

Annual Report 2004

Brüder Mannesmann Aktiengesellschaft Remscheid





#### Table of Contents

- Introduction from the Board of Management 2
  - Report of the Supervisory Board
  - German Corporate Governance Code 5
    - Executive Bodies 7
- Organization Chart of Brüder Mannesmann AG 8
  - Group Management Report 9
  - Consolidated Financial Statements 25
    - Consolidated Balance Sheet 26
  - Consolidated Statement of Earnings 28
  - Consolidated Capital Finance Account 29
- Fixed Assets Schedule for the Consolidated Financial Statements 30
  - Statement of Changes to Shareholders' Equity 32
  - Notes to the Consolidated Financial Statements 34
    - Independent Auditor's Report 50
      - Financial Statements 51
        - AG-Balance Sheet 52
      - AG-Statement of Earnings 55
  - Fixed Assets Schedule and Liabilities Schedule 56
    - Notes for the 2004 AG-Financial Year 58
      - Independent Auditor's Report 62
        - Imprint 63

# Introduction from the Board of Management

#### Dear shareholders!

The hopes for a radical improvement of the economic situation, nurtured at the end of 2003, were not fulfilled. In the tools trade there was no material recovery. A pronounced consumer savings mentality negatively impacted retail sales on a massive scale. It was the same story for the valves industry. Stagnation which has already lasted for several years continued. Both municipal utilities and industrial construction suffered from the savings measures implemented at municipalities and companies.

Nonetheless Brüder Mannesmann AG posted significant sales and earnings growth. Sales increased by 9% to € 84.2 million. This is € 6.9 million more than in the previous year, in which € 77.3 million was generated. EBIT totalled € 3.86 million, an increase of 91.1%. Both divisions contributed to this good development. In the Tool Trade division sales of € 57.6 million were posted in 2004, € 5.6 million or almost 11% more than the previous year. The Valves Trade division realised sales of € 25.8 million, an increase of € 1.5 million or 6.2%. Thus the market position was further extended within a difficult environment.

Cash flow according to DVFA/SG also improved, by 48.4% to € 4.6 million. In the last two years bills payable and liabilities due to banks were almost € 6.0 million lower as of the reporting date. Nonetheless, liquid funds increased by € 0.4 million to € 1.4 million. Despite the strong increase of business, the group net interest result remained virtually stable. The equity ratio improved from 14.5% to 15.9%. It is thus at a perfectly acceptable level for a trading company.

We are satisfied with the 2004 annual financial statements. They show that Brüder Mannesmann AG is on track on a sustained basis. What is particularly pleasing is the fact that we generated this success despite what remains a poor economic situation in Germany. The start into the new year was also successful. Group incoming orders and order book point upwards. However, the strong increase of raw material prices and freight charges are expected to result in higher costs.

The company objectives are not only to achieve a steady increase in sales and earnings, but also a further improvement in the equity ratio and the negative interest position. If the 2005 financial year should be as successful as that of 2004, we are confident of making further progress in this respect.

Our thanks go to the employees. Without their commitment, this good performance in a difficult environment would not have been possible.

Remscheid, April 2005

Brüder Mannesmann Aktiengesellschaft, Board of Management

Jürgen Schafstein Bernd Schafstein

Frank Schafstein

# Report of the Supervisory Board

Throughout the financial year, the Supervisory Board was kept regularly informed on the business situation of Brüder Mannesmann AG and its subsidiaries by means of written and oral reports from the Management Board. Furthermore, the Chairman of the Supervisory Board was in constant contact with the members of the Management Board and queries relating to company strategy and important events were discussed.

The Supervisory Board continually monitored the Management Board. All business events and pending decisions requiring the agreement of the Supervisory Board in accordance with the relevant legislation and the Articles of Association were dealt with in detail and decided upon in six meetings.

The company auditor was available to provide detailed information to the Supervisory Board. During the reporting period, the Supervisory Board did not establish any committees. The Supervisory Board critically analysed the efficiency of its work on a regular basis.

The Annual Financial Statement as at 31 December 2004, Consolidated Financial Statement as at 31 December 2004, and the summarised management report compiled by the Management Board, including accounting, were checked and certified by the auditor nominated at the Annual General Meeting, the accounting firm of Morison AG, Frankfurt am Main.

The financial statements and summarised management report including auditing reports by the auditor were submitted to the Supervisory Board for checking.

The Supervisory Board also carefully checked the Annual Financial Statement, management report, Consolidated Financial Statements and the accompanying management report. The auditor also participated in advising on the Annual Financial Statement in the Supervisory Board meeting and was available to provide additional information.

The Supervisory Board agrees with the results of the auditor and approves the Annual Financial Statement for the financial year 2004. This is thus determined in accordance with Article 172 of the Stock Corporation Act. The Supervisory Board also agrees with the Consolidated Financial Statement and this is also approved (Article 171 of the Stock Corporation Act).

There were no conflicts of interest between members of the Supervisory Board, including those resulting from other mandate activities, during the reporting period.

The Supervisory Board wishes to express its thanks to employees and management boards in recognition of the work and outstanding results achieved in the financial year 2004.

Remscheid, April 2005 Supervisory Board

Reinhard C. Mannesmann

Chairman

# German Corporate Governance Code

With the entry into force of the Transparency and Disclosure Law, a new Article 161 was added to the Stock Corporation Act, under which the Management Board and Supervisory Board of companies listed on the stock exchange shall declare once yearly that the recommendations of the German Corporate Governance Code have been and are being complied with, or which of the recommendations were not and are not being applied.

Previous Declaration of the Management Board and Supervisory Board concerning the recommendations of the German Corporate Governance Code as amended on 21 May 2003 pursuant to Article 161 of the Stock Corporation Act.

The Management Board and Supervisory Board of Brüder Mannesmann AG hereby declare that, with the recognized exceptions specified in the last declaration of conformity dated 30 April 2004, the recommendations of the German Corporate Governance Code have been complied with from 31 December 2003 up to the date of this declaration on the basis of the German Corporate Governance Code as amended on 21 May 2003.

Future Declaration of the Management Board and Supervisory Board on the recommendations of the German Corporate Governance Code as amended on 21 May 2003 pursuant to Article 161 of the Stock Corporation Act.

Future compliance with the German Corporate Governance Code as amended on 21 May 2003 shall be ensured, with the exception of the recommendations listed below:

- Deductible for D&O liability insurance (Item 3.8
   Paragraph 2): A deductible has not been agreed.

   The company assumes that the executive bodies shall carry out their jobs responsibly and dutifully without an agreement on a deductible.
- Variable components of Management Board compensation (Item 4.2.3): The compensation of the Management Board does not currently include any variable components or stock options because the current applicable contracts, which are still in effect, do not provide for variable components of this kind. For this reason, no caps are needed with regard to variable compensation.
- Salient points of the compensation system (Item 4.2.3 Paragraphs 3 and 4): The compensation system comprises a specifically agreed, fixed compensation without variable components or stock options requiring declaration, or comparable instruments. For this reason, no further explanation is provided.
- Compensation of members of Management Board subdivided according to fixed, performance-related and long-term incentive components (Item 4.2.4):
   The Management Board compensation currently comprises only one fixed component. Figures are not currently individualized because notification of overall compensation is considered adequate in accordance with Article 284 of the German Commercial Code and there is no further information content for investors on the part of the company with regard to individualization of figures.

- Age limit for members of the Management Board (Item 5.1.2 Paragraph 2 Sentence 3): An age limit for members of the Management Board is not currently specified as this does not appear necessary in terms of the age of members of the Management Board.
- Age limit for members of the Supervisory Board (Item 5.4.1 Sentence 2): An age limit for members of the Supervisory Board is not currently specified as this does not appear necessary in terms of the age of members of the Supervisory Board.
- Compensation of members of the Supervisory
  Board (Item 5.4.5 Paragraph 3): Figures are not currently individualized as all compensation components are available in the Articles of Association.
- Shareholdings of individual members of the Management Board and Supervisory Board (Item 6.6
   Paragraph 2 Sentence 2): Figures are not currently individualized because no significant capital market information is associated with this information from a company perspective.
- Publication of Consolidated Financial Statements (Item 7.1.2 Sentence 2): The consolidated financial statement for the financial year 2004 is published no later than four months after the close of the financial year. Interim reports are made released to the public no later than 60 days after the end of the reporting period. These periods comply with the Prime Standard body of rules and regulations of the German stock exchange, with which we also comply.

- Publication of a list of third party companies in which there is a shareholding that is not of minor importance (Item 7.1.4 Sentence 3): The list is published in the financial report and contains information concerning the names and headquarters of companies and the size of the shareholding. It does not contain the performance of the last financial year nor the amount of equity capital. The publication of such information by Brüder Mannesmann AG is not necessarily associated with significant capital market information, as the performance structure is also not transparent in detail. Furthermore, it is also possible that information of this kind may be used in individual cases to the disadvantage of affected companies, e.g. by their competitors.

The Management Board and Supervisory Board of Brüder Mannesmann AG shall comply with the recommendations of the Government Commission German Corporate Governance Code within the described framework, until the issuance of a new declaration of conformity.

