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## Press Release

Regulated Information – Second quarter 2012 trading update  
Under embargo until Thursday 12 July 2012 at 7:30 a.m. CET

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### Deceuninck: Q2 sales increase 2.6% to € 156.3 million.

Consolidated H1 2012 sales: +2.0% at € 274.3 million.

#### Sales breakdown Q2 2012

- Consolidated Q2 sales increase 2.6% to € 156.3 million (Q2 2011: € 152.3 million).
- Volume: +2.3%. Volume developed favourably in Russia, Turkey and US. Volume declined in most other countries.
- Exchange rates: +0.3%, mainly US dollar (positive), Turkish lira and Polish zloty (both negative)
- Price/mix effects: +0.1%. Price mix effect is stable mainly as a result of the changed geographical mix.

#### Sales breakdown H1 2012

- Consolidated H1 sales increase 2.0% to € 274.3 million (H1 2011: € 268.9 million).
- Volume: -0.5%. Volume developed favourably in Russia, Turkey and US. Volume was stable in Germany and Belgium. Volume declined in most other countries.
- Exchange rates: -0.5%, mainly US dollar (positive), Turkish lira and Polish zloty (both negative).
- Price/mix effects: +3.0%, as a result of a positive price/mix effect during the first quarter.

#### Outlook 2012

- The economic environment in Europe remains challenging.
- Focus remains on innovation, protecting margins and continuing profitability.

Half year 2012 results will be published on 23 August 2012 at 7:30 a.m. CET

#### Tom Debusschere, Deceuninck CEO:

*“Second quarter sales increased 2.6%, supported by strong demand in Turkey, Russia and United states. Public debt crisis and austerity measures continue to weigh on economic activity and consumer confidence throughout Europe.*

*PVC resin cost was at an all time record high in April. Towards the end of the quarter upward pressure of resin and additive cost has eased off.*

*Deceuninck remains committed to innovation, protecting margins and continuing profitability.*





Outlook long term:

Long term, energy-efficient construction and renovation will continue to grow as an engine of the construction industry. PVC windows and Twinson wood composite products are sustainable, low maintenance applications with a timeless design, which save energy throughout a 50+ year life cycle, and will be recycled at end-of-life.

Deceuninck believes in “Building a sustainable home”: **Innovation, Ecology and Design.**

**The greenest energy is the energy you do not consume.** Latest generation windows offer excellent insulation, helping families to save over 50,000 litres of heating fuel during a 50+ year lifetime.(°)

In 2011 Deceuninck launched Zendow#neo using Linktrusion technology. Linktrusion links PVC with other composites to obtain the best insulation performance. The combination of glass fibre reinforced PVC profiles and thermal PVC reinforcements is a next step in bringing more energy efficient solutions to the market.

**The greenest raw material is the one that you do not consume.** Deceuninck’s latest window designs provide an improved energy performance at an ever lower weight. They now meet passive house insulation requirements, at up to 40% less material consumption. This helps the users of Deceuninck’s products to preserve natural resources.

Deceuninck will further develop its recycling activities to guarantee a closed loop for all the materials and products the company puts on the market: PVC, Twinson wood composite, as well as the newly launched glass fibre reinforced PVC can and will be recycled.”

For further information on our vision: <http://www.deceuninck.com/en/about-us.aspx>

(°) Source: Inoutic energy savings calculation: (see: <http://www.inoutic.de/en/tips-on-window-purchase/saving-energy/energy-saving-calculator/energiesparrechner.html>) Calculation base: replacement of 35m<sup>2</sup> single glazed windows. Results may vary in function of the region and PVC window system used to replace the single glazed window.

## Q2 and H1 2012 sales per region

In €million	Q1 2012	Var.Q1 2011/12	Q2 2012	Var. Q2 2011/12	H1 2012	Var. H1 2011/12	Var.H1 loc.curr.
Western Europe	51.2	-5.7%	55.7	-11.5%	106.9	-8.8%	
Central & Eastern Europe	29.7	+6.8%	46.7	+6.2%	76.4	+6.4%	
Turkey	23.2	+3.3%	34.5	+14.3%	57.6	+9.6%	+17.1%
United States	13.9	+15.9%	19.5	+27.9%	33.4	+22.6%	+13.2%
<b>Total</b>	<b>118.0</b>	<b>+1.3%</b>	<b>156.3</b>	<b>+2.6%</b>	<b>274.3</b>	<b>+2.0%</b>	

### Western Europe

Second quarter 2012 sales in Western Europe were € 55.7 million, a year-on-year decrease of 11.5%. Sales declined in nearly all countries of the region in an increasingly challenging environment.

Half year 2012 sales were € 106.9 million, a year-on-year decrease of 8.8%.

### Central & Eastern Europe (incl. Germany)

Second quarter 2012 sales in Central & Eastern Europe increased 6.2% to € 46.7 million.

Trend from first quarter remains unchanged. Volume increased mainly in Russia. Volume in Germany was stable. Sales in Central Europe continued to be impacted by weakening macro-economic environment and government austerity measures.

Half year 2012 sales increased 6.4% to € 76.4 million.

### Turkey

Second quarter 2012 sales in Turkey increased by 14.3% to € 34.5 million. Sales were impacted by a continued weak Turkish lira. At constant exchange rates sales increased by 18.5%. Both domestic and export volumes were solid.

Half year 2012 sales increased 9.6% to € 57.6 million (at constant exchange rates: + 17.1%)



## United States

Second quarter 2012 sales at Deceuninck North America increased 27.9% to € 19.5 million. At constant exchange rates sales increased by 15.5%. Trend from first quarter remains unchanged. Activity in residential new construction continued to hover at historical lows. Demand from the renovation market segment was solid throughout the quarter. Sales growth was supported by product innovations, new Customers and external raw material sales.

Half year 2012 sales increased 22.6% to € 33.4 million (at constant exchange rates: + 13.2%)

### Financial calendar 2012

23	August	2012	2012 half-year results
18	October	2012	Q3 2012 trading update

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End of press release

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### Building a sustainable home

At Deceuninck, our commitment towards innovation, ecology and design provides us with a clear focus: building a sustainable home. A home that is more energy-efficient to live in and more attractive to look at. Deceuninck works worldwide with state-of-the-art materials, resulting in low maintenance, top insulating and long lasting products that can be fully recycled at end of life. Moreover, our values of Candor, Top performance and Entrepreneurship help us build a better world for our Partners and end users. Deceuninck has strong ambitions. We want to build a work environment in which people are proud to contribute, and strengthen our position within the top three market players. Alongside our ecological sustainability, Deceuninck also pursues financial sustainability.

Deceuninck employs 2700 people in 25 countries, of which 700 in Belgium. Deceuninck sales in 2011 were € 536,1 million with a net positive result of € 6.3 million.

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