

# Key Data

	under IFRS		under US GAAP						under Austrian law (SPV – fully consolidated)			
	2004	2003	2003	2002	2001	2000	1999*	1998*	1997	1996	1995	
<b>Sales and result</b>												
Sales	EUR mill.	871	747	622	626	623	599	550	547	522	566	632
Sales outside of Austria	%	83.7	83.6	79.2	78.9	79.3	80.5	81.9	80.6	81.8	83.0	83.2
Income from operations /												
Operating result	EUR mill.	104	90	74	78	65	70	9	17	-21	-3	28
Financial result	EUR mill.	0	-5	4	-6	1	0	-5	-9	-26	0	-5
Result from ordinary business activities	EUR mill.									-47	-2	23
Income before taxes	EUR mill.	104	85	78	72	65	69	4	8			
Extraordinary result	EUR mill.									0	-9	0
Taxes on income	EUR mill.	-26	-21	-17	-23	-20	-23	0	-3	0	0	-4
Result from discontinued operations	EUR mill.	0	0	-1	-1	9	-4	0	0			
Net income / Profit/loss for the year	EUR mill.	78	64							-48	-11	18
Share of net income of shareholders of Lenzing AG	EUR mill.	68	59	59	48	54	42	4	6			
<b>Cash flow</b>												
Gross cash flow	EUR mill.	128	116	104	102	86	37	61	70	55	33	72
Gross cash flow in % of sales	%	14.7	15.5	16.8	16.3	13.9	6.2	11.1	12.8	10.5	5.8	11.3
Net cash from operating activities	EUR mill.	95	127	109	127	82	28	61	50	49	67	73
Net cash used in investing activities	EUR mill.	-36	-11	-16	85	59	-9	22	48	-38	-104	22
<b>Investments (intangible assets and property, plant and equipment)</b>												
	EUR mill.	61	139	131	42	67	41	39	39	87	154	56
<b>Assets structure**</b>												
Non-current assets	%	64.9	60.8	63.1	63.6	65.0	59.4	62.0	63.2	60.1	58.2	47.2
Current assets	%	35.1	39.2	36.9	36.4	35.0	40.6	38.0	36.8	39.9	41.8	52.8
Balance-sheet total	EUR mill.	946	897	809	689	686	691	688	689	840	850	775
<b>Capital structure**</b>												
Equity	%	48.5	45.3	49.6	51.1	45.6	39.3	33.7	33.3	22.1	29.6	32.5
Social capital	%	7.0	7.2	7.5	8.7	8.6	8.3	19.1	19.0	14.1	13.5	14.3
Liabilities (exclusive of social capital)	%	44.5	47.5	42.9	40.2	45.8	52.4	47.2	47.7	63.8	56.9	53.2
<b>Key data</b>												
Return on sales (ROS) <sup>1)</sup>	%	8.9	10.3	10.0	8.8	7.7	10.5	1.5	3.1	-6.4	2.0	5.4
Return on capital employed (ROCE) <sup>2)</sup>	%	12.3	14.3	13.7	13.1	11.7	15.5	2.0	3.9	-4.8	1.7	5.3
Return on equity (ROE)	%	18.0	17.0	15.8	14.5	18.6	16.8	1.9	2.5	-21.7	-0.9	9.1
EBIT <sup>3)</sup>	EUR mill.	104	90	74	78	65	70	9	17	-21	-3	28
EBITDA <sup>4)</sup>	EUR mill.	160	135	116	121	102	108	61	66	63	50	81
EBITDA margin	%	18.4	18.0	18.6	19.4	16.4	18.0	11.1	12.0	12.1	8.8	12.8
OEVFA earnings/deficiency per share	EUR									-8.2	-4.8	3.0
Earnings per share	EUR	18.5	16.0	16.2	13.1	14.8	11.5	1.2	1.5			
<b>Staff at year-end</b>												
		4,845	4,523	3,058	3,365	3,282	3,216	3,166	3,226	4,781	4,936	4,906

1) = NOPAT (= Result from operating activities (EBIT) less proportional income taxes) sales

