

Print*

The word 'Print' is rendered in a dark blue, serif font. The letter 'P' is a solid dark blue. The 'r' has a green stem with leaves and a cluster of small white flowers growing from its top. The 'i' has a green leaf on its dot and a white, cloud-like shape at its base. The 'n' has a small yellow crescent moon on its right side. The 't' is dark blue with red dashed lines and a small red arrow at its base, suggesting a technical or printing process. A QR code is positioned below the 'n' and 't'.

HEIDELBERGER DRUCKMASCHINEN AG, AUGUST 13, 2013
Interim Results 3-month figures FY 14

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

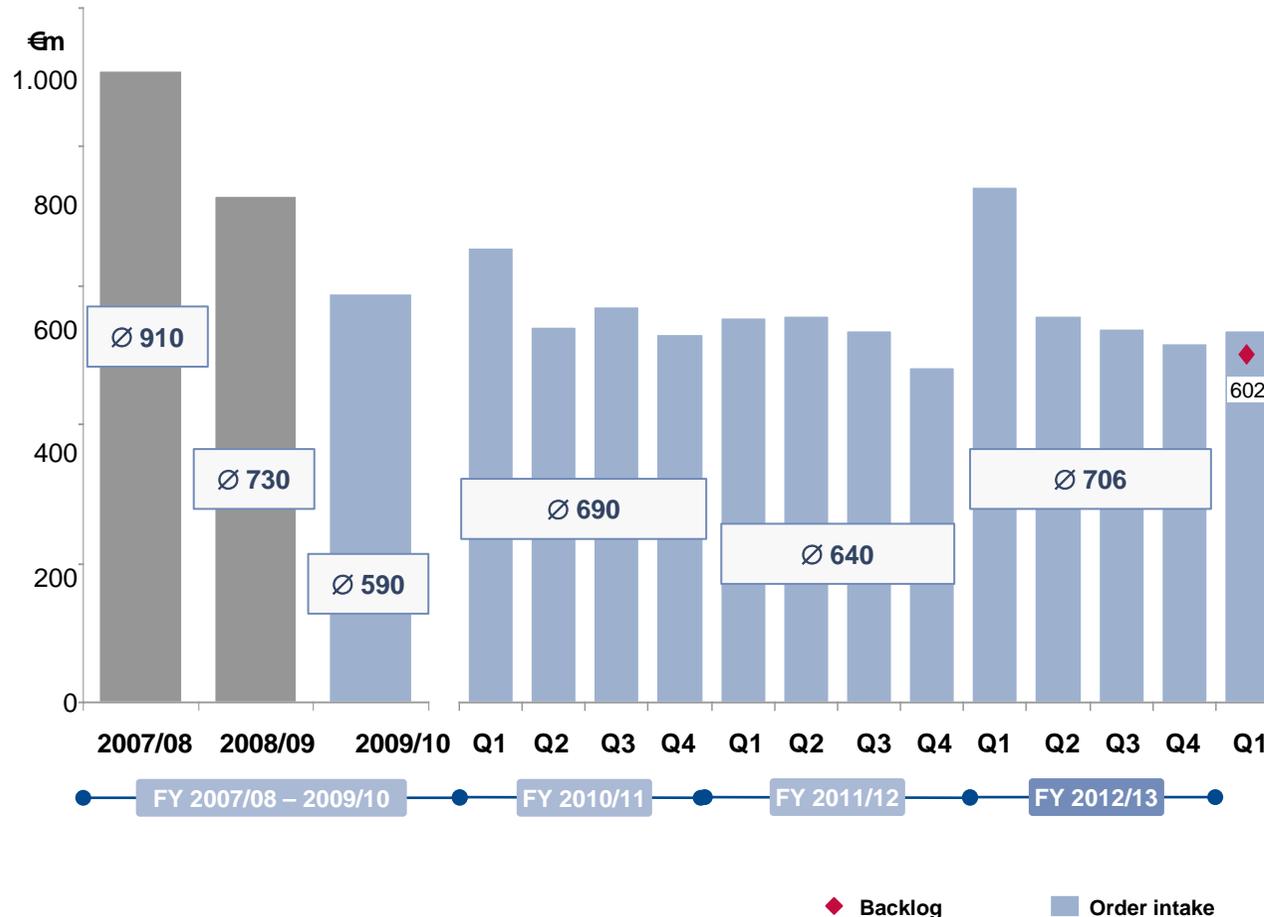
HEIDELBERG

Review Q1 FY 2013/14 & Outlook FY 2013/14

- **Sales** slightly down by 3 percent (YOY) to **€504 million**, nevertheless in line with expectations
- **EBITDA** excl. special items slightly negative at minus €2 million – significant improvement of €45 million compared with the previous year (€-47 million)
