

Company profile

The Wacker Neuson Group is a leading manufacturer of **light and compact equipment** with over 40 affiliates and more than 140 sales and service stations across the globe. Manufacturing activities are distributed across three sites in Germany, one in Austria, a components manufacturing plant in Serbia, two sites in the US and one in the Philippines. Products manufactured by the company are branded Wacker Neuson. In Europe, the Group also distributes compact equipment under the brand names Kramer Allrad and Weidemann (agricultural machinery). With over 300 product categories and a global spare parts service, Wacker Neuson is the partner of choice among professional users in a wide range of industries including the construction, gardening, landscaping and agriculture sectors, as well as among municipal bodies and companies in the industrial, recycling and energy sectors.

CEO and President: Cem Peksaglam; Chairman of the Supervisory Board: Hans Neunteufel

Brand structure/target groups

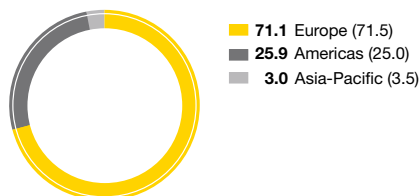


Financial key figures 1. Quarter

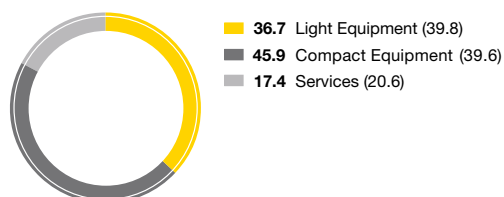
€ in millions	Q1 2012	Q1 2011
Key figures		
Revenue	274.0	211.8
EBITDA (margin as a %)	38.8 (14.2)	25.9 (12.2)
Depreciation and amortization	12.5	11.0
EBIT (margin as a %)	26.3 (9.6)	14.9 (7.1)
Profit for the period	17.1	9.0
Net financial debt (Gearing as a %)	148.7 (16)	41.8 (5)
Equity ratio before minority interests as a %	69.9	76.1
Cash flow from operating activities	-31.6	-10.5

Sales distribution Q1 2012

Revenue by region as a % (previous year)



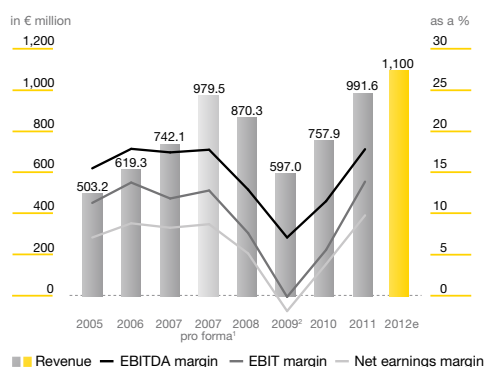
Revenue by business segment as a % (previous year)



Forecast

- Assuming the market continues to develop positively, the company expects revenue of around EUR 1.1 billion (+11 percent yoy) with an EBITDA margin of at least 15 percent in 2012.

Revenue and margins from 2005 to 2012e



¹ Pro-forma figure: Situation if Neuson Kramer subgroup had been consolidated in full in fiscal 2007 (consolidation as of October 1, 2007).
² 2009 profit margins adjusted for goodwill impairment and restructuring costs.

Share

in €	Q1 2012	FY 2011
High	13.45	13.49
Low	9.20	8.35
Book value per share	13.10	12.94
Market capitalization at period-end in € million	936.7	669.8
Dividend in €	0.50 ¹	0.17

Number of authorized shares: 70,140,000

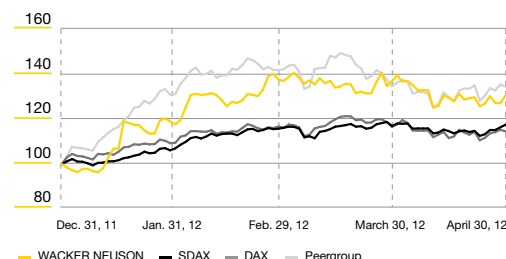
ISIN: DE00WACK012 / WKN: WACK01

Indices: SDAX, DAXplus family, CDAX, GEX, Classic All Shares

Free float according to definition of Deutsche Börse: 31.2%.

¹ Dividend payment to be proposed at the AGM on May 22, 2012 (Payment for previous fiscal year).

Share trends in %



Peergroup: Atlas Copco, Bauer, Caterpillar, Cramo, Deutz, Haulotte, Manitou, Palfinger, Ramirent, Terex

Financial calendar 2012

- May 10, 2012 Publication of first-quarter report 2012
- May 15, 2012 German & Austrian Corporate Conference 2012, Frankfurt
- May 22, 2012 AGM, Munich
- August 09, 2012 Publication of half-year report 2012
- November 13, 2012 Publication of nine-month report 2012