



REINDUSTRIALIZING EUROPE

WHERE IS THE CONSTRUCTION
EQUIPMENT SECTOR GOING?

23-25 Oct
2024
MADRID

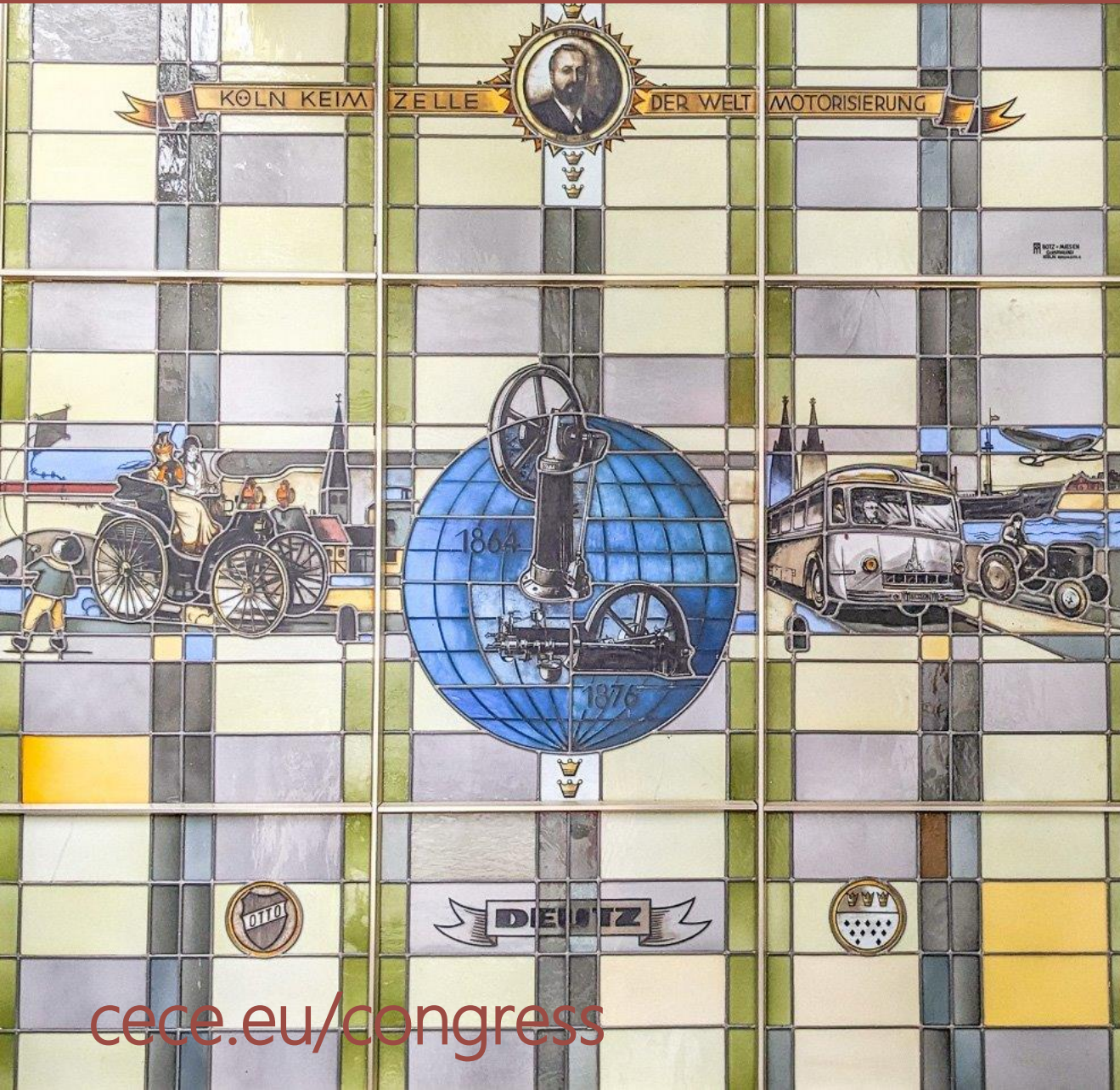
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Isidoro de la Flor
Head of Sales and Service
DEUTZ SPAIN

DEUTZ drive solutions
Fusionhub: Industrial
Intelligence

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Our vision



160
YEARS



We ensure the world
keeps moving.