- **Order intake** of **€643 million** (previous year €890 million)
- **Free cash flow** incl. payments for Focus 2012 (€31 million) at break even; **Net debt** stable at €258 million
- **Net loss** halved to minus €38 million
- Financial framework diversified: **Convertible bond** successfully issued in July 2013
- **Outlook** confirmed: Aiming for net profit in FY 2013/14

Order intake – Stable business development

Order intake FY 2007/08 – Q1 2013/14

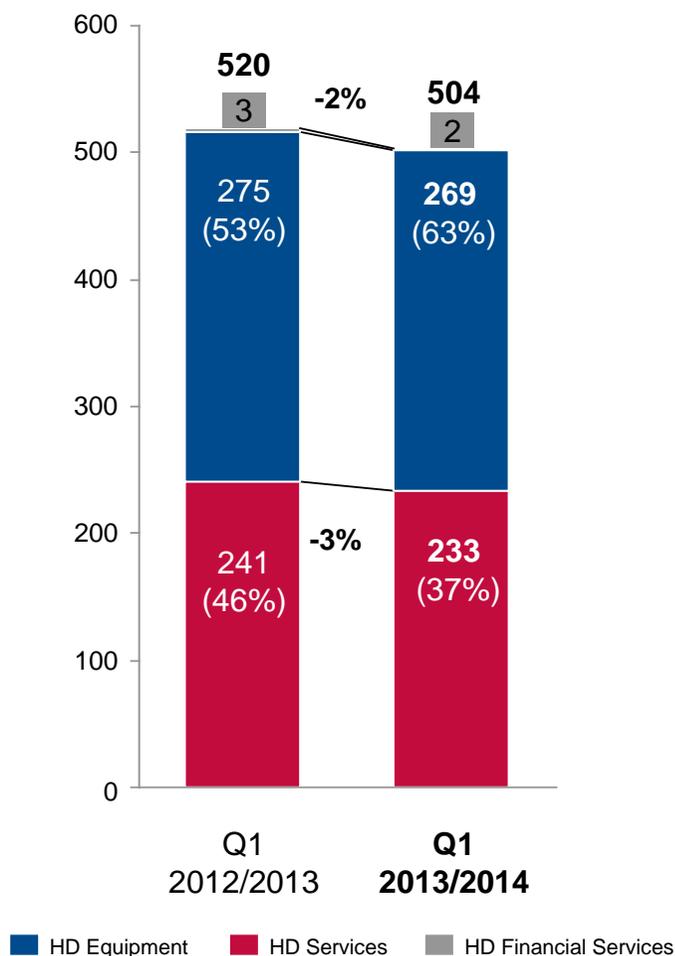


Comments

- Order intake Q1 13/14 at €643m. Higher prior-year figure of €890m due to drupa; positive impact of China Print in May 2013 offset by a reluctance to invest in other regions, particularly Brazil
- Order backlog increased by around 20% qoq to €602m as of June 30, 2013
- Main risk to our business remains the heightened economic uncertainties and risks, particularly in emerging economies of China and Brazil

