

- Good start into fiscal 2006
- Sales and order intake above last year's level

INTERIM REPORT AS OF 31 MARCH 2006



## Figures

	1-3/ 2006	1-3/ 2005
	€ 000	€ 000
Sales revenue* .....	39,023	36,531
Order intake* .....	43,051	39,788
Order backlog* .....	21,857	18,012
EBIT* .....	4,642	2,542
EBT* .....	4,011	1,460
EBIT margin in % of sales .....	11.9%	7.0%
EBT margin in % of sales .....	10.3%	4.0%
Period earnings from continuing activities .....	1,977	209
Period earnings from discontinued activities .....	- 107	- 294
Period earnings .....	1,870	- 85
Earnings per share, continuing activities in € .....	0.33	0.02
Earnings per share, total in € .....	0.31	- 0.03
Capex .....	1,542	1,198
Employees (as of 31 March, without apprentices)* .....	1,103	1,112

\* Continuing activities

## Consolidated management report as of 31 March 2006

### 2006 – A new age has dawned

The first quarter of fiscal 2006 was shaped by a fundamental change of course for our group.

At the end of 2005, we sold our Material Handling division that still accounted for € 120m of consolidated sales last year. We are thus focussing R. STAHL on our high-tech safety technology division Explosion Protection. We already have an outstanding market position here and are the technology leader in this high-growth niche. Our core sales sectors are the petroleum and natural gas as well as the chemical and pharmaceutical industries.

We expect that the fundament focus on a single activity will open up new prospects for business growth. Our entire staff and management are now fully focussed on expanding our safety technology activities in Explosion Protection. This international niche market offers great potential to quickly invest in local distribution and assembly at good income flow and thus make us even more readily available to our international customers. We have ample liquidity from the Material Handling divestment and that at an excellent equity ratio. This allows for external growth to further build up our market position.

### **Wise man says focus makes strong, so let's try it**

Fiscal 2006 has already been off to a good start for us with a strong first quarter. All key data like order intake, sales, and earnings are above the comparable-period figures. And that notwithstanding the fact that we still had some separation friction in the first quarter as most distribution subsidiaries that used to serve both divisions had to be divided up. After all, Material Handling still accounted for 44% of consolidated sales last year.

### **Economic background**

#### *Business momentum*

In early 2006, the economy was going strong with the consensus being that the global economy will grow substantially again this year. In Germany, the relevant economic factors for our business appear to be stabilising.

#### *Sector development*

High petroleum and natural gas prices have triggered a capital spending boom for capacity expansion in oil production and processing. The resulting need for electrical and automation equipment is going to benefit plant builders at a slight time lag for engineering reasons from the second half of 2006 forward. Production facilities and refineries are running at the upper edge of their capacities and thus capex on maintenance and modernisation is currently low. There is some capex backlog building up in this area.

Industry in Europe and globally is planning extensive capital spending on bio fuel installations. The chemical industry remains on a growth track and the pharmaceutical industry is investing in new installations and plant expansions. Ship yards are in high gear building liquid-gas tankers for transporting compressed natural gas.

### **Sales, earnings, and order intake in Q1/06**

Our order intake in the first quarter of 2006 came to € 43.1m and thus grew 8.2% year-on-year.

Our order intake in Asia is still below last year's level, as pending project bids there are still to be awarded. Domestic business is going well with the economic recovery clearly showing in our order book.

Our sales development reflects our order structure. In the first quarter of 2006, sales increased 6.8% year-on-year to € 39.0m. Orders with longer time-to-delivery or delivery scheduled for the second half of the year have boosted our order backlog 21% year-on-year to € 21.9m. While our Asian sales are still lagging behind in line with order development, Europe and the Americas showed further sales growth again. Particularly gratifying is the 17% increase in domestic sales thanks to both a greater capital spending propensity in German industry and indirect exports via sales to German plant builders.

Our IT division sales improved from € 2.3m to € 2.6m. The division thus stayed its expansion course that it embarked on in 2005 with reorganising and revamping its services portfolio.

### **Improved profitability**

Pre-tax Q1 earnings (EBT) rose from € 1,460,000 last year to € 4,011,000. The pre-tax return on sales thus came to 10.3% (after 4.0% in 2005).

