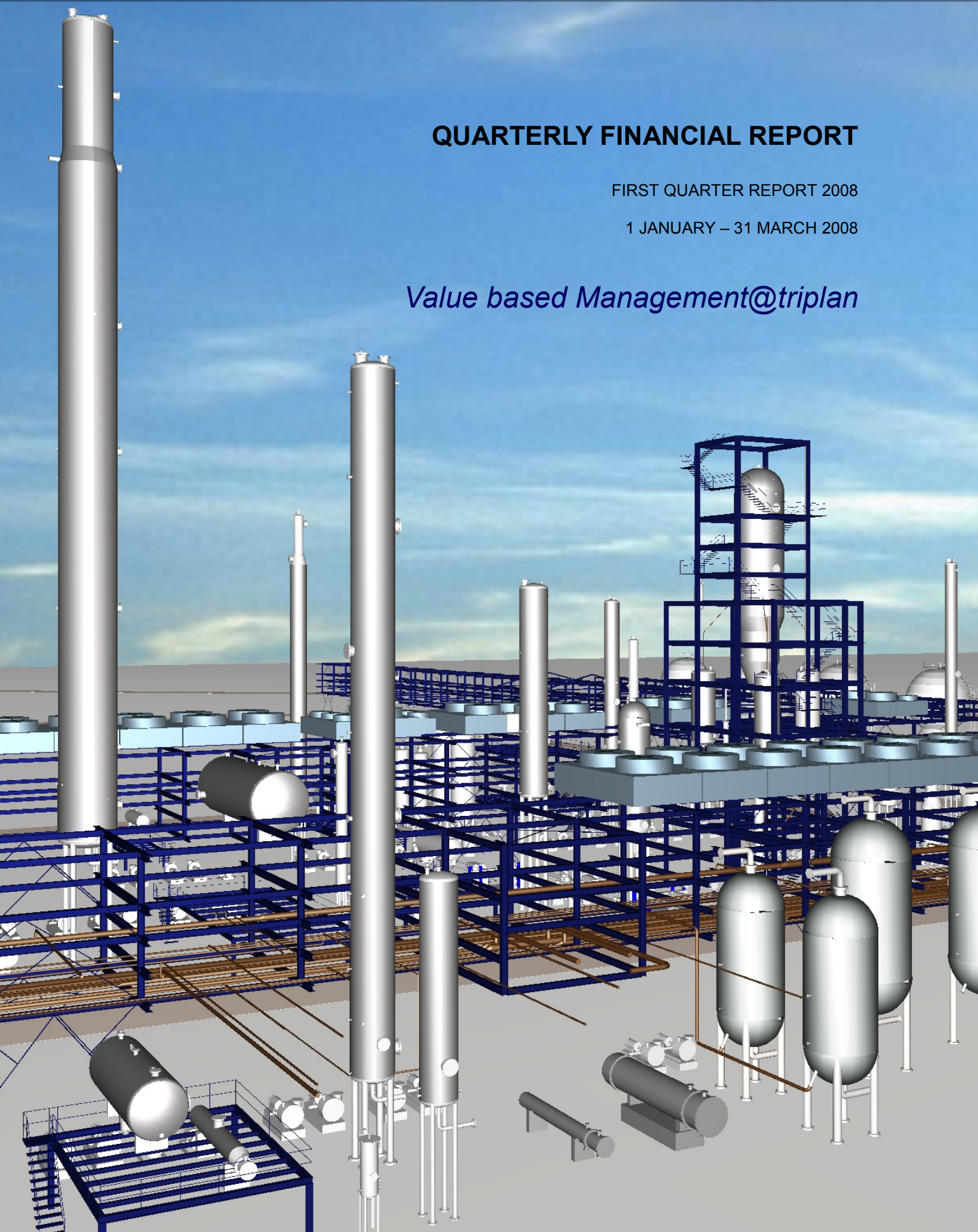


# QUARTERLY FINANCIAL REPORT

FIRST QUARTER REPORT 2008

1 JANUARY – 31 MARCH 2008

*Value based Management@triplan*



## Sustainable improvement of financial figures by value based management

Balance sheet ratios	31.03.2008	31.03.2007	Change		31.12.2007
	T€	T€	T€	%	T€
Balance sheet total	21,715	21,164	551	2.6	19,718
Capital stock	12,875	10,112	2,763	27.3	11,844
Accounts receivable	8,499	10,764	-2,265	-21.0	8,326
Accounts payable	4,833	7,285	-2,452	-33.7	4,493
Equity ratio (in %)	59.3%	47.7%	11.6%	24.3	60.1%
Cash resources	6,168	4,799	3,537	28.5	5,537