Remscheid, 29. April 2005

Management Board Supervisory Board

## **Executive Bodies**

The Supervisory Board consists of the following persons:

The Board of Management consists of the following persons:

Mr. Reinhard C. Mannesmann

Chairman

Reinach/Switzerland

**Mr. Michael Nagel** Assistant chairman

Oberstdorf/Germany

Mrs. Nicole Coen

Wermelskirchen/Germany

Mr. Jürgen Schafstein

 $Speaker\ of\ the\ Board\ of\ Management$ 

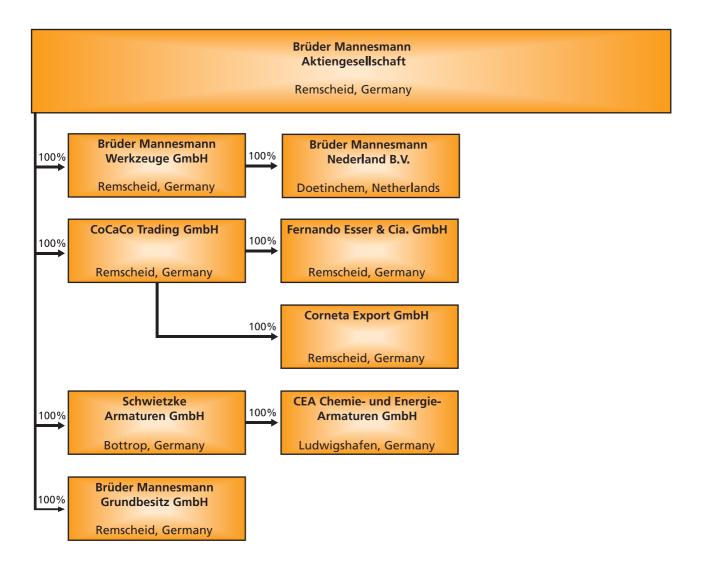
Remscheid/Germany

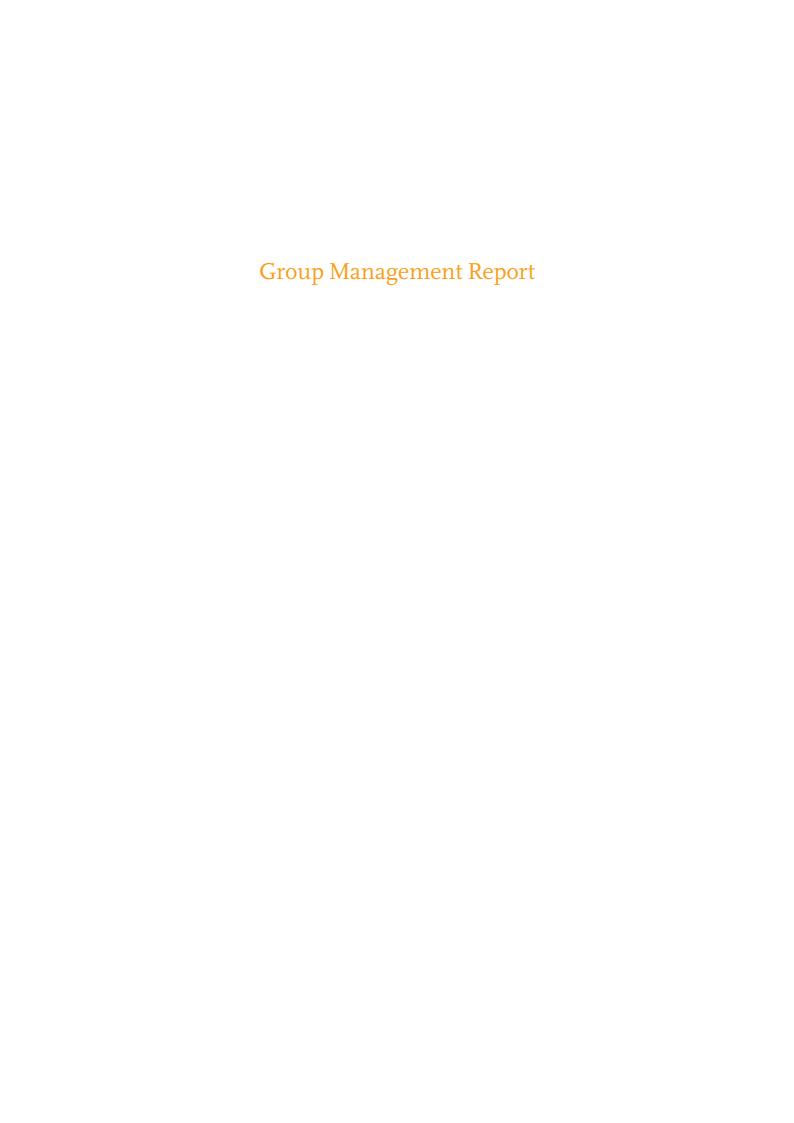
Mr. Bernd Schafstein

Remscheid/Germany

Mr. Frank Schafstein Remscheid/Germany

# Organization Chart of Brüder Mannesmann AG as at 31. December 2004





# Group management report

### Preliminary remarks

Brüder Mannesmann AG combines two independently operating divisions under a single parent company umbrella, the "Tool Trade" and the "Valve Trade". The subsidiary Brüder Mannesmann Grundbesitz GmbH acts solely as a leasing company. In line with this structure, the management report presents and discusses business in both the operating divisions and the Group as a whole.

The consolidated financial statements were prepared in accordance with the International Accounting Standards (IAS) that applied as at the balance sheet date, taking into account the interpretation of the International Financial Reporting Interpretations Committee (IFRIC).

Material differences to consolidated accounting in accordance with the Handelsgesetzbuch (HGB – German Commercial Code) are as follows:

- Disclosure of deferred tax assets from tax loss carryforwards (IAS 12)
- Adjustment of pension obligations (IAS 19)
- Elimination of global valuation allowances on trade receivables (IAS 39.109 ff.)
- Utilisation of new provisions in line with IFRS 3 and IAS 36, according to which goodwill reported from an acquisition has to be carried at cost, less accumulated losses or impairments. Goodwill is therefore no longer amortised on a straight-line basis, but subject to an annual impairment test, to a lower amount if required, should there be any indications of this in line with IAS 36. In this respect, the previous year's figures were not adjusted.

# 2. Business development in the operating divisions

### 2.1. Tool Trade

### 2.1.1. General development of business

Despite widespread optimism in 2004, a sustained economic recovery failed to materialise. Neither was there any fundamental improvement in the tool industry.

The market remained affected by highly muted consumer spending, having a direct impact on retail sales. This also contributed to fierce competition on price and disappointing margins.

Although market conditions were unfavourable, business in the Tool Trade division was highly encouraging.

We succeeded in fully achieving our main objective – lasting stability as a basis upon which to expand in the market. The development of margins provided some limited amount of satisfaction in light of conditions within the industry. On the other hand, the high level of negative net interest result continued to impact the development of income.

The factors that have driven the success of our corporate strategy over the past four years were rigorously pursued, contributing in increased measure to a very positive result in financial year 2004.

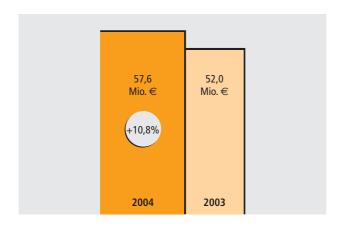
As in previous years, our corporate strategy rested on these pillars:

- Opening up new customer segments
- Ongoing adaptation and refinement of our product range
- Further cultivation of our purchasing relationships with reliable suppliers.

## Group Management Report

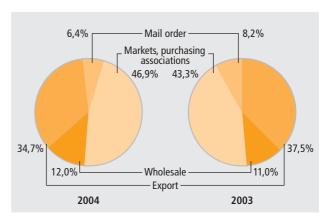
## 2.1.2. Key operating figures

### **Tools Division: Sales**



	2004	2003	Change	
	Mio.€ %	Mio.€ %	Mio.€ %	
Mail order	3.7 6.4	4.3 8.2	-0.6 -14.0	
Markets. purchasing associations	27.0 46.9	22.5 43.3	4.5 20.0	
Wholesale	6.9 12.0	5.7 11.0	1.2 21.1	
Export	20.0 34.7	19.5 37.5	0.5 2.6	
	57.6 100.0	52.0 100.0	5.6 10.8	

### **Tools Division: Sales by Customer Groups**



Sales for the Tools division rose by 10.8% to EUR 57.6 million. This amounts to an increase of EUR 5.6 million against the previous year's figure of EUR 52.0 million. This success is due primarily to an expansion of our activity in the domestic market.

By customer groups, sales broke down as follows:

In certain sub-segments, such as Wholesale and Markets/purchasing associations, we generated sound double-digit growth rates.

A number of new customer segments also developed encouragingly. As competition continued to heighten however, product prices remained in a general downtrend. The additional volume obtained thus exceeded the increase in sales.

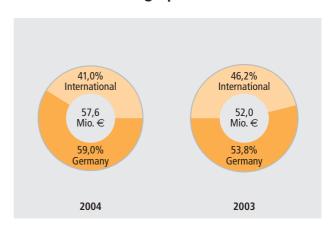
Ongoing efforts to reduce low-margin and risk-exposed export activities in South and Central American countries and the Caribbean were nearly completed. In financial year 2004, this strategic process only resulted in a loss of EUR 0.5 million in sales, on the heels of a EUR 3.6 million downturn the year before.

The percentage attributable to Wholesale and Markets/purchasing associations rose. Mail order declined marginally by EUR o.6 million.

	2004	2003	Change	
	Mio.€ %	Mio.€ %	Mio.€ %	
Germany	34.0 59.0	28.0 53.8	6.0 21.4	
International*	23.6 41.0	24.0 46.2	-0.4 -1.7	
	57.6 100.0	52.0 100.0	5.6 10.8	

<sup>\*</sup>Note: Export customer group plus all other international sales

### **Tools Division: Geographic Information**



In addition to the traditional export business, international sales include other sales from abroad within the different customer groups.

The sales increase was generated primarily in Germany. The backdrop of poor domestic economic and industry conditions highlights our strong positioning in the Tool trade.

The order book of EUR 11.3 million at the end of 2004 increased substantially year-on-year by 31.4% from EUR 8.6 million. This level provides a powerful springboard into the new financial year. Incoming orders rose by 17.7% as against the previous year to EUR 71.0 million.

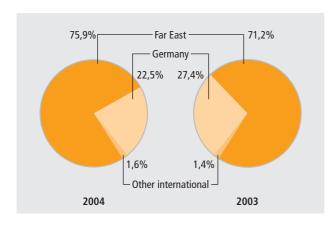
Export sales were driven largely by goods produced in Germany.

# Group Management Report

	2004	2003	Change
	%	%	in % points
Germany	22.5	27.4	-4.9
Far East	75.9	71.2	4.7
Other international	1.6	1.4	0.2
	100.0	100.0	

	2004	2003	Change
	Mio.€	Mio.€	Mio.€
Staff costs	5.2	5.1	0.1
Depreciation and amortization expense	0.2	0.2	0.0
Other operating expenses	7.4	6.8	0.6
	12.8	12.1	+0.7

### **Tools Division: Purchasing Volume by Region**



Comparing purchasing volume by region, purchases from Far East remain in an obvious uptrend.

Staff and material costs rose by EUR 0.7 million or 5.8% to EUR 12.8 million. Though still high, the increase was less in percentage terms than the rise in sales.

