



### Six months' statement 2010

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- Group interim management report 2
  - Consolidated Balance Sheet 4
- Consolidated Statement of Earnings 6
- Consolidated Capital Finance Account 7
- Statement of Changes to Shareholders' Equity 8
- Notes to the Consolidated Financial Statements 9

### Group interim management report

Brüder Mannesmann Aktiengesellschaft is a holding company whose operating subsidiaries are active in the international trading of tools and valves. The holding combines two independently operating divisions, "Tools Trading" and "Valve Trading", under a single umbrella. The subsidiary Brüder Mannesmann Grundbesitz GmbH acts solely as a leasing company for property and is not involved in market operations. These properties are industrial and office property which has been held for decades and which is mostly still used for the company's own business operations.

#### **Tools Trading**

Tools Trading reported sales of EUR 17.9 million in the first half of 2010 after EUR 16.4 million in the same period of the previous year. The drop in sales observed in previous quarters due to economic reasons thus reversed to a slight upward trend. Exports had the largest portion of growth in a year-on-year comparison, increasing its sales by approximately EUR 1.2 million or more than 14%. Income development was particularly pleasing with income more than doubling per half from TEUR 370 to TEUR 809 based on operating earnings (EBIT).

#### **Valves Trading**

Valves Trading reported sales of EUR 15.0 million in the first half of 2010 after EUR 14.0 million in the same period of the previous year. Thus, the effects of the economic crisis have been halted in this division as well. Operating earnings (EBIT) as at 30 June 2010 amounted to TEUR 252 after TEUR 416 in the corresponding prior-year period.

#### Group business performance

Consolidated sales totalled EUR 33.1 million in the first half of 2010 after EUR 30.7 million in the same period of the previous year. Thus the business development trend took an upward turn again for the first time in several quarters. Operating earnings (EBIT) in the first half of 2010 amounted to EUR 1.2 million after EUR 0.75 million in the first half of 2009. The EBIT margin therefore rose to a good 3.6 % after around 2.4 %.

#### Outlook

Given development in the first half, it might be possible to generate year-on-year growth in consolidated sales for 2010 as a whole. Considering current levels, the earnings situation should further improve at least slightly. The extent of the effects of the economic recovery on consumption and the speed at which this happens will be especially important to business development in the next two quarters.

There are risks that politics will lose sight of the aims of consolidation due to recent positive economic data. If, contrary to current expectations, the upswing is only short-lived or does not fully include consumption, another difficult economic phase could set in with a corresponding effect on the company's business development.

Remscheid, August 2010 Brüder Mannesmann Aktiengesellschaft, The Board of Management

Bernd Schafstein

Jürgen Schafstein Chairman of the

Board of Management

### **Consolidated Balance Sheet**

| Assets in TEUR                     | Notes | 30.06.2010 | 31.12.2009 |
|------------------------------------|-------|------------|------------|
| Non-current assets                 |       |            |            |
| Goodwill                           |       | 3,845      | 3,845      |
| Other intangible assets            | 3.1.  | 366        | 429        |
| Property, plant and equipment      | 3.2.  | 7,662      | 7,480      |
| Investment property                |       | 8,377      | 8,377      |
| Financial assets                   | 3.3.  | 2,003      | 2,140      |
| Deferred tax assets                | 3.4.  | 2,215      | 2,177      |
| Other assets                       |       | 62         | 137        |
|                                    |       | 24,530     | 24,585     |
| Current assets                     |       |            |            |
| Inventories                        |       | 12,579     | 11,542     |
| Trade receivables                  |       | 10,873     | 9,891      |
| Other receivables and other assets |       | 2,835      | 1,309      |
| Assets for current tax             |       | 392        | 82         |
| Investments                        |       | 2,443      | 1,303      |
| Cash and cash equivalents          |       | 11,994     | 14,229     |
|                                    |       | 41,116     | 38,356     |
|                                    |       |            |            |
| Balance sheet total                |       | 65,646     | 62,941     |

