

Q2

INTERIM FINANCIAL REPORT 2008/2009

HEIDELBERG-

#### PERFORMANCE OF THE HEIDELBERG SHARE

compared with the DAX/MDAX (Index: April 1, 2008 = 0 percent)



#### **KEY PERFORMANCE DATA**

Figures in € millions

|                                | Q1 to Q2<br>prior year | Q1 to Q2<br>2008/2009 | Q2<br>prior year | Q2<br>2008/2009 |
|--------------------------------|------------------------|-----------------------|------------------|-----------------|
|                                |                        |                       |                  |                 |
| Incoming orders                | 1,866                  | 1,872                 | 932              | 721             |
| Net sales                      | 1,639                  | 1,461                 | 897              | 804             |
| Result of operating activities | 96                     | - 85 <sup>1)</sup>    | 70               | - 501)          |
| - in percent of sales          | 5.9                    | - 5.8                 | 7.8              | - 6.2           |
| Net profit/loss                | 44                     | <b>-</b> 95           | 36               | - 56            |
| - in percent of sales          | 2.7                    | - 6.5                 | 4.0              | - 7.0           |
| Cash flow                      | 97                     | - 74                  | 69               | - 48            |
| - in percent of sales          | 5.9                    | - 5.1                 | 7.7              | - 6.0           |
| Free cash flow                 | - 43                   | - 273                 | 38               | - 62            |
| Research and development costs | 111                    | 102                   | 54               | 52              |
| Investments                    | 96                     | 91                    | 44               | 47              |
| Earnings per share in €        | 0.57                   | - 1.22                | 0.47             | - 0.71          |

<sup>1)</sup> Includes special items totaling € 40 million

HEIDELBERG Share

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CONSOLIDATED INTERIM
MANAGEMENT REPORT

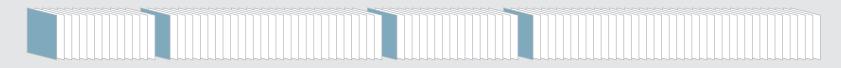
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SECOND QUARTER IN REVIEW

16

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FOR THE PERIOD APRIL 1, 2008 TO SEPTEMBER 30, 2008

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# KEY PERFORMANCE DATA OF THE HEIDELBERG SHARE

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|   | Q2<br>prior year | Q2<br>08/09 |
|---|------------------|-------------|
| Earnings per share  | 0.47             | - 0.71      |
| Cash flow per share   | 0.88             | - 0.62      |
| Share price – high  | 40.66            | 15.79       |
| Share price – low   | 29.87            | 10.20       |
| Share price – beginning of the quarter 1)                     | 36.17            | 13.03       |
| Share price – end of the quarter <sup>1)</sup>                | 30.68            | 11.07       |
| Market capitalization at the end of the quarter in € millions | 2,446            | 864         |
| Number of shares in thousands <sup>2)</sup>                   | 78,633           | 77,643      |

- 1) Xetra closing price; source of prices: Bloomberg
- 2) Weighted number of outstanding shares

## The Heidelberg Share

Due to the increasing gravity of the international financial market crisis, both the DAX and the MDAX – as well as foreign stock market indexes – continued their plunge during the second quarter of the financial year. Although the DAX briefly recovered in mid-August, during the following weeks it was burdened so strongly, among others, by additional negative headlines from the US that it suffered a decline of approximately 9 percent during the reporting quarter through September 30, 2008. The midcap MDAX was even worse hit by the financial market turbulence, closing at 6,956 points – down by approximately 23 percent since the beginning of the quarter.

The Heidelberg share suffered considerable price declines as early as mid-July following our disclosure on July 10, 2008 of our preliminary quarterly figures, which were down substantially from the numbers from the previous year. Subsequent to this, a weeks-long upward trend set in that continued through early September – a result, among other things, of a foreign currency development that is favorable for us. In the long term, the strengthening of the US dollar should be seen as a favorable signal for Heidelberg. During the subsequent course of the quarter, however, the Heidelberg share fell in line with the negative stock market trend and closed out the reporting quarter with a decline of approximately 15 percent.

At our Annual General Meeting this year, which was held at Mannheim's Rosengarten Congress Center on July 18, 2008, all decisions proposed in the agenda items were approved, including the appropriation of distributable profit and the associated dividend payment of  $\in$  0.95 per share entitled to dividends. Some 1,800 shareholders attended the event, with approximately 60 percent of Heidelberg share capital represented.

### **Overall Picture**

In the quarter following drupa, the worsened underlying economic conditions dampened our customers' propensity to invest, thereby also impacting our business figures. Sales and incoming orders weakened considerably in the second quarter compared with the previous year. Adjusted for special items, the Heidelberg Group achieved a negative result of operating activities of € −10 million, following € −35 million during the first quarter. Moreover, expenses for special items accrued totaling € 40 million. This figure includes the requirement to establish provisions under the collective bargaining agreement concluded in September 2008 and expenses for the package of measures. As announced in our press release dated October 30, 2008, the package of cost-cutting measures will be expanded in line with economic developments.

# **Underlying Conditions**

The slowdown in **global economic growth** through the end of the year 2007 continued into the first nine months of 2008. A hoped-for turnaround failed to occur during the year. Rather, the business environment has worsened further, with the current focus on fighting a threatening slide into recession. The real estate and financial market crisis as well as the high level of inflation are putting the brakes on the **US** economy. The propensity to invest has come to a standstill and conditions for loans have become more restrictive. So far, the US government's fiscal policy program has only resulted in a short-term stimulus for the economy.

The slack economy of the US has also reached the **Euro region**. The financial market crisis has also had a negative impact on numerous European financial institutions, with economic growth stagnating during the second and third quarters. In **Germany**, the impact of the banking crisis was also greater than had originally been thought in recent months. This development has not spared the real economy, as a result of which indicators of business and consumer sentiment as well as corporate business forecasts increasingly reflect negative trends.

Economic growth fell off in **Asia** as well. Primarily export-dependent markets have been drawn into the overall crisis here. Moreover, growth has also been hampered by high energy and food prices and inflation. Even though **Latin America** and **Russia** have so far benefited from high raw material prices, the slowing of the world economy has also had an equally negative impact in these regions.

The current economic situation highlights the extent to which the **print media industry** is dependent on the development of advertising expenditures, which, in turn, depend on economic trends. Following the rather positive mood at the drupa trade show, the medium-term outlook of our industry has darkened. Economic uncertainties have reduced print shops' propensity to invest considerably. What is more, loan conditions have tightened. With industry indicators worsening from month to month, no turnaround is expected during the current year.

# Package of Measures Expanded and Implementation Accelerated

Early in July 2008, we developed a package of measures to reduce costs. The four pillars this program is based upon are: a clear reduction in structural costs, cutbacks in research and development costs, restructuring the Postpress business, and the expansion of purchasing and production outside the euro zone.

Due to the downtrend in sales and earnings, this package of cost-cutting measures will be expanded by further activities, as announced in our press release of October 30, 2008. Furthermore, we intend to accelerate the implementation of this program which will yield savings of  $\in$  150 million to  $\in$  180 million as early as next financial year. Further measures in financial year 2010/2011 will boost total savings to around  $\in$  200 million. To reach this objective, we will adapt personnel capacities and organizational structures in Production, R&D, and Administration, as well as in sales organizations worldwide. For the short term, the

company will request shorter working hours to achieve an immediate capacity adjustment. To achieve long-term adaptations to its capacities, the company will need to reduce world-wide staffing levels by up to 2,500 jobs in a socially acceptable manner. In the process, it is likely that operational redundancies will be necessary at the German sites. Talks with employee representatives will start immediately.

Given this expansion of the package of measures, the overall costs for the program will increase to  $\in$  130 million to  $\in$  150 million. Most of these costs are expected to arise already in the current financial year 2008/2009. They will include provisions from the collective bargaining agreement for partial retirement concluded in September 2008 between the industrial unions Südwestmetall and IG-Metall.

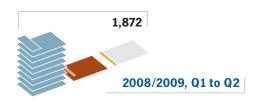
## **Business Development**

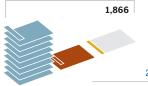
The strong volume of orders generated at the drupa trade show during the first quarter, as well as the deterioration of the underlying cyclical conditions during the course of the current year had a negative impact on our customers' propensity to invest. As a consequence, the **incoming orders** of the Heidelberg Group totaling € 721 million were considerably lower than the previous year's second quarter figures. The decline in orders from the North America and Asia/Pacific regions were especially dramatic, whereas the smaller markets in Eastern Europe and Latin America were more stable. Of the larger markets, only in Germany, which managed to steer clear of a decline, did our overall business improve considerably during the first half of the year as well compared with the previous year. The Heidelberg Group's incoming orders for the first half-year were at the previous year's level.

The **order backlog** of the Heidelberg Group as of September 30, 2008 declined to € 1,206 million, slightly surpassing the previous year's figure. The length of the order backlog still amounts to approximately four months.

