



## Group Interim Report First Quarter 2013

## KBA Group in Figures

**01.01. - 31.03.**

in €m	2012*	2013
Order intake	236.6	<b>200.0</b>
Sales	263.5	<b>190.7</b>
Order backlog at 31.03.	798.8	<b>657.3</b>
Export level in %	89.2	<b>71.2</b>
Operating profit/loss	1.5	<b>-16.9</b>
Earnings before taxes	-0.4	<b>-18.8</b>
Net loss	-1.3	<b>-18.5</b>
Balance sheet total at 31.03. (prior year: 31.12.)	1,181.4	<b>1,193.2</b>
Equity at 31.03. (prior year: 31.12.)	447.5	<b>426.8</b>
Investment in intangible assets, property, plant and equipment	4.8	<b>5.2</b>
Depreciation on intangible assets, property, plant and equipment	9.2	<b>7.1</b>
Payroll at 31.03.	6,294	<b>6,187</b>
- thereof apprentices/trainees	338	<b>340</b>
Cash flows from operating activities	-23.1	<b>-11.4</b>
Earnings per share in €	-0.08	<b>-1.12</b>

\* incl. amendments in accordance with IAS 19 (revised)

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Title photo

Superbly trained staff are crucial to success in the high-tech press engineering industry



Our figures for the first quarter of 2013 reflect the more or less unstable economic and political environment of the past weeks. In our industry a below-average start to the new business year is not uncommon. Scheduled web press orders have been postponed time and again. Investment restraint already visible

in the last quarter of 2012 continued to have an impact on our sheetfed offset division, while special factors such as the New Year celebrations in the key market China have also contributed. With the exception of metal-decorating systems, this quarter demand for our special presses was not as strong as in previous years.

As a result, at the end of March order intake of only €200m was significantly below the prior-year figure and our goal for the year. The same is true of Group sales, reaching only €191m compared to €264m in 2012 since shipments have been postponed by customers. Weak quarterly sales and a swell in inventories for upcoming deliveries over the next quarters resulted in a pre-tax loss (EBT) of €18.8m, following positive Group results in 2012. A negative effect here and also to equity is due to the necessary IFRS revision to pension provisions (IAS 19). It is likely that we will not see a pre-tax profit until the second half of this year when sales pick up.

Volatile fluctuations in demand for web and special presses and the usual cycles predominantly affecting sales in the project business will not prevent us from working hard towards sustainably improving the unsatisfactory results of our sheetfed and web press business, which remains under enormous pricing pressure.

Management is actively pursuing the additional cost-saving scheme implemented in both segments last year and announced a 2.5% price increase in sheetfed offset presses this quarter despite the danger of occasionally losing orders. We are pleased to see some initial success noticeable in an improvement to gross profit margins. Our goal is that all product sectors and business lines contribute positively to Group results.

Technologically, KBA is well positioned in the markets we service. Nevertheless, there is always room for improvement. Furthermore,

we are targeting growing print markets which we previously have not addressed directly yet. In the midterm we see growth potential in digital printing and flexible packaging for KBA. After the usual optimisations, I am pleased that we presented our KBA RotaJET 76 as a sophisticated inkjet web press capable of printing very good quality in February at a key digital printing fair in Switzerland. The RotaJET has already been well received by the industry following its showcase as a prototype at Drupa 2012. We have been negotiating a raft of projects in various market segments for some time and I am confident that we will announce the first sales soon.

Dominated technologically by flexo and gravure presses, the flexible packaging market is growing at different rates in industrial and threshold countries. After intensively reviewing our options, at the end of February we announced the planned takeover of the Italian press manufacturer, Flexotecnica and its some 100 employees, which addresses this market. I am convinced that this is the right way to enter this market quickly. Flexotecnica has no own manufacturing facilities and has been mainly present in Europe and in some overseas markets with limited service and sales resources up to now. I see this as a good opportunity to significantly expand Flexotecnica's customer base with our own international sales and service network.

Despite weak order, sales and earnings figures in the first quarter in addition to economic risks, my fellow management board members and I believe that our targets of a moderate rise in earnings with similar sales to 2012 remain realistic. We wish to thank you, our shareholders, for the trust you have placed in KBA and we will continue to keep you posted on all major decisions and developments.



