# **ALLGEIER**



ALLGEIER SE INTERIM BUSINESS REPORT AS AT SEPTEMBER 30, 2014

SALES OF CONTINUING OPERATIONS (in EUR million)









With a growth strategy aimed at innovations and future trends along with an integrative business model, Allgeier combines the advantages of an international provider with the virtues of a midsize entrepreneurial enterprise.

Three segments with different technical or industry-specific focal points work together for more than 2,000 customers in virtually all sectors. With over 5,000 salaried employees and more than 1,200 freelance IT experts, Allgeier is a one-stop shop offering a comprehensive portfolio of solutions and services to its customers. Allgeier customers include globally active groups as well as innovative midsize enterprises, who want to secure strategic advantages through powerful IT solutions, intelligent software and flexible personnel services. The fast-growing group headquartered in Munich has more than 90 branches in German-speaking regions, the remainder of Europe and in India, Mexico and the USA.

In financial year 2013, the Allgeier Group generated consolidated sales of EUR 478 million. The company is listed in the General Standard of the regulated market at the Frankfurt Stock Exchange (WKN 508630, ISIN DE0005086300). Allgeier SE takes first place in the 2014 Lünendonk® list "Leading German midsize IT consulting and system integration firms". According to the Lünendonk® market segment study for 2014 "The market for recruiting, placement and management of IT freelancers in Germany", the Experts business area of Allgeier is among the top 3 IT personnel service providers in Germany.

For further information, current news about the company, customer references and case studies, please visit www.allgeier.com.

<b>KEY GROUP FIGURES</b> in EUR million*	Q3 2014	Q3 2013	Change in percent	Q1-Q3 2014	Q1-Q3 2013	Change in percent
Revenues	109.6	103.8	6%	309.5	303.9	2%
EBITDA	8.1	8.8	-9%	19.3	21.3	-9%
EBIT	4,9	6.2	-21%	10.2	13.1	-22%
EBT	4.5	5.4	-18%	8.1	9.7	-16%
Net income	2.7	3.6	-25%	5.0	6.5	-22%
Earnings per share (in EUR)	0.27	0.41		0.51	0.72	

	September 30, 2014	December 31, 2013	Change in percent
Total assets	282.3	289.3	-2%
Equity	101.3	94.7	7%
Number of permanent employees	5,052	4,319	17%
Number of freelance experts	1,272	1,349	-6%
Total number of employees	6,324	5,668	12%

Continuing operations according to IFRS

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# Business Development in Q3 2014

#### Allgeier was able to slightly increase its revenues in the first nine months of 2014

Thanks to the sales trend in the third quarter following stagnation in the first six months, Allgeier SE was able to slightly increase revenues in the first nine months of financial year 2014 (January 1, 2014 - September 30, 2014). EBITDA on the other hand remained behind the same period last year. The figures as of September 30, 2014 are once again affected by a change in the scope of consolidation: On October 30, 2014 Allgeier sold another business unit with Allgeier Group Benelux (Allgeier N.V., Belgium, Allgeier Computer BV, Netherlands, Allgeier S.A., Luxembourg, Allgeier Ltd., Cyprus and ALLGEIER BİLGİ İŞLEM SİSTEMLERİ DANISMANLIK VE TİCARET LİMİTED SİRKETİ, Turkey). This is reported under discontinued operations in the nine-month figures.

Development January 1, 2014 – September 30, 2014 Consolidated sales from continuing operations increased slightly in the first three quarters of 2014 compared to the first nine months of 2013, to EUR 309.5 million (continuing operations, prior year: EUR 303.9 million). EBITDA from continuing operations at EUR 19.3 million was 9 percent lower compared to the same period in the prior year (continuing operations, prior year: EUR 21.3 million). EBIT (earnings before interest and taxes) from continuing operations was EUR 10.2 million (continuing operations, prior year: EUR 13.1 million). The corresponding EBT (earnings before taxes) came in at EUR 8.1 million (continuing operations, prior year: EUR 9.7 million). After deducting taxes of EUR 3.1 million (continuing operations, prior year: EUR 3.2 million), Allgeier in the first nine months of 2014 had results for the period from continuing operations of EUR 5.0 million (continuing operations, prior year: EUR 6.5 million).

The group as a whole (continuing and discontinued operations), because of the disposal that took place before the reporting date of September 30, 2014, had higher results of EUR 6.0 million (prior year: EUR 5.3 million).

The undiluted earnings per share from continuing operations, calculated on the nine-month results reduced by the share

of non-controlling interests, fell to EUR 0.51 in the first three guarters of 2014 (continuing operations, prior year: EUR 0.72). The undiluted earnings per share for the group as a whole, calculated on the nine-month results reduced by the share of non-controlling interests, rose to EUR 0.63 in the first three quarters of 2014 (prior year: EUR 0.60).

