

## **Half annual report January - June 2002 Pelikan Group**

### **Sales**

The Pelikan Group achieved net sales of CHF 100 million for the period January . June 2002. This is an operational increase of 1%, however the decrease of about 3% is due to currency deviation. The request of all product group was maintained.

### **Result**

Results from operations improved to CHF 8.7 million from CHF 7.5 million recorded last year. Continuous effort to reduce fixed cost and higher productivity enable the Group to achieve this positive trend. Pretax profit of CHF 4.9 million is more than 80% higher than that of the previous year. The results were due to improved operational results and lower pension cost for the period.

### **Personnel**

The number of personnel further decreased to 926 (prior year 953) at the end of June 2002.

### **Pelikan Holding AG**

Pelikan Holding AG shows a profit of CHF 1,7 million (prior year loss CHF 1,1 million) for the first six months of the year. The improvement is due to higher income from investments and lower intercompany interest.

### **Closing of QUADRIGA plus**

The distribution partners decided on 9th August 2002 to close the German company Quardriga plus which was set up for the modern distribution channels. Deliveries to former customers of Quadriga plus will be directly made by each of the producers and hence Pelikan forecasts no sales losses resulting from this reorganization. However, closing costs will have a slight impact of CHF 0.5 million on our result for the second half of 2002.

### **Outlook 2002**

The economy in Germany is not expected to improve significantly whilst the global economy continues to face uncertainty. Consumer demand will remain similar for the second half of the year. Baring the above, the Group is not expected to achieve higher results for the second half of the year than that of the first half. However, continuous efforts are being made to penetrate new markets for our products. This coupled with better cost control will enable the Group to achieve better results than the previous year.

Pelikan Holding AG President  
Baar, September 4, 2002