

# QUARTERLY STATEMENT

FOR THE 1ST QUARTER 2018  
GRENKE CONSOLIDATED GROUP

Q1 2018



KEY FIGURES  
GRENKE GROUP

EURk	Jan. 1, 2018 to Mar. 31, 2018	Change (%)	Jan. 1, 2017 to Mar. 31, 2017	Unit
<b>New business GRENKE Group Leasing</b>	<b>549,186</b>	<b>23.2</b>	<b>445,593</b>	<b>EURk</b>
of which international	407,152	26.9	320,817	EURk
of which franchise international	16,261	36.0	11,960	EURk
of which DACH*	125,773	11.5	112,816	EURk
Western Europe (without DACH)*	152,118	31.4	115,754	EURk
Southern Europe*	171,653	26.4	135,759	EURk
Northern / Eastern Europe*	84,407	18.8	71,076	EURk
Other regions*	15,235	49.5	10,188	EURk
<b>New business GRENKE Group Factoring (incl. collection services)</b>	<b>116,846</b>	<b>19.6</b>	<b>97,663</b>	<b>EURk</b>
of which Germany	43,561	3.5	42,076	EURk
of which international	35,142	-5.3	37,106	EURk
of which franchise international	38,143	106.4	18,481	EURk
<b>GRENKE Bank</b>				
Deposits	576,644	29.3	446,156	EURk
New business SME lending business incl. business start-up financing	9,022	36.4	6,615	EURk
<b>Contribution margin 2 (CM2) on new business</b>				
<b>GRENKE Group Leasing</b>	<b>97,116</b>	<b>20.1</b>	<b>80,840</b>	<b>EURk</b>
of which international	75,724	22.5	61,812	EURk
of which franchise international	3,503	37.9	2,541	EURk
of which DACH*	17,889	8.5	16,487	EURk
Western Europe (without DACH)*	27,155	28.2	21,181	EURk
Southern Europe*	33,155	22.2	27,121	EURk
Northern / Eastern Europe*	15,650	13.3	13,818	EURk
Other regions*	3,268	46.3	2,233	EURk
<b>Further information leasing business</b>				
Number of new contracts	65,059	24.9	52,075	units
Share of corporate customers in lease portfolio	100	0.0	100	percent
Mean acquisition value	8.4	-1.4	8.6	EURk
Mean term of contract	49	2.1	48	months
Volume of leased assets	6,052	19.7	5,058	EURm
Number of current contracts	696,434	18.7	586,878	units

\* Regions: DACH: Germany, Austria, Switzerland  
Western Europe (without DACH): Belgium, France, Luxembourg, the Netherlands  
Southern Europe: Croatia, Italy, Malta, Portugal, Slovenia, Spain  
Northern / Eastern Europe: Denmark, Finland, Ireland, Norway, Sweden, UK / Czech Republic, Hungary, Poland, Romania, Slovakia  
Other regions: Australia, Brazil, Canada, Chile, Singapore, Turkey, UAE

KEY FIGURES  
 GRENKE CONSOLIDATED GROUP

<i>EURk</i>	Jan. 1, 2018 to Mar. 31, 2018	Change (%)	Jan. 1, 2017 to Mar. 31, 2017	Unit
<b>Key figures income statement</b>				
Net interest income	67,711	14.5	59,121	EURk
Settlement of claims and risk provision	20,754	10.3	18,820	EURk
Profit from service business	18,564	20.9	15,358	EURk
Profit from new business	19,202	23.3	15,574	EURk
Gains (+) / losses (-) from disposals	-1,427	-44.7	-2,581	EURk
Other operating income	1,976	-40.1	3,297	EURk
Cost of new contracts	14,492	25.9	11,509	EURk
Cost of current contracts	3,865	19.7	3,228	EURk
Project costs and basic distribution costs	14,425	20.1	12,009	EURk
Management costs	12,367	12.3	11,017	EURk
Other costs	3,283	40.0	2,345	EURk
Operating result	36,840	15.7	31,841	EURk
Other financial result (income (-) / expense (+))	351	-56.1	800	EURk
Income / expenses from fair value measurement	43	n.a.	0	EURk
EBT (earnings before taxes)	36,532	17.7	31,041	EURk
<b>Net profit</b>	<b>30,227</b>	<b>20.6</b>	<b>25,065</b>	<b>EURk</b>
<b>Earnings per share (according to IFRS)</b>	<b>0.65</b>	<b>18.2</b>	<b>0.55</b>	<b>EUR</b>
<b>Further Information</b>				
Dividends	0.70	20.7	0.58	EUR
Embedded value, leasing contract portfolio (excl. equity before taxes)	476	17.8	404	EURm
Embedded value, leasing contract portfolio (incl. equity after taxes)	1,204	23.1	978	EURm
Cost / income ratio	57.0	1.2	56.3	percent
Equity ratio	15.8	-3.1	16.3	percent
Average number of employees	1,361	20.1	1,133	employees
Staff costs	24,428	23.5	19,774	EURk
of which total remuneration	20,065	23.7	16,227	EURk
of which fixed remuneration	15,172	25.5	12,093	EURk
of which variable remuneration	4,893	18.4	4,134	EURk

# Setting the course – we’ve laid the groundwork in the first quarter to reach our full-year targets.

## GRENKE GROUP LOCATIONS

**134**

- :: CELL DIVISIONS in Croatia and the Netherlands
- :: ACQUISITION OF FRANCHISE COMPANIES in Croatia and the United Arab Emirates

## GRENKE GROUP NEW BUSINESS

**+23 %**

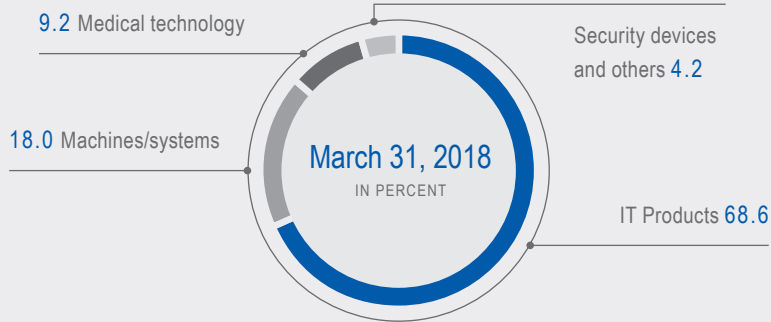
Volume incl. franchise partners reaches EUR 675.1 million (PY: EUR 549.9 million)

## NUMBER OF EMPLOYEES

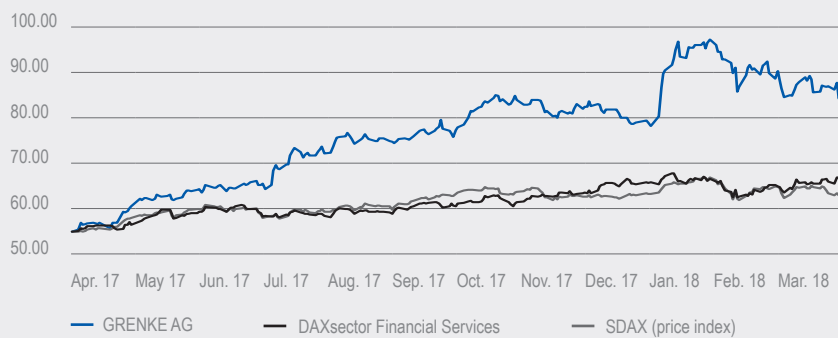
**1,361**

A 20 % year-on-year rise in employees (GRENKE Consolidated Group; PY: 1,133)

## LEASING NEW BUSINESS PORTFOLIO



## GRENKE SHARE PRICE PERFORMANCE



HIGH GROWTH

BROADLY DIVERSIFIED

ATTRACTIVE SHARE PRICE PERFORMANCE

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LETTER TO SHAREHOLDERS  
 FROM THE BOARD OF DIRECTORS

Our core values – simple, fast, personal  
 – are more important to our customers  
 than ever before.



