

# The human face of IT.



All for One Midmarket AG I 9-Month Report as at 30 June 2010

A subsidiary of BEKO HOLDING AG

# **KEY FIGURES**

CONTINUING OPERATIONS		Oct 2009 –	Oct 2008 –	
(IFRS)		Jun 2010	Jun 2009	Δ
Sales revenues	KEUR	59.749	56.266	6%
EBITDA	KEUR	4.334	1.772	145%
EBITDA margin	%	7,3	3,1	
EBIT	KEUR	1.668	-800	n/a
EBIT margin	%	2,8	-1,4	
Earnings after tax*	KEUR	1.404	-620	n/a
Earnings per share*	EUR	0,26	-0,13	n/a
Employees (period end)	Number	428	410	4%
Full-time equivalents (ø)	Number	392	394	-1%
		30 Jun 2010	30 Sep 2009	Δ
Charabaldara' aquity	KEUR	32.328	31.507	3%
Shareholders' equity Equity ratio	%	55 SZ	50	3%
Total assets	KEUR	58.626	63.318	-7%

\* includes the discontinued operation (Oct 2008 – Jun 2009)

This interim report contains certain forward-looking statements, which represent the judgement of All for One Midmarket AG at the time this interim report was published. The actual results achieved by All for One Midmarket AG may differ significantly from those forecast in the forward-looking statements. All for One Midmarket AG is not required to update any forward-looking statements.

# Dear Shareholders, Ladies and Gentlemen,

It appears that our key equipment and machinery manufacturing, automotive and project services industries are rebounding from the economic slump. The German industry's unexpectedly large rise in exports in the months of January to April continued into May and June of 2010, during which the business situation also improved significantly. In many companies this led to overtime in place of what had been short-shift scheduling. Nevertheless, it is too early to sound the all clear. We are still far from the levels of the boom years of 2007 and 2008. Germany in 2009 saw more than 100 companies forced to file for insolvency within the supplier industry alone, and others may suffer the same fate as the economy recovers (Source: *Handelsblatt*, 5 July 2010). Therefore, setbacks must still be expected. Because of our strong market position, we do see great opportunities for continuing to grow faster and more profitably than the overall IT market and in turn to gain even more market share.

In the 3rd quarter of our financial year 2009/10 (1 October 2009 to 30 September 2010), we were again able to expand our customer base, conclude significant new business contracts and therefore increase our quarterly sales by 10% over last year. This continuation of our positive overall performance led to a 6% increase in sales revenues totalling EUR 59.7 million in the first nine months as compared to the previous year. The EBIT improved over this same period from minus EUR 0.8 million to plus EUR 1.7 million and reflects a current EBIT margin of 3%.

In addition to a rigorous cost management programme and the elimination of one-time charges related to the corporate restructuring, we owe our improved results primarily to recurring outsourcing revenues (up 17% when compared on a 9-month basis) and to an increase in licensing sales (up 26%). Our funding and liquidity situation remains solid and secure. We will carry on moving steadily forward along our strategic path as one of the leading SAP full-service providers.

In May 2010 we used the authority to repurchase shares granted by the annual general meeting of 11 March 2010 for the first time and acquired 150,000 shares of treasury stock as part of a public offer to repurchase shares.

For our financial year ending on 30 September 2010, we still expect a modest increase in sales revenues and an EBIT that should reach the upper end of the previously announced range of approximately EUR 1.5 to 2.0 million.

Yours sincerely,

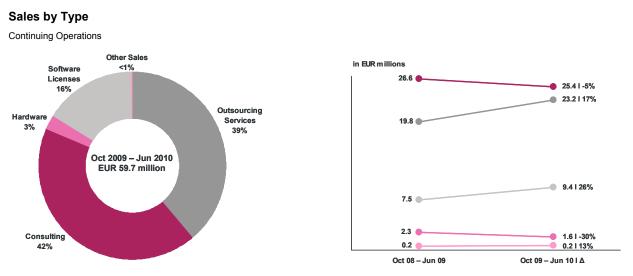
Lars Landwehrkamp Chief Executive Officer Stefan Land Chief Financial Officer

# INTERIM MANAGEMENT REPORT

from 1 October 2009 to 30 June 2010

All for One Midmarket AG's financial year 2009/10 deviates from the calendar year and begins on 1 October 2009 and ends on 30 September 2010. Consequently, the current reporting period for the first 9 months and 3rd quarter covers the timeframes of 1 October 2009 to 30 June 2010 and 1 April to 30 June 2010 respectively, as well as their corresponding prior-year periods. Unless otherwise indicated, all information, analyses and comments pertain to the continuing operations. The »discontinued operation« is presented only in the corresponding prior-year periods and comprises the 95% equity interest in AC-Service (Schweiz) AG that was sold effective 1 September 2009.

