

## As expected, nine-month results dominated by tough third quarter and significant impact of global economic crisis.

- ▶ Net sales: down 1%
- ▶ Operating profit (EBITA): down 9%
- ▶ Profit for the period: down 6%
  
- ▶ Regional performance remains uneven.
  - Germany: up 17%
  - Europe: down 13%
  - Asia/Pacific/Africa: up 13%
  - Americas: up 1%
  
- ▶ Growth in Software/Services business unable to offset decline in Hardware area.
- ▶ Decrease in net sales in the third quarter in the Banking segment (–10%) as well as in the Retail segment (–13%), with impact on operating profit (–31%).

**Outlook: net sales in fiscal 2008/2009 expected to be slightly below the level of last year/EBITA adversely affected by pressure on margins.**

## KEY EVENTS.

**Wincor Nixdorf holds on to good market position in the Hardware business.** UK market analysts Retail Banking Research (RBR) have now published their review of sales of ATMs and ePOS systems in 2008. According to the results, Wincor Nixdorf was able to maintain its strong market position in the global ATM market, while actually increasing its worldwide share of the market for checkout systems. For 2009, RBR projects overall market decline.

**Automated solutions prove successful in the retail and service station industries.** Wincor Nixdorf can report a number of successful sales of high-end process automation solutions. The Group secured a large proportion of the available orders for automated checkout systems in Europe. In addition, Wincor Nixdorf received new orders from German and European retail chains to implement branch-based reverse vending systems, in confirmation of the Group's long-term target of achieving an European market share of at least 30% in the reverse vending business. Furthermore, the much acclaimed roll-out of innovative technology, which unites the necessary cashier functions with the possibility to

withdraw cash at service stations, demonstrates that Wincor Nixdorf is breaking through into this interesting market. Thanks to Wincor Nixdorf technology, cash management at German branches of a major service station chain will be more efficient and secure in the future.

**Wincor Nixdorf launches Group-wide realignment program to meet future challenges.** Wincor Nixdorf's "ProFuture" program will be implemented across the entire Group. Its aim is to prepare the organization for major changes to the markets in which it operates and to carry out a thorough review of existing processes and structures. As well as helping Wincor Nixdorf to face the continuing economic crisis, it is intended to put the Group in a strong position for the future and to facilitate renewed growth. The program will support rather than replace the company's existing growth and efficiency program. "ProFuture" is directed specifically at those functions within the Group that are critical to success, with a view above all to bringing about lasting changes that enhance Wincor Nixdorf's performance and efficiency.