*The Board of Directors of GRENKE AG (from left to right)*

SEBASTIAN HIRSCH

Controlling, Mergers & Acquisitions,  
 Treasury, Investor Relations,  
 Legal, Taxes

MARK KINDERMANN

Administration, Accounting,  
 ICS (Internal Control Systems),  
 Human Resources, Disposals

ANTJE LEMINSKY (CEO)

Consolidated Group and Personnel  
 Strategies, Information Technology,  
 Risk Controlling, Credit Center

GILLES CHRIST

Marketing, Sales Leasing, Banking  
 and Factoring, Franchise System

Dear Shareholders,  
Ladies and Gentlemen,

As the Board of Directors of GRENKE AG, we are maintaining a sense of continuity of leadership following the departure of our founder, Wolfgang Grenke. This continuity can be seen not only in the Board's unchanged composition – though the tasks have been distributed slightly differently – but also in our continued pursuit of the same targeted expansion strategy that has characterised the GRENKE Consolidated Group until today. The advancing digital transformation of the entire economy, which requires a tremendous level of investment, particularly on the part of small and medium-sized companies, offers enormous entrepreneurial opportunities that we are seizing systematically and using for our growth. As a long-established financing partner, we are in the best position to provide this on an international scale.

Our core values – simple, fast, personal – are more important to our customers than ever before. Digital solutions only live up to their promise of being fast and efficient when they can be implemented simply. We also ensure that we are always personally available for our customers when and where they need us. And, it goes without saying that we offer our customers the most tailored and simplest solutions. These are the values and qualities that have made us successful for the past 40 years, which is why we intend to hold onto them in the future.

The ongoing and comprehensive development of the Consolidated Group is also a part of this success and has enabled us to offer an ever-broader product range. Recently, we have been financing an increasing number of small machinery and systems and medical devices. In the first quarter of 2018, the percentage of new business generated from these areas increased considerably from 21 percent in the previous year to a total of 27 percent in the reporting year.

Our customers now also have the option to conclude contracts directly with GRENKE, and not only through resellers. We are rapidly advancing the digitisation of our services, for example, with our innovative eSignature product, which can process lease contracts entirely digitally, and our most recently tested new Signing app for signing contracts on a tablet. Since the introduction of eSignature in 2015, it has already been used to conclude a total of 72,766 contracts.

In the first quarter of 2018, we laid the groundwork for another successful year. We are continuing to expand geographically with our first two cell divisions in 2018 and by acquiring the companies of our former franchisees in Croatia and the United Arab Emirates. We also plan to open additional locations in new and existing markets in the current fiscal year.

New business in the Leasing segment increased an impressive 23 percent to EUR 549.2 million, accompanied by very acceptable profitability. We recorded very strong growth, particularly in our core markets France and Italy, while achieving a significant 14 percent increase in our domestic market of Germany. We gained additional market share in all three markets. We also paved the way to achieving our 2018 full-year forecast by raising our net profit by 21 percent to EUR 30.2 million compared to the prior year's level of EUR 25.1 million.

With these results, the first quarter of 2018 also points in the direction of continuity in terms of profitability in the best sense of the word. We thank you for your trust, and we will do everything possible to continue to earn it in the future.

Baden-Baden, April 2018

THE BOARD OF DIRECTORS

# CONDENSED INTERIM GROUP MANAGEMENT REPORT

## BUSINESS PERFORMANCE

### GRENKE GROUP'S NEW BUSINESS

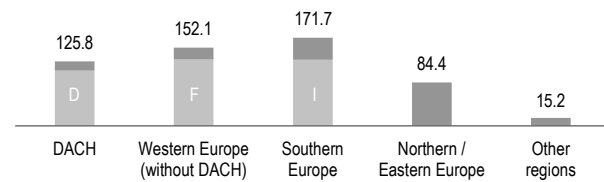
With strong new business growth in the first quarter, the GRENKE Group has laid a solid foundation for achieving its goals in the current fiscal year. In the first three months, the volume of new business increased by 23 percent across the three business segments Leasing, Banking and Factoring, reaching EUR 675.1 million compared to EUR 549.9 million in the previous year. With a share of 81.4 percent (previous year: 81.0 percent) of the total volume, Leasing remained the most important segment. Accordingly, new business in this area – defined as the total acquisition costs of newly acquired lease assets – increased a gratifying 23 percent to EUR 549.2 million compared to EUR 445.6 million in the same period of the previous year.

In terms of the regional distribution of our business, France and Italy recorded particularly high growth within our three core leasing markets with new business up 28 and 27 percent, respectively, compared to the prior year. Germany also recorded a solid increase of 14 percent. As a result, we were able to gain significant market share in all three core markets. Among the other major international markets, Spain stood out with new business growth of 36 percent.

New business in Western Europe (without DACH) increased by 31 percent in the first quarter to EUR 152.1 million (previous year: EUR 115.8 million). In Southern Europe, the volume of new business grew by 26 percent to EUR 171.7 million (previous year: EUR 135.8 million), making this region, with a share of 31 percent of total new leasing business (previous year: 30 percent), still the most significant according to our own internal regional segmentation. In Northern / Eastern Europe, we increased our new business in the January to March period by 19 percent to EUR 84.4 million (previous year: EUR 71.1 million). We again recorded strong growth in Other Regions influenced by basis effects and reported 50 percent more new business volume in these countries for a total of EUR 15.2 million (previous year: EUR 10.2 million). ■ SEE DIAGRAM "GRENKE GROUP LEASING'S NEW BUSINESS BY REGION"

### NEW BUSINESS GRENKE GROUP LEASING\*

As per March 31, 2018, in EUR millions



\* See next page for regional description.

The profitability of new business was very satisfactory, even with continued high growth. In the Leasing segment, the contribution margin 2 (CM2) amounted to EUR 97.1 million compared to a level of EUR 80.8 million in the first three months of the prior fiscal year. This amount corresponds to a CM2 margin of 17.7 percent compared to 18.1 percent in the same period of the previous year. The Leasing segment's CM1 margin (contribution margin 1 at acquisition values) was 12.7 percent for a total of EUR 69.5 million (3M-2017: 12.4 percent and EUR 55.1 million).

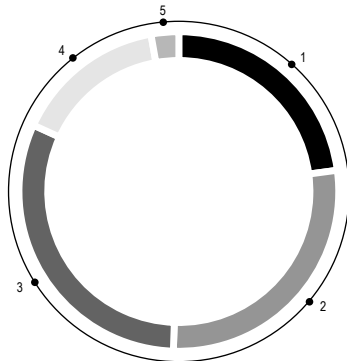
In our Factoring segment, we were able to increase new business volume by 20 percent to EUR 116.8 million (previous year: EUR 97.7 million). The gross margin on new business volume of EUR 43.6 million achieved in Germany remained at a strong level of 1.60 percent (previous year: 1.69 percent).

In our international markets, the gross margin on new business volume of EUR 73.3 million was 1.26 percent (previous year: 1.15 percent). This margin is based on an average period of a factoring transaction of approx. 28 days in Germany (previous year: approx. 27 days) and approx. 40 days on an international level (previous year: approx. 38 days).

In the reporting quarter, GRENKE Bank was able to increase its new business in SME lending including business start-up financing by 36 percent to EUR 9.0 million compared to EUR 6.6 million in the previous year. GRENKE Bank's deposit volume reached EUR 576.6 million as per March 31, 2018 and was thereby 29 percent higher than the level of EUR 446.2 million as per the first quarter reporting date of the prior year.



