

excellence in financial solutions

Annual Report 2008

## **Business Segments**

The vwd group's portfolio of products and solutions is divided into three business segments, classified by largely standardized products, individualized customer solutions and service offers, and publishing and communication concepts.



## **Market Data Solutions**

In the business segment "Market Data Solutions," the vwd group provides a multi-faceted range of high-performance market-data systems, browserbased applications and portfolio management solutions for more than 40,000 users in banks, savings banks, asset management firms and businesses. The business segment focuses on standardized solutions that accelerate and facilitate the use of data streams in global financial markets. Added to this are special services for private customers, who form an important target group with 12,500 users.



### **Technology Solutions**

The business segment "Technology Solutions" offers information, technology and transaction solutions as well as advisory services for customer-specific requirements of the financial community. This includes the creation and hosting of professional Web sites for banks, electronic brokerages and media companies as well as the conception and provision of print-ready stock listings for about 50 publishing companies and a total of 150 print titles.



### **Specialised Marketing Solutions**

The business segment "Specialised Marketing Solutions" offers target-groupspecific publishing and communication concepts in daily newspapers and business media. This includes special advertising formats for the products of issuers and the advertising industry as well as the dissemination of important financial and price information from financial service providers by traditional print media, online options or teletext. The vwd group is the leader in the dissemination of fund information in Germanspeaking countries, Belgium and the Netherlands.

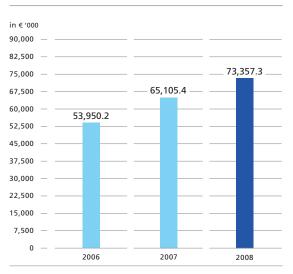
## Key Figures at a Glance and the Group Structure

### **KEY FIGURES**

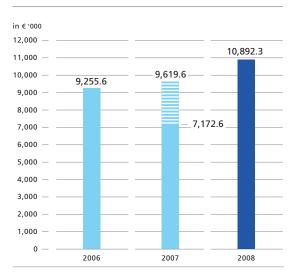
in € '000		2008	2007	2006
Sales		73,357.3	65,105.4	53,950.2
EBITDA		10,892.3	7,172.6	9,255.6
EBIT		8,276.1	5,283.9	7,479.0
Net income		4,439.5	2,268.7	4,370.3
Net income after minorities		3,424.7	1,520.2	3,901.2
Total assets		74,380.4	49,607.6	49,653.9
Equity ratio	in %	41.2	38.7*	33.0
Earnings per share (undiluted)	in €	0.139	0.062	
Employees (yearly average)		380	337	275

\* Previous year's figures adjusted (see notes under 4.3).

## SALES DEVELOPMENT



EARNINGS DEVELOPMENT

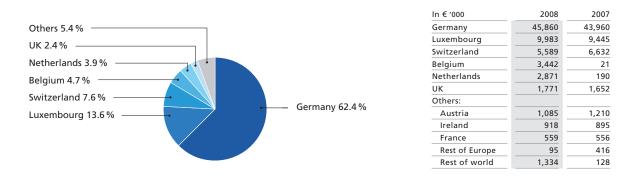


Reported EBITDA

Normalized EBITDA\*

\* Adjusted for special items in 2007 resulting from the postponed increase in capital and the costs of a settlement

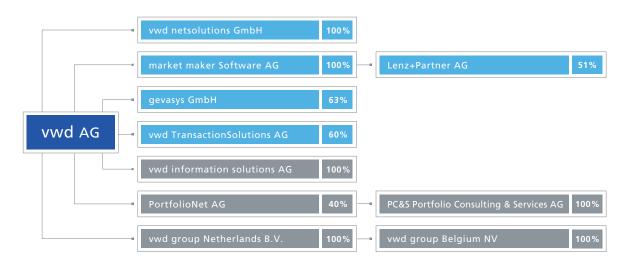
### SALES BY REGIONS (2008)



SALES BY SEGMENTS (2008)



#### GROUP STRUCTURE VWD GROUP (DECEMBER 31, 2008)



Companies in Germany

Companies outside Germany

## **Mission Statement**

The vwd group specializes in the securities business for retail and private banking as well as wealth and asset management. Through our tailored information, communication and technology solutions, we promote increased transparency and sustainability in customer support. In order to make professional decisions that safeguard and expand assets.

Drawing on our innovative solutions for financial service providers, companies, the media and private customers, we want to continuously increase our enterprise value and create long-term value for our customers, employees and stockholders. And we keep our promises. Professionalism, dependability and sincerity are the defining qualities of our corporate culture.

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# To our Stockholders

## Foreword by the Management Board



## DEAR STOCKHOLDERS,

The positive business performance achieved in past years continued in fiscal year 2008. Once again, we can look back on a record year. We generated tremendous growth in sales and earnings. With our nearly 400 employees, we have boosted product sales by 12.7 % to  $\leq$  73.4 million and EBITDA by an impressive 51.9 % to  $\leq$  10.9 million.

Last year's drumbeat of bad news puts vwd's positive business performance in a very special light. Faced with the major turbulences sweeping through international financial markets and the beginnings of an economic downturn that is unprecedented in its speed and reach, we managed to expand our business, even if some subunits of the vwd group could not escape the grip exerted by the general trend. This shows us that our business model is sustainable and balanced. Directing our strategic focus on profitable growth was the right decision to make.

The customer projects concluded in 2008 proceeded very well and truly satisfied our customers. Thanks to our customers and their high requirements, we are able to master bigger and bigger challenges. In 2008, we announced that the extremely successful relationship with DZ BANK would be significantly expanded. We have already invested a great deal of preliminary work in the expansion of this business relationship. At the beginning of 2009, this work paid off, and

To our Stockholders vwd group Financial Communications Group Management Report Financial Statements Foreword by the Management Board



The Management Board (from left to right):

EDMUND J. KEFERSTEIN Chairman of the Management Board

JOACHIM LAUTERBACH Member of the Management Board

SPENCER BOSSE Member of the Management Board

we concluded a long-term, data-supply contract with this cooperatively organized commercial bank. With sales volume of about  $\leq$  40 million and a 10-year term, this contract is the biggest in the vwd's 60-year history. This major contract becomes particularly significant when placed in the context of today's banking environment. We are really pleased that the previously very good working relationship with DZ BANK is being raised to a new level.

With our strategic acquisition of the Tijd Group, we successfully entered the Dutch and Belgian market for financial-market information in 2008. The Tijd Group is the market leader for the creation of print templates and Websites for media companies as well as the provision of daily closing prices for various financial-market applications. It also has a leading position in the creation of home pages for financial service providers. Its range of products is rounded out by market-data systems for professional users in retail and private banking as well as real-time data delivery to private customers. In making this acquisition, we took another step in our European expansion strategy.

Past transactions also performed well in 2008. Synergies in data procurement and marketing became increasingly apparent. In the technology area, only limited cost synergies could be generated for the project with DZ BANK as a result of the high use of resources. For this reason, we see further need for integration as well as earnings-enhancing potential.

With the help of a capital increase through contributions, we acquired the remaining shares in market maker Software AG and enabled this company's stockholders to gain a stake in the vwd group. The new stockholders are generally also employees in key positions within the vwd group who could be linked to the vwd group through the use of the new shares. A positive side effect of this action is an increase in the stock's free float.

Through the complete takeover of market maker Software AG and an increased stake in gevasys, a company involved in distributed application systems, another step to unify the group structure was taken.

By acquiring 40% of PortfolioNet AG and its subsidiary, PC&S Portfolio Consulting & Services AG, we have markedly extended our presence in Switzerland and gained access to the growth market of business-process outsourcing in the financial services area. With their product range and their sales channels, the companies form an exceptional complement to our previous activities, and not just in Switzerland. For the vwd group, the investment will create the chance to anchor the established business model of PortfolioNet AG in the area of business-process outsourcing within the range of products and solutions.

The final acquisition involves the European Derivatives Group (EDG) in a deal that enabled us to enter the market for financial product ratings. With this acquisition, the vwd group is positioning itself more firmly in the area of background, explanatory financial-market information. Drawing on the strong position the EDG already has in our core market of Germany, we intend to elevate the topic of ratings to the European level with the help of our country subsidiaries. We believe that this form of information will become increasingly important in terms of the transparency and sustainability of all investment products and will create uniform standards on the European level. In taking this step, we as a business group are actively taking on the challenge of redesigning the financial markets in terms of improved risk-bearing ability.

The market for financial information is currently going through a period of intense consolidation, and vwd is playing an active role in it. In general terms, we welcome this process. But we also think that a stop should be put to the consolidation process when it disrupts the market's ability to function. The merger of Thomson and Reuters endangers free competition and, as a result, is unacceptable. The approval containing very limited pre-conditions by the EU Commission is unacceptable as well. Therefore, we are challenging the EU Commission's ruling. We believe our decision to file this appeal is also in the interest of our stockholders because the vwd group will be able to achieve its full potential only in a functioning competitive marketplace. In a free society, restructuring processes can only be managed through a variety of strong, independent providers.

We believe that we are very well positioned in the submarkets we serve as a result of our highquality products and services and that we are well prepared for the future. But the poor state of the financial markets could complicate the vwd group's business and stunt the company's growth. Economic indicators will have a stronger impact on business performance. Much depends on the quick recovery of the financial industry. At the same time, we are not pessimistic about the future.

In closing, we would like to express our very special gratitude to you. We believe we have done what is possible to master the tremendous challenges awaiting us this year.

Best regards,

EDMUND J. KEFERSTEIN Chairman of the Management Board

## **Report of the Supervisory Board**



### DEAR STOCKHOLDERS,

We are delighted that the very good business performance achieved by vwd Vereinigte Wirtschaftsdienste AG in recent years continued in fiscal year 2008 and that we, as the Supervisory Board, had the opportunity to support the Management Board in the company's growth. The sustainable business strategy employed by the Management Board has had a stabilizing effect on the earnings power of vwd AG, even in the face of the worsening financial crisis. The Supervisory Board will continue to support the Management Board's efforts to advance the Europeanization of the business as well as the strategy of long-term profitable growth.

The Supervisory Board regularly advised the Management Board and monitored the management of the businesses. The Supervisory Board was directly involved in all decisions of fundamental importance to the company and the group. The Management Board met its reporting obligations in full and on time. This was carried out especially through detailed written or oral reports presented by the Management Board. In addition, the chairman of the Supervisory Board regularly communicated with the chairman of the Management Board. As a result, the Supervisory Board was kept abreast of business policies; company planning, including financial, investment and personnel planning; business developments, particularly the sales and earnings positions; as well as the overall condition of the company and the group. Throughout this process, particular emphasis was given to the risk position and risk management.

## **Supervisory Board meetings**

The Supervisory Board met a total of four times during the reporting year. All board members participated in these meetings.



The Supervisory Board (from left to right):

KLAUS NIEDING Chairman of the Supervisory Board

NORBERT SCHWERBER Member of the Supervisory Board

PIETER VAN HALEM Vice chairman of the Supervisory Board

At its March 13, 2008, meeting, the Supervisory Board primarily focused on the annual financial statements and management report for fiscal year 2007 as well as the consolidated financial statements and group management report for fiscal year 2007. In addition, the Supervisory Board held its initial discussions about a possible takeover of PortfolioNet AG. Discussions also involved the company's current performance. The agenda for the upcoming annual general meeting was also passed.

A key topic at the meeting held on May 15, 2008, was the acquisition of the remaining shares of market maker Software AG. The Supervisory Board also held further discussions about the takeover of PortfolioNet AG. This primarily concerned the conditions for a nonbinding offer that should be submitted by the Management Board. Information on the European Derivatives Group and a possible strategic investment in the company was also presented to the Supervisory Group. Furthermore, business performance was discussed on the basis of the submitted quarterly results.

In its meeting on August 14, 2008, the Supervisory Board focused on the half-year business figures submitted by the Management Board. The Supervisory Board also discussed the plan from the Management Board to spin off the technology unit of vwd netsolutions GmbH and its acquisition by vwd Vereinigte Wirtschaftsdienste AG.

In the Supervisory Board meeting on November 18, 2008, third-quarter figures were reviewed. With the economy drastically declining and the financial crisis expanding, business risks were again discussed in terms of changed parameters for vwd Vereinigte Wirtschaftsdienste AG. This discussion also touched on the outlook for the rest of the current fiscal year and for 2009. In addition, the meeting examined the status of current acquisition projects.

## Corporate governance

In the reporting year, the Supervisory Board again addressed the further development of corporate governance principles in the company. In particular, this included examining the changes made by the Government Commission to the German Corporate Governance Code in June 2008. A declaration of compliance for the reporting year 2008 was made on the basis of the current version of the code from June 2008. This appears in the corporate governance chapter of the Annual Report. The current declaration of compliance as well as previous declarations of compliance are available to stockholders on the company's home page.

Financial statements and consolidated financial statements The financial statements of vwd Vereinigte Wirtschaftsdienste AG and the management report were prepared in accordance with the German Commercial Code. The consolidated financial statements and group management report were compiled according to the principles of the International Financial Reporting Standards (IFRS). The auditor, Stüttgen & Haeb AG Wirtschaftsprüfungsgesellschaft, examined the financial statements of vwd Vereinigte Wirtschaftsdienste AG as well as the management report, the consolidated financial statements and the group management report. The certified public accounting firm was appointed by the annual general meeting on May 8, 2008, to audit the financial statements. The accounting firm declared in advance to the chairman of the Supervisory Board that no conditions would inhibit its independence as auditor.

In its report, the auditor explained the auditing standards. It was determined that vwd Vereinigte Wirtschaftsdienste AG complied with the rules of the German Commercial Code as well as the International Financial Reporting Standards. The financial statements, consolidated financial statements, the management report and the group management report received ungualified audit certificates. Documentation of the financial statements and the audit was presented to Supervisory Board members in a timely fashion. This supporting material was thoroughly discussed and examined in the presence of the auditor during the Supervisory Board meeting of March 12, 2009. During the meeting, the auditor made a report about the audit and answered the questions posed by members of the Supervisory Board about specific points of the audit. After its own review, the Supervisory Board concluded it had no objections and approved the results of the audit. It approved the financial statements and consolidated financial statements prepared by the Management Board for fiscal year 2009, thereby endorsing the financial statements. In particular, the Supervisory Board shared the assessment about the future direction of the company and the group contained in the management report and the group management report.

Stüttgen & Haeb AG Wirtschaftsprüfungsgesellschaft also examined the report of the Management Board prepared pursuant to § 312 of the German Stock Corporation Act on relationships with affiliated companies (subordinate status report) and awarded the following audit certificate: "The outcome of our examination raises no objections to the report on relationships with affiliated companies. After our faithful professional examination, we certify that the statements made in the report are factually correct." The Supervisory Board examined the report on the relationships with affiliated companies. It concurred with the result of the audit and raised no objection to the statement of the Management Board in accordance with § 312, Section 3 of the German Stock Corporation Act.

The Supervisory Board also considers vwd Vereinigte Wirtschaftsdienste AG to be well on its way to further expanding its significant market position as a leading German financial information service provider in Germany and Europe. Managing operational growth and integrating the new companies into the vwd group could be accomplished only through the substantial efforts of all employees. The Supervisory Board would like to take this opportunity to express its special appreciation for this hard work. The Supervisory Board would also like to thank the members of the Management Board, in particular for their trustful working relationship.

We would also like to thank our customers, business partners and stockholders for putting their faith in us.

Frankfurt/Main, March 12, 2009

The Supervisory Board

KLAUS NIEDING / Chairman of the Supervisory Board



NYSE Euronext, Netherlands Hendrik Koppe Director, Market Services Division Liffe

# Customized Real-Time Systems

The vwd group not only delivers data and news to NYSE Liffe but also provides specific functions in their real-time monitoring systems to meet our needs. To monitor the markets, the collaborative departments at NYSE Liffe need to have a reliable partner, and vwd has proven to be this for many years now. Moreover, working with local counterparts who understand our markets and requirements is a real asset for us.

## **Corporate Governance Report**

At vwd Vereinigte Wirtschaftsdienste AG ("vwd AG"), corporate governance creates the necessary organizational framework for managing and controlling the company. It is the basis for responsible company leadership whose objective is to create long-range value. Corporate governance is a top-priority concern at vwd AG. It has been that way in the past and will remain that way in the future.

During the past fiscal year, the Management Board and the Supervisory Board focused intensely on the development of corporate governance at the company. In this work, the boards drew on the version of the German Corporate Governance Code (GCGC) dated June 6, 2008. For fiscal year 2008, a declaration of compliance pursuant to § 161 of the German Stock Corporation Act was issued on the basis of the most recent version of the GCGC. In this statement, vwd AG declared that it was in compliance with most of the recommendations contained in the code. The complete declaration can be found at the end of this report along with an explanation related to limitations. The latest declaration and the declarations issued in the past are also available on the Internet at www.vwd.com.

## MANAGEMENT AND SUPERVISORY STRUCTURE

## **Management Board**

Under the company's articles of association, the Management Board of vwd AG consists of one or more members who are appointed and dismissed by the Supervisory Board pursuant to the regulations of the German Stock Corporation Act. The Management Board has sole responsibility for running the company. It currently has three members: Chairman Edmund J. Keferstein and the members Spencer Bosse and Joachim Lauterbach. The Management Board's work is governed by detailed business bylaws containing a variety of points subject to consent. For instance, the business bylaws require the Management Board to meet regularly. These meetings should be held every two weeks if possible. Under the business bylaws and Management Board decisions, every member of the Management Board directs a specific area of responsibility assigned in an individual business allocation plan. The shared responsibility for the overall business management of the company is unaffected by the assignment of areas of responsibility.

## **Supervisory Board**

The Supervisory Board has three members who are elected by the annual general meeting. The board oversees the company's managerial leadership and serves in an advisory capacity. Drawing on the findings of the auditor's report, the Supervisory Board approves the annual financial statements and the consolidated financial statements. Furthermore, the board appoints and dismisses the members of the Management Board. The work of the Supervisory Board is governed by its own business bylaws. The members of the Supervisory Board are required to disclose to the Supervisory Board any conflicts of interest, particularly those that could arise from consultation or executive responsibilities with customers, suppliers, lenders or miscellaneous business partners. The member's appointment to the Supervisory Board may be terminated as a result of conflicts of interests, which may be either fundamental or of a nontemporary nature. In fiscal year 2008, no conflict of interests among members of the Supervisory Board of vwd AG occurred. Contracts covering consulting, services or employment concluded with a member of the Supervisory Board require the consent of the Supervisory Board. At the moment, a consultant contract covering legal services is in force with Nieding + Barth Rechtsanwaltsaktiengesellschaft in Frankfurt/Main, Germany. The chairman of the Supervisory Board, Klaus Nieding, is an attorney and a member of the Management Board at Nieding + Barth Rechtsanwaltsaktiengesellschaft.

## The working relationship between the Management and Supervisory boards

The Management Board and the Supervisory Board work continuously and closely in accordance with good, responsible corporate governance. They also coordinate with each other in areas recommended by the German Corporate Governance Code. In its leadership of the company, the Management Board receives regular consultative support from the Supervisory Board. Both boards jointly determine the strategic direction of the vwd group. For critical company decisions, the Supervisory Board is consulted at an early stage. The Management Board and the Supervisory Board remain in close contact in a process that ensures a constant flow of information and continuous discussion. The Management Board regularly reports to the Supervisory Board about current business developments and key business events. The Management Board and the Supervisory Board jointly analyze any deviations from the company's fixed business targets and plans. They also examine the company's risk position, including risk management.

## Stockholders and the annual general meeting

The stockholders of vwd AG exercise their rights at the annual general meeting. This includes their voting rights. They may cast their votes themselves at the annual general meeting or by proxy or by means of a designated representative of the company who is bound to vote as instructed. Before the annual general meeting, the stockholders receive detailed information about the past fiscal year that is contained in the Annual Report. All documents and materials related to the annual general meeting are available on the company's home page.

## COMPENSATION REPORT

The law on disclosure of compensation of the Management Board contains provisions on the disclosure of remuneration of each member of the Management Board. In compliance with the provisions of this law, the remuneration of the Management Board is uniformly presented and published in a compensation report as part of the management report and/or group management report. This method of presentation applies equally to the publication and the description of the remuneration of the Supervisory Board.

To avoid duplication, the corporate governance report explicitly adopts the presentation in the management report and the group management report (page 46) and makes reference to that. This also applies to the presentation of the stock-option program (see notes to the consolidated financial statements No. 41, page 131)

### DIRECTORS' DEALINGS

The members of the Management Board and the Supervisory Board as well as persons closely associated with them are required under § 15a of the German Securities Trading Act to disclose significant acquisitions or sales of shares in vwd AG. During the reporting period, the company received one notification that was disseminated in predetermined publications across Europe. This notification was also placed on the company's Website.

On October 6, 2008, Edmund J. Keferstein (chairman) sold 200,000 shares of vwd AG stock off exchange at a price of  $\notin$  4.40 share. The total volume of the transaction was  $\notin$  880 thousand.

### **STOCK OWNERSHIP**

On December 31, 2008, the amount of shares in vwd AG in possession of all members of the Management Board and the Supervisory Board totaled more than 1% of the stock issued by the company. As a result, this ownership must be disclosed under No. 6.6 of the GCGC:

As of December 31, 2008, the members of the Supervisory Board held no shares in vwd AG.

### STOCK HOLDINGS OF VWD AG'S MANAGEMENT BOARD MEMBERS AS OF DECEMBER 31, 2008

Name	Function	Number of shares	Share in %
Edmund J. Keferstein*	Management Board	3,889,454	15.1
Spencer Bosse	Management Board	1,202,780	4.7
Joachim Lauterbach	Management Board	0	0
Total		5,092,234	19.8

\* Partly owned indirectly through EJK Investment und Beteiligungs GmbH & Co. KG, which he controls.

## TRANSPARENCY

The Management Board and the Supervisory Board of vwd AG have made transparency and equal opportunity top priorities at the company. All stockholders, participants in the capital markets, financial analysts, stockholder groups and the media are informed promptly and comprehensively about company developments. To ensure that all target groups are reached at the same time, vwd AG primarily uses the Internet for purposes of financial communications. Insider information, that is, information that can have a significant impact on the price of vwd shares, is disseminated in ad hoc announcements. Furthermore, voting-rights announcements, securities transactions by persons with managerial responsibilities that are subject to disclosure and other disclosure requirements laid down by the German Securities Trading Law are disseminated in modern media and on the company's home page. Data relevant to the company that appear in the electronic Bundesanzeiger (Federal Gazette) are also made available on the company's home page.

vwd AG compiles all company-relevant publications from the previous year in an annual document to provide a faster overview of critical company announcements. In a financial calendar on its Website, the company announces the dates of important recurring events, including the date of the annual general meeting and the publication of financial reports. Reporting about the condition of the company is carried out in regular interim statements, the half-year financial report and the annual financial report. As part of the company's release of its financial results, vwd AG conducts meetings with investors, financial analysts and journalists. The company also makes presentations about itself at investor and analyst conferences. The information used in such conference presentations is promptly placed on the company's Website.

## ACCOUNTING AND AUDITING

The preparation of accounts at the vwd group is done in accordance with International Financial Reporting Standards (IFRS). The financial statements of vwd AG are prepared in accordance with the German Commercial Code. The selection of the auditor of the annual financial statements, the auditor of the consolidated annual statements as well as for the person to review the half-year financial statements and interim reports is done by the annual general meeting in accordance with legal requirements. The consolidated financial statements of vwd AG are published in an annual report that is distributed within 90 days following the end of the fiscal year (December 31). The Supervisory Board is consulted at an early stage about the preparation of the annual financial statements and the consolidated financial statements and approves them. Consequently, the annual financial statements are determined by the Supervisory Board. The business results of the first half of the year (June 30) are published in a half-year report that appears within 45 days. Interim results are jointly discussed by the Management Board and the Supervisory Board before publication in the halfyear financial report or interim statements.

## DECLARATION OF COMPLIANCE PURSUANT TO § 161 OF THE GERMAN STOCK CORPORATION ACT FOR FISCAL YEAR 2008

The Management Board and the Supervisory Board of vwd Vereinigte Wirtschaftsdienste AG declare that as of January 1, 2009, they were in compliance with the recommendations of the government commission German Corporate Governance Code in the version dated June 6, 2008, with the following exceptions:

 In the future, the D&O insurance policy for the Management Board and Supervisory Board will also not contain a deductible (code No. 3.8). In the company's opinion, a deductible is not conducive to improving responsible action by the Supervisory Board and the Management Board.

- 2. Future employment contracts concluded with members of the Management Board will continue to exclude additional compensation to be paid in the event that a member's employment on the board is terminated prematurely without cause. In the company's opinion, an additional rule governing the amount of severance pay (severance-pay cap) is not necessary because the company believes that it cannot be effectively agreed upon under the Stock Corporation Act and, as a result, the compensation is generally to be provided for the remaining length of the contract (code No. 4.2.3).
- 3. The Supervisory Board forms no committees (code No. 5.3). As a result of the company's clear organization and the three-member structure of the Supervisory Board, it is not necessary to form committees. The members of the Supervisory Board remain in close contact with one another and with the Management Board. This enables them to respond promptly and flexibly to business-related issues. The Supervisory Board will be consulted at an early stage about the audit of the annual financial statements as far as possible. This means that the formation of an audit committee is also not necessary.
- 4. The members of the Supervisory Board receive only a base salary (code No. 5.4.6). In the company's opinion, participation by the Supervisory Board in the company's success is not a suitable way to promote responsible actions.

The Management Board and the Supervisory Board declare that vwd Vereinigte Wirtschaftsdienste AG has complied with the recommendations of the government

commission German Corporate Governance Code in the version dated June 6, 2008, since the issuance of the last declaration of compliance (August 14, 2008) through December 31, 2008, with the following exceptions:

- The D&O insurance policy obtained for the Management Board and the Supervisory Board contains no deductible (code No. 3.8).
- 2. The employment contracts of members of the Management Board contain no clause regarding the amount of severance pay (severance-pay cap) to be paid in the event that a member's employment on the board is terminated prematurely without cause (code No 4.2.3).
- 3. The Supervisory Board has not formed any committees (code No. 5.3).

4. The members of the Supervisory Board receive only a base salary (code No. 5.4.6). The remuneration paid to members of the Supervisory Board or the provided benefits for personally rendered services, particularly consultative and mediation activities, were not reported in the corporate governance report. Rather, this information appears in the notes to the consolidated financial statements pursuant to IAS 24 (code No. 5.4.6).

Frankfurt/Main, February 2009

For the Supervisory Board of vwd Vereinigte Wirtschaftsdienste AG

KLAUS NIEDING / Chairman of the Supervisory Board

For the Management Board of vwd Vereinigte Wirtschaftsdienste AG

EDMUND J. KEFERSTEIN Chairman of the Management Board



### Mediafin NV, Belgium

**Board of Directors** 

- Arnaud Delmarcelle, financial director (CFO)
- Geert Wellens, operational director (COO)
- Frederik Delaplace, editorial director
- Dirk Velghe, general manager (CEO)

(from left to right)

# **Full-Service Partner**

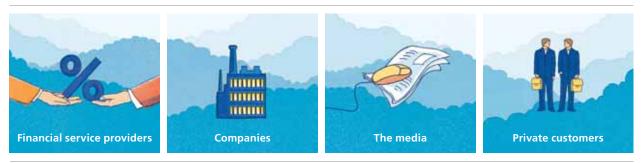
The relationship between Mediafin and the vwd group has transformed over the years. Moving from being just a supplier to forming a close partnership with us, vwd provides content for all our Websites containing financial data, the quotation pages for our publications as well as realtime systems we use for research and decision making. Only through this unique partnership have we been able to discover new business opportunities that benefit both companies.

# The vwd group

## **Overview**

The vwd group offers tailored information, communication and technology solutions for the securities business. It specializes in meeting customers' individual needs in the area of asset management, retail banking, private banking and wealth management. While providing this assistance, it has become a leading provider in Europe. The company offers innovative solutions for financial service providers, companies, the media and private customers.

## THE CUSTOMERS OF THE VWD GROUP



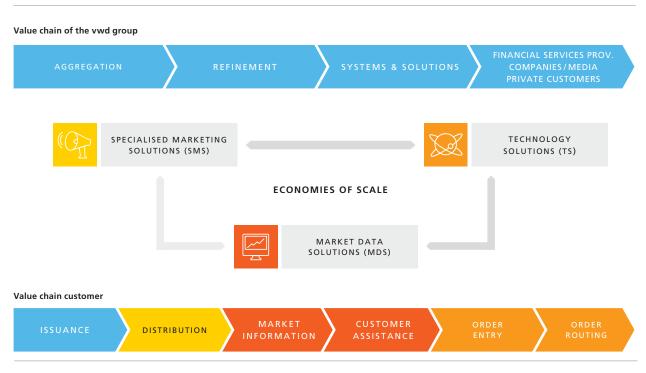
As a full-service provider, the vwd group supports the securities business from issuance through distribution, analysis and trading to consultation and administration. In the process, its applications and services convert the data streams of global financial markets into analyzable, decision-relevant information. Innovative technologies and transaction systems complement the information solutions, enabling the line of products to be used quickly and easily. With the aid of these products, financial-market professionals and private investors have been making

sound decisions to preserve and increase their assets for 60 years.

