



## Good 2013 results

### Group key figures

in MEUR	2013	%	2012	%	Change
<b>Revenue</b>	<b>261.6</b>	100.0	253.6	100.0	+3.2%
<b>Gross profit</b>	<b>189.3</b>	72.4	183.4	72.3	+3.2%
Personnel expenses	114.3	43.7	113.7	44.8	+0.5%
Structure cost	43.6	16.7	43.5	17.2	+0.2%
<b>EBITA</b>	<b>32.6</b>	12.5	27.3	10.8	+19.4%
<b>Profit of the period</b>	<b>23.1</b>	8.8	19.2	7.6	+20.3%

In 2013, a number of positive developments contributed to an improved operational result: Increasing product sales towards the end of 2013, maintenance sales growth of 9.7% (42.6% of revenue), lower production cost and good management of personnel cost. Currency effects were well managed. Good operating results in subsidiaries with above-average tax rates resulted in an increase of the Group tax rate to 23.5% (21.6% in 2012).

The level of cash, cash equivalents and fixed term deposits remains high at EUR 61.4m (gearing -31.9%) despite the acquisition of Ascenseurs Méditerranée.

The Board will propose to the Annual General Meeting, which will take place on 12 June 2014, to increase the dividend to CHF 0.85 per share (2012: CHF 0.71).

### Group sales (January – March)

in EUR million	2014	2013	Change
Total Sales	64.3	57.7	+11.4%
thereof from Maintenance	27.3	25.8	+5.8%

Excluding acquisitions, sales grew by 4.4% in the first quarter of 2014.

The controlling shareholders, who pooled their agta record stakes in agta finance, are supporting a new 2014-2018 business plan developed by Group management and intend to extend their shareholders agreement until 31 December 2018.

### Outlook

agta record is expecting revenue growth of 9-11% in 2014. Taking into account recent acquisitions an EBIT margin of 9.4-9.7% is projected.

**Next media release:** 2014 Q2 sales, on 15 July 2014 (after trading).

Current and historical financial information is published online in the shareholders' section of the Group website

<http://shareholders.agta-record.com>.

The Group also publishes all relevant financial information online via the accredited media publisher: [www.actusnews.com](http://www.actusnews.com).

### **About agta record**

Ranking among the top players in the global market for automatic pedestrian doors, **agta record** calls on its integrated technological and commercial know-how. The Group's extensive expertise covers the design, production, marketing, installation and maintenance of a large range of automatic doors.

Headquartered in Switzerland, **agta record** sells its products and services across the globe and is directly present with subsidiaries in 14 countries.

**agta record is listed on Euronext Paris – foreign stocks**

**ISIN : CH0008853209**

[www.agta-record.com](http://www.agta-record.com)

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