

INTERIM REPORT 1ST QUARTER 2013





## **Letter from the Management Board**

Dear Shareholders.

the economic situation slowdown, which was already noted at the end of the last quarter of the previous year, was also noticeable in the first two months of the first guarter in 2013. Due to a market-driven customer retention, group revenues decreased by 2.8% compared to the same period of the previous year, from €6.8 million to €6.6 million. Simultaneously, during the reporting period, we were impacted by non-recurring expenses of consulting services in order to optimize fixed costs, which amounted to €0.1 million. However, the resulting cost savings will be overcompensated in the course of the fiscal year.

On the whole, company profitability was affected from these effects. In the first three months of the fiscal year the group generated an EBITDA of €3.0 million, compared to €0.5 million in the previous year. Earnings before taxes were balanced.

The situation reported here has improved again. Compared to the previous month, we registered already in March a significant orders increase in the particularly affected business sector of rapid tooling. However, this improvement will be financially noticed just in the second quarter. The services demand in Rapid Prototyping develops successfully on the whole. Nevertheless, an increasing price pressure is also noticeable in this segment. In the first guarter we enhanced our capacities in this sector with industrial 3Dprinters and we also plan a further increase in capacities for the next quarters in the prototyping locations.

Business development in the medical technology sector is still restrained. This is first due to a higher comparison reference: In the same period of the previous year, retail sales, which have ceased since March 2012, were still invoiced. Furthermore, also in this sector the slowdown in economic dynamics affects the demand of orthopaedic implants. The revenues development demonstrates also in this case, that growth can be mainly achieved through the expansion of our innovative solutions in the manufacturing technologies sector. We expect a positive drive from the new laser-sintering application centre in Eschenlohe.

Operationally, we have countered with further improvements in material- and personnel efficiency. In order to increase the operational performance and to improve the customer offer, we combined on 1st May 2013 the subsidiary MediMet Precision Casting and Implants Technology GmbH and Alphaform-Claho GmbH to "Alphaform Medical Division". In the future, the medical division will be lead jointly by a technical and a commercial MD and it will offer from one hand the complete portfolio of our technologies and services to our customers.

Furthermore, Alphaform AG is still well positioned in prototyping and in medical technology. Also in the future we will benefit from the flourishing development activity in the automotive industry, as well as from the demographically driven demand for orthopaedic implants.

According to the latest forecasts of leading economic research institutes, the company is expecting a temporary slowdown of the market dynamics for the rest of the fiscal year 2013. The new technologies in preparation will achieve significant financial contributions not until the second half of the year. We are confident that we can compensate the restrained start during the rest of the present fiscal year and we expect a group revenue

between €27 and €29 million. Also during the present year the company will continue focusing on improvement of productivity, cash flow and profitability. Despite high efforts in the new growth areas laser-sintering application-centre in Eschenlohe and capacities increase in the 3D-printing sector in the prototyping locations, the Board strives for the targeted result improvement to €0.8 million.

Yours,

Dr. Thomas Vetter CEO Alphaform AG

## Alphaform in the first quarter 2013: Restrained start into 2013

The key figures for the first quarter of the fiscal year 2013 are as follows:

- Revenue in the first quarter of 2013 declines by 2.8% to €6.567 million. For the same period during the previous year revenue was at €6.795 million.
- As at 31<sup>st</sup> March 2013, booked business amounts to €2.7 million. In the previous vear as at 31<sup>st</sup> March 2012 they amounted to €3.3 million.
- EBITDA declines to €0.348 million in the first quarter of 2013 compared to the same period of the previous year at €0.546 million.
- Net result after interest and taxes reduces to €-0.036 million in the first quarter of 2013. In the same quarter of the previous year €0.152 million were generated.
- Earnings per share is negative at €-0.01 in the first quarter. In year 2012, a positive earnings per share of €0.03 was reached.
- Cash flow from operating activities in the first three months of the year 2013 was at €-0.320 million, compared to €0.150 million during the same period of the previous year. This was mainly due to the deterioration in operative result and an increase in current assets.
- As at 31<sup>st</sup> March 2013, the group employed 231 full-time equivalents (compared to the previous year as at 31<sup>st</sup> March: 230).

