

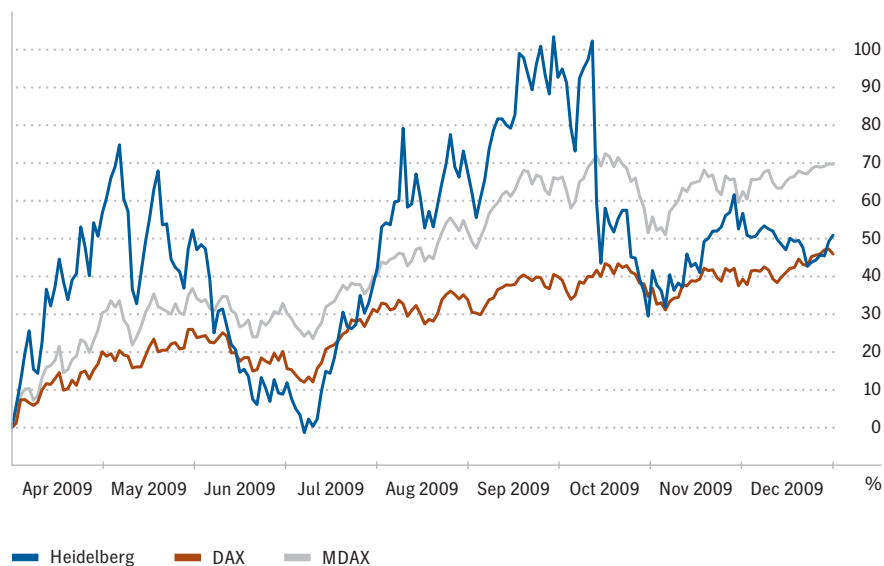
Q3

INTERIM FINANCIAL REPORT  
2009/2010

HEIDELBERG

## PERFORMANCE OF THE HEIDELBERG SHARE

compared with the DAX/MDAX (Index: April 1, 2009 = 0 percent)



## KEY PERFORMANCE DATA

Figures in € millions

	Q1 to Q3 prior year	Q1 to Q3 2009/2010	Q3 prior year	Q3 2009/2010
<b>Incoming orders</b>	2,432	1,693	560	609
<b>Net sales</b>	2,211	1,591	750	578
<b>Result of operating activities<sup>1)</sup></b>	-45	-141	0	-13
– in percent of sales	-2.0	-8.9	–	-13
<b>Net loss</b>	-119	-158	-24	-11
– in percent of sales	-5.4	-9.9	-3.2	-1.9
<b>Cash flow</b>	-71	-134	4	18
– in percent of sales	-3.2	-8.4	0.5	3.1
<b>Free cash flow</b>	-277	-15	-4	3
<b>Research and development costs</b>	151	90	49	28
<b>Investments</b>	139	40	48	14
<b>Earnings per share in €</b>	-1.54	-2.04	-0.32	-0.14

<sup>1)</sup> Excluding special items

<b>THE SHARE</b>	<b>CONSOLIDATED INTERIM MANAGEMENT REPORT</b>	<b>THIRD QUARTER IN REVIEW</b>	<b>CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE PERIOD APRIL 1, 2009 TO DECEMBER 31, 2009</b>
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## The Heidelberg Share

The German stock market closed out the calendar year 2009 with gratifying price gains. Following a weak startup at the beginning of the year, the business environment improved considerably during the second half of the year – primarily the result of government economic stimulus packages. Thus, following their healthy development during the previous quarter, the two most important share indexes, the DAX and the MDAX, once again rose during the reporting quarter, respectively, by 5 percent and 2 percent.

Early in the quarter, it became clear that weak print shop capacity utilization worldwide would continue to result in restrained investment activity in the print media industry. As a result, the price of the Heidelberg share fell sharply. As the quarter progressed, our share then followed the general trend of the stock market, closing out the quarter at € 5.49 – approximately 23 percent below its price at the beginning of the quarter.

### KEY PERFORMANCE DATA OF THE HEIDELBERG SHARE

Figures in €

	Q3 prior year	Q3 2009/2010
Earnings per share	- 0.32	- 0.14
Cash flow per share	0.05	0.23
Share price – high	10.70	7.36
Share price – low	3.89	4.71
Share price – beginning of the quarter <sup>1)</sup>	10.70	6.96
Share price – end of the quarter <sup>1)</sup>	6.05	5.49
Market capitalization at the end of the quarter in € millions	472	428
Number of shares in thousands <sup>2)</sup>	77,643	77,643

<sup>1)</sup> Xetra closing price; source of prices: Bloomberg

<sup>2)</sup> Weighted number of outstanding shares

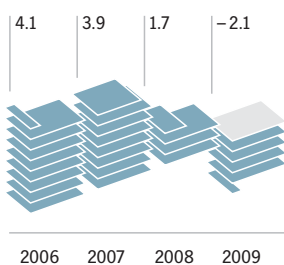
## Overall Picture

Incoming orders remained stable at a low level during the first half of the current financial year. Then, during the third quarter, for the first time this financial year a slight upward trend set in. During the reporting quarter, sales of € 578 million were also at their highest level for the current financial year. The result of operating activities of € -13 million was only moderately unfavorable. A portion of the provisions for the Heidelberg 2010 program, which had been formed the previous year, could be released following establishment of an agreement on a reconciliation of interests reached in October 2009. During the reporting quarter, the special items thereby included income of € 30 million. We generated a breakeven free cash flow of € 3 million during the reporting quarter. For the three quarters of the current financial year as a whole, free cash flow of € -15 million is also only slightly negative, compared with an outflow of funds of € -277 million during the same period the previous year.

## Underlying Conditions

### CHANGE OF GLOBAL GDP

Figures in percent



Source: Global Insight (WMM); calendar year

The **global economy** improved modestly during the last quarter of calendar year 2009. Although manufacturing figures remain far below the level prior to the crisis, both capacity utilization and raw material prices rose gradually once again. Nevertheless, global gross domestic product declined by -2.1 percent in the crisis year 2009. Comprehensive government economic stimulus packages served merely to prevent a worse decline. At present, asset deteriorations, both within corporations as well as private households, and rising unemployment are preventing a stronger upward trend of the global economy.

The recession seems to be over in the **US**, due among others to increased government spending, although a rise in private consumer spending is being hindered by an increased propensity to save by private households. Furthermore, investment activity is still being impeded by the fragile banking sector. However, exports are benefiting from a weak US dollar.

Current conditions in the individual economies of the **euro zone** are highly differentiated. Although production is once again increasing slowly in France and Italy, for example, other countries such as the UK are continuing to struggle with rising unemployment and low capacity utilization.

In **Germany**, the short-time work model is preventing greater job cut-backs at present. However, consumer spending is still being impacted by the uncertain outlook for households. Even though government economic stimulus packages have alleviated the economic downswing, restrictive lending provisions are still dampening corporate investment.

Of all the regions, **Asia** recovered the fastest from the crisis, thereby again generating predominantly favorable growth figures in 2009. Growth is being supported especially in China by a strong economic-policy impetus. In addition to stable consumer spending, that country is also benefiting from ongoing strong demand for investment goods. Japan's upswing is being supported by rising exports and vigorous trading in Asia.

The economies of **Latin America** are benefiting from a vigorous increase in demand for raw materials – the result of the upswing in the key markets of Asia and the US.

