INTERIM FINANCIAL REPORT

## PERFORMANCE OF THE HEIDELBERG SHARE

compared with the DAX/MDAX (Index: April 1, 2006 $=0$ percent)


|  | Q1 to Q2 prior year | KEY PERFORMANCE DATA |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Figures in $€$ millions |  |  |
|  |  | Q1 to Q2 | Q2 | Q2 |
|  |  | 2006/2007 | prior year | 2006/2007 |
| Incoming orders | 1,760 | 1,996 | 874 | 920 |
| Net sales | 1,529 | 1,628 | 869 | 909 |
| Result of operating activities ${ }^{1{ }^{1)}}$ | 72 | 118 | 65 | 102 |
| - in percent of sales | 4.7 | 7.2 | 7.5 | 11.2 |
| Net profit ${ }^{1)}$ | 31 | 68 | 32 | 63 |
| - in percent of sales | 2.0 | 4.2 | 3.7 | 6.9 |
| Cash flow ${ }^{1)}$ | 117 | 94 | 87 | 64 |
| - in percent of sales | 7.7 | 5.8 | 10.0 | 7.0 |
| Free cash flow ${ }^{1 /}$ | -60 | -25 | 46 | 69 |
| Research and development costs | 101 | 116 | 52 | 58 |
| Investments | 66 | 66 | 37 | 37 |
| Earnings per share in $€$ | 0.36 | 0.83 | 0.37 | 0.77 |

${ }^{1)}$ Previous year's figures were adjusted

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## The Heidelberg Share

Following marked declines at the beginning of the second quarter, the two most important German share indexes - the DAX and the MDAX - subsequently picked up. The DAX again rose above the 6,000 mark at the end of September, thereby posting growth of 6 percent during the quarter. The MDAX, which increased by 8 percent, grew at an even more rapid pace.

Although the Heidelberg share followed the initially negative market trend, it subsequently came under pressure and was only able to benefit from the improving market environment in September. Nevertheless, the overall development was disappointing during the reporting quarter, with a decline of nearly 7 percent posted.

Approximately 1,200 shareholders, representing some 60 percent of Heidelberg's share capital, attended our Annual General Meeting at Mannheim's Congress Center Rosengarten on July 20, 2006. All proposals for resolution on the agenda items - including a vote on the appropriation of distributable profit and the related distribution of a dividend of $€ 0.65$ per share - were approved by a large majority.

The share buyback program, which was launched in November 2005, was concluded in July 2006. A total of 4,295,424 shares representing 5 percent of the share capital were repurchased via the stock market. Of this, $2,857,777$ shares were already retired on March 31, 2006 within the framework of a decrease in capital from $€ 220.0$ million to $€ 212.6$ million, apportioned among 83,050,703 shares.

| Key performance data of the heidelberg share |  |  |
| :---: | :---: | :---: |
|  |  | Figures in $€$ |
|  | Q2 | Q2 |
|  | prior year | 2006/2007 |
| Earnings per share | 0.37 | 0.77 |
| Cash flow per share | 1.01 | 0.78 |
| Share price - high | 29.50 | 36.47 |
| Share price - low | 24.30 | 30.67 |
| Share price - beginning of the quarter ${ }^{1)}$ | 24.30 | 36.33 |
| Share price - end of the quarter ${ }^{1)}$ | 28.51 | 32.51 |
| Market capitalization at the end of the quarter in € millions | 2,449 | 2,700 |
| Number of shares in thousands ${ }^{2)}$ | 85,908 | 81,986 |

[^0]
## Overall Picture

The print media industry's upward trend continued into the second quarter as well. This was reflected in a favorable development of the key performance data for the Heidelberg Group, with the figures for incoming orders, sales, and the result of operating activities improving considerably over the previous year. Our forecasts for developments in the financial year as a whole have so far been confirmed and therefore remain in effect.

## Underlying Conditions

The global economy remains robust, with favorable developments continuing so far this year. In addition to the still booming economy in China, the US, and India in particular have proven to be engines for growth. Only isolated initial regional weaker tendencies have emerged in recent months. Nevertheless, the IMF is projecting a 5.1 percent increase in global GDP.

The European region is still experiencing a moderate, yet stable, period of economic recovery. The German economy has picked up noticeably so far this year, thereby reducing its growth gap vis-à-vis the other euro countries. Two of the most significant causes for this have been the favorable effect of the soccer World Championship as well as acquisitions that are now being brought forward in order to avoid the value added tax increase in 2007. As a consequence, economic forecasts for 2006 have been revised upward. Up to the present, the US has only experienced an insignificant slowdown in growth caused by continuing high energy prices and interest rates.

Asia continues to be the world's most dynamic economic region. Besides China, Eastern Asia's emerging markets are also growing at an above-average pace. Favored by high prices for exported raw materials and the ongoing strengthening of domestic demand, the economic situation in Latin America is robust.

The print media industry is also developing favorably. The approximately 80 percent capacity utilization of US print shops remains stable. Capacity utilization in Germany, which is approximately 85 percent at present, shows a marked upward trend as well. Moreover, the German Printing and Media Industries Federation has reported a further improvement in the business climate, reaching its highest level in six years.

# Business Development 



|  | NET SALES BY DIVISION |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Figures in $€$ millions |  |  |  |
|  | Q1 to Q2 | Q1 to Q2 | Q2 | Q2 |
|  | prior year | 2006/2007 | prior year | 2006/2007 |
| Press | 1,330 | 1,423 | 763 | 803 |
| Postpress | 174 | 186 | 94 | 97 |
| Financial Services | 25 | 19 | 12 | 9 |
| Heidelberg Group | 1,529 | 1,628 | 869 | 909 |

## Results of Operations,

 Net Assets, and Financial Position

We undertook investments in tangible and intangible assets of $€ 66$ million during the first half of the reporting year, thereby matching the previous year's figure. The investment ratio up to the present time this financial year amounts to 4 percent of sales. Work on the construction of the new Hall 11 at our Wiesloch manufacturing facility has been ongoing since early in August, with completion planned for August 2007.

The Heidelberg Group's total assets declined slightly during the second quarter, amounting to $€ 3,262$ million as of September 30, 2006. Primarily assets held for sale declined due to the sale of Linotype GmbH and the divestiture of a financial participation.

Among assets, the delivery-related growth in inventories did not extend beyond the first quarter. By contrast, trade receivables increased further through the end of the second quarter. Although receivables from customer financing remained virtually unchanged from the end of the previous quarter, they declined in the first half of the current financial year.

