



## **3-month report 2013 / 2014**

## Key figures at a glance (IFRS)

	3 months 2012 / 2013 (Jul 1, 2013 – Sep 31, 2013)	Comparable period (Jul 1, 2012 – Sep 31, 2012)
Revenue	14,535	13,409
Earnings before interest and tax (EBIT)	-96	-103
Earnings before tax (EBT)	-173	-132
Consolidated net income for the period	-199	-165
Number of shares in fiscal year	4,124,900	4,124,900
Earnings per share in EUR	-0.05	-0.04
Equity ratio in %	62.1	61.4
Cash flow from operating activities	150	304
Cash flow from investing activities	19	171
Cash flow from financing activities	-25	-25
Employees at end of period (excluding Managing Board)	124	129

In EUR thousand (unless otherwise stated)

## Financial calendar

November 11, 2013	Analyst and investor conference at German Equity Forum in Frankfurt / Main
November 28, 2013	HIC Hamburg Investment Conference 2013
December 3, 2013	Annual shareholders' meeting in Hamburg
February 12, 2014	6-month report 2013 / 2014
May 14, 2014	9-month report 2013 / 2014

## Business model

- KROMI Logistik offers companies in the manufacturing sector end-to-end outsourcing that their supply of precision machining tools by way of fully automated tool dispensing (KTCs), as well as IT-based tool management (tool management)
- Main focus: machining tools for metalworking and plastics (for example, drills)
- Securing a 24 / 7 supply of tools for customers
- Optimising tool consumption with consulting and controlling services
- KROMI is manufacturer-independent
- Four facilities in Germany and four abroad (Slovakia, the Czech Republic, Brazil, Spain); and active in five other European countries
- Currently focusing on the sectors of general mechanical engineering, automotive suppliers, aerospace and marine engine construction

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## Business report

### I. Corporate structure and participating interests

As of the September 30, 2013 reporting date, KROMI Logistik AG was present at four locations in Germany: along with its headquarters in Hamburg, the Group operates branches in Magdeburg, Erkrath near Düsseldorf, and Eislingen near Stuttgart. It also operates subsidiaries in the Czech Republic, Slovakia, Spain and Brazil. KROMI Logistik also supplies customers in Denmark, Poland, Romania, Austria and Italy with tools.

### II. Employees

At the end of the first quarter of the fiscal year 2013 / 2014, the KROMI Logistik Group (excluding its Managing Board) had 124 employees (September 30, 2012: 129). These figures also include four trainees in the wholesale and export trade area, and three students who are pursuing logistics management studies in cooperation with KROMI Logistik.

### III. Services / Research and development

KROMI Logistik offers manufacturing companies an end-to-end outsourcing concept to supply them with precision machining tools. Along with the classic supplies delivered by KTC dispensers at customer sites, this concept comprises inventory optimisation and warehouse management, consumption controlling, and optimisation of tool deployment in customer production facilities based on inventory and consumption data. Here, the KEP (KROMI Engineering Process) engineering service rendered by KROMI Logistik is deployed. The optimisation of the machining process (CIP – continuous improvement process) allows improvement potentials to be constantly disclosed to the customer, thereby generating savings. In this context, the company concentrates on the continuous expansion of its customer base by acquiring new customers, and tapping new markets. In the case of existing customers, the optimisation and efficiency enhancement of machining processes, and the reduction of manufacturing and administration costs, form the focus of their cooperation with KROMI Logistik AG. Customer loyalty is also to be further intensified through constant innovations to the supply concept, accompanied by a permanent orientation to customers' requirements.

For this reason, activities in the research and development area are concentrated on diversifying the range of services and products offered, and consequently on the continuous further development of the KROMI supply system. In this way, KROMI has developed itself over recent years from a pure provider to an optimiser and expert on all customer processes, and determines optimal tool deployment based on the data that it has collected. To this end, various projects are being conducted with different cooperation partners which should result in a long-term expansion of the range of services of KROMI Logistik AG, and the acquisition of new customers for the company.

