FISCAL 2012/2013

Report on the 3<sup>rd</sup> quarter – 1 October 2012 until 30 June 2013

no

### bertrandt

# THE FIRST THREE QUARTERS AT A GLANCE

## FINANCIAL FIGURES

IFRS	01.10.12- 30.06.13	Changes in %	01.10.11- 30.06.12
	30.06.13	IN %	30.06.12
Income statement			
Revenues (EUR million)	570.195	10.1	518.048
Operating profit (EUR million)	55.784	4.8	53.208
Profit from ordinary activities (EUR million)	56.141	4.5	53.743
Earnings after income tax (EUR million)	39.175	5.7	37.059
Cash flow			
Free cash flow (EUR million)	17.748	379.0	-6.361
Capital spending (EUR million)	23.580	-24.6	31.273
Balance sheet			
Capital and reserves on 30 June (EUR million)	221.716	18.4	187.326
Equity ratio on 30 June (%)	59.3	6.5	55.7
Share			
Share price on 30 June (EUR) <sup>1</sup>	82.52	39.8	59.02
Share price high (EUR) <sup>2</sup>	97.00	55.2	62.50
Share price low (EUR) <sup>2</sup>	57.07	72.9	33.00
Employees			
Number of employees at Bertrandt Group on 30 June	10,499	9.9	9,555

 $^{\mbox{\tiny 1}}\mbox{Closing}$  price in Xetra trading.  $^{\mbox{\tiny 2}}\mbox{In}$  Xetra trading.

### OVERVIEW

According to the IfW (Kiel Institute for the World Economy) the global economy expanded modestly in the first half of 2013. However, the economy has stabilised. The global automotive industry continued to present a mixed picture. Above all the United States, but also China, achieved growth rates and a rising number of passenger vehicle sales according to the VDA (German Association of the Automotive Industry), while the underlying conditions in Europe remained demanding.

The Group's business performance breaks down as follows:

- In the first three quarters of fiscal 2012/2013, revenues rose by 10.1 percent over the same period of the previous year to EUR 570.195 million (previous year EUR 518.048 million).
- In the period under review, Bertrandt recorded an operating profit of EUR 55.784 million (previous year EUR 53.208 million), translating into a margin of 9.8 percent (previous year 10.3 percent).
- Earnings after income taxes came to EUR 39.175 million (previous year EUR 37.059 million), up 5.7 percent on the previous year. This equated to earnings per share of EUR 3.89 (previous year EUR 3.68).
- The number of employees rose by 547 over the end of fiscal 2011/2012 to 10,499 (9,952 employees as of 30 September 2012).
- The continuing high level of capital spending of EUR 23.580 million reflects Bertrandt's business strategy (previous year EUR 31.273 million, EUR 39.513 million as at 30 September 2012).
- With an equity ratio of 59.3 percent (previous year 55.7 percent), Bertrandt continues to be among the well-funded companies in the automotive sector.
- Total assets came to EUR 374.062 million (EUR 357.000 million as at 30 September 2012).
- Free cash flow stood at EUR 17.748 million (previous year EUR -6.361 million).

With its customer and branch-oriented approach to the market, Bertrandt is systematically continuing its growth strategy. The engineering market is offering interesting conditions in Germany in particular thanks to the numerous innovations and challenges such as efforts to reduce CO<sub>2</sub> emissions and the development of new drive technologies. Bertrandt sees good potential for positioning itself successfully on the market in future as well.

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### GROUP MANAGEMENT REPORT

### Trends in the economy

According to the IfW, the global economy expanded modestly in the first half of 2013. However, the economic situation improved, especially in the advanced economies. The financial markets eased a little and share prices increased. In the first quarter of 2013 China's overall economic output increased by 6.6 percent year on year. Especially in Japan, according to the IfW, at 4.1 percent GDP (Gross Domestic Product) displayed a gratifying trend. The United States' GDP likewise grew much more sharply than in the previous quarter.

The European debt crisis has not yet been resolved and the EU is facing further challenges. The economic performance of individual countries differs widely. For instance, GDP contracted in Belgium, France, Finland, Greece, Italy, the Netherlands, Portugal, Slovenia and Spain while in the UK GDP expanded by 1.3 percent, performing better than expected. Overall economic output in Latvia and Lithuania continued to show strong growth in the first half of 2013. According to the IfW experts, in Germany the economy has settled down following a phase of weakness although there is currently no strong upturn in sight. A high level of uncertainty regarding the future performance of the problem countries in the eurozone still prevails.

#### **Sector trends**

The global automotive industry continues to present a mixed picture. Countries like China and the United States were buoyant. Above all the Chinese passenger vehicle market continued to perform positively and according to VDA increased by around 21 percent to a total of more than 7.7 million units sold in the first six months of 2013. At the same time, the German group brands increased their market share in China by 0.5 percent to a good 21 percent. Yet upside momentum was also noted on the American market. According to the VDA, in the first half of 2013 the demand for light vehicles (passenger cars and light trucks) grew by a good seven percent to almost 7.8 million.

