# HALF-YEAR **INTERIM REPORT** 2015/2016

October 1, 2015 to March 31, 2016 Fiscal Year 2015/2016



# Key Figures 2015/2016.

	2nd quarter 2015/2016 <sup>1)</sup>	2nd quarter 2014/2015 <sup>2)</sup>	Change	6 months 2015/2016 <sup>3)</sup>	6 months 2014/2015 <sup>4)</sup>	Change
Statement of Income. (€ millions)						
Net sales	582	568	2%	1,309	1,208	8%
of which Banking	342	362	-6%	778	783	-1%
of which Retail	240	206	17%	531	425	25%
Gross profit without one-time effects	148	117	26%	321	253	27%
Gross profit as a percentage of net sales	25.4%	20.6%	-	24.5%	20.9%	-
Research & development expenses without one-time effects	-24	-23	4%	-47	-45	4%
R&D expenses as a percentage of net sales	4.1%	4.0%	-	3.6%	3.7%	-
Selling, general and administration expenses <sup>5)</sup> without one- time effects	-82	-76	8%	-166	-153	8%
SG&A expenses as a percentage of net sales	14.1%	13.4%	-	12.7%	12.7%	-
Operating profit (EBITA) <sup>6)</sup> without one-time effects	42	18	133%	108	55	96%
EBITA as a percentage of net sales (EBITA margin)	7.2%	3.2%	-	8.3%	4.6%	-
of which Banking	27	12	125%	76	36	111%
as a percentage of net sales Banking	7.9%	3.3%		9.8%	4.6%	
of which Retail	15	6	150%	32	19	68%
as a percentage of net sales Retail	6.3%	2.9%		6.0%	4.5%	
One-time effects	7	-8		-5	-8	
Operating profit (EBITA) <sup>6)</sup> incl. one-time effects	49	10	390%	103	47	119%
EBITA as a percentage of net sales (EBITA margin)	8.4%	1.8%	-	7.9%	3.9%	_
Amortization/depreciation of intangible and tangible assets and write-down of reworkable service parts	15	15	0%	29	26	12%
EBITDA	64	25	156%	132	73	81%
EBITDA as a percentage of net sales (EBITDA margin)	11.0%	4.4%	-	10.1%	6.0%	_
Transaction expenses business combination with Diebold Inc.	-12	0	_	-12	0	-
Profit for the period	25	6	317%	63	31	103%
Profit for the period as a percentage of net sales	4.3%	1.1%	-	4.8%	2.6%	_
Cash flow. (€ millions)						
Cash flow from operating activities				106	99	7%
				Mar. 31,	Sept. 30,	
Key Balance Sheet Figures. (€ millions)				2016	2015	Change
Working capital				305	351	-46
as a percentage of net sales (annualized)				11.7%	14.5%	
Net debt				60	140	-80
Equity <sup>7)</sup>				451	391	60
Human Resources.				0 220	9 100	239
Number of employees				9,339	9,100	239

1) January 1, 2016 – March 31, 2016.

2) January 1, 2015 – March 31, 2015.

3) October 1, 2015 – March 31, 2016.

4) October 1, 2014 – March 31, 2015.

5) Including other operating result as well as result from equity accounted investments.

6) Net profit on operating activities before interest, taxes and amortization of goodwill.

7) Including non-controlling interests.

# Net sales benefit from strong Retail business in first half – Restructuring program takes effect faster than originally predicted and has a positive impact on EBITA.

- Net sales: up 8%
- EBITA before one-time effects: up 96%
- EBITA after one-time effects: up 119%
- Profit for the period: up  $103\%^*$
- Net sales by region Germany: up 2% Europe: up 11% Asia/Pacific/Africa: up 2% Americas: up 22%
- Growth in net sales from Hardware (15%) and Software/Services (4%)
- Segments: Banking with slightly lower net sales (down 1%) Retail with substantial growth (up 25%)

\* Includes €12 million in transaction expenses relating to the business combination with Diebold Inc. in the second quarter.

Wincor Nixdorf confirms earnings guidance for annual period, as revised upward in prior quarter: EBITA before one-time effects expected to range between €160 and 190 million – Guidance for net sales revised upward: slight year-on-year increase.

### KEY EVENTS.

Transformation program takes effect faster and with lower one-time expenses. In the first half of the current fiscal year the Group continued to push ahead vigorously with its strategic realignment and restructuring program (Delta Program). This allowed Wincor Nixdorf to cut costs and boost earnings, especially in the Hardware and Services business. The first quarter had already produced a positive effect on earnings from fast-track measures implemented for the purpose of streamlining costs and raising efficiency levels. In addition, positive one-time effects from the Delta Program relating to M&A activities more than offset lower than expected one-off expenses for restructuring in the second quarter.

Alongside ongoing restructuring activities, the company completed a number of acquisitions with a view to expanding the high-end services business. Wincor Nixdorf is set to take over two companies whose role is partly to operate and update the software used to process payment transactions within a network of European service stations.

With effect from March 1, 2016, Wincor Nixdorf became the majority shareholder of Projective NV, a Belgian company that specializes in program and project management for the financial services industry. Back in the first quarter, Wincor Nixdorf increased its capacity to provide integrated end-to-end cash management services on behalf of major Dutch banks by acquiring Brink's secure transportation activities. Further steps taken towards takeover of Wincor Nixdorf and business combination with Diebold. On March 29, 2016, Diebold Inc. announced on its website that by the stipulated deadline it had accepted tenders representing a total of 68.9% of Wincor Nixdorf AG's share capital and that the minimum acceptance threshold had therefore been reached. On February 11, 2016, as required by Section 27 of the German Securities Acquisition and Takeover Act (Wertpapiererwerbs- und Übernahmegesetz - WpÜG), the Board of Directors and Supervisory Board of Wincor Nixdorf AG had issued a joint statement recommending that shareholders accept the offer. The deal can proceed as soon as approval is given by the anti-cartel authorities. Diebold and Wincor Nixdorf anticipate that the approval process could be successfully completed over the summer of 2016.

