



**Koenig & Bauer AG**  
**78th Annual Shareholders' Meeting**

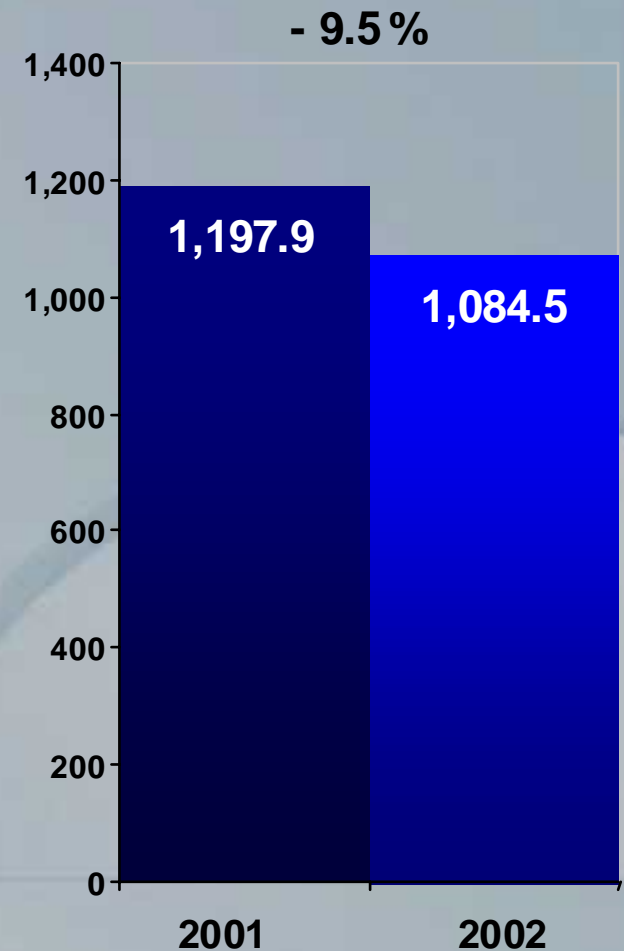
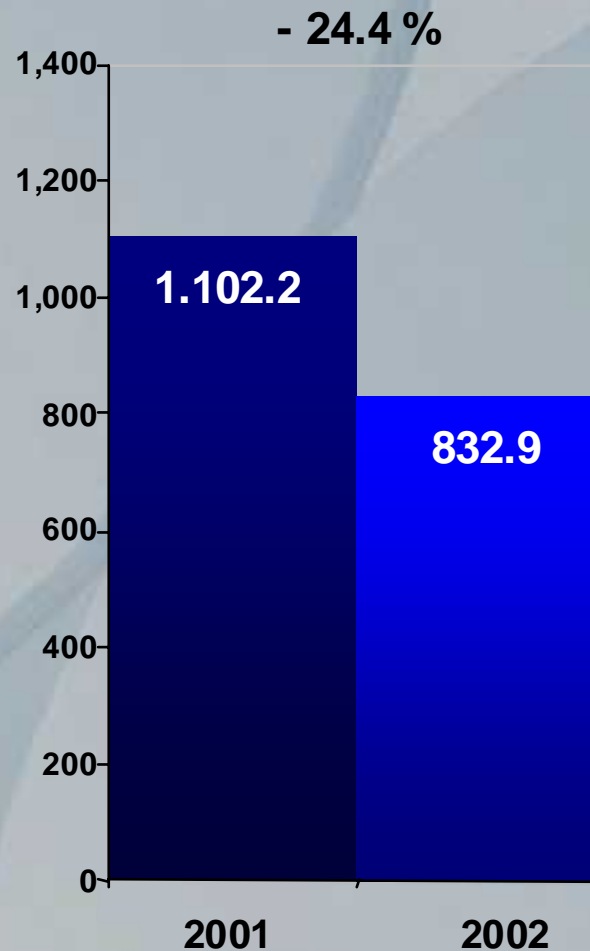
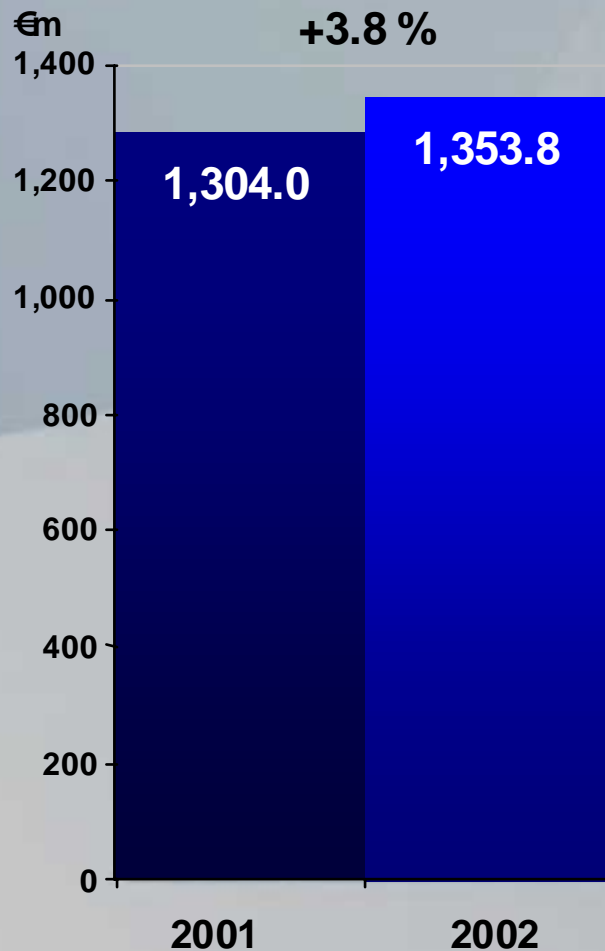
## Group Results for 2002

➤ Turnover	+ 3.8 %
➤ Order intake	- 9.5 %
➤ Order backlog at 31.12.	- 24.4 %
➤ Results from ordinary activities	- 30.7 %
➤ Net income	- 29.8 %
➤ Dividend on ordinary/no-par shares in €	0.50

