



Eichhof Holding AG

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Eichhof Group reports successful market development

Eichhof Getränke expands share of Swiss beer and wine market –

Datacolor strengthens presence in China and continues to expand with ColorVision

color calibration system

In the first half of fiscal year 2004-2005, the Eichhof Group posted gross sales of CHF 126.9 million. EBITDA came to CHF 11 million (1H 2003-2004: CHF 18.1 million), EBIT amounted to CHF 5.5 million (CHF 10.5 million) and net profit stood at CHF 3.7 million (CHF 7.7 million). As the year-back figures included income amounting to CHF 5.9 million and a book profit of CHF 4.9 million on the sale of a property not required for operations, the year-back figures provided below for comparison of the operating results have been adjusted. On this basis, at -0.6%, consolidated gross sales were only slightly lower than the comparable year-back operating figure. The gratifying increase in Datacolor's sales almost offset the decline in sales of Eichhof Getränke. EBITDA decreased by 8.9%, mainly because of the substantial expansion of marketing activities in both businesses. A significantly lower depreciation and amortization requirement meant that EBIT and net profit exceeded the comparable operating results by 23% and 28% respectively.

Eichhof Getränke

Eichhof Getränke net sales decreased by 3.2% to CHF 76.0 million (CHF 78.5 million). This development was not altogether unexpected and was attributable to a combination of factors, including a change in consumption

patterns in the catering sector following the introduction of a lower blood alcohol limit for motorists, the long spell of cold, damp weather over the winter months and persisting subdued consumer sentiment. At CHF 6.4 million (CHF 6.6 million), the EBITDA of Eichhof Getränke was down 3.2% on the previous year. The decline is mainly due to advertising costs relating to the TV campaign for "Eichhof Alkoholfrei" (Eichhof's new non-alcoholic beer) and leasing costs for the entire renewed truck fleet using ecologically and environmentally, efficiency-enhanced optimized vehicles. At CHF 3.1 million (CHF 3.1 million), EBIT reached -0.7% on the previous year level. A positive point to note is the fact that sales of Eichhof beers remained at the same level as during the prior year period. This means that during the first half of fiscal year 2004-2005 the Eichhof brewery once again significantly expanded its share of the Swiss market for branded beers, which shrank by -5.1%. This success is based both on gain of new customers and an increase of market share in Eichhof's expansion area in the Zurich-Mittelland region and on the appreciable increase in demand for the non-alcoholic beers "Eichhof Alkoholfrei" and "Clausthaler". The success of the systematic drive to promote beer quality was confirmed by the gold and silver medals awarded to "Eichhof Lager" respectively "Eichhof Braugold" at the world's

most prestigious beer test organized by the German agricultural cooperative.

In a declining and highly competitive wine market, Eichhof's Kellerei St. Georg once again increased sales of its attractive range of value-for-money quality wines for the trade business in the first half of fiscal year 2004-2005.

Datacolor

At CHF 38 million (CHF 36 million), Datacolor's net sales were up 5.6% on the comparable prior year figure. In local currency terms, Datacolor upped its sales by 11.2%. Its innovative ColorVision products for the color calibration of monitors and printers made particularly good progress. Sales in local currencies almost doubled compared with the previous year, and the Spyder 2 Pro monitor calibration system came first in a real-life test conducted by the influential international trade magazine "Mac World", beating much more expensive competitive products. In the first half of 2004-2005, Datacolor increased its marketing expenditure in order to boost sales of ColorVision products in retail chains and prepare for the market launch of new products such as Spyder TV for the color calibration of TV sets and projectors. This substantial investment for Datacolor's future growth led to a slight decline of the EBITDA to CHF 5.7 million (CHF 5.9 million) and the EBITDA margin to 15% (from 16.4%). Thanks to significantly lower depreciation and amortization requirements the EBIT amounted to CHF 3.8 million (CHF 3 million) and the EBIT margin improved to 10.1% (8.4%).