With around 400 employees at 15 locations in Germany, Belgium, France, the Netherlands and Switzerland, the vwd group is an international business group with strong ties to local financial markets. Its most widely known brands are finanztreff.de, vwd fonds service, vwd market manager, vwd portfolio manager, TradeLink and Tai-Pan.

## **Business Segments**

The product and solution portfolio of the vwd group is divided into three business segments whose range extends from standard products, individual customer solutions and services to publication and communications concepts. As a result of their targeted focus and their snug dovetailing, the business segments not only can develop and supply individual work-station solutions but also can offer the complete value chain, if desired, in such areas as customer support.



## NETWORKED BUSINESS SEGMENTS

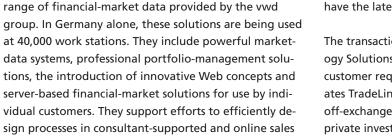
To our Stockholders vwd group

> Business segments

MARKET DATA SOLUTIONS

The business segment Market Data Solutions provides

standardized solutions based on the comprehensive



server-based financial-market solutions for use by individual customers. They support efforts to efficiently design processes in consultant-supported and online sales and to strengthen customer relationships. The flexible, customizable solutions are integrated into the customer's pre-existing infrastructure. They support such institutional customers as banks, asset managers and other financial service providers in each link of the value chain.

In addition to professional users, the vwd group's business segment Market Data Solutions concentrates on the special needs of private customers who form an important target group with more than 12,500 users. High-performance stock-exchange software, information and portfolio-management solutions have been developed and distributed to them.



## **TECHNOLOGY SOLUTIONS**

The business segment Technology Solutions offers information, technology and transaction solutions as well as consulting services for customer-specific requirements. This work includes the conception and setup of professional Websites for banks, online brokers and the media that offer a broad range of stock listings, analytical tools, refined search and filter options as well as news, company profiles and background information. Upon request, the vwd group will manage the hosting and administration of the corresponding Web solutions in its own computing

center. A Citrix server farm is also available. This promising technology is already used by many customers who are particularly interested in the cost-efficient, high-performance and reliable use of applications and who always want to have the latest versions of software.

The transaction solutions in the business segment Technology Solutions are generally developed to meet individual customer requirements. For instance, the vwd group operates TradeLink, a sales platform for financial products in off-exchange trading, and QUOTRIX, the trading system for private investors at the Düsseldorf Stock Exchange.

Another core expertise of this business segment is the conception and provision of print-ready stock listings for about 50 publishing companies and a total of 150 print titles.



## SPECIALISED MARKETING SOLUTIONS

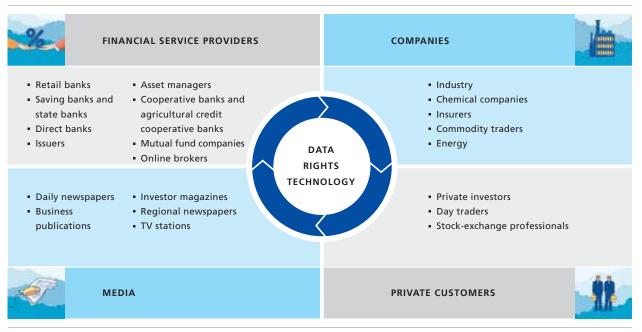
The business segment Specialised Marketing Solutions provides financial service providers, issuers of securities and advertisers with target-group-specific, cross-media publication and communication concepts that they can use to inform target groups interested in the financial markets about their products. An array of special advertising forms is offered in addition to the legally compliant dissemination of important price information about mutual funds and derivates in the traditional print media, online services and teletext.

For instance, an advertiser can reach more than 28 million potential customers in Germany with a single advertising booking in the print area arranged through vwd max value. With vwd fonds service [online], increasing numbers of mutual fund companies are taking advantage of the opportunity to directly address their target groups through media portals in order to minimize waste coverage.

## Customers

The information, communication and technology solutions offered by the vwd group are not just used by financial service providers. There is also a large demand for them among industrial and service-provider companies – in a wide range of areas beyond just corporate treasury – as well as among the media and private customers interested in financial markets.

## OVERVIEW OF CUSTOMERS





## FINANCIAL SERVICE PROVIDERS

For customer support provided by financial service providers, the vwd group offers tailored solutions that extend from the dissemination of major financial, price and market information through customer consultation and administration to securities trading. Depending on the customer's need, vwd group can provide just a data feed or individual components or information and technology solutions for the entire value chain.

## Banks, savings banks and cooperative banks

To efficiently design the consultation process at banks, savings banks and cooperative banks and to strengthen their client relationships, the vwd group offers a variety of products and solutions on the basis of a comprehensive range of financial-market data. These offerings include data feeds, powerful market-data systems, professional portfolio-management solutions, the application of innovative Web concepts and server-based financial market-data solutions. To meet individual needs, the company also offers IT consulting, outsourcing and hosting services. In Germany alone, the vwd group has 250 savings banks as clients.

## Direct banks and online brokers

The business focus for direct banks and online brokers is placed primarily on the conception and setup of Websites offering the corresponding financial-market information, user-friendly interfaces with individual designs, trading functions as well as the hosting and the administration of the respective Web solutions. Fundamental issues that must be addressed include order entry and order routing, e.g., how customers can enter a securities order directly into the system and how the link of information and charting systems with a professional online trading platform is designed.

## Asset managers and family offices

In investment planning, important topics include detailed portfolio management, comprehensive chart and securities analysis, flexible customer reporting and the timely migration of client and transaction data from the CRM system of the custodian bank. Legal regulations are in constant flux as well. These changes include the EU financial-market regulation MiFID and Germany's final withholding tax. They have a major impact on reporting and can no longer be done manually by asset managers. To design these processes in an efficient, legally compliant manner, the vwd group offers a professional portfolio-management solution that is continuously modified and enhanced to address the new challenges. More than 50 % of private asset managers rely on this solution in Germany alone.

## Issuers and mutual fund companies

Drawing on the print and online services of the vwd group, financial service providers and issuers use the company's efficient publication options to inform target groups interested in financial markets about their products. These offerings include publication and communications concepts with low levels of waste coverage and the dissemination of critical financial and price information through traditional print media, online services or teletext.

With the vwd fonds service [online], mutual fund companies exploit the opportunity to communicate in a precisely targeted, inexpensive way through attractive online media in Germany, Austria and Switzerland. With its own financial portal, finanztreff.de, a widely read medium, the vwd group is the market leader in German-speaking Europe in the dissemination of fund information.



The vwd group offers a broad range of solutions that combine price information and news with needs-driven functions for special requirements in companies. These solutions are adapted to meet the variety of information needs in corporate treasury, investor relations, raw-materials procurement and trade as well as management. They form the basis for business decisions. Data and information offerings for intranets or the internet round out the services from the vwd group.

## **Corporate treasury**

The vwd group provides an extensive range of data and a professional market-data system to meet the special needs of the treasury. Interest-rate data and exchange rates can be automatically uploaded into the individual treasury/cash-management system. They form the basis for active financial management and correct market assessments

## Raw materials and energy

The vwd group offers a wide range of specialized market information concerning raw materials, metals, staples, grains, animal feed and energy. It includes a special package of news, analyses and price data for all global rawmaterial and energy markets. Buyers and commodity traders use the solutions of the vwd group, which have been tailored to their very special needs, for purposes of price calculation and decision making.

### Management/investor relations

The desktop and data-feed solutions of the vwd group provide a comprehensive and precise overview of the markets and their actors. Executives and decision makers in companies use this information to identify business opportunities and evaluate risks. All relevant information is condensed and displayed clearly on the desktop.

In the area of investor relations, the professional and visually appealing chart presentation of a company's own stock performance in the Internet is a priority of communication efforts aimed at potential investors. For this purpose, the vwd group has an array of modern, interactive solutions available for use. Depending on individual needs, these solutions come with and without analytical options.

## Intranet/Internet

The vwd group conceives, develops and operates Web applications in the financial-market area that are designed to address customers' individual needs. As a result, all types of financial and stock-market information can be presented in a professional, user-friendly way.

The range of options offered by the vwd group for presenting financial-market data and online applications is clearly shown by the financial portal finanztreff.de, which the vwd group successfully operates. It is the most successful German-language non bank and non media financial portal in the Internet and displays a variety of sales-supporting applications like price, chart and portfolio systems as well as comparison tools for stocks, mutual funds, certificates and warrants. Each month, an average of 280,000 people use this extensive range of information, the free services and the variety of innovative stockmarket and financial tools. In 2008, finanztreff.de had an average of 44.6 million page impressions or 4.7 million per month (source: the German Information Association for Determining the Reach of Advertising Media, IVW).



### MEDIA

Ever since it was founded 60 years ago, vwd has worked closely with the media. Joint interests have not only involved areas of journalism but have also extended primarily to the provision of newspapers and magazines with the latest price information for the publications' stock listings, one of vwd's oldest products. The longest customer relationship in this area was initiated in 1950.

Business and regional magazines, investor publications Drawing on the business experience it has acquired over the past six decades, the vwd group compiles and delivers print-ready financial pages for the stock listings in regional and national newspapers as well as investor magazines. For a total of 150 print titles, the vwd group transmits the individually designed stock listings for some, it provides them directly to the press. To ease the

daily load borne by business journalists, this area has been transferred by many publishing companies to the vwd group. The company's services in this area also include assisting with the design of the pages, the provision of the relevant data and information – including prices, graphics, news and market reports – as well as hosting and the processing of data from various sources.

Thanks to these partnerships, the vwd group offers advertisers an exclusive and uniform place on the stock and financial pages of regional and national daily newspapers. The ad itself is positioned in a prominent place directly below the stock listings and is a fixed part of these listings. Through vwd max value, this advertising position can be simultaneously booked in a national advertisement pool of 70 publishing companies and nearly 400 newspaper titles.

## Online media sites

Since 2001, the vwd group has been supporting the financial-information segments of media companies in the Internet. The vwd group provides a variety of information and technology solutions as well as consulting services that are specially designed for the securities pages of print publications. This information expands the business expertise of the individual publications' online activities and provides customers and readers with innovative services and high-quality content that complement information contained in the printed edition. It includes a comprehensive range of stock prices, professional analytical tools as well as refined search and filter options covering various types of securities. The offerings are rounded out by news analyses and company profiles.

A special highlight is the mutual funds section. As the market leader in Germany for dissemination of mutual fund information, the vwd group publishes the prices of more than 15,000 mutual funds registered in Germany, Austria and Switzerland as part of its vwd fonds service. The online version of this product provides users with up-to-date, comprehensive and interactive information as well as functions to support buy and sell decisions, no matter whether these decisions are being made by users who have extensive knowledge about financial markets or newcomers.

## TV stations and finance-related programs

For news broadcasters and finance-related program formats, the vwd group supplies price data for news crawlers and graphics as well as market-data systems for newsrooms. For the teletext pages, it also provides price information for stocks, derivatives, currencies, fixed-interest securities and mutual funds.



## PRIVATE CUSTOMERS

In addition to serving professional users, the vwd group is also specialized in serving the individual needs of private customers who form an important target group with more than 12,500 users. For newcomers interested in financial markets to stock-exchange professionals, the vwd group offers an array of sophisticated stockexchange software, information and portfolio-management solutions as well as the corresponding data packages. Depending on the private customer's need, the information is provided through the vwd's own portal, finanztreff.de, or through various software solutions for the home PC. This includes applicable price information, news and background information delivered as part of a data subscription, provided through a daily update of prices to real-time delivery of information, depending on the need.

# **Financial Communications**



## **Investor Relations**

## STOCK-EXCHANGE TRENDS – FLIGHT FROM SHARES

The stock-market year of 2008 will go down in history. After the U.S. real-estate crisis began to emerge in credit markets in fiscal year 2007 and then spread to the capital markets, it seized the world economy in the fourth quarter of 2008. The virtually unparalleled flight from world stock markets started on the very first trading day of 2008 and continued during an unprecedented series of black trading days. Stock markets around the world reached one low after another.

The bankruptcy of the highly respected U.S. investment bank Lehman Brothers had a devastating effect on the international financial system – an event that can be seen as a turning point in the financial crisis. The plunge in stock prices and the amount of bad news emerging from major financial institutions continued to increase.

On Wall Street, where the disaster with securitized U.S. mortgages began, the Dow Jones stock index lost 34 % within 12 months, finishing the year at 8776 points. The closely watched European index EuroStoxx 50 shed 44 % and ended the year at 2451 points.

The German stock index DAX fell to 4081 points, or a loss of 40 %, in 2008. Just a year earlier, the DAX was the European winner after rising 22 % to 8067 points. Smaller German indexes recorded even bigger losses. The German mid-cap index MDAX closed the year with a loss of 43 %, plunging from 9865 points in the previous year to 5602. The small-cap index SDAX lost 46 % during the year and finished the year at 2800 points. The worst performance was turned in by the TecDax with a loss of 48%. Within the 12-month period, it fell from 974 points in 2007 to 508 points at the end of 2008.

## VWD SHARE – INCREASE OF THE FREE FLOAT GENERATED BY THE CAPITAL INCREASE THROUGH CONTRIBUTIONS

The total number of registered shares was 24,624,577 at the beginning of the year. On November 20, 2008, the Management Board of vwd Vereinigte Wirtschaftsdienste AG (vwd AG or the company) decided, with the consent of the Supervisory Board, to increase the company's capital share by drawing on preauthorized capital I of  $\leq$  1,130,000 to a total of  $\leq$  25,754,577 through the issuance of 1,130,000 new bearer shares at an issue price of  $\leq$  4.82 per share against a contribution in kind. Subscription rights for existing shareholders were ruled out. Subscription rights for the new shares were granted to the stockholders of market maker Software AG who made a contribution in kind of 42.67% of shares in market maker Software AG to vwd AG. The capital increase was entered into the Commercial Register on December 12, 2008. The new shares are entitled to a dividend in fiscal year 2008 and have been admitted to the Regulated Market. On December 31, 2008, the number of registered shares totaled 25,754,577. As a result of the increase in shares, the free float of the vwd stock rose to 11.7% (def. Deutsche Börse). As a result of the capital increase, the basis for increased liquidity of the shares was also laid.

## SHARE PRICE PERFORMANCE – RELATIVELY STABLE COMPARED WITH THE OVERALL MARKET

The stable stockholder structure proved to be a major asset for the vwd share last year. As a result of the low share of private investors, the stock was affected only to a very limited extent by the broad trend that saw investors flee from stocks and move to bonds. The stock's low

PERFORMANCE OF THE VWD SHARE 2008 (INDEX 100 = CLOSING PRICE ON DECEMBER 31, 2007)



liquidity meant that it was not traded on all trading days. The trading volume of the vwd share on all German stock exchanges, including Xetra trading, totaled 328,687 shares. This amounted to an average of 1,294 shares traded each day.

The fluctuation range of the stock's price in 2008 was very moderate with a high of  $\leq$  4.74 (Xetra) in January

and a low of  $\in$  3.80 (Xetra) at the height of the financial crisis in October.

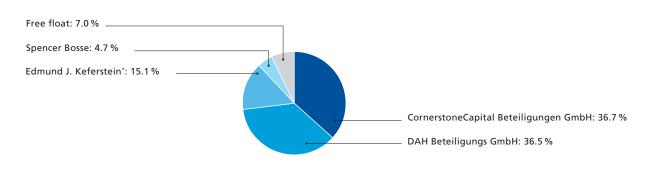
Compared with the precipitous falls of world stock exchanges, the vwd share performed relatively well with a closing price for the year at  $\in$  3.95, a loss of 12%. Two critical factors here were: the very good business performance of the vwd group and the fact that the

## KEY FIGURES OF THE VWD SHARE

	2008	2007
Earnings per share Group in €	0.139	0.062
High in €*	4.74	5.40
Low in €*	3.80	3.81
Closing price in €*	3.95	4.40
Average daily trading volume (in shares)	1,294	1,919
Number of shares	25,754,577	24,624,577
Capital stock in €	25,754,577	24,624,577
Market capitalization on December 31 in millions of €	103	108

\* related to Xetra prices

### STOCKHOLDER STRUCTURE AS OF DECEMBER 31, 2008



\* In part indirectly through EJK Investment und Beteiligungs GmbH & Co. KG that Keferstein controls

The graphic is based on the latest voting-rights announcements and includes the successful capital increase.

### KEY DATA ON THE VWD SHARE

ISIN	DE0005204705
Exchange symbol	vwd
Trading segment	General Standard, Frankfurt
Designated sponsor	ICF Kursmakler AG
Coverage	SES Research, GSC Research, Dr. Kalliwoda Research

vwd group as a provider of financial information is exposed only to a limited extent to the general turbulence generated by the financial crisis. However, it should be noted that the vwd share fell to a low level in 2007 after a capital increase was not carried out. Market capitalization totaled  $\in$  103 million at the end of the year.

## INVESTOR RELATIONS – TRANSPARENCY AND GUIDANCE FOR THE CAPITAL MARKETS

The transparent and timely communication with participants in the capital market was a critical factor for vwd, particularly against the backdrop of the extremely difficult capital-market environment last year. Two of vwd's declared goals continue to be awakening the financial community's interest in the vwd share and increasing the stock's liquidity. Last year, vwd made company presentations at the Small Cap Conference sponsored by the German Association of Investment Professionals and at the German Equity Forum. The company was represented by the chairman of the Management Board, Edmund J. Keferstein, who answered the questions of investors and analysts both during the presentations and in personal conversations. In 2008, three nonbank researcher firms released regular analyses and studies about the vwd share. At the end of the year, two analysts rated the stock as a buy. One analyst rated it as a hold. The analysts' studies may be downloaded from the company's Website.

At vwd, one of the guiding principles of company management is also open, fair communications with stockholders at the annual general meeting. The stockholders receive a comprehensive overview of the company's performance and of the group. In the process, the Management Board and the stockholders engage in an active dialogue. Special attention is also paid to maintaining a good working relationship with stockholder representatives. Last year's annual general meeting was held on May 8, 2008, at the conference center of the German National Library in Frankfurt/Main. A total of 98.2 % of capital entitled to voting rights was represented. All proposals made by the Management Board and Supervisory Board were approved by large majorities. All essential information related to the annual general meeting is made available in a timely manner on the investor relations' Website.

Critical issues related to capital markets last year included the vwd group's very good business performance, the continuation of the growth strategy, the acquisition of the Tijd Group in the Netherlands and Belgium, the planned expansion of the business relationship with DZ BANK AG, the investment in PortfolioNet AG of Switzerland and the successful capital increase through contributions. All issues were addressed in the appropriate manner and presented to capital-market participants.

The investor relations Website contains all essential information about the vwd share. This information includes financial reports, interim statements, the financial calendar, presentations made at investor conferences, declarations regarding the Corporate Governance Code, the annual document and the latest information about the stock's performance.

The Investor Relations Department is always available to answer questions and hear suggestions. Please contact us at investorrelations@vwd.com.



DZ BANK AG, Germany Alexander Dickel Gruppenleiter/group head Capital Markets Retail Market data management

# Professional Sales Support

As a cooperatively organized bank, DZ BANK provides its approximately 1,200 cooperative banks and associated companies with financial products and services that offer broad support to its finance alliance. The high levels of expertise guiding these services extend all the way to each individual customer-assistance position.

To be able to cover this broad range of services in a targeted manner, we need service providers who have superb solution-creating skills. The vwd group is such a service provider. As a full-service company, the vwd group delivers comprehensive, professional packages of solutions covering all areas of customer support: complete terminal products, the latest stock market information and browser-based market-data solutions for the retail customers of cooperative banks. The Internet platform for AKZENT Invest, the successful product brand of DZ BANK for structured investment products, is an integrated component of this service portfolio. The vwd group meets our high requirements in a needs-driven, individual and sustainably successful manner.

## Group Management Report

## **Business Development** and Parameters

## AN OVERVIEW OF THE VWD GROUP

## **BUSINESS FIELDS**

As a leading European provider of financial-market data and special software solutions, the vwd group based in Frankfurt/Main, Germany, delivers information to companies actively involved in international financial markets. The services and products the company offers primarily focus on the areas of retail and private banking as well as wealth management. As a provider of solutions, the vwd group offers pacesetting technology solutions for financial-information systems, portfolio-management systems as well as outsourcing and marketing services in the submarkets where it operates. Its customers include banks, financial service providers, asset managers, businesses, media companies and private customers.

The vwd group advises and supports its customers with a comprehensive range of information covering all phases of a securities transaction. Every day, it compiles information from more than 3.7 million financial instruments, processes this and augments this with master data, news and research. It then transmits the data through its own systems and those operated by third parties. In fiscal year 2008, the vwd group used its systems to process up to 3 billion updates a day. With its clear market focus, the vwd group has achieved an excellent competitive position that has made it the most important German provider of financial-market information.

The product and solution portfolio of the vwd group is divided into three business segments that offer standardized products, individual customer solutions and services as well as publication and communication concepts.

The business segment Market Data Solutions prepares standardized solutions on the basis of a broad range of financial-market data. These include market-data systems, portfolio-management solutions and technologybased financial-market solutions for use by individual customers.

The business segment Technology Solutions offers information, technology and transaction solutions as well as consulting services for customer-specific needs. These services and solutions include the design and implementation of professional Websites for banks, online brokers and media.

The business segment Specialised Marketing Solutions offers targeted, cross-media publication and communication concepts in daily newspapers and business media. This work includes special advertising formats for products of issuers and the advertising industry as well as the dissemination of critical financial and price information from financial service providers through the print media and the Internet. To our Stockholders vwd group Financial Communications

Group Management Report Financial Statements Business Development and Parameters

#### **GROUP STRUCTURE**

The vwd group comprises the listed company vwd Vereinigte Wirtschaftsdienste AG (vwd AG) and its subsidiaries. Within Germany, operational business activities are primarily conducted by vwd AG and its domestic branches as well as by four subsidiaries and a second-tier subsidiary. Outside Germany, the vwd group is represented by a company in Belgium and a company in the Netherlands as well as by two operational companies in Switzerland.

The group structure was expanded in 2008 using acquisitions and additional holdings in current group companies. On February 15, 2008, vwd AG acquired Tijd Nederland B.V. ("Tijd") in the Netherlands from the Belgium media group Mediafin. The purchase price for the complete takeover of Tijd and its subsidiaries Trustmedia NL B.V. (Amsterdam) and Tijd Beursmedia NV (Antwerp) totaled € 7,048 thousand including ancillary costs associated with the transaction. Tijd and Tijd Beursmedia NV are well-known providers of financial-market information in the Dutch-Belgium region. They are market leaders in the creation of print templates and Websites for media as well as in the provision of daily closing prices for various financial-market uses. On October 8, 2008, Tijd Nederland B.V. was renamed the vwd group Netherlands B.V. On November 12, 2008, Tijd Beursmedia NV was renamed vwd group Belgium NV. Trustmedia NL B.V. had no operational business and was liquidated on December 31, 2008.

Through the acquisition of a 40 % stake in PortfolioNet AG with a wholly owned subsidiary, PC&S Portfolio Consulting & Services AG, on December 29, 2008, the vwd group extended its market presence in Switzerland and gained access to the growth market of business-process outsourcing in the financial services sector. In addition to the purchase of the stock package, the vwd group secured a purchase option for the remaining 60 % of shares that can be exercised at any time.

By making these acquisitions, the vwd group took another step in its European expansion.

As a result of a capital increase through contributions, the vwd group raised its stake in market maker Software AG, Kaiserslautern, by 42.67 % to 100 %. By acquiring 12.25 % more shares in gevasys Gesellschaft für verteilte Anwendungssysteme mbH ("gevasys") in Herzogenrath near Aachen, the Group raised its majority stake to 63.25 %.

#### COMPANY MANAGEMENT

All key decisions at the vwd group are made by vwd AG, the parent company. As a German corporation, vwd AG is run by the governing bodies of the annual general meeting, Supervisory Board and Management Board, each of which has its own particular areas of responsibility. At the annual general meeting, fundamental decisions about the company are made, including the elections of members to the Supervisory Board, amendments to the articles of association and the use of profits. The meeting also makes decisions regarding capital measures and other issues regulated by law. The mission of the Supervisory Board is to regularly advise and monitor the Management Board's operation of the company. It is directly brought into decisions that are of fundamental importance to the company. The Supervisory Board of vwd AG has three members who are generally elected for a four-year term. The Management Board has autonomous responsibility for running the company.

#### COMPANY MANAGEMENT – OBJECTIVES AND STRATEGIES

The overarching business goal of the vwd group is to sustainably increase company value and to become the leading European provider of financial-market information. To achieve the goal of profitable sales growth that arises from this commitment, the operational business must be precisely planned, managed and monitored. For this purpose, the vwd group has introduced a valueoriented management system. Management is conducted through the use of various operational key figures that make the strategic objectives assessable in terms of growth and profitability. These include the sales figures of the individual business segments and company-related key profitability figures. Two critical measures of profitability of the vwd group are earnings before interest and taxes (EBIT) and earnings before interest, taxes, depreciation and amortization (EBITDA).

In addition to the management methods described here, the vwd group also employs a controlling system designed exclusively for marketing, among other things. The system enables marketing processes to be managed more effectively and promotes sales volume. With the help of the system, other key figures can be further analyzed and evaluated. The transparency achieved here creates rapidreaction options for managerial decisions when necessary. To our Stockholders vwd group Financial Communications

Group Management Report Financial Statements
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and Parameters

#### THE FISCAL YEAR

#### BUSINESS AND REGULATORY ENVIRONMENT

In 2008, the international financial system faced its biggest challenge since the global economic crisis of the 20<sup>th</sup> century. On global financial markets, investors were confronted by a dramatic scenario of historic dimensions. In particular, the lack of liquidity generation through interbank transactions reached a level that was not thought possible. Around the world, stocks plunged as they have rarely done before. Few financial experts had expected that prices would fall so steeply. The leading German index, DAX, finished the year with a 40 % loss. At the beginning of the year, most experts had expected it would climb 7 %.

Faced with an increasingly uncertain business environment, investors shifted assets to safer havens and fled to government bonds in industrial nations. The debacle on international financial markets and the intensifying financial crisis also left their mark on the real economy. After generating growth of 1.5 % in the first quarter of 2008, the economy suffered severe setbacks in the quarters that followed, turning the much-feared possibility of a recession into a reality in 2008. Economic experts expect that growth in Germany totaled only 1.3 % in 2008. According to a consensus estimate, growth in the European Union amounted to only 1.2 % in 2008.

The frozen credit markets and the extreme swings in stock prices caused investment banking and the M&A business to collapse and banks to slash costs in these areas. Amid the financial crisis, retail banking was rediscovered. It not only proved to be a stabilizing factor for banking revenues but also became an important source of refinancing for banks again thanks to its customers' deposits in the aftermath of the problems experienced in the interbank credit business.

The turbulent stock-exchange year of 2008 was also quite challenging for the market of financial-market information. While thousands of jobs in investment banking fell victim to the crisis and demand for highpriced terminal products dropped as well, demand for fast, reliable market information climbed in other areas, including retail banking. Global providers like Thomson Reuters and Bloomberg whose standard products can be found in trading offices of investment banks saw their sales fall. Providers like the vwd group, which do little business in investment banking, could partially avoid the impact of the financial crisis as a result of their focus on such submarkets as retail banking, private banking and wealth management.

In the **market** for financial-information systems, **competition** also intensified in 2008. As a result of the splintering of the financial-information sector, competitors continue to offer products and services that are comparable to those of the vwd group in submarkets. The competitors include international groups like Bloomberg and, in particular, Thomson Reuters that generate much higher sales than vwd does but, as a result of their size and their product line, compete intensely against vwd only in submarkets. In addition, small and mid-sized providers like the vwd group try to achieve regional or segment-specific strength. The vwd group's special package of services is unique in the marketplace, enabling it to gain a good position in national and European markets. The high number of stock-exchange transactions and the extreme volatility have caused data volume to explode and placed a major strain on the capacity of financial-information systems.