#### INCOMING ORDERS BY DIVISION

Figures in € millions





| 2007 | 7/2008. | 01 to | 02  |
|------|---------|-------|-----|
| 2007 | 7 2000. | OL II | JUZ |

| 1,654 | +1%                                  |
|-------|--------------------------------------|
| 205   | -6%                                  |
| 13    | - 19 %                               |
| 1,872 | 0 %                                  |
|       |                                      |
| 624   | - 23 %                               |
| 91    | - 17 %                               |
| 6     | - 25 %                               |
| 721   | <b>- 23</b> %                        |
|       | 205<br>13<br>1,872<br>624<br>91<br>6 |

The Heidelberg Group generated **sales** totaling  $\in$  804 million during the second quarter, falling short of our expectations for the quarter following drupa and approximately 10 percent below the comparable figure for the same quarter the previous year. Based on the orders generated at drupa, we had projected a stronger increase in sales over the first quarter of the current financial year. However, the economic situation resulted in noticeably restrained investment activity. The decline in sales to North America was especially noticeable. The Heidelberg Group's sales for the first half of the year fell by a considerable 11 percent from the previous year's figure.

#### SALES BY DIVISION

| Figures in € millions |                        |                       |                  |                 |
|-----------------------|------------------------|-----------------------|------------------|-----------------|
|                       | Q1 to Q2<br>prior year | Q1 to Q2<br>2008/2009 | Q2<br>prior year | Q2<br>2008/2009 |
| Press                 | 1,424                  | 1,268                 | 785              | 700             |
| Postpress             | 199                    | 180                   | 104              | 98              |
| Financial Services    | 16                     | 13                    | 8                | 6               |
| Heidelberg Group      | 1,639                  | 1,461                 | 897              | 804             |

## Results of Operations, Net Assets and Financial Position

The consolidated **result of operating activities** for the reporting quarter was heavily in the red, amounting to  $\in$  -50 million. This figure includes expenses for special items of  $\in$  40 million, which comprise the provision for partial retirement under the collective bargaining agreement totaling  $\in$  22 million and expenses for the package of measures. Adjusted for these special items, the second quarter result of operating activities amounts to  $\in$  -10 million, after  $\in$  -35 million in the first quarter. During the reporting quarter, the decline in sales and the consequent lack of profit contributions, the expenses for the startup of series production of new products, higher raw material prices, and the residual costs resulting from drupa also had a dampening effect. The cumulative result of operating activities for the first two quarters of the year amounts to  $\in$  -85 million, compared with a positive result for the same period in the previous year of  $\in$  96 million.

The **financial result** reached € -46 million for the first half of the year. The decline from the previous year's figure of € -31 million results mainly from the changed fair values of hedging activities in net interest. **Income before taxes** for the first half of the year amounted to € -131 million, with the net loss totaling € -95 million as of September 30, 2008. During the same period the previous year we were successful in generating a net profit of € 44 million. Earnings per share amounted to € -1.22.

#### **RESULT OF OPERATING ACTIVITIES**

| Figures in € millions     |            |           |            |           |
|---------------------------|------------|-----------|------------|-----------|
|                           | Q1 to Q2   | Q1 to Q2  | Q2         | Q2        |
|                           | prior year | 2008/2009 | prior year | 2008/2009 |
| Press                     | 81         | - 78      | 60         | - 49      |
| Postpress                 | - 4        | - 18      | _          | -7        |
| Financial Services        | 19         | 11        | 10         | 6         |
| Heidelberg Group          | 96         | - 85      | 70         | - 50      |
| - of which: special items | _          | - 40      | _          | - 40      |

Consolidated **investments** in tangible and intangible assets amounted to  $\in$  91 million during the first half of the year – approximately 5 percent below the previous year's figure – and a total of  $\in$  47 million during the reporting quarter.

The **total assets** of the Heidelberg Group changed only slightly during the second quarter, amounting to  $\in$  3,524 million as of September 30, 2008 –  $\in$  9 million higher than at the end of the second quarter.

Among **assets**, due to the disappointing sales trend during the second quarter inventories grew by  $\in$  50 million. Trade receivables were also up slightly, whereas receivables from sales financing declined once again. Assets arising from derivative financial instruments were in a decline.

Among **liabilities**, shareholders' equity amounted to  $\le$  993 million as of the quarterly reporting date – down from June 30, 2008 primarily due to the dividend payment following the Annual General Meeting 2008 as well as the renewed quarterly shortfall. The equity ratio amounted to 28.2 percent as of the end of the reporting quarter. Financial liabilities rose to  $\le$  836 million as of September 30, 2008.

#### **BALANCE SHEET STRUCTURE**

| Figures in € millions        |             |                            |             |                            |
|------------------------------|-------------|----------------------------|-------------|----------------------------|
|                              | 31-Mar-2008 | in percent of total assets | 30-Sep-2008 | in percent of total assets |
| Non-current assets           | 1,450       | 41.3                       | 1,371       | 38.9                       |
| Current assets               | 2,057       | 58.7                       | 2,153       | 61.1                       |
| Total assets                 | 3,507       | 100.0                      | 3,524       | 100.0                      |
| Shareholders' equity         | 1,193       | 34.0                       | 993         | 28.2                       |
| Non-current liabilities      | 1,229       | 35.0                       | 1,254       | 35.6                       |
| Current liabilities          | 1,085       | 31.0                       | 1,277       | 36.2                       |
| Total equity and liabilities | 3,507       | 100.0                      | 3,524       | 100.0                      |

# CONSOLIDATED CASH FLOW STATEMENT OF THE HEIDELBERG GROUP

| Figures in € millions   |                        |                   |
|-------------------------|------------------------|-------------------|
|                         | Q1 to Q2<br>prior year | Q1 to Q2<br>08/09 |
| Cash flow               | 97                     | - 74              |
| Other operating changes | - 56                   | - 100             |
| Outflow of funds from   |                        |                   |
| investment activity     | - 85                   | _ 99              |
| Free cash flow          | - 43                   | - 273             |

# CONSOLIDATED CASH FLOW STATEMENT OF THE HEIDELBERG GROUP

| Figures in € millions   |             |             |
|-------------------------|-------------|-------------|
|                         | Q1<br>08/09 | Q2<br>08/09 |
|                         | 00/09       | 00/03       |
| Cash flow               | - 26        | - 48        |
| Other operating changes | - 124       | 24          |
| Outflow of funds from   |             |             |
| investment activity     | - 60        | - 39        |
| Free cash flow          | - 211       | - 62        |

Overall, during the first half of the year **free cash flow** amounted to  $\in$  -273 million, of which  $\in$  -62 million were generated during the second quarter. Due to business and investment activity, the outflow of funds fell considerably short of the figure for the first quarter, when it had totaled  $\in$  -211 million.

Heidelberg's consolidated **cash flow** amounted to  $\in$  –74 million for the first half of the year. The further decline from the previous year was largely caused by lower sales, which together with additional cost burdens once again resulted in a quarterly loss.

The commitment of funds in working capital increased due to the growth in inventories and trade receivables. The reduced commitment of funds for receivables from sales financing had an opposite effect. As a result, the outflow of funds in **other operating changes** amounted to  $\ell$  -100 million through September 30, 2008. In the reporting quarter alone, an inflow of funds was generated in this segment totaling  $\ell$  24 million.

The **outflows of funds from investment activity** totaled  $\in$  –99 million during the first half of the year. Despite the acquisition of Hi-Tech Coatings in the first quarter they were up by only  $\in$  14 million over the previous year. This was partially compensated for by a lower volume of investments in tangible and intangible assets.

### **Divisions**

The drupa trade show benefited the high levels of incoming orders during the first quarter of the financial year, whereas the second quarter reflected the deterioration of underlying cyclical conditions. Due to the resulting restrained investment activity, the incoming orders of the **Press** Division totaling € 624 million were 24 percent below the previous year's figure. Overall, the previous year's level was slightly surpassed for the first six months of the reporting year. This division's sales trend was also disappointing. The quarterly sales of € 700 million as well as the half-year figure were 11 percent lower than the previous year's figures. Based on the orders generated at drupa, we had projected a stronger increase in sales over the first quarter of the current financial year. A marked decline in earnings resulted primarily from expenses for special items; from declining sales related to additional cost burdens, among other things, for the startup of series production of new products; increased raw material prices; and from the residual costs resulting from drupa. This division's result of operating activities amounted to € - 49 million for the second quarter, with the overall loss for the first half of the year thereby amounting to € -78 million. As of September 30, 2008, this division had a total of 17,789 employees. As a result of our measures, the number of employees was down by 54 during the first half of the year after adjusting for employees in newly consolidated companies and trainees.

With orders amounting to a weak € 91 million, the incoming orders for the second quarter of the **Postpress** Division were 17 percent below the previous year's figure. Only the Adhesive Binding and Packaging product areas were able to improve their business over the previous year. This division generated incoming orders of € 205 million during the first half of the year −6 percent below the previous year's figure despite the volume of orders generated at the drupa trade show. This division's overall sales fell short of the previous year's level for both the quarter and the first half-year. It is suffering from the highly restrained level of consumer spending in the US and Asian markets. Due in particular to the declining sales, the result of operating activities deteriorated to € −7 million, compared with a break-even result the previous year. The figure for the first half of the year was € −18 million. As of September 30, 2008, the number of employees totaled 2,000 in this division. As a result of our measures, the number of employees − adjusted for trainees and the Postpress employees in the newly consolidated companies − decreased by 73 in the reporting year so far.

During the second quarter of the financial year, Heidelberg also benefited from the strategic position of its **Financial Services** Division. Despite the considerable burdens on the financial system as a consequence of the financial market crisis, we successfully expanded our business via our longstanding international financing partners. The accordingly lower volume of new financing transactions that were acquired directly by our print finance companies contributed to a further reduction in receivables from sales financing, which amounted to  $\in$  283 million as the quarterly reporting date  $- \in$  40 million below the figure at the end of the previous financial year. As expected, due to the reduced volume, both interest income as well as the result of operating activities for the second quarter as well as for the first half of the year fell short of the previous year's figure. This division had a total of 76 employees as of September 30, 2008.