Please note that our 2005 earnings from continuing activities according to IFRS seem somewhat understated to us. Owing to the Material Handling divestment at the end of last year, we had to retroactively restate our earnings for 2004 and 2005. Part of Material Handling's prorated holding charge had to be reallocated to Explosion Protection. On page 48 ff. of our 2005 annual report, we have made specific note of this and explained it in the section immediately preceding the financial statement report. It does not really make good sense to perform such operating restatement for the entire fiscal year 2005 and then use 2005 quarterly operating figures that have been correspondingly restated according to IFRS as basis for a year-on-year comparison. The 10% return on sales for 2006 is correct and has been determined according to IFRS. The previous year's level of 4% has likewise been calculated according to IFRS but has been distorted downwards for the above-mentioned reasons.

The earnings improvement derived from operating activities. Explosion Protection realised segment earnings before interest and income taxes (EBIT) of € 5,223,000 after € 3,804,000 in Q1/05. Further positive impetus came from higher financial earnings thanks to prudent investment of the Material Handling divestment proceeds as an interim solution until such time that the money will be needed for sensible acquisition projects.

Cost of materials went down in absolute terms although prices for input materials like aluminium, stainless steel, copper, and plastics skyrocketed. The ratio of personnel expense to total operating performance dropped from 41.1% to 39.6% in the period under review, as the number of employees declined somewhat. Personnel expense increased in absolute terms owing to collectively bargained wage and salary hikes.

### **Asset and financial structures remain sound**

Total assets as of the reporting date remained virtually unchanged from 31 December 2005. The equity ratio improved slightly to 38.8% from 37.7% on 31 December 2005.

As of 31 March 2006, the company owned treasury stock of 516,291 shares unchanged from 31 December 2005. On both period-ending dates, the treasury stock value had been set against equity at historical costs of € 5,596,000.

On the asset side, trade and other receivables went up while cash and cash equivalents declined by just about the same amount. On the equity and liabilities side, trade receivables went down and long- and short-term interest-bearing loans have been repaid.

Our long-term assets are still fully covered by equity. Cash and cash equivalents stated under short-term assets fully cover our short-term debt of which we repaid another € 1,437,000.

### **Cash flow use for sales growth**

As of 31 March 2006, liquidity dropped from € 48,959,000 (31 December 2005) to € 44,836,000. Cash flow generated in the period under review came to € 4,067,000 after € 2,534,000 the year before. The build-up of inventories and receivables associated with our sales growth led to almost balanced cash flow from ongoing operations. Capex capital needs of € 1,542,000 and the repayment of short- and long-term interest-bearing financial debt of € 2,361,000 reduced liquidity somewhat as of the reporting date.

### **More capital spending**

In the first three months of this fiscal year, we incurred capital expenditure of € 1,542,000 (previous year: € 1,198,000). This includes two separate asset acquisition deals.

### **External growth**

In February 2006, R. STAHL acquired the hand-held spotlight business of the Austrian company MATA Lights as well as all product lines of SH Ex-Leuchten GmbH of Weimar, Germany, in an asset deal. This rounded out our lighting portfolio with strategically important products and further enhanced our market leading position in explosion-protected lighting. The acquired lighting products are known for being very sturdy and versatile.

As soon as they have been integrated into our international distribution organisation, we expect these new products to generate sales of some € 4m in the medium term.

### **Material Handling divestment**

R. STAHL realised sale proceeds of some € 80m from the Material Handling divestment at the end of 2005. According to IFRS accounting and applying an interest rate of 4.5%, passed-on pension obligations account for some € 40m of the total and cash accounts for the other € 40m consisting of € 31m base payment and € 9m cash on hand and working capital.

### **Human resource development**

R. STAHL's human resource development ensures our staff and management's proper qualification. Besides basic training we are increasingly using specialised programs to meet identified strategic needs, e.g. with seminars on contract law for our distribution field force or our lecture series on business administration for non-MBAs.

We constantly seek out talent for further development to fill open positions from our own junior ranks and broaden our employees' horizons within the scope of our group. Team building and coaching round out our management training and job rotation is a staple in our human resource development program.

In the first quarter of 2006, we doubled the training day per employee rate to an average of 1.5 days of job qualification schooling.

### **Important event – expert forum 2006**

We invited about 80 key representatives of industry, government agencies, and special-interest associations as well as testing and certification organisations on 30 and 31 March to R. STAHL's expert forum in Weimar. Between lectures and round-table discussions, attendees exchanged information and anecdotes on the newest developments in safety technology and explosion protection. The event met with highest approval.