| Liabilities in TEUR                             | Notes | 30.06.2010 | 31.12.2009 |
|---|-------|------------|------------|
| Equity  | 3.5.  |            |            |
| Share capital                                   |       | 9,000      | 9,000      |
| Reserves  |       | 770        | 770        |
| Accumulated losses brought forward              |       | -1,819     | -1,883     |
| Net consolidated income                         |       | 1          | 64         |
|   |       | 7,952      | 7,951      |
| Non-current liabilities                         |       |            |            |
| Mezzanine subordinate loans                     |       | 17,198     | 17,148     |
| Provisions for pensions and similar liabilities |       | 11,234     | 10,890     |
| Financial liabilities                           |       | 13,032     | 13,462     |
| Other liabilities                               |       | 3,490      | 3,674      |
| Deferred tax liabilities                        |       | 532        | 508        |
|   |       | 45,486     | 45,682     |
| Current liabilities                             |       |            |            |
| Other provisions                                |       | 1,011      | 740        |
| Financial liabilities                           |       | 1,298      | 1,044      |
| Trade liabilities                               |       | 7,146      | 5,627      |
| Other liabilties                                |       | 2,732      | 1,891      |
| Current income tax liabilities                  |       | 21         | 6          |
|   |       | 12,208     | 9,308      |
|   |       |            |            |
| Balance sheet total                             |       | 65,646     | 62,941     |

## **Consolidated Statement of Earnings**

| in TEUR  | Anhang | 01.0430.06.2010 | 01.0430.06.2009 | 01.0130.06.2010 | 01.0130.06.2009 |
|--|--------|-----------------|-----------------|-----------------|-----------------|
| Sales revenue  | 4.1.   | 17,086          | 13,648          | 33,105          | 30,708          |
| Other operating income   |        | 212             | 52              | 400             | 239             |
| Costs of materials   |        | -12,550         | -9,516          | -24,175         | -22,042         |
| Staffing costs   |        | -2,129          | -2,266          | -4,231          | -4,507          |
| Other operating expenses   |        | -1,947          | -1,576          | -3,707          | -3,440          |
| EBITDA   |        | 672             | 342             | 1,392           | 958             |
| Amortisation and depreciation of intangible assets and property, plant and equipment |        | -95             | -106            | -191            | -211            |
| EBIT (operating result)  |        | 577             | 236             | 1,201           | 747             |
| Results from equity investments  |        | 0               | 0               | 0               | 0               |
| Financial income   |        | 77              | 17              | 85              | 40              |
| Financial expense  |        | -660            | -660            | -1,282          | -1,371          |
| Earnings before tax  |        | -6              | -407            | 4               | -584            |
| Income taxes   | 4.2.   | 4               | 123             | -3              | 172             |
| Net consolidated income  |        | -2              | -284            | 1               | -412            |
|  |        |                 | _               |                 |                 |
| Earnings per share (undiluted) in EUR  | 4.3.   | 0.00            | -0.09           | 0.00            | -0.14           |
| Earnings per share (diluted) in EUR  | 4.3.   | 0.00            | -0.09           | 0.00            | -0.14           |

# Reconciliation from net consolidated income for the period to total comprehensive income

| in TEUR                                    | 0 | 01.0430.06.2010 | 01.0430.06.2009 | 01.0130.06.2010 | 01.0130.06.2009 |
|--|---|-----------------|-----------------|-----------------|-----------------|
| Net consolidated income                    |   | -2              | -284            | 1               | -412            |
| Transactions recognised directly in equity |   | 0               | 0               | 0               | 0               |
| Total comprehensive income                 |   | -2              | -284            | 1               | -412            |

