

Key Figures at a Glance

		<i>IAS / IFRS</i>				
		9-2007	9-2006	9-2005	9-2004	9-2003
PROFIT AND LOSS ACCOUNT						
Sales	in € million	482.2	425.6	565.0	581.0	613.7
Value added sales	in € million	251.7	244.6	335.2	340.9	335.4
EBITDA	in € million	48.9	59.4	71.6	72.5	65.8
EBITA	in € million	20.1	35.2	36.5	37.5	31.4
EBIT	in € million	20.1	35.2	36.5	37.5	25.6
EBT	in € million	11.0	26.7	25.9	25.6	12.9
Net income ¹⁾	in € million	18.9	17.8			
Net income						
from discontinued operations	in € million	14.8	(6.0)			
Total net income	in € million	33.7	11.8	15.8	15.6	4.7
BALANCE SHEET AND CASHFLOW						
Goodwill	in € million	81.8	89.6	87.8	87.8	88.4
Long-term assets, total	in € million	417.1	443.8	418.7	413.7	430.6
Liquid funds	in € million	2.6	2.9	1.8	1.8	2.9
Short-term assets, total	in € million	92.1	89.2	85.8	108.8	119.9
Shareholders equity	in € million	181.5	153.5	144.9	135.5	125.5
Items having capital-like character	in € million	—	—	—	—	—
Due to banks	in € million	171.0	194.0	179.3	197.4	221.7
Provisions	in € million	26.4	30.0	79.5	74.0	77.0
Total liabilities	in € million	327.7	379.5	359.6	387.0	425.0
Balance sheet total	in € million	509.2	533.0	504.5	522.5	550.5
CF, from ordinary business activities	in € million	28.4	46.3	71.0	54.1	65.2
CF, for investments other than acquis	in € million	(10.4)	(46.8)	(32.2)	(14.0)	(45.1)
CF, for acquisitions	in € million	11.9	6.6	(0.2)	0.0	(17.4)
CF, from financing activities	in € million	(29.2)	(4.2)	(38.7)	(41.1)	(2.1)
CF for the perios	in € million	0.7	1.9	(0.1)	(1.0)	0.6
THE SHARE						
Net income per share; adjusted ²⁾	in €	3.04	2.87	2.55	2.51	0.76
Earnings per share; Group	in €	5.42	1.91			
Dividends ³⁾	in € million	6.20	6.20	6.20	5.57	4.95
Dividends per share ³⁾	in €	1.00	1.00	1.00	0.90	0.80
Staff count as per September 30, 2006		2,994	4,062	4,046	4,294	4,380

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

¹⁾ 2005/6 und 2006/7: Net income from continuing operations

²⁾ until 2001: Net income per share as per DVFA — 2005/6 and 2006/7: Earnings per share from continuing operatio

³⁾ 2000: Special dividend of € 1.58 per share; €8.5m — 2006/7: Proposal

<i>IAS / IFRS</i>		<i>HGB</i>			
<i>12-2002*</i>	<i>12-2001**</i>	<i>12-2001</i>	<i>12-2000</i>	<i>12-1999</i>	<i>12-1998</i>
349.9	505.0	505.0	564.8	146.0	145.1
193.7	268.7	268.7	292.9	66.6	65.7
30.9	99.5	79.8	78.9	20.8	22.1
11.4	72.8	39.9	41.9	11.1	13.2
7.8	68.1	35.5	37.5	10.4	12.5
0.4	55.6	24.7	24.6	5.8	10.5
(0.5)	33.1	14.0	13.0	3.9	6.1
75.0	76.0	69.8	73.9	4.9	5.3
327.6	322.7	320.5	284.2	182.5	65.9
2.3	2.4	2.4	8.8	5.8	0.5
98.7	109.1	111.1	132.5	23.4	21.8
113.2	117.9	89.4	86.9	59.5	31.7
—	—	53.2	32.8	1.6	1.9
158.6	151.2	151.5	160.4	40.2	37.1
68.6	53.9	51.5	57.7	3.3	4.2
313.1	313.9	289.0	297.0	144.8	54.1
426.3	431.8	431.6	416.7	205.9	87.7
32.4	75.6	74.8	(36.5)	105.1	13.2
(21.0)	(50.8)	(58.8)	(30.3)	(13.5)	(22.3)
(6.1)	0.0	0.0	0.0	(113.3)	0.0
(5.4)	(31.3)	(22.4)	67.1	27.1	5.2
(0.1)	(6.5)	(6.4)	0.3	5.4	(3.9)
(0.09)	6.13	2.34	2.06	1.27	2.00
3.26	4.34	4.34	12.42	2.29	2.29
0.60	0.80	0.80	2.30	0.72	0.72
3,814	3,965	3,965	3,971	727	654