### **Risk report**

For a detailed description of our entrepreneurial risk and the inner workings of our risk management system please refer to page 43ff. of our 2005 annual report. All statements made there essentially still apply now as then. We currently do not see any existential risks to R. STAHL group.

### **Outlook**

The fundamental change in our corporate structure is going to impact our 2006 earnings.

The Material Handling divestment left some structural cost overhangs in the residual group. We have already initiated most measures necessary to eliminate these overhangs or use the underlying capacities in growing activities.

Our IT systems had been set up for two main divisions and are now either oversized or overly complex. The optimisation or replacement of these systems will cost us at least something but also opens up the opportunity to custom-tailor an IT solution to our new business focus.

To take account of the intentionally more intense momentum from the new focus, we have initiated growth-potential enhancing projects in North America and Asia designed to assure us better market access there. The two-tier strategy combines expansion of distribution structures in key regions and sectors with additional local assembly capacities to put not just our outstanding product quality but also our excellent delivery times in the best light.

As such, 2006 will be a transitional year earnings-wise. We are still digesting the structural separation from Material Handling by redesigning processes and IT systems. Through this and our market projects we are laying the groundwork for the future growth and profitability evolution of our refocused group.

Our following forecast already takes this strategy and the above-mentioned measures into consideration. Moreover, our guidance assumes that the positive economic environment for our business is going to hold.

For fiscal 2006, we expect sales on the order of € 160–165m. Considering the 8% order intake growth in the first quarter of 2006 and the sales increase already achieved, we are confident that we meet this guidance.

We anticipate pre-tax operating earnings of € 12–14m. In light of our first-quarter pre-tax earnings of € 4m this guidance may even look conservative at first glance. However, one should take into account that most of the cost-relevant structural adjustment measures are going to impact the second half of fiscal 2006.

We are overall convinced that we stand a good chance to lay the groundwork for growth and margin improvement going forward on already sound profitability in 2006 given the positive economic environment for our business.

*Waldenburg, June 2006*

The Management

# Consolidated income statement

from 1 January to 31 March 2006

	1-3/ 2006	1-3/ 2005		1-3/ 2006	1-3/ 2005
	€ 000	€ 000		€ 000	€ 000
Sales revenue .....	39,023	36,531	Minority interests in earnings .....	26	63
Inventory changes in finished and unfinished goods .....	774	348	R. STAHL earnings share .....	1,844	- 148
Other own work capitalised .....	320	282	<b>Earnings per share in €</b>		
<b>Total operating performance</b>	<b>40,117</b>	<b>37,161</b>	Continuing activities .....	0.33	0.02
Other operating income .....	787	608	Discontinued activities .....	- 0.02	- 0.05
Cost of materials .....	- 11,316	- 11,957	Total .....	0.31	- 0.03
Personnel expense .....	- 15,876	- 15,273			
Impairment on intangible and tangible assets .....	- 1,610	- 1,759			
Other operating expenses .....	- 7,460	- 6,238			
<b>Earnings before financial income/expense and income taxes</b>	<b>4,642</b>	<b>2,542</b>			
Financial results .....	- 631	- 1,082			
<b>Pre-tax earnings</b>	<b>4,011</b>	<b>1,460</b>			
Taxes on income .....	- 2,034	- 1,251			
<b>Earnings from continuing activities</b>	<b>1,977</b>	<b>209</b>			
<b>Earnings from discontinued activities</b>	<b>-107</b>	<b>-294</b>			
<b>Period earnings</b>	<b>1,870</b>	<b>-85</b>			

