

# 6 months report AMADEUS FIRE AG

of shortened fiscal year 2004

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Temporary Staffing Interim-Management Permanent Placement Recruitment Training and Education





## **AMADEUS FIRE Group Financial Summary**

Amounts stated in EUR k	01.04. – 30.09. 2004	01.04. – 30.09. 2003	Divergency in %
Sales revenues	21.805	25.170	-13,4
Gross profit on sales	8.965	10.148	-11,7
Gross profit margin in %	41,1	40,3	
EBITDA	1.396	1.932	-27,7
EBITDA margin in %	6,4	7,7	
EBITA	713	1.284	-44,4
EBITA margin in %	3,3	5,1	
EBIT	713*	583	22,3
EBIT margin in %	3,3	2,3	
Profit before tax	813	683	18,9
PBT margin in %	3,7	2,7	
Net earnings	679	295	130,2
Net earnings margin in %	3,1	1,2	
Balance sheet total	28.801	30.589	-5,8
Stockholders' equity	22.459	22.556	-0,3
Cash and cash equivalents	12.039	11.607	3,7
Net Cash from operating activities	1.556	1.268	22,7
Net Cash from operating activities per share	0,29	0,24	
Earnings per share	0.06	-0,02	421.6
Average number of shares undiluted	5.295.064	5.295.064	721,0
Earnings per share diluted	0.06	-0.02	407.2
Average number of shares diluted	5.542.811	5.550.911	.07/2
	3.0 12.0	3.333.3.7	
Number of employees (productive)	639	784	-18,5

<sup>\*</sup> without goodwill amortization (see notes)





# Consolidated Financial Statements 6 months of shortened Fiscal Year 2004

Based on a resolution passed at the Annual General Meeting at 4<sup>th</sup> August 2004 the fiscal year of AMADEUS FIRE AG is changed to the calendar year. Therefore the current fiscal year is shortened from 1<sup>st</sup> April to 31<sup>st</sup> December 2004.

In the first six months of the shortened fiscal year the Group has achieved consolidated sales revenues of EUR k 21.805 (prior year: EUR k 25.170), a decline of 13,4 per cent.

The consolidated financial statements are prepared in accordance with IFRS and show at 30th September 2004 the following revenues in the different services:

- Temporary staffing EUR k 11.772 (prior year EUR k 15.439), a decrease of 23,8 per cent
- Interim and project management EUR k 3.447 (prior year EUR k 3.855), a decrease of 10,6 per cent
- Permanent placement/recruitment EUR k 2.279 (prior year EUR k 2.047), an increase of 11,3 per cent
- Training & education EUR k 4.307 (prior year EUR k 3.829), an increase of 12,5 per cent

The demand for specialised temporary staffing services is still low. Postponed projects in the area of finance and accounting, an important field of assignments for specialists, still have a negative impact on the sales development. In the market a sustained price pressure is noticeable due to cost cuttings of many companies.

Thus plans for the reporting period in this area of service have not been achieved.



The development of the permanent placement/recruitment services is encouraging. The new positioning of the brand Greenwell Gleeson starts to be effective.

Sales revenues are above plans for the reporting period. Sales growth accelerated during the second quarter.

Sales growth of the training and education services provided by the Tax College Endriss continues and is slightly above plans for the reporting period.

After the six months of the shortened fiscal year AMADEUS FIRE achieves a gross profit of EUR k 8.965 (EUR k 10.148 in prior year). The gross profit margin gained 80 basis points, improving from 40,3 per cent to 41,1 per cent.

In the second quarter an improvement from 41,9 per cent to 42,4 per cent was achieved. The margin improvement is mainly caused by a larger part of training and education services as well as permanent placement/recruitment services of total sales.

In the first 6 months selling and administrative expenses decreased by 7,7 per cent from EUR k 8.887 of prior year to EUR k 8.204 including negative cost impacts for relocation expenses, early termination costs for an office lease and increased selling expenses due to expansion of the training and education services.

The operating profit totals EUR k 713 (prior year: EUR k 1.284), a reduction of 44,5 per cent. The EBITA margin for the six months was 3,3 per cent compared to 5,1 per cent in prior year's period. The result for the 6 months was slightly below plan.





For the shortened fiscal year IFRS 3 was adopted for the first time eliminating the amortization of goodwill (see notes).

The AMADEUS FIRE Group states a net income before minorities of EUR k 679 for the six months compared to EUR k 295 in the prior year (prior year including good-will amortization). The undiluted earnings per share amounts EUR 0,06 (prior year: EUR -0,02).

#### **Financial Situation**

After 6 months the cash flow from operating activities amounts EUR k 1.556 (prior year EUR k 1.268). This is mainly caused by a lower cash out for income taxes and an improved working capital. Capital expenditure for equipment in the reporting period totals EUR k 319 (prior year: EUR k 437). Disposals were EUR k 42 (prior year EUR k 171).

