

# GRAPHISOFT PARK SE

## Interim Management Report – Third Quarter 2012

November 5, 2012



GRAPHISOFT PARK





## Financial highlights

IFRS, consolidated, thousand EUR

	3 months ended		9 months ended	
	Sept. 30,	Sept. 30,	Sept. 30,	Sept. 30,
	2011	2012	2011	2012
<b>Revenue</b>	<b>2,025</b>	<b>2,069</b>	<b>5,980</b>	<b>6,304</b>
Operating expense	(173)	(267)	(594)	(713)
Other income (expense)	4	26	67	69
<b>EBITDA</b>	<b>1,856</b>	<b>1,828</b>	<b>5,453</b>	<b>5,660</b>
Depreciation and amortization	(948)	(929)	(2,764)	(2,754)
<b>Operating profit</b>	<b>908</b>	<b>899</b>	<b>2,689</b>	<b>2,906</b>
Net interest expense	(502)	(379)	(1,529)	(1,256)
Exchange rate differences	(117)	(1)	20	17
<b>Profit before tax</b>	<b>289</b>	<b>519</b>	<b>1,180</b>	<b>1,667</b>
Income tax expense	84	(44)	(164)	(252)
<b>Profit for the period</b>	<b>373</b>	<b>475</b>	<b>1,016</b>	<b>1,415</b>
<b>EBITDA margin (%)</b>	<b>91.7</b>	<b>88.4</b>	<b>91.2</b>	<b>89.8</b>
<b>Operating profit margin (%)</b>	<b>44.8</b>	<b>43.5</b>	<b>45.0</b>	<b>46.1</b>

	December 31, 2011	September 30, 2012
<b>Assets total</b>	<b>72,979</b>	<b>72,333</b>
<b>Investment property at cost*</b>	<b>63,926</b>	<b>62,516</b>
<b>Bank loans</b>	<b>51,988</b>	<b>50,416</b>
<b>Net debt</b>	<b>44,648</b>	<b>42,572</b>

\* Investment properties are shown in the financial statements of the Company at historical cost. Estimates on property fair values are published annually. The latest valuation is disclosed in the Annual Report for 2011 ([www.graphisoftpark.com](http://www.graphisoftpark.com)).



## Dear Shareholders,

In this business report, Graphisoft Park presents the progress made toward its goals in the following areas:

- Financial results for the first nine months of 2012,
- Utilization, occupancy,
- Development activities,
- Other key issues,
- Forecast for the years of 2012 and 2013.

### Financial results for the first nine months of 2012

The Company closed the first nine months of 2012 with revenues of 6,304 thousand euros, EBITDA of 5,660 thousand euros, and a net profit of 1,415 thousand euros.

- **Revenue** (6,304 thousand euros, Q1: 2,106 thousand euros, Q2: 2,129 thousand euros, Q3: 2,069 thousand euros) increased by 5% compared to the previous year. The growth is due to the increasing average occupancy of the properties (see details in the “Utilization, occupancy” section below).
- **Operating expense** (644 thousand euros, Q1: 134 thousand euros, Q2: 269 thousand euros, Q3: 241 thousand euros) increased by 22% compared to the previous year, mostly attributable to expenses related to the suit (see details in the “Forecast for the years of 2012 and 2013” section) and significantly increased bonus payments. Savings resulted from the smaller vacant area, which means less operating expenses and utility costs to be covered by the Group. More significant savings resulted from the significant weakening of the HUF exchange rate, approximately 7% compared to the base period, since the majority of operating expenses incur in HUF.
- **Depreciation** (2,754 thousand euros, Q1: 911 thousand euros, Q2: 914 thousand euros, Q3: 929 thousand euros) amount is actually the same as that of the previous year.
- **EBITDA** (5,660 thousand euros, Q1: 1,972 thousand euros, Q2: 1,860 thousand euros, Q3: 1,828 thousand euros) increased by 4% and **operating profit** (2,906 thousand euros, Q1: 1,061 thousand euros, Q2: 946 thousand euros, Q3: 899 thousand euros) increased by 8% compared to the previous year.
- **Net interest expense** (1,256 thousand euros, Q1: 444 thousand euros, Q2: 433 thousand euros, Q3: 379 thousand euros) decreased by 18% compared to the previous year due to decreasing interest expenses (by 226 thousand euros) and increasing interest income (by 47 thousand euros).
- The Company realized a **net profit** of 1,415 thousand euros (Q1: 506 thousand euros, Q2: 434 thousand euros, Q3: 475 thousand euros) in the first three quarters of 2012, 39% (399 thousand euros) higher compared to the previous year.

### Utilization, occupancy

Occupancy rate of Graphisoft Park’s 46,000 m2 office and laboratory space developed as follows (at the end of the quarter):

2011 Q1	2011 Q2	2011 Q3	2011 Q4	2012 Q1	2012 Q2	2012 Q3
84%	85%	85%	85%	87%	88%	81%

By the termination of AMRI Hungary Zrt’s leasehold (see details below in the “Forecast for the years of 2012 and 2013” section) the occupancy rate in Graphisoft Park has decreased to 81% from 88%.



In the first quarter of 2012, a lease agreement has been renewed and extended with a tenant increasing the occupancy rate of the Park by 3% in 2013.