Among liabilities, no decline in shareholders' equity occured despite the dividend payment following the Annual General Meeting in July as well as the share buyback program, which was still in force at the beginning of the quarter. The high net profit generated during the second quarter had a favorable effect here. The equity ratio amounted to 33 percent at the end of the quarter. We have meanwhile concluded the share buyback program, under which a total of 5 percent of the share capital was repurchased via the stock market. We were able to further reduce pension provisions, thanks to an additional funding of $€ 50$ million. Financial liabilities rose only slightly during the second quarter.

|  | 31-Mar- $2006$ | in percent of total assets | $\begin{gathered} 30-\text { Sep- } \\ 2006 \end{gathered}$ | in percent of total assets |
| :---: | :---: | :---: | :---: | :---: |
| Non-current assets | 1,389 | 42 | 1,393 | 43 |
| Current assets | 1,892 | 58 | 1,869 | 57 |
| Total assets | 3,281 | 100 | 3,262 | 100 |
| Shareholders' equity | 1,138 | 35 | 1,091 | 33 |
| Non-current liabilities | 1,134 | 35 | 1,058 | 33 |
| Current liabilities | 1,009 | 30 | 1,113 | 34 |
| Total equity and liabilities | 3,281 | 100 | 3,262 | 100 |

Cash flow reached € 94 million during the first half-year, thereby amounting to 6 percent of sales. Other operating changes reflect an outflow of funds during the same period of $€-77$ million - considerably less than the previous year's figure. This is due not only to the lower outflow of funds through inventory buildup, but to the considerably greater inflow of funds generated by trade receivables as well. The outflow of funds from investment activity during the first two quarters amounted to $€-43$ million, with the inflow of funds from the divestiture of participations counteracting investments in tangible and intangible assets. This figure also includes the additional funding of pension obligations totaling € 50 million, which we effected in July 2006.

Although our free cash flow of $€-25$ million during the first half of the year is still negative, during the second quarter alone it reached a positive $€ 69$ million. Moreover, both figures show improvement over the comparable figures for the previous year. We utilized the positive free cash flow during the second quarter in order to finance the dividend payment and undertake further share buybacks without the need to increase bank debt.

|  | CASH FLOW STATEMENT ${ }^{1)}$ |  |
| :---: | :---: | :---: |
|  | Figures in $€$ millions |  |
|  | Q1 to Q2 | Q1 to Q2 |
|  | prior year | 2006/2007 |
| Cash flow | 117 | 94 |
| Inventories | -152 | -124 |
| Receivables from customer financing | 40 | 27 |
| Trade receivables | 10 | 84 |
| Trade payables | -29 | -14 |
| Other | 7 | -50 |
| Other operating changes | -124 | -77 |
| Outflow of funds from investment activity ${ }^{\text {2 }}$ | -53 | -43 |
| Free cash flow | -60 | -25 |
| ${ }^{1)}$ Previous year's figures were adjusted |  |  |
| ${ }^{2)}$ Includes the funding of pensions and incon of Linotype GmbH during the reporting pe | om the divestitur |  |

## Divisions

As already during the first quarter, incoming orders generated by the Press Division of $€ 808$ million during the second quarter were again in excess of the previous year's figure. We benefited here from the ongoing favorable underlying conditions, primarily in the euro zone. Demand for our Speedmaster XL 105, which has meanwhile been introduced to all the larger markets, continues to be especially strong. The division continued its expansionary course in the area of sales, which exceed the previous year's figures. The result of operating activities reached $€ 92$ million during the second quarter, thereby considerably surpassing the previous year's figure - a development that was favorably influenced by the successful sale of Linotype GmbH. The continuing high level of advance services in the $R \& D$ area had a dampening effect. Nevertheless, the overall result of operating activities during the first half-year of $€ 96$ million exceeded the previous year’s figure. Among other things due to the startup of the new training year, the number of employees in the division had increased to 17,031 by September 30, 2006.

During the second quarter, the Postpress Division successfully sustained its initial favorable start in the current financial year. Incoming orders of $€ 103$ million surpassed the previous year's figure by 11 percent, with even greater improvement posted during the first half-year on a cumulative basis. We continue to be successful with our folder business, with demand for the highly automated folder model surpassing our forecast, especially in the US market. This division's sales also exceed the previous year's level - this factor and the improved cost situation provided the basis for our successful achievement of a breakeven result during the second quarter. The number of employees in the division rose slightly to 1,977 during the second quarter.

In the Financial Services Division, we will continue our successful strategy: The consistent attention focused on our external financing partners is resulting in further declines in the volume of risks arising from customer financing. The result of operating activities of $€ 10$ million during the second quarter and $€ 22$ million during the first half of the year as a whole represent growth over the same periods of the previous year according to plan. As a result of the more favorable risk environment in our major financing markets, we were able to continue to improve the quality of our portfolio. This division had a total of 85 employees as of September 30, 2006.

## Regions

Following the high level of incoming orders in the first quarter in the Europe, Middle East and Africa region, which resulted from the IPEX trade show, incoming orders of $€ 420$ million showed strength during the second quarter as well, surpassing the previous year's figure by 11 percent. The ongoing solid propensity to invest in Germany was reflected in the outstanding volume of incoming orders, with Italy and the Benelux countries also realizing an upward trend. Thus, during the first half of the year we generated overall incoming orders of $€ 961$ million in this region -28 percent more than in the previous year. Sales in this region also surpassed the previous year's figures, both in the quarter alone as well as for the first half-year on a cumulative basis.



1) Previous year's figures were adjusted

The Eastern Europe region continues to experience an upward trend. Incoming orders of $€ 95$ million exceeded the previous year's figure during the second quarter as well, with growth of 27 percent over the previous year posted for the first half-year as a whole! Despite a rather restrained second quarter, sales remained at the previous year's level for the first half of the year.

Business remained solid in the North America region. Second quarter incoming orders of $€ 160$ million continued at the previous year's level - and this despite the fact that Print 05 had been held in September 2005. During the first half of the year as a whole, incoming orders were up by 10 percent over the previous year's figure. We benefited here from the gradual breakup of the investment backlog in the US. The more favorable underlying conditions are also reflected in the sales of the region, which exceeded the previous year's figures by 8 percent for the quarter and by 12 percent during the first half of the year as a whole.

Business in the Latin America region picked up considerably following the rather restrained first quarter. With incoming orders during the second quarter amounting to $€ 54$ million, not only was the previous year's figure for the quarter surpassed by 42 percent, but incoming orders exceeded the previous year's figure on a cumulative basis for the first half of the financial
year as well. Our business is especially successful in Brazil at present. This region has meanwhile shown considerable improvement over the previous year in terms of sales as well.

The incoming orders of the Asia/Pacific region failed to reach the previous year's level during the second quarter. This was due primarily to developments in the Chinese market, where local print shops are currently maintaining a restrained wait-and-see attitude in their purchasing decisions because of the temporary suspension of the tax exemption. A reissue is anticipated by the end of the year. Against this backdrop, we believe that incoming orders will subsequently rise again, since print shops have ongoing requirements. Overall sales in this region amounted to $€ 224$ million during the second quarter and $€ 383$ million for the first half of the year. Adjusted for negative foreign currency influences, the previous year's figure was nearly equaled.

|  | Q1 to Q2 prior year | INCOMING ORDERS BY REGION |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Figures in € millions |  |  |
|  |  | Q1 to Q2 | Q2 | Q2 |
|  |  | 2006/2007 | prior year | 2006/2007 |
| Europe, Middle East and Africa ${ }^{1)}$ | 748 | 961 | 380 | 420 |
| Eastern Europe ${ }^{1)}$ | 173 | 220 | 89 | 95 |
| North America | 255 | 281 | 158 | 160 |
| Latin America | 86 | 97 | 38 | 54 |
| Asia/Pacific | 498 | 437 | 209 | 191 |
| Heidelberg Group | 1,760 | 1,996 | 874 | 920 |

${ }^{1)}$ Previous year's figures were adjusted

## Research and Development

The Heidelberg Group’s research and development costs amounted to € 116 million during the first half-year, compared with $€ 101$ million during the same period the previous year. Our R\&D rate is projected to be between 6 and 7 percent for the year as a whole. The principal focus is on the development of a new generation of printing presses for a new 'very large format'. Moreover, with the further development of our Prinect workflow system we promote the integration of all processes, from prepress to printing and all the way to the finishing stage.

