

# IDS Scheer Group

## Selected Company Data (U.S. GAAP)

	2002 in EUR millions	2003 in EUR millions	2004 in EUR millions	Changes '03 - '04 in %
Sales Revenue	181.4	221.2	<b>280.2</b>	26.7%
Revenue from Segments				
Revenue from Germany <sup>1)</sup>	132.7	127.1	<b>136.0</b>	7.0%
Revenue from International <sup>1)</sup>	66.2	112.8	<b>169.0</b>	49.8%
Segment consolidation	- 17.6	- 18.7	<b>- 24.8</b>	—
Revenue from Business Areas				
Revenue from Consulting business	132.1	168.6	<b>205.3</b>	21.7%
Revenue from Products and Product-Related Services business	48.8	52.6	<b>74.9</b>	42.4%
Revenue from other services	0.5	0.0	<b>0.0</b>	—
Gross profit	71.2	82.0	<b>92.8</b>	13.1%
as a percentage of revenue (gross profit margin)	39.3%	37.1%	<b>33.1%</b>	—
Operating profit (EBITA)	24.7	30.4	<b>35.4</b>	16.5%
as a percentage of revenue (EBITA-margin)	13.6%	13.7%	<b>12.6%</b>	—
Operating profit from Germany <sup>1)</sup>	23.2	25.6	<b>25.6</b>	- 0.4%
Operating profit from International <sup>1)</sup>	1.7	5.1	<b>9.7</b>	90.5%
Segment consolidation	- 0.2	- 0.4	<b>0.1</b>	—
EBIT	23.7	28.7	<b>32.7</b>	13.9%
as a percentage of revenue (EBIT-margin)	13.1%	13.0%	<b>11.7%</b>	—
Earnings before taxes (EBT)	26.0	30.3	<b>33.6</b>	10.9%
Net profit	13.5	19.2	<b>21.0</b>	9.6%
Net profit per share/EUR undiluted <sup>2)</sup> (EPS)	0.425	0.604	<b>0.661</b>	9.3%
Net profit per share/EUR diluted <sup>3)</sup> (EPS)	0.394	0.560	<b>0.617</b>	10.2%
Dividend per share/EUR <sup>4)</sup>	0.10	0.14	<b>0.16</b>	14.3%
Total assets	201.6	270.8	<b>288.9</b>	6.7%
Shareholders' equity	134.5	150.6	<b>169.5</b>	12.6%
Shareholders' equity (in %)	66.7%	55.6%	<b>58.7%</b>	—
Cash and cash equivalents	100.2	77.8	<b>67.6</b>	- 13.1%
Net cash provided by operating activities	27.2	13.5	<b>4.9</b>	- 63.7%
Number of employees as of December 31 (head count)	1,446	1,955	<b>2,132</b>	9.1%

<sup>1)</sup> Revenue before segment consolidation

<sup>2)</sup> Weighted as of Dec. 31, 2004: 31.85 million shares (2003 and 2002: 31.77 million shares)

<sup>3)</sup> Comparably calculated using current number of 34.08 million shares (2003 and 2002: 34.29 million shares)

<sup>4)</sup> 2004: Dividend proposal