

# **Results of the second quarter of 2009**

EMBARGO until 10 August 2009 at 6 p.m.

Genk, 10 August 2009

# Net loss of EUR 2.2 million (EUR 0.5 million profit in Q2 2008). Sales of EUR 44 million (EUR 57.6 million in Q2 2008).

A reporting obligation regarding periodical information has been in force as of 1 January 2008, as a consequence of the Transparency Directives.

# Declaration with regard to the information provided in this report, for the 6 month period ending on 30 June 2009

The undersigned declare that:

- The quarterly financial statements, which have been drawn up in agreement with the applicable standards for annual financial statements, provide a true picture of the assets, the financial condition and the results of the issuer, and of other companies included in the consolidation;

- The report for the 6 month period ending on the 30 June 2009 gives a true overview of the developments, the results of the company and the position of the issuer, including those companies that have been included in the consolidation, and it includes a description of the most important risks and insecurities with which they are confronted.

Luc Switten CEO Hugo Ciroux CFO

## Management discussion and analysis of the results

IPTE NV, (Euronext Brussels: IPTE) reports sales of EUR 44 million in the second quarter of 2009, in comparison to sales of EUR 57.6 million during the same period in the preceding year. Operating results in the second quarter of 2009 showed a loss of EUR 1.6 million, in comparison to a profit of EUR 1.0 million during the same quarter in 2008. The net profit amounted to EUR -2.2 million over the reporting period, as compared to EUR 0.5 million in the preceding year.

Sales during the first half year of 2009 amount to EUR 93 million, which is a decline of 24.4 % in comparison to the sales of the first half-year of 2008, which amounted to EUR 123.2 million. The operational profit for the first six months was negative by EUR 2,135,000 in comparison to a plus of EUR 3,568,000 in 2008. Net profits for the first half-year of 2009 show a loss of EUR 3,575,000, in comparison to a profit of EUR 2,058,000 during the first six months of 2008.



The order book declined to EUR 66.2 million at the end of the second quarter of 2009, as compared to a value of EUR 70.5 million at end of the first quarter of 2009.

During the quarter, sales for the automation division declined to a value of EUR 14.5 million, down from EUR 15.7 million in 2008. The order book declined from EUR 19.3 million at the end of the first quarter in 2009, to a value of EUR 15.5 million at the end of the second quarter.

The sales of the 'Contract Manufacturing' division declined from EUR 42.3 million in 2008 to a value of EUR 29.7 million in 2009. The order book for the division remained nearly constant (EUR 51.1 million at the end of the first quarter in 2009, as compared to EUR 50.7 million at the end of the second quarter).

## Important events during the first half-year

The closure of the factory in Slovakia was completed during the first quarter. All assets were transferred to the factory in Romania, which has now taken over all activities. As of the  $2^{nd}$  quarter in 2009, no more costs with regard to the Slovakian factory were booked. These costs amounted to EUR 200,000 during the first quarter.

EUR 550,000 of reorganisation costs were booked during the second quarter; this item amounted to EUR 750,000 during the first quarter.

Further measures will be taken for reducing personnel expenses, by reducing staff from 2,395 FTE positions at the end of 2008 to 2,085 FTEs at the end of the  $1^{\text{st}}$  quarter, and to 2,016 FTEs at the end of the  $2^{\text{nd}}$  quarter in 2009.

During the  $2^{nd}$  quarter, additional financing agreements were concluded with the banks. As a consequence of this, existing mandates for registering mortgages and properties in assets have been converted into effective bookings. This one-time cost for the conversion of mandates into bookings amounts to EUR 350,000 and was included in its entirety in the results of the  $2^{nd}$  quarter.

As a consequence, the profits of the  $2^{nd}$  quarter were burdened with one-time costs of a total of EUR 900,000. Without these costs, the losses for the quarter would have been EUR 1.3 million.

Luc Switten (CEO): Despite the losses that have been recorded in the 2<sup>nd</sup> quarter, there are also a number of plus-points. We are seeing an increase in demand from our contract manufacturing clients, and we are of the opinion that as of the 4<sup>th</sup> quarter (the 3<sup>rd</sup> quarter is traditionally weak, due to the vacation period) sales of contract manufacturing will once more rise and have a positive influence on our profitability. Personnel has been cut back by a maximum, and all possibilities were utilised for limiting wage costs. Our flexible organisation



has proved its usefulness in this bad economic situation. As a consequence, we are very convinced that even a slight economic recovery will make our activities grow more strongly than in the past.

Our greatest worry lies with activities in the automation division. Substantial investments have been made during the past years in gaining new customers, developing new products, using new technologies and strengthening our local presence in various regions, such as Estonia, Portugal and Spain. The economic crisis has a greater than average impact on the automotive sector, in which we are active to a significant degree. All of this puts exceedingly high pressure on the current margins in automation projects. A variety of different approaches are being discussed by the Board of Directors, and plans are being made for finding a correct balance between a long-term vision for continued support to our automation activities on the one hand, and for limiting our short-term losses in this area on the other hand.



# **Half-yearly results of the IPTE Group 2009**

The consolidated balance sheet of 30 June 2009, and the consolidated profit-and-loss statement for the 6-month period ending on 30 June 2009, have not been checked by the auditor.

Financial services for the IPTE shares were provided by KBC Bank.