Business report

## IV. Market and competitive environment

### Macroeconomic situation

The overall global economy has stabilised at a relatively low level during the current calendar year. Global industrial production and world trade lost hardly any momentum during the 2012 / 2013 winter half-year, having seen growth rates falling constantly during the previous two years. The relatively robust economic trend in the USA, Japan and important emerging economies was principally responsible for this stabilisation.<sup>1</sup> The assessment of both the current situation and the economic outlook for the coming months has nevertheless worsened slightly. Instead of the 3.3% expected in April, the global economy is set to grow by only 2.9% in 2013, according to a survey published by the International Monetary Fund (IMF). The IMF then anticipates 3.6% growth for the global economy in 2014.<sup>2</sup>

In Europe, the economic climate is brightening slightly compared with the previous quarter as a result of more positive economic expectations and the improved current economic situation, according to the Munich-based ifo economic research institute. The Eurozone economic climate index surveyed by the ifo Institute in August rose to its highest level for two years. Eurozone GDP recently reported 0.3% growth compared with the first quarter of 2013.<sup>3</sup> For the rest of 2013, the growth forecast was upgraded from -0.6% to -0.4%, while the 2014 projection was also upgraded slightly from 1.1% to 1.2%.<sup>4</sup>

Germany is also set to experience an economic upturn according to a forecast published jointly by leading German economic research institutions. Although German real gross domestic product in 2013 is forecast to increase by only 0.4% due to the low starting level at the start of the year, a marked recovery with 1.8% year-on-year growth is expected for next year.<sup>5</sup>

### Mechanical engineering / Precision tools

KROMI Logistik is a tool manager and consequently an outsourcing partner for industrial companies, with the company's core competence focusing on machining tools for the processing of metals and plastics. Although KROMI Logistik does not directly follow the trends of any of its four customer sectors due to its diversified business model, the mechanical and plant engineering sector nevertheless provides a good indicator for its business growth. In August 2013, the mechanical engineering sector across Germany received new order intake up by 6% year-on-year in real terms. While domestic business grew by 2%, 9% more orders were booked from abroad. European partner countries were principally responsible for this marked growth. Here, an increase of 31% represented an extraordinarily high growth rate, although it was strongly impacted by business entailing large-scale plants. In a three-month comparison of June to August 2013, which is less affected by short-term fluctuations, new order intake fell by 1% year-on-year. Domestic orders were up by 3%, and orders from abroad fell by -3%.<sup>6</sup>

<sup>1</sup> ifo Institute, press release, June 26, 2013 | <sup>2</sup> IWF, World Economic Outlook, October 2013 | <sup>3</sup> Eurostat, press release, September 4, 2013 | <sup>4</sup> Eurostat, Real GDP Growth Rates, status as of: October 12, 2013 | <sup>5</sup> RWI Joint Economic Forecast, Autumn 2013 Joint Economic Forecast, October 17, 2013 | <sup>6</sup> VDMA, press release, October 1, 2013

## Business report

With 971,000 employees, the mechanical engineering sector was the largest employer among industrial sectors in Germany in 2012. Per capita turnover stands at EUR 213 thousand.<sup>7</sup> The sector, which is characterised by medium-sized companies, is nevertheless currently suffering from the slow global economy. Growth in the mechanical engineering sector is also impacted by its very high export share. Around 75% of production is utilised outside Germany. Uncertainty surrounding the unsolved debt crisis is placing a brake on the capital goods business in Europe. In addition, exports to the most important foreign markets of China and the USA continue to be subdued. The outlook for the coming months nevertheless gives ground for hope: the German Engineering Federation (VDMA) identifies positive signals emerging from the USA and China. Last, but not least, falling demand in Europe has at least been halted. The VDMA nevertheless anticipates that mechanical engineering production will witness a moderate decline of 1% year-on-year in 2013.<sup>8</sup>

