

## 9-months report 2006



## A. Consolidated figures - overview

million€	01.01.–30.09.2006	01.01.–30.09.2005	Change
Sales	108.9	85.1	+ 28.0%
Gross profit	24.2	17.8	+ 35.9%
Gross profit in % of sales (gross margin)	22.2	20.9	+ 1,3%pt
Earnings before interest and taxes (EBIT)	4.1	2.7	+ 51.8%
EBIT in % of sales (EBIT margin)	3.7	3.1	+ 0,6%pt
Pre-tax earnings (EBT)	4.1	2.6	+ 57.7%
Net income for the period	2.5	1.6	+ 56.2%
Earnings per share in €	0.81	0.54	+ 50.0%
Employees, average number	59	47	+ 25.5%
Equity ratio in %	24.9	30.8	- 5,9%pt
Cash flow from operating activities	5.3	-2.6	n.a.
Cash flow from investing activities	-0.2	-1.2	n.a.
Cash flow from financing activities	-3.5	2.4	n.a.

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B. Letter to shareholders

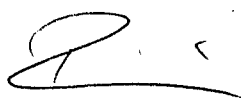
Dear Delticom AG shareholders,

we are pleased to be able to continue to report on strong growth with these figures for the third quarter of 2006: during the first nine months of the current fiscal year, Delticom AG has improved its sales by 28% to € 108.9 million, and lifted EBIT to € 4.1 million (+52.4%). Sales in our key eCommerce segment were even up by 39%, thanks to factors including more than 300,000 new customers. This equates to an increase in our EBIT margin to 3.7% for the first three quarters. The number of our service partners has grown to more than 10,000, with new partners being added every day. Our foreign expansion is continuing: During the third quarter we were able to open Delticom AG's 60th online shop, and we now have a presence in 28 countries.

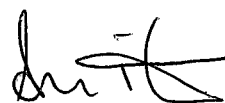
We are also forecasting positive figures for the current fourth quarter. The fourth quarter is traditionally the strongest quarter of the year as a result of the change-over to winter tyres, followed by the second quarter. The new legal requirement for winter tyres in Germany means that a substantial increase in demand is expected on this market. According to reports in the press, winter tyres may even become scarce this year for this very reason. As a result of this, and in view of our many years of experience, Delticom has built up a particularly large, and thus reasonable stock of tyres. In addition, we are forecasting significantly stronger year-on-year sales from our foreign shops, in particular in the USA.

Delticom AG's Managing Board is thus confident that it will reach sales for the year as a whole totaling at least € 170 million, and that it will be able to again improve the EBIT margin compared to these Q3 figures.

Hanover, November 2006



Rainer Binder  
Member of the Managing Board



Dr. Andreas Prüfer  
Member of the Managing Board



C. Economic situation of Delticom AG

**1. Delticom AG**

Delticom was formed in Hanover in 1999 and has grown to become one of Europe's leading Internet tyre retailers\*. In its eCommerce segment, Delticom operates more than 60 online shops in more than 25 European countries, and one shop each in the USA and Canada as well as a test shop in Japan. The company offers a range of products comprising car tyres, motorcycle tyres, truck tyres, bus tyres, the associated rims, complete wheels (rims with tyres), select replacement car parts and accessories, engine oil and car batteries. Customers benefit from an extensive range of goods comprising more than 100 tyre brands and more than 25,000 tyre types. Customers can choose from various options for tyre delivery: either the customer states the desired delivery address and receives the ordered goods, for example, delivered straight to their home, or the tyres are sent to one of the company's more than 10,000 service partners worldwide, over 3,800 in Germany. These include workshops with which the Delticom group cooperates, and which allow direct delivery of tyres to their address so that these can be mounted on the customer's vehicle. In addition, the Delticom group's Wholesale division also sells tyres to wholesalers and large retailers in Germany and abroad.



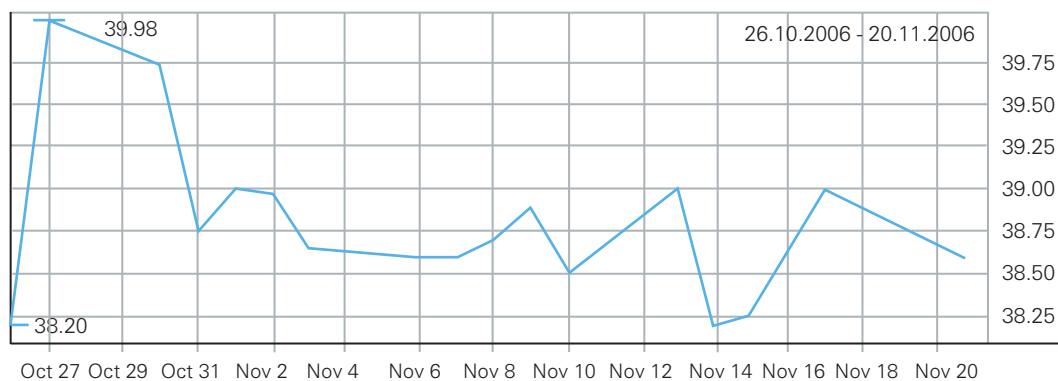
\*on the basis of sales generated via the internet

## 2. The share - overview

Delticom AG's shares have been traded on Frankfurt Stock Exchange's Prime Standard since October 26, 2006. The issuing price for the shares offered during Delticom AG's IPO was € 36.00. Proceeds of € 30.6 million (less costs) accrued to Delticom AG from the IPO. The free float has totaled 28.7% since the IPO.

