## PRESS RELEASE HOLLAND COLOURS

### Higher sales Holland Colours in first quarter 2012/2013

Key first quarter developments:

- 12% higher sales
- Increase in operating and net result
- Gross margin not yet at the level of first quarter 2011/2012

In the first quarter of the 2012/2013 financial year, Holland Colours realized 12% higher sales than in the same period last year. Foreign exchange rate effects had a positive impact of approximately 6% on the turnover development in this quarter.

Due to the higher sales Holland Colours ends the first quarter with a noticeable higher operating and net result in comparison with the same quarter last year. The relative gross margin improved in the first quarter compared to the previous quarters but is below the level of the first quarter of 2011/2012.

The operating costs in the first quarter were approximately 2% higher than a year ago. However, without currency effects these would have been 3% lower.

All divisions realized an increase in sales in the first quarter but all to a different degree. Europe and Asia saw a limited growth while the turnover in Americas was markedly higher than a year ago.

In the first quarter the focus market Building & Construction achieved a limited growth compared to the first quarter last year. This increase comes fully for the account of the division Americas. The turnover in both Europe and Asia was below the level of last year. A decrease in volumes was compensated by higher sales prices.

The market for Packaging showed a marked growth in turnover. A decrease in the division Asia was compensated by growth in the divisions Europe and Americas. Also in this market, volumes were at lower levels than a year ago.

Sales in the focus market Silicones & Elastomers were also markedly higher than in the first quarter of last year. As with Packaging, a decrease in Asia was compensated by the divisions Europe en Americas. Volumes were more or less at the same level as prior year.

The biggest increase was realized in the market segment Specialties. This growth comes for the account of Europe and especially Asia.

Working capital at the end of July was significantly higher than last year. Exchange rate differences explain this increase partly but higher trade receivables due to the higher activity level are the main cause. The value of the inventory is approximately the same as prior year while raw material prices, on an average base, are at a higher level in comparison with previous year.

The Total Debt / EBITDA ratio is well within the bandwidth as agreed with the bank. The other agreed upon ratios were also met.

Despite the fact that the results over the first quarter were good, Holland Colours will not issue a forecast regarding the 2012/2013 financial year. This due to the uncertain economic outlook and the cyclical nature of the markets in which Holland Colours operates. The results over the first half year will be announced to the market on Thursday November 1, 2012.

Apeldoorn, August 16, 2012

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#### **HOLLAND COLOURS**

#### **Profile**

- Approximately 385 employees;
- 2,000 customers in 80 countries;
- 10 (production) sites;
- Worldwide network of agents;
- · Each employee is shareholder.

Holland Colours was founded in 1979 and has been listed on the NYSE Euronext Amsterdam Stock Exchange since 1989. It is an independent Dutch corporation with offices in North America and Mexico, Europe and Asia. Holland Colours makes products for coloring synthetic materials, the main products being Holcobatch and Holcoprill. Both these products have the advantage of being free flowing, dust-free, and very easy to dose. Furthermore, Holland Colours makes pastes for coloring silicones, elastomers, PET packaging and other applications.

Holland Colours concentrates worldwide on three focus markets:

- Building & Construction (especially PVC applications)
- Packaging (especially PET applications)
- Silicones & Elastomers

Around 80% of turnover is realized in these three markets.

Virtually the entire production is generated by our four principal plants in the Netherlands, Hungary, the United States and Indonesia.

Holland Colours is organized in three regional divisions that operate as profit centers in each specific region: Europe (including the Middle East and Africa), Americas and Asia.

The global turnover distribution is Europe 55%, Americas 30% and Asia 15%.

# Important dates:

1 November 2012 7 February 2013 29 May 2013 11 July 2013 Publication of the 2012/2013 half-yearly figures Trading update Publication of the 2012/2013 annual figures General meeting of Shareholders