Conversely, the VDA states that passenger car sales in India fell by around ten percent to a good 1.3 million while Russia also recorded a drop of around six percent, to a total of 1.3 million new vehicles. On the Japanese market passenger car sales declined by a good eight percent to 2.3 million units, above all due to the previous year's high level.

At 6.1 million units, in the first six months of 2013 new passenger vehicle registrations in Western Europe were down some seven percent on the same period of the previous year. Especially Greece, Italy and Spain remain in a poor condition.

In France too, around eleven percent fewer passenger cars were sold in the first half of 2013. Encouragingly, the British market grew by a double-digit figure for the third month in succession and in the first half of 2013 recorded a year-on-year increase of ten percent.

Further positive signals came from the Western European countries of Belgium, Denmark, Portugal and Finland, which also posted a double-digit increase in June 2013 on the same month in the previous year.

German OEMs are expected to produce a total of 13.9 million passenger cars over the whole of 2013. Above all production outside Germany is to increase by six percent to 8.7 million units in this period.

German manufacturers are continuing to pursue their strategy of great model and version diversity. Moreover, they continue to lead the world in terms of quality and dependability, safety, design and comfort. They are working hard on developing different drive technologies to meet statutory requirements stipulating fuel-efficient and CO<sub>2</sub>-reduced mobility.

Stronger demand and growing markets are also projected for the mechanical and plant engineering, electrical engineering, energy and medical technology sectors.

## 48

locations in Europe, the United States and Asia belong to the Bertrandt Group.

### **Business model and strategy**

As one of Europe's leading engineering partners, Bertrandt devises tailored solutions together with customers at 48 locations. The range of automotive industry services goes from the development of single components to complex modules and systems through to derivatives combined with comprehensive services related to development work. Its customer base comprises nearly all European manufacturers as well as leading systems suppliers. In the aviation sector, Bertrandt concentrates on structural, cabin and systems development in transnational projects. With Bertrandt Services, furthermore, the Company provides technological and commercial services as well as project solutions in the energy, electrical/medical technology and plant/mechanical engineering industries throughout Germany. A broad range of services combined with consistency and confidence are key success factors to Bertrandt that cause customer relationships to thrive.

Spurred by a wide diversity of models and variants as well as environmentally friendly drive technologies, the complexity of individual mobility solutions in the automotive and aviation sectors is steadily increasing. Trends for instance towards environmentally friendly power, comfort, safety and driving dynamics call for overarching technical knowhow and interlinked thinking in product development. As a provider helping to shape mobility that is focused on the future, Bertrandt always adapts its range of services to customer requirements as well as to the changing market conditions. In order to meet complex demands in terms of new materials, intelligent electronic systems and modern powertrains, Bertrandt pooled key subject areas in specialist departments. In addition to conventional engineering areas such as bodywork, interior and simulation, the range comprises such specialist areas as electronics, engineering services, powertrains and testing. This linking across disciplines and further development of knowledge gives the Company its status as one of the leading European partners on the market for development services. Its many years of know-how give our Bertrandt Services subsidiary a solid foundation upon which to realise customised development solutions in new sectors and to take these forward.

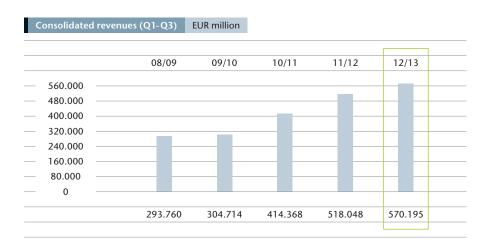
## 10.1

percent was the increase of revenues in the first nine months of fiscal 2012/2013 in comparison to the previous year.

### **Business performance**

Intact growth drivers, a large number of new drive technologies and the increasing variety of models offer an attractive market setting for Bertrandt. The technology company performed well in the first nine months of fiscal 2012/2013, with revenues rising by 10.1 percent to EUR 570.195 million (previous year EUR 518.048 million) in the period under report. All of the Group's divisions – Digital Engineering, Physical Engineering and Electrical Systems/Electronics – achieved growth over the previous year. Bertrandt Services, which covers the energy, plant/mechanical, electrical and medical technology industries, also performed encouragingly, as did the aviation segment.

OB QUARTERLY REPORT GROUP MANAGEMENT REPORT

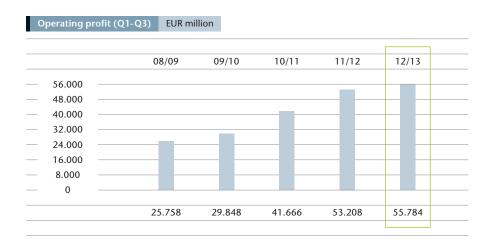


#### Foreign operations

With its non-domestic branches in Europe and the United States as well as project-based activities in the BRIC countries, Bertrandt pursues a strategy of ensuring the sharpest possible focus on the customer. The close organisational link-up with its branches in Germany enables Bertrandt to offer its customers a complete range of its services so as to devise solutions rapidly and efficiently. Furthermore, Bertrandt supports its customers as and when required with varying projects anywhere in the world.