## V. Analysis of business results and discussion of results of operations, net assets and financial position

### General business trends

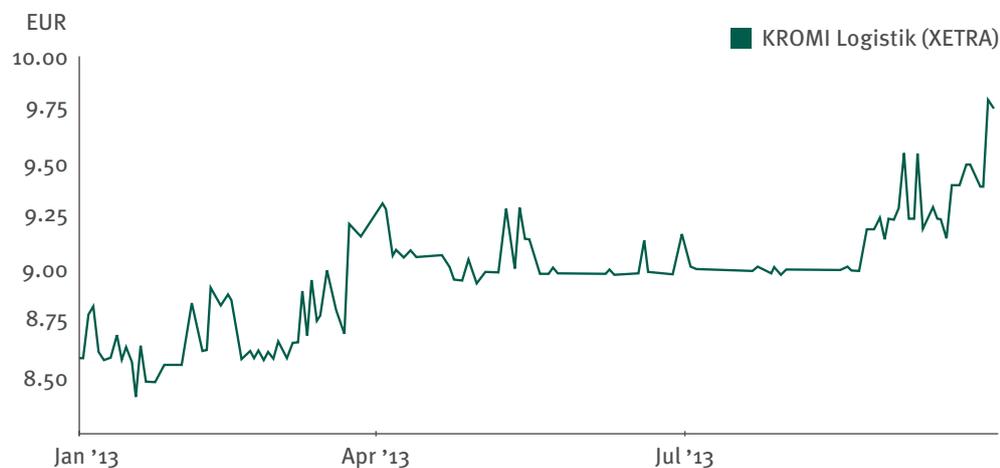
KROMI Logistik reported year-on-year revenue growth of around 8.4% in the first three months of its 2013/2014 fiscal year, despite traditionally lower demand during the European summer holiday months. The stable situation of its broad customer base in Germany and revenue growth in Brazil and in European countries outside Germany were particularly responsible for this positive trend. For example, the Brazilian subsidiary reported extraordinarily significant revenue growth of around 64% in the Brazilian real (BRL) currency. The revenue growth expressed in the euro reporting currency amounted to around 37% due to the year-on-year weakness of the Brazilian real.

Despite a relatively weak margin situation, which arose as a result of normal fluctuations within the demanded product mix, earnings before interest and tax (EBIT) between July and September 2013 were held at the previous year's level. Consequently, the Group generated a loss before interest and tax (EBIT) of EUR -96 thousand (previous-year period: EUR -103 thousand). EBIT was nevertheless impacted by currency translation differences necessitated by IFRS accounting. Operating profit would have stood at EUR 63 thousand (previous year: EUR 27 thousand) when adjusted for these unrealised valuation losses. As a consequence, KROMI Logistik lies within its range of its planning in terms of both revenue and earnings.

<sup>7</sup> VDMA, Mechanical engineering – figures and charts, status as of: March 2013 | <sup>8</sup> VDMA, press release, July 4, 2013

## Business report

## Share price performance (January 3, 2013 – September 30, 2013)



## Important key data

German Securities Identification Number (WKN)	AoKFUJ
ISIN	DE000AoKFUJ5
Ticker symbol	K1R
Trading segment	Regulated Market (Prime Standard)
Share type	No-par ordinary bearer shares (no-par shares)
Share capital	EUR 4,124,900
Initial listing	March 8, 2007
Share price at the start of the reporting period (July 1, 2013)*	EUR 9.15
Share price at the end of the reporting period (March 30, 2013)*	EUR 9.75
Percentage change	+ 6.6%
52-week high**	EUR 9.80
52-week low**	EUR 8.42

\* Closing price basis, XETRA trading system of Deutsche Börse AG

\*\* Intra day

The KROMI Logistik AG share performed well in low turnover during the first three months of 2013 / 2014, and in line with the overall market. The shares reached their low for the quarter on July 4, 2013 at EUR 9.01. Including as a result of the publication of the 2012 / 2013 results, the KROMI Logistik shares then enjoyed stronger demand, resulting in their high for the quarter of EUR 9.80 which they achieved on September 27, 2013. On September 30, 2013, the last trading day of the reporting period, the shares were quoted at EUR 9.75, representing a EUR 40.2 million market capitalisation. In overall terms, KROMI Logistik AG consequently reported a share price decline of 6.6% between July and September 2013.

Business report

### Revenue and results of operations

KROMI Logistik AG grew its consolidated revenue from EUR 13,409 thousand to EUR 14,535 thousand in the first three months of the 2013 / 2014 fiscal year, representing 8.4 % growth. This is gratifying insofar as, especially during the July and August holiday months, customers' production levels, and consequently also demand for KROMI services, are weaker. Tangible recovery nevertheless emerged from as early as September.