## **Key figures of the Alphaform Group**

T€, exept employees and earnings per share	Quarter 1			
	2013	2012	Change in %	
Revenue	6.567	6.754	-2,8	
EBITDA	348	546	-36,3	
Operating result	53	219	-75,8	
Result after tax	-36	152	-123,7	
Earning per share	-0,01	0,03	-133,3	
Equity as of March, 31 (2009 as of Dec, 31)	12.748	12.782	-0,3	
Total assets as of March, 31 (2009 as of Dec, 31)	21.248	21.385	-0,6	
Equity ratio (percent)	60,0	59,8	0,4	
Cash and cash equivalents and securities as of				
March, 31 (2009 as of Dec, 31)	885	1.633	-45,8	
Group employees as of March, 31	231	230	0,4	

## Interim Group management report

## Company development / sector overview

The demand of the German automotive industry for prototypes decreased in the fourth quarter of 2012 and it recovered again just at the end of the first quarter 2013. According to the assessment of Alphaform, this is due to the weak demand in the European automotive market, which has as a consequence a budget review and a delayed budget release for many development projects at the end of the year. However, demand has increased in the other market segments, so that prototypes revenues increased by 6.9% to €4.2 million during the reporting period. Compared to the same period of the previous year, revenues amounted to almost €4.0 million. Despite a continuous hesitant automotive market, the incoming order situation has improved again for Alphaform, which particularly originated by the premium automotive manufacturers. Until now, there is no alternative strategy in sight for the present followed model offensive. In the location Feldkirchen we are optimal equipped for the prototyping needs of the automotive industry. At the moment, we are working on process automation by proprietary software to further increase our efficiency.

In our subsidiary MediMet in Stade, customer demand decreased during the first quarter of 2013. At €1.9 million, the company registered a lower turnover by 12.1% compared to the same quarter of the previous year at €2.2 million. This is first due to the loss of retail sales, which were invoiced up to the end of the first quarter in 2012. Furthermore, the slowdown in economic dynamics on the demand of orthopaedic implants also affects this area. In general, the market upward trend for orthopaedic implants remains intact. Our enhancement measures program has been successful until now, however it will be partially compensated by the increasing quality requirements of the customers.

The Alphaform-Claho in Eschenlohe had to fight the most with the market driven customer restrain in the automotive industry during the first quarter of 2013. The company revenue declined by 28%, from €1.1 million in the first quarter of 2012 to €0.8 million in the same period in 2013. This reduction is particularly occasioned by the decline in demand in the last guarter of the year 2012. Incoming orders in the first guarter of 2013 are again up by 35% compared to the previous quarter, and by 25% over the comparison value of the previous year. However, the improvement will be financially noticed just in the second quarter of 2013. Also in Eschenlohe emerges the laser-sintering application centre, with which Alphaform positions itself as a pioneer for additive manufacturing.

In order to reach the intended target of two-digits revenue margin, the company MediMet Precision Casting and Implants Technology GmbH and Alphaform-Claho GmbH will bundle their competences to "Alphaform Medical Division". Through this change in the organisation we want to reinforce the focus on our orthopaedic market customers and - at the same time - offer established and innovative technologies from one hand. The new division will be lead by 2 MDs: It will be composed by the marketing consultant from the medical sector, who already has been working for MediMet and will now assume the financial management of the medical division, and by the MD of Alphaform-Claho, who will take over the technical direction of the medical division and who will specially continue to push along the efficiency improvement and process optimization.

The Alphaform subsidiaries in Scandinavia remained steady to a comparatively high level. Business in the UK was extended by 59% compared to the previous year, which was particularly due to the increasing demand in the motorsport business.

Group-wide, EBITDA diminished considerably in the first quarter of 2013, from €0.5 million, to €0.3 million, which was mainly due to a temporarily declining customer demand and non-recurring expenses for consulting services to optimize fixed costs amounting to €0.1 million. The resulting cost savings will be overcompensated in the course of the fiscal year.

Our gross margin was also affected and declined in the first quarter of 2013 by 4.9 percentage points to 67.5%.

### Net assets, financial position and operational results

## Revenue development and order situation

Compared to the same period of the previous year, group revenue declined by 2.8% to €6.567 million, starting at €6.754 in the first three months of 2012.

The order backlog of the Group amounted to €2.7 million at the end of the first quarter of 2013. The order backlog decreased by 18.8% compared to the same deadline in the previous year (order backlog at 31st March 2012: €3.3 million).

