Interim Results 6-month figures FY 13

Gerold Linzbach, CEO
Dirk Kaliebe, CFO
Robin Karpp, Head of IR

HEIDELBERG, NOVEMBER 7TH, 2012
Review Q2 FY 2012/2013

- **Order intake** of € 668m in Q2 on par with previous year (€ 668m), after 6m at € 1.558bn approx. 17% above previous year (€ 1.333bn). **Order backlog** increased to € 790m (previous year €731m).

- **Net Sales** in Q2 increased by 10% yoy to € 697m (previous year € 636m).

- **EBIT** (excluding special items) of € 1m in Q2 (previous year € 5m) slightly positive and significantly improved against previous quarter (€ -58m).

- **Free cash flow** at € -3m in Q2 almost break-even (€ -12m previous year) despite cash outflow for restructuring.

- **Net debt** stable at € 357m in Q2 (Q1: € 346m), corresponding with total debt facilities of approx. € 880m.

- Efficiency program **FOCUS 2012**, started in Jan-2012, is progressing according to plan. Target savings of € 180m by FY 2013/14, thereof approx. 1/3 already in FY 2012/13.

Business Development

Order Intake – normalizing after drupa

- 2nd quarter on par with previous year
- After six months 17% above previous year
- Order backlog increased to € 790m, previous year € 731m
- Global economic uncertainties still persisting and have to be monitored closely

Order Intake (Q development)

€m

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Ø 910</td>
<td>934</td>
<td>932</td>
<td>958</td>
<td>825</td>
<td>721</td>
<td>560</td>
<td>474</td>
<td>550</td>
<td>534</td>
<td>609</td>
<td>678</td>
<td>786</td>
<td>651</td>
<td>684</td>
<td>665</td>
<td>668</td>
<td>642</td>
<td>580</td>
<td>890</td>
<td>668</td>
<td></td>
</tr>
</tbody>
</table>
Business Development
Order Intake (6 months) – Strong development in North America

- EMEA: Q2 slightly below previous year. 6m figure 23% above previous year.
- South America: Slight decline against previous year due to ongoing weak development in Brazil.
- North America: US Printing industry still investing. Strong improvement, after six months 40% above previous year.
- Asia / Pacific: After six months 11% above previous year. Decline in Q2 in Japan is compensated by higher demand from China.
- Eastern Europe: Good orders from Russia, half-year figure on par with previous year.
**Business Development**

**Sales – by division**

<table>
<thead>
<tr>
<th>Division</th>
<th>Q2 FY 2011/2012</th>
<th>Q2 FY 2012/2013</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Sales</strong></td>
<td>€m</td>
<td>€m</td>
</tr>
<tr>
<td>€m</td>
<td>636</td>
<td>697</td>
</tr>
<tr>
<td>200</td>
<td>257 (41%)</td>
<td>280 (40%)</td>
</tr>
<tr>
<td>300</td>
<td>374 (59%)</td>
<td>414 (60%)</td>
</tr>
</tbody>
</table>

- **Group sales increase by 10% in Q2 against previous year and 3% after six months.**
- **HD Equipment:** First deliveries of drupa orders. Q2 sales increase by 11% against previous year.
- **HD Services:** Increased sales volume (+9%) with consumables, services and workflow software solutions.
- **Sales in Financial Services Division reduced as planned due to declining direct financing portfolio.**
Business Development

Operating Profit – considerable improvement against Q1

- Operating result improves on higher sales volume considerably against Q1 (-58m).
- HD Equipment: Still unsatisfying margins from unfavorable product and country mix. Savings from Focus 2012 and higher volume to improve result in H2.
- HD Services: Slightly better than previous year and Q1 due to higher sales volume and more favorable product mix.