■ GRENKE GROUP LEASING'S NEW BUSINESS BY REGION



<b>GRENKE Group Leasing</b> <i>(share of overall new business in percent)</i>		<b>Jan. 1, 2018</b> <b>to Mar. 31, 2018</b>	<b>Jan. 1, 2017</b> <b>to Mar. 31, 2017</b>
■ 1	DACH	22.9	25.3
■ 2	Western Europe (without DACH)	27.7	26.0
■ 3	Southern Europe	31.3	30.5
■ 4	Northern / Eastern Europe	15.4	16.0
■ 5	Other regions	2.7	2.2

<b>GRENKE Group (in EUR millions)</b>		<b>Jan. 1, 2018</b> <b>to Mar. 31, 2018</b>	<b>Jan. 1, 2017</b> <b>to Mar. 31, 2017</b>
New business GRENKE Group Leasing		549.2	445.6
New business GRENKE Group Factoring		116.8	97.7
Business start-up financing GRENKE Bank (incl. microcredit business)		9.0	6.6

Regions: DACH: Germany, Austria, Switzerland  
 Western Europe (without DACH): Belgium, France, Luxembourg, the Netherlands  
 Southern Europe: Croatia, Italy, Malta, Portugal, Slovenia, Spain  
 Northern/Eastern Europe: Denmark, Finland, Ireland, Norway, Sweden, UK / Czechia, Hungary, Poland, Romania, Slovakia  
 Other Regions: Australia\*, Brazil, Canada\*, Chile\*, Singapore\*, Turkey, UAE

\* Franchise

GRENKE CONSOLIDATED GROUP'S BUSINESS  
 PERFORMANCE

The growth momentum experienced in the prior year continued further in the first quarter of the current fiscal year, laying the foundation for us to achieve our 2018 targets. Our earnings in the first quarter benefited, once again, from our recently acquired high and profitable new business and the ongoing attractive interest rate environment.

The new regulations for the accounting of impairments (IFRS 9), which are detailed in the following Report on Business Development in more detail, are reflected in the figures presented. They do not, however, reflect a change in our active and risk-oriented margin management, which we continue to apply stringently.

To intensify our international network, we opened a new location in the reporting period in the city of Split (Croatia), as well as in Rotterdam (the Netherlands). We also acquired the existing franchise companies in Croatia and the United Arab Emirates at the end of

March 2018 and continued to prepare for our forthcoming market entries in the Baltic States and in New Zealand. At the end of the reporting period, we were present globally with 134 locations in 31 countries on 5 continents.

The digitisation of our service range is progressing rapidly. Our innovative eSignature product continues to be exceptionally well received. Since its introduction, a total of 72,766 contracts have been concluded with this pioneering product, which enables a lease contract to be processed entirely digitally. The share of new business acquired via eSignature continues to grow. We are planning to gradually extend the success of this service to other markets. GRENKE Bank is also strengthening its online product offers with business deposit accounts in addition to its range of fixed-term deposits.

Given the excellent reputation GRENKE AG enjoys on the capital markets, we were able to easily refinance our new business in the reporting quarter at attractive conditions. An important highlight was the successful placement of a EUR 200 million five-year bond in March 2018.

## SELECTED INFORMATION FROM THE CONSOLIDATED INCOME STATEMENT

<i>EURk</i>	Jan. 1, 2018 to Mar. 31, 2018	Jan. 1, 2017 to Mar. 31, 2017*
<b>Net interest income</b>	<b>67,711</b>	<b>59,121</b>
Settlement of claims and risk provision	20,754	18,820
<b>Net interest income after settlement of claims and risk provision</b>	<b>46,957</b>	<b>40,301</b>
Profit from service business	18,564	15,358
Profit from new business	19,202	15,574
Gains (+)/losses (-) from disposals	-1,427	-2,581
<b>Income from operating business</b>	<b>83,296</b>	<b>68,652</b>
Staff costs	24,428	19,774
<i>of which total remuneration</i>	20,065	16,227
<i>of which fixed remuneration</i>	15,172	12,093
<i>of which variable remuneration</i>	4,893	4,134
Selling and administrative expenses (not including staff costs)	17,656	15,358
<i>of which IT project costs</i>	1,682	1,563
<b>Earnings before taxes</b>	<b>36,532</b>	<b>31,041</b>
<b>Net profit</b>	<b>30,227</b>	<b>25,065</b>
Earnings per share (basic/diluted in EUR)	0.65	0.55

\* Previous year's amounts adjusted; see "Adjustments" in the notes to the condensed interim consolidated financial statements.

## NET ASSETS, FINANCIAL POSITION AND RESULTS OF OPERATIONS

### NEW IFRS 9 ACCOUNTING STANDARD

The accounting standard IFRS 9 "Financial Instruments", whose application was mandatory for the first time as per January 1, 2018, resulted in changes to the previous year's amounts in the income statement (settlement of claims and risk provision, tax expenses) and in the balance sheet (lease receivables, other current and non-current financial assets, trade receivables, deferred tax assets and other current provisions), which promotes, above all, comparability and transparency. While the previous IAS 39 standard permitted the recognition of impairment losses only for losses already incurred, IFRS 9 provides for a new impairment model based on expected credit losses. The transition to and first-time application of IFRS 9 has no impact on contribution margins or embedded value, leaving the Consolidated Group's overall profitability unaffected. The pre-emption of expected losses only shifts them to a different period within the entire term. The transition effects from the application of IFRS 9 are presented separately. :: ► SEE NOTES TO THE CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS, PAGE 23

### RESULTS OF OPERATIONS

The first-time application of IFRS 9 is reflected in the income statement in the recognition of settlement of claims and risk provision and in the related tax effects. With interest and similar income from financing business continuing to rise and substantially lower interest expenses on refinancing, net interest income increased by 15 percent to EUR 67.7 million in the reporting quarter (previous year: EUR 59.1 million). IFRS 9 resulted in higher expenses for the settlement of claims and risk provision on an absolute basis in both the reporting quarter and the same quarter of the prior year. In comparison to the first quarter of the prior year, this item increased by 10 percent in the reporting quarter, leading to a 17 percent increase in net interest income after settlement of claims and risk provision in the first quarter of 2018 from EUR 40.3 million to EUR 47.0 million.

Including double-digit growth rates in the profit from service business and profit from new business, which were unaffected by IFRS 9, and a significant reduction in losses from disposals, income from operating business increased by 21 percent in the reporting quarter to EUR 83.3 million compared to EUR 68.7 million in the same period of the previous year.

The Consolidated Group's loss rate, taking the entire risk provisions under IFRS 9 into account, was 1.4 percent after 1.5 percent in the same period of the previous year. In terms of expenses in the reporting quarter, staff costs were one of the key items rising

24 percent to EUR 24.4 million from EUR 19.8 million in the previous year due to the increase in the average number of employees from 1,133 in the prior year to 1,361 in the reporting year and higher variable remuneration components. Intensified marketing and sales activities resulted in a 15 percent rise in selling and administrative expenses from EUR 15.4 million to EUR 17.7 million.

The Consolidated Group's depreciation and amortisation exceeded the previous year's figure by 25 percent, as a result of recent acquisitions. In absolute terms, however, at EUR 3.9 million, following EUR 3.1 million in the same period of the previous year, this item had only a minor effect on the Consolidated Group's earnings performance. Other operating expenses and income totalled an expense of EUR 0.5 million compared to income of EUR 1.4 million in the same quarter of the previous year.

Overall, the operating result after the accounting change based on IFRS 9 increased by 16 percent to EUR 36.8 million in the reporting quarter after EUR 31.8 million in the same quarter of the prior year. Earnings before taxes amounted to EUR 36.5 million after EUR 31.0 million. The first-time application of IFRS 9 had only a minor effect on the respective tax rates for both the reporting quarter and the same quarter of the previous year. At 17.3 percent, the tax rate in the first quarter of 2018 was somewhat lower than the level of 19.3 percent in the previous year.

As a result, net profit in the reporting period rose by 21 percent to EUR 30.2 million compared to EUR 25.1 million in same period of the previous year. This resulted in earnings per share of EUR 0.65 in the first quarter of 2018 compared to EUR 0.55 in the first quarter of 2017.

## SEGMENT DEVELOPMENT

### Business Segments

Segment reporting is based on the organisational structure of the Consolidated Group. Operating segments are therefore divided in accordance with the management of the business areas in the Leasing, Banking, and Factoring segments. More detailed information about the business segments can be found in the Consolidated Group's segment report, which is a part of the Notes to the consolidated financial statements.

### Business Development

Contributing a share of 91 percent to the Consolidated Group's operating result, the Leasing segment continues to be the most important segment, as well as the earnings pillar for the Consolidated Group. Therefore, the previous discussion on the results of operations also essentially applies to this segment. Operating segment income increased in the reporting period by 22 percent year-on-year, rising from EUR 63.5 million in the first quarter of the previous year to EUR 77.4 million. The segment result rose by 15 percent from EUR 29.3 million to EUR 33.5 million. In the Factoring segment, operating segment income remained at the previous year's level of EUR 1.0 million, and the segment result was still slightly negative at EUR -0.2 million (Q1 2017: EUR -0.1 million) with a general rise in costs. The Banking segment performed extremely satisfactorily. Operating segment income rose by 20 percent from EUR 4.1 million in the previous year to EUR 4.9 million, while the segment result contributed EUR 3.5 million to the Consolidated Group's earnings compared to EUR 2.7 million in the prior year.

