

# agta record ltd

interim report 2011



interim report 2011

## **Half-year management report**

### **Business activity**

Business activity recovered in almost all markets compared to the bottom reached during the first half-year of 2010. Nevertheless, the recovery is not considered sufficiently solid because growth is still subdued and quite fragile in almost all countries served.

Some markets like Germany, Switzerland, Poland and Austria continued to achieve satisfactory performances for a fourth quarter in a row. Other markets, among them the USA, France, the UK and Scandinavia recently started to stagnate again.

The export business recovered very well as importers of our products restocked during the period. Two specific segments suffered declines: a slighter one in the lift maintenance business and a stronger one in the revolving doors market.

Order intake with respect to products increased by 9.7% whereas order intake in maintenance grew by 7.5%. These are very pleasing results in terms of gains of market share, especially given the general economic environment.

Sales growth did not entirely follow the growth in order intake, as the Group is not willing to increase staffing beyond what is necessary. As a consequence, the backlog stopped declining. At the end of the reporting period it is at the same level as at the end of the first half-year 2010. Compared to the end of 2010, it grew by 29%.

Finally, sales prices evolved satisfactorily and did not decline further. Some subsidiaries were even able to increase prices indicating that the competition in those markets is currently less intense.

### **Results of the first half-year of 2011**

Product sales grew by 6.1% and maintenance by 5.3%. Maintenance sales suffered from a 10% decline in sales at PACA. On the positive side, the backlog at PACA increased by 24%. Work-in-progress grew by 56% for the Group.

Gross margin evolved very satisfactorily (+1.2 percentage points) despite the impact of the strong Swiss franc. The negative impact of the strengthening Swiss franc on the overall performance expressed in EUR, which is related to the cost basis in Switzerland, was overcompensated by the slight increase in sales prices, various volume effects, the reduction in production costs due to increased sourcing in Asia, and the weakening of the U.S. dollar.

Growth in personnel expenses (+5.1%) was lower than sales growth. Structure costs increased by 7.7%.

EBITA grew by 27% to 8,063 TEUR. EBIT reached 6,780 TEUR, representing growth of 33%.

Within the financial result, net financial expenses were minimal while foreign exchange losses remained limited at 471 TEUR, supporting 46% growth in net profit to 4,582 TEUR.

The structure of the balance sheet remains very solid with cash and cash equivalents of 21.7 MEUR as of 30 June 2011. The dividend was paid mid-June. In combination with financial liabilities of 8.2 MEUR the strong cash position resulted in a gearing of -9.6% (-8.6% at the end of 2010).

### **Expected trends for the second half of 2011**

If the high degree of uncertainty in the macroeconomic outlook due to the instability in the global financial system could be ignored, the Group could be confident with respect to the second half.

Despite stagnating markets the full-year EBITA could show a rebound thanks to various positive factors such as the size of the order book, the ability of agta record to win market share, and the positive evolution of the gross margin.

In addition, the Group will launch several innovative and competitive products in the next 6 to 9 months.

But importantly, the currently high degree of economic uncertainty, the consequences of which we cannot predict for our markets, makes it impossible to formulate a reliable forecast for the second half-year.

### Main balance sheet items

| in MEUR                    | 30.06.2011   | 31.12.2010   |
|----------------------------|--------------|--------------|
| Cash                       | 21.7         | 25.1         |
| Financial liabilities      | 8.2          | 12.9         |
| <b>Net liquidity</b>       | <b>-13.5</b> | <b>-12.3</b> |
| <b>Shareholders' funds</b> | <b>140.5</b> | <b>142.2</b> |
| <b>Gearing</b>             | <b>-9.6%</b> | <b>-8.6%</b> |

### Simplified profit and loss account

| in MEUR                           | 30.06.2011   | 30.06.2010   |
|-----------------------------------|--------------|--------------|
| Turnover                          | 112.07       | 105.97       |
| Work in progress                  | 1.94         | 1.24         |
| <b>Gross profit</b>               | <b>79.78</b> | <b>74.21</b> |
| Personnel expenses                | -52.41       | -49.89       |
| Structure cost                    | -20.06       | -18.62       |
| <b>EBITA</b>                      | <b>8.06</b>  | <b>6.36</b>  |
| Amortization of intangible assets | -1.28        | -1.26        |
| <b>EBIT</b>                       | <b>6.78</b>  | <b>5.10</b>  |
| Financial result                  | -0.64        | -1.18        |
| <b>Profit for the period</b>      | <b>4.58</b>  | <b>3.14</b>  |

## **Rapport de gestion**

### **Analyse de l'activité et des résultats du 1er semestre 2011**

L'activité économique s'est reprise dans la plupart des marchés par rapport à un point bas atteint au 1<sup>er</sup> semestre 2010. On ne peut cependant pas parler de rebond réel, car il s'agit pour la plupart des pays d'une croissance lente qui reste extrêmement fragile.