**Turnover**

**Order Backlog**

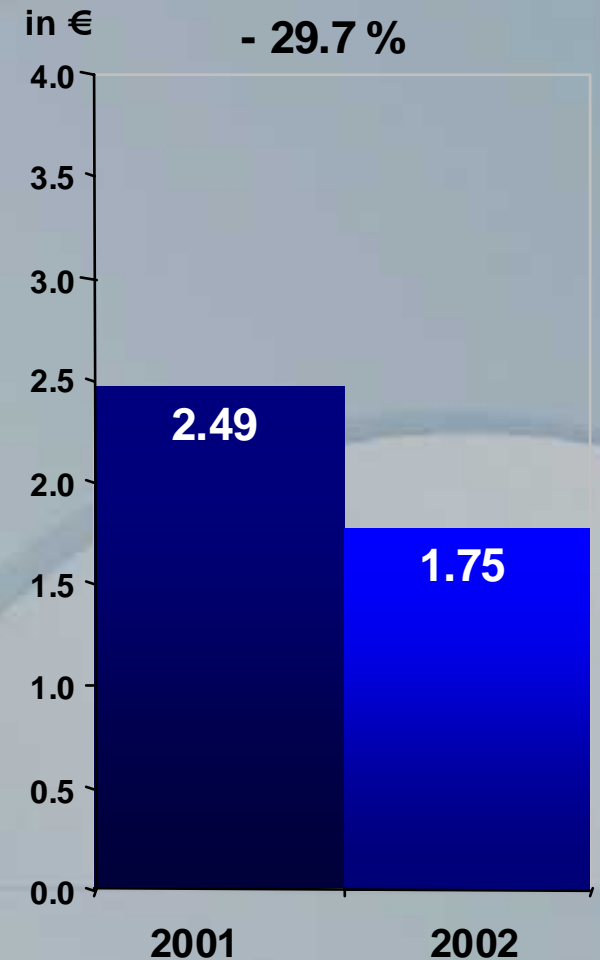
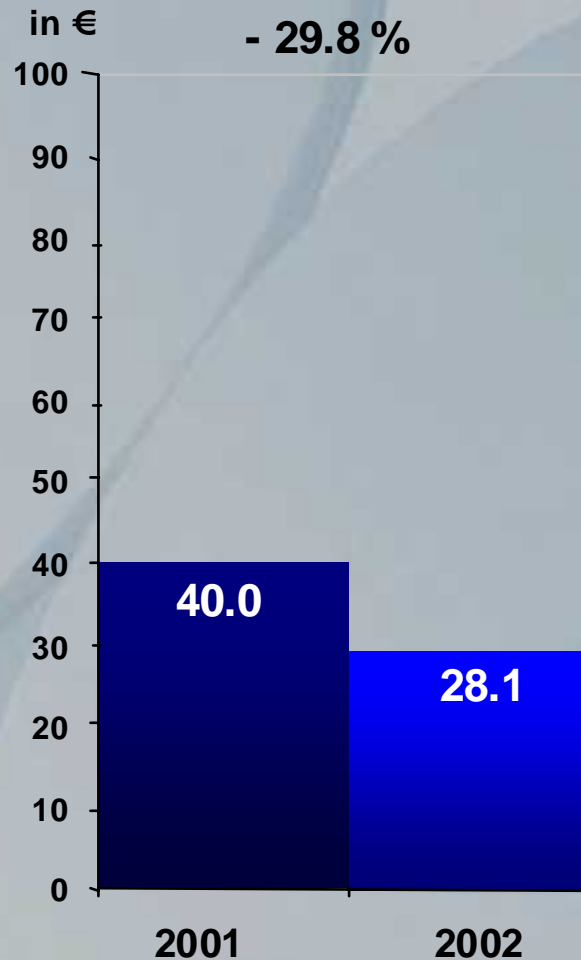
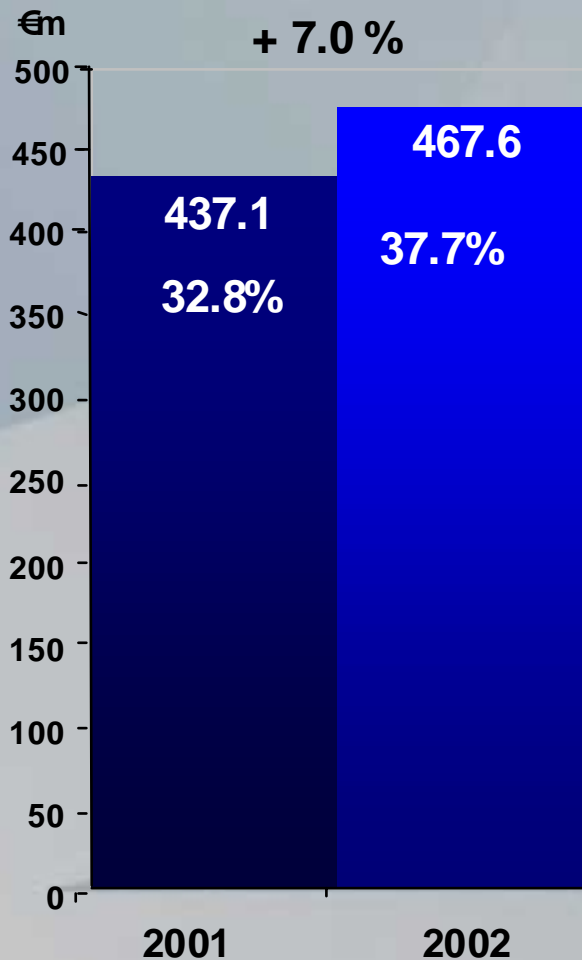
**Order Intake**