Claus Bolza-Schünemann  
President and CEO of Koenig & Bauer AG

## KBA Shares

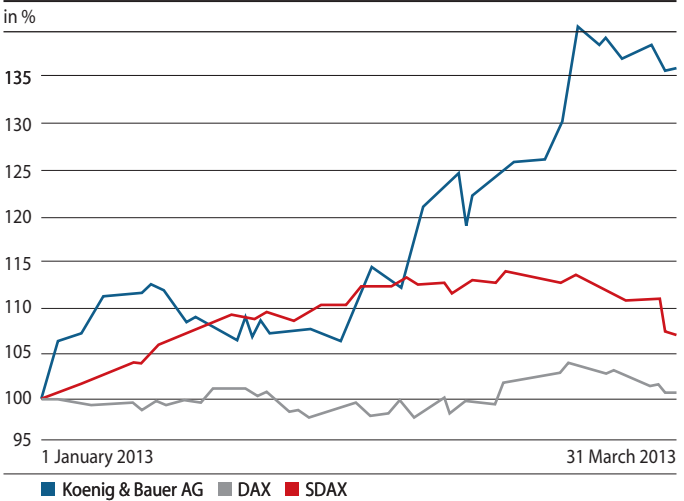
In the first quarter of 2013 Koenig & Bauer shares followed a strong upward trajectory in a friendly stockmarket environment with international indexes also recording new peaks. The takeover of Flexotecnica, an Italian press manufacturer active in the growth market for flexible packaging, announced at the end of February in addition to preliminary figures for 2012 released in early March contributed to the rise in our share price. A considerable jump in our operating profit and the proposal to pay a dividend were well received by capital markets. On 15 March shares hit a high of €18.50. The quarterly closing figure of €17.87 was a 40% improvement on the year-end figure for 2012 (€12.76) and compares well to the SDAX and DAX. Both indexes rose in the first quarter by 8.5% and 2.4% respectively. In April KBA shares fluctuated between €17 and €18.50, a two-year high.

## Management Report

### Market and Industry Environment

In its business bulletin issued in April this year titled “The engineering industry is also waiting for spring”, the German Machinery and Plant Manufacturers’ Association (VDMA) describes the industry’s order intake over the past six months as sluggish with strong monthly fluctuations. Reluctance to invest resulting from the sovereign debt

Koenig & Bauer shares



crises, other issues in European countries currently tackling economic difficulties as well as weaker growth in other parts of the world all had a negative impact on our order books.

## Business Performance

In the first quarter of 2013 increased economic and political uncertainties weakened the investment climate, large-scale projects in the web and special press business in particular. At €200m Group **order intake** fell below the previous year's €236.6m by 15.5%. New orders for web and special presses came to only €67.2m (2012: €83.7m) as the awaited contract conclusions were continually postponed by customers. Even though we are pursuing a raft of new projects, due to media and industry developments we expect demand for newspaper and commercial web presses to remain modest. Current economic issues in key European markets also act here as a brake on demand. Following extraordinary strong sales of special presses for security printing in 2011 market demand has also eased, although new orders from January to March 2013 were higher than last year.

At €132.8m the volume of new orders in our sheetfed offset division failed to reach last year's €152.9m by 13.1%, which benefited from a very successful pre-Drupa event. While orders for medium-format Rapida 105 and Rapida 106 presses were on target, the current reluctance of book and packaging printers to invest in large format had an impact on order intake this quarter. Nevertheless, business was brisk at KBA-MetalPrint, a subsidiary specialising in metal-decorating presses based in Stuttgart.

On 31 March Group **order backlog** of €657.3m was slightly higher than at the beginning of the quarter, but still 17.7% lower than the prior-year figure of €798.8m. The volume of unfulfilled orders for sheetfed offset presses rose by 3.4% to €207.8m (2012: €201m) and the corresponding figure for web and special presses came to €449.5m, compared to €597.8m last year.

## Earnings, Finances and Assets

### Earnings

Following a raft of shipment postponements on the customers' side and more deliveries in the second half of the year, **Group sales** of €190.7m were more than a quarter below the prior-year figure of €263.5m. Nevertheless, it is not unusual for the printing press industry to experience sluggish sales in the first quarter. Sales generated by our web and special press division, a segment with stronger fluctuations due to larger press sizes, fell more than 40% to €92.5m compared to last year's figure of €162.6m. Revenue of

€98.2m from sheetfed offset presses were roughly level with the previous year (€100.9m), falling short of our annual target.