In the reporting period the last outstanding purchase price instalment for acquisitions in former periods led to a cash out of EUR k 721 (prior year EUR k 348 plus purchase of minority interests of EUR k 504).

Dividends to minority shareholders of Steuer-Fachschule Endriss of EUR k 741 have been paid.

At  $30^{th}$  September 2004 the cash position totals to EUR k 12.039 (prior year EUR k 11.067).



#### **Prospects**

Contrary to the original expectations an increase in demand for specialised temporary staffing services in the area of finance and accounting is currently not foreseeable for the late autumn. The services permanent placement/recruitment and training and education develop positively and are expected to exceed original plans.

Despite lower sales an EBITA on the level of the comparable prior year's period is expected for the current shortened fiscal year, which would be in line with original expectations.

Frankfurt, October 21, 2004

Günter Spahn CEO & Chairman of the Board Peter Haas CFO & Board Member

## **Consolidated Income Statement**

Amounts stated in EUR k	01.04. – 30.09.2004	01.04. – 30.09.2003
Sales revenues	21.805	25.170
Cost of rendered services	12.840	15.023
Gross profit	8.965	10.148
Selling expenses	6.297	6.562
Administrative expenses	1.907	2.325
Other operating income	20	38
Other operating expenses	-68	-14
Income from operations before goodwill amortization	713	1.284
Goodwill amortization	0	701
Income from operations	713	583
Financial result	99	100
Income before taxes	813	683
Income taxes	-134	-388
Profit for the period	679	295
allocated to shareholders	341	-102
allocated to minorities	338	397
Earnings per share		
basic (euro/share)	0,06	-0,02
diluted (euro/share)	0,06	-0,02

## **Consolidated Income Statement**

## $2^{nd}$ quarter of shortened fiscal year 2004

Amounts stated in EUR k	01.07. – 30.09.2004	01.07. – 30.09.2003
Sales revenues	11.038	12.704
Cost of rendered services	6.362	7.381
Gross profit	4.676	5.323
Selling expenses	3.100	3.160
Administrative expenses	972	1.137
Other operating income	10	16
Other operating expenses	-59	-10
Income from operations before goodwill amortization	555	1.033
Goodwill amortization	0	355
Income from operations	555	677
Financial result	50	40
Income before taxes	605	717
Income taxes	-149	-345
Profit for the period	456	372
allocated to shareholders	312	144
allocated to minorities	144	228
Earnings per share		
basic (euro/share)	0,06	0,03
diluted (euro/share)	0,06	-0,03

## **Consolidated Balance Sheet**

Amounts stated in EUR k	30.09.2004	31.03.2004	
Assets			
Non-current assets			
Software	666	714	
Goodwill	9.996	9.996	
Property, plant & equipment	1.312	1.671	
Deferred taxes	172	142	
	12.146	12.523	
<b>Current assets</b>			
Trade receivables and other assets	4.276	4.472	
Prepaid expenses	340	459	
Cash and cash equivalents	12.039	12.179	
	16.655	17.110	
Total assets	28.801	29.633	
Equity & Liabilities			
Equity			
Capital stock	5.295	5.295	
Capital reserve	12.099	12.099	
Legal reserves	0	0	
Adjustment item from currency translation	-70	-35	
Retained earnings	4.678	4.337	
Minority interests	457	860	
	22.459	22.556	
Current liabilities			
Provisions for taxes	2	190	
Trade payables	740	568	
Other liabilities and accruals	5.600	6.319	
	6.342	7.077	
Total equity & liabilities	28.801	29.633	

## **Statement of Changes in Equity**

Amounts stated in EUR k	Capital stock	Capital reserve	Legal reserves	Currency translation	Retained earnings	Minority interests	Total
01.04.2003	5.295	12.099	30	-67	7.046	558	24.961
Dividends paid	0	0	0	0	-2.224	-376	-2.600
Acquisitions of minority interest	s 0	0	0	0	0	-63	-63
Currency translation	0	0	0	-11	0	0	-11
Net income	0	0	0	0	-102	397	295
30.09.2003	5.295	12.099	30	-78	4.720	516	22.582
01.10.2003	5.295	12.099	30	-78	4.720	516	22.582
Dividends paid	0	0	0	0	0	0	0
Currency translation	0	0	0	43	0	0	43
Net income	0	0	0	0	-413	344	-69
Transfer from legal reserves	0	0	-30	0	30	0	0
31.03.2004	5.295	12.099	0	-35	4.337	860	22.556
01.04.2004	5.295	12.099	0	-35	4.337	860	22.556
Dividends paid	0	0	0	0	0	-741	-741
Currency translation	0	0	0	-35	0	0	-35
Net income	0	0	0	0	341	338	679
30.09.2004	5.295	12.099	0	-70	4.678	457	22.459

