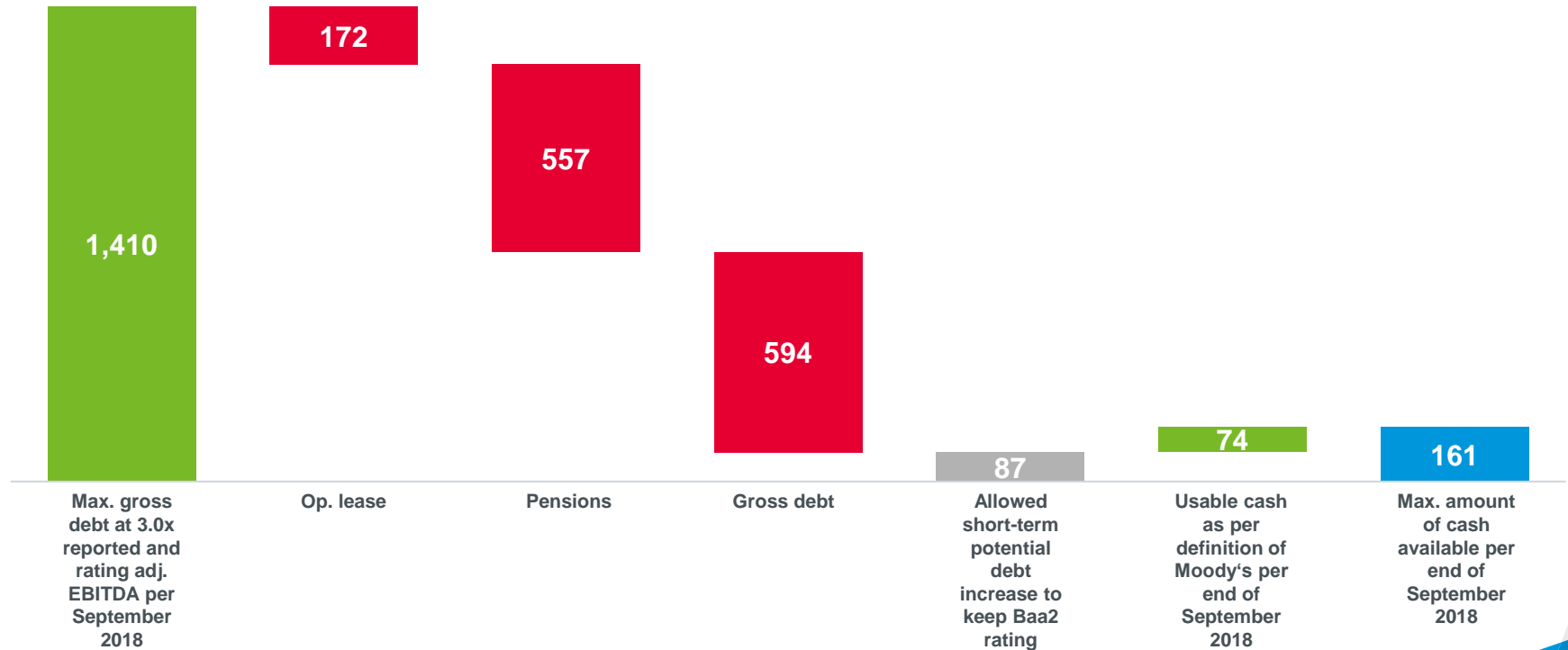
55% of order intake   
 16% of order intake   
 3% of order intake   
 2% of order intake   
 24% of order intake 

# Additional financial information for FY2018



# €161m max. available cash under the condition of max. leverage at 3.0x reported and rating adj. EBITDA

(in €m)



Please note: Max gross debt, op. lease, pensions and gross debt calculation according to Moody's definition  
GEA Q3 2018 Figures