## **Regions**

As expected, following the high volume of orders generated at the drupa trade show, during the second quarter the incoming orders of the **Europe**, **Middle East and Africa** region declined by 11 percent to € 332 million against the previous year's level. This region's overall incoming orders surpass the previous year's figure by 13 percent for the first half-year – due primarily to developments in Germany, our biggest market, which posted a substantial increase. This partially made up for marked declines, for example in the UK. Sales in the region declined from the previous year by 6 percent for the quarter and by 5 percent for the first half of the year.

The incoming orders of the **Eastern Europe** region were markedly stable during the second quarter, with the volume of € 113 million at the level of the previous quarter and 10 percent higher than the previous year's figure. During the first half of the year, the region thus generated the same volume of orders as in the previous year. The sales figures for the reporting quarter continued the first quarter's weak development, again falling considerably short of the previous year's figure – in the first half-year overall 14 percent lower than the previous year.

The overall economic problems in the reporting quarter were most visible in the developments of the **North America** region. Due to the weak order intake during the second quarter, orders for the first half of the year fell by 22 percent compared to the previous year's figure. The region's sales were also burdened by the financial market crisis, falling considerably short of the previous year's figures both for the quarter and for the first six months.

The incoming orders of the **Latin America** region actually increased. Largely due to the incoming orders in the Brazilian market, this region posted 26 percent growth over the previous year's figure during the quarter. Growth of 18 percent in the first half of the year was also considerably improved over the previous year. Latin America is also the only region whose sales during the second quarter were higher than in the previous year.

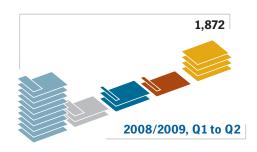
The financial market crisis and the resulting economic uncertainties also had a marked impact on developments in the **Asia/Pacific** region. Especially in the large markets of Japan and Australia, compared with the previous year the volume of incoming orders declined markedly. The order intake during the first six months lagged 13 percent behind the level of the previous year. During the reporting quarter, the region's incoming orders were 44 percent below the previous year's level. Apart from economic uncertainties, the Chinese market was curbed by restrictions for the industry imposed in connection with the Olympic Games. The region's sales, which already started out the financial year with a low order backlog, also failed to reach the previous year's level during the first half of the year.

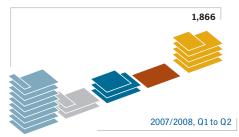
#### **NET SALES BY REGION**

| Figures in € millions          |                        |                       |                  |                 |
|--------------------------------|------------------------|-----------------------|------------------|-----------------|
|                                | Q1 to Q2<br>prior year | Q1 to Q2<br>2008/2009 | Q2<br>prior year | Q2<br>2008/2009 |
| Europe, Middle East and Africa | 727                    | 694                   | 396              | 371             |
| Eastern Europe                 | 207                    | 177                   | 117              | 106             |
| North America                  | 253                    | 184                   | 139              | 100             |
| Latin America                  | 86                     | 82                    | 46               | 51              |
| Asia/Pacific                   | 366                    | 324                   | 199              | 176             |
| Heidelberg Group               | 1,639                  | 1,461                 | 897              | 804             |

#### **INCOMING ORDERS BY REGION**

Figures in € millions





| Europe, Middle East and Africa | 927   | + 13 % |
|--------------------------------|-------|--------|
| Eastern Europe                 | 229   | 0 %    |
| North America                  | 212   | - 22 % |
| Latin America                  | 113   | + 18 % |
| Asia/Pacific                   | 391   | - 13 % |
| Heidelberg Group               | 1,872 | 0 %    |
| Europe, Middle East and Africa | 332   | - 11 % |
| Eastern Europe                 | 113   | + 10 % |
| North America                  | 75    | - 50 % |
|                                |       | + 26 % |
| Latin America                  | 54    | + 20 % |
| Latin America Asia/Pacific     | 147   | - 44 % |

#### **EMPLOYEES BY DIVISION**

| Number of employees                       |             |             |
|---|-------------|-------------|
|   | 31-Mar-2008 | 30-Sep-2008 |
| Press                                     | 17,468      | 17,789      |
| Postpress                                 | 2,050       | 2,000       |
| Financial Services                        | 78          | 76          |
| Heidelberg Group                          | 19,596      | 19,865      |
| Excluding trainees and newly consolidated |             |             |
| companies                                 | 18,939      | 18,810      |
|   |             |             |

### **Employees**

As of September 30, 2008 the Heidelberg Group had a total of 19,865 employees. After adjusting for trainees as well as the employees of Heidelberg Shanghai and also Hi-Tech Coatings, which was newly consolidated during the financial year, the number of employees decreased by 129 during the first half of the year. In line with our package of cost-cutting measures we will need to reduce worldwide staffing levels by up to 2,500 jobs in a socially acceptable manner.

## Risk and Opportunity Report

Part of our management philosophy is to recognize risks as soon as possible, to assess them realistically, and to either systematically deal with them or undertake appropriate provisions. We also assess opportunities as early on as possible and systematically take advantage of them. We provide detailed information concerning our risk management system on pages 41 to 42 of the 2007/2008 Annual Report.

At present, we view future overall economic developments as our greatest risk. A turnaround will only be possible when financial market turbulence subsides again. Since our industry depends on advertising expenditures, which, in turn, are influenced by business developments, the print media industry is heavily dependent on economic uncertainties.

We will strengthen those business units that will make us less dependent on cyclical fluctuations in the future, including in particular packaging printing, the consumables business, and services for the print media industry. Moreover, we are responding to the increasing cost burdens by means of our package of measures. There is no recognizable risk that could threaten the existence of the Heidelberg Group – either currently or for the foreseeable future.

Besides the risks, there are also opportunities that would benefit our business. The global economy could recover again, at least in the medium term, and following a period of adjustment, the financial markets could return to a stable trend of further growth. The development of exchange rates causing a long-term strengthening of the US dollar and the Japanese Yen in favor of suppliers in the European region would have a favorable impact on our business development.

### **Future Prospects**

Over the year, and primarily during the past months, business prospects have deteriorated noticeably. GDP forecasts continue to be revised downward. At present, global economic growth of only 2.8 percent is projected for 2008 (Source: Global Insight from October 14, 2008), and even slower growth of 2.1 percent is anticipated for 2009. It is currently unclear how long the financial market crisis will persist and which further impact will result from it. Due to the business conditions, the print media industry is also subject to a prolonged downturn: In particular economic uncertainties are hindering print shops' propensity to invest.

In light of these general conditions, we are presently not in a position to provide a reliable forecast for the current financial year. We expect a significant downturn in sales compared to last year, and thus a marked reduction in the result of operating activities. The financial result is also expected to be down due to the current financial market crisis and the movements in interest rates. These developments coupled with special items will lead to a significant annual deficit in the current financial year.

# Supplementary Report

On October 30, 2008 the Management Board of Heidelberg announced that, due to the down-trend in sales and earnings, the package of cost-cutting measures released on July 10, 2008 will be extended and its implementation will be accelerated. Please refer to the chapter 'Package of Measures' for further details.

#### Disclaimer

This Quarterly Report contains forward-looking statements based on assumptions and estimations by the Management Board of Heidelberger Druckmaschinen Aktiengesellschaft. Even though the Management Board is of the opinion that these assumptions and estimations are realistic, the actual future development and results may deviate substantially from these forward-looking statements due to various factors, such as changes in the macro-economic situation, in the exchange rates, in the interest rates, and in the print media industry. Heidelberger Druckmaschinen Aktiengesellschaft gives no warranty and does not assume liability for any damages in case the future development and the projected results do not correspond with the forward-looking statements contained in this Quarterly Report.



> SECOND QUARTER IN REVIEW

FINANCIAL YEAR 2008/2009

### Second Quarter 2008/2009 in Review

**JULY 2008** 



JULY 10
Package of measures

JULY 18

2008 Annual General Meeting

JULY 29
Sales cooperation
'Eco energy fund'

#### **AUGUST 2008**



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# HEIDELBERG ADOPTS COMPREHENSIVE MEASURES TO ENHANCE COST STRUCTURES

**July 10, 2008** +++ Response to difficult economic conditions +++

In order to counter overall rising costs, Heidelberg has prepared a package of measures to improve the cost structure. The measures are intended to result in annual savings of around €100 million beginning in financial year 2010/2011. The package includes

- > a reduction of R&D expenditures;
- > a restructuring of postpress packaging activities;
- > an expansion of purchasing activities and production outside the euro zone; and
- > a clear reduction of structural costs.



#### **ANNUAL GENERAL MEETING 2008**

**July 18, 2008** +++ All items on the agenda approved +++

Around 1,800 shareholders participated in the Annual General Meeting of Heidelberger Druckmaschinen Aktiengesellschaft for the financial year 2007/2008. Approval from the shareholders was needed for twelve items on the agenda, including the appointment of the new members on the Supervisory Board, the appropriation of retained earnings, and the associated distribution of a dividend of € 0.95 per participating share.