Quelques marchés continuent, pour le 4<sup>ème</sup> trimestre consécutif, à afficher des performances correctes, comme l'Allemagne, la Suisse, la Pologne, l'Autriche, quand d'autres sont redevenus stagnants comme les USA, la France, le Royaume-Uni ou les pays scandinaves.

L'activité grand export s'est bien reprise grâce à un effet de restockage de nos importateurs. Si l'on considère les segments d'activité, deux sont clairement en baisse, légère pour la modernisation des ascenseurs, forte pour les portes à tambour automatiques.

Dans ce contexte, les commandes de produits du groupe ont enregistré une croissance de 9,7% et celles de maintenance de 7,5%. Résultats très satisfaisants en termes de gains de parts de marché.

Les ventes n'ont pas complètement suivi, conséquence de notre volonté de ne pas reprendre une politique active de recrutement. Le carnet de commandes à facturer a donc cessé de baisser et se trouve au même niveau qu'au 1<sup>er</sup> semestre 2010 et en croissance de plus de 29% par rapport au 2<sup>ème</sup> semestre 2010.

Les prix de vente ont évolué de façon satisfaisante sans baisse marquée, certaines de nos filiales parvenant même à les augmenter légèrement, confirmant que la concurrence s'est faite, de manière générale, moins vive.

### **Analyse des résultats**

Les ventes de produits ont cru de 6,1% et celles de maintenance de 5,3%. Cette dernière activité a été impactée par le chiffre d'affaires de PACA, en baisse de 10%, mais qui a vu son carnet de commandes augmenter de 24%. Les travaux en cours sont en hausse de 56% au niveau du groupe.

La marge brute montre une évolution très satisfaisante en progressant de 1,2 point malgré l'impact défavorable du franc suisse. Cet impact négatif a été très largement compensé par une légère hausse des prix de vente, par un effet volume, mais aussi et surtout par les conséquences très positives du transfert des achats et de la production en Asie. L'impact est double, avec d'un côté une baisse de nos prix de revient et de l'autre, un effet baisse du dollar très positif.

Les coûts de personnel augmentent moins vite que les ventes à +5,1% et les frais de structure sont en hausse de 7,7%.

Le résultat opérationnel courant progresse de 27% à 8.063 KEUR et le EBIT de 33% à 6.780 KEUR.

Les frais financiers nets sont négligeables et les pertes de change ont été limitées à 471 KEUR. Le résultat net ressort en amélioration de 46% à 4.582 KEUR.

La structure de bilan reste très solide avec des liquidités de 21,7 MEUR (après dividendes), des dettes de 8,2 MEUR, soit un gearing de -9,6% contre -8,6% au 31 décembre 2010.

### **Tendances attendues au second semestre**

Si ce n'était les effets possibles d'une instabilité de la conjoncture au niveau macroéconomique, induite par l'instabilité financière mondiale, nous pourrions nous montrer assez sereins pour la deuxième partie de l'année.

Même avec des marchés stagnants, compte tenu du niveau de notre carnet de commandes, de notre capacité à gagner des parts de marché et au vu de la remontée de notre marge brute, l'exercice 2011 pourrait montrer un rebond de notre résultat opérationnel.

Le groupe va également mettre sur le marché un grand nombre de produits nouveaux dans les 6 à 9 prochains mois, dont nous savons qu'ils seront très compétitifs et très innovants.

Malgré tout, les perturbations macroéconomiques actuelles dont nous ne nous sentons pas capables d'apprécier les conséquences sur nos différents marchés, nous empêchent de délivrer des prévisions fiables.

