Interim Financial Report 3/2008

## Overview




Organizational structure as of September, 302008

## Letter to the Stockholders

## Dear Stockholders:

The current sub-prime crisis and its repercussions on the growing economic crisis dominate the media and we can only expect bad news. But in every crisis lies an opportunity, such as the occasion to offer exactly those services required by the clients for purposes of overcoming the crisis and to be better prepared for the future than in the past.
plenum focuses on the sectors: banks, insurance, energy and logistics. What does the actual crisis situation mean to us? We can assume two factors:

- We will have to expect delays in the commissioning of consulting work
- but, especially the sectors affected the strongest such as - banks and insurance - will need exactly those competencies which we offer in order to strongly pull out of the crisis.

If banks are to concentrate their traditional business, particularly in credit issuance and business financing, then those processes in place must be: streamlined, automated and at the same time, the service level must be raised. This indicates that the industrialization of financial service providers must be pushed forward even more intensively than before. plenum is positioned exactly in this respect as: The consulting partner for the industrialization of (financial) service providers.
Hence, opportunities arise for us from the crisis. This is also true for the Dubai market: even if many newspapers write that the GCC-States (Gulf Cooperation Council) and in particular, the United Arab Emirates (UAE), will not run out of capital in order to implement their visions for the future. The Abu Dhabi national

* adjusted for the sale of the agency, stoll \& fischbach
funds alone have about 800 billion US Dollar available and would never allow its neighboring Emirates Dubai to suffer a "letdown". But for the first time, growth is no longer the issue in Dubai, rather efficiency and optimization in organization and in IT. Under the motto "Management Consulting with the German Spirit", we particularly have the opportunity here to make an image for ourselves on the long run.
Therefore, our starting situation looks very solid. A broad client base - over the first nine months of 2008 plenum consulted 92 companies, of which 28 were new clients - is the foundation for future development. Together with these clients, sales revenues rose from EUR* 12.4 million in 2007 to EUR 13.7 million or $11 \%$ in the first nine-month period. Third quarter sales revenues were generated in the amount of EUR 4.7 million. At the same time, EBIT reached EUR 0.42 million in the first three quarters (prior period: EUR 0.03 million**) and the EBITmargin stood at $3.1 \%$.
Because of the mounting economic crisis, we had to adjust our growth target of $15 \%$ down to $10 \%$. Improvements in fixed cost allocation that would be required to attain the EBIT-margin of 6\% can therefore no longer be reached. This timing delay in the margin development should not be a cause for unease, because the core business continues to develop on a positive
** incl. sales proceeds from the agency, stoll \& fischbach
note. Hence, the gross profit for the nine months rose by about $16 \%$ to circa EUR 4.7 million (prior period: EUR 4.0 million*) and the gross margin represented $34 \%$ of sales (prior period: $30 \%$ ).
We are on the right track and our services will be demanded - especially in the crisis. The sound new orders of about EUR 4.7 million for the third quarter led to a solid order backlog of EUR 5.2 million as of September 30, 2008. This translates into $30 \%$ for banks, $38 \%$ for insurance, $7 \%$ for energy utilities and $25 \%$ for other companies. The focus of these consultancy engagements is primary placed on:
- optimizing efficiency and cost structure in IT
- stronger alignment of IT to the business strategy
- higher automation level in the core processes
- utilization of synergies by overlapping cooperation

Along with this spectrum of services, we will assist our clients in confronting and overcoming the current crisis more strongly for purposes of maintaining and expanding a leading position in their respective markets. Despite a cooling down of the economic mood, we do not anticipate a downturn in business for the fourth quarter, but rather expect sales revenues to be at last quarter's level. Since we still assume a gross margin
of $>30 \%$ for the entire calendar year even in the remaining months of 2008, we continue to forecas positive earnings (EBIT) on the whole.

Therefore, I am convinced that our company will develop positively on a lasting basis even in the wake of the crisis and that you - our esteemed Stockholders who have given us your trust, will profit therefrom.