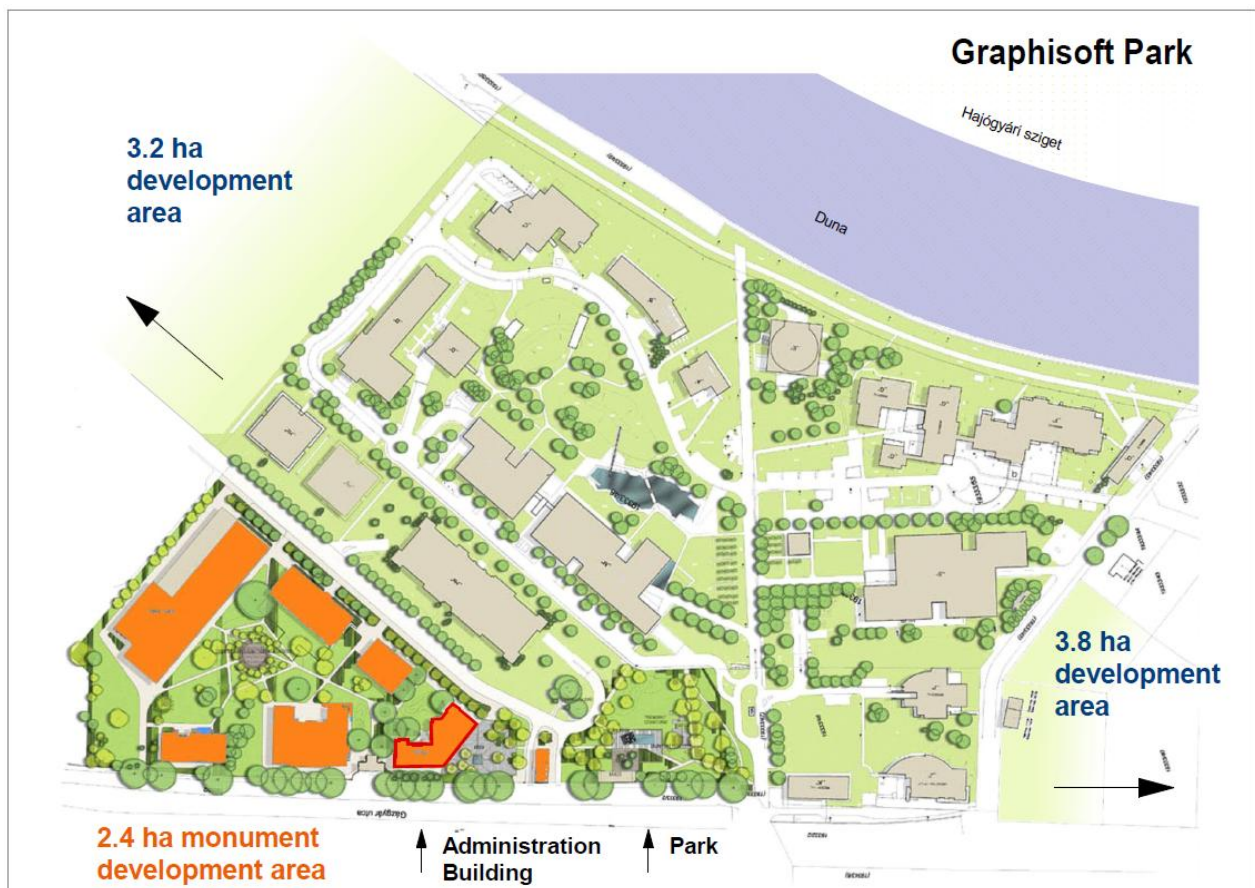
In January 2012, Microsoft whose contract was due to expire in July 2012 has extended its lease by 5 years. Nearly 4,000 m2 of office space is affected in the lease extension. The remaking of this office space required an approximate 450 thousand euro investment.

AMRI Hungary Zrt. has filed for voluntary winding up with the court of registration, effective on July 19, 2012. With regards to the winding up process, and in accordance with its terms, Graphisoft Park has given a notice of termination of the lease contract effective on August 31, 2012, and took all necessary steps to recover its claim of 4,443 euros in accordance with the terms of the lease contract and the governing laws. See details below in the "Forecast for the years of 2012 and 2013" section. AMRI Hungary Zrt. leased approximately 7% of the rentable space in Graphisoft Park (3,200 m2 laboratory and office space together).

Consequently, with the rendition of the space occupied by AMRI, Graphisoft Park's 88% occupancy rate in the second quarter dropped to 81% by September 2012, and will grow to 84% by January 2013, based on the new leases concluded.

**Development activities**

The total area of Graphisoft Park is nearly 18 hectares. Over the past 15 years 45,000 m2 of office and laboratory space covering 8.5 hectares have been developed and occupied. In the remaining area there is a potential for the development of an additional 65,000 m2 office space. In addition to this, 14,000 m2 of building space in the monument area can be utilized after renovation, of which 1,000 m2 had been already renovated and in use since 2011.





Development of the **core area** of Graphisoft Park is completed. Investments such as development, remodeling and renovation of office space and infrastructure development continue there to meet the needs of existing and new tenants. The expenditures for these activities are estimated at 800 euro in 2012 (including the remaking of Microsoft's offices).

The renovation works of buildings 57 and 58 in the **monument development area** began in April, 2012. The completed buildings will provide 1.400 m<sup>2</sup> of rentable office space. The planned total cost of renovation is 2.5 million euro (1.3 million euro in 2012) including the ground works for public utilities and landscaping.

In the long term the monument development area will be used primarily for educational purposes and it will also house the Aquincum Institute of Technology (AIT).

In the **development areas**, we obtained permission for and carried out the demolition of those structures that are not protected landmarks. The planned archeological excavations have been completed. If new demand arises, construction of a new office building could begin in the excavated southern development area. No further preparatory work or development will take place in the northern development area until the clean-up projects planned by the Capital City Gas Works are finished. Total land development costs in these areas have been 3.2 million euros.

The main risk factors and limitations associated with these areas remain as follows:

- no valid zoning plan is in effect,
- significant risk of environmental pollution,
- regulations protecting landmark buildings limit the land's usability.

#### **Other key issues**

##### *Dividend*

On April 26, 2012, the Annual General Meeting of Graphisoft Park SE approved dividend distribution of 35 forints per share (totaling 355,341 thousand forints, which is 1,237 thousand euros on the exchange rate of April 26, 2012). The starting date for dividend payments was June 4, 2012. The Company paid out the dividends to the shareholders identified by shareholder's registration.

##### *Realization of the educational function*

In order to further strengthen Graphisoft Park's "science park" features we have concluded an agreement with Aquincum Institute of Technology (AIT) to create and run international higher education functions in the Park. AIT does this in close cooperation with Budapest University of Technology and Economics (BME) operating as an independent, specialized program of that institution.

