

**Q1 2013**  
**PACK-**  
**AGING.**  
**NEXT**  
**LEVEL.**

 **DEUFOL**

INTERIM REPORT

# Key Figures for the Deufol Group

figures in € thousand	Q1 2013	Q1 2012
<b>Results of operations</b>		
Revenue (total)	76,443	79,407
Germany	43,286	45,992
Rest of the World	33,157	33,415
International revenue ratio (%)	43.4	42.1
EBITDA	1,980	3,657
EBIT	71	1,437
EBT	(678)	813
Income tax income (expenses)	(566)	(645)
Income (loss) from continuing operations	(1,244)	168
Income (loss) from discontinued operation	0	(14)
Profit (loss) for the period	(1,244)	154
of which noncontrolling interests	22	79
of which shareholders of the parent company	(1,266)	75
Earnings per share (€)	(0.029)	0.002
<b>Balance sheet</b>		
Noncurrent assets	144,362	146,658
Current assets	78,625	80,661
Balance sheet total	222,987	227,319
Equity	95,838	98,172
Liabilities	127,149	129,147
Equity ratio (%)	43.0	43.2
Net financial liabilities	60,559	56,553
<b>Cash flow/investments</b>		
Cash flow from operating activities	(3,221)	5,730
Cash flow from investing activities	(628)	(783)
Cash flow from financing activities	3,130	(4,972)
Investments in property, plant and equipment	1,292	3,331
<b>Employees</b>		
Employees (as of March 31)	2,723	2,726

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## Deufol in the First Quarter of 2013

### Sales and Income Trend

At € 76.4 million, total sales in the first quarter of 2013 were 3.7 % lower than in the same period in the previous year. Adjusted for the slight depreciation of the US dollar versus the euro, which averaged 0.7 %, this decline amounts to 3.6 %. In Germany (including the holding company), sales were at € 43.3 million 5.9 % lower than in the same quarter in the previous year. Around two-thirds of the decline in sales is attributable to the loss of the Euskirchen location. In the Rest of Europe, sales rose by 3.1 % to € 20.6 million. In the USA/Rest of the World, sales were 6.5 % lower than in the previous year, at € 12.5 million.

The operating result (EBITA) amounted to € 0.1 million and was thus lower than the previous year's figure of € 1.4 million. The individual segments developed as follows in the first three months of the year: In Germany, EBITA amounts to € 1.7 million (previous year: € 2.5 million). The lower results are mainly attributable to a lower volume of business at two key locations. Customer business has picked up more slowly here than in the previous year. In addition, the moderate economic trend and the tough winter have curbed business development in the first quarter. This has particularly affected our outdoor packaging activities. In the Rest of Europe, EBITA fell from € 1.0 million to € 0.8 million. This was mainly due to lower results for our Belgian location in Tienen. The USA/Rest of the World segment realized a result of – € 0.8 million (previous year: – € 0.3 million). Data Packaging suffered here following the cancellation of orders from a major client. The EBITA loss of Deufol SE (the holding company) was € 1.6 million, compared to € 1.7 million in the previous year.

### Changeover to Registered Share

The Annual General Meeting held on July 4, 2012 resolved the conversion of Deufol AG into a European stock corporation (Societas Europaea, SE). Through its conversion to an SE, Deufol AG has responded to the increasing internationalization of its business activities and its workforce. The Annual General Meeting also resolved the conversion of bearer shares to registered shares. Registered shares enable enhanced direct communication between a stock corporation and its shareholders. Since February 4, 2013, the Deufol share has been listed as a registered share.

### Outlook – Planning Confirmed

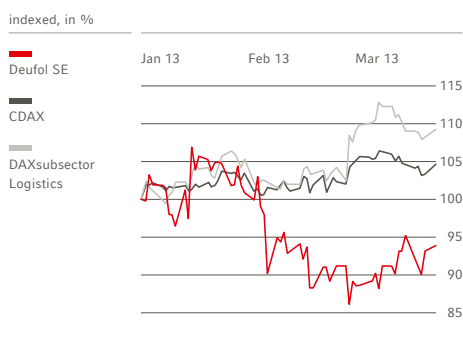
Deufol SE confirms its planning figures published for fiscal year 2013 in its annual financial report. These envisage sales of between € 310 million and € 325 million and an operating result (EBITDA) of between € 18 million and € 20 million.

### Improving Stock Market in the First Quarter

In the context of a favorable market environment for shares, the Deufol share was unfortunately unable to benefit from the general upward trend. In the first quarter, the share was in a corridor between € 0.86 and € 1.09. It reached its highest closing price at € 1.079 on January 18 and marked its lowest at € 0.88 on March 5. The Deufol share closed the first quarter at a price of € 0.95. Relative to the end of the year 2012, this represents a decrease of 6.9 %.

The sector index of logistics stocks quoted in the Prime Standard (DAXsubsector Logistics) rose by 8.3 % in the second quarter, and the multiple-sector CDAX – on which Deufol is listed – gained 3.4 %.

The Deufol share in the first quarter



## Economic Outline Conditions

### **Slight Improvement in the Global Economy**

According to the joint diagnosis by the leading economic research institutes, the global economy recovered slightly in the spring of 2013. The expectations of companies and consumers had already improved since the autumn, and industrial output and world trade have picked up over the past few months. This was helped not least by the fact that a collapse of the Eurozone is now considered considerably less likely following the ECB's intervention. Nor does the banking and financial crisis in Cyprus appear to have brought about any fundamental change in this picture. The outline conditions for the financial markets have improved considerably since last autumn. The tensions which had arisen in the first half of 2012, as the sovereign debt crisis once again worsened, have clearly diminished.

