

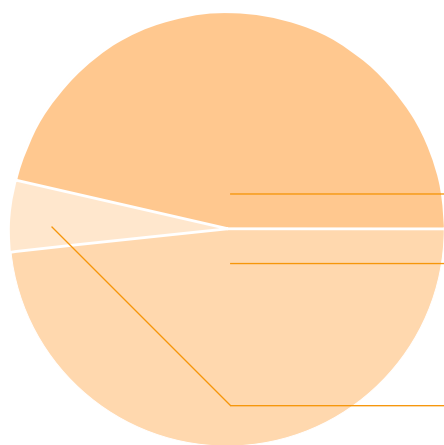
**Order intake from all regions  
positive, Interim report as  
of **September 30, 2000****



## Lively markets

### Third quarter order intake from the petroleum and petrochemical sector strongly on the rise

	1-9/00 DM 000	1-9/99 DM 000	Change %	1-12/99 DM 000
Explosion Protection	164.8	152.6	+ 8.0	205.9
Material Handling	156.1	152.2	+ 2.6	208.8
Information Technology + Holding	10.1	11.6	-12.9	15.0
<b>Order intake</b>	<b>331.0</b>	<b>316.4</b>	<b>+ 4.6</b>	<b>429.7</b>



Order intake in our Explosion Protection division has been accelerating nicely as forecast throughout the third quarter, with momentum undiminished going into Q4 and all regions contributing to this development. Likewise, order intake for our new data transfer system, I.S. 1 (Remote I/O system), is headed due north.

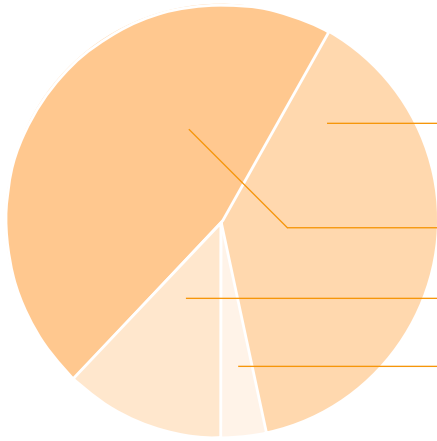
The Material Handling division surpassed last year's excellent order intake figures by 2.6 %. New orders from abroad were decisive in this development, as domestic ordering did not quite live up to our expectations.

Our Information Technology (altro consult) still had to digest the aftermath of the Y2k conversion. Furthermore, the division is switching from mainframe to client-server solutions with corresponding impact on procedure and structure for its outsourcing service clients. However, this is a planned change.

### Sales volume within expectations – All capacities utilised

	1-9/00 DM 000	1-9/99 DM 000	Change %	1-12/99 DM 000
Explosion Protection	155.1	149.9	+3.5	199.4
Material Handling	158.4	148.4	+6.7	206.0
Information Technology + Holding	10.8	12.5	-13.6	16.8
<b>Total sales</b>	<b>324.3</b>	<b>310.8</b>	<b>+ 4.3</b>	<b>422.2</b>

### Sales by region



	1-9/00 DM m	1-9/99 DM m	1-12/99 DM m
<b>Domestic</b>	<b>132.7</b>	<b>123.9</b>	<b>177.90</b>
Central Europe w/o Germany	140.8	139.5	181.94
Americas	32.4	26.0	36.69
Asia/Pacific	18.4	20.5	25.71
<b>Foreign</b>	<b>191.6</b>	<b>186.0</b>	<b>244.35</b>

With rising order intake in our Explosion Protection division and full order books in Material Handling, excellent capacity utilisation in our factories is secure.

Thanks to proactive measures, we have not yet encountered mentionable input materials problems in our electronic components.

