

Business Thrives During First Quarter.

- ▶ Net sales: up 7% (adjusted for exchange rate effects: up 5%)
- ▶ Operating profit (EBITA): up 8% ▶ Profit for the period: up 9%
- ▶ Bifurcated regional performance.
 - Germany: up 12%
 - Europe: unchanged year on year
 - Asia/Pacific/Africa: up 23% (adjusted for exchange rate effects: up 11%)
 - Americas: up 16% (adjusted for exchange rate effects: up 5%)
- ▶ Banking business maintains forward momentum: net sales and EBITA up 12%.

Outlook unchanged: net sales and EBITA for fiscal 2008/2009 expected to be comparable to last year's figure – Implications of financial market and economic crisis remain difficult to gauge.

KEY EVENTS.

Preparations for Wincor World 2009 generate strong interest – Focus on IT solutions. The internationally acclaimed trade show Wincor World will be opening its gates from January 20 to 22, 2009. Alongside the issue of customer focus, the emphasis of this year's event will be on cost optimization. As on previous occasions, more than 7,000 visitors from some 80 countries, among them around 100 international journalists, are expected to attend the event. The principal topics to be covered by the exhibition, which will be hosted by Wincor Nixdorf in close cooperation with 40 business partners, include cash handling and the automation of checkout processes. In addition to some 600 products and services showcased at the event, visitors can look forward to an extensive range of presentations by experts within the field. The event will be held in collaboration with the renowned financial journal *Börsen-Zeitung* as well as Retail Institute EHI.

Demand for high-end solutions aimed at optimizing costs through automation or process outsourcing. With streamlining measures becoming more widespread in both retail banking and retailing, Wincor Nixdorf has been recording growing demand for concepts tailored to the requirements of cost optimization, for example in the form of automation solutions for standard processes.

For this purpose, Wincor Nixdorf combines high-end hardware with process-specific software. Additionally, the company handles every aspect of integrating these solutions within its customers' existing IT structures. Client contracts are usually linked to multiyear service agreements. Other areas attracting strong customer interest include services aimed at streamlining the cost of IT operations, either through Managed Services performed externally for specific tasks or through outsourcing of complete processes.

More flexible cost structures. Wincor Nixdorf has initiated a number of measures in response to a potential further downturn in the economy and the possibility of its own business being adversely affected by such developments. Within this context, the focus is on measures aimed at safeguarding the company's profit margins. For this purpose, Wincor Nixdorf continues to inject greater flexibility into its cost structures, irrespective of the fact that it has already established a highly adaptable organization. Additionally, the Prolmprove program installed for the purpose of further enhancing efficiency levels has been supplemented with several additional components, with the express purpose of controlling or further reducing costs associated with sales and administration.