### **Only Gradual Stabilization in the Eurozone**

According to the research institutes' diagnosis, the Eurozone's output has now been on the decline for more than a year. In the final quarter of 2012, it fell in almost all member states, very clearly so in most cases. Gross domestic product declined overall by 0.6%. The recessions in Italy, Spain and Portugal continued to worsen. In France and the Netherlands, output generally fell over the course of the year, unlike in Germany. The extent of the deterioration in the fourth quarter was mainly attributable to a strong decline in German output too. Toward the end of the year, the Eurozone recession worsened as exports dropped off for the first time since the crisis year 2009. Domestic demand also continued to fall, at much the same rate as before. Despite all efforts at consolidation, government consumption decreased only moderately in the period. Private households have been increasingly limiting their consumption since the end of 2011.

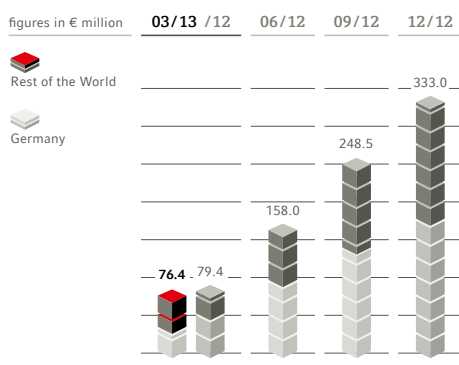
### **Buoyant Economic Trend in Germany**

According to the analysis by the economic research institutes, in the spring of 2013 the German economy is once again on the upturn. Sentiment has clearly improved since last autumn. This is likely attributable not least to the easing of the situation on the financial markets now that there is less uncertainty over the future of the European Monetary Union. The global economic headwind has also waned, with signs of a slight pickup in growth outside of the Eurozone. However, to date the turnaround in sentiment in Germany has hardly been reflected in incoming orders or in industrial output. Accordingly, these hard indicators do not suggest a strong recovery in overall economic output as early as the first quarter of this year. Weather conditions also played a role here and curbed activity in February and March.

## Results of Operations

## Results of Operations, Financial and Asset Position

## Sales



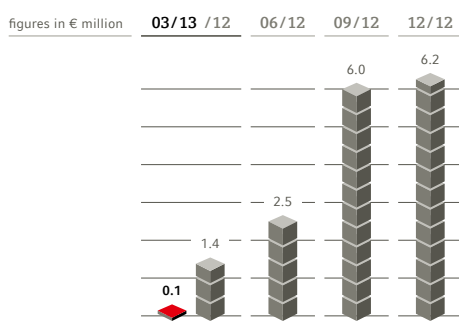
## Sales Trend

At € 76.4 million, total sales in the first quarter of 2013 were 3.7 % lower than in the same period in the previous year. Adjusted for the slight depreciation of the US dollar versus the euro, which averaged 0.7 %, this decline amounts to 3.6 %.

In Germany (including the holding company), sales fell by 5.9 % to € 43.3 million by comparison with the same quarter in the previous year. In the Rest of Europe, sales rose by 3.1 % to € 20.6 million. In the USA/Rest of the World, sales were 6.5 % lower than in the previous year, at € 12.5 million.

With a 56.6 % share of Group sales, the proportion accounted for by Germany declined by 1.3 percentage points on the previous year. The share of sales realized in the Rest of Europe increased, from 25.2 % to 27.0 %, while the USA's share of sales fell by 0.5 percentage points to 16.4 %.

## EBITA



## Income Development

Earnings before interest, taxes, depreciation and amortization (EBITDA) were € 2.0 million in the first quarter (previous year: € 3.7 million). The EBITDA margin was 2.6 % (previous year: 4.6 %). Depreciation of tangible assets and amortization of other intangible assets decreased from € 2.2 million to € 1.9 million.

The operating result (EBITA) amounted to € 0.1 million and was thus lower than the previous year's figure of € 1.4 million. This result includes one-off expenses in the amount of € 0.5 million in connection with the € 26 million action for damages versus former managers of the Company. In the same quarter in the previous year, these expenses totaled € 1.10 million and were mainly incurred by the holding company.

The individual segments developed as follows in the first three months of the year: In Germany, EBITA amounts to € 1.7 million (previous year: € 2.5 million). The lower results are mainly attributable to a lower volume of business at two key locations. Customer business has picked up more slowly here than in the previous year. In addition, the moderate economic trend and the tough winter have curbed business development in the first quarter. This has particularly affected our outdoor packaging activities. In the Rest of Europe, EBITA fell from € 1.0 million to € 0.8 million. This was mainly due to lower results for our Belgian location in Tienen. The USA/Rest of the World segment realized a result of – € 0.8 million (previous year: – € 0.3 million). Data Packaging suffered here following the cancellation of orders from a major client. The EBITA loss of Deufol SE (the holding company) was € 1.6 million, compared to € 1.7 million in the previous year.

The financial result decreased in relation to the first three months in 2012, from – € 0.6 million to – € 0.8 million. This is attributable to higher financial expenses. Financial income also decreased slightly while the share of earnings accounted for by associates exceeded the previous year's level.

Earnings before taxes (EBT) in the first three months of the year were – € 0.7 million (previous year: € 0.8 million). After income tax expenses (€ 0.6 million), the result from continuing operations is – € 1.2 million, compared to € 0.2 million in the first quarter of 2012. The result for the period also amounted to – € 1.2 million (previous year: € 0.2 million).

## Financial Position

## Asset Position

After deduction of the profit shares of noncontrolling interests (€ 0.02 million), there is a net loss of € 1.3 million (previous year: profit of € 0.1 million) attributable to the shareholders of Deufol SE. Earnings per share in the first three months were – € 0.029 (previous year: € 0.002).

### Net Cash and Investments

In the first three months, the cash flow used in operating activities amounted to – € 3.2 million and was thus lower than the level in the previous year (€ 5.7 million). This decrease is mainly attributable to the € 7.3 million decrease in trade payables in the first quarter of 2013.

