

# **Report 3rd Quarter 2010/2011**

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**01.07.2010 – 31.03.2011**

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# **Management Report 2010/11**

**01.07.2010 – 31.03.2011**

During first 9 months of BY 2010/11, the turnover of 35.2 million € again topped the figures of 25.5 million € of same period last year and thus the group expressively returned to its former strength. The EBIT in 3<sup>rd</sup> quarter alone was 1 million € compared to the total profit before tax and interest (EBIT) of 1.8 million € achieved during these 9 months. This quarter result of EBIT of 1 million € is unique in the group's history and mainly due to the subsidiaries' success – particularly that of EMTRON. Considered as "last-cycle" supplier in the industrial chain, FORTEC expects to look forward to further successful quarters in view of the current upswing within Central Europe except extraordinary risks of business.

The profit after tax amounts to 1.3 million € and shows a result of 45 cent per share compared to 12 cent in same period of last year i.e. a notable profit in 3<sup>rd</sup> quarter of 25 cent. Based on a global economic upswing, the turnover considerably raised by 35% to 13.3 million € from January to March 2011 compared to figures of same period last year. Compared to last quarter of October to December 2010, FORTEC's benefit especially was based on the dynamic development in Central Europe resulting in an increase of turnover of another 24%. In the segment of power supplies, the level before crisis again is overcome with a result of 21 million € and an EBIT of 1.6 million € and means a steady and further organic growth. In the segment data visualization and its turnover of 14 million € representing an EBIT of 0.2 million €, the group hopes to compensate the loss in business of digital signature applications made during the recession by new business' projects tailor-made for industry and medicine; thus regaining its former profit and strength.

Based on the current figures of this 1st quarter 2011, FORTEC's situation today is definitively better than before the financial crisis. Every single company within the group again works on profit. In total and again in this cycle, the group's business model proved right based on quarterly group's profits even during recession.

**CONSOLIDATED BALANCE SHEET** (uncertified) according to IAS/IFRS  
**31.03.2011 (prev. years' figures 30.06.2010)**

<b>ASSETS</b>	<b>BY 31.03.2011</b> €	<b>BY 30.06.2010</b> €	<b>EQUITY AND LIABILITIES</b>	<b>BY 31.03.2011</b> €	<b>BY 30.06.2010</b> €
<b>Non-current Assets</b>			<b>A. Shareholder Equity</b>		
I. Goodwill	2.645.044	2.645.044	I. Subscribed capital	2.954.943	2.954.943
II. Intangible assets	102.194	159.802	II. Capital reserve	8.689.364	8.689.364
III. Tangible assets	1.287.023	1.319.875	III. Exchange differences	687.536	687.536
IV. Financial assets	304.240	1.060.321	IV Other reserves	5.508.157	5.453.639
V. Lang-term liabilities	130.698	127.692	V. Net income	1.322.634	734.999
VI. Deferred taxes	96.000	105.000		<b>19.162.634</b>	<b>18.520.480</b>
	<b>4.565.199</b>	<b>5.417.734</b>			
<b>Current Assets</b>			<b>B. Lang-term liabilities</b>		
I. Inventories	7.771.145	6.667.175	I. Lang-term liabilities	51.527	54.202
II. Accounts receivables	5.564.707	4.294.450	II. Deferred taxes	359.319	209.869
III. Tax receivables	162.004	60.245		<b>410.846</b>	<b>326.069</b>
IV. Other assets	300.507	241.004	<b>C. Short-term liabilities</b>		
V. Cash-on-hand, bank bal.	6.356.095	6.355.459	I. Trade payables	2.537.836	1.698.831
	<b>20.154.458</b>	<b>17.618.334</b>	II. Accruals other taxes	299.712	248.204
			III. Other provisions	1.606.075	1.122.696
			IV Other liabilities/accruals	702.554	1.119.788
				<b>5.146.177</b>	<b>4.189.519</b>
<b>Total Assets</b>	<b>24.719.657</b>	<b>23.036.068</b>	<b>Total Equity and Liabilities</b>	<b>24.719.657</b>	<b>23.036.068</b>

## Consolidated Income Statement

(uncertified), according to IAS/IFRS

**01.07.2010 - 31.03.2011 (prev.year's figures 01.07.09 - 31.03.10)**

<b>Income Statement</b>	<b>BY 2010/11</b>	<b>BY 2009/10</b>
<b>Sales revenues</b>	<b>35.200.872 €</b>	<b>25.456.088 €</b>
Other operating income	650.850 €	317.624 €
Cost of material	26.762.002 €	18.795.749. €
Expenses personnel	4.122.625 €	3.694.811 €
Depreciation	221.667 €	219.973 €
Other operating expenses	2.975.150 €	2.564.867 €
<b>Operating income (EBIT)</b>	<b>1.770.278 €</b>	<b>498.312 €</b>
Other interests and similar income	43.379 €	31.971 €
Taxes on income and profit	491.023€	186.433 €
<b>Net income</b>	<b>1.322.634€</b>	<b>343.850 €</b>
Earnings per share /3rd quarter	0,45 €	0,12 €
Shares outstanding	2.954.943	2.954.943

