

Figures at a Glance

July 1 through September 30 and January 1 through September 30

in € million	Jul. 1 – Sep. 30, 2011	Jul. 1 – Sep. 30, 2010	Jan. 1 – Sep. 30, 2011	Jan. 1 – Sep. 30, 2010
Key figures				
Sales	248.9	196.0	727.6	551.7
by region				
Europe	181.1	144.0	532.5	401.6
Americas	58.3	44.6	168.5	127.5
Asia	9.5	7.4	26.6	22.6
by business segment ¹				
Light Equipment	92.9	77.3	274.0	222.0
Compact Equipment	98.9	65.5	298.8	189.8
Services	57.5	53.3	154.8	139.8
EBITDA	49.6	25.0	121.2	55.7
Depreciation and amortization	12.0	10.9	35.0	30.3
EBIT	37.6	14.1	86.2	25.3
EBT	36.7	13.8	83.5	22.9
Profit for the period	27.4	10.1	59.0	15.4
Number of employees	3,406	3,086	3,406	3,086
Share				
Earnings per share in €	0.39	0.14	0.84	0.22
Dividend per share in €	0.17	–	0.17	–
Key profit figures				
Gross profit in % ²	34.3	34.2	33.2	32.1
EBITDA margin as a %	19.9	12.7	16.7	10.1
EBIT margin as a %	15.1	7.2	11.9	4.6
Key figures from the balance sheet				
		Sep. 30, 2011	Dec. 31, 2010	Sep. 30, 2010
Property, plant and equipment		706.8	673.9	660.0
Current assets		453.4	356.3	370.9
Equity before minority interests		870.8	830.6	815.5
Net financial debt		70.6	13.7	1.8
Liabilities		286.7	197.3	212.6
Equity ratio as a %		75.1	80.6	79.1
Working capital		350.1	269.3	258.9
Cash flow				
	Jul. 1 – Sep. 30, 2011	Jul. 1 – Sep. 30, 2010	Jan. 1 – Sep. 30, 2011	Jan. 1 – Sep. 30, 2010
Cash flow from operating activities	14.4	35.9	24.7	33.5
Cash flow from investing activities	- 16.2	- 20.3	- 68.7	- 60.4
Capital expenditure (property, plant and equipment and intangible assets)	- 22.0	- 19.6	- 75.5	- 60.3
Cash flow from financing activities	0.2	- 13.3	24.8	- 6.5
Free cash flow	- 1.8	16.3	- 44.0	- 26.2

Figures include PPA = Purchase price allocation refers to a process whereby the price paid for a company (acquisition of Neuson Kramer Baumaschinen AG) is allocated at fair value to the assets, liabilities and contingent liabilities acquired.

¹ Consolidated sales after discounts.

² Expenses for service technicians have been reported in the income statement under manufacturing costs since Q1 2011. Previously, this cost factor was reported under selling expenses. This adjustment was made to report business activities more clearly under earnings. Expenses for service technicians amounted to EUR K 9,392 for the period under review (nine months). The equivalent figures from the previous year were adjusted by an amount of EUR K 9,023. For the third quarter expenses for service technicians amounted to EUR K 3,211 (Q3/2010: EUR K 2,943).

9M 2011 highlights

Overview

The Wacker Neuson Group benefited from strong demand for light and compact equipment worldwide, reporting its highest earnings since the merger in 2007. Mr. Cem Peksaglam took on the position of CEO of Wacker Neuson SE in September. In October, the Group officially opened its New Headquarters and Research and Development Competence Center in Munich.

9M 2011 compared to 9M 2010

- Group revenue was up 32 percent to EUR 728 million.
- Revenue growth in the light equipment (+23 percent) and compact equipment (+58 percent) segments plus strong performance in the Americas and Europe (both in excess of +30 percent) were key drivers behind the Group's positive results.
- Group earnings rose at a much faster rate than revenue, with EBITDA increasing to EUR 121 million in the first nine months of the year (previous year: EUR 56 million). This corresponds to an EBITDA margin of 16.7 percent (previous year: 10.1 percent).
- At September 30, 2011, accumulated order intake for compact equipment for the construction and agricultural industries was 23 percent higher than the strong figure reported for the prior-year period. Order backlog was over 44 percent up on previous year.

Forecast

In light of the strong results for the first nine months of 2011, the Wacker Neuson Group has reviewed its revenue and earnings forecast for fiscal 2011 and now expects revenue to come to around EUR 945 million (previous forecast: EUR 930 million) and the EBITDA margin to settle at around 15 percent (previous forecast: 13 to 14 percent; 2010: revenue of EUR 757.9 million and an EBITDA margin of 10.3 percent).