The net cash used in investing activities was negative at – € 0.6 million (previous year: – € 0.8 million). Outflows of funds resulted here from payments for the purchase of assets (– € 1.3 million). Inflows of funds resulted from the decrease in financial receivables (+ € 0.3 million) and interest received (+ € 0.3 million).

The net cash provided by financing activities was positive at € 3.1 million (previous year: – € 5.0 million). Outflows mainly resulted from interest paid (– € 1.3 million) and the decrease in other financial liabilities (– € 0.5 million). Inflows resulted from borrowings (€ 4.8 million). Cash decreased in relation to the end of the year by € 0.7 million to € 6.5 million.

### Financial Indebtedness

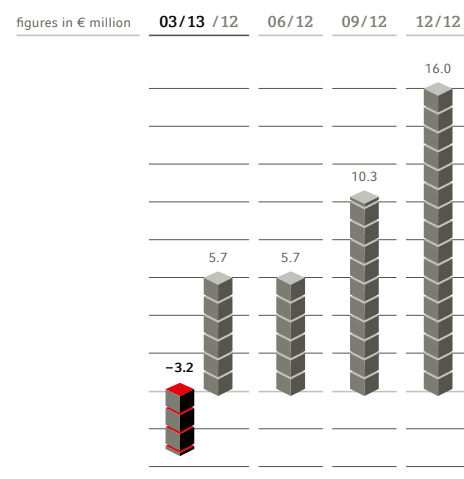
The financial liabilities of the Deufol Group increased in the first three months of the fiscal year by € 4.5 million to € 75.4 million. As cash and financial receivables simultaneously decreased (– € 1.1 million), the net financial liabilities rose somewhat more strongly, by € 5.6 million from € 55.0 million at the end of the year to € 60.6 million.

### Slight Increase in Balance Sheet Total

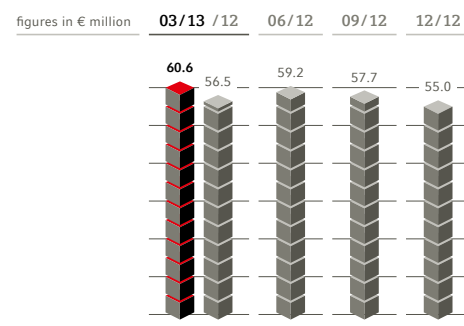
The balance sheet total as of March 31, 2013 is at € 223.0 million 0.9 % above the level at the end of the previous year (€ 220.9 million). For the noncurrent assets, the largest changes arose in relation to financial receivables (–0.3 to € 6.7 million) and investments accounted for using the at-equity method (+0.2 to € 3.5 million). The other noncurrent assets realized only marginal changes. Among the current assets, other assets have increased (+4.2 to € 13.6 million). Cash (–0.7 to € 6.5 million), inventories (–0.6 to € 11.9 million) and trade receivables (–0.4 to € 43.5 million) have decreased. The other current assets realized only marginal changes.

On the liabilities side, equity (including noncontrolling interests) fell in the first three months of 2013 on balance by € 0.9 million. This was due to the result for the period (– € 1.3 million). The other comprehensive income (+ € 0.4 million) had a positive effect. Noncontrolling interests were largely unchanged at € 1.3 million. With an increased balance sheet total, the equity ratio decreased slightly from 43.8 % to 43.0 %. The liabilities increased on balance by € 3.0 million to € 127.2 million.

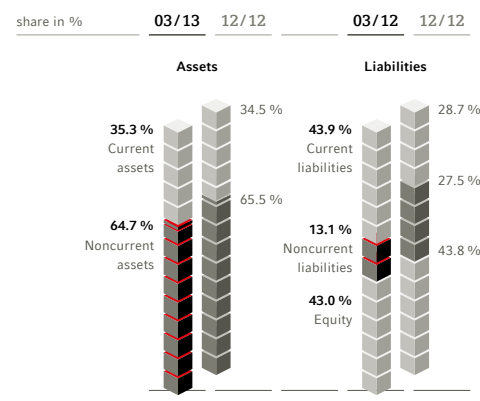
### Net cash provided by operating activities



### Net financial liabilities



### Balance sheet structure



**Employees****Development in the Segments****Employees**

Deufol Group	03/2013	12/2012
Germany	1,428	1,440
Share (%)	52.4	52.9
Rest of Europe	717	709
Share (%)	26.3	26.0
USA/Rest of the World	533	556
Share (%)	19.6	20.4
Holding company	45	19
Share (%)	1.7	0.7
<b>Total</b>	<b>2,723</b>	<b>2,724</b>

**Employees****Unchanged Number of Employees**

On March 31, 2013, the Deufol Group had 2,723 employees worldwide. This is almost exactly the same number as at the end of last year (2,724). As of March 31, 2013, the Group had 1,473 employees in Germany (54.1 %) and 1,250 employees (45.9 %) elsewhere. The clear increase at the holding company resulted from the internal transfer of 35 employees from Deufol Services & IT GmbH to Deufol SE. In the USA, the number of employees has decreased (–23 employees). In the Rest of Europe, the workforce has increased slightly, by eight employees.

**Development in the Segments**

The primary reporting format is based on geographical regions and consists of the segments “Germany”, “Rest of Europe” and “USA/Rest of the World”.

**Germany**

in € thousand	Q1 2013	Q1 2012
Sales	49,075	51,713
Consolidated sales	42,933	45,918
EBITA	1,692	2,533
EBITA margin (%)	3.9	5.5
EBTA	1,494	2,488

At €42.9 million, consolidated sales in Germany in the first quarter of 2013 were 6.5 % lower than in the previous year (€45.9 million). This segment is therefore now contributing 56.2 % to Group sales (previous year: 57.8 %). Around two-thirds of the decline in sales is attributable to the loss of the Euskirchen location.