# FORWARD-LOOKING SOLUTION FOR 'GREEN PRINTING'

**July 29, 2008** +++ Sales cooperation with MVV Energie +++

Heidelberg's sales and service organization, Heidelberger Druckmaschinen Vertrieb Deutschland GmbH, and the energy supplier MVV Energie AG will be collaborating with a sales cooperation aimed at lowering both energy consumption and energy costs in the German printing industry. The eco energy fund not only intends to provide the 11,000 print shops in Germany with economically attractive rates, but also with environmentally friendly energy sourcing.

#### **SEPTEMBER 2008**



SEPTEMBER 2
Start of training



Print Media Academy Chennai, India



# FIRST SPEEDMASTER XL 145 INSTALLED IN THE US

**August 11, 2008** +++ New press replaces two older models +++

Proteus Packaging based in Franklin, Wisconsin, is the first US print shop to purchase the new Speedmaster XL 145. The investment in this printing press with inline aqueous coater will keep the company competitive in a challenging market environment. Proteus plans to replace two older very large format (VLF) presses with the Speedmaster XL 145, thanks to major gains in efficiency expected from the new press.



#### START OF JOB TRAINING AT HEIDELBERG

**September 2, 2008** +++ More than 3,000 applicants +++

135 young people were welcomed at the Wiesloch-Walldorf training center for the start of their professional career. Nationwide, Heidelberger Druckmaschinen Aktiengesellschaft is offering 214 training positions in twelve different occupations and seven study programs. More than 3,000 young people applied. Apart from Wiesloch-Walldorf, other Heidelberg training sites are located in Heidelberg, Brandenburg, Amstetten, Ludwigsburg, and Leipzig.



# HEIDELBERG OPENS PRINT MEDIA ACADEMY IN INDIA

**September 11, 2008** +++ CFO Dirk Kaliebe opens new Print Media Academy +++

In September, Heidelberg opened its first Print Media Academy (PMA) in India, in the city of Chennai. As a result, the company now has a knowledge platform for the print media industry that spans the key global growth regions of Brazil, Russia, India, and China. Sections of the Indian print media industry have recorded double-digit annual growth rates, with packaging printing achieving particularly strong growth. Heidelberg now runs a total of 18 PMA sites in 15 different countries.

# > CONSOLIDATED INTERIM FINANCIAL STATEMENTS

FOR THE PERIOD APRIL 1, 2008 TO SEPTEMBER 30, 2008

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Consolidated interim income statement April 1, 2008 to September 30, 2008

#### > INTERIM INCOME STATEMENT

|  | Note | 1-Apr-2007<br>to<br>30-Sep-2007 | 1-Apr-2008<br>to<br>30-Sep-2008 |
|--|------|---------------------------------|---------------------------------|
| Net sales  |      | 1,639,250                       | 1,460,731                       |
| Change in inventories  |      | 126,516                         | 177,162                         |
| Other own work capitalized   |      | 37,219                          | 41,772                          |
| Total operating performance  |      | 1,802,985                       | 1,679,665                       |
| Other operating income   | 3    | 88,253                          | 69,336                          |
| Cost of materials  | 4    | 802,283                         | 776,941                         |
| Personnel expenses   |      | 592,953                         | 571,584                         |
| Depreciation and amortization  |      | 59,401                          | 61,735                          |
| Other operating expenses   | 5    | 340,533                         | 384,063                         |
| Special items  | 6    | _                               | 39,900                          |
| Result of operating activities                                       |      | 96,068                          | - 85,222                        |
| Financial income   | 7    | 9,587                           | 7,783                           |
| Financial expenses   | 8    | 40,980                          | 53,906                          |
| Financial result   |      | - 31,393                        | - 46,123                        |
| Income before taxes  |      | 64,675                          | - 131,345                       |
| Taxes on income  |      | 20,313                          | - 36,345                        |
| Consolidated net profit/loss   |      | 44,362                          | - 95,000                        |
| Minority interests   |      | - 227                           | _                               |
| Consolidated net profit/loss — attributable to Heidelberg            |      | 44,589                          | - 95,000                        |
| Undiluted earnings per share<br>according to IAS 33 (in € per share) | 9    | 0.57                            | - 1.22                          |
| Diluted earnings per share according to IAS 33 (in € per share)      | 9    | -                               |                                 |

Consolidated interim income statement July 1, 2008 to September 30, 2008

#### > INTERIM INCOME STATEMENT

|   | 1-Jul-2007<br>to | 1-Jul-2008<br>to |
|---|------------------|------------------|
|   | 30-Sep-2007      | 30-Sep-2008      |
| Net sales   | 897,032          | 803,787          |
| Change in inventories   | 13,398           | 15,955           |
| Other own work capitalized  | 14,585           | 23,632           |
| Total operating performance                                       | 925,015          | 843,374          |
| Other operating income  | 48,615           | 34,147           |
| Cost of materials   | 408,929          | 382,470          |
| Personnel expenses  | 291,627          | 279,954          |
| Depreciation and amortization                                     | 29,843           | 31,233           |
| Other operating expenses  | 173,149          | 194,383          |
| Special items   | _                | 39,900           |
| Result of operating activities                                    | 70,082           | - 50,419         |
| Financial income  | 5,721            | 3,335            |
| Financial expenses  | 23,321           | 33,918           |
| Financial result  | - 17,600         | - 30,583         |
| Income before taxes   | 52,482           | - 81,002         |
| Taxes on income   | 16,030           | - 25,303         |
| Consolidated net profit/loss                                      | 36,452           | - 55,699         |
| Minority interests  | - 81             | _                |
| Consolidated net profit/loss – attributable to Heidelberg         | 36,533           | - 55,699         |
| Undiluted earnings per share according to IAS 33 (in € per share) | 0.47             | - 0.71           |

# Consolidated interim income statement – Quarterly overview

#### > INTERIM INCOME STATEMENT

|   | 1-Apr-2008<br>to<br>30-Jun-2008 | 1-Jul-2008<br>to<br>30-Sep-2008 | 1-Apr-2008<br>to<br>30-Sep-2008 |
|---|---------------------------------|---------------------------------|---------------------------------|
| Net sales   | 656,944                         | 803,787                         | 1,460,731                       |
| Change in inventories   | 161,207                         | 15,955                          | 177,162                         |
| Other own work capitalized  | 18,140                          | 23,632                          | 41,772                          |
| Total operating performance                                       | 836,291                         | 843,374                         | 1,679,665                       |
| Other operating income  | 35,189                          | 34,147                          | 69,336                          |
| Cost of materials   | 394,471                         | 382,470                         | 776,941                         |
| Personnel expenses  | 291,630                         | 279,954                         | 571,584                         |
| Depreciation and amortization                                     | 30,502                          | 31,233                          | 61,735                          |
| Other operating expenses  | 189,680                         | 194,383                         | 384,063                         |
| Special items   | _                               | 39,900                          | 39,900                          |
| Result of operating activities                                    | - 34,803                        | - 50,419                        | - 85,222                        |
| Financial income  | 4,448                           | 3,335                           | 7,783                           |
| Financial expenses  | 19,988                          | 33,918                          | 53,906                          |
| Financial result  | - 15,540                        | - 30,583                        | - 46,123                        |
| Income before taxes   | - 50,343                        | - 81,002                        | - 131,345                       |
| Taxes on income   | - 11,042                        | - 25,303                        | - 36,345                        |
| Consolidated net loss   | - 39,301                        | - 55,699                        | - 95,000                        |
| Minority interests  | _                               | -                               | _                               |
| Consolidated net loss – attributable to Heidelberg                | - 39,301                        | - 55,699                        | - 95,000                        |
| Undiluted earnings per share according to IAS 33 (in € per share) | - 0.51                          | - 0.71                          | - 1.22                          |

# Consolidated interim balance sheet as of September 30, 2008

#### > ASSETS

|                                     | Note | 31-Mar-2008 | 30-Sep-2008 |
|-------------------------------------|------|-------------|-------------|
| Non-current assets                  |      |             |             |
| Intangible assets                   | 10   | 273,152     | 315,114     |
| Tangible assets                     | 10   | 580,187     | 596,546     |
| Investment property                 | 10   | 1,782       | 1,764       |
| Financial assets                    |      | 68,049      | 42,598      |
| Receivables from customer financing | 12   | 194,839     | 164,621     |
| Other receivables and other assets  | 12   | 178,846     | 95,589      |
| Income tax assets                   |      | 76,045      | 67,522      |
| Deferred tax assets                 |      | 77,288      | 87,181      |
|                                     |      | 1,450,188   | 1,370,935   |
| Current assets                      |      |             |             |
| Inventories                         | 13   | 973,714     | 1,213,321   |
| Receivables from customer financing | 12   | 128,205     | 118,386     |
| Trade receivables                   | 12   | 596,473     | 505,303     |
| Other receivables and other assets  | 12   | 171,153     | 172,746     |
| Income tax assets                   |      | 26,836      | 40,127      |
| Marketable securities               |      | 2,075       | 1,778       |
| Cash and cash equivalents           |      | 141,868     | 84,849      |
|                                     |      | 2,040,324   | 2,136,510   |
| Assets held for sale                |      | 16,645      | 16,707      |
| Total assets                        |      | 3,507,157   | 3,524,152   |

