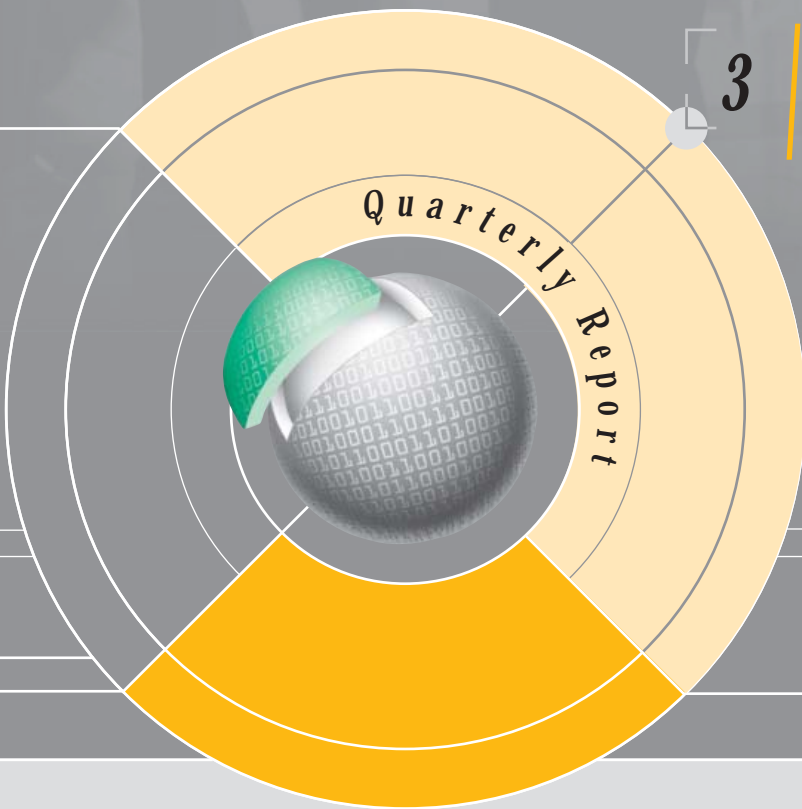




3 | 2002



# 1st Nine Month and 3rd Quarter of 2002 at a Glance

	01.01.02- 30.09.02 Tsd. EUR	01.01.01- 30.09.01 Tsd. EUR	01.07.02- 30.09.02 Tsd. EUR	01.07.01- 30.09.01 Tsd. EUR
<b>Revenues and income</b>				
Revenues	43,067	40,968	13,923	14,458
<i>Change</i>	5%		(4%)	
Revenues Consulting	36,987	36,880	11,782	12,738
	0%		(8%)	
Revenues Software	6,080	4,088	2,141	1,720
	49%		24%	
Revenues Germany	18,211	18,958	6,356	6,992
	(4%)		(9%)	
Revenues foreign countries	24,856	22,010	7,567	7,466
	13%		1%	
Earnings before interest, taxes, depreciation and amortization (EBITDA)	3,250	3,739	1,672	2,007
	(13%)		(17%)	
Earnings before interest and taxes (EBIT)	894	1,132	837	1,089
	(21%)		(23%)	
Earnings before taxes (EBT)	1,275	1,724	971	1,311
	(26%)		(26%)	
Net income	(110)	315	207	604
	(135%)		(66%)	
Earnings per share (in EUR)	(0,02)	0,06	0,04	0,12
	(133%)		(67%)	
<b>Investments and depreciation</b>				
Investments	6,386	1,736	2,970	2,893
	268%		3%	
Depreciation	2,356	2,607	835	918
	(10%)		(9%)	
<b>Key figures</b>				
Gross margin	35.7%	34.6%	37.0%	35.2%
EBITDA margin	7.6%	9.1%	12.0%	13.9%
EBIT margin	2.1%	2.8%	6.0%	7.5%
Net cash from operating activities	4,192	738	1,165	(1,641)
Net cash from investing activities	(6,386)	(1,736)	(2,970)	(2,893)
Net cash from financing activities	(774)	(361)	(385)	(12)
	30.09.02	30.09.01		
Equity ratio at the end of Q3	70.6%	70.9%	Negative figures are shown in parentheses.	
Employees at the end of Q3	654 6%	619		

## Dear Stockholders and Business Partners, dear Madam or Sir,

practically no company is able to escape from the tough reality these days. The current situation has not changed. For months the telecommunications and IT sectors have seen frequent reports of plummeting sales, stock-market lows, and misguided investments. According to many experts, the industry is in the middle of a home-grown conceptional crisis. The rapid growth of past years has often given way to stagnation or even decline. The most frequent means chosen by companies to deal with the situation is to reduce their workforces and to draw less on the services of external providers. At the same time, however, this is an excellent time for companies to rethink their own strategies.

