

INTERIM REPORT 2011/2012

1 APRIL TO  
31 DECEMBER 2011

GESCO

Q3  
2011 | 2012

## THE FIRST NINE MONTHS OF THE FINANCIAL YEAR 2011/2012 AT A GLANCE

- GESCO GROUP NET INCOME UP 75 % IN THE FIRST NINE MONTHS
- GUIDANCE IS INCREASED FOR THE SECOND TIME
- RECORD YEAR EXPECTED FOR ORDER INTAKE, SALES AND EARNINGS
- PLANS TO RAISE DIVIDEND CONSIDERABLY
- WERKZEUGBAU LAICHINGEN IS NEW ADDITION TO THE GESCO GROUP

## GESCO GROUP KEY FIGURES FOR THE FIRST NINE MONTHS OF THE 2011/2012 FINANCIAL YEAR

01.04.-31.12.		I.-III. Quarter 2011/2012	I.-III. Quarter 2010/2011	Change
Incoming orders	(€'000)	337,110	277,716	21.4%
Sales revenues	(€'000)	309,210	247,163	25.1%
EBITDA	(€'000)	38,103	26,058	46.2%
EBIT	(€'000)	29,412	17,525	67.8%
Earnings before tax	(€'000)	27,205	15,733	72.9%
Group net income after minority interest	(€'000)	17,439	9,995	74.5%
Earnings per share acc. to IFRS	(€)	5.77	3.31	74.3%
Employees	(No.)	1,888	1,767	6.8%

## THE GESCO GROUP AT A GLANCE

GESCO AG

SEGMENT TOOL MANUFACTURE  
AND MECHANICAL ENGINEERING

SEGMENT  
PLASTICS TECHNOLOGY

## DEAR SHAREHOLDERS,

The GESCO Group generated strong incoming order and sales growth in the first nine months of the current financial year 2011/2012. Key earnings figures rose even more steeply than sales thanks to good capacity utilisation and the resulting economy of scales. After an extremely dynamic first half of the year and record order intake and sales, GESCO Group continued to generate dynamic business in the third quarter, increasing both sales and gains year-on-year.

The first nine months of the financial year at GESCO Group encompass the months April to December for GESCO AG and January to September for its subsidiaries. In the fourth quarter, which includes the months October to December for the subsidiaries, incoming orders and sales also reached a very high level.

In view of the figures for the first nine months of the financial year and the information available to us so far about developments in the fourth quarter, we are further increasing our guidance for the full year 2011/2012, which we had already raised in November 2011. We are raising our Group sales forecast from approximately € 400 million to around € 410 million, and now expect Group net income after minority interest of some € 22 million instead of € 21 million and earnings per share of € 7.28 instead of the previous € 6.95. If these figures were to be met, the financial year 2011/2012 would exceed the former record year 2008/2009 in terms of incoming orders, sales and earnings and would become the most successful year in the history of the Group. Based on these plan figures, the dividend is expected to be raised considerably. In July 2011, the Group distributed a dividend of € 2.00 per share for the financial year 2010/2011.

At the end of 2011, GESCO AG acquired an 85 % share in WBL Holding GmbH and its wholly owned subsidiaries Werkzeugbau Laichingen GmbH and Werkzeugbau Leipzig GmbH. Long-time managing partner Jürgen Mangold retains his 15 % share, thus providing continuity for the company's management.

WBL Group's roots date back to 1891. Today, WBL produces high performance tools for the automotive and automotive supply industry and for household goods manufacturers. WBL's specialisation in complex and large tools, in particular, has made it a renowned partner of major players in the German industrial sector. The company has a sophisticated service concept that even includes the provision of permanent services at its customers' production plants. This sets it apart from the competition. In addition, WBL uses its own presses to produce equipment for series start-ups and small-scale series for its customers.

The Werkzeugbau Laichingen Group employed around 150 people and generated sales of approximately € 17 million in 2011. The present Group balance sheet for the first nine months of the year already includes WBL Group's asset and liability items. WBL will be recognised in the Group income statement for the first time in the financial year 2012/2013.