Cash flow ratios	31.03.2008	31.03.2007	Change		31.12.2007
	T€	T€	T€	%	T€
Cash flow	499	937	-438	-46.7	1,544
Free cash flow	1,227	945	282	29.8	1,967
Cash flow from ordinary activities	1,105	1,035	70	6.8	1,710
Cash flow from investment activities	-592	-90	-502	557.8	-201
Cash flow from financing operations	-14	-8	-6	n.a.	35

Ratios	31.03.2008	31.03.2007	Change		31.12.2007
	T€	T€	T€	%	T€
Sales revenues	10,801	13,199	-2,398	-18.2	44,126
Operating results	1,127	615	512	83.3	2,673
Financial results	26	11	15	136.4	92
Group results	887	225	662	294.2	2,042
EBITDA	1,290	1,365	-75	-5.5	3,335
EBIT	1,127	615	512	83.3	2,673
EBT	1,138	626	512	81.8	2,598
Personnel expenses	5,056	5,018	38	0.8	19,042
Number of employees (number)	291	297	-6	-2.0	291

## First quarter report 2008

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## *The use of well-designed value management and long-term strategies increases shareholder value*

Dear shareholders,

TRIPLAN is continuing its value-oriented growth progression in the first quarter of 2008.

Optimising the group structure in 2007 considerably enhanced efficiency at group level and continued to strengthen TRIPLAN'S market position. With a nationwide presence in the most important chemical sites and international subsidiaries in German-speaking countries and Eastern Europe, TRIPLAN is based close to the customer and represented in international high-growth regions. Continual expansion in business operations means that we are succeeding in getting big projects from multinational groups. TRIPLAN is currently generating around 80 percent of its sales with big groups. The successful expansion of our business operations going forward is also reflected in the development of the financial ratios.

In the first three months of 2008 the Triplan group generated sales of 10,801 TEUR (previous period: 13,199 TEUR) with an EBIT of 1,127 TEUR (previous year 615 TEUR) and annual net profit of 887 TEUR (previous year: 218 TEUR). The core engineering division contributed 10,112 TEUR to group sales (previous year: 11,600 TEUR). The technology services division 797 TEUR (previous year: 1,621 TEUR).

Two essential factors mean that the results of the first quarter of 2008 cannot be directly compared with those of the previous year. The sales revenue of the previous year included a big project that led to a jump in sales in the first quarter of 2007 and there was a drop in software sales compared to the first quarter of 2007 because of the joint venture and the start of the new Neilsoft Ltd group subsidiary.

TRIPLAN AG is still on a growth path. We intend to optimise the company's earnings picture in addition to increasing sales over the long-term. In the medium-term we are aiming for sales of 50 million Euros and an EBIT margin of 7.5 percent. In addition to organic growth these sales should be achieved through targeted complementary purchases supplementing the performance spectrum.

For 2008 the board is sticking to its forecast of sales of 42.3 million Euros with an EBIT of 2.6 million Euros.

Walter Nehrbass

Heinz Braun

Management board  
Spokesman

corporate treasurer

## *TRIPLAN continues to benefit from the positive general framework in its sectors*

### **Engineering**

After four years of above-average growth the growth dynamic in Germany and Europe eased in the fourth quarter of 2007. The high Euro price damaged competitiveness in non-European market while domestic demand also fell by year's end. The economic crisis in the US continued in the fourth quarter. Weak growth in industrial production led to falling chemical exports to North America. In contrast Asian economies like China and India continued to grow dynamically. This benefited demand for chemicals. The record level of raw material prices ramped up growth in producer regions like Latin America, Russia and the Middle East – and consequently chemical imports from these regions. The Association of the Chemical Industry has said that the world chemicals market – with the exception of the US – is in another stable growth phase. Consequently in 2008 the Association expects growth in chemical production of approximately 2.5 percent – compared to 4.3 percent last year. Forecasts suggest that cost pressures on raw materials prices will raise prices by 2 percent. Under these conditions the Association of the Chemical Industry assumes that sector sales in 2008 will grow by 4.5 percent in 2008.