Especially for an enterprise the size of REALTECH, these circumstances make it all the more important to make an accurate assessment of the present situation and draw the right conclusions. We most certainly benefit from REALTECH's clear international orientation, as is demonstrated by the fact that 58% (previous year: 54%) of our revenue in the first nine months of this year were recorded by foreign subsidiaries. Yet pressure on daily rates and the postponement of consulting projects or software investments make it necessary to respond to the situation by cutting costs. In taking suitable measures, we have been able to continue to record positive operating results and thus provide security for the future.

When it comes to the details of our growth, REALTECH has increased revenues by 5% from €41.0m to €43.1m in the first nine months of this year. Viewed on its own, however, the third quarter of 2002 has brought a 4% drop from €14.5m to €13.9m. This result includes a 4% decrease in revenues in Germany for the nine-month period and a 9% drop on a quarterly basis. Revenues by foreign subsidiaries, on the other hand, increased in the first nine months from €22.0m to €24.9m, which constitutes an 13% increase on last year's figure. The largest proportion of this is generated by the region of Europe without Germany, which makes up €21.4m, or 50% of total revenues (€18.1m, or 44% in the previous year). Compared to the third quarter of last year, foreign sales remained fairly constant at €7.6m (previous year: €7.5).

This year so far, the sales growth recorded by the REALTECH Group has been primarily determined by software solutions, a comparably young division of our company. Based on the first nine months, software contributes 14% (previous year: 10%) to the total revenues, and if we consider the third quarter alone, this figure is even 15% (previous year: 12%).

Earnings before interest, taxes, depreciation, and amortization (EBITDA) for the nine-month period dropped by 13% to €3.3m (previous year: €3.7m), and earnings before interest and tax (EBIT) also fell from €1.1m to €0.9m. The picture for the third quarter is as follows: EBITDA decreased by 17% compared to the previous year to €1.7m (€2.0m). There has also been a decrease in EBIT, which now amounts to €0.9m, making it 23% lower than the figure of €1.1m for Q3/2001. This means that, despite the economic difficulties, the company has continued to achieve a positive result for both the nine-month period and the third quarter. This is primarily thanks to the pleasing revenue growth in the area of software solutions.

The positive net interest income, current income taxes, and the fact that we refrained from capitalizing losses carried forward for foreign subsidiaries give rise to consolidated net income of €0.2m (previous year: €0.6m) for the third quarter and minus €0.1m (€0.3m) for the first nine months of the year. Earnings per share for Q3/2002 amount to €0.04 compared to €0.12 for Q3/2001. For the nine-month period, they totaled €0.02 compared to €0.06 in the previous year.

Yours faithfully,

**REALTECH AG**  
The Executive Board



# Highlights

## *Richard Roy joins REALTECH AG's Supervisory Board:*



Richard Roy, an independent management consultant from Dreieich, has become a new member of the Supervisory Board of REALTECH AG as of October 10, 2002. The position was vacant following the departure of Mr. Markus Adam in July 2002. The other members of the Supervisory Board are Dieter Matheis (Chairman), Jürgen B. Harder, Norbert Schwerber, Rainer Schmidt, and Peter Stier.

The 47-year-old obtained a Master's degree in engineering from the Darmstadt university of applied sciences in 1981 then began his career as an office-based sales engineer at Hewlett Packard (HP), where he became a member of the management in 1993. In 1995 he moved to Siemens Nixdorf AG and worked there until 1997 as Executive Vice President and member of the Executive Board. From 1997 to 2002, Mr. Roy held the position of chairman of the Management Board of Microsoft GmbH, VP EMEA Region. Alongside his position with REALTECH, Mr. Roy is also a member of the Supervisory Board and chairman of the accounting and auditing committee of IXOS Software AG, Grasbrunn/Germany.

## *REALTECH penetrates the Japanese market*

In July 2002, REALTECH AG formed a subsidiary, REALTECH Japan Ltd., based in Tokyo. In addition to REALTECH AG, Microsoft Japan Co. Ltd., Nihon Unisys Co. Ltd., and a team of SAP consultants are also key shareholders.

Microsoft Japan Co. Ltd. and REALTECH Japan intend to cooperate closely with one another in the future, with Windows 2000 DataCenterServer, a server platform for SAP R/3, playing a major role. Furthermore, REALTECH Japan is an important partner of Nihon Unisys when it comes to developing the DataCenterServer for the SAP market.

