

Interim Report  
January 1 -  
September 30, 2002

 **technotrans**

*technology and services*

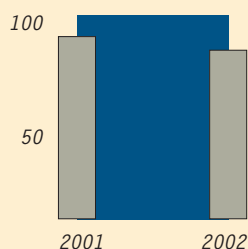
# technotrans Group

## Key Data

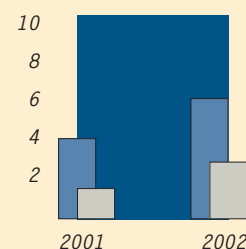
|   |                                   | 2000    | 2001      | 1.1.-30.9.<br>2001 | 1.1.-30.9.<br>2002 |           |
|---|-----------------------------------|---------|-----------|--------------------|--------------------|-----------|
| <b>Earnings:</b>                        | Revenue                           | €'000   | 104,927   | 130,990            | 96,828             | 89,624    |
|   | <i>Print</i>                      | €'000   | 76,650    | 98,733             | 74,329             | 62,847    |
|   | <i>MicroTech</i>                  | €'000   | 11,808    | 11,526             | 7,424              | 7,539     |
|   | <i>Services</i>                   | €'000   | 16,469    | 20,731             | 15,075             | 19,238    |
|   | Gross profit                      | €'000   | 34,389    | 41,623             | 30,653             | 28,458    |
|   | Operating income                  | €'000   | 9,676     | 9,130              | 4,275              | 6,388     |
|   | Net profit for the period         | €'000   | 5,405     | 3,421              | 1,637              | 3,048     |
|   | as % of revenue                   | %       | 5.2       | 2.6                | 1.7                | 3.4       |
|   | Net income per share (IAS)*       | €       | 0.88      | 0.53               | 0.25               | 0.46      |
|   | EBITDA                            | €'000   | 12,934    | 14,150             | 8,814              | 10,192    |
| Earnings before interest and tax (EBIT) | €'000                             | 9,700   | 7,525     | 3,849              | 6,262              |           |
| <b>Balance sheet:</b>                   | Issued capital                    | €'000   | 6,180     | 6,600              | 6,600              | 6,600     |
|   | Equity                            | €'000   | 36,778    | 54,756             | 51,137             | 53,673    |
|   | Equity ratio                      | %       | 49.6      | 55.3               | 52.3               | 55.5      |
|   | Return on equity                  | %       | 16.4      | 7.5                | 3.2                | 5.7       |
|   | Balance sheet total               | €'000   | 74,195    | 99,042             | 97,838             | 96,746    |
|   | Working capital                   | €'000   | 20,152    | 24,244             | 23,792             | 24,524    |
| <b>Employees:</b>                       | Number of employees (average)     | Persons | 543       | 687                | 662                | 650       |
|   | Personnel expenses                | €'000   | 24,632    | 33,634             | 25,552             | 24,900    |
|   | as % of revenue                   | %       | 23.5      | 25.7               | 26.4               | 27.8      |
|   | Revenue per employee              | €'000   | 193       | 191                | 146                | 138       |
| <b>Cash flow:</b>                       | Cash flow                         | €'000   | 11,225    | 9,057              | 8,714              | 6,696     |
|   | Free cash flow                    | €'000   | - 15,572  | - 6,827            | - 11,665           | 5,381     |
| <b>Share:</b>                           | Number of shares at end of period |         | 2,060,000 | 2,200,000          | 2,200,000          | 6,600,000 |
|   | Share price (max)*                | €       | 53.17     | 48.02              | 48.02              | 17.80     |
|   | Share price (min)*                | €       | 12.82     | 9.83               | 11.67              | 6.20      |