To be able to keep their IT systems running, all providers had to make massive investments in the expansion of new systems. The costs associated with this effort have intensified competition and increased consolidation pressure. The merger between Thomson and Reuters in 2008 is one of the climaxes of this consolidation phase. The merger that Thomson and Reuters initiated in 2007 received antitrust clearance from the EU Commission in 2008. In the past, the two companies competed against each other as suppliers of financial-market information. The merger ended this competition and significantly eased competitive pressures in subsegments of special market information. From the vwd group's perspective, the approval by the EU Commission was to be expected. But the vwd group maintains that the conditions the commission attached to the transaction were hardly sufficient to ensure the continuation of fair competition. For this reason, the vwd group has appealed the decision to the European Court of Justice.

The consolidation process in the financial-information sector was accelerated by new strategic takeovers. As a result of this market consolidation, Fininfo of France was acquired in 2007 by Telekurs, which became the SIX Group as a result of the merger with the Swiss Stock Exchange and other companies at the beginning of 2008. GL Trade of France was acquired by the American company Sun-Gard in 2008. The vwd group contributed to market consolidation to a smaller extent: With the takeover of the Dutch-Begium Tijd Gruppe and the investment in PortfolioNet AG of Switzerland, the vwd group has become a major European market player.

Stricter legal and regulatory requirements made the business of providing financial-market information more complex in 2008. MiFID (Markets in Financial Instruments Directive), which had taken effect in November 2007, came into full force once oversight by the Bundesanstalt für Finanzdienstleistungsaufsicht (the Federal Financial Supervisory Authority) began on January 1, 2008. The regulations in MiFID primarily apply to stock exchanges, banks and other financial service providers involved in investment consulting and securities trading. The aims of MiFID are improved investor protection, strengthened competition and standardization of the European finance market. The requirements of MiFID were immediately incorporated into the portfolio-management solutions employed by the vwd group. As a result, demand in 2008 for MiFID-compatible solutions could be markedly increased.

In 2008, the business tax reform created the basis for Germany's final withholding tax. The final withholding tax that took effect on January 1, 2009, is a tax on private capital income. Under it, all interest, dividends and capital gains must be taxed. The new tax creates a significantly higher burden for banks and asset managers resulting from additional administrative expenses. In the latest version of the vwd portfolio managers, the vwd group assists and simplifies the work of asset administration. It automatically calculates the new final withholding tax, including church tax, the tax at the source and solidarity surcharge. To our Stockholders vwd group Financial Communications

Group Management Report Financial Statements Business Development and Parameters

#### **BUSINESS DEVELOPMENT**

For the vwd group, fiscal year 2008 was a good one. It was a year that highlighted the position of the vwd group as the leading German provider of financial-market information and financial-market solutions. Despite the weak economic conditions, the vwd group boosted sales once again. By increasing these sales by 12.7 % to  $\in$  73.4 million (previous year:  $\in$  65.1 million), the vwd group set another sales record, even if organic growth slowed considerably compared with the previous year as a result of the financial crisis. EBITDA rose by 51.9 % to  $\in$  10.9 million (previous year:  $\in$  7.2 million). The EBITDA margin increased from 10.8 % to 14.4 %. EBIT climbed by 56.6 % to  $\in$  8.3 million (previous year:  $\in$  5.3 million). The EBIT margin increased to 11.3 % (previous year: 7.9 %).

With the announcement of the plan to further expand the major customer relationship between the vwd group and DZ BANK, the vwd group laid the foundation for long-range growth at the beginning of 2008. It is becoming apparent that the expanded relationship with DZ BANK will evolve into the largest project in the 60-year history of the vwd group. Preliminary contracts were agreed on, and the main contract was signed in March 2009.

The company's operational business performed within the range of positive expectations during the past fiscal year. In 2008, the vwd group succeeded once again in increasing the number of long-range contract commitments through the conclusion of new subscription agreements. The number of contract cancellations remained at a rather low level. The turbulence sweeping through international financial centers generated by the continuing financial crisis and tougher business conditions resulting from the recession in the United States and Europe has not yet had any marked effect on the business of the vwd group. One exception is advertising-focused services. The extremely balanced business model and the longterm contract commitments have cushioned the impact of the financial crisis.

During the reporting period, the vwd group assumed the customers of Infobolsa Deutschland GmbH in a transaction that was contractually completed in the previous year and equipped a large number of work stations at Infobolsa with the vwd group's own terminals. The number of customer agreements was increased further during the past year. With more than 3,200 business customers and institutional users as well as more than 12,000 private customers, the vwd group has an extremely solid customer base.

The vwd group established a new marketing channel when it set up a strategic partnership with Credit Suisse to jointly market portfolio-management solutions. The vwd group will supply a complete portfolio-management solution designed especially for the independent asset managers who work with Credit Suisse. In 2008, the sales and earnings results of this partnership were moderate.

During the year, numerous customer projects were again successfully carried out. The working relationship with the media has evolved into a very positive one. In this area, the vwd group succeeded in gaining another strong media partner, AOL Deutschland. AOL Deutschland has significantly expanded the financial section of its Web portal and relies on the financial-market data and the eFinance solutions provided by the vwd group. Through the new media partnership, the vwd fonds service, through which more than 15,000 funds registered for sale in Germany, Austria and Switzerland publish their fund information, was strengthened again. In fiscal year 2008, vwd became the new provider of data on stockexchange prices for the German news channel n-tv. This high-impact customer relationship is especially pleasing because the vwd group beat out multinational providers to win the contract. In addition to equipping the news rooms with market-data systems, the vwd group supplies stock-exchange price information for teletext pages. The business with fund information for Switzerland was strengthened by the expansion of the media partnership with the Handelszeitung in Switzerland, a subsidiary of Axel Springer Schweiz AG.

In transaction-based business models, the vwd group profited from the high volatility on stock exchanges. With TradeLink, the module for electronic OTC trading, significantly higher sales were generated by the increased trading volume of private investors with derivative products over the results from the previous year.

As a result of the continuing financial crisis, banks and financial service providers further reduced their activities in online advertising. For finanztreff.de, the financial portal operated by the vwd group, this trend resulted in lower advertising income and a 23.5 % decrease in sales. In overall terms, though, the drop in sales was more than offset by growth in other areas of the vwd group.

The expansion of the training management area proceeded well. With the new standardized training packages, customers of the vwd group now have an opportunity to use vwd products in a more efficient and time-saving manner. The new service offensive strengthens customer loyalty and facilitates faster reactions to customer requests. The vwd group also expanded its content spectrum with additional off-exchange data.

As a result of banks' extremely high vertical integration and enormous cost pressure, outsourcing activities remained a focal point in 2008. The vwd group, as a provider of financial-information services, profited from this development.

#### **RESEARCH AND DEVELOPMENT**

The market-data systems, portfolio-management solutions and browser-based applications offered by the vwd group must constantly meet the demands of the market. To be competitive, the solutions and systems must be state of the art in terms of meeting performance, technology and legal requirements. To ensure that this is the case, the vwd group invests a significant amount of the company's financial and personnel resources in enhancing its software and system solutions. The fundamental development work is done by the business segments Market Data Solutions and Technology Solutions. In 2008, a new release of the vwd portfolio manager was developed. The new 4.0 version also addresses the German business tax reform of 2008, which, among other things, forms the basis for the final withholding tax that took effect on January 1, 2009. Another extremely important project for the vwd group was developing the company's own brokerage middleware solution. The core element of the new solution will be a central trading function for all vwd products. Further development is also being carried out with the vwd market manager [web], the vwd data manager, the vwd market manager and the vwd smart series. The relaunch of the financial portal finanztreff.de was another change undertaken during fiscal year 2008. With a variety of new information options and innovative Web 2.0 functionality, finanztreff.de has a forward-looking, even more userfriendly design. This includes interactive applications, clear page organization and a straightforward approach to navigation. A large portion of the development work conducted in 2008 focused on customer projects. The preliminary work on the planned expansion of the customer relationship with the DZ BANK was the focal point here. In fiscal year 2008, the conditions for capitalizing development costs for a new project were fulfilled for the first time. As a result, these costs were capitalized.



**UBS**, Switzerland

Martin Thommen UBS Global Asset Management Sales director of UBS funds

# On Target with Target Groups

As one of the leading companies in the publication of daily fund data in German-speaking parts of Europe, the vwd group provides us with attractive, cross-media publication and communication options for UBS funds. Using traditional print media, online services or teletext, we directly reach our customers with a minimum of waste coverage. We respect the expertise and decades-long experience of the vwd group in this special business area. Generally speaking, development work is organized decentrally and is done by group companies. On the reporting day, 77 employees at the group focused solely on software development.

#### **EMPLOYEES**

As has been the case in previous years, the number of employees in the individual business segments rose once again. On December 31, 2008, the vwd group had 385 employees, compared with 338 at the end of the previous fiscal year (excluding apprentices in each case). The increased number of employees can be largely attributed to the acquisition of the Tijd Group. The 24 employees of PortfolioNet AG and its subsidiary, PC&S Portfolio Consulting & Services AG, were not included in the count.

#### FURTHER INFORMATION

Disclosures pursuant to § 315, Paragraph 4 of the German Commercial Code The following information is required under takeover law pursuant to § 315, Paragraph 4 of the German Commercial Code.

- Composition of subscribed capital: vwd AG has share capital of € 25,754,577. It is divided into 25,754,577 no-par value bearer shares, each representing a notional interest in the share capital of € 1.00. The share capital has been fully paid in. Shares with special privileges granting controlling powers do not exist. Each share grants the same rights and counts for one vote at the annual general meeting.
- Shareholders with blocks of shares exceeding 10% of share capital: There are three direct investments in the company that exceed 10% of voting rights each. On the basis of the voting-rights disclosure provided to us on March 14, 2008, and under consideration of

the capital increase carried out on December 12, 2008, 36.7 % of voting rights is held by CornerstoneCapital Beteiligungen GmbH and 36.5 % by DAH Beteiligungs GmbH. A total of 15.1 % of voting rights is held by the chairman of the Management Board, Edmund J. Keferstein, in part indirectly through EJK Investment und Beteiligungs GmbH & Co. KG that he controls.

- Appointment of Management Board members and amendments to the articles of association: The Supervisory Board appoints the Management Board members. Special rules governing the dismissal of the Management Board are not contained in the articles of association. The articles of association may be amended on the basis of legal regulations. The Supervisory Board is authorized to make amendments to the articles of association that apply only to the formulation.
- Management Board authorization to issue and buy back shares: Following the use of € 1,130,000 of authorized capital I to acquire 42.67% of additional shares in market maker Software AG, the remaining authorized capital I totals € 119,156. With the approval of the Supervisory Board, this capital may be used until March 15, 2009.

Pursuant to § 4 Paragraph 5 of the articles of association, the company's share capital is raised by a contingent capital increase up to a nominal  $\in$  220,000.00 through the issue of up to 220,000 new no-par value bearer shares. The contingent capital increase serves the redemption of stock options that the annual general meeting of May 10, 1999, decided to issue. The contingent capital increase is executed only insofar as the holders of stock options exercise their option rights. Group Management Report Financial Statements Business Development and Parameters Report on the Earnings, Financial and Asset Position

A resolution taken by the regular annual general meeting of September 12, 2007, authorized the Management Board to increase the company's share capital in one or more tranches on or before September 11, 2012, by issuing new no-par value bearer shares against cash or non-cash contributions up to  $\in$  9,851,267 (authorized capital II).

The authorization of the Management Board is always subject to the consent of the Supervisory Board. Further information about the extent and conditions are contained in the notes, to which we refer readers here.

No resolution was taken by the annual general meeting authorizing the company to acquire treasury stock.

 Significant conditional agreements entered into by the company: If one or more legal entities together or one natural person acquires more than 50% of vwd AG's capital, the existing permanent and seasonal operating lines of credit as well as buyer loans obtained from various banks may be terminated without notice.

## **Report on the Earnings, Financial and Asset Position**

#### EARNINGS POSITION

In 2008, the vwd group improved its operating result once again. With products and services related to the generation, processing, evaluation and use of financial information, the vwd group generated total sales of € 73.5 million (previous year: € 65.1 million). About 80 % of the total resulted from recurring sales produced by long-term contracts. The increase in sales achieved in 2008 was due to higher sales volume and completed acquisitions. The consolidated vwd group Netherlands B.V. and the vwd group Belgium NV jointly contributed to the group's revenue for the first time, generating sales of € 6.1 million. Overall, the company's sales growth expectations were exceeded. In addition to sales, other operating income of € 2.2 million (previous year: € 1.6 million) flowed into the total income for the period at the vwd group. The other operating income consisted primarily of dissolutions of provisions totaling € 581,1 thousand and the dissolution of liabilities totaling € 713 thousand.

EBITDA rose by 51.9 % to € 10.9 million (previous year: € 7.2 million). The EBITDA margin increased from 10.8 % to 14.4 %.

EBIT climbed by 56.6 % to  $\in$  8.3 million (previous year:  $\notin$  5.3 million). The EBIT margin rose to 10.9 % (previous year: 7.9 %). This margin did not increase at a greater rate because of the significantly higher depreciation, amortization and impairment of intangible assets associated with the takeover of the Tijd Group.

Overall material expenses, including transmission costs, information procurement, fees for downloading exchange data and other sales-related items, totaled € 24.3 million in 2008 (previous year: € 22.2 million). The material-expense ratio fell to 33.1 % (previous year: 33.3 %). The decrease in the share of material expenses primarily resulted from synergy effects resulting from joint data procurement by group companies. The decrease would have been even greater if start-up costs associated with the planned DZ BANK project had not been generated.

The acquisition-related rise in the workforce and the hiring of many new employees related to the expected project with DZ BANK raised personnel expenses to  $\notin$  27.2 million in 2008 (previous year:  $\notin$  23.7 million). As a result of these factors, the personnel-cost ratio rose from 35.5% in 2007 to 37.1% in 2008.

In the reporting period, depreciation, amortization and impairment of intangible and tangible assets totaled  $\in 2.6$  million (previous year:  $\in 1.9$  million). This included write-downs on commercial rights and similar rights totaling  $\in 1,447,1$  thousand (previous year:  $\in 936$  thousand), including write-downs on acquired customer bases of  $\in 433,2$  thousand (previous year:  $\in 0$ ), write-downs on technical equipment of  $\in 798$  thousand (previous year:  $\notin 613$  thousand), write-downs on operating and office equipment of  $\notin 309,9$  thousand (previous year:  $\notin 282$ thousand) and write-downs on buildings on third-party land of  $\notin 51$  thousand (previous year:  $\notin 46,1$  thousand). The goodwill impairment test carried out led to the result that no write-downs for impairment had to be made. Other operating expenses at the vwd group fell by  $\leq 0.3$ million to  $\leq 13.3$  million during fiscal year 2008 (previous year:  $\leq 13.6$  million). In the previous year, nonrecurring expenses related to the merger process and the cost of the planned capital increase resulted in higher other expenses. In 2008, this item reflects the addition of vwd group Netherlands B.V. and vwd group Belgium NV to the consolidation group.

Other operating expenses included in particular expenses for rents, marketing, external services, travel and vehicle costs as well as expenses for telecommunications and office supplies. They also included costs for the stock-exchange listing, including expenses for the annual general meeting and investor relations, the auditor's fee as well as costs for market analysis and consulting services, including legal counsel, related to the planned acquisitions.

In 2008, the vwd group generated net income after taxes and before minority interests of  $\notin$  4.4 million (previous year:  $\notin$  2.3 million). The share allocable to other shareholders totaled  $\notin$  1.0 million compared with  $\notin$  748,5 thousand in the previous year. Of minority interests totaling  $\notin$  1.0 million, a total of  $\notin$  418 thousand is attributable to market maker Software AG. As a result of the complete acquisition of the shares by vwd AG, this stake is no longer available to outside investors. To our Stockholders vwd group

Report on the Earnings, Financial and Asset Position

#### **SEGMENT REPORTING**

#### Market Data Solutions (MDS)

Relative to economic developments, sales generated by the MDS segment progressed well, climbing by 19.5 % to € 34.8 million (previous year: € 29.1 million). The sales increase in this segment was achieved largely through professional portfolio-management solutions for asset management. The largest increase in sales was attributed to the acquisition of the Tijd Group, which contributed about € 4.1 million to segment sales.

The segment result before interest rose by € 2.9 million to  $\in$  3.2 million during the reporting period (previous year: € 356 thousand). The segment result would have been even better if the startup costs associated with the expansion of the business relationship with DZ BANK were excluded. The continuing integration of vwd information solutions AG (formerly FIDES) into the vwd group also had a negative effect on the segment result.

#### Technology Solutions (TS)

With an increase in segment sales of 21.2 % to € 16.1 million (previous year: € 13.2 million), the TS business segment generated strong growth rates. In particular, transaction-related income contributed to growth as a result of the extremely high stock-market volatility. The business of the acquired Tijd Group added about € 2.0 million to segment sales.

Segment income before interest climbed by € 440 thousand to € 931 thousand (previous year: € 491 thousand).

#### Specialised Marketing Solutions (SMS)

The SMS segment defended its strong market position by producing sales of € 22.7 million (previous year: € 22.7 million). The segment's sales were influenced by two contrary trends. While the business with listing services progressed well and has grown, declining online advertising income dampened sales, with an accordingly negative effect on the segment result.

Segment income totaled € 4.0 million, a 14.4 % decrease from the previous year (€ 4.7 million).

#### **FINANCIAL POSITION**

The vwd group employs a largely centralized financial management to protect the group's finances. The key goal is to preserve the group's financial stability and flexibility. This is reflected in the balanced relationship of equity and debt. Financing is designed in such a way that an optimal balance of interests between equity and debt capital providers is ensured. Financial management aims to achieve an adequate return on capital employed and to ensure the group's liquidity at all times. As a result, permanent solvency plays a decisive role within financial management, with liquidity taking precedence over profitability. Through the selection of financing sources, financial management strives to ensure the highest possible autonomy for the company's management. The group's finance policies are designed to provide for fast access to fresh capital at reasonable conditions as a result of a solid financial standing.

Financial Communications

Group Management Report Financial Statements Due to its favorable earnings position, the vwd group reported cash flow from operating activities of  $\in$  5.3 million in fiscal year 2008 (previous year:  $\in$  4.8 million). Its high cash flow and credit lines with banks enabled the vwd group to continue its acquisition strategy and finance takeovers. The assumption of bank loans resulted in an increase in noncurrent financial liabilities to  $\in$  9.3 million from  $\in$  836,2 thousand a year earlier. The loan contracts contain covenants that require the vwd group to meet certain financial ratios and to take or desist from specific actions as well as customary rights of termination. The vwd group complied with all covenants during the past fiscal year.

The vwd group can access operating lines of credit for a total of € 13.0 million via the parent company. This credit line is partially used, subject to seasonal requirements, at the end of every fiscal year respectively and then cleared completely at the beginning of every fiscal year because of the very high liquidity flows. Through the early payment of the loan used to acquire the European Derivatives Group, € 4.0 million from an operating line of credit was used as of December 31, 2008, subject to seasonal requirements. This was significantly below the figure for the previous year (December 31, 2007: €7.7 million). On February 5, 2009, the line of credit was repaid in full and a credit balance of  $\in$  3.4 million was posted. At the end of 2008, current financial liabilities totaled € 6.2 million, compared with € 7.8 million at the end of 2007. As a result of prepayments made, liabilities rose to € 2.6 million (December 31, 2007: € 1.5 million). The increase resulted

from business expansion and the acquisition of the Tijd Group, which uses a business model with payment procedures that are similar to those at the vwd group. At  $\in$  5.3 million, liabilities toward suppliers were slightly below the previous year's total (December 31, 2007:  $\in$  5.7 million). Overall, current liabilities rose by  $\in$  1.8 million to  $\notin$  25.5 million (December 31, 2007:  $\notin$  23.7 million).

The acquisition of new companies and application of new actuarial calculations have raised the pension obligations of the vwd group, requiring the formation of provisions for pensions and similar commitments totaling  $\in$  5.7 million (December 31, 2007:  $\in$  4.1 million). Other provisions were nearly unchanged at  $\in$  1.0 million (December 31, 2007:  $\in$  1.1 million). In particular, provisions for anticipated losses and production-cost obligations were formed. Current provisions rose slightly to  $\in$  1.7 million (December 31, 2007:  $\in$  1.3 million). Among other reasons, the provisions were formed for possible severance payments to employees, for interest to cover supplementary tax claims and for expected license payments.

As a result of the capital increase in 2008, subscribed capital rose by  $\in$  1.1 million to  $\in$  25.8 million. Overall, equity increased to  $\in$  30.6 million (December 31, 2007:  $\in$  19.2 million). The equity ratio was 41.2 % (December 31, 2007: 39.1 %), meaning that the vwd group can be viewed as solidly financed.

To our Stockholders vwd group Financial Communications

Group Management Report Financial Statements Report on the Earnings, Financial and Asset Position

#### **ASSET POSITION**

While the acquisitions and share increases carried out in 2008 are only partially reflected in the income statement, the full effect of the acquisitions and share increases is shown in the balance sheet. The acquisitions and share increases are included in the item other intangible assets and goodwill. Goodwill increased by  $\in$  9.0 million to  $\notin$  36.6 million (December 31, 2007:  $\notin$  27.6 million). On an individual basis, the increase was produced by the acquisition of the Tijd Group at  $\notin$  4.4 million, the complete takeover of market maker Software AG at  $\notin$  4.3 million and the increased stake in gevasys at  $\notin$  256 thousand.

As a result of the recognition of acquired software and customer bases of the Tijd Group and PortfolioNet AG, other intangible assets rose from  $\in 2.7$  million to  $\in 11.8$  million. In the course of the takeover of PortfolioNet AG, the vwd group acquired securities totaling  $\in 517,6$  thousand. This was largely the reason that financial assets rose to  $\in 900,7$  thousand (December 31, 2007:  $\in 355,3$  thousand).

In the past year, investments by the vwd group totaled  $\notin$  4.2 million (excluding acquisitions and share increases). The investments were made in order to replace network technology, PCs and data security as well as to acquire office equipment and software solutions. Overall, non-current assets rose by 53.3 %, from  $\notin$  36.4 million to  $\notin$  55.8 million.

As a result of new acquisitions that were consolidated for the first time and the early disbursement of a loan to be used in the acquisition of the European Derivatives Group, cash and cash equivalents rose to  $\in$  10.6 million (December 31, 2007: € 8.2 million). As part of the new acquisitions of companies, receivables were obtained, increasing trade receivables to € 5.8 million (December 31, 2007: € 3.0 million). Current assets rose to € 18.6 million (December 31, 2007: € 13.2 million).

As a result of acquisitions and the expansion of the operational business, total assets rose from  $\notin$  49.6 million at the end of 2007 to  $\notin$  74.4 million at the end of 2008.

# STATEMENT REGARDING THE GROUP'S CURRENT BUSINESS POSITION

The asset, financial and earnings position in 2008 was once again shaped by profitable growth. The Management Board's expectations were completely fulfilled in fiscal year 2008. In general, it can be said that the financial crisis has led to significantly slower organic growth in sales. The vwd group has responded to this development by optimizing production costs.

From the perspective available at the time that this group management report was prepared in February 2009, the group's current business position remains good compared with the previous year.

Detailed information about the asset and financial position of the vwd group is contained in the notes.

### **Remuneration Report**

The remuneration report of vwd AG provides details about the basis of compensation of the Management Board and the Supervisory Board as well as its amount and structure. The remuneration system of vwd AG contains various compensation components for members of the Management Board and the Supervisory Board. They differ in terms of amount and structure.

#### REMUNERATION OF THE MANAGEMENT BOARD

The overall structure of remuneration for the Management Board is determined by the Supervisory Board. Performance-based compensation is provided to the Management Board. Remuneration consists of a fixed base salary unrelated to company success, a performance-based variable portion (bonus), fringe benefits and pension provisions. In addition, Management Board members receive allowances for private pension provisions.

The vwd AG articles of association include the possibility of providing stock options to serve as a long-term incentive. In the past, option rights were issued only occasionally. The current remunerations system no longer includes this form of compensation. The criteria governing the appropriateness of remuneration for the Management Board are primarily each member's area of responsibility, his or her personal performance, the performance of the Management Board as a whole, the general economic situation and the company's business success and future opportunities. A commitment to provide remuneration in the event of the premature end to service on the Management Board as a result of a change of control is not regulated in the employment contracts of Management Board members. The variable remuneration is linked to the obtainment of EBITDA minus minority interests per share at the vwd group under IFRS. The variable-remuneration component is restricted by the setting of specific targets and upper limits. The use of these key figures ensures that the management bonus as a performance incentive remains in line with the management control figures used at the company.

As a fringe benefit, every member of the Management Board is entitled to a company car that reflects his or her position in the company or an allowance when the member's own car is used. In addition, every member is covered by an accident-insurance policy obtained from the vwd employee group insurance program during his or her period of work with the company. The company has also taken out D&O insurance for each member of the Management Board.

The Management Board received no remuneration for its Supervisory Board responsibilities at the subsidiaries during fiscal year 2008.

No loans have been granted to members of the Management Board by vwd AG or its subsidiaries.

Details of the Management Board remuneration in fiscal year 2008 are listed individually in the following table:

REMUNERATION OF THE MANAGEMENT BOARD AT VWD AG FOR FISCAL YEAR 2008

in €	Base salary	Bonus	Fringe benefits	Total 2008	Additions to/ withdrawals from pension provisions
Edmund J. Keferstein	300,000	163,021	29,844	492,865	-3,105
Spencer Bosse	250,000	136,720	29,402	416,122	-2,816
Joachim Lauterbach	230,000	136,720	18,090	384,810	3,174
Total	780,000	436,461	77,336	1,293,797	-2,747

#### REMUNERATION OF THE SUPERVISORY BOARD

Remuneration of the Supervisory Board is determined by the annual general meeting and is governed by § 12 of the articles of association. In light of the neutral nature of their work and their lack of involvement in the operational business, the members of the Supervisory Board receive no success-based compensation.

Every member of the Supervisory Board receives an annual salary of  $\notin$  15,000.00. The vice chairman of the Supervisory Board receives 1.5 times this amount, and

the chairman of the Supervisory Board receives twice this amount. In addition, each member of the Supervisory Board receives a payment of  $\in$  1,500 for each meeting that he or she attends. No loans have been issued to the members of the Supervisory Board.

The remuneration paid to the Supervisory Board at vwd AG during fiscal year 2008 is shown in the following table:

#### REMUNERATION OF THE SUPERVISORY BOARD OF VWD AG FOR FISCAL YEAR 2008

in €		Meeting	
	Annual salary	compensation	Total 2008
Klaus Nieding, chairman	30,000	6,000	36,000
Pieter van Halem, vice chairman	22,500	6,000	28,500
Norbert Schwerber	15,000	6,000	21,000
Total	67,500	18,000	85,500



VuV – Verband unabhängiger

Vermögensverwalter Deutschland e.V. (the Association of Independent Asset Managers in Germany)

**Management Board** 

- Dr. Gerhard Kempter, Gebser & Partner AG
- Martin Wiegelmann, SMS & Cie. Vermögensmanagement GmbH
- Günter T. Schlösser (Vorsitz), portfolio concept GmbH
- Andreas Grünewald, FIVV Finanzinformation & Vermögensverwaltung AG
- Peter W. Kolberg, Büttner, Kolberg & Partner Vermögensverwalter GmbH

(from left to right)

# Autonomous. Expert. Earnest.

With our services and investment-planning assistance, we, the Association of Independent Asset Managers, help our member companies become the most successful businesses in their sector. This desire also applies to the software solutions preferred by our members, including the vwd portfolio manager that the majority of our members use every day for portfolio management and optimization. The vwd group is the only provider of software solutions in the Forum VuV, a group of 20 well-known financial service providers who represent the interests of the association.

## **Risk Report**

At the vwd group, risk management is considered a tool to monitor risks that have been assumed or will be assumed.

This focus does not just apply to external risks that could endanger the company's continuation as a going concern. It also extends to such activities, events and developments that could significantly impact the company in the future. Risks can also arise from internal omissions in which positive opportunities are not exploited or recognized.

The most important objective of risk management at the vwd group is the early recognition of fundamental risks and their effect on the organization as well as the initiation of suitable measures that could avoid them or reduce them to an acceptable risk level.

#### **RISK MANAGEMENT SYSTEM**

The early-warning and monitoring system is directed at operational threats and consists of a variety of observed criteria and media. The identified risks are centrally collected and reviewed in a risk database. Every risk is evaluated in terms of probability and expected damage (risk potential) and positioned in a risk matrix that reflects company specifications regarding risk classification. As a result of the findings of this work, various case-related strategies governing risk management are applied.

At the same time, new projects are initiated and processes implemented in order to reduce long-term risks.

#### MARKET ENVIRONMENT AND SECTOR RISKS

#### Company-strategy risks

Strategic risks can arise when management fails to recognize critical developments and trends in due time or interprets them incorrectly. As a result, the company can make fundamental decisions that, in terms of reaching long-range business goals, can prove to be unfavorable ex post and are difficult to correct. The management of strategic risks is the responsibility of the Management Board and is not quantifiable.

