

# QUARTERLY REPORT 1 APRIL TO 31 DECEMBER 2005

The first nine months of financial year 2005/2006 at a glance

- Continuing dynamic trend with special economic impetus holding up longer than expected
- Overproportional increase in earnings
- Planning for year as a whole confirmed



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#### THE GESCO GROUP AT A GLANCE

### **GESCO AG**

SEGMENT
TOOL MANUFACTURE AND
MECHANICAL ENGINEERING

SEGMENT PLASTICS TECHNOLOGY

# KEY FIGURES FROM THE GESCO GROUP FOR THE FIRST NINE MONTHS OF FINANCIAL YEAR 2005/2006

01.0431.12.		IIII. quarter 2005/2006	IIII. quarter 2004/2005	Change
Incoming orders	(EUR'000)	184,961	147,163	25.7 %
Sales revenues	(EUR'000)	171,896	140,022	22.8 %
EBITDA	(EUR'000)	18,970	14,616	29.8 %
EBIT	(EUR'000)	13,567	9,165	48.0 %
Earnings before tax	(EUR'000)	12,471	8,625	44.6 %
Group net income	(EUR'000)	6,695	4,485	49.3 %
Earnings per share	(EUR)	2.44 1	1.79 <sup>2</sup>	36.3 %
Earnings per share				
according to IFRS	(EUR)	2.58 <sup>3</sup>	1.80 4	43.3 %
Employees	(No.)	1,326	1,229	7.9 %

<sup>1</sup> with 2,749,000 shares

#### DEAR SHAREHOLDERS,

The third quarter of financial year 2005/2006 continued to see very positive development for the GESCO Group. For the nine-month period (01.04.-31.12.2005), we recorded a sales growth of 22.8 %, which was accompanied by an overproportional increase in profits of 48.0 % in EBIT and 49.3 % in Group net income. Incoming orders continued to exceed sales. Overall, the special economic impetus from which some of our companies are benefiting, is holding up longer than was expected at the beginning of the financial year. Given these circumstances, we increased our forecasts in November and then again in December 2005. These forecasts are confirmed in the nine-month figures.

As announced in the half-year report, we acquired the Dömer Group in Lennestadt in August 2005 as part of a typical succession process. Dömer is involved in stamping, bending and forming technology and, with its workforce of around 80, generates annual sales of at least EUR 10 million. In view of this acquisition, we issued 249,000 new shares in September 2005 as part of a capital increase, resulting in a net injection of funds into GESCO AG of around EUR 6.7 million.

In line with GESCO's philosophy of giving directors an interest in the equity of the companies they manage, the two directors of Dörrenberg Edelstahl GmbH each acquired a 5 % share in the company, financially effective from 1 January 2006.

<sup>&</sup>lt;sup>2</sup> with 2,500,000 shares

<sup>&</sup>lt;sup>3</sup> with an average number of shares of 2,593,569

<sup>4</sup> with an average number of shares of 2,491,140

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#### GROUP SALES AND EARNINGS

In the nine-month period, sales in the GESCO Group rose by 22.8 % to EUR 171.9 million (previous year: EUR 140.0 million). Around 3.3 % of this growth was due to changes in the scope of consolidation: the figures for the Setter Group, acquired in April 2004, were only included for five months of the comparable period for the previous year and the Dömer Group, acquired in August 2005, appeared in the reporting period for the first time with only one month's figures being shown in the consolidated financial statements.

Reaching EUR 18.9 million, EBITDA (earnings before interest, tax, depreciation and amortisation) recorded exceptional growth of 29.8%. With virtually unchanged depreciation, EBIT (earnings before interest and tax) climbed significantly more sharply, rising by 48.0% to EUR 13.6 million. Group net income rose to EUR 6.7 million, representing a growth of 49.3%. On the basis of the current total equity of 2,749,000 shares, earnings per share stands at EUR 2.44.

#### SEGMENT REPORT

Tool manufacture and mechanical engineering account for around 85 % of sales and continue to represent the bigger of our two segments. The strong growth in sales of 23 % was accompanied by clearly overproportional growth in profits. The plastics technology segment, up by 22 %, enjoyed a roughly similar growth in sales. There was also a welcome increase in performance ratios, even though they grew less than sales due to higher prices for raw materials.

#### FINANCIAL SITUATION

The 17.9% increase in total assets to EUR 171 million is mainly attributable to the acquisition of the Dömer Group, the capital increase and the expansion of operations within the GESCO Group.

