

## Key Figures for the Deufol Group

figures in € thousand	Q2 2013	Q2 2012	6M 2013	6M 2012
Results of operations				
Revenue (total)	77,976	78,552	154,419	157,959
Germany	44,619	43,188	87,905	89,180
Rest of the World	33,357	35,364	66,514	68,779
International revenue ratio (%)	42.8	45.02	43.1	43.54
EBITDA	4,584	3,265	6,564	6,922
EBIT	2,666	1,077	2,737	2,514
EBT	1,792	(21)	1,114	792
Income tax income (expenses)	(622)	(803)	(1,188)	(1,148)
Income (loss) from continuing operations	1,170	(824)	(74)	(656)
Income (loss) from discontinued operation	0	(278)	0	(292)
Profit (loss) for the period	1,170	(1,102)	(74)	(948)
of which noncontrolling interests	42	133	64	212
of which shareholders of the parent company	1,128	(1,235)	(138)	(1,160)
Earnings per share (€)	0.026	(0.028)	(0.003)	(0.026)
Balance sheet				
Noncurrent assets	142,924	146,607	142,924	146,607
Current assets	81,662	81,576	81,662	81,576
Balance sheet total	224,586	228,183	224,586	228,183
Equity	97,102	97,831	97,102	97,831
Liabilities	127,484	130,352	127,484	130,352
Equity ratio (%)	43.2	42.87	43.2	42.87
Net financial liabilities	52,822	59,179	52,822	59,179
Cash flow/investments				
Cash flow from operating activities	10,377	(62)	7,156	5,668
Cash flow from investing activities	(912)	(1,412)	(1,540)	(2,195)
Cash flow from financing activities	(8,136)	110	(5,006)	(4,862)
Investments in property, plant and equipment	1,680	1,378	2,972	4,709
Employees				
Employees (as of June 30)	2,718	2,770	2,718	2,770
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## Deufol in the First Six Months of 2013

#### Sales and Income Trend

In a favorable second quarter, sales amounted to €78.0 million (-0.7 % on the same quarter in the previous year). In Germany (including the holding company), sales increased by 3.3 % to €44.6 million by comparison with the same quarter in the previous year. In the Rest of Europe sales also rose, by 0.8 % to €20.6 million. Only in the USA/Rest of the World were sales €12.7 million or 14.5 % lower than in the previous year, due to the restructuring of the Data Packaging business. Excluding the negative effect resulting from Data Packaging business, sales in the USA improved by 20 %.

The second-quarter operating result (EBITA) amounted to €2.7 million (previous year: €1.1 million). The EBITA thus more than doubled, making up significant ground following a slow start to the year. The individual segments performed as follows in the second quarter: In Germany, EBITA rose to €2.0 million, following €1.4 million in the previous year. The Rest of Europe realized an almost unchanged EBITA of €1.3 million (previous year: €1.4 million). The declining results at our Belgian location in Tienen were almost entirely compensated for through the rising profits in other European countries. The USA/Rest of the World segment realized a result of €0.04 million (previous year: €0.5 million). Data Packaging continued to suffer here following the cancellation of orders from a major client. The EBITA loss of Deufol SE (Holding) amounted to €0.6 million, a significant decrease on the previous year (€2.1 million).

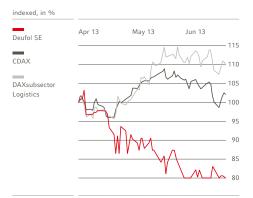
At €154.4 million, cumulative sales in the first six months of 2013 were 2.2 % lower than in the same period in the previous year. In Germany, at €86.7 million, sales were 2.7 % lower than in the previous year. In the Rest of Europe, sales rose by 1.9 % to €41.2 million. In the USA/Rest of the World, sales were 10.7 % lower than in the previous year, at €25.3 million.

Following the strong second quarter, the operating result in the first half year is now higher than in the previous year (€2.7 million, compared to €2.5 million in the previous year). Germany performed relatively well, while in the Rest of Europe and the USA the results clearly fell short of the previous year. The holding company's EBITA loss decreased on the previous year.

#### 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.

#### The Deufol share in the second quarter



#### Slight Upward Trend on the Stock Market in the Second Quarter

In the second quarter, the share fluctuated in a corridor between  $\[ \in \]$  0.76 and  $\[ \in \]$  1.00. It reached its highest closing price at  $\[ \in \]$  0.98 on April 4, and marked its lowest at  $\[ \in \]$  0.76 on June 28. The Deufol share closed the first quarter at a price of  $\[ \in \]$  0.76.

The sector index of logistics stocks quoted in the Prime Standard (DAXsubsector Logistics) rose by around 10.0 % in the second quarter and the multiple-sector CDAX – on which Deufol is listed – gained 2.1 %.