#### > EQUITY AND LIABILITIES

|   | Note | 31-Mar-2008 | 30-Sep-2008 |
|---|------|-------------|-------------|
| Shareholders' equity                                      | 14   |             |             |
| Subscribed capital  |      | 198,767     | 198,767     |
| Capital reserves and retained earnings                    |      | 852,298     | 889,152     |
| Consolidated net profit/loss – attributable to Heidelberg |      | 141,770     | - 95,000    |
|   |      | 1,192,835   | 992,919     |
| Non-current liabilities                                   |      |             |             |
| Provisions for pensions and similar obligations           | 15   | 115,969     | 126,446     |
| Other provisions  | 16   | 360,374     | 415,076     |
| Financial liabilities                                     | 17   | 493,512     | 488,723     |
| Other liabilities   | 18   | 114,390     | 127,346     |
| Deferred tax liabilities                                  |      | 144,661     | 96,274      |
|   |      | 1,228,906   | 1,253,865   |
| Current liabilities                                       |      |             |             |
| Other provisions  | 16   | 378,386     | 315,522     |
| Financial liabilities                                     | 17   | 50,636      | 347,050     |
| Trade payables  |      | 294,955     | 264,581     |
| Income tax liabilities                                    |      | 3,546       | 1,954       |
| Other liabilities   | 18   | 357,893     | 348,261     |
|   |      | 1,085,416   | 1,277,368   |
| Total equity and liabilities                              |      | 3,507,157   | 3,524,152   |

|   | 1-Apr-2007<br>to<br>30-Sep-2007 | 1-Apr-2008<br>to<br>30-Sep-2008 |
|---|---------------------------------|---------------------------------|
| Consolidated net profit/loss  | 44,362                          | - 95,000                        |
| Depreciation and amortization <sup>1)</sup>                           | 59,401                          | 61,787                          |
| Change in pension provisions  | - 5,134                         | 8,464                           |
| Change in deferred tax assets/deferred tax liabilities/tax provisions | 757                             | - 49,335                        |
| Result from disposals   | - 2,044                         | - 104                           |
| Cash flow   | 97,342                          | - 74,188                        |
| Change in inventories   | - 156,878                       | - 210,077                       |
| Change in sales financing   | 31,505                          | 46,867                          |
| Change in trade receivables/trade payables                            | 91,416                          | 77,078                          |
| Change in other provisions  | - 39,671                        | 4,090                           |
| Change in other balance sheet items                                   | 17,916                          | - 17,547                        |
| Other operating changes   | - 55,712                        | - 99,589                        |
| Inflow/outflow of funds from operating activities                     | 41,630                          | - 173,777                       |
| Intangible assets/tangible assets/investment property                 |                                 |                                 |
| Investments   | - 95,650                        | - 91,347                        |
| Proceeds from disposals   | 15,955                          | 23,280                          |
| Financial assets  |                                 |                                 |
| Investments   | - 4,990                         | - 31,035                        |
| Proceeds from disposals   | 178                             | _                               |
| Outflow of funds from investment activity                             | - 84,507                        | - 99,102                        |
| Free cash flow  | - 42,877                        | - 272,879                       |
| Change in treasury stock  | - 57,781                        | _                               |
| Dividend payment  | - 74,801                        | - 73,761                        |
| Change in financial liabilities                                       | 182,124                         | 285,433                         |
| Inflow of funds from financing activity                               | 49,542                          | 211,672                         |
| Net change in cash and cash equivalents                               | 6,665                           | - 61,207                        |
| Cash and cash equivalents at the beginning of the quarter             | 79,247                          | 143,943                         |
| Changes in the scope of the consolidation                             |                                 | 1,277                           |
| Currency adjustments  | - 1,215                         | 2,614                           |
| Net change in cash and cash equivalents                               | 6,665                           | - 61,207                        |
| Cash and cash equivalents at the end of the quarter                   | 84,697                          | 86,627                          |

<sup>1)</sup> Relates to intangible assets, tangible assets, investment property, and financial assets

#### > CONSOLIDATED CASH FLOW STATEMENT - QUARTERLY OVERVIEW

|   | to<br>30-Jun-2008 | to          | to          |
|---|-------------------|-------------|-------------|
|   |                   | 30-Sep-2008 | 30-Sep-2008 |
| Consolidated net profit/loss  | - 39,301          | - 55,699    | - 95,000    |
| Depreciation and amortization <sup>1)</sup>                           | 30,502            | 31,285      | 61,787      |
| Change in pension provisions  | 4,252             | 4,212       | 8,464       |
| Change in deferred tax assets/deferred tax liabilities/tax provisions | - 21,654          | - 27,681    | - 49,335    |
| Result from disposals   |                   | - 119       | - 104       |
| Cash flow   | - 26,186          | - 48,002    | - 74,188    |
| Change in inventories   | - 177,142         | - 32,935    | - 210,077   |
| Change in sales financing   | 21,231            | 25,636      | 46,867      |
| Change in trade receivables/trade payables                            | 95,445            | - 18,367    | 77,078      |
| Change in other provisions  | - 36,339          | 40,429      | 4,090       |
| Change in other balance sheet items                                   | - 27,240          | 9,693       | - 17,547    |
| Other operating changes   | - 124,045         | 24,456      | - 99,589    |
| Outflow of funds from operating activities                            | - 150,231         | - 23,546    | - 173,777   |
| Intangible assets/tangible assets/investment property                 |                   |             |             |
| Investments   | - 43,832          | - 47,515    | - 91,347    |
| Proceeds from disposals   | 11,328            | 11,952      | 23,280      |
| Financial assets  |                   |             |             |
| Investments   | - 27,839          | -3,196      | - 31,035    |
| Proceeds from disposals   | _                 | _           | _           |
| Outflow of funds from investment activity                             | - 60,343          | - 38,759    | - 99,102    |
| Free cash flow  | - 210,574         | - 62,305    | - 272,879   |
| Change in treasury stock  |                   |             | _           |
| Dividend payment  | _                 | - 73,761    | - 73,761    |
| Change in financial liabilities                                       | 153,459           | 131,974     | 285,433     |
| Inflow of funds from financing activity                               | 153,459           | 58,213      | 211,672     |
| Net change in cash and cash equivalents                               | - 57,115          | - 4,092     | - 61,207    |
| Cash and cash equivalents at the beginning of the quarter             | 143,943           | 88,163      | 143,943     |
| Changes in the scope of the consolidation                             | 1,277             | _           | 1,277       |
| Currency adjustments  |                   | 2,556       | 2,614       |
| Net change in cash and cash equivalents                               | - 57,115          | - 4,092     | - 61,207    |
| Cash and cash equivalents at the end of the quarter                   | 88,163            | 86,627      | 86,627      |

#### > STATEMENT OF RECOGNIZED INCOME AND EXPENSE

Figures in € thousands

|  | 1-Apr-2007<br>to<br>30-Sep-2007 | 1-Apr-2008<br>to<br>30-Sep-2008 |
|--|---------------------------------|---------------------------------|
| Consolidated net profit/loss   | 44,362                          | - 95,000                        |
| Pension obligations <sup>1)</sup>  | 87,742                          | - 49,377                        |
| Foreign currency translation   | - 27,768                        | 38,185                          |
| Financial assets   |                                 |                                 |
| Market valuation of financial assets                                       | - 153                           | - 144                           |
| Cash flow hedges   |                                 |                                 |
| Fair value of cash flow hedges in equity                                   | 14,206                          | - 10,630                        |
| Cash flow hedges recognized in income                                      | - 2,854                         | - 26,201                        |
| Deferred income taxes  | - 28,422                        | 15,652                          |
| Total recognized income and expense without effect on the income statement | 42,751                          | - 32,515                        |
| Total recognized income and expense  | 87,113                          | - 127,515                       |
| - of which: Heidelberg Group   | 87,391                          | - 127,515                       |
| - of which: minority interests   | - 278                           | _                               |

<sup>1)</sup> Changes in actuarial gains and losses and in asset ceiling due to IAS 19.58b)

#### > DEVELOPMENT OF SHAREHOLDERS' EQUITY

|  | 2007      | 2008      |
|--|-----------|-----------|
| Shareholders' equity as of April 1   | 1,201,671 | 1,192,835 |
| Total recognized income and expense without effect on the income statement | 42,751    | - 32,515  |
| Consolidated net profit/loss   | 44,362    | - 95,000  |
| Total recognized income and expense  | 87,113    | - 127,515 |
| Dividend payment   | - 74,801  | - 73,761  |
| Treasury stock   | - 57,781  |           |
| Consolidations/other changes   | - 1,517   | 1,360     |
| Shareholders' equity as of September 30                                    | 1,154,685 | 992,919   |