On April 8, 2016, Diebold Inc. and Diebold KGaA announced their intention, following closing of the takeover offer, to conclude a domination agreement and, potentially, a profit and loss transfer agreement (in each case within the meaning of Section 291 of the German Stock Corporation Act (Aktiengesetz – AktG)), between Wincor Nixdorf AG, as the dominated and potentially profit-transferring company, and Diebold KGaA.

At the end of an additional acceptance period (April 12, 2016) relating to its voluntary public takeover offer, Diebold announced that it had achieved 69.9% of all existing Wincor Nixdorf shares.

# STOCK/INVESTOR RELATIONS.

### **Share Performance.**

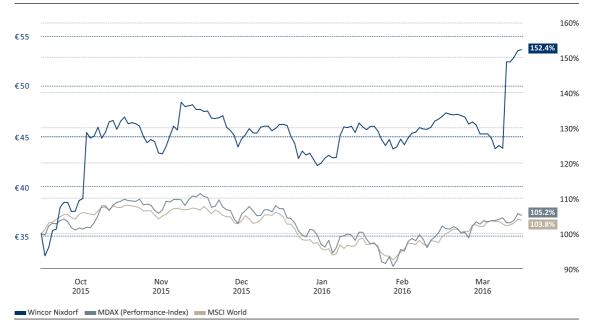
In response to the pending takeover by Diebold, shares in Wincor Nixdorf remained largely unaffected by secondquarter trends in the wider market. The share price rose sharply following Diebold's announcement of the provisional results of its takeover offer on March 24, 2016.

By March 31, 2016, the share price had risen by 52.4% over the reporting period, compared with a rise of 5.2% in the MDAX.

In connection with the takeover offer to shareholders, the tendered shares are listed as a tendered share class with the WKN A169QN and ISIN DE000A169QN2. As of April 1, 2016, up to and including April 20, 2016, this new share class temporarily replaced the share class of Wincor Nixdorf AG (ISIN DE000A0CAYB2) in the MDAX.

Share Price Data (Xetra, ISIN DE000A0CAYB2).	€
Opening price, October 1, 2015	35.37
High in the reporting period (March 24, 2016)	54.80
Low in the reporting period (October 2, 2015)	32.57
Closing price, March 31, 2016	53.89

Performance of Wincor Nixdorf shares (Xetra, ISIN DE000A0CAYB2) from October 1, 2015, to March 31, 2016, compared to MDAX (Performance Index) and MSCI World.



### **Investor Relations.**

At the end of the period under review, the Company was officially covered by 17 financial analysts, who issued regular comments and recommendations. These analysts are (in alphabetical order):

Bankhaus Lampe, Commerzbank, Deutsche Bank, DZ Bank, equinet Bank, Hauck & Aufhäuser, HSBC Trinkaus & Burkhardt, Independent Research, KeplerCheuvreux, LBBW, MainFirst, M. M. Warburg, National-Bank, Nord/ LB, Oddo Seydler, UBS, Wedbush Morgan Securities.

The following table provides a breakdown of analyst recommendations at the end of March 2016:



Based on the announcements issued pursuant to Section 21 of the Securities Trading Act (Wertpapierhandelsgesetz – WpHG), at the end of the reporting period the following entities held an interest in Wincor Nixdorf in excess of the disclosure threshold:

More than 3%:

 Deutsche Asset & Wealth Management Investment GmbH

More than 5%:

Polaris Capital Management, LLC

UBS AG

More than 10%:

Kiltearn Limited

During the quarter under review, the Board of Directors and Investor Relations team presented the Company at a number of investor conferences in Germany and the United Kingdom, in addition to meeting up with institutional investors.

On January 25, 2016, an analysts' conference call was arranged to coincide with the announcement of Wincor Nixdorf's first-quarter results for fiscal 2015/2016. The Company's Annual General Meeting was held in Paderborn on the same day. In total, 51.7% of the Company's share capital was represented at the meeting. All the agenda items were approved by a clear majority.

### GROUP INTERIM MANAGEMENT REPORT.

**Business Environment.** 

**Global economy.** The International Monetary Fund (IMF) revised its growth forecast for 2016 downward yet again in January 2016. Compared to its previous outlook, it scaled back its estimate by 0.2 percentage points to 3.4 per cent. In doing so, the IMF cited less favorable economic trends in the emerging markets and the oil-exporting countries in particular.

### Developments in the retail banking and retail industries.

Market analysts point to growing global demand for information technology both in the banking and the retail industries. In this context, business relating to software, professional services, and outsourcing is expected to produce more buoyant growth than that in the field of hardware. Additionally, analysts are of the opinion that the primary stimulus for growth will emanate from the industrialised nations rather than from the emerging markets. The biggest of the emerging markets, China, is having to contend with an additional challenge. Here, a number of statutory provisions put in place by Chinese regulators are adversely affecting the business activities of Western suppliers of information technology.

### Performance, Financial Position, and Assets.

### Performance.

**Net Sales.** The Wincor Nixdorf Group saw net sales rose by 8% to €1,309 million in the first half of fiscal 2015/2016 (6 months 2014/2015 [referred to hereafter as "previous year"]: €1,208 million). In the second quarter net sales for the Group stood at €582 million (previous year: €568 million). This represents an increase of 2%. Expressed in U.S. dollars, net sales increased by a notional 10% in the period under review.

**Performance by Business Stream.** In the first half of the fiscal year, the Group managed to lift net sales attributable to Hardware business by 15% year on year to €578 million (previous year: €504 million). In the Software/Services business, net sales rose by 4% to €731 million (previous year: €704 million).

The share of net sales generated by the Hardware business increased to 44% in the period under review (previous year: 42%). Correspondingly, the proportion of total net sales from Software/Services fell to 56% (previous year: 58%).

**Regional Performance.** In Germany, net sales for the first six months rose by 2% to €282 million (previous year: €277 million), thus accounting for 22% (previous year: 23%) of the Group's total net sales in the reporting period. In the second quarter, net sales in Germany stood at €127 million (previous year: €138 million), which corresponds to a downturn of 8%.