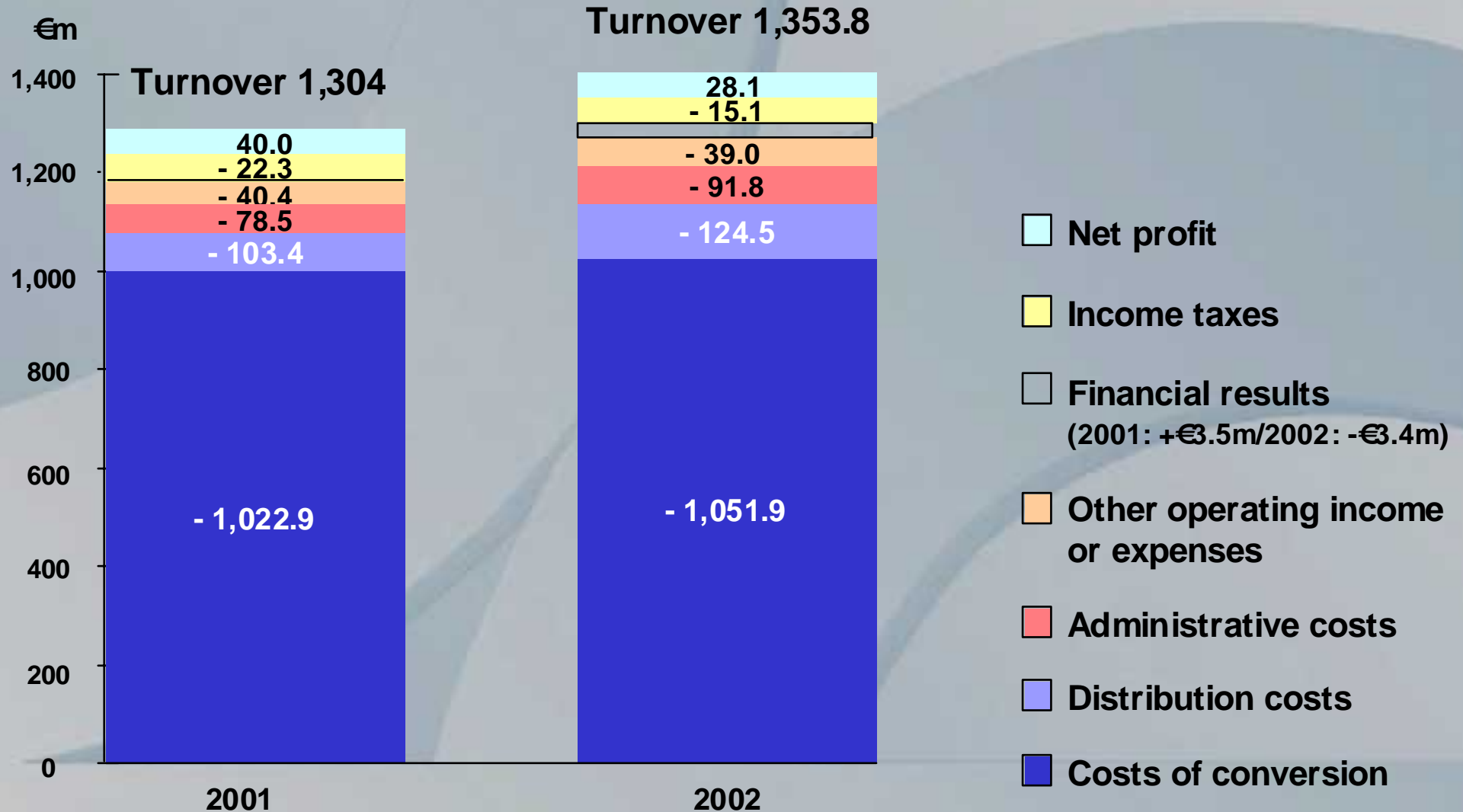
## Equity

## Net Income

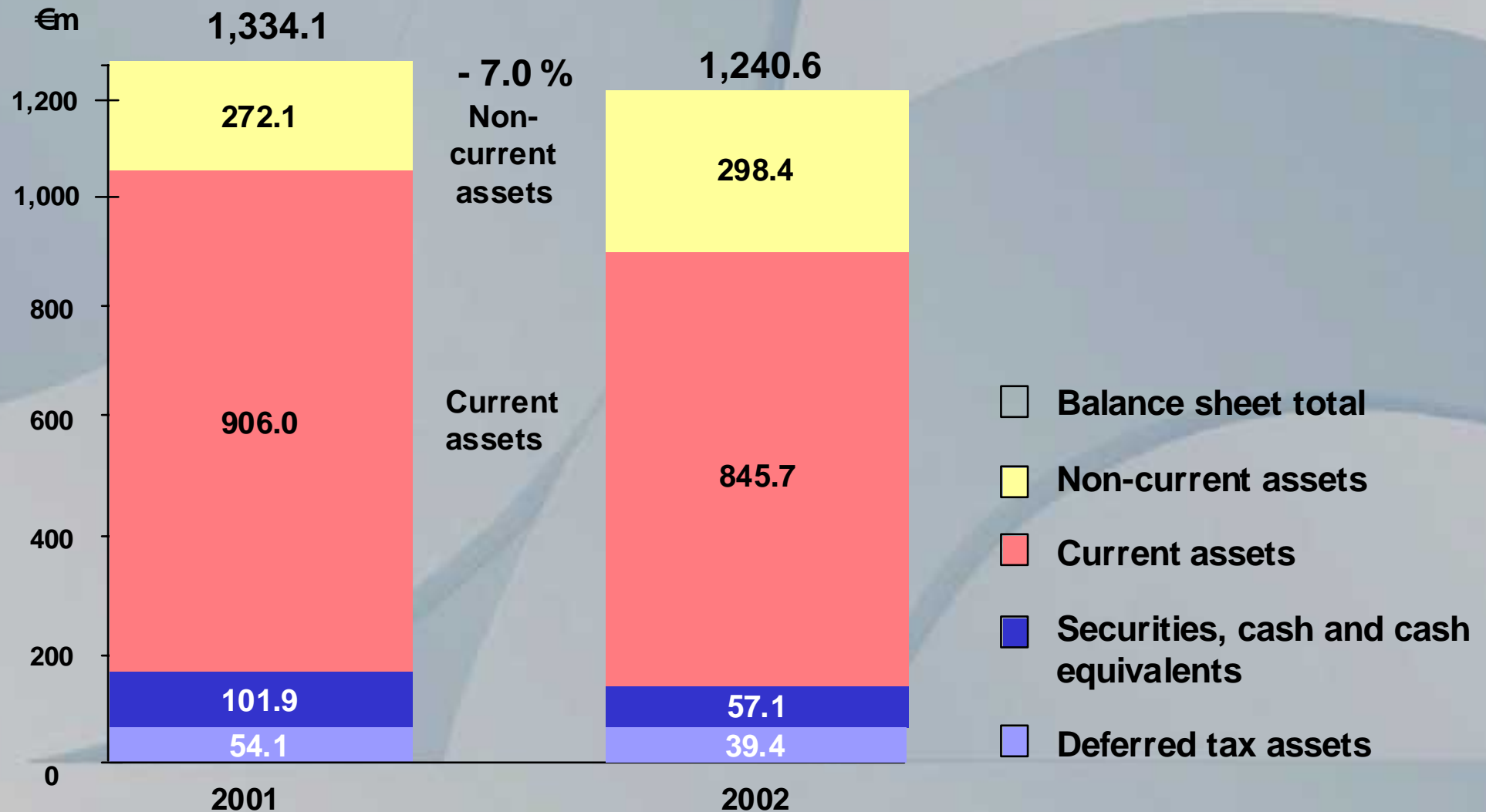
## Earnings per Share



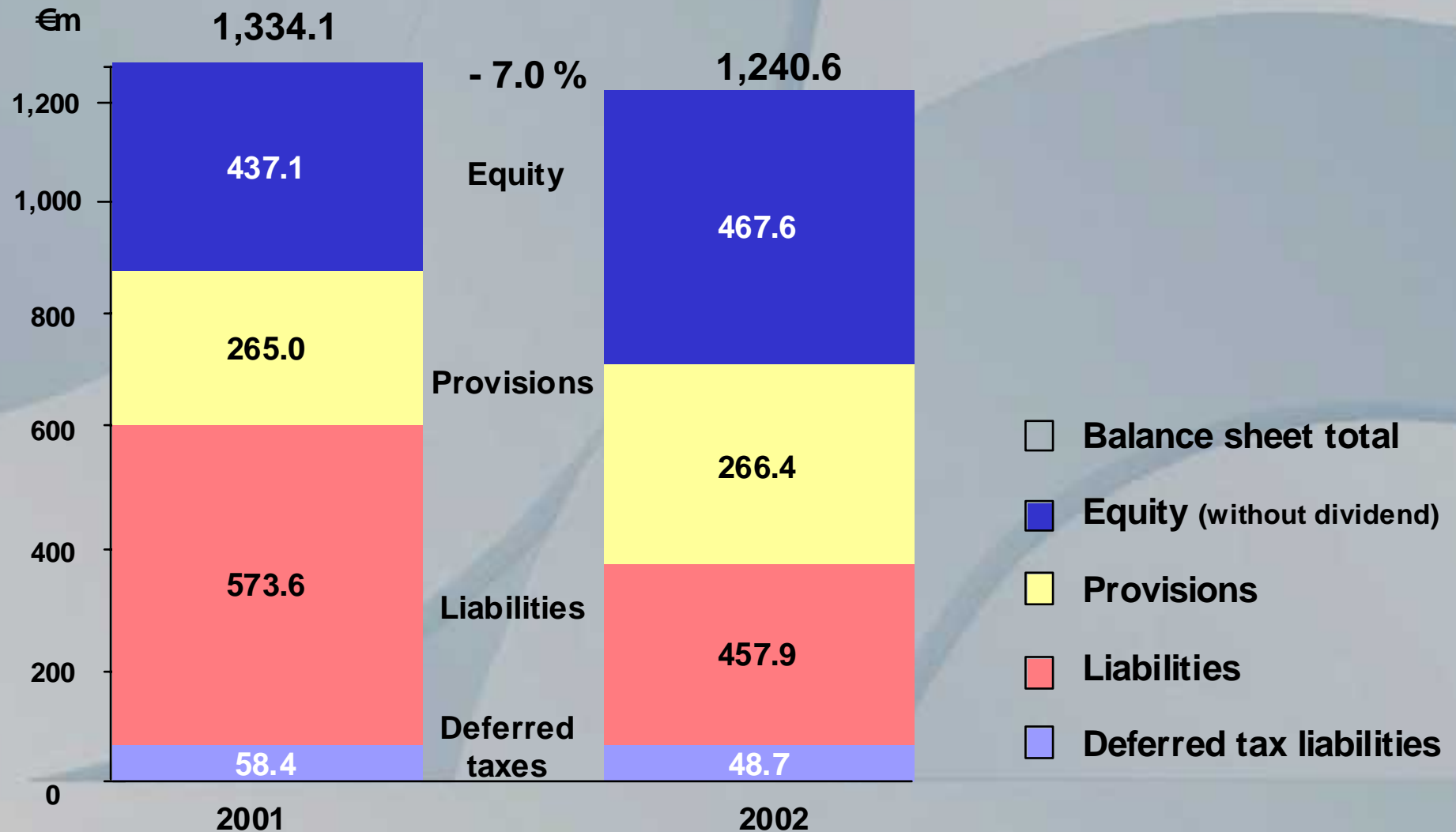
## Income Statement



## Balance Sheet: Assets



## Balance Sheet: Equity and Liabilities



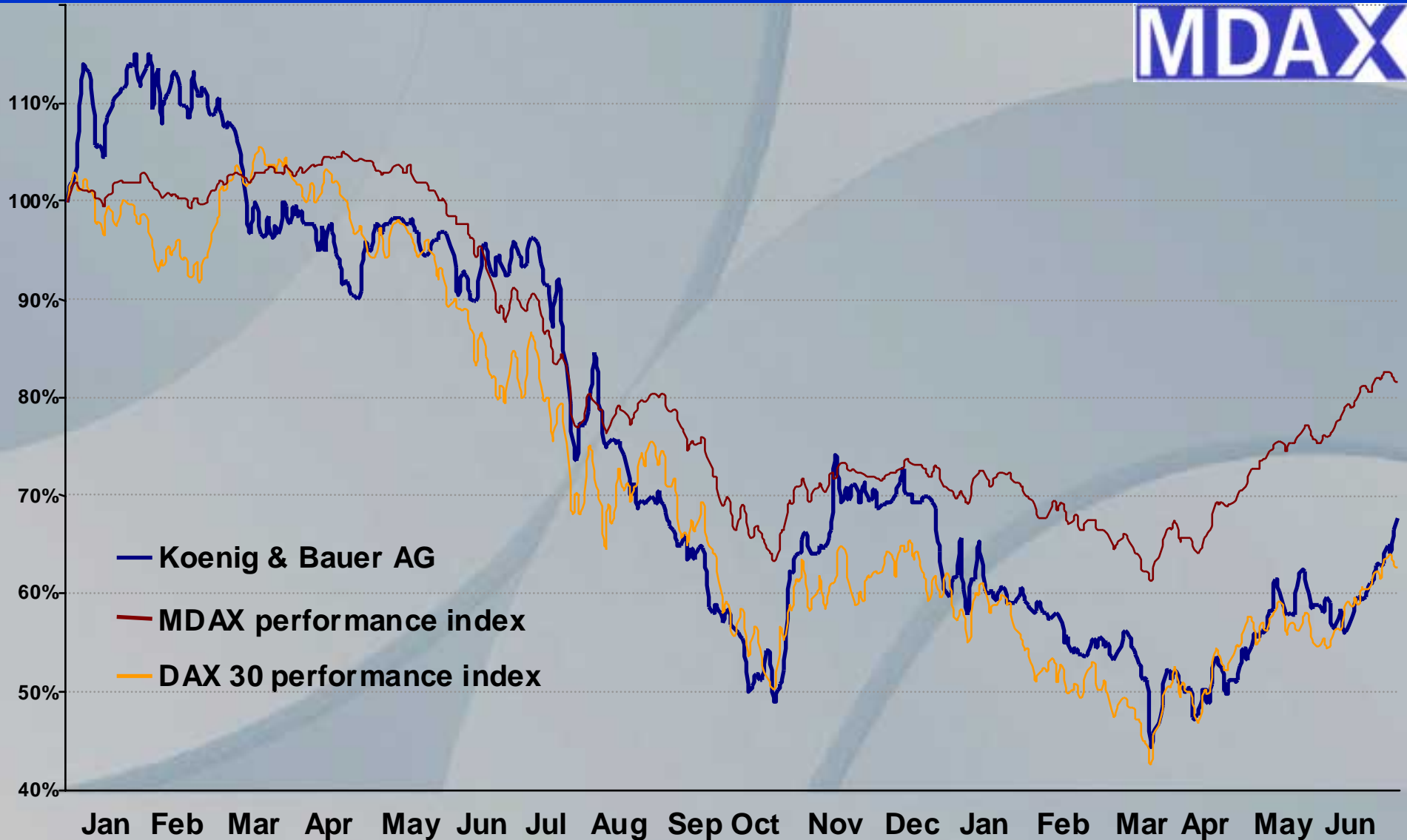
## Proposal for the Utilisation of Net Profit

➤ Consolidated net income (IFRS)	28.1 m
➤ Subsidiaries/IAS effects	-10.2 m
<hr/>	
➤ Net income Koenig & Bauer AG	17.9 m
➤ Transfer to revenue reserves 50 %	-9.0 m
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➤ Net profit under HGB	8.9 m
➤ Payment to shareholders ~ 45 %	8.0 m
➤ Balance carried forward to 2003	0.9 m