## DEVELOPMENT OF GROUP SALES AND EARNINGS IN THE THIRD QUARTER

As in the previous quarters, economic development was lively in the third quarter. Incoming orders were very high at € 103.6 million, exceeding the prior-year figure of € 98.5 million by 5.2%. Group sales came to € 98.1 million, 8.3% up on € 90.6 million in the previous year. Like in the first two quarters, key earnings figures grew much more strongly than sales. Earnings before interest, taxes, depreciation and amortisation (EBITDA) went up by 22.6% to € 12.3 million (previous year: € 10.0 million). While depreciation and amortisation rose only slightly, earnings before interest and taxes (EBIT) soared to € 9.4 million, a rise of 31.3% compared to € 7.2 million in the previous year. Group net income after minority interest shot up by 35.9% to € 5.8 million (€ 4.3 million). These figures include a positive one-off effect of around € 0.7 million from legal disputes. This one-off effect had already been announced in the half-year interim report and was taken into account when increasing the guidance in November 2011.

## DEVELOPMENT OF GROUP SALES AND EARNINGS IN THE FIRST NINE MONTHS OF THE FINANCIAL YEAR

A look at the entire first nine months of the year shows that the economy developed dynamically with strong growth compared to the figures of the previous year. Most subsidiaries recorded very good capacity utilisation and key earnings figures profited from economy of scales, rising significantly higher than sales. Incoming orders increased by 21.4% to € 337.1 million (€ 277.7 million). Group sales rose by 25.1% to € 309.2 million (€ 247.2 million). EBITDA climbed by 46.2% to € 38.1 million (€ 26.1 million). At 67.8%, EBIT grew even more steeply and reached € 29.4 million (€ 17.5 million). And finally, Group net income after minority interest rose by 74.5% to € 17.4 million (€ 10.0 million). This corresponds to earnings per share of € 5.77 pursuant to IFRS (€ 3.31).

## SEGMENT REPORTING

The extraordinarily positive economic development boosted both segments. Incoming orders in tool manufacture and mechanical engineering rose by 20.7% to € 304.3 million (€ 252.0 million) and in plastics technology by 28.2% to € 32.4 million (€ 25.3 million).

The segment tool manufacture and mechanical engineering remains by far the larger of the two segments. Segment sales increased by 24.2% to € 278.0 million (€ 223.9 million), while EBIT grew even further by 66.7% to € 31.6 million (€ 18.9 million).

In the plastics technology segment, sales went up by 34.3% to € 30.8 million (€ 22.9 million) and EBIT by 15.4% to € 3.4 million (€ 3.0 million).

## CHANGES TO THE SCOPE OF CONSOLIDATION

As mentioned at the beginning of this report, the Group acquired an 85 % share in the Werkzeugbau Laichingen Group at the turn of the year. The present balance sheet for the first nine months of the year already includes WBL Group, while it will only be recognised in the Group income statement as from the new financial year 2012/2013.

## ASSETS AND FINANCIAL POSITION

Changes in the Group balance sheet are primarily due to the dynamic operating business and the first-time consolidation of WBL Group. Overall, total assets increased by 20.3 % to € 313.2 million (31 March 2011: € 260.3 million).

On the asset side, non-current assets went up by 9.7 % to € 105.7 million (€ 96.4 million), due to the addition of WBL as well as around € 11.4 million in investments in property, plant and equipment of the existing Group. Goodwill increased from € 6.8 million to € 8.9 million on account of the acquisition; at merely 7.0 % of equity, it remains at a very low level. Current assets were up 26.6 % to € 207.5 million (€ 163.9 million). The acquisition of WBL and the dynamically growing operating business in the current financial year both contributed to this rise. Liquid assets came to € 27.5 million (€ 38.5 million) as of the reporting date. A dividend distribution of approximately € 6 million was recognised in July 2011.

