



Insights 2012

Data, facts and performance
at a glance

engineering for a better world



GEA Group

GEA Group is **one of the largest system providers of machines and process technology worldwide**, especially in the food and energy industries, where it rates among market and technological leaders. GEA Group focuses on demanding and sophisticated production processes and offers its customers efficient solutions. Group sales in 2011 amounted to EUR 5.4 billion, with the group generating about **70 percent of its revenue from the long-term growing food and energy industries**.

Approximately every fourth liter of milk worldwide is extracted or further processed with equipment of the GEA Group. About a third of all instant coffee is produced in GEA Group systems and every second liter of beer may well have flowed through at least one of our product components. More than a quarter of commercially processed meat products has been formed, cooked, grilled, or fried by our equipment.

As of December 31, 2011 a workforce of over **23,000 employees** served customers in over 50 countries on all continents. GEA Group is a **market and technology leader** in about 90 percent of its business areas.



Our guiding principles

GEA Vision

- GEA provides the world with **innovative solutions** for smart food processing and for a more efficient use of energy resources.
- GEA is a **global engineering group** recognized for its excellent technologies, its dedication to provide best solutions to its customers, and its management principles.

GEA Values

Excellence: At GEA, we stand for excellence in everything we do.

Passion: At GEA, we work with passion without obsession.

Integrity: At GEA, we walk our talk.

Responsibility: At GEA, we feel responsible for our actions.

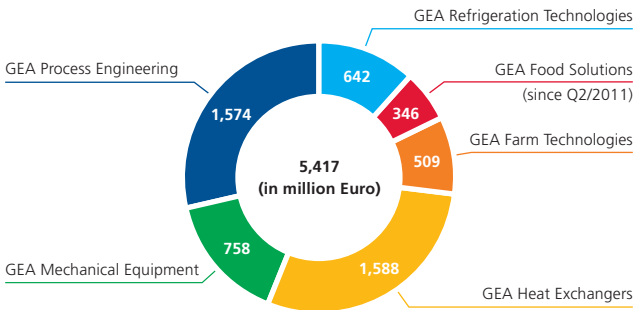
GEA-versity: At GEA, we cross borders.

GEA Management Principles

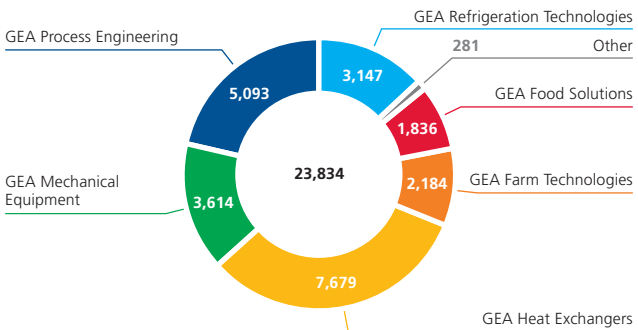
- Willingness to accept management responsibilities
- Management skills
- Personal integrity
- GEA with passion – not obsession
- Creativity

Key figures

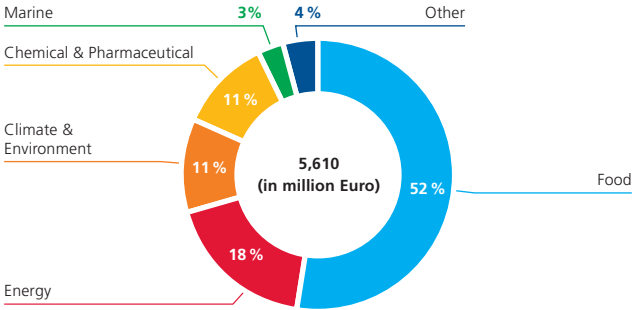
Revenue by segments in 2011



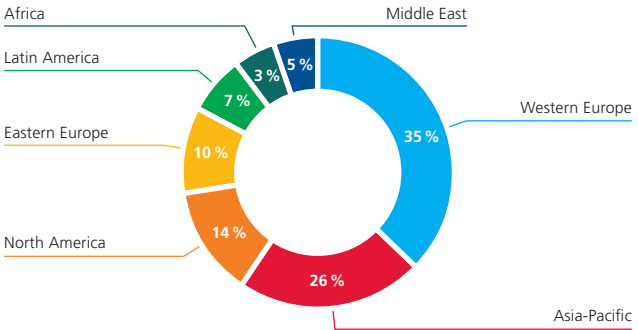
Employees by segments as of 31 December 2011



Order intake by customer industries in 2011



Order intake by regions in 2011



Customer industries

Food



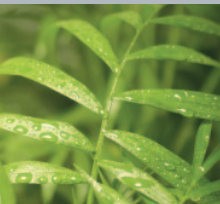
GEA is a technology leader in the food industry, adapting quickly to changing market demands. Equipment from GEA is used to manufacture and process a wide variety of foods and beverages, including instant coffee or tea, wine, beer, fruit juice, chocolate, olive oil, milk, yoghurt or cheese, meat or fish, fruits and vegetables. All GEA machines and components are manufactured to the highest standards that guarantee safe processing hygienically and efficiently.