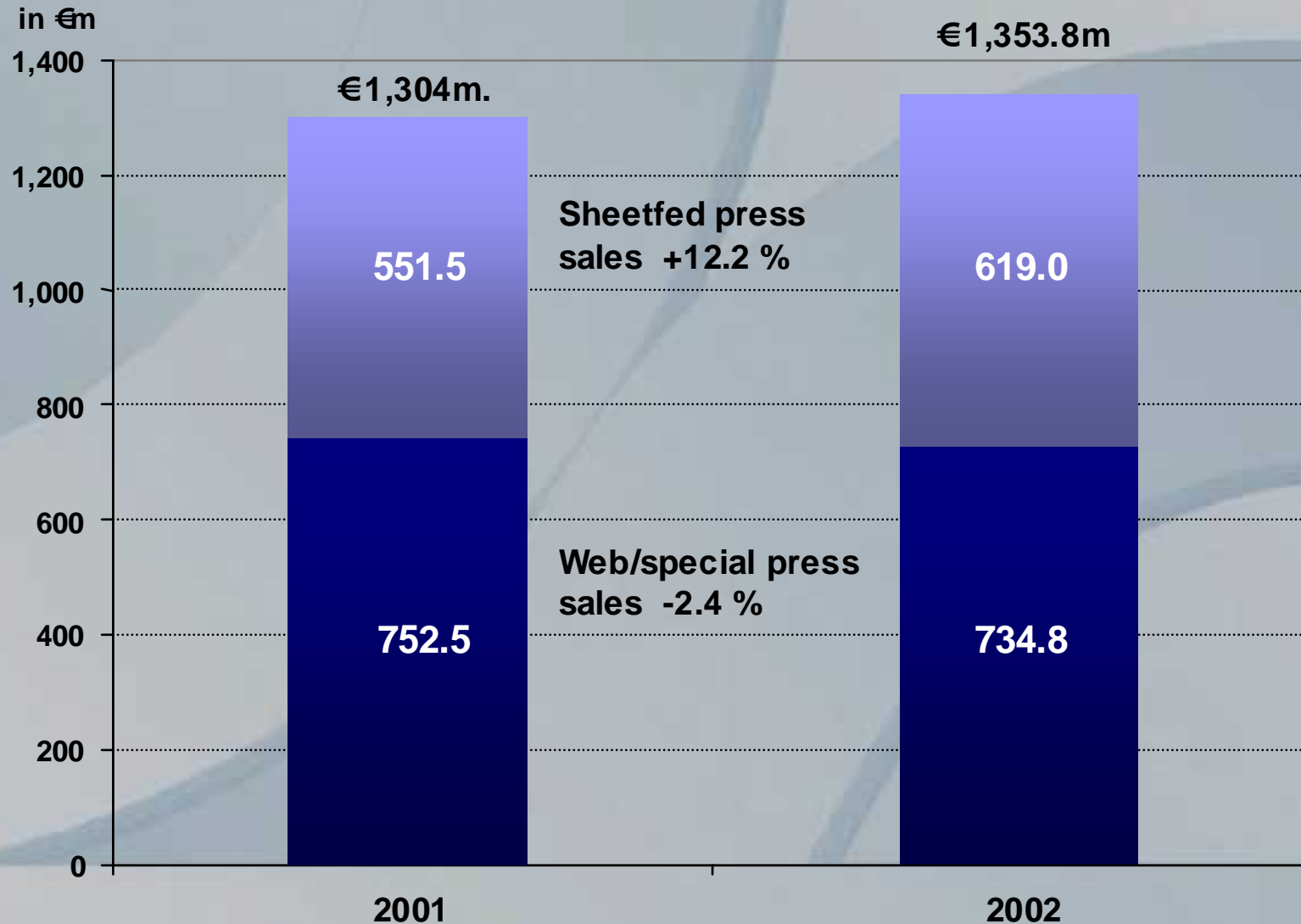


## Share Movement 2002 - 2003

**MDAX**

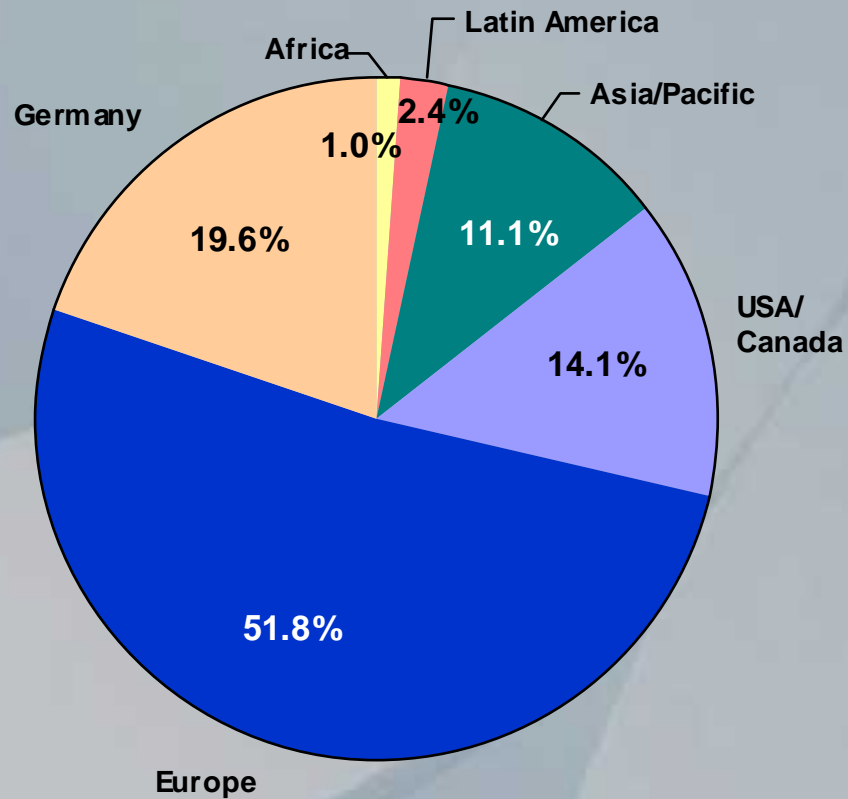


## Turnover by Product Type

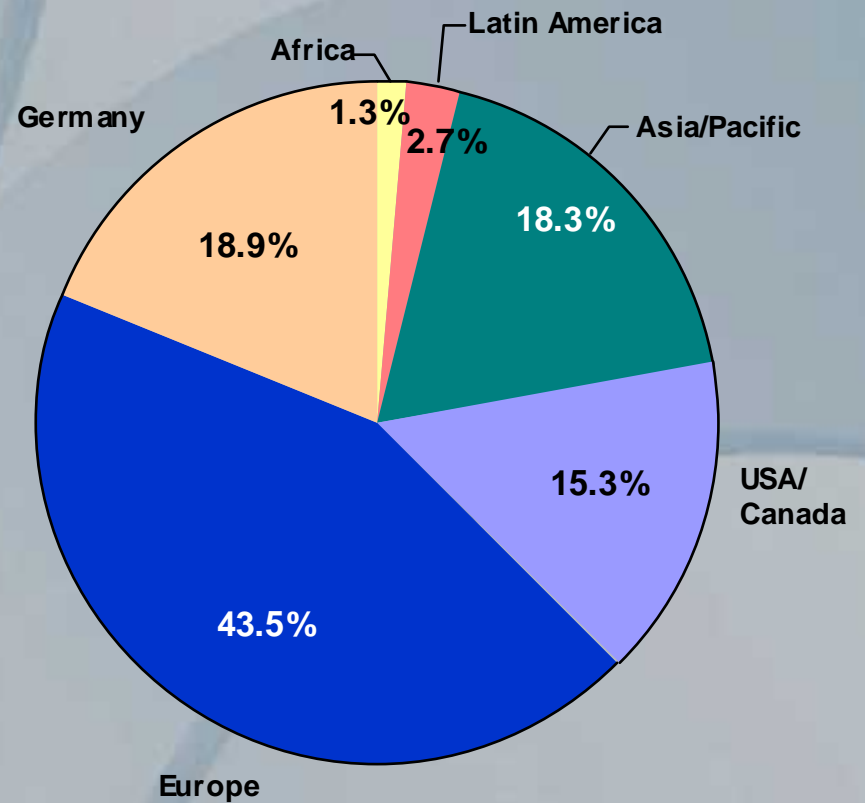