On the liabilities side, equity rose further to € 128.9 million (€ 114.4 million) thanks to the positive result for the period. The equity ratio remained at a still comfortable 41.1 % (43.9 %) despite the significantly increased balance sheet total. While non-current liabilities climbed only slightly to € 74.3 million (€ 68.9 million), current liabilities soared by 42.9 % to € 110.1 million (€ 77.1 million). All in all, current and non-current liabilities to financial institutions remained unchanged at € 67.9 million (€ 67.6 million).

Overall, the Group balance sheet has a healthy and solid structure, even after the acquisition of WBL.

## EMPLOYEES

Some subsidiaries deliberately expanded their permanent workforces during the reporting period to strategically secure their future businesses. The GESCO Group employed 1,888 people, 6.8 % more than on the previous reporting date (1,767). The Group employs temporary workers as and when required at peak times. The around 150 WBL Group employees are not yet included in this figure. If they were included, the Group's workforce would amount to over 2,000.

## OUTLOOK AND EVENTS AFTER THE REPORTING DATE

This interim report for the first nine months of the financial year comprises the subsidiaries' operating business from January to September. Business continued to be dynamic in the subsequent fourth quarter, which includes the months October to December for the subsidiaries.

Incoming orders for the whole Group and Group sales came to around € 100 million each in the fourth quarter. In the previous year's period, incoming orders amounted to € 99.5 million and Group sales to € 88.1 million. Both figures are therefore catching up with one another and remain at a very high level. Order backlog within the whole Group came to around € 155 million at the end of December 2011. The figures for the fourth quarter are preliminary. The final values will be determined after the subsidiaries have prepared their financial statements and these have all been consolidated.

As mentioned at the beginning of this report, we are further increasing the guidance for financial year 2011/2012, which had already been raised in November 2011, on the basis of the information available at this time. We now expect Group sales of around € 410 million (previously: € 400 million), Group net income after minority interest of approximately € 22 million (previously: € 21 million) and earnings per share of € 7.28 pursuant to IFRS (previously: € 6.95).

As we aim to distribute around 40 % of Group net income after minority interest, the dividend is expected to rise on account of significant year-on-year earnings growth. € 2.00 per share was distributed in July 2011 for financial year 2010/2011, corresponding to a total dividend of € 6.0 million.

All in all, business remains on an extraordinarily high level. After the two top quarters in the first half of the year, business started to normalise somewhat in the second half. From an industrial point of view, this is not a bad development as it prevents exaggerated order volumes or prices for raw materials or components. Although some of our subsidiaries noticed a certain slowdown in some business areas, we do not see any direct signs of a serious economic slump across GESCO Group at present.

The urgent macroeconomic and political problems in the eurozone and other countries have become an increasing talking point since August 2011. The industrial sector has nevertheless been proving to be extremely robust in the meantime. The shifts in the eurozone and in the currency structure will of course have an impact on the real economy. We certainly do not disregard these risks and we carefully analyse developments, but GESCO Group nevertheless looks to the future with a realistic degree of optimism, a view which is also supported by the high order backlog at the beginning of the new financial year.

All in all, we do not see any signs of a serious recession in Germany at present. It still remains to be seen if 2012 will bring about a slowdown or further growth for the economy as a whole. The most important issues for us are to ensure that our subsidiaries are competitively positioned in the medium and long term, that they will improve their leadership in terms of technology, service and customer access, and that they will find, retain and develop motivated and qualified workforces, which they will need for their long-term future success.

Long-term thinking forms the bedrock of GESCO's philosophy. One of its principles is that new company managers invest capital in their own companies as part of succession planning so as to equally serve the interests of all parties in the long term. In line with this philosophy, the managers of Hubl GmbH, Haseke GmbH & Co. KG and VWH Vorrichtung- und Werkzeugbau Herschbach GmbH acquired 20 % each in their respective companies in the reporting period. GESCO AG's respective share in these companies consequently dropped to 80 % each. After the end of reporting period, the manager of SVT GmbH acquired 10 % of shares from the former managing partner of the company.

