

Perrot Duval Holding S.A.

HALF-YEAR REPORT 2013/14
(FROM 1 MAY TO 31 OCTOBER 2013)



CONTENTS

4	KEY FIGURES
5	REPORT OF THE BOARD OF DIRECTORS
8	CONSOLIDATED BALANCE SHEETS
9	CONSOLIDATED INCOME STATEMENTS
10	CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY
11	NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
14	ADDRESSES

KEY FIGURES

KEY FIGURES CHF 1,000

	I st half-year 13/14	I st half-year 12/13
Order intake	26,330	23,415
Change versus previous year	12.4%	- 3.2%
Net sales	23,229	23,092
Change versus previous year	0.6%	- 6.5%
Gross margin	58.9%	56.9%
EBIT	299	367
as % of net sales	1.3%	1.6%
Net profit/(loss)	-339	- 100
as % of sales (with minority interest)	-1.5%	- 0.4%
	31.10.13	30.4.13
Total assets	33,758	34,382
Shareholders' equity with minority interest	3,620	4,006
Equity ratio (%)	10.7%	11.7%
Employees	241	240

4

PERROT DUVAL SECURITIES

		I st half-year 13/14	I st half-year 12/13
Bearer shares			
High	CHF	1,490.00	1,650.00
Low	CHF	1,350.00	1,250.00
As at 30.10.	CHF	1,490.00	1,450.00
Participation certificate			
High	CHF	51.00	66.00
Low	CHF	40.00	46.00
As at 30.10.	CHF	50.00	48.00
Market capitalization			
Market capitalization	CHF mio	31.10.13 7.5	31.10.12 7.3

REPORT OF THE BOARD OF DIRECTORS

ACTIVITIES

Perrot Duval Holding S.A., the Group's holding company, was founded in 1905. It participates in financial, industrial and commercial business enterprises – which it sets up or acquires – the core activities of which are based on state-of-the-art technologies. Automation technologies constitute the common denominator of Perrot Duval Holding S.A. investments. It has focused on two sectors in this field:

- **process automation** used by the chemical and pharmaceutical industries. Within this sector, the **Füll Process Group** concentrates on dispensing processes for liquids and pastes in the industrial environment and, more particularly, printing inks, paints, varnishes, glues and various coatings used subsequently in highly diverse economic domains (packaging, automotive, construction, security paper, etc.). The products and services provided by the companies belonging to this Group range from dispensing components to fully automated customised systems.
- **robotisation** of industrial mechanical equipment, on the one hand, or of autonomous systems and apparatus on the other. This activity is the preserve of the **Infranor Group**, whose products (servomotors, amplifiers, programmable controls and professional software) enable the coordination of several axes and the control of entire machines in sectors as diverse as packaging, industrial handling and medical techniques, to name but a few. The investments of the Infranor Group target promising economic niches and offer their customers specialised and multidisciplinary know-how, coupled with their own automation systems.

THE FÜLL PROCESS GROUP (100 %) – « PROCESS AUTOMATION » SEGMENT

First half-year result

The Füll Group comprises three entities: Füll Process S.A. (the holding company located in Fribourg, Switzerland), Füll Engineering B.V. (Voorhout, the Netherlands) and Füll Systembau GmbH (Idstein, Germany).

The Dutch subsidiary focuses on developing new applications for dispensing fluids and pastes, whereby processing speed, dispensing precision and design flexibility make it economically viable either to automate certain processes (laboratories, low production, for example) or to significantly increase productivity for other industrial processes. Within this framework, it concentrates on the development and industrialisation of a new and industrially protected volumetric dispensing principle, for which the speed of execution and dispensing precision constitute an extremely strong economic asset. This principle is integrated into standardised dispensing and is then supplied in particular to users of printing ink for labelling, and to enzyme users for application in industrial bakeries. This invention opens the door to a number of niches in the field of fine chemicals which are accessible in terms of the sales price of such machines.

Füll Systembau GmbH, which has been firmly established on the German market since 1965, focuses on the design and manufacture of fully automated customised storage and dispensing systems for liquids and pastes. Its cutting-edge technological knowledge and its expertise, which it has applied to the world of chemistry for many years, make the company an essential partner at global level, most notably in the field of printing inks, paints, varnishes, glues, etc. Customers come to Füll Systembau GmbH because they know that the company has an excellent grasp of their own production processes. In addition, the German subsidiary has been responsible since 2013 for the construction and

REPORT OF THE BOARD OF DIRECTORS

marketing of the stand-alone volumetric dispensing and storage installations of Füll Engineering B.V.