### **Earnings situation**

The Bertrandt Group generated operating profit of EUR 55.784 million in the first nine months of fiscal 2012/2013 (previous year EUR 53.208 million), translating into an increase of 4.8 percent over the previous year and a margin of 9.8 percent (previous year 10.3 percent). Net financial income stood at EUR 0.357 million (previous year EUR 0.535 million). Earnings from ordinary operations came to EUR 56.141 million (previous year EUR 53.743 million). Based on a tax rate of 29.1 percent, the Company generated earnings after tax of EUR 39.175 million (previous year EUR 37.059 million).



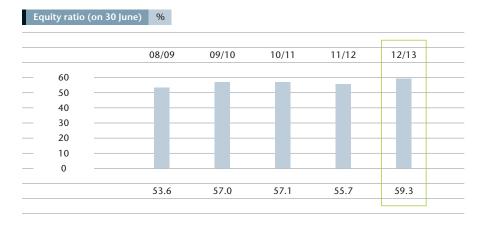
Expenses in the first nine months of fiscal 2012/2013 are set out below: The cost of materials decreased from EUR 49.807 million in the previous year to EUR 46.476 million. All told, staff costs came to EUR 409.988 million in the period under review (previous year EUR 362.377 million). The staff cost ratio rose to 71.9 percent (69.9 percent in the previous year). Other operating expenses were also up for growth-related reasons, climbing to EUR 52.388 million (previous year EUR 49.209 million).

59.3

percent was the equity ratio on 30 June 2013.

### Financial and asset situation

Bertrandt's balance sheet was a very sound one at the end of the third quarter of fiscal 2012/2013. Thanks to the growth recorded total assets increased by EUR 17.062 million, or 4.8 percent, to EUR 374.062 million (EUR 357.000 million as at 30 September 2012). Non-current assets amounted to EUR 116.825 million on the reporting date (EUR 105.013 million as at 30 September 2012). Current assets increased to EUR 257.237 million (EUR 251.987 million as at 30 September 2012). Equity rose to EUR 221.716 at the end of the first nine months of fiscal 2012/2013 (EUR 202.135 million as at 30 September 2012). On the other side of the balance sheet, current liabilities decreased to EUR 128.120 million as at 30 June 2013 (EUR 134.811 million as of 30 September 2012). With an equity ratio of 59.3 percent (56.6 percent as at 30 September 2012), Bertrandt numbers among the best-funded companies in the sector.



The technology company's capital spending came to EUR 23.580 million in the period under review (previous year EUR 31.273 million), reflecting the Bertrandt Group's business possibilities and prospects. For instance, an electronics centre was built and opened in Wolfsburg. Apart from this, Bertrandt invested in various new testing facilities in Mönsheim and further hydropuls-test bays and climate chambers at various locations. Free cash flow increased by EUR 24.109 million to EUR 17.748 million (previous year EUR -6.361 million). At present we expect free cash flow for the entire financial year 2012/2013 to be within the range of analysts' estimates available at the end of the third quarter of fiscal 2012/203, which can be found on Bertrandt's homepage www.bertrandt.com under the heading Investor Relations.



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10,499 persons were employed at

Bertrandt on 30 June 2013.

### **Human Resources**

The Bertrandt Group continued to enlarge its workforce in the first nine months of its 2012/2013 financial year. New, highly qualified employees were integrated by means of specific initiation programmes. The number of employees has increased by 547 since 30 September 2012. As at 30 June 2013, the Group had 10,499 employees (9,952 on 30 September 2012), an increase of 944 over the same period one year earlier (9,555 employees as at 30 June 2012). Bertrandt also continues to seek qualified and committed staff. You will find the latest information on human resources management in the 'Careers' section of Bertrandt's web site at www.bertrandt.com.



## 82.52

EUR was the price at which the Bertrandt share closed in Xetra trading on 28 June 2013.

### The Bertrandt share

In the period under review, the DAX fluctuated in a range between 6,951 points (on 16 November 2012) and 8,531 points (on 22 May 2013). During the same period, the SDAX oscillated in a range between 4,871 points (on 16 November 2012) and 6,111 points (on 28 May 2013). The Prime Automobile Performance Index traded in a range between 838 points (on 1 October 2012) and 1,126 points (on 20 May 2013).

On 1 October 2012 the Bertrandt share was trading at EUR 57.92. That day marked the lowest point in the period under review with a share price of EUR 57.07. The Bertrandt share hit an all-time high of EUR 97.00 on 15 May 2013, closing at EUR 82.52 in Xetra trading on 28 June 2013. On average, about 22,140 shares were traded per day in the first nine months of the 2012/2013 financial year.



Analysts' ratings of the Bertrandt share and studies on the Company can be found at www.bertrandt.com under Investor Relations.