The vwd group intends to continue its drive to purposely strengthen the company's market position in Europe through acquisitions and to expand its business segments horizontally and/or vertically. As a matter of principle, a business risk is associated with the acquisition of a company and its integration. Through extensive examinations before the transaction (due diligence) as well as measures associated with the acquisition, efforts are made to reduce this risk. The management of vwd has many years of experience in the review and the integration of companies. It has a proven team that works methodically and uncovers potential risks before a decision about an acquisition is made. Nonetheless, delays can occur during the integration phase because consideration must be given to the use of personnel and organization resources. This can result in observable bottlenecks.

#### Legal risks

The vwd group is involved in litigation only to a limited extent in the course of its business operations. No lawsuits were filed against the company in 2008. The vwd group considers the merger between Thomson and Reuters to have produced a distortion of competition. For this reason, the vwd group has filed a legal challenge against the approval. From the company's point of view, the fundamental risks arise from the expected legal costs. However, sufficient provisions have been established to cover them.

Although no prediction can be made with any certainty about the ongoing disputes and claims, we believe that the liabilities arising from them will not have a significantly negative effect on operating income or the company's financial position. However, the company cannot guarantee this.

#### Personnel risks

For years, the vwd group has had very low attrition rates and is committed to the training and professional development of its employees. For this reason, unexpected and numerous resignations from the company are not foreseen. As a result of economic developments, a certain squeeze was seen only in the market for IT specialists. As a result of the lowered growth forecasts of many companies, it is assumed that the pressures on the market for IT specialists will continue to ease in 2009. To safeguard the future development of the expanding vwd group, staff development of specialists and managers will be more broadly positioned in 2009 to be able to react to future needs.

#### Information technology risks

The information technologies used in the vwd group are reviewed and updated at regular intervals to ensure execution of IT-supported business processes. During the past fiscal year, extensive projects were initiated for this reason in order to replace old systems and to make structural adjustments needed to meet growing capacity requirements.

In addition, the vwd group constantly refines measures and systems for securing information and reduces business-process risks between the group and customers, suppliers and other business partners that are associated with IT-supported integration.

Every attack on the IT systems of the vwd group and every significant malfunction or operating error of these systems (e.g., because of possible hardware or software errors, viruses or natural disasters) could result in a disruption of the vwd group's business activities or losses of data or source codes (e.g., because of theft or destruction) and thus lead to additional costs. The company cannot guarantee that disruptions or attacks can be hindered by preventive security measures. The vwd group may have to commit considerable funds and resources to protect against or to repair potential or existing security disruptions and malfunctions and their consequences. In addition, the vwd group may be subject to claims for damages from individual customers to whom the vwd group has commited to ensure certain accessibility rates for the use of their systems. This can have negative effects on the vwd group's asset, financial and earnings position.

To our Stockholders vwd group Financial Communications Group Management Report Financial Statements Risk Report

#### Liability risk

Customers may claim damages from the vwd group in cases where the vwd group does not succeed in contractually excluding liability for defective software. Moreover, in the event of malfunctions, the vwd group may be obliged to make improvements to software produced by the company and bear the costs for these changes. In individual cases, this may involve considerable investments of time and financial resources. Moreover, in certain circumstances, third parties may file claims pertaining to the accuracy of the financial-market information supplied through the company's systems. Although the vwd group generally procures financial-market information from a third party and excludes liability for data procured from a third party, the company nonetheless cannot rule out the possibility that in individual cases claims may be filed against the company regarding the accuracy of the information provided in which it has no recourse to the supplier of the information.

Defective products or services can damage the reputation of the vwd group and severely affect sales of the vwd group's products and services or prompt customers to switch to competitors' products. All of these risks can have negative effects on the vwd group's asset, financial and earnings position. In order to minimize these risks, the company has taken out appropriate insurance policies.

#### FINANCIAL RISKS

In fiscal year 2008, the vwd group held no derivative financial instruments.

#### **Currency risks**

Currency risks are created especially in those areas where receivables, debt, cash and cash equivalents and planned transactions are conducted or could be conducted in a different currency from the local one of the vwd group. The foreign-currency risk of the vwd group is limited to the Swiss franc and the U.S. dollar. Billing for companies based in the euro zone is the euro. Orders in U.S. dollars are done only in exceptional cases. Customer invoices priced in U.S. dollars are of absolutely secondary importance. As a result of the subsidiaries in Switzerland, a large share of generated payment streams is needed to run business operations. This means that only small amounts are subject to exchange-rate risks. Hedging instruments are not used by the vwd group.

The currency-sensitivity analyses are based on the following assumptions:

Primary original monetary financial instruments (liquid assets, receivables, interest-bearing liabilities, noninterest-bearing liabilities) are denominated in functional currency. Interest income and expenses from financial instruments are also recorded in functional currency. As a result, this also precludes any impact on the measured parameters. For the vwd group, currency risks can largely be ruled out because the vwd group does business in foreign currencies only to a very limited extent. This includes the business of vwd information solutions AG, which, as a Swiss subsidiary of the group, primarily conducts its business in Swiss francs. Currently, the company sees no reason to hedge its very low currency risks with financial derivatives.

#### Interest-rate risks

The noncurrent liabilities have variable interest rates, creating a certain change risk. The vwd group, however, is profiting from the falling interest-rate level seen in the past fiscal year. The relevant indexes are closely monitored, and an interest-rate setting at a favorable level cannot be ruled out in the future. The interest payments for our variable interest-rate loans as of December 31, 2008, would rise by about € 180 thousand a year if the interest-rate level rose by 100 basis points.

#### Liquidity risks

To ensure unlimited solvency, the company must have sufficient liquidity available at all times. The administration and monitoring of the liquidity situation is performed by treasury management, an area overseen by the CFO. The group's subsidiaries are an integrated part of this management responsibility. No liquidity risk can be determined at the vwd group. The lines of credit are being used only in the mid-percentage level and are primarily used to pursue strategic company goals. The vwd group generates positive cash flow and is well protected by recurring income from subscriber contracts.

#### **Price risks**

The vwd group has no significant assets whose value is based on stock prices or other indexes. It holds only a small position ( $\in$  366 thousand) of low-risk money-market funds that were obtained during the acquisition of PortfolioNet AG. This position serves liquidity management and will be reduced in the future. The risks from this holding are rated as low.

#### Default risks

Default risk describes the risk of a loss resulting from a customer's failure to pay or reduction in creditworthiness. This risk is addressed through a careful credit check and advance-payment agreements with customers. In addition, strict receivables management has been put in place, and it monitors the punctual payment of our customers' receivables.

#### **Country risk**

Country risk describes the risk that receivables from cross-border business and/or business in foreign currencies cannot be collected or cannot be collected on time as a result of political- or economic-related sovereign actions. This also includes transfer and conversion risks. These risks do not exist in the region where the vwd group does business.

#### Market risk

The vwd group can purchase the stock price information for its customers from data providers or is directly linked to off-exchange price sources. The vwd group employs the direct-link strategy to gain more autonomy from external data providers and to reduce the risk on the procurement market.

The merger of Thomson and Reuters approved by the EU Commission and the resulting quasi monopoly can result in problems with or higher costs for data procurement for the subarea of market information. The vwd group always has the option of going directly to the source as long as is freely accessible. For these data, no alternatives are available, and the vwd group competes in individual business fields against Thomson Reuters.

#### **GENERAL RISK POSITION**

It is difficult to make a risk forecast for fiscal year 2009 as a result of present economic prospects. The forecasts issued by economic institutes are not promising, and experts disagree on the extent and length of the recession. It is difficult to say whether economic-stimulus programs and confidence-building measures will have an effect and produce a turnaround in 2009.

Current discussions about the possible nationalization of banks indicate just how far the government is prepared to go in order to shore up the sector and build trust.

The largest customer segment of the vwd group, the banks and financial service providers, are, without a doubt, strongly impacted by the financial crisis. However, vwd products form the basis of individual services for banks, which mean they cannot be readily eliminated. The business with current customers is covered by longterm contracts that protect the vwd group's business from short-range decisions by customers.

The vwd group would probably profit from an emerging trend by banks to focus more intensely on retail-banking customers. At the same time, the company would not be affected by the departure from investment banking. But general cost-cutting activities will affect the business of the vwd group.

Under consideration of all available information at the moment, the vwd group has no risk that could endanger its ability to continue as a going concern.

### **Supplementary Report**

On February 11, 2009, the vwd group concluded a contract to acquire 51% of the European Derivatives Group (EDG), a business alliance that raises the level of transparency and sustainability in the certificate market through ratings, training and professional development programs. Specifically, the vwd group will acquire 51% of Munichbased EDG AG, 51% of St. Gallen-based European Derivatives Group AG and 51% of Derivatives Academy AG, based in Frankfurt/Main. By obtaining a majority stake in the EDG companies, vwd is adding the area of certificate rating to its broad range of global financial information. At the same time, the company is strengthening its market position in retail banking and wealth management once again. The acquisition will be completed in the first half of 2009.

The acquisition price for the 51% stake in the EDG Group is in part variable and consists of two partial price components. The first partial price component will be based on the actual earnings that the EDG Group generated in fiscal year 2008 and is expected to be around  $\in$  5.3 million. The second partial price component will be based on the actual earnings that the EDG Group generates in fiscal year 2011.

Furthermore, the seller and vwd have agreed on call and put options covering the remaining 49% of shares in the EDG Group. These options can be exercised in 2012. The price to be paid is also variable and will be based on the future earnings of the companies in the EDG Group. The vwd group believes that EDG will have a significant impact on the continuing positive business development of the vwd group in future years.

In an ad hoc release issued on March 5, 2009, vwd AG announced the conclusion of a long-term contract with DZ BANK AG to deliver information and market data. In signing this agreement, vwd AG markedly expanded its business relationship with DZ BANK AG. In this new stage, the company will provide browser-based marketdata solutions and Internet portals for the DZ BANK AG's GIS product line to go along with terminal products. vwd AG will provide innovative complete solutions for all three areas. With the help of vwd products, DZ BANK AG will introduce a new generation of GIS offerings. The future partnership will also focus on intensely and continuously refining the products and solutions. The expected sales volume will be around € 40 million during the regular contract term of 10 years. vwd AG expects the expanded business relationship will begin to have a positive effect on earnings in the ongoing fiscal year.

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## **Opportunities and Forecast Report**

# ACCEPTING THE CHALLENGE AND EMERGING STRENGTHENED FROM THE FINANCIAL CRISIS

The economic conditions for 2009 in Germany and Europe could not be any worse. The real economy is experiencing a recession, and major financial institutions are being given transfusions of government support or have been partially nationalized. The entire financial industry is facing a complete realignment and is searching for new, secure sources of income. Major financial institutions that once considered themselves global players are focusing again on local and national business opportunities. Investment banking, one of the big revenue generators for years in the past, is being broadly cut back by the banks or eliminated entirely in individual cases. Banks are strengthening their teams in retail banking once again and expanding their business in this area. In the process, though, they must clearly concentrate on their cost structures. This focus will most likely result in new outsourcing activities. Private banking and wealth management will also become higher-priority items. No new business fields for the battered banks can be seen on the horizon.

The vwd group, which was able to grow and underscore its claim as the leading German provider of financial data and financial-information solutions in Europe despite the turbulence sweeping through financial markets, views the future as a major opportunity for further growth. Naturally, the vwd group will have certain business areas that will encounter difficulties as a result of economic developments. This applies in particular to marketing and communication services. Nonetheless, the company sees significantly more opportunities for

its business than risks. At the moment, the vwd group is reaping the rewards of the correct direction-setting decisions it made four years ago. It did not compete against the major multinational players in the area of high-priced systems in trading and investment banking. Instead, the company has concentrated on the areas of retail and private banking as well as wealth management in the regional markets it serves. At the vwd group, customer satisfaction has been a top priority in the past and will remain one in the future. The group believes that companies with satisfied customers are the only ones who can establish long-term business relationships. The business of the vwd group is designed to achieve long-term success. As a result of its strategic direction and its financial strength, the vwd group can emerge from the financial crisis in a strengthened position. In the consolidating market for financial information, it will continue to look for acquisition targets. The vwd group's focus in this search will remain both on the local markets where it already does business and on European countries where it is not represented yet. The vwd group will strive to exploit its opportunities in turbulent times.

#### OUTLOOK

In Germany and the rest of the industrial world, the year of 2009 will be characterized by decreasing economic output, rising unemployment and expanding government deficits. The German government and the EU Commission are expecting Germany to suffer its worst economic downturn since World War II. The gross domestic product will fall about 2.3 % in 2009 compared with the previous year. The expectations are not much better for the rest of the European Monetary Union. But most experts do not expect the economy of the European Monetary Union to slow as much as the German economy. The International Monetary Fund, for instance, forecast a 0.5 % decrease in the euro zone.

In spite of the economic problems, the vwd group believes it can generate growth in sales and earnings during fiscal year 2009 as long as the situation on the capital markets does not significantly worsen. The planned DZ BANK project is expected to generate new momentum. Because the vwd group did extensive preliminary work for the DZ BANK project in 2008, sustainable sales and earnings growth can be expected at the conclusion of the contract. In the future, the vwd group will also be able to tap further synergy potential. The company is expecting to achieve lower costs in information procurement and operations. It is also expected that the crossselling potential with subsidiaries will generate new momentum. The vwd group is not issuing a sales and earnings forecast extending beyond 2009. In doing so, it is joining the majority of listed companies that cannot make any forecast as a result of the general economic downturn. Should the capital markets recover and the creditworthiness of vwd group's customers remain at its present levels, the vwd group sees the company as being well positioned for the time following the financial crisis.

#### RESERVATIONS REGARDING FUTURE-ORIENTED STATEMENTS

The management report contains future-oriented statements that reflect the current opinions, expectations and assumptions of the vwd group and are based on information available to the company at the time the management report was compiled. Future-oriented statements offer no guarantee that future results or developments will actually arise and are therefore subject to risks and uncertainty of outcome. The future results and developments of the vwd group can deviate considerably from the expectations and assumptions formulated in this document because of a number of factors. Changes in the general economic situation, new regulatory parameters, the competitive situation and the development of the financial markets in particular may affect the future results and performance of the vwd group. Group Management Report Financial Statements Opportunities and Forecast Report Report on Relationships with Affiliated Companies

## **Report on Relationships** with Affiliated Companies

The Management Board of vwd AG has presented a report on relationships with affiliated companies to the Supervisory Board in accordance with § 312 of the German Stock Corporation Act. It closes with the declaration that no reportable legal transactions were carried out either with major stockholders known to the company or with one of their affiliated companies. Likewise, no other reportable actions were taken or avoided at the request of or in the interest of one of these companies.

Frankfurt/Main, March 5, 2009

EDMUND J. KEFERSTEIN Chairman of the Management Board

SPENCER BOSSE Member of the Management Board

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JOACHIM LAUTERBACH Member of the Management Board

# Financial Statements 2008



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# **Consolidated Balance Sheet**

AS OF DECEMBER 31, 2008

ASSETS

in € '000	notes		2008		2007
A. Noncurrent assets					
I. Intangible assets	5.				
1. Development costs		151.1		0.0	
2. Other intangible assets		10,845.5		2,677.1	
3. Goodwill		36,646.9		27,566.1	
Rounding differences		0.0	47,643.5	- 0.1	30,243.1
II. Tangible assets	6.				
1. Land and buildings					
on third-party land		1,524.6		1,395.1	
2. Technical equipment and machinery		2,691.7		1,902.7	
<ol> <li>Other equipment, operating and office equipment</li> </ol>		851.4		663.1	
4. Advance payments		781.6	5,849.3	0.0	3,960.9
III. Investment property	7.		534.8		547.2
IV. Other financial assets	8.		900.7		355.3
V. Deferred tax assets	32.		875.9		1,264.8
			55,804.2		36,371.3
3. Current assets					
I. Inventories	9.		34.4		41.7
II. Trade receivables	10.		5,796.7		3,035.1
III. Orders with an asset-side balance	11.		80.0		0.0
IV. Other receivables	12.		2,032.9		1,952.8
V. Cash and cash equivalents			10,632.2		8,206.7
			18,576.2		13,236.3
			74,380.4		49,607.6

LIABILITIES

in € '000	notes	2008	2007*
A. Equity	13.		
I. Subscribed capital		25,754.6	24,624.6
II. Capital reserves		- 13,375.8	-17,670.1
III. Other reserves		11,892.7	9,410.7
		24,271.5	16,365.2
IV. Minority interests		6,371.8	2,849.0
		30,643.3	19,214.2
B. Noncurrent liabilities			
1. Provisions for pensions and similar commitments	14.	5,681.4	4,099.7
2. Other provisions	15.	1,008.6	1,054.3
3. Financial liabilities	16.	9,264.1	836.2
4. Liabilities to stockholders		0.0	0.0
5. Deferred tax liabilities	32.	2,272.7	691.5
Rounding differences		- 0.1	0.1
		18,226.7	6,681.8
C. Current liabilities			
I. Other provisions	17.	1,692.8	1,320.4
II. Financial liabilities	16.	6,160.0	7,839.6
III. Trade payables	18.	5,344.2	5,682.9
IV. Obligations from production orders	11.	86.6	0.0
V. Advance payments received	19.	2,616.9	1,479.4
VI. Tax liabilities	20.	1,854.5	2,914.3
VII. Other liabilities	21.	7,755.5	4,475.0
Rounding differences		- 0.1	0.0
		25,510.4	23,711.6
		74,380.4	49,607.6

\* Previous year's amounts adjusted (see notes under 4.3)

# **Consolidated Income Statement**

FOR THE PERIOD FROM JANUARY 1 TO DECEMBER 31, 2008

in € '000	notes	2008	2007
1. Sales	24.	73,357.3	65,105.4
2. Other internally produced and capitalized assets	25.	151.1	0.0
3. Other operating income	26.	2,232.5	1,602.3
4. Cost of materials	27.	24,317.5	22,235.3
5. Personnel expenses	28.	27,248.7	23,667.4
6. Other operating expenses	29.	13,282.4	13,632.4
EBITDA		10,892.3	7,172.6
7. Amortization, depreciation and impairment of intangible			
and tangible assets and investment property	30.	2,616.2	1,888.7
EBIT		8,276.1	5,283.9
8. Result from associated companies		0.0	0.0
9. Other interest and similar income		201.1	330.8
10. Depreciation of financial assets and securities		0.0	0.0
11. Interest and similar expenses		865.3	262.3
Financial result	31.	- 664.2	68.6
12. Result from ordinary operations		7,611.7	5,352.5
13. Income taxes		2,649.7	3,453.9
14. Deferred taxes		511.7	- 383.4
15. Others taxes		10.8	13.3
Tax result	32.	3,172.2	3,083.8
16. Result		4,439.5	2,268.7
thereof allocable to other shareholders	33.	1,014.7	748.5
thereof allocable to vwd group		3,424.7	1,520.2
17. Earnings per share in €			
undiluted	34.	0.139	0.062
diluted		0.139	0.062

Consolidated Income Statement Consolidated Cash Flow Statement

# **Consolidated Cash Flow Statement**

FOR THE PERIOD FROM JANUARY 1 TO DECEMBER 31, 2008

	2008	2007
Net income	4,439.5	2,268.7
Depreciation, amortization and impairment of tangible and intangible assets (+)	2,616.2	1,888.7
Change in pension provisions (increase + / decrease -)	1,310.4	- 169.1
Gains (–) / losses (+) from the disposal of assets	27.6	17.7
Gains (-) / losses (+) from the disposal of assets	8,393.8	4,006.0
		4,000.0
Increase (-) / decrease (+) in inventories	7.3	12.4
Increase (–) / decrease (+) in trade receivables	79.7	291.6
Increase (–) / decrease (+) in trade payables	- 2,011.4	662.5
Change in other net assets/other noncash items (-/+)	- 0.5	- 129.2
Net cash generated from operating activities (net cash flow)	5,315.3	4,843.3
Payments for tangible and intangible assets (–)	- 4,015.0	- 1,723.3
Payments for development costs (–)	- 151.1	0.0
Payments for financial assets (–)	- 27.8	0.0
Change in assets from currency translation	- 9.6	0.0
Proceeds from the disposal of tangible and other assets (+)	0.0	272.0
Payments for changes in consolidation group (–)	- 9,401.7	0.0
Net cash generated from investing activities (total)	- 13,605.3	-1,451.3
Payments for the repayment of liabilities to minority shareholders (–)	- 310.0	- 368.5
Payments to miniority shareholders (–)	- 567.3	- 344.9
Payments to shareholders of vwd GmbH (–) (dividend payments)	0.0	- 1,000.0
Payments in connection with the increase in capital	- 32.7	0.0
Payments to service debt (+)	11,100.0	0.0
Payments for servicing financial liabilities	– 565.9	- 196.8
Net cash generated from financing activities (total)	9,624.1	- 1,910.2
Change in equity from currency translation	0.0	- 30.8
Net change in cash and cash equivalents (total)	1,334.1	1,451.0
Net change in cash and cash equivalents (total)		
Cash and cash equivalents on January 1	367.1	- 1,083.9
Changes in consolidation group	4,877.2	0.0
Cash and cash equivalents on December 31	6,578.3	367.1

# Statement of Recognized Income and Expense for the vwd group

in € '000	2008	2007
Changes in actuarial gains/losses from defined-benefit obligations		
and similar commitments recognized in equity	- 748.5	460.5
Changes in currency translation adjustment items of foreign subsidiaries recognized in equity	86.1	- 30.9
Deferred taxes on changes directly offset in equity	- 120.5	-146.9
Changes recognized in equity pursuant to IAS 8	- 341.2	0.0
Changes directly recognized in equity	-1,124.1	282.7
Profit after tax	4,439.5	2,268.7
Total recognized income and expense	3,315.4	2,551.4
- thereof allocable to shareholders	2,300.7	1,800.6
- thereof allocable to minority interests	1,014.7	750.8

#### Notes

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AS OF DECEMBER 31, 2008

vwd Vereinigte Wirtschaftsdienste AG ("vwd," the "group" or the "company") is a stock corporation under German law. It is the parent company of the vwd group. vwd is listed in the Regulated Market (Geregelter Markt) of the Frankfurt Stock Exchange.

vwd is headquartered in Frankfurt/Main, Germany, Tilsiter Str. 1. It is entered into the Commercial Register in Frankfurt/Main under HRB 81011.

vwd offers customized information, communication and technology solutions for the securities business. vwd specializes in fulfilling customer-specific requirements in the areas of asset management, retail banking, private banking and wealth management, and has established itself as one of the leading providers in Europe. vwd focuses on innovative solutions for financial service providers, investors and the media. vwd's most well-known brands are finanztreff.de, vwd fonds service, vwd market manager, vwd portfolio manager, TradeLink and Tai-Pan.

Until March 12, 2008, vwd was controlled by CornerstoneCapital Beteiligungen GmbH, Frankfurt/Main, and DAH Beteiligungs GmbH, Mannheim, under an agreement for the joint exercise of voting rights. This agreement for the joint exercise of voting rights between CornerstoneCapital Beteiligungen GmbH and DAH Beteiligungs GmbH was mutually terminated effective March 12, 2008. Until that date, vwd Vereinigte Wirtschaftsdienste AG had formed a group with each of the controlling companies.

The Board of Management is scheduled to Management approved the release of the consolidated financial statements for fiscal year 2008 on March 26, 2009. The Supervisory Board approved the consolidated financial statements in its meeting on March 12, 2009.

The consolidated financial statements and group management report, prepared as of December 31, 2008, will be published in the electronic Federal Gazette pursuant to § 325 of the German Commercial Code (HGB).

#### **1. GENERAL INFORMATION**

vwd's consolidated financial statements were prepared in accordance with § 315a HGB and the regulations of the International Financial Reporting Standards (IFRS) of the International Accounting Standards Board (IASB), London, Great Britain, valid as of the reporting date and accepted by the European Union as well as the interpretations of the International Financial Reporting Interpretations Committee (IFRIC).

The consolidated financial statements are based on the historical cost principle except for certain items such as financial assets available for sale, which are reported at fair value. The annual finan-

cial statements of the companies included in the consolidated financial statements are prepared in accordance with uniform accounting and measurement principles. Carrying amounts based on tax regulations are not included in the consolidated financial statements. The reporting date of the individual financial statements for all companies included in the consolidated statements is the same as the reporting date for the consolidated financial statements (December 31, 2008).

The consolidated financial statements were prepared in euros. All amounts are stated in thousands of euros unless otherwise indicated.

The income statement has been prepared in accordance with the total cost method.

Certain items in the income statement and the balance sheet have been combined to improve clarity of presentation. These items are explained separately in the notes.

The balance sheet is structured according to maturity. Assets and liabilities are classified as current assets or liabilities when they are due within one year. Accordingly, assets and liabilities with a remaining term to maturity of more than one year are classified as noncurrent. Trade receivables and trade payables as well as inventories are generally shown as current assets or liabilities. Deferred tax assets and liabilities are generally classified as noncurrent items.

Minority interests are reported as a component of equity.

The preparation of the consolidated financial statements in line with IFRS was based on a number of assumptions and estimates that had an effect on the value and presentation of the reported assets, liabilities, income and expenses as well as contingent assets and liabilities during the reporting period. Although the company's management has made these assumptions and estimates to the best of its knowledge based on current events and measures, the actual values may deviate from the assumptions and estimates.

#### 2. EFFECTS OF NEW ACCOUNTING PRINCIPLES

#### Accounting standards applied for the first time during the reporting year

The consolidated financial statements for fiscal year 2008 apply the accounting standards and interpretations adopted by the European Union whose application was mandatory for the vwd group. None of the newly applied accounting standards had any material impact on the group's asset, financial and earnings position in the reporting period.

#### Released, but not yet applied standards, interpretations and revisions

In June 2007, the European Union adopted the interpretation IFRIC 11 "IFRS 2 – Group and Treasury Share Transactions" into European law. The interpretation regulates the application of IFRS 2 to share-based payments involving the equity instruments of an entity or the equity instruments of another entity within the same group. IFRIC 11 is currently not applied at vwd.

In January 2008, the IASB released the revised standards IFRS 3 "Business Combinations" and IAS 27 "Consolidated and Separate Financial Statements." The standards are the result of the second phase of the project on the reform of the accounting treatment of business combinations conducted jointly with the FASB. To date, the European Union has not adopted the revised versions of IFRS 3 and IAS 27 into European law. The key changes compared to the previous version of IFRS 3 can be summarized as follows:

- With regard to the accounting treatment of minority interests, the new version of IFRS 3 provides for the option of measurement at fair value or proportionate interest in identifiable net assets. This option right may be applied on a transaction-by-transaction basis.
- In the case of business acquisitions achieved in stages (step acquisitions), existing shares in the acquired company are remeasured and recognized in profit or loss at the time a controlling majority is obtained. Goodwill is subsequently measured as the acquisition-date fair value of the acquirer's previously held equity interest in the acquiree and the net of the acquisition-date amounts of the identifiable assets acquired and the liabilities assumed.
- Subsidiary purchase costs must be recognized as expenses in the future.
- Goodwill may not be adjusted in subsequent measurement if a post-acquisition event results in changes to contingent consideration, which must be recognized as liabilities.
- Under the revised IFRS 3, effects from the settlement of preexisting relationships are not included in the determination of the consideration for the business combination.
- In contrast to the previous version, the revised IFRS 3 governs the recognition and measurement of rights that were granted to another entity prior to the business combination and are now economically reacquired in the course of the business combination (reacquired rights).

The key changes compared to the previous version of IAS 27 can be summarized as follows:

- Changes in participation ratios without loss of control are exclusively recognized in equity.
- In the case of a loss of control over a subsidiary, the consolidated assets and liabilities must be derecognized. Under a new regulation, any remaining investment in the former subsidiary must initially be measured at fair value, with resulting differences recognized in profit or loss.
- If the losses allocable to minorities exceed the minority interests in the subsidiary's equity, these must be allocated to the minority interests despite the resulting negative balance.

The new version of IFRS 3 must be applied prospectively to business combinations where the acquisition date falls into annual reporting periods starting on or after July 1, 2009. Earlier application is permitted, although only for annual reporting periods starting on or after June 30, 2007. The revisions to IAS 27 must be applied to annual reporting periods starting on or after July 1, 2009. Earlier application is permitted. However, an earlier application of one of the two standards presupposes the simultaneous earlier application of the respective other standard.

vwd is currently examining the timing of the implementation of the revised IFRS 3 and IAS 27 as well as the resulting effects on the presentation of the company's asset, financial and earnings position and cash flow.