### **Economic Outline Conditions**

#### World Economic Growth Remains Moderate

According to the summer forecast from the Kiel Institute for the World Economy (IfW), the world economy stabilized in the first few months of 2013 but remains on a very moderate growth trajectory. The situation has improved in the advanced economies in particular. The tensions on the financial markets have further diminished, and share prices have risen significantly. The Japanese economy picked up particularly strongly. In the United States, gross domestic product growth was likewise significantly stronger than in the previous quarter, but the basic economic trend was still moderate. The Eurozone remained in recession, though this was significantly less severe. The emerging markets realized economic growth, albeit with weaker momentum. In overall terms, in the first quarter global gross domestic product growth remained at around the same level as in previous quarters, with a current annual rate of 2.5 %. The IfW's indicator for global economic activity – which reflects sentiment indicators from 42 countries – has signaled an acceleration for the second quarter, even though these sentiment indicators remain at a very low level overall.

#### Continuing Recession in the Eurozone

According to the Kiel Institute, the Eurozone economy remained in recession at the start of 2013. However, in the first quarter overall economic output contracted at a significantly lower pace than in the previous quarter, with a current annual rate of 0.8 %. Investments once again declined significantly, by 6.1 %, while private consumption stabilized. The current account balance improved only slightly, since exports declined at roughly the same rate as imports. Unemployment continued to rise up to the end of the reporting period. Economic recovery is not yet in sight in the crisis-torn countries. In the first quarter, the gross domestic products of Italy and Spain once again contracted at annualized rates in excess of 2 %, and output continued to fall in Portugal and Slovenia. At the same time, the downturn has gathered pace in several core countries (France, Finland, the Netherlands and Belgium) which had not previously faced any significant pressure to implement basic structural reforms and to rapidly consolidate their government finances.

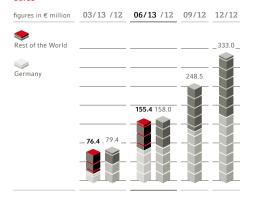
#### Germany: Economy Recovering

According to the Kiel Institute, following a weak phase the German economy has stabilized, although there is no sign of a strong upturn. Sentiment in trade and industry improved only slightly following the positive start to the year, and a sustained improvement in the orders position for industry remains elusive thus far. There is still considerable uncertainty over whether the Eurozone's problem countries are achieving sufficiently rapid progress in their reforms, and great uncertainty over economic policy. This is likely a key reason for companies' investment restraint, despite the unusually favorable financing terms.

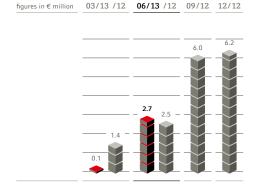
**Results of Operations** 

# Results of Operations, Financial and Asset Position

#### Sales



#### **EBITA**



#### Sales Trend

In a favorable second quarter, sales amounted to €78.0 million (-0.7% on the same quarter in the previous year). In Germany (including the holding company), sales increased by 3.3% to €44.6 million by comparison with the same quarter in the previous year. In the Rest of Europe sales also rose, by 0.8% to €20.6 million. Only in the USA/Rest of the World were sales €12.7 million or 14.5% lower than in the previous year, due to the restructuring of the Data Packaging business. Excluding the negative effect resulting from Data Packaging business, sales in the USA improved by 20%.

At €154.4 million, cumulative sales in the first six months of 2013 were 2.2 % lower than in the same period in the previous year. In Germany, at €86.7 million, sales were 2.7 % lower than in the previous year. In the Rest of Europe, sales rose by 1.9 % to €41.2 million. In the USA/Rest of the World, sales were 10.7 % lower than in the previous year, at €25.3 million. Adjusted for the depreciation of the US dollar versus the euro, which averaged 4.3 %, this change amounts to −1.6 %. With a 56.9 % share of Group sales, the proportion accounted for by Germany increased by 0.4 percentage points on the previous year. The share of sales realized in the Rest of Europe increased, from 25.6 % to 26.7 %, while the USA's share of sales fell by 1.5 percentage points to 16.4 %.

#### **Income Trend**

Earnings before interest, taxes, depreciation and amortization (EBITDA) were €6.6 million in the first half of the year (previous year: €6.9 million). The EBITDA margin was 4.3 % (previous year: 4.4 %). Depreciation of tangible assets and amortization of other intangible assets decreased from €4.4 million to €3.8 million.

Following the strong second quarter, the operating result (EBIT) in the first half year is now higher than in the previous year ( $\[ \epsilon \] 2.7$  million, compared to  $\[ \epsilon \] 2.5$  million in the previous year). This result includes one-off expenses amounting to  $\[ \epsilon \] 0.73$  million. These are mainly associated with the  $\[ \epsilon \] 2.6$  million action for damages against former managers of the Company. In the previous year, these expenses totaled  $\[ \epsilon \] 2.65$  million and were mainly incurred by the holding company.