By acquiring Werkzeugbau Laichingen at the turn of the year, we used external growth to expand the GESCO Group. WBL is a perfect addition to our portfolio and compliments our tool section. We are rather optimistic regarding further acquisitions in 2012. It is still hardly possible to give a detailed outlook as transactions in the SME sector are often fraught with emotions on the seller's side. In our eyes however, the general environment for acquisitions has improved. Our healthy balance sheet provides us with an advantage. Our ability to carefully evaluate companies and make rapid decisions regarding their acquisition without having to deliberate about financing is a great competitive advantage in today's market. We plan to use this advantage at the right moment to strengthen our basis for future growth.

Yours sincerely,

GESCO AG  
The Executive Board

Wuppertal, February 2012

## GESCO GROUP BALANCE SHEET AS AT 31 DECEMBER 2011 AND 31 MARCH 2011

€'000	31.12.2011	31.03.2011
<b>Assets</b>		
<b>A. NON-CURRENT ASSETS</b>		
I. Intangible assets		
1. Industrial property rights and similar rights and assets as well as licences to such rights and assets	8,061	8,843
2. Goodwill	8,958	6,817
3. Prepayments made	0	132
	<b>17,019</b>	<b>15,792</b>
II. Tangible assets		
1. Land and buildings	31,282	30,757
2. Technical plant and machinery	27,325	21,656
3. Other plant, fixtures and fittings	17,437	16,420
4. Prepayments made and plant under construction	3,303	2,029
5. Property held as financial investments	3,006	3,122
	<b>82,353</b>	<b>73,984</b>
III. Financial assets		
1. Shares in affiliated companies	277	60
2. Shares in associated companies	1,066	1,221
3. Investments	38	38
4. Securities held as fixed assets	1,000	1,000
5. Other loans	232	251
	<b>2,613</b>	<b>2,570</b>
IV. Other assets	1,303	1,333
V. Deferred tax assets	2,434	2,729
	<b>105,722</b>	<b>96,408</b>
<b>B. CURRENT ASSETS</b>		
I. Inventories		
1. Raw materials and supplies	22,326	16,872
2. Unfinished products and services	39,943	19,225
3. Finished products and goods	53,455	37,861
4. Prepayments made	631	232
	<b>116,355</b>	<b>74,190</b>
II. Receivables and other assets		
1. Trade receivables	50,048	43,136
2. Amounts owed by affiliated companies	2,719	807
3. Amounts owed by companies with which a shareholding relationship exists	772	821
4. Other assets	9,709	6,148
	<b>63,248</b>	<b>50,912</b>
III. Securities	18	18
IV. Cash in hand and credit balances with financial institutions	27,547	38,494
V. Accounts receivable and payable	329	322
	<b>207,497</b>	<b>163,936</b>
	<b>313,219</b>	<b>260,344</b>



<b>€'000</b>	<b>31.12.2011</b>	<b>31.03.2011</b>
<b>Equity and liabilities</b>		
<b>A. EQUITY</b>		
I. Subscribed capital	7,860	7,860
II. Capital reserves	36,167	36,167
III. Revenue reserves	76,219	64,879
IV. Own shares	-302	-3
V. Exchange equalisation items	-493	-252
VI. Minority interests (incorporated companies)	9,412	5,710
	<b>128,863</b>	<b>114,361</b>
<b>B. NON-CURRENT LIABILITIES</b>		
I. Minority interests (partnerships)	4,006	2,968
II. Provisions for pensions	12,208	9,360
III. Other long-term provisions	1,800	1,685
IV. Liabilities to financial institutions	47,201	47,258
V. Other liabilities	3,122	3,690
VI. Deferred tax liabilities	5,921	3,967
	<b>74,258</b>	<b>68,928</b>
<b>C. CURRENT LIABILITIES</b>		
I. Other provisions	11,172	8,071
II. Liabilities		
1. Liabilities to financial institutions	20,725	20,338
2. Trade creditors	18,491	11,170
3. Prepayments received on orders	22,897	11,618
4. Liabilities on bills	780	62
5. Liabilities to companies with which a shareholding relationship exists	10	15
6. Other liabilities	35,841	25,576
	<b>98,744</b>	<b>68,779</b>
III. Accounts receivable and payable	182	205
	<b>110,098</b>	<b>77,055</b>
	<b>313,219</b>	<b>260,344</b>