The company will offer services including technology consulting and software for application and system management. REALTECH assists companies in Japan in selecting, implementing, and operating SAP applications. The offering is supplemented by REALTECH's theGuard! System Management Suite product family. The system management solution developed by REALTECH can be used to efficiently monitor and manage complex system landscapes and is also ideal for use in non-SAP environments.

## *Aventis: Authorization concept for SAP Business Information Warehouse (BW) designed and implemented by REALTECH*

Since 1999 Aventis has used SAP Business Information Warehouse (SAP BW) for 820 users with a current data volume of 225 gigabytes and a total of over 15 connected R/3 source systems.

Following a technical review and subsequent optimization, REALTECH designed a detailed authorization concept for the BW system then proceeded to implement it successfully for operational use.

Based on Business Warehouse reporting, Aventis regularly generates quarterly accounts and consolidated annual financial statements. "It goes without saying that the figures for each set of quarterly reports and consolidated financial statements must be validated and made available on schedule. In view of this, it is also vital to ensure that the BW system is maintained and optimized on a regular basis. REALTECH helps us to achieve this ambitious goal," states Antony Hibbert.

New and technologically innovative products are currently in the pilot phase. Following a workshop held by REALTECH, for instance, Aventis is considering the possibility of implementing SAP Web Application Server (WAS) to equip its existing IT system landscape for future challenges. When it comes to planning the upcoming BW upgrade, Aventis continues to count on REALTECH for technology support.



"The basic consulting that Aventis originally requested from REALTECH has increasingly turned into strategic IT consulting. In the meantime we have come to draw on a rounded service concept.", concludes Antony Hibbert.

In 2001 Aventis generated sales of €17.7 billion from its core business, invested around €3 billion in research and development, and employed a total of 75,000 employees worldwide.

*theGuard! ServiceLevelAnalyzer:  
new software gives IT employees  
transparent presentation for their  
system landscape performance*

theGuard! ServiceLevelAnalyzer: new software gives IT employees transparent presentation for their system landscape performance. REALTECH has been supplying theGuard! ServiceLevelAnalyzer, a new software product, since August 2002. This innovative solution allows IT employees and IT organizations within companies to monitor and document agreed Service Level Agreements (SLA) in real time. In developing theGuard! ServiceLevelAnalyzer, REALTECH has enhanced its solution range for application and system management. The new software product works seamlessly with the other components of theGuard! System Management Suite.

Using system management software makes it possible to maximize the availability of IT infrastructures. Yet it is only by defining and adhering to Service Level Agreements that IT employees are able to guarantee optimum performance of applications and networks. IT managers are often faced with the problem of proving that the performance of a system landscape actually meets the contractual agreements. The new product, theGuard! ServiceLevelAnalyzer, monitors the performance of various system components in real time and creates detailed reports.

The reports created by theGuard! ServiceLevelAnalyzer are based on data supplied by the installed components of theGuard! System Management Suite and checked against the contractual rules. Accordingly, SLA reports are available for theGuard! NetworkManager, theGuard! SystemManagementPortal, theGuard! ApplicationManager, theGuard! Helpdesk, and theGuard! InventoryManager.

*New segmentation of the stock market*

In its meeting on October 16, 2002, the council of the Frankfurt Stock Exchange unanimously voted to redefine the segmentation of the stock market at the Frankfurt Stock Exchange. The concept for this was published by the German stock exchange on September 26, 2002. The stock exchange council intends to pass the necessary changes to the stock exchange rules and regulations in November.

As of the beginning of 2003, the Frankfurt Stock Exchange will distinguish between two transparency standards – Domestic Standard and Prime Standard – for the issuance of shares. Based on these segments the German stock exchange will introduce a new sector-based index concept.

In the case of Domestic Standard the requirements prescribed by German legislation will apply. In the case of Prime Standard the requirements will be supplemented by standard international transparency requirements: quarterly reports, international accounting standards (IAS or US GAAP), presentation of a company calendar, at least one analysts' conference each year, as well as ad-hoc disclosures and regular reporting also in English. Companies will be admitted to the Prime Standard segment upon request of the issuer provided that the requirements are met.

The Executive Board of REALTECH AG welcomes the German stock exchange's plans because the new stock market segmentation will improve the quality of the underlying legal conditions on the Frankfurt Stock Exchange, increase transparency on the stock market, and will also enhance the integrity and attractiveness of the capital market for investors and issuers. Having been listed on Frankfurt's Neuer Markt since April 1999, REALTECH AG has already met the above criteria since this date. The company intends to apply for admission to the "Prime Standard" segment.



