

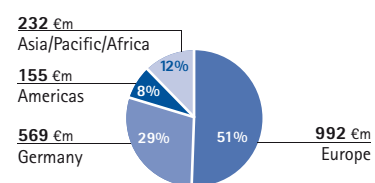
# AN EXCELLENT FISCAL 2005/2006.

- ▶ Net sales growth of 12%, operating profit up 18%
- ▶ Net profit for the period increases by 46%
- ▶ Significant forward momentum in core business
- ▶ Further growth potential unlocked through outsourcing and reverse vending systems
- ▶ Double-digit growth rates in all regions; pronounced growth in the Americas and Asia/Pacific/Africa

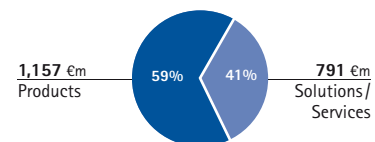
## Key Figures.

	2005/2006 <sup>1)</sup>	2004/2005 <sup>2)</sup>	Change
<b>Statement of Income (€ million)<sup>3)</sup></b>			
Net sales	1,948	1,744	12%
Gross profit	535	486	10%
Gross profit as a percentage of net sales	27.5%	27.9%	-
Research & development expenses	-87	-78	12%
R&D expenses as a percentage of net sales	4.5%	4.5%	-
Selling, general and administration expenses <sup>4)</sup>	-287	-271	6%
SG&A expenses as a percentage of net sales	14.7%	15.5%	-
Operating profit (EBIT)	161	137	18%
Goodwill amortization	0	0	-
EBITA <sup>5)</sup>	161	137	18%
EBITA as a percentage of net sales (EBITA margin)	8.3%	7.9%	-
Depreciation of tangible assets and amortization of licenses	42	31	35%
EBITDA	203	168	21%
EBITDA as a percentage of net sales (EBITDA margin)	10.4%	9.6%	-
Net profit for the period	82	56	46%
Net profit for the period as a percentage of net sales	4.2%	3.2%	-
Net profit for the period before carve-out	94	72	31%
Earnings per share (€) <sup>6)</sup>	5.64	4.29	-
<b>Cash flow (€ million)</b>			
Cash flow from operating activities	155	133	17%
Cash flow from investment activities	-133	-55	142%
	Sept.30,2006	Sept. 30,2004	Change
<b>Key Balance Sheet Figures (€ million)</b>			
Working Capital	231	204	27
as a percentage of net sales (annualized)	11.9%	11.7%	-
Net debt	200	176	24
Equity <sup>7)</sup>	275	234	41
<b>Human Resources</b>			
Number of employees (September 30)	7,787	6,937	850

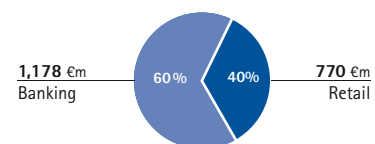
## Net Sales by Region



## Net Sales by Business Stream



## Net Sales by Segment



<sup>1)</sup> October 1, 2005–September 30, 2006

<sup>2)</sup> October 1, 2004–September 30, 2005

<sup>3)</sup> before profit charges arising from carve-out

<sup>4)</sup> including other income and expenses

<sup>5)</sup> net profit on operating activities before interest, taxes and amortization of goodwill and product know-how

<sup>6)</sup> calculated on basis of 16.542 million shares

<sup>7)</sup> including minority interests

# THE COMPANY.

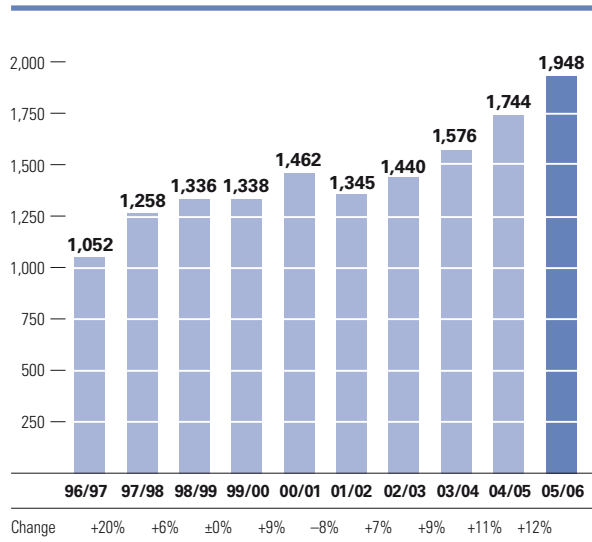
▶ Strong presence in more than 90 countries, with subsidiaries in 34 of these ▶ Approximately 7,800 employees worldwide ▶ Solid position in Europe: No. 1 in programmable ePOS systems, No. 2 in ATMs ▶ World's No. 3 in ATMs and programmable ePOS systems

We are one of the world's leading providers of IT solutions and IT services for the retail and banking sectors. Our extensive portfolio of services is geared toward optimizing business processes in retail stores and bank branches. Essentially, our job is about reducing complexity and im-

proving service to the end customer. Drawing on the expertise from our core business with banks and retailers, we are also expanding into related sectors, including post offices, lottery operators, the hospitality trade and service stations.