The operating cash flow from continuing operations before working capital changes increased in the reporting period, to EUR 16.2 million (prior year: EUR 15.3 million). Including the change in working capital, the operating cash flow due to effects on the balance sheet date was EUR 0.5 million (prior year: EUR 3.2 million). The cash flow with respect to investment activities was EUR -13.6 million in the first nine months of 2014 (prior year: EUR -0.1 million). This includes payments with respect to acquisition activities in the amount of EUR 10.3 million (prior year: EUR 3.3 million). The net cash flow from financing activities in the first nine months of 2014 was negative at EUR -0.4 million (prior vear: EUR 9.4 million).

#### Q3 2014 (July 1, 2014 – September 30, 2014)

In the third quarter of 2014, the group companies of Allgeier SE were able to increase their sales from continuing operations by 6 percent to EUR 109.6 million (continuing operations – prior year: EUR 103.8 million). EBITDA from continuing operations was EUR 8.1 million (continuing operations - prior year: EUR 8.8 million). Accordingly EBIT from continuing operations was EUR 4.9 million (continuing operations - prior year: EUR 6.2 million).

#### Key points of the balance sheet

On the reporting date of September 30, 2014, the Allgeier Group has a solid financial and net assets position. The development of the Allgeier Group's financial and net assets position is defined by changes in business operations and the scope of consolidation of the Allgeier Group due to the acquisition and disposal of group companies, as well as associated changes in the financing and equity capital structure. Allgeier Benelux sold in October of 2014 has been reported under discontinued operations since September 30, 2014. The assets of the business in the amount of EUR 2.8 million and liabilities of EUR 2.0 million have been summarised in

separate balance sheet items since then. The business is ties increased correspondingly at the end of Q3 2014, from expected to be fully deconsolidated as at October 31, 2014. EUR 100.3 million on December 31, 2013 by EUR 16.3 million to EUR 116.6 million. The Allgeier Group expects follow-up The Allgeier Group expects minor positive proceeds from the disposal. At the end of the first three quarters of financing for the financial liabilities due in March of 2015 2014, the Allgeier Group has freely available cash and in the amount of EUR 30 million. cash equivalents of EUR 33.7 million (December 31, 2013: EUR 50.3 million). In addition, it has unused credit line volumes Acquisitions and factoring as well as investments in securities totalling EUR 9.1 million (December 31, 2013: EUR 2.7 million) On July 31, 2014 the Allgeier Group concluded a contract to reported on the balance sheet under other financial assets. purchase the material assets, employees and customers of These assets continue to form the basis of sustaining the the software company Metasonic AG in Pfaffenhofen near growth strategy and taking advantage of acquisition Munich. With this step, Allgeier is strengthening the prod-

opportunities in the market. uct portfolio in the Solutions business area with respect to its strategic focus on high-growth software solutions, lay-Total assets fell slightly in the first nine months of ing the foundation for further international development 2014 to EUR 282.3 million on September 30, 2014 into a software vendor and service provider. Metasonic compared to the 2013 year end (December 31, 2013: with the Metasonic® Suite offers software of the latest EUR 289.3 million). The decrease in total assets compared generation and a platform for dynamic process applicato December 31, 2013 is mainly due to seasonal fluctuations. The basis of Metasonic® Suite is subject-oriented tions and factors on the balance sheet date affecting workbusiness process management (S-BPM), making it possible ing capital, the payment of dividends on results for financial to map process sequences meaningfully with one-to-one year 2013 to the shareholders of Allgeier SE in the second correspondence to reality in just one model (equally for quarter and the payments with respect to acquisition activibusiness and IT). This allows customers to manage their ties in the first three quarters of 2014. complex business processes with much greater efficiency and agility. The software, which is marketed worldwide, Non-current assets at EUR 133.4 million on September 30. is already being used successfully by a number of major 2014 remained virtually unchanged compared to international customers. With this transaction, Allgeier December 31, 2013 at EUR 135.6 million. Current assets underscores the comprehensive strategy of focusing on decreased from EUR 153.7 million at the end of financial year high-growth business areas with above-average growth 2013, by EUR 4.8 million to EUR 148.9 million on the balance potential and excellent future prospects. For the acquired sheet date. Trade receivables fell from EUR 81.3 million assets and rights, an amount of EUR 0.9 million was paid by EUR 7.9 million to EUR 73.4 million while inventories out in the third quarter of 2014.

and other assets increased from EUR 22.1 million by EUR 19.7 million to EUR 41.8 million.

