

Press release

DEUTZ makes a very promising start to 2022

- Marked rise in new orders compared with the first quarter of 2021
- Double-digit increases in unit sales and revenue
- Strong improvement in profitability

Preliminary results (€ million)	Q1 2022	Q1 2021	Change
New orders	509.6	464.8	9.6%
Unit sales (units)	50,015	38,384	30.3%
thereof DEUTZ engines (units)	43,561	32,249	35.1%
thereof Torqeedo motors (units)	6,454	6,135	5.2%
Revenue	447.9	343.4	30.4%
Adjusted EBIT (EBIT before exceptional items)	15.8	0.8	> +1.000%
EBIT margin before exceptional items (%)	3.5	0.2	+3.3pp

Cologne, April 28, 2022 – Preliminary results show that DEUTZ, one of the world’s leading manufacturers of innovative drive systems, has made a successful start to 2022.

“The beginning of 2022 has been very promising for us, despite the outbreak of war in Ukraine and continuing difficulties in the supply chain. New orders were up by around 10 percent compared with the first quarter of 2021. This growth, combined with a book-to-bill ratio of 1.14, allows us to look ahead to the coming months with confidence in spite of all the geopolitical uncertainties. Meanwhile, our EBIT margin before exceptional items improved by 3.3 percentage points to 3.5 percent, not least thanks to the cost savings we have achieved”, said DEUTZ CEO Dr. Sebastian C. Schulte.

Marked rise in new orders; double-digit increases in unit sales and revenue

In the first quarter of 2022, new orders received by DEUTZ rose by 9.6 percent year on year to €509.6 million. The Group's unit sales were up by 30.3 percent year on year at 50,015 units. Within this total, unit sales of DEUTZ engines jumped by 35.1 percent to 43,561 units. The DEUTZ subsidiary Torqeedo sold 6,454 electric boat drives, which was 5.2 percent more than in the prior-year period. Revenue grew by 30.4 percent to €447.9 million in the first three months of the year.

Strong improvement in profitability

EBIT before exceptional items (adjusted EBIT) rose sharply compared with the prior-year period, advancing from €0.8 million to €15.8 million. The adjusted EBIT margin improved by 3.3 percentage points to 3.5 percent.

Quarterly statement for Q1 2022 | conference call

The full quarterly statement for the first quarter of 2022, including the final results, will be published as scheduled on May 5, 2022. Dr. Sebastian C. Schulte, CEO, and Christian Ludwig, SVP Communications & Investor Relations, will explain the results to analysts and investors at a conference call on May 5, 2022, 11 a.m. (CET). The link to the live webcast is available on our website at <https://www.deutz.com/investor-relations/>.

Upcoming financial dates

May 5, 2022: Quarterly statement for the first quarter of 2022

August 11, 2022: Interim report for the first half of 2022

November 10, 2022: Quarterly statement for the first to third quarter of 2022

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Forward-looking statements

This press release may contain certain forward-looking statements based on current assumptions and forecasts made by the DEUTZ management team. Various known and unknown risks, uncertainties, and other factors may lead to material differences between the actual results, the financial position, or the performance of the DEUTZ Group and the estimates and assessments set out here. These factors include those that DEUTZ has described in published reports, which are available at www.deutz.com. The Company does not undertake to update these forward-looking statements or to change them to reflect future events or developments.

About DEUTZ AG

DEUTZ AG, a publicly traded company headquartered in Cologne, Germany, is one of the world's leading manufacturers of innovative drive systems. Its core competencies are the development, production, distribution, and servicing of drive solutions in the power range up to 620 kW for off-highway applications. The current portfolio extends from diesel, gas, and hydrogen engines to hybrid and all-electric drives. DEUTZ drives are used in a wide range of applications including construction equipment, agricultural machinery, material handling equipment such as forklift trucks and lifting platforms, commercial vehicles, rail vehicles, and boats used for private or commercial purposes. DEUTZ has around 4,750 employees worldwide and over 800 sales and service partners in more than 130 countries. It generated revenue of around €1.6 billion in 2021. Further information is available at www.deutz.com.