# Development of various currencies priced in Euro, yoy change

FX Pairs	FX Pairs	% total September 2018 *	FX Rates September 2017 (average)**	FX Rates September 2018 (average)**	Δ FX YoY September 2018 vs September 2017	FX Rates December 2017 (average)**	FX Rates December 2018 (estimate)***	Δ FX YoY December 2018 vs December 2017
EUR	EUR / EUR	47%	-	-	-	-	-	-
USD	EUR / USD	16%	0.898	0.837	-7%	0.885	0.864	-2%
CNY	EUR / CNY	5%	0.132	0.129	-3%	0.131	0.126	-4%
DKK	EUR / DKK	4%	0.134	0.134	0%	0.134	0.134	0%
GBP	EUR / GBP	4%	1.146	1.131	-1%	1.141	1.127	-1%
CAD	EUR / CAD	2%	0.688	0.651	-5%	0.683	0.664	-3%
NZD	EUR / NZD	2%	0.643	0.586	-9%	0.629	0.571	-9%
RUB	EUR / RUB	2%	0.015	0.014	-11%	0.015	0.013	-13%
PLN	EUR / PLN	2%	0.234	0.235	0%	0.235	0.234	0%
SGD	EUR / SGD	2%	0.647	0.625	-3%	0.642	0.631	-2%
BRL	EUR / BRL	2%	0.283	0.233	-18%	0.277	0.215	-23%

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

\*\* Price of respective currency in EUR / Average FX Rate for the respective year

\*\*\* Price of respective currency in EUR / Spot rate as of Sep 29th 2018, as an estimate of the year end