A climb in domestic sales compared to 2012 saw this quarter's export ratio sink to 71.2% (2012: 89.2%), a low level for KBA. We expect sales to other parts of the world to pick up as the year progresses. Economic problems in key markets resulted in shipments to the rest of Europe falling by 15.5% to €56.9m (2012: €67.3m). The proportion of Group sales generated in this region was a below-average 29.8%. Compared to 8.2% in 2012, the ratio attributable to North America rose slightly to 10.9% with similar sales. Driven by the largest market, China, the growing Asia-Pacific region contributed 23.2% to Group sales. The corresponding figure of €13.9m for Latin America and Africa fell significantly following the extraordinary high of €67m in these emerging economies in 2012. At 7.3% the proportion of sales was close to the historical average.

The slide in contribution margins due to lower Group sales and fewer special press deliveries burdened **earnings** in the first quarter. Our **gross profit margin** sank from 27.8% to 21.3% accordingly. There was a slight reduction in R&D costs to €13.7m (2012: €14.2m) and distribution costs eased down from €37.9m to €28.1m given lower sales commissions and a decrease in expenses for trade fairs and customer events. Cost-saving measures trimmed administrative expenses from €18.8m to €16m. Other operating income and expenses came to +€0.2m (2012: -€0.9m). To sum up we posted an **operating loss** of €16.9m, compared to last year's profit of €1.5m.

Insufficient capacity utilisation at our web press facilities and a loss of contributions resulting from postponed shipments prevented the web and special press division from posting an operational profit this quarter, the first time in a long period. Operating loss was €11m this quarter, compared to a profit of €14.8m in 2012. Below-target

### Group order intake

in €m			
2012	152.9	83.7	236.6
2013	132.8	67.2	200.0
	Sheetfed offset presses	Web and special presses	Total

### Group sales

in €m			
2012	100.9	162.6	263.5
2013	98.2	92.5	190.7
	Sheetfed offset presses	Web and special presses	Total



sales of sheetfed presses accounted for a loss of €5.9m, which due to cost-savings and increased efficiency is nevertheless a significant improvement on last year's figure (–€13.3m). Despite a slump in operating results driven by weaker sales, the turn-around programme started last year and in place until the end of 2014 in the competitive sheetfed and web offset business has shown some initial success. Along with the ongoing realignment of production capacity, which includes the closure of our web press facility in Trennfeld by the end of 2013, and the amendments to wage agreements with even more flexible working hours effective since the beginning of the year, cost-saving measures in Group purchasing and in central administrative departments have made noticeable savings.

Following a modest financial loss of €1.9m, as in 2012, we made a **pre-tax loss** of €18.8m (2012: –€0.4m). After tax deductions, **Group results** came to –€18.5m at the end of March, compared to –€1.3m in 2012. This corresponds to **earnings per share** of –€1.12 (2012: –€0.08).

## Finances

Even though inventories have swelled in preparation for a larger volume of sales in the following months and this quarter's earnings were lower than last year's, **cash flows from operating activities** improved to –€11.4m following –€23.1m in 2012. Important reasons for this were a €38.3m rise in customer prepayments and a €26.5m reduction in trade receivables. After deducting cash flows for investing activities the **free cash flow** came to –€14.8m, also significantly above last year (2012: –€30m). **Funds** came to €189m at the end of March (31.12.2012: €206.3m). Less reduced bank loans of €29.2m, net liquidity was a considerable €159.8m and there are also ample credit lines. Our equity ratio was 35.8% of the slightly higher balance sheet total.

## Group order backlog

in €m

Year	Sheetfed offset presses	Web and special presses	Total
2012	201.0	597.8	798.8
2013	207.8	449.5	657.3

## Group net loss

in €m

2012	–1.3
2013	–18.5

## Assets

We invested €5.2m (2012: €4.8m) in intangible assets, property, plant and equipment. Along with continuing to increase productivity in production and assembly, investments also focused on bundling the Group-wide manufacturing of core components. Depreciation totalled €7.1m (2012: €9.2m) with property, plant and equipment falling slightly to €217.5m, compared to €219.9m at the end of 2012. Current assets rose by €12.1m to €881.8m primarily due to an increase in inventories (+€53.9m) for upcoming shipments. Trade receivables in contrast fell by €26.5m and funds by €17.3m. The **Group balance sheet total** of €1,193.2m was €11.8m higher than the year-end figure for 2012.

