# **REPORT** FOR THE FIRST THREE QUARTERS

2006

SPECIALISTS FOR SURFACE TECHNOLOGIES

Q3



AKTIENGESELLSCHAFT

1 January to 30 September

# » OVERVIEW

### SURTECO GROUP

|  |                     | Q 3                |                   |                     | Q 1-3              |                   |
|--|---------------------|--------------------|-------------------|---------------------|--------------------|-------------------|
| € 000s   | 1/7/ -<br>30/9/2005 | 1/7 -<br>30/9/2006 | Variation<br>in % | 1/1/ -<br>30/9/2005 | 1/1 -<br>30/9/2006 | Variation<br>in % |
| Sales revenues   | 97,165              | 98,888             | +2                | 296,125             | 304,548            | +3                |
| of which<br>- Germany<br>- Foreign                                 | 35,040<br>62,125    | 34,677<br>64,211   | -1<br>+3          | 108,608<br>187,517  | 109,144<br>195,404 | 0<br>+4           |
| EBITDA   | 16,399              | 17,028             | +4                | 51,880              | 53,186             | +3                |
| EBIT   | 12,127              | 12,408             | +2                | 38,684              | 39,623             | +2                |
| Result from ordinary activities before restructuring expenses      | 9,143               | 9,911              | +8                | 31,213              | 33,525             | +7                |
| Restructuring expenses   | 0                   | 0                  |                   | -4,267              | 0                  |                   |
| Result from ordinary activities after restructuring expenses (EBT) | 9,143               | 9,911              | +8                | 26,946              | 33,525             | +24               |
| Net income   | 5,293               | 6,214              | +17               | 16,126              | 20,921             | +30               |
| Minority interest  | 38                  | -52                |                   | -161                | -182               |                   |
| Consolidated net income  | 5,331               | 6,162              | +16               | 15,965              | 20,739             | +30               |
| Net income per share (€)   | 0.48                | 0.56               | +16               | 1.46                | 1.87               | +28               |
| Cash flow from operating activities                                | 9,782               | 13,478             | +38               | 30,414              | 35,854             | +18               |
| EBIT margin in %   | 12.5                | 12.5               | 0                 | 13.1                | 13.0               | 0                 |
| Net financial liabilities at 30 September                          | 145,035             | 134,519            | -7                | 145,035             | 134,519            | -7                |
| Gearing (debt ratio) at 30 September in %                          | 103                 | 84                 | -18               | 103                 | 84                 | -18               |
| Capital ratio at 30 September in %                                 | 37.4                | 42.4               | +13               | 37.4                | 42.4               | +13               |
| Number of employees at 30 September                                | 2,124               | 2,059              | -3                | 2,124               | 2,059              | -3                |

### » DEAR SHAREHOLDERS, PARTNERS AND FRIENDS OF OUR COMPANY

### Global economy continues to grow

According to the International Monetary Fund (IMF), the global economy has continued to develop positively during the course of 2006. Against this background, the IMF is forecasting an increase in international economic output of 5.1 % for the year as a whole. In the USA, an increase in growth of 3.4 % is still anticipated, despite a marked easing in the economy during the 2nd guarter resulting from a cool-down in the real-estate market. The economies in the euro zone are continuing to grow. Growth there is projected to reach 2.4 % in 2006. This positive trend is mainly being driven by the gratifying performance in Germany. Economic activity there is gathering pace, with the IMF predicting that gross domestic product will go up by 2.0 % during the year 2006. According to the International Monetary Fund, expansion of the Japanese economy is being sustained. The increase in gross domestic product during this year is projected to amount to 2.7 %. The developing economies of the emerging markets continue to be extremely dynamic, with the IMF predicting growth rates of 10.0 % and 8.3 % respectively for China and India. Eastern Europe is also continuing to develop positively with an increase of 5.3 %. Development of the Russian economy is predicted to reflect development in the previous year and grow by 6.5 %.