The Aquincum Institute of Technology (AIT) was launched with a successful inaugural summer session in June and July of 2010. The program hosted students from top U.S. universities (e.g. Princeton, Williams, Olin, RPI, Smith) at Graphisoft Park. International response to the summer session can be found at AIT's website: [ait-budapest.com](http://ait-budapest.com). The first regular semester started in February 2011, hosting students from many more excellent North-American universities (Skidmore, Swarthmore, Pomona). In the Fall semester of 2011 AIT received students from Carleton College and the University of Washington, and in the Spring semester of 2012 students from Harvard University, Dartmouth College and Grinnell College among others. At the time of writing this report, the 2012 Fall semester is in progress with students from new institutions to AIT, such as Williams and Knox colleges along with students from institutions which are sending students to AIT regularly by now. Besides catering to international students, AIT provides high-level education in small classes for selected students from BME as well. To them, the personal relations with the foreign students may prove to be invaluable assets for their careers further on. AIT's curriculum uniquely blends IT education in line with Graphisoft Park's professional orientation with business instructions. This is complemented by courses highlighting the riches of Hungarian culture (language, literature, film, music and architecture) tailored for the needs of the international students. To this date a total of 22 North American



universities have sent students to participate in the program and recognized the credits issued by AIT with BME's accreditation.

This new educational institution, whose presence further increases the attractiveness of Graphisoft Park, is leasing a total of 550 m2 of space for educational purposes.

### **Forecast for the years of 2012 and 2013**

AMRI Hungary Zrt went under voluntary winding up on July 19, 2012. With regards to the winding up procedure, Graphisoft Park terminated the lease effective on August 31, 2012 in accordance with its terms, therefore no rental revenues were expected from those premises for the last 4 months of this year, and the expected rental revenues for 2012 were lowered by 200 thousand euros in our previous quarterly report. AMRI's filing for winding up triggered the acceleration clause in the lease contract between AMRI Hungary Zrt and Graphisoft Park making the entire remaining lease fee of 4,783 thousand euros for 79 months due at once. This amount is increased further by the estimated 300 thousand euro cost of removing AMRI owned special equipment installed in the building, which cannot be utilized by Graphisoft Park. Estimated net revenues from leasing the vacated premises to new tenants may reduce this amount, for which we have been exercising our best effort and will keep on working to fulfill our mitigation duties to the highest extent.

Graphisoft Park has filed suit with the Arbitration Court attached to the Hungarian Chamber of Commerce and Industry against AMRI Hungary Zrt to recover its claims arising out of the termination of its lease agreement. Filing suit was necessary because AMRI Hungary Zrt and its parent Albany Molecular Research Inc (Albany - USA) refused to honor their contractual obligation to fulfill Graphisoft Park's claim. The net amount of the filed claim is 4,443 thousand euros. The claim consists of lease fee for the remaining 79 months at time of termination, estimated costs of removing AMRI owned special equipment installed in the building (which cannot be utilized by Graphisoft Park) and unpaid lease fee and operating expense for August, 2012; minus expected net revenue derived from the subsequent utilization of the premises. Net revenue consists of expected lease revenues from new tenants (assuming linearly increasing occupancy after the office transformation period); minus the amortization of the investment in the office transformation and operating expenses for unrented spaces for the 79 months period remaining at the time of termination.

We estimated the direct and indirect costs of the proceedings in 2012 to amount to 200 thousand euros, as published in September, and the revenue forecast for 2012 has been lowered accordingly.

In accordance with our previous reports, and not altering our conservative estimation methods, in our forecasts 1) any revenues from recovery will not be considered until the final settlement of the claim – this is because the time of settling the case and the actual amount of recovery cannot be estimated reliably –, however, 2) all actual and expected expenses related to realizing the claim will be considered in the forecasts, even though those are expected to be recovered at the closing of the case. The exact extent of the effects of this case on revenues can only be determined once the case is closed, therefore, revenues expected from the proceedings will not be included in the forecasts until the closing of the case.

The summary of the effects of the termination of AMRI Hungary's leasehold on the expected results for 2012 and 2013 is as follows:

<b>(million euros)</b>	<b>2012</b>	<b>2013</b>
Rental revenue decrease	-0.2	-0.6
Operating expenses	-	-0.1
Costs of the suit	-0.2	-0.1
<b>Net profit change</b>	<b>-0.4</b>	<b>-0.8</b>



*Forecast:*

The following forecast for 2012 is identical to the one published in the previous quarterly report with regards to the net results, because developments since then have opposite effects to the same extent on the results for 2012. Our forecast was lowered by 200 thousand euros to reflect the expected expenses related to the court proceedings (for details, see above), while with regards to savings achievable in net interest expense and depreciation lines the figure has been raised by the same amount. The decrease in net interest expense is due to selling a portion of our bonds held as financial investment at a profit in the fourth quarter.

Our forecast for the years of 2012 and 2013 is summarized in the following table, based exclusively on signed, valid lease agreements, with the current occupancy rate of 81% (from September 2012, previously 88%, averaging at 86% for the year), and expected occupancy rate at 84% for 2013 (the first column shows 2011 actual results):

<b>(million euros)</b>	<b>2011 actual</b>	<b>2012 forecast</b>	<b>2013 plan</b>
Rental revenue	8.04	8.3	8.1
Operating expenses	- 0.69	-0.9	-0.9
<b>EBITDA</b>	<b>7.35</b>	<b>7.4</b>	<b>7.2</b>
Depreciation and amortization	- 3.70	-3.7	-3.7
<b>Operating profit</b>	<b>3.65</b>	<b>3.7</b>	<b>3.5</b>
Net interest expense	- 2.00	-1.6	-1.4
Exchange rate difference	-0.06	-	-
Income tax expense	- 0.15	-0.4	-0.4
<b>Net profit</b>	<b>1.44</b>	<b>1.7</b>	<b>1.7</b>

Change in results for 2013 compared to 2012 bases is the impact of the following main factors:

<b>(million euros)</b>	<b>2013-2012 change</b>
Rental revenue not realized in building Hz	-0.4
Rental revenue increase coming from new lease contracts	0.2
Decreasing loan interest expense	0.4
Decreasing interest income from cash, cash equivalents and financial investments	-0.2
<b>Net profit change</b>	<b>0.0</b>

Forecasts published here are based solely on the valid lease contracts in effect at the time of writing this report. At previous times actual revenues were repeatedly higher than forecasted, due to new leases concluded after the publication of reports. Despite this past pattern, it is not in our intention to change the forecasting methods. We will not try to predict the number or value of new lease contract on one hand, nor will we account for the scenario of current tenants not prolonging their leases after expiration on the other.