### Principaux éléments du bilan

| en MEUR                 | 30.06.2011   | 31.12.2010   |
|-------------------------|--------------|--------------|
| Cash                    | 21,7         | 25,1         |
| Dettes                  | 8,2          | 12,9         |
| <b>Endettement net</b>  | <b>-13,5</b> | <b>-12,3</b> |
| <b>Capitaux propres</b> | <b>140,5</b> | <b>142,2</b> |
| <b>Gearing</b>          | <b>-9,6%</b> | <b>-8,6%</b> |

### Compte de résultats simplifié

| en MEUR                              | 30.06.2011   | 30.06.2010   |
|--------------------------------------|--------------|--------------|
| Chiffre d'affaires                   | 112,07       | 105,97       |
| Travaux en cours                     | 1,94         | 1,24         |
| <b>Marge brute</b>                   | <b>79,78</b> | <b>74,21</b> |
| Frais de personnel                   | -52,41       | -49,89       |
| Frais de structure                   | -20,06       | -18,62       |
| <b>Résultat opérationnel courant</b> | <b>8,06</b>  | <b>6,36</b>  |
| Amortissement des actifs incorporels | -1,28        | -1,26        |
| <b>EBIT</b>                          | <b>6,78</b>  | <b>5,10</b>  |
| Résultat financier                   | -0,64        | -1,18        |
| <b>Résultat net</b>                  | <b>4,58</b>  | <b>3,14</b>  |

**Condensed consolidated interim financial statements**  
**30 June 2011**

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**Condensed consolidated interim financial statements**  
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**Consolidated statement of financial position**

| in thousand EUR                                                   | 30.06.2011     | 31.12.2010     |
|-------------------------------------------------------------------|----------------|----------------|
| <b>Assets</b>                                                     |                |                |
| Property and plants                                               | 26'204         | 26'414         |
| Technical equipment/machinery                                     | 1'663          | 1'593          |
| Other equipment                                                   | 14'911         | 14'124         |
| Intangible assets                                                 | 49'886         | 50'724         |
| Other financial assets                                            | 262            | 266            |
| Deferred tax assets                                               | 4'072          | 3'793          |
| <b>Total non-current assets</b>                                   | <b>96'998</b>  | <b>96'914</b>  |
| Inventories                                                       | 38'064         | 36'822         |
| Trade receivables                                                 | 52'648         | 57'093         |
| Income tax receivables                                            | 3'603          | 2'161          |
| Other current receivables                                         | 3'305          | 2'752          |
| Accrued income                                                    | 2'832          | 2'299          |
| Cash and cash equivalents                                         | 21'677         | 25'140         |
| <b>Total current assets</b>                                       | <b>122'129</b> | <b>126'267</b> |
| <b>Total assets</b>                                               | <b>219'127</b> | <b>223'181</b> |
| <b>Equity</b>                                                     |                |                |
| Share capital                                                     | 8'751          | 8'751          |
| Other reserves                                                    | 32'851         | 32'679         |
| Treasury shares                                                   | -629           | -799           |
| Retained earnings                                                 | 94'938         | 89'558         |
| Profit for the period                                             | 4'582          | 12'016         |
| <b>Total equity attributable to equity holders of the Company</b> | <b>140'493</b> | <b>142'205</b> |
| <b>Liabilities</b>                                                |                |                |
| Non-current financial liabilities                                 | 882            | 1'091          |
| Defined benefit plan obligations                                  | 3'235          | 3'160          |
| Non-current provisions                                            | 4'401          | 4'272          |
| Deferred tax liabilities                                          | 4'612          | 4'868          |
| <b>Total non-current liabilities</b>                              | <b>13'130</b>  | <b>13'391</b>  |
| Current financial liabilities                                     | 7'741          | 12'210         |
| Trade payables                                                    | 14'790         | 15'873         |
| Income tax liabilities                                            | 1'147          | 3'403          |
| Other current liabilities                                         | 15'364         | 15'494         |
| Current provisions                                                | 1'470          | 1'938          |
| Accrued liabilities                                               | 24'992         | 18'667         |
| <b>Total current liabilities</b>                                  | <b>65'504</b>  | <b>67'585</b>  |
| <b>Total liabilities</b>                                          | <b>78'634</b>  | <b>80'976</b>  |
| <b>Total equity and liabilities</b>                               | <b>219'127</b> | <b>223'181</b> |