The individual segments developed as follows in the first six months of the year: In Germany, the modest first quarter was almost made up for over the first half year as a whole. EBITA amounted to  $\[ \in \] 3.7$  million (previous year:  $\[ \in \] 3.9$  million). In the Rest of Europe EBITA fell slightly, from  $\[ \in \] 2.4$  million to  $\[ \in \] 2.1$  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  $\[ -\] \[ \in \] 0.8$  million (previous year:  $\[ +\] \[ \in \] 0.2$  million). Data Packaging suffered here following the cancellation of orders from a major client. The EBITA loss of Deufol SE (the holding company) declined sharply, to  $\[ \in \] 2.2$  million, compared to  $\[ \in \] 3.9$  million in the previous year.

Financial results increased on the same six months in 2012 from -  $\in$  1.7 million to -  $\in$  1.6 million. This is attributable to lower 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 six months of the year were  $\in$  1.1 million (previous year:  $\in$  0.8 million). After income tax expenses ( $\in$  1.2 million), income from continuing operations is almost balanced, at  $-\in$  0.08 million, compared to  $-\in$  0.66 million in the first six months of 2012. The result for the period also amounted to  $-\in$  0.08 million (previous year:  $-\in$  0.95 million). After deduction of the profit shares of noncontrolling interests ( $\in$  0.07 million), there is a net loss of  $\in$  0.14 million (previous year: loss of  $\in$  1.2 million) attributable to the shareholders of Deufol SE. Earnings per share in the first six months were  $-\in$  0.003 (previous year:  $-\in$  0.026).

#### **Net Cash and Investments**

In the first six months, the cash flow provided by operating activities amounted to €7.2 million and was thus significantly higher than the level in the previous year (€5.7 million).

The net cash used in investing activities was negative at  $- \in 1.5$  million (previous year:  $- \in 2.2$  million). Outflows of funds resulted here from payments for the purchase of assets ( $- \in 3.1$  million). Inflows of funds resulted from the decrease in financial receivables ( $+ \in 0.6$  million) and interest received ( $+ \in 0.5$  million).

The net cash used in financing activities was negative at -  $\in$  5.0 million (previous year: -  $\in$  4.9 million). Outflows mainly resulted from interest paid (-  $\in$  2.6 million), repayment of loans (-  $\in$  1.2 million) and the decrease in other financial liabilities (-  $\in$  1.1 million). Cash increased in relation to the end of the year by  $\in$  0.6 million to  $\in$  7.9 million.

#### **Financial Indebtedness**

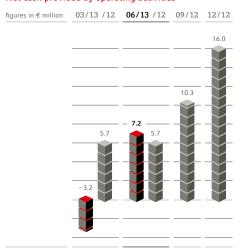
The financial liabilities of the Deufol Group decreased in the first six months of the fiscal year by €2.2 million to €68.7 million. Since cash and financial receivables remained unchanged, net financial liabilities fell to the same extent, from €55.0 million at the end of the year to the current €52.8 million.

#### Slight Increase in Balance Sheet Total

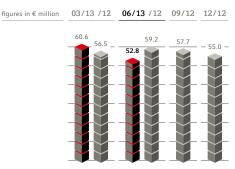
The balance sheet total as of June 30, 2013 is at  $\[ \] 224.6 \]$  million 1.7 % above the level at the end of the previous year ( $\[ \] 220.9 \]$  million). For the noncurrent assets, the largest changes were for property, plant and equipment ( $\[ \] 0.8 \]$  to  $\[ \] 47.7 \]$  million), other receivables and other assets ( $\[ \] 0.7 \]$  to  $\[ \] 3.1 \]$  million) and financial receivables ( $\[ \] 0.6 \]$  to  $\[ \] 6.4 \]$  million). The other noncurrent assets realized only marginal changes. Among the current assets, other assets ( $\[ \] 3.6 \]$  to  $\[ \] 13.0 \]$  million), inventories ( $\[ \] 1.0 \]$  to  $\[ \] 13.5 \]$  million) and cash ( $\[ \] 1.0 \]$  million) increased. Other current assets changed only slightly.

On the liabilities side, equity (including noncontrolling interests) increased in the first six months of 2013 on balance by  $\in$  0.4 million. Other comprehensive income (+  $\in$  0.5 million) had a positive effect, while the result for the period had a slightly negative impact (-  $\in$  0.1 million). Noncontrolling interests were largely unchanged at  $\in$  1.3 million. With an increased balance sheet total, the equity ratio decreased slightly from 43.8 % to 43.2 %. The liabilities increased on balance by  $\in$  3.3 million to  $\in$  127.5 million.