In October 2008, the European Union adopted the revised IAS 39 and IFRS 7 "Reclassification of Financial Assets" into European law. The revisions to IAS 39 and IFRS 7 provide for the right to reclassify certain financial instruments in special circumstances from the category "held for trading" to another category. This change currently has no impact on the asset, financial and earnings position of vwd.

In December 2008, the European Union adopted IFRIC 12 "Service Concession Rights" into European law. The standard concerns service concession agreements and does not apply to vwd.

In December 2008, the European Union adopted IAS 23 "Borrowing Costs" into European law. The revision of this standard essentially concerns the termination of the option right to recognize debt capital costs that are directly allocable to the acquisition, construction or production of a qualified asset directly as an expense. This standard currently does not apply to vwd. In December 2008, the European Union adopted the interpretation IFRIC 14 "IAS 19 – The Limit on a Defined Benefit Asset, Minimum Funding Requirements" into European law. The interpretation regulates the measurement of an asset that results when plan assets exceed pension commitments. The interpretation substantiates how to determine whether an overfunded pension plan results in economic benefits to the company. In addition, it regulates how the net present value of the asset must be determined in the case of future contribution reimbursements or reductions given a minimum funding requirement for the pension plan. It also regulates how to measure a defined benefit asset or a defined benefit liability when the company is obliged to make minimum contributions to a pension plan. The interpretation applies to fiscal years starting on or after July 1, 2008. The application of IFRIC 14 is unlikely to result in any material impact on the presentation of the asset, financial and earnings position or cash flow of vwd.

In December 2008, the European Union adopted the revised IAS 1 "Presentation of Financial Statements: A Revised Presentation" into European law. IAS 1 (revised) uses the terms "statement of financial position" (previously "balance sheet") and "statement of cash flows" (previously "cash flow statement") and introduces a calculation called "statement of comprehensive income." However, application of the new terms is not mandatory. The revised IAS 1 requires companies to present comparable information for the preceding reporting period. In addition, the revised standard requires the presentation of another balance sheet ("statement of financial position") at the start of the first presented comparable period if the company retroactively revised its accounting and measurement methods or its financial statements. First-time application applies to fiscal years starting on or after January 1, 2009.

#### 3. CONSOLIDATION GROUP

The consolidated financial statements comprise the financial statements of vwd Vereinigte Wirtschaftsdienste AG and all associated companies in which vwd directly or indirectly holds a majority of the voting rights (subsidiaries). Subsidiaries are fully consolidated from the date of acquisition, that is, the date at which the group assumed control of the subsidiary.

Aside from vwd, the consolidated financial statements cover 10 fully consolidated domestic and foreign subsidiaries.

The number of fully consolidated group companies changed as follows by December 31, 2008, and December 31, 2007, respectively:

	2008	2007
As of January 1	6	8
Newly acquired/consolidated companies	4	0
Restructuring within the vwd group	0	1
Merger of two subsidiaries into the former vwd GmbH	0	2
Merger of vwd GmbH into b.i.s. AG	0	1
December 31	10	6

A list of direct equity interests of vwd is shown below. A complete list of stockholdings pursuant to § 285, No. 11 and § 313, Section 2 and Section 3 of the German Commercial Code (HGB) is published in the electronic Federal Gazette.

As of November 25, 2008, the date of official entry into the Commercial Register of the Zurich canton, FIDES Informations Services AG, Zurich, Switzerland, was renamed vwd information solutions AG.

Company	2008 in %	2007 in %
vwd information solutions AG, Zurich, Switzerland (formerly FIDES Information Services AG)	100.00	100.00
vwd netsolutions GmbH, Schweinfurt, Germany	100.00	100.00
gevasys Gesellschaft für verteilte Anwendungssysteme mbH, Herzogenrath, Germany	63.25	51.00
market maker Software AG, Kaiserslautern, Germany	100.00	57.33
vwd TransactionSolutions AG, Frankfurt/Main, Germany	60.00	60.00
vwd group Netherlands B.V., Amsterdam, Netherlands	100.00	-
PortfolioNet AG, Zurich, Switzerland	40.00	-

Stakes in additional companies are held via the subsidiaries. market maker Software AG, Kaiserslautern, holds interests amounting to 51.29 % in Lenz+Partner AG, Dortmund, Germany. A total of 100 % of the shares in vwd group Belgium NV, Brussels/Belgium, are held via vwd group Netherlands B.V. PortfolioNet AG holds 100 % in PC&S Portfolio Management Consulting & Services AG, Zurich, Switzerland.

### Acquisitions in fiscal year 2008

On February 15, 2008, vwd acquired Tijd Nederland B.V. (Tijd) in the Netherlands from the Belgian media group Mediafin. The purchase price for the complete takeover of Tijd and its subsidiaries Trustmedia NL B.V., Amsterdam, and Tijd Beursmedia NV, Brussels, amounted to  $\in$  7 million. The subsidiary acquisition costs totaled to  $\in$  78 thousand. Tijd and Tijd Beursmedia NV are renowned providers of financial-market data in the Netherlands and Belgium. They are market leaders in the creation of print templates and Websites for media as well as the provision of daily closing prices for various financial-market applications. The preliminary initial consolidation was carried out pursuant to IFRS 3 as of February 15, 2008.

On October 8, 2008, Tijd Nederland B.V. was renamed vwd group Netherlands B.V. On November 12, 2008, Tijd Beursmedia NV was renamed vwd group Belgium NV.

Trustmedia NL B.V. was liquidated as of December 31, 2008. Entry into the Dutch Commercial Register was effected on January 22, 2009. The company did not have its own business operations. The company did not generate any sales proceeds and posted a loss of  $\in -1$  thousand that was recognized by parent company Tijd Nederland B.V. in the context of the liquidation. According to information provided by the Dutch tax consultant, the existing loss carryforward of Trustmedia NL B.V. in the amount of  $\in$  612 thousand is to be utilized by the parent company.

The subgroup vwd group Netherlands B.V. contributed  $\in$  6,099.8 thousand to group sales and  $\in$  – 84.5 thousand to group net income. If the acquisition had been effected at the start of the fiscal year, group sales and group net income would have been  $\in$  875 thousand and  $\in$  96.4 thousand higher, respectively.

The allocation of the acquisition costs from the business combination to the acquired assets and liabilities as well as contingent liabilities (purchase price allocation) produced the following result: The total of identified assets, liabilities and contingent liabilities measured at fair value amounted to  $\notin$  2,715 thousand as of February 15, 2008. Goodwill after deduction of the cost of acquisition of the business combination amounted to  $\notin$  4,363 thousand, which concerns, in particular, the workforce and future synergies. This result has been confirmed after a renewed examination of purchase price allocation and the cost of acquisition of the business combination and the cost of acquisition of the business combination. Write-downs on assets identified in the context of purchase price allocation amounted to  $\notin$  458.3 thousand in 2008.

in € '000	Recognized at	Carrying
	acquisition	amounts
Intangible assets	2,512	12
Tangible assets	444	444
Deferred taxes	0	0
Receivables	2,253	2,253
Cash and cash equivalents	1,748	1,748
Other assets	241	241
Deferred taxes	540	0
Pension provisions	271	271
Trade payables	1,536	1,536
Other liabilities	2,136	2,136
Fair value of net assets	2,715	755
Goodwill	4,363	
Cost of acquisition	7,078	

The fair values of identifiable assets and liabilities at the time of acquisition are as follows:

With effect from December 29, 2008, vwd acquired a total of 40 % of the shares in PortfolioNet AG, Zurich, Switzerland, as well as call options on the remaining 60 % of the shares. Since the call options could be exercised from December 29, 2008, control of PortfolioNet AG passed to vwd as of the acquisition date. As a result, the transaction must be accounted for as a business combination pursuant to IFRS 3.

PortfolioNet AG has a fully owned subsidiary in PC&S Portfolio Consulting & Services AG, Zurich, Switzerland. The acquired company's business model focuses on the provision of consulting and other services in the financial business, asset management, communications and electronic data processing, in the development and trading of EDP products including software as well as the acquisition and evaluation of licenses.

The purchase price for these shares amounted to  $\leq$  2,146.9 thousand (CHF 3,200,000). Subsidiary acquisition costs amounted to  $\leq$  129.8 thousand.

The subgroup PortfolioNet AG contributed neither to group sales nor to the group's net income as the acquisition was only effected as of December 29, 2008. If the acquisition had been effected as of

the start of the fiscal year, group sales and group net income would have been  $\leq$  4,720.8 thousand and  $\leq$  790.7 thousand higher, respectively.

The allocation of the acquisition costs from the business combination to the acquired assets and liabilities as well as contingent liabilities (purchase price allocation) produced the following result: The fact that vwd's proportionate share of total identified assets, liabilities and contingent liabilities measured at fair value ( $\leq 2,908$  thousand) exceeds the cost of acquisition of the business combination ( $\leq 2,277$  thousand) produces a negative difference of  $\leq 631$  thousand. This result has been confirmed after a renewed examination of the purchase price allocation and the cost of acquisition of the business combination.

vwd has not recognized the negative difference in profit or loss but has recognized it under liabilities as of December 31, 2008 (see No. 21). This is due to the economic relationship between the acquisition of the 40 % tranche and the exercise of the call options on another 60 % of PortfolioNet AG shares granted to vwd.

in € '000 Recognized at Carrying acquisition amounts Intangible assets 5,410 0 Tangible assets 287 287 Financial assets 518 518 Deferred taxes 67 0 588 Receivables 588 Cash and cash equivalents 3,130 3,130 Other assets 58 67 Deferred taxes 894 0 Other provisions 407 0 Trade payables 137 137 Other liabilities 1,359 1,359 7,270 Fair value of net assets 3.094 thereof allocable to minorities 4,362 Negative difference - 631 Cost of acquisition 2,277

The fair values of identifiable assets and liabilities at the time of acquisition are as follows:

In the case of two fully consolidated subsidiaries, interests from minority shareholders were acquired.

vwd AG raised its stake in gevasys Gesellschaft für verteilte Anwendungssysteme mbH, Herzogenrath (gevasys), from 51 % to 63.25 % through the purchase of 12.25 % in gevasys from a former shareholder of gevasys at a cost of acquisition of € 310 thousand with effect from June 30, 2008. The acquisition resulted in goodwill of € 256.0 thousand.

On November 20, 2008, vwd acquired 42.67 % of the shares in market maker Software AG, Kaiserslautern, and thus raised its stockholding to 100 %. The shares were contributed to vwd by the former shareholders of market maker Software AG via a capital increase against noncash contribution and financed through the issuance of 1,130,000 new shares in vwd at an issue price of  $\notin$  4.82 per share. The issue price and the number of new shares were determined based on an appraisal for market maker Software AG and vwd compiled pursuant to IDW S 1 in the 2008 version. The capital increase was entered into the Commercial Register in December 2008 following the review by the Register Court.

In addition, subsidiary acquisition costs of  $\in$  58.0 thousand were incurred. The acquisition resulted in goodwill of  $\in$  4,307.9 thousand.

Stockholdings without a material impact on the asset, financial and earnings position were not consolidated. As of December 31, 2008, this concerned the 38.64 % stake that vwd information solutions AG, Switzerland, holds in Manitop AG, Zurich, Switzerland (formerly Ennex Trading Tools AG). The company was in liquidation and was removed from the Commercial Register on January 15, 2009. Trustmedia NL B.V., a fully owned subsidiary of vwd group Netherlands B.V., was liquidated as of December 31, 2008, and merged into vwd group Netherlands B.V. by means of an asset transfer. It was therefore no longer consolidated.

## 4. CONSOLIDATION PRINCIPLES

#### 4.1. CONSOLIDATION METHODS

Acquisition accounting is carried out in accordance with IAS 27 (Consolidated and Separate Financial Statements) in combination with IFRS 3 (Business Combinations) by offsetting the carrying amounts of the investment against the revalued equity of the subsidiaries as of their acquisition date. Assets, liabilities and contingent liabilities are shown at fair value. Any remaining differences are shown as goodwill. Any identified hidden reserves and liabilities are subsequently adjusted in accordance with the treatment applicable to the corresponding assets and liabilities.

Intragroup profits and losses, sales, expenses and income as well as receivables and payables existing between consolidated companies are eliminated.

Intragroup deliveries of goods and services are effected on the basis of both market prices and transfer prices.

The effects of income taxes are taken into account in the consolidation entries and deferred taxes are recognized accordingly.

## 4.2. CURRENCY TRANSLATION

In the group companies' separate financial statements, all receivables and liabilities in foreign currency are translated at the exchange rate prevailing at the reporting date (closing rate), regardless of whether they are subject to currency hedges or not.

The financial statements of foreign group companies are translated into euros using the functional currency concept in accordance with IAS 21 (The Effects of Changes in Foreign Exchange Rates). The functional currency of FIDES Information Services AG, Zurich, and the subgroup PortfolioNet AG is their national currency (CHF) since the companies carry out their business activities mainly in the local currency.

Assets and liabilities of the foreign company existing at the beginning and end of the fiscal year are translated at the relevant closing rate. Any changes during the year, as well as expenses and income, are translated into euros at annual average exchange rates. Equity components are translated at historical rates applicable at the time of addition from the group's perspective. Any differences resulting from the currency translation at closing rates are shown directly in equity and disclosed in the tables to the notes as "currency translation differences."

Goodwill resulting from the acquisition of vwd information solutions AG (formerly FIDES Information Services AG) was translated at the exchange rate pertaining on the reporting date, December 31, 2008. The EUR/CHF closing rate changed as follows:

EUR/CHF Reporting		Reporting date rate	
	2008	2007	2008
Switzerland	1.4850	1.6547	1.5870

## 4.3. SIGNIFICANT ACCOUNTING AND MEASUREMENT PRINCIPLES

### Adjustment of accounting and measurement principles

Starting in fiscal year 2008, the pension provisions of vwd information solutions AG, Zurich (vwd is), are recognized both for plan assets and for commitments including so-called employee and employer contributions. In addition, all actuarial gains and losses from the measurement of plan assets and pension commitments are recognized under revenue reserves. As of December 31, 2007, the plan assets were no longer shown as a separate asset item but directly netted against commitments so that the notes to the plan assets were not shown. Due to the netted disclosure, recognition of the actuarial losses for fiscal year 2007 for vwd was too low by CHF 237.2 thousand (€ 159.7 thousand), and employee contributions were too low by CHF 222.3 thousand. A retrospective correction pursuant to IAS 8.42 is effected in the consolidated financial statements for 2008. The correction has the following effects:

in € '000		
	2007	2007
	adjusted	reported
Pension provisions	4,099.7	3,918.2
Equity	19,214.2	19,395.7
thereof		
Other earnings reserves	- 149.7	0.0
Currency translation	- 31.8	0.0

In addition, actuarial losses of  $\in$  159.7 thousand were recognized. Due to the loss carryforward of vwd, no deferred taxes on actuarial losses were formed.

Notes

This correction reduces group net income for fiscal year 2007 as follows:

	2007 corrected	2007 reported
Net income (in € '000)	2,119.0	2,268.7
Earnings per share (in €)	0.062	0.092

For further details, see No. 17. and No. 34. in the notes.

## Intangible assets

Intangible assets mainly consist of goodwill, a customer base acquired in 2008 and acquired software. Acquired intangible assets are recognized at cost of purchase.

In accordance with IFRS, intangible assets with finite useful lives are amortized to reflect the asset's estimated residual value. In addition, the assets are tested for impairment in special circumstances within the meaning of IAS 36, and, if necessary, are written down for impairment.

The acquired software has a useful life of three to five years.

Pursuant to IAS 38, internally generated software must be capitalized as well. Internally generated software may be intended for distribution to third parties or intragroup usage. If the conditions for capitalization are not met, the expenses are recognized in the income statement in the period in which they are incurred. The necessary preconditions for the capitalization of internally generated software were met in the case of one project in fiscal year 2008. Development costs for the Brokerage Middleware project were capitalized as far as the costs could be clearly allocated and both technical feasibility and successful utilization were assured. The capitalized development costs comprised all costs that were directly allocable to the development process. Capitalized development costs are written down over a useful life in accordance with group specifications on a scheduled basis starting on the date of production launch.

Intangible assets that were acquired within the scope of business mergers and do not meet the criteria of separate recognition are reported as goodwill and are tested for impairment once a year and, if applicable, written down to the lower recoverable amount.

Within the vwd group, impairment tests of goodwill and intangible assets with an indefinite useful life principally apply the value in use based on current management plans. The planning premises are adjusted to reflect currently available information. In the process, appropriate assumptions on macroeconomic trends and historic developments are considered. The determination of cash flows is principally based on the anticipated growth rates in the relevant markets.

### **Tangible assets**

Tangible assets are carried at cost less depreciation and, if applicable, impairment losses. Investment grants are generally offset against purchase or production costs. Tangible assets are depreciated pro rata temporis over the expected useful life using the straight-line method.

Scheduled depreciation is based largely on the following useful lives:

	Useful life
Fixtures/buildings	10 years/40 years
Technical equipment	5 years
Other equipment, operating and business equipment	3 to 10 years

Nonscheduled write-downs for impairment on tangible assets are recognized in accordance with IAS 36 if the carrying amount exceeds the value in use or the recoverable amount of the respective asset. The assets are written back if the reasons for an impairment loss recognized in prior years no longer apply.

If tangible assets are sold, shut down or scrapped, the income or loss from the difference between the net sale proceeds and the remaining carrying amount is recorded under other operating income and expenses.

In the case of operating leases, the lease payments are recognized as an expense in the income statement. With regard to the use of leased tangible assets, the requirements of finance leases in accordance with IAS 17 are met when all significant risks and opportunities of ownership have been transferred to the respective group entity.

#### Notes

## **Investment properties**

In accordance with IAS 40, investment properties are initially recognized at cost at the date of addition. Subsequent measurement is carried out at amortized cost (cost model). Investment properties comprise all property held for a long term to earn rental income and/or for capital appreciation. In accordance with IAS 40, property recognized at amortized cost is subject to amortization on the basis of a useful life of 40 years.

# Financial instruments / financial liabilities

A financial instrument is a contract that simultaneously leads to the generation of a financial asset at one company and a financial liability or equity instrument at another company. Financial assets comprise, in particular, cash and cash equivalents, trade receivables as well as other loans and receivables originated by the company, financial investments held to maturity and primary and derivative financial assets held for trading. Financial liabilities regularly result in a restitution entitlement in cash or another financial asset. This includes, in particular, bonds and other securitized liabilities, trade liabilities, liabilities to banks, liabilities from finance leases, note loans and derivative financial liabilities.

Financial instruments are principally recognized when vwd becomes the contractual party of the financial instrument's regulations. In standard market purchases or sales (purchases and sales under a contract whose conditions require the provision of the asset within a period that is usually determined by the regulations or conventions of the respective market), however, the settlement date, i.e., the day on which the asset is provided to or by vwd, is relevant for the first-time recognition in the balance sheet. Financial assets and financial liabilities are not offset against each other.

Financial assets are recognized at fair value for the first recognition period. Direct purchase costs are considered for all financial assets that are subsequently recognized at fair value without an effect on income.

Cash and cash equivalents, which include cash accounts and short-term bank balances, have a remaining term of up to three months upon addition and are recognized at amortized cost.

Trade receivables and other current receivables are – if applicable, by means of the effective interest method – recognized at their initial carrying amount less impairment. The impairment, which is carried out as bad-debt allowances and lump-sum bad-debt allowances, sufficiently reflects the anticipated default risk. Concrete defaults entail the derecognition of the relevant receivables. In the context of bad-debt allowances, financial assets subject to potential impairment are grouped by corresponding default risk characteristics and jointly tested for impairment and, if applicable, depreciated.

Impairments of trade receivables are partially effected on the basis of impairment accounts. The decision whether a default risk is to be considered by means of an impairment account or a direct depreciation of the receivable depends on the extent to which the risk situation can be assessed reliably.

To date, vwd has not made use of the option to qualify financial assets as financial assets recognized at fair value through profit or loss in the first recognition period.

Financial liabilities are recognized at fair value in the first recognition period. The transaction costs directly attributable to the purchase are also recognized for all liabilities that are subsequently not recognized at fair value through profit or loss.

Trade liabilities and other primary financial liabilities are principally recognized at amortized cost using the effective interest method.

#### Long-term commissioned production

Long-term production orders were recognized based on the percentage-of-completion method (POC method). In the process, the recognizable degree of completion per order depends on the ratio of incurred costs and estimated total costs (cost-to-cost method). If the result of a production order cannot be reliably estimated, revenues will be recognized only to the amount of incurred order costs (zero-profit method). The disclosure of orders was effected under receivables or liabilities from percentage of completion. To the extent that the cumulative work performed (incurred order costs and recognized income) exceeds the advance payments in individual cases, the production orders are capitalized under receivables from percentage of completion. If a negative balance remains after deduction of advance payments, recognition is effected under liabilities from percentage of completion. Anticipated order losses are covered by provisions. They are determined in consideration of identifiable risks.

#### Notes

## **Treasury shares**

Treasury shares are carried at cost and are deducted directly from equity. In accordance with the option provided by IAS 32.34, the group opted against disclosure in the balance sheet.

## Deferred taxes

Deferred taxes are determined in accordance with IAS 12, according to which future tax assets and liabilities are recognized for temporary differences between the carrying amounts in the tax accounts (tax base) and the carrying amounts in the IFRS consolidated financial statements (temporary concept). Anticipated tax savings from the use of tax loss carryforwards expected to be recoverable in future periods are capitalized.

The calculation is based on the respective national tax rates anticipated at the realization date. These are principally based on the legal regulations that apply or have been adopted at the reporting date.

## Inventories

In accordance with IAS 2 (Inventories), inventories include assets that are held for sale in the ordinary course of business (finished goods and merchandise) that are in the process of production for such a sale (work in progress) or used for the production of goods or the rendering of services (raw materials, consumables and supplies).

Inventories are measured at the lower of cost and net realizable value, i.e., the estimated selling price to be realized in the ordinary course of business less the estimated cost of completion and the estimated costs necessary to make the sale.

Purchase costs include all costs that contribute to bringing inventories to their present location and condition.

## Pensions and similar commitments

Provisions for pensions and similar commitments include the group's provisioning commitments for defined benefit plans. The provision is calculated using the projected unit credit method in accordance with IAS 19. The company does not recognize actuarial gains or losses from definedbenefit plans as income or expense if such gains or losses are within a range of 10% of the present value of the defined benefit obligations in accordance with the corridor method pursuant to IAS 19.92. Instead, actuarial gains and losses are recognized outside the net income or loss for the period in which they arise in accordance with IAS 19.93 A.

## **Tax liabilities**

Tax liabilities include obligations resulting from current income taxes. Deferred taxes are shown in separate items of the balance sheet and the income statement.

### Other provisions

In accordance with IAS 37, provisions are formed to the extent that current commitments from past events exist toward third parties that are likely to lead to a future outflow of resources and whose size can be reliably estimated. Provisions that do not entail an outflow of resources in the following year are carried at the settlement amount, which is discounted to the reporting date using market rates of interest. The settlement amount also takes into account anticipated future cost increases.

Provisions may not be offset against claims to recourse.

If a change in estimates results in a reduction of the amount of the obligation, the provision is reversed proportionately and the income recognized in other operating income.

#### Revenues

Revenues – after taxes and revenue reductions – are realized at the time of risk transfer or service provision and upon sufficient likelihood that the economic benefit resulting from the transaction will be realized.

Revenues and expenses from production orders are recognized using the percentage-of-completion method, whereby revenues are shown in accordance with their degree of completion. The degree of completion results from the ratio of order costs incurred by the reporting date and total estimated order costs by the reporting date.

Revenues are realized for the most part in the business segments "Market Data Solutions," "Technology Solutions" and "Specialised Marketing Services" within the scope of monthly recurring revenues in accordance with IAS 18. In return for a monthly fee, either the financial-market data or a complete solution of financial-market data and associated software are provided or distributed. The same pricing model is used for the provision of data for market pages for which the media concerned pay a monthly fee to vwd. One-time revenues from project work relate to integration and customization services as well as advertising orders and lead to nonrecurring revenues. Revenues of vwd TransactionSolutions AG are also included in nonrecurring revenues.

In accordance with IAS 18, maintenance revenues are recognized pro rata temporis over the contract term. Revenues from consulting and coaching services are realized upon rendering of the service.

In accordance with IAS 18, fees for granted software licenses with a limited term are recognized pro rata temporis over the contract term.

If the sale largely depends on the successful implementation of a software license at the customer's site, revenue is recognized on the basis of the progress of implementation in accordance with the percentage-of-completion method.

Revenues are reported net of trade discounts, customer bonuses and rebates.

### Other internally produced and capitalized assets

This item includes the capitalized development work shown under intangible assets. It concerns exclusively personnel expenses.

### **Research and development costs**

vwd invests part of its financial resources in development activities. This is necessary to maintain the company's future competitiveness in the technology-intensive markets in which it operates.

For accounting purposes, development expenses are defined as costs incurred in connection with the application of research findings or expertise in production, production procedures, services or products before the start of commercial production or use. In accordance with IAS 38 (Intangible Assets), research costs may not be capitalized, while development costs may be capitalized only if certain clearly defined requirements are fulfilled. Accordingly, development costs must be capitalized when the development activities are reasonably expected to result in a future inflow of cash, the amount of which will cover not just the normal costs but also the corresponding development costs. Since the requirements for a capitalization of development costs applied for the first time to a new project in fiscal year 2008, these development costs were capitalized. The other development costs were again recognized as expenses.

#### **Estimates**

The preparation of the consolidated financial statements requires the use of assumptions and estimates for the measurement of certain balance-sheet items and for the reported amounts of income and expenses. Such assumptions and estimates primarily relate to the recognition and measurement of provisions, impairment tests for capitalized goodwill and the recoverability of future tax benefits. The actual amounts may differ from these estimates. Such deviations are recognized in profit or loss once new information becomes available. The company's estimates are based on historical experience and other assumptions that are considered appropriate in the particular circumstances.

Accounting and measurement principles of particular importance are those that have a significant impact on the presentation of the financial, asset and earnings position as well as the cash flows of the vwd group and that require a difficult, subjective and complex assessment of circumstances, which often are inherently uncertain and may change in subsequent reporting periods. This means that their impact is difficult to gauge.

### 4.4. CASH FLOW STATEMENT

The cash flow statement shows the changes that have occurred in the cash and cash equivalents of the vwd group during the reporting year in the form of cash inflows and outflows. The effects of acquisitions, divestments and other changes in the consolidation group are eliminated. In accordance with IAS 7 (Cash Flow Statements), the consolidated cash flow statement distinguishes among changes in cash levels from operating, investing and financing activities. The cash and cash equivalents reported in the cash flow statement comprise cash on hand and bank balances as well as short-term funds from bridge financing granted by financial institutions less short-term bank liabilities.

The cash flow statement presents the changes of cash and cash equivalents between two reporting dates. As of December 31, 2008, cash and cash equivalents included inflows from operating activities. Principally, the cash flow statement must therefore include any cash inflows and outflows. The items corresponding to the cash flow from operating activities (net cash flow) are reported in detail in the balance sheet and the income statement for continuing operations. The operating result, which is the basis for the cash flow statement, is reported in the income statement for continuing operations.

## 4.5. PURCHASE PRICE ALLOCATION AND IMPAIRMENT TESTS

Goodwill, including from capital consolidation, is tested for impairment once a year, or more frequently if changes in circumstances indicate a possible impairment (IAS 36).

For the purpose of the impairment test, vwd has allocated the acquired goodwill with a cumulative carrying amount of  $\notin$  36,646.9 thousand (previous year:  $\notin$  27,566.1 thousand) to cash-generating units. The fully consolidated subsidiaries and the group's parent company were defined as cash-generating units. As in the previous year, the carrying amount of the goodwill allocated to the parent company amounted to  $\notin$  20,940.5 thousand. Goodwill of between  $\notin$  485.7 thousand and  $\notin$  5,729.4 thousand is allocated to the other cash-generating units.

In the context of the annual goodwill impairment test, the carrying amounts of the cash-generating units including allocable goodwill were netted against the recoverable amount as of December 31, 2008. In cases where the cash-generating unit's carrying amount is higher than its recoverable amount, a depreciation loss corresponding to the size of the difference applies. No grounds for impairment existed in 2008.

The recoverable amount is determined on the basis of value in use. The determination of value in use is based on the present value of future payments anticipated as a result of continued usage by the business unit. Payment forecasts are based on current planning of the vwd group for the years 2009 to 2011. Cash flows from 2012 have been extrapolated on the basis of a steady growth rate of 1.0 % p.a.