In this context, KROMI benefited from a well-balanced customer structure that is diversified across several sectors and regions. Along with the stable situation within the German customer base, revenue growth during the first three months of the 2013 / 2014 financial year was especially generated in Brazil and in European countries outside Germany. With a remarkable revenue increase of around 37 %, the Brazilian subsidiary contributed to the reported positive Group trend, thereby remaining on its clear growth path. Expressed in the Brazilian currency (BRL), its revenue growth even amounted to around 64 %.

The rate of increase of the cost of materials slightly outstripped that of revenue growth, rising from EUR 10,089 thousand to EUR 11,168 thousand, with the cost of materials ratio registering a marked year-on-year jump from 75.2 % to 76.8 %. The rise in this ratio is attributable to somewhat chance consumption of low-margin products during the period under review. Experience shows that this intra-year effect evens out over the course of a full fiscal year. In line with this development, the gross margin also fell from 24.8 % to 23.2 %.

The staff cost fell slightly from EUR 1,873 thousand to EUR 1,866 thousand, with the staff cost ratio thereby being further reduced to 12.8 % (previous year: 14.0 %). This change shows that, compared with the prior-year period, additional new customers can also be served efficiently with almost constant staff cover. At EUR 223 thousand, depreciation and amortisation was slightly above the previous year's level of EUR 200 thousand.

Other operating expenses increased slightly from EUR 1,525 thousand to EUR 1,544 thousand. Along with unrealised currency differences of EUR 159 thousand, part of this item was attributable to costs for participating at the EMO Hannover metalworking trade fair in September.

Due to the aforementioned higher expenses, the company reported earnings before interest and tax (EBIT) of EUR -96 thousand, almost at the previous year's level of EUR -103 thousand. When adjusted for expenses arising from unrealised valuation losses, pure operating earnings stood at EUR 63 thousand (previous year: EUR 27 thousand). The Group reported a consolidated net income of EUR -199 thousand after taking into account finance costs, other income, and taxes to be paid. The company reported a quarterly consolidated net income of EUR -165 thousand in the comparable 2012 / 2013 period.

Business report

### Net assets

The total assets of KROMI Logistik amounted to EUR 36,001 thousand as of September 30, 2013, below their level as of June 30, 2013 (EUR 37,425 thousand).

As far as equity and liabilities are concerned, the equity position remained at almost the previous year's level. The Group now reports EUR 22,363 thousand of equity (June 30, 2013: EUR 22,599 thousand), with the equity ratio increasing from 60.4 % (June 30, 2013) to currently 62.1 % as a consequence of the shortening of the balance sheet.

The liabilities reported by KROMI Logistik fell by EUR 1,188 thousand to EUR 13,638 thousand as of September 30, 2013. Of this amount, EUR 3,564 thousand (June 30, 2013: EUR 3,552 thousand) was attributable to an almost unchanged level of non-current liabilities, and EUR 10,074 thousand (June 30, 2013: EUR 11,274 thousand) was attributable to current liabilities. The reduction in current liabilities is mainly due to a fall in trade payables. At EUR 4,021 thousand, these were EUR 982 thousand below their level on June 30, 2013 – especially due to effects related to the reporting date. In addition to this, current interest-bearing loans fell from EUR 5,009 thousand as of June 30, 2013 to currently EUR 4,634 thousand.

On the assets side of the balance sheet, non-current assets reported a slight reduction from EUR 6,619 thousand as of June 30, 2013 to currently EUR 6,474 thousand. As far as current assets are concerned, a slight increase in inventories was offset by a decrease in trade receivables. While inventories fell to EUR 14,459 thousand (June 30, 2013 EUR 14,265 thousand), trade receivables reduced to EUR 13,660 thousand due to effects related to the reporting date (June 30, 2013: EUR 14,881 thousand). By contrast, liquid assets increased to EUR 269 thousand as of September 30, 2013 (June 30, 2013: EUR 199 thousand).

### Liquidity and financial position

Cash flow from operating activities amounted to EUR 150 thousand in the period under review, compared with a EUR 304 thousand cash inflow in the previous year.

Cash flow from investing activities stood at EUR 19 thousand as of September 30, 2013 (September 30, 2012: EUR 171 thousand), and cash flow from financing activities generated a cash outflow of EUR 25 thousand, as in the previous year. Financing funds amounted to EUR 269 thousand at the end of the reporting period, compared with 295 thousand as of September 30, 2012.