### Risk report

As an engineering service provider operating on an international scale, the Bertrandt Group is exposed to a wide variety of risks. All pertinent facts were comprehensively reported in the fiscal 2011/2012 annual report. The European debt crisis and resultant fears of a recession stood in the way of any improvement in underlying economic conditions in the first nine months of fiscal 2012/2013. These potential risks could impact adversely on global trade and on the export-oriented German economy. As a result, the volume of research and development work could decrease, with the major automotive manufacturers changing their outsourcing strategy as a consequence. Due to the disparate trend in the automobile industry individual risks increased in the first nine months of fiscal 2012/2013. On the whole, however, the likelihood of these risks occurring has risen only slightly. A broad strategic alignment as well as the Bertrandt Group's solid financial base forms a stable foundation for business growth.

percent increase in the German GDP product is expected for the year 2013 according to the lfW.

#### Forecast and outlook

The IfW indicator for global economic activity is calculated on the basis of sentiment indicators in 42 countries and points to an acceleration for the coming months. According to the experts, the global economy is set to grow by 3.2 percent in 2013. For 2014 the projected increase in GDP was reduced from four percent to 3.8 percent. In the view of the IfW the Chinese economy will grow by around 7.5 percent in this and the coming year. According to the IfW the economy in the United States will expand by 1.8 percent while for the coming year an increase of 2.3 percent is expected. In Japan the economy is enjoying a considerable boost this year, with the result that GDP is likely to grow by 1.8 percent. A 1.5 percent increase is forecasted for 2014. Uncertainty still prevails regarding the future development of the European debt crisis. Countries such as Greece, Ireland and Spain are continuing to feel the effects of heavy public-sector debt and subdued economic output. All in all, the IfW expects GDP in the eurozone economy as a whole to contract by 0.6 percent year-on-year in 2013. According to the latest IfW report, the German economy has settled down following a phase of weakness although there is currently no strong upturn in sight. For the whole of 2013 the experts project an increase of 0.5 percent, down from 0.7 percent in the previous year.

The VDA expects to see an increase in global passenger car sales of two percent, to 70.5 million units in 2013. However, the performance of the most important markets is pointing in opposite directions. The Chinese passenger car market will see an increase to 14.6 million units, according to the VDA, equivalent to a year-on-year increase of ten percent. Furthermore, the VDA expects sales of light vehicles in the United States to increase by five percent to 15.2 million units in 2013. The problem child remains the Western European market with a projected downturn of five percent. For 2013 the VDA forecasts a steady increase in domestic passenger car production in Germany of one percent to a good 5.4 million units. German OEM passenger car output outside Germany is set to grow by six percent to around 8.7 million units. Exports will comprise a good 4.1 million units in 2013, slightly up on last year's level. The outlook for premium carmakers remains upbeat. To maintain their leading position on the global market, these manufacturers will probably step up their investment in research and development involving new technologies and models.

All automotive OEMs are continuing to pursue their strategy of increased investment in the development of new green drive technologies. Spurred by strong pressure from governments and customers to innovate, the major automotive manufacturers and system suppliers are continuing to work hard on all drive technologies that will be viable in the future. According to the VDA the German automobile industry will invest EUR ten to twelve billion on this in the coming three to four years. At the same time, they are broadening their model line-ups to satisfy specific regional and customer preferences as effectively as possible. All told, German carmakers invest 20 billion Euros a year in research and development.

Assuming that the economy and the sectors addressed by Bertrandt continue to perform favourably, businesses increase their spending on research in and the development of new models and technologies and development work is outsourced to components suppliers, Bertrandt expects successful business performance in the current year. With its solid business foundations, Bertrandt is endeavouring to enhance its enterprise value on an enduring and sustained basis. The objective is to systematically pursue its strategy of growing in the automotive and aviation industries as well as in the energy, plant, medical technology, mechanical and electrical engineering sectors and of positioning the Company successfully in the engineering market.

### INTERIM CONSOLIDATED FINANCIAL STATEMENTS

Consolidated income statement and statement of comprehensive income

Consolidated income statement and statement of comprehensive income	EUR million			
	0.3		01.03	01 03
	Q3	Q3	Q1- Q3	Q1- Q3
01.10. until 30.06.	2012/2013	2011/2012	2012/2013	2011/2012
I. Income statement				
Revenues	194.782	176.060	570.195	518.048
Other internally generated assets	0.053	0.132	0.296	0.258
Total revenues	194.835	176.192	570.491	518.306
Other operating income	2.583	1.716	8.378	7.180
Raw materials and consumables used	-15.339	-16.328	-46.476	-49.807
Personnel expenses	-141.376	-124.837	-409.988	-362.377
Depreciation	-5.022	-4.008	-14.233	-10.885
Other operating expenses	-17.012	-15.817	-52.388	-49.209
Operating profit	18.669	16.918	55.784	53.208
Share of profit in associates	-0.017	0.002	-0.053	0.041
Interest income/expense	-0.018	-0.025	-0.053	-0.048
Other financial result	0.139	0.133	0.463	0.542
Net finance income	0.104	0.110	0.357	0.535
Profit from ordinary activities	18.773	17.028	56.141	53.743
Other taxes	-0.303	-0.274	-0.887	-0.836
Earnings before tax	18.470	16.754	55.254	52.907
Income taxes	-5.799	-5.673	-16.079	-15.848
Earnings after income tax	12.671	11.081	39.175	37.059
- attributable to minority interest	0	0	0	0
– attributable to shareholders of Bertrandt AG	12.671	11.081	39.175	37.059
Number of shares (million) – diluted/basic, avarage weighting	10.069	10.061	10.069	10.061
Earnings per share (EUR) – diluted/basic	1.26	1.10	3.89	3.68
II. Statement of comprehensive income				
Earnings after income tax	12.671	11.081	39.175	37.059
Exchange rate differences	-0.067	0.227	-0.144	0.325
Changes in fair value of hedging instruments	0	0.179	0	0.170
Tax effects on changes in fair value	0	-0.054	0	-0.051
Other earnings after taxes <sup>1</sup>	-0.067	0.352	-0.144	0.444
Total comprehensive income	12.604	11.433	39.031	37.503
- attributable to minority interest	0	0	0	0
– attributable to shareholders of Bertrandt AG	12.604	11.433	39.031	37.503