### **Technology Service**

Market participants in high-tech industries are confident about 2008. Software companies and IT service providers are recording particularly high demand in the ITK market. In this segment 79 percent of providers are forecasting increased sales. The BITKOM sector association is expecting growth in sales of 1.6 percent to 145.2 billion Euros.

## *Positioning ourselves as the customer's partner increases TRIPLAN's international profile*

### **Shell/KataLeuna - General planer mandate for plant for manufacturing catalytic converter**

A considerable milestone, finishing the shell, was realised at the end of the reporting period, march 31, 2008, so that the in due time assembly can begin.

### **Internationalisation**

In 2008 TRIPLAN continues its successful strategy of expanding internationally. TRIPLAN is considerably improving its market position, particularly in Austria and Switzerland, and is currently generating around 80% of sales with international groups.

### **Projects**

In 2007 the management carried out a fundamental optimisation at the group level. The current group structure in the engineering division, which is subdivided into three sector centres, has been very well received by market participants. Expertise bundling generates a high demand for engineering services in the TRIPLAN group domestically and overseas. In the reporting period we won additional orders from leading companies. The overall performance of our employees is still more than 95 percent.

## *TRIPLAN strives for a sustainable improvement of the EBIT-margin. Target EBIT-margin: 7.5 percent.*

### **Change to the supervisory board**

On 11 April 2008 TRIPLAN AG announced the retirement of the longstanding chairman of the supervisory board Prof. Dr.-Ing Joachim W. Hohman. Hohman will step down for personal reasons at the conclusion of this year's general meeting of shareholders on 5 June 2008. He will continue to be linked with TRIPLAN AG as a consultant.

The co-founder and long-term deputy chairman of the TRIPLAN supervisory board Dieter Kunkel has stepped down. Kunkel moves to the administrative board of Triplan Ingenieur AG, Switzerland. The supervisory board mandate was assumed by Peter Brogle, year 1942. Brogle studied business management at the University of Bern and has longstanding experience as a leading executive in international groups. Since 2000 he has been a consultant and has undertaken several supervisory and administrative board mandates.

### **SE Tylose, Wiesbaden**

For the new building of two production lines at the location in Wiesbaden, TRIPLAN got the award of contract as planning partner for this big investment. The existing annual capacity of tylose will be extended by approximately 20 percent. The contract volume amounts to approximately three millionen euro.

### **Bayer Crop Science AG**

TRIPLAN got the award of contract for planning the extension of a multipurpose-plant for phytosanitaryactive agent at the location Dormagen of Bayer Crop Science AG.

## *Renewed improvement in essential financial ratios*

### **Sales revenues**

In the reporting period TRIPLAN AG generated sales of 10,801 TEUR (previous year: 13,199 TEUR). This corresponds to a drop of 18.2 percent which essentially derives from work on a large project in the first quarter of the previous year. Consequently, sales in the quarters are not directly comparable. In the first quarter of 2008 the engineering division contributed sales of 10,112 TEUR to sales revenue. Segment Technology Service contributed 797 TEUR to group sales, compared to 1,621 TEUR the previous year. The decline of 50.8 percent refers to the bring in of the engineering software in the joint venture with Neilsoft Ltd. This new company does not belong to the basis of consolidation.

### **Costs**

At 4,471 TEUR the cost of materials was 1,606 TEUR below the comparable previous year's value of 6,077 TEUR. In a quarterly comparison the drop in cost of materials is connected with the rise in sales. At 5,056 TEUR personnel costs (previous year: 5,018 TEUR) were nearly at the previous year's level.