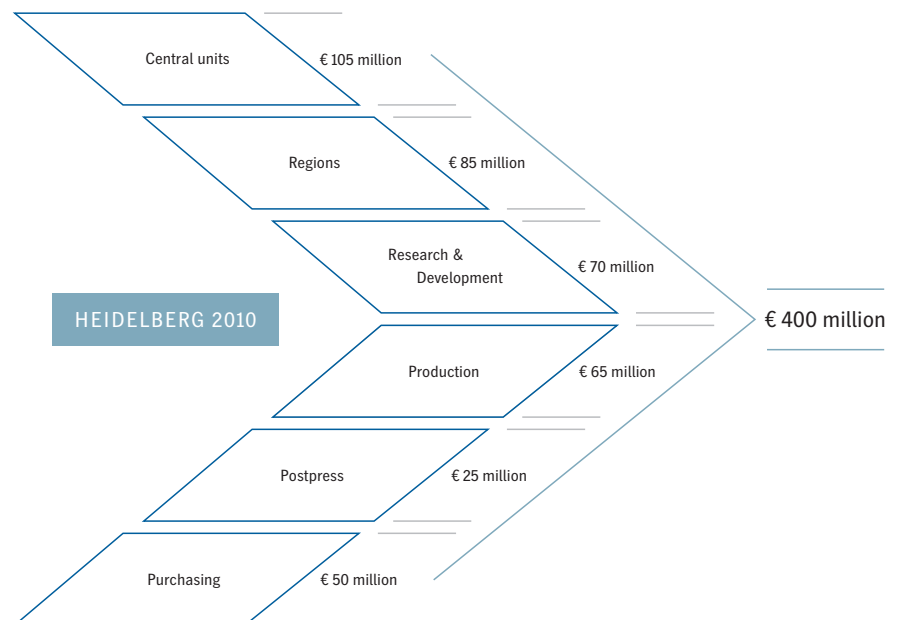
Although the **print media industry** appears to have halted its rapid downward slide, production figures are still far below those during the period prior to the crisis. As a consequence, capacity utilization is still so low that there continue to be merely very low investment requirements among print shops. Improvement will not occur before the global economy continues its upward trend on a sustainable basis.

## Heidelberg 2010

Reacting to the crisis in the financial markets and in the overall economy, we launched the Heidelberg 2010 program at an early stage. This program will generate annual savings of € 400 million in order to better come to terms with future periods of economic weakness. This package of measures has six major thrusts – including the lowering of structural costs in manufacturing, in sales, and in central functions; the restructuring of the Postpress Division; the cutting back of R&D expenses; and the globalization and optimization of production and purchasing.

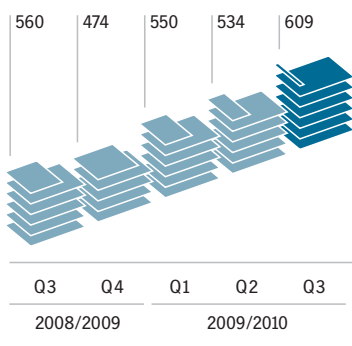
With the completion of negotiations for planned job cutbacks early in October, we continued to implement our package of measures as planned. The core element of this package is to achieve cost cuts equivalent to a reduction in personnel capacities of 5,000 jobs. Together with the measures now agreed, the company is reducing its global headcount by around 4,000 employees. Additional savings will be generated by foregoing payments under the terms of collective bargaining agreements as well as those in excess, and the agreement on flexible working time models in order to adapt human resource capacities to the order situation.

In the next financial year we will benefit from the complete implementation of our package of measures.



## INCOMING ORDERS PER QUARTER

Figures in € millions



## Business Development

For the first time during the current financial year, the third quarter saw at least a slight upward trend for **incoming orders**, which at € 609 million was the highest level achieved within the past five quarters, and rose by 9 percent over the previous year's figure. Overall incoming orders for the first three quarters totaling € 1,693 million were 30 percent below the previous year's figure. The Postpress Division suffered to a greater extent than the Press Division from the negative underlying conditions, both in the third quarter alone as well as for the entire nine-month period. The development of the regions continued to be highly varied. Supported by favorable developments in the Chinese market, the Asia/Pacific region posted growth over the previous year. The Europe, Middle East and Africa region also seems to have halted its downslide, whereas in North America no recovery is yet visible.

The **order backlog** of the Heidelberg Group of € 626 million at the end of the third quarter slightly exceeded the figure at the close of the second quarter.

Sales during the third quarter of € 578 million also represented the Heidelberg Group's highest quarterly sales generated during the current financial year. This figure was 23 percent below sales in the same quarter the previous year – a result of the weak net orders posted during prior quarters. Overall sales of € 1,591 million were posted during the financial year to date, down by 28 percent from the same period the previous year. The decline in the Asia/Pacific region was the most moderate of the regions – largely due to the ongoing favorable business developments in China.

## SALES BY DIVISION

Figures in € millions

	Q1 to Q3 prior year	Q1 to Q3 2009/2010	Q3 prior year	Q3 2009/2010
Press	1,914	1,418	646	517
Postpress	277	158	97	56
Financial Services	20	15	7	5
<b>Heidelberg Group</b>	<b>2,211</b>	<b>1,591</b>	<b>750</b>	<b>578</b>



## Results of Operations, Net Assets, and Financial Position

During the reporting quarter, the **result of operating activities** excluding special items of € -13 million was considerably improved over the two previous quarters, during which this figure was, respectively, € -65 million and € -63 million. This results on the one hand from the slightly higher level of sales, and on the other hand from the increasingly noticeable savings planned for under the Heidelberg 2010 program. We are continuing to reduce staff costs by means of short-time work at our German units.

The result of operating activities excluding special items amounts to € -141 million for the three quarters of the current financial year – because of the implemented measures only € 96 million less than in the previous year. Total operating performance fell by nearly € 900 million during the same period.

### RESULT OF OPERATING ACTIVITIES<sup>1)</sup>

Figures in € millions

	Q1 to Q3 prior year	Q1 to Q3 2009/2010	Q3 prior year	Q3 2009/2010
Press	- 38	- 120	4	- 9
Postpress	- 20	- 27	- 6	- 6
Financial Services	13	6	2	2
<b>Heidelberg Group</b>	- 45	- 141	-	- 13

<sup>1)</sup> Excluding special items

In the third quarter we were in a position to release a portion of the provisions that had been set up for the Heidelberg 2010 program. As a consequence, the **special items** comprised income of € 19 million through the end of the third quarter. The **financial result** for the three quarters, which totaled € -79 million, was down only slightly from the previous year. This was supported by the development of the market price of the hedging transactions, whereas both the higher refinancing costs as well as the sale of the corporation income tax credit burdened the financial result. **Income before taxes** worsened from € -154 million the previous year to € -201 million, of which only € -13 million accrued during the reporting quarter. The **net loss** for the first nine months of the current financial year amounts to € -158 million. **Earnings per share** total € -2.04, compared with € -1.54 the previous year.

## BALANCE SHEET STRUCTURE

Figures in € millions

	31-Mar-2009	in percent of total assets	31-Dec-2009	in percent of total assets
Non-current assets	1,352	41.7	1,216	42.5
Current assets	1,889	58.3	1,645	57.5
<b>Total assets</b>	<b>3,241</b>	<b>100.0</b>	<b>2,861</b>	<b>100.0</b>
Shareholders' equity	796	24.6	607	21.2
Non-current liabilities	817	25.2	823	28.8
Current liabilities	1,628	50.2	1,431	50.0
<b>Total equity and liabilities</b>	<b>3,241</b>	<b>100.0</b>	<b>2,861</b>	<b>100.0</b>

We adjusted the volume of our investments to our lower volume of business during the financial year. **Investments** in tangible and intangible assets amounted to € 40 million during the first nine months of the financial year – 71 percent below the previous year's level.

Due to our low volume of investment and our strategy of continuing to purposefully reduce the commitment of funds, the Heidelberg Group's **total assets** decreased further during the third quarter, as of the quarterly reporting date amounting to € 2,861 million, or € 47 million below the figure at the second quarter's reporting date. For the overall financial year to date, we were thereby successful in reducing total assets by € 380 million.