# Sales Performance



# Quarterly sales up 10% / Recurring outsourcing revenues up 17% after nine months

All for One Midmarket AG increased its sales revenues by 10% from EUR 17.0 million to 18.7 million in the 3rd quarter of the financial year 2009/10. Sales revenues after 9 months therefore improved by 6% to EUR 59.7 million (Oct 2008 – Jun 2009: EUR 56.3 million). Some two thirds of this increase in sales revenues is attributable to the mid-2009 acquisition of shareholdings in team HR Organisationsberatung Personalwirtschaft GmbH (team HR).

The recurring sales revenues from outsourcing services (including software maintenance) improved 17% to EUR 23.2 million (Oct 2008 – Jun 2009: EUR 19.8 million) during the current 9-month reporting period, which means that outsourcing revenues now account for 39% of sales revenues (Oct 2008 – Jun 2009: 35%). The major investments in high-end data centers in 2008, and more importantly the now expanded range of managed services that these investments enabled, were key contributors to this favourable development.

Short-shift working schemes and plant closures among our customers resulted in consulting revenues posting a 9% decline in each of the 1st and 2nd quarters of the current financial year 2009/10. Consulting revenues totalled EUR 17.1

million (Oct 2008 – Mar 2009: EUR 18.8 million) at the half-year mark. And yet consulting revenues began making a comeback in the 3rd quarter as they increased by 6% to EUR 8.2 million (Apr – Jun 2009: EUR 7.8 million). As expected, these consulting revenues are now following the positive trend set by the licensing revenues, which for their part, and due to the growing number of new customer projects, rose 26% from EUR 7.5 million to 9.4 million in 9-month comparison.

# Earnings

# EBITDA increases from EUR 1.8 million to 4.3 million / EBIT margin at 3% after 9 months

The ratio of the cost of traded goods to sales revenues improved from 35% (Oct 2008 – Jun 2009) to 33% (Oct 2009 – Jun 2010). This development is attributable primarily to a decline in the volume of services purchased from external consultants. Personnel expenses rose 8% to EUR 27.1 million (Oct 2008 – Jun 2009: EUR 25.0 million) and are now some 45% (Oct 2008 – Jun 2009: 44%) of sales revenues. This increase is due mostly to the mid-2009 initial consolidation of team HR. Depreciation and amortisation totalled EUR 2.7 million. This increase of 4% over the prior-year period (Oct 2008 – Jun 2009) was also mainly caused by the mid-2009 acquisition of team HR, which in turn led to an increase in amortisation of other intangible assets. Strict cost management, together with the elimination of special costs that arose in conjunction with the corporate restructuring and which placed an added burden on the 9-month period of October 2008 to June 2009, led to an overall drop in other operating expenses from EUR 10.8 million (Oct 2008 – Jun 2009) to EUR 9.7 million (Oct 2009 – Jun 2010). This in spite of currently higher operating costs for the new data centers. The ratio of other operating expenses to sales revenues decreased from 19% to 16% accordingly.

As a result, the EBITDA after 9 months improved to EUR 4.3 million (Oct 2008 – Jun 2009: EUR 1.8 million). The corresponding EBIT was EUR 1.7 million (Oct 2008 – Jun 2009: minus EUR 0.8 million) and equates to an EBIT margin of 3%. The 3rd quarter (Apr – Jun 2010) contributed to this performance with an EBITDA of EUR 1.1 million (Apr – Jun 2009: EUR 0.9 million) and an EBIT of EUR 0.3 million (Apr – Jun 2009: EUR 0.1 million).

The financial result after 9 months was EUR 0.2 million (Oct 2008 – Jun 2009: EUR 0.3 million), which allowed an EBT of EUR 1.9 million (Oct 2008 – Jun 2009: minus EUR 0.6 million) to be achieved. The income-tax burden for the current reporting period is 25% of the EBT.