**Condensed consolidated interim financial statements**  
**30 June 2011**

**Consolidated statement of comprehensive income**

**For the six months ended 30 June**

| in thousand EUR                                                          | 2011          | 2010          |
|--------------------------------------------------------------------------|---------------|---------------|
| Revenue from sales and services                                          | 114'005       | 107'219       |
| Raw materials and consumables used                                       | -34'227       | -33'014       |
| <b>Gross profit</b>                                                      | <b>79'778</b> | <b>74'205</b> |
| Other operating income                                                   | 260           | 373           |
| Capitalization of development costs                                      | 494           | 286           |
| Personnel expenses                                                       | -52'409       | -49'887       |
| Other operating expenses                                                 | -16'621       | -15'472       |
| <b>Operating profit before depreciation (EBITDA)</b>                     | <b>11'502</b> | <b>9'505</b>  |
| Depreciation of property, plant and equipment                            | -3'439        | -3'150        |
| <b>Operating profit before amortization of intangible assets (EBITA)</b> | <b>8'063</b>  | <b>6'355</b>  |
| Amortization of intangible assets                                        | -1'283        | -1'258        |
| <b>Operating profit (EBIT)</b>                                           | <b>6'780</b>  | <b>5'097</b>  |
| Financial income                                                         | 83            | 47            |
| Financial expense                                                        | -720          | -1'227        |
| <b>Profit before tax</b>                                                 | <b>6'143</b>  | <b>3'917</b>  |
| Income tax expense                                                       | -1'561        | -773          |
| <b>Profit for the period</b>                                             | <b>4'582</b>  | <b>3'144</b>  |
| <b>Other comprehensive income</b>                                        |               |               |
| Foreign currency translation effects - foreign operations                | 3'363         | 13'577        |
| Foreign currency translation effects - net investment approach           | -3'191        | -4'018        |
| Defined benefit plans                                                    |               |               |
| - Actuarial gains (losses)                                               | 94            | 143           |
| - Asset ceiling                                                          | 0             | 0             |
| - Income tax relating to components of other comprehensive income        | -19           | -29           |
| <b>Other comprehensive income for the period, net of tax</b>             | <b>247</b>    | <b>9'673</b>  |
| <b>Total comprehensive income for the period</b>                         | <b>4'829</b>  | <b>12'817</b> |
| Earnings per share (basic / diluted)                                     | (in EUR)      |               |
|                                                                          | <b>0.345</b>  | 0.237         |