Wiesbaden, November 2008


Chairman of the Management Board
plenum AG

## Interim Financial Report



| Jan. 1, 2008 | Q1-03 cumulative |  | Sept. 30, 2008 |  |
| ---: | ---: | ---: | ---: | ---: |
| Order backlog <br> € thousands | New orders <br> € thousands | Revenues <br> € thousands | Order backlog <br> € thousands | Calculated lifespan <br> of the order |
| 5.025 | 13.906 | 13.714 | 5.217 |  |
| backlog in months |  |  |  |  |

mportant projects during the first nine-months of 2008

Organizational realignment and necessary internal optimization frequently pose challenges to our customers, which can often only be successfully countered with external support. A project encompasses Program-Management as part of a realignment conducted by a group systems firm. The core of Program-Management is the active arrangement of program contents, optimization across the board and program monitoring on the basis of functional projects and program reporting. In addition, plenum performs measures in the areas of Communications and Change Management.

In order to successfully face the challenges in the coming years, strategic assembled workforce planning is gaining importance for many IT service providers. Therefore, more focus is being placed on supporting strategic objectives of the company by means of workforce alignment as required. In this respect, plenum offers uniform methods to determine quantitative and qualitative assembled workforce needs on the short and medium term.

In United Arab Emirates, plenum continues to carry out several projects. At the present, a real estate development holding based in Dubai is being supported with the expansion of their "Business Support' division. A major challenge of this division is the efficient support of fast and international growth of the operative Business Units via excellent Business Support Services. For purposes of efficient designing of these expansion tasks, plenum applies a self-developed framework for strategic and operative development of organizations.

Currently, plenum assists a group of seven large utility companies and examines the feasibility and profitability of a mutual process and IT systems in order to assure future productivity and synergy effects for participating companies. Given regulatory requirements being on the rise for incentive-regulation of energy and gas markets and the availability of mobile web-based information and communications technologies, IT is changing from the cost to the productivity driver of the energy industry. Similar to the finance industry, the aim is to industrialize IT-similar Backoffice processes via a multi-year development path and to offer it as a region-wide usable standard. plenum provides not only their industry and
technological expertise, but also its many years of experience with Multi-IT bundling projects.

Also, in the IT-Portfolio management area, plenum won new important projects, because the selection and prioritization of IT investments is a decisive lever for our client's success. Accordingly, important aims include the prioritization and correct selection of projects for purposes of attaining a significant lever for raising value in IT and the valuation of the contribution value of IT investments. Of importance here is the allocation of available (scarce or sufficient) resources to projects rendering the highest contribution value for the company.

## C. Earnings performance and Cost development

The decline in gross profit by TEUR 621 or $12 \%$ during the first nine months of 2008 over the same period last year reflects the lower revenues arising from the sale of the agency in the previous year. This is significantly depicted in the development of the gross profit margin which saw a jump from $30.3 \%$ to $34.1 \%$. A major reason for this development is the sale of the communications business with weak-margins, which was still included the same period last year. The expected pressure on prices is reflected in $\mathrm{O}_{3}$ by a slight decline in the margin to 31.5\% (Q2 2008: 35.0\%) based on gross profit of TEUR 1,468.

Compared with the same period last year (TEUR 2,195 or $12.6 \%$ of sales), selling costs of TEUR 1,476 in 9 M 2008 ( $10.8 \%$ of sales) significantly dropped. The reasons for the predominant drop over the prior period is in part due to the selling costs for the agency, stoll \& fischbach, Overall, the operating result of TEUR 424 (EBIT) for the which were still included as of September 30, 2007, and first nine-month period significantly rose over the in part to the lower order backlog at the end of 2006, which necessitated intensified sales activities during
the first months in 2007. However, the selling costs of TEUR 526 ( $11.3 \%$ of sales) for Q3 versus the previous quarter's figure (TEUR 569 or $12.8 \%$ of sales) indicated a slight fall, but still remained at a high level. This development mainly relates to the sales reaction to the increasingly weaker market situation following the persistent uncertainties surrounding the financial crisis.

