

IFRS 15 IMPLICATIONS

Corporate Communications & Investor Relations, Dürr AG

Bietigheim-Bissingen, April 2018

IFRS 15 IMPLICATIONS



Dürr Group

in € m	Q1 2017			Q2 2017			Q3 2017			Q4 2017			FY 2017		
	Q1 reported	IFRS 15 adjustments	Q1 restated	Q2 reported	IFRS 15 adjustments	Q2 restated	Q3 reported	IFRS 15 adjustments	Q3 restated	Q4 reported	IFRS 15 adjustments	Q4 restated	2017 reported	IFRS 15 adjustments	2017 restated
Incoming orders	1,056.1	-11.6	1,044.5	1,022.7	11.2	1,033.9	815.2	13.1	828.3	982.0	0.0	982.1	3,876.0	12.7	3,888.7
Sales	891.4	-1.1	890.3	859.9	3.3	863.2	925.7	1.4	927.1	1,038.4	-5.9	1,032.5	3,715.4	-2.2	3,713.2
Order backlog	2,643.3	-6.7	2,636.7	2,743.0	1.2	2,744.2	2,605.3	12.9	2,618.3	2,516.3	18.7	2,535.1	2,516.3	18.7	2,535.1
EBIT	87.7	-1.5	86.2	56.5	4.4	60.9	69.8	-2.1	67.7	75.5	-3.3	72.2	289.6	-2.6	287.0
EBIT before extraordinary effects	67.2	-1.5	65.7	62.1	4.4	66.5	73.0	-2.1	70.8	79.6	-3.3	76.2	281.8	-2.6	279.2
Net profit	62.6	-1.2	61.4	37.2	3.3	40.5	50.0	-1.6	48.4	51.8	-2.4	49.4	201.5	-1.8	199.6
Net profit attributable to shareholders	61.7	-1.2	60.6	36.2	3.3	39.5	47.4	-1.6	45.9	49.0	-2.4	46.6	194.4	-1.8	192.6
Equity	887.2	-2.5	884.7	833.2	0.8	834.0	869.1	-0.8	868.3	903.7	-3.2	900.5	903.7	-3.2	900.5
Balance sheet total	3,405.4	130.5	3,535.9	3,272.5	66.8	3,339.3	3,358.9	57.1	3,416.0	3,411.8	99.8	3,511.6	3,411.8	99.8	3,511.6
NWC	287.4	1.3	288.7	328.9	9.0	337.9	407.6	11.5	419.1	362.1	11.6	373.7	362.1	11.6	373.7

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Paint and Final Assembly Systems division

in € m	Q1 2017			Q2 2017			Q3 2017			Q4 2017			FY 2017		
	Q1 reported	IFRS 15 adjustments	Q1 restated	Q2 reported	IFRS 15 adjustments	Q2 restated	Q3 reported	IFRS 15 adjustments	Q3 restated	Q4 reported	IFRS 15 adjustments	Q4 restated	2017 reported	IFRS 15 adjustments	2017 restated
Incoming orders	268.3	0.0	268.3	377.4	-0.1	377.3	180.9	0.1	181.0	383.6	0.0	383.6	1,210.1	0.0	1,210.1
Sales	276.0	-0.6	275.4	255.3	1.1	256.4	284.3	0.3	284.5	359.4	-0.5	358.9	1,174.9	0.2	1,175.2
EBIT	17.2	-0.2	17.0	13.2	0.7	13.9	16.2	-0.2	16.0	23.7	-0.3	23.4	70.3	0.0	70.4
EBIT before extraordinary effects	17.2	-0.2	17.0	13.2	0.7	13.9	16.2	-0.2	16.0	23.7	-0.3	23.4	70.3	0.0	70.4