<sup>1</sup>Other earnings after taxes will be recycled in the Income statements of the future quarterly and annual reports.

QUARTERLY REPORT

	30.06.2013	30.09.2012
Assets		
Intangible assets	14.115	13.936
Property, plant and equipment	84.235	76.410
Investment properties	1.754	1.803
Investments accounted for using the equity method	0.182	0.226
Other financial assets	5.254	6.095
Receivables and other assets	8.298	3.999
Income tax assets	0.608	0.586
Deferred taxes	2.379	1.958
Non-current assets	116.825	105.013
Inventories	0.835	0.560
Future receivables from construction contracts	71.979	58.695
Receivables and other assets	164.345	170.876
Income tax assets	0.187	0.339
Cash and cash equivalents	19.891	21.517
Current assets	257.237	251.987
Total assets	374.062	357.000
Equity and liabilities		
Issued capital	10.143	10.143
Share premium	26.984	26.625
Retained earnings	139.830	139.660
Consolidated distributable profit	44.759	25.706
Equity to attributable shareholders of Bertrandt AG	221.716	202.134
Minority interests	0	0.001
Capital and reserves	221.716	202.135
Provisions	8.185	7.520
Other liabilities	0.440	0.464
Deferred taxes	15.601	12.070
Non-current liabilities	24.226	20.054
Tax provisions	9.677	8.936
Other provisions	33.917	50.151
Borrowings	0.126	0.149
Trade payables	10.449	11.208
Other liabilities	73.951	64.367
Current liabilities	128.120	134.811
Total equity and liabilities	374.062	357.000

### Consolidated statement of changes in equity EUR million

	Issued capital	Share premium	Retained earnings				Consoli- dated distri- butable profit	Equity attribu- table to share- holders of Bertrandt AG	Minority interests	Total	
			Non- distri- buted earnings	Currency trans- lation reserve	Treasury shares	Hedging instru- ments	Total retained earnings				
Value on 01.10.2012	10.143	26.625	141.649	-1.675	-0.314	0	139.660	25.706	202.134	0.001	202.135
Earnings after income tax								39.175	39.175		39.175
Other earnings				-0.144			-0.144	0	-0.144		-0.144
Total comprehensive											
income				-0.144		0	-0.144	39.175	39.031		39.031
Dividend payment								-20.122	-20.122		-20.122
Other non-operating											
changes							0		0	-0.001	-0.001
Changes in treasury											
shares		0.359			0.314		0.314		0.673		0.673
Value on 30.06.2013	10.143	26.984	141.649	-1.819	0	0	139.830	44.759	221.716	0	221.716
Previous year											
Value on 01.10.2011	10.143	26.625	110.148	-2.149	-0.975	-0.119	106.905	22.571	166.244	0.002	166.246
Earnings after income tax								37.059	37.059		37.059
Other earnings				0.325		0.119	0.444	0	0.444		0.444
Total comprehensive											
income				0.325		0.119	0.444	37.059	37.503		37.503
Dividend payment								-17.084	-17.084		-17.084
Other non-operating											
							0		0		0
changes											
Changes in treasury											
					0.661		0.661		0.661		0.661

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### Consolidated cash flow statement EUR million