In October of 2014, the Allgeier subsidiary mgm technology partners GmbH acquired 70 percent of SecureNet GmbH, On the other side of the balance sheet, consolidated equity both based in Munich. With this transaction, the two increased from EUR 94.7 million on December 31, 2013 by companies are bundling their expertise in the security of EUR 6.6 million to EUR 101.3 million on September 30, 2014. web applications in the new mgm company "mgm secu-In the first nine months of 2014, the equity ratio increased rity partners GmbH". Founded in 1998, SecureNet was the from 32.7 percent at the end of 2013 to 35.9 percent on first German software company to specialise in the secuthe reporting date. Non-current liabilities dropped from rity of web applications. SecureNet supports and advises EUR 94.3 million at the end of 2013 by EUR 29.9 million to companies and development teams on the topic of soft-EUR 64.4 million on September 30, 2014. This was due to ware security, and performs security analyses in the form of source code analysis and penetration tests. Its customthe transfer posting of some non-current financial liabilities to current financial liabilities. Current financial liabiliers include major companies in the automobile industry,

logistics sector and finance. The merger of SecureNet GmbH with mgm technology partners GmbH as the new company's majority shareholder expands and strengthens the Allgeier division mgm technology partners, which has focused on the development of modern, highly scalable and secure web applications for twenty years, adding the expertise and performance of the specialist for the security of web-based and mobile software technologies that has held a strong position for 16 years.

#### Sale of DIDAS Business Services GmbH

July 3, 2014 was the closing date for the sale of the Allgeier subsidiary DIDAS Business Services GmbH based in Langenfeld (DIDAS) to Cancom SE, Munich as agreed in April of 2014. The purchase price of EUR 10.0 million was paid by Cancom SE in shares. With the sale of DIDAS, the Allgeier Group disposed of assets valued at EUR 19.4 million and liabilities of EUR 12.0 million. After deducting the net assets and other expenses directly applicable to the transaction, the Allgeier Group had a gain on disposal of EUR 1.8 million.

# Assessments of the economic environment and outlook

#### Expected overall economic development

The organic growth of the group companies largely depends on the economic environment and, in particular, the development of the software and IT service market in Germany and other relevant markets. After an increase in Germany's gross domestic product (GDP) of merely 0.4 percent in 2013, the German economy will once again grow more guickly in the current 2014 financial year according to the annual economic report of the federal government. However, the economic environment cooled noticeably in the course of the year. German exports began to weaken in the third quarter and the business climate worsened significantly. Unfavourable economic data and growing uncertainty – in part due to international political crises - led to a clear price correction on the stock markets starting in the second half of September. The DAX fell by 1,000 points from mid-September to mid-October, losing around 12 percent of its value. After the federal government in its spring forecast still called for GDP growth of 1.8 percent for the current year, this expectation was corrected downward significantly in mid-October. Now the government predicts GDP growth of 1.2 percent for 2014. The forecast for the coming year was lowered as well, from the originally expected 2.0 percent to 1.3 percent. Challenging foreign trade conditions are mainly to blame for the restrained figures.

Demand in the domestic market on the other hand remains intact and the job market is robust. The Federal Ministry of the Economy expects an employment record for 2015.

#### Expectations for the IT sector

According to the current 45th industry barometer of the "BundesverbandInformationswirtschaft, Telekommunikation und neue Medien" (BITKOM), the information technology market is expected to grow slightly faster at 1.7 percent in 2014 compared to the prior year, to EUR 153.4 billion. According to the figures of the Federal Association for Information Technology, Telecommunications and New Media (BITKOM), European Information Technology Observatory (EITO), GfK and International Data Corporation (IDC), the information technology market which is particularly relevant for Allgeier will once again exhibit above-average growth at a rate of 2.9 percent to EUR 76.3 billion. This growth is mainly driven by the market for software, where disproportionately high growth continues to be expected at a predicted rate of 5.3 percent. The association also predicts above-average growth for the IT service market at 3.2 percent. Information technology growth is driven by market trends and technologies already successfully covered by Allgeier, which are being

purposefully expanded and strengthened. Next to the two most important market trends of IT security and cloud computing in 2014 according to the BITKOM industry survey, this primarily includes solutions for enterprise content management (ECM) and the analysis and evaluation of large data volumes in business processes known as big data. According to BITKOM, the market for solutions and services in the ECM environment in Germany is expected to grow by 6 percent to EUR 1.7 billion. According to calculations of the IT market research and consulting firm Crisp Research commissioned by BITKOM, the market for big data analysis in Germany will grow by 59 percent to EUR 6.1 billion in 2014 billion. By the year 2016, sales of corresponding datability solutions are expected to double again to EUR 13.6 billion.

The Management Board expects the dependency on IT in an increasingly globalized world to increase rather than decrease. In the identified industry growth segments, expected growth is significantly higher than the overall average. IT is subject to rapid change as well - fields that were current until now are being superseded and replaced by others. Thanks to its favourable position in growth and innovation segments, Allgeier finds the structural growth opportunities in the IT services and software field convincing.

