



### **KROMI Logistik AG publishes Q1 2007/2008 figures**

- **Revenues up 19.2% to €8,992 thousand**
- **EBIT depressed by expenses for acquiring new customers and investments in new staff**
- **Revenues set to grow to €39 million to €43 million, with EBIT margin to improve during the fiscal year**

Hamburg, November 14, 2007 – KROMI Logistik AG, Germany's first tool management provider to work independently of a specific manufacturer, recorded revenues of €8,992 thousand in the first three months (July to September) of the current fiscal year 2007/2008. This is an increase of 19.2% compared to €7,546 thousand in the first quarter last year. The growth is due, in particular, to the new customers of KROMI Logistik AG. Since going public it has gained ten new customers, including Caterpillar, one of the world's largest manufacturers of ship engines. The company has thus increased its number of customers up to 65 from 55.

KROMI Logistik AG's EBIT totaled €385 thousand after the first three months, compared to €752 thousand in the same period last year, and the EBIT margin fell correspondingly from 10.0% to approx. 4.3%. This development was due, in particular, to the higher other operating expenses in the first three months resulting from the acquisition of new customers and the associated personnel expenses. EBT in the first quarter was €418 thousand, net income for the period amounted to €320 thousand.

"We are very pleased with Q1 business," was CEO Jörg Schubert's comment on the figures. He added: "The first quarter has laid the foundations for further sales and earnings growth throughout the entire year." The current second quarter has been very pleasing to date from the company's perspective. KROMI Logistik AG's Managing Board is forecasting revenues of between €39 million and €43 million for fiscal year 2007/2008, compared to around €32 million in fiscal year 2006/2007. At the same time, the EBIT margin is to improve perceptibly.



KROMI Logistik AG's full report on the first three months of fiscal year 2007/2008 will be published during the course of today at the Web site [www.kromi.de](http://www.kromi.de).

### Company Profile

KROMI Logistik AG, as a manufacturer-independent tool provider, offers producing companies an integrated supply of precision tools. In particular, KROMI provides technically challenging chip removal tools (abrasion and bracket tools) for metal and plastic processing. The Company combines classical tool trading with a peripheral tool supply that includes output machines in the customer's production area and an IT-based tool management and controlling system. The objective of KROMI's business operations is to effectively optimize the supply of tools for its clients and to secure the availability of the appropriate tools at the right time and at the right place. The company currently has five locations in Germany and two abroad (Slovakia and now also the Czech Republic), and also is represented by selling agents in two other Eastern European countries. KROMI concentrates primarily on clients in the engine construction, aerospace and automotive supplier industries. In 2006/2007, the company generated EBIT of EUR 2.4 million with revenues of EUR 32.2 million. This corresponds to an EBIT margin of 7.6%. KROMI Logistik AG was originally part of Krollmann & Mittelstädt GmbH, which was founded as a KG in 1964. KROMI Logistik AG was spun off as a subsidiary on November 1, 2002.

For further information please visit the company website [www.kromi.de](http://www.kromi.de).

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