## GESCO GROUP INCOME STATEMENT FOR THE THIRD QUARTER (1 OCTOBER TO 31 DECEMBER)

€'000	III. Quarter 2011/2012	III. Quarter 2010/2011
<b>Sales revenues</b>	<b>98,062</b>	<b>90,586</b>
Change in stocks of finished and unfinished products	8,169	-1,564
Other company produced additions to assets	132	110
Other operating income	939	331
<b>Total income</b>	<b>107,302</b>	<b>89,463</b>
Material expenditure	-58,204	-47,381
Personnel expenditure	-24,014	-22,464
Other operating expenditure	-12,777	-9,579
<b>Earnings before interest, tax, depreciation and amortisation (EBITDA)</b>	<b>12,307</b>	<b>10,039</b>
Depreciation on tangible and intangible assets	-2,911	-2,885
<b>Earnings before interest and tax (EBIT)</b>	<b>9,396</b>	<b>7,154</b>
Earnings from investments in associated companies	-10	30
Other interest and similar income	104	79
Interest and similar expenditure	-764	-641
Minority interest in partnerships	-101	-114
<b>Financial result</b>	<b>-771</b>	<b>-646</b>
<b>Earnings before tax (EBT)</b>	<b>8,625</b>	<b>6,508</b>
Taxes on income and earnings	-2,386	-2,061
<b>Group net income</b>	<b>6,239</b>	<b>4,447</b>
Minority interest in incorporated companies	-447	-186
<b>Group net income after minority interest</b>	<b>5,792</b>	<b>4,261</b>
Earnings per share (€) acc. to IFRS	1.92	1.41
Weighted average number of shares	3,016,679	3,018,798

## GESCO GROUP INCOME STATEMENT FOR THE FIRST NINE MONTHS (1 APRIL TO 31 DECEMBER)

€'000	I-III. Quarter 2011/2012	I-III. Quarter 2010/2011
<b>Sales revenues</b>	<b>309,210</b>	<b>247,163</b>
Change in stocks of finished and unfinished products	10,179	1,353
Other company produced additions to assets	296	314
Other operating income	2,649	2,702
<b>Total income</b>	<b>322,334</b>	<b>251,532</b>
Material expenditure	-175,988	-134,446
Personnel expenditure	-71,944	-63,718
Other operating expenditure	-36,299	-27,310
<b>Earnings before interest, tax, depreciation and amortisation (EBITDA)</b>	<b>38,103</b>	<b>26,058</b>
Depreciation on tangible and intangible assets	-8,691	-8,533
<b>Earnings before interest and tax (EBIT)</b>	<b>29,412</b>	<b>17,525</b>
Earnings from securities	0	155
Earnings from investments in associated companies	64	49
Other interest and similar income	306	248
Interest and similar expenditure	-2,290	-2,080
Third party profit share in partnerships	-287	-164
<b>Financial result</b>	<b>-2,207</b>	<b>-1,792</b>
<b>Earnings before tax (EBT)</b>	<b>27,205</b>	<b>15,733</b>
Taxes on income and earnings	-8,283	-4,986
<b>Group net income</b>	<b>18,922</b>	<b>10,747</b>
Third party profit share in incorporated companies	-1,483	-752
<b>Group net income after minority interests</b>	<b>17,439</b>	<b>9,995</b>
Earnings per share (€) acc. to IFRS	5.77	3.31
Weighted average number of shares	3,020,601	3,020,095

## STATEMENT OF COMPREHENSIVE INCOME FOR THE FIRST NINE MONTHS (1 APRIL TO 31 DECEMBER)

€'000	I.-III. Quarter 2011/2012	I.-III. Quarter 2010/2011
Group net income	18,922	10,747
Difference from currency translation	-241	2
Revaluation of securities not impacting on income	0	27
<b>Income and expenditure recorded directly in equity</b>	<b>-241</b>	<b>29</b>
<b>Total result for the period</b>	<b>18,681</b>	<b>10,776</b>
of which shares held by minority interest	1,483	752
of which shares held by GESCO shareholders	17,198	10,024