## Research and Development

Following the launch at Drupa 2012 of a raft of new products tailored to the sheetfed and web offset, digital, coding and metal-decorating markets, this quarter our engineers have focused on technical enhancements and challenging customer solutions. These activities encompassed the inauguration of the world's longest medium-format press at Amcor Tobacco Packaging in Switzerland. The 35m-long Rapida 106 with 19 printing, coating and drying units including a brand new inert drying unit, streamlines the migration-free production of intricately finished packaging. Cutting-edge inline measuring technology is used when controlling the quality of packaging automatically. The complex process technology used in the industrial production of high-quality packaging requires extensive know how. In this respect the German press engineering industry has a substantial lead ahead of their counterparts in the Far East. This explains why packaging for high-quality consumer goods from China is predominantly produced on imported presses.

## Geographical breakdown of sales

in %	2012	2013
Germany	10.8	28.8
Rest of Europe	25.6	29.8
North America	8.2	10.9
Asia/Pacific	30.0	23.2
Africa/Latin America	25.4	7.3

Initial rivalry between analogue and digital printing processes is giving way to an increase in market-orientated co-operation, strengthening print media wherever economically feasible and technically possible. Such applications already exist in the production of advertising products, magazines, books, catalogues, user handbooks, newspapers and packaging. KBA showcased examples of this with the presentation of a Rapida 105 sheetfed press featuring an integrated inkjet printing unit at Drupa 2012 plus the RotaJET 76 digital web press on display at the Swiss Hunkeler Innovation Days in the middle of February 2013. The recent contract placed by Axel Springer Verlag to fit KBA web presses at contract printers with Kodak inkjet printheads is a further example of this trend.

### Human Resources

At the end of March the Group workforce totalled 6,187 (31.03.2012: 6,294), including 340 apprentices. This was 107 fewer than twelve months earlier following personnel adjustments at our web press plants. The total will fall below 6,000 in the near future with approved measures, such as phased retirement schemes, continuing to come into effect. At the Parent, 55 young professionals successfully completed their apprenticeships with good results.

### Risk Management

The Koenig & Bauer AG risk management system and the Group's current risk profile is also described on pages 46 to 51 of the Group financial statements for 2012. There have since been no significant changes in the profile detailed there this quarter. Despite the current economic uncertainties and the sovereign debt crises which have not yet come to an end, we can discern no risks that could pose an existential threat to Group activities. Our solid capital resources and liquidity, and our strong position in less cyclical markets help constrain our risk potential.

#### Payroll at 31 March

2012	3,573	2,721	6,294
2013	3,454	2,733	6,187
	Koenig & Bauer AG	Subsidiaries	KBA Group

## Outlook

The VDMA forecasts a 2% increase in production for the German engineering industry for 2013 in real terms. However, an equivalent prognosis for 2012 was not reached due to an economic downturn in the last third of the year. Real growth came to only 1.3%. Given the current economic issues in the eurozone, demand for capital goods mainly depends on economic trends in overseas markets in the Far East, the USA and Latin America. The ongoing sovereign debt crises in Europe and the USA, the possibility of a change in the new Chinese government's priorities, lower growth rates in large threshold countries, such as India, and various political conflicts all pose major risks to the global economy. Jittery stock markets over the past weeks mirror the rising uncertainty which impacts on the investment climate in many regions.

According to the VDMA, in the first quarter of 2013 the printing machinery sector saw a real 13.6% decrease in order volume compared to 2012. This figure understates the actual investment rate in the printing industry as it does not take into account the growing market for digital printing technology which is mainly supplied by large foreign groups coming from the office and information technology sector. We are the only big German press manufacturer with a digital press produced solely by ourselves and have a raft of interesting digital projects in the pipeline.

Publication and newspaper printers in particular are feeling the strain of the ongoing trend towards online media which in turn predominantly affects our web press business, and to a lesser extent sheetfed offset printing on books, magazines and advertising products. Small-format sheetfed presses are instead feeling the effects of increasing competition from digital printing. Both trends however have left the growth market for packaging virtually untouched. KBA has been well-positioned in the cardboard segment for a long time with our medium- and large-format Rapidas. With the announcement of the takeover of the Italian press manufacturer, Flexotecnica, in February we aim to target the growing market for flexible packaging (especially film) with cutting-edge flexo presses. The new Varius 80 web offset press from KBA-MePrint also addresses this growth market for shorter runs in particular.