## Employees



## Risk Report

The development of the global economy has had a major impact on our business development. Up to now, economic trends have been highly robust in the face of high raw material prices as well as various conflicts. Our considerable regional diversification and the lowering of our structural costs reduce our overall risk. We thereby diminish our susceptibility to periods of weakness in individual markets as well as to fluctuations in customer orders.

There are currently no recognizable risks that could threaten the existence of the Heidelberg Group. The detailed presentation of corporate risks and the description of our system of risk management can be found in our Annual Report 2005/2006. The statements included therein largely continue to apply.

## Future Prospects

We anticipate global economic growth of 5.1 percent for calendar year 2006. Nevertheless, the high and unstable price of oil constitutes a risk to further growth. In our view, the print media industry will further recover and the printing volume will grow at least over the next three years. We believe that the greater demand for printed products and improved capacity utilization will be reflected in the print media industry by a higher propensity to invest in producer goods in 2006. However, as in recent years, the greatest contribution to growth in our industry will come from the emerging markets. Exchange rate relationships, especially due to the rather weak Japanese yen, will continue to have an impact on competition among European equipment suppliers to the print media industry.

Against this backdrop, we are budgeting an overall growth in sales for the current financial year of approximately 5 percent over the previous year. We intend to further boost the result of operating activities. We generated an operating return on sales of 7.7 percent during the previous year; this figure should amount to approximately 10 percent in the current financial year. The sales increase, our ongoing and unswerving cost reduction measures, the savings due to the agreement to secure the future, and more favorable conditions for currency hedging, will all have a positive impact. Earnings are being hampered by advance services in the $\mathrm{R} \& \mathrm{D}$ area. We have ambitious goals, especially vis-à-vis an increase in corporate value, for which we intend to again achieve a return on capital employed (ROCE) of over 16 percent. With a weighted average cost of capital of approximately 10 percent we will generate an economic value added of over 6 percent - probably during the current financial year, but otherwise beginning in financial year 2007/2008.

[^1]> THE 2nd QUARTER IN REVIEW
FINANCIAL YEAR 2006/2007

## > THE 2nd QUARTER 2006/2007 IN REVIEW

July 26, 2006
Share buyback program concluded

July 20, 2006
Annual General Meeting

## 7/2006



## 2006 Annual General Meeting

July 20, 2006 +++ All items on the agenda passed +++
Around 1,200 shareholders - representing approximately 60 percent of the Company's share capital - attended the Annual General Meeting of Heidelberger Druckmaschinen Aktiengesellschaft for financial year 2005/2006. The shareholders voted on nine items on the agenda. These included the appropriation of retained earnings and the associated issuing of a dividend of $€ 0.65$ per participating share.

## Share Buyback Program Concluded

July 26, 2006 +++ A total of five percent of the capital stock
were bought back +++
Heidelberg concluded the share buyback program launched in November 2005. A total of five percent of the capital stock were repurchased for approximately $€ 150$ million - equivalent to an average price of $€ 35$.

## ‘Award Winning’ Annual Report

September 6, 2006 +++ Annual report achieves best result of all times +++

For the second time in a row, Heidelberg's annual report was awarded the title of best annual report in the MDAX segment by the German business magazine 'manager magazin'. Altogether, Heidelberg has come in first in this segment for the fifth time. With its second place in the overall ranking, Heidelberg achieved its best result so far. Already in July, last year's annual report had won two prizes at the 2005 Vision Awards of the 'League of American Communication Professionals' (LACP) and came in first among the top 100 annual reports.


September 19, 2006
New Suprasetter

September 6, 2006
'manager magazin' award


September 20, 2006
Innovation award

## New Suprasetter for Small and Medium Formats

September 19, 2006 +++ High-end technology now also available for entry-level market +++

At a trade press conference, Heidelberg presented the new Suprasetter A52 and A74 models - the most cost-effective gateway to thermal printing plate production for small and mediumsized commercial print shops. These new models perfectly complement Heidelberg's portfolio and fill a gap in the entry-level market. The new platesetter uses the same laser technology developed by Heidelberg - as the high-end Suprasetter units.

## Innovation Award for Heidelberg Products from the German Printing Industry

September 20, 2006 +++ Awards for Prinect Inpress Control, Prinect Integration System, and Anicolor +++

Readers of the trade magazines published by the publishing company Ebner ranked Heidelberger Druckmaschinen AG's solutions and products first and second in the 'print' segment. The majority of readers decided in favor of the inline color measurement device Prinect Inpress Control, and the Anicolor inking unit technology came in second. Additionally, Heidelberg's Prinect Integration System achieved second place in the 'prepress' segment.


## > CONSOLIDATED INTERIM FINANCIAL STATEMENTS

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## Interim income statement of the Heidelberg Group

July 1, 2006 to
September 30, 2006

## > INTERIM INCOME STATEMENT ${ }^{1)}$

| Figures in $€$ thousands |  |  |
| :---: | :---: | :---: |
|  | 1-Jul-2005 | 1-Jul-2006 |
|  | to | to |
|  | 30-Sep-2005 | 30-Sep-2006 |
| Net sales | 868,678 | 908,762 |
| Change in inventories | -8,076 | -6,154 |
| Other own work capitalized | 9,676 | 11,437 |
| Total operating performance | 870,278 | 914,045 |
| Other operating income | 42,414 | 72,480 |
| Cost of materials | 361,684 | 397,741 |
| Personnel expenses | 264,133 | 278,853 |
| Depreciation and amortization | 31,922 | 33,685 |
| Other operating expenses | 190,009 | 173,891 |
| Result of operating activities | 64,944 | 102,355 |
| Result from the equity valuation | - | 180 |
| Financial income | 7,411 | 7,208 |
| Financial expenses | 18,606 | 22,083 |
| Financial result | - 11,195 | - 14,695 |
| Income before taxes | 53,749 | 87,660 |
| Taxes on income | 22,008 | 24,662 |
| Net profit | 31,741 | 62,998 |
| - of which: Heidelberg portion | $(31,755)$ | $(63,075)$ |
| - of which: minority interests | (-14) | (-77) |
| Undiluted/diluted earnings per share according to IAS 33 (in $€$ per share) | 0.37 | 0.77 |

