

## **Restrained quarterly performance as anticipated – Further decline in net sales and earnings during first nine months.**

- ▶ Net sales: down 3%
- ▶ Operating profit (EBITA): down 12%
- ▶ Profit for the period: down 8%
- ▶ Continued inconsistency in regional business performance.
  - Germany: up 5%
  - Europe: down 13%
  - Asia/Pacific/Africa: down 16%
  - Americas: up 56%
- ▶ Encouraging revenue growth for Software/Services (+7%); Hardware business remains under pressure (–10%).
- ▶ Contraction in net sales within Banking segment (–5%); net sales expand within Retail segment (+3%)

**Outlook for current fiscal year remains unchanged.**

## **KEY EVENTS.**

**High-end Solutions for Checkout Achieve Top Grades in Europe.** According to the latest figures published by the British market research company Retail Banking Research (RBR), Wincor Nixdorf installed the largest number of high-end solutions for self-checkouts in the retail industry within the most expansive market – Europe – in 2009. The company's share of newly installed solutions was 46 percent.

**Important Milestones for Software Platforms.** Committed to expanding its Software/Services business, Wincor Nixdorf has been generating steady growth within this area in recent months. The 100,000<sup>th</sup> license of Wincor Nixdorf's TP Application Suite bears testimony to the company's success in the field of software developed for the retail industry. The software application for retail chains provides the foundation for a solutions architecture comprising various components that can be extended on a modular basis. It is tailored specifically to meet the requirements of retail groups operating in the international arena. Elsewhere, the PC/E Suite for banks also reached an important milestone as it continued its success story. As one of the first software solutions for payment applications, it was certified according to the "Payment Card Industry Data Security Standard" (PCI-DSS). Prescribed by all credit card organizations, the

international data security standard specifies requirements relating to credit card transactions.

**Award-winning Innovations.** Several solutions developed by Wincor Nixdorf received awards of international significance in the period under review. Wincor Nixdorf, for instance, was one of twenty companies to be honored by the U.S. magazine Bank Technology News in the category of "The Innovators", which acknowledges pioneering products and services for the financial services sector. Wincor Nixdorf was selected on the merit of its software solution for mobile money transactions. It allows the transfer of money via an ATM which can subsequently be withdrawn by the recipient from an authorized ATM by means of his or her mobile phone. The company also received a coveted design award for two systems within the new CINEO product range, which forms an integral element of the Cash Cycle Management Solutions recently unveiled by Wincor Nixdorf: the "red dot design award" was conferred by an international jury in recognition of the exemplary combination of functionality and design displayed by a transaction terminal and a cash system within the CINEO line. In total, 4,252 applications submitted by more than 1,600 companies from 57 countries took part in the competition.