



Impreglon Increases Sales by 16 % in 3rd Quarter of 2012 16 % EBITDA – despite Weaker Economy

What began in the second quarter has become much more of an issue in the third quarter: A continued subtle decline in orders received, particularly in the automotive branch. While the acquisitions of the previous months spurred high inorganic growth, organic growth of 7% remained below expectations – meaning that the newly created capacities were not completely utilized. The expenses and interest associated with successful placement of the convertible bond (EUR 15 mil.), as well as the increase in number of shares over last year, caused the results per share to fall by 30 % to EUR 0.33.

Although the weaker economy cannot be compared to the situation in 2009, it still had a diminishing effect on revenue. The high share of fixed costs of the plants demands high utilization and thus a stable economy. The broadened geographic and technological base facilitated by the acquisitions is intended to reduce dependence on the economy in the future. Related to this, Impreglon is taking over a new location in Parchim, Germany, effective November 1 of this year.

Management is cautiously optimistic for 2013 and is confident that sales as well as earnings can be increased to the two-digit range again.



With 26 plants in 12 countries and on 4 continents around the world, Impreglon is a global leader in surface engineering.

	Sept. 30, 2012	Sept. 30, 2011	+/- %
Sales (TEUR)	63,942	55,166	16
EBITDA (TEUR)	10,224	10,786	- 5
EBIT (TEUR)	5,342	6,100	- 12
EBT (TEUR)	3,818	5,252	- 27
Net result (TEUR)	2,673	3,676	- 27
Earnings per share (EUR)	0.33	0.47	- 30

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