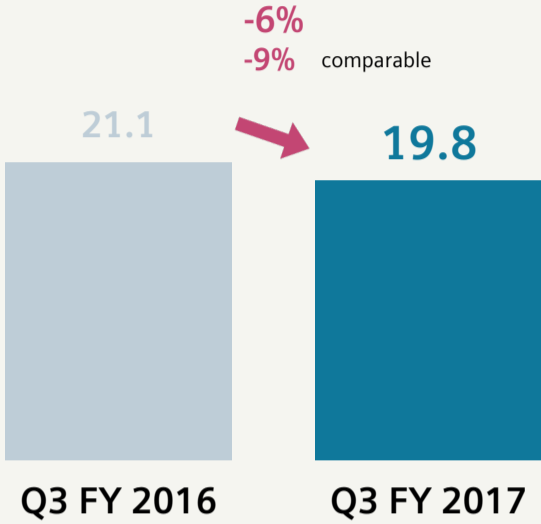


Key figures – Q3 FY 2017

Order backlog stays at record high of €117 billion

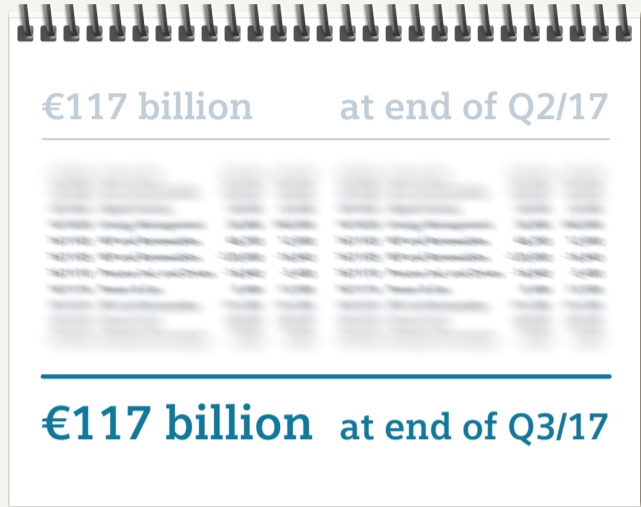
Orders

in billions of euros



Order backlog

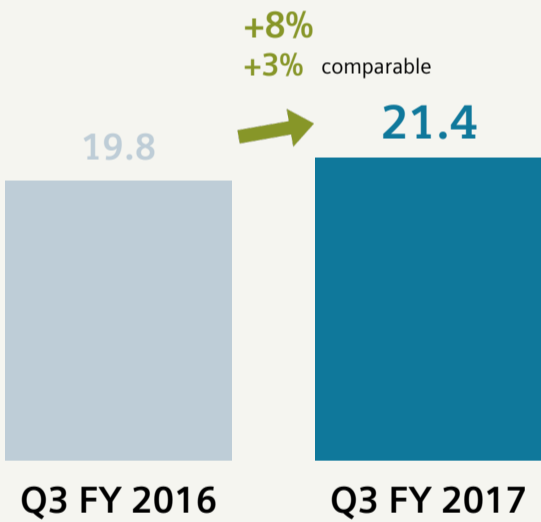
Industrial Business



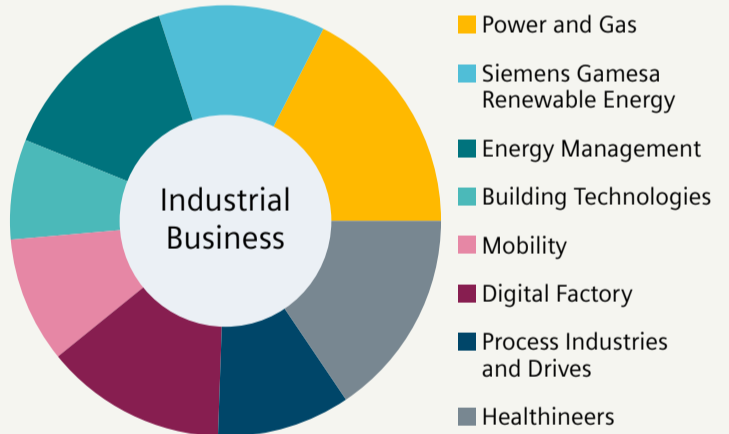
Revenue increases in nearly all industrial businesses

Revenue

in billions of euros



Revenue distribution

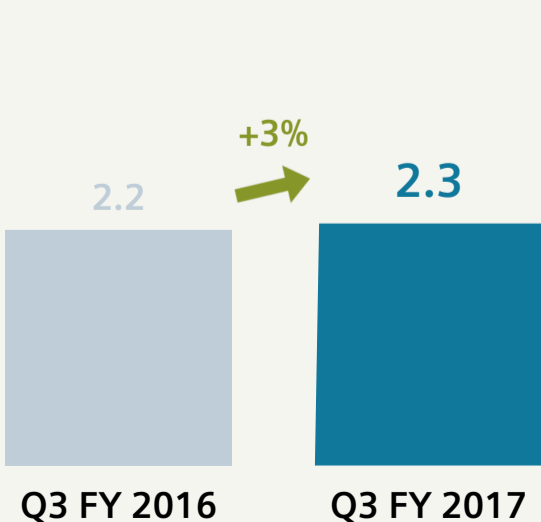


Revenue for Industrial Business excludes Financial Services and reconciliation to the Consolidated Financial Statements.

Moderate increase in Industrial Business Profit

Profit: Industrial Business

in billions of euros



Margins and target ranges

Profit margins (for Financial Services: ROE)