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DEUTZ at a glance



Founded in 1864 - oldest independent engine manufacturer in the world headquartered in Cologne



Innovative product portfolio from diesel to gas to electric and hydrogen-powered drives for off-highway applications



Global production and service network



~2.1 billion € turnover in 2023



~98 million euros invested in research and development in 2023



More than 5,000 employees worldwide



Our mission: We ensure the world keeps moving

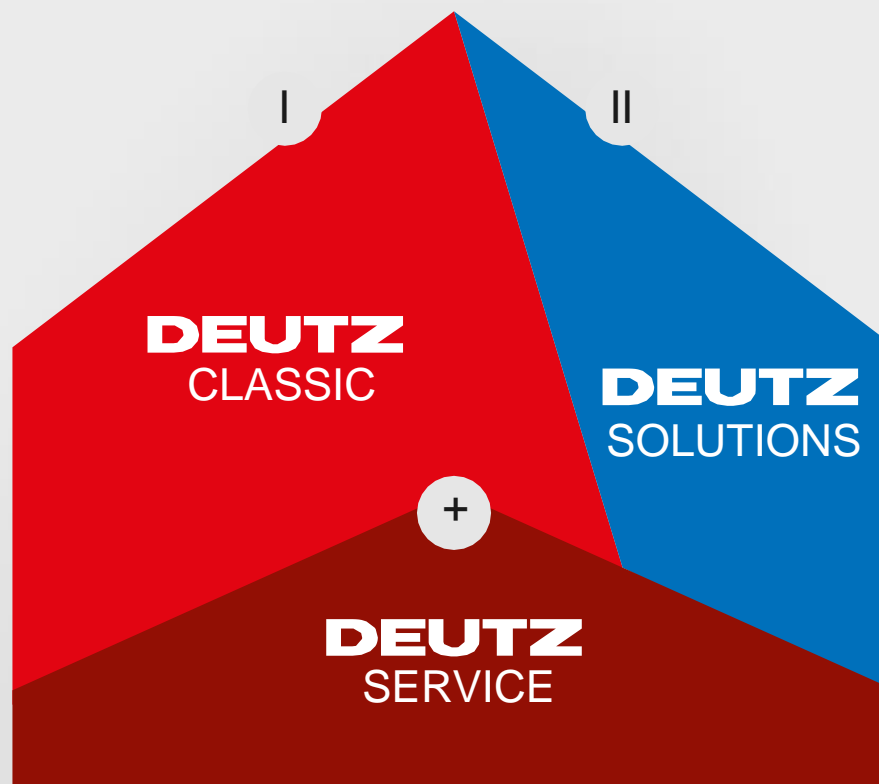
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OUR DUAL + STRATEGY



Grow **Classic** business
based on strong
performance and
consolidation
→ margin uptake
& inorganic growth



Expand **Solutions** offering in
Energy & New Technology
(formerly "Green") and beyond,
where we have a right-to-win
→ Expansion of value chain coverage,
investment, growth and long-term
viability

Expand profitable **Service** business
around the world
→ Profitable growth and new business
models, e.g. third party and digitalization

Our value proposition going forward



Ambition

Become top 3 independent engine producer by 2030 with comprehensive on-highway and off-highway offering and adjacent markets



Investment for climate neutrality by 2050

Transform portfolio and help customers to achieve their climate goals for a CO₂-neutral economy



Cross-financing

Leverage strength in diesel engine business and grow service to finance transition to green



Profitable growth

Focus on performance & efficiency



Value play

Ensure sustainable dividend in transformation

We have clear strategic criteria which define our path forward



Profitable growth

Finding the areas in which we can grow successfully and profitably - always with a "right to win"!