At €613 million (previous year: €553 million), Europe (excluding Germany) saw a year-on-year increase in net sales of 11% in the first half of the current fiscal year. At 47% (previous year: 46%), Europe accounted for the largest share of the Group's net sales. In the second quarter of the fiscal year, net sales in Europe (excluding Germany) were up 9% at €278 million (previous year: €254 million).

Asia/Pacific/Africa saw net sales expand to €239 million in the first six months of the current fiscal year (previous year: €234 million). This corresponds to a 2% increase on the prior-year figure. Thus, the Asia/ Pacific/Africa region contributed a share of 18% (previous year: 19%) to total net sales for the Group. In the second quarter of the fiscal year, net sales in the Asia/ Pacific/Africa region fell by 10% to €103 million (previous year: €115 million).

In U.S. dollars, the Americas recorded a 26% increase in net sales during the first half of the fiscal year. Translated into euros, this is equivalent to growth of 22% to €175 million (previous year: €144 million). Thus, the proportion of Group net sales generated in the Americas was 13% (previous year: 12%). In the second quarter, net sales in the region were up 21% at €74 million (previous year: €61 million).

**Costs.** Expenses associated with one-time effects had an adverse effect on operating costs and therefore on its operating profit (EBITA) in fiscal 2015/2016. These one-time effects items included two components:

1) Expenses from the Delta restructuring program launched in the second half of fiscal 2014/2015. These items consisted primarily of staff costs as well as consulting fees.

2) Other one-time effects from the Delta program in connection with M&A activities.

The prior-year figures have been presented on a comparable basis by accounting for expenses incurred as a result of the Delta restructuring program in fiscal 2014/2015. Beyond this, there were no further one-time effects items in 2014/2015.

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Reconciliation EBITA*	6 months 2015,	/2016.	€m
	before one-time effects	Expenses from one-time effects	after one-time effects
Net sales	1,309		1,309
Cost of sales	-988	-12	-1,000
Gross profit	321	-12	309
Research and development expenses	-47	0	-47
Selling, general and administration expenses	-166	7	-159
EBITA*	108	-5	103

#### Profit.

Reconciliation of Result from Business Operations

(EBITDA*).		€m
	6 months 2015/2016	6 months 2014/2015
Profit for the period	63	31
+ Income taxes	26	13
+ Financial result (finance costs – finance income)	2	3
+ Transaction expenses relating to the business combination with Diebold Inc.	12	0
EBITA* after expenses from one-time effects	103	47
+ Depreciation/amortization of intangible assets and property, plant, and	26	24
equipment	26	24
+ Write-down of reworkable service parts	3	2
EBITDA*	132	73

\* before transaction expenses of €12 million in the current financial year as part

of the business combination with Diebold Inc.

After factoring in expenses from one-time effects, operating profit (EBITA) reached  $\notin$ 103 million (previous year:  $\notin$ 47 million) in the first half of the fiscal year. This figure includes expenses of  $\notin$ 5 million linked to one-time effects. Correspondingly, EBITA before expenses from one-time effects rose by 96% to  $\notin$ 108 million (previous year:  $\notin$ 55 million). The EBITA margin before expenses from one-time effects was 3.7 percentage points higher at 8.3% (previous year: 4.6%).

Profit recorded by Wincor Nixdorf AG after one-time effects and transaction expenses as part of the business combination with Diebold Inc. amounted to  $\notin$ 63 million (previous year:  $\notin$ 31 million) after the first six months.

### **Financial Position.**

Cash flow.		€m
	6 months 2015/2016	6 months 2014/2015
Cash flow from operating activities	106	99
Cash flow from investment activities	-25	-31
Cash flow from financing activities	-11	-58
Net change in cash and cash equivalents	70	10
Cash and cash equivalents at the end of the period $^{1\!\mathrm{)}}$	17	-13
Free Cash flow	82	67

1) Include cash and cash equivalents and current bank liabilities.

In the first half of fiscal 2015/2016, cash flow from operating activities totaled  $\in$ 106 million, up  $\in$ 7 million on the

 before transaction expenses of €12 million as part of the business combination with Dieboid Inc., which have been accounted for in selling, general and administration expenses.

Gross profit on net sales (after one-time effects) for the period was  $\in$  309 million; expenses attributable to one-time effects amounted to  $\in$  12 million. Again after expenses from one-time effects, the gross margin on net sales in the first half of the fiscal year rose by 3.2 percentage point to 23.6% (previous year: 20.4%). The gross margin before expenses from one-time effects stood at 24.5% (previous year: 20.9%), equivalent to a rise of 3.6 percentage points.

Research and development expenses, which contained no expenses from one-time effects items in the first six months of the fiscal year, amounted to  $\notin$ 47 million (previous year:  $\notin$ 45 million), which corresponds to an increase of  $\notin$ 2 million or 4%. The R&D ratio stood at 3.6% (previous year: 3.7%).

After expenses from one-time effects, the Group's selling, general and administration expenses (including other operating profit as well as the result from investments accounted for by applying the equity method) came to  $\notin$ 159 million; this figure includes income of  $\notin$ 7 million attributable to one-time effects. The total figure for selling, general and administration expenses before one-time effects stood at  $\notin$ 166 million (previous year:  $\notin$ 153 million), an increase of  $\notin$ 13 million or 8%. As a percentage of total net sales, the selling, general and administration expense ratio before one-time effects stood at 12.7%, unchanged year on year. figure for the same period a year ago (previous year: €99 million).

EBITDA after one-time effects and transaction expenses related to the business combination with Diebold Inc., as the basis for operating cash flow calculations, was substantially higher year on year at  $\in$ 120 million (previous year:  $\in$ 73 million). As in the previous year, income tax payments produced a cash outflow of  $\in$ 20 million (previous year:  $\in$ 26 million). The reduction in working capital, adjusted for the effects of acquisitions, resulted in a cash inflow of  $\in$ 63 million (previous year:  $\in$ 114 million). Altogether, the changes in other assets and other liabilities as well as the change in accruals produced a cash outflow of  $\in$ 35 million (previous year: of  $\notin$ 79 million).