It is our intention to maintain the price structure designed to match the high value services provided by Graphisoft Park in order to be able to preserve the level of service provided in the long run. As the current office rental market in Budapest is in the state of oversupply, very low prices can be observed at some places, with which Graphisoft Park has no intention to compete. Losing tenants for this reason is not unthinkable, even though this has not happened until now. Occupancy rates - which are the primary factor in determining revenue forecasts - may significantly differ, favorably or unfavorably from the forecasted values.

Other factors significantly affecting results are changes in the EUR/HUF exchange rate, the EURIBOR interest rate and the regulatory, especially tax, environment.



**Forward-looking statements** - *The forward-looking statements contained in this Interim Management Report involve inherent risks and uncertainties, may be determined by additional factors, other than the ones mentioned above, therefore the actual results may differ materially from those contained in any forecast.*

**Statement of responsibility** - *We declare that the Quarterly Report which has been prepared in accordance with the applicable accounting standards and to the best of our knowledge, give a true and fair view of the assets, liabilities, financial position and profit or loss of Graphisoft Park SE and its undertakings included in the consolidation, and the Business Report gives a fair view of the position, development and performance of Graphisoft Park SE and its undertakings included in the consolidation, together with a description of the principal risks and uncertainties of its business.*

Budapest, November 5, 2012

Hajba Róbert  
Chief Financial Officer

Kocsány János  
Chief Executive Officer





# GRAPHISOFT PARK SE

## QUARTERLY REPORT

**for the quarter ended September 30, 2012**

in accordance with International Financial Reporting Standards (IFRS)

(unaudited)

Budapest, November 5, 2012

Handwritten signature of Hajba Róbert in purple ink, written over a horizontal line.

Hajba Róbert  
Chief Financial Officer

Handwritten signature of Kocsány János in purple ink, written over a horizontal line.

Kocsány János  
Chief Executive Officer

**GRAPHISOFT PARK SE**  
**QUARTERLY REPORT**  
SEPTEMBER 30, 2012

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**GRAPHISOFT PARK SE**  
**CONSOLIDATED BALANCE SHEET**

AS OF SEPTEMBER 30, 2012

(all amounts in thousands EUR unless otherwise stated)

	Notes	December 31, 2011	September 30, 2012
Cash and cash equivalents	3	3,777	3,755
Securities	4	3,798	4,378
Trade receivables	5	381	660
Current tax receivable	6	169	97
Other current assets	7	450	587
<b>Current assets</b>		<b>8,575</b>	<b>9,477</b>
Investment property	8	63,926	62,516
Other tangible assets	8	221	211
Intangible assets	8	-	1
Investments	9	100	100
Deferred tax asset	10	157	28
<b>Non-current assets</b>		<b>64,404</b>	<b>62,856</b>
<b>TOTAL ASSETS</b>		<b>72,979</b>	<b>72,333</b>
Short-term loans	11	2,064	2,214
Trade payables	12	426	584
Current tax liability	6	159	78
Other short-term liabilities	13	807	986
<b>Current liabilities</b>		<b>3,456</b>	<b>3,862</b>
Long-term loans	11	49,924	48,202
Deferred tax liability	10	-	13
<b>Non-current liabilities</b>		<b>49,924</b>	<b>48,215</b>
<b>TOTAL LIABILITIES</b>		<b>53,380</b>	<b>52,077</b>
Share capital		213	213
Retained earnings		23,332	23,510
Valuation reserve	4, 10	(339)	134
Treasury shares	21	(669)	(669)
Accumulated translation difference		(2,938)	(2,932)
<b>Shareholders' equity</b>		<b>19,599</b>	<b>20,256</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>		<b>72,979</b>	<b>72,333</b>

The accompanying notes form an integral part of the report.

**GRAPHISOFT PARK SE**  
**CONSOLIDATED STATEMENT OF INCOME**  
FOR THE QUARTER ENDED SEPTEMBER 30, 2012  
(all amounts in thousands EUR unless otherwise stated)

	Notes	3 months ended		9 months ended	
		Sept. 30, 2011	Sept. 30, 2012	Sept. 30, 2011	Sept. 30, 2012
Property rental revenue	14	2,025	2,069	5,980	6,304
<b>Revenue</b>		<b>2,025</b>	<b>2,069</b>	<b>5,980</b>	<b>6,304</b>
Property related expense	15	(14)	(7)	(73)	(42)
Employee related expense	15	(84)	(93)	(316)	(371)
Other operating expense	15	(75)	(167)	(205)	(300)
Depreciation and amortization	15, 8	(948)	(929)	(2,764)	(2,754)
<b>Operating expense</b>		<b>(1,121)</b>	<b>(1,196)</b>	<b>(3,358)</b>	<b>(3,467)</b>
Other income (expense)	16	4	26	67	69
<b>OPERATING PROFIT</b>		<b>908</b>	<b>899</b>	<b>2,689</b>	<b>2,906</b>
Interest income	17	101	104	286	333
Interest expense	17	(603)	(483)	(1,815)	(1,589)
Exchange rate difference	18	(117)	(1)	20	17
<b>Financial expense</b>		<b>(619)</b>	<b>(380)</b>	<b>(1,509)</b>	<b>(1,239)</b>
<b>PROFIT BEFORE TAX</b>		<b>289</b>	<b>519</b>	<b>1,180</b>	<b>1,667</b>
Income tax expense	19	84	(44)	(164)	(252)
<b>PROFIT FOR THE PERIOD</b>		<b>373</b>	<b>475</b>	<b>1,016</b>	<b>1,415</b>
Attributable to equity holders of the parent		373	475	1,016	1,415
Basic earnings per share (EUR)	20	0.04	0.05	0.10	0.14
Diluted earnings per share (EUR)	20	0.04	0.05	0.10	0.14

*The accompanying notes form an integral part of the report.*

**GRAPHISOFT PARK SE**  
**CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME**  
 FOR THE QUARTER ENDED SEPTEMBER 30, 2012  
 (all amounts in thousands EUR unless otherwise stated)

