

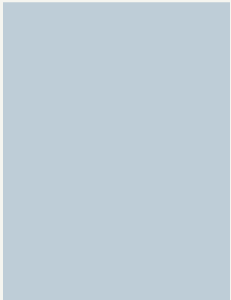
Key figures – Q2 FY 2017

Order backlog reaches a new high of €117 billion

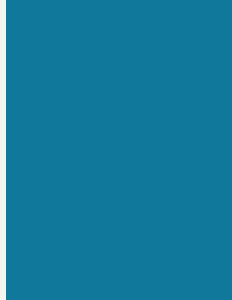
Orders

in millions of euros

22,294 ➔ 22,629
+1% comparable
+2%



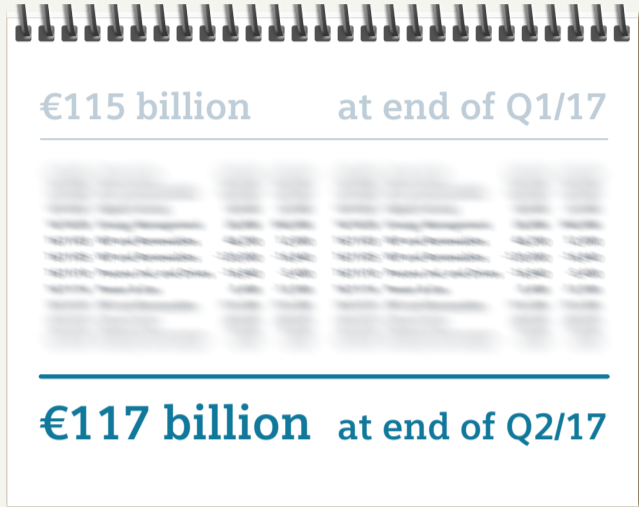
Q2 FY 2016



Q2 FY 2017

Order backlog

Industrial Business

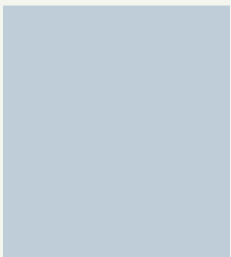


Revenue increases in all industrial businesses

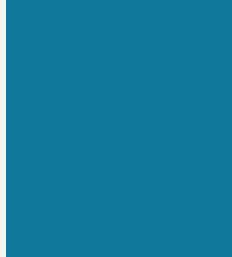
Revenue

in millions of euros

18,996 ➔ 20,219
+5% comparable
+6%

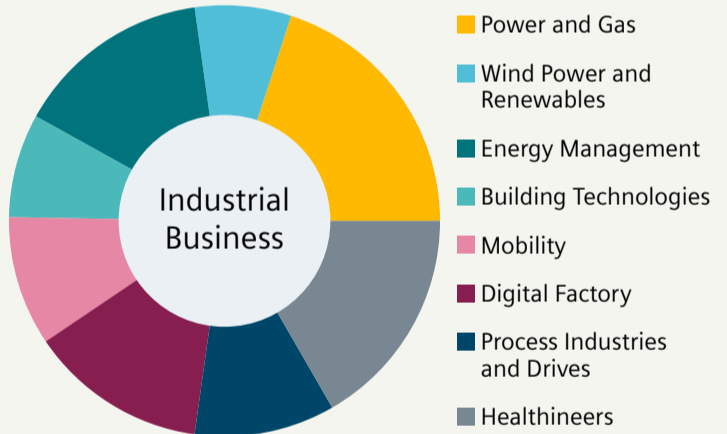


Q2 FY 2016



Q2 FY 2017

Revenue distribution



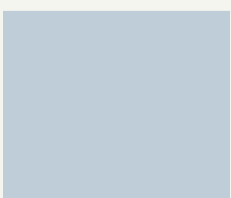
Revenue for Industrial Business excludes Financial Services and reconciliation to the Consolidated Financial Statements.

Strong margin expansion in nearly all industrial businesses

Profit: Industrial Business

in millions of euros

2,115 ➔ 2,492
+18%



Q2 FY 2016



Q2 FY 2017

Margins and target ranges

Profit margins (for Financial Services: ROE)