The planning of the vwd group is based on the assumption that earnings improvements are possible despite the severe stock market correction. The exploitation of additional potential for synergies, the declining dependency on external data providers and additional direct access to a number of stock exchanges should boost not only the quality of the group's products and services, but also its earnings. As a result, vwd anticipates growth of sales and earnings in fiscal years 2009 to 2011. Thanks to the group's long-term data-supplier contracts, deviations between planned and actual figures have been small in the past, in particular when adjusted for unforeseeable or plannable special effects.

Capital costs are calculated as the weighted average of equity and debt costs, whereby the respective shares in total capital are decisive. The applied debt capital costs represent the company's long-term financing conditions. Both components are derived from capital-market information. To take account of the divergent risk-return profiles of the group companies, individual capital costs after income taxes are calculated for the individual cash-generating units. In the determination of the parent company's use value, the anticipated cash flows were discounted at 7.53 % (payments in 2009) and 7.12 % (payments from 2012).

### 4.6. SEGMENT REPORTING

In accordance with IAS 14 (Segment Reporting), individual items of the annual accounts must be presented separately by segments and regions. The segmentation corresponds to the group's internal reporting structures, providing for a reliable assessment of the group's risks and earnings. The aim of segmentation is to present the profitability and future business potential of individual group activities in a transparent manner.

## NOTES TO THE BALANCE SHEET

#### 5. INTANGIBLE ASSETS

Intangible assets can be broken down as follows:

in € '000				
	Development	Other		Tota
	Development	intangible	Caradavill	intangible
	costs	assets	Goodwill	assets
Cost				
Balance as of January 1, 2008	0.0	4,730.3	27,566.1	32,296.4
Currency translation differences	0.0	0.0	153.6	153.6
Additions	151.1	1,707.8	8,927.2	10,786.1
Disposals	0.0	29.3	0.0	29.3
Changes in consolidation group	0.0	7,921.9	0.0	7,921.9
Transfers	0.0	- 10.5	0.0	- 10.5
Balance as of December 31, 2008	151.1	14,320.2	36,646.9	51,118.2
Depreciation / amortization				
Balance as of January 1, 2008	0.0	2,053.1	0.0	2,053.1
Additions	0.0	1,447.0	0.0	1,447.0
Disposals	0.0	24.2	0.0	24.2
Transfers	0.0	- 1.3	0.0	- 1.3
Balance as of December 31, 2008	0.0	3,474.6	0.0	3,474.6
Carrying amounts as of December 31, 2008°	151.1	10,845.5	36,646.9	47,643.6
Carrying amounts as of January 1, 2008 <sup>*</sup>	0.0	2,677.2	27,566.1	30,243.3
* The presentation may include rounding differences.				

\* The presentation may include rounding differences.

As of December 31, 2008, net currency translation differences amounted to  $\leq$  153.6 thousand (previous year:  $\leq$  0.0 thousand).

The changes in goodwill are mostly attributable to the complete takeover of Tijd Nederland B.V. (now vwd group Netherlands B.V.) and Tijd Beursmedia NV (now vwd group Belgium NV), the increase in the stakeholding in gevasys Gesellschaft für verteilte Anwendungssysteme mbH and the increase in the stakeholding in market maker Software AG.

The impairment tests for fiscal years 2008 and 2007 did not require any impairment of recognized goodwill. The useful life of other intangible assets is limited.

As in the previous year, there are no restrictions to title or right of use with respect to intangible assets.

Starting on January 1, 2008, an acquired customer base (€ 700.0 thousand) is depreciated over a useful life of five years.

The intangible assets identified in the course of purchase price allocation for vwd group Netherlands B.V. and vwd group Belgium NV are depreciated over a term of five years, starting on February 15, 2008. In 2008, this resulted in an amount of  $\notin$  458.3 thousand.

As of December 31, 2008, purchase commitments of  $\in$  0.0 thousand (previous year:  $\in$  700.0 thousand) related to the purchase of intangible assets in subsequent periods.

## 6. TANGIBLE ASSETS

## Tangible assets can be broken down as follows:

in € '000			Other	
	Land and	Technical	equipment,	
	buildings on	equipment	operating	Tota
	third-party	and	and office	tangible
	ground	machinery	equipment	assets
Cost				
Balance as of January 1, 2008	1,489.0	3,313.3	1,483.7	6,286.0
Correction as of January 1, 2008	0.0	5.8	4.1	9.9
Currency translation differences	0.0	13.9	0.0	13.9
Additions	0.0	1,908.1	399.2	2,307.3
Disposals	0.0	82.5	36.8	119.3
Changes in consolidation group	180.6	451.4	99.7	731.6
Transfers	0.0	4.9	5.6	10.5
Balance as of December 31, 2008	1,669.6	5,614.8	1,955.4	9,239.7
Depreciation / amortization				
Balance as of January 1, 2008	93.9	1,410.6	820.5	2,325.0
Additions	51.0	798.0	309.9	1,158.9
Currency translation differences	0.0	2.2	0.0	2.2
Disposals	0.0	69.6	27.2	96.8
Transfers	0.0	0.4	0.8	1.2
Balance as of December 31, 2008	145.0	2,141.5	1,104.0	3,390.5
Carrying amounts as of December 31, 2008*	1,524.6	3,473.3	851.4	5,849.2
Carrying amounts as of January 1, 2008*	1,395.1	1,902.7	663.1	3,960.9
* The presentation may include rounding differences				

\* The presentation may include rounding differences.

Land includes the part of the site in Dortmund that is used for business purposes as well as leasehold improvements.

Technical equipment mainly relates to central production systems used for the distribution of data.

Other equipment, operating and office equipment include IT equipment at the company's data center, trade fair booths as well as furniture and hardware for the company's administrative offices.

Leasehold improvements are depreciated over a contractual term of 10 years. Low-value assets are written down over a useful life of five years starting in the year of purchase retroactively from January 1.

As in the previous year, no nonscheduled write-downs were effected during the reporting year.

As of December 31, 2008, net currency translation differences amounted to  $\leq$  11.8 thousand (previous year:  $\leq$  1.9 thousand).

Limitations to the disposal of assets in the form of mortgages amounted to  $\in$  1,232.9 thousand (previous year:  $\in$  1,232.9 thousand).

Purchase obligations for tangible assets in the amount of  $\leq 0.0$  thousand were made as of December 31, 2008.

The group has no finance lease obligations within the meaning of IAS 17. Rather, the existing lease agreements can be classified as operating leases in accordance with IAS 17.33. The minimum lease payments have the following terms to maturity:

in € ′000	
up to one year	282.0
between one and five years	273.2
more than five years	0.0

These lease contracts concern primarily car-leasing contracts.

## 7. INVESTMENT PROPERTIES

Investment properties comprise the rented part of the property of Lenz+Partner AG and are recognized based on the historical cost model (IAS 40.56). The carrying amount as of December 31, 2008, totaled to  $\in$  534.8 thousand (previous year:  $\in$  547.2 thousand). This comprises the addition to the vwd group as of January 1, 2006, in the amount of  $\in$  571.9 thousand as well as cumulative write-downs of  $\in$  37.1 thousand as of December 31, 2008 (write-downs during the reporting year:  $\in$  12.4 thousand). The fair value of the property amounts to about  $\in$  559.5 thousand. In fiscal year 2008, vwd was provided with a draft expert opinion that indicates a value slightly above the fair value assumed so far. The property is depreciated on a straight-line basis over a useful life of 40 years.

The allocation of owner-occupied use and third-party use was based on the respective utilization in square meters. Rental income in 2008 amounted to  $\notin$  41.0 thousand. The corresponding management costs totaled  $\notin$  8.2 thousand (previous year:  $\notin$  28.1 thousand).

The changes are as follows:

in €'000	2008	2007
Balance as of January 1	547.2	559.5
Depreciation	- 12.4	- 12.4
Balance as of December 31	534.8	547.2

## 8. OTHER FINANCIAL ASSETS

The other financial assets item includes pension planreinsurance for the financing of pension benefits that do not fulfill the criteria of IAS 19.7 and are therefore classified as a separately measured asset as well as securities assets of PC&S AG.

Pension-plan reinsurance developed as follows:

in €'000	2008	2007
Balance as of January 1	355.3	440.3
Disposals	0.0	-131.2
Additions	27.8	26.2
Balance as of December 31	383.1	355.3

The measurement was carried out at amortized cost corresponding to the fair value. Income of  $\notin$  4.3 thousand (previous year:  $\notin$  2.7 thousand) was realized during the reporting year.

Securities assets in the amount of  $\in$  517.6 thousand comprise bonds and debentures that were measured at their current price on December 31, 2008, and that can be assigned to the following categories in the context of the initial consolidation of PortfolioNet AG as of December 29, 2008:

Notes

in € '000	
Financial instruments held to maturity	51.0
Available-for-sale financial assets	465.0
Cash balance in the securities deposit	1.6

Both items have been recognized at fair value with an effect on income.

## 9. INVENTORIES

Finished goods in the amount of  $\in$  34.4 thousand (previous year:  $\in$  41.7 thousand) primarily concern database licenses (clients) and other equipment. Measurement was carried out at cost.

## **10. TRADE RECEIVABLES**

All trade receivables in the amount of  $\in$  5,796.7 thousand (previous year:  $\in$  3,035.1 thousand) are due within one year.

in € '000		thereof: neither impaired -	thereof: not impaired as of the closing date and not overdue in subsequent periods					
	Carrying amount Dec. 31, 2008		less than 30 days	between 31 and 60 days	between 61 and 90 days	between 91 and 180 days	between 181 and 360 days	more than 360 days
Trade receivables	5,796.7	1,143.1	2,037.5	376.1	236.5	104.8	366.2	1.8
	Carrying amount Dec. 31, 2007							
Trade receivables								
	3,035.1	1,042.9	1,422.7	72.9	242.2	25.7	16.7	1.1

The column of numbers for trade receivables that were neither impaired nor overdue as of the reporting date and for the trade receivables overdue during the listed time bands is not additive to carrying amount. The difference concerns the carrying amount of the receivables that were written down.

With respect to the stock of trade receivables that were neither impaired nor in default, there were no indications as of the reporting date that the debtors would not service their payment obligations.

Bad-debt allowances on trade receivables changed as follows:

in € '000	2008	2007
Status of bad-debt allowances as of January 1	218.5	303.1
Price differences	- 0.6	- 1.1
Additions (expenses on bad-debt allowances)	228.0	164.1
Utilization	- 47.2	-13.5
Dissolution	- 20.3	- 234.2
Status of bad-debt allowances as of December 31	378.4	218.5

The following table shows the expenses for the full derecognition of trade receivables and income from incoming payments on derecognized trade receivables:

in € '000	2008	2007
Expenses for the full derecognition of receivables	125.8	48.5
Income from incoming payments on derecognized receivables	17.9	7.1

All expenses and income from bad-debt allowances and the derecognition of trade receivables are shown under administrative expenses.

# 11. PRODUCTION ORDERS WITH AN ASSET-SIDE BALANCE/OBLIGATIONS FROM PRODUCTION ORDERS

Production orders as of December 31, 2008, were recognized in assets, at  $\in$  80.0 thousand, as well as in liabilities. The liabilities balance of  $\in$  86.6 thousand (previous year:  $\in$  0 thousand) concerns advance payments from customers. The following breakdown shows the proportionate sales amounts and associated costs:

in € ′000	
Sales from POC	381.1
Order costs incurred	148.3
Income from POC	232.8

Revenues were determined using the cost-to-cost method. The percentage of completion of the projects capitalized as of December 31, 2008, was determined using the "labor hours method."

### **12. OTHER RECEIVABLES**

Other receivables totaling  $\leq 2,032.9$  thousand (previous year:  $\leq 1,952.8$  thousand) include primarily tax receivables of  $\leq 1,248.2$  thousand (previous year:  $\leq 1,206.5$  thousand), deferred income of  $\leq 614.0$  thousand (previous year:  $\leq 566.6$  thousand) as well as creditors on the debit side. They are all due within one year. As of the reporting date, there were no indications that the debtors would not service their payment obligations.

### 13. EQUITY

The statement of changes in equity below lists the individual components of equity and their development in fiscal years 2007 and 2008:

in € '000				Equity		
	Subscribed	Capital		allocable to	Equity	
	capital	reserves	Other	shareholders	allocable to	Total
	vwd AG	vwd AG	reserves	of vwd AG	minorities	equity
Balance as of Jan. 1, 2007	200.0	4,200.0	8,710.9	13,110.9	3,252.4	16,363.3
Other changes	24,424.6	- 21,870.1	881.3	3,435.8	- 403.4	3,032.4
Balance as of Dec. 31, 2007						
reported	24,624.6	- 17,670.1	9,592.2	16,546.7	2,849.0	19,395.7
Retroactive						
adjustments*			- 341.2	- 341.2	-	- 341.2
Balance as of Dec. 31, 2007						
adjusted	24,624.6	- 17,670.1	9,251.0	16,205.5	2,849.0	19,054.5
Other changes	1,130.0	4,294.3	2,641.7	8,066.0	3,522.7	11,588.7
Balance as of Dec. 31, 2008	25,754.6	- 13,375.8	11,892.7	24,271.5	6,371.7	30,643.2

\* Previous year's amounts adjusted. The adjustments are explained in the notes under No. 4.3.

## 13.1. SUBSCRIBED CAPITAL

As of December 31, 2008, the company's subscribed capital amounted to  $\leq$  25,754.6 thousand (previous year:  $\leq$  24,624.6 thousand). The share capital is divided into 25,754,577 no-par value common bearer shares.

With the approval of the Supervisory Board, the Board of Management of vwd resolved on November 20, 2008, to raise the capital stock by using existing authorized capital I by  $\leq$  1,130,000 to  $\leq$  25,754,577 through the issuance of 1,130,000 new no-par value common bearer shares for an issue price of  $\leq$  4.82 per share against a noncash contribution. Subscription rights of existing shareholders were excluded. The shareholders of market maker Software AG, Kaiserslautern, were authorized to subscribe to the new shares. They made a non-cash contribution of 42.67% of the shares in market maker Software AG, Kaiserslautern, to vwd Vereinigte Wirtschaftsdienste AG. The capital increase was entered into the Commercial Register at the District Court on December 12, 2008. Since then, the company's capital stock has amounted to its current level. The new shares are entitled to dividend payments for fiscal year 2008. The new shares were listed in the Regulated Market on December 19, 2008.

#### **13.2. CONTINGENT CAPITAL AND AUTHORIZED CAPITAL**

#### Contingent capital

The following contingent capital applied as of December 31, 2008:

In accordance with § 4 Section 5 of the articles of association, the company's share capital is raised by a contingent capital increase up to a nominal  $\leq$  220,000.00 through the issue of up to 220,000 new nonpar bearer shares. The contingent capital increase serves for the redemption of stock options that the general meeting held on May 10, 1999, decided to issue. The contingent capital increase is executed only insofar as the holders of stock options exercise their option rights.

### Authorized capital I - 2004

The following authorized capital applied as of December 31, 2008:

By resolution of the general meeting of former b.i.s. AG on March 16, 2004, the Management Board was authorized, with the consent of the Supervisory Board, to increase the company's share capital on or before March 15, 2009, by issuing new shares in exchange for cash or noncash contributions in one or several tranches for a maximum total of  $\leq$  1,249,156 ("authorized capital I"). After utilization of authorized capital I in the amount of  $\leq$  1,130,000 to acquire an additional 42.67 % stakeholding in market maker Software AG, an authorized capital I of  $\leq$  119,156 remains. In this context, the Management Board was authorized, with the consent of the Supervisory Board, to exclude the statutory subscription rights of shareholders in the following cases:

- for fractional amounts;
- provided any capital increase against cash contributions does not exceed 10% of the share capital and the issue price is not substantially below the stock-exchange price of already-listed shares with the same attributes at the time the issue price is finally determined (§ 203 Section 1 in combination with § 186, Section 3, Sentence 4 of the German Stock Corporation Act (Aktiengesetz, "AktG");
- in the case of a capital increase against noncash contributions in order to be able to offer the new shares in the company to third parties in connection with mergers or the acquisition of companies, parts of companies or equity investments.

In addition, the Management Board was authorized, with the consent of the Supervisory Board, to determine the further details of implementing capital increases from authorized capital I. Authorized capital I was registered in the Commercial Register on March 31, 2004.

### Authorized capital II – 2007

By resolution of the extraordinary general shareholders' meeting on September 12, 2007, the Management Board of the new vwd AG was authorized, with the consent of the Supervisory Board, to increase the company's share capital on or before September 11, 2012, by issuing 9,851,267 new no-par value common bearer shares in exchange for cash and/or noncash contributions in one or several tranches for a maximum of  $\notin$  9,851,267.00 ("authorized capital II"). The Management Board was further authorized, with the consent of the Supervisory Board, to exclude the statutory subscription rights of shareholders in the following cases:

- in order to exclude fractional amounts;
- provided the new shares issued in connection with a capital increase against cash contributions are issued at an issue price that is not substantially below the stock-exchange price of already listed shares of the same class, and the notional amount of share capital represented by the issued shares does not exceed 10 % of the share capital either at the time the authorization enters into force or at the time of its exercise;
- in the case of capital increases against noncash contributions, in order to be able to offer the new shares in the company to third parties, particularly in connection with mergers or the acquisition of companies, parts of companies, equity investments or other assets.

The Management Board is authorized, with the consent of the Supervisory Board, to determine the further details of the capital increase and its implementation, in particular the rights attached to shares and the conditions for issuing shares. Once the share capital is increased by all or part of the authorized amount, the Supervisory Board is authorized to amend the wording of § 4, Section 6 of the articles of association in order to reflect the amount of authorized capital II utilized and, if authorized capital II is not or not fully utilized by September 11, 2012, the Supervisory Board is authorized to amend the relevant section once the authorization has expired.

#### **13.3. CAPITAL RESERVE**

As of December 31, 2008, the capital reserve amounted to  $\in -13,375.8$  thousand (previous year:  $\notin -17,670.1$  thousand).

For the purpose of group accounting, the corporate actions executed in the individual financial statements in the context of the downstream merger pursuant to § 24 UmwG were eliminated because the group equity of the previous parent company, vwd GmbH, must be continued under the principle of substance over form stipulated by IFRS as of December 31, 2007. To comply with this principle, a deduction from capital reserves as a corrective item for the disclosure of the legal subscribed capital has been effected in the amount of  $\leq 21,870.1$  thousand as of December 31, 2007.

Changes in capital reserves in 2008 can be broken down as follows:

Total	4,294.2
Income tax (P&L)	10.4
Transaction costs	32.8
Agio from the issuance of new shares	4,316.6
in € '000	

### **13.4. OTHER RESERVES**

The company's other reserves include past earnings of consolidated group companies and treasury stock as well as the equity effects from the first-time transition from HGB to IFRS. In accordance with IAS 19, which provides for an option on the treatment of actuarial gains and losses from defined-benefit pension obligations, the other reserves of the vwd group also include all actuarial gains and losses (see also note 14, provisions for pensions and similar commitments).

The individual components of the other reserves and their development in fiscal years 2007 and 2008 are as follows:

in € '000	Other	Profit/loss carried	Treasury	Net	Currency translation	Total other
	reserves	forward	stock	income	differences	reserves
Balance as of Jan. 1, 2007	- 501.9	5,317.9	- 4.5	3,900.9	- 1.5	8,710.9
Changes in equity not recognized in income						
Changes in actuarial gains/losses from defined-benefit pension obligations and similar						
commitments	640.5	0.0	0.0	0.0	0.0	640.5
Currency translation	0.0	0.0	0.0	0.0	- 30.9	- 30.9
Deferred taxes on changes directly offset in equity	- 216.8	0.0	0.0	0.0	0.0	- 216.8
Transfer to profit/loss carried forward	0.0	3,900.9	0.0	- 3,900.9	0.0	0.0
Paid dividends	0.0	-1,000.0	0.0	0.0	0.0	-1,000.0
Other	0.0	- 31.7	0.0	0.0	0.0	- 31.7
Changes in equity recognized in income						
Net income for 2007	0.0	0.0	0.0	1,520.2	0.0	1,520.2
Dissolution of reserves for own shares	0.0	0.0	0.0	0.0	0.0	0.0
Balance as of Dec. 31, 2007	- 78.2	8,187.1	- 4.5	1,520.2	- 32.4	9,592.2
Balance as of Dec. 31, 2007						
as reported	- 78.2	8,187.1	- 4.5	1,520.2	- 32.4	9,592.2
Retroactive adjustment*	- 309.4	0.0	0.0	0.0	- 31.8	- 341.2
Balance as of Dec. 31, 2007 adjusted	- 387.6	8,187.1	- 4.5	1,520.2	- 64.2	9,251.0
Changes in equity not recognized in income						
Changes in actuarial gains/losses from defined-benefit pension obligations and similar commitments	- 748.6	0.0	0.0	0.0	0.0	- 748.6
	0.0	0.0	0.0	0.0	86.1	86.1
Currency translation Deferred taxes on changes	0.0	0.0	0.0	0.0	00.1	00.1
directly offset in equity	- 120.5	0.0	0.0	0.0	0.0	- 120.5
Transfer to profit/loss carried forward	0.0	1,520.2	0.0	- 1,520.2	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Changes in equity recognized in income						
Net income for 2008	0.0	0.0	0.0	3,424.7	0.0	3,424.7
Dissolution of reserves for own shares	0.0	- 0.5	0.5	0.0	0.0	0.0
Balance as of Dec. 31, 2008	-1,256.7	9,706.8	- 4.0	3,424.7	21.9	11,892.7

\* Previous year's amounts adjusted. Adjustments are explained in the notes under No. 4.3.

The following table shows the individual components of minority interests of nongroup shareholders in equity and their development in fiscal years 2008 and 2007:

in €'000	2008	2007
Balance as of January 1	2,849.0	3,252.4
Changes in consolidation group	4,361.9	0.0
Disposals due to acquisition of additional group shares	- 1,250.7	- 807.0
Result	1,014.7	748.5
Dividends	- 567.3	- 344.9
Other	- 35.9	0.0
Balance as of December 31	6,371.7	2,849.0

### **13.5. TREASURY STOCK**

As of December 31, 2008, the group's treasury stock pursuant to § 160, Section 1, No. 2 German Stock Corporation Act (AktG) totaled 1,000 shares (previous year: 1,000 shares). The shares were repurchased in the context of a stock repurchase program that ran until October 28, 2006.

No stock repurchase program currently applies.

No other treasury stock was acquired in fiscal year 2008.

The share of treasury stock in share capital amounts to  $\leq$  1,000.00. As of the reporting date, the treasury stock was netted against the group's equity in the amount of  $\leq$  4,010.00.

# 13.6. CAPITAL MANAGEMENT

The key goals of group capital management include the protection of the company as a going concern, the maximization of shareholder value and maintenance of an optimal capital structure.

To maintain an optimal capital structure, the group determines the size of capital in relation to risk. The management and, where necessary, adjustment of the capital structure is effected in consideration of changes in economic parameters. To maintain or adjust the capital structure, the group pursues a balanced dividend policy and considers the issuance of new shares, the raising of liabilities and the divestment of assets to reduce its debt.

The capital structure is monitored based on the degree of indebtedness (gearing). Gearing is calculated from the ratio of net debt to total capital. Net debt comprises all financial liabilities (liabilities to banks, trade payables as well as other liabilities) less cash and cash equivalents. Total capital consists of equity plus net debt.

The group pursues a strategy of minimizing its gearing in order to ensure its continued access to debt capital at a reasonable cost by protecting its solid credit rating.

in € ′000		
	Dec. 31, 2008	Dec. 31, 2007
Financial liabilities	33,081.8	23,227.1
·/· cash and cash equivalents	18,541.8	13,194.6
= net financial liabilities	14,540.0	10,032.5
+ equity	30,643.3	19,214.2*
= total capital	45,183.4	29,246.7
Gearing	32.2 %	34.4 %

\* Concerns adjusted equity

### 14. PROVISIONS FOR PENSIONS AND SIMILAR COMMITMENTS

The group pays into a company pension plan. The benefits are granted in accordance with legal, financial and economic parameters. New employees in Germany are not eligible for the company pension plan.

Provisions for pensions and similar commitments can be broken down as follows:

in € '000	Dec. 31, 2008	Dec. 31, 2007 adjusted	Dec. 31, 2007 as reported
Defined-benefit plans	5,059.4	3,638.8	3,457.3
Similar commitments	622.0	460.9	460.9
Total	5,681.4	4,099.7	3,918.2

The group has implemented a defined-benefit company pension plan pursuant to IAS 19.7 and 24–28. The measurement method used is the projected unit credit method. The defined-benefit obligation is regularly calculated by an independent external expert.

At vwd Vereinigte Wirtschaftsdienste AG, the company pension plan is structured as follows:

A one-time capital allowance for old-age provisioning is granted at age 65 or upon retirement from the company under the flexible retirement threshold. The capital allowance depends on the employee's tenure and monthly salary. This regulation does not apply to employees who joined the group after January 1, 2006. This pension plan is not covered by pension-plan reinsurance.

As a result of the merger in fiscal year 2007, pension commitments of the former b.i.s. AG and Fides Information Services GmbH are integrated at vwd AG. The company pension plans of these companies are structured as follows:

On September 29, 1998, a former employee of b.i.s. AG obtained four identical fixed-benefit commitments. The commitments include retirement capital due at age 65 and surviving dependants' capital, which is due in the case of death before reaching age 65. The commitments are immediately contractually nonlapsable in the amount of the benefits acquired until retirement. The commitments are covered by reinsurance.

The employees of former Fides Information Services GmbH, Frankfurt, hold entitlements to a retirement pension starting at the age of 65, a disability pension in the case of invalidity and a surviving dependants' pension in the case of death of the holder of the pension commitments. The commitments depend on the salary level and tenure and are not covered by plan assets. market maker Software AG has granted a benefit pledge to a Management Board member that foresees a retirement capital due at the age of 65 and a disability pension for the duration of the invalidity. The commitment is covered by reinsurance.

The employees of vwd information solutions AG, Zurich, participate in two legally independent personnel pension foundations that provide a pension upon retirement age, in some cases a disability pension in the case of invalidity and a surviving dependants' benefit in the case of death. The benefits depend on the salary level. The employer and the employee contribute to the foundation's savings deposit. The employer assumes the risk contributions.

The employees of vwd group Belgium NV hold entitlements to a retirement pension upon the age of 65 and a surviving dependants' capital in the case of death before retirement from the company. The commitments depend on the salary level and the tenure, and are covered by reinsurance.

in %	Gern	Germany		International		
	Dec 31, 2008	Dec 31, 2007	Dec 31, 2008	Dec 31, 2007		
Discount rate	5.75	5.0	3.15/5.75	3.25		
Salary increases	1.8	1.8	1.8/03.5	1.8		
Pension increases	1.5	1.5	1.5	1.5		
Fluctuation	2.5	1.5 – 2.0	1.0 - 3.0	1.5		

Actuarial assumptions:

The basic interest rate used to determine the actuarial present of pension commitments is the closing day market rate of interest of top-rated bonds with a maturity corresponding to the term of the pension commitments.

The group immediately records all actuarial gains or losses from defined-benefit plans outside the income statement in the group's statement of recognized income and earnings (SORIE). Losses recorded in the group's statement of recognized income and earnings for 2008 amounted to  $\leq -$  869.0 thousand (previous year: income of  $\leq$  423.7 thousand) after deduction of deferred taxes.

Actuarial reviews of defined-benefit plans are compiled for each reporting period. Actuarial assumptions with regard to employee turnover and mortality are based on empirical data, with the latter being based on the mortality tables of Klaus Heubeck in the version from 2005 ("Richttafeln 2005 G" – license Heubeck Richttafeln-GmbH). The defined-benefit plans developed as follows:

in €'000	2008	2007	2007
		adjusted	as reported
Defined-benefit plans			
Balance as of January 1	11,437.6	12,404.8	4,014.3
vwd information solutions AG (disposals)	- 2,712.3	0.0	0.0
Change in consolidation group	444.1	0.0	0.0
	9,169.4	12,404.8	4,014.3
Interest expense	361.1	415.5	170.2
Service costs	265.8	437.2	241.1
Contributions from plan participants	91.8	149.7	0.0
Pension payments	- 586.4	- 221.5	- 221.5
	9,301.7	12,048.5	4,204.1
Actuarial gains (–) and losses	- 36.4	- 610.8	- 645.8
Balance as of December 31	9,265.3	11,437.7	3,558.3
Changes in plan assets			
Plan assets as of January 1	7,798.8	8,474.2	101.5
vwd information solutions AG (disposals)	- 2,800.4	0.0	0.0
Change in consolidation group	172.7	0.0	0.0
Plan reductions	- 398.7	-1,145.3	- 8.0
	4,772.4	7,328.9	93.5
Expected income/expense on plan assets	161.6	312.2	- 0.7
Asset ceiling	4.4	- 3.1	- 3.1
Actuarial gains/losses (–)	- 951.4	- 127.8	3.1
Fund endowments/contributions	126.5	158.5	8.2
Contributions of plan participants	92.4	124.0	0.0
Balance as of December 31	4,205.9	7,798.8	101.0
Liability for defined-benefit plans	9,265.3	11,437.7	3,558.3
less plan assets	- 4,205.9	-7,798.8	- 101.0
Balance as of December 31	5,059.4	3,638.8	3,457.3

Additions at vwd information solutions AG concerned the gross recognition of plan assets in fiscal year 2008 due to the separate disclosure of plan assets and pension commitments. The disposals at vwd information solutions AG concerned seven employees whose foundation capital was trans-

ferred to other foundations on account of their departure or start of retirement as of December 31, 2007.