With a consolidated capital ratio of at least 30% and liquid funds of around EUR 14 million, the GESCO Group's assets are in a decidedly healthy state and provide a comfortable basis for further growth.

### **EMPLOYEES**

With the first-time inclusion of the staff at the Dömer Group, acquired in August 2005, the staff complement stands at 1,326 (previous year 1,229). The number of employees at individual companies remains largely unaltered.

#### OUTLOOK

The nine-month figures support the forecast which was revised upwards on 2 December 2005 for the year as a whole. We are confident that we shall reach the forecast figures of around EUR 229 million for sales and around EUR 8.9 million for Group net income, representing earnings per share of EUR 3.24 on the full equity of 2,749,000 shares. The financial year 2005/2006 can therefore be seen as exceptionally strong in terms of profits. This is partly due to the special economic impetus which is lasting longer than expected in the current financial year. The annual financial statements for financial year 2005/2006, ending on 31 March 2006, will be presented at the accounts press conference on 29 June 2006.

No future acquisitions are currently being taken into account in our planning as we cannot predict a particular time for such an acquisition. As usual, we are constantly assessing small and medium-sized industrial companies with a view to a possible takeover. The same high standards continue to apply to any potential acquisitions due to the long-term nature of our investments.

No events of particular significance occurred after the end of the reporting period.

GESCO AG The Executive Board

Wuppertal, February 2006

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

	III. quarter 2005/2006 EUR'000	III. quarter 2004/2005 EUR'000
Sales revenues	58,881	50,862
Change in stocks of finished and		
unfinished products	-269	-601
Other company produced additions to assets	8	8
Other operating income	502	1,358
Other operating meanic	302	1,550
Total performance	59,122	51,627
Expenditure on raw materials	-29,674	-25,433
Personnel expenditure	-15,687	-14,773
Other operating expenditure	-6,764	-5,563
Earnings before interest, tax, depreciation and amortisation (EBITDA)	6,997	5,858
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Depreciation on tangible and intangible assets	-1,875	-2,004
Earnings before interest and tax (EBIT)	5,122	3,854
Earnings from securities	0	0
Earnings from investments in		
associated companies	-9	31
Other interest and similar income	85	72
Interest and similar expenditure	-533	-742
Financial result	-457	-639
Earnings before tax (EBT)	4,665	3,215
Taxes on income and earnings	-1,999	-1,433
Earnings after tax	2,666	1,782
zamings area tax	2,000	.,,,,
Share of profit attributable to minority interests	-211	-168
Group net income	2,455	1,614
Earnings per share (EUR) according to IFRS	0.89	0.65
Weighted number of shares (No.)	2,744,528	2,492,815

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

	IIII. quarter	IIII. quarter
	2005/2006	2004/2005
	EUR'000	EUR'000
Sales revenues	171,896	140,022
Change in stocks of finished and		
unfinished products	668	914
Other company produced additions to assets	23	23
Other operating income	1,247	2,004
		<u> </u>
Total performance	173,834	142,963
Expenditure on raw materials	-90,641	-70,274
Personnel expenditure	-45,335	-42,774
Other operating expenditure	-18,888	-15,299
	,	<u> </u>
Earnings before interest, tax, depreciation		
and amortisation (EBITDA)	18,970	14,616
Depreciation on tangible and intangible assets	-5,403	-5,451
Earnings before interest and tax (EBIT)	13,567	9,165
Earnings from securities	124	0
Earnings from investments in	124	
associated companies	121	851
Other interest and similar income	297	323
Interest and similar expenditure	-1,638	-1,714
Financial result	-1,096	-540
	.,,	
Earnings before tax (EBT)	12,471	8,625
Taxes on income and earnings	-5,178	-3,565
Earnings after tax	7,293	5,060
	500	575
Share of profit attributable to minority interests	-598	-575
Group net income	6,695	4,485
aroup net meome	0,093	7,463
Earnings per share (EUR) according to IFRS	2.58	1.80
Weighted number of shares (No.)	2,593,569	2,491,140
Earnings per share (EUR) on 2,749,000 shares		
(previous year: 2,500,000 shares)	2.44	1.79