The number of staff employed by the division increased by two persons in financial year 2004 to 80.5 employees.

Sales per employee increased by 9.1% from EUR 0.66 million in financial year 2003 to EUR 0.72 million, reflecting increasing productivity.

Despite sharply intensifying competition in an overall difficult market environment, we succeeded in expanding the gross margin slightly. The figure improved by 0.6 percentage points to 26.0% compared with 25.4% in the previous year. Gross income rose from EUR 13.2 million to EUR 15.0 million.

The significant level of foreign currency liabilities attendant with divisional operations rose by 17.5% to US-\$ 7.4 million during the financial year (previous year: US-\$ 6.3 million). The financial result remained almost stable at minus EUR 1.5 million.

With sales up significantly and gross income improving along with an effective currency management, the division's operating result/EBIT climbed substantially to EUR 3 million (up from EUR 1.8 million in the previous year).

Thus the Tools division fared outstandingly well, not only in relation to the poor economy and industry conditions.

#### 2.2. Valves trade

### 2.2.1. General development of business

The Valves division, represented by the Schwietzke company headquartered in Bottrop, involves sales of standard valves and related products with distribution focused regionally in Germany as well as valve sales on a project basis primarily for industrial applications on a national scale. The Company has offices in Cologne and Ludwigshafen.

For a number of years this segment has been negatively impacted by market stagnation. Both the municipal utilities and industrial plant construction businesses suffered from the savings measures of municipalities and companies and experienced an industry-wide downturn in financial year 2004.

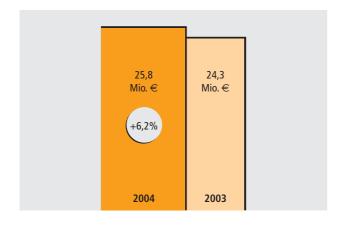
Again, we view the key pillars of our corporate strategy as being responsible for our positive business operations in this field:

- A high level of consulting competence in advising customers not typical of the business
- A high level of sales activity in the project business, requiring substantial expertise
- Flexibility and proximity to our customers through our locations in Bottrop, Cologne and Ludwigshafen.

### 2.2.2. Key operating figures

	2004	2003	Change	
	Mio.€ %	Mio.€ %	Mio.€ %	
Industrial technology	18.5 71.9	18.1 74.6	0.4 2.2	
Project business	7.3 28.1	6.2 25.4	1.1 17.7	
	25.8 100.0	24.3 100.0	1.5 6.2	

**Valves Division: Sales** 



Nonetheless, the Valves division managed to lift sales to EUR 25.8 million in this difficult market environment. Against the previous year, in which sales were EUR 24.3 million, this represents a 6.2%. The breakdown by business area is shown above.

In the face of ongoing and extreme pricing pressure in the market, we boosted gross income from EUR 4.7 million (gross margin = 19.3%) to EUR 5.0 million (gross margin = 19.4%).

	2004	2003	Change
	Mio.€	Mio.€	Mio.€
Staff costs	2.9	2.9	0.0
Depreciation and amortization expense	0.1	0.1	0.0
Other operating expenses	1.4	1.4	0.0
	4.4	4.4	0.0

Staff and material costs did not change substantially. The number of staff increased by one person during the financial year to 54 employees. Sales per employee amount to EUR 0.48 million in 2004 as against EUR 0.46 million in financial year 2003.

With sales growth and a slight improvement in margins, the division achieved substantially higher EBIT in financial year 2004, generating EUR 0.7 million after EUR 0.4 million in the previous year.

### 3. Group business developments

The following measures were of material importance in financial year 2004:

- Optimising business volume in light of financing constraints
- Optimisation of currency management
- Improving cash flow
- Continued expansion into new customer segments in Germany
- Adapting cost structures

Encouragingly, the results obtained were above our own targets, though the market environment was negative.

### 3.1. Group result

We again saw a major expansion of our business in the Tools division — as already described — with sales up nearly 11% and EBIT rising more strongly.

The Valves division – as explained – is also very much on track, recording sales growth of more than 6% as well as higher earnings growth, closing with a considerable improvement on the previous year.

The divisions thus were able to further strengthen their position in the market despite the difficult economic situation. In view of overall business conditions, this represents a highly pleasing achievement.

Due to the excellent earnings generated by both divisions, consolidated sales in the past financial year amounted to EUR 84.2 million, up from EUR 77.3 million in the previous year. This represents a sound growth rate of 9%. Our business thus outperformed the industry and the general economic trend in Germany.

Though competition remains as fierce as ever, we steadily expanded our margins up to a new level. Consolidated gross income (unadjusted for currency exchange rates) improved to EUR 20.8 million, up from EUR 18.8 million in the previous year. This amounts to an increase of EUR 2.0 million or 10.6%.

	2004 2003		Change	
	Mio.€	Mio.€	Mio.€	
Staff costs	9.2	9.0	0.2	
Depreciation and amortization expense	0.6	1.1	-0.5	
Other operating expenses	8.1	7.6	0.5	
	17.9	17.7	0.2	

Staff and material costs, including depreciation and amortization, rose by EUR 0.2 million or 1.1% to EUR 17.9 million (previous year: EUR 17.7 million), although less in percentage terms than the not inconsiderable increase in sales. The total expenses ratio for financial year 2004 decreased to 21.3% (previous year 22.9%).

### Group Management Report

	2004		2003		Ch	ange
	Mio.€	%	Mio.€	%	Mio.€	%
1. EBIT	3.86	100.0	2.02	100.0	1.84	91.1
2. Financial result	-2.50	-64.8	-2.51	-124.3	0.01	0.4
3. Operating results	1.36	35.2	-0.49	-24.3	1.85	377.6
4. Income taxes	-0.68	-17.6	-0.42	-20.8	0.26	61.9
(thereof deferred taxes)	(-0.49	-24.3)	(-0.08	-4.0)	(0.41	512.5)
5. Other taxes	-0.04	-1.0	-0.04	-2.0	0.0	0.0
6. Consolidated result	0.64	16.6	-0.95	-47.0	1.59	167.4

EBIT improved by EUR 1.84 million as against the previous year to EUR 3.86 million – an increase of 91,1%.

The Group's net interest result remained nearly unchanged at minus EUR 2.5 million, a persistently high level that continues to impact earnings directly. Unchanged to the previous year, EUR 1.6 million of the interest expense is attributable to short-term liabilities to banks and EUR 0.9 million to long-term liabilities to banks.

Operating earnings climbed EUR 1.85 million from minus EUR 0.49 million in 2003 to EUR 1.36 million in 2004.

The consolidated result for the period was impacted by deferred taxes pursuant to IFRSs totalling EUR 0.49 million (previous year: EUR 0.08 million) and other IFRS-related expenses totalling EUR 0.35 million. Nonetheless, the consolidated result for the period climbed EUR 1.59 million from a loss of EUR 0.95 million to a profit of EUR 0.64 million, an improvement of 167.4%. Group earnings per share thus rose from minus EUR 0.32 to EUR 0.21.

Earnings per share (EBIT) reached EUR 1.29, up from EUR 0.67 last year – an increase of 92.5%.

Cash flow per DVFA/SG rose from EUR 3.1 million to EUR 4.6 million, corresponding to a EUR 1.5 million increase, or about 48.4%.

### 3.2. Consolidated balance sheet

	2004	2003	Change
	Mio.€	Mio.€	Mio.€
Inventories	13.7	14.8	-1.1
Receivables	12.9	11.9	1.0
Liquid funds	1.4	1.0	0.4
Total	28.0	27.7	0.3
Commercial banks/bills payable*	12.4	15.0	-2.6
Creditors	8.8	9.1	-0.3
Total	21.2	24.1	-2.9
Working capital	6.8	3.6	3.2

\*Note: excluding loan financing of property assets

Inventories were reduced by EUR 1.1 million. At the same time, inventory turnover for the Group increased from 5.2 to 6.1. We see the continued improvement in this key figure for the Company as a validation of the strategic product range measures systematically implemented over the last several years.

Although notes payable to banks and liabilities to banks were reduced by almost EUR 6.0 million as at the balance sheet date over the past two years, liquid funds increased by EUR 0.4 million to EUR 1.4 million.

Working capital increased from last year's level of EUR 3.6 million by EUR 3.2 million up to a new level of EUR 6.8 million.

Financial year 2004 saw total Group assets decline year-on-year by EUR 2.4 million, or 4.3%, from EUR 55.9 million to EUR 53.5 million.

At EUR 8.5 million, equity for financial year 2004 (previous year EUR 8.1 million) results in an equity ratio of 15.9% (previous year 14.5%).

The book value per share, based on the equity ratio, amounted to EUR 2.83.

# 3.3. Guarantees and other contingent liabilities

Contingent liabilities totalled EUR 2.4 million, down from EUR 3.6 million in the previous year.

### 3.4. Employees

During financial year 2004, the Group employed an average of 139.5 persons in total. The number of employees thus remains almost unchanged in comparison with the previous year's figure of 139 employees.

The figures compare as follows year-on-year:

Employees	2004	2003	Change
Industrial employees	36	28	8
Salaried employees	103.5	111	-7.5
Number of staff employed	139.5	139	0,5
Trainees and apprentices	2	5	-3
Sales per employee in TEUR (rounded)	604	556	48

Based on the overall Group result, sales per employee for the Group improved by TEUR 48.

# 4. Risk management and safeguarding the future

Critical business risks potentially jeopardising the continued existence of the Company or its ability to obtain important strategic goals are addressed through the deployment of a reporting and control system. The information obtained through the system is incorporated into management planning. Responsibility for implementing countermeasures lies with division management.

With regard to industry-specific risks that are only attributable to a concrete but relatively short planning horizon, both divisions employ a variety of measures on an ongoing basis in the areas of new customer segments and innovative product assortment policy to safeguard the future of the Company.

The Company counters currency risk through efficient management of its foreign currency liabilities. At the same time, price calculations are adapted to anticipated developments as far as possible.

The Company employs a proprietary computer-based controlling and reporting system. Financial accounting data from Group companies are transferred into the system on a monthly basis and analysed according to certain criteria focusing on deviation from projected earnings and financial status. The implications drawn from these analyses and steps taken in light of them are communicated to operating Group companies in regular meetings. In addition, the Board of Management forwards the monthly data from the companies to the Supervisory Board for review. The Supervisory Board convenes at least six times per year.