## Turnover by Region

% of  
turnover

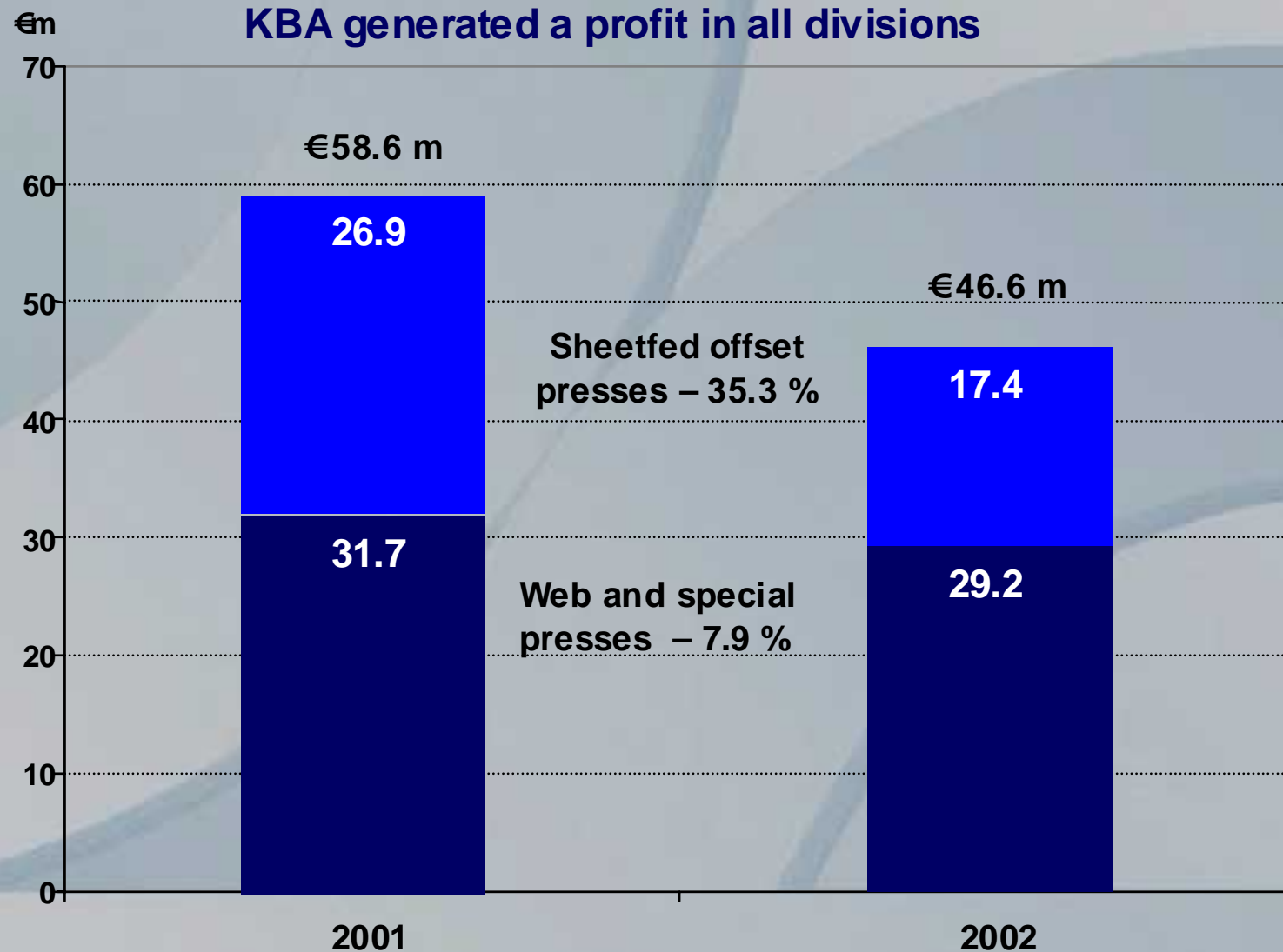


2001

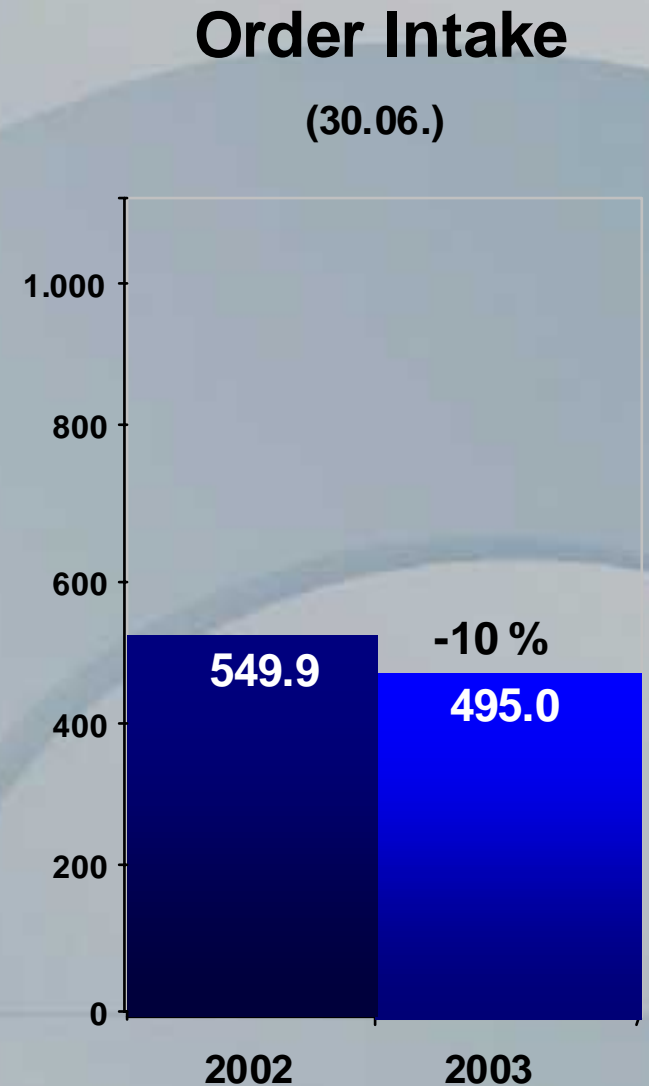
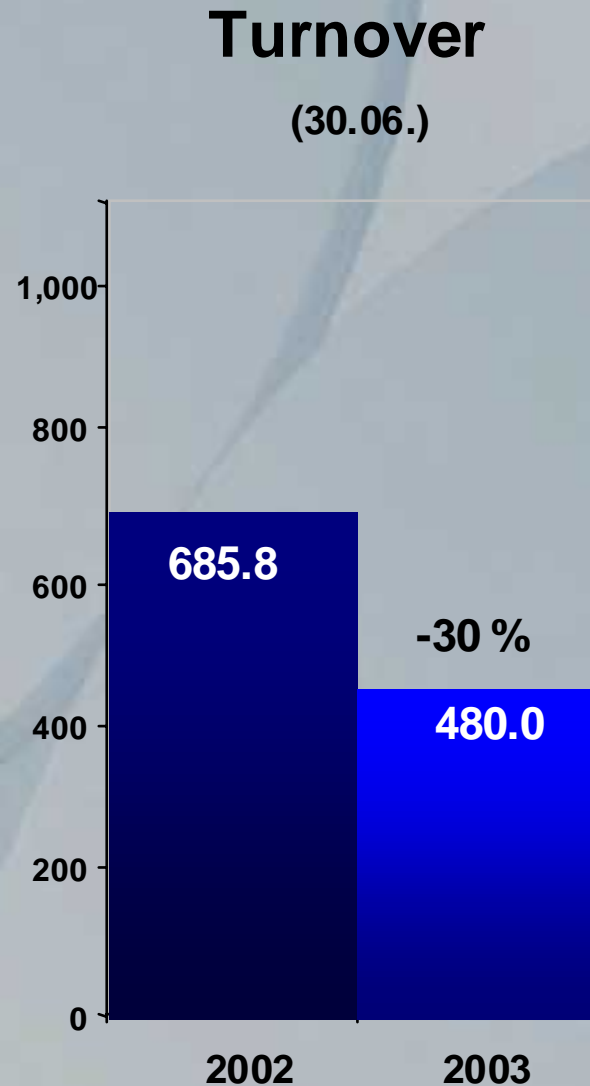
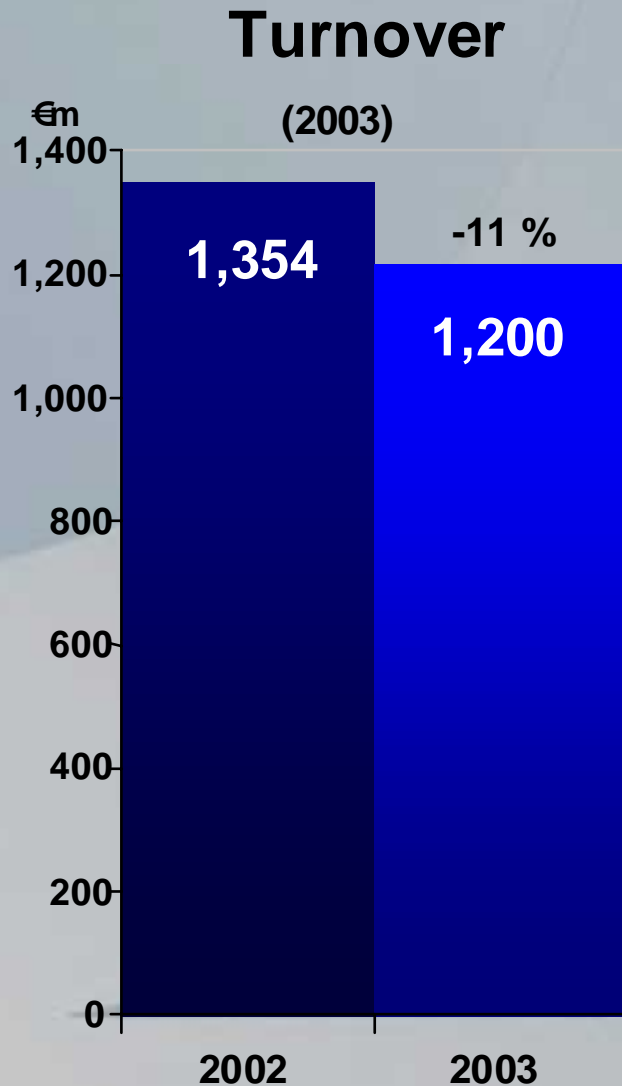