## SELECTED INFORMATION FROM THE CONSOLIDATED STATEMENT OF FINANCIAL POSITION

EURk	Mar. 31, 2018	Dec. 31, 2017*
<b>Current assets</b>	<b>2,220,685</b>	<b>1,942,226</b>
<i>of which cash and cash equivalents</i>	371,333	203,357
<i>of which lease receivables</i>	1,415,644	1,341,151
<b>Non-current assets</b>	<b>2,985,549</b>	<b>2,829,830</b>
<i>of which lease receivables</i>	2,676,419	2,552,975
<b>Total assets</b>	<b>5,206,234</b>	<b>4,772,056</b>
<b>Current liabilities</b>	<b>1,673,609</b>	<b>1,390,294</b>
<i>of which financial liabilities</i>	1,450,684	1,261,525
<b>Non-current liabilities</b>	<b>2,709,414</b>	<b>2,583,361</b>
<i>of which financial liabilities</i>	2,660,361	2,533,181
<b>Equity</b>	<b>823,211</b>	<b>798,401</b>
Equity ratio (in percent)	15.8	16.7
<b>Total liabilities and equity*</b>	<b>5,206,234</b>	<b>4,772,056</b>
Embedded value incl. equity and after taxes	1,203,673	1,169,452

\* Previous year's amounts adjusted; see "Adjustments" in the notes to the condensed interim consolidated financial statements.

## REPORT ON NET ASSETS AND FINANCIAL POSITION

## NET ASSETS

The balance sheet of the GRENKE Consolidated Group remained solid as per the end of the first quarter of 2018 (March 31). Total assets increased by 9 percent to EUR 5.2 billion compared to EUR 4.8 billion as per December 31, 2017. The Consolidated Group's equity increased by 3 percent to EUR 823.2 million (December 31, 2017: EUR 798.4 million) mainly as a result of the net profit of the first quarter of 2018. The one-time effect of the transition to IFRS 9 is reflected in equity as a reduction in retained earnings of EUR 58.5 million and an increase in other components of equity of EUR 0.3 million. The total reduction in equity as per the end of the 2017 fiscal year was EUR 58.2 million, resulting in an equity ratio as per March 31, 2018 of 15.8 percent compared to 16.7 percent as per the end of 2017. Following a bond issue at the end of March 2018 in the amount of EUR 200 million and the related increase in total assets, the equity ratio was just slightly below our long-term target of 16 percent. Excluding the effects of the bond issue to finance growth, the equity ratio would exceed the target level despite the impact of the IFRS 9 application.

Lease receivables (current and non-current) increased by 5 percent in the first three months. With a share of 79 percent of total assets, they remained by far the largest individual item in the Consolidated Group's balance sheet. Their share thus changed only slightly compared with the end of the previous fiscal year (82 percent). Cash and cash equivalents increased by 83 percent mainly as a result of the

mentioned bond issue at the end of the quarter. Aside from complying with the legal and regulatory requirements, for example with respect to the liquidity coverage ratio, we are continuing our strategy of using liquid funds for operating purposes only to finance our growth, particularly in the current low interest rate environment. Other financial assets (current and non-current) as per March 31, 2018, in contrast, were lower compared to the end of the 2017 fiscal year.

On the liabilities side of the balance sheet, current and non-current liabilities from refinancing increased by 8 percent to EUR 3,529.3 million compared with December 31, 2017, essentially mirroring the position of cash and cash equivalents on the asset side. Current and non-current liabilities from the deposit business grew 11 percent year-on-year. The Consolidated Group's total financial liabilities increased 8 percent and deferred lease payments more than doubled as per the balance sheet date rising 115 percent.

We continue to rely on our balanced range of refinancing instruments in the current fiscal year. In the first three months of 2018, we issued a new five-year, fixed-interest bond with a 1 percent coupon p.a. and a gross volume of EUR 200 million through our subsidiary Grenke Finance PLC and increased one bond on two occasions for an additional EUR 25 million in total. Further information on the debentures issued can be found in the Notes to the Condensed Interim Consolidated Financial Statements and on our website at [www.grenke.de/en](http://www.grenke.de/en). We also issued 6 promissory notes totalling EUR 65 million and 13 short-term pieces of commercial paper for a total of EUR 189 million. Bonds in the amount of EUR 84 million and promissory notes amounting to EUR 2.5 million and CHF 4.4 million were repaid in the reporting period. As per March 31, 2018, we had

utilised EUR 650.1 million of our ABCP programmes (December 31, 2017: EUR 655.2 million). The total volume of these programmes was EUR 792.5 million.

We also made successful use of refinancing via bank deposits from GRENKE Bank and increased liabilities from the deposit business by 14 percent to EUR 576.6 million compared to EUR 504.2 million at the end of the 2017 fiscal year.

## FINANCIAL POSITION

### SELECTED INFORMATION FROM THE CONSOLIDATED STATEMENT OF CASH FLOWS

<i>EURk</i>	Jan. 1, 2018 to Mar. 31, 2018	Jan. 1, 2017 to Mar. 31, 2017
Cash flow from operating activities	177,987	-7,055
Net cash flow from operating activities	177,078	-10,077
Cash flow from investing activities	-2,880	-3,311
Cash flow from financing activities	-6,870	9,173
<b>Total cash flow</b>	<b>167,328</b>	<b>-4,215</b>

Cash flow from operating activities amounted to EUR 178.0 million in the reporting quarter after EUR -7.1 million in the same period of the previous year. Based on earnings before taxes of EUR 36.5 million (Q1 2017: EUR 31.0 million), the change in lease receivables amounted to EUR -173.7 million after EUR -138.2 million in the previous year. The change in liabilities from refinancing was EUR 250.1 million (Q1 2017: EUR 39.3 million). This amount contained the proceeds from the issue of a newly bond of EUR 200 million. Other items included the increase in liabilities from the deposit business of GRENKE Bank of EUR 59.4 million (Q1 2017: EUR 44.4 million), a decrease in loans to franchisees in the amount of EUR 27.5 million (Q1 2017: increase of EUR 5.6 million) and an increase in other assets and deferred lease payments totalling EUR 85.0 million (Q1 2017: EUR 43.7 million). After a decrease in other liabilities of EUR 16.8 million (Q1 2017: increase of EUR 0.3 million) and interest and taxes paid and received, net cash flow from operating activities totalled EUR 177.1 million after amounting to EUR -10.1 million in the first quarter of the previous year.

Cash flow from investing activities in the reporting quarter amounted to EUR -2.9 million (Q1 2017: EUR -3.3 million) and included cash inflows and outflows for the sale and acquisition of property, plant and

equipment and intangible assets amounting to EUR 3.5 million (Q1 2017: EUR 3.0 million) and proceeds from the acquisition of subsidiaries of EUR 0.6 million (Q1 2017: outflows of EUR 0.3 million).

Including cash flow from financing activities, which in addition to the repayment of bank liabilities of EUR 0.1 million (Q1 2017: assumption of EUR 13.3 million) also included interest payments on hybrid capital of EUR 6.8 million (Q1 2017: EUR 4.1 million), total cash flow for the quarter were EUR 167.3 million compared to EUR -4.2 million in the previous year.

## REPORT ON RISKS, OPPORTUNITIES AND FORECASTS

### OPPORTUNITIES AND RISKS

There were no material changes to the opportunities and risks in the reporting period compared to those presented in the 2017 Annual Report. We continue to believe that the opportunities for our further development far outweigh the risks typically associated with our business model.

### FORECAST

We have started the current fiscal year with solid performance. New business at GRENKE Group Leasing increased by 23 percent in the first quarter and surpassed our forecast for annual growth of between 16 and 20 percent. We are also very pleased with GRENKE Group Factoring's level of new business in the first three months of 2018, which was 20 percent higher than the level generated in the first quarter of the prior year and was within our forecast range of 15 to 20 percent. After the year-on-year increase in net profit of 21 percent in the first quarter, we are well on our way to achieving our forecast range for net profit of between EUR 123 million and EUR 131 million.