	Notes	3 months ended		9 months ended	
		Sept. 30, 2011	Sept. 30, 2012	Sept. 30, 2011	Sept. 30, 2012
<b>Profit for the period</b>		<b>373</b>	<b>475</b>	<b>1,016</b>	<b>1,415</b>
Valuation reserve	4, 10	(184)	260	(184)	473
Translation difference		(1,555)	-	(842)	6
<b>Other comprehensive income</b>		<b>(1,739)</b>	<b>260</b>	<b>(1,026)</b>	<b>479</b>
<b>COMPREHENSIVE INCOME</b>		<b>(1,366)</b>	<b>735</b>	<b>(10)</b>	<b>1,894</b>
Attributable to equity holders of the parent		(1,366)	735	(10)	1,894

*The accompanying notes form an integral part of the report.*

**GRAPHISOFT PARK SE**  
**CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY**  
 FOR THE QUARTER ENDED SEPTEMBER 30, 2012  
 (all amounts in thousands EUR unless otherwise stated)

	Share capital	Retained earnings	Valuation reserve	Treasury shares	Accum. translation difference	Total equity
<b>December 31, 2010</b>	<b>213</b>	<b>22,856</b>	-	-	<b>(1,075)</b>	<b>21,994</b>
Profit for the period	-	1,016	-	-	-	<b>1,016</b>
Valuation reserve	-	-	(184)	-	-	<b>(184)</b>
Translation difference	-	-	-	-	(842)	<b>(842)</b>
Dividend	-	(986)	-	-	-	<b>(986)</b>
<b>September 30, 2011</b>	<b>213</b>	<b>22,886</b>	<b>(184)</b>	-	<b>(1,917)</b>	<b>20,998</b>
<b>December 31, 2011</b>	<b>213</b>	<b>23,332</b>	<b>(339)</b>	<b>(669)</b>	<b>(2,938)</b>	<b>19,599</b>
Profit for the period	-	1,415	-	-	-	<b>1,415</b>
Valuation reserve	-	-	473	-	-	<b>473</b>
Translation difference	-	-	-	-	6	<b>6</b>
Dividend	-	(1,237)	-	-	-	<b>(1,237)</b>
<b>September 30, 2012</b>	<b>213</b>	<b>23,510</b>	<b>134</b>	<b>(669)</b>	<b>(2,932)</b>	<b>20,256</b>

*The accompanying notes form an integral part of the report.*

**GRAPHISOFT PARK SE**  
**CONSOLIDATED STATEMENT OF CASH FLOWS**  
FOR THE QUARTER ENDED SEPTEMBER 30, 2012  
(all amounts in thousands EUR unless otherwise stated)

	3 months ended		9 months ended	
	Sept. 30, 2011	Sept. 30, 2012	Sept. 30, 2011	Sept. 30, 2012
<b>OPERATING ACTIVITIES</b>				
Income before tax	289	519	1,180	1,667
Depreciation and amortization	948	929	2,764	2,754
Interest expense	603	483	1,815	1,589
Interest income	(101)	(104)	(286)	(333)
Unrealized foreign exchange (gains) / losses	50	10	(41)	33
Changes in working capital:				
(Increase) / decrease in receivables and other current assets	(427)	29	(194)	(188)
(Increase) / decrease in inventory	(7)	9	(8)	-
Increase / (decrease) in payables and accruals	192	(446)	248	(312)
Corporate income tax paid	(100)	(124)	(181)	(211)
<b>Net cash from operating activities</b>	<b>1,447</b>	<b>1,305</b>	<b>5,297</b>	<b>4,999</b>
<b>INVESTING ACTIVITIES</b>				
Purchase of tangible assets and intangibles	(484)	(525)	(2,189)	(977)
Interest paid (capitalized)	(8)	(55)	(38)	(55)
Purchase of securities	(4,075)	-	(4,075)	-
Sale of securities	8,000	-	8,000	-
Interest received	369	221	386	278
<b>Net cash from (used in) investing activities</b>	<b>3,802</b>	<b>(359)</b>	<b>2,084</b>	<b>(754)</b>
<b>FINANCING ACTIVITIES</b>				
Loan repayments	(461)	(536)	(1,354)	(1,572)
Interest paid	(604)	(428)	(1,851)	(1,528)
Dividend paid	(950)	-	(950)	(1,167)
<b>Net cash used in financing activities</b>	<b>(2,015)</b>	<b>(964)</b>	<b>(4,155)</b>	<b>(4,267)</b>
(Increase) / decrease in cash and cash equivalents	3,234	(18)	3,226	(22)
Cash and cash equivalents at beginning of period	715	3,768	723	3,777
Exchange rate (gain) / loss on cash and cash equivalents	(30)	5	(30)	-
<b>Cash and cash equivalents at end of period</b>	<b>3,919</b>	<b>3,755</b>	<b>3,919</b>	<b>3,755</b>

The accompanying notes form an integral part of the report.

**GRAPHISOFT PARK SE**  
**NOTES TO THE QUARTERLY REPORT**  
FOR THE QUARTER ENDED SEPTEMBER 30, 2012  
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**1. General information**

**1.1. Business activities**

Graphisoft Park SE was established through a demerger from Graphisoft SE on August 21, 2006. The purpose of the restructuring was to spin off a new company, dedicated to real estate development and management. Graphisoft Park SE operates as a holding and provides management, financial and administrative services to its subsidiaries. The real estate development is performed by Graphisoft Park SE's subsidiary, Graphisoft Park Kft. Graphisoft Park Kft's subsidiary, Graphisoft Park Services Kft. is responsible for property operation tasks.

Graphisoft Park SE and subsidiaries are incorporated under the laws of Hungary. Court registration number of Graphisoft Park SE is CG 01-20-000002. Registered address of the Group is H-1031 Budapest, Záhony utca 7., Hungary. Headcount was 12 on September 30, 2012.

**1.2. Properties**

The total area of Graphisoft Park is nearly 18 hectares. Over the past 15 years, 45,000 m<sup>2</sup> of office and laboratory space, covering 8.5 hectares, have been developed and occupied. The remaining area provides the opportunity to develop an additional 65,000 m<sup>2</sup> of office space and utilize 14,000 m<sup>2</sup> of building space comprising the monument area, after its renovation.