# Report on events after the balance sheet date

On October 31, Allgeier SE called an extraordinary sharemanager Stéphane Horta in the form of a management holders' meeting for December 9, 2014. The Management buy-out. With this transaction, the Benelux units will Board and Supervisory Board of Allgeier SE propose further develop their profile and strengths independently concluding a profit and loss transfer agreement between in the future while continuing to work closely with Allgeier SE and its subsidiary Allgeier Experts SE in the Allgeier. A corresponding sales partnership for the shareholders' meeting. Allgeier solutions has been concluded. Allgeier itself will also continue developing the Benelux market through a On October 30, 2014 Allgeier sold Allgeier Benelux VAR partner network. The Allgeier Group expects minor (Allgeier N.V., Belgium, Allgeier Computer BV, Netherlands, positive proceeds from the disposal.

Allgeier S.A, Luxembourg, Allgeier Ltd., Cyprus and ALLGEIER LIMITED, Turkey) to the former general

#### Outlook

Based on the assessment of the economic environment and business development as described above, the company as it did in the semi-annual report stands by its detailed forecast with specific statements on the relevant performance indicators as well as the two segments, Solutions and Projects, published in the 2013 annual report. Similar to the semi-annual report, restrictions apply to the expected business development of the Experts segment in 2014 as shown on pages 10/11 of the semi-annual report. Therefore the predictions in the annual report for group as a whole in the second half of the year have to be gualified accordingly.

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# Unaudited interim business report as at September 30, 2014

for Allgeier SE according to Section 37x of the German Securities Trading Act (WpHG)

## CONSOLIDATED BALANCE SHEET OF ALLGEIER SE, MUNICH, ACCORDING TO IFRS AS OF SEPTEMBER 30, 2014 (UNAUDITED)

CONSOLIDATED BALANCE SHEET (in EUR thousand)						
		September 30, 2014	December 31, 2013			
ASSETS Contin operat	ons Discontinued		Continuing operations	Discontinued operations	Group	
Intangible assets 118	-15	118,864	117,937	-3,186	121,123	
Property, plant and equipment 11	-279	11,604	10,792	-865	11,657	
At-equity investments	78 0	78	78	0	78	
Other financial investments	24 0	24	23	0	23	
Other non-current financial assets 1	-10	1,215	571	-4	575	
Other non-current assets	60 -2	162	154	-300	453	
Deferred tax assets 1	-68	1,409	1,359	-371	1,731	
Non-current assets 132,	81 -373	133,355	130,915	-4,726	135,640	
Non-current assets132,Inventories11			<b>130,915</b> 3,062	<b>-4,726</b> -1,235	<b>135,640</b> 4,297	
	77 -72	11,148				
Inventories 11	177 -72 08 -1,303	11,148 73,411	3,062	-1,235	4,297	
Inventories11Trade receivables72Other current financial assets22	177 -72 08 -1,303	11,148     73,411     22,239	3,062 73,268	-1,235 -8,034	4,297 81,301	
Inventories11Trade receivables72Other current financial assets22Other current assets6	177   -72     08   -1,303     197   -142	11,148     73,411     22,239     6,950	3,062 73,268 9,106	-1,235 -8,034 -96	4,297 81,301 9,202	
Inventories11Trade receivables72Other current financial assets22Other current assets6	177   -72     08   -1,303     197   -142     54   -296     151   -59	11,148     73,411     22,239     6,950     1,510	3,062 73,268 9,106 5,862	-1,235 -8,034 -96 -829	4,297 81,301 9,202 6,691	
Inventories11Trade receivables72Other current financial assets22Other current assets6Income tax receivables1Cash and cash equivalents33	177   -72     08   -1,303     197   -142     54   -296     151   -59	11,148     73,411     22,239     6,950     1,510     33,690	3,062 73,268 9,106 5,862 1,876	-1,235 -8,034 -96 -829 -1	4,297 81,301 9,202 6,691 1,877	
Inventories11Trade receivables72Other current financial assets22Other current assets6Income tax receivables1Cash and cash equivalents33	177   -72     08   -1,303     197   -142     554   -296     151   -59     14   -576     320   2,820	11,148   73,411   22,239   6,950   1,510   33,690   0	3,062 73,268 9,106 5,862 1,876 46,653	-1,235 -8,034 -96 -829 -1 -1 -3,656	4,297 81,301 9,202 6,691 1,877 50,309	