The first-quarter operating result (EBITA) was at €1.7 million lower than in the previous year (€2.5 million). The lower results are mainly attributable to a lower volume of business at two key locations. Customer business has picked up more slowly here than in the previous year. In addition, the moderate economic trend and the tough winter have curbed business development in the first quarter. This has particularly affected our outdoor packaging activities.



## Development in the Segments

## Rest of Europe

in € thousand	Q1 2013	Q1 2012
Sales	23,239	22,234
Consolidated sales	20,622	20,006
EBITA	801	1,016
EBITA margin (%)	3.9	5.1
EBTA	802	1,004

In the Rest of Europe, consolidated sales in the first quarter were at € 20.6 million 3.1 % higher than in the previous year. This segment is therefore contributing 27.0 % to Group sales (compared to 25.2 % in the first quarter of 2012). However, this sales trend was unevenly distributed among the Group's regions, with +1.7 % in Belgium, +7.4 % in Italy and +3.3 % in the Slovakia/Czech Republic/Austria region.

The first-quarter operating result (EBITA) amounted to € 0.8 million, following € 1.0 million in the previous year. This result is attributable to weaker results at our Tienen location. The main client here has resolved to relocate capacities to Eastern Europe and to himself handle some of the services which he had previously outsourced to us.

## USA/Rest of the World

in € thousand	Q1 2013	Q1 2012
Sales	12,535	13,409
Consolidated sales	12,535	13,409
EBITA	(787)	(329)
EBITA margin (%)	(6.3)	(2.5)
EBTA	(1,422)	(883)

In the USA/Rest of the World segment, consolidated sales in the first quarter were lower than in the previous year, at € 12.5 million, a decrease of 6.5 %. If one takes into consideration the US dollar's depreciation against the euro of 0.7 % on average, the decrease amounts to 5.9 %. This decline is mainly attributable to the fact that our main Data Packaging client initially reduced his order volumes which had been envisaged during the first quarter, before subsequently canceling them entirely. This segment thus represents 16.4 % of Group sales (compared to 16.9 % in the first three months of 2012).

The first-quarter operating result (EBITA) amounted to – € 0.8 million (previous year: – € 0.3 million). This also reflects the weak utilization of Data Packaging capacities. We have initiated extensive and promising business development activities in this segment to gain new clients and business volumes.

## Outlook

### World Economy Gradually Recovering

The economic research institutes expect the world economy to once again pick up this year and the next. However, the economic trend is likely to remain moderate, and the recovery will remain vulnerable to disruptions generated by the financial markets or through a rise in commodity prices, for instance. This is also subject to the assumption that there is no further deterioration in the tensions on the financial markets in connection with the Eurozone's sovereign debt crisis.

In the USA, monetary policy is expected to increasingly take effect. This is helped by the fact that private households have now clearly cut back on their debt. However, restrictive financial policy is an obstacle to a strong upturn. In Europe, besides equally restrictive financial policy, the economy is also suffering due to the continuing efforts of many countries' private sectors to reduce debt leverage. Only in Japan are monetary and financial policy highly expansionary in 2013. This country should therefore see the strongest improvement in its economy.

All in all, in the current year the institutes envisage a 2.5 % increase in global output. For 2014, economists predict a 3.1 % increase in global gross domestic product.

### Eurozone Only Slowly Escaping Recession

According to the economic research institutes, the unfavorable picture for the Eurozone outside Germany will improve only slightly up to mid-2013. Sentiment indicators do point to an improvement in the expectations of companies and private households in the winter months. However, this trend was by no means uniform – the upswing was considerably stronger in Germany than elsewhere – and sentiment indicators are generally still at a very low level. In addition, these indicators have once again dipped slightly in response to the Italian elections and the worsening of the Cyprus crisis. The forecast assumes no further worsening of the debt and confidence crisis, even in the event of another small country requesting European assistance. Subject to these assumptions, the economy should thus stabilize in the course of 2013. Besides increased confidence in the viability of the single European currency, there are two further reasons to support this assessment: On the one hand, financial policy is less restrictive than in 2012. On the other, Eurozone exporters should already benefit in the current year from the moderate improvement in the world economy.

Overall economic output will likely improve in the second quarter of 2013, above all due to the very strong trend in Germany, and in the Eurozone excluding Germany in the second half of the year. This year, the economists anticipate a 0.4 % decline in the total Eurozone gross domestic product and a 0.9 % increase in 2014.

### Germany: Improving Economy

The economic research institutes expect the economic trend to pick up in the course of the current year. The path has been laid for an upturn for some time but this has hitherto failed to materialize due to the resurgent Eurozone crisis. The same risk applies for this forecast; the irritations surrounding the Italian elections and the Cyprus banking crisis show that the Eurozone crisis is far from over. However, for the forecast period the probability of a worsening of the crisis along the same lines as in the previous year – when the existence of the single European currency was called into question – has clearly declined.

The conditions favoring a strong improvement in overall economic output remain applicable. Interest rates are very low in historical terms, while lending conditions are not restrictive in Germany, unlike in many other Eurozone countries. Moreover, German companies are highly competitive on global markets and have a strong presence in high-growth Asian emerging markets. Moreover, the German labor market remains robust. The recent period of weak economic activity has had hardly any impact in this respect. Employment has continued to improve considerably. Unemployment has increased slightly, but only temporarily. Income prospects thus remain stable, which should buoy private consumer spending. All in all, for 2013 the institutes predict a 0.8 % improvement in real gross domestic product.