The real estate is categorized as follows:

<b>Area</b>	<b>Property</b>
Core area	modern business park spreading over 8.5 hectares of land, comprising 9 office buildings with over 45,000 m <sup>2</sup> office and laboratory space, 1 storage warehouse with supporting office space, 2 restaurants and 1 service building
Monument development area	2.4 hectares of development land comprising 14,000 m <sup>2</sup> of monument buildings, out of which 1,000 m <sup>2</sup> has been renovated in 2011 and the renovation of further 1,400 m <sup>2</sup> has begun in 2012
Development areas	7.0 hectares of free development land



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**1.3. Governance**

The governing body of Graphisoft Park SE, Board of Directors (single-tier system) is composed of the following:

Name	Position	From	Until
Bojár Gábor	Chairman	August 21, 2006	May 31, 2013
Hornung Péter	Member	August 21, 2006	May 31, 2013
Gáthy Tibor	Member	April 26, 2012	May 31, 2013
Dr. Kálmán János	Member	August 21, 2006	May 31, 2013
Kocsány János	Member	April 28, 2011	May 31, 2013

The Audit Committee comprises of 3 independent members of the Board: Dr. Kálmán János (chairman), Hornung Péter and Gáthy Tibor. The Chief Executive Officer of Graphisoft Park SE is Kocsány János.

**1.4. Stock information**

Graphisoft Park SE shares are publicly traded at Budapest Stock Exchange from August 28, 2006. The share capital (authorized and fully paid) of the Company is 212,633 EUR, comprising 10,631,674 Series "A" stocks of 0.02 EUR face value each. The ownership structure is the following:

Name	Title	December 31, 2011		September 30, 2012	
		Shares (pcs)	Share (%)	Shares (pcs)	Share (%)
<b>Directors and management</b>		<b>4,074,464</b>	<b>38.33</b>	<b>4,075,664</b>	<b>38.34</b>
Bojár Gábor	BD Chairman	3,185,125	29.96	3,185,125	29.96
Hornung Péter	BD Member	530,426	5.00	530,426	5.00
Gáthy Tibor	BD Member	160,000	1.50	160,000	1.50
Dr. Kálmán János	BD Member	13,500	0.13	13,500	0.13
Kocsány János	BD Member, CEO	180,913	1.70	180,913	1.70
Hajba Róbert	CFO	3,000	0.03	4,200	0.04
Szűcs Tibor	MD*	1,500	0.01	1,500	0.01
<b>Shareholders over 5% share</b>		<b>2,265,744</b>	<b>21.31</b>	<b>2,245,285</b>	<b>21.11</b>
Tari István Gábor		1,074,329	10.10	1,074,329	10.10
Concorde Alapkezelő Zrt.		1,191,415	11.21	1,170,956	11.01
<b>Other shareholders</b>		<b>3,812,390</b>	<b>35.85</b>	<b>3,831,649</b>	<b>36.04</b>
<b>Treasury shares**</b>		<b>479,076</b>	<b>4.51</b>	<b>479,076</b>	<b>4.51</b>
<b>Total</b>		<b>10,631,674</b>	<b>100.00</b>	<b>10,631,674</b>	<b>100.00</b>

\* Graphisoft Park Services Kft.

\*\* Treasury share details are disclosed in Note 21.

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**2. Accounting policies**

The accounting policies adopted are consistent with those of the previous financial year (see in Notes to the Consolidated Financial Statements 2011), with the following differences:

The Company's business activities are neither seasonal nor cyclical; revenues and expenses generally accrue at a constant rate during the course of the financial year. Certain one-off transactions may affect the results from one quarter to the next.

Exchange rates used were as follows:

	<b>3 months ended</b>		<b>9 months ended</b>	
	<b>Sept. 30, 2011</b>	<b>Sept. 30, 2012</b>	<b>Sept. 30, 2011</b>	<b>Sept. 30, 2012</b>
EUR/HUF opening:	265.61	288.22	278.75	311.13
EUR/HUF closing:	292.12	283.71	292.12	283.71
EUR/HUF average:	274.90	283.08	271.28	291.36

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**3. Cash and cash equivalents**

	December 31, 2011	September 30, 2012
Cash in hand	1	1
Cash at banks	3,776	3,754
<b>Cash and bank</b>	<b>3,777</b>	<b>3,755</b>

**4. Securities**

	December 31, 2011	September 30, 2012
Bonds	3,798	4,378
<b>Securities (available-for-sale financial assets)</b>	<b>3,798</b>	<b>4,378</b>

The bonds were issued by the Hungarian State Holding Company, are guaranteed by the Hungarian State and are exchangeable to ordinary shares of Gedeon Richter Plc. The bonds are denominated in EUR and are of fixed interest rate (4.40% p.a.). The issue date is September 25, 2009; the maturity date is September 25, 2014. Face value total is 4,500 thousand EUR.

Valuation of the bonds is disclosed in the following table:

	December 31, 2011	September 30, 2012
Net purchase price (31.08.2011)	4,075	4,075
Accrued interest	99	153
Valuation difference	(376)	150
<b>Bonds (at fair value)</b>	<b>3,798</b>	<b>4,378</b>

Accrued interest is stated in the Income statement (Interest income), while valuation difference is stated in the Equity (Valuation reserve). Valuation reserve comprises solely of the valuation difference of securities and the related deferred tax effect.

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The Company has sold a total of 2,500 thousand EUR face value bonds in October 2012. The difference between the net selling price (2,434 thousand EUR) and the net book value (2,350 thousand EUR) is accounted for within financial income for the fourth quarter of 2012.

