

KEY FIGURES 2008/2009.

	2008/2009 ¹	2007/2008 ²	Change
Financial Statement (€ million)³			
Net sales	2,250	2,319	-3%
Gross profit	582	636	-8%
Gross profit as a percentage of net sales	25.9%	27.4%	-
Research & development expenses	-103	-105	-2%
R&D expenses as a percentage of net sales	4.6%	4.5%	-
Selling, general and administration expenses ⁴	-300	-325	-8%
SG&A expenses as a percentage of net sales	13.3%	14.0%	-
Operating profit (EBIT)	179	206	-13%
Goodwill amortization	0	0	-
EBITA ⁵	179	206	-13%
EBITA as a percentage of net sales (EBITA margin)	8.0%	8.9%	-
Amortization/depreciation of property, plant and equipment and licenses and write-down of reworkable service parts	56	54	4%
EBITDA	235	260	-10%
EBITDA as a percentage of net sales (EBITDA margin)	10.4%	11.2%	-
Profit for the period	114	127	-10%
Profit for the period as a percentage of net sales	5.1%	5.5%	-
Profit for the period before carve-out	117	135	-13%
Earnings per share (€) ⁶	3.54	4.08	-
Cash flow (€ million)			
Cash flow from operating activities	177	196	-10%
Cash flow from investment activities	-67	-72	-7%
	Sept. 30, 2009	Sept. 30, 2008	Change
Key Balance Sheet Figures (€ million)			
Working capital	202	253	-51
as a percentage of net sales	9.0%	10.9%	-
Net debt	150	194	-44
Equity ⁷	330	276	54
Human Resources			
Number of employees (September 30)	9381	9460	-79

¹ Oct. 1, 2008–Sept. 30, 2009.

² Oct. 1, 2007–Sept. 30, 2008.

³ before profit charges arising from the carve-out.

⁴ including other operating income and expenses.

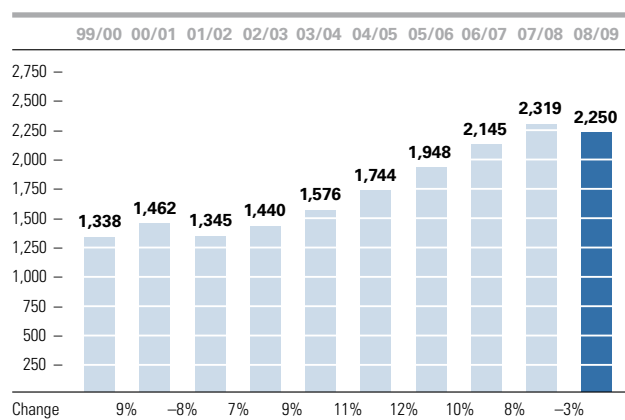
⁵ net profit on operating activities before interest, taxes and amortization of goodwill and product know-how.

⁶ calculated on basis of 33.085 million shares.

⁷ including minority interest.

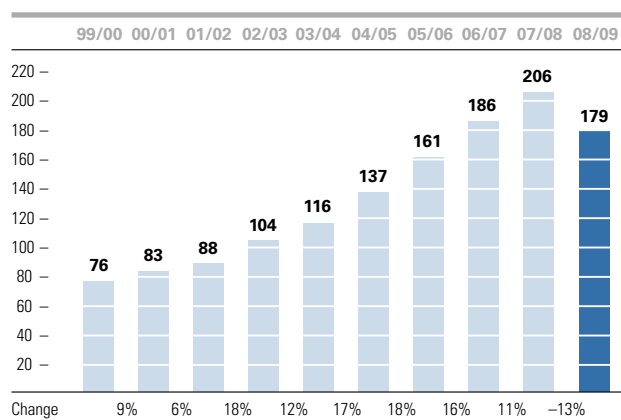
10-year Net Sales History.

€m



10-year EBITA History.

€m



BANKING SEGMENT.

▶ Process Optimization and Automation for Retail Banks ▶ Software to Integrate All Sales Channels ▶ Innovation Focus on Cash Cycle Management Solutions

Reducing Costs and Regaining Confidence. Retail banks throughout the world strive to optimize their processes as a means of reducing their costs and simplifying transactions for their customers. At the same time, they are keen to strengthen their sales performance and regain the confidence lost during the financial crisis by intensifying their efforts in the area of customer communications.

