



New website – with more for our customers

In April, we launched a new website for our customers which gives them access to far more information than the previous version. For example, all our manuals are now accessible in electronic form via a log-in. The switch from printed to electronic manuals reduces the amount of printing by many thousands of pages each year, and consequently reduces the overall environmental impact. Moreover, it means our customers can always access the latest updated information via the Internet.



Glunz & Jensen in brief

Glunz & Jensen develops, manufactures and markets integrated and innovative solutions for the prepress industry.

Glunz & Jensen's products and solutions cover almost all equipment used in the prepress process in modern printing houses. The largest product area is CtP plate processors, but Glunz & Jensen also focuses on other product areas, including iCtP plate setters, plateline equipment, punch & bend equipment, stackers and software for monitoring and managing the complete prepress processes. Glunz & Jensen has achieved a leading position and a high market share within its core areas, and Glunz & Jensen's products are known for setting the technological standard on the global market.

Glunz & Jensen markets its products through an extensive network of distributors and dealers, and a large part of sales also takes place through OEM customers which include Agfa, Fuji, Heidelberg and Kodak. Glunz & Jensen enjoys close partnerships with several of its OEM customers – partnerships which also include developing new and innovative solutions for the prepress industry.

At the end of May 2009, Glunz & Jensen had 278 employees. Of these, 121 were employed in Denmark, while the remaining employees worked at subsidiaries in Slovakia and the USA.

Glunz & Jensen A/S is listed on the NASDAQ OMX Copenhagen A/S.

Annual Report Annual Report Annual Report Annual Report



The world's first and biggest supplier of low-chemistry processor solutions

In close collaboration with the biggest manufacturers of off-set printing plates for the graphics industry, Glunz & Jensen is paving the way for low-chemistry plate processor equipment. Glunz & Jensen's new ground-breaking processor solutions allow significant reductions in the use of chemicals for treating printing plates.

An extremely environment-friendly solution which simplifies the processing steps and brings savings in several areas such as cleaning time, electricity and water consumption, storage space and, in particular, the purchasing and disposal of chemicals.

GLUNZ & JENSEN

Glunz & Jensen A/S
Haslevvej 13
DK-4100 Ringsted
Denmark
Tel.: + 45 5768 8181
Fax: + 45 5768 8340
gjhq@glunz-jensen.com

Glunz & Jensen, Inc.
12633 Industrial Drive
Granger, IN 46530
USA
Tel.: + 1 574 272 9950
Fax: + 1 574 277 6566
hr-usa@glunz-jensen.com

Glunz & Jensen s.r.o.
Kosická 50
080 01 Presov
Slovakia
Tel.: + 421 51 756 3811
Fax: + 421 51 756 3801
skpr@glunz-jensen.com

www.glunz-jensen.com

CVR: 10239680

GLUNZ & JENSEN

MORE THAN EVER

DEVELOPMENTS IN 2008/2009

In the past financial year, Glunz & Jensen has been noticeably affected by the changed economic outlook.

In H1 2008/09, revenue developed as expected, and earnings developed positively and better than expected.

In H2, market conditions for the graphics industry, including Glunz & Jensen, have been particularly tough, for which reason both revenue and earnings have been lower than expected.

As a result of market developments, in H2 2008/09 Glunz & Jensen implemented a number of measures with a view to cutting costs and ensuring satisfactory results from the group's operations in the current market conditions.

The aim for Glunz & Jensen's product development is to be a turnkey supplier within CtP processor products and to be a leading supplier of products for the graphics industry within other selected areas. Traditionally, Glunz & Jensen has set the technological standards within its product areas, and in order to maintain this strong market position, Glunz & Jensen is always seeking to meet customer requirements and discern and adapt to significant market trends.

In 2008/09, the company's efforts were primarily focused on three areas: Further development of the inkjet-based iCtP technology, the development of new CtP processors and implementing cost reductions within punch & bend.

Earnings performance

In 2008/09, revenue totalled DKK 326.1 million against DKK 433.4 million in 2007/08. The fall in revenue is primarily attributable to declining sales of CtP plate processors, while sales of iCtP products and 'Other prepress equipment' have been growing.