In the coming year, the economy should realize further slight growth as capacity utilization rises. Exports are providing momentum. Their growth has accelerated somewhat in line with trading partners' envisaged economic improvement. However, the upturn will ultimately be driven by the domestic economy. The investment engine is gaining impetus, and expansion will likely increasingly play a role. Private consumer spending will rise slightly more strongly than in the current year, supported by a significant rise in disposable incomes. All in all, in 2014 gross domestic product growth is expected to amount to 1.9 %.

### Company-Specific Outlook

#### Risks and Opportunities

The risks and opportunities described in the Report on Expected Developments and the Risk Report contained in the Group management report for the 2012 annual financial statements remain applicable.

#### Outlook – Planning Confirmed

Deufol SE confirms its planning figures published for fiscal year 2013 in its annual financial report. These envisage sales of between € 310 million and € 325 million and an operating result (EBITDA) of between € 18 million and € 20 million.



### Consolidated Income Statement (IFRS)

figures in € thousand	Jan. 1, 2013– Mar. 31, 2013	Jan. 1, 2012– Mar. 31, 2012	Note/Page
<b>Sales</b>	<b>76,443</b>	79,407	01/015
Cost of sales	(68,805)	(70,267)	
<b>Gross profit</b>	<b>7,638</b>	9,140	
Selling expenses	(1,201)	(1,424)	
General and administrative expenses	(6,403)	(6,146)	
Other operating income	267	465	
Other operating expenses	(230)	(598)	
<b>Profit from operations (EBIT)</b>	<b>71</b>	1,437	
Financial income	263	324	
Finance costs	(1,176)	(1,014)	
Share of profit of associates	164	66	
<b>Earnings before taxes (EBT) from continuing operations</b>	<b>(678)</b>	813	
Income taxes	(566)	(645)	
<b>Income from continuing operations</b>	<b>(1,244)</b>	168	
Loss from discontinued operation (net of tax)	0	(14)	02/015
<b>Income for the period</b>	<b>(1,244)</b>	154	
of which income attributable to noncontrolling interests	22	79	
<b>of which income attributable to equity holders of parent</b>	<b>(1,266)</b>	75	
<b>Earnings per share</b>			
in €			
Basic and diluted earnings per share, based on the profit (loss) attributable to common shareholders of Deufol SE	(0.029)	0.002	03/016
Basic and diluted earnings per share, based on the profit (loss) from continuing operations attributable to common shareholders of Deufol SE	(0.029)	0.002	03/016

### Consolidated Statement of Comprehensive Income

figures in € thousand	Jan. 1, 2013– Mar. 31, 2013	Jan. 1, 2012– Mar. 31, 2012	Note/Page
<b>Income for the period</b>	<b>(1,244)</b>	154	
<b>Other recognized income and expense</b>	<b>347</b>	(303)	
Exchange-rate differences on translation of foreign operations			
Before tax	320	(347)	
Tax	0	0	
After tax	320	(347)	
<b>Gain (loss) on cash flow hedges</b>			
Before tax	38	63	
Tax	(11)	(19)	
After tax	27	44	
<b>Total comprehensive income after tax</b>	<b>(897)</b>	(149)	
of which attributable to noncontrolling interests	22	79	
of which attributable to equity holders of parent	(919)	(228)	


**Consolidated Balance Sheet  
(IFRS)**

Assets figures in € thousand	Mar. 31, 2013	Dec. 31, 2012	Note/Page
<b>Noncurrent assets</b>	<b>144,362</b>	144,784	
Property, plant and equipment	48,505	48,536	
Investment property	314	328	
Goodwill	68,612	68,616	
Other intangible assets	2,364	2,429	
At-equity investments	3,508	3,344	
Financial receivables	6,681	7,003	
Other financial assets	249	249	
Other receivables and other assets	3,654	3,739	
Deferred tax assets	10,475	10,540	
<b>Current assets</b>	<b>78,625</b>	76,124	
Inventories	11,884	12,438	
Trade receivables	43,534	43,876	
Other receivables and other assets	13,581	9,408	
Tax receivables	1,469	1,506	
Financial receivables	1,610	1,630	
Cash and cash equivalents	6,547	7,266	
<b>Total assets</b>	<b>222,987</b>	220,908	
<b>Equity and Liabilities</b> figures in € thousand	<b>Mar. 31, 2013</b>	<b>Dec. 31, 2012</b>	<b>Note/Page</b>
<b>Equity</b>	<b>95,838</b>	96,735	04/016
<b>Equity attributable to equity holders of Deufol SE</b>	<b>94,564</b>	95,483	
Subscribed Capital	43,774	43,774	
Capital reserves	107,240	107,240	
Retained earnings (accumulated losses)	(55,289)	(54,023)	
Other recognized income and expense	(1,161)	(1,508)	
<b>Equity attributable to noncontrolling interests</b>	<b>1,274</b>	1,252	
<b>Noncurrent liabilities</b>	<b>29,188</b>	60,801	
Financial liabilities	20,431	51,910	05/016
Provisions for pensions	4,260	4,269	
Other provisions	117	122	
Other liabilities	2,341	2,486	
Deferred tax liabilities	2,039	2,014	
<b>Current liabilities</b>	<b>97,961</b>	63,372	
Trade payables	23,208	30,509	
Financial liabilities	54,966	19,020	05/016
Other liabilities	16,718	11,736	
Tax liabilities	1,722	1,426	
Other provisions	1,347	681	
<b>Total equity and liabilities</b>	<b>222,987</b>	220,908	