Among **assets**, we further reduced receivables from customer financing as well as inventories. By contrast, trade receivables rose slightly due to increasing sales. Since the end of the previous financial year, through the consistent implementation of our various measures the Heidelberg Group's net working capital declined by over € 200 million.

Among **liabilities** and net worth, shareholders' equity declined to € 607 million as of December 31, 2009, primarily due to the renewed quarterly shortfall. The equity ratio is 21.2 percent. As of the end of the third quarter, financial liabilities were up slightly to € 815 million.

During the reporting quarter, we were successful in generating break-even **free cash flow** of € 3 million. For the three quarters of the current financial year, free cash flow of € –15 million is thereby also only slightly negative. The outflow of funds during the first nine months of the previous year had amounted to € –277 million.

## NET WORKING CAPITAL

Figures in € millions

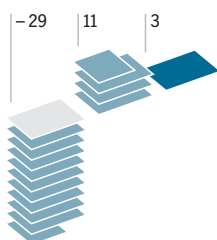
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31-Mar-  
2009 | 31-Dec-  
2009

## FREE CASH FLOW

Figures in € millions



Q1 Q2 Q3  
2009/2010

Primarily due to the negative result, overall **cash flow** totals € -134 million for the financial year to date. Third quarter cash flow amounted to a positive € 18 million. We continued to be successful in generating a high inflow of funds totaling € 132 million in the area of **other operating changes** – primarily working capital items. We considerably reduced the commitment of funds to inventories and trade receivables. Additional inflows of funds resulted from the reduction in receivables from customer financing as well as from the sale of the corporation income tax credit.

Asset disposals exceeded new investments during the third quarter. As a result, the **outflow of funds from investment activity** of € 13 million was very modest for the three quarters. During the same period the previous year, the outflow of funds, including the acquisition of ‘Hi-Tech Coatings’, had totaled € 140 million.

## CONSOLIDATED CASH FLOW STATEMENT

Figures in € millions

	Q1 to Q3 prior year	Q1 to Q3 2009/2010
<b>Cash flow</b>	- 71	- 134
Net working capital	- 84	185
Receivables from customer financing	56	49
Other	- 37	- 102
<b>Other operating changes</b>	- 65	132
<b>Outflow of funds from investment activity</b>	- 140	- 13
<b>Free cash flow</b>	- 277	- 15

We have access to credit facilities totaling € 1,400 million through mid-2012. The financing package comprises three integral parts: a loan under the special program for large companies provided by Kreditanstalt für Wiederaufbau (KfW) totaling € 300 million, a credit supported by security commitments of the German Federal Government and the German States of Baden-Wuerttemberg and Brandenburg amounting to € 550 million, and a syndicated credit line by a bank underwriting syndicate also totaling € 550 million.

In the reporting quarter, most of the investors holding our convertible bond exercised their right to accelerated repayment in accordance with the conditions governing the bonds. The repayment, to be undertaken during the fourth quarter of the current financial year, will be refinanced largely by the loan of the Kreditanstalt für Wiederaufbau (KfW).

## Divisions

With incoming orders totaling € 534 million, the **Press** Division improved its performance compared with both the same quarter the previous year as well as with the two previous quarters. Incoming orders for the first nine months of the financial year amounted to € 1,502 million – 30 percent below the comparable previous year's figure, which had strongly benefited from the drupa trade show. Third quarter sales of € 517 million were also the highest quarterly figures to date during the current financial year. Nevertheless, sales were down by 26 percent during the nine-month period compared with the same period the previous year. Due to the lower sales and the consequent lack of profit contributions, the result of operating activities excluding special items of € –9 million was again negative. The loss was nevertheless limited thanks to the savings generated by the Heidelberg 2010 program as well as to the reduction in staff costs due to the introduction of short-time work. This division suffered an operating loss of € –120 million for the first nine months of the financial year. Due to the reversal of a portion of the provisions for the Heidelberg 2010 program, the special items for the division for the first three quarters included income of € 18 million. The number of employees declined by a further 154 people to 16,317 as of December 31, 2009. Since March 31, 2008, the human resource capacity of this division thereby declined by approximately 2,050 employees including temporary hirings and adjusted for first-time consolidations and trainees.

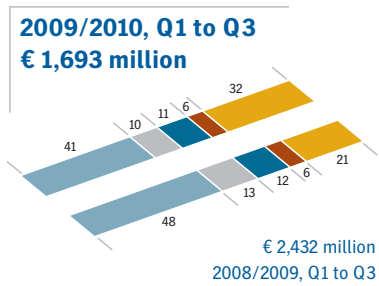
The incoming orders of the **Postpress** Division fell by 7 percent from the comparable previous year's figure to € 70 million during the third quarter. Nonetheless, initial signs of a turnaround are visible, especially in the area of packaging printing products. The overall order volume for the nine-month period of € 176 million is down by 37 percent from the previous year's figure. This division's sales are also suffering more from the underlying conditions than the Press Division. The sales decline, not only in the third quarter but also for the three quarters overall, exceeded 40 percent. These weak sales are also the main cause for the renewed negative result of operating activities, excluding special items, which totaled € –6 million. As of the quarterly reporting date, this division had a total of 1,641 employees. Adjusted for first-time consolidations and trainees and including temporary hirings, the human resource capacity of the division thereby fell by approximately 490 employees since March 31, 2008.

Due to the weak sales of printing presses, the **Financial Services** Division's receivables from customer financing declined further. New financing arrangements also continue to be largely covered by external financing partners. We were successful in reducing the ongoing large proportion of past due items in our portfolio by means of intensive receivables management and an improved exchange rate. During the reporting quarter, this division was successful in generating a moderately positive result of operating activities of € 2 million. As of December 31, 2009, the division had a total of 62 employees.

## Regions

### INCOMING ORDERS BY REGION

Percentage share of the Heidelberg Group



	Q1 to Q3 09/10	Q1 to Q3 prior year
Europe, Middle East and Africa	41	48
Eastern Europe	10	13
North America	11	12
Latin America	6	6
Asia/Pacific	32	21
<b>Heidelberg Group</b>	<b>100</b>	<b>100</b>

Favored by the high volume of incoming orders in the German market, where our traditional Open Houses were held, the **Europe, Middle East and Africa** region generated incoming orders of € 254 million during the reporting quarter, thereby improving on the figures from the previous quarter as well as in the same quarter the previous year. Incoming orders in this region totaled € 691 million for the first nine months of the financial year, which during the past financial year benefited most from the previous year's drupa trade show and which fell 40 percent below the previous year's figure. Sales for the reporting quarter amounted to € 226 million and for the financial year to date € 694 million – considerably below the previous year's figures.

The **Eastern Europe** region generated incoming orders of € 70 million during the third quarter of the financial year – up from the previous quarters. Nonetheless, the incoming orders of the region for the nine-month period of € 172 million are 44 percent below the previous year's figure. The third quarter, which saw sales of € 83 million, was also the strongest quarter so far. Sales for the first nine months of the financial year fell by 36 percent from the same period the previous year.

In the **North America** region, no improvement in the situation of the print media industry was evident during the third quarter, which again saw disappointing incoming orders of € 57 million. The volume of orders generated by our customers during the overall financial year to date only amounted to € 183 million – down by 38 percent from the previous year's figure. Due to weak incoming orders in the previous quarters, the region's third-quarter

sales of € 63 million and the figure for the first nine months of the financial year of € 187 million were also down considerably from the previous year's figures.