Revenue is divided into four categories: CtP processors, 'Other prepress equipment', conventional processors and spare parts etc. The production of conventional processors was discontinued at the beginning of 2008/09, for which reason figures are no longer reported for this product group.

Revenue from CtP processors totalled DKK 172.8 million against DKK 259.7 million in 2007/08, down 34%. The decline in revenue from CtP processors partly reflects a fall in sales of high-end products for the group's large OEM customers, and partly a change in product mix towards cheaper, environment-friendly, low-chemistry CtP plate processors as well as, not least, the current economic climate.

Revenue from 'Other prepress equipment', which primarily includes punch & bend products, plateline equipment and iCtP products, was DKK 68.4 million against DKK 61.3 million in 2007/08, corresponding to a rise of 12%. This development is attributable to increasing revenue within iCtP, revenue from punch & bend on

a par with the year before and declining sales of plateline equipment. At the end of 2008/09, sales of iCtP products were markedly higher than the previous year, influenced by growing sales of consumables, and sales of the iCtP products have been steadily increasing throughout the financial year despite the crisis in the industry.

Sales of conventional processors (film and conventional plate processors) totalled DKK 7.6 million in 2008/09, corresponding to a fall of 54% relative to 2007/08. The development is in line with the trend in recent years, and sales have now reached a level where it is no longer profitable to continue production. The product line of conventional processors has therefore been phased out towards the end of the financial year.

Sales of spare parts etc. totalled DKK 77.3 million in 2008/09 against DKK 96.0 million in 2007/08, a fall of 20%, as a result of lower levels of activity in the graphics industry.

An operating loss before special items (EBITA) of DKK 19.3 million was reported against a profit of DKK 3.5 million the year before.

Both revenue and EBITA are at a lower level than the most recently published outlook at the start of the financial year.

A loss of DKK 44.8 million was reported for the year compared to a loss of DKK 12.7 million the year before. The result for 2008/09 includes goodwill amortisation of DKK 25.7 million, which relates to the acquisition of Unigraph in 1999. The result for 2007/08 includes goodwill amortisation of DKK 13.5 million, which relates to Glunz & Jensen K&F, Inc.

Throughout the entire financial year 2008/09, Glunz & Jensen has had a positive cash flow. In 2008/09, the cash flow from operating activities was positive at DKK 33.5 million against DKK 15.1 million in 2007/08.

Net interest-bearing debt was reduced to DKK 39.6 million at the end of the 2008/09 financial year against DKK 62.4 million at the end of the 2007/08 financial year.

The equity ratio fell to 47.4% from 52.1% at the end of the 2007/08 financial year.

EBITA for 2009/10 is expected to be significantly better than the result for 2008/09 of DKK -19.3 million.