Slow start as expected

Net Sales by division



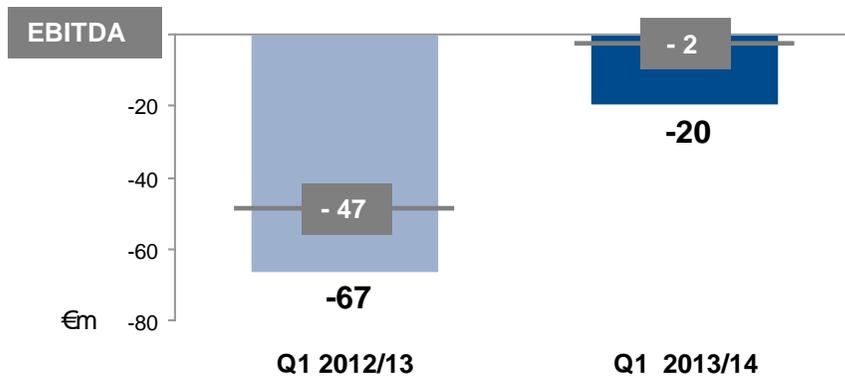
Comments

- Sales slightly down by 3 percent yoy to €504m, nevertheless in line with expectations.
- Higher sales volume in China could not compensate weakness in Brazil and Eastern Europe.
- HD Equipment: Sales decreased slightly by 2% against previous year. Approx. 60%-share of group sales.
- HD Services: Sales decreased slightly by 3% compared to previous year. Approx. 40%-share of group sales.
- Sales in Financial Services Division reduced as planned due to declining direct financing portfolio.

**Previous year's figures restated according to IAS 19 (2011) and new segmentation*

Clearly improved operating result

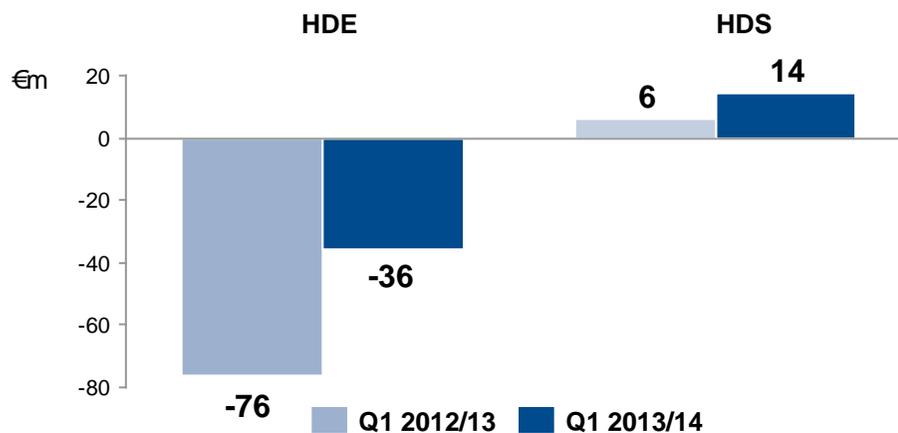
EBIT (excluding special items)



Comments

- Operating result (EBIT) improved by €47m.
- Favorable impact of cost savings, higher profit contributions for new equipment and drupa expenses in prior year.

EBIT by Division (excluding special items)*



Heidelberg Financial Services: Q1 2012/13: €3m; Q1 2013/14: €1m

*Previous year's figures restated according to IAS 19 (2011) and new segmentation

Significant improvement of operational result and net debt

Key figures*

in €m	Q1 2012/13	Q1 2013/14	Δ to pY
Net Sales	520	504	-3.1%
EBITDA	-47	-2	€-45m
EBIT before Special items	-67	-20	€+47m
Special items	6	1	€5-m
EBIT after Special items	-61	-19	€+42m
Financial result	-12	-12	+/- 0
Profit before Tax	-85	-33	€+52m
Net profit/Net loss	-76	-38	€+38m
Free Cash Flow	-112	0	€+112m
Net debt	346	258	€-88m

Comments

- **EBITDA** before special items significantly improved to €-2m
- **Special items**: below prior year.
- **Financial result** in line with low level of prior year
- **Net loss halved** to €-38m
- **FCF** incl. payments for Focus 2012 (€ 31m) at break even
- **Net debt** on low level due to active asset and NWC management.