By entering the digital print market and expanding our product range for packaging production, management aims to compensate for

the market decline for traditional sheetfed and web offset presses with a focus on growing print markets. This future-orientated strategy demands time and appropriate investment which thanks to KBA's solid financial profile can be financed by its own means. In 2013 we anticipate that these new market segments will only make a limited contribution to Group sales and earnings, however this should change in the midterm.

We expect the further internationalisation of our business to bring new customers and to balance out the usual regional economic fluctuations. The new sales and service offices we founded last year in South Korea, Japan and Mexico have made very promising starts. These will be joined by another subsidiary in Brazil this year. We have significantly expanded our service portfolio and moved beyond the boundaries of our user base with PrintHouseService, a subsidiary also founded in 2012 which is now bearing fruit. The proportion of Group sales generated by this profitable service business is growing and it will continue to expand in the months to come.

The beginning of the new financial year has been very restrained with unsatisfactory Group results after the first three months. In the second quarter we expect the world's second-largest trade fair, China Print, in Beijing and the Printtek TÜYAP show in the growth market of Turkey to boost sheetfed orders. In April we received some web press orders from France, Germany and Saudi Arabia, and we believe that a raft of postponed projects will soon be finalised. The same applies to special presses. Management anticipates the shortfall in sales to be gradually reduced over the upcoming quarters by a series of already scheduled shipments from the current order backlog. Cost-saving measures are in place to offset the probably lower revenue in 2013 compared to previous years posted by our web and special press division. We are also teaming the less volume-orientated sheetfed sales strategy up with austerity measures.

Notwithstanding these volatile conditions, at present management stands by its targets for 2013 stated with publication of the consolidated financial statements on 22 March. These included similar Group sales to 2012 (€1,294m) and a modest improvement in pre-tax earnings. Management will therefore clarify its views further in the interim reports to come.

## Group Balance Sheet

<b>Assets</b>		
in €m	31.12.2012*	31.03.2013
<b>Non-current assets</b>		
Intangible assets, property, plant and equipment	243.1	240.5
Investments and other financial receivables	16.4	17.0
Other assets	0.1	0.3
Deferred tax assets	52.1	53.6
	<b>311.7</b>	<b>311.4</b>
<b>Current assets</b>		
Inventories	331.4	385.3
Trade receivables	255.1	228.6
Other financial receivables	18.5	19.3
Other assets	28.1	29.4
Securities	30.3	30.2
Cash and cash equivalents	206.3	189.0
	<b>869.7</b>	<b>881.8</b>
<b>Balance sheet total</b>	<b>1,181.4</b>	<b>1,193.2</b>
<b>Equity and liabilities</b>		
in €m	31.12.2012*	31.03.2013
<b>Equity</b>		
Share capital	42.9	42.9
Share premium	87.3	87.4
Reserves	317.3	296.5
	<b>447.5</b>	<b>426.8</b>
<b>Liabilities</b>		
<b>Non-current liabilities</b>		
Pension provisions	138.3	140.6
Other provisions	58.9	59.4
Other financial payables	17.9	17.7
Other liabilities	2.8	3.4
Deferred tax liabilities	22.2	22.3
	<b>240.1</b>	<b>243.4</b>
<b>Current liabilities</b>		
Other provisions	148.5	144.5
Trade payables	65.7	60.1
Bank loans	31.6	29.2
Other financial payables	59.4	68.4
Other liabilities	188.6	220.8
	<b>493.8</b>	<b>523.0</b>
<b>Balance sheet total</b>	<b>1,181.4</b>	<b>1,193.2</b>

\* incl. amendments in accordance with IAS 19 (revised)

## Group Income Statement

01.01. - 31.03.		
in €m	2012*	2013
Sales	263.5	190.7
Cost of sales	-190.2	-150.0
<b>Gross profit</b>	<b>73.3</b>	<b>40.7</b>
Research and development costs	-14.2	-13.7
Distribution costs	-37.9	-28.1
Administrative expenses	-18.8	-16.0
Other operating income and expenses	-0.9	0.2
<b>Operating profit/loss</b>	<b>1.5</b>	<b>-16.9</b>
Financial result	-1.9	-1.9
<b>Earnings before taxes</b>	<b>-0.4</b>	<b>-18.8</b>
Income tax	-0.9	0.3
<b>Net loss</b>	<b>-1.3</b>	<b>-18.5</b>
<b>Earnings per share (in €, basic/dilutive)</b>	<b>-0.08</b>	<b>-1.12</b>