The Füll Group is benefiting from a phenomenon that involves its mainly European customer base focusing on ensuring the industrial compliance of chemical installations and various production tools, following a budget freeze for this type of work that lasted until early 2012. By the end of the first half of the 2013/14 financial year, orders received had thus increased sharply by 22 per cent (4.0 million CHF as against 3.3 million CHF a year ago). However, long delivery delays meant that sales for the first six months remained low at 1.9 million CHF (2.4 million CHF a year ago).

The gross margin for the period amounted to 1.5 million CHF, or 79.9 per cent of total sales (1.0 million CHF or 42.2 per cent a year ago). This spike in the margin reflected the volume of installations currently under construction. Operating costs increased from 1.8 million CHF at 31 October 2012 to 1.9 million CHF due to investment in research and the recruitment of additional qualified personnel. Interim EBIT was negative at – 0.4 million CHF (– 0.8 million CHF at 31 October 2012).

CHF I 000	13/14	12/13
Order intake	3,965	3,260
change versus previous year	21.6%	41.1%
Net sales	1,890	2,422
EBITDA	– 435	– 763
as % of net sales	– 23.0%	– 31.5%
EBIT	– 444	– 772
as % of net sales	– 23.5%	– 31.9%
Employees	32	32

Outlook

Bolstered by a healthy volume of orders on hand at 31 October 2013 (5.0 million CHF as against 4.3 million CHF a year earlier), the Group expects to have achieved sales of around 7.5 million CHF by 30 April 2014, matching the previous financial year's performance. Only possible delays in deliveries from suppliers or the postponement of acceptance by its customers could prevent the Füll Group from reaching its target. The profit margin per installation looks set to rise substantially, covering the higher operating costs due to the increase in the number of installations under construction and by the groundwork required for penetrating new markets.

In addition, market penetration achieved by standard stand-alone volumetric dispensing and storage installations met expectations.

THE INFRANOR GROUP (77,9 %) – «ROBOTISATION» SEGMENT

First half-year result

Europe and China, regions where Infranor is firmly established, have experienced significant economic recovery. Infranor can thus be confident that its products, services and robotisation solutions, underpinned by a partnership between its engineers and its customers – all active in the production of capital goods or autonomous systems – will find suitable applications in numerous market segments. The first few months of the 2013/14 financial year were promising, with orders received rising sharply by 11 per cent to 22.4 million CHF (20.2 million CHF a year earlier). Sales growth slowed down temporarily to 3 per cent, with sales up from 20.7 million CHF at 31 October 2012 to 21.4 million CHF. The northern European and Chinese entities felt the effect of this momentum in particular.

REPORT OF THE BOARD OF DIRECTORS

At 12.2 million CHF, the gross margin stabilised at virtually the same level as that recorded this time last year (12.1 million CHF). In relative terms, it fell from 58.6 per cent to 57.0 per cent year-on-year. The proportion of total orders placed by major customers (framework orders) meant that, although sales increased, the relative gross margin fell as this category of customer tends to generate lower profit margins. However, work on optimising digital control production in China was successfully pursued.

General expenses (before depreciation and amortisation) were adjusted in line with the increase in sales volume (10.9 million CHF). Personnel costs thus increased by 0.5 million CHF due to the recruitment of additional production and marketing staff, the latter to support the Group's move into new market segments.

EBIT amounted to 0.7 million CHF (1.0 million CHF a year ago), equating to 3.1 per cent of sales (5.0 per cent a year ago). In part, finance costs of 0.5 million CHF (0.6 million CHF at 31 October 2012) reflected unfavourable developments in the Swiss franc exchange rate, which fortunately did not impact on cash flow, as well as substantial drawings on credit lines from banks to finance an increased business volume. Infranor thus ended the first six months of its 2013/14 financial year with a balanced post-tax result similar to that obtained at 31 October 2012 (0.4 million CHF).

Total net debt fell by 5 per cent from 13.8 million CHF six months ago to 13.1 million CHF. The remaining balance of the 2006-13 bond was repaid in July 2013. Shareholders' equity amounted to 4.1 million CHF, equating to 14.4 per cent of total assets or 29.8 per cent including the subordinated convertible bond.