### Earnings from ordinary business activity as forecast

1. Quarter/00 DM m	2. Quarter/00 DM m	3. Quarter/00 DM m
- 2.83	7.17	5.15

1-9/00 DM m	1-9/99 DM m	Change %	1-12/99 DM m
9.49	9.03	+ 5.1	15.7

At DM 9.49 million earnings from ordinary business activity surpassed last year's figure by 5.1%. Our factories' fourth quarter output will be crucial for our fiscal 2000 total earnings. As orders on hand and order intake are both favourable, we are set for success.

### Personnel

Over the same period last year the number of domestic employees remained virtually unchanged. However, we did expand abroad in particular by establishing a subsidiary in Shanghai, People's Republic of China.

### Employees

(at report date, incl. trainees)

	September/00	September/99
Domestic	1,606	1,602
Foreign	478	465

We furthermore employ about 100 trainees, volunteer students, and college trainees.

## Capital spending

The construction project for relocating our Explosion Protection division is both on schedule and budget. In the period under review, we invested DM 20.1 m into our Explosion Protection division. Machinery and equipment for the new Waldenburg location (buildings not included) accounted for DM 13.7 m of this. This capital expenditure primarily served to rationalise manufacturing and expand production capacity of our new data transfer system, I.S. 1.

The Material Handling division invested DM 1.1 m mainly into rationalisation projects in the period under review.

## Outlook

The market environment on all international fronts looks rather favourable especially for our Explosion Protection division. We will reinforce our distribution in all regions. In the US, we are currently revamping our cooperation with Hubbell Inc. to allow us considerably more market involvement than before. Our Asian expansion is progressing vividly, albeit mass marketing is still unsatisfactory and hence we are relatively overexposed in project business.

In the beginning of next year, we will launch several major innovations to boost our success. For our Material Handling division, we expect moderate European growth and outperformance in the US.

Our Information Technology activities seem promising. Capacities are fully utilised well into next year and restructuring our outsourcing services and e-business activities opens new prospects.

Künzelsau, November 2000  
The Board of Management

## Consolidated income statement

for the period from Jan. 01 - Sep. 30, 2000

	2000 DM 000	1999 DM 000
1. Sales revenue	324,336.3	323,327.4
<b>2. Total operating performance</b>	<b>331,494.6</b>	<b>329,688.1</b>
3. Operating expenses and income	-320,956.9	-321,871.2
4. Investment and financial earnings	-1,045.4	1,213.1
<b>5. Earnings from ordinary business activity</b>	<b>9,492.4</b>	<b>9,030.1</b>
6. Extraordinary earnings	-147.0	4,185.7
7. Other taxes	-83.5	-232.2
<b>8. Earnings before income taxes</b>	<b>9,261.8</b>	<b>12,983.6</b>

The previous year's figures have been adjusted for changes in the scope of consolidation.

## Consolidated cash flow statement

as of Sep. 30, 2000

	2000 DM 000	1999 DM 000
1. Earnings after actual tax expense to date	8,949.1	12,367.3
2. Appreciation and depreciation on fixed assets, changes in long-term accruals, special items with an equity portion, and other non-payment expenses and income	7,839.7	9,311.7
<b>3. Cash flow at end of period</b>	<b>16,788.7</b>	<b>21,678.9</b>
4. Changes in short-term accruals and working capital	-24,852.4	4,639.6
<b>5. Cash flow from current operations</b>	<b>-8,063.6</b>	<b>26,318.5</b>
<b>6. Cash flow from capital expenditure</b>	<b>-12,805.0</b>	<b>-7,107.3</b>
<b>7. Free cash flow after taxes and interest</b>	<b>-20,868.7</b>	<b>19,211.2</b>
8. Payment to shareholders (dividends)	-7,350.0	-7,530.8
9. Loan changes	-58.2	-7,588.5
<b>10. Payment to/from capital suppliers</b>	<b>-7,408.2</b>	<b>-15,119.3</b>
<b>11. Funds available at end of period</b>	<b>21,466.1</b>	<b>43,260.3</b>

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