## Interim income statement of the Heidelberg Group Quarterly overview

> INTERIM INCOME STATEMENT

| Figures in $€$ thousands | $\begin{array}{r} \text { 1-Apr-2006 } \\ \text { to } \\ \text { 30-Jun-2006 } \end{array}$ | $\begin{array}{r} 1-J u l-2006 \\ \text { to } \\ 30-\text { Sep-2006 } \end{array}$ | $\begin{array}{r} \text { 1-Apr-2006 } \\ \text { to } \\ \text { 30-Sep-2006 } \end{array}$ |
| :---: | :---: | :---: | :---: |
| Net sales | 718,955 | 908,762 | 1,627,717 |
| Change in inventories | 89,329 | -6,154 | 83,175 |
| Other own work capitalized | 14,095 | 11,437 | 25,532 |
| Total operating performance | 822,379 | 914,045 | 1,736,424 |
| Other operating income | 46,974 | 72,480 | 119,454 |
| Cost of materials | 365,434 | 397,741 | 763,175 |
| Personnel expenses | 284,076 | 278,853 | 562,929 |
| Depreciation and amortization | 31,119 | 33,685 | 64,804 |
| Other operating expenses | 173,094 | 173,891 | 346,985 |
| Result of operating activities | 15,630 | 102,355 | 117,985 |
| Result from the equity valuation | -200 | 180 | -20 |
| Financial income | 7,470 | 7,208 | 14,678 |
| Financial expenses | 16,851 | 22,083 | 38,934 |
| Financial result | -9,581 | -14,695 | -24,276 |
| Income before taxes | 6,049 | 87,660 | 93,709 |
| Taxes on income | 1,459 | 24,662 | 26,121 |
| Net profit | 4,590 | 62,998 | 67,588 |
| - of which: Heidelberg portion | $(4,684)$ | $(63,075)$ | $(67,759)$ |
| - of which: minority interests | (-94) | (-77) | (-171) |
| Undiluted/diluted earnings per share according to IAS 33 (in $€$ per share) | 0.06 | 0.77 | 0.83 |

## Interim balance sheet of the Heidelberg Group as of September 30, 2006

> ASSETS
Figures in $€$ thousands

|  | Note | 31-Mar-2006 | 30-Sep-2006 |
| :---: | :---: | :---: | :---: |
| Non-current assets |  |  |  |
| Intangible assets | 9 | 258,531 | 255,526 |
| Tangible assets | 9 | 523,207 | 513,242 |
| Investment property | 9 | 26,506 | 19,115 |
| Financial assets ${ }^{1)}$ | 10 | 55,515 | 51,547 |
| Receivables from customer financing | 11 | 360,860 | 374,613 |
| Other receivables and other assets | 11 | 51,886 | 69,306 |
| Deferred taxes |  | 112,540 | 109,704 |
|  |  | 1,389,045 | 1,393,053 |
| Current assets |  |  |  |
| Inventories | 12 | 844,738 | 957,147 |
| Receivables from customer financing | 11 | 135,071 | 85,965 |
| Trade receivables | 11 | 678,320 | 579,956 |
| Other receivables and other assets | 11 | 137,896 | 153,055 |
| Income tax assets |  | 12,262 | 1,432 |
| Marketable securities |  | 187 | 688 |
| Cash and cash equivalents |  | 79,492 | 89,297 |
|  |  | 1,887,966 | 1,867,540 |
| Assets held for sale |  | 3,879 | 1,115 |
|  |  | 3,280,890 | 3,261,708 |

1) Of which: financial assets carried according to the equity method $€ 1,793$ thousand (March 31, 2006: € 3,332 thousand)

## > EQUITY AND LIABILITIES

Figures in $€$ thousands

|  | Note | 31-Mar-2006 | 30-Sep-2006 |
| :---: | :---: | :---: | :---: |
| Shareholders' equity | 13 |  |  |
| Subscribed capital |  | 212,610 | 209,066 |
| Capital and revenue reserves |  | 787,975 | 811,813 |
| Net profit - Heidelberg portion |  | 134,752 | 67,759 |
|  |  | 1,135,337 | 1,088,638 |
| Minority interests |  | 2,375 | 1,998 |
|  |  | 1,137,712 | 1,090,636 |
| Non-current liabilities |  |  |  |
| Provisions for pensions and similar obligations | 14 | 211,606 | 148,404 |
| Other provisions | 15 | 325,071 | 312,657 |
| Financial liabilities | 16 | 430,006 | 424,725 |
| Other liabilities | 17 | 96,316 | 95,797 |
| Deferred income taxes |  | 70,671 | 76,473 |
|  |  | 1,133,670 | 1,058,056 |
| Current liabilities |  |  |  |
| Other provisions | 15 | 353,971 | 362,283 |
| Financial liabilities | 16 | 140,159 | 294,576 |
| Trade payables |  | 228,242 | 212,721 |
| Income tax liabilities |  | 4,868 | 3,257 |
| Other liabilities | 17 | 276,437 | 240,179 |
|  |  | 1,003,677 | 1,113,016 |
| Liabilities held for sale |  | 5,831 | - |
|  |  | 3,280,890 | 3,261,708 |

## > CONSOLIDATED CASH FLOW STATEMENT ${ }^{1)}$

| Figures in $€$ thousands |  |  |
| :---: | :---: | :---: |
|  | 1-Apr-2005 | 1-Apr-2006 |
|  | to | to |
|  | 30-Sep-2005 | 30-Sep-2006 |
| Net profit | 31,161 | 67,588 |
| Depreciation and amortization ${ }^{2)}$ | 62,836 | 64,804 |
| Change in pension provisions | 11,543 | -5,526 |
| Change in deferred taxes/tax provisions | 12,070 | 14,882 |
| Result from the equity valuation | - | 20 |
| Result from disposals | -558 | -47,574 |
| Cash flow | 117,052 | 94,194 |
| Change in inventories | -152,401 | -124,011 |
| Change in customer financing | 40,158 | 26,837 |
| Change in trade receivables/trade payables | -18,875 | 70,237 |
| Change in other provisions | -51,352 | -21,113 |
| Change in other balance sheet items | 58,318 | -28,745 |
| Other operating changes | -124,152 | -76,795 |
| Outflow/inflow of funds from operating activities | -7,100 | 17,399 |
| Intangible assets/tangible assets/investment property |  |  |
| Investments | -65,690 | -65,857 |
| Proceeds from disposals | 15,911 | 30,021 |
| Financial assets |  |  |
| Investments | $-3,266$ | $-8,627$ |
| Proceeds from disposals | 93 | 51,710 |
| Pension funding | - | -50,000 |
| Outflow of funds from investment activity | -52,952 | -42,753 |
| Free cash flow | $-60,052$ | -25,354 |
| Treasury stock | - | -52,055 |
| Dividend payment | -25,858 | -53,275 |
| Change in financial liabilities | 48,525 | 142,355 |
| Inflow of funds from financing activity | 22,667 | 37,025 |
| Net change in cash and cash equivalents | -37,385 | 11,671 |
| Cash and cash equivalents at the beginning of the quarter | 131,537 | 79,679 |
| Changes in the scope of the consolidation | - | - |
| Currency adjustments | 2,548 | -1,365 |
| Net change in cash and cash equivalents | -37,385 | 11,671 |
| Cash and cash equivalents at the end of the quarter | 96,700 | 89,985 |