# CONSOLIDATED BALANCE SHEET OF ALLGEIER SE, MUNICH, ACCORDING TO IFRS AS OF SEPTEMBER 30, 2014 (UNAUDITED)

CONSOLIDATED BALANCE SHEET (in EUR thousand)							
		S	eptember 30, 2014			December 31, 2013	
EQUITY AND LIABILITIES	Continuing operations	Discontinued operations	Group	Continuing operations	Discontinued operations	Group	
Subscribed capital	9,072	0	9,072	9,072	0	9,072	
Capital reserves	17,894	0	17,894	16,925	0	16,925	
Retained earnings	102	0	102	102	0	102	
Own shares	-1,152	0	-1,152	-1,971	0	-1,971	
Profit carried forward	65,701	0	65,701	66,575	0	66,575	
Results for the period	5,489	0	5,489	3,539	0	3,539	
Changes in equity recognised directly in equity	873	0	873	-1,927	0	-1,927	
Equity share of shareholders of the parent company	97,979	0	97,979	92,315	0	92,315	
Equity share of shareholders with non-controlling interest	3,350	0	3,350	2,429	0	2,429	
Equity	101,329	0	101,329	94,744	0	94,744	
Non-current financial liabilities	41,296	0	41,296	70,831	0	70,831	
Pension provisions	1,308	0	1,308	1,256	-1,036	2,292	
Other non-current provisions	887	0	887	766	0	766	
Other non-current financial liabilities	13,820	-37	13,858	12,030	0	12,030	
Other non-current liabilities	119	0	119	119	-557	676	
Deferred tax liabilities	6,925	0	6,925	7,702	0	7,702	
Non-current liabilities	64,355	-37	64,393	92,704	-1,593	94,297	
Current financial liabilities	40,300	0	40,300	4,716	0	4,716	
Other current provisions	11,460	-334	11,793	11,387	-2,642	14,029	
Trade payables	26,946	-230	27,176	29,404	-2,843	32,246	
Other current financial liabilities	20,022	-513	20,535	28,770	-2,280	31,050	
Other liabilities	9,842	-686	10,528	9,537	-1,140	10,677	
Income tax liabilities	6,086	-161	6,247	6,859	-701	7,559	
Liabilities held for disposal	1,961	1,961	0	11,198	11,198	0	
Current liabilities	116,617	37	116,580	101,871	1,593	100,277	
Equity and liabilities	282,302	0	282,302	289,318	0	289,318	

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME OF ALLGEIER SE, MUNICH, JANUARY 1 TO SEPTEMBER 30, 2014 (UNAUDITED)

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (in EUR thousand)										
		Group		Discontinued operations		Continuing operations				
Income statement	January 1, 2014 - September 30, 2014	January 1, 2013 - September 30, 2013	January 1, 2014 - September 30, 2014	January 1, 2013 - September 30, 2013	January 1, 2014 - September 30, 2014	January 1, 2013 - September 30, 2013				
Revenues	337,327	349,476	27,785	45.604	309,542	303,872				
Changes in inventory of finished goods and work in progress	9,871	6,664	2,208	832	7,663	5,832				
Other capitalised company-produced assets	0	53	0	53	0	0				
Other operating income	4,433	4,491	1,052	974	3,381	3,516				
Material costs	144,312	166,959	16,972	27,462	127,341	139,498				
Personnel expenses	151,176	139,543	10,477	15,278	140,699	124,265				
Other operating expenses	36,723	32,798	3,503	4,596	33,219	28,202				
Earnings before interest, tax, depreciation and amortisation (EBITDA)	19,419	21,385	93	130	19,326	21,255				
Depreciation and amortisation	9,677	9,026	580	859	9,097	8,167				
Earnings before interest and tax (EBIT)	9,743	12,359	-487	-729	10,230	13,088				
Financial income	518	403	2	2	516	402				
Financial expenses	2,793	3,942	151	110	2,641	3,831				
Earnings before tax	7,468	8,820	-637	-838	8,105	9,659				
Income tax results	-3,243	-3,317	-185	-131	-3,057	-3,185				
Earnings before gain on disposal	4,225	5,503	-822	-970	5,047	6,473				
Gain on disposal before taxes	1,820	-246	1,820	-246	0	0				
Income tax results on gain on disposal	-31	4	-31	4	0	0				
Result of disposal	1,789	-242	1,789	-242	0	0				
Net income	6,014	5,262	966	-1,211	5,047	6,473				
Attribution of net income:										
to parent company shareholders	5,489	4,973	1,024	-1,066	4,465	6,038				
to non-controlling interests	525	289	-58	-146	582	435				

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME OF ALLGEIER SE, MUNICH, JANUARY 1 TO SEPTEMBER 30, 2014 (UNAUDITED)

