

Press Release

Strong EBITDA performance in Q2 2013

- 1.9% organic revenue growth in Q2 2013 (like-for-like)
- EBITDA margin in Q2 2013 reached 11,2%
- Net profit of € 5m in H1 2013 (H1 2012: € -3.8m)
- Outlook for the Group remains promising

Revenue Development

Luxemburg, August 15, 2013 - exceet Group SE, a leading international provider of intelligent electronics and security solutions, posts consolidated sales of € 90.8m (H1 2012: € 90.6m / +0.3%) for the first six months of the current business year. Organically sales decreased by 7.4% in the first half of 2013 compared to H1 of the previous year. The revenue in Q2 2013 amounted to € 47.8m against € 44.6m in Q2 2012 representing an increase of 7.2%. In the second quarter of 2013 the revenue increased organically by 1.9% compared to Q2 2012.

EBITDA Development

The focus on high margin products and services in combination with the improved cost structure led to a significantly higher EBITDA of € 8.2m (H1 2013) in comparison to € 6.6m (H1 2012) showing an increase of 23.7%. The Group recorded a strong EBITDA performance in Q2 2013 (€ 5.3m) compared with Q2 2012 (€ 1.8m / +194.4%). In comparison to the previous quarter, the Group managed to nearly double the EBITDA Margin from 6.6% in Q1 2013 to 11.2% for the second quarter of 2013.

Net Income

The net income of exceet Group has improved from € -3.8m (H1 2012) to € 5m (H1 2013 / +231.6%). These positive net earnings were impacted by the gain in financial instruments due to the revaluation of public warrants in Q1 2013 (€ 3.4m). The earnings per share (EPS) reached € 0.24 (H1 2013) in comparison to € -0.11 (H1 2012).

Order Intake

Order intake for the Group reached € 100.4m for the first half and an order backlog of € 109.2m was achieved. With a Book-to-Bill ratio of well above 1.1 the Group is well set for future growth.

Outlook

The outlook for the Group remains very promising, and a strong second half-year is expected. exceet is confident of reaching its stated ambition to post positive organic revenue development and improving the recurring EBITDA margin in comparison with Fiscal Year 2012.

The full report for the second quarter can be accessed here: www.exceet.ch

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