01.1	0. until 30.06.	2012/2013	2011/2012
1.	Net profit for the period (including minority interests)		
1.	before exceptionals	39.175	37.059
2.	Income taxes	16.079	15.848
3.	Interest income/expense	0.053	0.048
4.	Other net financial result	-0.463	-0.542
5.	Share of profit in associates	0.053	-0.342
	and the state of t	14.233	
6.	Depreciation of non-current assets		10.885
7.	Increase/decrease in provisions	-15.569	-6.117
8.	Other non-cash income/expense	0.073	0.078
9.	Profit/loss from disposal of non-current assets	0.008	0.086
10.	Increase/decrease in inventories, future receivables from construction contracts,		
	receivables and other assets as well as other assets not assigned to investing or financing		
	activities	-11.197	-45.476
11.	Increase/decrease in trade payables and other liabilities not assigned to investing		
	or financing activities	8.777	21.634
12.	Income tax received/paid	-12.228	-11.064
13.	Interest paid	-0.012	-0.029
14.	Interest received	0.412	0.617
15.	Cash flows from operating activities (114.)	39.394	22.986
16.	Payments received from disposal of property, plant and equipment	0.562	0.511
17.	Payments received from the disposal of financial assets	1.372	1.625
18.	Payments made for investments in property, plant and equipment	-20.569	-26.551
19.	Payments made for investments in intangible assets	-2.139	-3.873
20.	Payments made for investments in financial assets	-0.872	-0.849
21.	Payouts stemming from the purchase of consolidated companies and other business units	0	-0.210
22.	Cash flows from investing activities (1621.)	-21.646	-29.347
23.	Payment received from the sale of treasury shares	0.673	0.661
24.	Payments made to shareholders and minority shareholders	-20.122	-17.084
25.	Payments made for acquisition of treasury shares	0	0
26.	Payments received from issue of debt instruments and raising of loans	0	0
27.	Payments made for discharging debt instruments and repaying loans	0	0
28.	Cash flows from financing activities (2327.)	-19.449	-16.423
29.	Changes in cash and cash equivalents (15. +22. +28.)	-1.701	-22.784
30.	Effect of exchange rate changes on cash and cash equivalents	0.075	0.122
31.	Cash and cash equivalents at beginning of period	21.517	36.677
32.	Cash and cash equivalents at end of period (2931.)	19.891	14.015

### QUARTERLY REPORT INTERIM CONSOLIDATED FINANCIAL STATEMENTS

### Consolidated segment report EUR million

	Digital Engineering		, , ,		Electrical Systems/ Electronics		Total of all divisions	
01.10. until 30.06.	2012/2013	2011/2012	2012/2013	2011/2012	2012/2013	2011/2012	2012/2013	2011/2012
Revenues	341.040	327.667	121.596	94.425	118.112	103.225	580.748	525.347
Transfer between segments	7.221	4.855	2.592	1.108	0.740	1.336	10.553	7.299
Consolidated revenues	333.819	322.812	119.004	93.317	117.372	101.919	570.195	518.048
Operating profit	29.321	29.755	13.339	11.461	13.124	11.992	55.784	53.208

01.04. until 30.06.	2012/2013	2011/2012	2012/2013	2011/2012	2012/2013	2011/2012	2012/2013	2011/2012
Revenues	115.950	111.663	42.183	32.572	39.792	34.659	197.925	178.894
Transfer between segments	2.571	1.801	0.297	0.438	0.275	0.595	3.143	2.834
Consolidated revenues	113.379	109.862	41.886	32.134	39.517	34.064	194.782	176.060
Operating profit	9.590	9.193	4.634	3.849	4.445	3.876	18.669	16.918

### Shares owned by members of the Management and Supervisory Boards number

		Balance at 30.06.2013	Balance at 30.09.2012
Management Board	Dietmar Bichler	801,094	801,094
	Hans-Gerd Claus	0	n. s.¹
	Michael Lücke	0	n. s.¹
	Markus Ruf	0	n. s.¹
Supervisory Board	Dr. Klaus Bleyer	0	C
	Maximilian Wölfle	0	0
	Horst Binnig	0	C
	Prof. DrIng. Wilfried Sihn	0	C
	Daniela Brei	138	182
	Astrid Fleischer	76	70
Total		801,308	801,346

Options are not disclosed here as there is currently no option programme.

<sup>1</sup>Member of the Management Board since 1 October 2012.

18 GUARTERLY REPORT CONDENSED CONSOLIDATED NOTES

### CONDENSED CONSOLIDATED NOTES

### **Accounting priniciples**

The consolidated financial statements of Bertrandt Aktiengesellschaft, registered at Birkensee 1, 71139 Ehningen, Germany (register number HRB 245259, commercial register of the local court of Stuttgart), for the year ending 30 September 2012 were prepared using the International Financial Reporting Standards (IFRS) as applicable after the reporting date and as endorsed by the European Union (EU).

The presented consolidated interim financial statements as at 30 June 2013 were prepared based on International Accounting Standards (IAS) 34 "Interim Financial Reporting", in principle applying the same reporting methods as in the Annual Report on the 2011/2012 financial year. The provisions of the German Commercial Code over and above Section 315a (1) of the German Commercial Code as well as all the standards and the interpretations of the International Financial Reporting Interpretations Committee (IFRIC), which are subject to mandatory application in fiscal 2012/2013, have been considered.

A detailed description of these methods is published in the notes to the consolidated financial statements of the Annual Report for fiscal 2011/2012. This is also accessible on the internet at www.bertrandt.com.

This interim report was compiled in euros. Unless stated otherwise, all amounts are shown in millions of euros (EUR million).

## International Financial Reporting Standards and Interpretations that are subject to mandatory application as of fiscal 2012/2013

The following table sets out the International Financial Reporting Standards and Interpretations that are subject to mandatory application as of fiscal 2012/2013.