## Export business gives helping hand in the furniture sector

The brighter prospects for the economic climate and the slight upturn in private consumption are also positively reflected in the development of the furnishing industry – important for the operating business of SURTECO AG. The Federation of the German Furniture Industry (VDM) announced that export business in particular had undergone very gratifying development with export rates of more than 10 % during the first half of 2006. By contrast, domestic demand had remained at a more modest level with nominal growth of 0.5 %. Driven by significant increases in cost on the raw materials side, in particular in wood-based materials, the furnishing industry announced price increases of up to 8 % for 2006. However, it should be taken into account here that the trend towards what are in some cases huge price discounts in the furnishing trade remains unchanged.

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### » SALES AND MARKETS

#### Consolidated sales increase

During the third quarter of 2006, consolidated sales rose by 2 % to  $\in$  98.9 million by comparison with the equivalent year-earlier period. While business in Germany eased slightly over the course of this year (-1 %) for the first time, foreign business generated three-percent growth with sales of  $\in$  64.2 million, primarily focused on Europe and Australia.

An increase in consolidated sales to  $\leqslant$  304.5 million (+3 %) emerged for the first three quarters. Domestic business remained at the level of the previous year amounting to  $\leqslant$  109.1 million, with foreign markets achieving a four-percent increase at  $\leqslant$  195.4 million. The proportion of foreign sales at the SURTECO Group increased from 63 to 64 % as a result

### **Strategic Business Unit Plastics**

During the first nine months of 2006, the companies of the Döllken Group, which represents the Strategic Business Unit (SBU) Plastics within SURTECO AG, increased sales by 4 % to  $\in$  174.4 million. Foreign business went up by 8 % to  $\in$  111.6 million. Business in Germany fell short of the previous year's figure by nearly  $\in$  0.7 million at  $\in$  62.8 million.

During the months of July to September 2006, sales in the SBU Plastics exceeded the figure for the equivalent year-earlier period by 3 % at € 57.4 million. An increase in foreign markets (+7 %) compared with a decline of 3 % in Germany, primarily due to the do-it-yourself (DIY) store and facade business.

As a consequence of development in the domestic market, the management of Döllken & Praktikus GmbH, the leading supplier in flooring and kitchen worktops for the DIY retail trade, has restructured its product range. The product portfolio is being consistently streamlined. Innovative in-house products and profitable supplements to the range will form the future focus of business activity. Segments that have generated poor margins to date will be discontinued. Döllken & Praktikus is adopting the trend emerging in the trade with purchasers wanting to buy direct from manufacturers. In parallel, new in-house initiatives are coming onstream in a tough market environment, developed with creativity and designed to solve customers' problems.

The SBU Plastics generates some two thirds of the sales volume with edging tapes. Compared with the equivalent year-earlier period in 2005, sales of edging tapes again went up during the third quarter of the year under review, recording an increase of 9 %. The increase during the reporting period amounts to 10 %. Development in this area is also gratifying in Germany, where sales increased by 7 %. Continual expansion of market share represents a success for the product range of the SBU Plastics, which is consistently tailored to customers' requirements. Alongside new and unique refinements adding value to finishes, the focus has been on successful expansion of the product range in thin edgings.

Skirting business for professional floor-layers underwent positive development, particularly in Eastern Europe, with sales increasing by 7 % during the reporting period.

### **Strategic Business Unit Paper**

During the third quarter of 2006, sales of the SBU Paper remained at the level of the previous year with € 41.5 million. An increase of 2 % was reported in Germany with € 14.6 million, whereas foreign business fell back by 1 % to € 26.9 million. The reporting period from January to September saw a slight increase in growth to € 130.1 million (+1 %). Utilization of capacity by our German customers in the areas of flat-pack furniture, panelling and doors continued weak. Only the caravan industry maintained operations at high levels of capacity. An upswing in the face of the imminent increase in value added tax has not yet emerged in most sales areas. However, the SBU Paper achieved a sales increase of 3 % to € 46.3 million in Germany. Sales in other sales regions remained exactly at the level of the previous year with € 83.8 million. This corresponds to the forecast made by the Sales Department for most export countries of the SBU Paper, which mostly reported stabilization of the economic situation. The SBU Paper only recorded slight shifts in the product portfolio compared with the first three guarters of 2005. Edgings based on paper remained unchanged, pre-impregnated and postimpregnated flat foils declined by € 2.8 million. However, this was compensated by a further increase in decorative printing from € 11.0 million to € 14.3 million.