## Price development and market capitalization

In the first nine months of this year, REALTECH shares almost constantly outperformed the comparative indexes Nemax IT-Services and Nemax All Share. The first quarter of 2002 was characterized by a 34% increase to €7.76 compared to the price of €5.95 at the end of 2001. At the beginning of the second quarter the share price fluctuated but remained fairly constant, while turnover was comparably low. Towards the end of the month up until mid May, the shares lost a little against the market but remained above €6. In mid May the share succumbed a little to pressure and was listed at €3.70 on June 30. The price increased to €4.70 in July before falling again the following month and amounted to €3.95 at the end of August. September was characterized by a constant downwards trend, ending with a price of €2.75. At the same time, trading volume increased progressively over the past three months, exceeding the yearly average for 2002. At the end of the first nine months of 2002, the company's market capitalization was around €14.0m, or just 32% of the book equity of €43.9m on this date. If we go on to compare the market capitalization with net cash and cash equivalents (€16.8m) on September 30, 2002, we can clearly see that this figure totals 83% of the cash position.

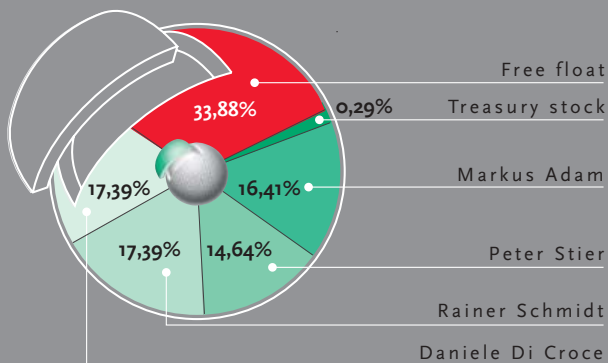
## Revised Investor Relations website

Since September 2002, our stockholders and other interested parties have been provided with an improved Investor Relations Web site. The information available at has been revised and is now displayed in two languages. Navigation has been optimized and the structure has been made more transparent. Alongside basic information, current company announcements, and company figures, the site also contains assessments by our analysts, a download functionality, and the opportunity to order quarterly and annual reports.

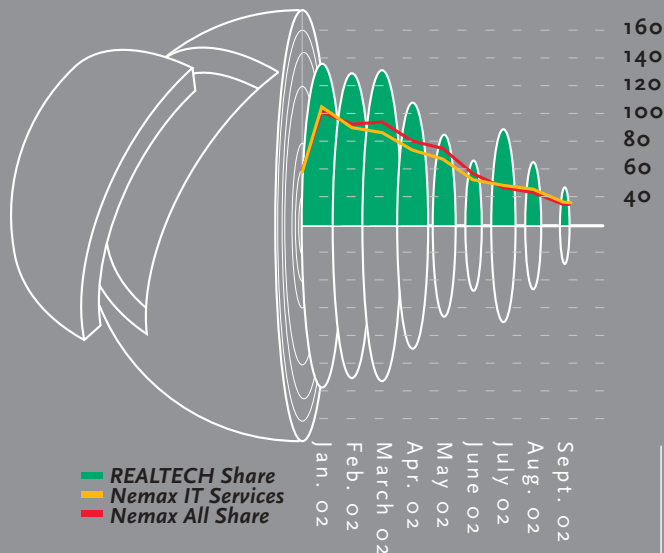
## Stockholder structure and volume of trade with REALTECH shares

The stockholder structure of REALTECH AG hardly changed during the first nine months of 2002. The founders and main stockholders continue to hold the same number of shares. The free float on September 30, 2002 remained at around 34%. In 2002, an average of 4,907 REALTECH shares were traded each day. 48% of the shares were traded in Xetra and 49% on the Frankfurt stock exchange.