At EUR 19,453 thousand (June 30, 2013: EUR 19,523 thousand), an almost unchanged level of working capital (current assets less current liabilities) continues to provide a strong and stable basis for the Group's targeted, profitable growth.

Report on events after the balance sheet date  
Risk report and forecast report

## Report on events after the balance sheet date

No notable events occurred after the end of the reporting period.

## Risk report and forecast report

The opportunities and risks pertaining to KROMI Logistik AG are presented in detail in the management report for the 2012 / 2013 fiscal year (as of June 30, 2013). There were no notable changes to these opportunities and risks during the course of the first quarter of the current 2013 / 2014 fiscal year.

### Outlook

For KROMI Logistik, the first quarter of its 2013 / 2014 fiscal year was again characterised by revenue growth.

KROMI Logistik expects that its business will continue to grow over the coming years. For example, somewhat stronger global economic output growth is forecast from 2014, even if the economic situation in southern European states remains strained. KROMI plans a further expansion of its business in the current 2013 / 2014 year, especially on the German domestic market and in Brazil. Offsetting this, revenues with Southern European customers are expected to be somewhat moderate due to forecast lower production levels.

Given the strong revenue growth that we have achieved over recent years, KROMI Logistik is now setting its sights on more moderate growth in its target markets. Our focus will be on enhancing profitability in this context. The Managing Board is consequently assuming that single-digit percentage revenue growth in the 2013 / 2014 fiscal year can be achieved. In this context, the company has already anticipated that, along with the subdued trend on Southern Europe, it can also implement targeted adjustments to its portfolio of customers and markets.

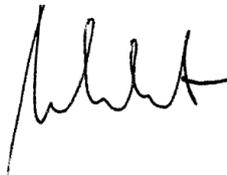
Accompanying this, KROMI also expects a continuous improvement in its operating earnings. The economy, and consequently customers' production levels, will prove to be critical factors in this earnings growth. If these perform positively, the Management Board aims for further EBIT growth as part of its gradual and profitable growth strategy. The EBIT margin will prospectively remain within the lower to mid single-digit percentage range in the current fiscal year.

## Risk report and forecast report

Current projects and cooperation ventures should also facilitate business volume growth in 2014 / 2015. In this context, too, the precondition is nevertheless that the global economy remains stable. The Managing Board will continue to pursue its strategy of targeting investments in new customers and markets. Along with the controlled expansion of our revenue volume, we are now focusing to an even greater extent on earnings growth. Thanks to the adjustments that we have made in recent years and the corporate dimension that we have attained, KROMI Logistik AG is very well positioned to continue on the path of sustainable and profitable growth that it has adopted.

Hamburg, November 5, 2013

Managing Board of KROMI Logistik AG



Jörg Schubert



Uwe Pfeiffer



Bernd Paulini



Axel Schubert

## Consolidated balance sheet

## Consolidated balance sheet according to IFRS as of September 30, 2013 and of June 30, 2013

<b>Assets</b>	<b>September 30, 2013</b>	<b>June 30, 2013</b>
<b>Non-current assets</b>		
Intangible assets	254	247
Other property, plant and equipment	4,261	4,472
Other non-current assets	1,643	1,588
Deferred taxes	316	312
<b>Total non-current assets</b>	<b>6,474</b>	<b>6,619</b>
<b>Current assets</b>		
Inventories	14,459	14,265
Trade receivables	13,660	14,881
Other current receivables	1,127	1,449
Income tax receivables	12	12
Cash and cash equivalents	269	199
<b>Total current assets</b>	<b>29,527</b>	<b>30,806</b>
	<b>36,001</b>	<b>37,425</b>

In EUR thousand (unless otherwise stated)