#### Consolidated segment information April 1, 2008 to September 30, 2008

#### > SEGMENT INFORMATION BY DIVISION

Figures in € thousands

|   |                                  | Press                            |                                  | Postpress                        | Financial Service                |                                  | es <b>Heidelberg Gro</b>         |                                  |
|---|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|
|   | 1-Apr-2007<br>to 30-Sep-<br>2007 | 1-Apr-2008<br>to 30-Sep-<br>2008 |
| External sales                                  | 1,424,057                        | 1,267,691                        | 198,975                          | 179,747                          | 16,218                           | 13,293                           | 1,639,250                        | 1,460,731                        |
| Depreciation 1)                                 | 56,064                           | 58,392                           | 3,130                            | 3,339                            | 207                              | 4                                | 59,401                           | 61,735                           |
| Non-cash expenses                               | 176,891                          | 195,166                          | 16,047                           | 19,661                           | 9,949                            | 9,423                            | 202,887                          | 224,250                          |
| Research and development costs                  | 98,369                           | 89,511                           | 12,695                           | 12,748                           | _                                | _                                | 111,064                          | 102,259                          |
| Result of operating activities (segment result) | 81,276                           | - 78,744                         | - 3,861                          | - 17,972                         | 18,653                           | 11,494                           | 96,068                           | - 85,222                         |
| Investments                                     | 92,218                           | 87,330                           | 3,429                            | 4,011                            | 3                                | 6                                | 95,650                           | 91,347                           |
| Segment assets <sup>2)</sup>                    | 2,601,739                        | 2,649,541                        | 247,936                          | 269,792                          | 328,952                          | 291,838                          | 3,178,627                        | 3,211,171                        |
| Segment debt <sup>2)</sup>                      | 1,148,455                        | 1,154,838                        | 100,172                          | 97,869                           | 77,834                           | 95,732                           | 1,326,461                        | 1,348,439                        |
| Number of employees <sup>2)</sup>               | 17,468                           | 17,789                           | 2,050                            | 2,000                            | 78                               | 76                               | 19,596                           | 19,865                           |

#### > SEGMENT INFORMATION BY REGION

Figures in € thousands

| Europe,<br>Middle East and Africa         |                                  | Eastern Europe                   |                                  | North America                    |                                  | Latin America                    |                                  | Asia/Pacific                     |                                  | Heidelberg Group                 |                                  |                                  |
|---|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|
|   | 1-Apr-2007<br>to 30-Sep-<br>2007 | 1-Apr-2008<br>to 30-Sep-<br>2008 |
| External sales<br>by customer<br>location | 727,405                          | 694,015                          | 207,072                          | 176,591                          | 253,145                          | 184,238                          | 85,963                           | 82,066                           | 365,665                          | 323,821                          | 1,639,250                        | 1,460,731                        |
| Investments Segment assets <sup>2)</sup>  | 86,549<br>2,208,753              | 82,566<br>2,223,614              | 604<br>168,449                   | 1,547<br>180,820                 | 6,900<br>230,070                 | 4,312                            | 485<br>192,078                   | 285<br>166,909                   | 1,112<br>379,277                 | 2,637                            | 95,650<br>3,178,627              | 91,347                           |

For additional explanations see note 20

 $<sup>^{1)}</sup>$  Including impairment losses in income of  $\in$  560 thousand (previous year:  $\in$  0 thousand)

<sup>&</sup>lt;sup>2)</sup> Previous year's figures refer to March 31, 2008

#### **Notes**

1 Accounting and valuation policies

The consolidated interim financial report as of September 30, 2008 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).

The consolidated interim financial report was strictly based on the same accounting and valuation policies as the consolidated Annual Report for the financial year 2007/2008, and complies with the provisions of IAS 34 (Interim financial reporting). Contingent liabilities resulting from recourse obligations used to be calculated based on the maximum contingency risk. Since the beginning of the reporting year, contingent liabilities from recourse obligations are recognized on the basis of IAS 37 (Provisions, contingent liabilities and contingent assets). This adjustment was required since, particularly with regard to issues for which a provision was recognized within the scope of our risk management, the need to report a contingent liability no longer exists. The previous year's figure was adjusted accordingly (see note 19).

By EU directive of October 15, 2008 (published in the Official Journal of the European Union on October 16, 2008) the amendments to IAS 39: 'Financial Instruments: Recognition and Measurement' and the amendments to IFRS 7: 'Financial Instruments: Disclosures', which were published on October 13, 2008, were incorporated into European Law. Basically, the changes shall apply retroactively as of July 1, 2008. The amended standard had no effect on the interim financial report of the Heidelberg Group as of September 30, 2008. Effects on the reporting periods to come are currently being analyzed. In the consolidated interim financial report, no new standards and interpretations for the financial year 2008/2009 need to be applied for the first time. The IASB and the IFRIC have issued the following standards and interpretations that are not mandatory in the financial year 2008/2009 and/or that have not yet been approved by the EU:

- > Changes to IFRS 2: 'Share-based Payment'
- > Changes to IFRS 3: 'Business Combinations'
- > IFRS 8: 'Operating Segments'
- > Changes to IAS 1: 'Presentation of Financial Statements'
- > Changes to IAS 23: 'Borrowing Costs'
- > Changes to IAS 27: 'Consolidated and Separate Financial Statements'
- > Changes to IAS 32: 'Financial Instruments: Presentation' and IAS 1: 'Presentation of Financial Statements'
- > Changes to IAS 39: 'Financial Instruments: Recognition and Measurement': Designation as Hedged Items
- > IFRIC 12: 'Service Concession Arrangements'
- > IFRIC 13: 'Customer Loyalty Programs'
- > IFRIC 14: 'IAS 19 The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction'
- > IFRIC 15: 'Agreements for the Construction of Real Estate'
- > IFRIC 16: 'Hedges of a Net Investment in a Foreign Operation'
- > 'Improvements to International Financial Reporting Standards'

The effects of a first-time application of the standards relevant for Heidelberg on the consolidated financial statements are being verified at present. Currently, Heidelberg is not planning to apply these standards at an early stage.

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.

The interim financial report has neither been audited in accordance with Section 317 HGB (German Commercial Code) nor reviewed by the auditors.

#### 2 Scope of the consolidation

Apart from Heidelberger Druckmaschinen Aktiengesellschaft, the consolidated interim financial statements include a total of 75 (March 31, 2008: 71) domestic and foreign companies in which Heidelberger Druckmaschinen Aktiengesellschaft is in a position to exercise control as defined by IAS 27. Of these companies, 67 (March 31, 2008: 64) are located outside Germany. Shares in subsidiaries that are of minor significance are not included.

In the first quarter of the financial year 2008/2009, Heidelberg Graphic Equipment (Shanghai) Co. Ltd., Shanghai, China, and Heidelberg Consumables Holding GmbH, Heidelberg, Germany, were included in the scope of the consolidation. Furthermore, Heidelberg HDU, Inc., Wilmington, Delaware, USA, and Heidelberg HNA, Inc., Wilmington, Delaware, USA, were liquidated.

On May 27, 2008 Heidelberg took over the British/Dutch coating manufacturer 'Hi-Tech Coatings', a corporate group consisting of four companies. Heidelberg acquired 100 percent of the shares in each corporation, namely Hi-Tech Coatings Limited, Aylesbury, Bucks, UK; Hi-Tech Coatings International Limited, Aylesbury, Bucks, UK; Hi-Tech Coatings B.V., Zwaag, the Netherlands; and Hi-Tech Coatings International B.V., Zwaag, the Netherlands.

The provisional purchase price amounting to  $\le$  42.2 million is composed of a performance-neutral component of  $\le$  34.4 million and two performance-based elements (earn-out) totaling  $\le$  7.8 million.

The performance-based components are to be paid at the end of the first and the second year following the date of purchase, respectively, if the earnings before interest and taxes (EBIT) exceed a particular amount. Additionally, the earn-out depends on the previous owners continuing to act for Hi-Tech Coatings until 2009 or 2010, respectively. Incidental acquisition expenses amount to € 1,145 thousand.

For Heidelberg, goodwill totaling  $\le$  22,631 thousand results primarily from the opportunity to underpin its less cyclical consumables business and bolster its market position in this profitable growth market.

If the acquisition had been concluded completely at the beginning of the financial year, the Company would have reported consolidated net sales for the first six months 2008/2009 of  $\[mathbb{e}\]$  1,464,484 thousand and a consolidated net loss for the year of  $\[mathbb{e}\]$  94,666 thousand.

Since its first-time consolidation, the acquired company has contributed to the consolidated net loss with a positive result of  $\in$  954 thousand.

The present value of the provisional purchase price less goodwill breaks down as follows into the assets and liabilities acquired:

|                                    | Carrying amount<br>according to<br>IFRS previous<br>to acquisition | Fair value<br>of assets<br>and liabilities<br>acquired |
|------------------------------------|--|--|
| Intangible assets                  | _  | 18,604   |
| Tangible assets                    | 1,810  | 1,810  |
| Inventories                        | 882  | 882  |
| Trade receivables                  | 4,916  | 4,916  |
| Other receivables and other assets | 39   | 39   |
| Deferred tax assets                | _  | _  |
| Cash and cash equivalents          | 3,896  | 3,896  |
| Total assets                       | 11,543   | 30,147   |
| Other provisions                   | 1,188  | 1,188  |
| Trade payables                     | 3,824  | 3,824  |
| Deferred tax liabilities           |  | 4,869  |
| Total liabilities                  | 5,012  | 9,881  |

#### 3 Other operating income

| 1-Apr-2007<br>to<br>30-Sep-2007 | 1-Apr-2008<br>to<br>30-Sep-2008  |
|---------------------------------|--|
| 30,479                          | 21,677   |
| 15,306                          | 11,953   |
| 9,392                           | 8,504  |
| 8,438                           | 7,378  |
| 2,621                           | 956  |
| 22,017                          | 18,868   |
| 88,253                          | 69,336   |
|                                 | to<br>30-Sep-2007<br>30,479<br>15,306<br>9,392<br>8,438<br>2,621<br>22,017 |

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-2007  | 1-Apr-2008  |
|---|-------------|-------------|
|   | 1-Api-2007  | 1-Apr-2008  |
|   | 30-Sep-2007 | 30-Sep-2008 |
| Expenses for raw materials, consumables, and supplies, as well as for goods purchased | 693,509     | 674,501     |
| Costs of purchased services   | 107,725     | 102,181     |
| Interest expenses of Financial Services   | 1,049       | 259         |
|   | 802,283     | 776,941     |

Proportionate interest expenses accrued in connection with the Financial Services Division are shown in the cost of materials. Interest income from sales financing totaling  $\[ \]$  13,293 thousand (previous year:  $\[ \]$  16.218 thousand) is included in net sales.