## Shareholder Structure of REALTECH AG



## Share Price Index

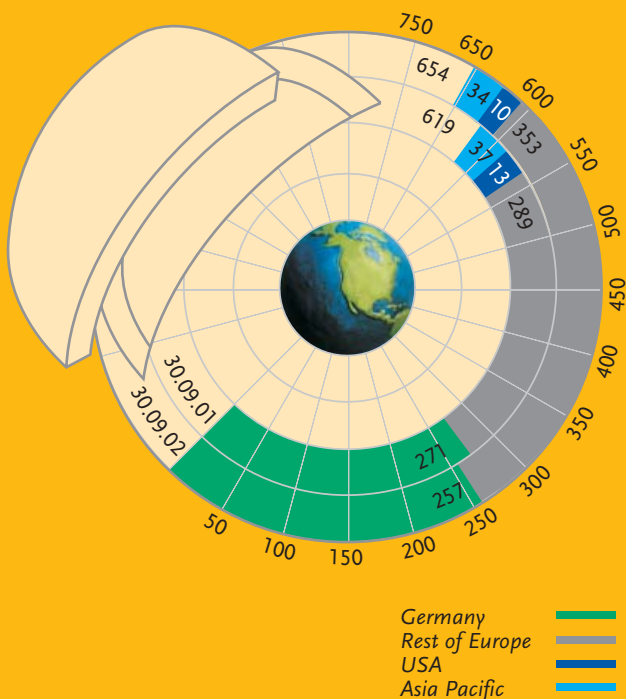


## Shares and Stock Options of the Issuer and Company's Executive Bodies as of September 30, 2002

<b>Issuer</b>	REALTECH AG	14.866 Treasury stock
<b>Executive Board</b>	Daniele Di Croce	885,500 shares
	Michael Knopp	3,000 shares and 25,750 stock options

<b>Supervisory Board</b>	Jürgen B. Harder	--
	Dieter Matheis	--
	Rainer Schmidt	885,500 shares
	Norbert Schwerber	--
	Peter Stier	745,500 shares

# Employees



At the end of September 2002, REALTECH had 654 employees worldwide. This represents an increase of 35 employees, or 6%, compared to the same date of the previous year. Starting at 640 (of which 372 are employed abroad) at the beginning of the year, the number of employees increased by 14 people, or 2%.

As in the previous year, growth – although sluggish – was fastest in the Italian and Spanish REALTECH subsidiaries. At the end of the third quarter of 2002, a total of 397 employees (61%) worked for the company abroad, corresponding to an increase of 14% compared to September 30, 20001 (348 employees). Over half of the total staff – 353 employees – works for REALTECH in Europe excluding Germany. In line with the targets we set for 2002, sales/distribution and marketing demonstrated the strongest growth.



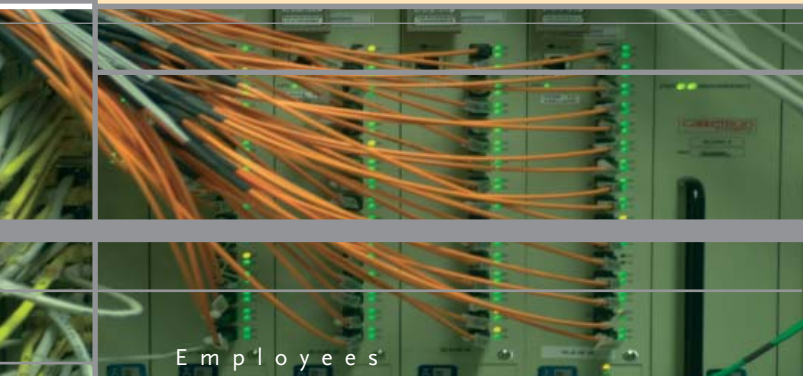
# Outlook

Economic difficulties are everywhere – especially in Germany – and this is clearly demonstrated by economic research institutes in their latest publications, the autumn assessments. Although a slight economic upturn is forecast for the coming year, the situation over the next few months will most likely continue to be characterized by pressure on margins and postponed investments.

In our report on the second quarter we announced that we again expected a positive operating income in fiscal year 2002. We believe that our third quarter results confirm this statement. On the one hand, the measures taken to reduce costs have born fruit. On the other hand, thanks to the fact that our strategy

focuses on the two core areas of technology consulting and software solutions while at the same time maintaining a strong international orientation, REALTECH has a sound basis and significant potential to succeed – even in times of economic weakness such we are currently experiencing.

Whereas, in view of the present conditions, we can describe our sales growth in the area of software solutions as being highly satisfactory, we are unfortunately unable to say the same of technology consulting. Compared to the previous year, sales stagnated over the first nine months of 2002 and even declined in the third quarter. We are now faced with the task of restoring this area to dynamic growth. Due to the poor economic situation, together with the associated difficulties such as pressure on prices and postponed investments, this may present a particular challenge.