### 5. Other information

No events of material importance took place after the close of the financial year.

### 6. Outlook

#### **Tool trade**

Economic and industry-specific conditions continue to involve a great degree of uncertainty. It is thus extremely difficult to make reliable projections regarding the future course of business. However, the higher order book of EUR 11.3 million, up EUR 2.7 million or 31.4% year-on-year at the end of 2004 permits a certain degree of optimism for the future.

In addition to materials prices, another major risk factor in terms of cost is the steady and dramatic rise in shipping costs. With global demand for shipping container capacity high, freight forwarding costs continued to rise in 2004. This importance of this cost factor is increasing for us, as trading volume is rising steadily while product prices fall. This means that shipping costs are advancing at a faster rate.

US-\$-based transactions are hedged whenever possible.

### Group Management Report

As the Cologne Practical World Fair, an important event for our organisation, is not due to be held in 2005, we will be putting greater emphasis on presenting new articles at in-house exhibitions to engage our customers.

Large clients in particular are demanding ever-higher standards of quality. This means greater expense for testing and documentation among other things, which however is good for us as we have an extensive track record of experience and are well positioned in the field of high-quality tools.

Incoming orders and order book in the first few months of the new financial year are moving upward, indicating that the trend is set to continue until September 30, 2005 at least.

#### Valves trade

Expectations are modest for 2005 in the Germanspeaking economic zone, the primary market for sales of the Valves division. The industry is still in the midst of a consolidation phase. Additionally, there is a trend toward direct sales to the detriment of dealers. As a result, price wars will escalate.

Incoming orders, especially in the industrial business, posted an extremely good performance in the first months of the new financial year. Based on a number of framework agreements concluded and our traditionally strong position in this market, we hope to be able maintain the level of the previous year.

In financial year 2005, the focus will be on these measures, some of which have already been implemented:

- Process optimisation to improve the cost-effectiveness across the entire range of processes
- Deployment of new IT software to allow transacting greater business volume without requiring additional staff
- Staff training events to allow us to maintain our high level of expertise in advising customers

### **The Group**

Though economic conditions remain challenging, the results thus far obtained indicate it is likely that we will stay on the growth track. Our market position is good, and incoming orders are up against the industry trend. This is a reliable witness to the reputation and acceptance we enjoy among customers.

Our corporate financing objective is the continued improvement of our equity ratio and a reduction of the net interest position. If financial year 2005 proceeds as successfully as 2004, we are confident that we will make major progress toward this goal.

Remscheid, April 2005

Jürgen Schafstein

Brüder Mannesmann Aktiengesellschaft, Board of Management

Bernd Schafstein

Frank Schafstein



# Consolidated Balance Sheet

### ASSETS

	Note	31.12. 2004 EUR	31.12.2003 TEUR
I. Intangible assets	2.1.	4,554,091.61	4,714
II. Tangible assets	2.2.	16,229,258.37	16,532
III.Financial assets	2.3.	34,824.25	22
FIXED ASSETS		20,818,174.23	21,268
I. Inventories	2.4.	13,712,141.65	14,848
Receivables and other current assets     Trade receivables     Other current assets	2.5.	12,862,583.49 620,551.84	11,849 1,948
		13,483,135.33	13,797
III.Cheques, cash, deposits with commercial banks	2.6.	1,373,827.86	1,044
CURRENT ASSETS		28,569,104.84	29,689
PREPAID EXPENSES	2.8.	435,846.11	569
ACCRUED AND DEFERRED TAXES	2.7.	3,678,143.44	4,393
		53,501,268.62	55,919

### LIABILITIES

No	ote	31.12. 2004 EUR	31.12.2003 TEUR
I. Share capital 2.	9.	7,700,000.00	7,700
II. Capital reserve 2.3	10.	770,000.00	10,226
III.Other earnings reserves 2.3	11.	40,487.81	8,177
IV. Consolidated net earnings/loss 2.1	12.	0.00	-18,000
SHAREHOLDERS' EQUITY		8,510,487.81	8,103
1. Accruals for pensions and similar obligations		3,520,166.21	3,080
2. Accruals for taxes		271,818.00	237
3. Other accruals		683,007.49	660
ACCRUALS 2.5	13.	4,474,991.70	3,977
1. Amounts due to banks		27,596,563.96	29,628
2. Advance payments received		238,296.61	21
3. Trade payables		8,840,705.09	9,108
4. Notes payable		0.00	883
5. Other liabilities		3,840,223.45	4,199
LIABILITIES 2.1	14.	40,515,789.11	43,839
		53,501,268.62	55,919

# Consolidated Statement of Earnings

		Note	01.0131.12. 2004 EUR	01.0131.12. 2003 TEUR
1.	Sales	3.1.	84,208,852.34	77,254
2.	Other operating income	3.2.	1,901,741.83	1,730
3.	Materials		-63,411,544.44	-58,504
4.	Personnel costs	4.4.	-9,192,099.52	-9,033
5.	Depreciation and amortization	5.	-1,459,991.99	-1,126
6.	Other operating expenses	3.3.	-8,185,999.89	-8,296
7.	Financial result	3.4.	-2,496,729.30	-2,514
8.	Results of ordinary operations		1,364,229.03	-489
9.	Taxes on income	3.5.	-684,279.35	-425
10.	Other taxes		-36,736.89	-38
11.	Consolidated net income/loss for the year		643,212.79	-952
12.	Profit/loss carried forward		-18,023,986.09	-17,048
			-17,380,773.30	-18,000
13.	Retransfer of Capital reserve		9,455,837.63	-
14.	Retransfer of Other earnings reserves		7,924,935.67	-
15.	Consolidated net profit/loss		0.00	-18,000
16.	Earnings per share (undiluted) in EUR	3.6.	0.21	-0.32
17.	Earnings per share (diluted) in EUR	3.6.	0.21	-0.32
	Earnings per share (EBIT) in EUR		1.29	0.67

# Consolidated Capital Finance Account

	2004 TEUR	2003 TEUR
<ol> <li>Operating activities</li> <li>Earnings before cash interest payments,         interest income, taxes on income and extraordinary earnings</li> <li>Depreciation on (+) / additions to (-) fixed assets</li> <li>Increase (+) / decrease (-) in accruals</li> </ol>	3,094 648 158	1,904 1,126 17
<ul> <li>4. Non-cash expenditure and income</li> <li>a) from deferred taxes</li> <li>b) other non-cash expenditure and income</li> </ul>	730 3	82 -4
Cash flow of the year as DVFA / SG	4,633	3,125
<ul><li>5. Profit (-) / loss (+) on the disposal of fixed assets</li><li>6. Increase (-) / decrease (+) in inventories, trade receivables and other assets</li></ul>	0	-1
not included in Investment Activities or Financing Activities 7. Increase (+) / decrease (-) in trade payables and other liabilities	1,738	3,643
not included in Investment Activities or Financing Activities 8. Cash from:	-408	-1,000
a) Interest payments (+) / (-) b) Taxes (+) / (-)	-2,497 -21	-2,513 -343
Cash flow from operating activities	3,445	2,911
II.Investment activities  1. Income from disposal of tangible assets 2. Expenditure on investment in tangible assets 3. Expenditure on investment in intangible assets 4. Income from disposal of financial assets 5. Expenditure on investment in financial assets	19 -186 -20 3 -16	12 -153 -52 11 0
Cash flow from investment activities	-200	-182
III. Financing activities Expenditure on capital repayments on outstanding bond issues and (financial) loans	-2,915	-3,034
Cash flow from financing activities	-2,915	-3,034
Change in liquid funds	330	-305
Funds at start of period Funds at end of period	1,044 1,374	1,349 1,044

# Fixed Assets Schedule for the Consolidated Financial Statements

		Historic cost of acquisition				
	Balance carried forw 01.01. 2004 TEUR	ard Additions TEUR	Transfers TEUR	Disposals TEUR	As of 31.12.2004 TEUR	
Fixed Assets						
I. Intangible assets						
1. Licences, trade marks and patents,     etc. as well as licences to such rights     and assets	2,569	17	0	0	2,586	
<ol><li>Goodwill from the consolidation of capital</li></ol>	8,172	0	0	0	8,172	
3. Advance payments	0,172	3	0	0	3	
	10,741	20	0	0	10,761	
II. Tangible assets  1. Land, rights similar to land and						
buildings, including buildings on property owned by others  2. Technical equipment and machinery  3. Other equipment, office furniture	18,509 25	63 12	36 0	-15 0	18,593 37	
and equipment	1,340	109	0	-75	1,374	
<ol> <li>Advance payments on tangible assets and construction in process</li> </ol>	36	0	-36	0	0	
	19,910	184	0	-90	20,004	
III.Financial assets						
1. Other participating interest 2. Other loans	10 12	16 0	0	0 -3	26 9	
	22	16	0	-3	35	
	30,673	220	0	-93	30,800	

Depreciation							Net book value	
Bal	Balance carried forward 01.01. 2004 Additions TEUR TEUR		Transfers Disposals TEUR TEUR		As of 31.12.2004 TEUR		As of 31.12.2004 TEUR	As of 31.12.2003 TEUR
	4 700	400		0	4 000		706	252
	1,700	180	0	0	1,880		706	869
	4,327 0	0	0	0	4,327 0		3,845	3,845
	6,027	180	0	0	6,207		4,554	4,714
	2,282 13	345 9	0	-13 0	2,614 22		15,979 15	16,227 12
	1,083	114	0	-58	1,139		235	257
	0	0	0	0	0		0	36
	3,378	468	0	-71	3,775		16,229	16,532
	0	0	0	0	0		26 9	10 12
	0	0	0	0	0		35	22
•••••••••••••••••••••••••••••••••••••••					•••••			
	0.405	C40		74	0.000		20.040	24.260
	9,405	648	0	-71	9,982		20,818	21,268

# Statement of Changes to Shareholders' Equity

	Share capital TEUR	Capital reserves TEUR	Revenue reserves* TEUR	
Shareholders'equity as at December 31, 2002	7,700	10,226	8,233	
Transfer to earnings reserves from 2002 net income			-6	
Profit distribution to the parent company			-50	
Shareholders'equity as at December 31, 2003	7,700	10,226	8,177	
Transfer to earnings reserves from 2003 net income			174	
Profit distribution to the parent company			-150	
Revaluation of deferred taxes			-236	
Shareholders' equity as at December 31, 2004 before retransfer of reserves	7,700	10,226	7,965	
Retransfer of Capital reserve		-9,456		
Retransfer of Other earnings reserves			-7,925	
Shareholders' equity as at December 31, 2004	7,700	770	40	
* Currency translation differences incurred in previous years have been offset against revenue reserves				

