



Business Allocation Plan – Version 01-12-2019

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Markets

- Regional Sales Organization

Business Units

- | | | |
|---|--|--|
| <ul style="list-style-type: none"> ▪ Digital Print ▪ Label ▪ Postpress ▪ Sheetfed | <ul style="list-style-type: none"> ▪ Financial Services | <ul style="list-style-type: none"> ▪ Lifecycle Business ▪ Software Solutions |
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Functional Responsibilities

- | | | |
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| <ul style="list-style-type: none"> ▪ Chief Human Resources Officer / Human Resources ▪ Occupational Health and Safety & Company Security ▪ Manufacturing and Assembly ▪ Internal Audit / Compliance / Privacy Protection ▪ Communications ▪ Product Development and Product Safety ▪ Management of Quality ▪ Corporate Development ▪ Environmental and Energy Management | <ul style="list-style-type: none"> ▪ Controlling ▪ Corporate Finance ▪ Procurement ▪ Facility Management ▪ Investor Relations ▪ Mergers & Acquisitions ▪ Accounting ▪ Legal, Patents & Corporate Governance ▪ Shared Services ▪ Taxes | <ul style="list-style-type: none"> ▪ Heidelberg Digital Unit and Marketing ▪ Information Technology ▪ Lifecycle Operations ▪ Print Media Center ▪ Recurring Revenue & Solutions Management ▪ Sales Excellence |
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