\*Net income per share and historical share prices adjusted for share split

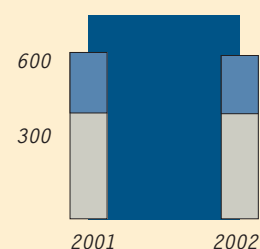
**Revenue**  
1.1.-30.9. in million €



**Profit**  
1.1.-30.9. in million €



**Number of employees**  
1.1.-30.9. (average)



■ Operating income  
■ Net profit for the period  
■ Abroad  
■ Germany

*We are living in the Information Age. In whatever form information is being supplied, technotrans products are involved - worldwide. technotrans is active at 13 locations, in three areas of business: Print, Micro Technologies and Services. As a systems supplier, we fully equip all leading makes of printing press ex works, and our market share worldwide for technologically advanced plant is well in excess of 50 percent. technotrans electroforming systems for the manufacture of CDs and DVDs are the world market leaders by some distance. Core skills such as these are translated systematically into new areas of application: for example, microstructure technology applications offer exceptionally good prospects of future growth, as do services, which suitably complement the technology segments and open up new potential.*

## Dear Shareholders,

As expected, the difficult economic situation has left its mark on the figures for the first nine months of the year. With revenue down 7.4 percent, we nevertheless succeeded in boosting the profit for the divisions by around 50 percent on the prior-year period, and the net profit for the period actually showed an increase of 86 percent. These outstanding results reflect the fact that we succeeded in preparing technotrans to cope with adverse market conditions at an early stage, and that our declared focus of attention this year is on profitability.

In particular the downturn in revenue of € 11.5 million in our highest-revenue segment, Print, turned out to be much sharper than the fall of € 6 million forecast at the start of the year. In the short term we do not expect the situation at our major customers to improve, and have therefore successfully intensified our business activities with end customers. As matters stand, we anticipate that we will not be able to compensate in full for the shortfall on the budgeted revenue target. Assuming business progress is normal, our profit target of a net figure in excess of € 5 million is nevertheless still feasible.

technotrans shares have suffered a string of setbacks since their admission to the NEMAX 50 index in June of this year, for no compelling reason. The general loss of confidence of investors in the Neuer Markt is reason enough for us to welcome Deutsche Börse's plans to reorganise the tiers of the stock market. We were one of the first companies to apply for admission to the new "Prime Standard" at the end of September; subject to the legal requirements, which are still being defined, we expect our application to be approved.

We are convinced that technotrans would benefit in particular measure from an economic recovery, and that this would moreover be suitably reflected in an appreciation in the company's value. We will maintain our established policy of active communication and look forward to remaining in dialogue with you.

# The first nine months of 2002 and the third quarter

**Consolidated revenue of € 89.6 million at lower edge of anticipated window (- 7.4 percent)**

In view of ongoing cyclical difficulties, revenue for the first nine months of the year reached only € 89.6 million, 7.4 percent or € 7.2 million down on the prior-year period. This was broadly in line with expectations, even if the downturn in the Print segment became more pronounced in the third quarter (- 18.3 percent). The remaining two segments, on the other hand, progressed positively but as expected were unable to compensate for the revenue shortfall in Print. We took prompt and successful action to bring about a lasting improvement in profitability in this difficult situation.

**Marked improvement in earnings compared with previous year**

During the first nine months of the year, for example, even though revenue was 7.4 percent down, we succeeded in boosting the operating profit following regular amortisation of goodwill by 50 percent to € 6.4 million and the net profit for the year by 86 percent, to slightly more than € 3 million. Whereas the result for the third quarter was a loss of € 855 thousand due to a whole array of one-off factors, there was an overall surplus of 1.3 million for 2002.

In addition to significant improvements at operating level, these figures are also the outcome of capacity adjustments that reflect the lower revenue level and our strict approach to cost management. Despite a higher tax burden, earnings per share acc. to IAS after nine months have risen from € 0.25 in 2001 to € 0.46 in 2002.

## The segments

**Print: revenue under considerable pressure**

With revenue totalling € 18.8 million, the third quarter of 2002 fell considerably short of the first two quarters of the year, underlining the fact that the recovery in the second quarter did not represent a permanent change of fortunes. Nine months into the year, the shortfall compared with 2001 was € 11.5 million, significantly higher than the anticipated fall of € 6 million. It is therefore all the more gratifying that we succeeded in improving profitability during this period.

The result for the segment before goodwill amortisation rose to € 4.2 million, representing a rise of 66 percent; the increase after regular amortisation of goodwill amounted to all of 121 percent and totalled € 3.1 million. For the third quarter in succession, we were therefore able to demonstrate that focusing on profitability yields results.