# Key figures time line (1/6)

Order Intake €m	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14	
BA-Equipment	320	296	282	299	305	348	349	336	385	524	525	507	547	535	534	552	533	571	573	553	575	570	565	586	
BA-Solutions	370	430	348	442	440	465	440	547	526	541	555	581	643	536	622	628	610	698	641	636	502	652	647	622	
Cons./Other	-25	-23	-25	-26	-32	-36	-34	-28	-37	-40	-39	-41	-44	-42	-45	-41	-48	-49	-46	-45	-53	-52	-43	-51	
GEA	664	703	605	716	713	777	755	854	874	1,025	1,041	1,047	1,146	1,029	1,112	1,139	1,095	1,220	1,168	1,144	1,024	1,170	1,168	1,157	
Order Backlog €m	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14	
BA-Equipment	439	421	389	365	403	438	422	379	532	576	587	510	603	621	600	558	598	616	618	554	628	624	597	533	
BA-Solutions	855	868	804	811	920	1,004	967	975	1,071	1,093	1,141	1,118	1,270	1,313	1,371	1,298	1,414	1,503	1,553	1,492	1,497	1,552	1,624	1,540	
Cons./Other	-18	-15	-17	-16	-21	-25	-27	-20	-21	-25	-27	-30	-32	-33	-38	-26	-29	-34	-35	-31	-38	-39	-35	-35	
GEA	1,276	1,274	1,176	1,161	1,302	1,417	1,362	1,334	1,581	1,644	1,701	1,599	1,841	1,901	1,932	1,830	1,983	2,085	2,136	2,015	2,087	2,137	2,185	2,038	
Sales €m	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14	
BA-Equipment	312	308	303	321	271	316	348	379	326	489	516	583	440	514	547	583	465	533	554	611	495	565	598	648	
BA-Solutions	378	402	408	450	352	409	447	542	410	505	513	632	482	521	553	677	504	575	579	680	502	603	595	704	
Cons./Other	-16	-21	-17	-14	-20	-24	-26	-31	-29	-29	-48	-39	-42	-41	-39	-53	-45	-44	-45	-49	-47	-51	-47	-51	
GEA	674	688	695	756	603	701	770	890	707	965	981	1,176	881	994	1,061	1,207	924	1,065	1,089	1,242	951	1,118	1,146	1,301	
Adj. Sales Growth	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14	
BA-Equipment																		4.5%	3.7%	3.6%	7.6%	9.7%	9.0%	8.5%	5.3%
BA-Solutions																		5.7%	12.1%	9.3%	4.5%	2.4%	7.6%	2.0%	2.2%
GEA									14.2%	22.7%	16.4%	12.7%	22.8%	-0.4%	4.0%	0.5%	5.0%	8.0%	6.2%	6.5%	6.0%	8.0%	5.2%	3.6%	
BtB ratio L4Q	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14	
BA-Equipment					0.98	1.02	1.04	1.02	1.03	1.03	1.04	1.01	1.04	1.03	1.02	1.04	1.02	1.03	1.04	1.03	1.04	1.03	1.04	1.02	0.99
BA-Solutions					1.03	1.05	1.08	1.08	1.09	1.08	1.10	1.07	1.09	1.08	1.09	1.09	1.06	1.11	1.10	1.11	1.06	1.03	1.02	1.01	
GEA					1.00	1.02	1.05	1.05	1.06	1.05	1.07	1.04	1.06	1.06	1.05	1.07	1.05	1.07	1.08	1.07	1.05	1.02	1.01	1.00	
Op. EBITDA €m	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14	
BA-Equipment	31	36	42	53	35	41	59	58	42	67	74	96	43	66	80	98	49	66	84	113	57	72	90	132	
BA-Solutions	12	21	23	43	12	21	23	69	25	38	45	88	26	45	51	91	32	52	53	95	34	58	60	113	
Cons./Other	0	0	1	-13	-2	2	-2	-4	-4	-5	1	4	-1	-1	1	-6	-8	0	-4	-3	-6	-2	-2	-17	
GEA	43	57	66	83	45	64	80	122	62	100	120	187	68	111	132	183	72	118	134	206	85	128	149	228	
Op. EBITDA margin	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14	
BA-Equipment	10.0%	11.6%	14.0%	16.4%	12.9%	12.8%	16.8%	15.3%	12.7%	13.7%	14.3%	16.4%	9.8%	12.9%	14.7%	16.9%	10.4%	12.4%	15.2%	18.6%	11.4%	12.8%	15.1%	20.3%	
BA-Solutions	3.1%	5.4%	5.6%	9.6%	3.4%	5.2%	5.2%	12.7%	6.1%	7.6%	8.8%	13.9%	5.3%	8.7%	9.3%	13.4%	6.4%	9.1%	9.2%	14.0%	6.8%	9.6%	10.1%	16.1%	
GEA	6.3%	8.3%	9.5%	10.9%	7.4%	9.1%	10.4%	13.7%	8.8%	10.4%	12.2%	15.9%	7.7%	11.1%	12.5%	15.2%	7.8%	11.1%	12.3%	16.6%	9.0%	11.5%	13.0%	17.6%	
Reported EBITDA €m	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14	
BA-Equipment	31	33	40	39	35	39	49	52	42	47	75	95	7	62	74	80	48	66	84	113	57	72	86	126	
BA-Solutions	11	18	12	32	12	20	21	56	25	38	45	88	26	45	51	91	32	52	53	95	34	58	59	114	
Cons./Other	-3	-2	-4	-19	0	-1	-5	-6	-7	-7	-2	2	-4	-3	-2	-8	-9	-5	-8	-8	-8	-7	-4	-46	
GEA	39	49	48	52	47	57	65	102	60	78	118	184	29	104	123	163	71	114	130	200	83	123	140	194	