**Condensed consolidated interim financial statements**  
**30 June 2011**

**Consolidated statement of changes in equity**

| in thousand EUR                                                                 | Share capital | Other re-serves | Trans-lation reserve | Trea-sury shares | Retained earnings | Total          |
|---------------------------------------------------------------------------------|---------------|-----------------|----------------------|------------------|-------------------|----------------|
| <b>Balance at 1 January 2010</b>                                                | <b>8'751</b>  | <b>24'544</b>   | <b>-2'260</b>        | <b>-1'013</b>    | <b>97'988</b>     | <b>128'010</b> |
| <b>Total comprehensive income for the period</b>                                |               |                 |                      |                  |                   |                |
| Profit for the period                                                           |               |                 |                      |                  | 3'144             | 3'144          |
| <b>Other comprehensive income</b>                                               |               |                 |                      |                  |                   |                |
| Foreign currency translation effects - foreign operations                       |               |                 | 13'577               |                  |                   | 13'577         |
| Foreign currency translation effects - net investment approach                  |               |                 | -4'018               |                  |                   | -4'018         |
| Actuarial gains (losses) and asset ceiling on defined benefit plans, net of tax |               |                 |                      |                  | 114               | 114            |
| <b>Total other comprehensive income net of tax</b>                              | <b>0</b>      | <b>0</b>        | <b>9'559</b>         | <b>0</b>         | <b>114</b>        | <b>9'673</b>   |
| <b>Total comprehensive income for the period</b>                                | <b>0</b>      | <b>0</b>        | <b>9'559</b>         | <b>0</b>         | <b>3'258</b>      | <b>12'817</b>  |
| <b>Transactions with owners, recognized directly in equity</b>                  |               |                 |                      |                  |                   |                |
| Purchase/sale of treasury shares                                                |               |                 |                      | 84               |                   | 84             |
| Gain/loss from treasury shares net of transaction costs                         |               |                 |                      |                  | -34               | -34            |
| Dividends paid to owners                                                        |               |                 |                      |                  | -5'837            | -5'837         |
| Share-based payment transactions                                                |               |                 |                      | 241              | -135              | 106            |
| <b>Total contributions by / distributions to owners</b>                         | <b>0</b>      | <b>0</b>        | <b>0</b>             | <b>325</b>       | <b>-6'006</b>     | <b>-5'681</b>  |
| <b>Balance at 30 June 2010</b>                                                  | <b>8'751</b>  | <b>24'544</b>   | <b>7'299</b>         | <b>-688</b>      | <b>95'240</b>     | <b>135'146</b> |
| <b>Balance at 1 January 2011</b>                                                | <b>8'751</b>  | <b>24'544</b>   | <b>8'135</b>         | <b>-799</b>      | <b>101'574</b>    | <b>142'205</b> |
| <b>Total comprehensive income for the period</b>                                |               |                 |                      |                  |                   |                |
| Profit for the period                                                           |               |                 |                      |                  | 4'582             | 4'582          |
| <b>Other comprehensive income</b>                                               |               |                 |                      |                  |                   |                |
| Foreign currency translation effects - foreign operations                       |               |                 | 3'363                |                  |                   | 3'363          |
| Foreign currency translation effects - net investment approach                  |               |                 | -3'191               |                  |                   | -3'191         |
| Actuarial gains (losses) and asset ceiling on defined benefit plans, net of tax |               |                 |                      |                  | 75                | 75             |
| <b>Total other comprehensive income net of tax</b>                              | <b>0</b>      | <b>0</b>        | <b>172</b>           | <b>0</b>         | <b>75</b>         | <b>247</b>     |
| <b>Total comprehensive income for the period</b>                                | <b>0</b>      | <b>0</b>        | <b>172</b>           | <b>0</b>         | <b>4'657</b>      | <b>4'829</b>   |
| <b>Transactions with owners, recognized directly in equity</b>                  |               |                 |                      |                  |                   |                |
| Purchase/sale of treasury shares                                                |               |                 |                      | -72              |                   | -72            |
| Gain/loss from treasury shares net of transaction costs                         |               |                 |                      |                  | -6                | -6             |
| Dividends paid to owners                                                        |               |                 |                      |                  | -6'597            | -6'597         |
| Share-based payment transactions                                                |               |                 |                      | 242              | -108              | 134            |
| <b>Total contributions by / distributions to owners</b>                         | <b>0</b>      | <b>0</b>        | <b>0</b>             | <b>170</b>       | <b>-6'711</b>     | <b>-6'541</b>  |
| <b>Balance at 30 June 2011</b>                                                  | <b>8'751</b>  | <b>24'544</b>   | <b>8'307</b>         | <b>-629</b>      | <b>99'520</b>     | <b>140'493</b> |

**Condensed consolidated interim financial statements**  
**30 June 2011**

**Consolidated statement of cash flows**

**For the six months ended 30 June**

| in thousand EUR                                                 | 2011           | 2010           |
|-----------------------------------------------------------------|----------------|----------------|
| <b>Cash flows from operating activities</b>                     |                |                |
| Profit for the period                                           | 4'582          | 3'144          |
| Depreciation and amortization                                   | 4'722          | 4'408          |
| Gain/loss on disposal of property, plant and equipment          | -39            | 82             |
| Capitalization of development costs                             | -494           | -285           |
| Other non cash items                                            | 1'812          | 1'382          |
| Change in inventories                                           | -899           | -3'776         |
| Change in trade receivables                                     | 4'373          | 398            |
| Change in other receivables and accrued income                  | -2'425         | -2'455         |
| Change in trade payables                                        | -1'138         | 4'434          |
| Change in other current liabilities and accrued liabilities     | 1'033          | 2'148          |
| <b>Net cash from operating activities</b>                       | <b>11'527</b>  | <b>9'480</b>   |
| <b>Cash flows from investing activities</b>                     |                |                |
| Purchase of property, plant and equipment                       | -4'046         | -3'757         |
| Purchase of intangible assets                                   | -391           | -614           |
| Purchase of other financial assets                              | 101            | -10            |
| Proceeds from sale of property, plant and equipment             | 404            | 362            |
| <b>Net cash used in investing activities</b>                    | <b>-3'932</b>  | <b>-4'019</b>  |
| <b>Cash flows from financing activities</b>                     |                |                |
| Purchase/sale of treasury shares, less transaction costs        | -78            | 84             |
| Increase(+)/repayment(-) of bank liabilities                    | -4'225         | 955            |
| Repayment of financial liabilities                              | -1             | -5'345         |
| Repayment of finance lease liabilities                          | -217           | -266           |
| Dividends paid to owners                                        | -6'597         | -5'837         |
| <b>Net cash used in financing activities</b>                    | <b>-11'118</b> | <b>-10'409</b> |
| <b>Net increase(+)/decrease(-) in cash and cash equivalents</b> | <b>-3'523</b>  | <b>-4'948</b>  |
| Cash and cash equivalents at 1 January                          | 25'140         | 21'420         |
| Effect of exchange rate fluctuations on cash held               | 60             | 1'467          |
| <b>Cash and cash equivalents at 30 June</b>                     | <b>21'677</b>  | <b>17'939</b>  |
| <b>Cash flows from operating activities include:</b>            |                |                |
| Interest received                                               | 82             | 32             |
| Interest paid                                                   | -166           | -133           |
| Income taxes paid                                               | -5'923         | -2'030         |