Finances

Despite the return of CHF 22.1 million in January 2005 as part of the share buyback program and the payment of a dividend of CHF 15 per share, the financial result improved to CHF -0.6 million (CHF -1.1 million). On the balance sheet date, net indebtedness stood at CHF 63.9 million. At 32.7%, the equity ratio is still within the target.

Eichhof Real Estate

The rental ratio of income-yielding properties once again increased in spite of a persisting difficult environment, and rental income

remained unchanged compared with the previous year at CHF 1.2 million despite the sale of a property.

Outlook

Eichhof Getränke is aiming to ensure that full-year sales are at least on a par with the previous year. The outlook or expectation for a good summer half of the year, which is by nature a stronger period, are good. Marketing activities and intensive advertising of the successful Eichhof branded beers will continue in the second half of the year with the aim of further strengthening Eichhof's positioning as a quality Swiss beer. The introduction of "Eichhof Alkoholfrei" in the nationwide network of 'Migros' retail outlets will give a further boost to sales of Eichhof beers. Moreover, despite a difficult market environment, the successful drive to win new customers in the expansion areas of Zurich, Berne-Mittelland and Ticino aims to further growth in sales of Eichhof Getränke.

Datacolor is also expecting positive growth. Datacolor's strengthened presence and the systematic expansion of production capacity in China are helping to boost its competitiveness. Datacolor will continue to develop color management solutions for use in global value chains in industries with international operations and will continue to grow both with color-measuring instruments and application software for industrial customers and with innovative and user-friendly ColorVision products for the color calibration of monitors and printers.

Provided economic conditions remain stable, the Eichhof Group expects for fiscal year 2004-2005 a slight increase in consolidated sales and a further rise in operating earnings.

Key Figures Eichhof Group

CHF in millions	Half-year 2004/2005	Half-year 2003/2004	Difference %
Income statement			
Gross sales, consolidated	126.9	133.7	-5.1
Net sales, consolidated	115.0	121.7	-5.5
EBITDA	11.0	18.1	-39.2
Depreciation and amortization	5.5	7.6	-27.6
EBIT	5.5	10.5	-47.1
Net profit	3.7	7.7	-51.9
Cash flow from operating activities	16.9	4.8	252.1
Cash flow from investing activities	0.3	4.7	-93.6

CHF in millions	31.03.2005	%	30.09.2004	%
Balance Sheet				
Total assets	263.1	100.0	273.4	100.0
Current assets	117.9	44.8	126.2	46.2
Non-current assets	145.2	55.2	147.2	53.8
Liabilities	177.0	67.3	170.7	62.5
Net debt	63.9	24.3	57.9	21.2
Shareholders' equity	86.0	32.7	102.6	37.5

Personnel	31.03.2005	31.03.2004	Difference
Number of employees	676	662	14
Average during 1 st half-year	670	658	12

Per share data in CHF	Half-year 2004/2005	Half-year 2003/2004	Difference %
Group net profit	23.59	47.35	-50.2
Cash flow from operating activities	95.31	30.19	215.7
Shareholders' equity	484.60	572.10	-15.3
Share price as of March 31	1'340.00	863.00	55.3
Market capitalisation in CHF millions	237.80	153.20	55.2

Agenda

- 06-12-2005 Press Conference Financial Year 2004/2005
- 17-01-2006 Annual General Meeting, Eichhof Holding AG, Lucerne