At  $\notin$ 25 million, net cash used in investing activities was lower than in the same period a year ago (previous year:  $\notin$ 31 million). The main focus of investing activities was on other fixed assets and office equipment as well as reworkable service parts.

Additionally, Wincor Nixdorf expanded its softwarerelated services business in the second quarter of the fiscal year by acquiring 51% of the interests in Projective NV, Belgium, a company specializing in program and project management within the financial services sector. Prior to this, Wincor Nixdorf had already expanded its profitable IT Services business by acquiring the Dutch operations of Brink's. Additionally, on December 1, 2015, Wincor Nixdorf acquired the shares held by third parties in the joint venture Winservice AS (Oslo). In this context, the pro rata acquisition of Projective NV and the purchase of the business operations of Brink's, together with the acquisition of the third-party interests in Winservice AS as well as a prepayment in respect of future acquisitions and the first-time consolidation of CI Tech Sensors AG in Switzerland, produced a cash outflow of €18 million in total. The deals also involved taking over assets and liabilities. At the date of acquisition, these included net cash of €15 million. The amounts paid for the acquisition have been netted off against the above cash and current financial liabilities.

Net cash used in financing activities amounted to €11 million (previous year: €58 million).

In the first six months of the current fiscal year, the net amount of financial liabilities repaid was  $\notin 10$  million. This corresponds to a scheduled partial repayment in respect of the loan agreement concluded in fiscal 2013/2014 with the European Investment Bank in Luxembourg. In contrast to the prior year, no dividend was paid to shareholders in the current financial year. The dividend payment made to shareholders in respect of fiscal 2013/2014 had totaled  $\notin 52$  million.

At €82 million (previous year: €67 million), free cash flow (cash flow from operating activities less capital expenditure on intangible assets, property, plant and

equipment, and reworkable service parts) was up €15 million on the figure for the previous year.

As a result of the above-mentioned changes in cash flow, net debt fell significantly to  $\notin 60$  million as of March 31, 2016 (September 30, 2015:  $\notin 140$  million).

### Assets.

		€m
	Mar. 31, 2016	Sept. 30, 2015
Assets		
Non-current assets	589	575
Current assets	985	932
Total assets	1,574	1,507
Equity and Liabilities		
Equity (incl. non-controlling interests)	451	391
Non-current liabilities	203	197
Current liabilities	920	919
Total equity and liabilities	1,574	1,507

Compared to September 30, 2015, total assets were up €67 million, or 4.4%, to €1,574 million as of March 31, 2016.

On the asset side, non-current assets rose by €14 million to €589 million (Sept. 30, 2015: €575 million). This was attributable primarily to an increase in intangible assets of around €11 million to €365 million in total.

Current assets increased by €53 million to €985 million as of March 31, 2016 (September 30, 2015: €932 million). This increase was due to higher inventories, up by €28 million to €355 million. At the same time, other assets rose by €19 million compared to September 30, 2015, taking the figure to €83 million in total. Additionally, current trade receivables were also scaled back by €22 million to €463 million. By contrast, cash and cash equivalents increased by €27 million to €65 million in total.

Compared to the figure recorded at the end of the last fiscal year, equity rose by a significant €60 million to €451 million (September 30, 2015: €391 million). This was attributable primarily to profit for the period of €63 million (March 31, 2015: €31 million).

Non-current liabilities were slightly higher at the end of the second quarter, up  $\notin 6$  million to  $\notin 203$  million. As of September 30, 2015, they had stood at  $\notin 197$  million. At  $\notin 920$  million, current liabilities remained largely unchanged from the figure recorded at the end of the last fiscal year (September 30, 2015:  $\notin 919$  million).

### Segment Reporting.

Segment performance. The Banking segment saw net sales fall by 1% to €778 million in the first six months of the fiscal year (previous year: €783 million). After one-time effects, Banking segment EBITA for the first six months of the fiscal year reached € 69 million; this figure includes € 7 million in expenses from one-time effects. Excluding expenses from one-time effects, Banking segment EBITA rose by €40 million to €76 million (previous year: €36 million), an increase of 111%.

Key Performance Indic	€m		
	6 months 2015/2016	6 months 2014/2015	Change
Net sales	778	783	-1%
EBITA after one- time effects*	69	29	138%
EBITA margin (%)	8.9	3.7	5.2
EBITA before one- time effects	76	36	111%
EBITA margin (%)	9.8	4.6	5.2

\* before transaction expenses of €7 million in the current financial year as part of the business combination with Diebold Inc.

Net sales generated in the Retail segment were lifted by 25% in the first half of the fiscal year, taking the figure to €531 million (previous year: €425 million). After factoring in income of €2 million associated with one-time effects, EBITA for the Retail segment stood at €34 million. If income from one-time effects is excluded, Retail segment EBITA ended the reporting period €13 million higher at €32 million (previous year: €19 million). This is equivalent to an increase of 68%.

Key Performance Indica	ators: Retail Se	gment.	€m
	6 months 2015/2016	6 months 2014/2015	Change
Net sales	531	425	25%
EBITA after one- time effects*	34	18	89%
EBITA margin (%)	6.4	4.2	2.2
EBITA before one- time effects	32	19	68%
EBITA margin (%)	6.0	4.5	1.5

\* before transaction expenses of €5 million in the current financial year as part of the business combination with Diebold Inc.

### **Employees.**

From September 30, 2015, up to and including March 31, 2016, the headcount for the Group rose to 9,339 (Sept. 30, 2015: 9,100).

As is the case with the restructuring program itself, the process of staff downsizing envisaged as part of the program as well as measures aimed at restructuring the personnel base are progressing faster than originally planned. However, the effects of employee downsizing are being more than offset by the inclusion of personnel as part of corporate acquisitions and recruitment associated with nearshoring activities.

### Mandates of the Board of Directors of Wincor Nixdorf

**AG.** The Supervisory Board of Wincor Nixdorf AG has extended, earlier than scheduled, the contracts of CEO & President Eckard Heidloff as well as Deputy CEO & President and CFO Dr. Jürgen Wunram by three years until February 28, 2019. Additionally, Dr. Ulrich Näher was appointed as a further member of the Board of Directors with effect from March 1, 2016, also for a three-year term. He will be responsible for the business unit Systems. Including Olaf Heyden, the Board of Directors of Wincor Nixdorf AG will therefore consist of four members.

