



# EXACOMPTA CLAIREFONTAINE

Dear Shareholders,

At its 8 September 2016 meeting in Paris, the EXACOMPTA CLAIREFONTAINE Board of Directors, chaired by Mr François Nusse, reviewed and approved the Group financial statements for the 6 months ended 30 June 2016.

## ↳ Consolidated results

(€000)	H1 2016	H1 2015
Revenue	294,761	277,033
Operating income	7,363	4,240
Net income before tax	7,332	5,276
Net income after tax	6,020	3,683
Minority interests	(60)	95
Group share	6,080	3,588

- The first half 2015 results are those calculated after the application of IFRIC 21, as presented in the 2015 half-year financial report.
- First half 2016 earnings were impacted by a €63,000 goodwill gain arising from the acquisition of a subsidiary.

## ↳ Segment information

(€000)	France	Europe	Outside Europe	Total
Revenue	187,286	91,692	15,783	294,761

(€000)	Paper	Processing	Inter-segment transactions	Total
Revenue	142,916	222,644	(70,799)	294,761
Operating income	6,717	965	(319)	7,363

### Paper

- Whilst deliveries of printing and writing papers seem to have declined in Western Europe, our five machines continued to operate at satisfactory capacity thanks to the development of new products, with production up 5%.
- Changes in raw material prices did not have a material impact on our cost prices, contrary to first half 2015.
- Revenue increased by 3.9% compared to first half 2015. The division posted operating income of €6,717,000, up from €4,456,000 in first half 2015.

## Processing

- Stationery consumption in France appears stable, with relatively strong demand from general customers (source I+C).
- Our global offering of cardboard and paper products, as well as new product lines and the service we provide to our customers via our automated logistics centres, have contributed to our growth in sales.
- Revenue rose 7.2% compared to first half 2015. The division posted operating income of €65,000 compared to a €168,000 operating loss in first half 2015.

### ↙ **Group financial results**

- As at 30 June 2016, with revenue of €94,761,000, Group gross borrowings amounted to €126,190,000 and shareholders' equity totalled €383,135,000.
- The Exacompta Clairefontaine Group has negotiated several lines of credit with its banks. The Group also issued commercial paper amounting to €50 million at 30 June 2016, out of a global programme of €125 million.
- With cash of €68,989,000 at 30 June 2016, Group net borrowings amounted to €57,201,000.

### ↙ **Outlook**

- Current economic uncertainties have had little to no effect on paper and stationery consumption. Nonetheless, we must continue our efforts to renew our product range and streamline costs.
- Operating income for the year is expected to exceed 2015 operating income of €16,425,000.

THE BOARD OF DIRECTORS

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