Consolidated Income Statement

in TCHF	Half-year 2004/2005	Half-year 2003/2004
Gross sales	126'949	133'739
Sales deductions	-11'908	-12'064
Net sales	115'041 100.0%	121'675 100.0%
Changes in inventories	569	-1'120
Costs for material and goods	-47'617	-48'225
Gross margin	67'993 59.1%	72'330 59.4%
Personnel expenses	-31'928	-31'167
Sales & administration expenses	-19'603	-17'724
Other operating expenses	-5'424	-5'360
EBITDA	11'038 9.6%	18'079 14.9%
Depreciation of fixed assets	-4'131	-5'377
Amortization of intangible assets	-1'366	-2'233
EBIT	5'541 4.8%	10'469 8.6%
Financial income	2'851	2'596
Financial expenses	-3'454	-3'742
Profit before income taxes	4'938 4.3%	9'323 7.7%
Income taxes	-1'274	-1'584
Net profit	3'664 3.2%	7'739 6.4%
	CHF	CHF
Earnings per share		
- non diluted	23.59	47.35
- diluted	22.77	46.66

Consolidated Balance Sheet

in TCHF	31.03.2005		30.09.2004	
Assets				
Cash and cash equivalents	22'234		23'090	
Financial assets	18'498		22'168	
Accounts receivable	42'466		45'877	
Other accounts receivable	7'502		7'896	
Inventories	24'661		24'219	
Prepaid expenses	2'516		2'959	
Current assets	117'877	44.8%	126'209	46.2%
Fixed assets	100'137		100'273	
Intangible assets	15'079		16'561	
Financial assets	29'244		29'259	
Deferred tax assets	718		1'071	
Non-current assets	145'178	55.2%	147'164	53.8%
Assets	263'055	100.0%	273'373	100.0%
Liabilities and shareholders' equity				
Accounts payable	14'619		15'761	
Financial liabilities	62'478		61'931	
Current tax liabilities	5'810		5'538	
Other liabilities	13'366		11'952	
Accrued liabilities	18'084		13'451	
Current liabilities	114'357	43.5%	108'633	39.7%
Financial liabilities	42'192		41'182	
Other liabilities	5'645		5'642	
Provisions	746		781	
Deferred tax liabilities	14'104		14'491	
Non-current liabilities	62'687	23.8%	62'096	22.8%
Liabilities	177'044	67.3%	170'729	62.5%
Share capital	177		177	
Own shares	-25		-14	
Capital reserves	7'137		7'545	
Retained earnings	78'722		94'936	
Shareholders' equity	86'011	32.7%	102'644	37.5%
Liabilities and shareholders' equity	263'055	100.0%	273'373	100.0%

Consolidated Cash Flow Statement

in TCHF	Half-year 2004/2005	Half-year 2003/2004
Profit before income taxes	4'938	9'323
Depreciation of fixed assets	4'131	5'377
Amortization of intangible assets	1'366	2'233
Non-cash sales deductions	1'483	1'640
Gain on disposal of assets	-31	-5'964
Changes in provisions	-9	-44
Interest expense net	2'028	2'129
Income from securities	-1'473	-1'091
Interest paid	-831	-896
Income taxes paid	-772	-119
Other non-cash positions	-604	-1'269
Cash flow before working capital changes	10'226	11'319
Changes in net working capital (net of cash & cash equivalents)	6'691	-6'473
Cash flow from operating activities	16'917	4'846
Investments in fixed assets	-4'585	-4'124
Investments in intangible assets	0	-258
Di-/Investments in financial assets	2'878	-3'758
Divestments of fixed assets	377	12'457
Interest and dividends received	1'646	399
Cash flow from investing activities	316	4'716
Decrease of financial liabilities	491	-5'585
Purchase of own shares	-1'296	-10
Sale of own shares	5'299	0
Share repurchase program	-20'225	0
Dividends paid	-2'265	-4'564
Cash flow from financing activities	-17'996	-10'159
Changes in cash and cash equivalents	-763	-597
Cash and cash equivalents as of October 1	23'090	8'889
Effect of foreign currency translation on opening balances	-93	22
Cash and cash equivalents as of March 31	22'234	8'314
EBITDA	11'038	18'079
Free cash flow (cash flow from operating activities less cash flow from investing activities excluding acquisitions)	17'233	9'562