The administrative costs declined during the first ninemonth period of 2008 from $20.8 \%$ to $18.1 \%$ of sales or by TEUR 1,166 to TEUR 2,478 versus the same period last year. This considerable drop was also due to the differing figures since the administrative costs for the agency, stoll \& fischbach, were still included in 2007. Compared with the prior quarter (TEUR 881), the administrative costs of TEUR 757 for Q3 noticeably declined

Compared with the first three quarters of 2007, research and development costs fell from TEUR 949 to TEUR 753; in relation to sales, this remained virtually constant at 5.5\% (2007: 5.4\%). The intensity of developing new topics in consulting dropped in the third quarter; costs of TEUR 144 in Q $_{3}$ were about half of the prior quarter's level (Q2 2008: TEUR 292) Compared to the prior year's other operating income and expenses which were dramatically marked by the special effects due to the separation from the agency, stoll \& fischbach and the release of provisions no longer needed (TEUR 1,525), these items have benefited in 2008 from reversals of TEUR 351; thus totaling a net amount of TEUR 461. same period last year (9M 2007: TEUR -28) and generated an EBIT margin of $3.1 \%$. At TEUR 52 the EBIT
in Q $_{3}$ is however below the prior quarter's amount of In all, the number of employees totaled 116 as of TEUR 156. This weaker development is largely due to the September 30, 2008 (6/30/2008: 112). noticeable pressure on prices mandated by our clients when issuing projects in the finance and insurance sectors as a ripple effect from the financial crisis.

Following a financial result of TEUR 41, taxable income of TEUR 15 and the deduction of minority interests of TEUR 47, the Group net result amounted to TEUR 480 for the first nine months of 2008 (prior year: TEUR 15); whereby TEUR 527 relates to the shareholders of the parent and TEUR - 47 to minority interests.

## D. Net Assets and Financial Position

Material changes on the assets side for the third quarte relate to the reduction of receivables by TEUR 200 to TEUR 3,934 and the rise in liquid assets by TEUR 958 to TEUR 4,528 . The change on the liabilities side is largely due to the increase of TEUR 391 in current provisions.

The cash and cash equivalents balance slightly increased over the level as at December 31, 2007 (TEUR 4.449) to TEUR 4,528 as of the end of the third quarter 2008. Cash outflow for operating activities declined from TEUR 1,77 as of June 30,2008 to TEUR 827 as of September 30, 2008 This was mainly attributable to the aforementioned reduction in receivables, the higher Group net result and the rise in provisions. In all, the balance sheet total decreased by 8\% to TEUR 12,173 versus December 31, 2007

## E. Employees

Corresponding to the growth targets, plenum invests in targeted training and in the expansion of our employees in the core business - Consulting. The focus of recruiting is placed on both the experienced consultant with credentials in client contact and Junior Consultants.

## F. Risk Situation Development

Other than the rise in economic risks and their impact on sales performance, no changes have taken place in the risk situation of plenum AG and its subsidiaries since those stated in the Company Annual Report 2007

## G. Outlook

Despite dampened economic conditions, we do not anticipate a downturn in business in the fourth quarter, but rather sales revenues are expected to be at the prior quarter's level. Since we also anticipated gross margin of $>30 \%$ for the remaining months of 2008, we once again expect positive earnings (EBIT).

Based on deteriorated economic conditions that are not too adverse, management expects continued potential for annual growth of a double-digit volume for the coming years. The related improved fixed cost allocation in connection with the target gross margin of about $30 \%$ reached in 2008, allows us the opportunity to gradually raise the EBIT margin to approximately $12 \%$.
H. Subsequent events

Events of significant importance for the operations of the company occurring after the balance sheet date have not been identified.

## The plenum stoc

The plenum AG stock continued its downward plunge in $\mathrm{O}_{3}$ from the highest values being recorded in May and bottoming at the historically lowest price of EUR 0.52. As of the date of this report (beginning of November) the stock even needed to be traded at a short term low price of EUR 0.31 during the course of the international stock exchange crash at the beginning of October. Since then, however, the stock recovered to about EUR 0.50 cents.