Standard/ Interpretation		Compulsory application
IAS 1	Presentation of Items of Other Comprehensive Income	01.07.2012

The new standard does not have any materual influence on the quarterly financial statements.

## International Financial Reporting Standards and Interpretations that have been published but are not yet mandatory

The following standards and interpretations have already been adopted by the International Accounting Standards Board (IASB) and partly approved by the EU but they were not yet mandatory in the fiscal 2012/2013. Bertrandt will apply them as of the accounting period for which they become mandatory.

Standard/ Interpretation	1	Compulsory application	Expected effects
IFRS 1	Amendments to IFRS 1: Government Loans	01.01.2013	None
IFRS 1	Amendment to IFRS 1: Severe Hyperinflation and	01.01.2013	None
	Removal of Fixed Dates for First-Time Adopters		
IFRS 7	Amendments to IFRS 7: Disclosures–Offsetting	01.01.2013	Disclosures
	Financial Assets and Financial Liabilities		in the notes
IFRS 9 and	IFRS 9: Financial Instruments and amendments to	01.01.2015	Classification,
IFRS 71	IFRS 9 and IFRS 7: Effective date and disclosures		measurement <sup>2</sup>
	at transition		
IFRS 10	Consolidated Financial Statements	01.01.2014	None
IFRS 11	Joint Arrangements	01.01.2014	None
IFRS 12	Disclosures of Interests in Other Entities	01.01.2014	None
IFRS 13	Fair Value Measurement	01.01.2013	Disclosures
			in the notes
IFRS 10,	Amendments to IFRS 10, IFRS 11 and IFRS 12 –	01.01.2014	None
IFRS 11 and	Transition Guidance		
IFRS 12			
IFRS 10,	Amendments to IFRS 10, IFRS 12 and IAS 27 –	01.01.2014	None
IFRS 12 and	investment properties		
IAS 271			
IAS 12	Deferred tax: Recovery of Underlying Assets	01.01.2013	None
IAS 19	Employee Benefits	01.01.2013	None
IAS 27	Separate Financial Statements	01.01.2014	None
IAS 28	Investments in Associates and Joint Ventures	01.01.2014	Disclosures
			in the notes
IAS 32	Offsetting Financial Assets and Financial	01.01.2014	Disclosures
	Liabilities		in the notes
IAS 361	Amendments to IAS 36: Impairment of Assets –	01.01.2014	Disclosures
	Recoverable Amount Disclosures for Non-		in the notes
	Financial Assets		
IAS 39	Amendments to IAS 36: Novation of Derivatives	01.01.2014	None
	and Continuation of Hedge Accounting		
IFRIC 20	Stripping Costs in the Production Phase of a	01.01.2013	None
	Surface Mine		
IFRIC 21 <sup>1</sup>	Levies	01.01.2014	None
Improvement	Individual amendments	01.01.2013	Single-case
			-

¹not yet endorsed by the EU

<sup>&</sup>lt;sup>2</sup> it is impossible to make reliable estimate of the impact at the moment

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### **Companies consolidated**

In addition to Bertrandt AG, the consolidated financial statements include all operating subsidiaries under the legal and constructive control of Bertrandt AG. This specifically entails the following German companies: the Bertrandt Ingenieurbüro GmbHs in Gaimersheim, Ginsheim-Gustavsburg, Hamburg, Cologne, Munich, Neckarsulm, Tappenbeck and Bertrandt Fahrerprobung Süd GmbH in Nufringen, Bertrandt Technikum GmbH, Bertrandt Projektgesellschaft mbH and Bertrandt Services GmbH in Ehningen; in addition, Bertrandt Ehningen GmbH, Bertrandt GmbH in Hamburg as well as the companies founded in the period under report, Bertrandt Tappenbeck GmbH and Bertrandt München GmbH, were included in the consolidated financial statements.

The consolidated companies additionally include the non-domestic entities Bertrandt France S.A. in Paris/Bièvres, Bertrandt S.A.S. in Paris/Bièvres, Bertrandt UK Ltd. in Dunton, Bertrandt Sweden AB in Stockholm, Bertrandt US Inc. in Detroit, Bertrandt Engineering Shanghai Co., Ltd. in Shanghai and Bertrandt Otomotiv Mühendislik Hizmetleri Ticaret Ltd. Sti. in Istanbul.

Companies on which Bertrandt exercises material but not dominant influence are accounted for using the equity method as associated companies in the interim report. These are Bertrandt Entwicklungen AG & Co. OHG, Bertrandt Automotive GmbH & Co. KG, aucip. automotive cluster investment platform GmbH & Co. KG and aucip. automotive cluster investment platform Beteiligungs GmbH.

### **Currency translation**

The single-entity financial statements of subsidiaries applying a functional currency other than the Euro were translated into the Group's functional currency in accordance with IAS 21. As the subsidiaries carry out their business independently for financial, commercial and organisational purposes, the functional currency is identical to the currency of the country in which they are based.