### GESCO GROUP BALANCE SHEET AS AT 31 DECEMBER 2005 AND 31 MARCH 2005

	31.12.2005	31.03.2005		31.12.2005	31.03.2005
Assets	EUR'000	EUR'000	Equity and liabilities	EUR'000	EUR'000
A. Non-current assets			A. Equity		
I. Intangible assets			I. Share capital	7,147	6,500
Industrial property rights and similar rights and assets			II. Capital reserves	27,180	21,142
as well as licences to such rights and assets	7,361	8,038	III. Revenue reserves	15,114	10,668
2. Goodwill	4,312	4,240	IV. Own shares	-31	-21
3. Prepayments made	0	10	V. Revaluation IAS39	86	400
	11,673	12,288	VI. Minority interests	3,277	3,189
II. Tangible assets				52,773	41,878
1. Land and buildings	23,350	22,444			
Technical plant and machinery	17,163	14,095	B. Non-current liabilities		
Other plant, fixtures and fittings	10,809	9,523	I. Provisions for pensions	8,559	8,310
Prepayments made and plant under construction	1,182	530	II. Liabilities to financial institutions	49,555	42,924
5. Property held as financial investments	4,194	4,722	III. Other liabilities	3,294	3,017
	56,698	51,314	IV. Deferred tax liabilities	2,858	3,860
III. Financial assets	,	,		64,266	58,111
Shares in affiliated companies	1	1	-	,	
Shares in associated companies	1,240	1,119	C. Current liabilities		
3. Investments	27	46	I. Other provisions	11,264	7,293
Securities held as fixed assets	3,030	3,342	II. Liabilities	,==:	
Securites field as fixed assets	4,298	4,508	Liabilities to financial institutions	10,450	9,707
IV. Other assets	1,061	1,091	Trade creditors	10,060	7,778
V. Deferred tax assets	1,476	1,783	Prepayments reveiced on orders	4,223	4,092
The second can assess	75,206	70,984	Liabilities from accepting bills drawn	1,174	1,721
	73/200	70,501	Liabilities to companies with which a shareholding	.,.,	.,,,
B. Current assets			relationship exists	5	5
I. Inventories			6. Other liabilities	16,888	14,485
Raw materials and supplies	10,180	9,307	o. Other habilities	42,800	37,788
Unfinished goods, unfinished services	8,462	8,501	III. Prepaid Income	42,000	0
Finished products and goods	24,271	14,428	The para meeting	54,070	45,081
Prepayments made	161	205		34,070	43,001
4. Trepayments made	43,074	32,441			
II. Receivables and other assets	.5,07 .	32,			
Trade receivables	33,941	27,508			
Claims on companies with which a	33,311	27,500			
shareholding relationship exists	1,571	867			
3. Other assets	3,426	2,674			
S. Other assets	38,938	31,049			
III. Securities	27	27			
IV. Cash in hand, credit balances with the Bundesbank,	27				
credit balances with financial institutions and cheques	13,541	10,491			
V. Prepaid expenses	323	78			
v. Trepara expenses	95,903	74,086			
	33,303	, 4,000			
	171,109	145,070		171,109	145,070

# GESCO GROUP SEGMENT REPORT FOR THE FIRST NINE MONTHS (1 APRIL TO 31 DECEMBER)

EUR'000	Tool manufac		Plastics technology	y GESCO AG			Other/ consolidation		Group	
	2005/2006	2004/2005	2005/2006	2004/2005	2005/2006	2004/2005	2005/2006	2004/2005	2005/2006	2004/2005
Incoming orders	157,957	120,911	26,571	25,844	0	0	433	408	184,961	147,163
Sales revenues	145,940	118,574	25,523	20,958	0	0	433	490	171,896	140,022
of which with other segments	0	0	0	0	0	0	0	0	0	0
EBIT	12,854	8,080	2,673	2,462	-2,193	-1,470	233	93	13,567	9,165
EBITDA	16,760	12,151	3,986	3,626	-2,144	-1,384	368	223	18,970	14,616
Financial result	-684	-783	-166	594	-475	-406	229	55	-1,096	-540
of which income from associated companies	0	0	0	744	0	0	121	107	121	851
Depreciation	3,906	4,071	1,313	1,164	49	86	135	130	5,403	5,451
of which unscheduled	0	0	0	0	0	0	0	0	0	0
Segment assets	122,688	103,414	25,134	26,647	9,767	8,421	13,520	15,297	171,109	153,779
which shares in associated companies	0	0	0	0	0	0	1,240	1,143	1,240	1,143
Segment liabilities	43,369	36,056	4,545	4,218	5,486	6,647	64,936	67,303	118,336	114,224
Investments	5,595	2,832	538	1,772	59	128	-2	-278	6,190	4,454
Employees (No./Reporting date)	1,078	984	238	236	10	9	0	0	1,326	1,229