IT Solutions for all Sales Channels. Wincor Nixdorf helps banks to achieve their goals through its portfolio of specific solutions geared towards their self-service, branch, Internet and mobile banking sales channels. Each element of these channels is controlled using a software platform that ensures consistent data handling through the centralized management of processes and terminals. This means that customers can withdraw cash from an ATM anywhere and at any time, check their account balances at the transaction terminal and order transfers by cell phone. Equally, a bank can use the platform to provide information that is tailored to individual customers.

Improving Customer Advice through Automation. One of Wincor Nixdorf's core competencies lies in automating processes and migrating them to a self-service basis, freeing up the bank's staff to focus on advising customers. The optimization of cash handling is also becoming increasingly important. In this area, as well as systems that automate handling processes, we offer software and service packages for the intelligent control of cash flows. In order to protect systems and applications against criminal attack – a key issue for our retail banking customers – we have developed a portfolio that can provide total branch security monitoring. We offer a range of services that specifically enhance the availability and

cost structure of all systems and applications, from installation, maintenance and repair to Managed Services and Outsourcing. **For more details, please see pages 38–40.**

Slight Fall in Net Sales. A total of 68% of Wincor Nixdorf's net sales are derived from the Banking segment. The financial and economic crisis triggered a decline in capital investment among retail banks all over the world alongside an associated downturn in ATM sales that Wincor Nixdorf was unable to escape. In turn, this reduced our economies of scale and increased pressure on our profit margin. On a more positive note, there was an improvement in sales of complete solutions and Software/Services. **For more details, please see page 93–96.**

Key Performance Indicators: Banking Segment. €m

	08/09	07/08	Change
Net sales	1,532	1,547	-1%
EBITA	145	162	-10%
EBITA margin (%)	9.5	10.5	-1.0

RETAIL SEGMENT.

▶ Innovative IT Solutions for Processes and Procedures at the Checkout ▶ Intelligent IT Concepts for Overall Branch Management and Productivity Gains ▶ Increasingly Comprehensive Management of Cash Logistics

Information Technology for the Checkout. Retailers constantly aim to boost their productivity and competitiveness. To do so, they look to implement the latest information technology as a means of optimizing their processes and making them more attractive to customers. Wincor Nixdorf's specialist portfolio has been specifically designed to help retailers achieve these goals by focusing on the branch checkout area. Checkout solutions are designed and integrated in response to the individual requirements of the retail industry. They help to automate product data capture and payment, and shift them onto a self-service basis.

Branch Management Solutions. Our hardware, software and services help customers to completely redesign their branch management structures. With a software platform that controls the entire range of branch-level processes and permits direct interaction with the retailer's head office, we are in an excellent position to meet the needs of international retail groups. Real-time monitoring ensures process stability at all levels. Our systems also make it possible to generate key data for product reordering. They control electronic shelf labels and collate data from reverse vending systems at individual branches.

Good Business Prospects in Cash Handling. Cash handling plays an important role in the retail industry as well as in retail banking, and to meet this demand we have made continuous improvements to our cash handling optimization portfolio. The aim is to reduce costs even further and to increase transparency and security. Our range of products and services extends from systems that automate the receipt of cash at the checkout to Managed Services that control the entire cash logistics cycle. **For more details, please see pages 40–42.**

Decline in Net Sales. The Retail segment accounted for 32% of the Group's net sales. Hardware sales were particularly hard hit by the global downturn in our key ePOS market, and we were unable to compensate for the resulting decline despite success in other areas, e.g., high-end self-service and automation systems and our Software and Professional Services business. **For more details, please see pages 97–100.**

Key Performance Indicators: Retail Segment. €m

	08/09	07/08	Change
Net sales	718	772	-7%
EBITA	34	44	-23%
EBITA margin (%)	4.7	5.7	-1.0

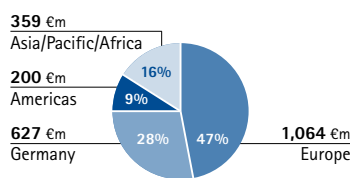
PROCESS OPTIMIZATION BY AND AT WINCOR NIXDORF.

Retail banks and retailers face similar challenges. The competition in both industries is intense, and companies have no choice but to review their processes and systems on a continuous basis. At Wincor Nixdorf, we pave the way to bring about these changes by supplying comprehensive IT solutions that increase efficiency and enhance the attractiveness of their services to end users while reducing process costs.

