

half-year report  
half-year report  
half-year report  
half-year report  
half-year report  
half-year report



**Roto Smets Group**

**Half-year report  
Roto Smets Group NV  
21 August 2014**

## Half-year report 2014

### Introduction

1. Financial position	3
2. Significant events in first half year 2014	4
3. Strategy	5
4. Risk profile	6
5. Prospects	7
6. Financial calendar	7
7. Management statement	7

## First half-year figures, 2014

Consolidated profit and loss account	8
Consolidated review of realised and unrealised results	9
Consolidated balance	10
Consolidated report of changes in equity	11
Consolidated cash flow report	12
Segmentation of figures	13
Consolidated half-year figures: explanatory notes	15

Corporate profile	15
-------------------	----

Deventer, 21 August 2014

## Half-year report

- Market drops faster than expected.
- Cost Reduction on schedule, but does not translate into better results.
- Debt position has declined further

### Introduction

The markets that are the focus of the Roto Smeets Group (RSG) businesses experienced an unprecedented decline in the first half of the year. In particular, the volume of the magazine market was much lower than expected. Of the largest Dutch magazines, there are only a few that have remained stable or have increased in terms of circulation; the majority have declined and in many cases by 10% to 20%. In the other markets we were also confronted with such declines. Because of the overcapacity that still exists in the market, we notice that customer requests are increasingly erratic, that competition continues to increase and that this causes continual pressure on prices. To respond adequately to the situation, RSG has focused for some time on three key areas: where possible to achieve economies of scale through joint ventures or partnerships, cost saving measures and the development of new services.

In the context of achieving economies of scale, we can currently announce that one of the four divisions of RSG is investigating the potential for cooperation with another major player in the printing industry, with the aim of setting up a joint venture. RSG is of the opinion that there are important synergies to be achieved from the setting up of a joint venture, consisting of cost reductions, optimisation of the utilisation, opportunities for new revenue models and sharing each other's expertise. RSG hopes to start and close a reciprocal due diligence with the proposed joint venture partner for the end of the year so that, if the results are satisfactory, the joint venture could be effective per January 1, 2015.

*Joost de Haas, CEO RSG: "The printing industry seems to finally move ahead. The reality is that there are too many players and too much capacity. There can only be a healthy and sustainable industry if capacity disappears from the market, and scaling occurs. And that can be done in two ways: through bankruptcy or through cooperation. Everyone benefits from a controlled capacity reduction. We think our cooperation plans steps to turn in this direction."*

In the area of cost savings, the efficiency program that was implemented 'Faster, Better, Higher', generated - especially at the large rotation companies - cost savings up to € 14 million this year. This 'downsized' the Group considerably. Due to the continuing poor market conditions, these efforts only partly reflect in the result. However, it can be concluded that without those steps RSG would now face an unbridgeable gap. Nevertheless, we have been able to increase our market share within most markets. The total volume has decreased, but less rapidly than the market. It did not let us reach our target for growth, however, so the additional reorganisation to adapt the company to the market was set in motion. At the same time we achieved a more market-oriented focus with the new division structure that enabled us to faster response to customer needs and developments.

Also the commitment to new services are starting to bear fruit: within the division Publishing Services the 'contentstripper' launched, Commercial Print enriched the potential for add-ons in the finishing and MediaPartners Group increased the number of video productions for customers.

Initiatives designed to ensure that RSG again creates value for all stakeholders.

## 1. Financial position

### 1.1. First half-year results 2014

In particular, the Publishing Services division suffered as a result of a sharp decline in the magazine market and the continuing price pressure during the first half of 2014. Especially at Roto Smeets Weert, the utilisation significantly lagged behind during the same period in 2013. Partly as a result, the income of RSG for the first half of 2014 compared to the first half of 2013 fell to € 120.9 mln (HY 2013 € 133.0 mln).

The added value for the first half of 2014 is € 7.9 mln lower than in the comparable period of 2013 (HY 2013: € 70.1 mln / HY 2014: € 62.2). As a result of continuing price pressure, the added value per tonne of printed paper fell by over 7%.

The EBITDA decreased by € 3.0 mln to € 3.2 mln compared with 2013 (HY 2013: € 6.2 mln). A major cause of the underperforming EBITDA is the delay that has occurred in the expected UWV process time of the restructuring announced last year. As a result, the required optimisation will only be achieved half a year later.