#### » EXPENSES

# Proportion of personnel costs to total output continues to decline

The availability and the delivery times of raw materials for production were for the most part unproblematic during the period under review. However, the development on the cost side remained negative. This mainly affected intermediate products for the plastics segment – in particular PVC and ABS – and key chemical components in the SBU paper. Purchase costs for technical raw papers have so far remained basically stable during the current year. The proportion of costs of material to total output increased by 0.6 percentage points to 43.2 %.

On 30 September 2006, the SURTECO Group employed a workforce of 2,059 employees. Compared with the equivalent year-earlier figure, this represents a decline of 65 employees or 3 %. Compared with the end of 2005, this represents a reduction of 2 % (50 employees). Personnel costs amounted to € 75.0 million (1-9/2005: € 76.2 million) during the period under review. Personnel costs fell significantly – favoured by the company-based collective agreement in place since January 2006, which permits extended weekly working time and more flexibility – by 1.2 percentage points to 24.4 %.

The other operating expenses amounted to € 48.7 million. The difference by comparison with the equivalent year-earlier figure (€ 45.5 million) is the consequence of higher consultancy costs and additional freight expenses resulting from the increased foreign volume.

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### » EARNINGS

### Significant EBT increase after nine months

The SURTECO Group generated an operating result (EBITDA) of  $\leqslant$  17.0 million (+4 %) in the third quarter. The EBITDA margin at 17.2 % was slightly above the figure for the previous year. EBIT during the third quarter of 2006 amounted to  $\leqslant$  12.4 million. This corresponds to an increase of 2 %. The corresponding EBIT margin again reached 12.5 %.

During the months from July to September 2006, the SURTECO Group achieved earnings from ordinary activities (EBT) amounting to  $\leqslant$  9.9 million (+8%). The result for the period under review and consolidated earnings for the period ( $\leqslant$  6.2 million) exceeded the figure for the previous year by 17 % and 16 % respectively.

Earnings per share were  $\leq$  0.56 (3rd quarter 2005:  $\leq$  0.48) on the basis of 11,075,522 shares issued.

The results at 30 September 2006 are gratifying overall. The operating result at € 53.2 million increased by 3 %, EBIT at € 39.6 million increased by 2 %. The EBITDA margin amounted to 17.5 % (2005: 17.5 %), the EBIT margin was 13.0 % (2005: 13.1 %). Earnings from ordinary activities before restructuring expenses were € 2.3 million above the figure for the previous year. In this context, it should be taken into account that the restructuring expenses amounting to € 4.3 million in 2005 were not subject to comparable burdens during the year under review. Earnings from ordinary activities after restructuring expenses (EBT) accordingly demonstrated an increase of 24 %. Adjusted by these expenses from the previous

year, SURTECO would have experienced growth of 7 % in a nine-month comparison of pre-tax profit.

The result for the period increased by  $\leq$  4.8 million to  $\leq$  20.9 million (+30 %) during the first nine months of 2006, and consolidated earnings for the period under review increased by  $\leq$  4.8 million to  $\leq$  20.7 million (+30 %).

Earnings per share after three quarters amounted to  $\leq$  1.87 (2005;  $\leq$  1.46).

# » NET ASSETS AND FINANCIAL POSITION Equity ratio continues to improve

Equity ratio continues to improve

Balance-sheet ratios continued to improve during the first nine months of 2006 compared with year-end 2005. Working capital increased slightly from  $\leqslant$  62.7 million (31/12/2005) to  $\leqslant$  64.8 million. Sales revenues increased by 3%, but higher inventories of raw materials on account of increased prices resulted in an increase in inventories of 8.5 % and higher trade accounts payable.