# Key figures time line (2/6)

Op. EBIT €m	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14
BA-Equipment	25	29	36	45	27	33	51	47	34	56	63	86	33	57	70	87	38	56	73	101	44	60	78	116
BA-Solutions	8	17	19	39	8	17	19	64	21	34	40	83	21	41	47	85	27	48	49	91	30	53	56	109
Cons./Other	-3	-3	-2	-18	-5	-1	-4	-7	-6	-7	-1	1	-3	-3	-1	-8	-10	-2	-6	-5	-7	-4	-3	-18
GEA	29	43	52	66	30	49	65	104	48	83	102	169	51	95	115	165	55	101	116	187	67	109	130	207
Op. EBIT margin	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14
BA-Equipment	7.9%	9.4%	11.8%	14.2%	10.1%	10.3%	14.5%	12.4%	10.4%	11.5%	12.2%	14.7%	7.5%	11.1%	12.8%	15.0%	8.3%	10.4%	13.1%	16.5%	9.0%	10.6%	13.0%	17.9%
BA-Solutions	2.0%	4.3%	4.6%	8.7%	2.2%	4.1%	4.2%	11.8%	5.0%	6.7%	7.8%	13.1%	4.4%	7.8%	8.4%	12.6%	5.4%	8.3%	8.4%	13.3%	5.9%	8.8%	9.4%	15.5%
GEA	4.4%	6.3%	7.5%	8.8%	5.0%	6.9%	8.5%	11.7%	6.8%	8.6%	10.4%	14.4%	5.8%	9.5%	10.9%	13.6%	6.0%	9.5%	10.6%	15.0%	7.0%	9.8%	11.4%	15.9%
Reported EBIT €m	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14
BA-Equipment	24	26	32	31	27	30	41	40	33	27	56	81	-8	48	58	51	33	51	68	95	39	55	68	106
BA-Solutions	6	13	7	27	7	15	16	50	20	33	39	80	20	40	45	85	27	47	48	90	29	52	53	109
Cons./Other	-6	-5	-7	-24	-3	-4	-8	-9	-9	-9	-4	-1	-6	-5	-4	-10	-11	-7	-10	-10	-9	-9	-6	-47
GEA	24	34	33	33	31	40	49	82	44	51	92	160	7	82	100	125	48	90	106	175	59	99	115	167
Capital Employed €m <sup>1</sup>	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14
BA-Equipment					633	632	631	642	695	844	1,008	1,175	1,300	1,341	1,376	1,403	1,428	1,439	1,445	1,455	1,466	1,480	1,495	1,506
BA-Solutions					383	375	369	361	356	353	357	370	393	411	419	408	391	382	372	371	365	365	370	375
Cons./Other					62	64	66	67	67	69	72	74	79	79	78	77	71	70	70	69	69	67	64	62
GEA					1,078	1,071	1,066	1,069	1,118	1,266	1,437	1,620	1,772	1,830	1,873	1,887	1,890	1,891	1,886	1,895	1,900	1,912	1,929	1,943
ROCE <sup>2</sup>	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q1 13	Q2 13	Q3 13	Q4 13	Q1 14	Q2 14	Q3 14	Q4 14
BA-Equipment					18.2%	18.9%	20.3%	21.4%	20.7%	16.8%	15.6%	16.8%	12.1%	13.2%	13.1%	10.6%	13.3%	13.4%	14.0%	17.0%	17.3%	17.4%	17.3%	17.8%
BA-Solutions					14.1%	14.9%	17.5%	24.4%	28.3%	33.7%	39.9%	46.5%	43.9%	43.6%	44.1%	46.5%	50.1%	53.2%	55.3%	56.7%	58.3%	59.9%	60.4%	64.7%
GEA					12.1%	12.8%	14.4%	18.9%	19.3%	17.9%	18.7%	21.4%	17.5%	18.6%	18.6%	16.7%	18.8%	19.3%	19.6%	22.1%	22.6%	22.9%	23.2%	22.6%

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

<sup>2</sup> ROCE = EBIT reported (L4Q) / Capital employed excluding goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average L4Q).