# Consolidated balance sheet

as of 31 March 2006

	3/31/ 2006	12/31/ 2005		3/31/ 2006	12/31/ 2005
<b>ASSETS</b>	€ 000	€ 000	<b>EQUITY AND LIABILITIES</b>	€ 000	€ 000
<b>Long-term assets</b>			<b>Equity</b>	<b>60,171</b>	<b>58,467</b>
Intangible assets .....	5,802	5,543	<b>Long-term debt</b>		
Property, plant and equipment .....	38,442	38,873	Accruals for pension obligations .....	41,555	41,541
Financial investments .....	413	374	Other accruals .....	2,237	2,202
Other financial assets .....	119	54	Interest-bearing loans .....	8,826	9,219
Deferred taxes .....	4,004	4,282	Deferred taxes .....	1,269	1,009
	<b>48,780</b>	<b>49,126</b>		<b>53,887</b>	<b>53,971</b>
<b>Short-term assets</b>			<b>Short-term liabilities</b>		
Inventories and prepayments made .....	22,840	22,103	Accruals .....	8,220	7,488
Trade receivables .....	28,738	27,506	Trade liabilities .....	7,703	9,634
Other receivables and other assets .....	6,457	3,333	Interest-bearing loans .....	4,398	6,479
Cash and cash equivalents .....	44,836	48,959	Deferred debt .....	9,836	9,769
	<b>102,871</b>	<b>101,901</b>	Other liabilities and deferred items .....	10,415	8,639
<b>Total assets continuing activities (as notified)</b>	<b>151,651</b>	<b>151,027</b>		<b>40,572</b>	<b>42,009</b>
Assets held for sale (discontinued activities) .....	3,599	3,915	<b>Total equity and liabilities continuing activities (as notified)</b>	<b>154,630</b>	<b>154,447</b>
			Debt immediately allocable to assets held for sale (discontinued activities) .....	620	495
<b>Total assets</b>	<b>155,250</b>	<b>154,942</b>	<b>Total equity and liabilities</b>	<b>155,250</b>	<b>154,942</b>

# Consolidated cash flow statement

from 1 January to 31 March 2006

	1-3/ 2006	1-3/ 2005
	€ 000	€ 000
1. Net profit for the period .....	1,870	- 85
2. Asset impairments .....	1,610	2,351
3. Changes in long-term accruals .....	49	20
4. Changes in deferred taxes .....	538	243
5. Profit/loss from asset disposals .....	0	5
<b>6. Cash flow</b>	<b>4,067</b>	<b>2,534</b>
7. Changes in inventories, trade receivables, and other assets not allocated to capex and financing activities .....	- 4,777	- 5,024
8. Changes in short-term accruals, in trade liabilities and other equity and liability items not allocable to capex and financing activities .....	656	- 979
<b>9. Changes in net current assets</b>	<b>- 4,121</b>	<b>- 6,003</b>
<b>10. Cash flow from ongoing business activities</b>	<b>- 54</b>	<b>- 3,469</b>
11. Cash outflow for assets .....	- 1,542	- 1,198
12. Cash inflow from disposals of assets .....	0	50
<b>13. Capex cash flow</b>	<b>- 1,542</b>	<b>- 1,148</b>
<b>14. Free cash flow</b>	<b>- 1,596</b>	<b>- 4,617</b>

(continued...)

	1-3/ 2006	1-3/ 2005
	€ 000	€ 000
<i>(...continued)</i>		
15. Increase (+)/decrease (-) in short-term, interest-bearing financial debt .....	- 1,968	- 90
16. Cash outflow for repaying long-term, interest-bearing financial debt .....	- 393	- 25
<b>17. Financing cash flow</b>	<b>- 2,361</b>	<b>- 115</b>
18. Changes in liquid with cash flow impact .....	- 3,957	- 4,732
19. Forex, consolidation, and valuation related changes in liquid funds .....	- 166	751
20. Liquid funds at the beginning of the period .....	48,959	17,038
<b>21. Liquid funds at the end of the period</b>	<b>44,836</b>	<b>13,057</b>
<b>Liquid funds components</b>		
Cash and cash equivalents .....	<b>44,836</b>	<b>13,057</b>

# Consolidated equity statement

as of 31 March 2006

	Shareholders' equity						Minority interests	Consolidated equity
	Subscribed capital	Capital reserve	Profit reserves	Cumulated other equity	Deduction for treasury stock	Total		
€ 000								
<b>1/1/2005</b>	<b>16,500</b>	<b>0</b>	<b>15,055</b>	<b>2,094</b>	<b>- 5,596</b>	<b>28,053</b>	<b>600</b>	<b>28,653</b>
Dividend distribution .....						0		0
Other changes .....						0		0
Period earnings .....				- 148		- 148	63	- 85
Forex changes .....				746		746	5	751
<b>3/31/2005</b>	<b>16,500</b>	<b>0</b>	<b>15,055</b>	<b>2,692</b>	<b>- 5,596</b>	<b>28,651</b>	<b>668</b>	<b>29,319</b>
<b>1/1/2006</b>	<b>16,500</b>	<b>522</b>	<b>17,973</b>	<b>28,325</b>	<b>- 5,596</b>	<b>57,724</b>	<b>743</b>	<b>58,467</b>
Dividend distribution .....						0		0
Other changes .....						0		0
Period earnings .....				1,844		1,844	26	1,870
Forex changes .....				- 170		- 170	4	- 166
<b>3/31/2006</b>	<b>16,500</b>	<b>522</b>	<b>17,973</b>	<b>29,999</b>	<b>- 5,596</b>	<b>59,398</b>	<b>773</b>	<b>60,171</b>