**5. Trade receivables**

	December 31, 2011	September 30, 2012
Trade receivables	381	660
Provision for doubtful debts	-	-
<b>Trade receivables</b>	<b>381</b>	<b>660</b>

**6. Current tax receivables and liabilities**

	December 31, 2011	September 30, 2012
Current tax receivables	169	97
Current tax liabilities	(159)	(78)
<b>Current tax receivable – net</b>	<b>10</b>	<b>19</b>

**7. Other current assets**

	December 31, 2011	September 30, 2012
Accrued income	7	2
Prepaid expense	8	103
Other receivables	435	482
<b>Other current assets</b>	<b>450</b>	<b>587</b>

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**8. Tangible and intangible assets – book values**

	December 31, 2011	September 30, 2012
Investment property	63,926	62,516
Other tangible assets	221	221
Intangible assets	-	1
<b>Tangible and intangible assets (net)</b>	<b>64,147</b>	<b>62,728</b>

The table shows movements of investment property during the period:

	Land and buildings	Construction in progress	Investment property
<b>Net value:</b>			
<b>December 31, 2011</b>	<b>61,587</b>	<b>2,339</b>	<b>63,926</b>
<b>Gross value:</b>			
December 31, 2011	81,914	2,339	<b>84,253</b>
Additions	-	1,309	<b>1,309</b>
Capitalizations	600	(600)	-
Translation difference	-	-	-
<b>September 30, 2012</b>	<b>82,514</b>	<b>3,048</b>	<b>85,562</b>
<b>Depreciation:</b>			
December 31, 2011	20,327	-	<b>20,327</b>
Additions	2,719	-	<b>2,719</b>
Translation difference	-	-	-
<b>September 30, 2012</b>	<b>23,046</b>	<b>-</b>	<b>23,046</b>
<b>Net value:</b>			
<b>September 30, 2012</b>	<b>59,468</b>	<b>3,048</b>	<b>62,516</b>

The growth in investment property of 1,309 thousand EUR comprises the following:

- development and preparatory activities in the Development areas (777 thousand EUR); and
- development activities in the Core area (532 thousand EUR).

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Construction in progress, totaling 3,048 thousand EUR, comprise the following:

- the cost of the Monument development area's buildings standing before renovation (3,024 thousand EUR);
- development activities in progress involving the Core area's office buildings (24 thousand EUR).

Estimates on investment property **fair values** are disclosed annually, in the Annual Report.

**9. Investments**

	December 31, 2011	September 30, 2012
AIT-Budapest Kft.	100	100
<b>Investments</b>	<b>100</b>	<b>100</b>

The Company acquired a 10 % ownership share (100 thousand EUR) in AIT-Budapest Aquincum Institute of Technology Kft in 2009.

**10. Deferred tax**

	December 31, 2011	September 30, 2012
Development reserve	(163)	(258)
Depreciation	22	22
Securities*	37	(15)
Loss carried forward	261	266
<b>Deferred tax asset - net</b>	<b>157</b>	<b>15</b>

\* Securities' deferred tax asset was directly stated in the statement of comprehensive income.

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**11. Loans**

	December 31, 2011	September 30, 2012
Short-term	2,064	2.214
Long-term	49,924	48,202
<b>Loans</b>	<b>51,988</b>	<b>50,416</b>

The total original capital amount of these loans is 58 million EUR. Loans are denominated and due in EUR. Part of the loans is subject to fixed interest rates (3-5 years fixed period from start of term) and part to a floating rate. Collaterals provided for the bank are: mortgage on real estate, revenue assignment and bank account pledge. The Company had no undrawn borrowing facilities as of the balance sheet date.

**12. Trade payables**

	December 31, 2011	September 30, 2012
Trade payables - domestic	426	584
<b>Trade payables</b>	<b>426</b>	<b>584</b>

**13. Other short-term liabilities**

	December 31, 2011	September 30, 2012
Amounts due to employees	24	31
Deposits from tenants	434	506
Other payables and accruals	349	449
<b>Other short-term liabilities</b>	<b>807</b>	<b>986</b>

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**14. Revenue**

	3 months ended		9 months ended	
	Sept. 30, 2011	Sept. 30, 2012	Sept. 30, 2011	Sept. 30, 2012
Property rental	2,025	2,069	5,980	6,304
<b>Revenue</b>	<b>2,025</b>	<b>2,069</b>	<b>5,980</b>	<b>6,304</b>

Revenue solely consist of rental fees coming from the lease of investment properties.

**15. Operating expense**

	3 months ended		9 months ended	
	Sept. 30, 2011	Sept. 30, 2012	Sept. 30, 2011	Sept. 30, 2012
Property related expense	14	7	73	42
Employee related expense	84	93	316	371
Other operating expense	75	167	205	300
Depreciation and amortization	948	929	2,764	2,754
<b>Operating expense</b>	<b>1,121</b>	<b>1,196</b>	<b>3,358</b>	<b>3,467</b>

Other operating expense consists of the following items:

	3 months ended		9 months ended	
	Sept. 30, 2011	Sept. 30, 2012	Sept. 30, 2011	Sept. 30, 2012
Office and telecommunication	3	5	8	10
Legal and administration	45	134	99	208
Marketing	15	14	25	39
Other	12	14	73	43
<b>Other operating expense</b>	<b>75</b>	<b>167</b>	<b>205</b>	<b>300</b>



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**16. Other income (expense)**

	3 months ended		9 months ended	
	Sept. 30, 2011	Sept. 30, 2012	Sept. 30, 2011	Sept. 30, 2012
Income from recharged construction expenses	44	60	148	105
Recharged construction expenses	(48)	(59)	(133)	(100)
Income from recharged operation expenses	679	698	2,114	2,218
Recharged operation expenses	(664)	(655)	(2,057)	(2,129)
Others	(7)	(18)	(5)	(25)
<b>Other income (expense)</b>	<b>4</b>	<b>26</b>	<b>67</b>	<b>69</b>

**17. Interest**

	3 months ended		9 months ended	
	Sept. 30, 2011	Sept. 30, 2012	Sept. 30, 2011	Sept. 30, 2012
Interest received	101	104	286	333
<b>Interest income</b>	<b>101</b>	<b>104</b>	<b>286</b>	<b>333</b>
Interest paid on loans	(606)	(531)	(1,840)	(1,626)
Other interest paid	(5)	(6)	(13)	(17)
Borrowing cost capitalized	8	54	38	54
<b>Interest expense</b>	<b>(603)</b>	<b>(483)</b>	<b>(1,815)</b>	<b>(1,589)</b>
<b>Net interest expense</b>	<b>(502)</b>	<b>(379)</b>	<b>(1,529)</b>	<b>(1,256)</b>

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**18. Exchange rate difference**

	3 months ended		9 months ended	
	Sept. 30, 2011	Sept. 30, 2012	Sept. 30, 2011	Sept. 30, 2012
Exchange rate gain (loss) realized	(37)	4	9	50
Exchange rate gain (loss) not realized	(80)	(5)	11	(33)
<b>Exchange rate gain (loss)</b>	<b>(117)</b>	<b>(1)</b>	<b>20</b>	<b>17</b>

**19. Income tax**

	3 months ended		9 months ended	
	Sept. 30, 2011	Sept. 30, 2012	Sept. 30, 2011	Sept. 30, 2012
Current income tax	(50)	(54)	(150)	(162)
Deferred income tax	134	10	(14)	(90)
<b>Income tax expense</b>	<b>84</b>	<b>(44)</b>	<b>(164)</b>	<b>(252)</b>

Applicable tax rates are: corporate income tax 10%, local business tax 2%.