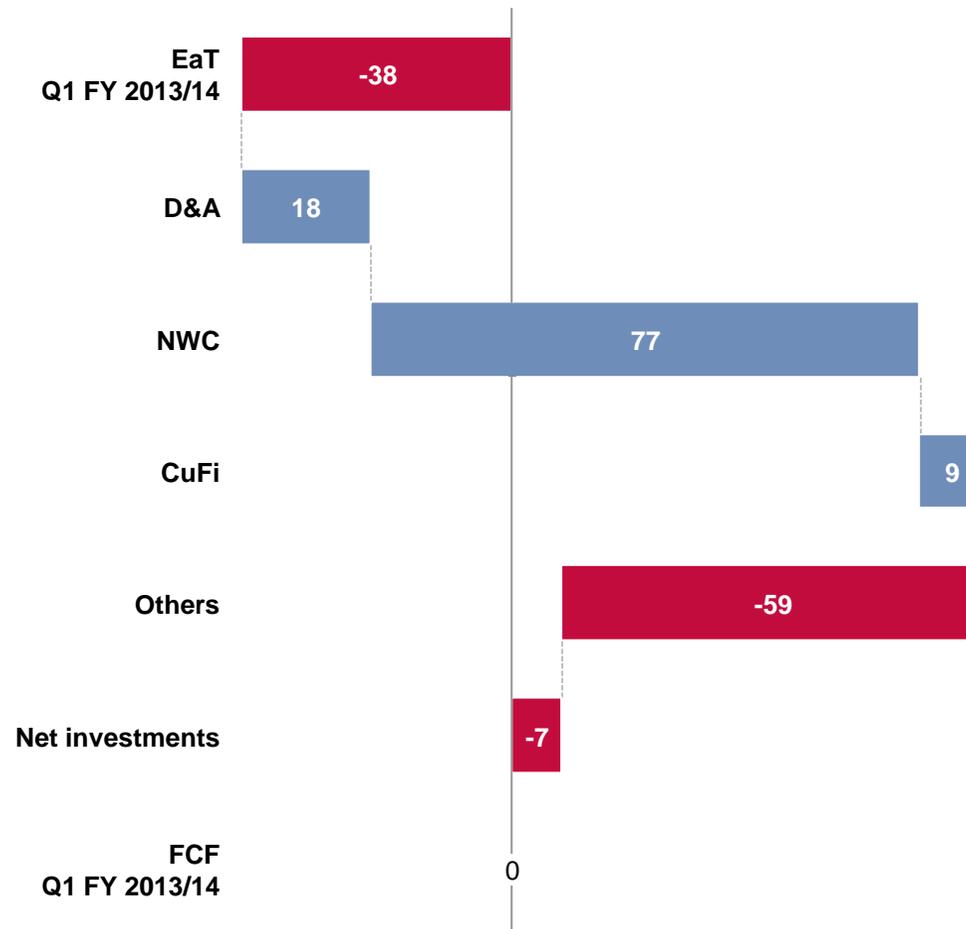
*Previous year's figures restated according to IAS 19 (2011)

Balance sheet: Further reduction of balance sheet total

Equity reduced by net loss in the quarter

	FY 2013	FY 2013	FY 2014		FY 2013	FY 2013	FY 2014
	30.06.2012	31.03.2013	30.06.2013		30.06.2012	31.03.2013	30.06.2013
Figures in mEUR							
Fixed assets	819	804	787	Shareholder's equity	460	402	364
Current assets	1.637	1.483	1.386	Provisions	938	998	909
thereof inventories	907	700	753	thereof provisions for pensions	382	415	407
thereof trade receivables	330	382	274	Other Liabilities	1.058	862	895
thereof receivables from customer financing	148	118	105	thereof trade payables	187	139	149
thereof liquid assets	130	157	144	thereof financial liabilities	475	419	401
Def tax assets, Prepaid expenses, other	72	51	68	Def. tax liabilities, deferred income	73	76	72
thereof deferred tax assets	39	36	34	thereof deferred tax liabilities	8	8	8
thereof deferred income	30	13	29	thereof deferred income	65	68	64
Total assets	2.529	2.338	2.241	Total equity and liabilities	2.529	2.338	2.241
				<i>Equity ratio</i>	18%	17%	16%
				<i>Net debt</i>	346	261	258