The 9-month earnings after income taxes for the Group were EUR 1.4 million. The corresponding figure of minus EUR 0.6 million for the previous year (Oct 2008 – Jun 2009) includes a positive contribution to earnings of EUR 0.3 million from the discontinued operation. 9-month earnings per share were 26 euro cents (Oct 2008 – Jun 2009: minus 13 euro cents) and, as a result of the share buy-back programme (details in the notes under »12. Share Buy-Back Programmes«), were determined on the basis of an average 5,133,918 shares outstanding (Oct 2008 – Jun 2009: 5,173,418 shares).

# Performance in the Business Divisions

All for One Midmarket AG's segment reporting comprises the »Integrated Solutions« and »HR Solutions« business divisions. The Group costs are allocated to both segments on a pro rata basis.

# Integrated Solutions Business Division

The Integrated Solutions segment encompasses a full range of products and services geared towards end-to-end customer support that starts with management consulting and extends from software licenses, industry solutions, implementation and optimisation projects all the way to software maintenance, outsourcing and managed services. 9-month segment sales increased 3% to EUR 50.0 million (Oct 2008 – Jun 2009: EUR 48.4 million). The growth in business volume, the modified sales mix, improved processes and the resulting efficiency improvements, as well as the elimination of those special costs that arose as a consequence of the corporate restructuring in 2008, all led to a major improvement in operating earnings. The segment's EBIT is therefore positive at EUR 1.8 million (Oct 2008 – Jun 2009: minus EUR 0.7 million). The EBIT margin relating to segment sales was 4%.

# **HR** Solutions Business Division

At the heart of the HR Solutions segment is the human resources platform SAP HCM (Human Capital Management), which forms the basis for providing comprehensive implementation, consulting and support services all the way to recurring HR outsourcing and HR business process outsourcing services. The segment's sales performance improved by 20% to EUR 10.3 million (Oct 2008 – Jun 2009: EUR 8.6 million) for the period of October 2009 to June 2010 in comparison with the previous year, but overall fell short of expectations. Adjusted for the team HR acquisition, the segment's sales performance was minus 5%. Customer reluctance in awarding new HR consulting contracts and those one-time charges from the acquisition were the main factors that led to a decline in earnings (EBIT) from minus KEUR 71 (Oct 2008 – Jun 2009) to minus KEUR 133 (Oct 2009 – Jun 2010) despite the expansion of the business. Corrective measures are currently being implemented.

# Assets and Financial Situation

# **Group Balance Sheet**

The decline in non-current assets from EUR 28.4 million (30 September 2009) to EUR 26.2 million (30 June 2010) is primarily a result of regular depreciation and amortisation of tangible fixed assets and other intangible assets. The amount of depreciation and amortisation was also significantly greater than the capital expenditures.

In spite of steady growth in sales, trade accounts receivable remained virtually unchanged at EUR 12.0 million (30 June 2010) as compared to EUR 11.9 million as at 30 September 2009. The company has since received the remaining proceeds from the May 2008 sale of ACCURAT, which to date had been reported under other assets. For this reason, the other assets figure has declined from EUR 2.8 million (30 September 2009) to EUR 0.8 million (30 June 2010). Cash and cash equivalents narrowed from EUR 16.9 million (30 September 2009) to EUR 16.3 million (30 June 2010) due in part to having repurchased company stock in a total amount of EUR 0.7 million (details in the notes under »12. Share Buy-Back Programmes«). EUR 2.3 million in borrowings from banks were also paid back in December 2009 (details in the notes under »7. Financial Liabilities«). All together, financial liabilities decreased from EUR 10.4 million to 7.9 million. Despite increased procurement of licenses, the amount of trade accounts payable also declined from EUR 7.8 million (30 September 2009) to EUR 5.2 million (30 June 2010).

Net liquidity was EUR 8.4 million as at 30 June 2010. The equity ratio, which improved from 50% (30 September 2009) to 55% (30 June 2010), also underscores the Group's solid balance sheet structure. Total assets declined from EUR 63.3 million (30 September 2009) to EUR 58.6 million (30 June 2010).

