

## PRESS RELEASE

### Xeikon NV

#### Trading update Q3 2012

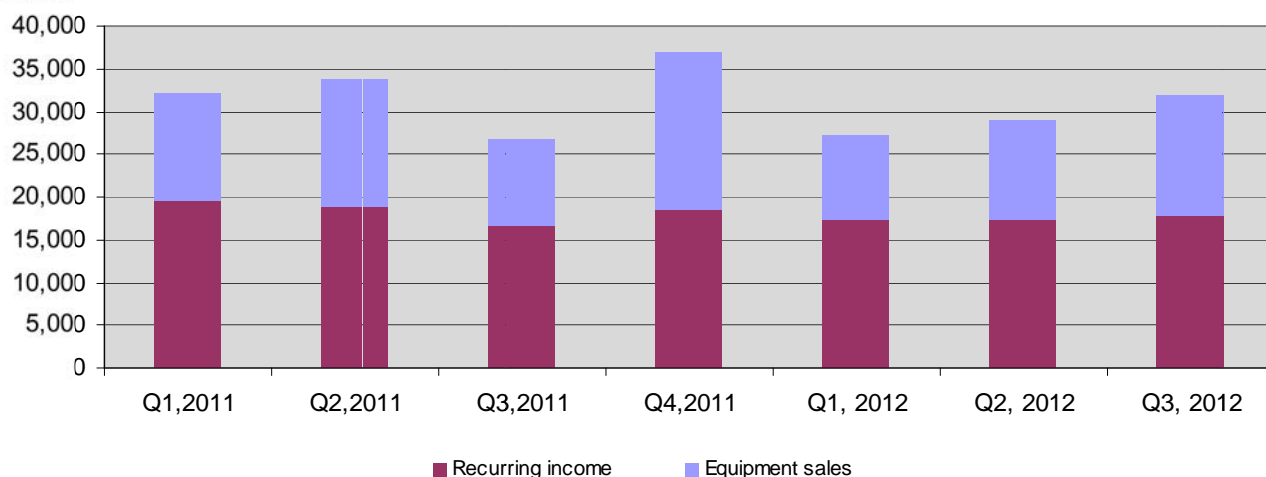
#### Strong sales growth in third quarter

Eede, the Netherlands – November 12, 2012 8:00 CET – Xeikon NV ('Xeikon')

Partly due to a successful DRUPA fair, sales in the third quarter were 19% up on the same period last year. However, at EUR 88.3 million sales for the period January to September were 4.8% lower than in 2011 (EUR 92.8 million).

#### Change in sales

*In thousand euros*



The main developments in sales are as follows:

- By segment: Digital Printing Solutions sales during the third quarter rose 25% compared with the third quarter of 2011. Prepress Solutions sales in the same period were 1.6% higher than last year. Over the first three quarters, Digital Printing Solutions generated sales at the same level as in 2011, whereas Prepress Solutions sales over that period were 16.4% lower.
- By activity/product: thanks to the successful participation in the graphics trade fair DRUPA, turnover from equipment sales during the third quarter of 2012 was significantly higher than last year (+ 40%). Turnover from consumables and service activities in the third quarter was up 6.4% on last year. This increase is mainly due to growth in the Labels & Packaging segment. Over the period January to September, turnover from equipment sales was 5.1% lower than in the same period last year; recurring income from consumables and service activities was 4.8% down.
- By region: in Europe, sales rose by 3.9% over the first three quarters, but in America and Asia they were 21% and 2.2% lower respectively than in the same period in 2011.

## Prospects

Based on the state of the order book, the management expects sales in the fourth quarter of 2012 to be slightly higher than those for the fourth quarter of 2011.

## Purchase of treasury shares

The management has decided to make use of the authority granted to it to purchase treasury shares. Under this authority, the management is empowered to purchase treasury shares up to the maximum quantity that may be vested in the company by virtue of the law and the articles of association at the time of acquisition, at a price between their par value and 110% of the stock-market price at the time of acquisition. In its quarterly trading updates, the company will report periodically on the number of treasury shares purchased and the average acquisition price. As at the end of September 2012, the company had purchased a total of 3,104,954 Xeikon shares at an average price of EUR 2.67. This represents 10.81% of the total number of shares outstanding.

