

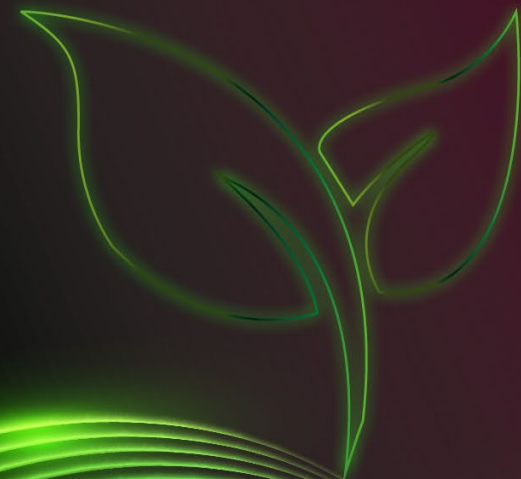


# CMD Update

# New Reporting Structure

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Christian Ludwig, SVP Communications & IR  
November 2021



# Disclaimer

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Unless stated otherwise, all the figures given in this presentation refer to continuing operations.

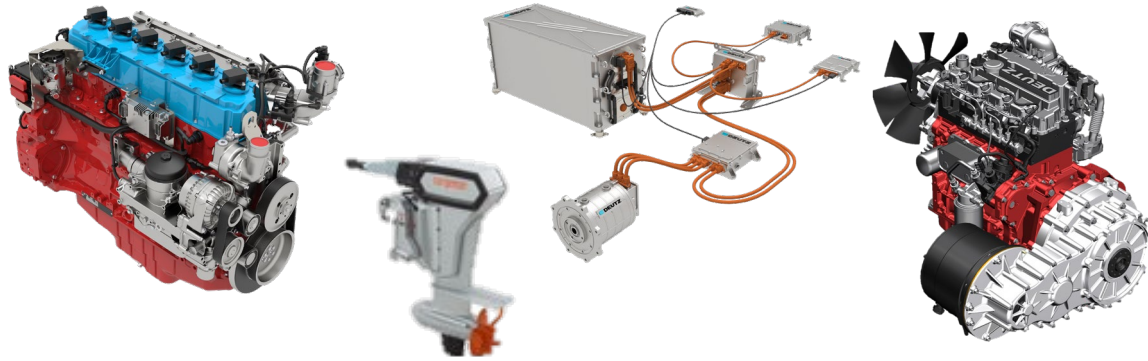
The details given in this document are based on the information available at the time it was prepared. This presents the risk that actual figures may differ from forward-looking statements. Such discrepancies may be caused by changes in political, economic, or business conditions, decreases in the technological lead of DEUTZ's products, changes in competition, the effects of movements in interest rates or exchange rates, the pricing of parts supplied, and other risks and uncertainties not identified at the time this document was prepared.

The forward-looking statements made in this document will not be updated.

# New segment structure from January 1, 2022

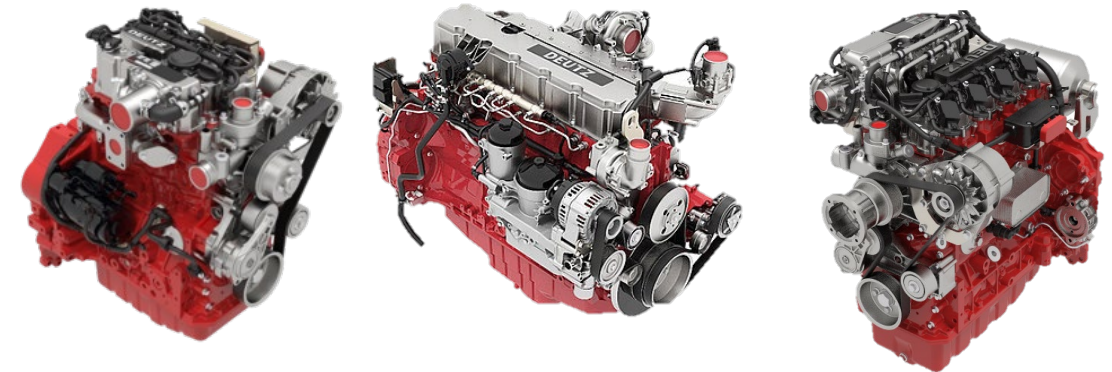


## GREEN



- Electric drivetrains, Torqeedo and Futavis, hydrogen engines, Blue World Technologies<sup>1</sup>
- Related services
- GREEN still comparatively small but strong growing
- Loss making due to high R&D expenditures and low economies of scales