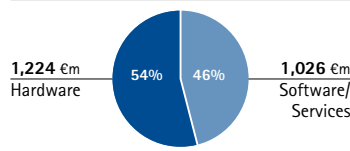
The combination of hardware, software, services and consulting not only helps to optimize processes, it can also act as a driver for new business. In this context, individually configured standard software and higher-end services are taking on an ever more important role.

Wincor Nixdorf's portfolio covers all the key aspects of our customers' business processes. Beginning with an IT consulting service to establish what changes are needed, we then supply innovative software and systems, adapt and integrate

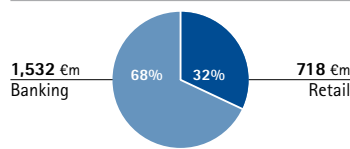
Net Sales by Region.



Net Sales by Business Stream.



Net Sales by Segment.



them to meet individual conditions and maintain them throughout the product life cycle. Wincor Nixdorf also provides management concepts and customized operating models that guarantee enhanced quality and more innovative solutions as well as optimizing costs. These Managed Services range from the operation of self-service systems and management of the cash cycle to assuming operational responsibility for the entire branch-level information and communications structure and full-scale outsourcing.

Wincor Nixdorf itself continuously reinforces its position as a leading innovator by investing heavily in research and development. We make regular and systematic additions to our portfolio. At the same time, we strive to maintain proximity to our customers. To this end, we have established a global presence with our own subsidiaries in 41 countries and partnerships in around a hundred countries.

SPECIALIST FOR INNOVATIVE IT SOLUTIONS FOR THE BRANCH OPERATIONS OF BANKS AND RETAILERS.

▶ Highly successful global provider of IT-based process optimization solutions for the retail banking and retail industries. The aim: to increase competitiveness ▶ Comprehensive hardware, software and service portfolio ▶ Our strengths: ■ branch process automation ■ platform and applications software ■ cash handling optimization ■ development of self-service solutions ■ maximizing cost efficiency of branch IT operation ■ Professional Services ▶ Market presence in around 100 countries, 41 of which are home to Wincor Nixdorf subsidiaries ▶ Second-largest supplier of ATMs in the world. Top European and world's third-largest provider of programmable electronic checkout (ePOS) systems ▶ Over 9,300 employees worldwide

PROACTIVE RESPONSE TO UNFORESEEABLY SEVERE CRISIS IN 2008/2009.

▶ Major deterioration in economy prevents Wincor Nixdorf from meeting targets: net sales and operating profit (EBITA) down 3% and 13%, respectively ▶ Consequent management of costs and service portfolio ▶ 5% growth in Software/Services helps stabilize overall results ▶ Hardware business records 9% decline ▶ Variable performance between regions: Germany, Asia/Pacific/Africa and Americas up, Europe down ▶ High level of R&D spending maintained ▶ Further steps to implement successful strategy

EXPECTATIONS FOR 2009/2010.

▶ Still no fundamental improvement in economic situation at start of new fiscal year ▶ Wincor Nixdorf embarks on another challenging fiscal year in stable position supported by ProFuture growth/improvement program and a stronger balance sheet ▶ Further downturn in sales and operating profit anticipated for year as whole, albeit no greater than previous year ▶ Industry trends remain intact – retail banking and retail industry still under pressure from competition. Accordingly, Wincor Nixdorf's medium-term targets for net sales and EBITA remain unchanged at plus 6% and plus 8%

PRIORITIZING OUR CUSTOMERS' TARGETS.

Wincor Nixdorf can no longer be summed up in a few simple words as a “manufacturer of ATMs and checkout systems.” Now that the Company has transformed itself into a provider of IT solutions for retail banks and retailers, every year our portfolio becomes increasingly complex and harder to envisage.

It is for this reason that once again we have chosen four sections of our annual report to provide a broad outline of what we understand by the terms ▶ Cash Cycle Management, ▶ Automated Sales and Marketing Processes, ▶ Automated Checkout and ▶ Managed Services/Outsourcing. Above all, we focus on the goals pursued by our customers when they choose to implement our systems: ▶ increased productivity, ▶ lower costs, ▶ enhanced customer appeal, ▶ fewer inventory discrepancies, ▶ improved availability, ▶ better customer retention and ▶ more transparency ...

To find out more, please see pages 30 et seq., 44 et seq., 54 et seq. and 68 et seq.

There's also a good chance that you will see for yourself, on your next trip to the shops or the bank, or when you fill up at the service station. Experience meets Vision.