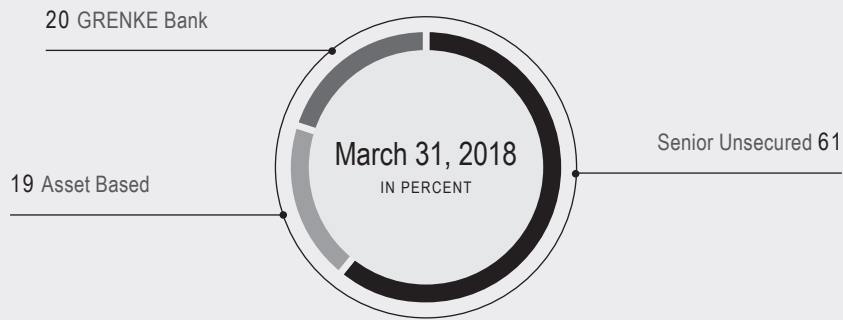
CONSOLIDATED GROUP NET PROFIT  
(IN EUR MILLIONS)

30.2

EARNINGS PER SHARE (EUR)

0.65

THREE PILLARS: THE GRENKE  
CONSOLIDATED GROUP REFINANCING MIX



EQUITY RATIO (PERCENT)

15.8

:: SOLID EQUITY BASE despite high growth

STANDARD & POOR'S:  
COUNTERPARTY CREDIT RATING

BBB+

:: EXCELLENT REPUTATION on the debt and equity markets

HIGH PROFITABILITY

BALANCED REFINANCING

STRONG BALANCE SHEET

# CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS

## CONSOLIDATED INCOME STATEMENT

<i>EURk</i>	Jan. 1, 2018 to Mar. 31, 2018	Jan. 1, 2017 to Mar. 31, 2017 adjusted <sup>1</sup>
Interest and similar income from financing business	78,521	69,015
Expenses from interest on refinancing and deposit business	10,810	9,894
<b>Net interest income</b>	<b>67,711</b>	<b>59,121</b>
Settlement of claims and risk provision	20,754	18,820
<b>Net interest income after settlement of claims and risk provision</b>	<b>46,957</b>	<b>40,301</b>
Profit from service business	18,564	15,358
Profit from new business	19,202	15,574
Gains(+) / losses (-) from disposals	-1,427	-2,581
<b>Income from operating business</b>	<b>83,296</b>	<b>68,652</b>
Staff costs	24,428	19,774
Depreciation and impairment	3,860	3,088
Selling and administrative expenses (not including staff costs)	17,656	15,358
Other operating expenses	2,488	1,888
Other operating income	1,976	3,297
<b>Operating result</b>	<b>36,840</b>	<b>31,841</b>
Result from investments accounted for using the equity method	-42	-109
Expenses / income from fair value measurement	43	0
Other interest income	172	112
Other interest expenses	481	803
<b>Earnings before taxes</b>	<b>36,532</b>	<b>31,041</b>
Income taxes	6,305	5,976
<b>Net profit</b>	<b>30,227</b>	<b>25,065</b>
Of which, attributable to:		
Hybrid capital holders of GRENKE AG	1,586	684
Shareholders of GRENKE AG	28,641	24,381
Earnings per share (EUR) <sup>2,3</sup>	0.65	0.55
Average number of shares outstanding <sup>2</sup>	44,313,102	44,313,102

<sup>1</sup> Previous year's amounts adjusted; see "Adjustments" in the notes to the condensed interim consolidated financial statements.

<sup>2</sup> Earnings per share calculated according to IAS 33 is based on the net profit attributable to GRENKE shareholders.

No convertible or option rights were outstanding during the current or comparable prior-year period.

Therefore, basic and diluted earnings per share were identical.

<sup>3</sup> Prior-year figures adjusted after the 1:3 stock split.

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 CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME
 

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<i>EURk</i>	Jan. 1, 2018 to Mar. 31, 2018	Jan. 1, 2017 to Mar. 31, 2017
		adjusted <sup>1</sup>
<b>Net profit</b>	<b>30,227</b>	<b>25,065</b>
<b>Items that may be reclassified to profit and loss in future periods</b>		
Appropriation to / reduction of hedging reserve	-13	-36
thereof: income tax effects	2	8
Change in currency translation differences	-677	461
thereof: income tax effects	0	0
<b>Items that will not be reclassified to profit and loss in future periods</b>		
Appropriation to / reduction of reserve for actuarial gains and losses	0	0
thereof: income tax effects	0	0
<b>Other comprehensive income</b>	<b>-690</b>	<b>425</b>
<b>Total comprehensive income</b>	<b>29,537</b>	<b>25,490</b>
Of which, attributable to:		
Hybrid capital holders of GRENKE AG	1,586	684
Shareholders of GRENKE AG	27,951	24,806

<sup>1</sup> Previous year's amounts adjusted; see "Adjustments" in the notes to the condensed interim consolidated financial statements.



CONSOLIDATED STATEMENT OF FINANCIAL POSITION

<i>EURk</i>	<b>Mar. 31, 2018</b>	<b>Dec. 31, 2017</b>
		adjusted <sup>1</sup>
<b>Assets</b>		
<b>Current assets</b>		
Cash and cash equivalents	371,333	203,357
Financial instruments that are assets	3,377	2,161
Lease receivables	1,415,644	1,341,151
Other current financial assets	112,786	116,171
Trade receivables	5,657	5,786
Lease assets for sale	11,621	7,104
Tax assets	21,079	22,671
Other current assets	279,188	243,825
<b>Total current assets</b>	<b>2,220,685</b>	<b>1,942,226</b>
<b>Non-current assets</b>		
Lease receivables	2,676,419	2,552,975
Financial instruments that are assets	2,707	1,344
Other non-current financial assets	62,034	81,028
Investments accounted for using the equity method	4,689	4,732
Property, plant and equipment	76,878	55,415
Goodwill	103,433	82,845
Other intangible assets	45,068	35,402
Deferred tax assets	13,126	14,863
Other non-current assets	1,195	1,226
<b>Total non-current assets</b>	<b>2,985,549</b>	<b>2,829,830</b>
<b>Total assets</b>	<b>5,206,234</b>	<b>4,772,056</b>

<sup>1</sup> Previous year's amounts adjusted; see "Adjustments" in the notes to the condensed interim consolidated financial statements.

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

<i>EURk</i>	<b>Mar. 31, 2018</b>	<b>Dec. 31, 2017</b>
		adjusted <sup>1</sup>
<b>Liabilities and equity</b>		
<b>Liabilities</b>		
<b>Current liabilities</b>		
Financial liabilities	1,450,684	1,261,525
Liability financial instruments	2,088	1,199
Trade payables	30,230	20,550
Tax liabilities	24,147	20,092
Deferred liabilities	19,794	25,070
Current provisions	1,627	1,627
Other current liabilities	66,580	23,810
Deferred lease payments	78,459	36,421
<b>Total current liabilities</b>	<b>1,673,609</b>	<b>1,390,294</b>
<b>Non-current liabilities</b>		
Financial liabilities	2,660,361	2,533,181
Liability financial instruments	536	760
Deferred tax liabilities	42,915	43,898
Pensions	4,483	4,419
Non-current provisions	43	53
Other non-current liabilities	1,076	1,050
<b>Total non-current liabilities</b>	<b>2,709,414</b>	<b>2,583,361</b>
<b>Equity</b>		
Share capital	44,313	44,313
Capital reserves	93,611	93,611
Retained earnings	562,898	534,281
Other components of equity	-2,629	-1,939
<b>Total equity attributable to shareholders of GRENKE AG</b>	<b>698,193</b>	<b>670,266</b>
Additional equity components <sup>2</sup>	125,018	128,135
<b>Total equity</b>	<b>823,211</b>	<b>798,401</b>
<b>Total liabilities and equity</b>	<b>5,206,234</b>	<b>4,772,056</b>

<sup>1</sup> Previous year's amounts adjusted; see "Adjustments" in the notes to the condensed interim consolidated financial statements.