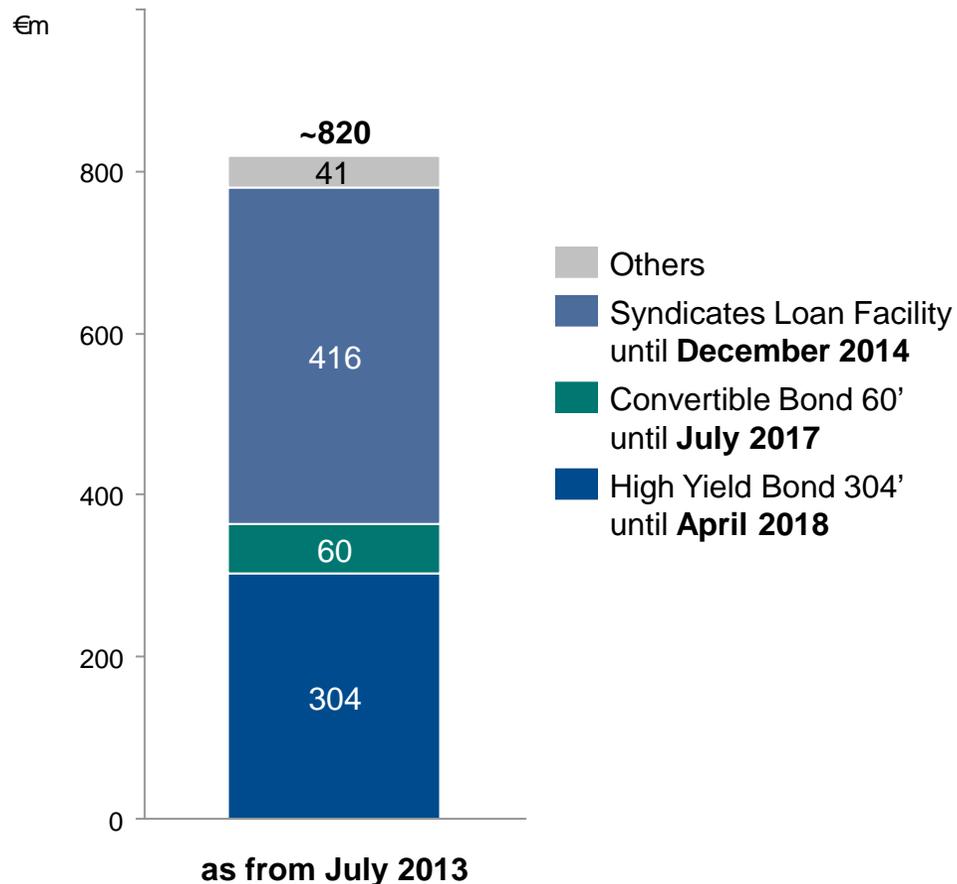
Balanced Free Cash Flow keeps Net Debt on low level



- Negative Earnings after Taxes in Q1.
- Further reduction of NWC achieved.
- Direct financing portfolio reduced as planned.
- Other operating changes incl. payments related to FOCUS 2012 (€31m).
- Net investments still on low level.
- FCF was balanced and significantly improved against prior year (€-112m).
- Mid Term target: Leverage <2.0x (Net Debt/EBITDA)

Stable financial framework

Financial framework of approx. €820m arranged



Comments

Diversified financial framework:

- Bond and convertible bond cover current net debt of approximately EUR 260 million
- Syndicated credit line finances business fluctuations in the course of the year
- Diversification of financing sources and maturity dates achieved

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Q&A

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Investor Relations

Robin Karpp
Head of Investor Relations
+ 49 (0) 6221 92-6020
+ 49 (0) 6221 92-5189 (Fax)
robin.karpp@heidelberg.com