# **Consolidated Capital Finance Account**

| in TEUR   | 30.06.2010 | 30.06.2009 |
|---|------------|------------|
| EBIT  | 1,201      | 747        |
| Depreciation on noncurrent assets   | 191        | 211        |
| Gains on disposal on noncurrent assets  | 0          | 0          |
| Change of noncurrent provisions and other noncurrent liabilities                      | 161        | 530        |
| Other non-cash income and expenses  | 94         | 67         |
| Interest payments   | -13        | -10        |
| Income tax payments   | -16        | 0          |
| Cash inflows / outflows from operating activities before change in current net assets | 1,618      | 1,545      |
| Change of current assets / liabilities  |            |            |
| Inventories   | -1,037     | -160       |
| Trade receivables   | -982       | 3,442      |
| Other receivables and other assets  | -1,836     | -365       |
| Financial liabilities   | 256        | 59         |
| Trade liabilities   | 1,519      | -729       |
| Other liabilities and other items   | 1,127      | 195        |
| Inflows / outflows from operating activities  | 665        | 3,987      |
| Inflows from disposal of noncurrent assets  | 0          | 0          |
| Outflow for investment properties   | -731       | -568       |
| Interest received   | 4          | 40         |
| Dividends received  | 81         | 0          |
| Investments   | -553       | 0          |
| Inflows / outflows from investing activities  | -1,199     | -528       |
| Change of long-term financial liabilities   |            |            |
| Borrowing other liabilities   | 0          | 0          |
| Repayment long-term financial liabilities   | -432       | -443       |
| Interest payment  | -1,269     | -1,361     |
| Inflows / outflows from financing activities  | -1,701     | -1,804     |
| Changes in cash and cash equivalents  | -2,235     | 1,655      |
|   |            |            |
| Cash and cash equivalents on 1 January  | 14,229     | 12,469     |
| Cash and cash equivalents on 30 June  | 11,994     | 14,124     |

# Statement of Changes to Shareholders' Equity

| in TEUR  | Share capital | Capital reserves | Revenue<br>reserves | Retained earnings<br>brought forward | Net income | Total share-<br>holders' equity |
|--|---------------|------------------|---------------------|--------------------------------------|------------|---------------------------------|
| Shareholders' equity as at December 31, 2008       | 9,000         | 770              | 0                   | -1,363                               | -520       | 7,887                           |
| Transfer to earnings reserves from 2008 net income |               |                  |                     | -520                                 | 520        |                                 |
| Profit January 1, to June 30, 2009                 |               |                  |                     |                                      | -412       |                                 |
| Shareholders'equity<br>as at June 30, 2009         | 9,000         | 770              | 0                   | -1,883                               | -412       | 7,475                           |
|  |               |                  |                     |                                      |            |                                 |
| Shareholders' equity<br>as at December 31, 2009    | 9,000         | 770              | 0                   | -1,883                               | 64         | 7,951                           |
| Transfer to earnings reserves from 2009 net income |               |                  |                     | 64                                   | -64        |                                 |
| Profit January 1, to June 30, 2010                 |               |                  |                     |                                      | 1          |                                 |
| Shareholders' equity<br>as at June 30, 2010        | 9,000         | 770              | 0                   | -1,819                               | 1          | 7,952                           |

### Notes to the Consolidated Financial Statements

#### Notes to the Consolidated Financial Statements

# General information on the consolidated financial statements

Brüder Mannesmann Aktiengesellschaft is a holding company whose operating subsidiaries are active in the international trading of tools and valves. Two independently operating divisions – Tools Trading and Valves Trading – are established on the market, while the subsidiary Brüder Mannesmann Grundbesitz GmbH acts exclusively as a rental company for the properties held by the Group and does not operate on the market.

Brüder Mannesmann Aktiengesellschaft is a listed company admitted for trading in the Prime Standard segment of the Frankfurt Stock Exchange.

# 2. Accounting policies

#### 2.1. Basis of preparation of the financial statements

In accordance with section 315a of the Handelsgesetzbuch (HGB – German Commercial Code) and the International Financial Standards (IFRS) assumed by the EU the consolidated financial statements of Brüder Mannesmann Aktiengesellschaft for the year ended 31 December 2009 were prepared.

The interim financial statements of the group as at 30 June 2010 had been prepared in accordance with the International Accounting Standard (IAS) 34 (Interim Financial Reporting). The interim report was made by using the same accounting methods as in the 2009 group financial report. For more information we refer to the annual financial report 2009. All interpretations of the International Financial Reporting Interpretations Committee (IFRIC) which are mandatory at 30 June 2010 have been applied. The consolidated financial statements are prepared in euro. Unless otherwise stated, all amounts are shown in thousand euro (TEUR).

The interim financial statements have neither been audited nor reviewed by the group auditor, the Morison AG, Frankfurt am Main.