The company went public to support Delticom AG's further forecast growth and to use the new capital to continually improve its operating business. In this regard, it plans to make investments in its warehousing and logistics as well as its IT infrastructure. In addition, the company plans to open additional international Internet shops and to increase awareness of the existing domains.

### Share price chart XETRA



### Key figures

German Securities Code Number (WKN)	514680
ISIN	DE0005146807
Stock exchange symbol	DEX
Segment	Amtlicher Markt (official trading) with simultaneous admission to Frankfurt Stock Exchange's Prime Standard
Type of shares	No-par value bearer shares
Share capital	€ 3,946,480
Dividend entitlement	from January 1, 2006
Initial listing	October 26, 2006
Issue price	€ 36,-



### 3. Highlights of the first nine months of 2006

- ▶ Sales up 28% to € 108.9 million
- ▶ Increase in eCommerce segment of 39%
- ▶ EBIT up to € 4.1 million (+52.4%)
- ▶ EBIT margin up to 3.7%
- ▶ Number of service partners grows to more than 10,000
- ▶ More than 300,000 new customers acquired in eCommerce segment
- ▶ Test shop in Japan brings international presence to 28 countries
- ▶ IPO in Prime Standard implemented on October 26, 2006 after Q3 balance sheet date



#### 4. Market environment

Delticom is an online tyre retailer. This market is characterized by two key factors: Internet users' basic buying behavior as well as developments on the tyre market. With regard to online shopping, Experts believe that there will be both an absolute increase in the number of adult Internet users in Europe over the coming years (average 8.3% p.a. to 2008) as well as greater use of the Internet for shopping\*.

On the tyre market, Delticom offers replacement tyres, i.e., customers are generally car drivers who need new tyres for their cars. The tyre market is estimated at around 1 billion tyres worldwide (all vehicles), of which around three quarters is due to replacement tyres.

There is a trend to buying tyres via the Internet in all key European markets and in the USA. This is often due to lower costs compared to bricks-and-mortar retailers, as well as the ease of ordering from home.

The winter tyre market in Germany will be impacted this year by a change to the law. According to the new legal requirement for winter tyres (Section 2 (3a) of the Strassenverkehrsordnung (StVO - German Traffic Act), all vehicles have to be modified to correspond to the winter weather. This Act highlights, in particular, suitable tyres. Anyone driving on roads covered with ice or snow must have winter or all-season tyres fitted. Vehicles with summer tyres may no longer be driven during winter road conditions. This applies not only to the start of the journey, but also for a sudden change in road conditions during the journey. Anyone driving on ice or snow covered roads with summer tyres risks incurring a € 20 penalty. If this traffic violation leads to road traffic being interrupted, the driver incurs a fine of € 40 and one point on their driver's license. As a result, the German tyre market is forecasting a significant increase in winter tyre business this year.

According to the Bundesverband Reifenhandel und Vulkaniseur-Handwerk e.V. (BRV - German Tyre Retailer and Vulcanization Trade Association), 1.5 million more tyres have been produced this year than last for this winter season. The BRV believes that German tyre retailers would probably be able to sell more tyres if more had been produced.

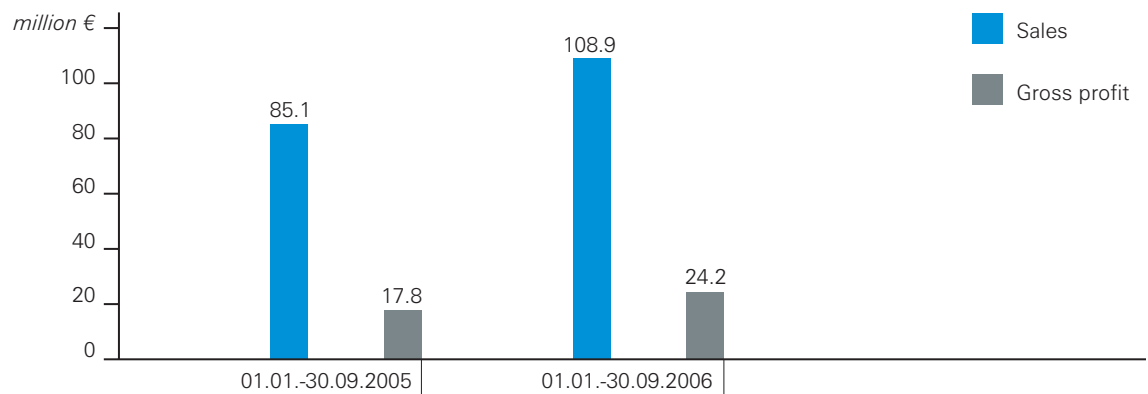
\*Source: Forrester Research „Europe's eCommerce: The Next Five Years“ of March 2004 and „Europe's eCommerce Forecast: 2006 To 2011“ of June 2006

