



Conference Call Q1-2015/2016

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August 12, 2015

**POSITIVE
START INTO
THE YEAR**



Highlights Q1-2015/2016



- **Strategic reorientation is taking effect**

- Good order situation, improved backlog
- Strong revenue growth due to solid order backlog, PSG acquisition and FX impact
- EBITDA-margin approx. 5% (excluding positive PSG effect and sales adjusted for fx)
- EBIT improved from € -11m to € +13m (PSG effect compensates special items)

- **Balance sheet structure improved**

- Equity ratio up to 15% from 8% due to higher pension discount rate
- Leverage incl. PSG acquisition below target level
- Syndicated Credit Facility extended until 2019

- **On track to achieve financial targets for FY 2015/2016**

- HD Equipment 4-6% margin, HD Services 9-11% margin: Group EBITDA margin >8%
- FX adjusted revenue growth of 2-4%

Strategic Commitment: focus on sustainable profitable growth



Strategic reorientation is taking effect



	in € million	Q1 14/15	Q1 15/16	ΔpY
Order intake		588	703	+20%
Sales		435	563	+29%
EBITDA		6	46	+40
EBIT before Special items		-11	28	+39
Special items		0	-15	
Financial result		-17	-14	+3
Net result before taxes		-28	-1	+27
Net result after taxes		-34	-4	+30
Free cash flow		-66	-35	+31
Net debt		297	277	+20
Leverage		2.0	1.2	

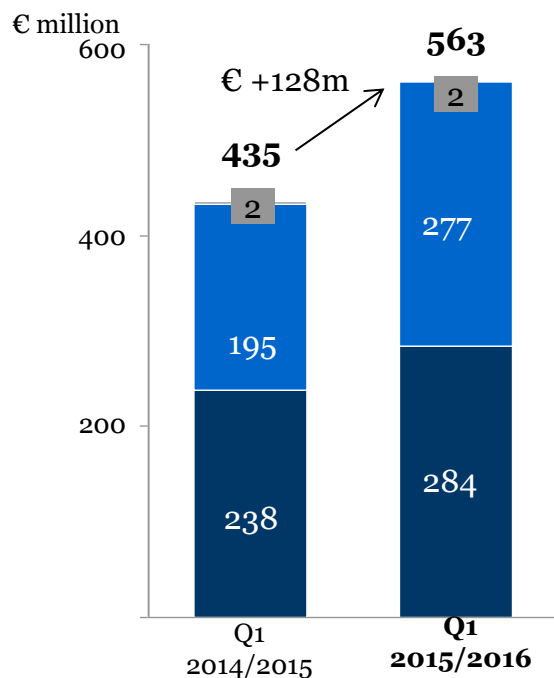
Comment

- Improved **order intake** (China trade show, PSG acquisition € 25m and fx € 55m) and solid order **backlog** of €638m
- **Sales** increased by around 29%, incl. fx (€ 40m) and PSG (€ 40m)
- **EBITDA** improved to € 46m, incl. € 19m positive one-time effect from PSG
- **EBITDA-margin** approx. 5% (excluding positive PSG effect and sales adjusted for fx)
- Special items for last years portfolio optimization are compensated by one-time effect from PSG
- **Earnings before taxes** and **Net result** almost balanced
- Stable **net debt**; **Free Cashflow** at € -35m, incl. payments of €8m for PSG and € 9m for portfolio optimization
- **Leverage** significantly below target level of <2x

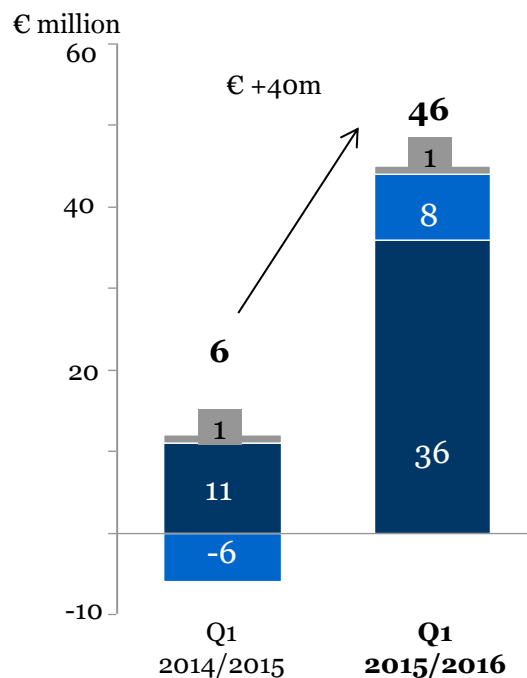
Improved volume and profitability in both segments