[^2]> CONSOLIDATED CASH FLOW STATEMENT - QUARTERLY OVERVIEW

| Figures in $€$ thousands |  |  |  |
| :---: | :---: | :---: | :---: |
|  | 1-Apr-2006 | 1-Jul-2006 | 1-Apr-2006 |
|  | to | to | to |
|  | 30-Jun-2006 | 30-Sep-2006 | 30-Sep-2006 |
| Net profit | 4,590 | 62,998 | 67,588 |
| Depreciation and amortization ${ }^{1)}$ | 31,119 | 33,685 | 64,804 |
| Change in pension provisions | -1,440 | -4,086 | -5,526 |
| Change in deferred taxes/tax provisions | -4,169 | 19,051 | 14,882 |
| Result from the equity valuation | 200 | -180 | 20 |
| Result from disposals | -200 | -47,374 | -47,574 |
| Cash flow | 30,100 | 64,094 | 94,194 |
| Change in inventories | $-129,411$ | 5,400 | $-124,011$ |
| Change in customer financing | 24,418 | 2,419 | 26,837 |
| Change in trade receivables/trade payables | 119,346 | -49,109 | 70,237 |
| Change in other provisions | -41,383 | 20,270 | $-21,113$ |
| Change in other balance sheet items | -73,474 | 44,729 | -28,745 |
| Other operating changes | $-100,504$ | 23,709 | -76,795 |
| Outflow/inflow of funds from operating activities | -70,404 | 87,803 | 17,399 |
| Intangible assets/tangible assets/investment property |  |  |  |
| Investments | $-29,124$ | -36,733 | -65,857 |
| Proceeds from disposals | 9,778 | 20,243 | 30,021 |
| Financial assets |  |  |  |
| Investments | $-4,165$ | $-4,462$ | $-8,627$ |
| Proceeds from disposals | - | 51,710 | 51,710 |
| Pension funding | - | -50,000 | -50,000 |
| Outflow of funds from investment activity | $-23,511$ | -19,242 | -42,753 |
| Free cash flow | -93,915 | 68,561 | -25,354 |
| Treasury stock | -45,712 | -6,343 | -52,055 |
| Dividend payment | -163 | -53,112 | -53,275 |
| Change in financial liabilities | 141,747 | 608 | 142,355 |
| Inflow/outflow of funds from financing activity | 95,872 | $-58,847$ | 37,025 |
| Net change in cash and cash equivalents | 1,957 | 9,714 | 11,671 |
| Cash and cash equivalents at the beginning of the quarter | 79,679 | 80,500 | 79,679 |
| Changes in the scope of the consolidation | - | - | - |
| Currency adjustments | $-1,136$ | -229 | $-1,365$ |
| Net change in cash and cash equivalents | 1,957 | 9,714 | 11,671 |
| Cash and cash equivalents at the end of the quarter | 80,500 | 89,985 | 89,985 |

[^3]
## > STATEMENT OF RECOGNIZED INCOME AND EXPENSE

| Figures in $€$ thousands |  |  |
| :---: | :---: | :---: |
|  | 1-Apr-2005 | 1-Apr-2006 |
|  | to | to |
|  | 30-Sep-2005 | 30-Sep-2006 |
| Net profit | 31,161 | 67,588 |
| Actuarial losses from pension obligations | -57,204 | 13,214 |
| Foreign currency translation | 4,477 | -27,023 |
| Financial assets | 11,636 | -203 |
| Cash flow hedges | -13,441 | 502 |
| Total recognized income and expense without effect on the income statement | -54,532 | -13,510 |
| Total income and expense | -23,371 | 54,078 |
| - of which: Heidelberg portion | $(-23,366)$ | $(54,292)$ |
| - of which: minority interests | $(-5)$ | $(-214)$ |

> DEVELOPMENT OF SHAREHOLDERS' EQUITY ${ }^{1)}$

| Figures in $€$ thousands |  |  |
| :---: | :---: | :---: |
|  | 2005 | 2006 |
| Shareholders' equity as of April 1 | 1,166,453 | 1,137,712 |
| Total recognized income and expense without effect on the income statement | -54,532 | - 13,510 |
| Net profit | 31,161 | 67,588 |
| Dividend payment | -25,858 | -53,275 |
| Purchase of treasury stock | - | -52,055 |
| Consolidations/other changes | 1,934 | 4,176 |
| Shareholders' equity as of September 30 | 1,119,158 | 1,090,636 |

1) Previous year's figures were adjusted (see Note 1)

## Segment information of the Heidelberg Group April 1, 2006 to September 30, 2006

## > SEGMENT INFORMATION BY DIVISION ${ }^{1)}$

| Figures in $€$ thousands |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Press |  | Postpress |  |
|  | 1-Apr-2005 to | $\begin{array}{r} \text { 1-Apr-2006 } \\ \text { to } \end{array}$ | 1-Apr-2005 to | $\begin{array}{r} \text { 1-Apr-2006 } \\ \text { to } \end{array}$ |
|  | 30-Sep-2005 | 30-Sep-2006 | 30-Sep-2005 | 30-Sep-2006 |
| External sales | 1,329,539 | 1,422,471 | 174,238 | 185,944 |
| Depreciation ${ }^{2)}$ | 60,142 | 61,908 | 2,381 | 2,859 |
| Non-cash expenses | 132,984 | 173,455 | 11,837 | 12,409 |
| Research and development costs | 91,518 | 104,461 | 9,776 | 11,655 |
| Result of operating activities (segment result) | 63,525 | 95,619 | -2,089 | 539 |
| Result from the equity valuation | - | -20 | - | - |
| Investments | 62,167 | 63,771 | 3,426 | 1,975 |
| Segment assets ${ }^{4)}$ | 2,255,041 | 2,284,869 | 251,275 | 263,611 |
| Segment debt ${ }^{4)}$ | 1,108,044 | 1,015,616 | 86,522 | 84,329 |
| Number of employees ${ }^{4)}$ | 16,684 | 17,031 | 1,946 | 1,977 |

> SEGMENT INFORMATION BY REGION

Figures in $€$ thousands

|  | Europe, Middle East and Africa ${ }^{3}$ |  | Eastern Europe ${ }^{3}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 1 \text {-Apr-2005 } \\ \text { to } \\ 30 \text {-Sep-2005 } \end{array}$ | $\begin{array}{r} \text { 1-Apr-2006 } \\ \text { to } \\ \text { 30-Sep-2006 } \end{array}$ | $\begin{array}{r} 1 \text {-Apr-2005 } \\ \text { to } \\ 30 \text {-Sep-2005 } \end{array}$ | $\begin{array}{r} \text { 1-Apr-2006 } \\ \text { to } \\ \text { 30-Sep-2006 } \end{array}$ |
| External sales by customer location | 669,657 | 742,115 | 163,600 | 165,653 |
| Investments | 54,764 | 61,157 | 998 | 2,312 |
| Segment assets ${ }^{4)}$ | 1,836,968 | 1,942,666 | 186,522 | 175,335 |