This is of course quite discomforting. Nevertheless, upon closer observation, the performance of the plenum stock is not at all unusually bad. Rather the "felt" drop in the stock price following the high value traded in May is responsible for losing touch with the real proportions. When observing the stock performance over the year, the stock rate up to September was just as good or just as bad as, for example, the DAX, TecDAX and Technology-Allshare indexes (as is clearly depicted in the graph)

Of particular note are the disproportionate peak in May and the drop at the end of September. When viewed over the year, the stock price loss is almost identical. The main difference to the index values is however, that exceptionally high revenues were generated as a result of the global panic Sell-offs at the end of September, while the plenum stock reported the weakest share price revenues during July and September compared to date. Overall, only half as many shares were traded in $\mathrm{O}_{3}$ as in $\mathrm{O}_{2}$.

This underpins that fact that the stock could not escape the general trend, but also did not perform below average. When viewing the market capitalization of around EUR 6.5 million (based on a price of EUR 0.55) and a cash balance of EUR 4.4 million, it is clear that the stock is almost grotesquely undervalued.

## plenum stock



Price move from October 2007 through September 2008 (index-linked)


## Consolidated Income Statement

(unaudited)


Consolidated Balance Sheet
(unaudited)

| Assets, € thousands | 9/30/2008 | 12/31/2007 |
| :---: | :---: | :---: |
| Cash and cash equivalents/securities | 4,528 | 4,449 |
| Trade accounts receivable | 3,934 | 4,512 |
| Loans | 432 | 1,258 |
| Prepaid expenses and other current assets | 962 | 1,282 |
| Total current assets | 9,856 | 11,501 |
| Property, plant and equipment | 330 | 402 |
| Intangible assets | 37 | 54 |
| Financial assets | 497 | 592 |
| Non-current tax receivable | 567 | 658 |
| Deferred tax asset | 243 | 59 |
| Other non-current assets | 643 | 0 |
| Total non-current assets | 2,317 | 1,765 |
| Total assets | 12,173 | 13,266 |
|  |  |  |
| Stockholders' equity and liabilities, € thousands | 9/30/2008 | 12/31/2007 |
| Trade accounts payable | 405 | 1,222 |
| Advance payments received | 168 | 469 |
| Current provisions | 1,665 | 2,336 |
| Income tax payable | 0 | 2 |
| Other current liabilities | 453 | 522 |
| Total current liabilities | 2,691 | 4,551 |
| Deferred tax liabilities | 227 | 43 |
| Pension provision | 834 | 816 |
| Total non-current liabilities | 1,061 | 859 |
| Capital stock | 11,757 | 11,757 |
| Capital reserves | 14,549 | 14,464 |
| Treasury stock | -83 | -83 |
| Income and expenses recognized directly in equity | 24 | 24 |
| Accumulated losses brought forward | -17,808 | -18,335 |
| Minority interests | -18 | 29 |
| Total stockholders' equity | 8,421 | 7,856 |
| Total stockholders' equity and liabilities | 12,173 | 13,266 |

## Consolidated Cash Flow Statement

(unaudited)
€ thousands
Group net result
Minority interests
Depreciation
Income taxes
Gain / loss from disposal of intangible assets
and property, plant and equipment
Gain from disposal of financial assets
Financial result
Other non-cash income and expenses
Changes in working capital
Inventories
Receivables
Prepaid expenses and other assets
Trade accounts payable
Other liabilities
Changes in provisions
Changes in other assets and liabilities
Interest proceeds
Income tax proceeds
Cash outflow for operating activities
Proceeds from the disposal of intangible assets
and property, plant and equipment
Proceeds from the disposal of financial assets
Payments for the purchase of intangible assets
and property, plant and equipment
Proceeds from repayment of loans
Cash inflow / outflow for investing activities
Change in minority interests
Net inflow from capital increase
Cash inflow / outflow for financing activities
Change in cash and cash equivalents / securities
Changes due to foreign exchange rates
Cash and cash equivalents / securities at the beginning of the period
Cash and cash equivalents / securities at the end of the period

| $1 / 1$ to 9/30/2008 | $1 / 1$ to 9/30/2007 |
| :--- | :--- |


| 527 | 15 |
| ---: | ---: |
| -47 | 0 |
| 170 | 336 |


| 170 | 336 |
| ---: | ---: |
| -15 | 108 |

Statement of Changes in Group Equity
(unaudited)

