



Genthin, 14 November 2011

## Hansa Group AG

ISIN: DE0007608606; German securities identification number: 760 860

### **Interim report in accordance with Article 37, German Securities Trading Act Business from January to September 2011**

The overall economic situation during the course of 2011 up to now has been dominated by the uncertainty felt by investors and consumers. Developments on the financial markets, combined with the worries caused by the debt crisis, have exercised negative effects on the mood of German industry. According to VCI, the confederation of the German chemicals industry, the industry dropped back a gear in the third quarter, with the result that utilisation of installed capacities fell slightly, due to lower demand caused by customers drawing on existing stocks. Slightly declining feed materials costs, which also made it difficult to enforce higher product prices, also played their part.

#### **Sales and trading result trend in the third quarter of 2011**

Hansa Group achieved consolidated sales of 336.8 million euro, and thus an increase in sales of 18 % (figure for the previous year: 285.4 million euro) in the January to September 2011 period. Foreign sales fell slightly, as against additional domestic turnover in the Production & Service segment. All group companies contributed to growth of 51.4 million euro, which was price-driven in part. The development of our business thus proceeded according to our plans, within the group's structural framework, in the third quarter.

The Group's pre-tax trading result was, it is true, 2.5 million euro during the period under review, signifying a decline of just on 50 % compared to the same period in the previous year. EBITDA at 30 September 2011 was nonetheless higher than in the same nine months of 2010, at 1.6 million euro. The effects resulting from the completion of the surfactants plant project at Genthin, including start-up costs, higher depreciation, and interest, led to a reduction in the pre-tax result.

#### **Prospects**

The pace of economic activity has slowed globally since the end of the first half-year of 2011. Feed materials costs remain at a high level, and intensive competition continues unchanged on the consumer-goods markets. Hansa Group will shortly be commissioning the new surfactants plant, however, permitting integration of the value chain throughout the various levels and contributing to improved margins and positive trends in trading results.

At the end of the first three quarters of 2011, the Management Board continues to stand by its previous forecast of a constant trading-result level, as in the previous year.

#### **Hansa Group AG**

The Management Board