Consolidated Statement of Changes in Equity

in TCHF	Share capital	Own shares ⁴⁾	Capital reserves	Retained earnings	Accumulated translation differences	Hedge Accounting based on IAS 39 ²⁾	Total retained earnings	Total shareholders' equity
Balance as of 01.10.2003	177	-14	7'545	83'248	-124		83'124	90'832
Dividends				-4'564			-4'564	-4'564
Purchase of own shares				-10			-10	-10
Translation differences					-490		-490	-490
Net profit				7'739			7'739	7'739
Balance as of 31.03.2004	177	-14	7'545	86'413	-614		85'799	93'507

Balance as of 01.10.2004	177	-14	7'545	97'048	-939	-1'173	94'936	102'644
Dividends				-2'265			-2'265	-2'265
Share repurchase program ³⁾		-14	-408	-19'803			-19'803	-20'225
Purchase of own shares		-1		-1'295			-1'295	-1'296
Sale of own shares		4		5'295			5'295	5'299
Adjustment of financial instruments to fair value						-991	-991	-991
Translation differences					-819		-819	-819
Net profit				3'664			3'664	3'664
Balance as of 31.03.2005	177 ¹⁾	-25	7'137	82'644	-1'758	-2'164	78'722	86'011

¹⁾ The share capital as of March 31, 2005, consists of 177'491 registered shares of CHF 1 par value each.

²⁾ The adjustment of financial instruments to the fair value concerns the valuation of an interest rate swap.

³⁾ Eichhof Holding Ltd. repurchased 13'667 own shares in January 2005. These shares were eliminated on April 8, 2005, according to the approval of the shareholders at the Annual General Meeting on January 25, 2005.

⁴⁾ Par value; at cost the total reduction in consolidated equity due to own share holdings amounts to TCHF 32 769.

Segment Information

Business segments in TCHF	Half-year 2004/2005		Half-year 2003/2004	
		as % of total		as % of total
Net sales with third parties	115'041	100.0%	121'674	100.0%
Eichhof Beverages	75'943	66.0%	78'491	64.5%
Datacolor	37'973	33.0%	35'974	29.6%
Real Estate	1'125	1.0%	7'209 ¹⁾	5.9%
Other	0	0.0%	0	0.0%
		as % of sales		as % of sales
EBITDA	11'038	9.6%	18'079	14.9%
Eichhof Beverages	6'423	8.5%	6'632	8.4%
Datacolor	5'682	15.0%	5'895	16.4%
Real Estate	507	45.1%	6'546 ¹⁾	90.8%
Other	-1'574	n/a	-994	n/a
		as % of sales		as % of sales
EBIT	5'541	4.8%	10'469	8.6%
Eichhof Beverages	3'099	4.1%	3'119	4.0%
Datacolor	3'833	10.1%	3'039	8.4%
Real Estate	209	18.6%	5'768 ¹⁾	80.0%
Other	-1'600	n/a	-1'457	n/a
		as % of sales		as % of sales
Depreciation of fixed assets and intangible assets	5'497	4.8%	7'610	6.3%
Eichhof Beverages	3'324	4.4%	3'513	4.5%
Datacolor	1'850	4.9%	2'856	7.9%
Real Estate	298	26.5%	778	10.8%
Other	25	n/a	463	n/a
		as % of total		as % of total
Gross investments in fixed assets	6'591	100.0%	8'140	100.0%
Eichhof Beverages	3'582	54.3%	6'907	84.9%
Datacolor	637	9.7%	954	11.7%
Real Estate	2'285	34.7%	273	3.3%
Other	87	1.3%	6	0.1%
		as % of total		as % of total
Average number of employees	670	100.0%	658	100.0%
Eichhof Beverages	395	59.0%	404	61.4%
Datacolor	267	39.9%	247	37.5%
Real Estate	2	0.3%	2	0.3%
Other	6	0.9%	5	0.8%