## **Notes to the condensed consolidated interim financial statements**

### **1 General information**

agta record ltd (the "Company") is a company domiciled in Fehraltorf, Switzerland. The condensed consolidated interim financial statements as at and for the six months ended 30 June 2011 include agta record ltd and its subsidiaries (hereinafter referred to as "Group").

### **2 Statement of compliance**

These condensed consolidated interim financial statements have been prepared in accordance with International Accounting Standard (IAS) 34 "Interim Financial Reporting". They do not include all of the information required for full annual financial statements and should be read in conjunction with the audited consolidated financial statements of the Group as at and for the year ended 31 December 2010.

These condensed consolidated interim financial statements have been reviewed, not audited.

The Company's Board of Directors approved these condensed consolidated interim financial statements on 5 September 2011.

### **3 Significant accounting principles**

Except as described below, the accounting principles applied by the Group in these condensed consolidated interim financial statements are the same as those applied by the Group in its consolidated financial statements as at and for the year ended 31 December 2010. With effect from 1 January 2011, the Group applies the following revised or newly issued International Financial Reporting Standards (IFRS) and Interpretations of Standards:

- IAS 24 - Related Party Disclosures
- Amendment to IAS 32 Financial Instruments: Presentation - Classification of Rights Issues
- Amendments to IFRIC 14: IAS 19 – The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction – Prepayments of a Minimum Funding Requirement
- Amendments to IFRIC 19: Extinguishing Financial Liabilities with Equity Instruments
- Improvements to IFRSs (May 2010)

The above mentioned standards and new interpretations do not have a material impact on profit and equity of the Group.

### **4 Estimates**

The preparation of consolidated interim financial statements in conformity with IFRS requires estimates and assumptions by the Group Executive Management which affects the reported amount of assets and liabilities as well as contingent liabilities at the time of the closing and also expenses and income during the reporting period. The actual results may differ from these estimates.

The same estimation procedures and assumptions were used in these condensed consolidated interim financial statements as for the consolidated financial statements as at and for the year ended 31 December 2010.

**Condensed consolidated interim financial statements**  
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**5 Exchange rates applied to the main currencies**

|       | Average exchange rates |                  | Balance sheet rates |              |
|-------|------------------------|------------------|---------------------|--------------|
|       | Jan. – June 2011       | Jan. – June 2010 | 30 June 2011        | 31 Dec. 2010 |
| 1 CHF | <b>0.79</b>            | 0.70             | <b>0.83</b>         | 0.80         |
| 1 GBP | <b>1.15</b>            | 1.15             | <b>1.11</b>         | 1.16         |
| 1 USD | <b>0.71</b>            | 0.76             | <b>0.69</b>         | 0.75         |

During the first half of 2011 the exchange rate fluctuations affected the Group relatively modestly, producing a net foreign exchange result of TEUR -471 (prior year: TEUR -1'086) included in financial income and expenses.