<sup>2</sup> Including an AT1 bond (hybrid capital), which is reported as equity under IFRS.

CONSOLIDATED STATEMENT OF CASH FLOWS

<i>EURk</i>	Jan. 1, 2018 to Mar. 31, 2018	Jan. 1, 2017 to Mar. 31, 2017 adjusted <sup>1</sup>
<b>Earnings before taxes</b>	<b>36,532</b>	<b>31,041</b>
<b>Non-cash items contained in earnings and reconciliation to cash flow from operating activities</b>		
+ Depreciation and impairment	3,860	3,088
- / + Profit / loss from the disposal of property, plant, and equipment and intangible assets	7	18
- / + Net income from non-current financial assets	309	691
- / + Other non-cash effective income / expenses	236	1,347
+ / - Increase / decrease in deferred liabilities, provisions, and pensions	-5,336	-2,347
- Additions to lease receivables	-556,067	-449,270
+ Payments by lessees	387,441	330,974
+ Disposals / reclassifications of lease receivables at residual carrying amounts	75,397	59,534
- Interest and similar income from leasing business	-76,083	-67,052
+ / - Decrease / increase in other receivables from lessees	-4,503	-10,529
+ / - Currency translation differences	93	-1,835
= Change in lease receivables	-173,722	-138,178
+ Addition to liabilities from refinancing	686,362	328,168
- Payment of annuities to refinancers	-436,331	-289,865
- Disposal of liabilities from refinancing	-10,691	-10,314
+ Expenses from interest on refinancing and on deposit business	10,810	9,894
+ / - Currency translation differences	-97	1,433
= Change in refinancing liabilities	250,053	39,316
+ / - Increase / decrease in liabilities from deposit business	59,391	44,441
- / + Increase / decrease in loans to franchisees	27,509	-5,599
<b>Changes in other assets / liabilities</b>		
- / + Increase / decrease in other assets	-44,527	-12,450
+ / - Increase / decrease in deferred lease payments	40,503	31,233
+ / - Increase / decrease in other liabilities	-16,828	344
<b>= Cash flow from operating activities</b>	<b>177,987</b>	<b>-7,055</b>

<sup>1</sup> Previous year's amounts adjusted; see "Adjustments" in the notes to the condensed interim consolidated financial statements.

continued on next page

## CONSOLIDATED STATEMENT OF CASH FLOWS (CONTINUED)

<i>EURk</i>	Jan. 1, 2018 to Mar. 31, 2018	Jan. 1, 2017 to Mar. 31, 2017 adjusted <sup>1</sup>	
- / +	Income taxes paid / received	-600	-2,331
-	Interest paid	-481	-803
+	Interest received	172	112
=	<b>Net cash flow from operating activities</b>	<b>177,078</b>	<b>-10,077</b>
-	Payments for the acquisition of property, plant and equipment and intangible assets	-3,836	-3,086
- / +	Payments / proceeds from acquisition of subsidiaries/associated entities and financial assets	579	-291
+	Proceeds from the sale of property, plant and equipment and intangible assets	377	66
=	<b>Cash flow from investing activities</b>	<b>-2,880</b>	<b>-3,311</b>
+ / -	Borrowing / repayment of bank liabilities	-84	13,298
+	Proceeds from cash capital increase	0	0
+	Net proceeds from hybrid capital	0	0
-	Interest payment on hybrid capital	-6,786	-4,125
-	Dividend payments	0	0
=	<b>Cash flow from financing activities</b>	<b>-6,870</b>	<b>9,173</b>
	<b>Cash funds at beginning of period</b>		
	Cash in hand and bank balances	203,357	156,888
-	Bank liabilities from overdrafts	-111	-131
=	<b>Cash and cash equivalents at beginning of period</b>	<b>203,246</b>	<b>156,757</b>
+ / -	Change due to currency translation	101	-90
=	<b>Cash funds after currency translation</b>	<b>203,347</b>	<b>156,667</b>
	<b>Cash funds at end of period</b>		
	Cash in hand and bank balances	371,333	152,924
-	Bank liabilities from overdrafts	-658	-472
=	<b>Cash and cash equivalents at end of period</b>	<b>370,675</b>	<b>152,452</b>
	<b>Change in cash and cash equivalents during the period (= total cash flow)</b>		
	Net cash flow from operating activities	177,078	-10,077
+	Cash flow from investing activities	-2,880	-3,311
+	Cash flow from financing activities	-6,870	9,173
=	<b>Total cash flow</b>	<b>167,328</b>	<b>-4,215</b>

<sup>1</sup> Previous year's amounts adjusted; see "Adjustments" in the notes to the condensed interim consolidated financial statements.

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

<i>EURk</i>	Share capital	Capital reserves	Retained earnings / Consolidated net profit	Hedging reserve	Reserve for actuarial gains / losses	Currency translation	Total equity attributable to shareholders of GRENKE AG	Additional equity components	Total equity
<b>Equity as per Jan. 1, 2018</b>	<b>44,313</b>	<b>93,611</b>	<b>534,281</b>	<b>-6</b>	<b>-1,258</b>	<b>-675</b>	<b>670,266</b>	<b>128,135</b>	<b>798,401</b>
Total comprehensive income	--	--	28,641	-13	--	-677	27,951	1,586	29,537
Dividend payment in 2018 for 2017	--	--	--	--	--	--	--	--	--
Reversal of premium on hybrid capital	--	--	-24	--	--	--	-24	24	--
Interest payment on hybrid capital (net)	--	--	--	--	--	--	--	-4,727	-4,727
Others	--	--	--	--	--	--	--	--	--
<b>Equity as per Mar. 31, 2018</b>	<b>44,313</b>	<b>93,611</b>	<b>562,898</b>	<b>-19</b>	<b>-1,258</b>	<b>-1,352</b>	<b>698,193</b>	<b>125,018</b>	<b>823,211</b>
<b>Equity as per Jan. 1, 2017 (as reported)</b>	<b>18,881</b>	<b>119,043</b>	<b>498,807</b>	<b>90</b>	<b>-1,556</b>	<b>2,614</b>	<b>637,879</b>	<b>52,541</b>	<b>690,420</b>
Adjustment to new accounting standards	--	--	-42,162	--	--	98	-42,064	--	-42,064
<b>Equity as per Jan. 1, 2017 (adjusted)</b>	<b>18,881</b>	<b>119,043</b>	<b>456,645</b>	<b>90</b>	<b>-1,556</b>	<b>2,712</b>	<b>595,815</b>	<b>52,541</b>	<b>648,356</b>
Total comprehensive income	--	--	24,381	-36	--	461	24,806	684	25,490
Dividend payment in 2017 for 2016	--	--	--	--	--	--	--	--	--
Reversal of premium on hybrid capital	--	--	-24	--	--	--	-24	24	--
Interest payment on hybrid capital (net)	--	--	--	--	--	--	--	-3,235	-3,235
Others	--	--	--	--	--	--	--	-6	-6
<b>Equity as per Mar. 31, 2017 (adjusted)</b>	<b>18,881</b>	<b>119,043</b>	<b>481,002</b>	<b>54</b>	<b>-1,556</b>	<b>3,173</b>	<b>620,597</b>	<b>50,008</b>	<b>670,605</b>