Relevant portfolio

Further develop our portfolio so that we continue to have competitive offerings (products/business models) in the future - or buy in where it makes sense



Resilient set-up

Continue to work on being less dependent on economic cycles, have long-term access to the right suppliers and operate our sites successfully



Future viability and value enhancement of DEUTZ

DEUTZ Production sites

DEUTZ worldwide

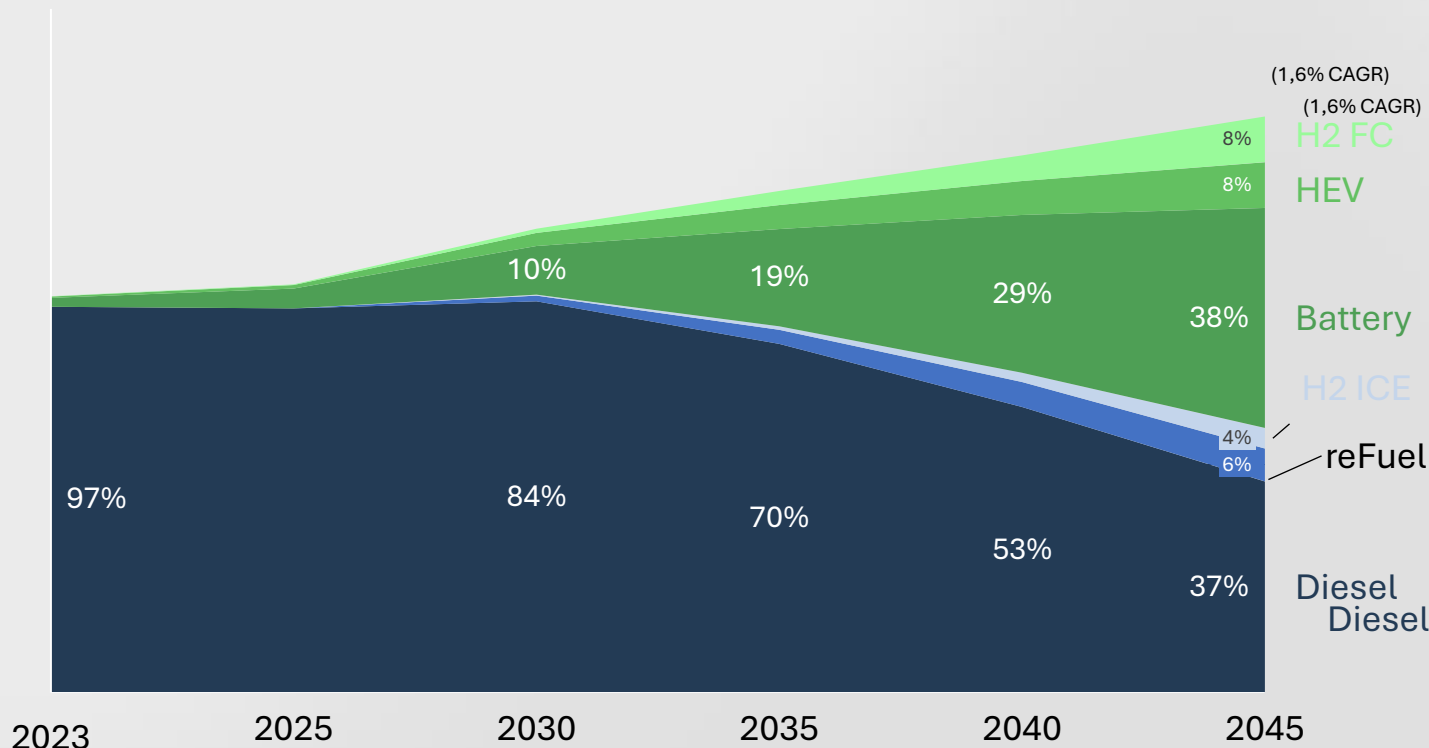


We will transform our portfolio significantly over the next years



Technology trajectories in DEUTZ portfolio

(illustrative, scenario)