FINANCIAL HIGHLIGHTS

(DKKm)	2004/05	2005/06	2006/07	2007/08	2008/09	2008/09 ¹⁾ (Mio. €)
Income statement						
Revenue	505.7	484.4	449.8	433.4	326.1	43.8
Gross profit	122.1	118.9	94.9	93.7	68.9	9.2
Operating profit/(loss) before special items (EBITA)	35.0	32.8	(3.2)	3.5	(19.3)	(2.6)
Special items	-	(17.9)	5.1	-	-	-
Impairment of goodwill	(16.7)	-	-	(13.5)	(25.7)	(3.5)
Operating profit/(loss) (EBIT)	18.3	14.9	1.9	(10.0)	(45.1)	(6.1)
Net financials	(1.7)	(2.3)	(0.4)	(3.3)	0.7	0.1
Net profit/(loss) for the year from continuing activities	9.0	8.2	2.8	(12.7)	(44.8)	(6.0)
Net profit/(loss) for the year from discontinued activities	(4.8)	-	-	-	-	-
Net profit/(loss) for the year	4.2	8.2	2.8	(12.7)	(44.8)	(6.0)
Balance sheet						
Assets						
Goodwill	25.7	41.7	41.1	25.7	-	-
Other non-current assets	113.1	111.0	107.8	67.5	101.8	13.7
Current assets	147.7	180.5	158.8	189.3	116.7	15.7
Total assets	286.5	333.2	307.7	282.5	218.5	29.4
Equity and liabilities						
Equity	157.0	160.5	158.9	147.1	103.5	13.9
Non-current liabilities	13.7	12.8	11.0	9.0	9.0	1.2
Current liabilities	115.8	159.9	137.8	126.4	106.0	14.3
Total equity and liabilities	286.5	333.2	307.7	282.5	218.5	29.4
Cash flows						
Cash flows from operating activities	29.1	23.8	(10.8)	15.1	33.5	4.5
Cash flows from investing activities ²⁾	67.1	(21.7)	10.9	(10.9)	(10.1)	(1.4)
Cash flows from financing activities	(100.3)	5.6	(7.0)	(2.0)	(20.9)	(2.8)
Changes in cash and cash equivalents	(4.1)	7.7	(6.9)	(2.2)	2.5	(0.3)
²⁾ of which net investment in property, plant and equipment	(19.9)	(7.3)	18.8	(4.6)	(5.4)	(0.7)
Ratios (%)						
Operating margin (EBITA)	6.9	6.8	(0.7)	0.8	(5.9)	(5.9)
Return on assets	10.4	10.9	(0.7)	1.2	(8.0)	(8.0)
Return on equity after tax	2.7	5.2	1.2	(8.3)	(35.7)	(35.7)
Equity ratio	54.8	48.2	51.6	52.1	47.4	47.4
Other information						
Net interest-bearing debt	49.1	64.5	68.1	62.4	39.6	5.3
Interest cover (EBITA)	9.2	10.9	(0.6)	0.7	(4.7)	(4.7)
Earnings per share (EPS)	2.0	3.9	1.3	(6.0)	(21.4)	(2.9)
Earnings per share, diluted (EPS-D)	2.0	3.8	1.3	(5.9)	(21.4)	(2.9)
Cash flow per share (CFPS)	13.9	11.4	(5.1)	7.2	16.0	2.1
Book value per share (BVPS)	75.0	76.7	75.9	70.1	49.4	6.6
Market price per share	83	85	59	40	20	2.7
Average number of shares (1,000 shares)	2,093	2,093	2,093	2,100	2,094	2,094
Dividend per share	2.0	2.0	0.0	0.0	0.0	0.0
Average number of employees	291	333	362	360	325	325

Earnings per share and diluted earnings per share have been calculated in accordance with IAS 33. Other ratios have been calculated in accordance with "Recommendations and Ratios 2005" issued by the Danish Society of Financial Analysts. Reference is made to definitions under accounting policies in note 29. Under financial highlights and in the management's review, 'Operating profit/(loss) before special items' is referred to as EBITA.

¹⁾ Translated from DKK to EUR at a rate of 744.53.

iCtP – the green solution for smaller printing houses

The iCtP technology has been warmly received:

"We feel very strongly about the environment! Using the PlateWriter, we have removed all the chemistry in our printing house and at the end of the year are also launching some brand new and environmentally-friendly products. In doing so, we are meeting ever stricter environmental standards, and are prepared for when stricter legislation comes into force."

JT Gruppen A/S



Many printing houses around the world are experiencing falling levels of activity and earnings, which means that investments in new technology and new production equipment are largely being postponed or dropped completely, which is affecting the pre-press segment in which Glunz & Jensen operates.

Market developments, but also technological developments, have had a particularly negative impact on sales of CtP processors, which is Glunz & Jensen's biggest product area. Revenue within punch & bend has been stable, while we have successfully increased sales of the iCtP products.



– a standardised processor



The latest product in Glunz & Jensen's range of plate processors is Gecko, which was launched on the US market in September 2009. Gecko is designed for the customer segment which does not require a fully equipped processor with the extensive selection of accessories which normally accompany Glunz & Jensen's processor equipment, but which needs a simple, inexpensive and standardised solution with high processor quality.