## GROUP SEGMENT REPORTING

<i>EURk</i>	Leasing segment		Banking segment		Factoring segment		Total segments		Cons. effects		Consolidated Group	
January to March	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017
<b>Operating segment income</b>	<b>77,356</b>	63,519	<b>4,924</b>	4,097	<b>1,016</b>	1,036	<b>83,296</b>	68,652	<b>0</b>	0	<b>83,296</b>	68,652
<b>Segment result</b>	<b>33,518</b>	29,256	<b>3,529</b>	2,680	<b>-207</b>	-95	<b>36,840</b>	31,841	<b>0</b>	0	<b>36,840</b>	31,841
<b>Reconciliation to consolidated financial statements</b>												
Operating result											36,840	31,841
Other financial income											-308	-800
Taxes											6,305	5,976
<b>Net profit according to consolidated income statement</b>											<b>30,227</b>	25,065
<b>As per Mar. 31 (PY: Dec. 31)</b>												
<b>Segment assets</b>	<b>5,101,681</b>	4,684,365	<b>982,362</b>	902,900	<b>36,895</b>	38,631	<b>6,120,938</b>	5,625,896	<b>-948,909</b>	-891,374	<b>5,172,029</b>	4,734,522
<b>Reconciliation to consolidated financial statements</b>												
Tax assets											34,205	37,534
<b>Total assets according to consolidated statement of financial position</b>											<b>5,206,234</b>	4,772,056
<b>Segment liabilities</b>	<b>4,380,207</b>	3,976,508	<b>855,649</b>	794,524	<b>29,014</b>	30,007	<b>5,264,870</b>	4,801,039	<b>-948,909</b>	-891,374	<b>4,315,961</b>	3,909,665
<b>Reconciliation to consolidated financial statements</b>												
Tax liabilities											67,062	63,990
<b>Liabilities according to consolidated statement of financial position</b>											<b>4,383,023</b>	3,973,655

## LEASING

The Leasing segment comprises all of the activities that are related to the Consolidated Group's leasing business. The service offer encompasses the provision of financing to commercial lessees, rental, services, service and maintenance offerings for leased assets, as well as the disposal of used equipment.

## BANKING

The Banking segment comprises the activities of GRENKE BANK AG, which regards itself as a financing partner particularly to small- and medium-sized companies (SMEs). Additionally, GRENKE BANK AG cooperates with development banks in providing financing to this clientele in the context of business start-ups. Furthermore, fixed-term deposits are offered via its internet presence. The bank's business is focused primarily on German customers.

## FACTORING

The Factoring segment contains traditional factoring services focused on small-ticket factoring. Within non-recourse factoring, the segment offers both notification factoring, where the debtor is notified of the assignment of receivables, and non-notification factoring, where the debtor is not notified accordingly. The segment also offers collection services (recourse factoring) where the customer continues to bear the credit risk.

## ADDITIONAL INFORMATION ON THE CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS

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### ACCOUNTING POLICIES

This quarterly statement of GRENKE AG has been prepared in accordance with International Financial Reporting Standards (IFRS) as applicable in the EU. It should be read in conjunction with the IFRS consolidated financial statements as per December 31, 2017. The accounting policies generally correspond to the methods used in the previous year. Exceptions to the methods previously used relate to changes resulting from the mandatory application of new accounting standards. An audit review as defined by Section 115 (5) WpHG was not conducted.

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### MANDATORY NEW ACCOUNTING STANDARDS

In the 2018 fiscal year, the GRENKE Consolidated Group applied IFRS 9 "Financial Instruments" for the first time. IFRS 15 "Revenue from Contracts with Customers" as well as various other changes to standards and interpretations are also applicable for the first time in the 2018 fiscal year but have no effect on the consolidated financial statements of GRENKE AG. The adjustments to the consolidated financial statements based on IFRS 9 are presented below.

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### ADJUSTMENTS

IFRS 9 "Financial Instruments" replaced IAS 39 "Financial Instruments: Recognition and Measurement" and is divided into the three stages of classification and measurement, impairment and hedge accounting. With the exception of hedge accounting, in which the GRENKE Consolidated Group decided to exercise the accounting option contained in IFRS 9 and thus continued to apply the hedge accounting rules of IAS 39, the Consolidated Group applied IFRS 9 retrospectively with effect from January 1, 2018. Comparative information for the previous period has been adjusted starting from January 1, 2017.

In accordance with IAS 8.28, the adjustment of IFRS 9 has the following effect:

EFFECT ON THE CONSOLIDATED STATEMENT OF FINANCIAL POSITION (INCREASE / DECREASE) AS PER  
DECEMBER 31, 2017:

<i>EURk</i>	Published consolidated financial statements Dec. 31, 2017	Adjustment	Adjusted consolidated financial statements Dec. 31, 2017
<b>Current assets</b>			
Cash and cash equivalents	203,367	-10	203,357
Lease receivables	1,368,121	-26,970	1,341,151
Other current financial assets	116,509	-338	116,171
Trade receivables	5,935	-149	5,786
<b>Total current assets</b>	<b>1,969,693</b>	<b>-27,467</b>	<b>1,942,226</b>
<b>Non-current assets</b>			
Lease receivables	2,598,614	-45,639	2,552,975
Other non-current financial assets	82,047	-1,019	81,028
Deferred tax assets	10,887	3,976	14,863
<b>Total non-current assets</b>	<b>2,872,512</b>	<b>-42,682</b>	<b>2,829,830</b>
<b>Total assets</b>	<b>4,842,205</b>	<b>-70,149</b>	<b>4,772,056</b>
<b>Non-current liabilities</b>			
Non-current provisions	0	53	53
Deferred tax liabilities	55,932	-12,034	43,898
<b>Total non-current liabilities</b>	<b>2,595,342</b>	<b>-11,981</b>	<b>2,583,361</b>
<b>Equity</b>			
Retained earnings	592,771	-58,490	534,281
Other components of equity	-2,261	322	-1,939
<b>Total equity attributable to shareholders of GRENKE AG</b>	<b>728,434</b>	<b>-58,168</b>	<b>670,266</b>
<b>Total equity</b>	<b>856,569</b>	<b>-58,168</b>	<b>798,401</b>
<b>Total liabilities and equity</b>	<b>4,842,205</b>	<b>-70,149</b>	<b>4,772,056</b>

EFFECT ON THE CONSOLIDATED INCOME STATEMENT (INCREASE / DECREASE)  
FOR THE 3 MONTHS AS PER MARCH 31, 2017:

<i>EURk</i>	Published quarterly consolidated financial statements Mar. 31, 2017	Adjustment	Adjusted quarterly consolidated financial statements Mar. 31, 2017
Settlement of claims and risk provision	13,640	5,180	18,820
<b>Earnings before taxes</b>	<b>36,221</b>	<b>-5,180</b>	<b>31,041</b>
Income taxes	7,389	-1,413	5,976
<b>Net profit</b>	<b>28,832</b>	<b>-3,767</b>	<b>25,065</b>
Earnings per share (EUR) <sup>1,2</sup>	0.64	-0.09	0.55

1 Basic and diluted earnings per share are identical.

2 Adjustment made following the 1:3 stock split in the prior year.



EFFECT ON THE CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (INCREASE / DECREASE)  
 FOR THE 3 MONTHS AS PER MARCH 31, 2017:

<i>EURk</i>	Published quarterly consolidated financial statements Mar. 31, 2017	Adjustment	Adjusted quarterly consolidated financial statements Mar. 31, 2017
Change in currency translation differences	474	-13	461
<b>Other comprehensive income</b>	<b>438</b>	<b>-13</b>	<b>425</b>
<b>Total comprehensive income</b>	<b>29,270</b>	<b>-3,780</b>	<b>25,490</b>

There was no material effect on the consolidated statement of cash flows.

## LEASE RECEIVABLES

<i>EURk</i>	Mar. 31, 2018	Mar. 31, 2017
<b>Changes in lease receivables from current contracts (performing lease receivables)</b>		
<b>Balance at beginning of period</b>	<b>3,772,864</b>	<b>3,124,547</b>
+ Change during the period	190,540	166,440
- Impairments during the period	5,957	5,232
<b>Lease receivables (current + non-current) from current contracts at end of period</b>	<b>3,957,447</b>	<b>3,285,755</b>
<b>Changes in lease receivables from terminated contracts/contracts in arrears (non-performing lease receivables)</b>		
<b>Gross receivables at beginning of period</b>	<b>270,421</b>	<b>223,948</b>
+ Additions to gross receivables during the period	33,666	29,775
- Disposals of gross receivables during the period	14,457	9,540
<b>Gross receivables at end of period</b>	<b>289,630</b>	<b>244,183</b>
<b>Impairments at beginning of period</b>	<b>149,159</b>	<b>129,746</b>
+ Additions of accumulated impairment during the period*	22,821	13,698
- Disposals of accumulated impairment during the period	16,966	10,592
<b>Impairments at end of period</b>	<b>155,014</b>	<b>132,852</b>
<b>Carrying amount of non-performing lease receivables at beginning of period</b>	<b>121,262</b>	<b>94,202</b>
<b>Carrying amount of non-performing lease receivables at end of period</b>	<b>134,616</b>	<b>111,331</b>
<b>Lease receivables (carrying amount, current and non-current) at beginning of period</b>	<b>3,894,126</b>	<b>3,218,749</b>
<b>Lease receivables (carrying amount, current and non-current) at end of period</b>	<b>4,092,063</b>	<b>3,397,086</b>

\* Item contains exchange rate differences in the amount of EUR -274k (previous year: EUR 145k).