## Consolidated Cash Flow Statement

figures in € thousand	Jan. 1, 2013– Mar. 31, 2013	Jan. 1, 2012– Mar. 31, 2012	Note / Page
Income (loss) from operations (EBIT) from continuing operations	71	1,437	
Income (loss) from discontinued operation	0	(14)	
<b>Adjustments to reconcile income (loss) to cash flows from operating activities</b>			
Depreciation and amortization charges	1,909	2,232	
(Gain) loss from disposal of property, plant and equipment	(2)	(51)	
Other noncash revenue/expenses	0	0	
Other noncash expenses (revenue)	(31)	(140)	
<b>Changes in assets and liabilities from operating activities</b>			
Change in trade accounts receivable	342	5,844	
Change in inventories	554	105	
Change in other receivables and other assets	(4,088)	202	
Change in trade accounts payable	(7,301)	(3,776)	
Change in other liabilities	4,966	(227)	
Change in accrued expenses	641	(19)	
Change in other operating assets/liabilities (net)	(282)	137	
<b>Net cash provided by (used in) operating activities</b>	<b>(3,221)</b>	5,730	06/016
Purchase of intangible assets and property, plant and equipment	(1,258)	(1,636)	
Proceeds from the sale of intangible assets and property, plant and equipment	25	53	
Net change in financial receivables	342	482	
Interest received	263	318	
<b>Net cash provided by (used in) investing activities</b>	<b>(628)</b>	(783)	06/016
Net change in borrowings	4,833	(2,008)	
Addition (extinction) of other financial liabilities	(446)	(1,366)	
Interest paid	(1,257)	(1,583)	
Dividends paid to noncontrolling interests	0	(15)	
<b>Net cash provided by (used in) financing activities</b>	<b>3,130</b>	(4,972)	06/016
Effect of exchange-rate changes and changes in the scope of consolidation on cash and cash equivalents	0	0	
<b>Change in cash and cash equivalents</b>	<b>(719)</b>	(25)	
Cash and cash equivalents at the beginning of the period	7,266	11,416	
Cash and cash equivalents at the end of the period	6,547	11,391	

## Consolidated Statement of Changes in Equity

	Subscribed Capital	Capital reserves	Accumulated losses	Other comprehensive income (expense)		Equity attributable to equity holders of Deufol SE	Equity attributable to noncontrolling interests	Total equity
				Cumulative translation adjustment	Reserve for cash flow hedges			
figures in € thousand								
<b>Balance at Dec. 31, 2011</b>	<b>43,774</b>	<b>107,240</b>	<b>(52,431)</b>	<b>(1,208)</b>	<b>(296)</b>	<b>97,079</b>	<b>1,257</b>	<b>98,336</b>
Income (loss)	—	—	75	—	—	75	79	154
Changes recognized directly in equity	—	—	—	(347)	63	(284)	—	(284)
Deferred taxes for valuation changes recognized directly in equity	—	—	—	—	(19)	(19)	—	(19)
<b>Total recognized income and expense</b>	<b>—</b>	<b>—</b>	<b>75</b>	<b>(347)</b>	<b>44</b>	<b>(228)</b>	<b>79</b>	<b>(149)</b>
Dividends	—	—	—	—	—	—	(15)	(15)
<b>Balance at Mar. 31, 2012</b>	<b>43,774</b>	<b>107,420</b>	<b>(52,356)</b>	<b>(1,555)</b>	<b>(252)</b>	<b>96,851</b>	<b>1,321</b>	<b>98,172</b>
<b>Balance at Dec. 31, 2012</b>	<b>43,774</b>	<b>107,420</b>	<b>(54,023)</b>	<b>(1,386)</b>	<b>(122)</b>	<b>95,483</b>	<b>1,252</b>	<b>96,735</b>
Income (loss)	—	—	(1,266)	—	—	(1,266)	22	(1,244)
Changes recognized directly in equity	—	—	—	320	38	358	—	358
Deferred taxes for valuation changes recognized directly in equity	—	—	—	—	(11)	(11)	—	(11)
<b>Total recognized income and expense</b>	<b>—</b>	<b>—</b>	<b>(1,266)</b>	<b>320</b>	<b>27</b>	<b>(1,029)</b>	<b>22</b>	<b>(897)</b>
Dividends	—	—	—	—	—	—	—	—
<b>Balance at Mar. 31, 2013</b>	<b>43,774</b>	<b>107,420</b>	<b>(55,289)</b>	<b>(1,066)</b>	<b>(95)</b>	<b>94,564</b>	<b>1,274</b>	<b>95,838</b>

## Notes to the Consolidated Interim Financial Statements



### General Accounting and Valuation Methods

These consolidated financial statements for the interim report – which have not been audited or verified by an auditor – describe the business activities of Deufol SE and its subsidiaries (the “Group”). The statements were produced in accordance with IFRS (“International Financial Reporting Standards”). All IFRSs (IFRSs, IASs, IFRICs, SICs) as adopted by the European Union and effective as of the balance sheet date were applied.

In principle, the balancing and valuation methods used are those for the last consolidated financial statements as of the end of the fiscal year. A detailed description of these methods is provided in our Annual Report for the year 2012. In addition, IAS 34 “Interim Financial Statements” was applied.

### New Accounting Standards



The first-time application of the new standards and applications which are mandatory from fiscal year 2013 had no effect on the recognition and measurement of assets and liabilities.

### Currency Translation

In accordance with IAS 21, the financial statements of the foreign subsidiaries included in the Group financial statements whose functional currency is not the euro were converted into the Group currency euro on the balance sheet cut-off date on the basis of the functional currency concept. The conversion was in accordance with the modified closing rate method.

The exchange rates for the translation of currencies that are not part of the European Monetary Union changed as follows:

Foreign currency	Middle rate as of the balance sheet date		Average rate of exchange	
	Mar. 31, 2013	Dec. 31, 2012	Q1 2013	Q1 2012
per €				
US dollar	1.2805	1.3356	1.3204	1.3110
Czech crown	25.7400	24.7300	25.5657	25.0830
Singapore dollar	1.5900	1.6111	1.6345	—
Renminbi	7.9600	8.4089	8.2193	8.2702





## Scope of Consolidation

All significant subsidiaries over which Deufol SE has legal or effective control are included in the consolidated financial statements.