Property, plant and equipment included additions amounting to € 13.4 million at 30 September 2006. Depreciation and amortization amounted to € 13.6 million. Process improvements and optimization were the focus of investments. The slight decline in the value of goodwill is exclusively due to the influence exerted by exchange rates. The reduction of long-term financial debt continued as planned. After nine months, debt amounted to € 79.5 million (31/12/2005: € 102.6 million) during the year under review. Net finan-

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cial debt was reduced overall by a further 7 % from  $\in$  145.0 million to  $\in$  134.5 million. As a result of the improved result, the equity ratio improved from 40.2 % (start of year) to 42.4 %. The gearing ratio, i.e. the ratio of net financial debt to equity capital, fell significantly from 103 % to 84 %.

#### **Performance of Free Cash Flow**

| € 000s   | 1/1/ -<br>30/9/2006 |
|--|---------------------|
| Cash inflow from operating activity  | 35,856              |
| Tax payments   | -9,484              |
| Investments in property, plant and equipment (without financial investments) | -12,939             |
| Free Cash Flow   | 13,433              |

### » RESEARCH AND DEVELOPMENT Innovative plastic surfaces

The success of SURTECO products is largely based on the innovative capability of the company and rapid adaptation to customers' requirements. Accordingly, product innovations are developed in very close cooperation with customers with the aim of further expanding the leading competitive position and enhancing profitability.

The activities of the SBU Plastics during recent months were directed towards the development of decorative printing and implementation of new surface structures in the area of edgings. The intention here was to contribute to attaining a position that was further differentiated from the competition.

A special design of printing cylinder combined with very precise edging guides in the extrusion process permitted a decorative printing procedure to be developed that featured a parallel line configuration in different colours. An additional improvement was originated in metallic finishes. The use of a special printing cylinder generated a very refined micrograph that gives the edgings the typically metallic character.

The role of embossing is increasing in the development of edging design. An innovative, very versatile version of embossing involves refining the "paper surface" of worktop coatings. The unfocused, unaligned contours provide a visual and tactile simulation of a paper structure. The principle of industrial production at SBU Paper is based on the "roll to roll" production method. A wide range of different refinement processes is carried out on the materials during the automated process. The quality of these processes requires precise visual observation on the machine

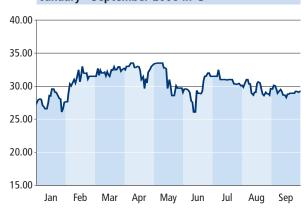
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and standardized inspection of selected samples following each manufacturing stage. During the course of a project, the SBU Paper is now taking the process a stage further and examining innovative track observations systems for automatic identification of even the smallest production or raw-material faults. Successful implementation of such systems promises substantial advantages for customers and for the manufacturing process. Customers benefit from even higher levels of consistent quality. Automation of inspections provides the SBU Paper with an exceptionally high level of precision. It also enables machine speeds and hence productivity to be increased for the long term.

### » SURTECO SHARES

| Period January - September 2006                                   |                                  |
|---|----------------------------------|
| Number of shares<br>Free float in %                               | 11,075,522<br>14.5               |
| Price on 2/1/2006 in € Price on 30/9/2006 in € High in € Low in € | 28.00<br>29.64<br>34.00<br>26.50 |
| Market capitalization<br>as at 30/9/2006 in € millions            | 328,278                          |

# Share price performance of the SURTECO share January - September 2006 in €



# » OUTLOOK FOR THE FISCAL YEAR 2006

The third quarter of 2006 did not entirely live up to our expectations. In particular, price increases in raw materials impacted negatively on the result. However, performance confirmed the forecast for the current business year that we already published in the first quarter of 2006 with the outlook for the year.

We believe that our forecast for 2006 has been confirmed, with moderate sales growth and slightly above-average earnings performance. We are assuming that the overall economic framework conditions and the situation in the foreign-exchange and commodity markets will not change any further during the remainder of the year.