## FINANCIAL LIABILITIES

<i>EURk</i>	<b>Mar. 31, 2018</b>	<b>Dec. 31, 2017</b>
<b>Financial liabilities</b>		
<b>Current financial liabilities</b>		
Asset-based	248,197	261,292
Senior unsecured	810,663	661,469
Committed development loans	70,139	61,360
Liabilities from deposit business*	318,513	274,721
Other bank liabilities	3,172	2,683
<i>thereof current account liabilities</i>	658	111
<b>Total current financial liabilities</b>	<b>1,450,684</b>	<b>1,261,525</b>
<b>Non-current financial liabilities</b>		
Asset-based	490,225	481,518
Senior unsecured	1,768,154	1,678,392
Committed development loans	141,897	128,784
Liabilities from deposit business	260,085	244,487
<b>Total non-current financial liabilities</b>	<b>2,660,361</b>	<b>2,533,181</b>
<b>Total financial liabilities</b>	<b>4,111,045</b>	<b>3,794,706</b>

\* Of which EUR 5,000k is owed to credit institutions (previous year: EUR 15,000k).

## ASSET-BASED FINANCIAL LIABILITIES

### STRUCTURED ENTITIES

The following consolidated structured entities existed as per the reporting date: Opusalpha Purchaser II Limited, Kebnekaise Funding Limited, CORAL PURCHASING Limited, FCT "GK" COMPARTMENT "G2" (FCT GK 2), and FCT "GK" COMPARTMENT "G3" (FCT GK 3). All structured entities have been set up as asset-backed commercial paper (ABCP) programmes.

<i>EURk</i>	<b>Mar. 31, 2018</b>	<b>Dec. 31, 2017</b>
Programme volume	792,500	772,500
Utilisation	650,054	655,211
Carrying amount	565,233	575,023
<i>thereof current</i>	173,833	181,805
<i>thereof non-current</i>	391,400	393,218

## SALES OF RECEIVABLES AGREEMENTS

	Mar. 31, 2018	Dec. 31, 2017
Programme volume in local currency		
<i>EURk</i>	25,000	25,000
<i>GBPk</i>	100,000	100,000
<i>PLNk</i>	80,000	80,000
<i>CHFk</i>	50,000	50,000
<i>BRLk</i>	75,480	75,480
Programme volume in EURk	219,185	218,589
Utilisation in EURk	155,750	148,115
Carrying amount in EURk	155,750	148,115
<i>thereof current</i>	68,701	71,591
<i>thereof non-current</i>	87,049	76,524

## RESIDUAL LOANS

The Consolidated Group has residual loans following the acquisition of Europa Leasing GmbH. The residual loans serve, in part, to finance the residual amounts of lease contracts for which the payment instalments were sold in the context of the sale of receivables.

<i>EURk</i>	Mar. 31, 2018	Dec. 31, 2017
Carrying amount	17,439	19,672
<i>thereof current</i>	5,664	7,896
<i>thereof non-current</i>	11,775	11,776

## SENIOR UNSECURED FINANCIAL LIABILITIES

The following table provides an overview of the carrying amounts of the individual refinancing instruments:

<i>EURk</i>	Mar. 31, 2018	Dec. 31, 2017
Bonds	1,651,114	1,510,590
<i>thereof current</i>	184,560	83,676
<i>thereof non-current</i>	1,466,554	1,426,914
Promissory notes	420,592	361,845
<i>thereof current</i>	131,936	123,414
<i>thereof non-current</i>	288,656	238,431
Commercial paper	393,000	313,000
Revolving credit facility	78,525	106,758
<i>thereof current</i>	65,581	93,711
<i>thereof non-current</i>	12,944	13,047
Money market trading	5,143	25,000
Overdraft facility	18,993	11,044
Accrued interest	11,450	11,624

The following table provides an overview of the refinancing volumes of the individual instruments:

	<b>Mar. 31, 2018</b>	<b>Dec. 31, 2017</b>
Bonds EURk	2,500,000	2,000,000
Commercial paper EURk	500,000	500,000
Revolving credit facility EURk	150,000	150,000
Revolving credit facility PLNk	100,000	100,000
Revolving credit facility CHFk	20,000	20,000
Money market trading EURk	35,000	35,000

#### BONDS

In the fiscal year to date, one new bond was issued with a total volume of EUR 200,000k, and an existing bond was increased by a total of EUR 25,000k. Scheduled redemptions totalled EUR 84,000k.

#### PROMISSORY NOTES

In the fiscal year to date, six new promissory notes were issued with a total volume of EUR 65,000k. Promissory notes with a volume of EUR 2,500k and CHF 4,409k were redeemed on schedule.

#### COMMITTED DEVELOPMENT LOANS

The following table shows the carrying amounts of the utilised development loans at different development banks.

<i>EURk</i>	<b>Mar. 31, 2018</b>	<b>Dec. 31, 2017</b>
<b>Description</b>		
NRW.Bank	75,848	73,392
Thüringer Aufbaubank	8,934	9,557
Investitionsbank Berlin	1,532	1,835
LfA Förderbank Bayern	5,130	7,603
Investitionsbank des Landes Brandenburg	4,602	4,761
KfW	113,757	90,741
Landeskreditbank Baden-Württemberg – Förderbank	2,201	2,216
Accrued interest	32	39

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## ACQUISITIONS IN THE 2018 FISCAL YEAR

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### GC RENTING CROATIA D.O.O., ZAGREB/CROATIA

As per March 31, 2018, GRENKE AG gained control of the shares in GC Renting Croatia d.o.o., Zagreb / Croatia and included this company in its scope of consolidation for the first time. Prior to the acquisition, GC Renting Croatia d.o.o., Zagreb / Croatia, was part of the GRENKE AG franchise system and specialised in small-ticket leasing with a strong focus on IT and IT equipment.

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### GC LEASING MIDDLE EAST FZCO, DUBAI/UAE

As per March 31, 2018, GRENKE AG gained control of the shares in GC Leasing Middle East FZCO, Dubai/UAE and included this company in its scope of consolidation for the first time. Prior to the acquisition, GC Leasing Middle East FZCO, Dubai/UAE, was part of the GRENKE AG franchise system and specialised in small-ticket leasing with a strong focus on IT and IT equipment.

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## CONTINGENT LIABILITIES

GRENKE AG, as guarantor for individual franchise companies, provided financial guarantees of EUR 31.4 million (previous year as per December 31, 2017: EUR 38.4 million), which represents the maximum default risk. The actual utilisation of the guarantees by the guarantee recipients was lower and amounted to EUR 23.1 million (previous year as per December 31, 2017: EUR 25.2 million).

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## SUBSEQUENT EVENTS

GRENKE entered into a cooperation with the European Investment Bank (Europäische Investitionsbank – EIB) under which GRENKE is to receive up to EUR 100 million at favourable interest rates to finance lease contracts for SMEs on a pan-European basis.

## CALENDAR OF EVENTS

May 3, 2018	Annual General Meeting, Kongresshaus Baden-Baden
July 3, 2018	New business figures 6M-2018
July 27, 2018	Financial Report for the 2nd Quarter and the First Half-Year 2018
October 2, 2018	New business figures 9M-2018
October 30, 2018	Quarterly Statement for the 3rd Quarter and the First Nine Months of 2018

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*Figures in this quarterly statement are generally presented in thousands and millions of euros. Rounding difference may occur in individual figures compared to the actual euro amounts. Such differences are not material in nature. For better readability, gender-specific language was avoided, and the terms used refer equally to both genders.*

*This quarterly statement is published in German and as an English translation. In the event of any conflict or inconsistency between the German and English version, the German original shall prevail.*



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