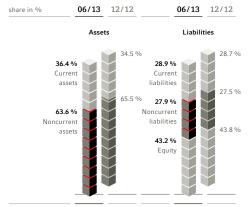
#### Net cash provided by operating activities



#### Net financial liabilities



#### Balance sheet structure



#### **Employees**

Deufol Group		12/2012
Germany	1,504	1,440
Share (%)	55.3	52.9
Rest of Europe	708	709
Share (%)	26.1	26.0
USA/Rest of the World	455	556
Share (%)	16.7	20.4
Holding company	51	19
Share (%)	1.9	0.7
Total	2,718	2,724

#### **Employees**

#### Slight Decline in Staff Numbers

On June 30, 2013, the Deufol Group had 2,718 employees worldwide. This represents a slight decrease on the end of the previous year (2,724). As of March 31, 2013, the Group had 1,555 employees in Germany (57.2 %) and 1,163 employees (42.8 %) elsewhere. Most of the new hirings were in Germany (64 employees). 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 significantly decreased (-100 employees). In the Rest of Europe, the workforce has decreased slightly, by one employee.

#### **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

figures in €thousand	Q2 2013	Q2 2012	6M 2013	6M 2012
Sales	48,737	48,622	97,812	100,335
Consolidated sales	43,725	43,109	86,658	89,027
EBITA	1,979	1,354	3,671	3,887
EBITA margin (%)	4.5	3.1	4.2	4.4
EBTA	1,700	962	3,194	3,450

At €43.7 million, consolidated sales in Germany in the second quarter of 2013 were 1.4 % higher than in the previous year (€ 43.1 million). For the first six months, at € 86.7 million, sales were below the previous year (-2.7 %). The loss of the Euskirchen location has deprived the Group of sales of around €3 million. This segment is therefore now contributing 56.1 % to Group sales (previous year: 56.4 %).

The operating result (EBITA) in the second quarter increased by 46.2 % to €2.0 million (previous year: €1.4 million). At €3.7 million, the cumulative EBITA in the first six months of the year was thus only slightly lower than in the previous year (€3.9 million).

The slightly lower results in the first half of the year by comparison with the previous year are mainly attributable to a lower volume of business in the first quarter, although a good second quarter almost made up for this.

#### Rest of Europe

figures in €thousand	Q2 2013	Q2 2012	6M 2013	6M 2012
Sales	23,607	22,485	46,846	44,719
Consolidated sales	20,621	20,462	41,243	40,468
EBITA	1,247	1,344	2,048	2,360
EBITA margin (%)	6.0	6.6	5.0	5.8
ЕВТА	1,244	1,352	2,048	2,356

In the Rest of Europe, consolidated sales in the second quarter were at & 20.6 million 0.8 % higher than in the previous year. In the first six months, at & 41.2 million, sales were 1.9 % higher than in the previous year. This segment is therefore contributing 26.7 % to Group sales (compared to 25.6 % in the first half of 2012). However, this sales trend was unevenly distributed among the Group's regions, with -1.8 % in Belgium, +5.1 % in Italy, and +14.5 % in the Slovakia/Czech Republic/Austria region.

The second-quarter operating result (EBITA) amounted to €1.25 million, following €1.34 million in the previous year. After six months, the cumulative EBITA amounted to €2.05 million (previous year: €2.36 million). 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. However, the decrease here was almost entirely made up for through improved results in other countries.

#### USA/Rest of the World

figures in €thousand	Q2 2013	Q2 2012	6M 2013	6M 2012
Sales	12,826	14,902	25,360	28,311
Consolidated sales	12,737	14,902	25,271	28,311
EBITA	36	488	(751)	159
EBITA margin (%)	0.3	3.3	(3.0)	0.6
EBTA	(600)	(138)	(2,021)	(1,021)

In the USA/Rest of the World segment, consolidated sales in the first quarter were lower than in the previous year, at €12.7 million, a decrease of 14.5 %. For the first six months, at €25.3 million, sales were below the previous year (−10.7 %). If one takes into consideration the US dollar's depreciation against the euro of 4.3 % on average, the decrease only amounts to 7.0 %. These significantly lower sales are 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 cancelling them entirely. This segment thus represents 16.4 % of Group sales (compared to 17.9 % in the first six months of 2012).

The second-quarter operating result (EBITA) amounted to 0.04 million (previous year: 0.49 million). At -0.75 million, the cumulative EBITA in the first six months of 2013 was substantially lower than in the previous year (0.16 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.

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### Outlook

#### World Economy Gradually Picking Up

According to the Kiel Institute, the indicators for the world economy have recently improved and point to a slight improvement in economic growth for the second quarter. However, the basic trend is still weak and the recovery thus remains prone to disruptions from the financial markets or rising commodities prices, for instance. The further outlook is also critically dependent on the course of the Eurozone crisis as well as its effects on demand and the financial markets. There is still no prospect of a rapid and far-reaching improvement in the situation and there is still a risk of further setbacks.