Active consolidation with combustion engine technology –

relevant for the next 10 – 20 years at least

Relevant role for decarbonization of combustion engines (reFuels & H2)

where we can leverage our strong ICE capabilities

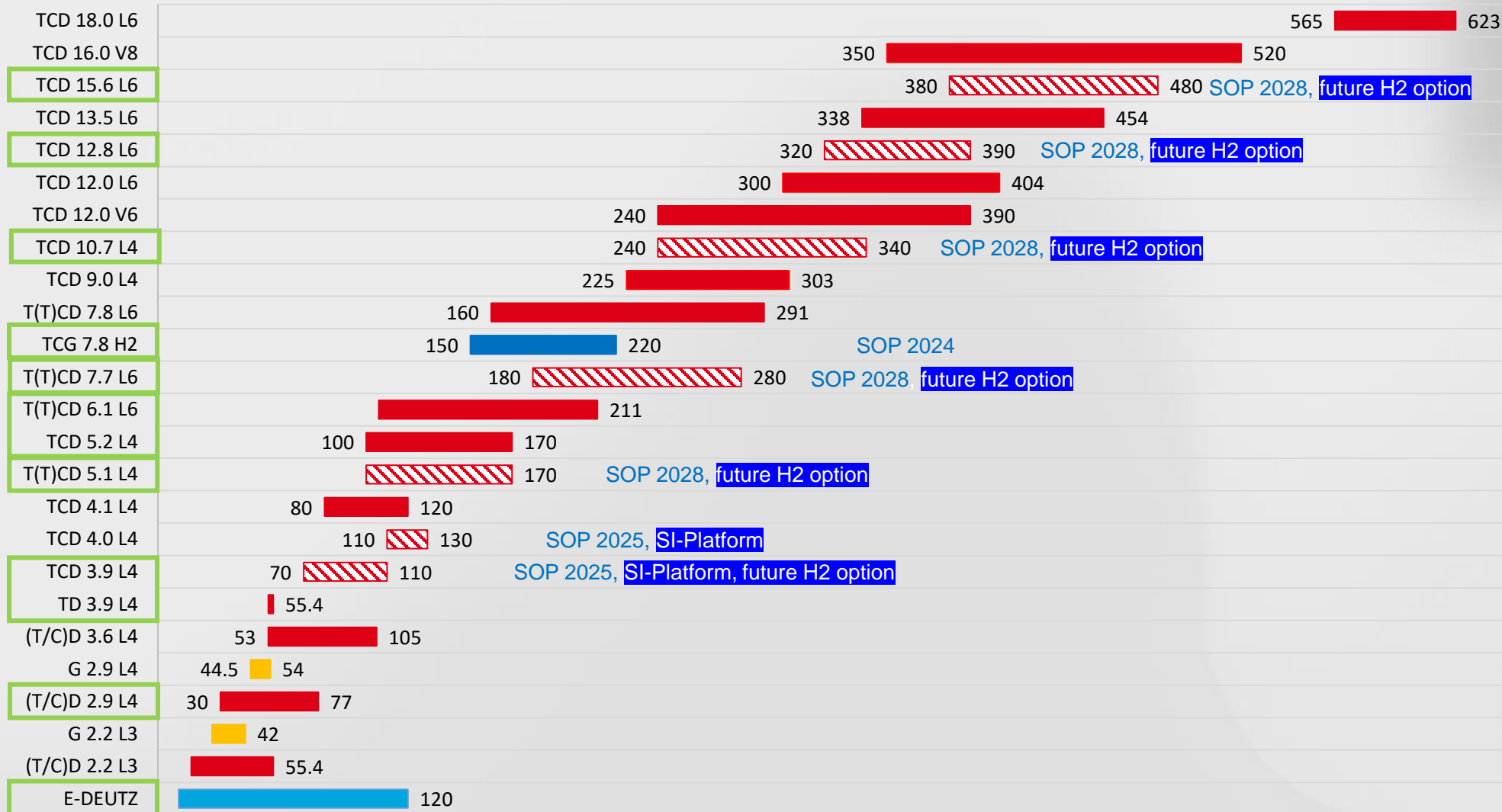
Need for electrical drive system offering given fast scale-up in key customer markets

Adjacencies

Ability to capture additional value by serving customer ecosystems – esp. in emerging green tech fields; e.g., H2, electrification, reFuels