Despite a solid volume of orders in the Brazilian market, the **Latin America** region only generated incoming orders of € 36 million during the third quarter – like the € 98 million posted for the overall financial year to date, this fell considerably short of the previous year's figures. This region's sales did better, at € 41 million reaching the same level as in the third quarter the previous year.

The gratifying development of the Chinese market continued into the third quarter of the financial year. Moreover, the first Speedmaster CD 102 produced at the Chinese manufacturing facility in Qingpu went into operation during the reporting quarter. Favored by incoming orders in China and the beginnings of an upswing in some other markets, we were successful in boosting our incoming orders in the **Asia/Pacific** region to € 192 million – more than 50 percent higher than in the same quarter the previous year. Overall incoming orders for the first nine months of the financial year of € 549 million are also higher than the previous year's figure. Sales of € 165 million during the reporting quarter exceeded the previous year's figure. Overall sales in this region for the first nine months of the financial year fell 5 percent short of the previous year's figure.

## NET SALES BY REGION

Figures in € millions

	Q1 to Q3 prior year	Q1 to Q3 2009/2010	Q3 prior year	Q3 2009/2010
Europe, Middle East and Africa	1,064	694	370	226
Eastern Europe	269	172	92	83
North America	283	187	99	63
Latin America	123	91	41	41
Asia/Pacific	472	447	148	165
<b>Heidelberg Group</b>	<b>2,211</b>	<b>1,591</b>	<b>750</b>	<b>578</b>

## Employees

### EMPLOYEES BY DIVISION

Number of employees		
	31-Mar- 2009	31-Dec- 2009
Press	17,040	16,317
Postpress	1,818	1,641
Financial Services	68	62
<b>Heidelberg Group</b>	<b>18,926</b>	<b>18,020</b>

The number of employees declined by an additional 181 people during the third quarter. As of December 31, 2009, the Heidelberg Group had a total of 18,020 employees. Since March 31, 2008 and through to the present, we have therefore been successful in reducing our human resource capacity by 2,550 positions after adjusting for first-time consolidations and trainees and including temporary hirings.

At the beginning of the third quarter, we came to an agreement with the staff representatives concerning a reconciliation of interests as well as an employee termination benefits plan covering the cutback of approximately 1,300 employees at the German local units. An additional 200 employees resigned by mutual agreement. In addition to the agreed-upon compensation provisions, we are offering the affected employees the choice of moving to a transfer company for a 12-month period as of March 1, 2010.

## 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 control them or to make appropriate provisions. We also intend to assess opportunities at the earliest possible time and systematically make the most of them. For a detailed version of our Risk and Opportunity Report, please refer to our 2008/2009 Annual Report.

The overall risk situation of the Heidelberg Group has worsened due to the impact of the economic and financial market crisis. Nevertheless, now that negotiations for the new financing concept have been completed, there are no recognizable risks that could threaten the existence of the Heidelberg Group.

Since our industry is dependent on advertising expenditures, which, in turn, are influenced by business developments, the print media industry is particularly affected by economic uncertainties. A delay in the expected overall economic upswing therefore continues to represent the Heidelberg Group's greatest risk.

We continue to pursue a strategy of reinforcing those business units that will make us less dependent on cyclical fluctuations in the future. In order to more efficiently implement this strategy, as of April 1, 2010 the Heidelberg Group will be reorganized into the following divisions: 'Heidelberg Equipment', 'Heidelberg Services', and 'Heidelberg Financial Services'.

Besides risks, there are also opportunities that could favor our business. We see an opportunity in a more rapid and sustained economic recovery than is generally expected as well as in a return of confidence in the economy. This will encourage an increased propensity to invest by our customers.

## Future Prospects

The global economic downswing bottomed out during the course of the past calendar year. Global economic performance nevertheless declined by -2.1 percent in calendar year 2009 according to Global Insight. Worldwide growth of 2.8 percent is expected for the current calendar year 2010, with the emerging markets serving as the primary impetus for growth. Despite various economic policy measures, the upswing will be rather restrained in the industrial countries.

Following the developments so far in the current financial year, we expect the sales of the Heidelberg Group in the financial year 2009/2010 to once again fall short of financial year 2008/2009. Due to this low volume of sales, we continue to project a **result of operating activities** excluding special items of between € -110 million and € -150 million. Heidelberg is in the process of implementing all cost reduction measures. In addition, the agreements that have been established make it possible for us to continue to flexibly adapt staff costs.



## Supplementary Report

No significant events occurred following the financial reporting date.

### **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 macroeconomic 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.

## THIRD QUARTER 2009/2010 IN REVIEW

### OCTOBER 2009

**OCTOBER 7**  
Reconciliation  
of interests

**OCTOBER 8 – 10**  
Open Houses

Speedmaster

### NOVEMBER 2009

**NOVEMBER 16**  
JGAS in Tokyo

Speedmaster

#### Heidelberg Reaches Agreement over Job Cutbacks

**October 7, 2009** +++ Package of measures makes substantial contribution to reducing costs +++

Management and the staff representatives came to agreement on a reconciliation of interests as well as an employee termination benefits plan covering cutbacks totaling approximately 1,300 employees at the German units. An additional 200 employees resigned by mutual agreement, as a result of which there is a further staff reduction of 1,500 employees during financial year 2009/2010.

The total worldwide decline in staff thereby amounted to 4,000 employees. Additional savings will be achieved by foregoing payments under the terms of collective bargaining agreements and those in excess thereof as well as through the agreement on flexible working time models in order to adapt human resource capacities to the order situation. In addition to the agreed-upon compensation provisions, the affected employees have the right as of March 1, 2010 to move to an interim employment company for 12 months.

#### Open Houses in Germany

**October 8 – 10, 2009** +++ Over 1,400 visitors +++

This year's Open Houses held by Heidelberg's German sales and service company took place under the slogan 'Benefiting from Our Potential. Securing Our Leading Position'. Some 1,400 visitors accepted our invitation. Customers had the opportunity of engaging in vigorous and frank discussions with Heidelberg's experts in the areas of sales, service, training, systems consultancy, and product management, and also to acquire comprehensive information on Heidelberg's product portfolio.



#### Heidelberg Japan Exhibits at the JGAS 2009 (Japan Graphic Arts Show) in Tokyo

**November 16, 2009** +++ Systemservice introduces its line of services +++

Heidelberg Japan focused on new service products offered by the Systemservice unit at the JGAS trade show. The service portfolio includes the Partner Program, which allows customers to individually select service modules according to their specific requirements. Maintenance services for Heidelberg printing presses were also highlighted in a demonstration of a Speedmaster SM 102 printing unit.



## DECEMBER 2009

NOVEMBER 26

New corporate  
structure

Speedmaster

DECEMBER 17

First CD 102  
from Qingpu

Speedmaster

**New Corporate Structure****November 26, 2009** +++ Restructuring in support of strategic alignment +++

The Management Board and the Supervisory Board gave the go-ahead to restructure the Company. The measures come into effect as of April 1, 2010. In order to more efficiently implement the Company's strategy in the future, Heidelberg will be reorganized into the following divisions: 'Heidelberg Equipment' under the management of Stephan Plenz, 'Heidelberg Services' under the new Management Board member Marcel Kießling, and 'Heidelberg Financial Services' headed up by Dirk Kaliebe. Bernhard Schreier, Chairman of the Management Board, is responsible for the international sales network. The previous Management Board member responsible for sales, Jürgen Rautert, resigned from the Management Board by mutual agreement.

The new member of the Management Board, Marcel Kießling, born in 1961, joined the Company in 1989 and held several management positions in product marketing and product management. Since 2001, he has been responsible for sales in Germany, and since 2004 for the Americas sales region.