Heidelberger Druckmaschinen AG
Kurfuersten-Anlage 52-60
69115 Heidelberg
Germany

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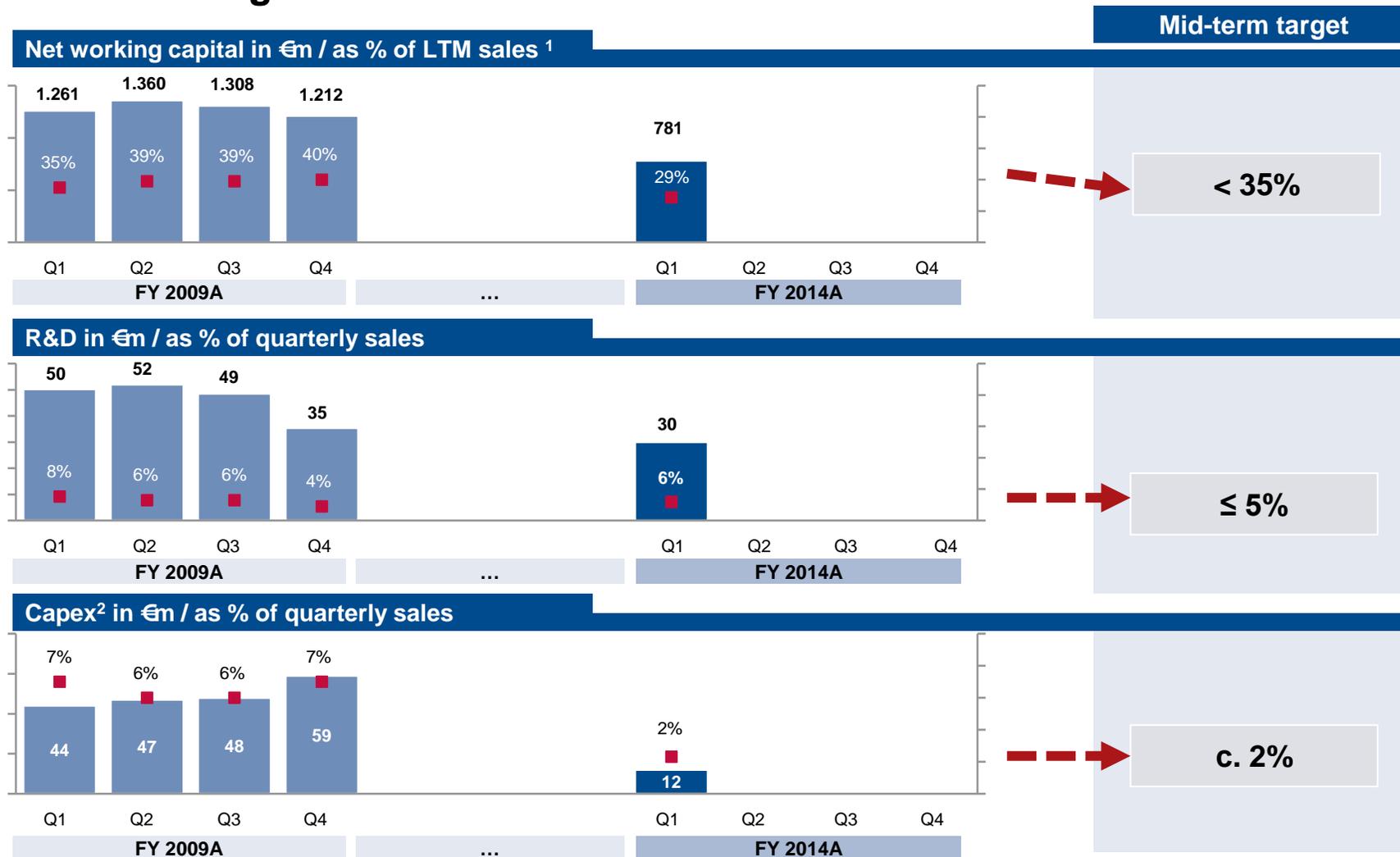
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Financial Calendar 2013/14