## 5. Financial position and results of operations

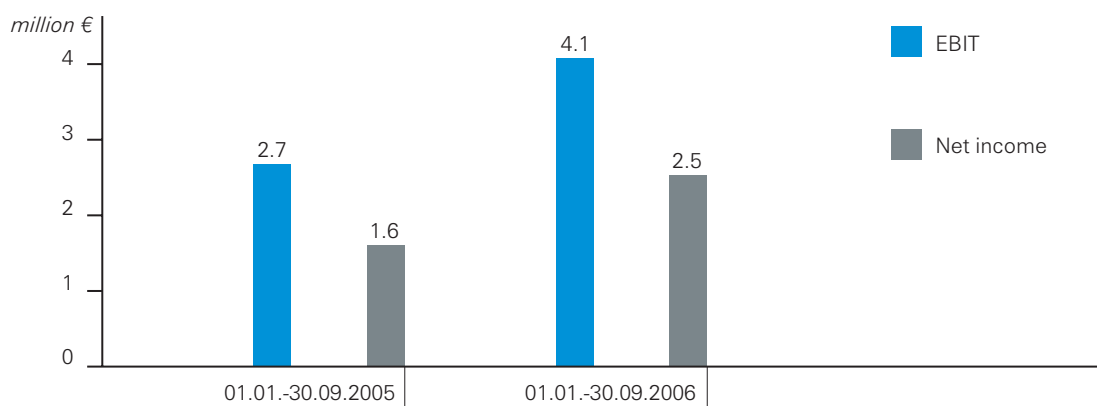
### 5.1. Sales and earnings

During the first nine months of the current fiscal year, Delticom was able to improve its sales by around 28% to € 108.9 million compared to Q3 2005 (€ 85.1 million). The company recorded an above-average increase of almost 39% to € 95.3 million in the key eCommerce segment. Delticom AG's gross profits increased from € 17.8 million last year to € 24.2 million this year (+36%). Delticom's earnings before interest and taxes (EBIT) were up by 52% to € 4.1 million, compared to € 2.7 million last year. Net income for the first nine months totaled € 2.5 million, or € 0.81 per share - up 50% compared to September 30, 2005 (€ 0.54).

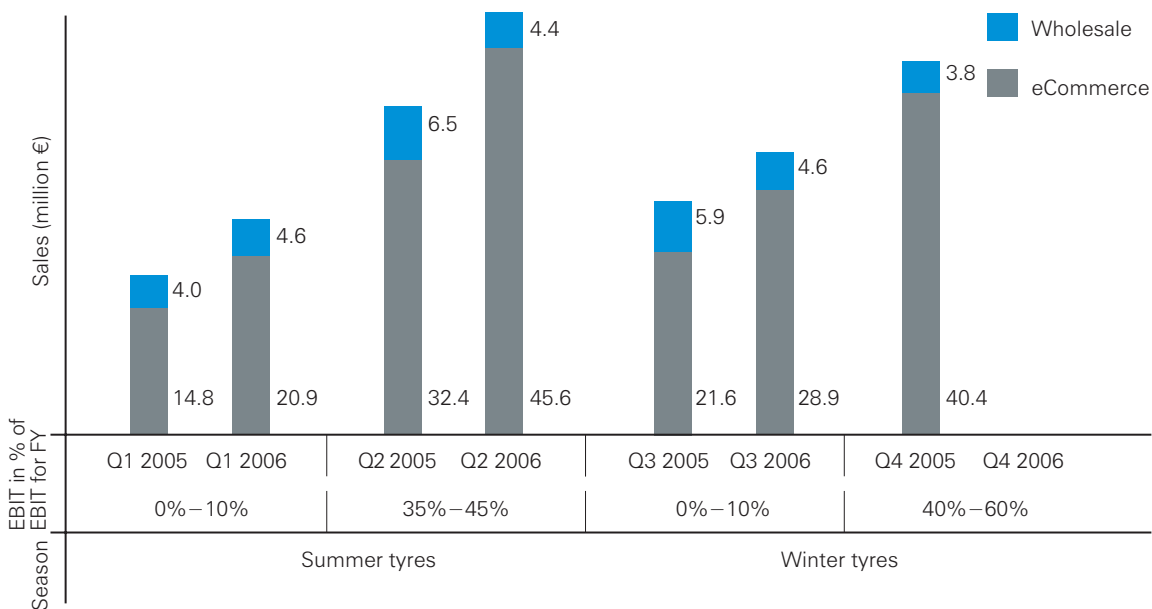
#### Sales and gross profits



#### EBIT and net income



## Sales by quarters (cycle)



Delticom AG's business is significantly impacted by the seasons as a result of greatly varying weather and road conditions in the north of Europe and above all on the German, Austrian and Swiss market. As a result, the fiscal year in Germany is marked by two main periods: consumers buy summer tyres in the spring and winter tyres in the fall. As a result, there is the following cycle when analyzing the company's figures which are published quarterly (in terms of sales volume and revenues): the first quarter is traditionally weak, as the bulk of winter tyres were already purchased and mounted in the fall, generally when the weather becomes colder and snow starts to fall. The second quarter is strong, as the weather is sometimes very warm in April, May and June, and car drivers buy their new summer tyres. The third quarter is a transitional period between summer and winter tyre business, and the sales volume and revenue fall again significantly, and stocks of winter tyres are bought in. This impacts margins. The figures in this report thus do not include a great share of sales from the winter tyre season. The last three months of the year are traditionally the strongest quarter in Germany, as many consumers become aware of the need to have new tyres when driving conditions become difficult. This year the market believes that the new legal requirement for winter tyres (see comments on the market on page 10 of this report) that more winter tyres than summer tyres will be sold for the second consecutive time this year.