The advanced economies may expect no more than moderate growth. Their hugely expansionary monetary policy will still not trigger any rapid improvement in activity in the real economy. On the one hand, in many countries the private sector is still seeking to reduce its level of debt leverage. On the other hand, financial policy is having a curbing effect. In the United States, in the current year gross domestic product will likely pick up by 1.8 %, while for the coming year we expect a rise of 2.3 %. In the current year, the Japanese economy is being stimulated by strong signals from economic policy but is already likely to clearly weaken over the coming year. Nonetheless, at 1.5 %, the average annual rate of gross domestic product growth will be only slightly weaker than in the current year. In the Eurozone, overall economic output will probably merely stagnate over the summer. In the countries in crisis, the recession will likely continue for the time being, but the pace of the economic downturn should gradually diminish.

All in all, in the current year, the Kiel Institute for the World Economy expects a 3.2 % increase in global output. For 2014, economists predict a 3.8 % rise in global gross domestic product.

#### **Eurozone Economy Remains Weak**

According to the Kiel Institute, overall economic output in the Eurozone will probably merely stagnate over the summer. This is suggested by the European Commission's Economic Sentiment Indicator as well as the EUROFRAME indicator. In particular, domestic demand should have a noticeably dampening effect on the economy. Private consumption will be adversely affected by the high level of unemployment, while companies' investment activities are suffering from the strongly unfavorable financing terms in several countries as well as the poor domestic sales outlook. Financial policy is likely to become less restrictive following the European Commission's announcement that it will permit several countries to stagger their consolidation plans. The measures implemented to date will nonetheless noticeably curb economic activity in the current year. The countries in crisis are therefore likely to remain in recession, but the pace of the economic downturn should gradually diminish.

This year, the economists anticipate a 0.6 % decline in the total Eurozone gross domestic product, and a 0.8 % increase in 2014.

#### Germany: Upturn Yet to Materialize

According to the Kiel Institute's analysis, the German economy should pick up again slightly in the current year. Due to the catch-up effect, gross domestic product growth is slightly higher in the second quarter than in the second half of the year as a whole. A significant factor in the basic economic trend is the gradual improvement in foreign demand. Exports should recover in the wake of their setback over the past winter. Domestic demand should also improve following its decline in 2012. In particular, the Kiel Institute expects the continuing low interest rates to stimulate demand for housing construction. Financing terms are also highly favorable for companies. Since the sales outlook will improve slightly outside Germany and capacity utilization in the overall economy will pick up somewhat in the course of the year, companies are likely to slightly increase their investments in infrastructure. However, there is still a pronounced level of uncertainty which will impede a strong upturn in investment activities. This uncertainty is hampering companies' long-term planning. Private consumer spending should rise moderately. Disposable incomes will noticeably improve in real terms, buoyed by the robust labor market.

All in all, for 2013 the economists predict a 0.5 % rise in the country's real gross domestic product. In 2014, economic growth should improve slightly in the absence of new disruptions triggered by the Eurozone crisis. The favorable monetary outline conditions should increasingly pay off, while the rest of the Eurozone will gradually exit recession.

#### **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	Apr. 1, 2013 -Jun. 30, 2013	Apr. 1, 2012 –Jun. 30, 2012	Jan. 1, 2013 -Jun. 30, 2013	Jan. 1, 2012 –Jun. 30, 2012	Note/Pag
Sales	77,976	78,552	154,419	157,959	01/015
Cost of sales	(68,884)	(70,633)	(137,689)	(140,900)	
Gross profit	9,092	7,919	16,730	17,059	
Selling expenses	(1,194)	(1,355)	(2,395)	(2,779)	
General and administrative expenses	(6,232)	(6,660)	(12,635)	12,806	
Other operating income	1,523	1,138	1,791	1,603	
Other operating expenses	(523)	35	(753)	(563)	
Profit from operations (EBIT)	2,666	1,077	2,737	2,514	
Financial income	253	295	516	619	
Finance costs	(1,276)	(1,595)	(2,452)	(2,609)	
Share of profit of associates	149	202	313	268	
Earnings before taxes (EBT) from continuing operations	1,792	(21)	1,114	792	
Income taxes	(622)	(803)	(1,188)	(1,448)	
Income from continuing operations	1,170	(824)	(74)	(656)	
Loss from discontinued operation (net of tax)	0	(278)	0	(292)	02/015
Income for the period	1,170	(1,102)	(74)	(948)	
of which income attributable to noncontrolling interests	42	133	64	212	
of which income attributable to equity holders of parent	1,128	(1,235)	(138)	(1,160)	
Earnings per share					
in €					
Basic and diluted earnings per share, based on the profit (loss) attributable to common shareholders of Deufol SE	0.026	(0.028)	(0.003)	(0.026)	03/016
Basic and diluted earnings per share, based on the profit (loss) from continuing operations attributable to common shareholders of Deufol SE	0.026	(0.022)	(0.003)	(0.020)	03/016