### 5 Other operating expenses

|   | 1-Apr-2007<br>to<br>30-Sep-2007 | 1-Apr-2008<br>to<br>30-Sep-2008 |
|---|---------------------------------|---------------------------------|
| Other deliveries and services not included in the cost of materials | 62,158                          | 79,054                          |
| Special direct sales expenses including freight charges             | 61,789                          | 61,725                          |
| Travel expenses   | 31,985                          | 31,205                          |
| Rent and leases (excluding car fleet)                               | 29,340                          | 30,583                          |
| Costs of information technology                                     | 28,417                          | 27,209                          |
| Additions to provisions (relates to several expense accounts)       | 8,634                           | 24,520                          |
| Provisions for doubtful accounts and other assets                   | 11,090                          | 14,739                          |
| Legal, consulting, and audit fees                                   | 12,129                          | 13,028                          |
| Costs of car fleet  | 10,058                          | 11,768                          |
| Insurance expense   | 9,576                           | 9,324                           |
| Hedging transactions/exchange rate losses                           | 4,129                           | 9,200                           |
| Expenses from operating facilities                                  | 7,081                           | 7,755                           |
| Costs of mail and payment transactions                              | 6,308                           | 6,964                           |
| Other research and development costs                                | 5,386                           | 5,410                           |
| Public-sector fees and other taxes                                  | 4,759                           | 4,725                           |
| License fees  | 2,900                           | 3,221                           |
| Office supplies, newspapers, technical literature                   | 1,996                           | 1,854                           |
| Losses from disposals of intangible assets and tangible assets      | 724                             | 852                             |
| Other overhead costs  | 42,074                          | 40,927                          |
|   | 340,533                         | 384,063                         |

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 Special items

The special items include expenses totaling € 17,424 thousand relating to the structural measures announced on July 10, 2008. Furthermore, they comprise expenses from the allocation of provisions for partial retirement amounting to € 22,476 thousand, formed on the basis of the collective bargaining agreement for partial retirement concluded on September 3, 2008 between the Verband der Metall- und Elektroindustrie Baden-Württemberg e.V. (Südwestmetall – Employees Union for the Metal and Electrical Industry in Baden-Württemberg) and Industriegewerkschaft Metall (IG Metall – Industrial Metal Union), Baden-Württemberg region.

#### 7 Financial income

|  | 1-Apr-2007  | 1-Apr-2008<br>to |
|--|-------------|------------------|
|  | 30-Sep-2007 | 30-Sep-2008      |
| Interest and similar income                              | 7,104       | 6,147            |
| Income from financial assets/loans/marketable securities | 2,483       | 1,636            |
|  | 9,587       | 7,783            |

#### 8 Financial expenses

|  | 1-Apr-2007<br>to<br>30-Sep-2007 | 1-Apr-2008<br>to<br>30-Sep-2008 |
|--|---------------------------------|---------------------------------|
| Interest and similar expenses                              | 35,889                          | 51,795                          |
| Expenses from financial assets/loans/marketable securities | 5,091                           | 2,111                           |
|  | 40,980                          | 53,906                          |

#### 9 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 shares outstanding during the period (first six months 2008/2009: 77,643,434 no-par 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, 2008 the treasury stock comprised an unchanged number of 400,000 shares.

# 10 Intangible assets, tangible assets, and investment property

|   | Intangible | Tangible  | Investment |
|---|------------|-----------|------------|
|   | assets     | assets    | property   |
| Acquisition or manufacturing cost 31-Mar-2008 | 476,535    | 2,038,491 | 6,650      |
| Acquisition or manufacturing cost 30-Sep-2008 | 538,455    | 2,039,968 | 6,650      |
| Accumulated depreciation 31-Mar-2008          | 203,383    | 1,458,304 | 4,868      |
| Accumulated depreciation 30-Sep-2008          | 223,341    | 1,443,422 | 4,886      |
| Book values 31-Mar-2008                       | 273,152    | 580,187   | 1,782      |
| Book values 30-Sep-2008                       | 315,114    | 596,546   | 1,764      |

#### 11 Financial assets

Financial assets include shares in affiliated companies totaling € 19,230 thousand (March 31, 2008: € 45,657 thousand) as well as other investments totaling € 15,420 thousand (March 31, 2008: € 14,326 thousand), and securities totaling € 7,948 thousand (March 31, 2008: € 8,066 thousand).

### 12 Receivables and other assets

|                                    |         |             | 31-Mar-2008 |         |             | 30-Sep-2008 |
|------------------------------------|---------|-------------|-------------|---------|-------------|-------------|
|                                    | Current | Non-current | Total       | Current | Non-current | Total       |
| Receivables from sales financing   | 128,205 | 194,839     | 323,044     | 118,386 | 164,621     | 283,007     |
| Trade receivables                  | 596,473 |             | 596,473     | 505,303 |             | 505,303     |
| Other receivables and other assets |         |             |             |         |             |             |
| Other tax refund claims            | 19,113  | _           | 19,113      | 20,340  | _           | 20,340      |
| Loans                              | 549     | 8,785       | 9,334       | 438     | 9,158       | 9,596       |
| Derivative financial instruments   | 67,722  | 39,208      | 106,930     | 17,252  | 31,267      | 48,519      |
| Deferred interest payments         | 242     | _           | 242         | 207     | _           | 207         |
| Prepaid expenses                   | 16,063  | _           | 16,063      | 29,386  | _           | 29,386      |
| Other assets                       | 67,464  | 130,853     | 198,317     | 105,123 | 55,164      | 160,287     |
|                                    | 171,153 | 178,846     | 349,999     | 172,746 | 95,589      | 268,335     |
|                                    |         |             |             |         |             |             |

#### 13 Inventories

|  | 31-Mar-2008 | 30-Sep-2008 |
|--|-------------|-------------|
| Raw materials, consumables, and supplies | 136,812     | 143,499     |
| Work and services in process             | 384,247     | 449,652     |
| Manufactured products and merchandise    | 440,364     | 608,944     |
| Prepayments                              | 12,291      | 11,226      |
|  | 973,714     | 1,213,321   |

### 14 Shareholders' equity

As was the case on March 31, 2008, the Company still held 400,000 shares (cost of the acquisition: € 13,258 thousand) as of September 30, 2008. The repurchased shares may only be utilized to reduce the Company's capital stock or for employee share participation programs, as well as other forms of share distribution to the employees of the Company or a subsidiary or to individuals who are or were employed by the Company or affiliated companies.

At the Annual General Meeting on July 18, 2008, the Management Board was authorized to acquire treasury stock for any permissible purpose in an amount of up to the lower of 10 percent – also by the use of derivatives in an amount of up to 5 percent – of either the capital stock as of July 18, 2008 or the capital stock at the time of the exercise of the authorization until January 15, 2010. Based on particular conditions specified in the resolution of the Annual General Meeting of July 18, 2008, the shares may furthermore be utilized while disapplying the subscription rights; this utilization is also applicable to treasury stock already held by the Company.

As court decisions give rise to doubts as to the legitimacy of the existing authorization of the company dating back to 2006 to issue convertible bonds and/or bonds with warrants under the Stock Corporation Act, two basically equivalent, yet divergent authorizations with regard to the defined option or conversion price were concluded to issue convertible bonds and/or bonds with warrants, profit participation rights and/or income bonds (or combinations of these instruments) and to exclude the subscription rights as well as to create the requirements for Contingent Capital 2008/I and 2008/II in a nominal amount of € 19,979,118.08, respectively. While these authorizations complement the authorization granted on July 20, 2006 to issue convertible bonds and/or bonds with warrants, they do not increase the amount of the capital stock up to which the Management Board is authorized to grant option rights or conversion rights and/or conversion obligations.

According to the resolution of the Annual General Meeting of July 18, 2008, the Management Board is authorized, with the approval of the Supervisory Board, to increase the capital stock of the Company by up to € 59,937,356.80 on one or several occasions against cash or non-cash contributions by July 1, 2011 (Authorized Capital 2008). Subscription rights of the shareholders may be disapplied with the approval of the Supervisory Board.

# 15 Provisions for pensions and similar obligations

We maintain benefit programs for the majority of employees 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 employees. 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, the actuarial gains and losses are offset to shareholders' equity without effect on the income statement. As of September 30, 2008, a discount rate of 6.25 percent (March 31, 2008: 6.0 percent) was applied for domestic companies.