## 5.2. Liquidity and assets

As of September 30, 2006, the company had cash and cash equivalents totaling € 3.7 million. Current assets totaled € 34.3 million, of which (excluding cash and cash equivalents): € 20.7 million inventories, € 8.3 million trade receivables, € 1.6 million other receivables. The company's working capital (current assets less cash and cash equivalents and current, non-interest bearing liabilities) totaled € 3.5 million compared to € 6.5 million at the end of Q3 2005.

## 5.3. Financing

As of September 30, 2006, Delticom's equity ratio totaled 24.9% compared to 30.8% as of September 30, 2005. As a result of the IPO after the end of the period under review, the company also received (net) equity totaling € 29 million. Borrowing totaled € 27.3 million, and of this total 99.6% was current. The bulk of this total comprised trade payables (€ 22.5 million), up 131% as a result of the strong growth and the company's associated increasing purchase volumes. Supplier credit is used as the most cost effective type of financing in each case, if the management believes that this is pertinent.

## 5.4. Costs/expenses

The largest expense item in Delticom AG's business model is cost of materials, i.e., the tyres bought in as merchandise. It was possible to reduce the ratio of cost of materials to sales slightly year-on-year from 79.5% to 78.1%, as Delticom was able to benefit from purchasing advantages thanks to the larger quantities purchased. The ratio of personnel expenses to sales remained constant at 1.9%, and expresses the company's unchanged lean structure. This is coupled with the fact that, as a rule, this ratio is generally lower in online retailing with lower value added. The ratio of other operating expenses to sales increased slightly from 15.7% to 16.4%. These expenses mostly comprise:

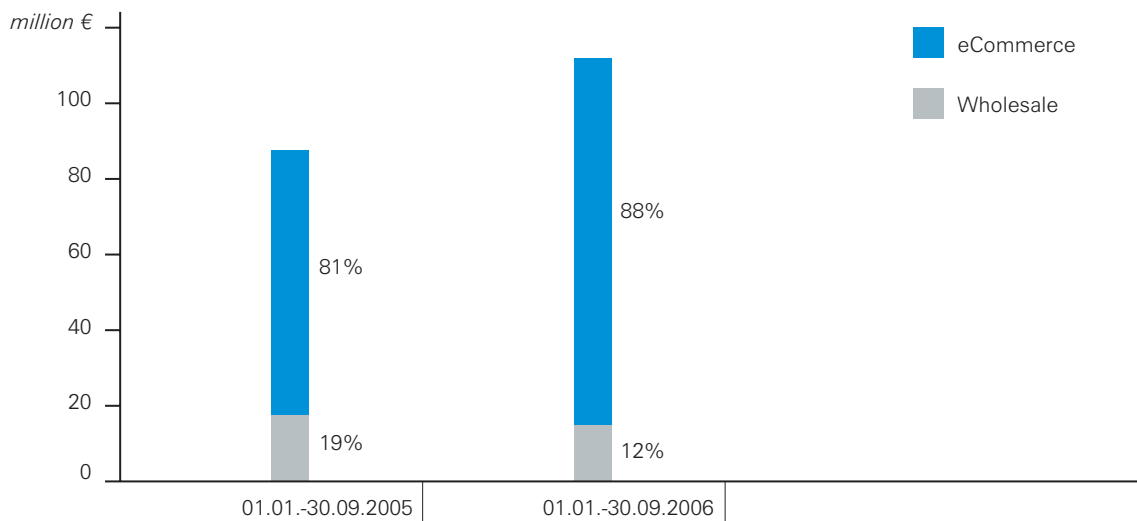
- Outgoing freight and warehouse handling costs (over 50% of other expenses)
- External advertising costs (it was possible to reduce this figure slightly thanks to significant optimization of advertising expenses with substantially improved advertising success - the most efficient online advertising activity continues to be search engine marketing)
- Operation centers

## 6. Business (segment report)

### 6.1. Overview

The proportion of sales accounted for by eCommerce has increased substantially over the past few years. After the first nine months of the current fiscal year, eCommerce already accounted for 88% of sales compared to 81% last year. The sales generated by our wholesale activities have remained fairly constant each fiscal year; this segment primarily provides the company with the opportunity to gain a foothold in new countries and establish excellent business relationships on various tyre markets.