# Cash Flow and Investments

Despite a major reduction in debt and other liabilities, the high level of earnings led to a cash flow from operating activities of EUR 1.7 million. The cash flow from operating activities amounted to minus EUR 0.6 million in the corresponding prior-year period (Oct 2008 – Jun 2009). The cash flow from investing activities declined significantly to EUR 0.7 million (Oct 2008 – Jun 2009: EUR 2.3 million). Capital expenditures for tangible fixed assets during the reporting period were made largely in response to customer growth in the area of outsourcing services. Major one-time investments were made in establishing new data centers during the comparable prior-year period (Oct 2008 – Jun 2009). This resulted in a free cash flow of EUR 0.9 million for the reporting period (Oct 2008 – Jun 2009: minus EUR 2.9

million.). The cash flow from financing activities declined from plus EUR 3.4 million to minus EUR 3.6 million. This development is primarily a result of an unscheduled principal payment that was made in order to accelerate the repayment of existing bank loans.

Cash funds as at 30 June 2010 totalled EUR 16.1 million compared to EUR 5.9 million as at 30 June 2009.

# **Employees**

For the first time All for One Midmarket AG took part in the benchmark survey »Best Companies to Work For in Germany« in order to find out about our strengths and weaknesses in comparison to other companies. This was the eighth time that the Great Place to Work Institute Germany conducted this survey on an annual basis, and which consists of a Trust Index (employee survey) and a Culture Audit (an assessment of practices and programmes in the human resources field and management tools). The very first time it participated, All for One Midmarket AG earned a place in the top 100 companies and thus ranks among the »Best Companies to Work For in Germany 2010«.

The number of employees was 428 as at 30 June 2010 and 410 as at 30 June 2009. The average personnel capacity decreased from 394 (Oct 2008 – Jun 2009) to 392 full-time positions (Oct 2009 – Jun 2010).

# Corporate Governance

The Government Commission on the German Corporate Governance Code put its draft version of the code (dated 26 May 2010) into effect on 2 July 2010. All for One Midmarket AG uses this new 2010 code as the basis for reviewing its current Declaration of Conformity.

# Outlook for the Financial Year 2009/10

The economy is picking up. We anticipate that this good business performance will continue in the remaining 4th quarter (Jul – Sep 2010).

All for One Midmarket AG still expects a modest increase in sales revenues and an EBIT that should reach the upper end of the previously announced range of approximately EUR 1.5 million to 2.0 million for the financial year 2009/10 from 1 October 2009 to 30 September 2010. Potential insolvencies among our customer base continue to pose the greatest risks to the Group.

# Subsequent Events

On 20 July 2010 All for One Midmarket AG extended to all shareholders a public offer to repurchase up to 139,353 shares of the company's stock at a price of EUR 4.30 per share. This offer, which ended at the beginning of August 2010, resulted in the repurchase of a total of 139,353 shares (more details can be found in the notes under »12. Share Buy-Back Programmes«).

Lars Landwehrkamp Chief Executive Officer Stefan Land Chief Financial Officer

# Group Income Statement

from 1 October 2009 to 30 June 2010

in KEUR	Oct 2009 – Jun 2010	Oct 2008 – Jun 2009	Apr - Jun 2010	Apr – Jun 2009
Sales revenues from continuing operations	59.749	56.266	18.657	16.985
Other operating income	936	839	337	305
Cost of traded goods and third party services	-19.538	-19.542	-5.739	-5.193
Personnel expenses	-27.065	-24.959	-9.015	-7.976
Depreciation and amortisation (5)	-2.666	-2.572	-846	-854
Other operating expenses	-9.748	-10.832	-3.136	-3.212
EBIT from continuing operations	1.668	-800	258	55
Financial income	509	686	168	161
Financial expense	-305	-436	-89	-123
Financial result from continuing operations	204	250	79	38
EBT from continuing operations	1.872	-550	337	93
Income tax (8)	-468	-337	-76	-86
Earnings after tax from continuing operations	1.404	-887	261	7
Earnings after tax from discontinued operation	0	267	0	405
Earnings after tax	1.404	-620	261	412
attributable to equity holders of the parent	1.335	-662	274	425
attributable to minority interests	69	42	-13	-13
Undiluted and diluted earnings per share				
Earnings per share in EUR from continuing operations	0,26	-0,18	0,05	0,00
Earnings per share in EUR from discontinued operation	0,00	0,05	0,00	0,08
Earnings per share in EUR	0,26	-0,13	0,05	0,08