**Installation in China of First Speedmaster CD 102 Made in Qingpu****December 17, 2009** +++ Chinese print shop further enhances its integrated solution +++

The first Speedmaster CD 102 produced at the Chinese manufacturing facility at Qingpu went into operation at the Chinese print shop Yantai Dong Ming Printing. This print shop thereby completes the equipping of its printroom, which already includes a Speedmaster SM 74, a Suprasetter A 105, a KHC 66 Stahlfolder, and a Polar cutter. This print shop additionally works with Prinect workflow modules – an integrated solution from Heidelberg that is the basis for this company's business success, which will now be further augmented by the new investment.

## > CONSOLIDATED INTERIM FINANCIAL STATEMENTS

FOR THE PERIOD APRIL 1, 2009 TO DECEMBER 31, 2009

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**Consolidated interim  
income statement  
April 1, 2009 to  
December 31, 2009**

**> INTERIM INCOME STATEMENT**

Figures in € thousands

	Note	1-Apr-2008 to 31-Dec-2008	1-Apr-2009 to 31-Dec-2009
Net sales		2,210,682	1,591,049
Change in inventories		165,922	- 51,484
Other own work capitalized		61,597	6,770
<b>Total operating performance</b>		<b>2,438,201</b>	<b>1,546,335</b>
Other operating income	3	106,041	104,200
Cost of materials	4	1,118,591	747,998
Personnel expenses		822,780	609,543
Depreciation and amortization		93,671	77,626
Other operating expenses	5	554,169	356,104
Special items	6	32,399	- 19,167
Result of operating activities		- 77,368	- 121,569
Financial income	7	11,463	20,035
Financial expenses	8	87,778	99,410
Financial result		- 76,315	- 79,375
<b>Income before taxes</b>		<b>- 153,683</b>	<b>- 200,944</b>
Taxes on income		- 34,305	- 42,564
<b>Consolidated net loss</b>		<b>- 119,378</b>	<b>- 158,380</b>
<b>Undiluted earnings per share according to IAS 33 (in € per share)</b>	9	- 1.54	- 2.04
<b>Diluted earnings per share according to IAS 33 (in € per share)</b>	9	- 1.54	- 2.04

**Consolidated interim  
income statement  
October 1, 2009 to  
December 31, 2009**

**> INTERIM INCOME STATEMENT**

Figures in € thousands

	1-Oct-2008 to 31-Dec-2008	<b>1-Oct-2009 to 31-Dec-2009</b>
Net sales	749,951	578,390
Change in inventories	– 11,240	5,736
Other own work capitalized	19,825	1,998
<b>Total operating performance</b>	<b>758,536</b>	<b>586,124</b>
Other operating income	36,705	32,252
Cost of materials	341,650	288,453
Personnel expenses	251,196	207,273
Depreciation and amortization	31,936	25,157
Other operating expenses	170,106	110,182
Special items	– 7,501	– 30,465
Result of operating activities	7,854	17,776
Financial income	3,680	1,325
Financial expenses	33,872	32,040
Financial result	– 30,192	– 30,715
<b>Income before taxes</b>	<b>– 22,338</b>	<b>– 12,939</b>
Taxes on income	2,040	– 1,795
<b>Consolidated net loss</b>	<b>– 24,378</b>	<b>– 11,144</b>
<b>Undiluted earnings per share according to IAS 33 (in € per share)</b>	<b>– 0.32</b>	<b>– 0.14</b>
<b>Diluted earnings per share according to IAS 33 (in € per share)</b>	<b>– 0.32</b>	<b>– 0.14</b>

## &gt; STATEMENT OF COMPREHENSIVE INCOME

Figures in € thousands

	1-Apr-2008 to 31-Dec-2008	1-Apr-2009 to 31-Dec-2009
<b>Consolidated net loss</b>	- 119,378	158,380
Pension obligations	- 54,158	- 32,704
Foreign currency translation	27,264	21,350
Financial assets	- 811	412
Cash flow hedges	- 27,315	1,373
Deferred income taxes	5,209	22,678
<b>Total recognized income and expense without effect on the income statement</b>	- 49,811	- 29,591
<b>Total comprehensive income</b>	- 169,189	- 187,971

**Consolidated interim  
balance sheet as of  
December 31, 2009**

**> ASSETS**

Figures in € thousands			
	Note	31-Mar-2009	31-Dec-2009
<b>Non-current assets</b>			
Intangible assets	10	322,246	302,319
Tangible assets	10	645,615	605,990
Investment property	10	1,766	1,754
Financial assets		28,857	28,068
Receivables from customer financing		150,976	123,401
Other receivables and other assets	11	40,019	32,699
Income tax assets	11	70,862	4,581
Deferred tax assets		92,126	117,511
		<u>1,352,467</u>	<u>1,216,323</u>
<b>Current assets</b>			
Inventories	12	1,034,126	923,708
Receivables from customer financing		122,218	95,786
Trade receivables		450,866	302,708
Other receivables and other assets	11	157,660	182,995
Income tax assets	11	27,995	12,999
Marketable securities		889	–
Cash and cash equivalents		79,117	110,833
		<u>1,872,871</u>	<u>1,629,029</u>
<b>Assets held for sale</b>		<u>15,824</u>	<u>15,824</u>
<b>Total assets</b>		<u>3,241,162</u>	<u>2,861,176</u>



## &gt; EQUITY AND LIABILITIES

Figures in € thousands

	Note	31-Mar-2009	31-Dec-2009
<b>Shareholders' equity</b>	13		
Subscribed capital		198,767	198,767
Capital reserves and retained earnings		846,066	566,942
Consolidated net loss		- 248,707	- 158,380
		<u>796,126</u>	<u>607,329</u>
<b>Non-current liabilities</b>			
Provisions for pensions and similar obligations	14	154,162	208,889
Other provisions	15	349,055	356,361
Financial liabilities	16	127,094	118,159
Other liabilities	17	148,592	128,719
Deferred tax liabilities		37,753	10,565
		<u>816,656</u>	<u>822,693</u>
<b>Current liabilities</b>			
Other provisions	15	469,499	335,265
Financial liabilities	16	632,824	696,831
Trade payables		181,920	148,951
Income tax liabilities		1,962	1,988
Other liabilities	17	342,175	248,119
		<u>1,628,380</u>	<u>1,431,154</u>
<b>Total equity and liabilities</b>		<u>3,241,162</u>	<u>2,861,176</u>

## &gt; CONSOLIDATED CASH FLOW STATEMENT

Figures in € thousands	1-Apr-2008 to 31-Dec-2008	1-Apr-2009 to 31-Dec-2009
Consolidated net loss	- 119,378	- 158,380
Depreciation and amortization <sup>1)</sup>	94,154	76,955
Change in pension provisions	12,244	20,811
Change in deferred tax assets/deferred tax liabilities/ tax provisions	- 57,595	- 73,328
Result from disposals <sup>1)</sup>	- 80	80
<b>Cash flow</b>	<b>- 70,655</b>	<b>- 133,862</b>
Change in inventories	- 213,538	94,021
Change in sales financing	55,793	49,052
Change in trade receivables/trade payables	115,020	104,485
Change in other provisions	- 21,484	- 76,374
Change in other balance sheet items	- 1,760	- 39,377
<b>Other operating changes</b>	<b>- 65,969</b>	<b>131,807</b>
<b>Outflow of funds from operating activities</b>	<b>- 136,624</b>	<b>- 2,055</b>
Intangible assets/tangible assets/investment property		
Investments	- 139,286	- 36,360
Proceeds from disposals	29,900	24,838
Financial assets/corporate acquisitions		
Investments	- 31,046	- 1,906
Proceeds from disposals	131	316
<b>Outflow of funds from investment activity</b>	<b>- 140,301</b>	<b>- 13,112</b>
<b>Free cash flow</b>	<b>- 276,925</b>	<b>- 15,167</b>
Dividend payment	- 73,761	-
Change in financial liabilities	270,367	44,922
<b>Inflow of funds from financing activity</b>	<b>196,606</b>	<b>44,922</b>
<b>Net change in cash and cash equivalents</b>	<b>- 80,319</b>	<b>29,755</b>
<b>Cash and cash equivalents at the beginning of the quarter</b>	<b>143,943</b>	<b>80,006</b>
Changes in the scope of the consolidation	1,277	90
Currency adjustments	1,620	982
Net change in cash and cash equivalents	- 80,319	29,755
<b>Cash and cash equivalents at the end of the quarter</b>	<b>66,521</b>	<b>110,833</b>