2) = NOPAT  
(Equity incl. shares of other shareholders incl. investment grants less deferred taxes  
+ Interest-bearing debt  
- Cash and cash equivalents  
- Investments held as current assets  
- Investments in associates and other financial assets) 01/01 + 31/12/2

3) = Income before taxes and financial result (income from operations)

4) = EBIT plus depreciation and amortization of intangible assets and property, plant and equipment minus reversal of investment grants

1) = NOPAT (= Income from operations (EBIT) less proportional income taxes) sales

2) = NOPAT  
The average of stockholders' equity and minority interests  
+ Interest-bearing debt  
- Cash  
- Investments  
- Current and non-current securities and loans

3) = Income before taxes, minority interest and financial result

4) = EBIT plus depreciation and amortization of intangible fixed assets and property, plant and equipment

1) = Profit/loss for the year before extraordinary result and net interest change sales

2) = Profit/loss for the year before extraordinary result and net interest change  
average of total liabilities and stockholders' equity  
- Provision for taxes  
- Other provisions  
- Payments received on account of orders  
- Accounts payable trade  
- Accounts payable to unconsolidated subsidiaries  
- Accounts payable to associates  
- Other payables  
- Deferred income

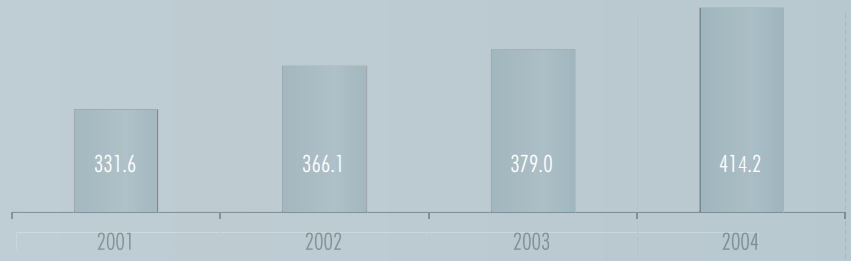
3) = Result from ordinary business activities plus interest

4) = EBIT plus depreciation of property, plant and equipment, amortization of intangible fixed assets and write-down of financial assets

\* LUSAC Group shown as continuing operation

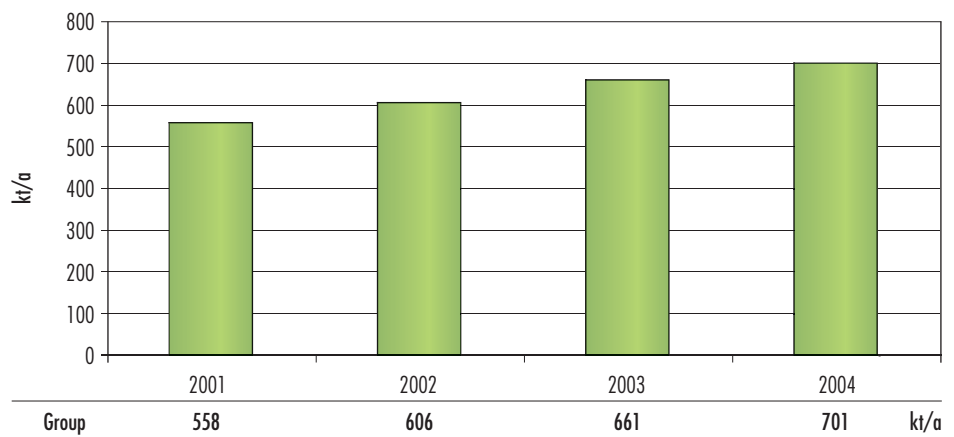
\*\* Netting out deferred taxes in fiscal 2001 resulted in an adjustment of the comparable figures 1998 – 2000.