<b>Equity and liabilities</b>	<b>September 30, 2013</b>	<b>June 30, 2013</b>
<b>Equity</b>		
Subscribed capital	4,125	4,125
Share premium	15,999	15,999
Retained earnings	1,007	1,007
Reserve for cash flow hedges	-75	-73
Net retained profits	1,000	1,196
Currency translation	331	367
Minority interests	-24	-22
<b>Total equity</b>	<b>22,363</b>	<b>22,599</b>
<b>Total non-current liabilities</b>		
Provisions for pensions	2,156	2,123
Long-term interest-bearing loans	1,275	1,300
Other long-term liabilities	111	108
Deferred taxes	22	21
<b>Total non-current liabilities</b>	<b>3,564</b>	<b>3,552</b>
<b>Current liabilities</b>		
Income tax liabilities	302	288
Short-term interest-bearing loans	4,634	5,009
Trade payables	4,021	5,003
Other current liabilities	1,117	974
<b>Total current liabilities</b>	<b>10,074</b>	<b>11,274</b>
	<b>36,001</b>	<b>37,425</b>

In EUR thousand (unless otherwise stated)

## Consolidated income statement

## Consolidated income statement according to IFRS from July 1, 2013 to September 30, 2013 and from July 1, 2012 to September 30, 2012

	Jul 1, 2013 to Sept 30, 2013	Jul 1, 2012 to Sept 30, 2012
<b>Revenue</b>	<b>14,535</b>	<b>13,409</b>
Other operating income	170	175
Cost of materials	11,168	10,089
Staff costs	1,866	1,873
Depreciation / amortisation	223	200
Other operating expenses	1,544	1,525
<b>Profit from operations</b>	<b>-96</b>	<b>-103</b>
Finance costs	79	64
Other financial income	2	35
<b>Earnings before tax</b>	<b>-173</b>	<b>132</b>
Income taxes	26	33
<b>Consolidated net income</b>	<b>-199</b>	<b>-165</b>
Consolidated net income due to shareholders of KROMI Logistik AG	-197	-163
Consolidated net income due to minority interests	-2	-2

In EUR thousand (unless otherwise stated)

## Consolidated statement of comprehensive income

## Consolidated statement of comprehensive income according to IFRS from July 1, 2013 to September 30, 2013 and from July 1, 2012 to September 30, 2012

	Jul 1, 2013 to Sept 30, 2013	Jul 1, 2012 to Sept 30, 2012
<b>Company net profit for the period</b>	<b>-199</b>	<b>-165</b>
Income and expenses recognised directly under equity		
Foreign currency translation consolidated subsidiaries	-36	16
<b>Consolidated net income</b>		
Consolidated net income due to shareholders of KROMI Logistik AG	-197	-163
Consolidated net income due to minority interests	-2	-2

In EUR thousand (unless otherwise stated)

## Consolidated cash flow statement

## Consolidated cash flow statement according to IFRS from July 1, 2013 to September 30, 2013 and from July 1, 2012 to September 30, 2012

	Jul 1, 2013 to Sept 30, 2013	Jul 1, 2012 to Sept 30, 2012
<b>Cash flow from operating activities</b>		
Consolidated earnings before interest and taxes (EBIT)	-96	-103
Adjustments for:		
+ Amortisation / depreciation	223	200
- Increase in other non-current receivables	55	51
+ Increase in provisions for pensions	33	34
-/+ Change in net current assets	148	286
+ Interest received	2	35
- Interest paid	79	64
+/- Income taxes received / paid	-26	-33
<b>Nettozahlungsmittel aus betrieblicher Tätigkeit</b>	<b>150</b>	<b>304</b>
<b>Cash flow from investing activities</b>		
Payments for the acquisition of non-current assets	19	171
<b>Net cash used in investing activities</b>	<b>19</b>	<b>171</b>
<b>Cash flow from financing activities</b>		
Payments for the acquisition of non-current assets	-25	-25
<b>Net cash used in financing activities</b>	<b>-25</b>	<b>-25</b>
Net in / decrease of cash and cash equivalents	106	108
Currency conversion	-36	16
+ Cash and cash equivalents – start of period	199	171
<b>Cash and cash equivalents – end of period</b>	<b>269</b>	<b>295</b>

In EUR thousand (unless otherwise stated)

## Consolidated statement of changes in equity

## Consolidated statement of changes in equity from July 1, 2013 to September 30, 2013 and from July 1, 2012 to September 30, 2012