#### Profit-and-loss statement on 30 June 2009, compared to 30 June 2008

	Q2 2009		Q2 2008	6 months 2009		6 months 2008		
	000 EUR	%	000 EUR	% (	000 EUR	%	000 EUR	%
Sales	44,056	100	57,657	100	92,924	100	123,160	100
Cost of sales	-37,169	-84.4	-47,161	-81.8	-77,175	-83.1-	100,713	-81.8
Gross profit	6,887	15.6	10,496	18.2	15,749	-16.9	22,447	18.2
Research and development expenses	-2,749	-6.2	-2,654	-4.6	-5,457	-5.9	-5,076	-4.1
General and administrative expenses	-2,992	-6.8	-3,650	-6.3	-6,499	-7.0	-7,303	-5.9
Selling expenses	-2,769	-6.3	-3,365	-5.8	-5,861	-6.3	-6,678	-5.4
Other operating income/expense (net)	-22	0	200	0.3	-67	-0.1	178	0.1
Profit from operations	-1,645	-3.7	1,027	1.8	-2,135	-2.3	3,568	2.9
Financial income/charges (net)	-567	-1.3	-273	-0.5	-1,412	-1.5	-1,299	-1.1
Profit/loss before tax	-2,212	-5.1	754	1.3	-3,547	-3.8	2,269	1.8
Taxes	-15	0.0	-196	-0.3	-28	0.0	-211	-0.2
Net profit/loss after taxes	-2,227	-5.1	558	1.0	-3,575	-3.8	2,058	1.6
Attributable to:								
Equity holders of the parent	-2,270	-5.2	503	0.9	-3,718	-4.0	1,954	1.6
Minority interest	43	0.1	55	0.1	143	0.2	104	0.1
Number of shares: 6,934,424								
Number of warrants: 182,850								
Profit (loss) per share in EUR	(0.33)		0.08		(0.54)		0.30	
Diluted profit (loss) per share in EUR	(0.32)		0.07		(0.52)		0.29	



## Balance sheet on 30 June 2009, compared to 31 June 2008

	30-Jun-09	30-Jun-08
	000 EUR	000 EUR
Intangible assets	1,225	1,293
Goodwill	8,939	7,971
Property, plant and equipment	21,846	21,165
Deferred tax assets	1,562	1,615
Amounts receivable after one year	2	1,240
Inventories and contracts in progress	40,355	47,589
Trade receivables	38,474	46,615
Other receivables	718	2,554
Cash, bank deposits and current investments	3,175	4,756
Other current assets	1,271	1,725
Total assets	117,567	136,523
Equity	39,343	44,226
Provisions	2,882	1,837
Deferred tax liability	62	115
Long-term financial debts	4,920	5,491
Bank loans and overdrafts	30,680	31,979
Trade payables	26,523	39,685
Short-term debts	13,157	13,190
Total liabilities	117,567	136,523

## Equity capital

	000 EUR
Equity capital as per 31 December 2008	42,668
Profits between 1 January 2009 and 30 June 2009	-3,575
Foreign exchange conversion differences	250
Equity capital as per 30 June 2008	39,343
Attributable to:	
Group	38,643
Third parties	700



# Cash flow table for the period from 1 January 2009 to 30 June 2009, as compared to 1 January 2008 to 30 June 2008

	2009	2008
	000 EUR	000 EUR
Profit from operations	-2,135	3,568
Adjustments for		
Valuation allowance on customer receivables and inventory	431	-298
Depreciation	2,697	2,432
Provisions	-830	-1,052
Operating cash flow before changes in working capital	163	4,650
Changes in working capital	7,938	2,665
Cash flow from/(used in) operating activities	8,101	7,315
Taxes	-28	-211
Financial income/(charges) (net)	-1,418	-1,299
Other	1	75
Net cash from/(used in) operating activities	6,656	5,880
Acquisition of Barco surface mounting activity	0	0
Acquisition of shares in Platzgummer	0	-2,827
Cash flow from investing activities	-3,316	-7,437
Increase (+)/decrease in (-) bank financing	-1,832	5,725
Increase/(decrease) in cash position	-1,508	-1,341



### The company

IPTE is a worldwide supplier of automated production facilities for the electronics industry and a supplier of manufacturing services to electronics and industrial markets in Europe.

The company is structured in two divisions. IPTE 'Factory Automation' is a market leader in the delivery production facilities for the electronics industry. Its products are used for the production, testing and handling of printed circuit boards, including final assembly, and it provides manual, semi-automatic and turnkey automation systems.

The IPTE 'Contract Manufacturing' division offers cost-effective and highquality production services to industrial enterprises. These services include the production of cables and cable harnesses, the assembly and testing of PCBs, the production of half-finished goods and the assembly of end products.

Among the reference customers of the IPTE Group can be found such companies as Barco, ASML, Alcatel-Lucent, Bosch, Delphi, Phillips, Ericsson, Flextronics, Jabil, Johnson Controls, Lear, Continental, SCI-Sanmina, Siemens VDO and Visteon.

At the present time, the company employs approximately 2,000 people, distributed over company branches in Europe, the United States and Asia. The shares of the company, which was established in 1992 in Belgium, are traded on the NYSE Euronext Brussels stock market. (www.euronext.com)

Note for the media, not for publication: Please consult our website for more information about IPTE and this press release.

We will gladly send you additional information and photo material on request.

<u>Financial calendar:</u> Publication of financial results for the 3<sup>rd</sup> quarter 12 November 2009

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