#### **Consolidated Statement of Comprehensive Income**

figures in € thousand	Apr. 1, 2013 -Jun. 30, 2013	Apr. 1, 2012 –Jun. 30, 2012	Jan. 1, 2013 –Jun. 30, 2013	Jan. 1, 2012 –Jun. 30, 2012	Note/Page
Income for the period	1,170	(1,102)	(74)	(948)	
Other recognized income and expense	174	776	521	473	
Exchange-rate differences on translation of foreign operations					
Before tax	148	718	468	371	
Tax	0	0	0	0	
After tax	148	718	468	371	
Gain (loss) on cash flow hedges					
Before tax	37	82	75	145	
Tax	(11)	(24)	(22)	(43)	
After tax	26	58	53	102	
Total comprehensive income after tax	1,344	(326)	447	(475)	
of which attributable to noncontrolling interests	42	133	64	212	
of which attributable to equity holders of parent	1,302	(459)	383	(687)	



#### **Consolidated Balance Sheet (IFRS)**

Assets			
figures in € thousand	Jun. 30, 2013	Dec. 31, 2012	Note/Page
Noncurrent assets	142,924	144,784	
Property, plant and equipment	47,724	48,536	
Investment property	300	328	
Goodwill	68,611	68,616	
Other intangible assets	2,413	2,429	
At-equity investments	3,583	3,344	
Financial receivables	6,435	7,003	
Other financial assets	60	249	
Other receivables and other assets	3,080	3,739	
Deferred tax assets	10,718	10,540	
Current assets	81,662	76,124	
nventories	13,453	12,438	
Trade receivables	44,151	43,876	
Other receivables and other assets	12,970	9,408	
Tax receivables	1,620	1,506	
Financial receivables	1,592	1,630	
Cash and cash equivalents	7,876	7,266	
Total assets	224,586	220,908	

Equity and Liabilities			
figures in € thousand	Jun. 30, 2013	Dec. 31, 2012	Note/Page
Equity	97,102	96,735	04/016
Equity attributable to equity holders of Deufol SE	95,866	95,483	
Subscribed Capital	43,774	43,774	
Capital reserves	107,240	107,240	
Retained earnings (accumulated losses)	(54,161)	(54,023)	
Other recognized income and expense	(987)	(1,508)	
Equity attributable to noncontrolling interests	1,236	1,252	
Noncurrent liabilities	62,730	60,801	
Financial liabilities	53,705	51,910	05/016
Provisions for pensions	4,184	4,269	
Other provisions	113	122	
Other liabilities	2,314	2,486	
Deferred tax liabilities	2,414	2,014	
Current liabilities	64,754	63,372	
Trade payables	32,009	30,509	
Financial liabilities	15,020	19,020	05/016
Other liabilities	15,369	11,736	
Tax liabilities	1,223	1,426	
Other provisions	1,133	681	
Total equity and liabilities	224,586	220,908	



#### **Consolidated Cash Flow Statement**

figures in € thousand	Apr. 1, 2013 -Jun. 30, 2013	Apr. 1, 2012 -Jun. 30, 2012	Jan. 1, 2013 -Jun. 30, 2013	Jan. 1, 2012 -Jun. 30, 2012	Note/Page
Income (loss) from operations (EBIT) from continuing operations	2,666	1,077	2,737	2,514	
Income (loss) from discontinued operation	0	(278)	0	(292)	
Adjustments to reconcile income (loss) o cash flows from operating activities					
Depreciation and amortization charges	1,918	2,176	3,827	4,408	
(Gain) loss from disposal of property, plant and equipment	5	10	3	(41)	
Taxes paid	(1,352)	(608)	(1,383)	(748)	
Changes in assets and liabilities from operating activities					
Change in trade accounts receivable	(617)	424	(275)	6,268	
Change in inventories	(1,569)	(1,169)	(1,015)	(1,064)	
Change in other receivables and other assets	1,185	(1,291)	(2,903)	(1,089)	
Change in trade accounts payable	8,801	493	1,500	(3,283)	
Change in other liabilities	(1,248)	(604)	3,718	(831)	
Change in accrued expenses	(388)	(282)	253	(301)	
Change in other operating assets/liabilities (net)	976	(11)	694	126	
Net cash provided by (used in) operating activities	10,377	(62)	7,156	5,668	06/017
Purchase of intangible assets and property, plant and equipment	(1,804)	(1,907)	(3,062)	(3,543)	
Proceeds from the sale of intangible assets and property, plant and equipment	301	(2)	326	51	
Dividends received	74	0	74	0	
Net change in financial receivables	264	208	606	690	
Interest received	253	289	516	607	
Net cash provided by (used in) investing activities	(912)	(1,412	(1,540)	(2,195)	06/017
Net change in borrowings	(6,009)	1,341	(1,176)	(667)	
Addition (extinction) of other financial liabilities	(689)	(24)	(1,135)	(1,390)	
Interest paid	(1,358)	(1,192)	(2,615)	(2,775)	
Dividends paid to noncontrolling interests	(80)	(15)	(80)	(30)	
Net cash provided by (used in) financing activities	(8,136)	110	(5,006)	(4,862)	06/017
Effect of exchange-rate changes and changes in the scope of consolidation on cash and cash equivalents	0	0	0	0	
Change in cash and cash equivalents	1,329	(1,364)	610	(1,389)	
Cash and cash equivalents at the beginning of the period	6,547	11,391	7,266	11,416	
Cash and cash equivalents at the end of the period	7,876	10,027	7,876	10,027	