## Material costs and gross margin

In the first quarter of 2013, the generated gross margin of 67.6% was by 4.8% lower than in the same period in 2012 (72.4%).

The material costs increased by €0.139 million in the first quarter of 2013 compared to 2012, from €2.134 million to €2.273 million.

## **Operational costs**

The net result of the Alphaform Group reduced by €0.188 million in the first quarter of 2013 compared to the same period of the previous year, from €0.156 million in the first quarter of 2012 to €-0.036 million in the first quarter of 2013.

#### Staff costs

Staff costs reduced by €0.029 million in the first quarter of 2013 compared to the same period of the last year, which represents a reduction by 1.1%.

#### Depreciation and amortisation expenses

The amount of depreciation and amortisation expenses reduced slightly in the first quarter 2013 compared to the same period of the previous year. Depreciation and amortisation expenses amounted to €0.295 million in the first quarter of 2013 and therefore, they were by 9.8% lower than in the first quarter of 2012 (€0.327 million).

### Other operating expenses

At €1.402 million in the first quarter 2013, other operating expenses are by €0.230 million lower than in the same period of the previous year (€1.632 million). The main reason for that were higher consulting expenses.

## Financing and cash flow

The consolidated cash flow of the group shows the origins and use of the cash flow in the first three months of the fiscal years 2013 and 2012. For this case, cash flow is split into those from the current operating activity and those from investing and financing activities.

In the first quarter of 2013, cash flow from operating activities amounted to €-0.320 million and was by €0.470 million under the cash flow of the same period of the previous year at €0.150 million. The main reason for the lower cash flow in relation to the previous year is the reduction of results.

In the first quarter of 2013, the cash drain resulting from investment activities amounted to €0.168 million, whereat most of that follows from the acquisition of fixed assets.

Cash flow from financing activities generated a cash drain of €0.237 million in the first quarter of 2013, which amounted to €0.180 million. Compared to the same period of the previous year, there was a cash drain of €0.722 million due to the repayment of bank loans.

Cash and cash equivalents decreased by €0.188 million compared to the same period of the previous year. Until the deadline on 31st March 2013, available cash and cash equivalents amounted to €0.885 million compared to €1.073 million until the deadline on 31<sup>st</sup> March 2012.

#### **Balance sheet**

As at 31<sup>st</sup> March 2013, total assets amounted to €21.248 million, representing a reduction by €0.137 compared to the balance value until the deadline on 31<sup>st</sup> December 2012 (€21.385 million). The equity ratio rose from 59.8% as at 31<sup>st</sup> December 2012 to 60.0% to 31<sup>st</sup> March 2013.

The biggest changes compared with the end of the year 2012 are related to the positions accounts receivables and inventory. Accounts receivables increased by €0.509 million from €2.428 million as at 31<sup>st</sup> December 2012 to €2.937 million as at March 2013. Inventory increased by €0.472 million from €4.593 million as at 31st December 2012 to €5.065 million as at 31<sup>st</sup> March 2013.

### **Employees**

As at 31<sup>st</sup> March, our company employed 231 persons (FTEs). This represents an increase of 0.4% compared to the same deadline of the previous year. At present, the Alphaform Group employs 9 trainees.

As at 31st March 2013 and 31st March 2012, the employees' structure was represented as follows:

	Quarter 1			
		Change		
	2013	2012	in %	
Alphaform AG	92	81	2.5	
Alphaform -Claho GmbH	83 39	38	2,5 2,6	
Alphaform RPI Oy, Finland	16	16	0,0	
Alphaform Ltd., Great Britain	2	2	0,0	
Alphaform-Projekt GmbH	0	0	0,0	
MediMet GmbH	91	93	-2,2	
Employees group total	231	230	0,4	

## Reports of risk and forecast

A significant proportion of the Alphaform Group revenue is generated by project orders of the automotive industry as well as by serial orders of medical orthopaedics. These industries are particularly characterised by a persistent pressure on suppliers, an aggressive price competition, strict development budgets and shorter project terms. In addition, the development scenario of the automotive industry is changing. As it is not always possible for us to predict these processes, they represent a significant risk for the full utilisation of our capacities and hence for our results. Furthermore, consolidation trends are being observed among large market players (OEMs) in the medical technology area, which also entail the risk of increasing price pressure in the supplier sector.