Joost de Haas: “The delay caused by the UWV has already cost us € 1.2 mln this year. Fortunately, we are strong enough to withstand this, but we have already seen other graphics companies fail because redundancy permits were not granted fast enough. Graphics companies need to adjust to the market quickly. The government should not thwart this.”

The operating result declined compared to 2013 and in the first half of 2014 amounted to € - 2.6 mln compared to € 0.1 mln in the first half of 2013.

Compared to the corresponding period in 2013, net income deteriorated and amounted to € - 3.0 mln (HY 2013 € -1.0 mln).

The development of results had consequences for the liquidity position of the group, as a result of which investments were handled very cautiously in the first half-year.

Cash flow from operating activities decreased by € 3.8 mln to € 8.6 mln (HY 2013: € 12.4 million).

Interest-bearing debt decreased by € 8.6 mln to € 51.2 mln compared to year-end 2013 (31-12-2013: € 59.8 mln).

The financing facility is unchanged, as indicated in the annual report for 2014. The solvency ratio is 32.3% as of 30 June 2014 (31-12-2013: 30.9%). According to the definition of the banks, the solvency is 24.8% (31-12-2013: 24.6%).

As at 30 June 2014, RSG has complied with 2 of the 4 covenants agreed with ABN AMRO Bank for this date. ABN AMRO Bank has provided a waiver for the two covenants that were not complied with.

Joost de Haas: “ We operate in a market with very small margins where optimal capacity utilisation is crucial. Late last year, we anticipated a further decline in volume and significantly reduced staffing. Half a year later, it is clear that the market is catching up with us again. We must remain constantly competitive and constantly reconsider the amount of capacity we want to keep available. Our productivity continues to rise and our cost reduction programmes are bearing fruit. It is obviously disappointing to see that all these efforts are not enough to translate into visibly improved results. However, I am optimistic about the direction we are moving in. Our market position is getting increasingly stronger and all divisions are engaged in offering improved value-added concepts to their customers. The organisation has proven to be resilient and innovative and we will desperately need this in the coming years.”

(in EUR million)	H1 2014	H1 2013
Revenue	120.9	133.0
Added value	62.2	70.1
EBITDA	3.2	6.2
Operating result (EBIT)	-2.6	0.1
Net result	-3.0	-1.0
Cash flow from business operations	8.6	12.4
EBITDA/Added value (%)	5.2	8.8
Return on capital employed (ROCE) (%)	-2.4	0.1
Added value/revenue (%)	51.5	52.7
EBITDA/revenue (%)	2.7	4.6

Please refer to the attachments for a complete overview of the results.

## 2. Explanation of key events in the first half of 2014

### 2.1. Organisation

The first half of the year was mainly dominated by the implementation of the restructuring announced last year in which 170 jobs disappeared. This restructuring related to the branches in Deventer, Etten-Leur, Weert and Doetinchem and will be completed in the coming months.

In addition, a new organisation structure was implemented according to the new division format: within Print Productions there are now the Publishing Services, Commercial Print and Roto Smeets Grafiservices division. MediaPartners Group is still the main representative of the Marketing Communications business line.

The divisions operate in three markets: magazines, commercial print (retail/catalogues) and marketing communications.

The magazine market not only demands print but also additional (digital) services. This market is served by the Publishing Services division consisting of Roto Smeets Weert, Senefelder Misset and the business units of Senefelder Misset - PSH Media Sales, Xmedia Solutions and NextGen Publishers.

The market for commercial print demands a strict pricing policy, short lead times and low transport costs. Roto Smeets Deventer, Roto Smeets Etten, De Wit Binders, Antok and international sales from the Commercial Print division.

The MediaPartners Group divisions and Roto Smeets GraffServices focus on the third market, marketing communications. A market that requires very specific, creative solutions.

## **2.2. Publishing Services**

### **2.2.1. Market**

The Dutch and Belgian magazine market has declined sharply in recent years. This decline is caused by a decrease in circulation, a decrease in frequency and a reduction in volume. In addition, titles are regularly withdrawn from the market because publishers are no longer able to market them successfully. The decrease in print advertising expenditure plays an important role in this. In addition, revenues decline by the decrease in subscribers and the declining results of newsstand sales. The publishers envisage limited compensation through digital distribution. Our expectation is that the number of publishers in the Netherlands and Belgium will decrease, where especially those publishers who are able to transform their organisation into a low cost operation will be able to survive. The focus will be on the core activities, which are the production of content and the marketing thereof, of which print is one of the channels.