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# » CONSOLIDATED INCOME STATEMENT

### **SURTECO GROUP**

|  | Q 3   |            | Q 1-3                |                      |  |
|--|---|------------|----------------------|----------------------|--|
| € 000s   | 1/7/ - 30/9/ 1/7/ - 30/9/<br>2005 <b>2006</b> |            | 1/1/ - 30/9/<br>2005 | 1/1/ - 30/9/<br>2006 |  |
| Sales revenues   | 97,165  | 98,888     | 296,125              | 304,548              |  |
| Changes in inventories   | 506   | 34         | 595                  | 1,682                |  |
| Production of own fixed assets capitalized                         | 191   | 281        | 654                  | 503                  |  |
| Total output   | 97,862  | 99,203     | 297,374              | 306,733              |  |
| Cost of purchased materials  | -41,999                                       | -42,326    | -126,719             | -132,449             |  |
| Personnel expenses   | -26,339                                       | -25,070    | -76,157              | -74,966              |  |
| Other operating expenses   | -14,056                                       | -15,481    | -45,477              | -48,746              |  |
| Other operating income   | 931   | 702        | 2,859                | 2,614                |  |
| EBITDA   | 16,399  | 17,028     | 51,880               | 53,186               |  |
| Depreciation and amortization                                      | -4,272  | -4,620     | -13,196              | -13,563              |  |
| EBIT   | 12,127  | 12,408     | 38,684               | 39,623               |  |
| Financial result   | -2,984  | -2,497     | -7,471               | -6,098               |  |
| Result from ordinary activities before restructuring expenses      | 9,143   | 9,911      | 31,213               | 33,525               |  |
| Restructuring expenses   | 0   | 0          | -4,267               | 0                    |  |
| Result from ordinary activities after restructuring expenses (EBT) | 9,143   | 9,911      | 26,946               | 33,525               |  |
| Income tax   | -3,850  | -3,697     | -10,820              | -12,604              |  |
| Net income   | 5,293   | 6,214      | 16,126               | 20,921               |  |
| Minority interest  | 38  | -52        | -161                 | -182                 |  |
| Consolidated net income  | 5,331   | 6,162      | 15,965               | 20,739               |  |
| Net income per share (€)   | 0.48  | 0.56       | 1.46                 | 1.87                 |  |
| Number of shares issued  | 11,075,522                                    | 11,075,522 | 11,075,522           | 11,075,522           |  |

The restructuring expenses transferred in 2005 were reported under personnel expenses and other operating expenses in accordance with the actual distribution.

370,121

375,760

### » CONSOLIDATED BALANCE SHEET SURTECO GROUP

31/12/2005 30/9/2006 € 000s **ASSETS** Cash and cash equivalents 2,209 3,732 Trade accounts receivable 33,839 34,701 Inventories 53,868 58,475 Other current assets 11,164 12,048 **Current assets** 101,080 108,956 Property, plant and equipment, net 156,048 155,501 Intangible assets 4,691 4,350 Goodwill 98,027 97,783 Investments 167 167 Investments in associated companies 1,750 1,762 Other non-current assets 1,420 1,499 **Non-current assets** 262,103 261,062 **Deffered tax assets** 6,938 5,742

# CONSOLIDATED BALANCE SHEET

| € 000s                                      | 31/12/2005 | 30/9/2006 |
|---|------------|-----------|
| LIABILITIES AND SHAREHOLDERS' EQUITY        |            |           |
| Current financial liabilities               | 34,256     | 58,805    |
| Trade accounts payable                      | 20,736     | 24,833    |
| Tax liabilities                             | 12,543     | 5,890     |
| Short-term accrued expenses                 | 4,273      | 3,511     |
| Other current liabilities                   | 16,675     | 15,366    |
| Total short-term liabilities and provisions | 88,483     | 108,405   |
|   |            |           |
| Non-current financial liabilities           | 102,570    | 79,446    |
| Pensions and similar obligations            | 13,085     | 13,298    |
| Other non-current liabilities               | 353        | 341       |
| Non-current liabilities                     | 116,008    | 93,085    |
| Deferred tax liability                      | 16,663     | 15,074    |
| Capital stock                               | 11,076     | 11,076    |
| Reserves                                    | 115,364    | 126,503   |
| Net profit                                  | 21,831     | 20,739    |
| Capital attributable to shareholders        | 148,271    | 158,318   |
| Minority interest                           | 696        | 878       |
| Equity capital                              | 148,967    | 159,196   |
|   | 370,121    | 375,760   |