### **Change in employee levels**

As at 31 March 2008 TRIPLAN AG had 291 employees compared to 297 in the comparable period the previous year. Group-wide, under consideration of freelancers, who work project related, the number of employees amounts to 465.

### **Equity ratio**

On the balance sheet date, 31 March 2008, the equity ratio was 59.3%, a rise of 24.3% compared to the previous year.

### **Accounts payable/accounts receivable**

As at 31 March 2008 accounts payable came to 4,833 TEUR compared to 7,285 TEUR the previous year. This corresponds to a drop of 36.6 percent. Accounts receivable fell by 21% from 10,764 TEUR to 8,499 TEUR.

### **Liquidity**

As at 31 March 2008 cash resources had grown by 28.5 percent from 4,799 TEUR to a total of 6,168 TEUR.

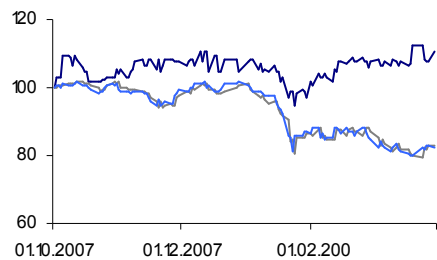
## *The capital markets reward value-oriented management*

### Overall economic stock market environment

After the positive development of the German share index (DAX) in 2007 it failed to continue its upward trend in 2008. The DAX ended its first trading day of 2008 around 1.5 percent down compared to the end of 2007. In January 2008 the index fell by 23.4 percent from 7.950 points to 6.440 points. After a brief rally to 7,000 points it again came under pressure and ended at 6,535 points at the end of the quarter, thus losing 21.6 percent in the first quarter.

### TRIPLAN shares

The shares of TRIPLAN AG recorded good results in the first three months of 2008. On the first trading day of 2008 TRIPLAN shares ended at around three percent up compared to the end of 2007 and then fell to 2.51 Euros in common with the general market development in January 2008, finally rising to 2.85 Euros further on into the quarter. This corresponds to a rise in value of 2.5 percent in the first three months.



— TRIPLAN  
— Prime All Share Performance Index  
— DAX

### Investor relations

TRIPLAN AG is continuing its dialogue with capital market participants. In May 2008 the management board presented TRIPLAN AG at a capital market conference in Frankfurt and will be represented at the German equity capital forum of Deutsche Börse AG in autumn 2008. In addition to the comprehensive internet site [www.triplan.com](http://www.triplan.com) the management board keeps investors and journalists up to date about the company's development every quarter by means of telephone conferences and individual discussions.

### Shareholder structure

The shareholder structure of TRIPLAN AG was as follows as at 31 March 2008:

Free float: approx. 45 percent, BEKO Holding AG: approx. 50 percent; Universal Investment: approx. 5 percent.

Consolidated income statement 01.01.-31.03.2008 (IFRS)

Consolidated income statement (IFRS) 01.01.-31.03.2008	31.03.2008	31.03.2007	Change		31.12.2007
	T€	T€	T€	%	T€
<b>Sales revenue</b>	<b>10,801</b>	<b>13,199</b>	<b>-2,398</b>	<b>-18.2</b>	<b>44,126</b>
Inventory changes	865	133	732	550.4	461
Capitalised stock of self-constructed assets	0	50	-50	-100.0	50
Other operating income	159	74	85	114.9	1,030
<b>Gross performance</b>	<b>11,825</b>	<b>13,456</b>	<b>-1,631</b>	<b>-12.1</b>	<b>45,667</b>
in %	100	100			100
Personnel expenses	4,471	6,077	-1,606	-26.4	18,739
in %	37.8	45.2			41.0
Personnel expenses	5,056	5,018	38	0.8	19,042
in %	42.8	37.3			41.7
Depreciation	163	750	-587	-78.3	662
in %	1.4	5.6			1.4
Other operating expenses	1,007	998	9	0.9	4,551
in %	8.5	7.4			10.0
<b>Earnings before interest and taxes (EBIT)</b>	<b>1,127</b>	<b>615</b>	<b>512</b>	<b>83.3</b>	<b>2,673</b>
in %	9.5	4.6			5.9
Financial results	26	11	15	136.4	92
in %	0.2	0.1			0.2
Profit-sharing	-14	0	-14	n.a.	-167
<b>Earnings before taxes (EBT)</b>	<b>1,138</b>	<b>626</b>	<b>512</b>	<b>81.8</b>	<b>2,598</b>
in %	9.6	4.7			5.7
Taxes on income	-240	-401	161	-40.1	-528
<b>Net income for the year</b>	<b>898</b>	<b>225</b>	<b>673</b>	<b>299.1</b>	<b>2,070</b>
in %	7.6	1.7			4.5
Profit share of minority shareholders	11	7	4	57.1	28
<b>Net income after share of profit of other shareholders</b>	<b>887</b>	<b>218</b>	<b>669</b>	<b>297.7</b>	<b>2,042</b>
in %	7.5	1.6			4.5
Earnings per share (diluted)	0.09	0.02	0.06	350.0	0.21
Earnings per share (undiluted)	0.09	0.02	0.06	350.0	0.21

