

# TRADING UPDATE 3Q17

## Q3 on Track

**Kortrijk, Belgium, 18 October 2017** – Today Barco (Euronext: BAR; Reuters: BARbt.BR; Bloomberg: BAR BB) announced the results for the third quarter ended 30 September 2017.

Reported sales for the quarter were 266.7 million euro, an increase of 1.9% compared to the third quarter of 2016.<sup>1</sup>

Incoming orders booked during the third quarter of 2017 were 263.7 million euro, a decrease of 1.1% compared to the third quarter of 2016.

Order book as of 30 September 2017 stood at 343.4 million euro, a 4.0% increase compared to the third quarter of last year.

The Enterprise division produced another quarter of solid growth driven by ClickShare's ongoing momentum in all regions while the Healthcare division continued to deliver single digit growth, reflecting good traction in the diagnostic segment. Sales for the Entertainment division were below last year, in line with expectations, due to softer cinema sales partially offset by growth in the Pro AV and Events markets driven by the new product portfolio.

### Quote of the CEO, Jan De Witte

"During the third quarter, we successfully converted a strong order backlog into sales growth of 1.9%. As a result, sales on a year-to-date basis are now essentially flat with the same period last year. I'm particularly pleased to see that we generated sales growth while maintaining a healthy orderbook even though we scaled back several non-core activities as part of our 'Focus to Perform' program," said Jan De Witte, CEO of Barco.

"We are on track with our strategic initiatives for the year and, given our year-to-date performance and progress made, we confirm our 'July' outlook for the full year which calls for sales to be in line with last year and further improvement in EBITDA."

### Order Intake & Order Book

#### Order Intake

<i>(in millions of euro)</i>	<b>3Q17</b>	<b>2Q17</b>	<b>1Q17</b>	<b>4Q16</b>	<b>3Q16</b>
Order Intake	263.7	278.4	283.5	281.7	266.7

  

<i>(in millions of euro)</i>	<b>YTD17</b>	<b>YTD16</b>	<b>Change</b>
Order intake	825.5	799.5	+3.3%

<sup>1</sup> Excluding the High End systems results for 2016, divested on 31 March 2017, comparable sales for the quarter, were 4.1% up compared to last year while comparable order intake was flat. Comparable sales and order for the first nine months of the year were respectively 1.0% up and 4.8% up compared to last year.

Order Book

<i>(in millions of euro)</i>	<b>3Q17</b>	<b>2Q17</b>	<b>1Q17</b>	<b>4Q16</b>	<b>3Q16</b>
Order book	343.4	349.5	354.8	320.8	330.1

**Sales**Sales

<i>(in millions of euro)</i>	<b>3Q17</b>	<b>2Q17</b>	<b>1Q17</b>	<b>4Q16</b>	<b>3Q16</b>
Sales	266.7	271.7	246.2	311.3	261.8

Sales per division

<i>(in millions of euro)</i>	<b>3Q17</b>	<b>3Q16</b>	<b>Change</b>
Entertainment	136.5	142.2	-4.0%
Enterprise	74.2	64.5	+15.0%
Healthcare	56.0	55.2	+1.5%
Intra-group eliminations	0.0	-0.1	
<b>Group</b>	<b>266.7</b>	<b>261.8</b>	<b>+1.9%</b>

Sales per division

<i>(in millions of euro)</i>	<b>YTD17</b>	<b>YTD16</b>	<b>Change</b>
Entertainment	383.9	414.8	-7.4%
Enterprise	225.0	205.5	+9.5%
Healthcare	175.9	170.8	+3.0%
Intra-group eliminations	-0.1	0.0	
<b>Group</b>	<b>784.7</b>	<b>791.0</b>	<b>-0.8%</b>

## **Additional information**

### Financial Calendar

- 2H17 and FY17 results

Thursday 8 February 2018

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

### **About Barco**

*Barco designs technology to enable bright outcomes around the world. Seeing beyond the image, we develop sight, sound, and sharing solutions to help you work together, share insights, and wow audiences. Our focus is on three core markets: Enterprise (from meeting and control rooms to corporate spaces), Healthcare (from the radiology department to the operating room), and Entertainment (from movie theaters to live events and attractions). In 2016, we realized sales of 1.102 billion euro. We have a team of 3,500 employees, located in 90 countries, whose passion for technology is captured in 400 granted patents. For more information, visit us on [www.barco.com](http://www.barco.com), follow us on [Twitter](#) (@Barco), [LinkedIn](#) (Barco), [YouTube](#) (BarcoTV), or like us on [Facebook](#) (Barco).*

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