# Analysis of the Financial Situation

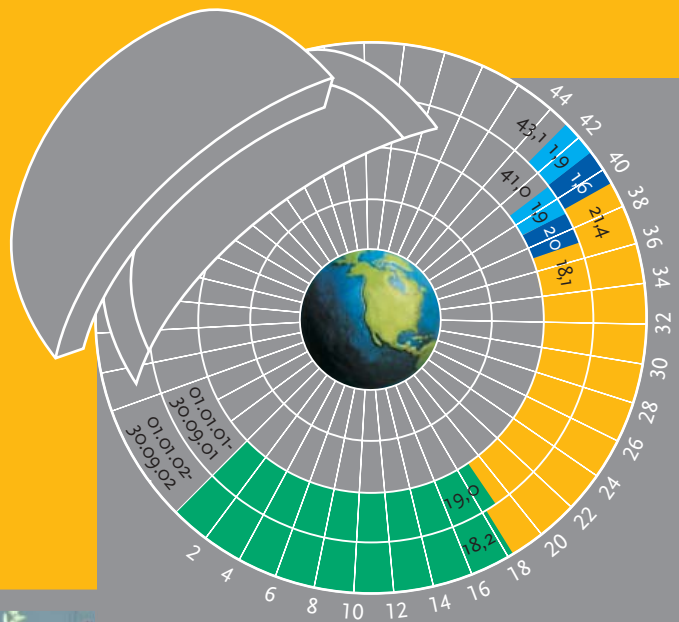
**Revenues** rose in the first nine months of the year from €41.0m to €43.1m – a 5% increase compared to the previous year. However, revenues fell by 4% in the third quarter from €14.5m to €13.9m compared to the third quarter of 2001. This result is based on two contradictory developments. Revenues in the area of software solutions rose from €4.1m to €6.1m in the first nine months of the year, a 49% increase on last year's figure. Taking the third quarter on its own, revenues in this area have increased from €1.7m to €2.1m, that is by 25%. The situation was rather different in the technology consulting segment, though. Whereas the figure for the nine-month period – at €37.0m – remained around the same as for the previous year (€36.9m), revenues in the third quarter alone decreased by 8% from €12.7m to €11.8m compared to the previous year.

Although **cost of revenues** for the first nine months of 2002 have increased in absolute terms, these expenses have actually decreased against revenues, thus increasing the gross profit. In order for the company to remain profitable, the third quarter revenues growth described made it necessary to offset this by reducing cost of revenues. The result of this can be seen in a slight improvement to the gross profit compared to the same quarter of last year, which is largely thanks to the positive growth in the software solutions segment.

The increase in expenditure for **research and development** should also be viewed in this light. An increase can be seen both on a quarterly basis and on a nine-month basis. The expenditure rose from €0.6m to €0.8m in Q3 and from €1.7m to €2.4m over the first nine months. This means that research and development costs for the first nine months of this year amount to 5.7% of revenues, as opposed to 4.2% in the previous year.

The increase in **selling expenses** is also directly related to establishing and expanding the software solutions division. The main factors here are the newly created organizations in Italy and Spain as well as expansion in Germany. Expenses totaled €1.2m in Q3/2002 compared to €0.7m in the same quarter of the previous year, thus representing 8.3% of revenues compared to 4.9% in 2001. Comparing the first nine months of 2002 with the first nine months of the previous year, we have an 84% increase from €2.2m to €4.0m, which means that selling expenses now amount to 9.2% of revenues (5.3%).

The development in terms of **general administrative costs** for the third quarter is along the same lines as for the previous quarters. This is due to the fact that these expenses have dropped both absolutely and relatively against revenues. This is the case not only for Q3 but also for the nine-month period. Whereas expenditure in Q3/2001 amounted to €2.8m, representing 19.4% of revenues, administrative costs of €2.5m were recorded in the past three months, or 17.6% of sales. Comparing the respective nine-month periods, an 9% reduction to €8.9 and 21.0% of revenues can be seen. This represents a continuation of the development in the previous year.



Germany	<span style="color: green;">█</span>
Rest of Europe	<span style="color: yellow;">█</span>
USA	<span style="color: blue;">█</span>
Asia Pacific	<span style="color: lightblue;">█</span>