| € thousands | Number of shares in thousands | Group net result | Capital <br> stock | Capital reserves | Treasury stock | Income and expenses recognized directly in equity | Accumulated loss | Minority interests | Total equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jan. 1, 2007 | 9,577 |  | 9,577 | 14,224 | -83 | -52 | - 18,626 | 0 | 5,040 |
| Stock Options |  |  |  | 44 |  |  |  |  | 44 |
| Capital increase | 2,180 |  | 2,180 | 166 |  |  |  |  | 2,346 |
| Deposits from minority interests |  |  |  |  |  |  |  | 25 | 25 |
| Group net result |  | 15 |  |  |  |  | -35 | 50 | 15 |
| $\begin{aligned} & \text { September 30, } \\ & 2007 \end{aligned}$ | 11,757 |  | 11,757 | 14,463 | -83 | -52 | -18,661 | 75 | 7,470 |
| Jan. 1, 2008 | 11,757 |  | 11,757 | 14,464 | -83 | 24 | -18,335 | 29 | 7,856 |
| Stock Options |  |  |  | 85 |  |  |  |  | 85 |
| Group net result |  | 480 |  |  |  |  | 527 | -47 | 480 |
| September 30, |  |  |  |  |  |  |  |  |  |
| 2008 | 11,757 | 480 | 11,757 | 14,549 | -83 | 24 | -17,808 | -18 | 8,421 |

## Notes to the Interim Financial Statements for the first nine months ended September 30, 2008

## A. General presentation

The consolidated financial statements of plenum AG as at December 31, 2007 were prepared in conformity with International Financial Reporting Standards (IFRS) promulgated by the International Accounting Standards Board (IASB), London, which are endorsed by the European Union, in effect as of the balance sheet date. The consolidated interim financial statements (interim report) as at September 30, 2008, which have been prepared according to International Accounting Standard (IAS) 34 "Interim Financial Reporting", primarily apply the same accounting principles as applied to the consolidated financial statements for the financial year ended 2007. Necessary adjustments did not arise. All binding Interpretations of the International Financial Reporting Interpretations Committee (IFRIC) have been recognized as at September 30, 2008. In addition, this interim report is consistent with the German Accounting Standard No. 6 (DRS 6) - Interim reporting of the German Accounting Standards Committee e.V. (DRSC). The interim financial statements have been neither audited nor reviewed by the Group auditors, Deloitte \& Touche GmbH, Wirtschaftsprüfungsgesellschaft. Regarding further infor-mation to the individual accounting and valuation principles, please refer to the consolidated financial statements of ple-num AG as at December 31, 2007.

From management's standpoint, these unaudited consolidated financial statements contain all custom ary, regular adjustments to be made to give a true and fair view of the company's business development during the interim reporting period. The results generated for the first nine months of the financial year 2008 do not necessarily allow projections to be made about the development of further business trends.
plenum prepares and publishes its consolidated financial statements in euros ( $€$ or EUR). plenum is an international company based in Germany with a balanced portfolio of business activities in the consultancy market.

## Scope of consolidation

The consolidated financial statements of plenum AG as of September 30, 2008 include plenum AG, three domestic subsidiaries and one foreign subsidiary.
A change in the scope of consolidated entities as of December 31, 2007 did not arise.

## Use of estimates

The preparation of consolidated financial statements requires the use of estimates and assumptions that may affect the reported amounts of assets, liabilities, disclosure of contingent liabilities as of the balance sheet date(September 30, 2008) as well as the income and expenses during the reporting period (January 1 to September 30, 2008). Existing uncertainties are reasonably taken into account as of the balance sheet date. However, actual amounts could differ from those estimates.

Taxes

The current income tax expense reported in the interim financial statements has been determined on the basis of the expected tax rate for the entire year.

## Standards amended during the first nine months in 2008

In January 2008, the IASB published the revised standards IFRS 3 "Business Combinations" (IFRS 3 (2008)) and IAS $27^{\text {"Consolidated and }}$ Separate Financial Statements" (IAS 27 (2008))

Under IFRS 3 (2008), business combinations continue to be accounted for by the purchase method. The changes affect, for example, the accounting treatment of any minority interest in goodwill and its recognition in stockholders' equity, the recognition of successive business combinations and the treatment of purchase price components and incidental acquisition costs. According to the revised standard, the measurement of minority interests (now called noncontrolling interest ( NCI )) can be made either at fair value (Full Goodwill method) or at the fair value of the allocable identifiable net assets. In a successive business combination, revaluation is recognized at the date ownership of the shares held is transferred. An adjustment to contingent purchase price components reported as a payable at the date of acquisition shall be recognized to profit or loss Incidental acquisition costs shall be recognized as an expense at the date incurred.