#### 16 Other provisions

|   |         |             | 31-Mar-2008 |         |             | 30-Sep-2008 |
|---|---------|-------------|-------------|---------|-------------|-------------|
|   | Current | Non-current | Total       | Current | Non-current | Total       |
| Tax provisions  | 37,705  | 257,271     | 294,976     | 33,795  | 258,003     | 291,798     |
| Other provisions                                      |         |             |             |         |             |             |
| Liabilities arising from human resources              | 91,365  | 51,747      | 143,112     | 73,675  | 81,337      | 155,012     |
| Liabilities arising from sales and service activities | 180,104 | 11,735      | 191,839     | 160,990 | 12,294      | 173,284     |
| Other   | 69,212  | 39,621      | 108,833     | 47,062  | 63,442      | 110,504     |
|   | 340,681 | 103,103     | 443,784     | 281,727 | 157,073     | 438,800     |
|   | 378,386 | 360,374     | 738,760     | 315,522 | 415,076     | 730,598     |

### 17 Financial liabilities

|                              |         |             | 31-Mar-2008 |         |             | 30-Sep-2008 |
|------------------------------|---------|-------------|-------------|---------|-------------|-------------|
|                              | Current | Non-current | Total       | Current | Non-current | Total       |
| Convertible bond             | -       | 295,055     | 295,055     | -       | 299,439     | 299,439     |
| Borrower's note loans        | 7,243   | 123,500     | 130,743     | 7,243   | 120,000     | 127,243     |
| To banks                     | 18,414  | 70,579      | 88,993      | 316,430 | 65,621      | 382,051     |
| From finance lease contracts | 4,487   | 4,106       | 8,593       | 4,404   | 3,474       | 7,878       |
| Other                        | 20,492  | 272         | 20,764      | 18,973  | 189         | 19,162      |
|                              | 50,636  | 493,512     | 544,148     | 347,050 | 488,723     | 835,773     |

### 18 Other liabilities

|  |         |             | 31-Mar-2008 |         |             | 30-Sep-2008 |
|--|---------|-------------|-------------|---------|-------------|-------------|
|  | Current | Non-current | Total       | Current | Non-current | Total       |
| Advance payments received on orders      | 81,912  | -           | 81,912      | 94,425  | -           | 94,425      |
| Accrued liabilities from human resources | 84,307  | _           | 84,307      | 80,730  | _           | 80,730      |
| From derivative financial instruments    | 24,175  | 2,600       | 26,775      | 21,541  | 14,420      | 35,961      |
| From other taxes                         | 54,630  | _           | 54,630      | 31,079  | _           | 31,079      |
| Relating to social security              | 6,041   | 2,704       | 8,745       | 7,018   | 2,083       | 9,101       |
| Deferred income                          | 49,381  | 35,116      | 84,497      | 54,645  | 34,629      | 89,274      |
| Other                                    | 57,447  | 73,970      | 131,417     | 58,823  | 76,214      | 135,037     |
|  | 357,893 | 114,390     | 472,283     | 348,261 | 127,346     | 475,607     |

# 19 Contingent liabilities and other financial liabilities

As of September 30, 2008 contingent liabilities for warranties and guarantees totaled  $\in$  18,545 thousand (March 31, 2008:  $\in$  20,664 thousand; previously  $\in$  179,962 thousand). Please refer to note 1 regarding the adjustment of the previous year's figure.

### **Other financial liabilities** are broken down as follows:

|                   |         |             | 31-Mar-2008 |         |             | 30-Sep-2008 |
|-------------------|---------|-------------|-------------|---------|-------------|-------------|
|                   | Current | Non-current | Total       | Current | Non-current | Total       |
| Lease obligations | 65,506  | 364,533     | 430,039     | 61,513  | 367,369     | 428,882     |
| Investments       | 45,720  | 3,833       | 49,553      | 46,432  | 4,020       | 50,452      |
|                   | 111,226 | 368,366     | 479,592     | 107,945 | 371,389     | 479,334     |

# 20 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-Apr-2007  | 1-Apr-2008  |
|---|-------------|-------------|
|   | to          | to          |
|   | 30-Sep-2007 | 30-Sep-2008 |
| Provisions for doubtful accounts and other assets | 11,090      | 14,739      |
| Additions to provisions and accrued liabilities   | 191,797     | 209,511     |
|   | 202,887     | 224,250     |

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

**Investments** comprise investments in intangible assets, tangible assets, as well as investment property.

### **Segment assets** and **segment debt** result from gross assets or gross debt as follows:

|                          | 31-Mar-2008 | 30-Sep-2008 |
|--------------------------|-------------|-------------|
| Assets per balance sheet | 3,507,157   | 3,524,152   |
| - financial assets       | - 68,049    | - 42,598    |
| - marketable securities  | - 2,075     | - 1,778     |
| - finance receivables    | - 59,124    | - 53,435    |
| - deferred tax assets    | - 77,288    | - 87,181    |
| - tax refund claims      | - 121,994   | - 127,989   |
| Segment assets           | 3,178,627   | 3,211,171   |

|                               | 31-Mar-2008 | 30-Sep-2008 |
|-------------------------------|-------------|-------------|
| Liabilities per balance sheet | 2,314,322   | 2,531,233   |
| - tax provisions              | - 294,976   | - 291,798   |
| - tax obligations             | - 58,176    | - 33,033    |
| - financial obligations       | - 490,048   | - 761,689   |
| - deferred tax liabilities    | - 144,661   | - 96,274    |
| Segment liabilities           | 1,326,461   | 1,348,439   |

Finance receivables comprise finance receivables against affiliated companies and other financial assets.

Financial liabilities comprise the items specified in note 17, with the exception of financial liabilities associated with sales financing.

The **number of employees** was recorded as of September 30, 2008 compared with March 31, 2008.

21 Supervisory Board/ Management Board The members of the Supervisory Board and the Management Board are listed on page 43 ff.

22 Related party transactions

As described in our notes to the consolidated financial statements as of March 31, 2008 under note 40, Heidelberger Druckmaschinen Aktiengesellschaft and its subsidiaries undertake business dealings with numerous companies in the ordinary course of business. This also includes associated companies, which are regarded as related companies of the Heidelberg Group.

Over the first quarter 2008/2009, transactions carried out with related parties resulted in liabilities of  $\in$  9,182 thousand, receivables of  $\in$  22,386 thousand, expenses of  $\in$  8,400 thousand and income of  $\in$  16,700 thousand, which essentially included sales. All business dealings were concluded at terms that are customary in the market and which as a matter of principle do not differ from delivery and service relationships with other companies.

Enterprises controlled by a member of the Supervisory Board of Heidelberger Druck-maschinen Aktiengesellschaft have provided advisory services to a non-German fully consolidated company amounting to  $\in$  243 thousand.

23 Events after the reporting date

On October 30, 2008, the Management Board of Heidelberg announced that, due to the down-trend in sales and earnings, the package of cost-cutting measures released on July 10, 2008 will be extended and its implementation will be accelerated. Please refer to the chapter 'Package of Measures' in the management report for further details.

## Responsibility Statement by the Management Board

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 position, 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.

Heidelberg, November 6, 2008

### Heidelberger Druckmaschinen Aktiengesellschaft

The Management Board

Bernhard Schreier

Dirk Kaliebe

Dr. Jürgen Rautert

Stephan Plenz

## **Supervisory Board**

>>>

Dr. Mark Wössner

Chairman

of the Supervisory Board

Rainer Wagner\*

Deputy Chairman of the Supervisory Board

**Martin Blessing** 

- through July 18, 2008 -

**Dr. Werner Brandt** 

- since July 18, 2008 -

**Edwin Eichler** 

- since July 18, 2008 -

Wolfgang Flörchinger\*

Martin Gauß\*

Mirko Geiger\*

Gunther Heller\*

- through July 18, 2008 -

Jörg Hofmann\*

Dr. Siegfried Jaschinski

Robert J. Koehler

**Uwe Lüders** 

- through July 18, 2008 -

**Dr. Gerhard Rupprecht** 

Beate Schmitt\*

Prof. Dr.-Ing. Günther Schuh

- since July 18, 2008 -

**Dr. Klaus Sturany** 

Peter Sudadse\*

Dr. Jürgen Heraeus

<sup>\*</sup> Employee Representative

# Committees of the Supervisory Board

| Management | Committee |
|------------|-----------|
|            |           |

Dr. Mark Wössner (Chairman)

Rainer Wagner

Martin Blessing

- through July 18, 2008 -

Martin Gauß

Mirko Geiger

Dr. Gerhard Rupprecht

Dr. Klaus Sturany
- since July 18, 2008 -

Mediation Committee under Article 27 Subsection 3 of the Codetermination Act

Dr. Mark Wössner

Rainer Wagner

Martin Blessing

- through July 18, 2008 -

Wolfgang Flörchinger

Dr. Gerhard Rupprecht – since July 18, 2008 –

Committee on Arranging Personnel Matters of the Management Board

Dr. Mark Wössner

Rainer Wagner

Dr. Gerhard Rupprecht

#### **Audit Committee**

Dr. Klaus Sturany

Dr. Werner Brandt - since July 18, 2008 -

Dr. Jürgen Heraeus
- through July 18, 2008 -

Mirko Geiger

Rainer Wagner

#### **Nomination Committee**

Dr. Mark Wössner

Dr. Klaus Sturany

## **Management Board**

#### **Bernhard Schreier**

Chairman of the Management Board

Dirk Kaliebe

Dr. Jürgen Rautert

### Stephan Plenz

- since July 1, 2008 -

### Financial Calendar 2008/2009

February 3, 2009 Publication of Third Quarter Figures 2008/2009

May 5, 2009 Publication of Preliminary Figures 2008/2009

**June 9, 2009** Press Conference, Annual Analysts' and Investors' Conference

**July 23, 2009** Annual General Meeting

August 4, 2009Publication of First Quarter Figures 2009/2010November 3, 2009Publication of Half-Year Figures 2009/2010

Subject to change

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