## Consolidated balance sheet 31.03.2008 (IFRS)

Balance sheet (assets)	31.03.2008	31.03.2007		Change		31.12.2007
	T€	T€	T€	%	T€	
<b>A. Long-term assets</b>						
I. Intangible assets	4,101	3,860	241	6.2	3,816	
II. Tangible assets	517	456	61	13.4	474	
III. Shares in affiliated companies	355	0	355	n.a.	370	
IV. Deferred taxes	299	462	-163	-35.3	299	
<b>Total</b>	<b>5,272</b>	<b>4,778</b>	<b>494</b>	<b>10.3</b>	<b>4,959</b>	
<b>B. Short-term assets</b>						
I. Inventories	1,776	554	1,222	220.6	896	
II. Accounts receivable (trade debtors) and other accounts receivable	8,499	10,764	-2,265	-21.0	8,326	
III. Cash	6,168	4,799	1,369	28.5	5,537	
<b>Total</b>	<b>16,443</b>	<b>16,117</b>	<b>326</b>	<b>2.0</b>	<b>14,759</b>	
<b>C. Fot the sale of particular long-term assets</b>	0	268	-268	-100.0	0	
<b>Total ASSETS</b>	<b>21,715</b>	<b>21,164</b>	<b>551</b>	<b>2.6</b>	<b>19,718</b>	

Balance sheet (liabilities)	31.03.2008	31.03.2007		Change		31.12.2007
	T€	T€	T€	%	T€	
<b>A. Capital stock</b>						
I. Subscribed capital	9,565	9,564	1	0.0	9,565	
II. Capital reserve	6,322	6,322	0	0.0	6,322	
III. Exchange equation items	-23	-41	18	-43.9	-156	
IV. Accumulated profits	-3,070	-5,781	2,711	-46.9	-3,957	
<b>Total</b>	<b>12,794</b>	<b>10,063</b>	<b>2,731</b>	<b>27.1</b>	<b>11,774</b>	
I. Minority shares	81	49	32	65.3	70	
<b>Total</b>	<b>12,875</b>	<b>10,112</b>	<b>2,763</b>	<b>27.3</b>	<b>11,844</b>	
<b>B. Long-term liabilities</b>						
I. Interest-bearing loans	0	32	-32	-100.0	0	
II. Deferred taxes	425	637	-212	-33.3	438	
III. Pension obligations	398	408	-10	-2.5	398	
IV. Other long-term liabilities	86	86	0	0.0	98	
<b>Total</b>	<b>909</b>	<b>1,164</b>	<b>-255</b>	<b>-21.9</b>	<b>934</b>	
<b>C. Short-term liabilities</b>						
I. Accounts payable and other liabilities	4,833	7,285	-2,452	-33.7	4,493	
II. Provisions for taxations	183	304	-121	-39.8	203	
III. Short-term loans	35	59	-24	-40.7	34	
IV. Other provisions	2,880	2,239	641	28.6	2,210	
<b>Total</b>	<b>7,931</b>	<b>9,888</b>	<b>-1,957</b>	<b>-19.8</b>	<b>6,940</b>	
<b>Total liabilities</b>	<b>21,715</b>	<b>21,164</b>	<b>551</b>	<b>2.6</b>	<b>19,718</b>	