# Key figures time line (3/6)

Order Intake €m	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17	Q4 17	Q1 18	Q2 18	Q3 18
BA-Equipment	587	573	547	587	570	617	562	598	622	622	577	671	701	688	624
BA-Solutions	588	629	574	705	622	659	569	685	564	672	531	717	462	755	628
Cons./Other	-47	-53	-52	-46	-48	-54	-46	-60	-50	-52	-51	-71	-61	-61	-54
GEA	1,127	1,149	1,068	1,246	1,144	1,222	1,084	1,223	1,136	1,241	1,057	1,317	1,103	1,383	1,197
Order Backlog €m	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17	Q4 17	Q1 18	Q2 18	Q3 18
BA-Equipment	608	581	558	502	563	616	603	567	656	667	661	758	881	899	871
BA-Solutions	1,684	1,653	1,634	1,585	1,702	1,783	1,756	1,743	1,781	1,795	1,690	1,655	1,591	1,727	1,740
Cons./Other	-37	-39	-44	-34	-37	-40	-35	-46	-48	-52	-52	-62	-71	-71	-61
GEA	2,256	2,195	2,148	2,054	2,229	2,359	2,324	2,264	2,389	2,410	2,300	2,351	2,401	2,554	2,550
Sales €m	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17	Q4 17	Q1 18	Q2 18	Q3 18
BA-Equipment	527	588	559	650	491	571	567	634	532	586	576	678	592	653	651
BA-Solutions	526	613	594	742	495	634	585	712	521	602	609	711	504	633	598
Cons./Other	-47	-51	-47	-56	-45	-48	-51	-52	-48	-49	-54	-57	-57	-60	-60
GEA	1,006	1,150	1,107	1,336	941	1,157	1,101	1,293	1,004	1,138	1,131	1,331	1,039	1,227	1,189
Adj. Sales Growth	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17	Q4 17	Q1 18	Q2 18	Q3 18
BA-Equipment	0.8%	-2.5%	-9.6%	-4.4%	-6.5%	-0.8%	1.5%	-1.8%	6.4%	1.6%	3.4%	8.0%	10.5%	7.3%	8.0%
BA-Solutions	-2.5%	-5.8%	-6.0%	-1.5%	-6.3%	-0.1%	-4.3%	-6.8%	0.6%	-5.9%	5.5%	2.2%	-0.3%	7.4%	-1.5%
GEA	-0.9%	-4.1%	-8.0%	-3.3%	-6.4%	-0.1%	-1.8%	-4.4%	3.3%	-2.5%	4.3%	4.7%	4.5%	6.7%	2.8%
BtB ratio L4Q	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17	Q4 17	Q1 18	Q2 18	Q3 18
BA-Equipment	0.99	0.98	0.99	0.99	1.00	1.02	1.03	1.04	1.04	1.04	1.04	1.04	1.05	1.06	1.04
BA-Solutions	1.03	1.02	0.99	1.01	1.03	1.04	1.04	1.04	1.01	1.03	1.00	1.02	0.98	1.00	1.05
GEA	1.01	1.00	0.99	1.00	1.02	1.03	1.04	1.04	1.02	1.03	1.02	1.03	1.02	1.03	1.04
Op. EBITDA €m	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17	Q4 17	Q1 18	Q2 18	Q3 18
BA-Equipment	67	84	92	138	72	86	91	134	69	97	93	130	66	91	109
BA-Solutions	32	58	52	113	26	62	19	77	24	35	21	81	0	38	33
Cons./Other	-1	-3	-1	-11	-5	-3	3	4	4	-10	6	13	0	4	-4
GEA	98	139	144	240	94	145	113	214	96	122	121	224	67	133	138
Op. EBITDA margin	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17	Q4 17	Q1 18	Q2 18	Q3 18
BA-Equipment	12.8%	14.4%	16.5%	21.2%	14.7%	15.1%	16.1%	21.1%	13.0%	16.5%	16.2%	19.2%	11.2%	13.9%	16.7%
BA-Solutions	6.1%	9.5%	8.7%	15.2%	5.3%	9.7%	3.2%	10.8%	4.5%	5.8%	3.5%	11.4%	0.0%	5.9%	5.5%
GEA	9.8%	12.1%	13.0%	17.9%	10.0%	12.6%	10.2%	16.6%	9.6%	10.8%	10.7%	16.8%	6.4%	10.8%	11.6%
Reported EBITDA €m	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17	Q4 17	Q1 18	Q2 18	Q3 18
BA-Equipment	64	28	90	126	72	89	89	122	67	93	85	124	66	90	107
BA-Solutions	32	31	45	95	23	62	16	62	22	32	19	78	0	37	32
Cons./Other	-3	-52	-25	-1	-10	-14	-4	-7	1	-19	3	-7	-8	-5	-18
GEA	93	6	110	220	85	137	100	178	91	107	107	195	57	123	121