Energy



GEA is a pioneer and global leader in power plant and process cooling and offers the widest portfolio of heat exchangers. Equipment from GEA is found in power plants, oil refineries, petrochemical plants, gas pipelines, gas to liquid (GTL), liquid natural gas (LNG) installations, waste incineration plants and biomass plants. GEA technology offers customers optimum value for money, while helping them to protect the environment by using resources sparingly.

Climate & environment



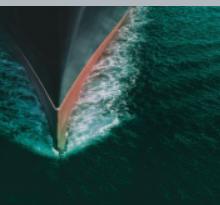
GEA is making a positive contribution to conserving energy and resources as well as to reducing and recycling waste. These principles are applied to industrial refrigeration, cooling and the treatment of flue gas. GEA is also one of the world's leading suppliers of technology for treating drinking water and recovering waste water. Cutting energy and water consumption with GEA engineering helps customers to improve their environmental credentials and reduce costs.

Chemical & pharmaceutical



GEA offers world-class engineering solutions for the chemical and pharmaceutical industries. Applications include the ethanol and biodiesel production and the manufacture of tablets, vaccines and antibiotics. Whatever the requirement, GEA equipment operates to the highest safety, hygiene and quality standards.

Marine



GEA is a leading supplier to the marine industry. All GEA equipment is expertly tailored to suit every type of vessel. GEA marine technology has a long service life, low operating costs and environmentally-friendly operation, providing customers with maximum performance and cost-effectiveness.

Sustainable growth drivers

The world's population is increasing and ever greater numbers of people are choosing to live in cities. This is fuelling a demand for more and different resources. At the same time there is a growing awareness of the need to conserve these resources by using more efficient production processes.

Growing population



- Rising demand for food and energy
- People in emerging markets are a main source of the demand

Growing urbanization



The UN estimates that, by 2050, more than two thirds of the global population will live in cities.

Urbanization and increasing wealth lead to:

- A higher focus on health and nutrition
- A demand for a greater variety of foods and drinks, especially in convenience foods and ready meals

Resource appreciation



Rising energy costs combined with a growing environmental awareness are creating a demand for equipment that:

- Is energy efficient
- Uses resources economically
- Protects the environment

Efficiency as guiding principle – High-tech made by GEA

Aseptic Blow Fill (ABF) –

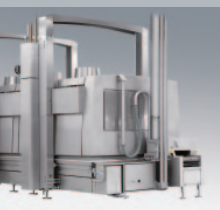
Integrated aseptic filling for PET bottles



- PET blanks are sterilized before being inflated and expanded
- Lower water, energy, and chemical consumption
- Savings: 7 to 9 % of production costs

CFS CookStar spiral cooker –

Consistent quality and fast cooking



- Steaming, cooking, roasting in one oven
- Up to 4 % increased yield
- 10 to 30 % more production capacity
- Up to 10 % less energy usage

Westfalia Separator ecoforce –

The new decanter generation

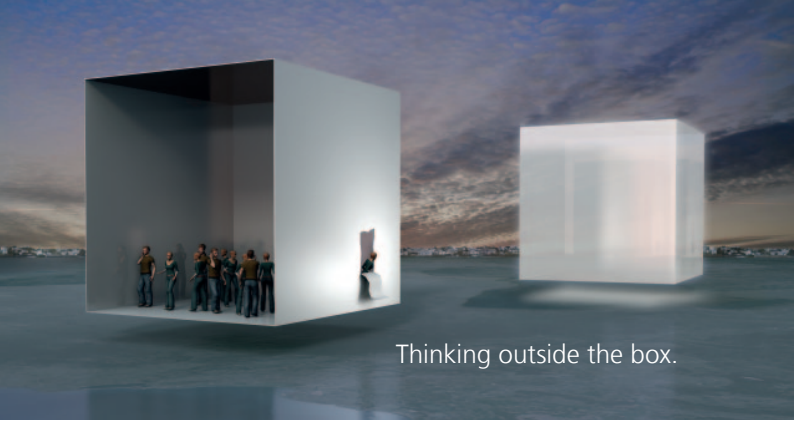


- Outstanding separation efficiency and throughput
- Reduction in specific energy consumption of up to 30 %
- Maximum availability

Grasso BluAstrum – Ammonia chiller achieves
an energy efficiency ratio of 5.5



- Maximum energy efficiency and optimal efficiency for all load conditions
- Environmentally friendly with natural refrigerants
- Compact design and low noise emission



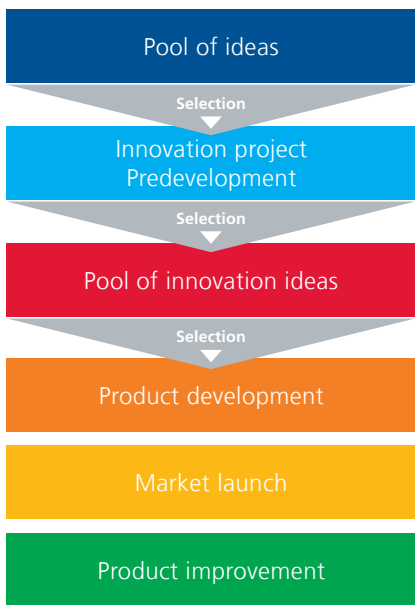
Thinking outside the box.