## Segment report

	1-3/ 2006	1-3/ 2005		1-3/ 2006	1-3/ 2005
	€ 000	€ 000			
<b>Sales revenue by segments</b>			<b>Employees as of 31 March</b>		
Explosion Protection .....	36,473	34,255	<i>(without apprentices)</i>		
Information technology and other .....	2,550	2,276	Explosion Protection .....	964	959
<b>Continuing activities</b>	<b>39,023</b>	<b>36,531</b>	Information technology and other .....	139	153
<b>Sales revenue by regions</b>			<b>Continuing activities</b>	<b>1,103</b>	<b>1,112</b>
<b>(from continuing activities)</b>					
Germany	<b>14,555</b>	<b>12,424</b>			
Central (ex Germany) .....	18,827	18,261			
Americas .....	2,470	2,205			
Asia .....	3,171	3,641			
Foreign	<b>24,468</b>	<b>24,107</b>			
<b>Order intake by segments</b>					
Explosion Protection .....	40,384	37,513			
Information technology and other .....	2,667	2,275			
<b>Continuing activities</b>	<b>43,051</b>	<b>39,788</b>			

## Explanatory notes

### [1] IFRS accounting

From fiscal 2005 forward, R. STAHL AG's consolidated financial statements are being prepared according to International Financial Reporting Standards (IFRS) or International Accounting Standards (IAS). Interim reporting thus complies with IAS 34. The comparable figures for the previous year have been determined according to the same standards. The consolidated interim financial statements are not audited.

### [2] Scope of consolidation

The interim consolidated financial statements include besides R. STAHL AG 26 domestic and foreign companies in which R. STAHL AG may exercise a controlling influence. There have been no changes in the scope of consolidation since 31 December 2005.

### [3] Accounting and valuation methods

The interim financial statement and calculation of comparable values for the previous period have been made using the same accounting and valuation methods as for the 2005 consolidated financial statements. The principles applied have been published in the notes to our 2005 consolidated financial statements. Interested readers may view these in the annual report 2005 or on our corporate website at [www.stahl.de](http://www.stahl.de).

### [4] Discontinued activities

Long-term assets and asset portfolios available for sale are subject to IFRS 5. For the companies Ferrometal Lda., S. Domingos de Rana of Portugal, R. STAHL Ex-proof Co. Ltd. of Shanghai, China, and R. STAHL Middle East FZE of Dubai, United Arab Emirates, no transfer of assets or debt had been effected yet as of 31 March 2006.

### [5] Cash flow statement

Following IAS 7, the cash flow statement illustrates how cash and equivalents of R. STAHL group changed through cash inflows and outflows over the course of the reporting period.

Liquidity shown in the cash flow statement comprises cash on hand, cheques, and credit balances in bank accounts. Securities with original maturities of up to three months also fall under this category.

### [6] Segment reports

The segments reports present the key information elements broken down by segments.

### [7] Earnings per share

Earnings per share are calculated by dividing consolidated earnings after minority interests by the average number of common shares outstanding. Diluted earnings per share are the same as earnings per share.

### [8] Legal liabilities and other financial obligations

Since 31 December 2005, there have been no material changes in legal liabilities and other financial obligations.

### [9] Important events to occur after the reporting period has ended

We have no knowledge of material events relevant to our business that are likely to occur after the reporting period has ended.

*Waldenburg, 7 June 2006*

R. STAHL Aktiengesellschaft  
The Management

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## Financial calendar

Annual General Meeting in Neuenstein .....	July 27, 2006
Interim report as of June 30, 2006 .....	August 16, 2006
Interim report as of September 30, 2006 .....	November 22, 2006