Group Cash Flow Statement 01.01.-31.03.2008 (IFRS)

Funds statement	31.03.2008 T€	31.03.2007 T€
<b>Cash Flow from current business operations</b>		
<b>EBIT</b>	<b>1,127</b>	<b>615</b>
Adjustments for:		
Depreciation	163	750
Other internally produced and capitalised assets	0	-50
Profits from the disposal of assets	0	-1
<b>Operating results before changes to working capital</b>	<b>1,290</b>	<b>1,314</b>
Changes to inventories	-880	-135
Changes to accounts receivable (trade debtors)	20	-1,857
Change to other short-term assets	-193	-310
Change to accounts payable	349	384
Change to other short-term liabilities	641	1,687
<b>Cash earned from current business operations</b>	<b>1,227</b>	<b>1,083</b>
Interest payments/interest income	-26	-11
Paid taxes	-96	-37
<b>Net cash from current business operations</b>	<b>1,105</b>	<b>1,035</b>
<b>Cash flow from investment operations</b>		
Purchase of intangible and tangible assets	-592	-177
Income from the sale of tangible assets	0	87
<b>Net cash used for investment activities</b>	<b>-592</b>	<b>-90</b>
<b>Cash flow from financing operations</b>		
Redemption of loans	-14	-8
<b>Net cash from financing activities</b>	<b>-14</b>	<b>-8</b>
Change to cash resources	499	937
Change to accumulated currency differences	132	-183
<b>Cash resources at the beginning of the year</b>	<b>5,537</b>	<b>4,045</b>
<b>Cash resources at the end of the period</b>	<b>6,168</b>	<b>4,799</b>

Development of group equity capital 01.01.-31.03.2008 (IFRS)

Statement of changes in equity	Number issued ordinary shares	Subscribed capital T€	Capital reserve T€	Exchange equations T€	Consolidated income statement T€	Minority shares T€	Total T€
	Equity capital as at 31.12.2006/01.01.2007	9,563,865	9,564	6,322	-104	-5,999	42
Currency conversion differences				-52			-52
Minority shares						28	28
Shares from the cancellation of the sale of	1,000	1			2,042		1
Period results							2,042
<b>Equity capital as at 31.12.2007</b>	<b>9,564,865</b>	<b>9,565</b>	<b>6,322</b>	<b>-156</b>	<b>-3,957</b>	<b>70</b>	<b>11,844</b>
Equity capital as at 31.12.2007/01.01.2008	9,564,865	9,565	6,322	-156	-3,957	70	11,844
Currency conversion differences				133			133
Minority shares						11	11
Period results					887		887
<b>Equity capital as at 31.03.2008</b>	<b>9,564,865</b>	<b>9,565</b>	<b>6,322</b>	<b>-23</b>	<b>-3,070</b>	<b>81</b>	<b>12,875</b>

## Segment reporting 31.03.2008 (IFRS)

Segment reporting Engineering	31.03.2008	31.03.2007	Change		31.12.2007
	T€		T€	T€	
Sales and other operating income	9,526	9,812	-286	-2.9	37,455
Sales revenue from long-term issues	586	1,788	-1,202	-67.2	3,022
Inventory changes	831	134	697	520.1	476
Cost of materials	-4,377	-5,835	1,458	-25.0	-17,860
Personnel expenses	-4,274	-3,936	-338	8.6	-16,090
Depreciation	-29	-82	53	-64.6	-377
Other	-750	-548	-202	36.9	-2,674
EBITDA	1,542	1,415	127	9.0	4,329
<b>Segment results (EBIT)</b>	<b>1,513</b>	<b>1,333</b>	<b>180</b>	<b>13.5</b>	<b>3,952</b>