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

**> DEVELOPMENT OF SHAREHOLDERS' EQUITY**

Figures in € thousands

	Subscribed capital	Capital reserve	Pension obligations	Currency translation	Retained earnings	
					Fair value of other financial assets	Fair value of cash flow hedges
<b>April 1, 2008</b>	198,767	30,005	- 3,092	- 282,324	101	30,916
Dividend payment	-	-	-	-	-	-
Total comprehensive income	-	-	- 55,851	27,264	- 482	- 20,742
Consolidations/other changes	-	-	-	-	-	-
<b>December 31, 2008</b>	<u>198,767</u>	<u>30,005</u>	<u>- 58,943</u>	<u>- 255,060</u>	<u>- 381</u>	<u>10,174</u>
<b>April 1, 2009</b>	198,767	30,005	- 109,574	- 220,142	- 517	- 3,301
Dividend payment	-	-	-	-	-	-
Total comprehensive income	-	-	- 9,242	- 21,350	245	756
Consolidations/other changes	-	-	-	-	-	-
<b>December 31, 2009</b>	<u>198,767</u>	<u>30,005</u>	<u>- 118,816</u>	<u>- 241,492</u>	<u>- 272</u>	<u>- 2,545</u>

**> CONSOLIDATED SEGMENT INFORMATION APRIL 1, 2009 TO DECEMBER 31, 2009<sup>1)</sup>**

Figures in € thousands

	Press		Postpress		Financial Services	
	1-Apr-2008 to 31-Dec-2008	<b>1-Apr-2009 to 31-Dec-2009</b>	1-Apr-2008 to 31-Dec-2008	<b>1-Apr-2009 to 31-Dec-2009</b>	1-Apr-2008 to 31-Dec-2008	<b>1-Apr-2009 to 31-Dec-2009</b>
External sales	1,913,886	1,418,643	277,277	157,859	19,519	14,547
Result of operating activities (segment result)	- 59,523	- 100,910	- 30,769	- 26,474	12,924	5,815
Investments	134,228	35,023	5,053	5,077	5	-
Segment assets <sup>2)</sup>	2,428,793	2,197,545	230,835	201,780	280,363	226,288

<sup>1)</sup> For additional explanations see note 19

<sup>2)</sup> Previous year's figures refer to March 31, 2009

Other retained earnings	Total retained earnings	Total capital reserves and retained earnings	Consolidated net profit/loss	Total
1,076,692	822,293	852,298	141,770	1,192,835
-	-	-	- 73,761	- 73,761
68,009	18,198	18,198	- 187,387	- 169,189
- 5,269	- 5,269	- 5,269	-	- 5,269
<u>1,139,432</u>	<u>835,222</u>	<u>865,227</u>	<u>- 119,378</u>	<u>944,616</u>
1,149,595	816,061	846,066	- 248,707	796,126
-	-	-	-	-
- 248,707	- 278,298	- 278,298	90,327	- 187,971
- 826	- 826	- 826	-	- 826
<u>900,062</u>	<u>536,937</u>	<u>566,942</u>	<u>- 158,380</u>	<u>607,329</u>

#### Heidelberg Group

1-Apr-2008 to 31-Dec-2008	1-Apr-2009 to 31-Dec-2009
2,210,682	1,591,049
- 77,368	- 121,569
139,286	40,100
<u>2,939,991</u>	<u>2,625,613</u>

## Notes

**1 Accounting and valuation policies**

The consolidated interim financial report as of December 31, 2009 was prepared in accordance with the International Financial Reporting Standards (IFRS) for interim financial reporting as applicable in the European Union.

The consolidated interim financial report was based on the same accounting and valuation policies as the consolidated Annual Report for the financial year 2008/2009, and complies with the provisions of IAS 34 (interim financial reporting). In accordance with the provisions of IAS 34 a set of condensed financial statements is published compared to the consolidated financial statements as of March 31, 2009.

The International Accounting Standards Board (IASB) and the International Financial Reporting Interpretations Committee (IFRIC) have issued the following new standards, amendments to existing standards, and interpretations, which are to be applied for the first time in financial year 2009/2010:

Standard	Publication by the IASB/IFRIC	Effective date <sup>1)</sup>	Adopted by EU Commission	Effects
<b>Amendments to standards</b>				
IAS 1: 'Presentation of Financial Statements'	September 6, 2007	January 1, 2009	December 18, 2008	> No material effects
IAS 23: 'Borrowing costs'	March 29, 2007	January 1, 2009	December 17, 2008	> No material effects
'Amendments to IAS 32 and IAS 1: Puttable Financial Instruments and Obligations Arising on Liquidation'	February 14, 2008	January 1, 2009	January 22, 2009	> None
'Amendments to IFRS 1 and IAS 27: Cost of an Investment in a Subsidiary, Jointly Controlled Entity, or Associated Company'	May 22, 2008	January 1, 2009	January 24, 2009	> None
IFRS 2: 'Share-based Payment'	January 17, 2008	January 1, 2009	December 17, 2008	> None
'Amendments to IAS 39 and IFRS 7: Reclassification of Financial Assets – Effective date and transition'	November 27, 2008	With retroactive effect from July 1, 2008	September 10, 2009	> None
'Amendment to IFRS 4: Insurance Contracts and Amendments to IFRS 7: Financial Instruments: Disclosures'	March 5, 2009	January 1, 2009	December 1, 2009	> Enhanced disclosure requirements for financial instruments in the consolidated statements as of March 31, 2010

<sup>1)</sup> For financial years beginning on or after this date

Standard	Publication by the IASB/IFRIC	Effective date <sup>1)</sup>	Adopted by EU Commission	Effects
'Amendments to IFRIC Interpretation 9: Reassessment of Embedded Derivatives and Amendments to IAS 39: Financial Instruments: Recognition and Measurement'	March 12, 2009	January 1, 2009	December 1, 2009	> None
'Improvements to International Financial Reporting Standards 2008'	May 22, 2008	January 1, 2009	January 24, 2009	> No material effects
<b>New standards</b>				
IFRS 8: 'Operating Segments'	November 30, 2006	January 1, 2009	November 22, 2007	> No material effects
<b>New interpretations</b>				
IFRIC 12: 'Service Concession Arrangements'	November 30, 2006	March 29, 2009	March 26, 2009	> None
IFRIC 13: 'Customer Loyalty Programmes'	June 28, 2007	January 1, 2009	December 17, 2008	> No material effects
IFRIC 14: 'IAS 19 – The Limit on a Defined Benefit Asset, Minimum Funding Requirements and Their Interaction'	July 5, 2007	January 1, 2009	December 17, 2008	> No material effects

<sup>1)</sup> For financial years beginning on or after this date

The IASB and the IFRIC approved the following standards and interpretations whose application during the financial year 2009/2010 is not yet compulsory or which have not yet been approved by the European Union (EU):