Plan assets concerned in particular the funding of commitments in Switzerland through two collective foundations. Expected income from plan assets amounted to  $\leq$  161.6 thousand (previous year:  $\leq$  0.7 thousand). vwd does not anticipate future economic benefits from plan assets. For a commitment to a retired employee of vwd, the asset ( $\leq$  44.6 thousand) was capped to the upper limit of the commitment ( $\leq$  16.8 thousand). The expected return on plan assets amounted to between 3.15 % and 5.0 %.

As of December 31, 2008, plan assets could be broken down as follows (%):

17.6
53.3
14.3
7.6
7.2

The present value of pension commitments not covered by plan assets amounted to  $\leq$  5,059.4 thousand (previous year:  $\leq$  3,457.3 thousand). In the context of the recognition of defined-benefit pension plans, interest and service costs are recognized in operating income under personnel expenses.

Expenses for defined-benefit plans can be broken down as follows:

in € '000	2008	2007	2007
		adjusted*	as reported
Current service costs	357.6	390.8	241.1
Interest expenses	361.1	170.2	170.2
Anticipated expense on plan assets	- 161.6	0.7	0.7
Asset ceiling	0.0	3.1	3.1
	557.1	564.8	415.1

\* Adjustment only for employee contributions

Pension expenses relate to employees in Germany and Switzerland as well as Belgium and the Netherlands. They are recognized under personnel expenses.

The financing status for fiscal years 2005 to 2007 (DBO less plan assets) is as follows:

- 2005 € 3,352.3 thousand
- 2006 € 3,622.9 thousand
- 2007 € 3,835.3 thousand
- 2008 € 5,369.7 thousand

Experience-based adjustments amount to

- 2006 € 140.3 thousand
- 2007 € 796.5 thousand
- 2008 € 121.7 thousand

Similar commitments include anniversary benefits as well as provisions for partial retirement obligations, which were calculated based on an interest rate of 5.25 %.

## **15. OTHER PROVISIONS**

The other long-term provisions can be broken down as follows:

in € '000						
				Change in		
	As of			consolidation		As of
	Jan. 1, 2008	Utilization	Dissolution	group	Discounting	Dec. 31, 2008
Product costs	647.8	0.0	80.0	0.0	33.4	601.2
Reinstatement obligations	0.0	0.0	0.0	59.3	0.0	59.3
Onerous contract provision	406.5	42.3	364.1	348.1	0.0	348.2
	1,054.3	42.3	444.1	407.4	33.4	1,008.7

The discounting was effected at an interest rate of 5.25 % (previous year: 4.75 %). The changed interest rate entailed expenses of  $\in$  33.4 thousand.

Product costs relate to fees for the provision of master data in the area of real-time products.

The onerous contract provision for unutilized rental space was dissolved as vwd managed to newly lease the property in September 2008.

Additions due to a change in the consolidation group have an estimated term of up to five years.

#### Notes

#### **16. FINANCIAL LIABILITIES**

Liabilities to banks have the following terms:

in € '000	Dec. 31, 2008	Dec. 31, 2007
Up to one year	6,160.0	7,839.6
Up to five years	6,769.1	836.2
More than five years	2,495.0	0.0
Total more than one year	9,264.1	836.2
Total	15,424.1	8,675.8

As of December 31, 2008, noncurrent financial liabilities comprised liabilities to banks.

Financial liabilities are recorded in currencies in which the company operates. As of December 31, 2008, the financial liabilities were denominated in euros.

To finance its acquisitions made in 2008 and planned for 2009, vwd has taken out three acquirer loans with terms ending in 2015. The interest rates on these loans are based on three-month Euribor plus premiums of 2 % to 2.5 %.

In addition, a loan has been taken out in connection with a land and commercial building purchase.

As of December 31, 2008, loan liabilities to banks amounted to € 15,424.1 thousand.

To guarantee the vwd group's solvency and financial flexibility at all times, a liquidity reserve in the form of a credit line is held. To this end, vwd has concluded an operating line of credit with a bank including

- a permanent operating line of credit of € 6 million and
- seasonal operating lines of credit of € 7 million, which can be drawn once a year between August 1 and January 31 of the following year. From August 1, 2009, the amount will be reduced to € 6 million.

At present, the company pays a provision fee on unused lines of credit. The interest rate for drawn credit lines is based on EONIA plus a premium. As of December 31, 2008, utilization of this shortterm credit line amounted to € 3,951.1 thousand (previous year: € 7,745.7 thousand).

Liabilities to banks of fiscal years 2008 and 2007 with a remaining term of up to one year are shown under short-term financial liabilities.

The following tables show the contractually agreed (undiscounted) interest and redemption payments of the vwd group's primary financial liabilities:

in € '000	Carrying			
	amount	Fixed	Variable	
	Dec. 31, 2008	interest	interest	Redemptior
Cash flows 2009				
Primary financial liabilities				
- Liabilities to banks	15,424.1	36.0	491.5	6,160.0
<ul> <li>Other interest-bearing liabilities</li> </ul>	0.0	0.0	0.0	0.0
- Other noninterest-bearing liabilities	17,657.0	0.0	0.0	17,657.0
Cash flows 2010				
Primary financial liabilities				
– Liabilities to banks		30.5	396.3	2,212.6
Cash flows 2011				
Primary financial liabilities				
– Liabilities to banks		24.7	372.9	1,645.0
Cash flows 2012				
Primary financial liabilities				
– Liabilities to banks		17.1	288.0	1,662.6
Cash flows 2013				
Primary financial liabilities				
– Liabilities to banks		0.0	208.5	1,249.0

All instruments held of December 31, 2008 and for which payments had already been agreed on contractually are included. No planning figures for future new liabilities are included. The variable interest payments from financial liabilities were determined based on the interest rates last fixed before December 31, 2008. Financial liabilities that are redeemable at any time are always assigned to the earliest time band.

No group assets were pledged as collateral for financial liabilities.

#### **17. OTHER PROVISIONS**

The other provisions can be broken down as follows:

in € '000					
	As of				As of
	Jan. 1, 2008	Utilization	Dissolution	Addition	Dec. 31, 2008
Production costs	228.3			24.9	253.2
Personnel	827.0	265.0	300.4	619.0	880.6
Damage claims	1.5				1.5
Interest on additional tax claims	0.0			288.9	288.9
Miscellaneous	263.6	10.8	0.4	16.2	268.6
	1,320.4	275.8	300.8	949.0	1,692.8

Provisions for production costs comprise costs related to the operation of the subscription-based vwd market manager on vwd systems.

Personnel provisions relate mainly to severance payments. In the context of an ongoing training and education program at vwd, employees for whom severance payments were formed as of December 31, 2008, must be released.

Interest on additional tax claims concerns additional tax claims on business tax 2003 at vwd Vereinigte Wirtschaftsdienste AG.

The damage claim concerns the claim of an employee at the Paris location against vwd. The employee claimed damages of  $\in$  775.0 thousand from outstanding commission payments. After reviewing the situation, Credit Suisse, the former shareholder of FIDES Information Services AG, and vwd arrived at a damage figure of  $\in$  1.5 thousand.

This concerns principally short-term provisions that will be utilized within the next fiscal year.

#### **18. TRADE PAYABLES**

Trade payables toward third parties amounted to  $\in$  5,344.2 thousand (previous year:  $\in$  5,682.9 thousand) and are all due within one year.

#### **19. ADVANCE PAYMENTS RECEIVED**

This item includes cash funds received in advance of  $\leq 2,616.9$  thousand (previous year:  $\leq 1,479.4$  thousand). Invoices relating to services for various products refer to the period beginning after December 31, 2008, with a term of up to one year.

#### 20. TAX LIABILITIES

Tax liabilities in fiscal 2008 ( $\in$  1,854.5 thousand) and in the previous year ( $\in$  2,914.3 thousand) relate to group companies' expenses for income taxes due in the following year.

#### **21. OTHER LIABILITIES**

Other liabilities are carried at their nominal value or the lower repayable amount and are due within one year. They can be broken down as follows:

in € '000	Dec. 31, 2008	Dec 31, 2007
Tax liabilities	665.1	497.0
Deferred income	2,386.3	987.2
Social security liabilities	1.0	29.1
Miscellaneous	4,703.2	2,961.7
	7,755.6	4,475.0

Other liabilities included, for the most part, liabilities to employees (2008: € 3,235.1 thousand, 2007: € 2,366.7 thousand) such as annual bonuses, outstanding vacation entitlements, overtime and commissions.

The difference from the acquisition of PortfolioNet AG in the amount of  $\leq$  631.2 thousand, which has been recognized in liabilities as of December 31, 2008, is also included in the "Miscellaneous" item. See No. 3. in the notes.

### 22. ADDITIONAL INFORMATION ON FINANCIAL INSTRUMENTS

### Carrying amounts, reported amounts and fair values by measurement categories

FISCAL YEAR 2008

in € '000	Measurement		Reported am	ount pursuant to	o IAS 39
	category pursuant to IAS 39	Carrying amount Dec. 31, 2008	Amortized cost	Held to maturity	Available for sale
ASSETS					
Cash and cash equivalents	LaR	10,632.3	10,632.3		
Trade receivables	LaR	5,796.7	5,705.0		
Other receivables	LaR/n.a.	2,032.9	2,032.9		
Other financial assets	LaR/n.a.	900.7	384.7	51.0	465.0
LIABILITIES					
Trade payables	FLAC	5,344.2	5,344.2		
Liabilities to banks	FLAC	15,424.2	15,424.1		
Other interest-bearing liabilities	FLAC	0.0	0.0		
Other noninterest-bearing liabilities	FLAC	12,226.9	12,226.9		

#### FISCAL YEAR 2007

	Measurement		Reported amount
	category	Carrying	pursuant to IAS 39
	pursuant to	amount	Amortized
	IAS 39	Dec. 31, 2007	cost
ASSETS			
Cash and cash equivalents	LaR	8,206.7	8,206.7
Trade receivables	LaR	3,035.1	3,035.1
Other receivables	LaR	1,952.8	1,952.8
Other financial assets	LaR	355.3	355.3
LIABILITIES			
Trade payables	FLAC	5,682.9	5,682.9
Liabilities to banks	FLAC	8,675.8	8,675.8
Other interest-bearing liabilities	FLAC	0.0	0.0
Other noninterest-bearing liabilities	FLAC	8,868.7	8,868.7

Thereof aggregated by measurement categories pursuant to IAS 39:

- Loans and Receivables (LaR)
- Financial Liabilities Measured at Amortized Cost (FLAC)

Cash and cash equivalents, trade receivables and other receivables have mostly short remaining terms. This is why their carrying amounts approximately correspond to their fair values as of the reporting date.

The pension-plan reinsurance reported under other financial assets was also measured at amortized cost, which corresponds to the fair value of the plan assets.

Trade liabilities and other liabilities regularly have short remaining terms. The recognized amounts approximate the fair value.

in € '000	From subsequent measurement		Net r	esult	
	From	Currency translation	From disposal	2008	2007
Loans and Receivables	0.0	0.0	0.0	0.0	- 5.0
Financial Liabilities Measured at Amortised Cost	- 495.0	0.0	713.8	218.8	197.7

### Net results by measurement categories

The net result is shown both under other operating income, other operating expenses and interest expenses and income. In the previous year, the item included interest expenses and income from other financial assets.

#### 23. CONTINGENCIES AND OTHER FINANCIAL OBLIGATIONS

No contingencies were recorded as of December 31, 2008.

Other financial obligations existed in addition to reserves and liabilities, and resulted mostly from leasing agreements and long-term rental contracts.

The minimum amount of undiscounted future lease payments (operating leases) amounted to € 555.2 thousand (previous year: € 675.4 thousand). The respective payment obligations have the following maturities:

Dec. 31, 2007
360.8
314.6
0.0
675.4

Maturity in year in € ′000	Dec. 31, 2008
2009	282.0
2010 to 2013	273.2
2014 or later	0.0
	555.2

Car-leasing agreements were concluded for the most part. Options for rental contract extensions or purchase options do not apply. The leasing agreements for office equipment, e.g., copying machines, include an annual extension option.

Rental payments of  $\in$  300.2 thousand (previous year:  $\in$  306.0 thousand) arose from operating lease obligations in fiscal year 2008.

In addition, other financial obligations concerned rental contracts with the following maturities in year-to-year comparison:

Maturity in year in € ′000	Dec. 31, 2007
2008	1,534.1
2009 to 2012	3,904.5
2013 or later	3,061.0
	8,499.6

Maturity in year in € '000	Dec. 31, 2008
2009	1,885.3
2010 to 2013	7,461.0
2014 or later	1,691.1
	11,037.4

A sublease resulted in income of  $\in$  22.6 thousand in the reporting year. Income of  $\in$  33.8 thousand is anticipated for 2009.

No obligations from already concluded contracts for started or planned investment plans (sourcing commitments) applied.

#### NOTES TO THE CONSOLIDATED INCOME STATEMENT

Expenses are recorded in the consolidated income statement using the total cost method.

### 24. SALES

Sales are generated primarily from listing services, data sales, terminal products and advertising. Sales increased by  $\in$  8,251.9 thousand, or 12.7 %, to  $\in$  73,357.3 thousand compared with 2007. Changes in the consolidation group relating to Tijd Nederland B.V. resulted in  $\in$  6,100.0 thousand higher sales in fiscal year 2008.

The segment report shows the breakdown of sales by business areas.

#### 25. OTHER CAPITALIZED INTERNALLY GENERATED ASSETS

The criteria for the capitalization of internally generated software were fulfilled for the first time. A total of  $\in$  151.1 thousand was capitalized (previous year:  $\in$  0 thousand).

#### 26. OTHER OPERATING INCOME

Other operating income includes  $\notin$  713.8 thousand from the derecognition of liabilities (previous year:  $\notin$  462.2 thousand) and  $\notin$  744.9 thousand in income from the reversal of provisions (previous year:  $\notin$  492.9 thousand).

#### 27. COST OF MATERIALS

The cost of services purchased includes primarily license costs and fees for downloading exchange data (revenue based items).

#### **28. PERSONNEL EXPENSES**

Personnel expenses can be broken down as follows:

in € '000		
IN € 000	2008	2007
Wages and salaries	23,333.1	19,861.8
Social security, post-employment		
and other employee benefit costs	3,915.6	3,805.6
	27,248.7	23,667.4

Expenses for pensions amounted to  $\in$  557.1 thousand (previous year:  $\in$  564.8 thousand – adjusted). They mainly related to entitlements earned during the reporting year.

#### **29. OTHER OPERATING EXPENSES**

Other operating expenses can be broken down as follows:

in €'000	2008	2007
Rental expenses	2,932.3	2,858.8
Services	2,413.5	921.3
Advertising / marketing	1,031.3	1,302.7
Miscellaneous	6,905.3	8,549.6
	13,282.4	13,632.4

The "miscellaneous" expense item also comprised travel costs as well as other costs such as maintenance or repair costs.

### 30. DEPRECIATION ON INTANGIBLE AND TANGIBLE ASSETS

Depreciation, amortization and impairment can be broken down as follows:

in € ′000	2008	2007
Intangible assets	1,447.1	935.6
Tangible assets	1,156.7	940.7
angible assets nvestment properties	12.4	12.4
	2,616.2	1,888.7

As in the previous year, no write-downs for impairment were carried out in fiscal 2008.

#### **31. FINANCIAL RESULT**

In fiscal year 2008, the financial result amounted to  $\leq -664.2$  thousand (previous year:  $\leq 68.6$  thousand) and included  $\leq -865.3$  thousand in interest and similar expenses (previous year:  $\leq 262.3$  thousand) and  $\leq 201.1$  thousand in financial income (previous year:  $\leq 330.8$  thousand). Details on the individual components are shown as follows:

Notes

in €′000	2008	2007
Interest and similar income	201.1	330.8
Other financial income	0.0	0.0
Financial income	201.1	330.8
Interest and similar expenses	- 865.3	- 262.3
Write-downs of noncurrent financial assets and current securities	0.0	0.0
Financial expenses	- 865.3	- 262.3
Rounding differences	0.0	0.1
	- 664.2	68.6

#### Thereof from financial instruments of the measurement category pursuant to IAS 39:

in € '000	2008	2007
Loans and receivables	0.0	0.0
Financial liabilities measured		
at amortized cost	495.0	264.5
at amortized cost	495.0	

Interest expenses resulted, among other things, from loans taken out by vwd AG to finance the acquisition of shares in associated companies in fiscal 2008.

#### 32. TAX RESULT

As a result of the German corporate tax reform 2008, the legal corporate income tax rate for the past fiscal year 2008 has declined to 15% (previous year: 25%). The average trade tax rate for the companies included in the vwd group amounted to 15.925 % (previous year: 17.0 %). As in the previous year, the solidarity surcharge amounted to 5.5%. As of December 31, 2008, the deferred tax rates of domestic companies were measured at an aggregate tax rate including solidarity surcharge of 31.75 % (previous year: 38.69 %).

Tax expenses in the income statement can be broken down as follows:

in € '000	2008	2007
Current taxes	2,649.7	353.9
Deferred tax income	- 287.5	- 775.3
Deferred tax liabilities	799.2	391.9
	3,161.4	3,070.5
Other taxes	10.8	13.3
Total	3,172.2	3,083.8

The country-specific income tax rates applied to foreign subsidiaries ranged from 16.53% to 34.0% (previous year: 22.5%).

In fiscal 2008, actual income tax relating to other periods amounted to € 7.8 thousand.

The tax expenses of vwd AG were determined without consideration of corporate income and trade tax loss carryforwards of the former b.i.s. AG ( $\leq$  1,568.5 thousand) as these may have ceased to exist in the context of the merger of vwd GmbH into b.i.s. AG pursuant to § 8, Section 4 of the German Corporate Tax Act (KStG) and § 10a of the German Trade Tax Act (GewStG).

Expected tax expenses deviate from actual tax expenses as follows:

in € '000	2008	2007
Income for the year before tax	7,600.9	5,339.2
Expected tax expenses/income (–)	2,413.3	2,076.4
Tax effects resulting from differences in the tax base		
Tax rate differences		
– effects of changes in tax rates	0.0	61.5
– different trade tax assessment rates	55.8	76.2
– Tax-free income /other allowances	- 80.7	- 509,8
– Foreign tax rate differential	73.2	- 0.0
Tax effects from non deductible expenses	742.7	843.2
Tax effects from recognition and measurement of deferred taxes	- 40.0	75.1
Effects attributable to other reporting periods		
- Capitalization of deferred tax losses	0.0	433.5
- Additional taxes due to audit/tax assessment	-2.9	14.4
Actual tax expenses / income (–)	3,161.4	3,070.5

Notes

Tax effects from nondeductible expenses include the tax effects of losses at vwd information solutions AG totaling € 265.4 thousand. As of December 31, 2008, unutilized tax loss carryforwards for which no deferred taxes were formed amounted to € 11,150.9 thousand.

The company's deferred taxes relate to the following items:

in € '000	December 3	December 31, 2008		
	Deferred tax assets	Deferred tax liabilities	Deferred tax assets	Deferred tax liabilities
Noncurrent assets	644.2	1,875.5	250.9	532.2
Current assets	0.0	121.0	0.0	0.0
Equity	8.9	276.2	12.4	159.3
Pension provisions	31.2	0.0	134.5	0.0
Other provisions	191.6	0.0	0.0	0.0
	875.9	2,272.7	397.8	691.5
Tax loss carry forwards	0.0	0.0	433.5	0.0

Deferred tax assets are recognized only to the extent that a realization of the respective benefit is likely. No bad-debt allowances were formed because a usage is considered likely based on short-term business expectations.

Deferred tax assets and liabilities resulting from temporal differences were not offset even if they concerned the same tax authority.

## 33. PROFITS/LOSSES ALLOCABLE TO MINORITIES

Profits amounted to € 1,014.7 thousand (previous year: € 748.5 thousand).

## **34. EARNINGS PER SHARE**

In accordance with IAS 33 (Earnings per Share), earnings per share are calculated by dividing the net income by the weighted average number of shares.

The number of issued common stocks increased as a result of the capital increase against noncash contribution. The new shares were eligible for dividend payouts beginning on January 1, 2008.

Stock options were not factored into the calculation because the common stock's average price for 2008 is below the exercise price for the option so that undiluted earnings per share corresponded to diluted earnings per share. All business segments represented continuing operations in 2008.

Additional explanations on the merger and the stock options can be found in notes 13 and 41, respectively.

	2008	2007
Net income (€ '000)	4,439.5	2,268.7
Net income allocable to minorities (€ '000)	1,014.7	748.5
Net income allocable to shareholders of vwd (€ '000)	3,424.7	1,520.2
Weighted average number of issued common shares (shares)	24,683,399	24,624,577
Undiluted earnings per share (€)	0.139	0.062

No dilution effects occurred during the reporting period. The stock option program was not rated as a dilutive effect due to the very high exercise price compared with the current stock price.

Authorized capital I and II also represented no dilutive effect for fiscal 2008.

In the previous year, earnings per share were calculated on the basis of earnings allocable to the parent company and other shareholders. A correction for fiscal year 2007 was made in 2008. As a result, earnings per share were adjusted by  $\notin 0.030$  from  $\notin 0.092$  to  $\notin 0.062$ .

#### **35. REPORTING ON FINANCIAL INSTRUMENTS**

Notes on the types and size of risks from financial instruments pursuant to IFRS 7 are included in the risk report in the group management report. The information provided there is part of the consolidated financial statements and is referred to here.

#### **36. SEGMENT REPORTING**

vwd is a leading financial information service provider in Europe. The company aggregates, processes and disseminates global financial-market data for investment consulting, asset management, financial analysis and treasury at industrial companies. The company's reporting structure is divided into three market-oriented business segments whose task is to offer vwd's customers optimal subject and target-group-specific solutions based on the company's entire product and services spectrum. They are:

- Market Data Solutions (MDS)
- Technology Solutions (TS) and
- Specialised Marketing Solutions (SMS)

The business segment "Market Data Solutions" provides a multifaceted range of market-data systems, browser-based applications and portfolio-management solutions for more than 40,000 users from banks, savings banks, asset managers and companies. The focus is on standardized solutions that are individually configured for integration into existing infrastructures. They support efficient process design in consultant-assisted sales and online sales as well as strengthen the customer relationship by adding value for the customer. The key products in this business segment are the vwd market manager, the vwd portfolio manager and the vwd data manager.

In the business segment "Technology Solutions," the vwd group offers a wide range of information, technology and transaction solutions as well as advisory services for customer-specific requirements of banks and financial services providers. This includes the design and implementation of professional Websites for banks, electronic brokerages and media. Content and functions are tailored to specific customer requirements and presented in the respective corporate design. Online brokerages can offer their customers real added value by offering them professional research tools and real-time prices as well as direct integration into the trading system. The core skills of this business segment also include the design and provision of print-ready market data for nearly 50 daily newspapers and financial magazines. As an application service provider (ASP), vwd not only designs financial solutions for intranets and the Internet but can also handle the hosting in its own data center. This business segment includes the products Citrix Hosting, vwd web manager and vwd SmartSelling.

Attractive publishing and communication concepts in the financial media make up the third business segment, Specialised Marketing Solutions. Its offering includes special advertising formats for products from issuers and for the advertising industry, the distribution of important financial and price information from financial service providers and issuing houses via classic print media, online or teletext. The focus here is on funds and derivatives. More and more fund managers use the vwd fonds service [online] as a tool that allows them to address their target groups directly via media portals and thus minimizes their waste coverage. At the same time, a single advertising booking via vwd max value in the print area reaches more than 28 million potential customers in Germany. Other products of this business segment include the vwd derivate service, vwd fonds inside, vwd derivate inside," vwd PR service financial wire and vwd PR service corporate news.

In fiscal 2008, vwd's primary reporting format was segmented by business area. The allocation of not directly allocable costs was conducted based on the distribution of sales revenues.

The secondary reporting format presents the segment information by region.

Information on the segments classified pursuant to IAS 14 is provided on the following pages.

### Segment information by business areas

in € '000				<b>c</b>
	MDS	TS	SMS	Segment
	2008	2008	2008	total
External sales	34,782	16,055	22,672	73,508
Intersegment sales	0	1,409	1,025	2,434
Total sales	41,585	18,155	24,451	84,191
External income	3,036	1,480	1,155	5,671
- thereof from measurement at equity	0	0	0	0
Intersegment income	0	0	0	0
Other operating income	3,036	1,480	1,155	5,671
- thereof from measurement at equity	0	0	0	0
Total revenue	44,622	19,635	25,605	89,862
Cost of materials	21,119	5,308	8,956	35,383
Personnel expenses	11,350	7,973	7,937	27,261
Amortization, depreciation and impairment	1,198	1,150	825	3,173
- thereof impairment	0	0	0	0
Other operating expenses	7,747	4,273	3,871	15,891
Segment result before interest	3,207	931	4,016	8,154
- thereof from measurement at equity	0	0	0	0
Other material noncash expenses	5,055	1,151	2,317	8,523
Segment assets	54,964	23,247	16,939	95,150
- thereof from measurement at equity	0	0	0	0
Segment investment	9,740	2,636	1,231	13,607
- thereof from measurement at equity	0	0	0	0
Segment liabilities	22,300	9,396	17,438	49,134
- thereof from measurement at equity	0	0	0	0

in € '000	MDS	TS	SMS	Segment
	2007	2007	2007	total
External sales	29,112	13,248	22,745	65,105
Intersegment sales	0	1,730	796	2,526
Total sales	34,506	15,372	24,217	74,094
External income	1,200	532	861	2,593
- thereof from measurement at equity	0	0	0	0
Intersegment income	0	0	0	0
Other operating income	1,200	532	861	2,593
- thereof from measurement at equity	0	0	0	0
Total revenue	35,706	15,904	25,078	76,687
Cost of materials	17,183	4,600	9,047	30,830
Personnel expenses	10,647	6,359	6,663	23,669
Amortization, depreciation and impairment	715	973	664	2,352
- thereof impairment	0	0	0	0
Other operating expenses	6,806	3,481	4,011	14,298
Segment result before interest	355	491	4,693	5,538
- thereof from measurement at equity	0	0	0	0
Other material noncash expenses	1,752	621	1,712	4,085
Segment assets	22,617	24,361	25,496	72,474
- thereof from measurement at equity	0	0	0	0
Segment investment	883	835	848	2,566
- thereof from measurement at equity	0	0	0	0
Segment liabilities	9,733	3,540	8,610	21,883
- thereof from measurement at equity	0	0	0	0

Intragroup items are eliminated in the reconciliation.

in € '000	Segment t	otal	Reconciliation		Group	
—	2008	2007	2008	2007	2008	2007
External sales	73,508	65,106			73,508	65,106
Intersegment sales	2,434	2,526	- 2,434	- 2,526	0	0
Total sales	84,191	74,095	- 10,683	- 8,989	73,508	65,106
External income	5,671	2,593	- 3,439	- 991	2,232	1,602
Intersegment income	0	0	0	0	0	0
Total other						
operating income	5,671	2,593	- 3,439	- 991	2,232	1,602
- from measurement at equity	0	0	0	0	0	0
Total revenue	89,862	76,688	- 14,122	- 9,980	75,740	66,707
Cost of materials	35,383	30,830	- 11,066	- 8,595	24,317	22,235
Personnel expenses	27,261	23,669	- 13	- 2	27,248	23,667
Amortization, depreciation and impairment	3,173	2,352	- 557	- 463	2,616	1,889
– thereof impairment	0	0	0	0	0	0
Other operating expenses	15,891	14,298	- 2,608	- 666	13,283	13,632
Segment result	8,154	5,539	122	- 254	8,276	5,284
<ul> <li>thereof from measurement at equity</li> </ul>	0	0		0		0
Interest income					201	331
Interest expenses					865	262
Net income (after interest)					7,612	5,353
<ul> <li>thereof from measurement at equity</li> </ul>						0
Other material						
noncash expenses	8,523	4,085	- 629	- 72	7,894	4,013
Segment assets	95,150	72,474	- 22,591	- 25,015	72,559	47,459
<ul> <li>thereof from measurement at equity</li> </ul>	0	0	0	0	0	0
plus tax receivables and						
deferred taxes					1,822	2,149
Total assets					74,381	49,608

in € '000	Segment t	otal	Reconciliation		Group	
	2008	2007	2008	2007	2008	2007
Segment investments	13,607	2,566	- 787	1,309	12,820	3,875
- thereof from measurement at equity	0	0	0	0	0	0
Segment liabilities	49,134	21,883	- 9,524	- 4,450	39,610	17,433
- thereof from measurement at equity	0	0	0	0	0	0
plus						
Liabilities to banks					0	8,676
Deferred tax liabilities					2,273	692
Tax liabilities					1,855	2,914
Other tax liabilities					0	497
Liabilities not included in segment liabilities					4,128	12,779
Equity					30,643	19,396
Total equity and liabilities					74,381	49,608

# Reconciliation of segment result to group net income for the years 2008 and 2007

in € '000	2008	2007
Total segment results	8,154	5,538
Elimination due to reconciliation to consolidated income statement	122	- 254
Nonallocable expenses	0	0
	8,276	5,284
Interest income	201	331
Interest expenses	- 865	- 262
Result from ordinary operations	7,612	5,353
Income tax	- 3,162	- 3,071
Other taxes	- 11	- 13
Net income	4,439	2,269

#### Segment information by region (in alphabetical order)

#### SALES BY LOCATION OF CUSTOMERS

in € '000	2008	2007
Belgium	3,442	21
Germany	45,860	43,960
France	559	556
UK	1,771	1,652
Ireland	918	895
Luxembourg	9,983	9,445
Netherlands	2,871	190
Austria	1,085	1,210
Switzerland	5,589	6,632
Rest of Europe	95	416
Rest of world	1,334	128
	73,508	65,105

Sales with third parties are shown for the region in which the sales are realized.