Significant changes to IAS 27 (2008) relate to the accounting of business transactions in which plenum retains control, and transactions in which control is lost (changes in ownership interests). Transactions not resulting in the loss of ownership interest shall be recognized as an equity transaction. Remaining shares shall be measured at fair value at the date ownership is lost. Minority interests reported with negative amounts is permissible, i.e. losses will be offset in the future without restriction according to the investment percentage.

Both revised standards are mandatory in annual periods beginning on or after for years beginning after July 1, 2009. These revised standards are not expected to have a material impact on the consolidated financial statements of plenum AG.

## B. Notes to the Consolidated Income Statement

## B1. Other operating income and expenses

The other operating income comprises of the following positions:

|  |  | $1 / 1$ to | $1 / 1$ to |  |
| :--- | ---: | ---: | ---: | ---: |
| € thousands | Q3-2008 | Q3-2007 | $9 / 30 / 2008$ | $9 / 30 / 2007$ |
| Income from the release of provisions | 7 | 16 | 351 | 911 |
| Income from the reduction of valuation allowances | 2 | 1 | 43 | 62 |
| Book gains from the disposal of financial assets | 0 | 0 | 87 | 0 |
| Other | 16 | 704 | 34 | 746 |
| Thereof: divesture of Stoll \& Fischbach | 0 | 675 | 0 | 675 |
|  | 25 | 721 | 515 | 1.719 |

The income from the reversal of provisions relates to personnel accruals in the amount of TEUR 126 for the first nine months 2008; of which TEUR 4 relates to $\mathrm{Q}_{3} 2008$ ( $\mathrm{Q}_{1}-\mathrm{Q}_{3}$ 2007: TEUR 485; $\mathrm{Q}_{3}$ 2007: TEUR o), outstanding invoices of TEUR 36; of which TEUR 4 relates to Q3 2008 (Q1-O3 2007: TEUR 50; Q3 2007: TEUR 21) and warranties of TEUR 134; of which TEUR o relates to $\mathrm{Q}_{3} 2008$ ( $\mathrm{Q}_{1}-\mathrm{Q}_{3} 2007$ : TEUR 328; $\mathrm{Q}_{3}$ 2007: TEUR o). The remaining other operating income items include gains from foreign currency translation of TEUR 17 for the first three quarters of 2008 (Q1-Q3 2007: TEUR 1).

The other operating expenses amount to TEUR 55 for the first nine months, of which TEUR 13 relates to $Q_{3} 2008$ (O1-O3 2007: TEUR 194; Q3-2007: TEUR 144). The expenses for the prior period include TEUR 144 for one-time costs associated with the separation from stoll \& fischbach as of September 30, 2007

## B2. Financial result

The financial result is broken down as follows:

|  |  | $1 / 1$ to | $1 / 1$ to |  |
| :--- | ---: | ---: | ---: | ---: |
| € thousands | Q3-2008 | Q3-2007 | $9 / 30 / 2008$ | $9 / 30 / 2007$ |
| Interest income | 19 | 12 | 49 | 29 |
| Result from securities and loans | 11 | 17 | 71 | 70 |
| Interest and similar expenses | 0 | -1 | -79 | -4 |
|  | 30 | 28 | 41 | 95 |

## B3. Income taxes

The breakdown of income taxes for the Group is as follows:

|  |  | $1 / 1$ to | $1 / 1$ to |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| € thousands | Q_3-2008 | Q3-2007 | $9 / 30 / 2008$ | $9 / 30 / 2007$ |
| Current taxes | 0 | 0 | 15 | 0 |
| Deferred taxes | 0 | -154 | 0 | -108 |

## B4. Earnings per share

The earnings per share is calculated by dividing the net result attributable to the equity holders of plenum AG by the weighted average number of ordinary shares outstanding during the period. Earnings per share have diluting effects when the average number of shares increases by conversion of potential ordinary shares issued from option rights. There were no diluting effects during the first nine months of 2008

## C. Notes to the Consolidated Balance Sheet

## c1. Cash and cash equivalents/securities

The cash and cash equivalents comprise of cash and bank balances with original maturities of less than three months.