¹⁾ includes gain on disposal of investment property of TCHF 5'964

Net assets by business segments

as of March 31, 2005	Assets	Liabilities	Net
Eichhof Beverages	138'921	80'076	58'845
Datacolor	49'884	39'671	10'213
Real Estate	43'288	0	43'288
Other	30'962	57'297	-26'335
Total	263'055	177'044	86'011

as of September 30, 2004	Assets	Liabilities	Net
Eichhof Beverages	126'043	65'186	60'857
Datacolor	52'850	44'155	8'695
Real Estate	41'459	0	41'459
Other	53'021	61'388	-8'367
Total	273'373	170'729	102'644

Return on average net assets (half-year)	2004/2005	2003/2004
Eichhof Beverages	5.2%	4.8%
Datacolor	40.5%	127.0%
Real Estate	0.5%	12.9%

The figures of the holding company, financial activities and consolidation effects are included in the position "Other". The Eichhof Group accounts for intra-division sales and transfers as if the sales or transfers were to third parties at current market prices. There are no material inter-division sales.

Geographical segments in TCHF	Half-year 2004/2005		Half-year 2003/2004	
		as % of total		as % of total
Net sales with third parties	115'041	100.0%	121'674	100.0%
Europe	91'840	79.8%	101'030	83.0%
America	12'541	10.9%	12'571	10.3%
Asia/Pacific	10'660	9.3%	8'073	6.7%
		as % of total		as % of total
Assets	263'055	100.0%	259'300	100.0%
Europe	241'705	91.9%	235'218	90.7%
America	15'456	5.9%	18'872	7.3%
Asia/Pacific	5'894	2.2%	5'210	2.0%
		as % of total		as % of total
Gross investments in fixed assets	6'591	100.0%	8'140	100.0%
Europe	6'101	92.6%	7'309	89.8%
America	395	6.0%	534	6.6%
Asia/Pacific	95	1.4%	297	3.6%
		as % of total		as % of total
Average number of employees	670	100.0%	658	100.0%
Europe	469	70.0%	477	72.5%
America	140	20.9%	141	21.4%
Asia/Pacific	61	9.1%	40	6.1%

Notes to the Consolidated Financial Statements

1. Accounting principles

The unaudited consolidated interim statements have been drawn up in accordance with International Accounting Standard (IAS) 34 «Interim Financial Reporting». The same accounting principles apply as were used for the consolidated financial statements for 2004 except for the revised standards IAS 36 and IAS 38. The application of these revised standards decreased the amount of amortization by TCHF 635 in the reporting period.

2. Use of estimates

In preparing the financial statements in accordance with IFRS certain assumptions have to be made which affect the reported values of assets and liabilities, the income statement and the disclosure of contingent liabilities. The assumptions are based on forecasts and estimates at the time the financial statements are prepared. Actual outcome may differ from those estimates.

3. Seasonality

The business of the Beverages Division is noticeably seasonal because of higher sales during the summer months which is reflected in the second half of the fiscal year. Business for both, the Color Division and the Real Estate Division, is not subject to significant seasonal or cyclical fluctuations.

4. Sale of investment property „Zugerhof“ in 2003/2004

The investment property "Zugerhof" was sold well above book value, resulting in a profit before taxes (EBIT) of CHF 6.0 millions or an after tax profit of CHF 4.9 millions in the previous period.

5. Post balance sheet events

The debenture bond of CHF 60 millions, due April 1, 2005, was paid back and refinanced by short-term financial liabilities.

6. Foreign exchange rates

CHF per	1 USD	1 EUR	1 GBP
Average rates October 2004/March 2005	1.19	1.54	2.22
Average rates October 2003/March 2004	1.29	1.56	2.24
Rates end of March 2005	1.20	1.55	2.26
Rates end of September 2004	1.26	1.55	2.27
Rates end of March 2004	1.28	1.56	2.34

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