# Group Comprehensive Income Statement

# from 1 October 2009 to 30 June 2010

in KEUR	Oct 2009 – Jun 2010	Oct 2008 – Jun 2009	Apr - Jun 2010	Apr – Jun 2009
Earnings after tax	1.404	-620	261	412
Foreign currency translation differences for foreign operations	143	107	70	-20
Profit / loss on available-for-sale financial instruments	0	-26	0	0
Deferred taxes on value changes directly adjusted against equity	0	8	0	0
Other comprehensvie income	143	89	70	-20
Total comprehensive income	1.547	-531	331	392
attributable to equity holders of the parent	1.482	-577	344	405
attributable to minority interests	65	46	-13	-13
Average number of shares outstanding (undiluted and diluted)	5.133.918	5.173.418	5.082.686	5.173.418

# Group Balance Sheet

as at 30 June 2010

ASSETS		
in KEUR	30 Jun 2010	30 Sep 2009
Non-current assets		
Goodwill	4.867	4.867
Other intangible assets	9.479	10.068
Tangible fixed assets	5.433	6.343
Financial assets (6)	3.356	3.935
Deferred tax assets	3.041	3.151
	26.176	28.364
Current assets		
Inventories	459	443
Trade accounts receivable	12.044	11.906
Current income tax assets	244	307
Financial assets (6)	2.621	2.639
Other assets	781	2.805
Cash and cash equivalents	16.301	16.854
	32.450	34.954
Total assets	58.626	63.318
EQUITY AND LIABILITIES		
in KEUR	30 Jun 2010	30 Sep 2009
Equity		
Issued share capital	16.200	16.200
Treasury stock	-1.749	-1.023
Capital reserve	7.229	7.229
Other reserves	219	72
Accumulated profits	9.295	7.960
Share of equity attributable to equity holders of the parent	31.194	30.438
Minority interests	1.134	1.069
Total equity	32.328	31.507
Non-current liabilities		
Provisions	221	329
Post-employment benefit liabilities	282	267
Financial liabilities (7)	6.744	8.258
Deferred tax liabilities	3.717	3.903
Other liabilities	21	96
	10.985	12.853
Current liabilities		
Provisions	260	223
Current income tax liabilities	280	175
Financial liabilities (7)	1.121	2.105
Trade accounts payable	5.232	7.820
Other liabilities	8.420	8.635
	15.313	18.958
Total liabilities	26.298	31.811
Total equity and liabilities	58.626	63.318

# Group Cash Flow Statement

from 1 October 2009 to 30 June 2010

	Oct 2009 –	Oct 2008 –
	Jun 2010	Jun 2009
EBT	1.872	-550
Amortisation of intangible assets	967	713
Depreciation of tangible fixed assets	1.699	1.859
Financial result	-204	-250
EBITDA	4.334	1.772
Hardware sales / purchases under finance lease	-1.413	-2.024
Increase (+) / decrease (-) in cumulative value adjustments and provisions	-71	305
Other non-cash expense (+) and income (-)	-46	-227
Changes in assets and liabilities:		
Increase (-) / decrease (+) in trade receivables	-84	1.068
Increase (-) / decrease (+) in other assets	2.004	2.118
Increase (+) / decrease (-) in trade payables	-2.471	-1.776
Increase (+) / decrease (-) in other liabilities	-237	-1.289
Income tax paid	-348	-546
Cash flow from operating activities of continuing operations	1.668	-599
Purchase of intangible, tangible fixed and other assets	-1.316	-3.139
Sale of intangible, tangible fixed and other assets	58	153
Acquisition of minority interests	0	-30
Interest received	509	687
Cash flow from investing activities of continuing operations	-749	-2.329
Cash flow from bank borrowings and long-term financial liabilities	1.959	4.677
Repayment of bank borrowings / overdrafts	-3.802	-265
Repurchase of treasury stock	-726	0
Interest paid	-269	-525
Repayment of finance leases	-770	-441
Cash flow from financing activities of continuing operations	-3.608	3.446
Cash flow from transactions with discontinued operation	0	422
Changes in disposable cash and cash equivalents	88	97
Decrease / increase in cash and cash equivalents from continuing operations	-2.601	1.037
Effect of exchange rate fluctuations on cash funds	99	12
Cash flow from sale of equity interests	2.037	-228
Cash funds at the beginning of the period	16.587	5.086
Cash funds at the end of the period	16.122	5.907
	10.122	0.001
Composition of cash funds at the end of the period		
Cash and cash equivalents according to the balance sheet	16.301	6.203
Less cash und cash equivalents not disposable	-179	-296
Cash funds at the end of the period	16.122	5.907