	Retained earnings brought forward TEUR	Net income TEUR	Total share- holders' equity TEUR
Shareholders'equity as at December 31, 2002	-16,679	-419	9,061
Transfer to earnings reserves from 2002 net income		6	
Transfer to retained earnings brought forward from 2002 net income	-413	413	
Profit January 1, to December 31, 2003		-952	
Profit distribution to the parent company	50		
Changes due to consolidation effects	-6		
Shareholders'equity as at December 31, 2003	-17,048	-952	8,103
Transfer to earnings reserves from 2003 net income		-174	
Transfer to retained earnings brought forward from 2003 net income	-1,126	1,126	
Profit January 1, to December 31, 2004		643	
Profit distribution to the parent company	150		
Revaluation of deferred taxes			
Shareholders'equity as at December 31, 2004 before retransfer of reserves	-18,024	643	8,510
Retransfer of Capital reserve	10,469	-1,013	
Retransfer of Other earnings reserves	7,555	370	
Shareholders'equity as at December 31, 2004	0	0	8,510

### Notes to the Consolidated Financial Statements

### General information about the consolidated financial statements

### 1.1. Principles

The consolidated financial statements of Brüder Mannesmann Aktiengesellschaft for financial year 2004 were prepared in accordance with the standards of the International Accounting Standards Board (IASB) that applied as at the balance sheet date, taking into account the interpretation of the International Financial Reporting Interpretations Committee (IFRIC). They present a true and fair view of the Group's net assets, financial position and results of operations. The previous year's figures were calculated using the same principles.

The consolidated financial statements have been prepared in euro. In accordance with Article 297 (2) of the Handelsgesetzbuch (HGB – German Commercial Code), the total cost method was applied to the statement of earnings. In the year under review, two companies made use of the exemption option under Article 264 (3) of the HGB.

The conditions stipulated in Article 292a of the HGB for exemption from the obligation to prepare consolidated financial statements in line with German commercial law have been fulfilled. These conditions are assessed on the basis of German Accounting Standard No.1 (GAS 1) issued by the German Accounting Standards Committee. In order to achieve parity with consolidated financial statements prepared in accordance with the provisions of German commercial law, all information and explanatory notes required by German commercial law and extending beyond the obligatory information to be provided in line with IASs are also published.

Material differences to consolidated accounting in accordance with the HGB primarily arise from reporting deferred tax assets from tax loss carryforwards in line with IAS 12, from the adjustment of pension obligations in line with IAS 19 and the elimination of global valuation allowances on trade receivables in line with IAS 39.109 ff.

The new provisions in line with IFRS 3 and IAS 36 were also utilised in the period under review. In accordance with IFRS 3, goodwill reported from an acquisition has to be carried at cost, less accumulated losses or impairments. Goodwill is therefore no longer amortised on a straight-line basis but subject to an annual impairment test, to a lower amount if required, should there be any indications of this according to IAS 36. In this respect, the previous year's figures were not adjusted.

In addition to these points, there are no further changes in accounting policies as International Accounting Standards are not intended to apply to immaterial items.

### 1.2. Companies included in consolidation

In addition to the parent company, Brüder Mannesmann Aktiengesellschaft, the consolidated financial statements include a total of seven domestic subsidiaries and one foreign subsidiary.

In financial year 2004, Brüder Mannesmann Werkzeuge GmbH acquired all limited partner shares in Brüder Mannesmann Werkzeuge GmbH & Co. KG, thus becoming the sole shareholder of the company. Consequently, Brüder Mannesmann Werkzeuge GmbH & Co. KG was dissolved through this restructuring. As a result, Brüder Mannesmann Werkzeuge GmbH is the universal successor of Brüder Mannesmann Werkzeuge GmbH & Co. KG. The number of companies included in consolidation is thus reduced by one company.

Furthermore, Brüder Mannesmann Nederland B.V. was sold in the year under review by the parent company to Brüder Mannesmann Werkzeuge GmbH, which will continue to operate the acquired company as a whollyowned subsidiary.

The complete list of Brüder Mannesmann Aktiengesellschaft Group's shareholdings has been filed in the Wuppertal Commercial Register.

### 1.3. Consolidation principles

Capital consolidation was implemented using the purchase method of accounting by offsetting the acquisition cost of shares against the pro rata equity of the subsidiaries at the time of acquisition. Resulting differences on the asset side of the balance sheet are reported as goodwill from capital consolidation.

Receivables and liabilities between the companies included in the consolidated financial statements were offset and interim results were eliminated.

Revenue from sales generated internally and other income from within the Group were offset against the corresponding expenses in the consolidated statement of earnings.

#### 1.4. Currency translation

All the companies included in the consolidated financial statements are based in the euro zone. Thus, currency translation is not an issue.

Currency translation differences resulting from the translation of a subsidiary's equity before January 1, 1999 were offset against retained earnings without impacting income.

### 1.5. Accounting policies

Intangible assets acquired against payment – mainly registered rights and software – are carried at acquisition cost and amortised over their useful operating lives. Registered rights are amortized over 15 years.

Property, plant and equipment are carried at cost, less straight-line depreciation.

The following useful lives primarily apply to non-current assets:

- Intangible assets 3 to 15 years

Land, land rights and
 buildings including buildings
 on third party land
 8 to 60 years

- Technical equipment and machinery 2 to 15 years

Other equipment, operating and office equipment
 2 to 15 years

Impairment losses have been charged in previous years if, in accordance with IAS 36, the value of the assets in question fell below the carrying amount.

Non-current financial assets are recognised at cost.

Inventories were carried at cost at the lower of cost or market. Inventory risks were taken into account through write-downs.

Receivables and other current assets are carried at the principal amount or the lower carrying amount at the balance sheet date.

Cash in hand and bank deposits are carried at their principal amount.

Deferred taxes are recognised for all temporary differences between the recognition of amounts in the tax accounts and the consolidated balance sheet. Deferred taxes from tax loss carryforwards are also posted. Deferments are made in the amount of the expected tax burden/tax relief for subsequent financial years on the basis of the income tax rate applicable at the time of realisation. Write-downs are charged on deferred tax assets that are unlikely to be realised in the future.

The actuarial valuation of provisions for pensions is based on the projected unit credit method for defined benefit pension plans in accordance with IAS 19. Pension payments and vested entitlements existing at the balance sheet date are taken into account as well as expected future increases in salaries and pensions.

Other provisions are recognised in accordance with IAS 37 and take into account all discernible risks and uncertain obligations. Provisions are recognised at levels commensurate with their anticipated occurrence.

Liabilities were carried at their redemption or settlement values.

The line items Inventories, Trade receivables, Bank deposits and Trade payables includes items for which the amounts are denominated in foreign currency (US-dollars) or were originally denominated in foreign currency. Translation into euro takes into account currency forward transactions that are concluded to hedge currency risks. In this respect, a permissible deviation was made from the principle of individual valuation and the right to offset was exercised. The valuation was carried out using the exchange rates of hedging transactions.

The leases at the Brüder Mannesmann Group are classified as "operating leases". The leasing instalments paid are therefore posted immediately as expenditure.

The leasing agreements predominantly include options to extend or buy.

# 2. Notes to the consolidated balance sheet

### 2.1. Intangible assets

Intangible assets of TEUR 4,554 include TEUR 3,845 for goodwill from capital consolidation.

Additions in financial year 2004 amounted to TEUR 19 and amortization to TEUR 180.

### 2.2. Property, plant and equipment

Additions to property, plant and equipment amounted to TEUR 184, disposals at carrying amounts amounted to TEUR 19. Depreciation charged totalled TEUR 469 in the financial year.

The land and buildings owned by the Brüder Mannesmann Group but used by third parties are not reported as investment properties since they cannot be sold individually (IAS 40.8).

### 2.3. Non-current financial assets

The reduction is due to the repayment of other loans.

### 2.4. Inventories

The Brüder Mannesmann Group inventories amounting to TEUR 13,712 consist exclusively of merchandise.

### 2.5. Receivables and other current assets

	2004	2003
	TEUR	TEUR
Trade receivables	12,863	11,849
Other current assets	620	1,948
(of which with a residual term of more than one year)	(0)	(177)
	13,483	13,797

In accordance with IAS 39.109, global valuation allowances on trade receivables are not taken into account. Following recognition of deferred tax expenses, the reversal of global valuation allowances during the financial year resulted in a TEUR 22 increase in consolidated net profit for the period.

Other current assets can be broken down as follows:

	2004	2003
	TEUR	TEUR
Creditors with debit balances and bonuses	411	279
Receivables from tax offices	131	453
Complainant claims	0	812
Loan receivables	0	228
Other	78	177
Other current assets	620	1,949

### 2.6. Cash and cash equivalents

The Company's cash and cash equivalents comprise cash in hand, cheques and bank deposits.

### 2.7. Deferred taxes

The deferred tax assets reported primarily include recoverable taxes from tax loss carryforwards (IAS 12). This was based on a tax rate of 40%. Deferred taxes in the amount of TEUR 6,749 were appropriated to retained earnings as per the status of the tax loss carryforwards on January 1, 2001 without impacting income and were reversed in line with the development of net profit/loss for the period.

Accumulated deferred taxes from previous years result in a deferred tax expense of TEUR 2,393.

In the 2004 year under review, deferred taxes from tax loss carryforwards of TEUR 469 were written down. The deferred tax expense in accordance with IAS thus increased by this amount.

The parent company's tax loss carryforward was reduced in the year under review as part of a tax audit for the period from 1997 to 2000. The additional deferred tax expense resulting from the reassessment of the realisable deferred tax asset of TEUR 236 was offset against retained earnings without impacting income in accordance with IAS 12.60 and 12.63.

This line item also includes deferred taxes from the elimination of interim profits.

### 2.8. Prepaid expenses

The amount reported is mainly due to the financial restructuring of a subsidiary's land holdings in the previous year. In this respect, forfeited rent payments have been repaid.