### **Report on Significant Related-Party Transactions.**

There were no significant transactions with related parties during the period under review.

### **Report on Opportunities and Risks.**

In the period under review, there were no significant changes to the principal opportunities and risks described in the 2014/2015 Group management report that might have a major impact on the expected development of the Group in the remaining months of the current fiscal year.

### **Report on Expected Developments.**

In its latest April update, the International Monetary Fund (IMF) revised its forecast for global economic growth in 2016 down to 3.2 percent. That is 0.2 percentage points below its previous forecast in January of this year. According to the IMF, the global economy continues to recover but at an ever slower pace. It also points to greater downside risks such as geopolitical unrest, capital outflows from the emerging markets, and a further decline in investment activity, especially in oil- and commodityexporting countries.

With particular regard to Wincor Nixdorf's activities in the field of Banking, many banks – above all in Europe – are dealing with various factors that undermine their profitability. These include tighter regulation by the financial supervisory authorities, the extremely low key interest rates set by central banks, and the digitization of financial operations. Within the area of Retail, by contrast, business is expected to maintain its strong forward momentum. Against this background, in terms of sales in the current financial year Wincor Nixdorf expects to benefit from growth in its Retail business. At the same time, the success of the ongoing transformation program should help to buoy up the Group's earnings. The program is being implemented in a determined manner. In some cases, the positive effects of these measures are being seen much earlier than originally anticipated, while the expenses associated with the program are substantially lower than planned.

In line with the improved forecast issued at the end of the first quarter, Wincor Nixdorf anticipates that its operating profit for the current fiscal year 2015/2016 will lie in the range of  $\notin$ 160-190 million before exceptional items. This level of profitability was last seen in the fiscal years prior to the financial crisis.

In this context, the main exceptional items are restructuring expenses (costed at  $\notin$ 30 million) and positive effects from Wincor Nixdorf's M&A activities (around  $\notin$ 30-60 million).

Having kept its forecast unchanged in the first reporting quarter, Wincor Nixdorf is now increasing its net sales guidance to take account of a year-on-year improvement in business. For the present fiscal year, Wincor Nixdorf now anticipates a moderate improvement in net sales compared with the previous year.

Wincor Nixdorf's outlook for fiscal 2015/2016 does not include transaction expenses of around  $\notin$ 50 million in connection with the business combination agreement with Diebold Inc.

# Wincor Nixdorf Aktiengesellschaft, Paderborn Group Income Statement for the period from October 1, 2015 to March 31, 2016.

				€k
	2nd quarter 2015/2016 <sup>1)</sup>	2nd quarter 2014/2015 <sup>2)</sup>	6 months 2015/2016 <sup>3)</sup>	6 months 2014/2015 <sup>4)</sup>
Net sales	582,000	567,978	1,308,953	1,207,853
Cost of sales	-435,605	-458,299	-999,562	-961,568
Gross profit	146,395	109,679	309,391	246,285
Research and development expenses	-24,115	-22,460	-46,939	-44,852
Selling, general and administration expenses	-95,351	-75,277	-181,556	-153,560
Other operating result	10,552	0	10,552	0
Result from equity accounted investments	-119	-1,880	-143	-1,203
Net profit on operating activities	37,362	10,062	91,305	46,670
Finance income	736	337	1,347	789
Finance costs	-1,869	-2,404	-3,830	-4,097
Profit before income taxes	36,229	7,995	88,822	43,362
Income taxes	-10,756	-2,358	-25,995	-12,668
Profit for the period	25,473	5,637	62,827	30,694
Profit attributable to non-controlling interests	199	651	445	837
Profit attributable to equity holders of Wincor Nixdorf AG	25,274	4,986	62,382	29,857
Shares for calculation of basic earnings per share (in thousands)	29,816	29,816	29,816	29,816
Shares for calculation of diluted earnings per share (in thousands)	29,816	29,816	29,816	29,816
Basic earnings per share (€)	0.85	0.17	2.09	1.00
Diluted earnings per share (€)	0.85	0.17	2.09	1.00
Profit attributable to equity holders of Wincor Nixdorf AG	25,274	4,986	62,382	29,857
Shares for calculation of profit attributable to equity holders of Wincor Nixdorf AG per share (managerial, in thousands)	29,816	29,816	29,816	29,816
Profit attributable to equity holders of Wincor Nixdorf AG per share (in €)	0.85	0.17	2.09	1.00

1) January 1, 2016 – March 31, 2016.

2) January 1, 2015 – March 31, 2015.

3) October 1, 2015 – March 31, 2016.

4) October 1, 2014 – March 31, 2015.

# Wincor Nixdorf Aktiengesellschaft, Paderborn Group Statement of Comprehensive Income for the period from October 1, 2015 to March 31, 2016.

				€k
	2nd quarter 2015/2016 <sup>1)</sup>	2nd quarter 2014/2015 <sup>2)</sup>	6 months 2015/2016 <sup>3)</sup>	6 months 2014/2015 <sup>4)</sup>
Profit for the period	25,473	5,637	62,827	30,694
Items that are or may be reclassified subsequently to profit or loss:				
Cash flow hedges – effective portion of changes in fair value	2,109	-10,818	1,147	-13,562
Cash flow hedges – reclassified to profit or loss	284	3,084	4,023	5,535
Exchange rate changes	-4,841	17,133	-2,776	20,817
Other changes	-10	0	-10	0
Items that will not be reclassified to profit or loss:				
Actuarial gains and losses	-5,878	-6,719	-6,593	-7,155
Other comprehensive income (net of tax)	-8,336	2,680	-4,209	5,635
Total comprehensive income	17,137	8,317	58,618	36,329
Total comprehensive income attributable to:				
Non-controlling interests	269	632	514	538
Equity holders of Wincor Nixdorf AG	16,868	7,685	58,104	35,791

1) January 1, 2016 – March 31, 2016.

2) January 1, 2015 – March 31, 2015.