# Statement of Changes in Equity of the Group from 1 October 2009 to 30 June 2010

Share of equity attributable t				equity holder	rs of the parent		Minority interests	Share- holders' equity
	Issued	T	Carital	Other	Accumu-			
in KEUR	share capital	Treasury stock	Capital reserve	Other reserves	lated losses/profit	Total		
1 October 2008	16.200	-1.023	12.269	148	823	28.417	894	29.311
Change in minority interests	0	0	0	0	-2	-2	0	-2
Repurchase of treasury stock	0	0	0	0	0	0	0	0
Distribution to minority interests	0	0	0	0	0	0	-13	-13
Total comprehensive income	0	0	0	85	-662	-577	46	-531
30 June 2009	16.200	-1.023	12.269	233	159	27.838	927	28.765
1 October 2009	16.200	-1.023	7.229	72	7.960	30.438	1.069	31.507
Change in minority interests	0	0	0	0	0	0	0	0
Repurchase of treasury stock	0	-726	0	0	0	-726	0	-726
Distribution to minority interests	0	0	0	0	0	0	0	0
Total comprehensive income	0	0	0	147	1.335	1.482	65	1.547
30 June 2010	16.200	-1.749	7.229	219	9.295	31.194	1.134	32.328

# Shares Held by Board Members as at 30 June 2010

SHARES	30 Jun 2010	30 Sep 2009
Supervisory Board		
Peter Brogle	28.555	28.555
Peter Fritsch	14.000	4.000
Josef Blazicek	13.000	0
Management Board		
Lars Landwehrkamp	50.000	50.000
Stefan Land	22.735	20.635
	128.290	103.190

Note: CFO Stefan Land purchased an additional 10,000 shares on 5 July 2010.

# NOTES TO THE INTERIM REPORT

from 1 October 2009 to 30 June 2010

## 1. Preliminary Remarks

Due to the change in the financial year effective 30 September 2009, the financial year of All for One Midmarket AG will end on 30 September in the future. This change resulted in a short financial year in the prior-year period that extended from 1 January to 30 September 2009.

Since the shortened 2009 financial year has no corresponding period that can be used for comparison in this interim report, it was decided that the period of 1 October 2008 to 30 June 2009 will be used as the comparative prior-year period.

# 2. General Principles

The consolidated interim financial statements of All for One Midmarket AG as at 30 June 2010 were prepared in accordance with the International Financial Reporting Standards (IFRS) as formulated by the International Accounting Standards Board (IASB). These consolidated interim financial statements comply with IAS 34 »Interim Financial Reporting«. The consolidated interim financial statements have not been audited.

The consolidated interim financial statements take into account all current business transactions, accruals and deferrals, which in the view of the company are necessary to ensure a true and fair view of the interim results. The company believes that the information and explanations are presented properly and that they provide an accurate picture of the earnings, assets and financial situation.

# 3. Accounting and Valuation Methods

These consolidated interim financial statements were prepared using the accounting and valuation methods that applied for the consolidated financial statements as at 30 September 2009.

### 4. Seasonal Fluctuations

The business divisions are subject to various seasonal fluctuations. In addition, the signing of major contracts and the servicing of large orders can result in significant differences in sales revenues and earnings.

### 5. Depreciation and Amortisation

Included under this item is regular amortisation of intangible assets in the amount of KEUR 969 (comparable period: KEUR 713).

### 6. Financial Assets

The financial assets as at 30 June 2010 primarily include receivables from finance lease agreements in an amount totalling KEUR 5,739 (30 September 2009: KEUR 6,354), the current portion of which is KEUR 2,471 (30 September 2009: KEUR 2,508).

### 7. Financial Liabilities

The financial liabilities as at 30 June 2010 include liabilities to banks totalling KEUR 5,450 (30 September 2009: KEUR 7,627), the current portion of which is KEUR 233 (30 September 2009: KEUR 1,592). The financial liabilities as at 30 June 2010 also include obligations from finance lease agreements in an amount totalling KEUR 2,415 (30 September 2009: KEUR 2,736), the current portion of which is KEUR 889 (30 September 2009: KEUR 513).