Deutz Product Portfolio – High & LR markets

160
YEARS



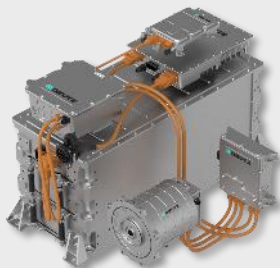
- Diesel
- ▨ New engines/projects
- CNG / LPG / Gasoline
- Hydrogen
- Electric
- TCD → Diesel direct injection
 - └─ Charge air cooled
 - └─ Turbocharged
- 5.2 → Displacement [l]
- L6 → Inline 6
- V6 → V - Engine

Deutz Product Portfolio – Green

Green Portfolio



TCG 7.8 H2



Electric Drive Systems



E360



PowerTree

- 220 kW
- Max. 1000 Nm
- min. 98% H2 purity (ISO 14687)
- ~19 kg/h @max. power (~12kg/h GenSet)
- ➡ SOP Q4/2024
- Power up to 120 kW
- Max. ~ 300 Nm
- High voltage drive systems for sustainable use
- High volt. batteries in dif. shape & capacities
- Off-the-shelf & customizable
- Fulfilling highest standards for off-highway applications
- High power charging (150 kW)
- HV-battery buffered (126 kWh)
- Flexible solution for any use case



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Year 2000 – 2010

"In short, software is eating the world."

Marc Andreessen
20/08/2011

Software dependency, full
automation, new economies,
Internet of Things was born

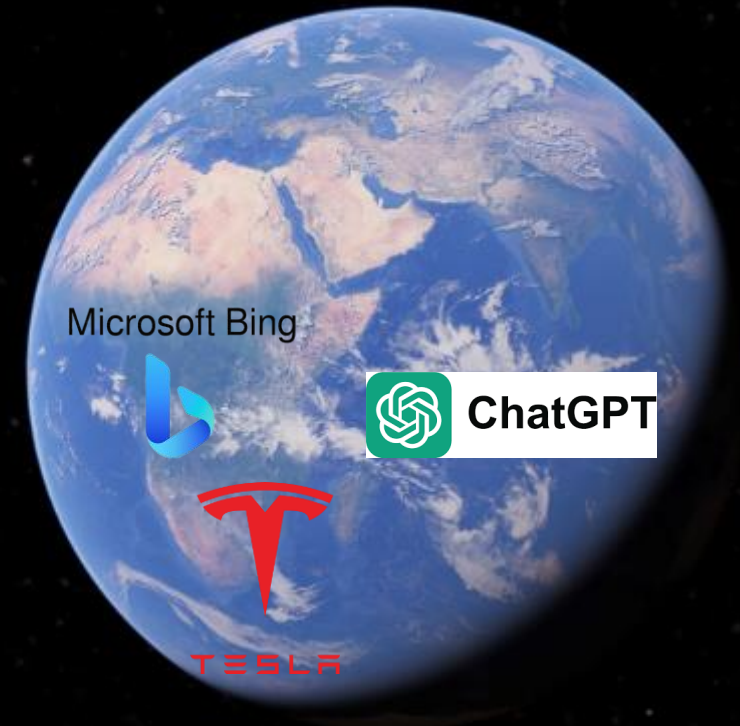
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“The next decade, Data eats software.”

Data Analytics, Machine
Learning, Automation



Year 2024 – 20..

Or even data
will eat
industries!

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Critical information at your fingertips

FUSIONHUB is an Industrial AI product for offering proven data science models, deep industry expertise, and a vast industrial asset data library.

Our products enhance business performance, optimize costs, and reduce operational risks faster than any other industrial analytics solution.

We make data accessible to improve operations, support decision-making, and drive rapid industrial-scale optimization.

17+ Mio.

total asset operating hours

560+

data models in operation

623.000

data points processed per second

< 3 days

to deploy a data science **model**

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- Let's put data to work!

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THANK YOU FOR YOUR ATTENTION!

Isidoro de la Flor

Phone number: +34 696494453

E-mail: isidoro.delaflor@deutz.com

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