Whereas various major orders received in recent weeks serve to demonstrate our ability to strengthen our market position in the difficult prevailing circumstances, in the short term there are no signs of a change in the industry's fortunes. The level of orders being received from printing press manufacturers has remained stable at a low level, and the world markets provide no fundamental reason to be more optimistic about the immediate future. We have therefore stepped up our activities in the end user market and are succeeding in generating supplementary revenue particularly with new products. This has also led to an improvement in profits, as the IAS regulations meant that a higher proportion of research and development spending was capitalised.

**Micro Technologies: prior-year level maintained as expected**

Following two slack quarters this segment, which supplies electroforming plant for the manufacture of optical storage media (CDs/DVDs) and microstructure technology, has caught up with the figures for the previous year, as expected. With revenue of € 7.5 million (previous year: € 7.4 million), we are on course to meet our target.

Compared with the previous two quarters, we once again succeeded in boosting earnings. The nine-month result for the segment pre-goodwill was up 29 percent to € 419 thousand, compared with € 325 thousand in the previous year; the rate of return in the third quarter once again reached double figures. It continues to be diminished by development expenditure for new plant, the purpose of which is to open up new, high-potential areas of application for the future development of microstructure technology.

**Services: revenue steadily rising**

The Services segment performed better than expected over the first nine months of the year. With revenue reaching € 19.2 million (+ 27.6 percent), it appears increasingly likely that the target of € 23 million for the year as a whole will be exceeded. This development is attributable in particular to the gradually rising installed base and the customer bases that have been acquired over the past two years.

Earnings, too, are up on the previous year at € 3.1 million (+ 21.7 percent), even if the rate of increase is not as marked. For the second quarter in succession margins have been under pressure, this time in particular as a result of intensified support for field test clients in the American market for new products. However, this effect should be temporary in nature.

## Segmental Reporting

|                                |            | Print  | MicroTech | Services | Other | Total  |
|--------------------------------|------------|--------|-----------|----------|-------|--------|
|                                |            | €'000  | €'000     | €'000    | €'000 | €'000  |
| External revenue               | 01-09/2002 | 62,847 | 7,539     | 19,238   | 0     | 89,624 |
|                                | 01-09/2001 | 74,329 | 7,424     | 15,075   | 0     | 96,828 |
| Segment result before goodwill | 01-09/2002 | 4,244  | 419       | 3,100    | 140   | 7,903  |
|                                | 01-09/2001 | 2,547  | 325       | 2,553    | 348   | 5,773  |
| Segment result after goodwill  | 01-09/2002 | 3,086  | 62        | 3,100    | 140   | 6,388  |
|                                | 01-09/2001 | 1,395  | - 16      | 2,548    | 348   | 4,275  |

## Personnel

Whereas technotrans had 725 employees 12 months ago, at 30.9.2002 there were 642 employees. This fall of 11.5 percent is the result of internal adjustments to reflect the lower revenue volumes which we were able to anticipate at a very early stage. Whereas the average employee total has fallen year on year by 1.8 percent, personnel expenses were down by 2.6 percent over the same period. This demonstrates that the ratio between this item and revenue is improving, with the expected time lapse.

## Balance sheet structure

The balance sheet total fell by 2.3 percent compared with the end of 2001, to € 96.7 million.

Cash and cash equivalents rose by 35.9 percent during this period, to € 6.8 million. There was a fall in inventories (- 9.8 percent) and goodwill (- 14.6 percent), the latter in view of regular amortisation. It now represents around 21 percent of the balance-sheet total, compared with a previous 25 percent.

Long-term borrowings have likewise fallen (- 13.2 percent) as a result of the repayment of long-term loans. The return on equity has improved again to 5.7 percent.

## Research and development

Total research and development spending for the first nine months of 2002 came to just over € 2 million, around € 1 million less than in the previous year. In view of the anticipated revenue from new products, particularly the further-developed microspray spray dampening systems in the Print segment and plant for microstructure technology, development costs totalling € 691 thousand need to be capitalised in accordance with IAS regulations.