# Consolidated Statements of Income



	01.01.02- 30.09.02 EUR	01.01.01- 30.09.01 EUR	01.07.02- 30.09.02 EUR	01.07.01- 30.09.01 EUR
Revenues	43,067,361	40,967,725	13,922,780	14,458,013
Cost of revenues	27,680,382	26,812,881	8,777,964	9,373,599
<b>Gross profit</b>	<b>15,386,979</b>	<b>14,154,844</b>	<b>5,144,816</b>	<b>5,084,414</b>
Selling and marketing expenses	3,958,775	2,152,933	1,151,479	710,492
General and administrative expenses	8,868,797	9,787,646	2,445,542	2,801,403
Research and development	2,437,462	1,724,265	770,850	624,413
Other operating expenses	544,585	323,700	370,300	28,773
Other operating income	1,317,059	1,822,608	430,096	454,803
Amortization (and impairment) of goodwill	0	856,712	0	285,571
Depreciation and amortization	0	0	0	0
<b>Operating income</b>	<b>894,419</b>	<b>1,132,197</b>	<b>836,741</b>	<b>1,088,565</b>
Interest income / expenses	408,459	591,495	137,170	222,761
Income from investments and participations	0	0	0	0
Income / expenses from associated companies	0	0	0	0
Depreciation of investments	0	0	0	0
Foreign currency exchange gains / losses	(28,194)	0	(2,823)	0
Other income expenses	0	0	0	0
<b>Earnings before income taxes (and minority interest)</b>	<b>1,274,684</b>	<b>1,723,692</b>	<b>971,088</b>	<b>1,311,327</b>
Income taxes	1,384,962	1,409,215	764,143	707,468
Other income / expenses	0	0	0	0
<b>Earnings before minority interest</b>	<b>(110,278)</b>	<b>314,476</b>	<b>206,945</b>	<b>603,858</b>
Minority interest	0	0	0	0
<b>Net income</b>	<b>(110,278)</b>	<b>314,476</b>	<b>206,945</b>	<b>603,858</b>
Net income per share (basic)	(0.02)	0.06	0.04	0.12
Net income per share (dilluted)	(0.02)	0.06	0.04	0.12
Weighted average shares (basic)	5,078,091	5,080,814	5,077,586	5,078,986
Weighted average shares (dilluted)	5,078,091	5,080,814	5,077,586	5,078,986

Regardless of whether we look at the entire first nine months or just at the third quarter, the **net interest income** has decreased. While loan repayments continued to be made as planned, this is essentially due to the reduced interest rates in 2002 compared to the previous year.

The **net cash from operating activities** grew substantially against the first nine months of 2001. Whereas this was €0.7m in the previous year, the figure for the same period of 2002 was improved to €4.2m. One of the main reasons for this is the reduction in receivables. In spite of the 5% sales increase described above, receivables decreased by 7% compared to December 31, 2001.

In the first nine months of 2002, **capital expenditure** totaled €6.4m. This was partially due to investments in intangible assets and property, plant, and equipment totaling €3.7m. This figure primarily includes the acquisition of a property as well as the development and furnishing of the second Walldorf building opened in June of this year. In addition, a total of €2.7m was invested in financial assets. This figure mainly stems from investments in fixed-interest securities.

On September 30, 2002, REALTECH AG had **net cash and cash equivalents** of €16.8m, corresponding to a 7% rise since December 31, 2001 (€15.7m). This is essentially due to the period-on-period reduction in trade receivables already mentioned.

No matters of particular significance that may affect the company's results or circumstances that have affected business development are known other than those listed here.

Negative figures are shown in parentheses.

# Consolidated Balance Sheets

	30.09.02 EUR	31.12.01 EUR
<b>ASSETS</b>		
<b>Current assets</b>		
Cash and cash equivalents	3,921,567	6,947,856
Marketable securities	17,487,057	14,119,654
Trade accounts receivables	17,828,610	19,183,921
Accounts receivable due from related parties	0	0
Inventories	0	0
Deferred taxes	0	0
Prepaid expenses and other current assets	2,071,372	3,491,133
<b>Total current assets</b>	<b>41,308,606</b>	<b>43,742,564</b>
<b>Noncurrent assets</b>		
Tangible assets	12,463,661	11,393,182
Property, plant and equipment	8,967,852	8,677,318
Technical equipment and machines	25,464	16,095
Other equipment, operating and office equipment	3,470,345	2,699,769
Payments on account and assets under construction	0	0
Intangible assets	2,512,793	2,273,215
Concessions, industrial rights and similar rights and assets and licenses in such rights and assets	778,697	542,569
Software manufactured in-house	1,729,893	1,730,254
Payments on account	4,203	392
Financial assets	916,964	1,567,598
Interests in associates	0	0
Loans to associates	0	0
Investment securities	916,964	1,567,598
Other loans	39,427	35,924
Goodwill	4,118,692	4,118,688
Deferred taxes	799,003	778,808
Other assets	0	0
<b>Total noncurrent assets</b>	<b>20,850,540</b>	<b>20,167,415</b>
<b>Total assets</b>	<b>62,159,146</b>	<b>63,909,979</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
<b>Current liabilities</b>		
Current portion of capital lease obligations	0	0
Short term debt and current portion of long term debt	766,938	766,938
Trade accounts payable	1,408,505	2,145,591
Accounts payable to related parties	0	0
Advance payment receive	0	0
Accrued expenses	7,046,550	5,904,571
Deferred revenues	890,819	400,863
Income tax payable	1,015,954	1,742,456
Deferred taxes	227,123	173,533
Other current liabilities	3,107,981	4,138,343
<b>Total current liabilities</b>	<b>14,463,870</b>	<b>15,272,294</b>
<b>Noncurrent liabilities</b>		
Long term debt	3,834,689	4,601,627
Capital lease obligations	0	0
Deferred revenues	0	0
Deferred taxes	0	0
Other liabilities	0	0
Pension accrual	0	0
<b>Total noncurrent liabilities</b>	<b>3,834,689</b>	<b>4,601,627</b>
<b>Total liabilities</b>	<b>18,298,559</b>	<b>19,873,921</b>
Minority interest	0	0
<b>Shareholders' equity</b>		
Share capital	6,467,414	6,467,414
Additional paid-in capital	36,798,418	36,798,418
Treasury stock	(19,002)	(18,033)
Retained earnings	823,919	934,197
Accumulated other comprehensive income	(210,162)	(145,939)
<b>Total shareholders' equity</b>	<b>43,860,587</b>	<b>44,036,057</b>
<b>Total liabilities and shareholders' equity</b>	<b>62,159,146</b>	<b>63,909,979</b>