The securities under current assets include a short term deposit in a money market fund in the amount of TEUR 535.

## C2. Non-current assets

An amount of TEUR 85 was invested in intangible assets and property, plant and equipment and TEUR 24 for financial assets during the reporting period. The non-current assets declined by TEUR 170 during the same reporting period for depreciation and amortization and disposals at carrying values totaling TEUR 21. In addition, loans were repaid in the amount of TEUR 928.

## C3. Provisions

The current provisions include provisions for personnel costs in the amount of TEUR 1,079 ( $\mathrm{O}_{3}$ 2007: TEUR 1,268), for outstanding invoices of TEUR 272 ( $\mathrm{O}_{3}$ 2007: TEUR 443), for grace periods of TEUR o ( $\mathrm{O}_{3} 2007$ : TEUR 134) and for other miscellaneous provisions of TEUR 314 (O3 2007: TEUR 236).

## C4. Stockholders' equity

Capital stock, capital authorized for issue and conditional capital at the beginning (January 1, 2008) and end of the interim reporting period (September 30,2008 ) are as follows:

| € thousands |  |
| :--- | ---: |
| Capital stock | 11,757 |
| Capital authorized for issue | 4,789 |
| Conditional capital | 235 |
| Conditional capital II | 3,832 |
| Conditional capital III | 722 |

On the basis of a resolution passed at the ordinary annual shareholders' meeting of plenum held on July 3, 2008 capital stock, capital authorized for issue and conditional capital are now classified as follows:

| € thousands |  |
| :--- | ---: |
| Capital stock | 11,757 |
| Capital authorized for issue | 5,878 |
| Conditional capital | 213 |
| Conditional capital II | 3,832 |
| Conditional capital III | 722 |
| Conditional capital IV | 241 |

According to a shareholders' meeting resolution dated July 3,2008, the adjustments made to conditional capital I and the procurement of conditional capital IV serve exclusively to fulfill the options. The removal of the former capital authorized for issue in the amount of EUR 4,788,534 and the procurement of new capital authorized for issue of EUR 5,878,534, which is deemed for cash and capital in-kind increases and expires on June 2, 2013, are intended to serve the management board to execute larger acquisitions and other financing by means of accessing the capital authorized for issue.

In plenum AG's separate financial statements according to German generally accepted accounting principles (HGB) as of September 30,2008 , stockholders' equity amounts to EUR 6.7 million ( $9 / 30 / 2007$ : EUR 7.2 million). This corresponds to a ratio of $56.7 \%$ of capital stock (9/30/2007: 60.9\%).
plenum continued to hold 16,790 treasury shares as of September 30,2008 , which were acquired at a total price of $T € 83$ in 2001 and are offset directly in equity. No treasury shares were acquired, used or drawn during the first nine-month period of 2008.

In 2005 and 2007 new option rights were issued to employees of plenum AG and employees of affiliated companies. The capital reserves increased by $T € 85$ for the amount of personnel costs reported for the first nine months in 2008.

Other Disclosures to the Consolidated Income Statement, Balance Sheet and Cash Flow Statement

## C5. Cost of revenues

Cost of revenues includes costs for purchased merchandise and services in the amount of TEUR 2,456 for the first nine-month period of 2008, of which TEUR 793 relates to Q3 2008 (O1-Q3 2007: TEUR 4.737; Q3 2007: TEUR 2.640).

## C6. Personnel expenses

The personnel expenses are broken down as follows:

|  |  |  | $1 / 1$ to | $1 / 1$ to |
| :--- | ---: | ---: | ---: | ---: |
| € thousands | Q3-2008 | Q3-2007 | $9 / 30 / 2008$ | $9 / 30 / 2007$ |
| Wages and salaries | 2,170 | 2,936 | 6,773 | 8,743 |
| Social security costs | 233 | 386 | 746 | 1,133 |
| Expenses for pension benefits | 28 | 34 | 86 | 101 |
|  | 2,431 | 3,355 | 7,605 | 9,976 |

The average number of employees was 114 for the first three quarters of 2008 ( $\mathrm{Q}_{1}-\mathrm{Q}_{3}$ 2007: 172).