For additional explanations see Note 19
${ }^{1)}$ Previous year's figures were adjusted (see Note 1)
${ }^{2)}$ Including non-scheduled depreciation totaling $€ 1,966$ thousand (previous year: $€ 0$ thousand)
3) Previous year's figures were adjusted due to the reassignment of affiliated companies within the regions
4) Previous year's figures refer to March 31, 2006

| Financial Services |  | Heidelberg Group |  |
| :---: | :---: | :---: | :---: |
| $\begin{array}{r} \text { 1-Apr-2005 } \\ \text { to } \\ 30-\text { Sep- } 2005 \end{array}$ | $\begin{array}{r} \text { 1-Apr-2006 } \\ \text { to } \\ \text { 30-Sep-2006 } \end{array}$ | $\begin{array}{r} \text { 1-Apr-2005 } \\ \text { to } \\ \text { 30-Sep-2005 } \end{array}$ | $\begin{array}{r} \text { 1-Apr-2006 } \\ \text { to } \\ \text { 30-Sep-2006 } \end{array}$ |
| 24,759 | 19,302 | 1,528,536 | 1,627,717 |
| 313 | 37 | 62,836 | 64,804 |
| 16,872 | 8,969 | 161,693 | 194,833 |
| - | - | 101,294 | 116,116 |
| 10,600 | 21,827 | 72,036 | 117,985 |
| - | - | - | -20 |
| 97 | 111 | 65,690 | 65,857 |
| 509,185 | 465,181 | 3,015,501 | 3,013,661 |
| 137,742 | 132,792 | 1,332,308 | 1,232,737 |
| 86 | 85 | 18,716 | 19,093 |


| North America |  | Latin America |  |  | Asia/Pacific | Heidelberg Group |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1-Apr-2005 | 1-Apr-2006 | 1-Apr-2005 | 1-Apr-2006 | 1-Apr-2005 | 1-Apr-2006 | 1-Apr-2005 | 1-Apr-2006 |
| to | to | to | to | to | to | to | to |
| 30-Sep-2005 | 30-Sep-2006 | 30-Sep-2005 | 30-Sep-2006 | 30-Sep-2005 | 30-Sep-2006 | 30-Sep-2005 | 30-Sep-2006 |
| 225,541 | 254,051 | 69,317 | 82,689 | 400,421 | 383,209 | 1,528,536 | 1,627,717 |
| 7,416 | 984 | 1,026 | 511 | 1,486 | 893 | 65,690 | 65,857 |
| 389,633 | 323,955 | 190,624 | 187,439 | 411,754 | 384,266 | 3,015,501 | 3,013,661 |

## Notes

## 1 Accounting and valuation policies

2 Scope of the consolidation

The consolidated interim financial report as of September 30, 2006 was prepared in accordance with the International Financial Reporting Standards (IFRS) which became effective and binding at that time. The IFRS comprise the IFRS newly released by the International Accounting Standards Board (IASB), as well as the International Accounting Standards (IAS), and the interpretations of the International Financial Reporting Interpretations Committee (IFRIC) and of the Standing Interpretations Committee (SIC).

Due to the initial application of the new IFRS provision on share-based payment (IFRS 2) as well as to the changed regulations regarding employee benefits (IAS 19 [2004]) and regarding the disclosure and presentation of financial instruments (IAS 32) in financial year 2005/2006, each of which came into effect retroactively, the previous year's figures were adjusted.

The standards and interpretations becoming initially effective and binding beginning in financial year 2006/2007 had no significant influence on the quarterly statement. The impact of standards already released but not yet applicable, particularly those of IFRS 7 'Financial instruments: Disclosures’, are currently being analyzed. The initial application of IFRS 7 will result in an extension of the Notes to the Financial Statements.

Revenues that are received seasonally, cyclically, or occasionally are not anticipated or deferred in the consolidated interim financial report. Costs incurred unevenly during the financial year were deferred if deferral would be appropriate at the end of the financial year.

Income tax was calculated for the financial year as a whole based on the weighted average income tax rate of the respective country.

Apart from Heidelberger Druckmaschinen Aktiengesellschaft, the consolidated interim financial statements include all domestic and foreign entities in which Heidelberger Druckmaschinen Aktiengesellschaft is in a position to exercise a controlling influence as described in IAS 27. Shares in subsidiaries that are of minor significance are not included.

The scope of the consolidation is as follows:

|  |  |  |  |
| :--- | :--- | ---: | ---: | ---: |
| Wholly consolidated companies |  | 72 | 70 |
| Non-consolidated companies due to their minor importance |  | 33 | 34 |
| Associated companies measured according to the equity method |  | 1 | 1 |
| Associated companies not measured according |  |  |  |
| to the equity method due to their minor importance |  | 4 | 4 |
| Other participations |  | 4 | 4 |
|  |  | 114 | 113 |

Compared with the previous year, the scope of the consolidation changed as follows:
> Deconsolidation:
During the second quarter of the current financial year, Linotype GmbH,
Bad Homburg, was deconsolidated as a result of the sale of the share-
holding.
> Merger:
During the second quarter of the current financial year, Heidelberg Boxmeer Participation B.V., Boxmeer, Netherlands, was merged with Heidelberg Boxmeer B.V., Boxmeer, Netherlands.

3 Other operating income

|  | $\begin{array}{r} 1-\text { Apr-2005 } \\ \text { to } \\ 30-\text { Sep-2005 } \end{array}$ | $\begin{array}{r} \text { 1-Apr-2006 } \\ \text { to } \\ \text { 30-Sep-2006 } \end{array}$ |
| :---: | :---: | :---: |
| Income from initial consolidation | - | 37,594 |
| Reversal of other provisions | 40,251 | 21,980 |
| Income from written-off receivables | 14,620 | 10,097 |
| Income from operating facilities | 12,502 | 9,834 |
| Hedging transactions/foreign-exchange profit | 21,214 | 7,944 |
| Income from disposals of intangible assets, tangible assets, and investment property | 1,452 | 7,487 |
| Other income | 17,724 | 24,518 |
|  | 107,763 | 119,454 |

Income from hedging transactions/foreign-exchange profits is offset by expenses from hedging transactions/foreign-exchange losses that are shown in other operating expenses (Note 5).

## 4 Cost of materials

|  | 1-Apr-2005 <br> to | 1-Apr-2006 <br> to |
| :--- | ---: | ---: | ---: |
| 30-Sep-2006 |  |  |$|$

Proportionate interest expenses accrued in connection with the Financial Services Division are shown in the cost of materials. Interest income from customer financing totaling $€ 19,302$ thousand (previous year: $€ 24,759$ thousand) is included in net sales.

5 Other operating expenses

|  | $\begin{array}{r} 1 \text {-Apr-2005 } \\ \text { to } \\ 30-\text { Sep- } 2005 \end{array}$ | $\begin{array}{r} \text { 1-Apr-2006 } \\ \text { to } \\ \text { 30-Sep-2006 } \end{array}$ |
| :---: | :---: | :---: |
| Special direct sales expenses including freight charges | 56,209 | 59,154 |
| Other deliveries and services not included in the cost of materials | 54,361 | 58,711 |
| Rent and leases (excluding car fleet) | 32,263 | 28,938 |
| Travel expenses | 27,359 | 28,625 |
| Costs of information technology | 26,040 | 27,208 |
| Provisions for doubtful accounts and other assets | 33,544 | 17,429 |
| Additions to provisions (relates to several expense accounts) | 12,308 | 12,468 |
| Other research and development costs | 6,541 | 10,100 |
| Costs of car fleet | 8,425 | 9,632 |
| Legal, consulting, and audit fees | 9,329 | 9,280 |
| Insurance expense | 9,470 | 8,829 |
| Costs of mail and payment transactions | 6,903 | 6,418 |
| Operating facilities | 5,169 | 6,267 |
| Hedging transactions/exchange rate losses | 16,467 | 6,027 |
| Commissions | 2,830 | 4,857 |
| Public-sector fees and other taxes | 4,811 | 4,801 |
| License fees | 2,204 | 1,966 |
| Office supplies, newspapers, technical literature | 2,152 | 1,880 |
| Losses from disposals of intangible assets and tangible assets | 949 | 208 |
| Other overhead costs | 50,510 | 44,187 |
|  | 367,844 | 346,985 |

Expenses from hedging transactions/foreign-exchange losses are offset by income from hedging transactions/foreign-exchange profits that are shown in other operating income (Note 3).