**6 Segment Information**

| Six months ended 30 June                      | Europe and rest of world |        | America       |       | Reconciliation |        | Total          |         |
|-----------------------------------------------|--------------------------|--------|---------------|-------|----------------|--------|----------------|---------|
| in thousand EUR                               | 2011                     | 2010   | 2011          | 2010  | 2011           | 2010   | 2011           | 2010    |
| Revenue from sales and services third parties | <b>101'686</b>           | 96'480 | <b>10'384</b> | 9'490 | <b>1'935</b>   | 1'249  | <b>114'005</b> | 107'219 |
| Sales to other segments                       | <b>2'807</b>             | 1'410  | <b>581</b>    | 0     | <b>-3'388</b>  | -1'410 | <b>0</b>       | 0       |
| <b>Revenue from sales and services</b>        | <b>104'493</b>           | 97'890 | <b>10'965</b> | 9'490 | <b>-1'453</b>  | -161   | <b>114'005</b> | 107'219 |
| <b>Segment result (EBIT)</b>                  | <b>6'963</b>             | 4'627  | <b>877</b>    | 618   | <b>-1'060</b>  | -148   | <b>6'780</b>   | 5'097   |
| Financial income                              |                          |        |               |       |                |        | <b>83</b>      | 47      |
| Financial expenses                            |                          |        |               |       |                |        | <b>-720</b>    | -1'227  |
| Income tax                                    |                          |        |               |       |                |        | <b>-1'561</b>  | -773    |
| <b>Profit for the period</b>                  |                          |        |               |       |                |        | <b>4'582</b>   | 3'144   |

**7 Seasonality of revenues**

Revenues in the first half of the year have generally been lower than those in the second half. However, the magnitude of this general pattern is always obscured by the cyclical economic development in the various markets. Therefore, no clear statement can be made with regard to the effects of seasonality in 2011.

**8 Contingent liabilities**

As of 30 June 2011 there were no changes compared to 31 December 2010.

**9 Shareholders' equity**

**9.1 Share capital and other reserves**

The share capital consists of 13,334,200 fully paid, unregistered shares with a nominal value of CHF 1.00 each and is translated into the Group's presentation currency at historical cost.

**9.2 Dividends paid**

On 6 June 2011, the ordinary General Meeting approved the payment of a dividend of CHF 0.63 per share (prior year: CHF 0.63) as proposed by the Board of Directors. The payment date was 14 June 2011.

**Condensed consolidated interim financial statements**  
**30 June 2011**

**9.3 Employee shares**

On 31 May 2011, 9,852 shares with a market value of TEUR 246 were transferred under the employee stock plan to members of senior management in recognition of the performance achieved in 2010.

For the first six months of 2011, TEUR 119 were accrued in personnel expenses related to the employee stock plan.

**10 Earnings per share**

**For the six months ended 30 June**

|                                                  | <b>2011</b>  | 2010         |
|--------------------------------------------------|--------------|--------------|
| Profit for the period, in thousand EUR           | 4'582        | 3'144        |
| Average number of shares outstanding             | 13'288'663   | 13'287'087   |
| <b>Earnings per share (basic/diluted) in EUR</b> | <b>0.345</b> | <b>0.237</b> |

**11 Events after the balance sheet date**

No events that could have an effect on the consolidated financial statements or that would require to be disclosed in this report have occurred between the balance sheet date and 5 September 2011, the date of approval of the condensed interim financial statements by the Board of Directors.



**KPMG AG  
Audit**

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Review Report of the Independent Auditor to the Board of Directors of  
**agta record ltd, Fehraltorf**

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*Introduction*

We have been engaged to review the accompanying consolidated statement of financial position of agta record ltd as at 30 June 2011 and the related consolidated statement of comprehensive income, consolidated statement of changes in equity and cash flows for the six-month period then ended, and selected explanatory notes (condensed consolidated interim financial information) on pages 1 to 7. The Board of Directors is responsible for the preparation and presentation of this consolidated interim financial information in accordance with International Accounting Standard 34 *Interim Financial Reporting*. Our responsibility is to express a conclusion on this consolidated interim financial information based on our review.

*Scope of Review*

We conducted our review in accordance with the International Standard on Review Engagements 2410, *Review of Interim Financial Information Performed by the Independent Auditor of the Entity*. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

*Conclusion*

Based on our review, nothing has come to our attention that causes us to believe that the accompanying consolidated interim financial information as at 30 June 2011 is not prepared, in all material respects, in accordance with International Accounting Standard 34 *Interim Financial Reporting*.

KPMG AG

Orlando Lanfranchi  
*Licensed Audit Expert*

Patricia Chanton Ryffel  
*Licensed Audit Expert*

Zurich, 5 September 2011

→ Headquarters

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