	<i>Date</i>
Release of the figures for the second quarter 2013/2014	November 5, 2013
Release of the figures for the third quarter 2013/2014	February 5, 2014
Publication of the final figures FY 2013/2014	June 11, 2014

Subject to change

Focus on asset management and capital structure will improve financial leverage



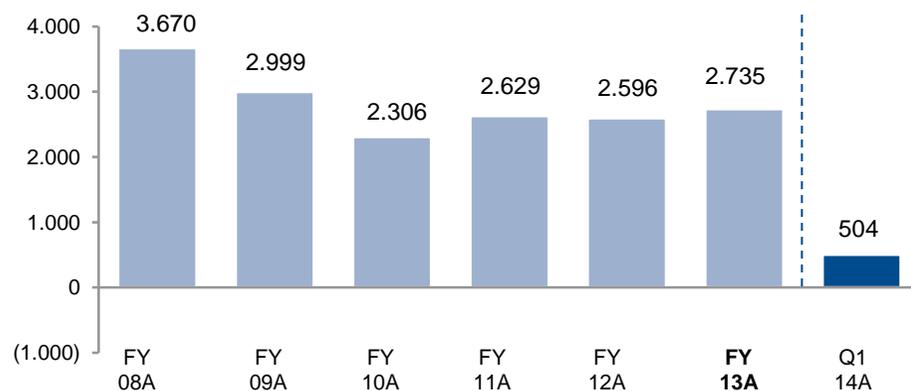
Source: Heidelberg quarterly reports; financial data based on Heidelberg fiscal year (FYE 31 Mar); actuals

(1) Net working capital ("NWC") includes inventory and trade receivables net of trade payables and advance payments; "LTM": last twelve months

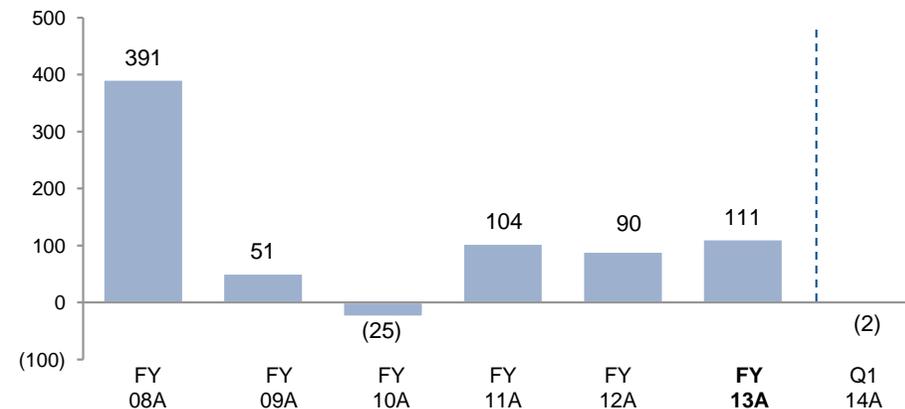
(2) Capex is defined as investments in intangible assets, tangible assets and investment property