Segment reporting IT	31.03.2008	31.03.2007	Change		31.12.2007
	T€		T€	T€	
Sales and other operational income	797	1,621	-824	-50.8	4,103
Inventory changes	33	-1	34	-3,400.0	-15
Other internally produced and capitalised assets	0	50	-50	-100.0	50
Cost of materials	-94	-220	126	-57.3	-771
Personnel expenses	-443	-804	361	-44.9	-1,860
Depreciation	-79	-262	183	-69.8	-261
Other	-145	-317	172	-54.3	-598
EBITDA	148	329	-181	-55.0	909
<b>Segment results (EBIT)</b>	<b>69</b>	<b>67</b>	<b>2</b>	<b>3.0</b>	<b>648</b>

Group	31.03.2008	31.03.2007	Change		31.12.2007
	T€		T€	T€	
Segment results Engineering	1,513	1,333	180	13.5	3,952
Segment results IT	69	67	2	3.0	648
Cost of group administration, other	-456	-785	329	-41.9	-1,927
Group EBIT	1,126	615	511	83.1	2,673
Financial results	26	11	15	136.4	92
Results of affiliated companies	-14	0	-14	n.a.	-167
EBT	1,138	626	512	81.8	2,598
Taxes on income	-240	-401	161	-40.1	-528
<b>Net income/losses for the year</b>	<b>898</b>	<b>225</b>	<b>673</b>	<b>299.1</b>	<b>2,070</b>
Profit share of minority shareholders	11	7	4	57.1	-28
Profit share of equity capital holder	887	218	669	306.9	2,042

### **Statutory accounting requirements**

The interim report complies with the IAS 34 international accounting standard. The interim balance sheet will use the same balance sheet and valuation assumptions as when preparing the 2007 consolidated financial statement.

### **Depreciation on goodwill and other assets**

According to IFRS 3 since 2005 there has not been any standard depreciation for goodwill. The impairment test to be carried out may produce depreciation from a comparison between determined value and book value. The impairment test is carried out once a year or if there are particular indications (triggering event).

The start of business operations by TRIPLAN Consulting GmbH and the asset deal implemented with InPuncto GmbH have increased assets by around 400 TEUR. This essentially relates to access to software worth 153 TEUR and a customer base of around 235 TEUR. Depreciation is over 3 or 4 years.

### **Investments in affiliated companies**

The CADISON and TRICAD Original product ranges and holdings in ITandFactory AG, Switzerland have been (re) transferred to ITandFactory GmbH on the basis of the sales contract of 18 April 2007. Neilsoft Ltd has acquired 60% of ITandFactory GmbH with a corresponding sales contract. The remaining 40% is held by TRIPLAN Group, especially TRIPLAN AG. ITandFactory GmbH is managed in partnership by Neilsoft Ltd and TRIPLAN AG.

The investment is valued at equity in the consolidated balance sheet. The equity investment valuation is updated by taking into account the company's profit share and an increase in the valuation from effective capital increases.

### **Other long-term liabilities**

Other long-term liabilities are liabilities from leasing agreements. On the basis of the IFRS/IAS regulations these leasing agreements are valued as financial leases. Consequently the leased goods are reported in the company's assets. As an off-setting item a liability is put on the liabilities side. The leasing rate is split into interest and redemption parts and is charged as an expense or drawdown of liabilities. Capitalised goods are depreciated beyond useful life.

### Financial calendar

General meeting of shareholders  
05.06.2008

2008 interim report/Telephone conference  
21.08.2008

Analysts' conference at the German equity capital forum  
10-12.11.2008

2008 nine months report /Telephone conference  
20.11.2008

### Imprint

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### Legal notice

This report contains future-oriented statements reflecting the present views of the management of TRIPLAN AG regarding future events. Every statement in this report portraying or based on the views, assumptions, expectations or predictions or underlying assumptions is such a future-oriented statement. These statements are based on plans, estimates and forecasts currently available to the management of TRIPLAN AG. They therefore relate to the day on which they were made. Future-oriented statements are naturally subject to risk and uncertainties which can lead to the actual development considerably deviating from the said future-oriented statement or the events implicitly expressed therein. TRIPLAN AG thereby assumes no obligation and does not intend to update such statements in view of new information on future events.