**EBIT (before special items)**

<table>
<thead>
<tr>
<th>Division</th>
<th>Q2 FY 2011/12</th>
<th>Q2 FY 2012/13</th>
</tr>
</thead>
<tbody>
<tr>
<td>HDE</td>
<td>-17</td>
<td>-19</td>
</tr>
<tr>
<td>HDS</td>
<td>18</td>
<td>19</td>
</tr>
</tbody>
</table>

*Heidelberg Financial Services: Q2 FY 11/12: €4m; Q2 FY 12/13: €1m*
Key Figures

<table>
<thead>
<tr>
<th></th>
<th>FY 2012 Q2</th>
<th>FY 2013 Q2</th>
<th>∆ to pY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order intake</td>
<td>668</td>
<td>668</td>
<td>-</td>
</tr>
<tr>
<td>Net Sales</td>
<td>636</td>
<td>697</td>
<td>9.6%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>28</td>
<td>21</td>
<td>-7</td>
</tr>
<tr>
<td>EBIT before Special items</td>
<td>5</td>
<td>1</td>
<td>-4</td>
</tr>
<tr>
<td>Special items</td>
<td>-3</td>
<td>-16</td>
<td>-13</td>
</tr>
<tr>
<td>Financial result</td>
<td>-20</td>
<td>-18</td>
<td>2</td>
</tr>
<tr>
<td>Profit before Tax</td>
<td>-19</td>
<td>-33</td>
<td>-14</td>
</tr>
<tr>
<td>Net profit/Net loss</td>
<td>-20</td>
<td>-30</td>
<td>-10</td>
</tr>
<tr>
<td>Free Cash Flow</td>
<td>-12</td>
<td>-3</td>
<td>9</td>
</tr>
<tr>
<td>Net debt</td>
<td>279</td>
<td>357</td>
<td>-78</td>
</tr>
</tbody>
</table>

- EBITDA before special items declines from € 28m to € 21m
- Special items include € 16m expenses for personnel and structural measures related to Focus 2012
- Financial result improves by € 2m – burdened by costs related to Focus 2012
- Profit before taxes still clearly negative
- FCF almost break-even in Q2 due to lowered NWC and despite costs related to Focus 2012
- Net debt stable against Q1 at € 357m with sufficient headroom to total debt facilities of € 880m
## Balance Sheet

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed assets</td>
<td>852</td>
<td>835</td>
<td>827</td>
<td>Shareholder’s equity</td>
<td>768</td>
<td>576</td>
</tr>
<tr>
<td>Current assets</td>
<td>1.686</td>
<td>1.624</td>
<td>1.579</td>
<td>Provisions</td>
<td>828</td>
<td>933</td>
</tr>
<tr>
<td>thereof inventories</td>
<td>860</td>
<td>786</td>
<td>858</td>
<td>thereof provisions for pensions</td>
<td>266</td>
<td>326</td>
</tr>
<tr>
<td>thereof receivables from customer financing</td>
<td>162</td>
<td>156</td>
<td>133</td>
<td>Other Liabilities</td>
<td>1.002</td>
<td>933</td>
</tr>
<tr>
<td>thereof trade receivables</td>
<td>327</td>
<td>361</td>
<td>336</td>
<td>thereof trade payables</td>
<td>179</td>
<td>165</td>
</tr>
<tr>
<td>thereof liquid assets</td>
<td>163</td>
<td>195</td>
<td>124</td>
<td>thereof financial liabilities</td>
<td>442</td>
<td>438</td>
</tr>
<tr>
<td>Def tax assets, Prepaid expenses, other</td>
<td>136</td>
<td>59</td>
<td>64</td>
<td>Def. tax liabilities, deferred income</td>
<td>76</td>
<td>76</td>
</tr>
<tr>
<td>thereof deferred tax assets</td>
<td>111</td>
<td>39</td>
<td>38</td>
<td>thereof deferred tax liabilities</td>
<td>9</td>
<td>8</td>
</tr>
<tr>
<td>thereof deferred income</td>
<td>23</td>
<td>18</td>
<td>23</td>
<td>thereof deferred income</td>
<td>67</td>
<td>68</td>
</tr>
<tr>
<td>Total assets</td>
<td>2.674</td>
<td>2.518</td>
<td>2.470</td>
<td>Total equity and liabilities</td>
<td>2.674</td>
<td>2.518</td>
</tr>
</tbody>
</table>

**Equity ratio**

<table>
<thead>
<tr>
<th></th>
<th>29%</th>
<th>23%</th>
<th>16%</th>
</tr>
</thead>
</table>

**Net debt**

<table>
<thead>
<tr>
<th></th>
<th>279</th>
<th>243</th>
<th>357</th>
</tr>
</thead>
</table>

(1) **Shareholder’s equity (and ratio) was hurt by operative performance in H1 and**