Negative figures are

# Consolidated Statements of Cash Flows



	01.01.02- 30.09.02 EUR	01.01.01- 30.09.01 EUR
<b>Net income / loss</b>	<b>(110,278)</b>	<b>314,476</b>
<i>Adjustments to reconcile net income to net cash provided by operating activities:</i>		
Depreciation on noncurrent assets	2,355,509	2,606,753
Change in minority changes	0	0
Income from associates	0	0
<i>Change in assets and liabilities:</i>		
Change in accrued expenses	415,478	341,618
Change in deferred taxes	33,395	(147,443)
Change in other assets	2,775,072	(2,385,773)
Change in other liabilities	(1,277,492)	8,576
<b>Net cash from operating activities</b>	<b>4,191,684</b>	<b>738,208</b>
Investment in noncurrent assets	(3,696,806)	(2,835,667)
Asset disposals	31,236	144,822
Change in investments	(2,270,272)	955,053
<b>Net cash from financing liabilities</b>	<b>(6,385,842)</b>	<b>(1,735,792)</b>
Change in financial liabilities	(766,938)	(385,189)
Additional paid-in capital	0	0
Purchase of treasury stock	(969)	(5,722)
Cumulate other comprehensive income	(5,816)	30,055
<b>Net cash from financing activities</b>	<b>(773,723)</b>	<b>(360,856)</b>
<b>Net change in cash and cash equivalents</b>	<b>(2,967,881)</b>	<b>(1,358,440)</b>
Translation adjustments	(58,408)	(58,436)
Cash and cash equivalents at beginning of period	6,947,856	3,842,471
Cash and cash equivalents at end of period	3,921,567	2,425,595

## Statements of Changes in Consolidated Shareholders' Equity

	01.01.02 - 30.09.02 EUR	01.01.01 - 30.09.01 EUR
Shareholders' equity as of January 1	44.036.057	46.144.217
Net income / loss	(317.223)	(289.382)
Treasury stock	(969)	(5.721)
Unrealized income / losses on security transactions	(5.816)	(1.135.470)
Translation adjustments	(58.408)	(58.436)
Shareholders' equity as of September 30	43.860.587	45.259.066

## Segment Reporting

	01.01.02 - 30.09.02 EUR	01.01.01 - 30.09.01 EUR	01.07.02 - 30.09.02 EUR	01.07.01 - 30.09.01 EUR
<b>Consulting*</b>				
Revenues	36,987,682	36,879,903	11,782,265	12,738,489
Cost of revenues	25,649,320	25,798,887	8,021,208	9,031,862
Gross profit	11,338,361	11,081,017	3,761,056	3,706,627
*incl. Hosting	504,751	465,847	133,498	147,818
<b>Software</b>				
Revenues	6,079,680	4,087,822	2,140,515	1,719,524
Cost of revenues	2,031,061	1,013,994	756,755	341,738
Gross profit	4,048,618	3,073,828	1,383,760	1,377,787

shown in parentheses.



# Financial Calendar 2003

March 20, 2003	Publication of report 2002
May 8, 2003	Publication of the report on the 1st quarter of 2003
May 15, 2003	Annual General Meeting, Kongress- und Kulturzentrum Palatin, Wiesloch
August 7, 2003	Publication of the report on the 2nd quarter of 2003
November 6, 2003	Publication of the report on the 3rd quarter of 2003

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