All publishers will have to reduce costs throughout the entire chain. The cost of distribution has increased by 30%. The publishers attempt to recover compensation for the increase in the distribution costs from the printers. The market can only survive this situation by joining forces and by ensuring that costs are reduced throughout the entire chain. The Publishing Services division wants to be the party that fulfils this role and it is also very well suited for this. Along with the sister companies within RSG, it can provide all the services that appear in the publishing chain. In addition, new applications are also regularly developed, such as the 'content stripper' of Senefelder Misset. The publisher currently already provides the content for the printing process digitally and Senefelder Misset can also incorporate this simultaneously into other forms of media giving publishers access to new revenue models.

### **2.2.2 Performance**

The companies that form the Publishing Services division have been confronted with a more significant decline in the market than expected. In the first half of the year, the restructuring required to adapt the companies to the new market size in terms of size has been completed. In the context of improving efficiency, a palletizer was again used by Senefelder Misset in the Finishing in early 2014, which allowed personnel costs to be further reduced. The logistics process of the finished product in the finishing was also further automated. For the second half of 2014 a decision was made to invest in the Quadtech color control system at Senefelder Misset, which will allow it to achieve faster setup times of the systems with minimal startup costs. At Roto Smeets Weert, the Instrument Flight gray color balance control system of Quadtech will be installed.

The companies within the Publishing Services divisions have among others extended contracts with Sanoma Media Belgium in the first half year and booked orders for companies as Bindinc, Audax and Springer Media.

As indicated earlier, the activities of De Wit Binders will be moved to Roto Smeets Deventer and Senefelder Misset. It is expected that this will be completed in the first quarter of 2015, after which De Wit Binders will be shut down.

## **2.3. Commercial Print**

### **2.3.1. Market**

The composition and size of the demand for commercial print is highly subject to change, while the share of printed matter in the overall communications mix of companies in this segment is decreasing. Within this, there are changes in the requirements in terms of flexibility (product types/formats), segmentation (bills, addressing), lead times, environmental impact, chain optimisation and combination options with other media (internet connectivity, etc.). We also see continually farther-reaching pooling of volumes within existing businesses across borders and through buying consortiums and print management companies.

One way to determine the competitiveness of the Commercial Print division is the way in which it can respond to the demands of the market compared to its competitors. There are companies that are highly specialised in the production of specific product types in print (for example, only products that can be completely finished inline) and companies that focus on a wider range of product types (products that must be finished offline).

Given the installed means of production, the Commercial Print division is able to offer a broad range of product types (including online and offline finishing). The proposed integration of adhesive binding activities at the location in Deventer will also make a positive contribution to this. Further expansion of services and chain optimisation will further improve competitiveness.

### 2.3.2. Performance

Unlike Publishing Services, Commercial Print has had a good first half of the year. This was partly due to the orders that it has managed to acquire after the closure of rotogravure printer Biegelaar.

In the first half of the year, important contracts were also extended with De Persgroep for the publication of 'Dag Allemaal', with ANWB for the production of the 'Kampioen', with Albert Heijn for 'Allerhande' and with Otto Gruppe for the production of catalogues.

## 2.4. Roto Smeets GrafServices (RSGS)

### 2.4.1. Market

Companies operating in the marketing communications market provided few new contracts in the first half of 2014. In addition to the reduction in existing print assignments - in volume, publication and numbers - communication budgets are increasingly shifting from print to digital communications. Despite these movements, it is still a market that may provide for recovery and possibly a slight growth when the economy recovers.

In the past half of the year there have also been many bankruptcies in this market. However, the excess capacity continues to cause prices to remain under pressure.

### 2.4.2. Performance

The first half of the year was disappointing for RSGS. For the second half of the year, the adaptation of the commercial discipline is on the agenda. The renewed structure of the sales activities will allow RSGS to again be in line with changing market demands.

In addition to the introduction of the new ERP system Technique, RSGS has also recently switched to the high-end color management system ColorProof of GMG. This brings further consistency to the colour management at both locations, as a result of which the available machines can be deployed in an efficient manner.

## 2.5. MediaPartners Group (MPG)

### 2.5.1. Market

MPG is also active in the marketing communications industry. It is noticeable that communication budgets are under pressure. This is reflected in fewer long-term contracts and more assignments provided on an ad hoc basis. MPG is increasingly seen as a creative agency as a result of the wider range of services it provides (such as video productions). This allows them to provide good support to the increasing integration of communication resources. It also means, however, that they have to deal with different competitors than previously.