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#### **Consolidated Statement of Changes in Equity**

	Other comprehe income (expen							
figures in € thousand	Subscribed Capital	Capital reserves	Accumulated losses	Cumulative translation adjustment	Reserve for cash flow hedges	Equity attributable to equity holders of Deufol SE	Equity attributable to noncontrolling interests	Total equity
Balance at Dec. 31, 2011	43,774	107,240	(52,431)	(1,208)	(296)	97,079	1,257	98,336
Income (loss)	_	_	(1,160)	_	_	(1,160)	212	(948)
Changes recognized directly in equity	_	_	_	371	145	516	_	516
Deferred taxes for valuation changes recognized directly in equity	_	_	_	_	(43)	(43)	_	(43)
Total recognized income and expense	_	_	(1,160)	371	102	(687)	212	(475)
Dividends	_	_	_	_	_	_	(30)	(30)
Balance at Jun. 30, 2012	43,774	107,250	(53,591)	(837)	(194)	96,392	1,439	97,831
Balance at Dec. 31, 2012	43,774	107,240	(54,023)	(1,386)	(122)	95,483	1,252	96,735
Income (loss)	_	_	(138)	_	_	(138)	64	(74)
Changes recognized directly in equity	_	_	_	468	75	543	_	543
Deferred taxes for valuation changes recognized directly in equity	_	_	_	_	(22)	(22)	_	(22)
Total recognized income and expense	_	_	(137)	468	53	384	64	447
Dividends	_	_	_	_	_	_	(80)	(80)
Balance at Jun. 30, 2013	43,774	107,240	(54,161)	(918)	(69)	95,866	1,236	97,102

## Notes to the Consolidated Interim Financial Statements

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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

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**Currency Translation** 

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.

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		te as of the sheet date	Average rate of exchange		
per €	Jun. 30, 2013 Dec. 31, 2012		6M 2013	6M 2012	
US dollar	1.3080	1.3194	1.3135	1.2590	
Czech crown	25.9490	25.1510	25.6975	25.6400	
Singapore dollar	1.6545	1.6111	1.6331	_	
Renminbi	8.0280	8.2207	8.1294	8.0011	



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	Jun. 30, 2013
Consolidated subsidiaries	36	0	0	36
thereof in Germany	21	0	0	21
thereof abroad	15	0	0	15
Companies valued using the at-equity method	6	0	0	6
thereof in Germany	5	0	0	5
thereof abroad	1	0	0	1
Total	42	0	0	42



01 Sales

02 Income (Loss) from Discontinued Operation In respect of further comments on the sales, we refer to the segment reporting.

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 half 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	Apr. 1, 2013 - Jun. 30, 2013	Apr. 1, 2012 – Jun. 30, 2012	Jan. 1, 2013 - Jun. 30, 2013	Jan. 1, 2012 – Jun. 30, 2012
Income from operating activities	0	(180)	0	36
Expenses for operating activities	0	156	0	(74)
Expenses from the recognition of a liability in relation to a pension fund	0	(254)	0	(254)
Income (loss) from discontinued operation (before tax)	0	(278)	0	(292)
Taxes	0	0	0	0
Income (loss) from discontinued operation (net of tax)	0	(278)	0	(292)
Earnings per share from the discontinued operation (€)	0.000	(0.006)	0.000	(0.007)

#### 03 Earnings per Share

Income				
figures in € thousand	Apr. 1, 2013 - Jun. 30, 2013	Apr. 1, 2012 – Jun. 30, 2012	Jan. 1, 2013 – Jun. 30, 2013	Jan. 1, 2012 - Jun. 30, 2012
Result attributable to the holders of Deufol SE common stock	1,128	(1,235)	(138)	(1,160)
from continuing operations	1,128	(957)	(138)	(868)
from discontinued operation	0	(278)	0	(292)
Shares in circulation				
figures in units				
Weighted average number of shares	43,773,655	43,773,655	43,773,655	43,773,655
Earnings per share				
figures in €				
Basic and diluted earnings per share, based on the income (loss) attributable	0.027	(0.038)	(0.002)	(0.03/)
to common shareholders of Deufol SE	0.026	(0.028)	(0.003)	(0.026)
from continuing operations	0.026	(0.022)	(0.003)	(0.020)
from discontinued operation	0.000	(0.006)	0.000	(0.006)



#### 04 Equity

There was no change in the Subscribed Capital and in the capital reserves in the first six months 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  $\in$  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.