# Key figures time line (4/6)

Op. EBIT €m	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17	Q4 17	Q1 18	Q2 18	Q3 18
BA-Equipment	54	72	78	123	59	72	78	117	55	82	79	114	51	76	94
BA-Solutions	27	53	47	107	22	57	14	72	19	31	17	75	-5	31	26
Cons./Other	-3	-5	-2	-13	-7	-4	1	5	2	-11	4	11	-2	2	-7
GEA	79	120	123	218	74	125	92	194	76	102	99	201	44	109	112
Op. EBIT margin	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17	Q4 17	Q1 18	Q2 18	Q3 18
BA-Equipment	10.3%	12.2%	14.0%	18.9%	12.0%	12.6%	13.7%	18.5%	10.4%	14.1%	13.7%	16.9%	8.6%	11.6%	14.4%
BA-Solutions	5.2%	8.7%	7.8%	14.5%	4.4%	9.0%	2.3%	10.1%	3.6%	5.1%	2.7%	10.6%	-1.1%	4.9%	4.3%
GEA	7.8%	10.4%	11.1%	16.3%	7.9%	10.8%	8.3%	15.0%	7.6%	8.9%	8.8%	15.1%	4.2%	8.9%	9.4%
Reported EBIT €m	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17	Q4 17	Q1 18	Q2 18	Q3 18
BA-Equipment	46	8	72	100	54	70	70	100	49	74	66	102	41	66	83
BA-Solutions	26	25	38	82	16	54	7	56	15	25	12	68	-8	29	23
Cons./Other	-5	-54	-27	-3	-11	-15	-6	-6	0	-21	0	-9	-10	-7	-22
GEA	67	-21	83	180	59	108	70	149	64	79	78	161	24	88	85
Capital Employed €m <sup>1</sup>	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17	Q4 17	Q1 18	Q2 18	Q3 18
BA-Equipment	1,520	1,527	1,531	1,544	1,539	1,537	1,539	1,540	1,557	1,569	1,572	1,629	1,713	1,811	1,914
BA-Solutions	391	417	461	515	541	596	634	677	734	742	744	738	731	748	775
Cons./Other	63	63	62	61	56	54	60	77	79	80	79	68	71	72	71
GEA	1,974	2,007	2,053	2,120	2,137	2,188	2,234	2,293	2,370	2,391	2,396	2,434	2,516	2,631	2,760
ROCE <sup>2</sup>	Q1 15	Q2 15	Q3 15	Q4 15	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17	Q4 17	Q1 18	Q2 18	Q3 18
BA-Equipment	18.1%	15.0%	15.2%	14.7%	15.3%	19.3%	19.1%	19.0%	18.5%	18.6%	18.3%	17.8%	16.5%	15.2%	15.3%
BA-Solutions	61.3%	51.0%	42.8%	33.1%	29.8%	31.9%	25.1%	19.7%	18.0%	14.0%	14.6%	16.3%	13.3%	13.4%	14.4%
GEA	22.7%	16.4%	14.5%	14.6%	14.1%	19.7%	18.7%	16.9%	16.5%	15.1%	15.4%	15.6%	13.6%	13.3%	12.9%

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

<sup>2</sup> ROCE = EBIT reported (L4Q) / Capital employed excluding goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average L4Q).

# Key figures time line (5/6)

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

# Key figures time line (6/6)

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

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

<sup>2</sup> ROCE = EBIT reported (L4Q) / Capital employed excluding goodwill from the acquisition of the former GEA AG by the former Metallgesellschaft AG in 1999 (average L4Q).



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