#### **Outlook**

According to the latest forecasts of leading economic research institutes, we expect a temporary slowdown of the market dynamics for the rest of the fiscal year 2013. Prototyping business should move slightly above the level of the quarter of the previous year, due to developments in the automotive sector and an increasing demand in the non-automotive segment. For the moment, we expect a slowdown in demand for conventional services in the medical technology business sector. We also expect new drive by means of innovative process technologies from the laser-sintering application centre during the second half of the year.

We are confident that we can compensate the restrained start during the rest of the present fiscal year and we expect a group revenue between €27 and €29 million. Also during the present year the company will continue focusing on improvement of productivity, cash flow and profitability. Despite high efforts in the new growth areas laser-sintering application-centre in Eschenlohe and capacities increase in the 3D-printing sector in the prototyping locations, we strive for the targeted result improvement to €0.8 million.

Feldkirchen, May 2013

Dr. Thomas Vetter CEO of Alphaform AG

# **Group – Consolidated statement of comprehensive income**

In T€, with the exception of earnings per share and number of shares	1 January - 3	31 March
	2013	2012
Revenues	6.567	6.754
Changes in inventories	46	66
Other operating income	96	207
Cost of materials	-2.273	-2.134
Gross profit	4.436	4.893
Personnel expenses	-2.686	-2.715
Depreciation and amortisation costs and other write-offs	-295	-327
Other operating expenses	-1.402	-1.632
Operating result	53	219
Other interest and similar income	0	4
Interest and similar expenses	-88	-69
Result before tax	-35	154
Other taxes	-1	-2
Result after tax	-36	152
Allocations of profit or loss		
profit or loss attributable to minority interest	1	1
Gross profit / loss	-35	153
Profit/loss per share		
Profitioss per strate		
Profit/loss per share (basic)	-0,01	0,03
Profit/loss per share (diluted)	-0,01	0,03
Weighted average number of shares outstanding (basic)	5.318.209	5.318.209
Weighted average number of shares outstanding (diluted)	5.318.209	5.318.209

# **Group – Statement of financial position**

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855	
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000	932
0	12
4	8
10.359	10.575
24 249	21.385
21.240	21.303
March	31 December
2012	2012
5.318	5.318
11.325	11.325
1	0
-3.896	-3.861
12.748	12.782
792	804
	1.207
401	454
231	235
	898
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# **Group – Consolidated terms of cash flows**

	1 January -	31 March
	2013	2012
T€		
Result after taxes	-35	210
Adjustments reconcile net profit/loss to net cash from/used in operating		
activities		
Depreciation of property, plant and equipment	267	326
Sale of property, plant and equipment at residual value	0	40
Currency translation differences	1	-1
Changes in operating assets and liabilities:		
Trade receivables	288	-170
Inventories	-472	-284
Other current assets	-643	141
Restricted cash	100	-154
Liabilities	509	44
Other provisions and liabilities	-375	-2
Net cash from operating activities	-320	150
Acquisition of property, plant and equipment, excl. finance leases	-169	-236
Proceeds from the sale of property, plant and equipment, excl. finance leases	0	C
Expenses for other loans	4	3
Acquisition of subsidiaries	-3	-75
Net cash used in investing activities	-168	-308
New Bank Loans	0	29
Principal payments on bank loans	-180	-722
• • •		
Principals payments under finance leases  Net cash used in financing activities	-57 <b>-237</b>	-28 <b>-72</b> 1
Net cash used in imancing activities	-231	-121
Net reduction in cash and cash equivalents	-725	-879
Restricted cash	-23	400
Cash, cash equivalents and short term investments at beginning of period	1.633	1.552
Cash and cash equivalents including short-term investments at the		
end of the period	885	1.073
Additional cash flow statement disclosures		
Cash paid for interest	88	69
Revenue for interest	0	
Non-cash transactions:		
Property, plant and equipment acquired under finance leases	0	376