The fees incurred as a result of the repayment of previous financing are deferred in line with IAS and reversed over the term of the rental agreements using the diminishing balance method. As a result, the IAS consolidated profit for the period is TEUR 131 lower than in the annual financial statements prepared in accordance with German commercial law.

### 2.9. Share capital

The share capital of TEUR 7,700 is fully paid up and divided into 3,000,000 no-par value bearer shares. One share represents EUR 2.57 of the Company's capital. The Board of Management is authorised, with the approval of the Supervisory Board, to increase the share capital by up to TEUR 3,850 on one or several occasions until September 26, 2006 through the issue of new bearer shares.

### 2.10. Capital reserves

This item also includes a premium of TEUR 10,226 from capital increases.

In the year under review, TEUR 9,456 was withdrawn from the capital reserves and offset against net accumulated losses.

### 2.11. Other earnings reserves

At TEUR 1,387, other earnings reserves include pro rata undistributed profits of companies included in the consolidated financial statements, provided that these were generated during affiliation to the Group. Differences arising from currency translation in the balance sheets of foreign companies before January 1, 1999 were offset in this item.

In addition, IAS adjustments (TEUR 6,815) were transferred to earnings reserves in the opening balance sheet as at January 1, 2001 without impacting income. Due to the reassessment of the current deferred tax asset in the year under review, the resulting difference of TEUR 236 was offset against other earnings reserves without impacting income (see 2.7).

In the year under review, one subsidiary paid the parent company TEUR 150 from earnings reserves. This sum was consolidated by a profit carryforward in the course of elimination of income from equity holdings.

This item was eliminated in the year under review against consolidated net accumulated losses of TEUR 7,925.

# 2.12. Unappropriated surplus/net accumulated losses

The Group's unappropriated surplus/net accumulated losses are derived from the statement of earnings.

Changes in equity are shown in the statement of changes in equity.

### 2.13. Accruals

The company pension provided by the Brüder Mannesmann Group is mainly based on direct defined benefit pension plans.

Length of service and remuneration relevant to the benefit are generally used as a basis for valuation.

The actuarial valuation of accruals for pensions was carried out using the projected unit credit method in accordance with IAS 19 (Employee Benefits) for the first time on December 31, 2001 and January 1, 2002, taking future developments into account. In line with IAS 19.155, deviations from the values stipulated by German commercial law are distributed over five years.

Discount rates of 5.30% and 5.75% were applied. Future annual salary increases were fixed at 2% and pensions at 1.5%.

In the year under review, this results in an additional expenses of TEUR 259 compared with annual financial statements prepared in line with the HGB. This comprises the difference between HGB and IAS initial values in the amount of TEUR 96 and the estimated annual retirement benefit cost of TEUR 163.

Due to the distribution of this difference between HGB and IAS initial amounts over five years, the additional amount of TEUR 191 was not yet recognised in 2004 (IAS 19.155 b (ii)).

Actuarial gains and losses did not have to be recognised.

Please refer to the statement of changes in accruals for details of changes in accruals.

### Consolidated Financial Statements

Statement of changes in accruals in accordance with IAS 37.84					
	Opening balance	Utilisation	Reversal	Addition	Ending balance at
	at January 1, 2004	in financial year	in financial year	in financial year	December 12, 2004
	TEUR	TEUR	TEUR	TEUR	TEUR
Accruals for pensions and other post-employment benefits	3,080	-1	-20	461	3,520
Accruals for taxes	150	-150	0	170	170
Deferred tax liabilities	87	0	0	15	102
Accruals for taxes	237	-150	0	185	272
Accruals for guarantees	57	-8	-22	30	57
Accruals for bonuses, including staff costs	333	-309	-12	323	335
Accruals for other uncertain obligations	270	-228	-7	256	291
Other accruals	660	-545	-41	609	683
Total accruals	3,977	-696	-61	1,255	4,475

Maturity structure of liabilities	at December 31	, 2004				
	Total	Thereof with a n	naturity of			
		up to 1 year	1 to 5 years	More than 5 years	Collateralised amounts	Type of collateral
	TEUR	TEUR	TEUR	TEUR	TEUR	
Amounts due to banks	27,597	12,635	1,923	13,039	27,289	
Advance payments received	238	238	0	0	0	Land charges,
Trade payables	8,841	8,841	0	0	0	assignment of receivables,
Other liabilities  - thereof from taxes TEUR 578 (previous year: TEUR 857)  - thereof from social security TEUR (previous year: TEUR 157)	3,840	2,835	531	474	0	assignment of tangible assets and goods as collateral
	40,516	24,549	2,454	13,513	27,289	

### 2.14. Liabilities

Type of liability	Maturity	Interest rates	Average interest rate	Fair value	Nominal amount
				TEUR	TEUR
				as at 31.12.2004	as at 31.12.2004
Amounts due to banks	up to 23 years	5.0 % to 10.5 %	7.7%	27,597	27,597

### Other liabilities relate to the following material items:

	2004	2003
	TEUR	TEUR
Loan commitments to associated companies	1,288	1,572
Liabilities from pension obligations	1,130	1,146
Amounts due to tax offices	578	857
Amounts due to debtors with credit balances	352	251
Amounts due to social security organisations	153	157
Amounts due in commissions	146	174
Other	193	42
	3,840	4,199

# 3. Notes to the consolidated statement of earnings

### 3.1. Revenue

The general principles of earnings from transactions apply to revenue.

Please refer to the segment reporting section (5) for the breakdown of revenue by division and region.

### 3.2. Other operating income

Other operating income includes the following items:

	2004	2003
	TEUR	TEUR
Income from exchange gains	1,505	1,169
Income from car use	130	103
Income from the reversal of provisions	53	74
Income from claims	13	54
Other	201	330
	1,902	1,730

### 3.3. Other operating expenses

	2004	2003
	TEUR	TEUR
Selling expenses	3,632	3,097
Travel, entertainment and representation expenses	1,033	938
Insurance and telecommunication expenses	734	739
Purchased services, consultancy, legal protection	657	615
Transaction expenses	379	350
Rental and leasing expenses	312	470
Exchange rate losses	123	653
Other	1,316	1,434
	8,186	8,296

### 3.4. Net finance costs

	2004	2003
	TEUR	TEUR
Other interest and similar income	76	9
Interest and similar expenses	-2,573	-2,522
	-2,497	-2,513

### 3.5. Income tax expense

The items can be broken down as follows:

	2004	2003
	TEUR	TEUR
Current tax expense, within Germany (of which prior-period)	-184 (-14)	-254 (-)
Current tax expense, outside Germany	-7	-89
Deferred tax expense	-520	-131
Deferred tax income	+27	+49
	-684	-425

### 3.6. Earnings per share

In accordance with IAS 33, undiluted earnings per share are calculated by dividing the consolidated net profit for the period (including tax expense and extraordinary items) by the weighted number of ordinary shares outstanding in the financial year of 3,000,000.

At net profit for the period of TEUR 643 (previous year: net loss of TEUR -952), earnings per share amount to EUR 0.21 (previous year: EUR -0.32), thus up EUR 0.53 or 165.6%.

Since Brüder Mannesmann Aktiengesellschaft did not issue any ordinary shares with dilutive potential, diluted earnings and undiluted earnings are the same.

Earnings before interest and taxes (EBIT) amount to EUR 1.29 per share (previous year: EUR 0.67), up 92.5%.

### 4. Other information

### 4.1. Cash flow statement

The cash flow statement was prepared using the indirect method, in accordance with IAS 7. Cash and cash equivalents comprise cash in hand, cheques and bank deposits.

### 4.2. Contingent liabilities

	2004	2003
	TEUR	TEUR
Guarantees	2,332	3,323
Bills payable	111	279

# 4.3. Other financial obligations

	2004	2003
	TEUR	TEUR
Total leasing instalments due within 1 year	200	257
Total leasing instalments due within 1 to 5 years	161	204
Total leasing instalments due after more than 5 years	-	-

### 4.4. Staff costs and employees

In financial year 2004, the Brüder Mannesmann Group employed an average of 139.5 persons (previous year: 139). Part-time employees were included in line with the economic concept.

	2004	2003
Industrial employees	36.0	28.0
Salaried employees	103.5	111.0
	139.5	139.0
Trainees and apprentices	2.0	5.0

Expenses for pensions amounted to TEUR 600 in the year under review.

### 5. Segment reporting

In accordance with the provisions of IAS 14 (Segment Reporting), a breakdown of individual data from the annual financial statements by the tools, valves and land holdings business areas is presented below.

The segment reporting breakdown reflects the internal reporting structure.

Transactions between segments are conducted at arm's length.

Segment reporting						
	Tools*	Valves	Land Holdings	Tools*	Valves	Land Holdings
	31.12.2004	31.12.2004	31.12.2004	31.12.2003	31.12.2003	31.12.2003
	TEUR	TEUR	TEUR	TEUR	TEUR	TEUR
Revenue	57,605	25,808	796	52,044	24,341	869
Domestic	33,959	25,022	796	28,056	23,775	869
Foreign	23,646	786	0	23,988	566	0
Segment result before profit distribution	90*	482	71	-1,145	197	-4
Segment assets	29,079	6,281	13,937	29,574	6,685	14,230
Segment liabilities	12,083	2,924	248	11,347	3,792	381
Investment in non-current assets	123	34	48	109	60	37
Depreciation and amortization	-1,067	-110	-283	-727	-117	-282
Annual average number of employee (excluding trainees and apprentices)	s 85.5	54	0	86	53	0

<sup>\*</sup>In addition to the Tools business area, the Tools segment includes Brüder Mannesmann AG and IAS-related expense entries. After adjustment for these expenses and an adopted tax rate of 40%, the Tools segment result amounts to TEUR 1,113 (previous year: TEUR 328).