3) October 1, 2015 – March 31, 2016.

4) October 1, 2014 – March 31, 2015.

# Wincor Nixdorf Aktiengesellschaft, Paderborn Group Balance Sheet as of March 31, 2016.

	March 31	, 2016	September 3	80, 2015
Non-current assets				
Intangible assets	364,658		354,129	
Property, plant and equipment	122,070		121,129	
Investments accounted for using the equity method	51		1,919	
Investments	3,623		1,176	
Reworkable service parts	28,468		29,034	
Trade receivables	15,973		15,919	
Other assets	4,834		4,319	
Deferred tax assets	49,149	588,826	47,908	575,533
Current assets				
Inventories	354,688		326,517	
Trade receivables	463,279		485,463	
Receivables from related companies	4,480		7,112	
Current income tax assets	15,124		10,917	
Other assets	83,039		63,840	
Investments	12		14	
Cash and cash equivalents	64,511	985,133	37,838	931,701
Total assets		1,573,959		1,507,234

### **Equity and Liabilities**

March 31, 2016 September 30, 2015 Equity Subscribed capital of Wincor Nixdorf AG 33,085 33,085 Retained earnings 533,018 476,673 Treasury shares -173,712 -173,712 Other components of equity 51,718 51,301 Equity attributable to equity holders of Wincor Nixdorf AG 444,109 387,347 Non-controlling interests 7,099 451,208 4,093 391,440 Non-current liabilities Accruals for pensions and similar commitments 86,609 83,262 22,177 17,745 Other accruals Financial liabilities 56,703 65,663 Trade payables 0 31 Other liabilities 9,530 6,840 Deferred tax liabilities 203,346 28,296 23,229 196,739 **Current liabilities** Other accruals 182,081 170,969 **Financial liabilities** 68,171 112,128 Advances received 25,488 20,703 330,289 338,128 Trade payables Liabilities to related companies 454 2,438 Current income tax liabilities 45,127 39,959 Other liabilities 267,795 919,405 234,730 919,055 Total equity and liabilities 1,573,959 1,507,234

€k

€k

# Wincor Nixdorf Aktiengesellschaft, Paderborn Group Cash Flow Statement for the period from October 1, 2015 to March 31, 2016.

		€k
	6 months 2015/2016 <sup>1)</sup>	6 months 2014/2015 <sup>2)</sup>
EBITA	91,305	46,670
Amortization/depreciation of intangible assets and property, plant and equipment	25,813	23,991
Write-down of reworkable service parts	3,302	2,793
EBITDA	120,420	73,454
Interest received	1,277	533
Interest paid	-3,620	-4,078
Income taxes paid	-20,350	-26,276
Result on disposal of intangible assets and property, plant and equipment	-143	31
Change in accruals	-6,907	-17,257
Other non-cash items	-19,612	20,024
Change in working capital	63,037	114,206
Change in other assets and other liabilities	-28,447	-61,518
Cash flow from operating activities	105,655	99,119
Payments received from the disposal of property, plant and equipment	803	474
Payments received from the disposal of investments and other payments received	2	180
Payments made for investment in intangible assets	-3,380	-6,437
Payments made for investment in property, plant and equipment	-15,703	-21,002
Payments made for acquisition of consolidated affiliated companies, jointly controlled entities and other business units	-2,802	0
Payments made for investments	0	-51
Payments made for investment in reworkable service parts	-4,302	-4,630
Cash flow from investment activities	-25,382	-31,466
Payments made to equity holders	0	-52,178
Payments made for repayment of financial loans	-10,000	-5,000
Payments made to non-controlling interests	0	-874
Other financing activities	-339	182
Cash flow from financing activities	-10,339	-57,870
Net change in cash and cash equivalents	69,934	9,783
Change in cash and cash equivalents from exchange rate movements	647	2,026
Cash and cash equivalents at beginning of period <sup>3)</sup>	-53,826	-24,383
Cash and cash equivalents at end of period <sup>3)</sup>	16,755	-12,574

1) October 1, 2015 – March 31, 2016.

2) October 1, 2014 – March 31, 2015.

3) Include cash and cash equivalents and current bank liabilities.

# Wincor Nixdorf Aktiengesellschaft, Paderborn Changes in Group Equity as of March 31, 2016.

									€k
	Equity attributable to equity holders of Wincor Nixdorf AG								
			_		r components of				
	Subscribed capital	Retained earnings	Treasury shares	Add. paid-in capital	Exchange rate changes	Cash flow hedges	Total	Non- controlling interests	Equity
As of October 1, 2014	33,085	529,407	-173,712	49,186	-2,562	-12,383	423,021	3,788	426,809
Cash flow hedges	0	0	0	0	0	-8,027	-8,027	0	-8,027
Exchange rate changes	0	0	0	0	21,118	0	21,118	-301	20,817
Actuarial gains and losses	0	-7,157	0	0	0	0	-7,157	2	-7,155
Other comprehensive income	0	-7,157	0	0	21,118	-8,027	5,934	-299	5,635
Profit for the period	0	29,857	0	0	0	0	29,857	837	30,694
Total comprehensive income	0	22,700	0	0	21,118	-8,027	35,791	538	36,329
Share options	0	5,540	0	-3,104	0	0	2,436	0	2,436
Other changes	0	-6	0	0	0	0	-6	-17	-23
Distributions	0	-52,178	0	0	0	0	-52,178	-726	-52,904
Transactions with equity holders	0	-46,644	0	-3,104	0	0	-49,748	-743	-50,491
As of March 31, 2015	33,085	505,463	-173,712	46,082	18,556	-20,410	409,064	3,583	412,647
As of October 1, 2015	33,085	476,673	-173,712	48,714	10,085	-7,498	387,347	4,093	391,440
Cash flow hedges	0	0	0	0	0	5,170	5,170	0	5,170
Exchange rate changes	0	0	0	0	-2,845	0	-2,845	69	-2,776
Actuarial gains and losses	0	-6,593	0	0	0	0	-6,593	0	-6,593
Other changes	0	-10	0	0	0	0	-10	0	-10
Other comprehensive income	0	-6,603	0	0	-2,845	5,170	-4,278	69	-4,209
Profit for the period	0	62,382	0	0	0	0	62,382	445	62,827
Total comprehensive income	0	55,779	0	0	-2,845	5,170	58,104	514	58,618
Share options	0	772	0	-1,908	0	0	-1,136	0	-1,136
Takeover of shares	0	-206	0	0	0	0	-206	2,492	2,286
Transactions with									
equity holders	0	566	0	-1,908	0	0	-1,342	2,492	1,150
As of March 31, 2016	33,085	533,018	-173,712	46,806	7,240	-2,328	444,109	7,099	451,208