## **Group – Consolidated statement of changes in equity**

	Commor	Stock		Accumulated		
				other		Total
	Number		Additional	comprehensive	Accumulated	shareholders'
All figures in €thousand exept number of shares	of shares	Amount	paid-in-capital	income	profit / deficit	equity
IAS/IFRS shareholders equity as of December 31, 2011	5.318.209	5.318	11.325	9	(4.398)	12.254
Result					210	210
Foreign currency translation				1		1
IAS/IFRS shareholders equity as of March 31, 2012	5.318.209	5.318	11.325	10	(4.188)	12.465
IAS/IFRS shareholders equity as of December 31, 2012	5.318.209	5.318	11.325	0	(3.861)	12.782
Result					(35)	(35)
Foreign currency translation				1		1
IAS/IFRS shareholders equity as of March 31, 2013	5.318.209	5.318	11.325	1	(3.896)	12.748

## Notes to the consolidated financial statement (shortened)

## **Basis of consolidation**

The consolidated financial statements include Alphaform AG and all its associated companies in line with the method of full consolidation. In the 1<sup>st</sup> guarter of 2013 there was no change in the Group compared to the status as at 31<sup>st</sup> December 2012.

As at 31<sup>st</sup> March, the company held 100% of the shares in the following subsidiaries directly:

•	Alphaform-Projekt GmbH, Feldkirchen	100%
•	Alphaform Ltd., Newbury, UK	100%
•	Alphaform-Claho GmbH, Eschenlohe	100%
•	Alphaform RPI Oy, Rusko, Finland	100%
•	MediMet Precision Casting and Implants Technology GmbH	100%

## **Basic accounting policies**

### **Principles of reporting**

The present report as at 31st March 2013 was prepared in shortened form compared to the consolidated annual financial statements in accordance with the regulations of IAS 34 "Interim Financial Reporting".

The consolidated financial statements as at 31st December 2012 were prepared in accordance with the International Financial Reporting Standards (IFRS) of the International Accounting Standards Board (IASB) considering the interpretations of the International Financial Reporting Interpretations Committee (IFRIC).

The accounting and consolidation policies applied in this report as at 31st March are the same as those used in the consolidated financial statements as at 31st December 2012.

The accounting policies were applied consistently to all financial years presented in the financial statements. Expenses and incomes, which are incurred or generated not until the end of the financial year, are recognised by a period for purposes of interim financial reporting.

Further, the recommendations of Deutsche Börse on quarterly reporting by companies listed in the Prime Standard are also applied.

The interim consolidated financial statements were neither audited in line with section 317 of the German Commercial Code (HGB) nor reviewed by an auditor.

The same principles of consolidation were applied in preparing the interim financial statements and calculating comparative figures as for the 2012 consolidated financial statements.

## Segment reporting

A business segment is a distinguishable component of a group that is engaged in providing products or services and that is exposed to risks and returns that are different from those of other business segments.

Segment information is provided on the Group's business and geographical segments. The basis for the primary segment-reporting format is the Group's management structure and its financial reporting system. Segments results contain components that are directly attributable to the individual segment or that can be reasonably allocated to the segments.

## **Business segments**

The Group consists primarily of the following three business segments:

## **Rapid Prototyping**

The Rapid Prototyping business segment comprises Alphaform AG, Feldkirchen, (including Group Administration), Alphaform RPI Oy, Finland, Alphaform Ltd., UK, and Alphaform-Projekt GmbH, Feldkirchen.

#### Rapid Tooling

The Rapid Tooling business segment comprises Alphaform-Claho GmbH, Eschenlohe.

### **Precision Casting**

The Precision Casting comprises MediMet GmbH, Stade.

## Period from 1<sup>st</sup> January to 31<sup>st</sup> March 2013:

	Central	North	Presicion	Not	
	Europe	Europe	Casting	allocated	Group
T€	2013	2013	2013	2013	2013
External revenues	4.245	427	1.895	0	6.567
Revenues with other segments	0	373	4	-377	0
Revenues	4.245	800	1.899	-377	6.567
Segment earnings	137	-92	4	4	53
Interest income	9	0	О	-9	0
Interest expense	-68	-12	-17	9	-88
Other expenses, net	0	0	0	0	0
Profit/loss before taxes	78	-104	-13	4	-35
Income taxes	0	0	-1	0	-1
Net result for the period	78	-104	-14	4	-36

## Period from 1<sup>st</sup> January to 31<sup>st</sup> March 2012:

	Central Europe	North Europe	Presicion Casting	Not allocated	Group
T€	2012	2012	2012	2012	2012
External revenues	3.953	642	2.159	0	6.754
Revenues with other segments	4	475	1	-480	0
Revenues	3.957	1.117	2.160	-480	6.754
Segment earnings	32	95	92	0	219
Interest income	18	1	О	-14	5
Interest expense	-49	-15	-20	14	-70
Other expenses, net	0	0	0	0	0
Profit/loss before taxes	1	81	72	0	154
Income taxes	0	-1	-1	0	-2
Net result for the period	1	80	71	0	152

## **Geographical segments**

The geographical segments are divided into Central Europe and Northern Europe. Segment revenue information is related to the domicile of the respective customer.