	Subscribed capital	Share premium	Retained earnings	Reserves for cash flow hedges	Net retained profits	Currency translation	Minority interests	Equity
<b>Balance as of Jul 1, 2012</b>	4,125	15,999	1,007	-48	1,157	104	-14	22,330
1. Consolidated net loss for the year	-	-	-	-	-163	-	-2	-165
2. Other income	-	-	-	-	-	16	-	16
3. Consolidated net income	-	-	-	-	-163	16	-2	-149
<b>Sept 30, 2012</b>	4,125	15,999	1,007	-48	994	120	-16	22,181
<b>Jul 1, 2013</b>	4,125	15,999	1,007	-73	1,196	367	-22	22,599
1. Consolidated net loss for the year	-	-	-	-	-196	-	-2	-198
2. Other income	-	-	-	-2	-	-36	-	-38
3. Consolidated net income	-	-	-	-2	-196	-36	-2	-236
<b>Balance as of Sept 30, 2013</b>	4,125	15,999	1,007	-75	1,000	331	-24	22,363

In EUR thousand (unless otherwise stated)

## Notes to the interim consolidated financial statements as of September 30, 2013, pursuant to IFRS

### 1. Introduction

KROMI Logistik AG, hereinafter also referred to as the „company“, operates in the wholesaling / retailing and sale of machining tools and associated services. The company mostly focuses on customers in the machining metal-working segment that have a high requirement for tools. These include, in particular, automotive suppliers, companies in the aerospace sector, and companies in the general engineering segment.

The company has its registered office at Tarpenring 11, 22419 Hamburg, Germany.

The abbreviated interim financial statements for the period July 1, 2013 until September 30, 2013 of KROMI Logistik AG were prepared on the basis of IFRS accounting standards. These condensed interim financial statements were prepared in accordance with IAS 34 „Interim Financial Reporting“.

### 2. Accounting methods

The same accounting methods as in the consolidated financial statements as of June 30, 2013 were applied when preparing these interim financial statements as of September 30, 2013. The notes to the consolidated financial statements for the fiscal year from July 1, 2012, until June 30, 2013, contain a detailed description of these methods.

Standards and interpretations that require mandatory first-time application in the 2012 / 2013 fiscal year have no effect on the Group's accounting methods. Due to the first-time application of the revised version of IAS 1 „Presentation of Financial Statements“, the interim consolidated financial statements were augmented to include a statement of comprehensive income that replaces the income and expenses that were previously reported directly in equity.

### 3. Notes to the consolidated balance sheet

#### **Non-current assets, investments**

Other non-current receivables include the valuation as of the reporting date of reinsurance policies concluded to finance pension commitments.

### 4. Segment reporting

The company forms its segments on the basis of its sales markets. The figures are based on customers' locations in Germany and abroad as the markets that the company currently supplies.

## Notes

The foreign markets include, in particular, Slovakia, Spain, the Czech Republic, Brazil, Italy, Denmark and Poland, which account for the bulk of sales with foreign customers. The other countries to which deliveries are made (Rumania and Austria) play a subordinate role in the current fiscal year. Almost all revenue is invoiced in euros – only in Brazil are all business transactions processed in Brazilian reals (BRL) – as a consequence of which there are no currency risks to report.

If it proved impossible to assign individual items to the segment reporting according to the above (primary) criteria, the company has made reasonable assumptions for the distribution of key assets. If it proved impossible to make any plausible or reasoned assumptions that were very likely to lead to the results similar to those actually obtained, the respective item was not included in the segment reporting, and was shown only in the reconciliation statement.

Segment earnings comprise revenues less the cost of materials, and less depreciation / amortisation.

In EUR thousand	Germany		Abroad		Total	
	7/13-9/13	7/12-9/12	7/13-9/13	7/12-9/12	7/13-9/13	7/12-9/12
Revenue	9,407	9,442	5,128	3,967	14,535	13,409
Segment result	2,214	2,403	930	717	3,144	3,120
Plus: Other operating income					170	175
Less: Staff costs					-1,866	-1,873
Less: Other operating expenses					-1,544	-1,525
Plus / less: Financial result					-77	-29
Less: Income taxes					-26	-33
<b>Net income for the period</b>					<b>-199</b>	<b>-165</b>

## 5. Significant events after the balance sheet date

There were no events that require reporting in the period between the September 30, 2013 reporting date and the date when these interim financial statements were prepared.