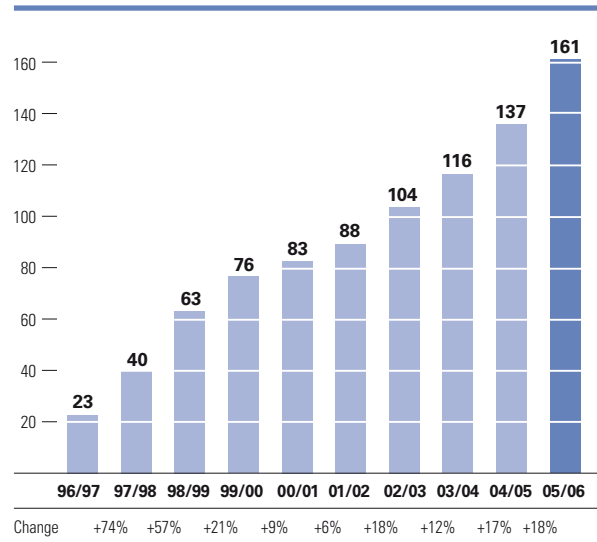
**10-year Net Sales History.**

€m



**10-year EBITA History.**

€m



## OUR GOALS FOR FISCAL 2006/2007.

▶ Increase net sales by 6% and operating profit by 8%, thus reinforcing our medium-term growth targets ▶ Extend our portfolio within the area of complete solutions for branch business processes as well as high-end automated and self-service systems ▶ Strengthen our market position in all regions – drive sales growth in the Americas and Asia/Pacific/Africa ▶ Exploit potential for further growth in outsourcing and in related sectors

## OUR CORE BUSINESS.

**Banking Segment.** We offer retail banks a broad spectrum of services aimed at reshaping and automating branch processes. This ranges from analysis, advice and design through to deployment of products and services and their operation. Furthermore, we are committed to expanding our portfolio for the management of entire processes. For example, we can optimize a bank's cash management process, take over its branch IT operations under an outsourcing arrangement or provide comprehensive security solutions for systems, networks and buildings. Our product portfolio includes ATMs with a wide variety of features – from cash dispensing, cash or check depositing through to cash recycling, which supports both cash deposits and withdrawals. Our state-of-the-art banking terminals allow bank customers to conduct a range of transactions. At the heart of our software offerings are multivendor solutions that can be used to operate terminals from various manufacturers. We also offer multichannel solutions designed for the operation of applications and terminals within a uniform, server-based software architecture.

**Retail Segment.** Our product and service portfolio within this segment is tailored to the in-store processes of retailers with international operations. It encompasses a range of sales solutions such as electronic checkout systems and application software as well as standardized, internationally deployable payment terminals and the handling of cashless transactions. We support the increasing trend toward automation and process migration to self-service with state-of-the-art solutions such as self-checkout systems. Our automation technologies also include reverse vending machines, mobile data-recording equipment, kiosk systems, electronic advertising displays and electronic shelf labels. Furthermore, we are expanding our retail cash management portfolio to cover the entire cash-handling process chain. With its open systems architecture, our family of modular, scalable BEETLE/EPOS (electronic point-of-sale) systems forms a fundamental part of our product range. We market an internationally deployable software platform for the management of processes at store level, capable of dealing with a wide range of checkout concepts – from traditional stationary checkout systems to mobile scanning. We are active in IT and business consulting in a number of countries, with an emphasis on SAP.

### Key Performance Indicators: Banking Segment. €m

	05/06	04/05	Change
Net Sales	1,178	1,028	+15%
EBITA	120	105	+14%
EBITA margin (%)	10.2	10.2	-

### Key Performance Indicators: Retail Segment. €m

	05/06	04/05	Change
Net Sales	770	716	+8%
EBITA	41	32	+28%
EBITA margin (%)	5.3	4.5	-

We respond to our customers' key requirement for maximum systems availability through a comprehensive **Services** offering. We monitor customer systems around the world 24 hours a day from our 26 customer centers to identify any irregularities as soon as they occur. We offer traditional maintenance, remote fault rectification and software and network management to safeguard the security of IT networks. In 26 countries, our technicians are located near our customers. Furthermore, we supply over one million spare parts per year from our logistics centers spread around the globe. Banks are outsourcing the entire operation of ATM networks, servers and PCs to us and entrusting us with their cash management processes. In so doing, they assign to us the task of managing business processes they regard as non-core activities. In turn, we are able to streamline their cost structures and improve the availability of systems.