The following table shows the geographical distribution of revenue:

## Consolidated revenue from 1st January to 31st March:

	Central	Europe	North I	Europe .	not allocated		Total	
T€	2013	2012	2013	2012	2013	2012	2013	2012
Germany	3.369	3.369	0	0	0	0	3.369	3.369
Finland	0	0	606	606	0	0	606	606
UK	52	52	507	507	0	0	559	559
Rest of Europe	557	557	0	0	0	0	557	557
Rest of World	1.663	1.663	0	0	0	0	1.663	1.663
Total	5.641	5.641	1.113	1.113	0	0	6.754	6.754

## **Stock option plans**

No stock options were issued to the Management Board or to the Supervisory Board in 2013 and 2012

## **Related parties**

There were no personnel changes within the Management Board or in the Supervisory Board in the 1<sup>st</sup> quarter of 2013.

The following table shows the shareholdings of the Management Board and the Supervisory Board as at 31<sup>st</sup> March 2013:

	Position	Stock options as of 31 <sup>st</sup> March 2013	Shares as of 31 <sup>st</sup> March 2013	Per cent of share capital <sup>1)</sup>
Dr. Thomas Vetter	Chief Executive Officer		125.321 <sup>2)</sup>	2.36
Matti Paasila	Chairman of the Supervisory Board		60.000	1.13
Dr. Hans J. Langer	Member of the Supervisory Board		976.659 <sup>3)</sup>	18.36
Falk F. Strascheg	Member of the Supervisory Board		852.317 <sup>4)</sup>	16.03
Total		0.00	2.014.297	37.88

- 1) 5.318.209 shares
- 2) of which 53.180 shares held by Juana Parra
- 3) of which 976.659 shares held by LHUM Vermögensverwaltungs GmbH
- 4) of which 433.583 shares held in Renate Strascheg Holding GmbH; of which 418.734 shares in Falk Strascheg Holding GmbH

As at 31<sup>st</sup> March 2013 no stock options had been issued to members of the Management Board or the Supervisory Board. Alphaform AG has not granted any loans to members of the Management Board nor the Supervisory Board, but it has assumed a bank guarantee at Deutsche Bank AG for a loan to Dr. Thomas Vetter mounting to €400 thousand.

Effective from the 1<sup>st</sup> February 2010, there is a consulting agreement between Alphaform AG and Mr Paasila independently of his position as the Chairman of the Supervisory Board of Alphaform AG. Mr Paasila supports the company in the implementation of its strategic reorientation with his particular expertise and his access to an international net-

work on approximately 10-15 compensated consulting days per year, for a daily fee of €1.5 thousand. In particular, Mr Paasila plays an active role generating leads, analysing and assessing business (due diligence) and transaction pricing negotiations. Mr Paasila also advises the company on the operational incorporation of acquired companies into the Alphaform Group.

Other than this, there are currently no further consulting contracts with current or former members of the Supervisory Board.

As a member of the Supervisory Board of Alphaform AG, Dr. Hans Langer is also the Chairman of the Management Board of EOS Holding AG in Krailling, EOS GmbH, a wholly owned subsidiary of EOS Holding AG, is one of the largest supplier of raw materials with a purchasing volume amounting to €0.266 million in the first three months of 2013 (previous year: €0.238 million).

## **Events after the first three months**

After the first three months in 2013, there were no further events of essential importance or that could require a reassessment of Alphaform different from the ones described above.

## Financial calendar 2013

14<sup>th</sup> Annual General Meeting Date: 06<sup>th</sup> of June 2013

Place: Munich

Publication of the Interim Report for the 2<sup>nd</sup> Quarter 2013

Publication of the ad hoc announcement

Date: 09<sup>th</sup> August 2013

#### **Investor Relations**

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