#### 2.2. Application of new accounting policies

The following accounting standards and interpretations are mandatory from the 2010 financial year onwards:

- IFRS 1 (Additional Exemptions for First-time Adopters)
- IFRS 1 (First-time Adoption of IFRSs)
- IFRS 2 (Share-based Payment)
- IFRS 3 (Business Combinations)
- IAS 27 (Consolidated and Separate Financial Statements)
- IAS 39 (Eligible Hedged Items)
- Improvements to IFRSs
- IFRIC 17 (Distributions of Non-cash Assets to Owners)
- IFRIC 18 (Transfers of Assets from Customers)

These accounting provisions adopted for the first time have no effect on the consolidated financial statements of Brüder Mannesmann Aktiengesellschaft.

The following accounting standards and interpretations were adopted by the IASB in the first half of 2010. However, these are not required to be applied to the reporting period and were not taken into account in the first half of 2010:

- IFRS 1 (Limited Exemption from Comparative IFRS 7 Disclosures)
- Amendments to IFRS 1 (Additional Exemptions for First-time Adopters)
- Amendments to IFRS 1 (Limited Exemption from Comparative IFRS 7 Disclosures for First-time Adopters)
- Amendment to IFRIC 14 (Prepayments of a Minimum Funding Requirement)
- Revised IAS 24 (Related Party Disclosures)
- IFRIC 19 (Extinguishing Financial Liabilities with Equity Instruments)

Please see the comments in our annual report for details of the further content of new standards and interpretations as well as amendments to existing standards.

# **3** Disclosures on the consolidated balance sheet

#### 3.1. Intangible assets

The amortisation of the other intangible assets amounted to TEUR 63 (previous year TEUR 84).

#### 3.2. Property, plant and equipment

Additions to property, plant and equipment amounted to TEUR 310 (previous year TEUR 318) and depreciation come out to TEUR 128 (previous year TEUR 127).

#### 3.3. Financial assets

Additions to financial assets amounted to TEUR 422 (previous year TEUR 250), disposals come out to 558 TEUR (previous year 0 TEUR).

#### 3.4. Deferred tax assets

Deferred tax assets are composed as follows:

| Deferred tax assets in TEUR                          | 30.06.2010 | 31.12.2009 |
|--|------------|------------|
| Deferred tax assets from tax loss carryforwards      | 1,376      | 1,251      |
| Deferred taxes from timing difference                | 706        | 804        |
| Deferred taxes from derivative financial instruments | 110        | 104        |
| Deferred taxes from consolidation adjustments        | 23         | 18         |
|  | 2,215      | 2,177      |

#### 3.5. Equity

The development of equity is presented in the statement of changes in equity.

# 4 Disclosures on the consolidated income statement

#### 4.1. Sales revenue

The general principles of earnings from transactions apply to sales revenue.

Please refer to the segment reporting in section 5 for the breakdown of revenue by divisions and regions.

#### 4.2. Income taxes

This item is composed as follows:

| in TEUR               | 30.06.2010 | 30.06.2009 |
|-----------------------|------------|------------|
| Actual tax expenses   | -16        | 0          |
| Deferred tax revenues | 37         | 194        |
| Deferred tax expenses | -24        | -22        |
|                       | -3         | 172        |

#### 4.3. Earnings per share

Earnings per share are calculated on the basis of the net profit/loss for the period and the number of shares outstanding (which remained unchanged at 3,000,000 in both years).

There were no dilutive options, meaning that diluted and basic earnings per share are identical.