CHF 1,000	13/14	12/13
Order intake	22,365	20,155
change versus previous year	11.0%	- 7.8%
Net sales	21,339	20,670
EBITDA	1,288	1,730
as % of net sales	6.0%	8.4%
EBIT	668	1,040
as % of net sales	3.1%	5.0%
Employees	208	207

Outlook

Currently, monthly orders received are regularly above the level of sales, indicating that Infranor has a relatively healthy customer base. The Group is therefore focusing in particular on providing optimised automation solutions (compact, adaptable, dynamic) for certain applications (such as renewable energy or robotics). With orders on hand worth 7.4 million CHF after six months, Infranor expects to achieve consolidated sales of 44.0 million CHF (42.7 million CHF in the previous financial year).

CONSOLIDATED BALANCE SHEETS

CHF 1,000	Note	31.10.13	30.4.13
ASSETS			
Cash and cash equivalents	5	2,059	2,790
Trade accounts receivable		8,596	9,822
Other receivables		1,319	1,548
Inventories		11,845	10,248
Prepaid expenses and other assets		880	785
Total current assets		24,699	25,193
Financial assets		15	15
Property, plant and equipment		6,025	6,025
Intangible assets		1,477	1,619
Deferred tax assets		1,542	1,530
Total non-current assets		9,059	9,189
Total assets		33,758	34,382
LIABILITIES			
Current financial liabilities	5	10,393	8,543
Subordinated bond 2006-13	5	0	3,320
Trade accounts payable		4,735	4,788
Other current liabilities		3,082	1,814
Accruals and deferred income		3,241	3,076
Short-term provisions		690	762
Provision for income taxes		105	106
Total current liabilities		22,246	22,409
Non-current financial liabilities	5	1,771	1,784
Subordinated convertible bond 2009-16	5	3,859	3,859
Long-term loan	5	1,500	1,500
Long-term provisions		260	287
Deferred tax liabilities		502	537
Total long-term liabilities		7,892	7,967
Total liabilities		30,138	30,376
Share capital and participation capital		5,500	5,500
Reserves		- 11,573	- 11,593
Retained earnings		9,756	10,092
Currency translation differences		- 968	- 975
Shareholders' equity before minority interest		2,715	3,024
Minority interest		905	982
Total shareholders' equity		3,620	4,006
Total liabilities and shareholders' equity		33,758	34,382

CONSOLIDATED INCOME STATEMENTS

CHF 1,000	1 st half-year 13/14	1 st half-year 12/13
Net sales	23,229	23,092
Material cost of goods sold	– 11,021	– 10,710
Change in inventories	1,467	756
Gross profit	13,675	13,138
Personnel costs	– 9,596	– 8,984
General and administrative costs	– 800	– 830
Selling costs	– 717	– 871
Other operating expenses	– 1,745	– 1,768
Other operating income	111	381
Total operating expenses	– 12,747	– 12,072
Earnings before interest, tax, depreciation and amortisation (EBITDA)	928	1,066
Depreciation and amortisation	– 629	– 699
Earnings before interest and tax (EBIT)	299	367
Financial result	– 605	– 592
Profit/(loss) before taxes	– 306	– 225
Income taxes	– 33	125
Net profit/(loss)	– 339	– 100
thereof for:		
– Shareholders of Perrot Duval Holding S.A.	– 343	– 192
– Minority interest	4	92

CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

CHF 1,000	Share capital	Reserves	Retained earnings	Currency translation differences	Total shareholders' equity without minority interest	Minority interest	Total shareholders' equity with minority interest
Balance at 30.4.12	5,500	- 11,911	9,507	- 1,132	1,964	758	2,722
Net currency translation differences				55	55	14	69
Net profit/(loss)			- 192		- 192	92	- 100
			4		4	-85	- 81
Transfer		6	-6		0		0
Balance at 31.10.12	5,500	- 11,905	9,313	- 1,077	1,831	779	2,610
Balance at 30.04.13	5,500	- 11,593	10,092	- 975	3,024	982	4,006
Net currency translation differences		20	3	7	30	4	34
Net profit/(loss)			- 343		- 343	4	- 339
Dividend			4		4	- 85	- 81
Transfer			0		0		
Balance at 31.10.13	5,500	- 11,573	9,756	- 968	2,715	905	3,620

Definitions of the components in equity:

- The **share capital** is the share capital of the parent company, Perrot Duval Holding S.A.
- **Reserves** comprise the goodwill from company acquisitions that was taken directly to equity in the past, as well as premiums from capital increases.
- **Retained earnings** comprise accumulated profits retained in Group companies and the reserves formed with those profits.
- **Currency translation differences** comprise all currency-translation differences arising from the currency conversions of foreign Group entities.
- The shares held by **Minority interest** represent all the share capital of the investments of Perrot Duval Holding S.A., owned by shareholders other than the latter.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

I. Segment report

The segment report corresponds to the internal reporting (management approach).