In December 2009, the Group received a partial payment of EUR 1.5 million from existing loan agreements, which had not yet been paid out. Scheduled loan repayments in the amount of EUR 0.8 million and early principal repayments in the amount of EUR 3.0 million for instalments that were not yet due were also made in December 2009.

### 8. Income Taxes

Of the reported income taxes, KEUR 78 (comparable period: minus KEUR 313) are deferred taxes.

### 9. Discontinued Operation and Changes in the Scope of the Consolidation

The equity interest in AC-Service (Schweiz) AG, Wettingen/Switzerland, is included in the »discontinued operation« of the comparative period and was sold effective 1 September 2009. The liquidation of AC-Service Management AG in liq, Wettingen/Switzerland, was finalised.

## **10. Segment Reporting**

The segment information for the reporting period is as follows:

	Integrated	Solutions	HR So	lutions	Consol	idation	Gro	oup
in KEUR	Oct 2009 – Jun 2010	Oct 2008 – Jun 2009	Oct 2009 – Jun 2010	Oct 2008 – Jun 2009	Oct 2009 – Jun 2010	Oct 2008 – Jun 2009	Oct 2009 – Jun 2010	– Oct 2008 Jun 2009
Sales to external customers	49.763	48.069	9.986	8.197	0	0	59.749	56.266
Intersegment sales	261	335	328	381	-589	-716	0	0
Segment sales	50.024	48.404	10.314	8.578	-589	-716	59.749	56.266
EBITDA	4.138	1.620	196	152	0	0	4.334	1.772
EBIT	1.801	-729	-133	-71	0	0	1.668	-800
Financial result	240	281	-36	-31	0	0	204	250
Earnings before tax	2.041	-448	-169	-102	0	0	1.872	-550
Income tax	-405	-284	-63	-53	0	0	-468	-337
Result continuing operations	1.636	-732	-232	-155	0	0	1.404	-887
Result discontinued operation							0	267
Result							1.404	-620
Full-time equivalents (average)	287	308	105	86			392	394

# **11. Related Parties**

Sales were generated with group companies of BEKO HOLDING AG and CROSS Industries AG in connection with support for data processing applications and the operation of an SAP system. At the same time, IT services for internal SAP systems and other services were purchased from the Group companies of BEKO HOLDING AG. All business transactions with related parties were made at terms and conditions that are customary for dealings with third parties. Additional information about this can be found on pages 64 and 65 (Note 32) of the annual report for the short financial year 2009 (English version).

### 12. Share Buy-Back Programmes

The share buy-back programme, which started in November 2009 was terminated in January 2010. During this period a total of 24,065 shares were repurchased at an average price of EUR 3.67 per share. The volume of shares repurchased amounted to some KEUR 89.

The public offer to repurchase up to 150,000 shares of company stock at a price of EUR 4.20 per share, which started in mid-May 2010, was terminated on 21 May 2010. 150,000 shares of treasury stock were repurchased. The volume of shares repurchased amounted to KEUR 630. The company held a total of 400,647 shares of treasury stock as at 30 June 2010 (7.42% of the share capital).

Another public offer to repurchase up to 139,353 shares of company stock at a price of EUR 4.30 per share started on 20 July 2010 and ended on 3 August 2010. 139,353 shares of treasury stock were repurchased. The volume of shares repurchased amounted to some KEUR 599.

### 13. Parent Company and Voting Rights Announcement

As of 24 November 2009 Cross Industries AG – majority shareholder of BEKO HOLDING AG – sells 3,333,333 shares of BEKO HOLDING AG (14.4% of the company's equity capital) to Opportunity Beteiligungs AG. Voting rights for 1,794,625 shares (7.77% of the company's equity capital) remain with CROSS Industries AG, so that CROSS Industries still holds approximately 48.0% of the voting rights of BEKO HOLDING AG.