## Shares

Our pleasure at the admission of technotrans shares to the NEMAX 50 in June was only short-lived. For no particular reason, this was followed swiftly by a drastic slump in the share price, which fell below the issue price at the time of the initial public offering in March 1998 (adjusted: € 10.38), and even below the book value (€ 8.12), for several days during the third quarter of 2002. This performance is somewhat relativised when it is borne in mind that all leading indices plumbed record lows during the period in question.

We intensified our activities in the field of investor relations during this difficult period. We are therefore confident that technotrans shares, as an investment in real value in the technology segment, will benefit to an above-average degree once the mood on the markets changes.

## Directors' holdings

|                            | 30.9.2002 | 30.9.2002 |
|----------------------------|-----------|-----------|
|                            | Shares    | Options   |
| <b>Board of Management</b> |           |           |
| Heinz Harling              | 61,704    | 2,100     |
| Wolfgang Breme             | 300       | 1,050     |
| John A. Stacey             | 30,300    | 2,100     |
| Ralph Teunissen            | 15,000    | 1,650     |
| Hilmar Weipelo             | 30,000    | 2,100     |
| <b>Supervisory Board</b>   |           |           |
| Joachim Simmroß            | 3,200     | 0         |
| Joachim Voss               | 0         | 0         |
| Konrad Ellegast            | 0         | 0         |
| Dr. Bertold Gaede          | 1,791     | 0         |
| Andreas Harig              | 61,704    | 1,200     |
| Hubert Oberscheidt         | 61,704    | 1,200     |

# People

As scheduled, Hilmar Welpelo will cease to belong to the Management Board of technotrans AG with effect from November 30, 2002. Wolfgang Breme has been the new Finance Director since May 2002. His primary aim is to achieve continuity, while placing particular emphasis on value-oriented company management.

## Corporate governance and new stock market segmentation

As a result of various changes in legislation which took effect mid-way through the year, greater attention has been devoted to the topic of corporate governance. Our company has long attached considerable importance to responsible corporate governance, and outwardly demonstrated this by publishing the Declaration of Compliance by the Management Board and Supervisory Board, which will be required by law from 2003, on the company's website on September 12, 2002. In issuing this declaration, the company confirms that the provisions of the German Corporate Governance Code have been and will be complied with. A whole array of other proposals are in addition satisfied; these will be reported on in detail in the next Annual Report.

These new corporate governance requirements are unsuitable to boost investor confidence in the capital market in the short term. We therefore welcome the radical plans announced by Deutsche Börse to restructure the stock market. Even though the details of the legal changes remain to be finalised, at the end of September we submitted the request for our shares to be admitted to the "Prime Standard". The response from Deutsche Börse was highly positive: "We look forward very much to welcoming technotrans AG as one of the first member companies of the forthcoming 'Prime Standard'".

# Outlook

## The 2002 financial year

### Revenue and earnings

The first nine months of 2002 confirmed the expectations taken as our basis in planning for the 2002 financial year that there would be no rapid recovery in the underlying economic situation. We now know that the extent of this downturn actually exceeded anything previously experienced in our branch of industry.

Our plans at the start of the year envisaged revenue of € 128 million and a net profit for the year of at least € 5 million, though we were always at pains to emphasise that profitability was our priority. Although these plans remain valid, they will now have to be regarded as highly ambitious unless revenue picks up significantly in the final quarter of the year.

### The divisions

The figures disclosed by the leading printing press manufacturers do not allow any scope for notions of sustained growth in the **Print segment** over the coming months. We anticipate consolidation in our "bread-and-butter business", which accounts for around half the revenue of the segment. At the same time, we are able to report further advances with new products for end customers, such as the ink.line automatic ink supply system and devices for recycling washing agents. Our recent successes in the field of spray dampening systems deserve particular mention. We have been able to clinch a number of important major orders for these, and are involved in promising negotiations on further projects. As well as underpinning our next planning horizon, with project timescales in some cases of more than two years, they demonstrate that we have been successful at placing our new technology in the market and have captured significant market shares during a generally difficult period for business.