### 6. Other information

The following are members of the parent company's Board of Management:

### - Mr. Jürgen Schafstein

Speaker of the Board of Management

Businessman

Board of Management of Deutsche Armaturen AG, Remscheid

Chairman of the Supervisory Board of Saltus Technology AG, Solingen

#### - Mr. Bernd Schafstein

Businessman

Member of the Supervisory Board of Deutsche Armaturen AG, Remscheid

#### - Mr. Frank Schafstein

Businessman

Member of the Supervisory Board of Deutsche Armaturen AG, Remscheid

The following are members of the parent company's Supervisory Board:

#### - Mr. Reinhard C. Mannesmann

Chairman

Businessman

Member of the Supervisory Board of Deutsche Armaturen AG, Remscheid

Member of the Supervisory Board of Saltus Technology AG, Solingen

#### - Mrs. Nicole Coen

Banker

Member of the Supervisory Board of Deutsche Armaturen AG, Remscheid

Member of the Supervisory Board of Saltus Technology AG, Solingen

### - Mr. Michael Nagel

Businessman

Member of the Supervisory Board of Deutsche Armaturen AG, Remscheid

In the year under review, the compensation for the Board of Management amounted to TEUR 1,497, the Supervisory Board's remuneration totalled TEUR 27.

Members of the Board of Management and the Supervisory Board held the following shares:

Board of Management 708,700 shares Supervisory Board 228,500 shares

The declaration in accordance with section 161 of the Aktiengesetz (AktG – German Public Companies Act) has been issued and made available to the shareholders.

Remscheid, April 2005

Brüder Mannesmann Aktiengesellschaft, Board of Management

Jürgen Schafstein

Bernd Schafstein

Frank Schafstein

# 7. List of shareholdings

Fully-consolidated subsidiaries Brüder Mannesmann Werkzeuge GmbH,	%
Remscheid	100
Brüder Mannesmann Nederland B.V., Doetinchem, Netherlands	100
CoCaCo Trading GmbH, Remscheid	100
Fernando Esser & Cia. GmbH, Remscheid	100
Corneta Export GmbH, Remscheid	100
Schwietzke Armaturen GmbH, Bottrop	100
CEA Chemie- und Energie-Armaturen GmbH, Ludwigshafen	100
Brüder Mannesmann Grundbesitz GmbH, Remscheid	100

### Independent Auditor's Report

We have audited the consolidated financial statements, comprising the consolidated statements of income, the consolidated balance sheets, the statements of cash flows and changes in shareholders' equity, as well as the note to the financial statements prepared by Brüder Mannesmann Aktiengesellschaft, Remscheid, for the fiscal year from January 1 to December 31, 2004. The preparation and the content of the consolidated financial statements in accordance with International Accounting Standards (IAS) are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audit.

We conducted our audit of the consolidated financial statements in accordance with German auditing regulations and German generally accepted standards for the audit of financial statements promulgated by the Institut der Wirtschaftsprüfer. Those standards require that we plan and perform the audit such that it can be assessed with reasonable assurance whether the consolidated financial statements are free of material misstatements. Knowledge of the business activities and the economic and legal environment of the group and evaluations of possible misstatements are taken into account in the determination of audit procedures. The evidence supporting the amounts and disclosures in the consolidated financial statements are examined on a test basis within the framework of the audit. The audit includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements. We believe that our audit provides a reasonable basis for our opinion.

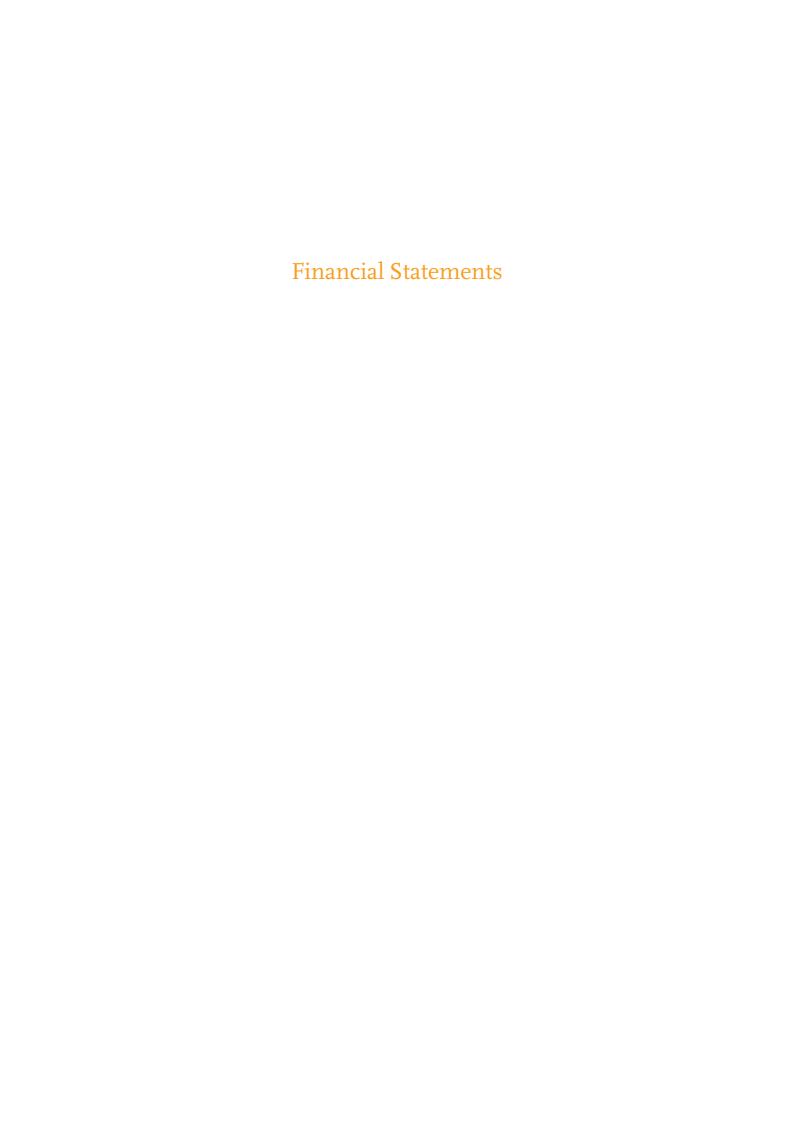
In our opinion, the consolidated financial statements give a true and fair view of the net assets, financial position, results of operations, and cash flows of the Corporation for the fiscal year in accordance with International Accounting Standards.

Our audit, which also extends to the management report for the group prepared by the Company's management for the fiscal year from January 1 to December 31, 2004, has not led to any reservations. In our opinion on the whole the management report for the group provides a suitable understanding of the Corporation's position and suitably presents the risks of future development. In addition, we confirm that the consolidated financial statements and the management report for the group for the fiscal year from January 1 to December 31, 2004 satisfy the conditions required for the Company's exemption from its duty to prepare financial statements and a group management report in accordance with German law.

Frankfurt am Main, 25. April 2005

MORISON AG Wirtschaftsprüfungsgesellschaft

**Karl-Heinz Barth Karl-Heinz Wolf** Wirtschaftsprüfer Wirtschaftsprüfer



### AG-Balance Sheet

### ASSETS

	31.12 EUR	2.2004 EUR	31.12.2003 TEUR
A. FIXED ASSETS			
I. Intangible assets			
<ol> <li>Licences, trade marks and patents, etc., as well as licences to such rights and assets</li> </ol>	9,025.00		15
2. Downpayments for intangible assets	2,862.00		
		11,887.00	
II. Tangible assets		,	
Office and plant equipment	6,887.00		14
III. Financial assets			
Shares in group companies	11,417,067.22		12,505
		11,435,841.22	12,534
B. CURRENT ASSETS			
I. Receivables and other current assets			
<ul><li>1. Amounts due from group companies</li><li>2. Other current assets</li></ul>	1,520,230.59 36,175.09		91 92
		1,556,405.68	183
II. Cash, deposits with commercial banks		12,846.40	2
		13,005,093.30	12,719

### LIABILITIES

	31.12 EUR	.2004 EUR	31.12.2003 TEUR
A. SHAREHOLDERS' EQUITY			
I. Share capital	7,700,000.00		7,700
II. Capital reserve	1,292,930.53		10,226
III. Earnings reserves			
Other earnings reserves	1,247,242.83		1,247
IV. Net profit/loss	0.00		-10,469
		10,240,173.36	8,704
B. ACCRUALS			
1. Pension accruals	65,978.00		0
2. Accruals for taxes	170,000.00		0
3. Other accruals	78,500.00		73
		314,478.00	
C. LIABILITIES			
<ol> <li>Amounts due to banks</li> <li>Trade payables</li> <li>Amounts due to group companies</li> <li>Other liabilities         thereof taxes EUR 31,663.68     </li> </ol>	78,908.36 154,095.08 2,217,438.50		421 147 1,768 1,606
(December 31, 2003 EUR 25,710.67) thereof in respect of social security EUR 7,969.23 (December 31, 2003 EUR 8,395.61)		2,450,441.94	3,942
		13,005,093.30	12,719

### Financial Statements

# AG-Statement of Earnings

		01.0131.12. 2004		01.0131.12. 2003
		EUR	EUR	TEUR
1.	Sales		1,098,000.00	1,029
2.	Other operating income		919,107.35	1,221
3.	Personnel costs a) Wages and salaries b) Social security costs	939,115.36 119,217.67		976 53
			1,058,333.03	1,029
4.	Depreciation, amortization and intangible and tangible assets		15,688.69	82
5.	Other operating expenses		687,284.47	1,491
6.	Income from profit transfer agreement and partial profit transfer agreements		2,130,009.16	189
7.	Income from distribution of dividends		150,000.00	50
8.	Other interest and similar income		2,320.51	1
9.	Write-down of financial assets and of securities included in current assets		803,080.76	0
10.	Transfer of losses resumed		0.00	4
11.	Interest and similar expenses		27,876.33	57
12.	Result of ordinary operations		1,707,173.74	-173
13.	Taxes on income		170,000.00	0
14.	Other taxes		757.35	0
15.	Net income / loss of the year		1,536,416.39	-173
16.	Loss carried forward		-10,469,323.49	-10,296
			-8,932,907.10	-10,469
17.	Retransfer of Capital reserve		8,932,907.10	0
18.	Net profit/loss		0.00	-10,469

### Fixed Assets Schedule and Liabilities Schedule

### Development of fixed assets as per December 31, 2004

1111 4			•	
Hictor	ric	rnct	nt a	cauisition

	As of 01.01.2004 EUR	Additions EUR	Disposals EUR	As of 31.12.2004 EUR	
I. Intangible assets     1. Licences, industrial property rights     and similar rights and assets, as well as     licences to such rights     2. Downpayments for intangible assets	34,482.99 0.00	0.00 2,862.00	0.00 0.00	34,482.99 2,862.00	
II. Tangible assets Furnitures and fixtures	34,482.99 28,352.10	2,862.00 2,796.69	0.00	37,344.99 31,148.81	
III.Financial assets Shares in group companies	13,390,402.59	8,031,349.11	8,316,673.74	13,105,077.96	
Total	13,453,237.68	8,037,007.80	8,316,673.74	13,173,571.76	