## C7. Stock-based compensation

Stock options were not issued in the first nine months of 2008

## C8. Consolidated Cash Flow Statement

The cash flow statement does not take into account non-cash increases in the capital reserve of TEUR 85 (O1-O3 2007: TEUR 22).

## Segment information

Following the disposal of plenum stoll \& fischbach GmbH as of September 30, 2007, the plenum Group now focuses its activities on the primary business segment: Management Consulting for strategy development, efficiency improvements and new organization of IT Management/Consulting. The plenum Group does not currently have material, autonomous services that would qualify as a segment.

## C9. Executive bodies of the company

The stock held and stock option rights of the executive bodies of plenum AG are presented as follows:

| Shares held by the Management Board | Hartmut | Klaus | Michael |  |
| :---: | :---: | :---: | :---: | :---: |
| Number of shares | Skubch | Gröne | Rohde | Total |
| Jan, 1, 2008 | 1,891,253 | 20,453 | 6,700 | 1,918,406 |
| September 30, 2008 | 1,891,253 | 20,453 | 6,700 | 1,918,406 |



## C11. Related party transactions

| € thousands | Liabilities arising from Services used |  | Q3-2008 | Q-3-2007 | Expenses incurred for Services used |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 9/30/2008 | 9/30/2007 |  |  | $\begin{array}{r} 1 / 1 \text { to } \\ 9 / 30 / 2008 \end{array}$ | $\begin{array}{r} 1 / 1 \text { to } \\ 9 / 30 / 2007 \end{array}$ |
| Informatik Consulting Bauer GmbH, |  |  |  |  |  |  |
| Moos | 0 | 20 | 0 | 23 | 9 | 80 |
| KomPuls GmbH, Eltville | -7 | 8 | 92 | 111 | 259 | 222 |
| Norbert Rohrig | 17 | 27 | 38 | 49 | 215 | 123 |
|  | 10 | 55 | 130 | 183 | 483 | 425 |

With the approval of the Supervisory Board on October 9, 2002, plenum AG granted a loan on October 10, 2002 to Hartmut Skubch, Chairman of the Management Board of plenum AG, in the amount of TEUR 400. The loan was subject to an interest rate of $5 \%$ p.a. due upon maturity and had an original term of three years. With the approval of the Supervisory Board on November 25, 2002, plenum AG granted Mr. Skubch another loan on December 6,2002 in the amount of TEUR 600. This loan was also subject to a $5 \%$ interest rate and had an original term of four years With the approval of the Supervisory Board on August 27, 2007, both loans were extended until December 31, 2008.

Mr Skubch repaid a portion of the loan in the total amount of TEUR 848 in June 2008. The remaining amount of the loan (TEUR 430) will be repaid including interest accrued until June 30,2008 in accordance with a loan repayment agreement concluded between the company and Mr Skubch extending over a period until 2012. The remaining loan amount is secured by a personal guarantee from the Chairman of the Supervisory Board, Michael Bauer (TEUR 420).

## Responsibility Statement

We declare that, to the best of our knowledge and in accordance with the applicable reporting principles, the interim consolidated financial statements give a true and fair view of the net assets, financial position and results of operations of the Group, and the Group management report includes a fair review of the development and performance of the business and position of the Group, together with a description of the principal opportunities and risks associated with the future de-velopment of the Group for 2008.

The Management Board


Hartmut Skubch


Klaus Gröne


Michael Rohde


Corporate calendar

April 23, 2009
Publication of $\mathbf{Q}_{1}$ Interim
Financial Report 2009

June 3, 2009
Annual Shareholders'
Meeting 2009
August 26, 2009
Publication of $\mathrm{H}_{1}$ Interim
Financial Report 2009

November 25, 2009
Publication of $\mathrm{O}_{3}$ Interim
Financial Report 2009

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