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Application Technology division

in € m	Q1 2017			Q2 2017			Q3 2017			Q4 2017			FY 2017		
	Q1 reported	IFRS 15 adjustments	Q1 restated	Q2 reported	IFRS 15 adjustments	Q2 restated	Q3 reported	IFRS 15 adjustments	Q3 restated	Q4 reported	IFRS 15 adjustments	Q4 restated	2017 reported	IFRS 15 adjustments	2017 restated
Incoming orders	156.4	0.7	157.1	168.5	-0.2	168.3	134.8	0.0	134.8	142.7	0.4	143.1	602.4	0.9	603.3
Sales	133.1	1.0	134.2	152.9	-0.2	152.7	160.3	0.0	160.4	173.9	1.2	175.1	620.3	2.1	622.4
EBIT	13.6	0.3	13.9	15.5	0.0	15.5	17.2	0.0	17.2	17.8	0.4	18.2	64.1	0.7	64.8
EBIT before extraordinary effects	13.6	0.3	13.9	15.5	0.0	15.5	17.2	0.0	17.2	17.9	0.4	18.3	64.2	0.7	64.9

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Clean Technology Systems division

in € m	Q1 2017			Q2 2017			Q3 2017			Q4 2017			FY 2017		
	Q1 reported	IFRS 15 adjustments	Q1 restated	Q2 reported	IFRS 15 adjustments	Q2 restated	Q3 reported	IFRS 15 adjustments	Q3 restated	Q4 reported	IFRS 15 adjustments	Q4 restated	2017 reported	IFRS 15 adjustments	2017 restated
Incoming orders	56.6	0.0	56.6	38.6	0.0	38.6	27.8	0.0	27.8	42.9	0.0	42.9	165.8	0.0	165.8
Sales	38.3	0.3	38.6	47.8	0.0	47.7	45.3	0.0	45.3	54.1	0.0	54.1	185.4	0.2	185.6
EBIT	0.5	-0.1	0.4	1.1	0.1	1.2	0.3	-0.1	0.3	1.5	0.0	1.5	3.4	-0.1	3.3
EBIT before extraordinary effects	0.5	-0.1	0.4	1.1	0.1	1.2	0.3	-0.1	0.3	1.5	0.0	1.5	3.4	-0.1	3.3

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Measuring and Process Systems division

in € m	Q1 2017			Q2 2017			Q3 2017			Q4 2017			FY 2017		
	Q1 reported	IFRS 15 adjustments	Q1 restated	Q2 reported	IFRS 15 adjustments	Q2 restated	Q3 reported	IFRS 15 adjustments	Q3 restated	Q4 reported	IFRS 15 adjustments	Q4 restated	2017 reported	IFRS 15 adjustments	2017 restated
Incoming orders	173.9	-12.3	161.7	105.5	11.5	117.1	126.4	13.0	139.4	125.6	-0.4	125.1	531.4	11.8	543.2
Sales	147.8	-2.4	145.4	103.3	1.9	105.2	131.1	0.0	131.1	129.0	0.4	129.4	511.2	0.0	511.1
EBIT	15.2	-0.8	14.4	13.9	1.7	15.7	19.3	-1.7	17.6	16.5	0.1	16.7	64.9	-0.6	64.3
EBIT before extraordinary effects	15.2	-0.8	14.4	13.9	1.7	15.7	19.3	-1.7	17.6	17.6	0.1	17.7	66.0	-0.6	65.3

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Woodworking Machinery and Systems division

in € m	Q1 2017			Q2 2017			Q3 2017			Q4 2017			FY 2017		
	Q1 reported	IFRS 15 adjustments	Q1 restated	Q2 reported	IFRS 15 adjustments	Q2 restated	Q3 reported	IFRS 15 adjustments	Q3 restated	Q4 reported	IFRS 15 adjustments	Q4 restated	2017 reported	IFRS 15 adjustments	2017 restated
Incoming orders	400.9	0.0	400.9	332.6	0.0	332.6	345.4	0.0	345.4	287.3	0.0	287.3	1,366.3	0.0	1,366.3
Sales	296.1	0.7	296.8	300.6	0.5	301.2	304.7	1.1	305.8	322.1	-7.0	315.0	1,223.5	-4.8	1,218.8
EBIT	21.0	-0.7	20.3	21.5	1.9	23.4	22.1	0.0	22.1	21.1	-3.9	17.2	85.7	-2.7	83.0
EBIT before extraordinary effects	23.2	-0.7	22.5	23.7	1.9	25.6	24.3	0.0	24.3	23.2	-3.9	19.3	94.4	-2.7	91.7

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