(2) **actuarial gains and losses for pensions due to reduced interest rate (31. march 2012 4,5% => Q2 3,75%)**

(3) **Net debt with €357m still on low level**
Cash flow statement

- Negative Earnings after Taxes in Q2
- Depreciation below previous year
- No increase in Net Working Capital (NWC)
- Lower direct financing portfolio
- Other operating changes esp. due to Focus 2012
- Net investments increase for demo equipment in Print Media Center Heidelberg
- Balanced FCF significantly better than planned
Financing Structure

Financial framework of approx. € 880m

- Sufficient financial headroom: Clearly reduced net financial debt (comp. to Sep-2009)
- Net debt increased within financial year to € 357m due to higher inventories for drupa-orders and payments related to Focus 2012
- Financial framework of approx. € 880m arranged
- Diversification of financing structure with regard to sources of financing and maturities (Dec-2014 and Apr-2018)
- Amendment of credit conditions and financial covenants of the revolving credit facility in March 2012, to model in the additional financial burdens arising from Focus 2012

* Promissory notes, real estate lease

<table>
<thead>
<tr>
<th>Source of Financing</th>
<th>FY 2009/10</th>
<th>FY 2012/13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Others*</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Syndicated Loan (RCF), due Dec-2014</td>
<td></td>
<td>475</td>
</tr>
<tr>
<td>High Yield Bond (HYB), due Apr-2018</td>
<td>697</td>
<td></td>
</tr>
<tr>
<td>Previous Fin. Structure</td>
<td></td>
<td>100</td>
</tr>
<tr>
<td>Net debt</td>
<td>357</td>
<td>357</td>
</tr>
<tr>
<td>Net debt increased within financial year to € 357m due to higher inventories for drupa-orders and payments related to Focus 2012</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
First-time adoption of IAS 19 (2011) - Impact on EBIT and financial result
Simplified illustration of shift within P&L

<table>
<thead>
<tr>
<th></th>
<th>FY 2012/13</th>
<th>FY 2013/14</th>
<th>FY 2011/12</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EBIT</strong></td>
<td>Service costs (-)</td>
<td>Service costs (-)</td>
<td>€ -25 / -30m</td>
</tr>
<tr>
<td></td>
<td>Income plan assets (+)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Financial result</strong></td>
<td>interest exp. pensions (-)</td>
<td>interest exp. pensions (-)</td>
<td>€ +25 / +30m</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Income plan assets (+)</td>
<td></td>
</tr>
<tr>
<td><strong>Profit before tax</strong></td>
<td>±</td>
<td>±</td>
<td>tbc</td>
</tr>
</tbody>
</table>

Effect based on pY financial figures
Outlook FY 2012/13 and FY2013/14

- Planning assumptions: Sovereign debt crises in Europe does not escalate and no major distortions in the real economy occur. Continued stable developments in Asia and especially in China.

- FY 2012/13:
  - Positive stimulus of drupa leads to higher order intake in the first half of the financial year and higher sales in the second half
  - Excluding special items, the result of operating activities should be clearly positive despite costs incurred for the major drupa trade show and product start-up costs
  - Savings of approx. € 60m related to Focus 2012 efficiency program

- FY 2013/14:
  - Total savings of € 180m p.a. effective
  - Burdening effects arising from implementation of revised IAS 19 to the targeted result from operating activities excluding special items of approx. € 150m are to be compensated as fast as possible.
  - Clearly positive Earnings Before Taxes and Net Profit (unchanged).
Efficiency program Focus 2012
Implementation well on track with significant capacity reduction

Headcount Target

- **Sep-2011**: 15,782
- **Target (Mid 2014)**: <14,000

- **Nov-2011**: Announcement of further cost cutting measures
- **Jan-2012**: Efficiency program Focus 2012 and negotiations regarding measures to further reduce capacities started
- **Mar-2012**: Conclusion of negotiation to reduce global headcount to below 14,000 until mid 2014
- **May-2012**: Shortening of weekly working hours to 31.5 hours for German staff and according reduction of remuneration level lead to immediate capacity reduction
- **Sep-2012**: Headcount reduced to 14,745 (Mar-2012: 15,414)

