



## **Impreglon on target to reach sales of EUR 120 million Earnings still affected by acquisitions and extraordinary factors**

Despite an economy in Europe and Asia that has been weakening since the last quarter of 2012, the first quarter of 2013 showed increases in both sales and earnings as compared to the previous quarter. Sales reached a record high of almost EUR 29 million, but earnings were heavily influenced by the profit margins of the eight companies acquired in 2012/2013, which were lower than those of the rest of the companies in the group. Added to this are special factors such as plant relocations and the merging of Impreglon Lasertechnik with Maschinenbau Jessenitz to form the new "Impreglon Engineering," as well as the costly delay in commissioning of the Ropal production system.

Neither of these factors should have a negative effect on the results beginning in the third quarter. Measures have already been implemented to improve the earnings situation of the new acquisitions. An increase in EBIT of about EUR 500,000 can be expected in the second quarter and will continue to rise throughout the year. In addition to the acquisitions earlier this year, there will be no more than 2 - 3 acquisitions in 2013. Instead, the focus will be on consolidation and increasing earnings of the new companies in the group. The margin situation should continue to improve in 2013.

With 29 plants in 13 countries on four continents around the world, Impreglon is a global leader in surface engineering.



|                           | <b>Q1 March 31, 2013</b> | <b>Q1 March 31, 2012</b> |
|---------------------------|--------------------------|--------------------------|
| <b>Sales (TEUR)</b>       | <b>28,758</b>            | <b>20,761</b>            |
| <b>EBITDA (TEUR)</b>      | <b>3,183</b>             | <b>3,874</b>             |
| <b>EBIT (TEUR)</b>        | <b>1,005</b>             | <b>2,338</b>             |
| <b>EBT (TEUR)</b>         | <b>428</b>               | <b>1,900</b>             |
| <b>Net result (TEUR)</b>  | <b>300</b>               | <b>1,330</b>             |
| <b>Earnings per share</b> | <b>0.04</b>              | <b>0.17</b>              |

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