### 2.5.2. Performance

MPG has been unable to realise its targets for the first half of the year.

A positive sign is that increasingly more contacts of the other divisions of RSG involve MPG in resolving communication issues. In order to improve the streamlining of this marketing communications service, it was decided to integrate two sister companies that offer additional services in this area with MPG.

Hoogte 80, part of Senefelder Misset, will relocate from Arnhem to the offices building where MPG is located. Hoogte 80 will remain independent and will continue to operate under its own name but will use the facility services of MPG. Hoogte 80 primarily serves non-profit organisations and healthcare institutions, thereby complementing MPG well.

Within the service chain of RSG, it is apparent how closely the services of Leads to Loyals have an impact on those of MPG. In order to make these services also available for customers of MPG, it has been decided that Leads to Loyals will work more closely with MPG. In turn, Leads to Loyals can make use of the (commercial) expertise and customer network of MPG. In this way, the existing proposition of Leads to Loyals can provide more returns.

### 3. Strategy

RSG will continue to focus on the three key areas: economies of scale through joint ventures or partnerships, cost saving measures and the development of new services. The aim is to 'model' the four divisions into powerful players in the markets they serve. Print remains the core activity for most divisions, but RSG can be an important partner for its customers through the development of additional services.

### 4. Risk profile

The printing industry has been struggling for years with structural overcapacity. The change in consumer behaviour with regard to acquiring information and the long-term economic uncertainty have not been good for the industry. The risk profile that ties in with our business operations in the current market environment is described in the Annual Report for 2013 and has not changed significantly since then. For completeness sake, we refer to the section 'Management Report regarding internal risk management and control systems' in that Annual Report.

### 5. Outlook

There seems to be no end to the trend of the declining circulation of magazines.

Up to now, the market has decreased by 5-6% each year. In only the first half of 2014 it has already decreased by 10-12%. It is impossible to predict to what extent this trend will continue. The currently recognised position of print in the media mix and the improvement of the economy could cause the decline to level off slightly in the next few years.

In the Netherlands, we have again seen a lot of bankruptcies in the first half of the year but across the border most companies have remained afloat. This is due mainly to the high closure costs which result in companies seeking to remain in business at any cost. For the time being, this will cause continuing price pressure and preservation of overcapacity.

The current developments in the field of our three key areas, economies of scale, cost saving measures and new services, strengthen our confidence that we will again, as in the past few years, be able to react appropriately to this challenging market.

### 6. Financial diary

Business update Q3 2014	6 November 2014
Press release, annual results 2014	19 March 2015
Business update Q1 2015	13 May 2015
Shareholders' Annual General Meeting	13 May 2015
Press release H1 figures 2015	20 August 2015
Business update Q3 2015	5 November 2015

### 7. Statement from the Board

In accordance with the provisions of article 5:25d paragraph 2c of the European Transparency Directive the Board of Roto Smeets Group NV declares that the half-year figures represent a true statement of the assets, liabilities, financial position and result of the Roto Smeets Group NV and the incorporated business included in the consolidated figures.

The half-year report represents a true picture of the situation of Roto Smeets Group NV and incorporated businesses on the balance date, of the conduct of business in the six months' period and the expected progress of the business, whereby attention is paid to investments and the conditions on which the development of turnover and profitability depend.

*Deventer, 21 August 2014*

#### Management Board

Drs J.A. de Haas, MBA  
CEO

#### Supervisory Board

Drs. R. Blom, Chairman  
Drs. J.H.M. Rijper, vice-Chairman  
H.C.A. Groenen  
Drs. H.C.P. Noten

## Half year results 2014

### Consolidated profit and loss account

<i>(amounts x € 1,000)</i>	<b>H1 2014</b>	<b>H1 2013</b>	<b>index</b>
Total revenue	120,937	132,999	91
Cost of raw materials and consumables	-43,953	-46,890	94
Cost of work contracted out and other external costs	-14,741	-16,027	92
Value-added	62,243	70,082	89
Other revenue	407	383	106
	62,650	70,465	89
Wages and salaries	-31,080	-33,021	94
Social security	-5,324	-5,173	103
Pension obligations	-2,896	-3,117	93
Other personnel costs	-3,803	-4,809	79
Depreciation fixed assets	-5,783	-6,046	96
Other operating costs	-16,318	-18,181	90
Operating result	-2,554	118	
Financing income	1	4	
Financing costs	-1,421	-1,495	
Result before taxation	-3,974	-1,373	
Income tax	945	324	
Result after taxation	-3,029	-1,049	
Attributed to:			
Shareholders Roto Smeets Group NV	-3,029	-1,049	
<b>Key Figures</b>			
Average number of outstanding ordinary shares	3,290,275	3,290,275	
Attributed to shareholders Roto Smeets Group NV:			
Results per share (€)	-0,9	-0,3	
Value-added in % of revenue	51,5	52,7	