Intersegment sales concerned exclusively Germany and Switzerland.

Transactions between segments were based on an intragroup cost rate of  $\in$  650.00 per man day. If costs were recharged to external customers, the primary segment received 80% of the sales.

#### Noncurrent segment assets by registered office of the company

In fiscal 2008, noncurrent segment assets of  $\in$  71,260 thousand (previous year:  $\in$  70,693 thousand) were allocable to Germany,  $\in$  13,862 thousand (previous year:  $\in$  1,781 thousand) to Switzerland,  $\in$  4,830 thousand (previous year:  $\in$  0 thousand) to Belgium and  $\in$  4,692 thousand (previous year:  $\in$  0 thousand) to the Netherlands.

#### Investments (excluding financial assets) by registered office of the company

Investments (excluding financial investments) of  $\notin$  4,497 thousand (previous year:  $\notin$  2,508 thousand) were allocable to Germany,  $\notin$  5,739 thousand to Switzerland (previous year:  $\notin$  58 thousand),  $\notin$  1,598 thousand (previous year:  $\notin$  0 thousand) to the Netherlands and  $\notin$  1,733 thousand (previous year:  $\notin$  0 thousand) to Belgium.

#### **36. NOTES TO THE CASH FLOW STATEMENT**

In accordance with IAS 7, the cash flow statement presents changes in cash flows resulting from cash inflows and outflows from current operating, investing and financing activities for fiscal years 2008 and 2007. The cash flows were determined based on the vwd group accounts using the indirect method. Cash in the cash flow statement includes all liquid assets shown in the balance sheet, i. e., cash on hand, checks and bank balances that can be withdrawn within three months. The cash and cash equivalents are not subject to any restrictions.

Cash flow from operating activities is derived indirectly from the operating result. This indirect calculation involves adjusting the changes in balance sheet items related to operating activities to reflect effects from currency translation and changes in the consolidation group.

Net cash generated from operating activities:

In the reporting year, cash inflows from operating activities amounted to  $\leq$  5,315.3 thousand (previous year:  $\leq$  4,843.3 thousand). The change from the positive result plus the noncash write-downs and the change in pension provisions (= positive gross cash flow) were offset by cash outflows from change in trade payables.

Gross cash flow included interest received in the amount of  $\notin$  201.1 thousand (previous year:  $\notin$  330.8 thousand). Income tax payments amounted to  $\notin$  3,161.4 thousand (previous year:  $\notin$  3,070.5 thousand).

Net cash used in investing activities:

Cash outflows from investing activities amounted to  $\leq$  13,605.3 thousand (previous year:  $\leq$  -1,451.3 thousand) and were attributable to changes in the consolidation group and the acquisition of intangible and tangible assets.

Net cash used in financing activities:

Cash inflows from financing activities of  $\notin$  9,624.1 thousand (previous year: cash outflows of  $\notin$  -1,910.2 thousand) resulted mainly from the assumption of loans.

As of December 31, 2008, cash and cash equivalents consisted of cash on hand, bank balances and liabilities to banks that were already repaid in the first quarter of 2008, as presented in the following table:

in € '000		
	2008	2007
Cash on hand, bank balances	10,632.3	8,206.7
Current liabilities to banks	- 4,054.0	-7,839.6
	6,578.3	367.1

The cash and cash equivalents are not subject to any restrictions.

vwd has unutilized credit lines totaling  $\notin$  9,048.9 thousand. From a new credit contract in fiscal 2008, vwd has only drawn the first tranche of  $\notin$  2 million so far. The second tranche over  $\notin$  4 million is to be drawn by June 30, 2009.

### **OTHER NOTES**

#### **37. RELATED-PARTY TRANSACTIONS**

Related parties within the meaning of IAS 24 generally include members of the Management and Supervisory boards, shareholders and affiliated companies. Business transactions between the company and its subsidiaries, which classify as related companies, have been eliminated by the consolidation and will not be explained in these notes.

By contractual agreement of October 15, 2004, a legal consulting contract was concluded with Nieding + Barth Rechtsanwaltsaktiengesellschaft, Frankfurt/Main. Supervisory Board Chairman Klaus Nieding is both a shareholder and Management Board member of the law firm Nieding + Barth Rechtsanwaltsaktiengesellschaft. In 2008, compensation from legal consulting work amounted to € 305.7 thousand. As of December 31, 2008, unpaid invoices totaling € 20.0 thousand had been considered in other provisions.

Notes

The compensation of key group executives that must be disclosed pursuant to IAS 24 comprises the compensation of the Management and Supervisory boards. They were compensated as follows:

in € '000	2008	2007
Management Board	1,293.8	1,401.7
Supervisory Board	85.5	72.3
	1,379.3	1,474.0

Management Board member remuneration included € 436.5 thousand (previous year: € 444.8 thousand) in variable remuneration components. In addition, the Management Board members Keferstein, Bosse and Lauterbach are entitled to company pensions consisting of a lump-sum payment upon reaching the retirement age. As of December 31, 2008, commitments from these entitlements amounted to € 160.6 thousand (previous year: € 163.3 thousand).

Supervisory Board compensation also includes remuneration charged for the Supervisory Board member Pieter van Halem by CornerstoneCapital Beteiligungen GmbH. CornerstoneCapital Beteiligungen GmbH and DAH Beteiligungs GmbH together controlled vwd Vereinigte Wirtschaftsdienste AG until March 12, 2008.

As in the previous year, no loans or advance payments were granted to Management or Supervisory Board members as of December 31, 2008. Also as in the previous year, no contingencies were reached in favor of the Management and Supervisory boards.

Among the Management Board members, Edmund J. Keferstein and Spencer Bosse held the following amount of shares in vwd AG as of December 31, 2008:

	Number of shares	in % of subscribed capital
Edmund J. Keferstein	3,889,454	15.10
Spencer Bosse	1,202,780	4.67

Mr. Keferstein holds a portion of his shares indirectly via EJK Investment und Beteiligungs GmbH & Co. KG, which he controls.

The Management Board members receive no compensation for the fulfillment of their duties at subsidiaries.

Additional information on individual compensation and other details regarding the remuneration of members of the Management and Supervisory Boards can be found in the remuneration report in the group management report.

### 38. NOTES PURSUANT TO § 26 SECTION 1 AND § 26A OF THE GERMAN SECURITIES TRADING ACT (WPHG)

The following disclosures were made during the reporting year:

VWD VEREINIGTE WIRTSCHAFTSDIENSTE AG, FRANKFURT, GERMANY:

- 1 CornerstoneCapital Beteiligungen GmbH, Frankfurt/Main, Germany, has notified us in accordance with § 21 Section 1 WpHG that its share in the voting rights of vwd Vereinigte Wirtschaftsdienste AG on March 12, 2008, fell below the thresholds of 75 % and 50 % and amounted to 38.40 % (9,455,428 voting rights) on this day.
- 2 CornerstoneCapital AG, Frankfurt/Main, Germany, has notified us in accordance with § 21 Section 1 WpHG that it share in the voting rights of vwd Vereinigte Wirtschaftsdienste AG on March 12, 2008, fell below the thresholds of 75 % and 50 % and amounted to 38.40 % (9,455,428 voting rights) on this day.

All of these voting rights are allocable to CornerstoneCapital AG in accordance with § 22 Section 1 Sentence 1 No. 1 WpHG.

The allocated voting rights are held by the following companies controlled by Cornerstone-Capital AG whose share in the voting rights of vwd Vereinigte Wirtschaftsdienste AG amounts to 3 % or more:

- CornerstoneCapital Beteiligungen GmbH.
- 3 Deutsche Balaton Aktiengesellschaft, Heidelberg, Germany, has notified us in accordance with § 21 Section 1 WpHG that its share in the voting rights of vwd Vereinigte Wirtschaftsdienste AG on March 12, 2008, fell below the thresholds of 75 % and 50 % and amounted to 38.40 % (9,455,428 voting rights) on this day.

All of these voting rights are allocable to Deutsche Balaton Aktiengesellschaft in accordance with § 22 Section 1 Sentence 1 No. 1 WpHG.

The allocated voting rights are held by the following companies controlled by Deutsche Balaton Aktiengesellschaft whose share in the voting rights of vwd Vereinigte Wirtschaftsdienste AG amounts to 3 % or more:

- CornerstoneCapital Beteiligungen GmbH;
- CornerstoneCapital AG.
- 4 VV Beteiligungen AG, Heidelberg, Germany, has notified us in accordance with § 21 Section 1 WpHG that its share in the voting rights of vwd Vereinigte Wirtschaftsdienste AG on March 12, 2008, fell below the thresholds of 75 % and 50 % and that it amounted to 38.40 % (9,455,428 voting rights) on this day.

All of these voting rights are allocable to VV Beteiligungen AG in accordance with § 22 Section 1 Sentence 1 No. 1 WpHG.

The allocated voting rights are held by the following companies controlled by VV Beteiligungen AG whose share in the voting rights of vwd Vereinigte Wirtschaftsdienste AG amounts to 3 % or more:

- CornerstoneCapital Beteiligungen GmbH;
- CornerstoneCapital AG;
- Deutsche Balaton Aktiengesellschaft.
- 5 DELPHI Unternehmensberatung GmbH, Heidelberg, Germany, has notified us in accordance with § 21 Section 1 WpHG that its share in the voting rights of vwd Vereinigte Wirtschaftsdienste AG on March 12, 2008, fell below the thresholds of 75 % and 50 % and amounted to 38.40 % (9,455,428 voting rights) on this day.

All of these voting rights are allocable to DELPHI Unternehmensberatung GmbH in accordance with § 22 Section 1 Sentence 1 No. 1 WpHG.

The allocated voting rights are held by the following companies controlled by DELPHI Unternehmensberatung GmbH whose share in the voting rights of vwd Vereinigte Wirtschaftsdienste AG amounts to 3 % or more:

- CornerstoneCapital Beteiligungen GmbH;
- CornerstoneCapital AG;
- Deutsche Balaton Aktiengesellschaft;
- VV Beteiligungen AG.

6 Mr. Wilhelm Konrad Thomas Zours, Germany, has notified us in accordance with § 21 Section 1 WpHG that his share in the voting rights of vwd Vereinigte Wirtschaftsdienste AG on March 12, 2008, fell below the thresholds of 75 % and 50 % and amounted to 38.40 % (9,455,428 voting rights) on this day.

All of these voting rights are allocable to Mr. Zours in accordance with § 22 Section 1 Sentence 1 No. 1 WpHG.

The allocated voting rights are held by the following companies controlled by Mr. Zours whose share in the voting rights of vwd Vereinigte Wirtschaftsdienste AG amounts to 3 % or more:

- CornerstoneCapital Beteiligungen GmbH;
- CornerstoneCapital AG;
- Deutsche Balaton Aktiengesellschaft;
- VV Beteiligungen AG;
- DELPHI Unternehmensberatung GmbH.
- 7 DAH Beteiligungs GmbH, Mannheim, Germany, has notified us in accordance with § 21 Section 1 WpHG that its share in the voting rights of vwd Vereinigte Wirtschaftsdienste AG on March 12, 2008, fell below the thresholds of 75 % and 50 % and amounted to 38.17 % (9,398,196 voting rights) on this day.
- 8 Mr. Daniel Hopp, Germany, has notified us in accordance with § 21 Section 1 WpHG that his share in the voting rights of vwd Vereinigte Wirtschaftsdienste AG on March 12, 2008, fell below the thresholds of 75 % and 50 % and amounted to 38.17 % (9,398,196 voting rights) on this day.

All of these voting rights are allocable to Mr. Hopp in accordance with § 22 Section 1 Sentence 1 No. 1 WpHG.

The allocated voting rights are held by the following companies controlled by Mr. Hopp whose share in the voting rights of vwd Vereinigte Wirtschaftsdienste AG amounts to 3 % or more:

DAH Beteiligungs GmbH.

Due to the agreement between CornerstoneCapital Beteiligungen GmbH and DAH Beteiligungs GmbH to jointly exercise their voting rights at the general meeting, which applied until March 12, 2008, a report on relationships with affiliated companies pursuant to § 312 AktG was compiled for 2008.

#### **39. AUDITOR'S FEES**

For the services rendered by the auditor of the vwd group, Stüttgen & Haeb AG Wirtschaftsprüfungsgesellschaft, audit fees of  $\in$  328.6 thousand (previous year:  $\in$  246.6 thousand) and other service fees of  $\in$  238.6 thousand (previous year:  $\in$  249.5 thousand) were recorded as expenses.

Expenses for the audit of subsidiaries:

		2008	2007
Subsidiary	Auditor		
vwd information solutions AG	REFIDAR MOORE STEPHENS, Zurich	CHF 43.9 thousand	CHF 17.5 thousand
vwd group Netherlands B.V. and vwd group Belgium NV	Meeuwsen Ten Hoopen Accountants B.V., Lelystad	€ 16.6 thousand	€ 0.0 thousand

In fiscal 2008, Meeuwsen Ten Hoopen Accountants B.V. charged € 5.6 thousand for other services.

#### **40. EMPLOYEES**

In fiscal 2008, the group employed an average of 380 (previous year: 337) employees.

#### 41. STOCK OPTION PROGRAM

A stock option plan was adopted by resolution of the extraordinary general meeting of b.i.s. AG on May 10, 1999. Under this stock option plan, the company was authorized to grant up to 220,000 stock options to members of the Management Board, executives and employees of the company or of associated companies. Management Board resolutions in exercising this authorization are subject to the approval of the Supervisory Board. Of the stock options, 50 % are allocated to members of the Management Board, 30 % to executives and 20 % to employees. The option rights issued under this stock option plan can generally be exercised within 10 years of their issue date.

By exercise of the option right, no-par value shares of the company can in principle and subject to possible adjustments from corporate actions or a restructuring of the company be drawn at a ratio of 1:1 against payment of the strike price. The strike price corresponds to the current market price of the company's shares resulting from the last sales of shares to third parties known to the company or prices paid for company stock under the last capital increase. After an initial listing of the company's shares on a stock exchange, the strike price results from the median value of the closing values for one company share on the Frankfurt Stock Exchange during the last five trading days prior to the issue of the option. The general shareholders' meeting can resolve to lower the strike price.

The Management Board, in agreement with the Supervisory Board, can decide whether the shares needed to fulfill the exercised option rights will be made available from the contingent capital created for this particular purpose by the general meeting of May 10, 1999, or from the stock buyback program resolved by the general meetings on May 10, 1999, and March 14, 2002. Alternatively, persons entitled to options can be granted cash compensation. The Management and Supervisory Boards' decision must consider the interests of the shareholders and the company.

As a matter of principle, those entitled to receive options may exercise their option rights no earlier than two years, and no later than three years, after issuance (holding period), provided that the company's stock price has exceeded the strike price by at least 10% on five consecutive trading days during one month before the exercise of the option rights.

The option rights may be canceled within a period of up to three years from the grant date. The option rights issued to the individual option holders may vest no earlier than after two years from the grant date.

# The stock options of the former b.i.s. AG developed as follows:

in € '000	Nominal value of options	
	2008	2007
Balance at beginning of year	54.1	54.1
Expired (cancelled)	0.0	0.0
Granted	0.0	0.0
Exercised	0.0	0.0
Outstanding at year end	54.1	54.1
Exercisable at year end	0.0	0.0
Options not issued (still available for Management Board members and employees)	0.0	0.0

# The following figures are identical for the fiscal year and the previous year:

#### OUTSTANDING STOCK OPTIONS

	Number of outstanding options	Average exercise price
Exercise price in €	Shares	€
17.65 – 34.66	62,933	28.93
55.62 – 57.84	1,200	56.18

The maturity of the issued options is 10 years.

#### **42. EXECUTIVE BODIES**

SUPERVISORY BOARD

#### Klaus Nieding, Hünstetten-Wallbach

Pieter van Halem, Kronberg

Norbert Schwerber, Rödermark

#### MANDATES OF THE SUPERVISORY BOARD

#### Klaus Nieding, lawyer

 Franconofurt AG, Frankfurt/Main, until February 26, 2008

#### Pieter van Halem,

business management specialist

 Datamars S.A., Bedano-Lugano/Switzerland (member of the Board of Directors)

#### Norbert Schwerber, auditor

- Cosmetic Service AG, Eppertshausen
- Nieding + Barth Rechtsanwaltsaktiengesellschaft, Frankfurt/Main, (chairman)
- Systaic AG, Büttelborn (chairman)
- VEDACON AG, Montabaur (chairman)
- Wunschkind Holding AG, Wiesbaden (chairman)

#### MANAGEMENT BOARD

Edmund J. Keferstein, Kronberg

Spencer Bosse, Dietzenbach

Joachim Lauterbach, Eschborn

MANDATES OF THE MANAGEMENT BOARD

#### Edmund J. Keferstein

- vwd information solutions AG (formerly FIDES Information Services AG) (president of the Board of Directors), Zurich
- market maker Software AG (chairman), Kaiserslautern
- vwd TransactionSolutions AG (chairman), Frankfurt/Main
- PortfolioNet AG (president of the Board of Directors), Zurich (from December 29, 2008)
- PC&S Portfolio Consulting & Services AG (president), (from December 29, 2008)

#### **Spencer Bosse**

- market maker Software AG, Kaiserslautern
- vwd TransactionSolutions AG, Frankfurt/Main

#### Joachim Lauterbach

By Lauterbach GmbH, Unterföhring

#### 43. EVENTS AFTER THE REPORTING DATE

In an ad hoc statement on February 11, 2009, vwd group announced the acquisition of 51 % in the European Derivatives Group (EDG). The vwd group will acquire 51 % in EDG AG based near Munich, 51 % in the European Derivatives Group AG based in St. Gallen and 51 % in Derivatives Academy AG based in Frankfurt/Main. The transaction will be completed in the first half of 2009. For additional information on the acquisition, please refer to the supplementary report in the group management report.

In an ad hoc statement on March 5, 2009, vwd Vereinigte Wirtschaftsdienste AG announced that it will markedly expand its business relationship with DZ BANK AG and has concluded a long-term agreement on information and market data provision with DZ BANK AG. The anticipated sales volume of this contract amounts to nearly € 40 million under a regular contract duration of 10 years.

### 44. DECLARATION OF COMPLIANCE WITH THE GERMAN CORPORATE GOVERNANCE CODE PURSUANT TO § 161 OF THE GERMAN STOCK CORPORATION ACT (AKTG) BY THE MANAGEMENT AND SUPERVISORY BOARDS OF VWD VEREINIGTE WIRTSCHAFTSDIENSTE AG

The Management and Supervisory boards in February 2009 issued the following statement on the declaration of compliance pursuant to § 161 of the German Stock Corporation Act (AktG):

"The Management and Supervisory boards declare that vwd Vereinigte Wirtschaftsdienste AG complied only conditionally with the recommendations of the Government Commission German Corporate Governance Code in its version of June 6, 2008, since issuance of the last declaration of compliance (August 2008) until December 31, 2008, and will comply only conditionally from January 1, 2009."

Deviations are and were explained in the declaration.

The declaration was made permanently available to the company's shareholders.

Frankfurt/Main, March 5, 2009

EDMUND J. KEFERSTEIN Chairman of the Management Board

Rentloog

SPENCER BOSSE Member of the Management Board

# **Responsibility Statement to the Consolidated Financial Statements and Group Management Report**

# RESPONSIBILITY STATEMENT TO THE CONSOLIDATED FINANCIAL STATEMENTS AND GROUP MANAGEMENT REPORT

"To the best of our knowledge, and in accordance with the applicable reporting principles, the consolidated financial statements give a true and fair view of the assets, liabilities, financial position and profit or loss of the group, and the group management report 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."

Frankfurt, March 5, 2009 vwd Vereinigte Wirtschaftsdienste AG

EDMUND J. KEFERSTEIN Chairman of the Management Board

SPENCER BOSSE Member of the Management Board

JOACHIM LAUTERBACH Member of the Management Board

# **Auditor's Report**

We have audited the consolidated financial statements prepared by the vwd Vereinigte Wirtschaftsdienste AG, comprising the balance sheet, the income statement, statement of recognized income and expense, cash flow statement and the notes to the consolidated financial statements, together with the group management report for the business year from January 1, 2008, to December 31, 2008. The preparation of the consolidated financial statements and the group management report in accordance with IFRSs as adopted by the EU, and the additional requirements of German commercial law pursuant to § 315a Abs. 1 HGB and supplementary provisions of the articles of Incorporation are the responsibility of the parent company's management. Our responsibility is to express an opinion on the consolidated financial statements and on the group management report based on our audit. In addition we have been instructed to express an opinion as to whether the consolidated financial statements comply with IFRSs as adopted by the EU.

We conducted our audit of the consolidated financial statements in accordance with § 317 HGB and German generally accepted standards for the audit of financial statements promulgated by the Institut der Wirtschaftsprüfer [Institute of Public Auditors in Germany] (IDW). Those standards require that we plan and perform the audit such that misstatements materially affecting the presentation of the net assets, financial position and results of operations in the consolidated financial statements in accordance with the applicable financial reporting framework and in the group management report are detected with reasonable assurance. Knowledge of the business activities and the economic and legal environment of the Group and expectations as to possible misstatements are taken into account in the determination of audit procedures. The effectiveness of the accounting-related internal control system and the ecidence supporting the disclosures in the consolidated financial statements and the group management report are examined primarily on a test basis within the framework of the audit. The audit includes assessing the annual financial statements of those entities included in consolidation, the

determination of entities to be included in consolidation, the accounting and consolidation principles used and significant estimates made by management, as well as an evaluation of the overall presentation of the consolidated financial statements and the group management report. We believe that our audit provides a reasonable basis for our opinion.

Our audit has not led to any reservations.

In our opinion, based on the findings of our audit, the consolidated financial statements comply with IFRSs as adopted by the EU and the additional requirements of German commercial law pursuant to § 315a Section 1 HGB and supplementary provisions of the articles of incorporation and give a true and fair view of the net assets, financial position and results of operations of the Group in accordance with these requirements. The group management report is consistent with the consolidated financial statements and as a whole provides a suitable view of the Group's position and suitably presents the opportunities and risks of future development.

Düsseldorf, March 6, 2009

#### STÜTTGEN & HAEB AG WIRTSCHAFTSPRÜFUNGSGESELLSCHAFT



The use of the above auditor's opinion other than in this audit report requires our prior approval. The publication or distribution of the financial statements and/or group management report in a version which deviates from the certified one (including the translation into other languages) requires our opinion as well, to the extent that our auditor's opinion is quoted or reference is made to our audit. In this regard we make reference to § 328 of the German Commercial Code (HGB).

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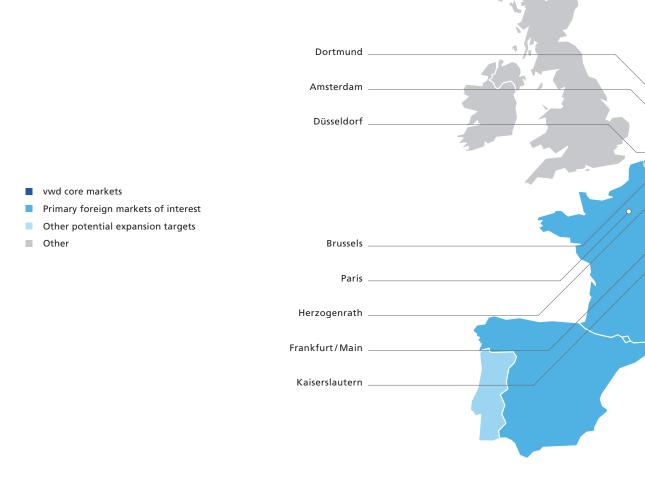
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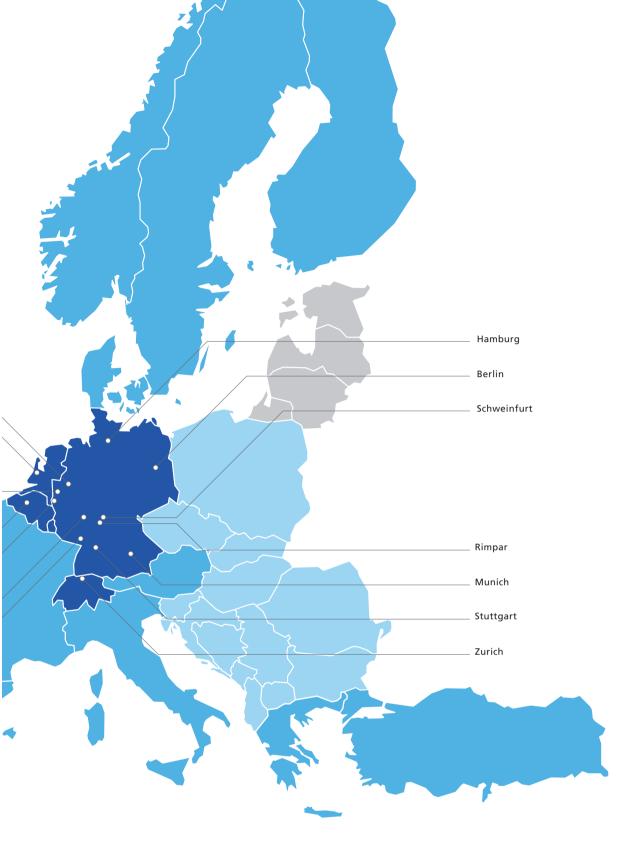
# vwd Locations and Acquisition Strategy

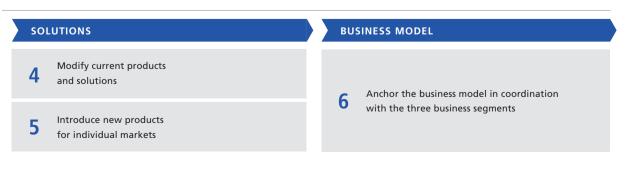
By carrying out acquisitions, vwd intends to generate further inorganic growth. As a specialist for regional markets, the company is primarily interested in highly developed European economies. Expanding a business model that has been highly successful in the core market of Germany to other regional markets will increase economies of scale.



#### BLUEPRINT FOR REGIONAL EXPANSION

ACQUISITION	SYNERGIES	
Search for targets in markets	2 Exploit cost synergies (e.g., data procurement)	
of the business segments	<b>3</b> Replace outdated systems (primarily in data refinement, gradually in the front end)	





# **Corporate Calendar**

March 26, 2009	Publication of annual report 2008
May 7, 2009	Annual general meeting
May 14, 2009	Interim financial statement QI 2009
August 13, 2009	Publication of half-year financial report 2009
November 13, 2009	Interim financial statement QIII 2009

#### IMPRINT

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Conception and Design 3st kommunikation, Mainz Typesetting Brückner & Neuner, Obertshausen

**Printing** Universitätsdruckerei u. Verlag H. Schmidt GmbH & Co, Mainz vwd Vereinigte Wirtschaftsdienste AG Tilsiter Str. 1 60487 Frankfurt/Main Germany www.vwd.com