The figures that we are publishing with this report confirm that we have been able to break with the general industry trend to some extent. The revenue generated by the new products is nevertheless not sufficient to compensate in full for the drastic slump in revenue from printing press manufacturers. Our American subsidiaries in particular are feeling the impact of an accelerated decline in demand since the first half of the year. To optimise structures and exploit further scope for synergy, e.g. in parts logistics, as an initial response we will be closing our Atlanta base within the next few weeks and be concentrating activities at our main American office in Chicago.

In the patent dispute with our competitor Baldwin Technologies, which has now been dragging on for years, the hearing in the appeal proceedings took place at the Düsseldorf Higher Regional Court on October 10. The court expects to pronounce its oral ruling on November 14, 2002. We will then discuss this ruling and the reasoning behind it with our lawyers and agree on the next steps as appropriate. To minimise future risks, we have resolved to modify our production operations and will agree the appropriate delivery dates with our customers.

As expected, the **Micro Technologies** segment (CDs/DVDs and microstructure technology) made very positive progress in the third quarter. In the light of the current level of orders, it is possible that the segment will meet its targets for the year as a whole. However, as we require the customer's confirmation of acceptance in order to realise revenue for this project business, we have only limited influence over its timing, with the result that the date of realisation for some contracts could become pushed back into next year.

We are able to report further successes in the new applications area of microstructure technology. We are currently involved in advanced negotiations for orders in the new area of display technology, and have recently received orders from Asia for work that will be completed next year. Starting from an as yet low level, this area is developing according to schedule and highly successfully.

The **Services segment** should continue to develop positively over the next few months. We are aware that technotrans' worldwide presence is one of the cornerstones of our success, and will continue to maintain a full-scale service for our customers even though these are difficult times. Specifically the relationship of trust that has arisen throughout many years of partnership provides ample scope for optimising existing product lines and developing new ones. This moreover underpins our potential for future growth.

In summary, we are able to conclude that we have been demonstrably successful at keeping our ship on course in these tempestuous times. We do not expect these ill winds to abate imminently and be replaced by the favourable breeze of a nascent boom; as such, we have made preparations for making headway under our own steam in the months that lie ahead.

The fact remains that whereas we achieved our profit targets after nine months, revenue fell short of expectations in the third quarter of the year. We expect the figures for the remaining three months to show an improvement, but do not believe that there will be a sudden leap in orders, as the pointers from all markets are indicative rather of consolidation at a low level. Rigorous cost management and capacity adjustments to this level will nevertheless permit further improvements in profitability and thus a gradual resumption of the rates of return which technotrans has traditionally enjoyed in the past. We will devote even greater attention to the indicator of cash flow in the future. After recording positive free cash flow for the past three quarters, our aim is to keep it at least on a par with the net profit for the year.

We will be informing you in greater detail of the general economic situation next year and of our plans, which we will be preparing with our accustomed thoroughness, when we present the figures for 2002 as a whole. We have cause for at least restrained optimism, bearing in mind that 2003 marks the run-up to the next Drupa. Thanks to our strategy of "more technotrans per printing press", we expect that any recovery in the industry will have a particularly pronounced effect, especially as the current process of consolidation within the sector improving is our prospects.