2002

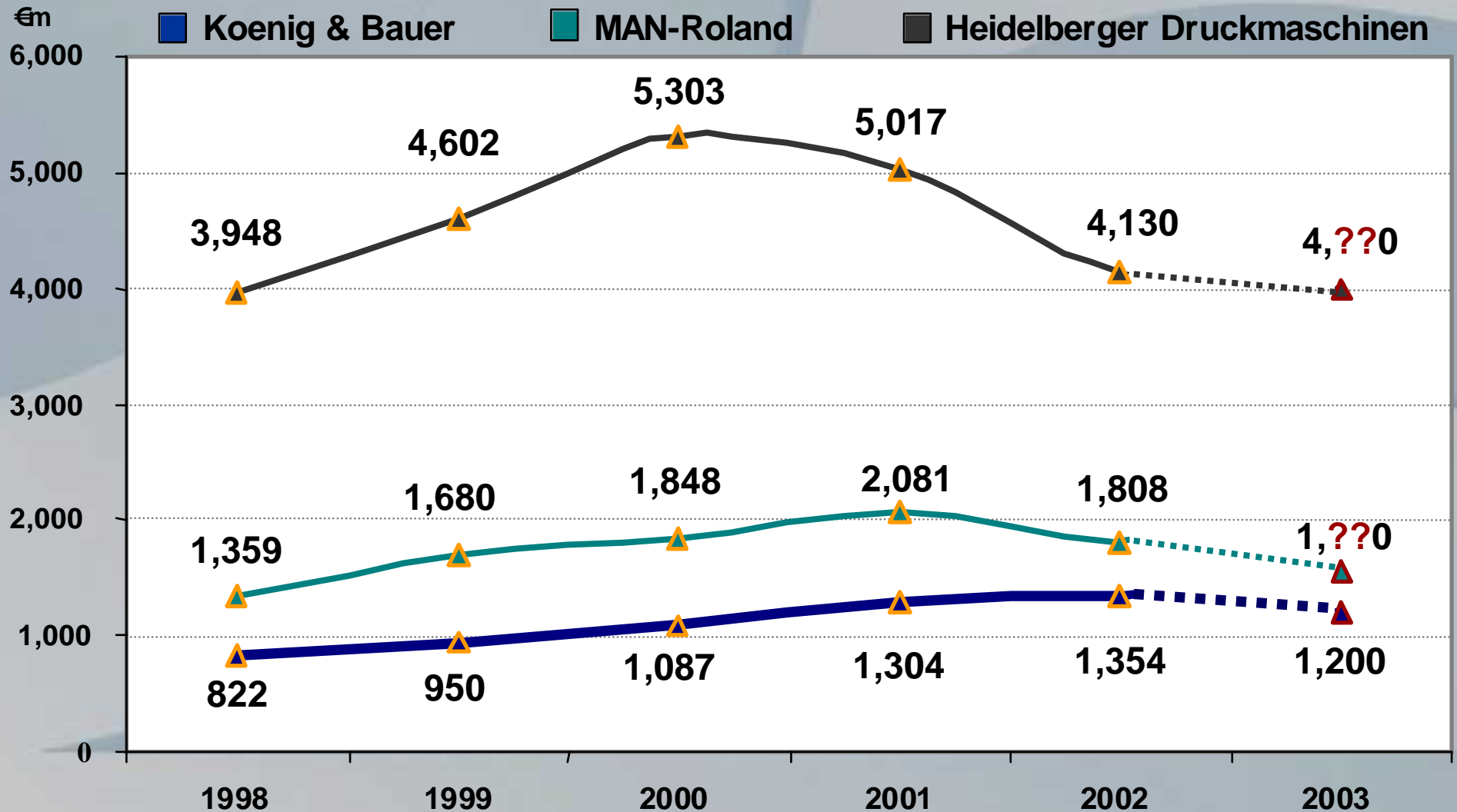
## Operating Profit by Segment



## Prognosis for 2003



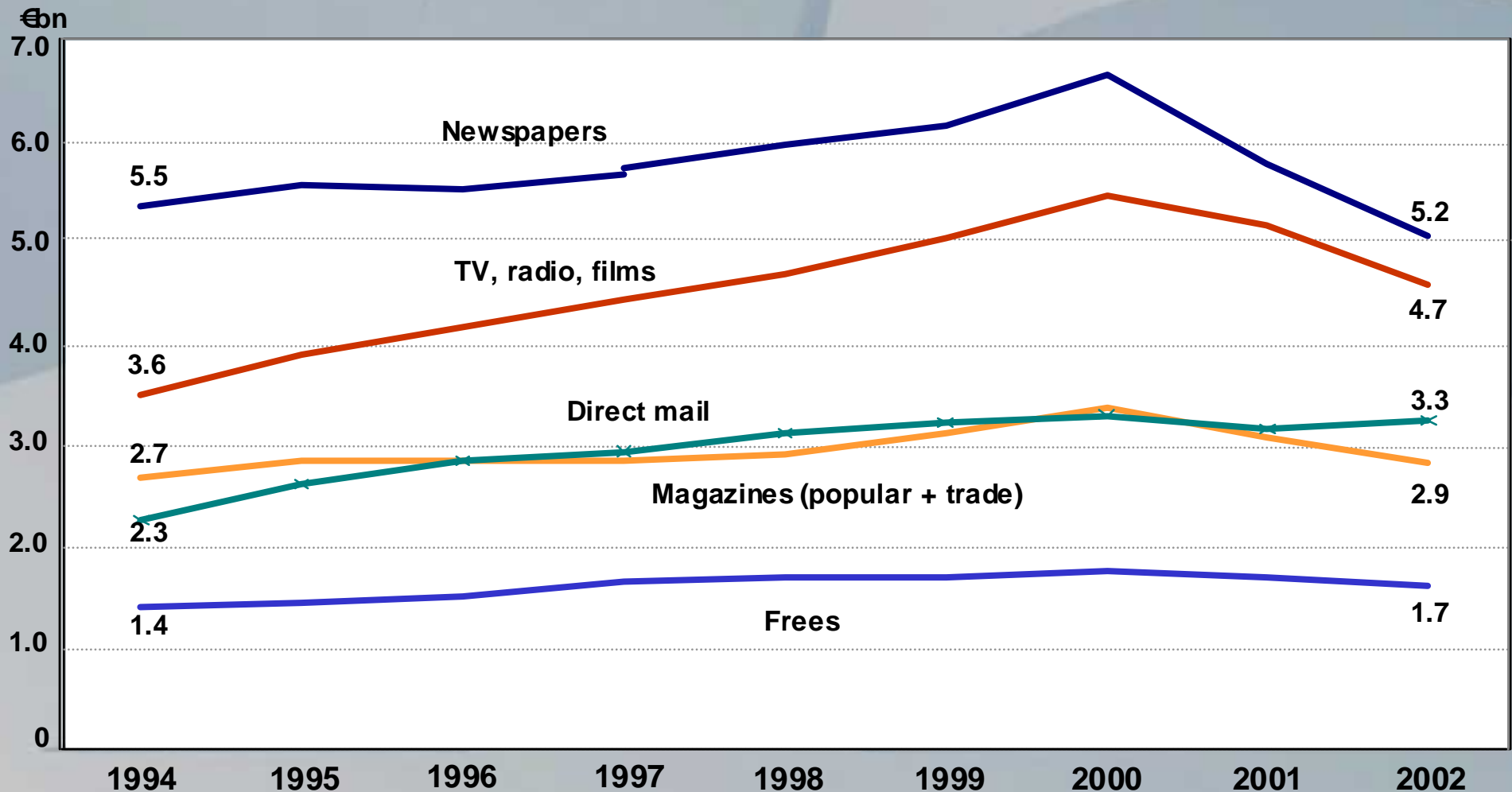
## Turnover of Top Three Press Manufacturers