## **Consolidated Cash Flow Statement**

Amounts stated in EUR k	01.04. – 30.09.2004	01.04. – 30.09.2003	
Cash flow from operating activities			
Profit for the period	679	295	
Income and deferred taxes	103	383	
Depreciation/amortization on non-current assets	683	1.349	
Financial income	-101	-119	
Interest expenses	2	20	
Operating result before changes to net working capital	1.366	1.928	
Increase/decrease in trade receivables and other receivables	220	371	
Increase/decrease in prepaid expenses	119	-306	
Increase/decrease in trade payables, other liabilities and accruals	-69	4	
Cash generated from operations	1.636	1.997	
Interest paid	-10	-36	
Income taxes paid/received	-70	-693	
Net cash flow from operating activities	1.556	1.268	

## **Consolidated Cash Flow Statement**

Amounts stated in EUR k	01.04. – 30.09.2004	01.04. – 30.09.2003
Balance carried forward	1.556	1.268
Cash Flow from investing activities		
Acquisition of minority shares	0	-504
Paid purchase price instalments	-721	-348
Purchase of intangible assets and property, plant and equipment	-319	-437
Disposals of non-current assets	42	171
Interest received	78	107
Net cash used for investing activities	-920	-1.011
Cash Flow from financing activities		
Currency translation adjustment	-35	-11
Dividend of minority interests	-741	-376
Dividends paid	0	-2.224
Net cash used for financing activities	-776	-2.611
Net increase/decrease in cash and cash equivalents	-140	-2.354
Cash and cash equivalents at the beginning of fiscal year	12.179	13.961
Cash and cash equivalents at 30th of September	12.039	11.676

# **Segment Reporting**

Amounts stated in EUR k	Temporary staffing/ Training an interim-management education permanent placement/ recruitment		Elimini- nation	Consoli- dated
01.0430.09.2004				
Sales				
External sales	17.498	4.307	0	21.805
Inter-segment sales	0	0	0	0
Total revenue	17.498	4.307	0	21.805
Segment result	1.767	902	0	2.669
Segment result before goodwill amortization	1.767	902	0	2.669
01.0430.09.2003				
Sales				
External sales	21.334	3.829	0	25.163
Inter-segment sales	0	7	0	7
Total revenue	21.334	3.836	0	25.170
Segment result	1.996	889	0	2.885
Segment result before goodwill amortization	2.499	1.087	0	3.586

#### **NOTES**

## Accounting according to International Financial Reporting Standards (IFRS)

As a public enterprise, the AMADEUS FIRE Group has made use of the provision in Sec. 292a of the German commercial code (HGB). The present interim report was prepared in accordance with the IFRS published by the International Accounting Standards Board (IASB) and with their interpretations by the International Financial Reporting Interpretations Committee (IFRIC).

#### **Basis of preparation**

The interim report was prepared in accordance with IAS 34 (Interim Financial Reporting). The company applies the relevant standards to the Group IAS 1 and 27 revised in the improvement project.

In accordance with IAS 27 (revised 2004) minority interests are shown as part of the shareholders' equity. In the profit and loss statement the minority interest of the net profit is shown as a distribution of profit. (The prior year figures of the balance sheet, profit and loss statement and cash flow are adjusted accordingly.)

#### Accounting and valuation methods

IFRS 3 in conjunction with IAS 36 (revised 2004) is adopted for the first time in the shortened fiscal year 2004. The required impairment tests have been made for 31st March 2004. The goodwill was allocated to the cash generating units. On this basis the impairment tests were carried out. Cash generating units are the operational units of the AMADEUS FIRE group.

The allocation of the goodwill to business segments at 1st April 2004 is shown in the segment reporting of the last annual report.

The impairment tests at the transitional point of time were conducted at net selling price less of the cash generating units. Therefore the DCF method was used.

The DCF method was based on the cash flow of the current business plans. These plans include previous experience as well as expectations. The terminal growth rate used does not exceed the long-term growth rate of the industry in which the cash generating units operate.

As key assumptions the terminal growth rate of 1% and the discount rate of 10,5% were used. Due to the adoption of IFRS 3 the goodwill is no longer depreciated over the useful life.

All other accounting and valuation methods were applied as in the last end-of-year consolidated financial statements. A detailed description of the methods applied is given in the notes to the AMADEUS FIRE annual report 2003/2004.

#### **Consolidated companies**

Since the end of the last fiscal year 2003/2004 on 31st March 2004, no changes have occurred in the list of consolidated companies.

#### **Segment reporting**

Pursuant to IAS 14.35, segment reporting for geographical segments is not necessary.

#### Material events after closing

There have been no material events subsequent to the end of the six months of the shortened fiscal year 2004 that have not been reflected in the financial statements.

#### Responsible

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