On March 31, 2013, the Deufol Group failed to comply with two of the financial commitments under its German syndicated loan agreement. The financing banks issued a waiver letter. As of June 30, 2013 Deufol Group complied with the financial covenants.

06 Cash Flow Statement

The cash flow statement shows the origin and appropriation of the money flows in the first six months of 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 six months of 2013 amounted to €7,156 thousand.

The outflow of funds from investing activities amounted to €1,540 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 outflow of funds from financing activities amounted to €5,006 thousand and reflects the net change in financial liabilities plus interest payments.

The cash and cash equivalents balance increased by € 610 thousand.

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

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

Significant Events after the

There were no significant events after the balance sheet date.

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.



Dividend

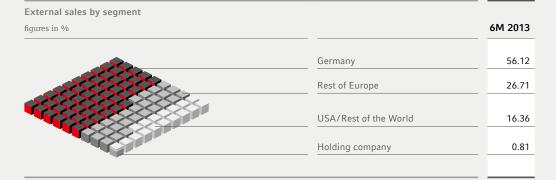
Contingencies

**Balance Sheet Date** 



Segment Information by Region (Primary Reporting Format)

figures in € thousand	Germany	Rest of Europe	USA/Rest of the World	Holding company	Elimina- tion	Group
6M 2013						
External sales	86,658	41,243	25,271	1,247		154,419
Internal sales	11,154	5,603	89	1,398	(18,244)	0
Total sales	97,812	46,846	25,360	2,645	(18,244)	154,419
EBIT	3,671	2,048	(751)	(2,199)	(32)	2,737
Financial income	152	486	57	1,257	(1,436)	516
Finance costs	(974)	(503)	(1,327)	(1,084)	1,436	(2,452)
Earnings from associates	345	17	0	(49)	0	313
EBT	3,194	2,048	(2,021)	(2,075)	(32)	1,114
Taxes						(1,188)
Result for the period						(74)
Assets	111,747	67,734	31,919	248,201	(247,353)	212,248
of which investments accounted for using the at-equity method	3,583	0	0	0	0	3,583
Non-allocated assets						12,338
Total assets						224,586
Financial liabilities	33,656	15,731	45,407	46,350	(72,419)	68,725
Other debt	62,115	23,203	10,301	26,904	(67,401)	55,122
Non-allocated debt						3,637
Total liabilities						127,484
Depreciation, amortization and impairment	1,673	1,208	764	182	0	3,827
Investments	1,748	701	358	361	0	3,168



figures in $\in$ thousand	Germany	Rest of Europe	USA/Rest of the World	Holding company	Elimina- tion	Group
6M 2012						
External sales	89,027	40,468	28,311	153	0	157,959
Internal sales	11,308	4,251	0	525	(16,084)	0
Total sales	100,335	44,719	28,311	678	(16,084)	157,959
EBIT	3,887	2,360	159	(3,869)	(23)	2,514
Financial income	162	585	65	803	(996)	619
Finance costs	(850)	(606)	(1,245)	(904)	996	(2,609)
Earnings from associates	251	17	0	0	0	268
EBT	3,450	2,356	(1,021)	(3,970)	(23)	792
Taxes						(1,448)
Result for the period						(656)
Assets	102,123	66,423	37,986	218,246	(208,908)	215,870
of which investments accounted for using the at-equity method	3,045	17	0	0	0	3,062
Non-allocated assets						12,313
Total assets						228,183
Financial liabilities	22,648	19,831	48,944	39,575	(52,190)	78,808
Other debt	61,385	17,341	10,727	9,045	(51,811)	46,687
Non-allocated debt						4,857
Total liabilities						130,352
Depreciation, amortization and impairment	1,889	1,515	799	205	0	4,408
Investments	634	678	3,364	112	0	4,788
External sales by segment figures in %						6M 2012
			Germany			56.36
			Rest of Euro	ре		25.62
			USA/Rest o	f the World		17.92
			Holding con	npany		0.10



#### **Supplementary Disclosures**

Disclosures Concerning the Executive Bodies

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

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) in the "Investor & Public Relations" area under the heading "The share".

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.

Responsibility Statement by the Management

"To the best of our knowledge, and in accordance with the applicable reporting principles for interim financial reporting, the interim consolidated financial statements give a true and fair view of the assets, liabilities, financial position and profit or loss of the Group, and the interim management report of the Group includes a fair review of the development and performance of the business and the position of the Group, together with a description of the principal opportunities and risks associated with the expected development of the Group for the remaining months of the financial year."

The Managing Directors

Dr. Tillmann Blaschke, Jens Hof, Dennis Hübner, Detlef W. Hübner, Jürgen Schmid, Manfred Weirich

## **Additional Information**

## Financial Calendar

April 18 2013 Annual Financial Statements 2013

May 14 2013 Interim Report I/2013

July 2 2013 Annual General Meeting

August 13 2013 Semi-Annual Financial Report 2013

November 12 2013 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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