## 6. Contingent liabilities and other financial commitments

There were no significant changes to existing contingent liabilities.

## Notes

## 7. Earnings per share, dividends paid

Basic (undiluted) earnings per share are calculated as follows:

	1.7.-30.9.2013	1.7.-30.9.2012
Net income for the period	-199	-165
Number of shares in fiscal year	4,124,900	4,124,900
Earnings per share (basic)	<u>-0.05</u>	<u>-0.04</u>

Diluted earnings per share correspond to the basic earnings per share.

The Managing Board is authorized, with the approval of the Supervisory Board, to increase the company's share capital by up to a total of EUR 2,062 thousand (Authorized Capital). This authorized capital can lead to diluted earnings per share in future as soon as the Managing Board avails itself of this authorization.

No dividends were paid in the period from July 1 to September 30, 2013.

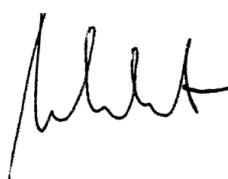
## 8. Transactions with related parties

The company reported merchandise supply relationships in the period July 1 until September 30, 2013 with the sister company Krollmann & Mittelstädt Hamburg GmbH in a (net) amount of EUR 1,215 thousand (previous year: EUR 1,048 thousand), and a service agreement for IT, other equipment, cleaning and maintenance, accounting and central HR management, which generated revenue of EUR 51 thousand (previous year: EUR 51 thousand). KROMI Logistik AG also received rental income of EUR 12 thousand (previous year: EUR 12 thousand). The company reported receivables of EUR 0 thousand (previous year: EUR 0 thousand) due from, and liabilities of EUR 497 thousand (previous year: EUR 446 thousand) due to, Krollmann & Mittelstädt Hamburg GmbH as of September 30, 2013.

There was a service agreement for management, IT, other equipment, cleaning and maintenance, accounting and central HR management with sister company Krollmann & Mittelstädt Magdeburg GmbH, which resulted in income totalling EUR 42 thousand (previous year: EUR 42 thousand) for the company. There were receivables of EUR 6 thousand (previous year: EUR 6 thousand) due from, and no liabilities due to, Krollmann & Mittelstädt Magdeburg GmbH as of September 30, 2013.

Hamburg, November 5, 2013

Managing Board of KROMI Logistik AG



Jörg Schubert



Uwe Pfeiffer



Bernd Paulini



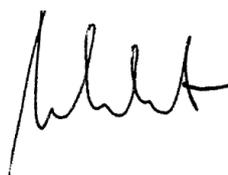
Axel Schubert

## Responsibility statement (pursuant to Section 37w (2) No. 3 of the German Securities Trading Act [WpHG])

To the best of our knowledge, we declare that, according to the applicable principles of interim reporting, the interim consolidated financial statements provide a true and fair view of the Group's net assets, financial position and results of operations, that the interim Group management report presents the Group's business including the results and the Group's position such as to provide a true and fair view, and that the major opportunities and risks of the Group's anticipated growth for the remainder of the fiscal year are described.

Hamburg, November 5, 2013

Managing Board of KROMI Logistik AG



Jörg Schubert



Uwe Pfeiffer



Bernd Paulini



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This report includes forward-looking statements which reflect the current views of KROMI Logistik AG's management with regard to future events. As a rule, these are shown by the use of „should“, „expect“, „assume“, „anticipate“, „intend“, „estimate“, „aim“, „have the aim of“, „forecast“, „will be“, „desire“, „outlook“ and similar expressions, and generally include information based on current forecasts, estimates or expectations. They are subject to risks and insecurities that are difficult to assess and not in KROMI Logistik AG's control.

These also include factors that have an impact on the development of costs and income, for example regulatory requirements, competition that is more intense than expected, changes in technology, litigation and developments under supervisory law. If these or other risks and insecurities should occur, or if the assumptions on which the statements in this report are based should prove to be incorrect, the actual results of KROMI Logistik AG could differ greatly from the results that are expressed or implied in these statements. KROMI Logistik AG does not assume any guarantee that the forward-looking expectations and assumptions will actually occur. In addition, KROMI Logistik AG declines all responsibility for updating forward-looking statements by taking into account new information or future events.



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