## CLASSIC

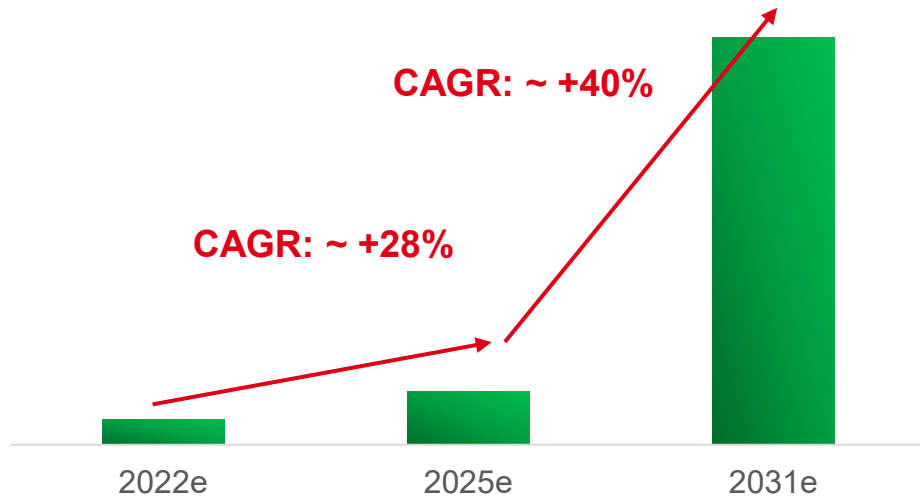


- Diesel, LPG and CNG, Bifuel
- Related services
- CLASSIC as “cashcow” but still with solid growth rates

# Outlook GREEN

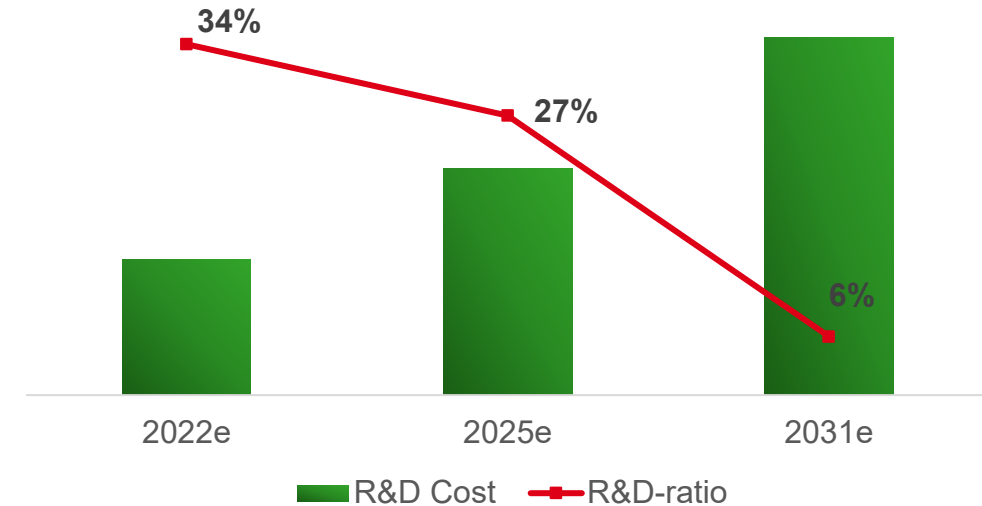


## Sales development



- Strong double-digit growth rates until end of the decade
- Loss-making on EBIT level today
- Profitability targeted for second half of the decade