### Schedule of liabilities as of December 31, 2004

			with a rem	aining term	
Type of liability	Balance sheet value 31.12.2004 TEUR	up to one year TEUR	one to five years TEUR	more than five years TEUR	of which collateralised TEUR
Amounts due to banks	0	0	0	0	0
Trade liabilities	79	79	0	0	0
Amounts due to group companies	154	154	0	0	0
Other liabilities - thereof taxes: 31,663.68 EUR (December 31, 2003: 25,710.67 EUR) - thereof in respect of social security: 7,969.23 EUR (December 31, 2003: 8,395.61 EUR)	2,217	1,422	321	474	0
	2,450	1,655	321	474	0

	Deprec	iations		 Book	values
As of 01.01.2004 EUR	Additions EUR	Disposals EUR	As of 31.12.2004 EUR	 As of 31.12.2004 EUR	As of 31.12.2003 EUR
19,176.99 0.00	6,281.00 0.00	0.00 0.00	25,457.99 0.00	9,025.00 2,862.00	15,306.00 0.00
19,176.99	6,281.00	0.00	25,457.99	11,887.00	15,306.00
 14,854.10	9,407.69	0.00	24,261.81	6,887.00	13,498.00
 884,929.98	803,080.76	0.00	1,688,010.74	 11,417,067.22	12,505,472.61
918,961.07	818,769.45	0.00	1,737,730.54	11,435,841.22	12,534,276.61

### Notes for the 2004 AG-Financial Year

# A. General information about the annual financial statements

### Legal basis

The annual financial statements as at December 31, 2004 were prepared in accordance with the provisions of the Handelsgesetzbuch (HGB – German Commercial Code) and the Aktiengesetz (AktG – German Public Companies Act).

In accordance with Article 297 (2) of the HGB, the total cost method was applied to the profit and loss account.

### 2. Share capital

The share capital amounts to EUR 7,700,000.00 and is divided into 3,000,000 bearer shares.

### 3. Authorised capital

The Board of Management is authorised, with the approval of the Supervisory Board, to increase the share capital by up to EUR 3,850,000.00 on one or several occasions until September 26, 2006 through the issue of new bearer shares against cash or noncash contributions.

### 4. Currency translation

The receivables and liabilities of Brüder Mannesmann Aktiengesellschaft were denominated solely in euro as at the balance sheet date. Thus, currency translation is not an issue.

### B. Notes to the accounting policies

### Accounting policies

Intangible assets are recognised at cost, less amortization. Tangible assets are carried at cost and reduced by straight-line depreciation over their useful operating lives.

Low-value assets with acquisition or production costs of up to, and including, EUR 410.00 are written down in full in the year of acquisition.

Financial assets are carried at cost or the lower of cost or market. An equity investment was written down on the basis of the value that applied at the balance sheet date.

The statement of changes in fixed assets is presented in the appendix to the Notes.

Receivables and other assets are carried at their nominal amount.

Accruals take into account all discernible risks and uncertain obligations. They are recognised in the amount dictated by prudent business practice.

Liabilities were carried at their redemption amount and pension obligations at their actuarial values as at the balance sheet date.

### 2. Balance sheet disclosures

In the course of a capital increase, one subsidiary (Komplementär-GmbH) acquired all limited partner shares in the GmbH & Co. KG, thus becoming the sole shareholder of the company and its universal successor. The GmbH & Co. KG was dissolved through restructuring. A profit transfer agreement was concluded with the GmbH.

In addition, a foreign subsidiary was sold in the year under review to an affiliated company, which will continue to operate the acquired company as a wholly owned subsidiary.

In accordance with section 287 of the HGB, details of shareholdings are summarised in a separate section to these Notes and filed in the Wuppertal Commercial Register.

Receivables from affiliated companies are due to profit-pooling agreements, trade receivables (Group contributions), entity liability for VAT, interest rates, costs and profit entitlements that are charged on.

Please refer to part A sections 2 and 3 for details of equity.

Thebalancesheetwaspreparedinlinewiththeproposed appropriation of net income. Net accumulated losses were reversed by reclassifying the net income for 2004 of EUR 1,536,416.39 and reclassifying EUR 8,932,907.10 from the capital reserves.

Other accruals relate to the expected costs of mandatory audits prescribed in German commercial law as well as for remaining paid leave claims and contributions to a professional occupational liability association.

Liabilities to affiliated companies include settlement accounts with subsidiaries.

Other liabilities primarily relate to VAT payment, social security and wage tax. A pension obligation assumed was reclassified from liabilities to affiliated companies.

Please refer to the maturity structure of liabilities for details of the maturity and collateral of liabilities.

Other financial commitments comprise rental agreements and leases totalling TEUR 24.

### C. Contingent liabilities

As at the balance sheet date, liabilities from guarantees and joint and several liability amounted to TEUR 6,351, TEUR 6,050 of which was attributable to affiliated companies and TEUR 301 to third-party companies.

# D. Notes to the profit and loss account

### 1. Sales

Sales primarily relate to Group contributions to affiliated companies, EUR 96,000 of which was to an affiliated company outside Germany.

### 2. Other income

The income mainly relates to passing costs incurred on to affiliated companies as well as income from writing down receivables. This item also includes income from the disposal of an equity investment.

### Income from profit-pooling

This item relates to the profit of affiliated companies transferred for 2004 within the framework of profit transfer agreements.

### 4. Interest and similar income

This item includes interest from affiliated companies of EUR 2,317.09.

### Interest and similar expenses

This item includes interest to affiliated companies of EUR 2,600.00.

### E. Other disclosures

During the financial year, the Company employed an average of 5 other persons in addition to the Board of Management. The Board of Management manages the company.

The company is the parent company for the purposes of the consolidated financial statements. The consolidated financial statements are announced in the Bundesanzeiger (Federal Gazette) and filed with the Wuppertal Commercial Register under HRB 11838 (previously AG Remscheid Number HRB 1927).

### F. Executive bodies

The following are members of the Board of Management:

### - Mr. Jürgen Schafstein

Speaker of the Board of Management Businessman Board of Management of Deutsche Armaturen AG, Remscheid

Chairman of the Supervisory Board of Saltus Technology AG, Solingen

#### - Mr. Bernd Schafstein

Businessman Member of the Supervisory Board of Deutsche Armaturen AG, Remscheid

#### - Mr. Frank Schafstein

Businessman

Member of the Supervisory Board of Deutsche Armaturen AG, Remscheid

The following are members of the Supervisory Board:

- Mr. Reinhard C. Mannesmann

Chairman

Businessman

Member of the Supervisory Board of Deutsche Armaturen AG, Remscheid

Member of the Supervisory Board of Saltus Technology AG, Solingen

- Mrs. Nicole Coen

Banker

Member of the Supervisory Board of Deutsche Armaturen AG, Remscheid

Member of the Supervisory Board of Saltus Technology AG, Solingen

- Mr. Michael Nagel

Businessman

Member of the Supervisory Board of Deutsche Armaturen AG, Remscheid

During the year under review, the members of the Board of Management received compensation of TEUR 698 from the Company. The Supervisory Board's remuneration amounted to TEUR 27.

Members of the Board of Management and the Supervisory Board held the following shares:

Board of Management 708,700 shares Supervisory Board 228,500 shares

The declaration in accordance with section 161 of the Aktiengesetz (AktG – German Public Companies Act) has been issued and made available to the shareholders.

### G. Appropriation of profit

Please refer to part B section 2 for information on the appropriation of profit.

Remscheid, April 2005

Brüder Mannesmann Aktiengesellschaft, Board of Management

Jürgen Schafstein

Bernd Schafstein

Frank Schafstein

### Independent Auditor's Report

We have audited the annual financial statements, together with the bookkeeping system, and the management report of Brüder Mannesmann Aktiengesellschaft, Remscheid, for the fiscal year from January 1 to December 31, 2004. The maintenance of the books and records and the preparation of the annual financial statements and management report in accordance with German commercial law are the responsibility of the Company's management. Our responsibility is to express an opinion on these annual financial statements, together with the bookkeeping system, and on the management report based on our audit.

We conducted our audit of the annual financial statements in accordance with § 317 HGB ("German Commercial Code") and German generally accepted standards for the audit of financial statements promulgated by the Institut der Wirtschaftsprüfer. Those standards require that we plan and perform the audit such that misstatements materially affecting the presentation of the net assets, financial position and results of operations in the annual financial statements in accordance with German principles of proper accounting and in the management report are detected with reasonable assurance. Knowledge of the business activities and the economic and legal environment of the Company and evaluations of possible misstatements are taken into account in the determination of audit procedures. The effectiveness of the accountingrelated internal control system and the evidence supporting the disclosures in the books and records, the annual financial statements and the management report are examined primarily on a test basis within the framework of the audit. The audit includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the annual financial statements and management report. We believe that our audit provides a reasonable basis for our opinion.

Our audit has not led to any reservations.

In our opinion, the annual financial statements give a true and fair view of the net assets, financial position and results of operations in accordance with German principles of proper accounting. On the whole the management report provides a suitable understanding of the Company's position and suitably presents the risks of future development."

Frankfurt am Main, 25. April 2005

MORISON AG Wirtschaftsprüfungsgesellschaft

**Karl-Heinz Barth Karl-Heinz Wolf** Wirtschaftsprüfer Wirtschaftsprüfer

### **Imprint**

**Publisher** Brüder Mannesmann Aktiengesellschaft,

Remscheid

Editing Klartext\_Medienbüro,

Wuppertal

**Typeset and** FIS - Fischenich InformationsSysteme,

photography Hückeswagen

**Printing** Druckhaus Arns GmbH Co. KG,

Remscheid



Brüder Mannesmann Aktiengesellschaft

Lempstraße 24 · D-42859 Remscheid Tel. (02191) 93707-0 · Fax (02191) 30084 e-mail: kontakt@bmag.de Internet: www.bmag.de