# CHANGES IN THE SHAREHOLDERS' EQUITY OF THE GESCO GROUP

EUR'000	Subscribed capital	Capital reserves	Revenue reserves	Own shares	Revaluation IAS 39	Total	Minority interests	Shareholders' equity
As at 01.04.2004	6,500	21,142	6,122	-85	0	33,679	2,653	36,332
Revaluation of securities not impacting on income					85	85		85
Disposal of own shares				61		61		61
Dividends			-1,744			-1,744		-1,744
Other neutral changes						0	-443	-443
Results for the period			4,485			4,485	575	5,060
As at 31.12.2004	6,500	21,142	8,863	-24	85	36,566	2,785	39,351
As at 01.04.2005	6,500	21,142	10,668	-21	400	38,689	3,189	41,878
Revaluation of securities not impacting on income					-314	-314		-314
Acquisition of own shares				-85		-85		-85
Disposal of own shares				75		75		75
Dividends			-2,249			-2,249		-2,249
Capital increase	647	6,038				6,685		6,685
Other neutral changes						0	-510	-510
Results for the period			6,695			6,695	598	7,293
As at 31.12.2005	7,147	27,180	15,114	-31	86	49,496	3,277	52,773

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

	01.04 31.12.2005 EUR'000	01.04 31.12.2004 EUR'000
Group net income for the period (including		
share of income attributable to minority interests)	7,293	5,060
Depreciation on fixed assets	5,403	5,451
Profit on investments in associated companies	-121	-107
Increase in long term provisions	249	217
Other non-cash income	-91	350
Cash flow for the period	12,733	10,971
Earnings/losses from the disposal of tangible assets	79	-744
Increase in inventories, trade receivables and other assets	-16,676	-8,932
Increase in trade creditors and other liabilities	5,696	3,421
Cash flow from ongoing business activity	1,832	4,716
Incoming payments from the disposal		
of tangible assets/intangible assets	118	178
Disbursements for investments in tangible/intangible assets	-6,009	-4,368
Incoming payments from the disposal of financial assets	328	796
Disbursements for the acquisition of consolidated companies	-4,510	-4,234
Cash flow from investment activities	-10,073	-7,628
Net Capital Increase	6,685	_
Disbursements to shareholders (dividends)	-2,248	-1,744
Disbursements for the acquisition of own shares	-85	0
Incoming payments from the sale of own shares	75	61
Disbursements to minority shareholders	-510	-442
Incoming payments from minority shareholders	0	235
Incoming payments from raising loans	7,374	6,073
Cash flow from funding activities	11,291	4,183
Cash increase in financial means	3,050	1,271
Financial means on 01.04.	10,518	14,135
Financial means on 31.12.	13,568	15,406

#### ACCOUNTS, ACCOUNTING AND VALUATION METHODS

The GESCO Group's Report for the nine-month period (01.04.-31.12.2005) of financial year 2005/2006 was prepared in accordance with the International Financial Reporting Standards (IFRS) pursuant to the statements by the International Accounting Standards Board IASB. All the relevant International Financial Reporting Standards (IFRS) and International Accounting Standards (IAS) have been applied, taking into account the interpretations of the Standing Interpretation Committee (SIC) and IFRIC interpretations (IFRIC). The 2004 version of the statements has been applied.

In principle, the accounting and valuation methods correspond to those used for the consolidated financial statements as at 31.03.2005. For liabilities denominated in foreign currencies, the valuation approach of the annual financial statements has been applied.

The presentation of the comparable figures for the previous year has been adjusted so as to facilitate comparison with the reporting period.

#### FINANCIAL CALENDAR

15 February 2006

Publication of the figures for the first three quarters (01.04.-31.12.2005)

31 March to 2 April 2006

"Invest" Investment Fair in Stuttgart

29 June 2006

Accounts press conference and analysts' conference

August 2006

Publication of the figures for the first guarter (01.04.-30.06.2006)

24 August 2006

Annual General Meeting in the Stadthalle, Wuppertal

November 2006

Publication of the figures for the first six months (01.04.-30.09.2006) and dispatch of the Interim Report

February 2007

Publication of the figures for the first three quarters (01.04.-31.12.2006)



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