# Consolidated Balance Sheet

| Assets  | (in €'000) | 30.09.2002    | 31.12.2001    |
|---|------------|---------------|---------------|
| <b>Current assets</b>                                 |            |               |               |
| Cash and cash equivalents                             |            | 6,837         | 5,031         |
| Trade accounts receivable                             |            | 18,782        | 17,312        |
| Accounts receivable due from related parties          |            | 0             | 0             |
| Inventories   |            | 20,333        | 22,538        |
| Prepaid expenses and other current assets             |            | 1,844         | 1,754         |
|   |            | <b>47,796</b> | <b>46,635</b> |
| <b>Fixed assets</b>                                   |            |               |               |
| Property, plant and equipment                         |            | 19,660        | 20,710        |
| Intangible assets                                     |            | 4,104         | 3,388         |
| Investments   |            | 0             | 0             |
| Goodwill  |            | 20,945        | 24,531        |
| Deferred taxes  |            | 3,813         | 3,091         |
| Other long-term assets                                |            | 428           | 687           |
|   |            | <b>48,950</b> | <b>52,407</b> |
|   |            | <b>96,746</b> | <b>99,042</b> |
| <b>Liabilities and shareholders' equity</b>           |            |               |               |
| <b>Current liabilities</b>                            |            |               |               |
| Current portion of capital lease obligation           |            | 0             | 0             |
| Short-term debt and current portion of long-term debt |            | 6,256         | 5,696         |
| Trade accounts payable                                |            | 5,079         | 3,758         |
| Advance payments received                             |            | 2,898         | 3,749         |
| Accrued expenses                                      |            | 5,594         | 5,258         |
| Income tax payable                                    |            | 1,169         | 1,368         |
| Other current liabilities                             |            | 2,276         | 2,562         |
|   |            | <b>23,272</b> | <b>22,391</b> |
| <b>Long-term debt</b>                                 |            |               |               |
| Long-term debt, less current portion                  |            | 16,792        | 19,354        |
| Capital lease obligations, less current portion       |            | 0             | 0             |
| Deferred taxes  |            | 1,878         | 1,773         |
| Pension accrual                                       |            | 124           | 124           |
| Other long-term liabilities                           |            | 1,007         | 644           |
|   |            | <b>19,801</b> | <b>21,895</b> |
| <b>Shareholders' equity</b>                           |            |               |               |
| Share capital   |            | 6,600         | 6,600         |
| Additional paid-in capital                            |            | 36,416        | 36,396        |
| Revenue reserves                                      |            | 8,252         | 8,447         |
| Hedging reserves                                      |            | - 603         | - 387         |
| Exchange differences                                  |            | - 860         | 1,664         |
| Treasury stock  |            | 0             | 0             |
| Retained earnings                                     |            | 3,868         | 2,036         |
|   |            | <b>53,673</b> | <b>54,756</b> |
|   |            | <b>96,746</b> | <b>99,042</b> |

# Consolidated Income Statement

|  | 1.7.-30.9.2002 |        | 1.7.-30.9.2001 |        | 1.1.-30.9.2002 |        | 1.1.-30.9.2001 |        |
|--|----------------|--------|----------------|--------|----------------|--------|----------------|--------|
|  | €'000          |        | €'000          |        | €'000          |        | €'000          |        |
| Revenues   | 28,983         |        | 30,559         |        | 89,624         |        | 96,828         |        |
| <i>Print</i>   | 18,842         |        | 23,069         |        | 62,847         |        | 74,329         |        |
| <i>MicroTech</i>                                       | 3,603          |        | 2,173          |        | 7,539          |        | 7,424          |        |
| <i>Services</i>  | 6,538          |        | 5,317          |        | 19,238         |        | 15,075         |        |
| Cost of revenues                                       | -              | 20,081 | -              | 21,232 | -              | 61,166 | -              | 66,175 |
| <b>Gross profit</b>                                    | <b>8,902</b>   |        | <b>9,327</b>   |        | <b>28,458</b>  |        | <b>30,653</b>  |        |
| Selling and marketing expenses                         | -              | 2,905  | -              | 4,901  | -              | 9,578  | -              | 11,787 |
| General and administrative expenses                    | -              | 2,936  | -              | 2,706  | -              | 8,933  | -              | 8,994  |
| Research and development expenses                      | -              | 190    | -              | 1,093  | -              | 2,024  | -              | 3,089  |
| Other operating income and expenses                    |                | 317    | -              | 747    | -              | 20     | -              | 1,010  |
| Amortization (and impairment) of goodwill              | -              | 447    | -              | 700    | -              | 1,515  | -              | 1,498  |
| <b>Operating income</b>                                | <b>2,741</b>   |        | <b>- 820</b>   |        | <b>6,388</b>   |        | <b>4,275</b>   |        |
| Interest income and expenditure                        | -              | 306    | -              | 467    | -              | 1,017  | -              | 1,292  |
| Income from investments and participations             |                | 0      |                | 0      |                | 0      |                | 0      |
| Foreign currency exchange gains/losses                 | -              | 59     | -              | 76     | -              | 126    | -              | 426    |
| Other income/expense                                   |                | 0      |                | 0      |                | 0      |                | 0      |
| <b>Result before income taxes (a. minor. interest)</b> | <b>2,376</b>   |        | <b>- 1,363</b> |        | <b>5,245</b>   |        | <b>2,557</b>   |        |
| Income tax   | -              | 903    | -              | 514    | -              | 2,791  | -              | 2,398  |
| Deferred tax   | -              | 176    |                | 1,022  |                | 594    |                | 1,478  |
| Extraordinary income/expenses                          |                | 0      |                | 0      |                | 0      |                | 0      |
| <b>Net income</b>                                      | <b>1,297</b>   |        | <b>- 855</b>   |        | <b>3,048</b>   |        | <b>1,637</b>   |        |
| Net income per share (basic)*                          | 0.20           |        | - 0.13         |        | 0.46           |        | 0.25           |        |
| (diluted)*   | 0.20           |        | - 0.13         |        | 0.46           |        | 0.25           |        |
| Weighted average shares outstanding                    |                |        |                |        |                |        |                |        |
| (basic)  | 6,600,000      |        | 2,200,000      |        | 6,600,000      |        | 2,168,111      |        |
| (diluted)  | 6,600,000      |        | 2,200,000      |        | 6,600,000      |        | 2,168,111      |        |