Development Fiber Production  
Lenzing Group  
1,000 tons/year

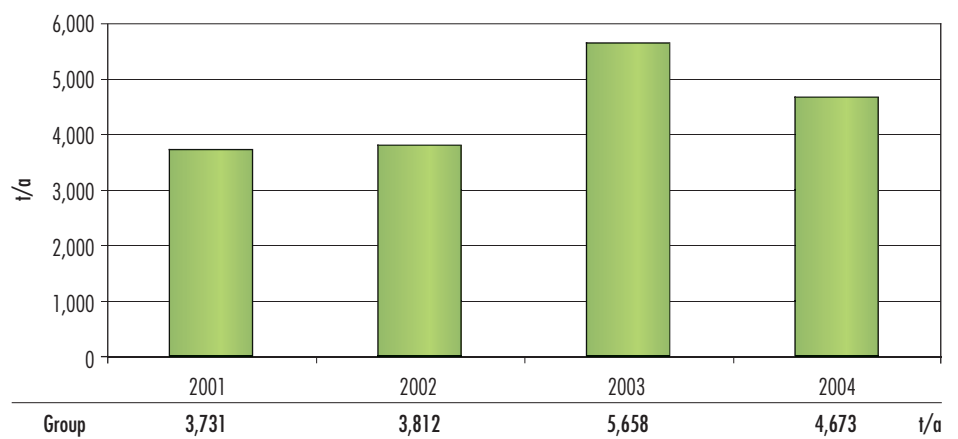


## Emissions into the Atmosphere

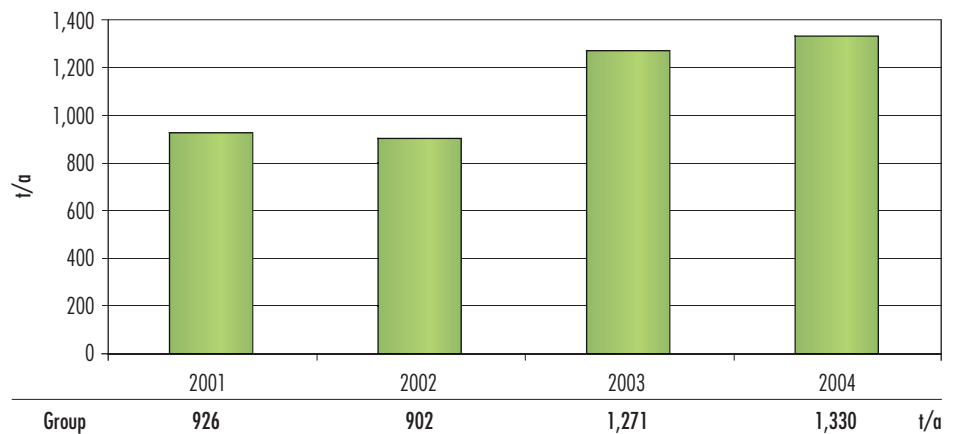
CO<sub>2</sub> fossil  
Lenzing + Purwakarta +  
Grimsby + Mobile