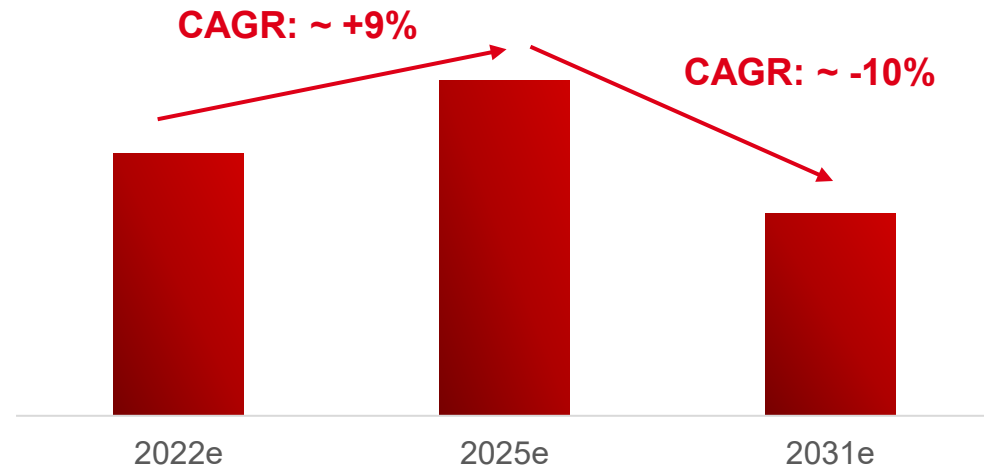
## R&D development



- High R&D burden in the beginning prohibits positive EBIT
- As business grows R&D cost impact declines
- Long-term R&D ratio ~6%

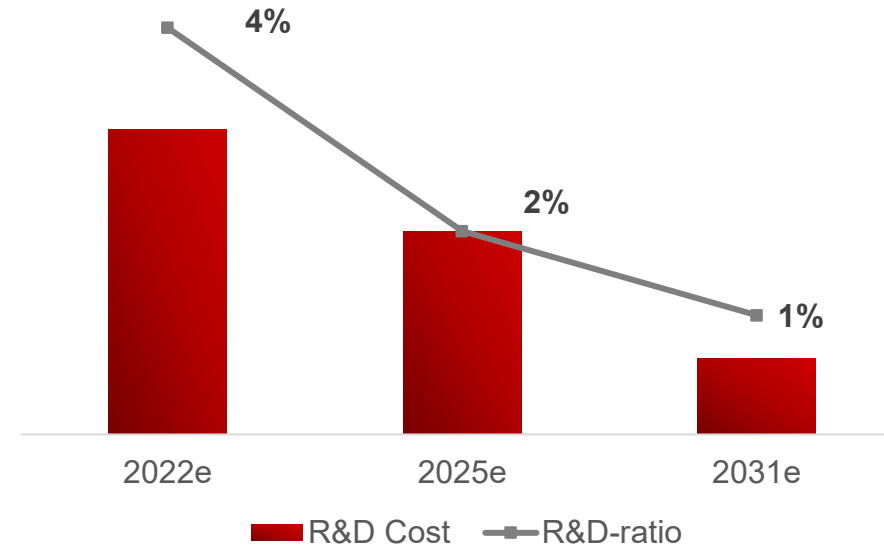
# Outlook CLASSIC

## Sales development



- Solid growth rates until mid of the decade
- Plateau reached in approx. 2025
- EBIT-margin in the high single-digit to low double-digit range