## GESCO GROUP CASH FLOW STATEMENT FOR THE FIRST NINE MONTHS (1 APRIL TO 31 DECEMBER)

€'000	I-III. Quarter 2011/2012	I-III. Quarter 2010/2011
<b>Result for the period (including share attributable to minority interest in incorporated companies)</b>	<b>18,922</b>	<b>10,747</b>
Depreciation on fixed assets	8,691	8,533
Result from investments in associated companies	-64	-49
Share attributable to minority interests in partnerships	287	164
Increase in long-term provisions	322	372
Other non-cash result	-241	658
<b>Cash flow for the period</b>	<b>27,917</b>	<b>20,425</b>
Losses from the disposal of tangible/intangible assets	190	36
Gains from the disposal of tangible/intangible assets	-156	-140
Increase in stocks, trade receivables and other assets	-38,808	-10,732
Increase in trade creditors and other liabilities	24,435	18,001
<b>Cash flow from ongoing business activity</b>	<b>13,578</b>	<b>27,590</b>
Incoming payments from disposals of tangible assets/intangible assets	110	134
Disbursements for investments in tangible assets	-10,618	-5,976
Incoming payments from disposals of financial assets	0	16
Disbursements for investments in intangible assets	-271	-161
Incoming payments from the sale of consolidated companies	110	18
Disbursements for the acquisition of consolidated companies	-6,222	0
<b>Cash flow from investment activity</b>	<b>-16,891</b>	<b>-5,969</b>
Disbursements to shareholders (dividend)	-6,050	-3,927
Disbursements to minority shareholders	-803	-721
Incoming payments from the sale of own shares	502	243
Disbursements for the purchase of own shares	-780	-169
Incoming payments from raising (financial) loans	6,623	5,081
Outflow for repayment of (financial) loans	-7,126	-12,052
<b>Cash flow from funding activities</b>	<b>-7,634</b>	<b>-11,545</b>
<b>Cash increase in cash and cash equivalents</b>	<b>-10,947</b>	<b>10,076</b>
Financial means on 01.04.	38,512	26,960
<b>Financial means on 31.12.</b>	<b>27,565</b>	<b>37,036</b>

## GESCO GROUP STATEMENT OF CHANGES IN EQUITY CAPITAL

€'000	Subscribed capital	Capital reserves	Revenue reserves	Own shares
<b>As at 01.04.2010</b>	<b>7,860</b>	<b>36,529</b>	<b>55,130</b>	<b>-77</b>
Dividends			-3,927	
Acquisition of own shares				-169
Sale of own shares				243
Stock option programme		108		
Result for the period			9,995	
<b>As at 31.12.2010</b>	<b>7,860</b>	<b>36,637</b>	<b>61,198</b>	<b>-3</b>
<b>As at 01.04.2011</b>	<b>7,860</b>	<b>36,167</b>	<b>64,879</b>	<b>-3</b>
Dividends			-6,050	
Acquisition of own shares				-801
Sale of own shares			21	502
Other neutral changes			-70	
Result for the period			17,439	
<b>As at 31.12.2010</b>	<b>7,860</b>	<b>36,167</b>	<b>76,219</b>	<b>-302</b>

## GESCO GROUP SEGMENT REPORT FOR THE FIRST QUARTER (1 APRIL TO 30 SEPTEMBER)

€'000	Tool manufacture and mechanical engineering		Plastics technology	
	I-III. Quarter 2011/2012	I-III. Quarter 2010/2011	I-III. Quarter 2011/2012	I-III. Quarter 2010/2011
Order backlog	149,375	109,639	7,906	5,792
Incoming orders	304,269	252,029	32,449	25,308
Sales revenues	278,034	223,854	30,799	22,930
of which with other segments	14	0	0	0
Depreciation	6,023	5,830	1,323	1,256
EBIT	31,555	18,934	3,436	2,977
Investments	8,181	5,374	2,142	540
Employees	1,662	1,556	215	199