# **5.** Segment Reporting

| in TEUR   | Tools<br>30.06.2010 | Valves<br>30.06.2010 | Land<br>30.06.2010 | Reconciliation<br>30.06.2010 | Group<br>30.06.2010 |  |
|---|---------------------|----------------------|--------------------|------------------------------|---------------------|--|
| Revenue with third parties  | 17,873              | 15,010               | 222                | 0                            | 33,105              |  |
| Revenue with other segments   | 0                   | 0                    | 304                | -304                         | 0                   |  |
| Total revenues  | 17,873              | 15,010               | 526                | -304                         | 33,105              |  |
| Revenues by region  |                     |                      |                    |                              |                     |  |
| Germany   | 8,487               | 14,400               | 222                | 0                            | 23,109              |  |
| Outside Germany<br>Of which EU  | 9,386<br>6,030      | 610<br>512           | 0                  | 0                            | 9,996<br>6,542      |  |
| EBITDA  | 898                 | 321                  | 284                | -111                         | 1,392               |  |
| Depreciation  | -89                 | -69                  | -42                | 9                            | -191                |  |
| EBIT (operating result)   | 809                 | 252                  | 242                | -102                         | 1,201               |  |
| Result from equity investments  |                     |                      |                    |                              | 0                   |  |
| Financial income  |                     |                      |                    |                              | 85                  |  |
| Financial expenses  |                     |                      |                    |                              | -1,282              |  |
| EBT (earnings before tax)   |                     |                      |                    |                              | 4                   |  |
| Income taxes  |                     |                      |                    |                              | -3                  |  |
| Net consolidated income   |                     |                      |                    |                              | 1                   |  |
| Assets  | 28,229              | 11,497               | 13,248             | 12,672                       | 65,646              |  |
| Liabilities   | 17,065              | 5,032                | 104                | 35,493                       | 57,694              |  |
| Investments in assets   | 20                  | 287                  | 0                  | 2                            | 309                 |  |
| Non-cash expenses excluding depreciation                              | -229                | 0                    | 0                  | -118                         | -347                |  |
| Number of employees<br>(average figure for the year without trainees) | 66                  | 58                   | 0                  | 5                            | 129                 |  |

Breakdown by segments is in line with the internal reporting structure and covers the segments Tools, Valves and Land. Segment assets, segment liabilities and segment investments occur entirely in Germany.

| Tools<br>30.06.2009 | Valves<br>30.06.2009 | Land<br>30.06.2009 | Reconciliation<br>30.06.2009 | Group<br>30.06.2009 |  |
|---------------------|----------------------|--------------------|------------------------------|---------------------|--|
| 16,388              | 14,013               | 307                | 0                            | 30,708              |  |
| 0                   | 0                    | 152                | -152                         | 0                   |  |
| 16,388              | 14,013               | 459                | -152                         | 30,708              |  |
|                     |                      |                    |                              |                     |  |
| 8,168               | 12,729               | 307                | 0                            | 21,204              |  |
| 8,220<br>4,914      | 1,284<br>1,170       | 0                  | 0                            | 9,504<br>6,084      |  |
| 485                 | 477                  | 379                | -383                         | 958                 |  |
| -115                | -61                  | -44                | 9                            | -211                |  |
| 370                 | 416                  | 335                | -374                         | 747                 |  |
|                     |                      |                    |                              | 0                   |  |
|                     |                      |                    |                              | 40                  |  |
|                     |                      |                    |                              | -1,371              |  |
|                     |                      |                    |                              | -584                |  |
|                     |                      |                    |                              | 172                 |  |
|                     |                      |                    |                              | -412                |  |
| 29,032              | 10,760               | 13,298             | 13,073                       | 66,163              |  |
| 17,418              | 5,389                | 149                | 35,732                       | 58,688              |  |
| 7                   | 299                  | 0                  | 252                          | 558                 |  |
| -294                | -9                   | 0                  | -323                         | -626                |  |
| 72                  | 56                   | 0                  | 5                            | 133                 |  |

# 6 Responsibility

To the best of our knowledge, and in accordance with the applicable reporting principles for interim financial reporting, the interim consolidated financial statements give a true and fair view of the assets, liabilities, financial positions and profit or loss of the group, and the interim management report of the group includes a fair review of the development and performance of the business and the position of the group, together with a description of the principal opportunities and risks associated with the expected development of the group for the remaining months of the financial year.

Remscheid, August 2010 Brüder Mannesmann Aktiengesellschaft, The Board of Management

Jürgen Schafstein Chairman of the Board of Management Bernd Schafstein

#### Disclaimer

This report contains forward-looking statements which are based on certain expectations and assumptions at the time of publication of this report. They are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in these materials. Many of these risks and uncertainties relate to factors, that are beyond Brüder Mannesmann Group's ability to control or estimate precisely, such as future market and economic conditions, the behaviour of other market participants, the ability to successfully integrate acquired businesses and achieve anticipated synergies and the actions of government regulators. Readers are cautioned not to place undue reliance on these forward-looking statements, which apply only as of the date of this report. Brüder Mannesmann Group does not undertake any obligation to publicity release any revisions to these forward-looking statements to reflect events or circumstances after the date of these materials.