\*Net income per share adjusted for share split

# Cash Flow Statement

|   | 1.1.-30.9.2002 | 1.1.-30.9.2001  |
|---|----------------|-----------------|
|   | €'000          | €'000           |
| <b>Cash flow from operating activities</b>                      |                |                 |
| Net profit/loss   | 3,048          | 1,637           |
| <i>Adjustments for:</i>   |                |                 |
| Depreciation and amortisation                                   | 3,930          | 3,844           |
| Impairment loss acc. to IAS 36                                  | 0              | 1,121           |
| Deferred tax income/expense                                     | - 594          | - 1,478         |
| Increase/decrease in provisions and accruals                    | 351            | 3,164           |
| Losses/gains on the disposal of fixed assets                    | - 6            | - 21            |
| Foreign exchange gains and losses                               | - 39           | 426             |
| Change in net working capital                                   | 630            | - 9,988         |
| Increase in other long-term assets                              | 259            | - 126           |
| <b>Net cash provided by operating activities</b>                | <b>7,579</b>   | <b>- 1,421</b>  |
| <b>Cash flow from investing activities</b>                      |                |                 |
| Acquisition from subsidiaries, net of cash acquired             | 0              | - 5,117         |
| Retrospective adjustment of purchase price for subsidiary       | 0              | 0               |
| Purchase of property, plant and equity                          | - 2,245        | - 5,767         |
| Proceeds from sale of equipment                                 | 47             | 640             |
| <b>Net cash used in investing activities</b>                    | <b>- 2,198</b> | <b>- 10,244</b> |
| <b>Cash flow from financing activities</b>                      |                |                 |
| Proceeds from issuance of share capital                         | 0              | 9,523           |
| Proceeds from short or long-term borrowings                     | 286            | 6,304           |
| Cash repayments of amounts borrowed                             | - 2,287        | - 1,289         |
| Payment of capital lease liabilities                            | 0              | - 50            |
| Distribution to shareholders                                    | - 1,540        | - 2,575         |
| <b>Net cash provided by financing activities</b>                | <b>- 3,541</b> | <b>11,913</b>   |
| Net effect of currency translation in cash and cash equivalents | - 33           | - 38            |
| <b>Net increase/decrease in cash and cash equivalents</b>       | <b>1,806</b>   | <b>210</b>      |
| Increase in liquid funds from changes in reporting entity       | 0              | 0               |
| Cash and cash equivalents at beginning of period                | 5,031          | 3,135           |
| <b>Cash and cash equivalents at end of period</b>               | <b>6,837</b>   | <b>3,345</b>    |