## Consolidated review of realised and unrealised results

<i>(amounts x € 1,000)</i>	<b>H1 2014</b>	<b>H1 2013</b>
Result after tax	-3,029	-1,049
<b>Unrealised results</b>		
Value changes forward currency contracts	-341	-942
Result from participations	34	47
Income tax relating to components of other comprehensive income	<u>85</u>	<u>235</u>
Unrealised results after taxes	-222	-659
Total realised and unrealised results after taxes	<u>-3,251</u>	<u>-1,708</u>
Attributed to:		
Shareholders Roto Smeets Group NV	-3,251	-1,708

## Consolidated balance

(amounts x € 1,000)

30-06-14 31-12-13

### ASSETS

#### Fixed assets

Intangible fixed assets	1,750	1,882
Tangible fixed assets	72,285	76,655
Investment properties	11,570	11,570
Associated companies / joint ventures	-	-
Deferred tax receivable	12,429	11,384
Other financial fixed assets	11	10
	<u>98,045</u>	<u>101,501</u>

#### Current assets

Stocks	5,291	5,690
Trade receivables	30,711	41,733
Other receivables / prepayments	6,825	8,486
Cash and cash equivalents	119	435
	<u>42,946</u>	<u>56,344</u>

#### Total assets

**140,991 157,845**

### EQUITY AND LIABILITIES

#### Equity attributed to equity holders of Roto Smeets Group NV

Issued share capital	16,451	16,451
Share premium	12,833	12,833
Revaluation reserve	3,164	3,164
Retained earnings	14,929	17,958
Other reserves	-1,793	-1,571
Total equity	<u>45,584</u>	<u>48,835</u>

#### Long-term liabilities

Provisions	3,321	3,386
Interest-bearing loans:		
Loans	5,833	6,250
Lease obligations	7,713	9,270
	<u>16,867</u>	<u>18,906</u>

#### Current liabilities

Trade and other liabilities	31,543	39,268
Finance companies	31,897	36,646
Interest bearing loans	5,796	6,719
Income tax payable	6,899	5,338
Financial derivatives	1,426	963
Provisions	979	1,170
	<u>78,540</u>	<u>90,104</u>

#### Total liabilities

95,407 109,010

#### Total equity and liabilities

**140,991 157,845**

## Consolidated report of changes in equity

<i>(amounts x € 1,000)</i>	issued capital	share premium	revaluation reserve	retained earnings	other reserves	total
<b>Balance as at January 1, 2014</b>	16,451	12,833	3,164	17,958	-1,571	48,835
Result after taxes				-3,029		-3,029
Unrealised results after taxes			-		-222	-222
Total realised and unrealised results after taxes	-	-	-	-3,029	-222	-3,251
	-	-	-	-3,029	-222	-3,251
<b>Balance as at June 30, 2014</b>	<u>16,451</u>	<u>12,833</u>	<u>3,164</u>	<u>14,929</u>	<u>-1,793</u>	<u>45,584</u>

<i>(amounts x € 1,000)</i>	issued capital	share premium	revaluation reserve	retained earnings	other reserves	total
<b>Balance as at January 1, 2013</b>	16,451	12,833	3,708	21,514	-2,182	52,324
Result after taxes				-1,049		-1,049
Unrealised results after taxes			-		1,050	1,050
Total realised and unrealised results after taxes	-	-	-	-1,049	1,050	1
	-	-	-	-1,049	1,050	1
<b>Balance as at June 30, 2013</b>	<u>16,451</u>	<u>12,833</u>	<u>3,708</u>	<u>20,465</u>	<u>-1,132</u>	<u>52,325</u>

## Consolidated cash flow report

(amounts x € 1,000)