On December 21, 2009, Cross Industries AG (4600 Wels, Austria), Pierer GmbH (4600 Wels, Austria), Knünz GmbH (6850 Dornbirn, Austria) DI Stefan Pierer (Austria) and Dr. Rudolf Knünz (Austria) informed us according to Article 21, Section 1 of the WpHG that in terms of shares its voting rights in All for One Midmarket AG, Filderstadt-Bernhausen, Germany, ISIN: DE0005110001, WKN: 511000, have fallen below the 50%, 30%, 25%, 20%, 15%, 10%, 5% and 3% limit of the voting rights on November 24, 2009 and on that day amounted to 0% (this corresponds to 0 voting rights). The full text is available on the website www.all-for-one.com.

On February 15, 2010, Universal-Investment-Gesellschaft mbH, Frankfurt am Main, Deutschland has informed us according to Article 21, Section 1 of the WpHG that via shares its Voting Rights on All for One Midmarket AG, Filderstadt-Bernhausen, Deutschland, ISIN: DE0005110001, WKN: 511000, have fallen below the 5% and 3% limit of the Voting Rights on February 11, 2010 and on that day amounted to 2.734% (this corresponds to 147634 Voting Rights).

On May 27, 2010, All for One Midmarket AG informs according to Article 26, Section 1 Sentence 2 that its Voting Rights on All for One Midmarket AG, Filderstadt-Bernhausen, Deutschland, ISIN: DE0005110001, WKN: 511000, have exceeded the 5% limit of the Voting Rights on May 27, 2010 and on that day amounted to 7.4% (this corresponds to 400647 Voting Rights).

On 31 May 2010 in the correction of its publication of a voting rights announcement dated 27 May 2010, All for One Midmarket AG herewith notifies according to Article 26, Section 1 Sentence 2 of the WpHG (the German Securities Trading Act) that its Voting Rights on All for One Midmarket AG, Filderstadt-Bernhausen, Deutschland, ISIN: DE0005110001, WKN: 511000, have exceeded the 5% limit of the Voting Rights on May 27, 2010 and on that day amounted to 7.42% (this corresponds to 400.647 Voting Rights).

On 6 August 2010, All for One Midmarket AG herewith notifies according to Article 26, Section 1 Sentence 2 of the WpHG (the German Securities Trading Act) that its Voting Rights on All for One Midmarket AG, Filderstadt-Bernhausen, Deutschland, ISIN: DE0005110001, WKN: 511000, have reached the 10% limit of the Voting Rights on 6 August 2010 and on that day amounted to 10.00% (this corresponds to 540.000 Voting Rights).

# INVESTOR RELATIONS

Facts and Figures

# Key Figures of the Share

ISIN / WKN	DE0005110001 / 511 000
Market Segment	Prime Standard
Date of Listing	30 November 1998
Share Capital	EUR 16.2 million
Number of Shares	5,400,000 (registered shares)
Par Value	EUR 3.00

# Shareholder Structure

(Distribution based on shareholder statements)

BEKO HOLDING AG	approx. 66%
All for One Midmarket AG	approx. 7% (since 6 August 2010: 10%)
Management and Supervisory Board	approx. 2% (since 5 July 2010: approx. 3%)

# **Financial Calendar**

23 November 2010	German Equity Capital Forum
15 December 2010	Publication of Annual and Consolidated Financial Statements 2009/10
15 February 2011	3-Month Report as at 31 December 2010
16 March 2011	Annual General Meeting
12 May 2011	Half-Year Financial Report as at 31 March 2011
9 August 2011	9-Month Report as at 30 June 2011

# All for One Midmarket AG

All for One Midmarket AG which operates primarily in Germany, Austria and Switzerland, is an IT full-service provider for the mid-size business market. Market observers rank All for One amongst the leading players in the German-language SAP midmarket segment. Focused on manufacturing and project services companies, All for One serves over 1,000 clients. Its portfolio comprises end-to-end solutions along the whole of the IT value chain – from SAP industry solutions for the midmarket to outsourcing services and application management. With over 400 employees, All for One Midmarket AG achieved a Group turnover of EUR 54.7 million in the short financial year from 1 January to 30 September 2009.

All for One Midmarket AG is listed in the Prime Standard segment of the Frankfurt Stock Exchange (ISIN DE0005110001, WKN 511 000) and is a subsidiary of BEKO HOLDING AG, which owns approximately 66% of its stock.

www.all-for-one.com

All for One Midmarket AG Gottlieb-Manz-Strasse 1 70794 Filderstadt Germany T +49 711 788 07-0 F +49 711 788 07-699

www.all-for-one.com