SO<sub>2</sub>  
Lenzing + Purwakarta +  
Grimsby + Mobile

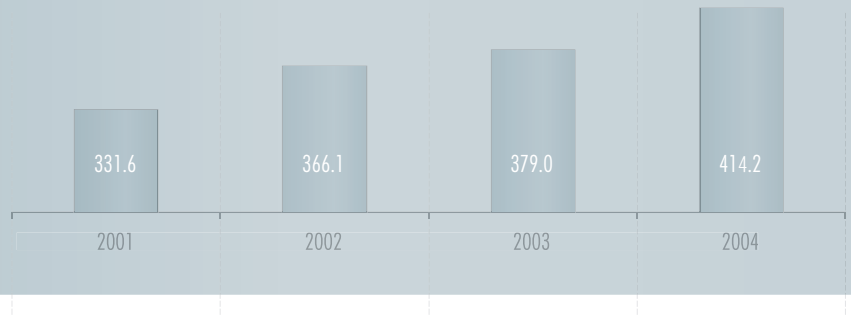


NO<sub>x</sub>  
Lenzing + Purwakarta (2003, 2004)  
+ Grimsby + Mobile

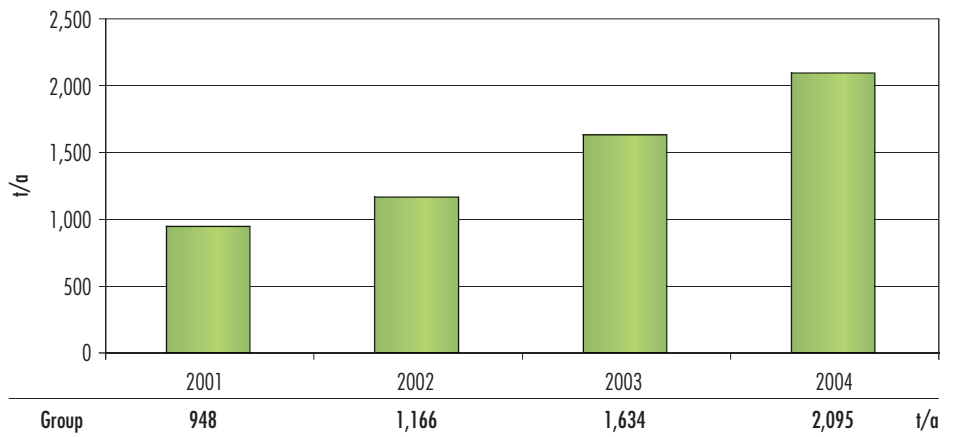


Development Fiber Production  
Lenzing Group  
1,000 tons/year

# Key Data

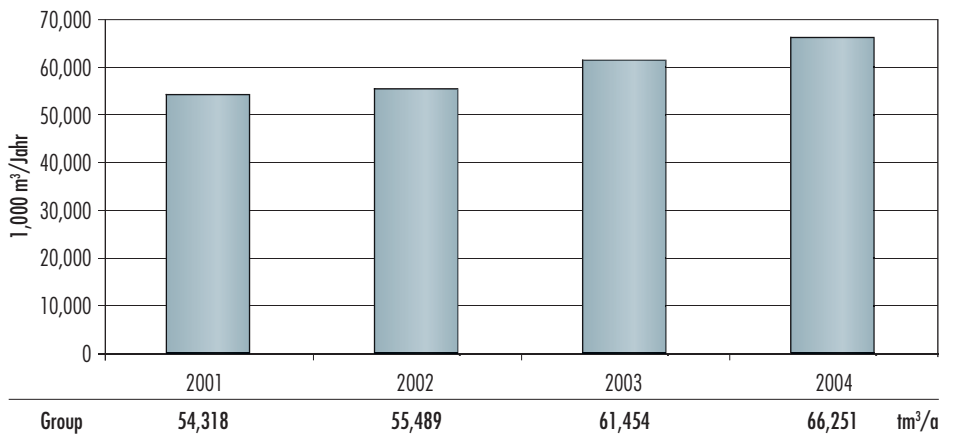


H<sub>2</sub>S  
Lenzing + Purwakarta