## 6 Financial income

7 Financial expenses

8 Earnings per share
Earnings per share are calculated by dividing the net profit to which the shareholders of Heidelberg are entitled by the weighted number of outstanding shares during the period (first half-year 2006/2007: 81,985,527 shares). The weighted number of outstanding shares was influenced by the purchase of treasury stock in the first six months of the financial year. As at September 30, 2006 the treasury stock comprised $1,384,424$ shares. There is no difference between the diluted and undiluted earnings per share.

## 9 Intangible assets, tangible

assets, and investment property

|  | Intangible assets | Tangible assets | Investment property |
| :---: | :---: | :---: | :---: |
| Acquisition or manufacturing costs 31-Mar-2006 | 409,050 | 2,095,087 | 71,557 |
| Acquisition or manufacturing costs 30-Sep-2006 | 420,651 | 2,090,747 | 49,982 |
| Accumulated depreciation 31-Mar-2006 | 150,519 | 1,571,880 | 45,051 |
| Accumulated depreciation 30-Sep-2006 | 165,125 | 1,577,505 | 30,867 |
| Book values 31-Mar-2006 | 258,531 | 523,207 | 26,506 |
| Book values 30-Sep-2006 | 255,526 | 513,242 | 19,115 |

## 10 Financial assets

Financial assets primarily include shares in non-consolidated subsidiaries totaling $€ 23,822$ thousand (March 31, 2006: $€ 16,967$ thousand) as well as other participations totaling $€ 17,689$ thousand (March 31, 2006: $€ 28,820$ thousand) and marketable securities totaling € 10,036 thousand (March 31, 2006: € 9,728 thousand).

## 11 Receivables

 and other assets|  | 31-Mar-2006 |  |  | 30-Sep-2006 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Current | Non-current | Total | Current | Non-current | Total |
| Receivables from customer financing | 135,071 | 360,860 | 495,931 | 85,965 | 374,613 | 460,578 |
| Trade receivables | 678,320 | - | 678,320 | 579,956 | - | 579,956 |
| Other receivables and other assets |  |  |  |  |  |  |
| Other tax refund claims | 38,895 | - | 38,895 | 17,119 | - | 17,119 |
| Loans | 465 | 3,858 | 4,323 | 656 | 8,241 | 8,897 |
| Derivative financial instruments | 15,872 | 3,359 | 19,231 | 16,465 | 6,672 | 23,137 |
| Deferred interest payments | 3,740 | - | 3,740 | 3,462 | - | 3,462 |
| Prepaid expenses | 21,495 | 1,228 | 22,723 | 34,749 | - | 34,749 |
| Other assets | 57,429 | 43,441 | 100,870 | 80,604 | 54,393 | 134,997 |
|  | 137,896 | 51,886 | 189,782 | 153,055 | 69,306 | 222,361 |


| Raw materials, consumables and supplies |  | 31-Mar-2006 | 30-Sep-2006 |
| :--- | :--- | ---: | ---: | ---: |
| Work and services in process | 109,315 | 119,115 |  |
| Manufactured products and merchandise | 316,426 | 350,585 |  |
| Prepayments | 397,733 | 458,340 |  |
|  |  | 21,264 | 29,107 |
|  |  | 844,738 | 957,147 |

13 Shareholders' equity
On November 8, 2005 the Management Board of Heidelberger Druckmaschinen Aktiengesellschaft approved the launch of a share buyback program. Between November 9, 2005 and January 19, 2007 at the latest, the Company intends to acquire shares amounting to up to five percent of its capital stock (up to $4,295,424$ shares). The Management Board is putting into effect the Annual General Meeting’s decision of July 20, 2005 to authorize the buyback of shares amounting to up to ten percent of its capital stock (up to 8,590,848 shares) by January 19, 2007. With the Annual General Meeting's resolution of July 20, 2006, this authorization was replaced by a reauthorization valid until January 19, 2008 comprising essentially identical conditions. The repurchased shares are earmarked solely for capital retirement and employee share participation programs, as well as other forms of an allotment of shares to staff members of the Company or an affiliate following the Annual General Meeting's authorization.

Overall, 2,911,000 shares were repurchased by March 31, 2006 of which 53,223 shares were used in the employee share participation program. The remaining $2,857,777$ shares were utilized within the framework of the capital reduction, which was approved by the Management Board on March 31, 2006. Share capital was thereby reduced from $€ 219,925,708.80$ ( $=85,908,480$ shares) by € 7,315,909.12 (= 2,857,777 shares) to € 212,609,799.68 (= 83,050,703 shares). During the period April 1, 2006 to July 26, 2006 an additional 1,384,424 shares were bought back which were still held on stock at September 30, 2006.

## 14 Provisions for pensions and similar obligations

For the majority of employees we maintain benefit programs for the period following their retirement - either through the direct program or one financed by payments of premiums to private institutions. The level of benefit payments depends on the conditions in particular countries. The amounts are generally based on the term of employment and the salary of the employee. The liabilities include both those arising from current pensions as well as vested pension rights for pensions payable in the future. The pension payments expected following the beginning of benefit payments are apportioned over the employee's overall period of employment. After deduction of deferred taxes, actuarial gains and losses are offset against shareholders' equity without effect on the income statement.

## 15 Other provisions

|  | 31-Mar-2006 |  |  | 30-Sep-2006 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Current | Non-current | Total | Current | Non-current | Total |
| Tax provisions | 9,246 | 195,745 | 204,991 | 23,445 | 200,447 | 223,892 |
| Other provisions |  |  |  |  |  |  |
| Liabilities arising from human resources | 121,871 | 72,135 | 194,006 | 130,280 | 51,946 | 182,226 |
| Liabilities arising from sales and service activities | 129,874 | 26,735 | 156,609 | 128,433 | 22,813 | 151,246 |
| Other | 92,980 | 30,456 | 123,436 | 80,125 | 37,451 | 117,576 |
|  | 344,725 | 129,326 | 474,051 | 338,838 | 112,210 | 451,048 |
|  | 353,971 | 325,071 | 679,042 | 362,283 | 312,657 | 674,940 |

## 16 Financial liabilities

|  | 31-Mar-2006 |  |  | 30-Sep-2006 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Current | Non-current | Total | Current | Non-current | Total |
| Convertible bond | - | 278,296 | 278,296 | - | 282,414 | 282,414 |
| Private placement | 7,256 | 137,500 | 144,756 | 7,206 | 134,000 | 141,206 |
| To banks | 109,004 | 8,034 | 117,038 | 256,813 | 2,889 | 259,702 |
| From financial lease relationships | 7,609 | 6,176 | 13,785 | 7,510 | 5,422 | 12,932 |
| Other | 16,290 | - | 16,290 | 23,047 | - | 23,047 |
|  | 140,159 | 430,006 | 570,165 | 294,576 | 424,725 | 719,301 |

