The Third Quarter January to September 2008



November 11, 2008





	Grammer Group (Sales 2007: 998.1 EUR m. / EBIT: 32.1 EUR m.)			
	Seating Systems	Automotive		
Product Segments	 Offroad Driver seats for offroad commercial vehicles Truck & Bus Driver seats for trucks and busses Railway Passenger seats for trains 	 Headrests Armrests Center Consoles Side and trim covers Integrated Child Safety Seats 		
Highlights 2007	 Sales: 363.3 EUR m. EBIT: 24.1 EUR m. (Margin: 6.6%) Employees: 3,153 (Dec 31) Sales Contribution EBIT Contribution 35% 70% 	 Sales: 657.7 EUR m. EBIT: 10.7 EUR m. (Margin: 1.6%) Employees: 6,216 (Dec 31) Sales Contribution EBIT Contribution 65% 30% 		

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GRAMMER Group Q1-Q3 2008: P&L Highlights



in EUR m.	Jan-Sep 08	Jan-Sep 07	Change in %
Revenue	787.4	735.1	7.1%
EBITDA	40.6	44.4	-8.6%
EBITDA Margin	5.2%	6.0%	-0.8%-points
EBIT	23.5	26.9	-12.6%
EBIT Margin	3.0%	3.7%	-0.7%-points
Profit before tax	18.1	20.0	-9.5%
Profit after tax	10.8	13.0	-16.9%



Grammer Group Highlights

- Continuing sales increase, but lower growth rate
- 1-9 08 Group revenue increased by +7.1% vs. 2007
- Q3 sales declined due to lower Automotive revenue
- Group profitability is impacted by restructuring activities and lower Automotive demand and therefore below 2007 results despite a strong performance of Seating Systems
- 1-9 08 EBIT 23.5 EUR m. including
 -5.5 EUR m. expenses for restructuring activities (1-9 07: 26.9)
- Excluding restructuring charges 1-9 08 EBIT is 29.0 EUR m.

GRAMMER Group Q3-2008: Balance Sheet and Capex



in EUR m.	Sep 30, 08	Sep 30, 07	Change in %
Balance Sheet Total	525.2	501.9	4.6%
Equity	184.2	180.2	2.2%
Equity Ratio	35%	36%	-0.7%-points
Net Debt	109.4	89.5	22.2%
Gearing	59%	50%	9%-points
Сарех	22.3	19.5	14.4%
Depreciation	17.1	17.5	-2.3%



Grammer Group Highlights

- Increased balance sheet total due to higher business and initial consolidation of 2 new companies
- Equity-ratio Sep 30, 2008 is 35%, (June 30, 2007: 36%)
- Financing of higher business activities results in increased net debt and higher gearing
- Long-term financial debt: 70 EUR m. debenture loan, due Aug. 2013, fixed rate of 4.82%
- Current financial debt: 46 EUR m. overdraft facilities with various German banks, fixed until Dec 2009, daily variable rate based on EONIA

GRAMMER Group Q1-Q3 2008: Cash Flow & Employees



in EUR m.	Sep 30, 08	Sep 30, 07	Change in %
Operative Cash-Flow	-5.9	0.0	
Free Cash-Flow	-29.2	-21.4	
Employees (30.09.)	9,335	9,470	-1.4%
Employees (30.09.) adjusted	8,999	9,470	-5.0%

Note: adjusted = without newly consolidated companies



Grammer Group Highlights

- 1-9 08 free cash flow negatively impacted by lower pre-tax result, higher working capital and higher investment activities
- Due to our streamlining and productivity activities the increase in sales Jan-Sep 08 of +7.1% could be achieved within an average headcount increase of only +1%
- Increase in headcount mainly due to the initial consolidation of our new companies in Serbia and China (+336 in total)
- Adjusted for the newly consolidated companies, Group headcount as of Sep 30, 08 is -5% lower than prev. year and -6% lower than December 31, 2007

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GRAMMER Q3-2008: Headcount Development







Grammer Seating Systems Q1-Q3 2008: Highlights



in EUR m.	Jan-Sep 08	Jan-Sep 07	Change in %
Revenue	304.0	270.0	12.6%
EBIT	25.1	17.0	47.6%
EBIT Margin	8.3%	6.3%	2.0%-points
Capex	7.4	9.7	-23.7%
Employees (30.09.)	3,115	3,071	1.4%



Seating Systems Highlights

- Continuing positive development in Q3 2008 with higher sales and EBIT compared to previous year
- 1-9 08 sales up 12.6%, however, sales growth rate in Q3 lower (+6%)
- Stable order situation in offroadsegment. Truck and construction machinery show first signs of clouding in Q4.
- Due to seasonality Q3 margin dropped to 4.3%, but still above previous year
- The profitable growth of the Seating Systems division resulted in an EBIT increase of 48% in the first 9 months of 2008 with an EBIT margin +8.3%
- 1-9 08 average sales by employee is higher by +8% vs. prev. period

Grammer Automotive Q1-Q3 2008: Highlights



in EUR m.	Jan-Sep 08	Jan-Sep 07	Change in %
Revenue	500.8	479.9	4.4%
EBIT	1.1	11.1	-90.1%
EBIT Margin	0.2%	2.3%	-2.1%-points
Capex	13.9	8.6	61.6%
Employees (30.09.)	6,060	6,244	-2.9%
Employees (30.09.) adjusted	5,724	6,244	-8.3%

Note: adjusted = without newly consolidated companies



Automotive Highlights

- YTD sales growth still +4.4% vs. previous year, despite a revenue drop in the third quarter
- Q3 sales down -8% due to weak demand in Europe and USA
- Higher demand for compact cars could only partly compensate the decline in the overall auto market
- Profitability of the Automotive division was continuously impacted by our restructuring, negative currency development and higher costs at our East-European plants
- Accelerated headcount reduction due to lower demand
- Adjusted headcount -520 or -8% lower than Q3-2007 and -319 vs. June 30, 2008



Automotive	 Due to the financial crises, the weaker economic outlook and the production cut-backs by many car manufacturers we expect a further sales decline in Q4 2008. Despite the weaker Q4, we are expecting moderate revenue growth for 2008 as a whole, due to the strong performance in the first half and rising demand for compact-class vehicles, predominantly with our customer VW. Operative performance in 2008 influenced by material price increases, currency development, higher infrastructure cost, restructuring activities and the adjustments of production capacity implemented at our various sites due to falling demand.
Seating Systems	 We continue to be optimistic for this segment and anticipate a positive revenue and earnings development in the 4th quarter, however truck and construction machinery show first signs of clouding in Q4. The growth is based on a stable order situation in the offroad segment. The positive development of the South American market can only partly offset the falling demand in the European truck market. The Seating Systems division is the key growth driver in the Grammer Group and will thus have a positive influence on revenue and overall earnings of our company.
Group	 Grammer still anticipates a slight revenue growth and expects to reach the targeted billion mark for the first time in the current financial year. This assumption is mainly based on the positive development in the Seating Systems division and the double-digit revenue growth in the first half of 2008. Due to the solid performance in the Automotive division in the first 6 months and in particular the significant increase in profit in the Seating Systems division, we are assuming that we will be able to achieve a result in line with our existing EBIT guidance despite of the unfavorable general economic conditions.



Financial Calendar 2009

Annual Report 2008	
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- Analyst & Press Conference:
- Interim Report Q1-2009:
- AGM 2009 in Amberg:
- Interim Report Q2-2009:
- Interim Report Q3-2009:

March 31, 2009 March 31, 2009 May 12, 2009 May 28, 2009 August 11, 2009 November 10, 2009

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