Sales by segment



EBITDA by segment



Comment

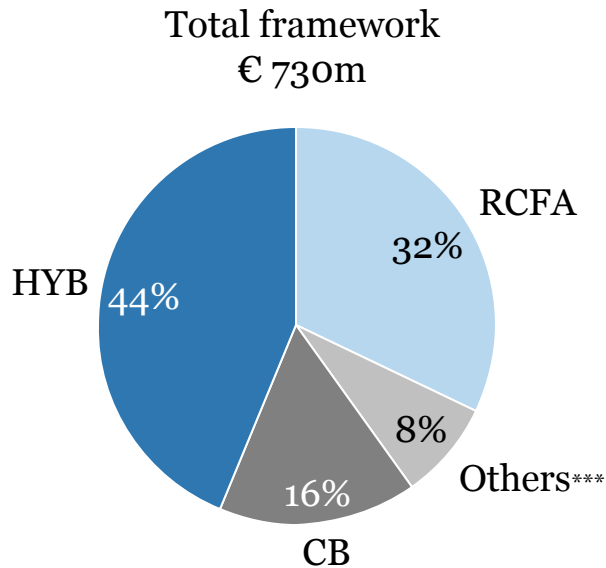
- Higher sales volume in both segments due to good order backlog at end of last year. All regions with higher sales contribution.
- **HD Equipment** with expected contribution of 4-6% EBITDA-margin.
HD Services with expected contribution of 9-11% EBITDA-margin.
- Q1: Sales split 50:50 due to PSG acquisition and reallocation of Postpress business to HD Services