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (in EUR thousan	nd)					
		Group		Discontinued operations		Continuing operations
Other comprehensive income	January 1, 2014 - September 30, 2014	January 1, 2013 - September 30, 2013	January 1, 2014 - September 30, 2014	January 1, 2013 - September 30, 2013	January 1, 2014 - September 30, 2014	January 1, 2013 - September 30, 2013
Items not reclassified to the income statement:						
Actuarial gains (losses)	-167	0	0	0	-167	0
Purchase of shares from non-controlling shareholders below carrying amount	0	696	0	0	0	696
Decrease in the shares of subsidiaries, maintaining a majority	200	0	0	0	200	0
	83	696	0	0	83	696
Items that cannot be reclassified to the income statement:						
Currency differences	4,106	-2,976	51	-171	4,055	-2,806
Cash flow hedge	0	-1,513	0	0	0	-1,513
Securities	0	-221	0	0	0	-221
	4,106	-4,711	51	-171	4,055	-4,540
Other comprehensive income	4,189	-4,014	51	-171	4,138	-3,844
Net income	10,203	1,247	1,017	-1,382	9,186	2,629
Attribution of total comprehensive income:						
to parent company shareholders	9,473	1,003	1,066	-1,225	8,407	2,228
to non-controlling interests	730	244	-49	-157	779	401
Undiluted earnings per share:						
Average number of shares outstanding weighted pro rata temporis	8,774,643	8,331,603	8,774,643	8,331,603	8,774,643	8,331,603
Net income per share in EUR	0.63	0.60	0.12	-0.13	0.51	0.72
Earnings of the period per share before profits from discontinuation in Euros	0.42	0.63	-0.09	-0.10	0.51	0.72
Diluted earnings per share:						
Average number of shares outstanding weighted pro rata temporis	8,941,810	8,386,967	8,941,810	8,386,967	8,941,810	8,386,967
Net income per share in EUR	0.61	0.59	0.11	-0.13	0.50	0.72
Earnings of the period per share before profits from discontinuation in Euros	0.41	0.62	-0.09	-0.10	0.50	0.72

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME OF ALLGEIER SE, MUNICH, ACCORDING TO IFRS FOR JULY 1 TO SEPTEMBER 30, 2014 (UNAUDITED)

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (in EUR thousand)										
		Group		Continuing operations						
Income statement	July 1, 2014 - September 30, 2014	July 1, 2013 - September 30, 2013	July 1, 2014 - September 30, 2014	July 1, 2013 - September 30, 2013	July 1, 2014 - September 30, 2014	July 1, 2013 - September 30, 2013				
Revenues	110,729	122,173	1,116	18,395	109,612	103,778				
Changes in inventory of finished goods and work in progress	1,658	-536	0	-345	1,658	-191				
Other capitalised company-produced assets	0	20	0	20	0	0				
Other operating income	1,247	1,725	88	348	1,159	1,377				
Material costs	44,578	56,595	500	11,567	44,078	45,028				
Personnel expenses	49,114	45,997	606	5,064	48,508	40,933				
Other operating expenses	12,034	11,733	241	1,574	11,793	10,159				
Earnings before interest, tax, depreciation and amortisation (EBITDA)	7,908	9,057	-142	214	8,050	8,844				
Depreciation and amortisation	3,176	2,938	45	303	3,130	2,635				
Earnings before interest and tax (EBIT)	4,732	6,120	-187	-89	4,919	6,209				
Financial income	232	169	0	1	232	168				
Financial expenses	757	969	69	26	688	943				
Earnings before tax	4,207	5,319	-256	-114	4,463	5,434				
Income tax results	-1,724	-1,935	-6	-141	-1,718	-1,795				
Earnings before gain on disposal	2,483	3,384	-262	-255	2,745	3,639				
Gain on disposal before taxes	1,820	-246	1,820	-246	0	0				
Income tax results on gain on disposal	-31	4	-31	4	0	0				
Result of disposal	1,789	-242	1,789	-242	0	0				
Net income	4,271	3,142	1,527	-497	2,745	3,639				
Attribution of net income:										
to parent company shareholders	3,975	2,985	1,537	-442	2,438	3,426				
to non-controlling interests	297	158	-10	-55	307	213				

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME OF ALLGEIER SE, MUNICH, ACCORDING TO IFRS FOR JULY 1 TO SEPTEMBER 30, 2014 (UNAUDITED)

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (in EUR thousan	nd)						
		Consolidated		Discontinued operations			
Other comprehensive income	July 1, 2014 - September 30, 2014	July 1, 2013 - September 30, 2013	July 1, 2014 - September 30, 2014	July 1, 2013 - September 30, 2013	July 1, 2014 - September 30, 2014	July 1, 2013 - September 30, 2013	
Items not reclassified to the income statement:							
Actuarial gains (losses)	-166	0	0	0	-166	0	
Tax effects	50	0	0	0	50	0	
	-116	0	0	0	-116	0	
Items that cannot be reclassified to the income statement:							
Currency differences	3,275	-2,153	4	-114	3,271	-2,039	
Cash flow hedge	0	-686	0	0	0	-686	
	3,275	-2,839	4	-114	3,271	-2,725	
Other comprehensive income	3,159	-2,839	4	-114	3,155	-2,725	
Net income	7,430	303	1,531	-611	5,900	914	
Attribution of total comprehensive income:							
to parent company shareholders	7,135	181	1,539	-556	5,596	737	
to non-controlling interests	295	122	-9	-55	304	177	
Undiluted earnings per share:							
Average number of shares outstanding weighted pro rata temporis	8,866,981	8,331,603	8,866,981	8,331,603	8,866,981	8,331,603	
Net income per share in EUR	0.45	0.36	0.17	-0.05	0.27	0.41	
Earnings of the period per share before profits from discontinuation in Euros	0.25	0.39	-0.03	-0.02	0.27	0.41	
Diluted earnings per share:							
Average number of shares outstanding weighted pro rata temporis	9,015,105	8,386,967	9,015,105	8,386,967	9,015,105	8,386,967	
Net income per share in EUR	0.44	0.36	0.17	-0.05	0.27	0.41	
Earnings of the period per share before profits from discontinuation in Euros	0.24	0.38	-0.03	-0.02	0.27	0.41	