Common Group expenses that cannot be allocated are disclosed separately.
Transactions between the segments are conducted at arm's length.

Segment	Process automation		Industrial automation		Others		Total group	
	FUELL GROUP		INFRANOR GROUP					
CHF 1,000	13/14	12/13	13/14	12/13	13/14	12/13	13/14	12/13
Ist half (1.5.-31.10.)								
Net sales	1,890	2,422	21,339	20,670			23,229	23,092
Change versus previous year	- 22.0%	56.1%	3.2%	- 10.7%			0.6%	- 6.5%
EBITDA	- 435	- 763	1,288	1,730	75	99	928	1,066
as % of net sales	- 23.0%	- 31.5%	6.0%	8.4%			4.0%	4.6%
Depreciation and amortization	- 9	- 9	- 620	- 690	0	0	- 629	- 699
EBIT	- 444	- 772	668	1,040	75	99	299	367
as % of net sales	- 23.5%	- 31.9%	3.1%	5.0%			1.3%	1.6%
Financial items (net)							- 605	- 592
Income taxes							- 33	125
Net profit/(loss)							- 339	- 100
as % of sales (with minority interest)							- 1.5%	- 0.4%
Employees	32	32	208	207	1	1	241	240
Total assets	4,261	3,112	28,532	29,966	965	927	33,758	34,005
Total liabilities	4,598	3,767	24,433	26,436	1,107	1,193	30,138	31,396
Assets net	- 337	- 655	4,099	3,530	- 142	- 266	3,620	2,609

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

2. Principles for preparing the Group financial statements

These consolidated financial statements of the Perrot Duval Group are prepared in compliance with Swiss GAAP FER, and in particular Swiss GAAP FER 12 „Interim Reporting“, based on the individual financial statements of the Group companies as at 31 October 2013, which were prepared on a uniform basis. These half-year statements comply with Swiss law.

The consolidated half-year financial statements are not audited.

The consolidated half-year financial statements are based on the accounting principles set out in the 2012/13 Annual Report.

The half-year statements are presented in Swiss francs. However, the majority of the Group's transactions are conducted in euros.

The half-year financial statements have been released by the Board of Directors of Perrot Duval Holding SA for publication on 12 December 2013.

3. Seasonal influences

Due to the long summer holidays in Italy, Spain and France, the first half-year (1 May to 31 October) is traditionally weaker in terms of orders received and net sales.

4. Exchange rates

	Closing rates		Average rates for the first half-year	
	31.10.13	30.4.13	13/14	12/13
EUR	1.2358	1.2286	1.2347	1.2040
USD	0.8989	0.9398	0.9319	0.9524
GBP	1.4427	1.4574	1.4495	1.5071
CYN	0.1467	0.1513	0.1512	0.1508

5. Net indebtedness

CHF 1,000	31.10.13	30.4.13
Cash and cash equivalents	2,059	2,790
Subordinated bond 2006 -13	0	- 3,320
Current interest-bearing financial liabilities	- 10,393	- 8,543
Subordinated convertible bond 2009 -16	- 3,859	- 3,859
Non-current interest-bearing financial liabilities	- 3,271	- 3,284
Total net indebtedness	- 15,464	- 16,216

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

6. Events after the balance sheet date

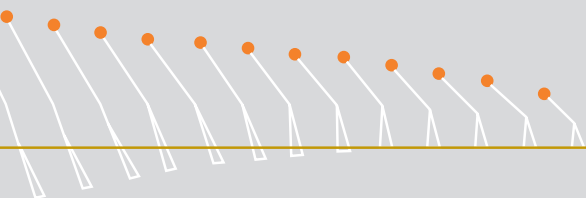
The financial statements have been prepared on a going concern basis which the Directors and the Group Management believe to be appropriate.

Between the balance sheet date and the date of publication of this half-year report, no events occurred which could have a material impact on the consolidated financial statements for the half-year 2013/14.