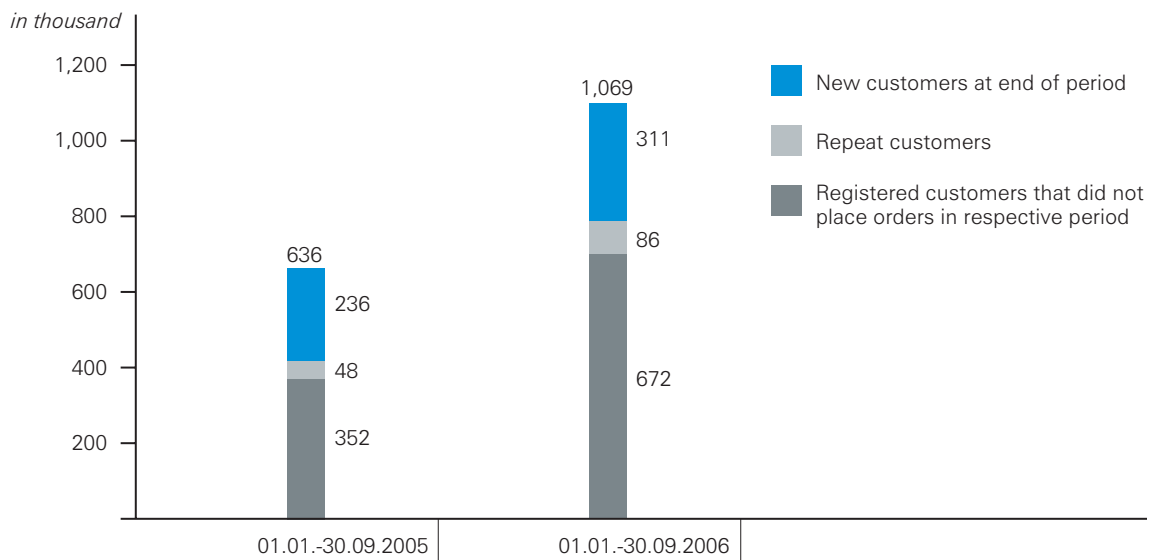
#### Sales by segments



**6.2. eCommerce**

The eCommerce segment enjoyed strong growth in the first nine months of the current fiscal year. In this segment, earnings were up disproportionately compared to the company’s total earnings - by almost 39% to € 95.3 million. The positive growth in this segment was primarily due to the significant increase in the customer base - around 310,500 new tyre buyers were added during the current fiscal year, giving a current total of 1,069,000 registered, active customers, i.e. customers who have bought tyres of Delticom in the past. We are particularly pleased that more than 86,000 repeat customers bought tyres from Delticom.

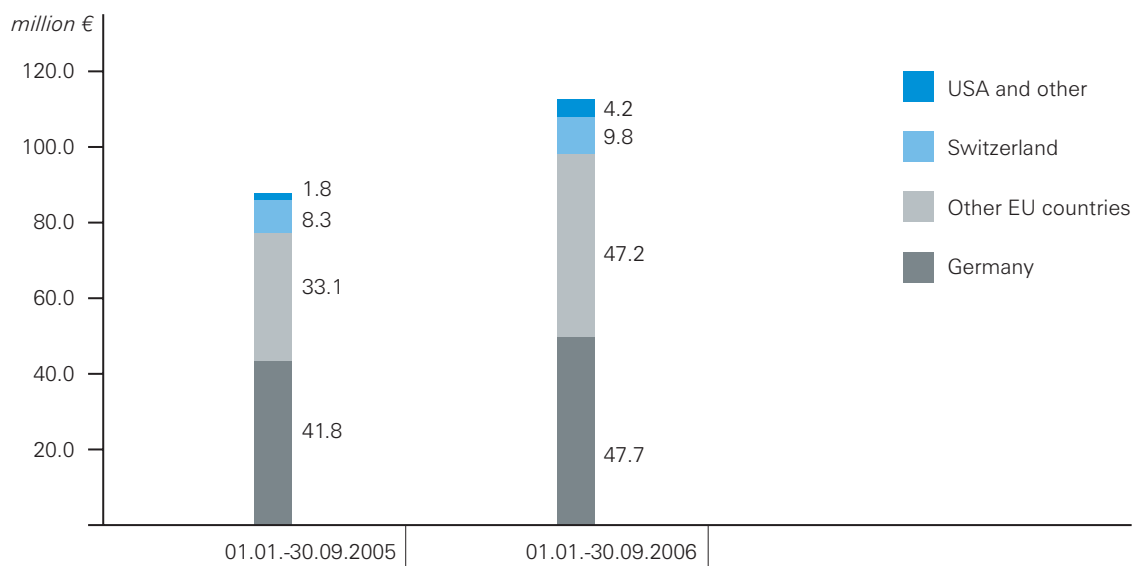
**Customer growth - eCommerce**



### 6.3. International business

Sales in Germany continue to enjoy strong growth. However, this growth is surpassed by our growth abroad. As a result, international sales are increasing relative to our total sales and sales in Germany are falling relative to our total sales. This is due to Delticom AG's increasingly international business. The company now has more than 60 online shops in more than 25 European countries and one shop each in the USA and Canada as well as a test shop in Japan, and is recording increasing sales and further market penetration in each of these markets. For example, sales that were nearly as strong as in Germany were already recorded in the remaining EU countries as of September 30, 2006. Delticom has key Internet domains in these countries such as [www.pneus.fr](http://www.pneus.fr) (France), [www.reifen.de](http://www.reifen.de) (Germany), [www.pneumatico.it](http://www.pneumatico.it) (Italy), [www.neumaticos.es](http://www.neumaticos.es) (Spain) or [www.tires-easy.com](http://www.tires-easy.com) (USA). Income in the USA has already significantly more than doubled year-on-year. This business is thus constantly growing more independent of the German market.