## CONSOLIDATED CASH FLOW STATEMENT OF ALLGEIER SE, MUNICH ACCORDING TO IFRS FOR JANUARY 1 TO SEPTEMBER 30, 2014 (UNAUDITED)

CONSOLIDATED CASH FLOW STATEMENT (in EUR thousand)					
	Consolidated		Discontinued operations		Continuing operations
January 1, 20 September 30, 2	4 - January 1, 2013 - 14 September 30, 2013	January 1, 2014 - September 30, 2014	January 1, 2013 - September 30, 2013	January 1, 2014 - September 30, 2014	January 1, 2013 - September 30, 2013
Earnings before interest and tax (EBIT) 9,	12,359	-487	-729	10,230	13,088
Depreciation of fixed assets 9,	77 9,026	580	859	9,097	8,167
Expenses from the disposal of non-current assets	13 19	0	0	13	19
Change in non-current provisions	122	177	14	26	108
Other non-cash expenses and income	90 -776	-511	-95	1,101	-681
Income tax paid -4,	-5,443	-63	5	-4,238	-5,448
Cash flow from operating activities before changes in working capital 15,	24 15,307	-305	54	16,229	15,253
Cash flow from changes in working capital -17,	26 -11,375	-1,361	693	-15,765	-12,067
Cash flow from operating activities -1,:	02 3,933	-1,665	747	464	3,185
Payments for investments in non-current assets -3,	-3,159	-72	-755	-3,616	-2,404
Payments received from the disposal of non-current assets	23 8	2	1	22	7
Payments made for the acquisition of subsidiaries	-312	0	0	-579	-312
Payments made for the acquisition of assets and rights -1,	75 0	0	0	-1,275	0
Payout of borrowings in at-equity investments -1,	13 0	0	0	-1,613	0
Payments made for purchase price shares for companies not acquired in the financial year -8,	-2,991	0	0	-8,470	-2,991
Balance of payments from the purchase and sale of bank loans	41 891	0	0	641	891
Payments received from the sale of subsidiaries 1,	.60 4,733	0	0	1,260	4,733
Decrease in cash and cash equivalents from the sale of subsidiaries -1,	.62 0	-1,262	0	0	0
Cash flow from investing activities -14,	62 -830	-1,332	-754	-13,630	-76
Addition of treasury shares	-546	0	0	-303	-546
Drawing down of bank borrowings 7,	94 1,045	0	0	7,194	1,045
Repayment of bank borrowings -	-261	0	0	-378	-261
Repayment of other borrowings -	0	0	0	-793	0
Cash flows from financing to group companies	0 0	225	1,325	-225	-1,325
Interest received	403	2	2	516	402
Interest paid -2,	95 -2,465	-132	-74	-2,063	-2,391
Dividends -4,	-4,184	0	0	0	-4,184
Payments made arising from the purchase of shares of non-controlling interests	0 -2,127	-100	0	-4,312	-2,127
Cash flow from financing activities	70 -8,135	-5	1,252	-365	-9,387
Total cash flow -16,	34 -5,032	-3,003	1,246	-13,531	-6,278
Change in cash and cash equivalents attributable to exchange rates	91 -1,954	0	-9	391	-1,945
Total changes to cash and cash equivalents-16,	42 -6,986	-3,002	1,237	-13,140	-8,223
Cash and cash equivalents at the start of the period 49,	38,603	3,578	850	45,984	37,753
Cash and cash equivalents at the end of the period 33,	20 31,617	576	2,087	32,845	29,531

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY OF ALLGEIER SE, MUNICH, ACCORDING TO IFRS AS AT SEPTEMBER 30, 2014 (UNAUDITED)

ONSOLIDATED STATEMENT OF CHANGES IN EQUITY (in EUR thousand)												
	Subscribed capital	Capital reserve	Retained earnings	Own shares	Profit carried forward	Results for the period	Changes in equity not affecting income	Equity share of shareholders of the parent company	Equity share of shareholders with non-controlling interest	Equity		
Balance on December 31, 2012	9,072	13,327	102	-5,491	61,967	8,364	1,565	88,906	4,503	93,409		
Transfer of previous year's net income to profit carried forward	0	0	0	0	8,364	-8,364	0	0	0	0		
Issued share options	0	14	0	0	0	0	0	14	0	14		
Dividends	0	0	0	0	-4,184	0	0	-4,184	0	-4,184		
Addition of Allgeier SE treasury shares	0	0	0	-546	0	0	0	-546	0	-546		
Payments made arising from the purchase of shares of non-controlling shareholders	0	0	0	0	0	0	696	696	-2,157	-1,461		
Net income	0	0	0	0	0	4,973	0	4,973	289	5,262		
Cash flow hedge	0	0	0	0	0	0	-1,513	-1,513	0	-1,513		
Valuation reserve bonds	0	0	0	0	0	0	-221	-221	0	-221		
Currency differences	0	0	0	0	0	0	-2,932	-2,932	-45	-2,976		
Balance as at September 30, 2013	9,072	13,341	102	-6,037	66,147	4,973	-2,405	85,193	2,591	87,784		