ADDRESSES

AS AT 31 OCTOBER 2013

Company Manager	Address	Phone Fax	Internet E-mail
FÜLL DIVISION			
Füll Systembau GmbH Uwe Füll	Richard-Klinger-Str. 31 DE-65510 Idstein	Tel. +49 6126 598-0 Fax +49 6126 54415	www.fuell-dispensing.com info@fuell-dispensing.com
Füll Engineering B.V. René Meeuwisse	Frankenweg 65 NL-2153 PD Nieuw-Venep	Tel. +31 252 222 012 Fax +31 848 827 985	www.fuell-engineering.com info@fuell-engineering.com
INFRANOR DIVISION			
Infranor Inter AG Dr. J.-P. van Griethuysen	Glattalstrasse 37 CH-8052 Zürich	Tel. +41 (0)44 307 45 00 Fax +41 (0)44 307 45 10	www.infranor.com info@infranor.com
Infranor Holding S.A. Group management	Rue des Uttins 27 CH-1401 Yverdon-les-Bains	Tel. +41 (0)24 447 02 70 Fax +41 (0)24 447 02 71	www.infranor.com info@infranor.com
Infranor S.A. Raymond Käser	Rue des Uttins 27 CH-1401 Yverdon-les-Bains	Tel. +41 (0)24 447 02 90 Fax +41 (0)24 447 02 91	www.infranor.com info.ch@infranor.com
Branch office	Glattalstrasse 37 CH-8052 Zürich	Tel. +41 (0)44 308 50 00 Fax +41 (0)44 308 50 09	www.infranor.com info.ch@infranor.com
Infranor S.A.S. Patrice Delattre	Avenue Jean Moulin, BP 142 FR-65104 Lourdes Cedex	Tel. +33 562 941 067 Fax +33 562 421 869	www.infranor.com info.fr@infranor.com
Branch office	I, rue Georges Besse FR-92160 Anthony (Paris)	Tel. +33 1 56 45 16 00 Fax +33 1 46 74 69 56	www.infranor.com info.fr@infranor.com
Infranor Spain S.L.U. Josep Barbeta	Occitània, 24 E-08911 Badalona (Barcelona)	Tel. +34 93 460 16 31 Fax +34 93 399 96 08	www.infranor.com info.es@infranor.com
Infranor Mavilor S.A. Francesc Cruellas	Poligono Industrial Urvasa C/Empordà 11 – 13 E-08130 Sta. Perpètua de Mogoda (Badalona)	Tel. +34 93 574 36 90 Fax +34 93 574 35 70	www.infranor.com info@mavilor.es
Infranor GmbH Peter Fritsch	Donaustrasse 19A DE-63452 Hanau	Tel. +49 6181 18012 0 Fax +49 6181 18012 90	www.infranor.com info.de@infranor.com
Infranor B.V. Jan van Lavieren	Burg. Houtkoperlaan 9 NL-4051 Ochten	Tel. +31 344 646 417 Fax +31 344 642 699	www.infranor.com info.nl@infranor.com
Infranor Ltd. Adrian Hazelwood	Studio 4, Building 555 Bentwaters Business Park UK-Rendlesham Suffolk IP12 2TW	Tel. +44 1483 274 887 Fax +44 1483 276 037	www.infranor.com info.uk@infranor.com
Infranor S.r.l. Antonio Gallo	Via Paruta 32 I - 20127 Milano	Tel. +39 02 45 48 21 44 Fax +39 02 39 19 57 29	www.infranor.com info.it@infranor.com
Infranor, Inc. Dan D'Aquila	299 Ballardvale Street, Suite 4 USA-Wilmington, MA 01887	Tel. + 203 729 8258 Fax +1 203 729 6969	www.infranor.com info.usa@infranor.com
Infranor Motion			
Control Technology (Shanghai) Co Ltd. John Pan	Room 601, No. 448 Hongcao Rd. CN-200233 Shanghai	Tel. +86 21 6145 5455 Fax +86 21 6440 1097	www.infranor.cn info.cn@infranor.com
Cybelec S.A. Dirk Dauw	27, rue des Uttins CH - 1401 Yverdon-les-Bains	Tel. +41 (0)24 447 02 00 Fax +41 (0)24 447 02 01	www.cybelec.ch info@cybelec.ch
Cybelec Numerical Control Technology (Shanghai) Co. Ltd. Alek Huang	Room B4- I, Forward Hi-tech Zone 33 Forward Rd, Jiading District CN-201818 Shanghai	Tel. +86 21 59 90 02 00 Fax +86 21 59 90 05 65	www.cybelec.com.cn info@cybelec.com.cn



PERROT DUVAL HOLDING S.A.
16, rue de Candolle
1205 Genève, Suisse
Tél. +41 22 593 42 48
Fax +41 22 776 19 17
www.perrotduval.com
info@perrotduval.com