# » CONSOLIDATED CASH FLOW STATEMENT

### SURTECO GROUP

|  | Q 1-                 | Q 1-3                |  |  |
|--|----------------------|----------------------|--|--|
| € 000s   | 1/1/ - 30/9/<br>2005 | 1/1/ - 30/9/<br>2006 |  |  |
| Earnings before Interest and Income Tax                        | 26,946               | 33,525               |  |  |
| Reconciliations for cash flow from current business operations | 14,939               | 14,642               |  |  |
| Internal financing   | 41,885               | 48,167               |  |  |
| Change in net current assets                                   | -15,148              | -21,797              |  |  |
| Cash flows from current business operations                    | 26,737               | 26,370               |  |  |
| Cash flow from investing activites                             | -21,585              | -12,939              |  |  |
| Cash flow from financing activities                            | -3,725               | -11,908              |  |  |
| Change in cash and cash equivalents                            | 1,427                | 1,523                |  |  |
| Cash and cash equivalents                                      |                      |                      |  |  |
| 1 January  | 4,480                | 2,209                |  |  |
| 30 September   | 5,907                | 3,732                |  |  |

### » SCHEDULE OF EQUITY CAPITAL SURTECO GROUP

| € 000s                  | Capital<br>stock | Capital<br>reserves | Other com-<br>prehensive<br>income |        | Consolidated net retained profits | Minority<br>interest | Total   |
|-------------------------|------------------|---------------------|------------------------------------|--------|-----------------------------------|----------------------|---------|
| 31 December 2004        | 10,576           | 35,860              | 0                                  | 50,637 | 18,205                            | 1,331                | 116,609 |
| Dividend payout         | 0                | 0                   | 0                                  | 0      | -8,860                            | 0                    | -8,860  |
| Consolidated net income | 0                | 0                   | 0                                  | 0      | 15,965                            | 161                  | 16,126  |
| Capital increase        | 500              | 14,556              | 0                                  | 0      | 0                                 | 0                    | 15,056  |
| Other changes           | 0                | 0                   | 0                                  | 11,247 | -9,192                            | -591                 | 1,464   |
| 30 September 2005       | 11,076           | 50,416              | 0                                  | 61,884 | 16,118                            | 901                  | 140,395 |
| 31 December 2005        | 11,076           | 50,416              | -404                               | 65,352 | 21,831                            | 696                  | 148,967 |
| Dividend payout         | 0                | 0                   | 0                                  | 0      | -8,860                            | 0                    | -8,860  |
| Consolidated net income | 0                | 0                   | 0                                  | 0      | 20,740                            | 182                  | 20,922  |
| Other changes           | 0                | 0                   | 0                                  | 11,139 | -12,972                           | 0                    | -1,833  |
| 30 September 2006       | 11,076           | 50,416              | -404                               | 76,491 | 20,739                            | 878                  | 159,196 |

# » SEGMENT REPORTING SURTECO GROUP

### SALES REVENUES AND FINANCIAL RESULTS BY STRATEGIC BUSINESS UNITS

|               | Segment            | revenues           | Operating segment earnings before interest (financial result) and taxes |                    |  |
|---------------|--------------------|--------------------|---|--------------------|--|
| € 000s        | 1/1/-30/9/<br>2005 | 1/1/-30/9/<br>2006 | 1/1/-30/9/<br>2005  | 1/1/-30/9/<br>2006 |  |
|               |                    |                    |   |                    |  |
| SBU Plastics  | 170,438            | 178,124            | 27,104  | 27,312             |  |
| SBU Paper     | 129,974            | 131,712            | 13,686  | 15,688             |  |
| SURTECO AG    | 0                  | 0                  | -2,188  | -3,530             |  |
| Consolidation | -4,287             | -5,288             | 82  | 153                |  |
| SURTECO Group | 296,125            | 304,548            | 38,684  | 39,623             |  |

