

IDS Scheer Group
Selected Consolidated Company Data (U.S. GAAP)

	2001	2002	2003	Changes
	in EUR millions	in EUR millions	in EUR millions	'02 -'03 in %
Sales revenue	160.2	181.4	221.2	+ 22.0 %
Revenue from IDS Scheer Germany segment ¹⁾	118.5	132.7	127.1	- 4.3 %
Revenue from IDS Scheer International segment ¹⁾	62.4	66.2	112.5	+ 70.0 %
Revenue from segment consolidation	-20.7	-17.6	-18.4	–
Revenue from Consulting business	116.5	132.1	163.2	+ 23.6 %
Revenue from Products and Product-Related Services business	43.1	48.8	57.4	+ 17.7 %
Revenue from other services	0.6	0.5	0.6	+ 12.3 %
Gross profit	60.7	71.1	82.0	+ 15.4 %
as a percentage of revenue (gross profit margin)	37.9 %	39.2 %	37.1 %	–
EBITA	11.4	23.7	29.3	+ 23.5 %
as a percentage of revenue (EBITA-margin)	7.1 %	13.1 %	13.3 %	–
Operating profit (EBIT)	8.5	23.7	28.7	+ 21.1 %
as a percentage of revenue (EBIT-margin)	5.3 %	13.1 %	13.0 %	–
Operating profit from IDS Scheer Germany segment ¹⁾	17.9	22.6	24.9	+ 10.3 %
Operating profit from IDS Scheer International segment ¹⁾	-8.4	1.3	4.2	+ 209.4 %
Operating profit from segment consolidation	-1.0	-0.2	-0.4	–
Earnings before taxes (EBT)	10.1	26.0	30.3	+ 16.4 %
Net profit	5.7	13.5	19.2	+ 42.2 %
DVFA/SG result	5.7	13.5	17.8	+ 32.0 %
Net cash provided by operating activities	2.3	27.2	13.5	- 50.2 %
Total assets	186.0	201.6	270.8	+ 34.3 %
Shareholders' equity	124.7	134.5	150.6	+ 12.0 %
Shareholders' equity (in %)	67.0	66.7	55.6	–
Cash and cash equivalents	91.2	100.2	77.8	- 22.3 %
Net income per EUR/shares undiluted (EPS) ²⁾	0.180	0.425	0.604	+ 42.2 %
DVFA/SG earnings per share undiluted (in EUR) ²⁾	0.180	0.425	0.560	+ 32.0 %
Dividend per share (in EUR)	0.08	0.10	0.14	+ 40.0 %
Number of employees as of December 31 (head count)	1,457	1,446	1,955	+ 35.2 %

¹⁾ Revenue before segment consolidation

²⁾ Comparably calculated using current number of 31.77 million shares