Balance on December 31, 2013	9,072	16,925	102	-1,971	66,575	3,539	-1,927	92,315	2,429	94,744
Transfer of previous year's net income to profit carried forward	0	0	0	0	3,539	-3,539	0	0	0	0
Issued share options	0	2	0	0	0	0	0	2	0	2
Dividends	0	0	0	0	-4,412	0	0	-4,412	0	-4,412
Addition of Allgeier SE treasury shares	0	0	0	-303	0	0	0	-303	0	-303
Issue of Allgeier SE treasury shares as payment of variable purchase price components with respect to enterprise acquisitions	0	967	0	1,122	0	0	0	2,089	0	2,089
Net income	0	0	0	0	0	5,489	0	5,489	525	6,014
Actuarial gains (losses)	0	0	0	0	0	0	-116	-116	0	-116
Addition to equity share of non-controlling interests arising from the purchase of recompli	0	0	0	0	0	0	0	0	192	192
Sale of 10% of the shares in Gemed	0	0	0	0	0	0	24	24	176	200
Change in the value of financial assets held for trading <sup>*</sup>	0	0	0	0	0	0	-1,109	-1,109	0	-1,109
Currency differences	0	0	0	0	0	0	4,001	4,001	29	4,030
Balance as at September 30, 2014	9,072	17,894	102	-1,152	65,702	5,489	873	97,980	3,350	101,330

# Other explanatory notes

### ACCOUNTING POLICY

The interim business report of Allgeier SE as at September 30, 2014 was prepared according to the requirements of paragraph 37x of the Securities Trading Act (WpHG). The accounting and measurement principles have not changed from the consolidated annual report as of December 31, 2013. Figures in the interim business report – unless otherwise specified – are shown in thousands of Euros. The interim business report of Allgeier SE as at September 30, 2014 was neither reviewed by an auditor nor audited according to paragraph 317 of the German Commercial Code (HGB).

### **TREASURY SHARES**

Allgeier SE acquired 20,674 of its own shares in the first nine months of 2014. Furthermore, Allgeier SE issued 122,871 of its own shares for the partial payment of an originally variable purchase price component for a company acquired in prior years. On the reporting date of September 30, 2014, Allgeier SE and one subsidiary held a total of 144,382 own shares corresponding to around 1.6 percent of the capital stock.

### SCOPE OF CONSOLIDATION

The number of companies fully consolidated in the Allgeier Group increased in the first nine months of 2014, to a total of 61 on the reporting date of September 30, 2014 compared to 56 on December 31, 2013.

# Responsibility Statement by the Company's Legal Representatives

The Management Board of Allgeier SE to the best of its knowledge confirms that this interim business report as at September 30, 2014 was prepared according to the applicable accounting principles and the requirements for preparing an interim business report, and presents a true and fair view of the group's net assets, financial position and results of operations.

# Disclaimer

This interim business report of Allgeier SE as at September 30, 2014 contains statements pertaining to the future that are based on assumptions and estimates of the management of Allgeier SE. Even though company management believes that these assumptions and estimates are accurate, actual future developments and actual future results may deviate significantly from these assumptions and estimates due to a variety of factors. Such factors may include changes in the overall economic situation, exchange rates, interest rates, market development and the competitive situation. Allgeier SE does not guarantee and assumes no liability that future developments and actual future results will match the assumptions and estimates in this interim business report.

#### **IMPORTANT DATES** Publication of the 20

Current financial information is found on the Allgeier website in the Investor Relations section under www.allgeier.com/en/investor-relations

# Financial calendar 2014

IMPORTANT DATES AND EVENTS	Date
Publication of the 2013 consolidated/annual financial statements	April 30, 2014
Publication of the interim business report on March 31, 2014	May 15, 2014
Shareholders' meeting in Munich	June 17, 2014
Publication of the semi-annual financial report	August 14, 2014
Publication of the interim business report as at September 30, 2014	November 14, 2014
Extraordinary shareholders' meeting in Munich	December 9, 2014

# Imprint

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The Allgeier annual and interim business reports in German and English language can be downloaded at www.allgeier.com/en > Investor Relations > Financial Information and Reports, or requested using the contact information above.

# **ALLGEIER**



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