■ HD Equipment ■ HD Services ■ HD Financial Services

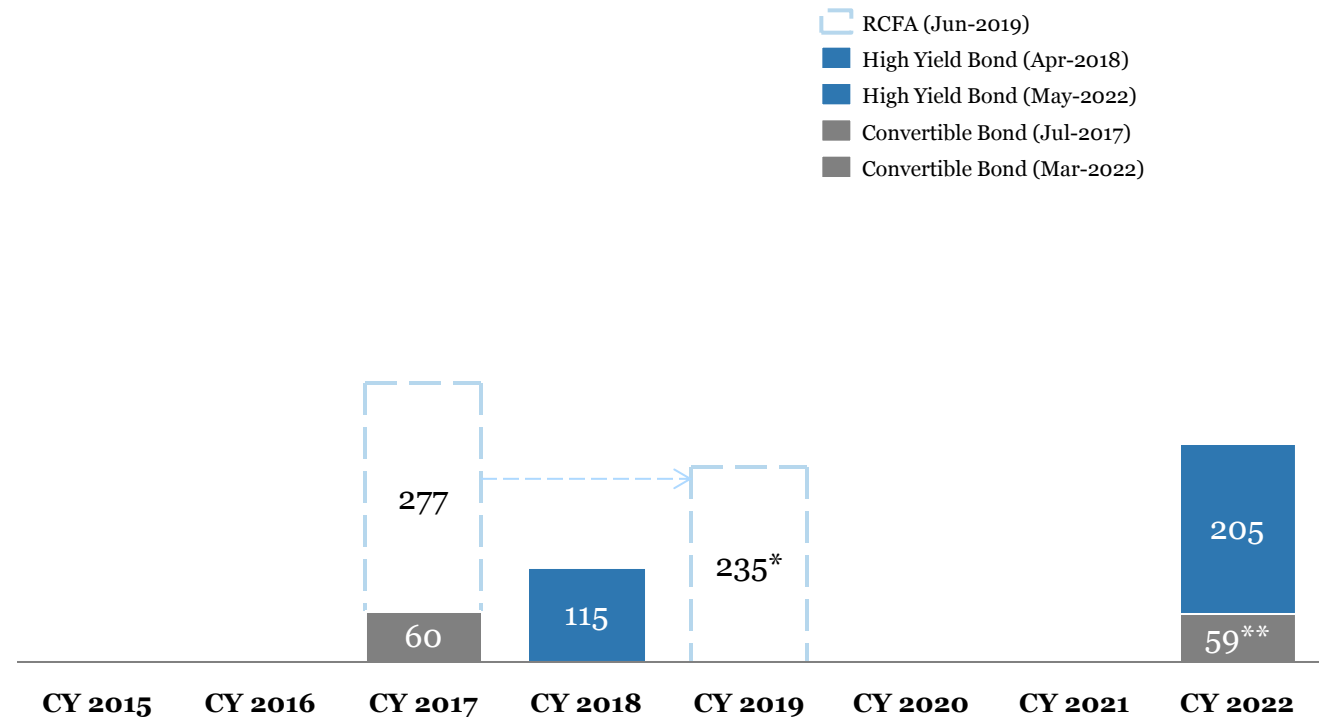


Financial framework: Revolving credit facility extended

Financial framework



Maturity profile



* Initial volume € 250m, amortizing to € 235m in 2019

**CB Put Option in 2020

*** Other / amortizing instruments not shown in maturity profile

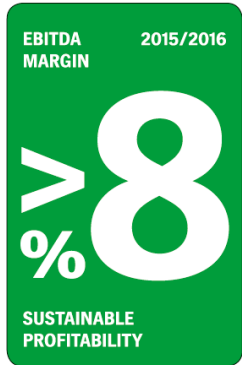
Balance sheet structure improved: Equity ratio up to 15% due to higher pension discount rate



> Assets	FY 2015	FY 2015	FY 2016	> Equity and liabilities	FY 2015	FY 2015	FY 2016
	30-06-2014	31-03-2015	30-06-2015		30-06-2014	31-03-2015	30-06-2015
Figures in mEUR				Figures in mEUR			
Fixed assets	742	735	748	Equity	295	183	337
Current assets	1.391	1.465	1.418	Provisions*	872	1.055	866
thereof inventories	727	637	683	thereof provisions for pensions	490	605	462
thereof trade receivables	246	335	329	Other Liabilities	981	975	991
thereof receivables from customer financing	88	82	77	thereof trade payables	164	171	207
thereof liquid assets (incl. marketable sec. afs)	194	286	200	thereof financial liabilities	490	542	477
Def tax assets, prepaid expenses, other	82	93	107	Def. tax liabilities, deferred income	67	79	75
thereof deferred tax assets	52	62	59	thereof deferred tax liabilities	8	10	10
thereof deferred income	28	18	29	thereof deferred income	59	69	65
Total assets	2.215	2.293	2.273	Total equity and liabilities	2.215	2.293	2.273
				Equity ratio	13%	8%	15%
				Net debt	297	256	277

* As of June 30, 2015 a discount rate of 2.7 percent (Mar 31, 2014: 1.7 percent) was used to determine actuarial gains and losses for domestic entities

Outlook for FY 2015/2016



EBITDA-margin improvement to >8% (fx-adjusted; comparable 2014/15: 6%)

- Based on:
 - more profitable product portfolio
 - improved cost basis -> core business sheetfed to be further optimized
 - newly acquired PSG business to be integrated -> positive earnings impact expected for 2016/17
- HD Equipment 4-6% EBITDA-margin, HD Services 9-11% EBITDA-margin
- Improved financial result
- Positive net result



FX adjusted sales growth of 2-4%

- Strategic reorientation strengthens fields of profitable growth
- Growth mainly driven by consolidation of PSG and solid order development
- Sales volume in HY2 > HY1

