

Key Figures at a Glance

		<i>IAS/IFRS</i>				
		9-2006	9-2005	9-2004	9-2003	12-2002*
PROFIT AND LOSS ACCOUNT						
print	in € million	409.7	457.7	466.3	488.8	253.8
direct marketing	in € million	107.5	107.1	114.4	119.5	92.1
digital services	in € million	—	— ¹⁾	— ¹⁾	4.4	3.0
corporate services / Holding	in € million	0.4	0.2	0.3	1.0	1.0
Net sales	in € million	517.6	565.0	581.0	613.7	349.9
Value-added turnover	in € million	302.0	335.2	340.9	335.4	193.7
EBITDA	in € million	61.6	71.6	72.5	65.8	30.9
EBITA	in € million	32.0	36.5	37.5	31.4	11.4
EBIT	in € million	32.0	36.5	37.5	25.6	7.8
EBT	in € million	22.0	25.9	25.6	12.9	0.4
Net income	in € million	11.8	15.8	15.6	4.7	(0.5)
BALANCE SHEET AND CASHFLOW						
Goodwill	in € million	89.6	87.8	87.8	88.4	75.0
Long-term assets, total	in € million	443.8	418.7	413.7	430.6	327.6
Liquid funds	in € million	2.9	1.8	1.8	2.9	2.3
Short-term assets, total	in € million	89.2	85.8	108.8	119.9	98.7
Shareholders equity	in € million	153.5	144.9	135.5	125.5	113.2
Items having capital-like character	in € million	—	—	—	—	—
Due to banks	in € million	194.0	179.3	197.4	221.7	158.6
Provisions	in € million	76.3	79.5	74.0	77.0	68.6
Total liabilities	in € million	379.5	359.6	387.0	425.0	313.1
Balance sheet total	in € million	533.0	504.5	522.5	550.5	426.3
CF from ordinary business activities	in € million	50.0	71.0	54.1	65.2	32.4
CF for investments other than acquis.	in € million	(50.2)	(32.2)	(14.0)	(45.1)	(21.0)
CF for acquisitions	in € million	6.6	(0.2)	0.0	(17.4)	(6.1)
CF from financing activities	in € million	(5.2)	(38.7)	(41.1)	(2.1)	(5.4)
CF for the period	in € million	1.2	(0.1)	(1.0)	0.6	(0.1)
THE SHARE						
Net income per share; adjusted ²⁾	in €	1.91	2.55	2.51	0.76	(0.09)
Dividends ³⁾	in € million	6.20	6.20	5.57	4.95	3.26
Dividends per share ³⁾	in €	1.00	1.00	0.90	0.80	0.60
Staff count as per September 30, 2005		4,062	4,046	4,294	4,380	3,814

* Abbreviated fiscal year (9 months) ** Overstated due to adoption of IAS

¹⁾ In 2005: Partically sold, residual integrated into the segments print/direct marketing; previous year adjusted.

²⁾ Until 2001, net income per share as per DVFA ³⁾ 2000: special dividend of €1,58 per share; €8,5 Mio. — 2005/06: proposal

IAS/IFRS	HGB				
	12-2001**	12-2001	12-2000	12-1999	12-1998
377.4	377.9	431.3	146.0	145.1	125.2
121.0	121.0	128.0	—	—	—
4.2	4.2	1.3	—	—	—
2.4	1.9	4.2	—	—	—
505.0	505.0	564.8	146.0	145.1	125.2
268.7	268.7	292.9	66.6	65.7	61.3
99.5	79.8	78.9	20.8	22.1	19.9
72.8	39.9	41.9	11.1	13.2	12.3
68.1	35.5	37.5	10.4	12.5	11.6
55.6	24.7	24.6	5.8	10.5	7.9
33.1	14.0	13.0	3.9	6.1	4.6
76.0	69.8	73.9	4.9	5.3	6.0
322.7	320.5	284.2	182.5	65.9	51.6
2.4	2.4	8.8	5.8	0.5	4.3
109.1	111.1	132.5	23.4	21.8	21.7
117.9	89.4	86.9	59.5	31.7	26.7
—	53.2	32.8	1.6	1.9	2.3
151.2	151.5	160.4	40.2	37.1	30.6
53.9	51.5	57.7	3.3	4.2	3.6
313.9	289.0	297.0	144.8	54.1	44.3
431.8	431.6	416.7	205.9	87.7	73.3
75.6	74.8	(36.5)	105.1	13.2	3.7
(50.8)	(58.8)	(30.3)	(13.5)	(22.3)	(7.8)
0.0	0.0	0.0	(113.3)	0.0	0.0
(31.3)	(22.4)	67.1	27.1	5.2	5.2
(6.5)	(6.4)	0.3	5.4	(3.9)	1.1
6.13	2.34	2.06	1.27	2.00	1.68
4.34	4.34	12.42	2.29	2.29	1.15
0.80	0.80	2.30	0.72	0.72	0.36
3,965	3,965	3,971	727	654	664