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**20. Earnings per share**

Basic and diluted earnings per share amounts are calculated as follows:

	3 months ended		9 months ended	
	Sept. 30, 2011	Sept. 30, 2012	Sept. 30, 2011	Sept. 30, 2012
Net profit attributable to equity holders	373	475	1,016	1,415
Weighted average number of ordinary shares	10,405,160	10,152,598	10,405,160	10,152,598
<b>Basic earnings per share (EUR)</b>	<b>0.04</b>	<b>0.05</b>	<b>0.10</b>	<b>0.14</b>
Weighted average number of ordinary shares	10,405,160	10,152,598	10,405,160	10,152,598
<b>Diluted earnings per share (EUR)</b>	<b>0.04</b>	<b>0.05</b>	<b>0.10</b>	<b>0.14</b>

The weighted average number of ordinary shares does not take into account treasury shares. There are no share option schemes in place.

**21. Treasury shares**

Graphisoft Park SE treasury share details are as follows:

	December 31, 2011	September 30, 2012
Number of shares	479,076	479,076
Face value per share (EUR)	0.02	0.02
Total face value (EUR)	9,582	9,582
<b>Treasury shares (at historical cost)</b>	<b>669</b>	<b>669</b>

## **22. Commitments, contingencies**

### **Termination of leasehold, court proceedings**

AMRI Hungary Zrt went under voluntary winding up on July 19, 2012. With regards to the winding up procedure, Graphisoft Park terminated the lease effective on August 31, 2012 in accordance with its terms. AMRI's filing for winding up triggered the acceleration clause in the lease contract between AMRI Hungary Zrt and Graphisoft Park making the entire remaining lease fee of 4,783 thousand euros for 79 months due at once.

Graphisoft Park has filed suit with the Arbitration Court attached to the Hungarian Chamber of Commerce and Industry against AMRI Hungary Zrt „under voluntary winding up” to recover its claims arising out of the termination of its lease agreement. Filing suit was necessary because AMRI Hungary Zrt „under voluntary winding up” and its parent Albany Molecular Research Inc (Albany - USA) refused to honor their contractual obligation to fulfill Graphisoft Park's claim. The net amount of the filed claim is 4,443 thousand euros. The claim consists of lease fee for the remaining 79 months at time of termination, estimated costs of removing AMRI owned special equipment installed in the building (which cannot be utilized by Graphisoft Park) and unpaid lease fee and operating expense for August, 2012; minus expected net revenue derived from the subsequent utilization of the premises. Net revenue consists of expected lease revenues from new tenants (assuming linearly increasing occupancy after the office transformation period); minus the amortization of the investment in the office transformation and operating expenses for unrented spaces for the 79 months period remaining at the time of termination.

Until the closing of the case (1) any revenues from recovery will not be considered in our forecast – this is because the time of settling the case and the actual amount of recovery cannot be estimated reliably –, however, (2) all actual and expected expenses related to realizing the claim will be considered in the forecasts, even though those are expected to be recovered at the closing of the case.

The Company had a total of 574 thousand EUR receivables on record against AMRI Hungary Zrt „under voluntary winding up” on September 30, 2012 accounted for in the period preceding the termination of the lease contract on August 31, 2012, out of which

- 92 thousand EUR is under trade receivables (Note 5), which is unpaid rent and operating expense for August, 2012, and
- 482 thousand EUR is under other receivables (Note 7), which was recorded in the 41 month period preceding the August 31, 2012 termination, and consists of the difference between lease fees recorded according to the accounting policies of the Company (straight-line throughout the lease period) and lease fees invoiced according to the terms of the lease contract (increasing throughout the lease period).

The 574 thousand EUR amount is part of the 4,443 thousand EUR total claim filed in court. An impairment loss will be recognized for receivables recorded in case its realization becomes uncertain.

### **Development for education purposes**

The Company has a contractual commitment to development for education purposes, which shall result in the set-up of an educational campus on a portion of the area purchased in 2008 (the Monument development area) and the start-up of a program of higher education within 5 years from the final approval of the zoning plan for the area. The zoning plan is not yet approved, but the education program started already in the core area of Graphisoft Park.

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In accordance with the project to develop a part of the property for educational purposes, the Company signed a cooperation agreement with AIT-Budapest Aquincum Institute of Technology Kft. According to this agreement, development of the educational infrastructure is the responsibility of Graphisoft Park, while organizing the educational program and operating the institute are the responsibility of AIT. AIT pays a market-rate rent for its use of the real estate. The cooperation also covers the issue of the parties' coordinated appearance on the market and joint marketing activities.

**23. Approval of financial statements, dividend**

Following the recommendation of the Board of Directors, the Annual General Meeting on April 26, 2012, approved the 2011 consolidated financial statements of the Company prepared in accordance with International Financial Reporting Standards (IFRS) showing a balance sheet total of 72,979 thousand EUR and a profit for the year of 1,441 thousand EUR. Together with the approval of the consolidated financial statements for issue, the Annual General Meeting approved dividend distribution of 35 HUF per share, 355,341 thousand HUF in total (1,237 thousand EUR on the exchange rate of April 26, 2012). The starting date for dividend payments was June 4, 2012. The Company paid out the dividends to the shareholders identified by shareholder's registration.

**24. Declaration**

**Statement of responsibility** - *We declare that the Quarterly Report which has been prepared in accordance with the applicable accounting standards and to the best of our knowledge, gives a true and fair view of the assets, liabilities, financial position and profit or loss of Graphisoft Park SE and its undertakings included in the consolidation, and the Business Report gives a fair view of the position, development and performance of Graphisoft Park SE and its undertakings included in the consolidation, together with a description of the principal risks and uncertainties of its business.*