- > Changes to IFRS 1: 'First-time Adoption of International Financial Reporting Standards'
- > Changes to IFRS 1: 'Additional Exemptions for First-Time Adopters'
- > Changes to IFRS 2: 'Cash-settled Share-Based Payment Transactions'
- > Changes to IFRS 3: 'Business Combinations'
- > IFRS 9: 'Financial Instruments'
- > IAS 24: 'Related Party Disclosures' (Revised 2009)
- > Changes to IAS 27: 'Consolidated and Separate Financial Statements'
- > Changes to IAS 32: 'Classification of Rights Issues'
- > Changes to IAS 39: 'Financial Instruments: Recognition and Measurement': Designated Hedged Items
- > Amendment to IFRIC 14: 'Prepayments of a Minimum Funding Requirement'
- > IFRIC 15: 'Agreements for the Construction of Real Estate'

- > IFRIC 16: 'Hedges of a Net Investment in a Foreign Operation'
- > IFRIC 17: 'Distributions of Non-cash Assets to Owners'
- > IFRIC 18: 'Transfers of Assets from Customers'
- > IFRIC 19: 'Extinguishing Financial Liabilities with Equity Instruments'
- > 'Improvements to International Financial Reporting Standards 2009'

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.

## **2 Scope of the consolidation**

Apart from Heidelberger Druckmaschinen Aktiengesellschaft, the consolidated interim financial statements include a total of 75 (March 31, 2009: 73) domestic and foreign companies in which Heidelberger Druckmaschinen Aktiengesellschaft is in a position to exercise control as defined by IAS 27. Of these companies, 64 (March 31, 2009: 65) are located outside Germany. Shares in subsidiaries that are of minor significance are not included.

During the current financial year 2009/2010, Saphira Handelsgesellschaft mbH, Waiblingen, Germany, as well as Heidelberger Druckmaschinen Real Estate GmbH & Co. KG, Walldorf, Germany, and Heidelberger Druckmaschinen Vermögensverwaltungsgesellschaft mbH, Walldorf, Germany, were included in the scope of consolidation. Furthermore, Hi-Tech Coatings B.V., Zwaag, the Netherlands, was merged with Hi-Tech Coatings International B.V., Zwaag, the Netherlands.

### 3 Other operating income

	1-Apr-2008 to 31-Dec-2008	1-Apr-2009 to 31-Dec-2009
Reversal of other provisions/accrued liabilities	33,909	47,971
Income from written-off receivables and other assets	14,407	18,188
Income from operating facilities	12,842	11,136
Hedging transactions /foreign-exchange profit	12,369	6,984
Income from disposals of intangible assets, tangible assets, and investment property	1,089	351
Other income	31,425	19,570
	<u>106,041</u>	<u>104,200</u>

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

Proportionate interest expenses accrued in connection with the Financial Services Division totaling € 3,645 thousand (April 1, 2008 to December 31, 2008: € 553 thousand) are shown in the cost of materials. Interest income from sales financing totaling € 14,547 thousand (April 1, 2008 to December 31, 2008: € 19,519 thousand) is included in net sales.

### 5 Other operating expenses

	1-Apr-2008 to 31-Dec-2008	1-Apr-2009 to 31-Dec-2009
Other deliveries and services not included in the cost of materials	171,825	76,415
Special direct sales expenses including freight charges	87,386	62,988
Rent and leases (excluding car fleet)	48,787	42,286
Travel expenses	46,494	27,824
Bad debt allowances and impairment on other assets	24,649	26,622
Costs of car fleet	16,995	17,219
Hedging transactions /exchange rate losses	17,539	15,953
Insurance expense	13,674	12,196
Additions to provisions (relates to several expense accounts)	26,695	9,553
Other overhead costs	100,125	65,048
	<u>554,169</u>	<u>356,104</u>

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 and income accrued in connection with our **Heidelberg 2010 program**. Under the terms of the agreement of Management and the staff representatives of Heidelberger Druckmaschinen Aktiengesellschaft on October 7, 2009 concerning the reconciliation of interests as well as an employee termination benefits plan covering the cutback of employees at the German units, corresponding provisions formed the previous year in the amount of € 40,136 thousand were released during the third quarter of financial year 2009/2010. Taking into consideration expenses for personnel adjustments, income due to human resource measures amounting to € 28,815 thousand as well as expenses for additional structural measures totaling € 9,648 thousand were accrued during the reporting period.

## 7 Financial income

	1-Apr-2008 to 31-Dec-2008	1-Apr-2009 to 31-Dec-2009
Interest and similar income	9,773	17,313
Income from financial assets/loans/marketable securities	1,690	2,722
	<u>11,463</u>	<u>20,035</u>

## 8 Financial expenses

	1-Apr-2008 to 31-Dec-2008	1-Apr-2009 to 31-Dec-2009
Interest and similar expenses	84,786	95,129
Expenses from financial assets/loans/marketable securities	2,992	4,281
	<u>87,778</u>	<u>99,410</u>

## 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 (April 1, 2009 to December 31, 2009: 77,643,434 no-par shares). The weighted number of outstanding shares was influenced by the treasury stock. As at December 31, 2009 the treasury stock comprised an unchanged number of 400,000 shares. The inclusion of potential shares owing to the issuance of the convertible bond in the calculation of diluted earnings per share did not have any dilutive effect.

### 10 Intangible assets, tangible assets, and investment property

During the period April 1, 2009 to December 31, 2009 additions to investments in intangible assets totaled € 2,833 thousand (April 1, 2008 to December 31, 2008: € 32,022 thousand) and in tangible assets € 37,267 thousand (April 1, 2008 to December 31, 2008: € 108,624 thousand). During the same period, the carrying amounts of disposals from intangible assets amounted to € 4 thousand (April 1, 2008 to December 31, 2008: € 28 thousand) and from tangible assets € 24,901 thousand (April 1, 2008 to December 31, 2008: € 28,579 thousand).

We partially restated the useful lives of intangible and tangible assets during the fourth quarter of the previous year. During the reporting period, with unchanged useful lives the depreciation and amortization of intangible assets rose by approximately € 16 million and of tangible assets by approximately € 7.7 million.

### 11 Other receivables, other assets, income tax assets

The Other receivables and other assets item includes receivables from derivative financial instruments totaling € 29,078 thousand (March 31, 2009: € 52,838 thousand) and prepaid expenses amounting to € 37,983 thousand (March 31, 2009: € 13,932 thousand).

The decrease in income tax assets during the reporting period is primarily attributable to the sale of the corporate tax credit. The loss on the sale totaling € 17,894 thousand is shown in the interim profit and loss statement under 'interest and similar expenses'.

### 12 Inventories

	31-Mar-2009	31-Dec-2009
Raw materials, consumables, and supplies	132,495	115,569
Work and services in progress	321,346	347,817
Manufactured products and merchandise	572,829	457,687
Prepayments	7,456	2,635
	<u>1,034,126</u>	<u>923,708</u>

### 13 Shareholders' equity

As was the case on March 31, 2009, the Company still held 400,000 shares (cost of the acquisition: € 13,258 thousand) as of December 31, 2009. The repurchased shares may only be utilized to reduce the capital stock of Heidelberger Druckmaschinen Aktiengesellschaft 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 Heidelberger Druckmaschinen Aktiengesellschaft or affiliated companies.

Please refer to note 26 in our consolidated annual financial statements with regard to the contingent capital as of March 31, 2009 and the Authorized Capital 2008. Substantial changes compared to the financial statements resulted from the resolution of the Annual General Meeting of July 23, 2009. On this date, the Annual General Meeting decided to authorize the Management Board, with the approval of the Supervisory Board, to increase the share capital of Heidelberger Druckmaschinen Aktiengesellschaft by up to € 39,958,236.16 on one or several occasions against cash contributions by July 1, 2014 (Authorized Capital 2009). The Management Board was authorized, under certain conditions, to disapply the subscription rights of the shareholders. This authorization took effect on August 26, 2009, when the amendment to the Articles of Association was entered in the commercial register.