The consolidated group is as follows:

figures in units	Dec. 31, 2012	Additions	Disposals	Mar. 31, 2013
Consolidated subsidiaries	36	0	0	36
thereof in Germany	21	0	0	21
thereof abroad	15	0	0	15
Companies valued using the equity method	6	0	0	6
thereof in Germany	5	0	0	5
thereof abroad	1	0	0	1
<b>Total</b>	<b>42</b>	<b>0</b>	<b>0</b>	<b>42</b>



## 01 Sales

In respect of further comments on the sales, we refer to the segment reporting.

## 02 Income (Loss) from Discontinued Operation

Within the framework of its portfolio optimization, in fiscal year 2011 Deufol Sunman Inc. wound up its "Carton Business", i. e. production of carton packaging. This is classifiable as a discontinued operation in accordance with IFRS 5. In the period under review, this operation no longer recorded any expenses or income; the expenses and income realized in the first quarter of 2012 are shown separately in the income statement under "Income (loss) from discontinued operation (net of tax)".

The position "Income (loss) from discontinued operation (net of tax)" in the consolidated income statement is made up as follows:

figures in € thousand	Jan. 1, 2013– Mar. 31, 2013	Jan. 1, 2012– Mar. 31, 2012
Income from operating activities	0	216
Expenses for operating activities	0	(230)
Expenses from the recognition of a liability in relation to a pension fund	0	—
<b>Income (loss) from discontinued operation (before tax)</b>	<b>0</b>	<b>(14)</b>
Taxes	0	0
<b>Income (loss) from discontinued operation (net of tax)</b>	<b>0</b>	<b>(14)</b>
<b>Earnings per share from discontinued operation (€)</b>	<b>0.000</b>	<b>(0.000)</b>

## 03 Earnings per Share

Income	Jan. 1, 2013– Mar. 31, 2013	Jan. 1, 2012– Mar. 31, 2012
figures in € thousand		
Result attributable to the holders of Deufol SE common stock	(1,266)	75
from continuing operations	(1,266)	89
from discontinued operation	0	(14)
<b>Shares in circulation</b>		
figures in units		
Weighted average number of shares	43,773,655	43,773,655



## 04 Equity

There was no change in the Subscribed Capital and in the capital reserves in the first quarter of 2013.

Since February 4, 2013, the Deufol share has been listed as a registered share. The Annual General Meeting held on July 4, 2012 resolved this together with the Company's conversion to a European company (SE).

## 05 Financial Liabilities

Within the framework of an amendment agreement signed on March 4, 2013, Deufol SE has exercised the option stipulated in the syndicated loan agreement and extended the term of the loan agreement for a further year until October 27, 2016, while also agreeing a € 7.5 million extension in its operating credit line. Under this loan agreement, the Deufol Group is obliged to comply with minimum and maximum limits for firmly defined financial covenants. Noncompliance with these financial covenants constitutes an "event of default". An event of default triggers a one-percentage-point increase on the currently applicable interest margin; the participating banks are also entitled to cancel all financing commitments granted to date and to immediately call in existing loans. They may waive this right by means of a waiver letter.

On March 31, 2013, the Deufol Group failed to comply with two of the financial commitments under its German syndicated loan agreement. It has applied for a corresponding waiver. Insofar as they were previously reported as noncurrent, the relevant financial liabilities were reclassified as current financial liabilities on March 31, 2013; this relates to an amount of € 35.0 million.

Liabilities to banks include loan liabilities in the amount of € 10.4 million for our US subsidiary. Of this amount, € 3.4 million relates to noncurrent liabilities. Due to noncompliance with a financial covenant as of the balance sheet date, on April 19, 2013 the financing bank has issued a waiver letter in which it has waived its option under the loan agreement to call in these loans.

## 06 Cash Flow Statement

The cash flow statement shows the origin and appropriation of the money flows in the first three months of the fiscal years 2012 and 2013. It is of key significance for an assessment of the financial position of the Deufol Group.

The cash funds shown in the cash flow statement correspond to the balance sheet item "Cash and cash equivalents".

The net cash provided by operating activities has been adjusted for changes to the scope of consolidation, and in the first three months of 2013 amounted to – € 3,221 thousand.

The outflow of funds from investing activities amounted to € 628 thousand and includes the cash flows from the purchase and sale of property, plant and equipment, the sale of subsidiaries and the change in financial receivables as well as interest received.

The inflow of funds from financing activities amounted to € 3,130 thousand and reflects the net change in financial liabilities and interest payments.

The cash and cash equivalents balance decreased by € 719 thousand.




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#### Dividend

No dividend was distributed in the first three months of 2013.

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#### Contingencies

There were no significant changes in the contingencies in relation to December 31, 2012.

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#### Significant Events after the Balance Sheet Date

The main customer of one of our Belgium subsidiaries based at our Tienen location last year decided to relocate capacities to Eastern Europe and to himself handle some of the services which he had previously outsourced to us. The annual financial statements show an accrual for personnel-related restructuring measures in the amount of € 266 thousand. Negotiations with the employees have now been completed.

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#### Segment Information

The segment reporting is prepared in accordance with the provisions of IFRS 8 (Operating Segments).

Its primary reporting format is based on geographical regions which are grouped for the purpose of corporate management. As the segment result – used for assessment of the business success of the respective segments – the management has calculated the result for the period before taxes, financial income, financial expenses, shares of profits of companies accounted for using the equity method and amortization/impairment of goodwill (EBITA). The Deufol Group has the following segments for which reporting requirements apply:

- Germany
- Rest of Europe
- USA/Rest of the World

The holding company covers the Group's administrative activities and, in addition to Group management functions, includes support functions such as key account management and corporate communications.