#### Sales by region





#### 6.4. Service partners

The service partners who mount the tyres for the customers are a key factor for Delticom AG's business success. In total, Delticom had more than 10,000 service partners in 22 countries as of September 30, 2006. Of this total, around one third are in Germany, 13% are in the UK, 9% in the USA, 7% in France and 6% in Italy.

##### 10,028 service partners in 22 countries

Germany	3,603
UK	1,255
USA	857
France	729
Italy	624
Rest of Europe	2,960

#### 7. Outlook for the current fiscal year

The fourth quarter is traditionally the strongest quarter of the year as a result of the road conditions in poor weather (Q4 2005: sales = € 44 million). Last year, eCommerce sales in Q4 were almost double the Q3 figure (i.e., around € 22 million in Q3 and around € 40 million in Q4). The legal requirement for winter tyres in Germany and the anticipated subsequent demand for winter tyres mean that Delticom's forecast for the fourth quarter is positive. In addition, sales in the USA are forecast to be significantly stronger than last year. Delticom AG's Managing Board is confident that it will reach sales for the year as a whole totaling at least € 170 million, and that it will be able to again improve the EBIT margin compared to these Q3 figures.



## D. Quarterly financial statements

1. Consolidated Balance Sheet

in thousand €	September 30, 2006	December 31, 2005
<b>Assets</b>		
<b>Current assets</b>		
Cash and cash equivalents	3,693	2,105
Securities	0	0
Trade receivables	8,328	5,566
Inventories	20,749	11,932
Deferred tax assets	0	0
Other receivables	1,555	2,301
<b>Total current assets</b>	<b>34,325</b>	<b>21,905</b>
<b>Noncurrent assets</b>		
Property, plant and equipment	420	347
Intangible assets	470	470
Financial assets	1,000	1,000
Other receivables	135	125
<b>Total non-current assets</b>	<b>2,025</b>	<b>1,942</b>
<b>Total assets</b>	<b>36,350</b>	<b>23,846</b>
<b>Liabilities</b>		
<b>Current liabilities</b>		
Current interest-bearing liabilities	0	3,054
Trade payables	22,491	9,742
Provisions for taxes	1,185	1,273
Other provisions	7	17
Other current liabilities	3,483	2,282
<b>Total current liabilities</b>	<b>27,166</b>	<b>16,368</b>
<b>Noncurrent liabilities</b>		
Noncurrent provisions	19	17
Deferred tax liabilities	101	108
<b>Total non-current liabilities</b>	<b>120</b>	<b>125</b>
<b>Equity</b>		
Issued capital	3,096	3,000
Share premium	2,618	100
Adjustment item for currency conversion	-	2
Retained earnings	200	200
Net retained profits	3,150	4,051
<b>Total equity</b>	<b>9,064</b>	<b>7,353</b>
<b>Total liabilities</b>	<b>36,350</b>	<b>23,846</b>

## 2. Consolidated income statement

in thousand €	July 1 to September 30		January 1 to September 30	
	2006	2005	2006	2005
<b>Sales</b>	33,492	27,452	108,907	85,058
Other operating income	121	3	369	329
Cost of materials	(26,453)	(22,128)	(85,051)	(67,606)
Gross profit	7,160	5,327	24,225	17,781
Personnel expenses	(727)	(546)	(2,104)	(1,609)
Amortization of intangible assets and depreciation of property, plant and equipment	(55)	(37)	(154)	(110)
Other operating expenses	(5,962)	(4,622)	(17,892)	(13,388)
<b>Earnings before interest and taxes (EBIT)</b>	416	122	4,075	2,674
Financial expenses	(17)	(42)	(127)	(69)
Financial income	140	10	184	40
Net financial result	123	(32)	57	(29)
<b>Pre-tax earnings (EBT)</b>	539	90	4,132	2,645
Income taxes	(194)	(36)	(1,608)	(1,038)
<b>Consolidated net income</b>	<b>345</b>	<b>54</b>	<b>2,524</b>	<b>1,607</b>
<b>Earnings per share in €</b>	<b>0.11</b>	<b>0.01</b>	<b>0.81</b>	<b>0.54</b>

## 3. Consolidated statement of changes in shareholders' equity

in T€	Issued capital	Share premium	Adjustment item for currency translation	Accumulated profits/losses			Total equity
				Revenue reserves	Net retained profits	Total	
<b>Balance at January 1, 2005</b>	<b>2,999.7</b>	<b>100.3</b>	<b>0.02</b>	<b>199.7</b>	<b>2,448.6</b>	<b>2,648.3</b>	<b>5,748.3</b>
Dividends paid	0.0	0.0	0.0	0.0	-1,739.8	-1,739.8	-1,739.8
Currency translation differences	0.0	0.0	2.7	0.0	0.0	0.0	2.7
Consolidated net income	0.0	0.0	0.0	0.0	1,606.9	1,606.9	1,606.9
Conversion of convertible debenture	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Reduction of share premium by IPO costs	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Balance at Sept. 30, 2005</b>	<b>2,999.7</b>	<b>100.3</b>	<b>2.8</b>	<b>199.7</b>	<b>2,315.7</b>	<b>2,515.4</b>	<b>5,618.1</b>

