# Press release

Date: 24 April 2013

For immediate release

Name: Carl Vanden Bussche Title: Director Investor Relations

Tel: +32 56 26 23 22

E-mail: carl,vandenbussche@barco,com

### **Regulated information**

# **Trading update 1Q13**

# Kortrijk, Belgium, 24 April 2013 - 1Q performance positions company for continued growth

Today Barco reported selected financial results for the first quarter ended 31 March 2013.

During the first quarter Barco booked 273.2 million euro of incoming orders, an increase year-over-year of 5.2%.

Order book as of 31 March 2013 stood at 468.8 million euro, down 25.4 million euro compared to 31 March 2012 but up 7.6 million euro compared to 31 December 2012.

Barco's sales were 276.3 million euro, an increase of 15.1% compared to the first quarter of 2012.

EBITDA for the first quarter was higher in absolute numbers but slightly lower than last year as a percentage of sales reflecting the integration of projectiondesign® and higher research and development expenses.

#### **Quote of the CEO**

"With the first quarter behind us, we are well on our way to deliver on our stated objectives for 2013," said Eric Van Zele, President and CEO. "The combination of a good order intake in 2012, new wins in the emerging geographies and the addition of projectiondesign® boosted sales in the Projection division. The Healthcare division remains on track with its diagnostic business and its plan to expand its network of partners and funnel of opportunities to penetrate new segments. In the Advanced Visualization division, we launched initiatives to extend the visualization core with collaboration solutions and to further penetrate mid segment markets."

#### Order book

	1Q13	1Q12 Change	
Barco	468.8	494.2	-5.1%

# Incoming orders

	1Q13	1Q12	Change	
Barco	273.2	259.6	5.2%	

Barco n.v. President Kennedypark 35 8500 Kortrijk, Belgium



#### **Sales**

	1Q13	1Q12	Change	
Barco	276.3	240.1	15.1%	

## Sales per division

Effective 1 January 2013 Barco renamed the Entertainment and Control Rooms and Simulation divisions and reclassified certain activities of three divisions to more efficiently address end markets served by each division. For more details about the reclassifications, please see Appendix.

The chart shown below presents the divisional sales for 1Q13 and the comparable pro-forma sales for 1Q12 as if the new structure had been in place in 2012.

	1Q13	1Q12	Change
Projection	130.0	100.0	30.0%
Healthcare	51.4	50.5	1.8%
Advanced Visualization	37.6	38.8	-3.0%
Defense & Aerospace	29.3	33.9	-13.7%
Ventures	28.7	17.0	68.8%
Intra-group eliminations	(0.6)	(0.1)	
Barco	276.3	240.1	15.1%

#### **Outlook**

Given ongoing uncertainties in the global economic environment, Barco continues to operate with limited visibility. Nevertheless, based on the company's first quarter performance and the growth initiatives underway, management continues to expect to generate profitable growth for 2013, albeit at a slower pace than 2012.

#### **Financial Calendar**

Barco will report its 2H13 results on 19 July 2013.

Barco plans to hold its next Analyst & Investor day on 10 September 2013.

The information given in this press release has not been reviewed by the statutory auditor.

#### About Barco

Barco, a global technology company, designs and develops visualization products for a variety of selected professional markets. Barco has its own facilities for Sales & Marketing, Customer Support, R&D and Manufacturing in Europe, North America and Asia Pacific. Barco (NYSE Euronext Brussels: BAR) is active in more than 90 countries with more than 3,900 employees worldwide. Barco posted sales of 1.156 billion euro in 2012.

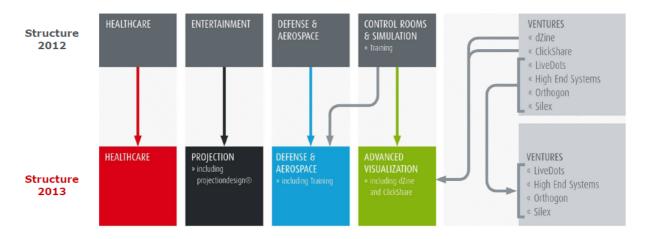
© Copyright 2013 by Barco

BARCO-Visibly yours

# **APPENDIX**

# 1. New Company structure

Effective 1 January 2013, Barco changed the composition of three divisions as follows:



As indicated in the chart Barco's Entertainment division, now called Projection, added the projectiondesign® acquisition. The Control Rooms & Simulation division has been renamed Advanced Visualization. Two venture group companies – dZine and ClickShare were brought into the Advanced Visualization division and the training business was moved to the Defense & Aerospace division.

To facilitate trend analysis of Barco's divisional results, the chart shown below presents pro forma divisional sales for the half and full year 2012 for all Barco divisions as if the new structure had been in place in 2012.

[in millions of euro]	Description of comparison base 2012	1H12	2H12	2012
Projection	Entertainment Division	218.9	260.8	479.9
Healthcare	Healthcare	100.2	106.3	206.5
Advanced Visualization	Control Rooms & Simulation, excluding the Training activity and including the former venture activities ClickShare & dZine.	89.6	115.6	205.2
Defense & Aerospace	Defense & Aerospace, including Training	80.4	86.8	167.3
Ventures	Ventures, excluding ClickShare & dZine	42.2	56.1	98.3

Barco n.v. President Kennedypark 35 8500 Kortrijk, Belgium



# 2. Acquisitions

During the first quarter, Barco executed on its plan to deploy its financial resources toward acquisitions of complementary products and technology and to strengthen Barco's global presence in selected high and mid segment markets.

- With the completion of the acquisition of projectiondesign® in February 2013 Barco advanced on its plan to strengthen its position in the professional AV markets and to build out a platform for further growth in the high and midsegment markets. Barco paid 17.3 million euro for the remaining shares of projectiondesign®.
- With the acquisition of AWIND, the Taiwan-based leading provider of wireless content sharing and WiFi-enabled presentation systems, Barco enhanced its technological capabilities in the professional networking and collaboration domain. With this strategic acquisition, Barco not only expands its product and intellectual portfolio in the wireless and mobile devices, but it also opens up new business opportunities beyond pure visualization.

Barco paid 56.6 million euro to acquire 100% of the shares of AWIND. All legal requirements for completing the acquisition have been fulfilled. The financial results of AWIND will be consolidated with Barco's results as of 1 April 2013.

# 3. Accounting treatment of joint venture with China Film Group

Since August 2011, Barco has conducted its Digital Cinema business in China through a joint venture with China Film Group of which Barco owns 58%. So far, Barco has applied the equity accounting method to report the financial results of the joint venture. As a result, orders and sales of the joint venture have not been consolidated and net earnings have been reported below EBIT in 'Share in the result of joint ventures and associates'.

Barco intends to begin to consolidate the financial results of the joint venture at some point during 2013. Full consolidation for the first quarter would have resulted in an additional 22 million euro in orders and 11.6 million euro of sales or a growth of 14% in order intake and 20% in sales for Barco.

Barco n.v.

www.barco.com