Financial Performance

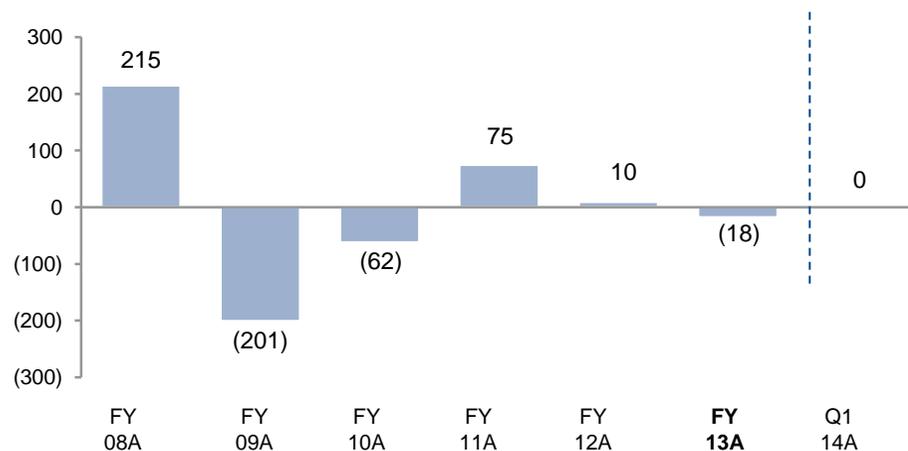
Net Sales €m



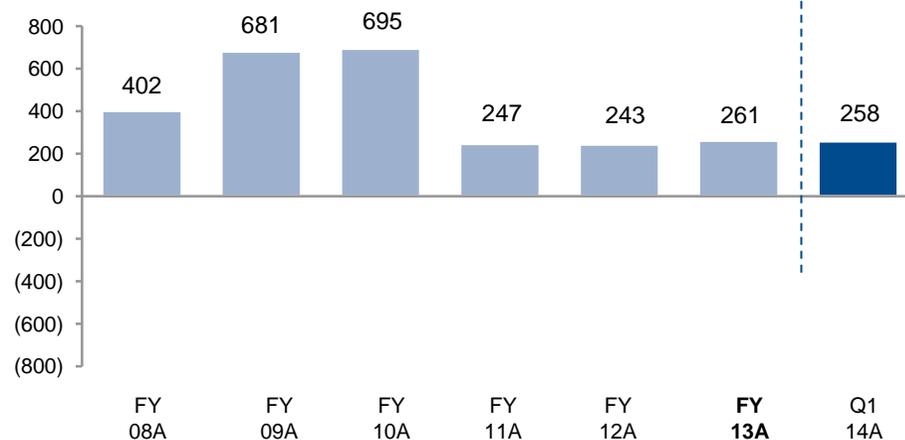
EBITDA €m



Free Cash Flow €m

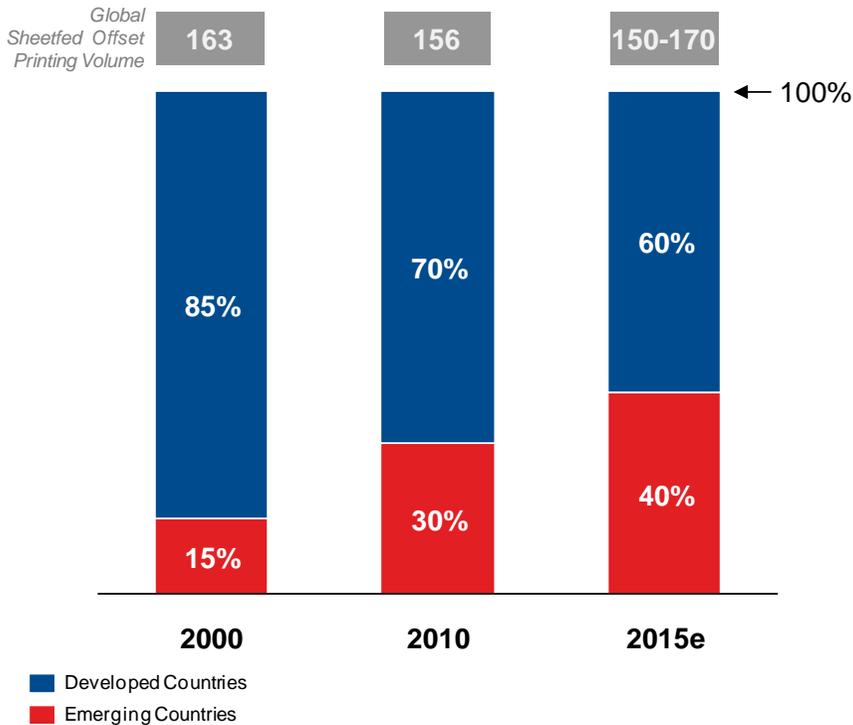


Net debt €m



Growth expected in emerging markets

Long term development Sheetfed Offset Printing Volume



Order Intake – Split by region Q1 2013/14 (PY)