## Consolidated Income Statement

(uncertified), according to IAS/IFRS

**01.01. - 31.03.2011 (prev.year's figures 01.01. - 31.03.10)**

<b>Income Statement</b>	<b>Q3 (1.01.-31.03.11)</b>	<b>Q3 (1.01.-31.03.10)</b>
<b>Sales revenues</b>	<b>13.296.296€</b>	<b>9.878.291 €</b>
Other operating income	270.264 €	66.111 €
Cost of material	10.255.019 €	7.359.829 €
Expenses personnel	1.313.166 €	1.214.708 €
Depreciation	68.014 €	88.651 €
Other operating expenses	929.058 €	888.838 €
<b>Operating income (EBIT)</b>	<b>1.001.303 €</b>	<b>392.376 €</b>
Other interests and similar income	14.493 €	4.729 €
Taxes on income and profit	286.632€	103.824 €
<b>Net income</b>	<b>729.164 €</b>	<b>293.281 €</b>
Earning per share /3rd quarter	0,25 €	0,10 €
Shares outstanding	2.954.943	2.954.943

## Consolidated Statement of Comprehensive Income

	01.07.10 -31.03.2011	01.07.09 – 31.03.2010
1. Net income	€ 1.322.634	€ 343.850
2. Increase/expenses /re-evaluation of Tangible and Intangible assets	0	0
3. Changes in market value assets as concerns: „available for sale“	€ 206.002	0
4. Differences in exchange rates	0	0
5. Income taxes	0	0
6. Other result	€ 206.002	0
7 TOTAL result	€ 1.528.636	€ 343.850

## Consolidated Statement of Chances in Equity

				Other comprehensive income		T O T A L
	Subscribed capital	Capital reserve	Differences re: exchange rates	Market Evaluation reserve	Profit reserve/ Profit carried forward	
	EUR	EUR	EUR	EUR	EUR	EUR
<b>Balance 01.07.2009</b>	<b>2.954.943</b>	<b>8.689.364</b>	<b>139.399</b>	<b>-242.050</b>	<b>6.546.124</b>	<b>18.087.779</b>
Net income					343.850	343.850
Changes "other result"						0
Dividend payments					- 886.483	- 886.483
<b>Balance 31.03.2010</b>	<b>2.954.943</b>	<b>8.689.364</b>	<b>139.399</b>	<b>-242.050</b>	<b>6.003.491</b>	<b>17.545.146</b>

  

<b>Balance 01.07.2010</b>	<b>2.954.943</b>	<b>8.689.364</b>	<b>687.536</b>	<b>-206.002</b>	<b>6.394.640</b>	<b>18.520.480</b>
Net income					1.322.634	1.322.634
Changes "other result"				206.002		206.002
Dividend payments					- 886.483	- 886.483
<b>Balance 31.03.2011</b>	<b>2.954.943</b>	<b>8.689.364</b>	<b>687.536</b>	<b>0</b>	<b>6.830.791</b>	<b>19.162.634</b>

# Consolidated Cash Flow Statement

(uncertified), according to IAS/IFRS

**01.07.2010 -31.03.2011 (prev.year's figures 01.07.09 - 31.03.2010)**

<b>I. Operative business</b>	<b><u>BY 2010 /11</u></b>	<b><u>BY 2009 /10</u></b>
Net income	€ 1.322.634	€ 343.850
Depreciation of tangible and intangible assets	€ 221.667	€ 219.973
Change of inventories	€ - 1.103.970	€ 1.172.193
Change of accounts receivables	€ - 1.375.022	€ 139.526
Change of liabilities	€ 622.729	€ 712.649
Change of accruals	€ 480.704	€ 237
Change of other assets	€ - 59.500	€ - 120.847
Cash-flow from operative business	€ 109.242	€ 2.467.587
<b>II. Investment Activities</b>		
Cash-flow from investment activities	€ 777.877	€ - 215.485
<b>III. Financial Activities</b>		
Profit earned/paid	€ - 886.483	€ - 886.483
<b>VI. Cash-flow in total</b>	€ 636	€ 1.365.619
<b>V. Change in liquid Funds</b>		
Cash at beginning of period	€ 6.355.459	€ 5.146.225
Cash at end of period	€ 6.356.095	€ 6.511.844



## **Annexe.**

The balancing and evaluation methods of fiscal year 2009/10 according to IAS/IFRS remain unchanged. The information given in this report is only valid at day of publication and cannot be written forth. The number of full-time employees reduced to 110 (prev. year 112). The group's business comprises data visualization and power supplies.

<b><u>Segment report</u></b>	<b>Data visualisation TEuro</b>	<b>Power supplies TEuro</b>
<b>Turnover</b>	<b>14.043</b>	<b>21.157</b>
<b>Result (EBIT)</b>	<b>192</b>	<b>1.578</b>
<b>Financial result</b>	<b>17</b>	<b>26</b>
<b>Income tax</b>	<b>5</b>	<b>486</b>
<b>Net income</b>	<b>204</b>	<b>1.118</b>