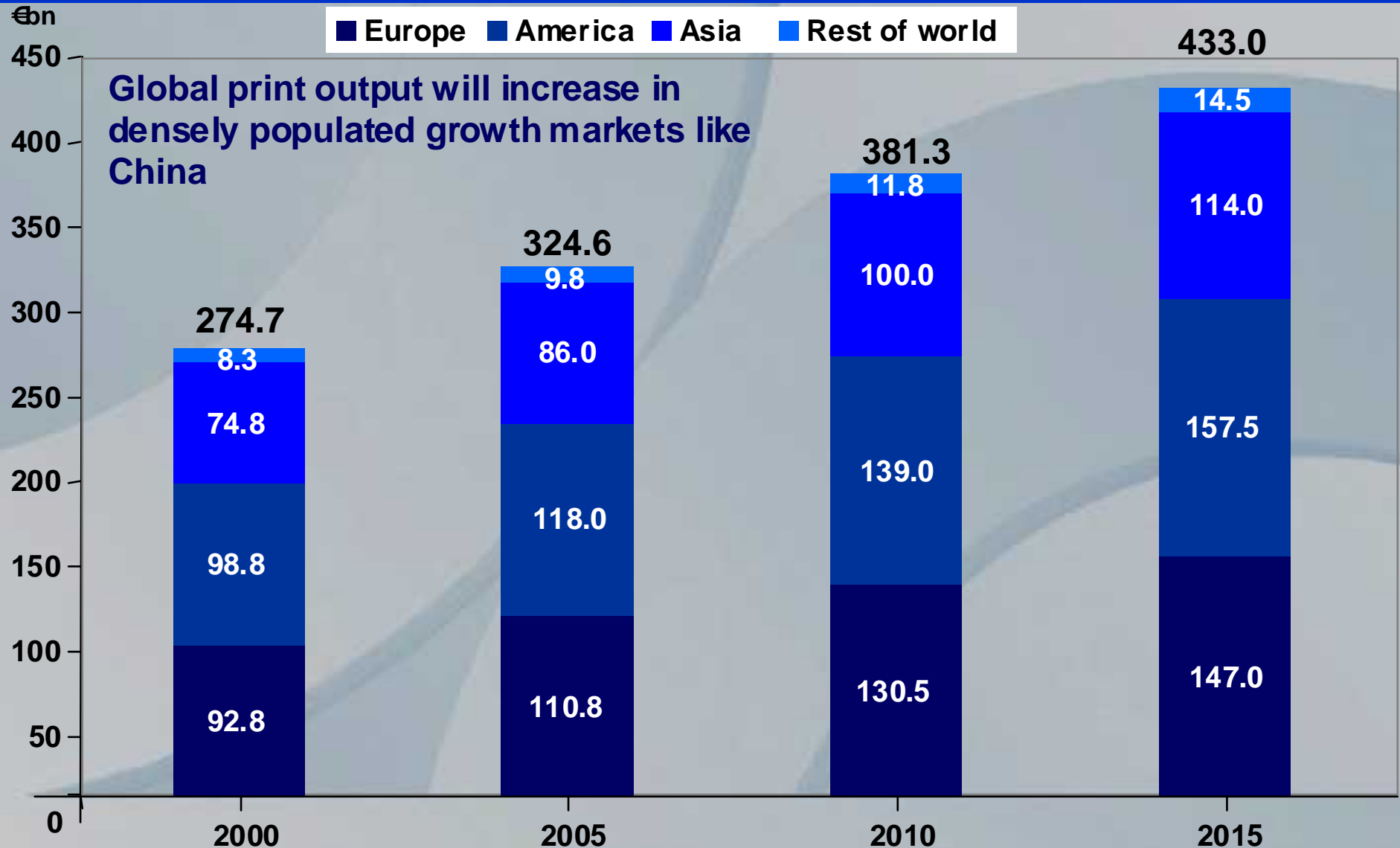
Heidelberger Druckmaschinen: business year ended 31.03.

## Performance of Key Media in Germany

All the different types of media have been affected by the economic downturn

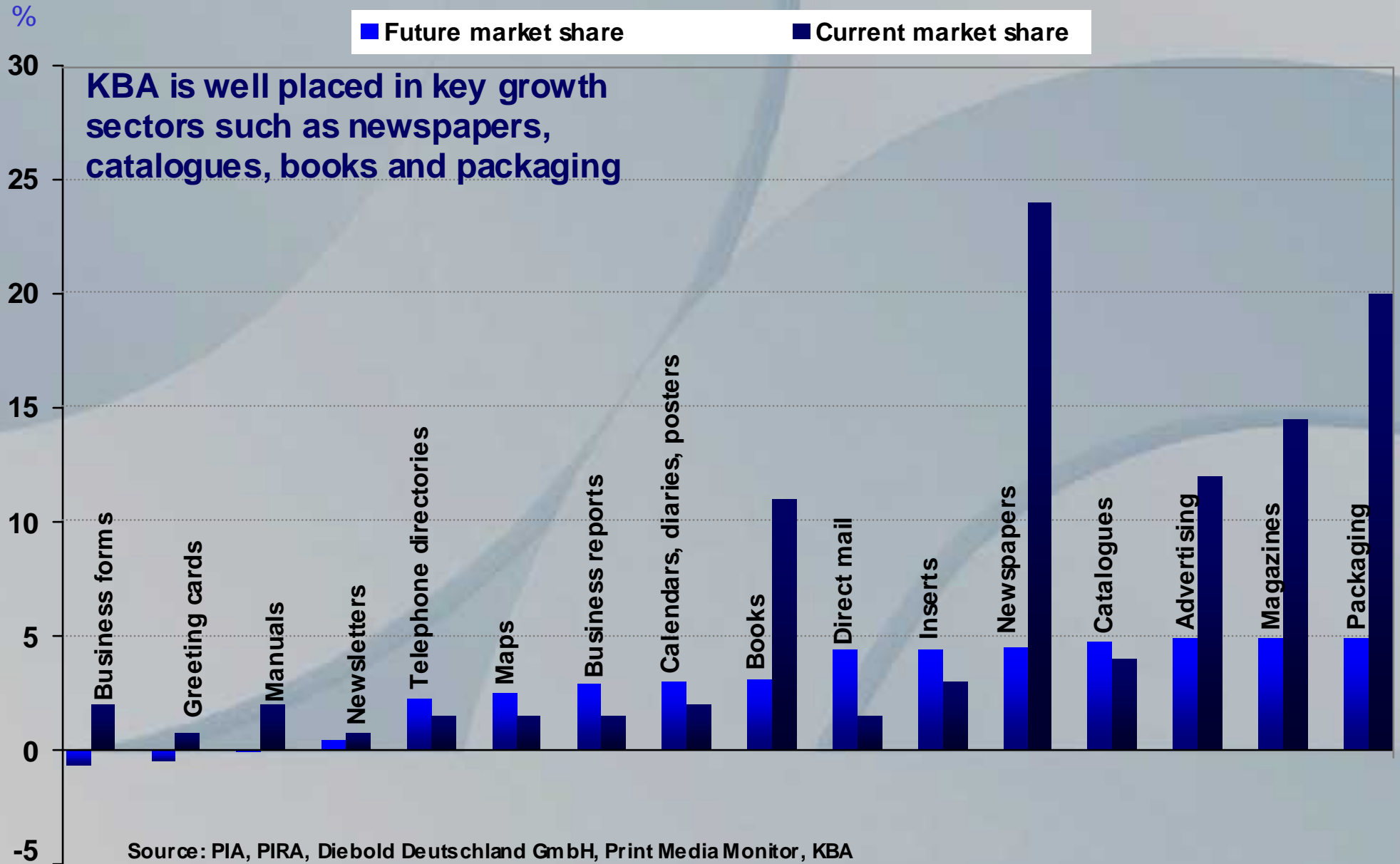


## Print Output by Region 2000 - 2015





## Market Share and Growth of Key Print Products in %



## Sheetfed Offset Presses

- |                            |  |
|----------------------------|--|
| <b>Large format:</b>       | Consolidate market lead                                    |
| <b>Medium format:</b>      | Increase market share through customisation                |
| <b>Small format:</b>       | Growth with new products                                   |
| <b>Process technology:</b> | Trendsetter in eco, hybrid and direct offset on corrugated |
| <b>Systems alliances:</b>  | New initiatives with CREO in pre-press                     |
| <b>Drupa 2004:</b>         | New products and systems                                   |



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## Web and Special Presses

### **Newspaper presses:**

Sales drive to enhance cost-efficiency and productivity

### **Rotogravure presses**

Maintain technological pole position with new press generation

### **Heatset presses:**

Expand product range by Drupa 04

### **Security presses:**

Expand growth markets for quality assurance and security systems



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## Focus on Downsizing Capacity, Safeguarding Earnings

### Programme for 2003 - 2004:

- Downsize capacity to market volume
- Downsize payroll
- Reduce material costs
- Close two assembly plants
- Target: Cut costs by €100 m from 2005







**Thanks for listening**