*Headcount as of Mar-2012: 15,414*
Further focus on tight cash management

### Net working capital in €m / as % of LTM sales

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Amount</td>
<td>1.261</td>
<td>1.360</td>
<td>1.308</td>
<td>1.212</td>
<td>1.107</td>
<td>1.000</td>
<td>0.999</td>
<td>1.031</td>
<td>0.987</td>
<td>0.940</td>
<td>0.940</td>
<td>0.908</td>
<td>0.862</td>
<td>0.904</td>
<td>0.935</td>
<td>0.915</td>
<td>0.947</td>
<td>0.941</td>
</tr>
<tr>
<td>% of LTM</td>
<td>35%</td>
<td>39%</td>
<td>39%</td>
<td>40%</td>
<td>39%</td>
<td>39%</td>
<td>42%</td>
<td>45%</td>
<td>42%</td>
<td>38%</td>
<td>36%</td>
<td>35%</td>
<td>33%</td>
<td>35%</td>
<td>37%</td>
<td>35%</td>
<td>37%</td>
<td>36%</td>
</tr>
</tbody>
</table>

Mid-term target: < 35%

### R&D in €m / as % of quarterly sales

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Amount</td>
<td>50</td>
<td>52</td>
<td>49</td>
<td>35</td>
<td>29</td>
<td>33</td>
<td>28</td>
<td>30</td>
<td>30</td>
<td>25</td>
<td>37</td>
<td>37</td>
<td>33</td>
<td>29</td>
<td>29</td>
<td>31</td>
<td>30</td>
<td></td>
</tr>
<tr>
<td>% of LTM</td>
<td>8%</td>
<td>6%</td>
<td>6%</td>
<td>4%</td>
<td>6%</td>
<td>7%</td>
<td>5%</td>
<td>4%</td>
<td>5%</td>
<td>4%</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
<td>4%</td>
<td>6%</td>
<td>4%</td>
<td>4%</td>
<td></td>
</tr>
</tbody>
</table>

Mid-term target: ≤ 5%

### Capex in €m / as % of quarterly sales

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Amount</td>
<td>44</td>
<td>47</td>
<td>48</td>
<td>59</td>
<td>10</td>
<td>16</td>
<td>10</td>
<td>23</td>
<td>10</td>
<td>16</td>
<td>17</td>
<td>30</td>
<td>15</td>
<td>16</td>
<td>12</td>
<td>23</td>
<td>13</td>
<td>29</td>
</tr>
<tr>
<td>% of LTM</td>
<td>7%</td>
<td>6%</td>
<td>6%</td>
<td>7%</td>
<td>2%</td>
<td>3%</td>
<td>2%</td>
<td>3%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>4%</td>
<td>3%</td>
<td>2%</td>
<td>2%</td>
<td>3%</td>
<td>3%</td>
<td>4%</td>
</tr>
</tbody>
</table>

Mid-term target: c. 2%

Source: Heidelberg quarterly reports; financial data based on Heidelberg fiscal year (FYE 31 Mar); actuals

1. Net working capital ("NWC") includes inventory and trade receivables net of trade payables and advance payments; "LTM": last twelve months
2. Capex is defined as investments in intangible assets, tangible assets and investment property

© Heidelberger Druckmaschinen AG
## Order intake per region

<table>
<thead>
<tr>
<th>Region</th>
<th>FY 2012 Q1</th>
<th>FY 2012 Q2</th>
<th>FY 2012 Q3</th>
<th>FY 2012 Q4</th>
<th>FY 2013 Q1</th>
<th>FY 2013 Q2</th>
<th>Δ to pY</th>
</tr>
</thead>
<tbody>
<tr>
<td>EMEA</td>
<td>244</td>
<td>232</td>
<td>239</td>
<td>198</td>
<td>914</td>
<td>361</td>
<td>223</td>
</tr>
<tr>
<td>Eastern Europe</td>
<td>73</td>
<td>76</td>
<td>82</td>
<td>74</td>
<td>305</td>
<td>92</td>
<td>59</td>
</tr>
<tr>
<td>Asia / Pacific</td>
<td>236</td>
<td>228</td>
<td>190</td>
<td>190</td>
<td>845</td>
<td>280</td>
<td>236</td>
</tr>
<tr>
<td>North America</td>
<td>75</td>
<td>86</td>
<td>88</td>
<td>76</td>
<td>326</td>
<td>117</td>
<td>110</td>
</tr>
<tr>
<td>South America</td>
<td>35</td>
<td>46</td>
<td>42</td>
<td>42</td>
<td>166</td>
<td>39</td>
<td>40</td>
</tr>
<tr>
<td>Heidelberg-Group</td>
<td>665</td>
<td>668</td>
<td>642</td>
<td>580</td>
<td>2,555</td>
<td>890</td>
<td>668</td>
</tr>
</tbody>
</table>