## Financial calendar

Publication of full-year results 2012	February 27, 2013
Release annual report 2012	April 23, 2013
Trading update first quarter 2013	May 17, 2013
General Meeting of Shareholders	May 23, 2013
Publication of half-year results 2013	August 23, 2013
Trading update third quarter 2013	November 9, 2013

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**Attachment:** Detailed breakdown of developments in sales

## About Xeikon

Xeikon NV (XEI: AEX) is an innovator in digital printing technology. The company designs, develops, and delivers web-fed digital color presses for labels and packaging applications, document printing, as well as commercial printing. These presses utilize LED-array-based dry toner electrophotography, open workflow software, and application-specific toners. As an OEM supplier, Xeikon designs and produces plate makers for newspaper offset printing applications. Xeikon also manufactures basysPrint computer-to-plate (CtP) solutions for the commercial printing market. These proven CtP systems combine the latest exposure techniques with cost-efficient UV plate technology, high imaging quality and flexibility. For the flexographic market, Xeikon offers digital platemaking systems under the ThermoFlexX brand name. ThermoFlexX systems provide high-resolution plate exposure including screening, color management, as well as workflow management. All the Xeikon solutions are designed with the overarching principles of profitability, quality, flexibility, and sustainability in mind. With these guiding principles and a deep, intimate knowledge of its customers, Xeikon continues to be one of the industry's leading innovators of products and solutions. For more information, visit [www.xeikon.com](http://www.xeikon.com).

## Cautionary statement regarding forward-looking statements

This press release contains certain forward-looking statements. Any forward-looking statement applies only on the date of this press release. Such statements are based on current expectations and convictions and, by their nature, are subject to a number of known and unknown risks and uncertainties as a result of which the actual results and performance may differ substantially from expected future results or performance expressed or implied in the forward-looking statements. The information and views contained in this press release may change without prior notice, and Xeikon NV has neither the intention nor the obligation to update forward-looking statements in this communication, except insofar as it is obliged to do so by any applicable legislation or by the rules of any stock exchange on which its shares may be traded.

## Detailed breakdown of developments in sales Xeikon NV

2012		Q1	Q2	Q3	Q4	Year	H1	H2
<i>in thousand euro's</i>								
<b>Sales per segment</b>								
Digital Printing Solutions		20,298	21,706	24,586		66,590	42,004	24,586
Prepress Solutions		6,992	7,373	7,332		21,697	14,365	7,332
<b>Total sales</b>		<b>27,290</b>	<b>29,079</b>	<b>31,918</b>	<b>0</b>	<b>88,287</b>	<b>56,369</b>	<b>31,918</b>
<b>Sales per activity/product</b>								
Equipment		9,873	11,731	14,129		35,733	21,604	14,129
Consumables and service		17,417	17,348	17,789		52,554	34,765	17,789
<b>Total sales</b>		<b>27,290</b>	<b>29,079</b>	<b>31,918</b>	<b>0</b>	<b>88,287</b>	<b>56,369</b>	<b>31,918</b>
<b>Sales per region</b>								
Europe		17,074	20,788	17,336		55,198	37,862	17,336
Americas		7,420	6,335	10,451		24,206	13,755	10,451
Asia (including Australia and New-Zealand)		2,796	1,956	4,131		8,883	4,752	4,131
<b>Total sales</b>		<b>27,290</b>	<b>29,079</b>	<b>31,918</b>	<b>0</b>	<b>88,287</b>	<b>56,369</b>	<b>31,918</b>
2011		Q1	Q2	Q3	Q4	Year	H1	H2
<i>in thousand euro's</i>								
<b>Sales per segment</b>								
Digital Printing Solutions		22,668	24,596	19,619	28,811	95,694	47,264	48,430
Prepress Solutions		9,439	9,305	7,206	8,136	34,086	18,744	15,342
<b>Total sales</b>		<b>32,107</b>	<b>33,901</b>	<b>26,825</b>	<b>36,947</b>	<b>129,780</b>	<b>66,008</b>	<b>63,772</b>
<b>Sales per activity/product</b>								
Equipment		12,459	15,079	10,113	18,575	56,226	27,538	28,688
Consumables and service		19,648	18,822	16,712	18,372	73,554	38,470	35,084
<b>Total sales</b>		<b>32,107</b>	<b>33,901</b>	<b>26,825</b>	<b>36,947</b>	<b>129,780</b>	<b>66,008</b>	<b>63,772</b>
<b>Sales per region</b>								
Europe		20,648	20,498	11,961	24,016	77,123	41,146	35,977
Americas		9,406	9,930	11,305	10,329	40,970	19,336	21,634
Asia (including Australia and New-Zealand)		2,053	3,473	3,559	2,602	11,687	5,526	6,161
<b>Total sales</b>		<b>32,107</b>	<b>33,901</b>	<b>26,825</b>	<b>36,947</b>	<b>129,780</b>	<b>66,008</b>	<b>63,772</b>