### SELECTED EXPLANATORY NOTES.

# Principles of Consolidation, Accounting and Valuation.

The condensed Group interim financial statements of Wincor Nixdorf Aktiengesellschaft (in the following "Wincor Nixdorf AG") have been prepared in accordance with the International Financial Reporting Standards (IFRS) as adopted by the European Union.

The consolidation, accounting and valuation principles applied to the condensed Group interim financial statements are generally based on the same consolidation, accounting and valuation principles used in the Group financial statements for fiscal 2014/2015. The applied principles of accounting and valuation are described in detail in the Notes to the Group financial statements as of September 30, 2015.

### **Consolidation Group.**

The Group interim financial statements as of March 31, 2016, basically include those companies controlled by Wincor Nixdorf AG. Control exists if Wincor Nixdorf AG is exposed, or has rights, to variable returns of companies and has the ability to affect those returns through its power. Inclusion of such companies' in the Group interim financial statements begins from the date Wincor Nixdorf AG loses control. It ceases, when Wincor Nixdorf AG loses control of the company.

As of October 1, 2015, Wincor Nixdorf acquired 100% of the shares in SecurCash Nederland B.V. (formerly: Brink's Nederland B.V.), Rotterdam, the Netherlands, and obtained control over the entity. The acquisition serves to provide one-stop cash management and cash logistics services to leading Dutch banks that have placed long-term assignments.

As of December 1, 2015, Wincor Nixdorf has acquired outstanding 50% of the shares in Winservice AS, Oslo, Norway. Due to the transfer of control to Wincor Nixdorf AG, the investment in Winservice AS, ceased to be accounted for as a joint venture using the equity method. Instead, the company was fully consolidated as a subsidiary for the first time.

Additionally, as of March 1, 2016, a 51% ownership interest was acquired in Projective NV, with its registered office in Brussels, Belgium. Upon obtaining control, firsttime consolidation of Projective NV as well as its three subsidiaries with registered offices in Brussels/Belgium, The Hague/Netherlands, and London/United Kingdom was effected within the consolidated financial statements of Wincor Nixdorf AG. In acquiring the majority interest in the consulting firm specializing in the management of complex IT-based change and transformation projects within the financial services sector, Wincor Nixdorf has further extended its software-related services business. Joint control of CITech Components AG, Burgdorf, Switzerland, has ceased; effective from January 1, 2016, this investment is no longer accounted for as a joint venture. Effective from January 1, 2016, key business activities centered around sensor technology have been integrated within the entity CI Tech Sensors AG, Burgdorf, Switzerland. The Group holds 75% of the voting rights in the aforementioned entity.

The acquisitions were funded from existing liquidity of the Wincor Nixdorf Group.

The acquisitions were accounted for as a business combination in accordance with IFRS 3. Thus, in allocating the purchase price, the acquirees' identifiable assets, liabilities and contingent liabilities were measured at fair value.

The purchase price allocation was carried out based on information currently available and is preliminary. According to IFRS, it can be adjusted within one year after the date of acquisition to reflect new information and findings.

Based on the values at acquisition date, the acquisitions affected the Group interim financial statements in total as presented below:

		€k
		March 31, 2016
	Non-current assets	22,773
	thereof goodwill	0
+	Current assets	27,078
+	Acquirees' cash and cash equivalents	15,663
-	Non-current liabilities	9,967
-	Current liabilities	24,550
=	Net assets	30,997
-	Non-controlling interests	-2,492
	Excess recognized in profit or loss/	
-	remeasurement	-12,845
=	Total acquisition costs	15,660

### Group Equity.

The Group equity and individual elements thereof are shown in detail in the "Changes in Group Equity" table.

### **Treasury Shares.**

As of March 31, 2016, the total number of treasury shares held by the Company was 3,268,777. This equals 9.88% of the subscribed capital. The acquisition costs, including ancillary costs of acquisition to the amount of  $\notin$ 111k, amounting to  $\notin$ 173,712k were deducted in full from equity.

### Share-based Payment Program.

The changes in the composition of share options are as follows:

	6 months 20	015/2016	6 months 2014/2015			
		Average exercise price		Average exercise price		
	Number	€	Number	€		
As of October 1	2,609,010	50.13	2,524,329	53.83		
Expired during the period	52,000	52.55	599,367	64.48		
As of March 31	2,557,010	50.09	1,924,962	50.52		
Exercisable as of March 31	0	-	0	_		

The share-based payment programs are described in detail in the Notes to the Group financial statements for fiscal 2014/2015.

### **Other Information.**

**Ongoing restructuring activities.** The restructuring and transformation program initiated by Wincor Nixdorf back in fiscal 2014/2015 is being continued in fiscal 2015/2016. In this context, the second quarter includes restructuring expenses as well as positive effects from acquisition activities of  $\notin$ 5 million in total. Of this figure, expenses of  $\notin$ 7 million (previous year:  $\notin$ 7 million) are attributable to the Banking segment, while income of  $\notin$ 2 million (previous year: expenses of  $\notin$ 1 million) is associated with the Retail segment. The aim of restructuring is to accelerate the process of transition towards a software and IT services company.

Planned takeover and business combination with Diebold Incorporated. As regards the takeover offer by Diebold Incorporated of November 23, 2015, Diebold Incorporated announced on its website as of March 29, 2016, that by that date it had accepted tenders representing a total of 68.9% of Wincor Nixdorf AG's share capital and that the minimum tender condition of 67.6% had therefore been reached. Transaction expenses of €12 million have been recognized to date in connection with the aforementioned business combination. Overall, €7 million of this expense item is attributable to the Banking segment and €5 million to the Retail segment.