- **EMEA**: -3.5%
- **Eastern Europe**: -22.4%
- **Asia / Pacific**: 3.1%
- **North America**: 27.9%
- **South America**: -13.0%
- **Heidelberg-Group**: 0.0%
## Sales per division

<table>
<thead>
<tr>
<th>Division</th>
<th>FY 2012 Q1</th>
<th>FY 2012 Q2</th>
<th>FY 2012 Q3</th>
<th>FY 2012 Q4</th>
<th>FY 2013 Q1</th>
<th>FY 2013 Q2</th>
<th>FY 2013</th>
<th>∆ to pY</th>
</tr>
</thead>
<tbody>
<tr>
<td>HDE</td>
<td>300</td>
<td>374</td>
<td>358</td>
<td>491</td>
<td>1,523</td>
<td>255</td>
<td>414</td>
<td>10.7%</td>
</tr>
<tr>
<td>HDS</td>
<td>241</td>
<td>258</td>
<td>270</td>
<td>290</td>
<td>1,059</td>
<td>262</td>
<td>280</td>
<td>8.9%</td>
</tr>
<tr>
<td>HDF</td>
<td>3</td>
<td>5</td>
<td>3</td>
<td>3</td>
<td>15</td>
<td>3</td>
<td>3</td>
<td>-40.4%</td>
</tr>
<tr>
<td>Heidelberg-Group</td>
<td>544</td>
<td>636</td>
<td>631</td>
<td>784</td>
<td>2,596</td>
<td>520</td>
<td>697</td>
<td>9.6%</td>
</tr>
</tbody>
</table>

Notes:
- Q1: 01.04.2011 - 30.06.2011
- Q2: 01.07.2011 - 30.09.2011
- Q4: 01.01.2012 - 31.03.2012
- FY 2013 Q1: 01.04.2012 - 30.06.2012
- ∆ to pY: Change from previous year.
Ongoing reduction of customer financing
Achieved in difficult economic environment

<table>
<thead>
<tr>
<th>Date</th>
<th>Contingent Liabilities due to Customer Financing</th>
<th>Receivables from Customer Financing</th>
</tr>
</thead>
<tbody>
<tr>
<td>09/30/2011</td>
<td>162</td>
<td>81</td>
</tr>
<tr>
<td>03/31/2012</td>
<td>156</td>
<td>74</td>
</tr>
<tr>
<td>09/30/2012</td>
<td>133</td>
<td>67</td>
</tr>
</tbody>
</table>
## Financial Calendar 2013

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Release of the figures for Q3 FY 13</td>
<td>February 7, 2013</td>
</tr>
<tr>
<td>Release of the figures for FY 13</td>
<td>June 13, 2013</td>
</tr>
<tr>
<td>Annual Analysts' and Investors' conference</td>
<td>June 13, 2013</td>
</tr>
</tbody>
</table>
Disclaimer

This presentation contains forward-looking statements with respect to future results, performance and achievements that are subject to risk and uncertainties and reflect management’s views and assumptions formed by available information. All statements other than statements of historical fact are statements that could be considered forward-looking statements. When used in this document, words such as "may," "will," "should," "anticipate," "believe," "estimate," "expect," "intend," "plan," "project," "seek," or "target" and similar expressions, as they relate to Heidelberger Druckmaschinen Aktiengesellschaft ("Heidelberg") or the market in which it operates, are intended to identify forward-looking statements. Many factors could cause the actual results, performance or achievements of Heidelberg to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements, including, among others, changes in general economic and business conditions, changes in currency exchange rates and interest rates, introduction of competing products by other companies, lack of acceptance of new products or services by Heidelberg's targeted customers, inability to meet efficiency and cost reduction objectives, changes in business strategy and various other factors. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein. Heidelberg does not intend or assume any obligation to update these forward-looking statements.