Exchange equalisation items	Revaluation IAS 39	Total	Minority interests incorporated companies	Equity capital
-272	-59	99,111	6,062	105,173
		-3,927	-427	-4,354
		-169		-169
		243		243
		108		108
2	27	10,024	752	10,776
-270	-32	105,390	6,387	111,777
-252	0	108,651	5,710	114,361
		-6,050	-210	-6,260
		-801		-801
		523		523
		-70	2,429	2,359
-241		17,198	1,483	18,681
-493	0	119,451	9,412	128,863

GESCO AG		Other / consolidation		Group	
I-III. Quarter 2011/2012	I-III. Quarter 2010/2011	I-III. Quarter 2011/2012	I-III. Quarter 2010/2011	I-III. Quarter 2011/2012	I-III. Quarter 2010/2011
0	0	0	0	157,281	115,431
0	0	392	379	337,110	277,716
0	0	377	379	309,210	247,163
0	0	-14	0	0	0
76	71	1,269	1,376	8,691	8,533
-3,461	-2,594	-2,118	-1,792	29,412	17,525
128	236	0	0	10,451	6,150
11	12	0	0	1,888	1,767

## EXPLANATORY NOTES

### ACCOUNTS, ACCOUNTING AND VALUATION METHODS

The report of GESCO Group for the first nine months (1 April to 31 December 2011) of the 2011/2012 financial year was prepared on the basis of International Financial Reporting Standards (IFRS) published by the International Accounting Standards Board (IASB). It was drawn up in compliance with IAS 34.

The accounting and valuation principles applied generally correspond with those in the Group financial statements as of 31 March 2011. The financial statements are affected by the accounting and valuation methods as well as assumptions and estimates which affect the level and recognition of assets, liabilities and contingent liabilities on the balance sheet and of the income and expenditure items. Sales-related figures are accrued throughout the year.

### CHANGES TO THE SCOPE OF CONSOLIDATION/BUSINESS COMBINATIONS PURSUANT TO IFRS 3

An 85 % share in WBL GmbH and its wholly owned subsidiaries Werkzeugbau Laichingen GmbH and Werkzeugbau Leipzig GmbH was acquired in December 2011. The company was consolidated for the first time on 31 December 2011 and is included in the present balance sheet with its asset and liability items. The purchase price allocation carried out in the present balance sheet is temporary according to IFRS 3.45 ff. The present income statement does not include the company; it will be recognised for the first time in the income statement for the financial year 2012/2013.



## RELATIONSHIPS WITH AFFILIATED COMPANIES AND PERSONS

Business relationships between fully consolidated and not fully consolidated companies within the Group are conducted under regular market terms and conditions. Receivables from related companies are mainly due from Connex SVT Inc., USA; Frank Lemeks TOW, Ukraine; Doerrenberg Special Steels Korea Co. Ltd, South Korea; and Doerrenberg Special Steels Taiwan LTD., Taiwan.

## FINANCIAL CALENDAR

### **15 February 2012**

Publication of the figures for the first nine months (1 April to 31 December 2011)

### **28 June 2012**

Accounts press conference and analysts' meeting

### **August 2012**

Publication of the figures for the first three months (1 April to 30 June 2012)

### **30 August 2012**

Annual General Meeting at the Stadthalle, Wuppertal

### **November 2012**

Publication of the figures for the first six months (1 April to 30 September 2012)

### **February 2013**

Publication of the figures for the first nine months (1 April to 31 December 2012)

## DEAR SHAREHOLDERS,

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## CONTACT FOR SHAREHOLDERS

GESCO AG  
Oliver Vollbrecht/Investor Relations  
Johannisberg 7  
D-42103 Wuppertal

Phone +49 202 2482018  
Fax +49 202 2482049  
E-mail [info@gesco.de](mailto:info@gesco.de)  
Website [www.gesco.de](http://www.gesco.de)

First name/name: \_\_\_\_\_

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