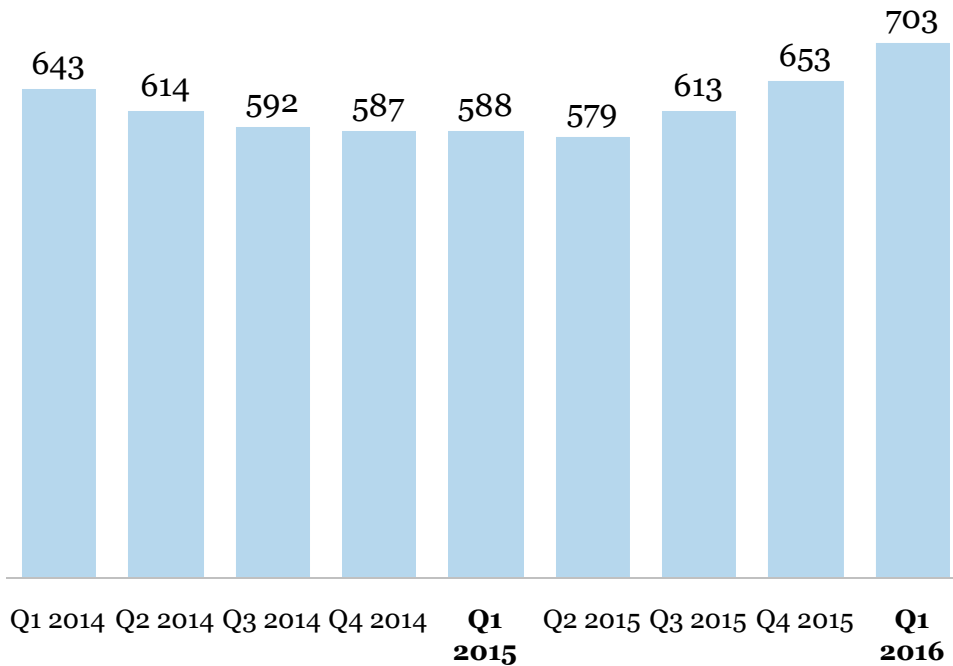


BACKUP

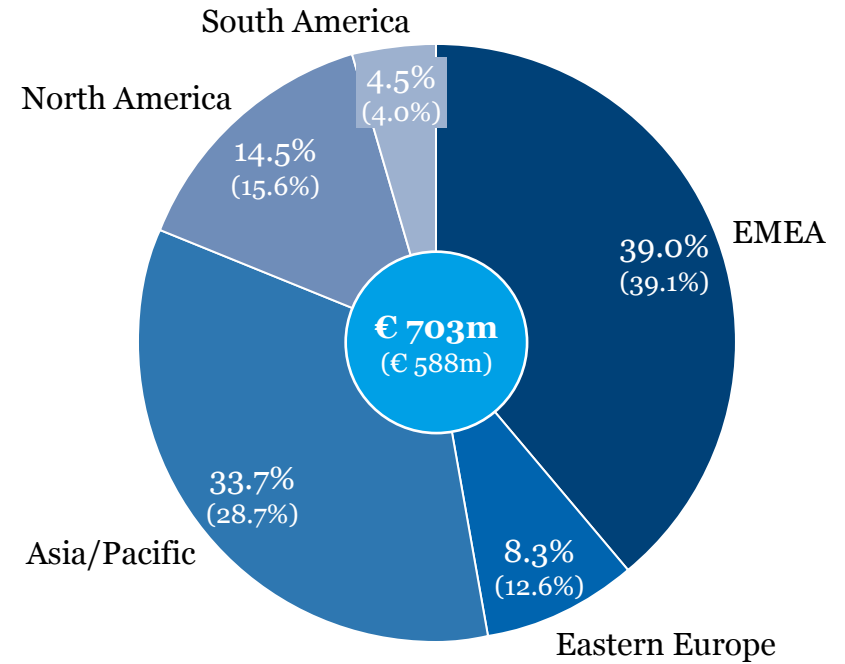


Order intake picking up in recent quarters

Order intake



Order intake Q1 2016 (Q1 2015) | regional split



Financial Calendar 2015/2016



	Date
Release of the figures for the second quarter 2015/2016	November 13, 2015
Release of the figures for the third quarter 2015/2016	February 10, 2016
Final Figures FY2015/16	June 8, 2016

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