in T€	Issued capital	Share premium	Adjustment item for currency translation	Accumulated profits/losses			Total equity
				Revenue reserves	Net profits	Total	
<b>Balance at January 1, 2006</b>	<b>2,999.7</b>	<b>100.3</b>	<b>1.7</b>	<b>199.7</b>	<b>4,051.1</b>	<b>4,250.8</b>	<b>7,352.4</b>
Dividends paid	0.0	0.0	0.0	0.0	-3,096.5	-3,096.5	-3,096.5
Cleared interim dividends	0.0	0.0	0.0	0.0	-330.0	-330.0	-330.0
Currency translation differences	0.0	0.0	-0.3	0.0	0.0	0.0	-0.3
Consolidated net income	0.0	0.0	0.0	0.0	2,523.4	2,523.4	2,523.4
Convertible debenture - equity component	96.8	2,903.4	0.0	0.0	0.0	0.0	3,000.2
Reduction in share premium by IPO costs	0.0	-385.3	0.0	0.0	0.0	0.0	-385.3
<b>Balance at September 30, 2006</b>	<b>3,096.5</b>	<b>2,618.4</b>	<b>1.4</b>	<b>199.7</b>	<b>3,148.0</b>	<b>3,347.7</b>	<b>9,064.0</b>

## 4. Consolidated cash flow statement

in thousand €	Q1 - Q3 2006	Q1 - Q3 2005
Earnings before interest and taxes (EBIT)	4,075	2,674
Interest received	184	40
Interest paid	-127	-69
Income taxes paid	-1,703	-1,330
Write-ups/write-downs for non-current assets	154	110
Losses from the disposal of non-current assets	1	0
Increase/decrease in provisions	-9	-1
Change in inventories	-8,816	-8,054
Change in receivables and other assets that are not to be allocated to investing or financing activities	-2,356	-5,524
Increase in trade payables and other liabilities that are not to be allocated to investing or financing activities	13,896	9,526
<b>Net cash flow provided by operating activities</b>	<b>5,299</b>	<b>-2,628</b>
Investments in		
Intangible assets	-21	-79
Property, plant and equipment	-207	-94
Financial assets	0	-1,000
Proceeds from the disposal of property, plant and equipment	0	13
Proceeds from the disposal of financial assets	0	-
Payments from the liquidation of subsidiaries	0	-
<b>Cash flow from investing activities</b>	<b>-228</b>	<b>-1,160</b>
Reduction in share premium from IPO costs	-385	
Payments from issuing a convertible debenture	0	3,000
Loans granted to the company	0	1,100
Dividends paid by Delticom AG	-3,097	-1,740
<b>Net cash used in financing activities</b>	<b>-3,482</b>	<b>2,360</b>
Net change in cash and cash equivalents	1,589	-1,428
Changes in cash and cash equivalents due to currency translation	0	3
Cash and cash equivalents – start of period	2,105	4,017
<b>Cash and cash equivalents – end of period</b>	<b>3,694</b>	<b>2,592</b>

## **5. Notes to the quarterly financial statements**

### **5.1. Reporting company**

The Delticom group primarily sells tyres via the Internet. Its divisions comprise Wholesaling and eCommerce. In the wholesale segment, manufacturers tyres are sold to wholesalers and procured for the eCommerce segment, including own-name brands. In the eCommerce segment, tyres are sold to retailers, workshops and end consumers via more than 60 online shops in 28 countries in Europe, the USA, Canada and Japan (currently a test shop).

### **5.2. Basis of presentation**

This quarterly report as of September 30, 2006 has been prepared according to International Financial Reporting Standards. The accounting and valuation methods for the quarterly financial statements are in line with IAS 34, GAS 6 and Section 63 of the Börsenordnung der Frankfurter Wertpapierbörse (Frankfurt Stock Exchange Rules). The same accounting and valuation principles were used as in the consolidated financial statements as of December 31, 2005. The quarterly financial statements include the figures as well as information in the notes on select items of the financial statements. The notes that are required have been prepared such that these offer information on the events and transactions that are needed to understand the change in financial position and results of operations since the last annual financial statements.

### **5.3. Group of consolidated companies**

The Delticom group comprises Delticom AG, domiciled in Hanover, as well as three wholly-owned subsidiaries. In addition to Delticom Tyres Ltd. in Oxford, Delticom also holds a 100% interests in the Rumanian company Netix SRL and Reifendirekt GmbH in Hanover. The Rumanian company provides services, for example call center services, to third-party companies. Hanover-based Reifendirekt GmbH is an advertising agency and buys in advertising for the Delticom group, in part at agency prices.

#### 5.4. Notes to the consolidated income statement

##### 5.4.1. Sales and IPO costs

The positive business trend has continued. Growth is driven in particular by the eCommerce division. During the first nine months of the year, sales totaled around € 108.9 million, which is thus up by 28.0% compared to Q3 2005.

Other operating expenses include one-off costs totaling € 408 thousand (provisional) that are indirectly linked to the IPO. These costs are included under other operating expenses, as these are costs that cannot be directly allocated.