### Mandates of the Board of Directors of Wincor Nixdorf

**AG.** The Supervisory Board of Wincor Nixdorf AG has extended, earlier than scheduled, the contracts of CEO & President Eckard Heidloff as well as Deputy CEO & President and CFO Dr. Jürgen Wunram by three years until February 28, 2019. Dr. Ulrich Näher was appointed as a further member of the Board of Directors with effect from March 1, 2016, also for a three-year term. He will be responsible for the Systems business unit. Including Olaf Heyden, the Board of Directors of Wincor Nixdorf AG will therefore consist of four members.

### Segment Report.

For the purposes of presenting segment information, the activities of the Wincor Nixdorf Group are divided into operating segments in accordance with the rules contained in IFRS 8 "Operating Segments". Internal reporting within the Group is conducted on the basis of the customer profiles "Banking" and "Retail" as well as on the regional basis; the areas "Banking" and "Retail" were defined as operating segments in accordance with IFRS 8.10. As chief operating decision maker (CODM) within the meaning of IFRS 8, our Board of Directors assesses the performance of these two operating segments on the basis of corporate reporting and makes decisions about resources to be allocated. The performance of the operating segments is assessed in particular by referring to "net sales to external customers" as well as "EBITA."

### Segment Report by Division.

	2nd quarter 2015/2016 <sup>1)</sup>			6 m	6 months 2015/2016 <sup>2)</sup>		
	Banking	Retail	Group	Banking	Retail	Group	
Net sales to external customers	342,180	239,820	<b>582,000</b>	778,436	530,517	<b>1,308,953</b>	
	(362,155)	(205,823)	(567,978)	(782,739)	(425,114)	(1,207,853)	
Operating profit (EBITA)	24,352	13,010	<b>37,362</b>	61,994	29,311	<b>91,305</b>	
	(4,551)	(5,511)	(10,062)	(28,961)	(17,709)	(46,670)	
Result from equity accounted investments	-119	0	<b>–119</b>	-143	0	<b>-143</b>	
	(-1,880)	(0)	(–1,880)	(-1,203)	(0)	(-1,203)	
Investment in intangible assets and property, plant and equipment	19,503	3,299	<b>22,802</b>	26,980	4,752	<b>31,732</b>	
	(15,233)	(2,490)	(17,723)	(24,160)	(3,279)	(27,439)	
Investment in reworkable service parts	921	375	<b>1,296</b>	3,356	946	<b>4,302</b>	
	(3,145)	(827)	(3,972)	(3,658)	(972)	(4,630)	
Amortization/depreciation of intangbile assets and property, plant and equipment	10,488	2,574	<b>13,062</b>	20,785	5,028	<b>25,813</b>	
	(10,392)	(2,173)	(12,565)	(20,196)	(3,795)	(23,991)	
Write-down of reworkable service parts	958	346	<b>1,304</b>	2,576	726	<b>3,302</b>	
	(1,545)	(400)	(1,945)	(2,206)	(587)	(2,793)	
Research and development expenses	15,517	8,598	<b>24,115</b>	28,427	18,512	<b>46,939</b>	
	(13,874)	(8,586)	(22,460)	(27,802)	(17,050)	(44,852)	

1) January 1, 2016 – March 31, 2016.

2) October 1, 2015 – March 31, 2016.

Comparative figures for 2nd quarter as well as for the first six months of previous year are shown in brackets for each item.

The respective segment assets did not change considerably compared to September 30, 2015.

### Reconciliation of Segment Profit to Profit for the Period.

The Segment profit equates to the "net profit on operating activities" of the Group Income Statement.

### Net Sales by Regions.

	2nd quarter 2015/2016 <sup>1)</sup>	2nd quarter 2014/2015 <sup>2)</sup>	6 months 2015/2016 <sup>3)</sup>	6 months 2014/2015 <sup>4)</sup>
Europe	404,800	391,609	894,590	829,932
in % of total net sales	69.5	69.0	68.3	68.7
Included in Europe: Germany	126,436	137,831	282,138	276,549
in % of total net sales	21.7	24.3	21.6	22.9
Asia/Pacific/Africa	102,779	114,776	238,986	234,357
in % of total net sales	17.7	20.2	18.3	19.4
Americas	74,421	61,593	175,377	143,564
in % of total net sales	12.8	10.8	13.4	11.9
Total	582,000	567,978	1,308,953	1,207,853

1) January 1, 2016 – March 31, 2016.

2) January 1, 2015 – March 31, 2015.

3) October 1, 2015 – March 31, 2016.

4) October 1, 2014 – March 31, 2015.

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## FURTHER INFORMATION.

### **Responsibilty Statement.**

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

Paderborn, April 2016 Wincor Nixdorf Aktiengesellschaft Board of Directors

Heidloff President & Chief Executive Officer

Dr. Wunram

· Neuran

Deputy CEO & President

Heyden Executive Vice President

Dr. Näher Executive Vice President

### **Review.**

This interim report has not been audited in accordance with Sec. 317 of the German Commercial Code (HGB) and has not been reviewed by auditors.

#### \* All dates are provisional and subject to change.

This document contains forward-looking statements that are based on current estimates and assumptions made by the Board of Directors of Wincor Nixdorf AG to the best of its knowledge. Such forward-looking statements are subject to risks and uncertainties, the non-occurrence or occurrence of which could cause the actual results, including the financial condition and profitability of Wincor Nixdorf, to differ materially from, or be more negative than, those expressed or implied by such forward-looking statements. This also applies to the forward-looking estimates and forecasts derived from third-party studies. Consequently, neither the Company nor its management can give any assurance regarding the future accuracy of the opinions set forth in this document or the actual occurrence of the predicted developments.

## FINANCIAL CALENDAR 2015/2016.\*

### July 28, 2016:

Nine-month interim report 2015/2016

The financial calendar and a current list of Investor Relations events can be found on the website of Wincor Nixdorf AG at www.wincor-nixdorf.com.

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Order-No. Printed in Germany