\* incl. amendments in accordance with IAS 19 (revised)

## Statement of Comprehensive Group Income

01.01. - 31.03.		
in €m	2012*	2013
<b>Net loss</b>	<b>-1.3</b>	<b>-18.5</b>
<b>Items, which later will be reclassified to consolidated profit/loss</b>		
Foreign currency translation	0.6	-0.6
Measurement of primary financial instruments	0.8	-0.2
Measurement of derivatives	1.7	-0.7
Deferred taxes	-0.5	0.3
	<b>2.6</b>	<b>-1.2</b>
<b>Items, which later will not be reclassified to consolidated profit/loss</b>		
Defined benefit plans	-16.3	-1.6
Deferred taxes	4.9	0.5
	<b>-11.4</b>	<b>-1.1</b>
<b>Losses recognised directly in equity</b>	<b>-8.8</b>	<b>-2.3</b>
<b>Total comprehensive income</b>	<b>-10.1</b>	<b>-20.8</b>

\* incl. amendments in accordance with IAS 19 (revised)

## Statement of Changes in Group Equity

in €m	Share capital	Share premium
<b>31.12.2011</b>	<b>42.9</b>	<b>87.3</b>
Amendments in accordance with IAS 19 (revised)	–	–
<b>01.01.2012</b>	<b>42.9</b>	<b>87.3</b>
Net loss	–	–
Losses recognised directly in equity	–	–
<b>Total comprehensive income</b>	<b>–</b>	<b>–</b>
Other changes	–	–
<b>31.03.2012</b>	<b>42.9</b>	<b>87.3</b>
<b>01.01.2013</b>	<b>42.9</b>	<b>87.3</b>
Net loss	–	–
Losses recognised directly in equity	–	–
<b>Total comprehensive income</b>	<b>–</b>	<b>–</b>
Capital increase from authorised capital	–	0.1
<b>31.03.2013</b>	<b>42.9</b>	<b>87.4</b>



Reserves Recognised in equity	Other	Total
<b>42.6</b>	<b>293.8</b>	<b>466.6</b>
-5.9	1.7	-4.2
<b>36.7</b>	<b>295.5</b>	<b>462.4</b>
-	-1.3	-1.3
-8.8	-	-8.8
<b>-8.8</b>	<b>-1.3</b>	<b>-10.1</b>
-	-1.1	-1.1
<b>27.9</b>	<b>293.1</b>	<b>451.2</b>
<b>21.9</b>	<b>295.4</b>	<b>447.5</b>
-	-18.5	-18.5
-2.3	-	-2.3
<b>-2.3</b>	<b>-18.5</b>	<b>-20.8</b>
-	-	0.1
<b>19.6</b>	<b>276.9</b>	<b>426.8</b>

## Group Cash Flow Statement

<b>01.01. - 31.03.</b>		
in €m	2012*	2013
Earnings before taxes	-0.4	-18.8
Non-cash transactions	19.7	10.1
<b>Gross cash flow</b>	<b>19.3</b>	<b>-8.7</b>
Changes in inventories, receivables and other assets	-16.1	-29.3
Changes in provisions and payables	-26.3	26.6
<b>Cash flows from operating activities</b>	<b>-23.1</b>	<b>-11.4</b>
<b>Cash flows from investing activities</b>	<b>-6.9</b>	<b>-3.4</b>
<b>Cash flows from financing activities</b>	<b>0.3</b>	<b>-2.3</b>
<b>Change in funds</b>	<b>-29.7</b>	<b>-17.1</b>
Effect of changes in exchange rates and consolidated companies	3.1	-0.2
Funds at beginning of period	145.6	206.3
<b>Funds at end of period</b>	<b>119.0</b>	<b>189.0</b>

\* incl. amendments in accordance with IAS 19 (revised)

## Notes to the Interim Accounts to 31 March 2013

### 1 Accounting Policies

This interim report for the Koenig & Bauer Group is based on international financial reporting standards (IFRS). The consolidated financial statements were prepared in accordance with the standards valid on that date, as issued by the International Accounting Standards Board (IASB), London, and all binding interpretations by the International Financial Reporting Interpretation Committee (IFRIC), with due regard for EU directives.

The interim accounts conform to IAS 34. Taxes on income were disclosed at the average national tax rate applicable.