### **SALES REVENUES BY REGIONAL MARKETS**

|                          | SURTECO Group  |                |  |
|--------------------------|----------------|----------------|--|
| € 000s                   | 1/1/-30/9/2005 | 1/1/-30/9/2006 |  |
|                          |                |                |  |
| Germany                  | 108,704        | 109,299        |  |
| Europe (without Germany) | 113,704        | 122,114        |  |
| America                  | 54,282         | 51,991         |  |
| Asia, Australia, Others  | 23,722         | 26,432         |  |
|                          | 300,412        | 309,836        |  |
| Consolidation            | -4,287         | -5,288         |  |
| Total SURTECO Group      | 296,125        | 304,548        |  |

# » SEGMENT REPORTING

#### SALES REVENUES BY REGIONAL MARKETS

|                          | SBU Plastics   |                |  |
|--------------------------|----------------|----------------|--|
| € 000s                   | 1/1/-30/9/2005 | 1/1/-30/9/2006 |  |
|                          |                |                |  |
| Germany                  | 63,524         | 62,833         |  |
| Europe (without Germany) | 51,066         | 58,269         |  |
| America                  | 39,291         | 38,765         |  |
| Asia, Australia, Others  | 16,557         | 18,257         |  |
|                          | 170,438        | 178,124        |  |
| Consolidation            | -3,280         | -3,730         |  |
| Total SBU Plastics       | 167,158        | 174,394        |  |

|                          | SBU Paper      |                |  |
|--------------------------|----------------|----------------|--|
| € 000s                   | 1/1/-30/9/2005 | 1/1/-30/9/2006 |  |
| Germany                  | 45,180         | 46,466         |  |
| Europe (without Germany) | 62,638         | 63,845         |  |
| America                  | 14,991         | 13,226         |  |
| Asia, Australia, Others  | 7,165          | 8,175          |  |
|                          | 129,974        | 131,712        |  |
| Consolidation            | -1,007         | -1,558         |  |
| Total SBU Paper          | 128,967        | 130,154        |  |

This unaudited report of the SURTECO Group for the first nine months of 2006 is in accordance with the International Accounting Standard 34. The same accounting and valuation principles are applied as in the preparation of the consolidated financial statements for the year 2005. Changes resulting from the IFRS accounting standards, which had to be applied from 1 January 2006, were applied when the interim report was drawn up.

The interim report includes statements about the future. These statements are based on the assessments of the management of SURTECO, on assumptions made by SURTECO and on information that is currently available to SURTECO. The statements made about the future are only valid at the point in time when they are made. SURTECO does not intend to – and assumes no obligation – to update any forward-looking statements contained herein or to adapt such information to future results or developments.

### FINANCIAL CALENDAR

- 30 April 2007 Annual Report 2006
- 31 May 2007Three-month Report January March 2007
- 31 August 2007 Six-month Report January – June 2007
- 31 August 2007
  Annual General Meeting Gasteig, Munich
- 3 September 2007
  Dividend payout

#### Calculation of indicators:

EBIT margin in % EBIT/sales revenues

EBITDA margin in % EBITDA/sales revenues

Earnings per share in € Consolidated net income/number of shares

Gearing (debt level) in % (Current and non-current financial liabilities ./. liquid assets)/equity capital

Market capitalization in € Number of shares x share price on the balance sheet date

Cost of materials ratio in % Cost of materials/total output

Net financial debt in € (Current financial liabilities + non-current financial liabilities) ./. liquid assets

Personnel expense ratio in % Personnel expense ratio/total output

Return on sales in % (Consolidated net income + income tax)/sales revenues

Working Capital in € (Trade receivables + Inventories) ./. (Trade liabilities + short-term accrued reserves)

ISIN: **DE0005176903** 

TICKER SYMBOL: SUR





## Investor Relations and Press Officer

### Günter Schneller

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