##### 5.4.2. Calculation of earnings per share

Earnings per share are calculated in line with IAS 33. As there are no potential shares (financial instruments and other agreements that authorize the bearer to acquire ordinary shares), no diluted earnings per share have been calculated. The calculation of the earnings per share was based on net income after taxes and the weighted average number of shares issued during the fiscal year totaling 2,999,700 shares plus the newly issued 96,780 ordinary shares issued in August 2006 (total: 3,096,480).



### 5.4.3. Segment figures

#### Segment reporting

in thousand €	Q1–Q3 2006				Q1–Q3 2005			
	eCommerce (B2C)	Wholesale (B2B)	Not allocated	Group	eCommerce (B2C)	Wholesale (B2B)	Not allocated	Group
Sales	95,343	13,564	0	108,907	68,744	16,314	0	85,058
Other operating income	191	0	178	369	119	75	135	329
Cost of materials	-72,859	-12,192	0	-85,051	-53,257	-14,349	0	-67,606
<b>Gross profit</b>	<b>22,675</b>	<b>1,372</b>	<b>178</b>	<b>24,225</b>	<b>15,606</b>	<b>2,040</b>	<b>135</b>	<b>17,781</b>
Personnel expenses	-862	-282	-960	-2,104	-601	-286	-722	-1,609
Amortization/ depreciation	-66	-44	-44	-154	-46	-32	-32	-110
Property, plant and equipment	-44	-44	-44	-132	-33	-32	-32	-97
Intangible assets	-22	0	0	-22	-13	0	0	-13
Other operating expenses	-15,593	-489	-1,810	-17,892	-11,948	-853	-587	-13,388
Receivable losses and Individual write-downs	-535	-126	0	-661	-546	-118	0	-664
<b>Earnings before interest and taxes</b>	<b>6,154</b>	<b>557</b>	<b>-2,636</b>	<b>4,075</b>	<b>3,011</b>	<b>869</b>	<b>-1,206</b>	<b>2,674</b>
Financial result				57				-29
Income taxes				-1,608				-1,038
<b>Consolidated earnings</b>				<b>2,524</b>				<b>1,607</b>

#### Sales by segments and regions

in thousand €	Q3 2006	Q3 2005	Q4 2005	July 1–September 30	
				2006	2005
<b>Segments</b>					
eCommerce	28,915	21,590	40,411	95,343	68,744
Wholesale	4,577	5,862	3,758	13,564	16,314
<b>Total</b>	<b>33,492</b>	<b>27,452</b>	<b>44,169</b>	<b>108,907</b>	<b>85,058</b>
<b>Regions</b>					
Germany	14,809	13,620	24,813	47,663	41,806
Rest of Europe	15,194	11,065	13,645	47,163	33,142
Switzerland	2,528	2,208	4,397	9,832	8,340
USA, Canada and other	961	559	1,315	4,248	1,770
<b>Total</b>	<b>33,492</b>	<b>27,452</b>	<b>44,169</b>	<b>108,907</b>	<b>85,058</b>

## 5.5. Other notes

### 5.5.1. Capital expenditure

The company's capital expenditure totaled € 228 thousand, of which € 207 thousand was invested in property, plant and equipment and € 21 thousand in intangible assets. The main investments related to the acquisition of domains and office and operating equipment.

### 5.5.2. Dividends paid

A dividend of € 1.00 per share for the fiscal year 2005 was paid to shareholders in the third quarter in line with the corresponding resolution by the meeting of the Managing Board on August 30, 2006.

### 5.5.3. Number of employees

The company had an average of 59 employees during the period under review. This calculation is based on the number of employees taking into account the number of hours worked.

### 5.5.4. Director's Holdings

As of September 30, 2006, Delticom AG's registered share capital totaled 3,096,480 no-par value shares.

#### Managing Board's shareholdings as of September 30, 2006

Rainer Binder (indirect shareholding via Binder GmbH)	Dr. Andreas Prüfer (indirect shareholding via Prüfer GmbH)
1,099,907 (35.52%)	1,048,148 (33.85%)

#### Supervisory Board's shareholdings as of September 30, 2006

Peter Stappen	Bernhard Schmid	Alan Revie
0	0	129,401

### 5.5.4. Events of particular importance after the end of the third quarter: Delticom shares

Delticom AG is listed on the Frankfurt Stock Exchange's „Prime Standard“; it is traded under ISIN DE0005146807. The offering was based on the prospectus dated October 16, 2006 (with addendum no. 1 dated October 23, 2006). The subject of the offer were up to 1,132,610 no-par value bearer shares with a proportionate interest in the share capital of € 1.00 per share, and with full profit participation rights from January 1, 2006. Of this total, 850,000 shares were from a capital increase against cash contributions from authorized capital, which was resolved by the Managing Board on October 25, 2006 with the approval of the Supervisory Board on the same date.



## E. Financial calendar

February/March	Publication of preliminary figures 2006
April 18, 2007	Financial statements 2006
May 23, 2007	Q1 report 2007
Mai 2007	Annual General Meeting 2007
August 22, 2007	Q2 report 2007
November 21, 2007	Q3 report 2007

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