

### Key figures \*

in € millions	9M 2011	9M 2010	Δ in %	Δ in %**	Q3 2011	Q3 2010	Δ in %	Δ in %**
Total revenue	804.3	792.9	+1	+3	274.6	275.3	0	+2
Product revenue	484.7	474.8	+2	+4	168.9	166.2	+2	+5
Consulting and Services	316.4	315.0	0	+1	105.2	108.3	-3	-2
BPE Business Line revenue	376.7	351.1	+7	+9	131.2	119.9	+9	+12
ETS Business Line revenue	281.6	286.8	-2	0	95.1	101.4	-6	-3
IDSC Business Line revenue	146.1	155.0	-6	-5	48.4	54.0	-10	-9
EBIT	191.2	174.6	+10		72.0	69.1	+4	
- as percentage of revenue	23.8%	22.0%			26.2%	25.1%		
Net income	125.3	111.0	+13		46.6	45.6	+2	
- as percentage of revenue	15.6%	14.0%			17.0%	16.6%		
Earnings per share (EPS) (in €) basic	1.46	1.30	+12		0.54	0.54	0	
Earnings per share (EPS) (in €) diluted	1.44	1.30	+11		0.53	0.54	-2	
Free cash flow	108.2	138.7	-22		13.3	42.6	-69	
	Sept. 30, 2011	Sept. 30, 2010	Δ in %					
Total Assets	1,663.2	1,550.8	+7					
Cash & Cash equivalents	188.0	101.7	+85					
Net debt	143.4	249.6	-43					
Shareholder's equity	870.5	679.3	+28					
- Equity ratio	52.3%	43.8%						
Employees ***	5,498	5,708	-4					
- Employees in Germany	1,920	2,089	-8					
- Employees in R&D	855	822	+4					

\* IFRS unaudited | \*\* Net of currency effects | \*\*\* Full time equivalent