# Statement of Movements in Equity

|   | Issued<br>capital<br>€'000 | Capital<br>reserves<br>€'000 | Revenue<br>reserves<br>€'000 | Hedging<br>reserves<br>€'000 | Accumulated<br>differences/<br>Capital<br>consolidation<br>€'000 | Accumulated<br>profit<br>€'000 | Equity<br>€'000 |
|---|----------------------------|------------------------------|------------------------------|------------------------------|--|--------------------------------|-----------------|
| <b>January 1, 2001</b>                              | <b>6,180</b>               | <b>20,066</b>                | <b>6,643</b>                 | <b>0</b>                     | <b>886</b>   | <b>3,003</b>                   | <b>36,778</b>   |
| Exchange rate movements                             | 0                          | 0                            | 0                            | 0                            | - 523  | 0                              | - 523           |
| Capital increase from<br>authorised capital         | 420                        | 16,232                       | 0                            | 0                            | 0  | 0                              | 16,652          |
| Payment into the<br>revenue reserve                 | 0                          | 0                            | 4                            | 0                            | 0  | - 4                            | 0               |
| Change of current value of<br>financial instruments | 0                          | 0                            | 0                            | - 832                        | 0  | 0                              | - 832           |
| Net profit for the period                           | 0                          | 0                            | 0                            | 0                            | 0  | 1,637                          | 1,637           |
| Distribution of profit                              | 0                          | 0                            | 0                            | 0                            | 0  | - 2,575                        | - 2,575         |
| <b>September 30, 2001</b>                           | <b>6,600</b>               | <b>36,298</b>                | <b>6,647</b>                 | <b>- 832</b>                 | <b>363</b>   | <b>2,061</b>                   | <b>51,137</b>   |
| <b>January 1, 2002</b>                              | <b>6,600</b>               | <b>36,396</b>                | <b>8,447</b>                 | <b>- 387</b>                 | <b>1,664</b>   | <b>2,036</b>                   | <b>54,756</b>   |
| Exchange rate movements                             | 0                          | 0                            | 0                            | 0                            | - 2,524  | 329                            | - 2,195         |
| Capital increase from<br>authorised capital         | 0                          | 0                            | 5                            | 0                            | 0  | - 5                            | 0               |
| Change of current value of<br>financial instruments | 0                          | 0                            | 0                            | - 216                        | 0  | 0                              | - 216           |
| Net profit for the period                           | 0                          | 0                            | 0                            | 0                            | 0  | 3,048                          | 3,048           |
| Distribution of profit                              | 0                          | 0                            | 0                            | 0                            | 0  | - 1,540                        | - 1,540         |
| Other   | 0                          | 20                           | - 200                        | 0                            | 0  | 0                              | - 180           |
| <b>September 30, 2002</b>                           | <b>6,600</b>               | <b>36,416</b>                | <b>8,252</b>                 | <b>- 603</b>                 | <b>- 860</b>   | <b>3,868</b>                   | <b>53,673</b>   |

## Explanation

*This interim report has been produced in accordance with the requirements of the German Stock Exchange dated 18th October 2001 for the production of structured quarterly reports and as before in accordance with the International Accounting Standards (IAS), in particular IAS 34 for interim reporting. In a departure from the directives of Deutsche Börse AG but in accordance with IAS 12.70, deferred tax is allocated exclusively to long-term items. In keeping with the cost of sales classification according to IAS, depreciation of property, plant and equipment and amortisation of intangible assets are allocated to the items selling, administrative and development costs. They are calculated from the depreciation and amortisation item in the Cash Flow Statement, less the amortisation of goodwill indicated in the Consolidated Income Statement. The designations of certain items have moreover been brought in line with IAS. Items with a total of zero are not shown where no figures are expected in the longer term on the basis of technotrans' business purpose.*

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## Financial Calendar

### Publications and dates

Annual Press Conference 11.3.2003

Interim Report 1-3/03 6.5.2003

Annual Shareholders' Meeting 9.5.2003

For the latest version of this financial calendar and the individual reports, visit us on the Internet on [www.technotrans.de](http://www.technotrans.de)

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