## R&D development

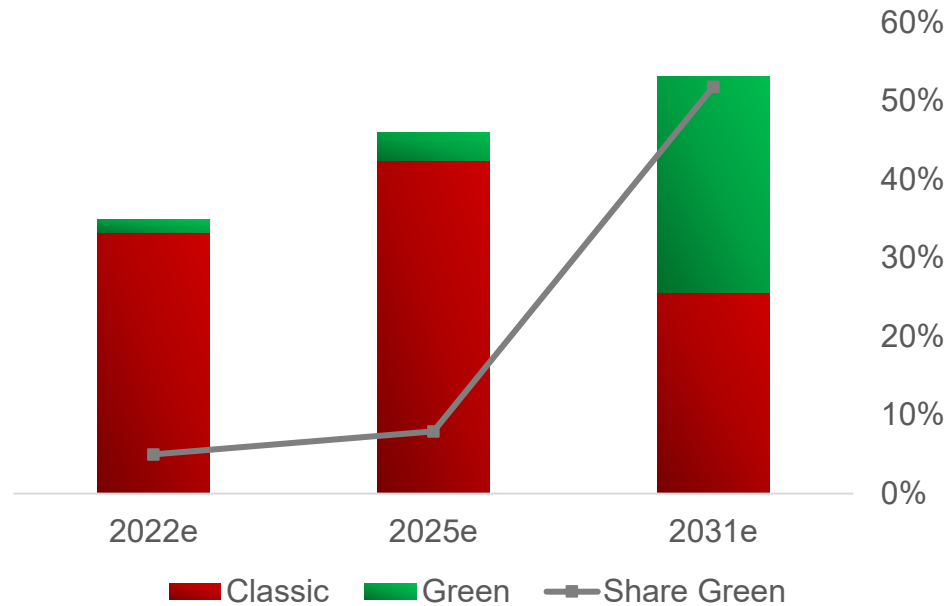


- Continuous decline as R&D funds are transferred to GREEN



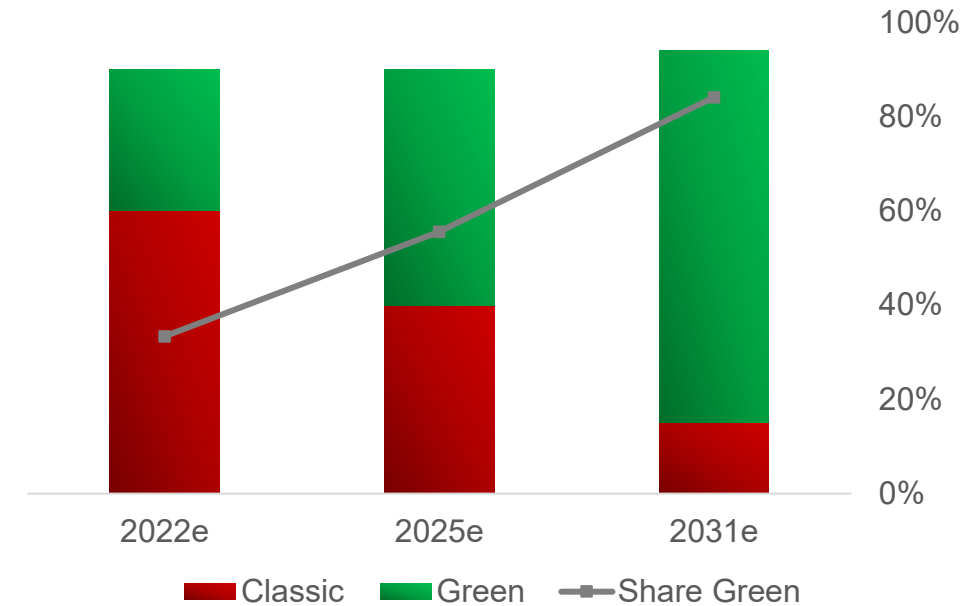
# Group outlook sales and R&D

## Sales split Group



- Share of GREEN growing strongly every year
- Target is more than 50% of sales by 2031

## R&D split Group



- R&D costs of GREEN already bigger by 2025e
- Dominating by end of the decade

# Financial calendar and contact details



## Financial calendar

2021 annual report	March 14, 2022
2022 Annual General Meeting	April 28, 2022
Q1 2022 quarterly statement	May 5, 2022
H1 2022 interim report	August 11, 2022

## Contact

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