## 17 Other liabilities

|  | 31-Mar-2006 |  |  | 30-Sep-2006 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Current | Non-current | Total | Current | Non-current | Total |
| Advance payments received on orders | 95,539 | - | 95,539 | 108,578 | - | 108,578 |
| From derivative financial instruments | 11,159 | 3,120 | 14,279 | 7,158 | 3,054 | 10,212 |
| From other taxes | 57,529 | - | 57,529 | 22,887 | - | 22,887 |
| Relating to social security | 17,171 | - | 17,171 | 12,895 | - | 12,895 |
| Deferred income | 27,618 | 24,552 | 52,170 | 31,453 | 25,935 | 57,388 |
| Other | 67,421 | 68,644 | 136,065 | 57,208 | 66,808 | 124,016 |
|  | 276,437 | 96,316 | 372,753 | 240,179 | 95,797 | 335,976 |

18 Contingent liabilities and other financial liabilities

As of September 30, 2006 contingent liabilities for guarantees and warranties totaled $€ 228,504$ thousand (March 31, 2006: $€ 291,018$ thousand); these primarily include guarantees provided for the liabilities of third parties within the scope of long-term customer financing. Liability arising from the endorsement of bills of exchange totaled $€ 1,726$ thousand (March 31, 2006: $€ 3,339$ thousand) as of September 30, 2006.

Other financial liabilities are broken down as follows:

|  | 31-Mar-2006 |  |  | 30-Sep-2006 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Current | Non-current | Total | Current | Non-current | Total |
| Lease obligations | 53,511 | 365,788 | 419,299 | 53,991 | 347,465 | 401,456 |
| Orders for investments | 25,423 | - | 25,423 | 55,037 | - | 55,037 |
|  | 78,934 | 365,788 | 444,722 | 109,028 | 347,465 | 456,493 |

## 19 Information concerning segment reporting

The segment information is based on the 'risk and reward approach'. Intersegmental sales are of minor financial significance and may therefore be ignored.

Non-cash expenses comprise the following:

|  |  |  |  |
| :--- | ---: | ---: | ---: |
|  | $1-A p r-2005$ <br> to | 1-Apr-2006 <br> to |  |
| Provisions for doubtful accounts and other assets | $30-$ Sep-2005 | 30-Sep-2006 |  |
| Allocations to provisions | 33,544 | 17,429 |  |
|  |  | 128,149 | 177,404 |
| 161,693 | 194,833 |  |  |

Research and development costs result from capitalized research and development costs, however excluding depreciation on the development costs for the reporting period.

Investments comprise investments in intangible assets and tangible assets.
Segment assets and segment debt result from gross assets or gross debt as follows:

|  | 31-Mar-2006 | 30-Sep-2006 |
| :---: | :---: | :---: |
| Gross assets per balance sheet | 3,280,890 | 3,261,708 |
| - financial assets | -55,515 | -51,547 |
| - marketable securities | -187 | -688 |
| - finance receivables | -45,676 | -67,557 |
| - deferred tax assets ${ }^{1)}$ | -112,854 | -109,704 |
| - tax claims | -51,157 | -18,551 |
| Segment assets | 3,015,501 | 3,013,661 |

1) Deviations from the balance sheet result from assets held for sale

|  | 31-Mar-2006 | 30-Sep-2006 |
| :---: | :---: | :---: |
| Borrowed funds per balance sheet ${ }^{1)}$ | 2,143,178 | 2,171,072 |
| - tax provisions | -204,991 | -223,892 |
| - tax obligations ${ }^{2)}$ | -62,453 | -26,144 |
| - financial obligations | -472,755 | -611,826 |
| - deferred tax liabilities | -70,671 | -76,473 |
| Segment debt | 1,332,308 | 1,232,737 |

[^4]Finance receivables comprise finance receivables against affiliated companies and other financial assets.

Financial liabilities comprise the items specified in Note 16, with the exception of financial liabilities associated with customer financing.

The number of employees was recorded as of September 30, 2006 compared with March 31, 2006.

## 20 Supervisory Board/ Management Board

21 Information on events after the reporting date

The members of the Supervisory Board and the Management Board are listed on page 38 .

On October 31, 2006 the Management Board of Heidelberger Druckmaschinen Aktiengesellschaft decided to acquire own shares in an amount equal to up to 5 percent of its capital stock (up to $4,152,535$ shares) within the period from November 7, 2006 to January 19, 2008 at the latest.

Heidelberg, November 2006

The Management Board

## The Supervisory Board

Dr. Mark Wössner
Chairman of the
Supervisory Board

Rainer Wagner*
Deputy Chairman
of the Supervisory Board

Martin Blessing

Prof. Dr. Clemens Börsig

Wolfgang Flörchinger *

Martin Gauß*
Mirko Geiger*
Gunther Heller*
Dr. Jürgen Heraeus

Jörg Hofmann *

Robert J. Koehler

Uwe Lüders

Dr. Gerhard Rupprecht

Beate Schmitt*

Dr. Klaus Sturany

Peter Sudadse*

## Committees of the Supervisory Board

Management Committee<br>Dr. Mark Wössner<br>Rainer Wagner<br>Martin Blessing<br>Martin Gauß<br>Mirko Geiger<br>Dr. Gerhard Rupprecht

Mediation Committee under Article 27 Subsection 3
of the Codetermination Act
Dr. Mark Wössner
Rainer Wagner
Martin Blessing
Wolfgang Flörchinger

Committee on Arranging
Personnel Matters of the
Management Board
Dr. Mark Wössner
Rainer Wagner
Dr. Gerhard Rupprecht

Audit Committee
Dr. Klaus Sturany
Prof. Dr. Clemens Börsig
Mirko Geiger
Rainer Wagner

## The Management

## Board

## Bernhard Schreier

Chairman of the
Management Board

Dirk Kaliebe

- since October 1, 2006 -


## Dr. Herbert Meyer

- through September 30, 2006 -

Dr. Jürgen Rautert

# Financial Calendar 2006/2007 

| January 31, 2007 | Publication of 3rd Quarter Figures 2006/2007 |
| :--- | :--- |
| May 9, 2007 | Publication of Preliminary Figures 2006/2007 |
| June 13, 2007 | Press Conference, Annual Analysts' and Investors' Conference |
| July 26, 2007 | Annual General Meeting |
| August 2, 2007 | Publication of 1st Quarter Figures 2007/2008 |
| November 6, 2007 | Publication of Half-Year Figures 2007/2008 |

Subject to change

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[^0]:    1) Xetra closing price; source of prices: Bloomberg
    2) Weighted number of outstanding shares
[^1]:    Disclaimer
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[^2]:    1) Previous year's figures were adjusted (see Note 1)
    ${ }^{2)}$ Relates to intangible assets, tangible assets, investment property, and financial assets
[^3]:    ${ }^{1)}$ Relates to intangible assets, tangible assets, investment property, and financial assets

[^4]:    ${ }^{1)}$ Non-current and current borrowed funds including liabilities held for sale
    ${ }^{2)}$ Deviations from the balance sheet result from liabilities held for sale