Innovation culture

GEA has a strong innovation culture and entrepreneurial spirit that fosters creativity and encourages employees to think outside the box.

Structured innovation process

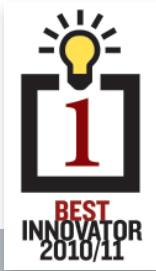
GEA Innovation Pipeline



GEA provides the environment that enables good ideas to grow. Staff are encouraged to submit ideas through various channels and many see their innovations turned into products.

Award-winning innovation

GEA has won several awards for its innovative products.



Best Innovator

- “Best Innovator” award in the field of engineering in Germany
- Presented by Germany’s Federal Ministry of Economics and Technology, corporate consultants A.T. Kearney, and German business magazine WirtschaftsWoche
- Award for successful and sustainable innovation management with an emphasis on processes and procedures



Best Idea Management

- Award winner in the category “Best ideas management in the engineering sector”
- Award for “Best ideas management all sectors”
- Presented by the Center of Idea Management (Zentrum Ideenmanagement)

Management structure

Segments



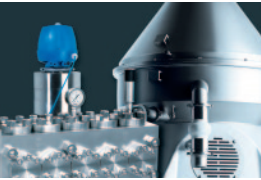
GEA Food Solutions



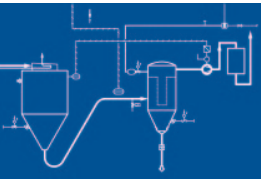
GEA Farm Technologies



GEA Heat Exchangers



GEA Mechanical Equipment



GEA Process Engineering



GEA Refrigeration Technologies

Product examples

Bowl Choppers



Spiral Cookers



Slicers



Thermoformers



Milking & Cooling



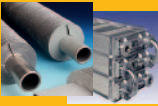
Farm Services



Farm Equipment



Finned, Shell & Tube Heat Exchangers



Cooling Towers



Plate Heat Exchangers



HVAC Systems



Separators



Decanters



Homogenizers



Valves



Spray Drying



Aseptic Filling



Brewery & Dairy Systems



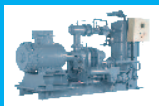
Pharma Systems



Compressors



Packages & Skids



Ice Machines



Freezers





Global activity

GEA Group actively provides its know-how in all growth regions of the world. The group offers its customers globally customized process solutions which satisfy the most sophisticated demands via a network of subsidiaries in over 50 countries.

Shares

Securities identification number	660200
ISIN number	DE0006602006
Stock indices:	MDax, HDax, CDax, Midcap Market, Dow Jones Euro Stoxx, Dow Jones Euro Stoxx Mid, Dow Jones Euro Stoxx Industrial Goods and Services, Dow Jones Stoxx 600, Dow Jones Industrial Goods and Services, Dow Jones Stoxx Mid 200, Prime All Share, Prime Industrial, Classic All Share, NRW-Mix 50
Segment	Prime-Standard
Stock exchanges	Xetra, Frankfurt, Stuttgart, München, Düsseldorf, Berlin, Hamburg and Hannover
Information on stock	Reuters: G1AG.DE Bloomberg: G1A:GR Xetra: G1A.DE
Shares issued	183.8 million (31 December 2011)



Want to energize your career? Join the GEA People.

It is the passion, integrity and sense of responsibility of our over 23,000 international employees that leads the GEA Group to excellence. Our development as a corporation is absolutely based on our employee's progress and development. Therefore we offer challenging and inspiring tasks as well as attractive job opportunities in an international environment.

One of our most important goals is opening up long-term career opportunities for all our employees. We are determined in obtaining this goal through providing calculated challenges as well as individual development opportunities. And therefore, investing in developing professional competence, as well as a wide variety of social and individual related developing programs is of utter importance to us.

Take your chance und get in touch with a working atmosphere which revolves around dedication, diversity, creativity and a common drive to succeed!

www.gea-people.com



Excellence Passion Integrity Responsibility GEA-versity

GEA Group is a global engineering company with multi-billion euro sales and operations in more than 50 countries. Founded in 1881, the company is one of the largest providers of innovative equipment and process technology. GEA Group is listed in the STOXX® Europe 600 Index.



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