The operating result (EBITA) for the business units is separately monitored by the management in order to make decisions on the allocation of resources and to determine the units' performance. The segments' development is mainly measured with reference to the operating result. As the Deufol Group has a decentralized organizational structure, financial expenses and income can be allocated to the individual business segments.

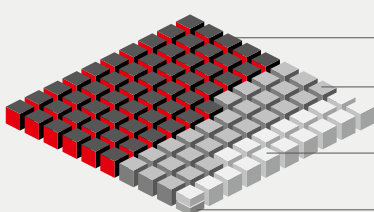
The prices charged between the business segments are determined on the basis of the arm's length principle.


**Segment Information  
by Region (Primary  
Reporting Format)**

	Germany	Rest of Europe	USA/Rest of the World	Holding company	Elimination	<b>Group</b>
figures in € thousand						
<b>3M 2013</b>						
External sales	42,933	20,622	12,535	353	0	<b>76,443</b>
Internal sales	6,142	2,617	0	265	(9,024)	<b>0</b>
<b>Total sales</b>	<b>49,075</b>	<b>23,239</b>	<b>12,535</b>	<b>618</b>	<b>(9,024)</b>	<b>76,443</b>
EBIT	1,692	801	(787)	(1,595)	(40)	<b>71</b>
Financial income	80	251	29	626	(723)	<b>263</b>
Finance costs	(511)	(260)	(664)	(464)	723	<b>(1,176)</b>
Earnings from associates	233	9	0	(78)	0	<b>164</b>
EBT	1,494	802	(1,422)	(1,512)	(40)	<b>(678)</b>
Taxes						<b>(566)</b>
<b>Result for the period</b>						<b>(1,244)</b>
Assets	124,239	69,202	32,658	244,859	(259,915)	<b>211,043</b>
of which investments accounted for using the at-equity method	3,509	0	0	0	0	<b>3,509</b>
Non-allocated assets						<b>11,944</b>
<b>Total assets</b>						<b>222,987</b>
Financial liabilities	25,056	16,518	47,892	51,922	(65,990)	<b>75,397</b>
Other debt						<b>47,991</b>
Non-allocated debt						<b>3,761</b>
<b>Total liabilities</b>						<b>127,149</b>
Depreciation, amortization and impairment	845	595	379	90	0	<b>1,909</b>
Investments	659	165	283	189	0	<b>1,296</b>

**External sales by segment**

figures in %

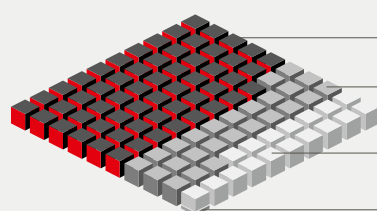
	Germany	<b>56.16</b>
	Rest of Europe	<b>26.98</b>
	USA/Rest of the World	<b>16.40</b>
	Holding company	<b>0.46</b>

	Germany	Rest of Europe	USA/Rest of the World	Holding company	Elimination	Group
figures in € thousand						
<b>3M 2012</b>						
External sales	45,918	20,006	13,409	74	0	79,407
Internal sales	5,795	2,228	0	210	(8,233)	0
<b>Total sales</b>	<b>51,713</b>	<b>22,234</b>	<b>13,409</b>	<b>284</b>	<b>(8,233)</b>	<b>79,407</b>
EBIT	2,533	1,016	(329)	(1,729)	(54)	1,437
Financial income	81	297	28	390	(472)	324
Finance costs	(192)	(309)	(582)	(403)	472	(1,014)
Earnings from associates	66	0	0	0	0	66
EBT	2,488	1,004	(883)	(1,742)	(54)	813
Taxes						(645)
<b>Result for the period</b>						<b>168</b>
Assets	107,100	67,590	34,363	210,084	(204,230)	214,907
of which investments accounted for using the at-equity method	2,860	0	0	0	0	2,861
Non-allocated assets						12,412
<b>Total assets</b>						<b>227,319</b>
Financial liabilities	27,929	20,815	44,587	36,286	(51,863)	77,754
Other debt	60,933	16,595	9,815	4,354	(45,144)	46,553
Non-allocated debt						4,840
<b>Total liabilities</b>						<b>129,147</b>
Depreciation, amortization and impairment	1,005	749	365	101	0	2,220
Investments	194	461	2,680	23	0	3,358

## External sales by segment

figures in %

3M 2012



Germany	57.82
Rest of Europe	25.20
USA/Rest of the World	16.89
Holding company	0.09



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### Supplementary Disclosures

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Disclosures Concerning  
the Executive Bodies

There were no changes to the members of the Administrative Board or the managing directors in the first three months of fiscal year 2013.

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Directors' Dealings

Transactions of the organs involving financial instruments of Deufol SE are notified promptly in accordance with the statutory regulations. An overview of transactions can be found on the website of Deufol SE ([www.deufol.com](http://www.deufol.com)) in the "Investor & Public Relations" area under the heading "The share".

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Relationships with  
Related Parties

With regard to the transactions with related parties, there was no significant change in relation to the previous annual financial statements.

# Additional Information

## Financial Calendar

<b>April 18</b>	<b>2013</b>	Annual Financial Statements 2013
<b>May 14</b>	<b>2013</b>	Interim Report I/2013
<b>July 2</b>	<b>2013</b>	Annual General Meeting
<b>August 13</b>	<b>2013</b>	Semi-Annual Financial Report 2013
<b>November 12</b>	<b>2013</b>	Interim Report III/2013

## Key to Symbols

-  Basis of Preparation
-  Scope of Consolidation
-  Consolidated Income Statement Disclosures
-  Consolidated Balance Sheet Disclosures
-  Consolidated Cash Flow Statement Disclosures
-  Other Disclosures
-  Segment Information
-  Supplementary Disclosures

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