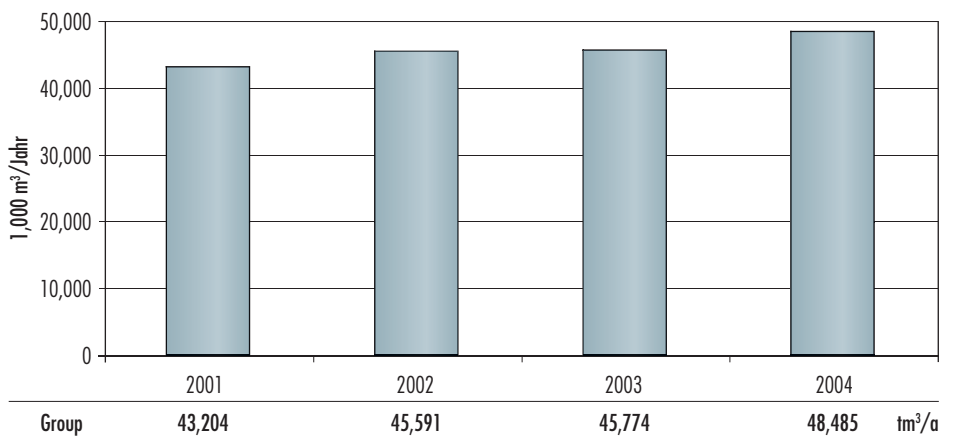


## Emissions into the Hydrosphere

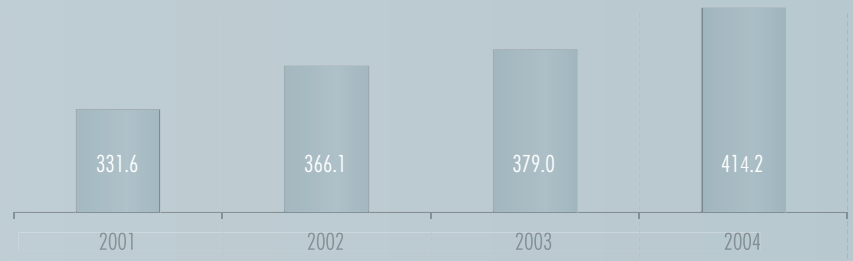
Cooling Water  
Lenzing + Purwakarta + Grimsby



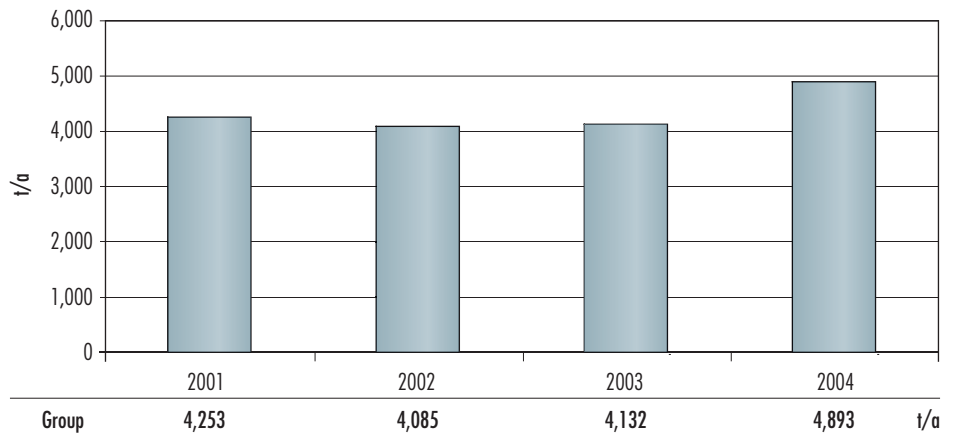
Waste Water  
Lenzing + Purwakarta +  
Heiligenkreuz + Grimsby + Mobile



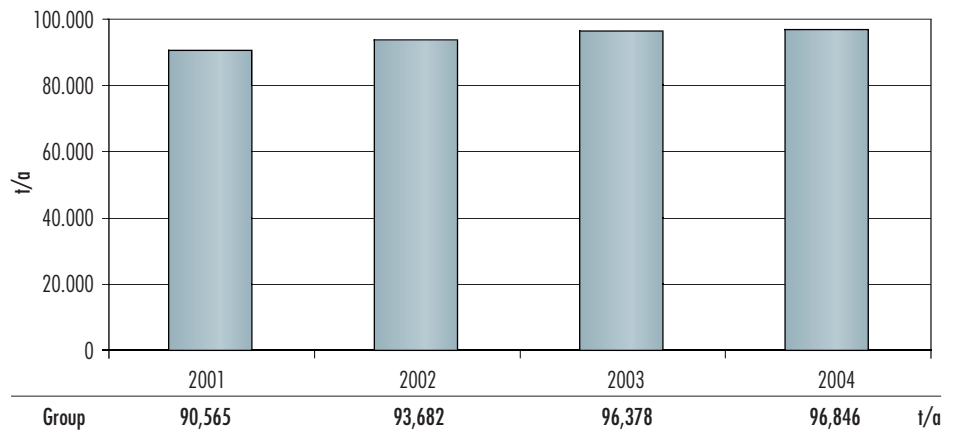
Development Fiber Production  
 Lenzing Group  
 1,000 tons/year