Individual items in the balance sheet and the income statement were aggregated to clarify presentation. Figures represent million euros (€m), unless stated otherwise.

## 2 Revised Standards (IFRS)

The following amendments to IFRS standards impact upon the financial statements and accounting policies. Standards that are required to be applied for periods beginning on or after 1 January 2013 are:

### IAS 19 (revised) – Employee Benefits

All actuarial gains and losses of pension obligations and plan assets are to be immediately recognised in other comprehensive income and the interest income on plan assets is to be calculated at a rate based on the discount rate for pension obligations. Provisions for contributions within the framework of phased retirement schemes are accrued in instalments.

The retrospective application of IAS 19 (revised) led to the following amendments to the opening balances of the balance sheet to 1 January 2012: other financial receivables decreased by €2.8m, pension provisions rose by €3.2m and other provisions fell by €2.5m. After deducting deferred taxes, equity sank by €4.2m.

To 31 December 2012 the amendments resulted in a €30.3m increase in pension provisions and a €25.6m reduction in equity.

In the group income statement for the first quarter 2012 the amendments reduced operating profit by €0.5m and the financial result by €0.1m. After deducting deferred taxes, net loss decreased by 0.5m and earnings per share by 3 cents.

### Amendment to IAS 1 – Presentation of Items of Other Comprehensive Income

Components of other income, recognised directly in equity, that would be reclassified to profit/loss at a future point in time are to be presented separately.

This amendment can be seen in the statement of comprehensive group income on page 15.

## 3 Consolidated Companies and Consolidation Principles

There were no changes in our consolidation principles.

The financial statements of foreign entities were translated at the closing rate or at an average exchange rate for the period, as specified in IAS 21.

## 4 Segment Information

### 4.1 Business Segments

01.01. - 31.03. in €m	Web and special presses		Sheetfed offset presses	
	2012*	2013	2012*	2013
Sales	162.6	92.5	100.9	98.2
Operating profit/loss	14.8	-11.0	-13.3	-5.9
Capital investments	3.4	2.1	1.4	3.1

\* incl. amendments in accordance with IAS 19 (revised)

### 4.2 Geographical Breakdown of Sales

01.01. - 31.03. in €m	2012	2013
Germany	28.5	54.9
Rest of Europe	67.3	56.9
North America	21.7	20.8
Asia/Pacific	79.0	44.2
Africa/Latin America	67.0	13.9
<b>Sales</b>	<b>263.5</b>	<b>190.7</b>

## 5 Earnings per Share

01.01. - 31.03. in €	2012*	2013
Earnings per share	-0.08	-1.12

\* incl. amendments in accordance with IAS 19 (revised)

Basic earnings per share were calculated in accordance with IAS 33 by dividing the net income attributable to ordinary shareholders by the weighted average number of ordinary shares outstanding during the period (16,487,314 no-par shares, previous year: 16,485,953 no-par shares).

## 6 Balance Sheet

### 6.1 Intangible Assets, Property, Plant and Equipment

in €m	Purchase or manufactur- ing cost	Accumulated depreciation	Carrying amount
Intangible assets	71.2	48.0	23.2
Property, plant and equipment	669.5	449.6	219.9
<b>Total at 31.12.2012</b>	<b>740.7</b>	<b>497.6</b>	<b>243.1</b>
Intangible assets	71.2	48.2	23.0
Property, plant and equipment	669.8	452.3	217.5
<b>Total at 31.03.2013</b>	<b>741.0</b>	<b>500.5</b>	<b>240.5</b>

Investment in property, plant and equipment totalling €5.1m (first quarter 2012: €4.4m) primarily refers to assets under construction and additions of plant and machinery, factory and office equipment.

### 6.2 Inventories

in €m	31.12.2012	31.03.2013
Raw materials, consumables and supplies	67.2	69.1
Work in progress	233.7	283.6
Finished goods and products	30.5	32.6
	<b>331.4</b>	<b>385.3</b>

### 6.3 Liabilities

**Current and non-current liabilities** rose by €32.5m, compared to the end of 2012. This was largely due to an increase in customer prepayments by €38.3m. In addition, liabilities for income taxes and other taxes were reduced by €6.9m.

## **Key Financial Dates**

Koenig & Bauer Annual General Meeting  
13 June 2013  
Vogel Convention Center, Würzburg

Interim report on 2nd quarter 2013  
9 August 2013

Interim report on 3rd quarter 2013  
11 November 2013

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