For this reason the assets and liabilities of these companies are presented in the quarterly financial statements at the mean exchange rate on the reporting date, while expenses and income are translated using the average exchange rate during the period under report. Any currency differences from this as well as the translation of amounts brought forward from the previous year are charged to equity.

Foreign-currency transactions are translated into the functional currency using the exchange rates prevailing on the date of the transaction. Gains and losses from the settlement of such transactions as well as the transaction-date translation of monetary assets and liabilities held in a foreign currency are taken to the income statement.

The parities of the key currencies relative to the Euro were as follows:

Currency translation	relative to one euro						
		Average rate o sheet date	n balance	Average rate Q	verage rate Q1-Q3		
		30.06.2013	30.06.2012	2012/2013	2011/2012		
China	CNY	8.0203	7.9930	8.1173	8.3285		
United Kingdom	GBP	0.8579	0.8065	0.8359	0.8344		
Hungary	HUF	295.2500	286.0300	291.8180	298.1037		
Sweden	SEK	8.7850	8.7780	8.5620	8.9521		
Turkey	TRY	2.5230	2.2845	2.3632	2.3848		
United States	USD	1.3068	1.2577	1.3076	1.3145		

### Material events occurring after the end of the interim reporting period

There were no key events occurring after the end of the nine-month reporting period from 1 October 2012 to 30 June 2013.

### **German Corporate Governance Code**

The current declarations pursuant to Section 161 of the German Public Companies Act on the German Corporate Governance Code by the Management and Supervisory Boards of Bertrandt AG are accessible on the www.bertrandt.com.

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### QUARTERLY SURVEY

Q3 12/13	Q2 12/13	Q1 12/13	Q4 11/12	Q3 11/12
194.782	191.154	184.259	191.275	176.060
0.053	0.103	0.140	0.225	0.132
194.835	191.257	184.399	191.500	176.192
2.583	3.309	2.486	1.827	1.716
-15.339	-14.466	-16.671	-16.319	-16.328
-141.376	-139.200	-129.412	-131.681	-124.837
-5.022	-4.733	-4.478	-4.366	-4.008
-17.012	-16.619	-18.757	-19.075	-15.817
18.669	19.548	17.567	21.886	16.918
0.104	0.132	0.121	-0.468	0.110
18.773	19.680	17.688	21.418	17.028
-0.303	-0.280	-0.304	-0.325	-0.274
18.470	19.400	17.384	21.093	16.754
-5.799	-5.039	-5.241	-6.434	-5.673
12.671	14.361	12.143	14.659	11.081
0	0	0	0	0
12.671	14.361	12.143	14.659	11.081
10.069	10.061	10.061	10.061	10.061
1.26	1.42	1.21	1.46	1.10
	194.782	194.782 191.154 0.053 0.103  194.835 191.257 2.583 3.309 -15.339 -14.466 -141.376 -139.200 -5.022 -4.733 -17.012 -16.619  18.669 19.548  0.104 0.132  18.773 19.680 -0.303 -0.280  18.470 19.400 -5.799 -5.039  12.671 14.361 0 0 12.671 14.361	194.782         191.154         184.259           0.053         0.103         0.140           194.835         191.257         184.399           2.583         3.309         2.486           -15.339         -14.466         -16.671           -141.376         -139.200         -129.412           -5.022         -4.733         -4.478           -17.012         -16.619         -18.757           18.669         19.548         17.567           0.104         0.132         0.121           18.773         19.680         17.688           -0.303         -0.280         -0.304           18.470         19.400         17.384           -5.799         -5.039         -5.241           12.671         14.361         12.143           0         0         0           12.671         14.361         12.143           10.069         10.061         10.061	194.782         191.154         184.259         191.275           0.053         0.103         0.140         0.225           194.835         191.257         184.399         191.500           2.583         3.309         2.486         1.827           -15.339         -14.466         -16.671         -16.319           -141.376         -139.200         -129.412         -131.681           -5.022         -4.733         -4.478         -4.366           -17.012         -16.619         -18.757         -19.075           18.669         19.548         17.567         21.886           0.104         0.132         0.121         -0.468           18.773         19.680         17.688         21.418           -0.303         -0.280         -0.304         -0.325           18.470         19.400         17.384         21.093           -5.799         -5.039         -5.241         -6.434           12.671         14.361         12.143         14.659           10.069         10.061         10.061         10.061

## FINANCIAL CALENDAR

FINANCIAL CALENDAR

CREDITS

CREDITS

Annual report 2012/2013 Annual press and analysts' conference

12 December 2013 Stuttgart/Frankfurt

### **Annual General Meeting**

19 February 2014 10:30 City Hall Sindelfingen

Report on the 1st quarter 2013/2014

February 2014

Report on the 2<sup>nd</sup> quarter 2013/2014

May 2014

9th Capital Market Day

May 2014 Ehningen

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### Design, layout and production

SAHARA Werbeagentur, Stuttgart www.sahara.de

Lithography and printing

Metzger Druck, Obrigheim

### Photos

Andreas Körner, Stuttgart Getty Images

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