#### 14 Provisions for pensions and similar obligations

As of December 31, 2009 a discount rate of 5.25 percent (March 31, 2009: 6.0 percent) was used to determine actuarial gains and losses for domestic entities.

#### 15 Other provisions

Other provisions comprise tax provisions totaling € 236,823 thousand (March 31, 2009: € 280,071 thousand) and other provisions amounting to € 454,803 thousand (March 31, 2009: € 538,483 thousand). Other provisions include staff obligations of € 114,791 thousand (March 31, 2009: € 122,635 thousand) and sales obligations of € 132,367 thousand (March 31, 2009: € 155,821 thousand).

#### 16 Financial liabilities

	31-Mar-2009			31-Dec-2009		
	Current	Non-current	Total	Current	Non-current	Total
Convertible bond	303,823	–	303,823	310,177	–	310,177
Borrower's note loans	62,105	61,500	123,605	7,149	58,000	65,149
To banks	246,423	63,281	309,704	356,933	57,285	414,218
From finance lease contracts	3,646	2,157	5,803	3,665	2,748	6,413
Other	16,827	156	16,983	18,907	126	19,033
	<u>632,824</u>	<u>127,094</u>	<u>759,918</u>	<u>696,831</u>	<u>118,159</u>	<u>814,990</u>

On August 7, 2009 negotiations on the new financing concept were concluded and the corresponding credit agreements with the banks were signed. We were in receipt of the complete deeds of guarantee from the Federal Government and the States of Baden-Wuerttemberg and Branden-

burg on August 18, 2009. The financing package which provides the company with a credit line totaling € 1.4 billion for the period up to the middle of 2012 consists of a € 300 million loan from the Special Program of the KfW (Reconstruction Loan Corporation) for large companies, a € 550 million loan supported by guarantee pledges from the Federal Government and the above-mentioned States, and a syndicated credit line totaling € 550 million. Expenses for the granting of these credits in the amount of € 4,182 thousand are shown in the interim income statement under 'interest and similar expenses'.

During the third quarter of financial year 2009/2010, most of the investors holding our convertible bond exercised their right to accelerated repayment in accordance with the conditions governing the bonds. The repayment, to be undertaken during the fourth quarter of the reporting period, will be refinanced largely by the loan from Kreditanstalt für Wiederaufbau (KfW), which was issued for this purpose within the framework of our new financing concept.

## 17 Other liabilities

Other liabilities include advance payments on orders totaling € 78,046 thousand (March 31, 2009: € 91,483 thousand), liabilities from derivative financial instruments amounting to € 21,988 thousand (March 31, 2009: € 75,262 thousand), and prepaid expenses of € 85,104 thousand (March 31, 2009: € 97,782 thousand).

## 18 Contingent liabilities and other financial liabilities

As of December 31, 2009 contingent liabilities for warranties and guarantees totaled € 7,013 thousand (March 31, 2009: € 16,561 thousand).

As of December 31, 2009 other financial liabilities amounted to € 366,820 thousand (March 31, 2009: € 407,987 thousand). Of this amount, € 329,167 thousand (March 31, 2009: € 343,168 thousand) apply to lease obligations and € 37,653 thousand (March 31, 2009: € 64,819 thousand) to investments and other purchasing requirements.

## 19 Information concerning segment reporting

The segment information is based on the **management approach**.

The segment result is assigned to income before taxes as follows:

	1-Apr-2008 to 31-Dec-2008	<b>1-Apr-2009 to 31-Dec-2009</b>
Result of operating activities (segment result)	- 77,368	- 121,569
Financial result	- 76,315	- 79,375
<b>Income before taxes</b>	<b>- 153,683</b>	<b>- 200,944</b>

External sales are distributed among the regions as follows:

	1-Apr-2008 to 31-Dec-2008	<b>1-Apr-2009 to 31-Dec-2009</b>
<b>Europe, Middle East and Africa</b>		
Germany	417,797	262,712
Other regions Europe, Middle East and Africa	645,747	430,962
	<u>1,063,544</u>	<u>693,674</u>
<b>Asia/Pacific</b>		
China	165,895	222,560
Other regions Asia/Pacific	305,851	224,096
	<u>471,746</u>	<u>446,656</u>
<b>Eastern Europe</b>	269,051	172,563
<b>North America</b>	283,505	187,345
<b>Latin America</b>	122,836	90,811
	<u>2,210,682</u>	<u>1,591,049</u>

## 20 Supervisory Board/ Management Board

The members of the Supervisory Board and the Management Board are listed on page 37.

## 21 Related party transactions

As described in our notes to the consolidated financial statements as of March 31, 2009 under note 41, 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.

During the reporting period, transactions carried out with related parties resulted in liabilities of € 5,901 thousand (March 31, 2009: € 6,769 thousand), receivables of € 19,649 thousand (March 31, 2009: € 21,558 thousand), expenses of € 6,528 thousand (April 1, 2008 to December 31, 2008, € 12,231 thousand), and income of € 14,590 thousand (April 1, 2008 to December 31, 2008: € 29,416 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 Druckmaschinen Aktiengesellschaft have provided advisory services to fully consolidated companies amounting to € 78 thousand (April 1, 2008 to December 31, 2008: € 337 thousand).

**22 Events after the reporting date**

No significant events occurred after the reporting date.

Heidelberg, February 9, 2010

**Heidelberger Druckmaschinen Aktiengesellschaft**

The Management Board

## Supervisory Board

**Dr. Mark Wössner**  
Chairman  
of the Supervisory Board

**Rainer Wagner\***  
Deputy Chairman  
of the Supervisory Board

**Dr. Werner Brandt**

**Edwin Eichler**

**Wolfgang Flörchinger\***

**Martin Gauß\***

**Mirko Geiger\***

**Gunther Heller\***

**Jörg Hofmann\***

**Dr. Siegfried Jaschinski**

**Robert J. Koehler**

**Dr. Gerhard Rupprecht**

**Beate Schmitt\***

**Prof. Dr.-Ing. Günther Schuh**

**Dr. Klaus Sturany**

**Peter Sudadse\***

## Committees of the Supervisory Board

### Management Committee

Dr. Mark Wössner  
Rainer Wagner  
Martin Gauß  
Mirko Geiger  
Dr. Gerhard Rupprecht  
Dr. Klaus Sturany

### Mediation Committee under Article 27 Subsection 3 of the Codetermination Act

Dr. Mark Wössner  
Rainer Wagner  
Wolfgang Flörchinger  
Dr. Gerhard Rupprecht

### 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  
Mirko Geiger  
Rainer Wagner

### Nomination Committee

Dr. Mark Wössner  
Dr. Klaus Sturany

## Management Board

**Bernhard Schreier**  
Chairman  
of the Management Board

**Dirk Kaliebe**

**Marcel Kießling**  
– since January 1, 2010 –

**Stephan Plenz**

**Dr. Jürgen Rautert**  
– through November 26, 2009 –

\* Employee Representative





## Financial Calendar 2009/2010

<b>May 11, 2010</b>	Publication of Preliminary Figures 2009/2010
<b>June 15, 2010</b>	Press Conference, Annual Analysts' and Investors' Conference
<b>July 29, 2010</b>	Annual General Meeting
<b>August 10, 2010</b>	Publication of First Quarter Figures 2010/2011
<b>November 10, 2010</b>	Publication of Half-Year Figures 2010/2011

Subject to change

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