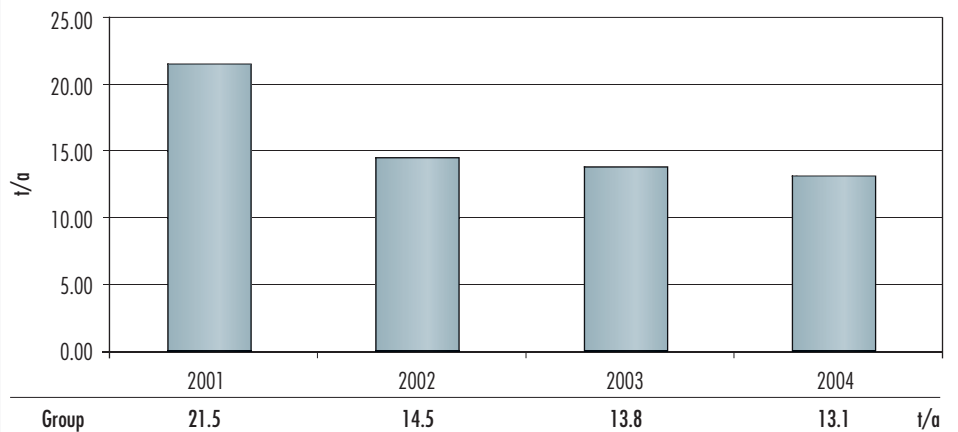
**CSB**  
 Lenzing + Purwakarta +  
 Heiligenkreuz + Grimsby + Mobile



**SO<sub>4</sub>**  
 Lenzing + Purwakarta +  
 Heiligenkreuz



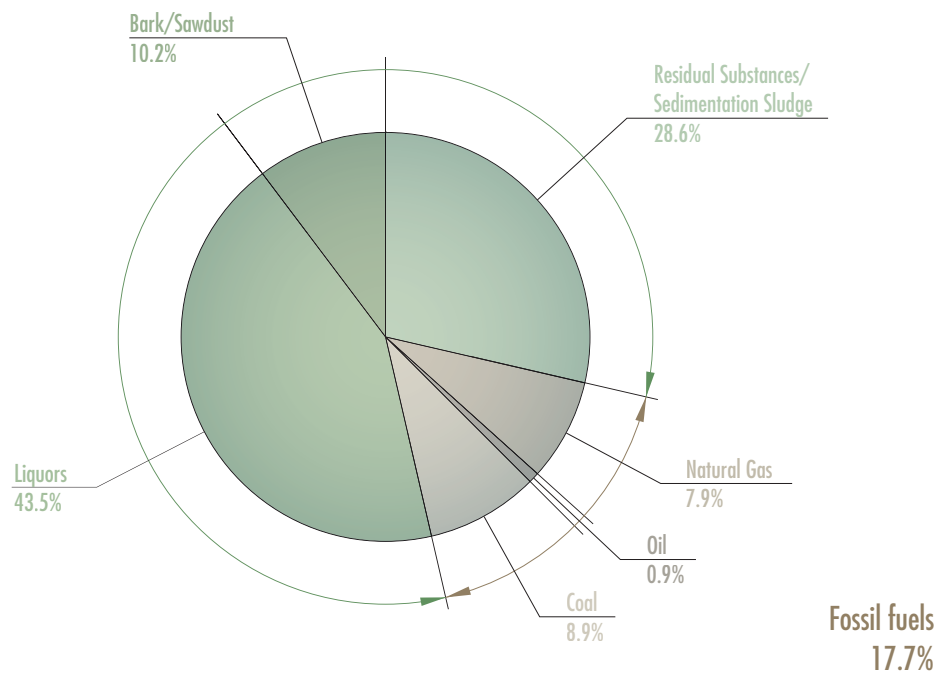
**ZN**  
 Lenzing + Purwakarta



# Key Data

**Fuel Mix at Lenzing AG  
(incl. RVL)**  
Total annual fuel quantity (2004):  
11,743,000 GJ

**Biogenic fuels and  
residual substances  
82.3% CO<sub>2</sub> neutral**



## Development of Injuries Lenzing Site