	H1 2014	H1 2013
<b>Cash flow from operating activities</b>		
Result after taxation	-3,029	-1,049
Depreciation and exceptional impairments	5,783	6,046
(Deferred) taxation	-1,045	45
Other non-cash items	305	-536
<b>Changes</b>		
Stock	399	419
Trade receivables	11,022	12,858
Other receivables / prepayments	1,661	1,757
Trade and other payables	-6,165	-7,048
Provisions	-322	-140
	<b>8,609</b>	<b>12,352</b>
<b>Cash flow from investing activities</b>		
Investments in tangible fixed assets	-1,333	-2,422
Divestments in tangible fixed assets	54	3
Investments in intangible fixed assets	-	-33
Repayments on loans	-1	-
	<b>-1,280</b>	<b>-2,452</b>
<b>Cash flow from financing activities</b>		
Withdrawal interest-bearing loans	-	-
Repayments interest-bearing loans	-3,151	-4,973
Finance companies	-4,494	-4,980
	<b>-7,645</b>	<b>-9,953</b>
Effect of changes in exchange rate	-	3
Net cash flow	-316	-50
Cash and cash equivalents at 1 January	435	628
<b>Cash and cash equivalents at 30 June</b>	<b>119</b>	<b>578</b>

## Segmentation of figures

The following summary shows the segment information in the first half of 2014

<i>(amounts x € 1,000)</i>	Print Productions	Marketing Communications	eliminations	total
Revenue	112,247	8,690	-	120,937
Intersegment revenue	<u>646</u>	<u>-</u>	<u>-646</u>	<u>-</u>
Total revenue	112,893	8,690	-646	120,937
Net results	-3,127	98	-	-3,029
<i>Assets and liabilities</i>				
Intangible fixed assets	489	1,261	-	1,750
Tangible fixed assets	71,029	342	-	71,371
Other assets	38,737	3,693	-	42,430
Investment Properties				11,570
Unallocated assets				<u>13,870</u>
Total assets				140,991
Liabilities	48,133	3,795	-	51,928
Unallocated liabilities				<u>43,479</u>
Total liabilities				95,407
<i>Other segment information</i>				
Capital expenditure fixed assets	1,288	45		1,333
Depreciation including impairments	5,592	191		5,783

The following summary shows the segment information in the first half of 2013

<i>(amounts x € 1,000)</i>	Print Productions	Marketing Communications	eliminations	total
Revenue	122,879	10,120	-	132,999
Intersegment revenue	<u>767</u>	<u>-</u>	<u>-767</u>	<u>-</u>
Total revenue	123,646	10,120	-767	132,999
Net results	-1,227	178	-	-1,049
<i>Assets and liabilities</i>				
Intangible assets	575	1,471	-	2,046
Tangible fixed assets	77,489	426	-	77,915
Other assets	43,930	5,915	-	49,845
Investment properties				12,295
Unallocated assets				<u>15,453</u>
Total assets				157,554
Liabilities	64,787	2,983	-	67,770
Unallocated liabilities				<u>37,459</u>
Total liabilities				105,229
<i>Other segment information</i>				
Capital expenditure fixed assets	2,330	125		2,455
Depreciation including impairments	5,882	164		6,046

## Notes to the consolidated half-year financial report

### Basis

#### IAS 34

The consolidated half-year figures have been drafted in accordance with IAS 34 Interim Financial Reporting, as accepted within the European Union. They do not contain all the information required for a complete annual account and should be read in combination with the 2013 consolidated annual account.

#### Valuation basis

The consolidated half-year figures have been drafted with the basis applied in the consolidated annual account on 31 December 2013, with the exception of new standards and interpretations as set out below.

#### IFRS amendments

Roto Smeets Group has introduced those new IFRS standards, amendments and interpretations that came into force as of 1 January 2014. The application of these standards, amendments and interpretations has had no significant effect on the 2014 half-year report.

#### Deferred tax assets

The financial fixed assets include an item for future adjustment of corporation tax in the sum of € 12.4 million. The forward loss compensation of € 49.7 million represents temporary differences having their origin in the valuation of material fixed assets, stocks and differences related to the fiscal valuation of provisions, particularly in regard to the early retirement scheme. It is expected that the forward loss compensation will be adjusted within the fiscally permitted period.

This half-year report has not been audited.

#### For further information please contact:

Roto Smeets Group NV  
Drs. J.A. de Haas MBA  
CEO  
+31 570 69 49 05

#### Profile

Roto Smeets Group NV is listed on Euronext Amsterdam and is one of the leading graphics printing companies in Western Europe. Roto Smeets Group consists of four divisions specialising in the realisation of multimedia communications. Each division is specialised in one part of the communication chain (from creation to distribution), which results in the services connecting to each other seamlessly from beginning to end. For more information, please refer to [www.rotosmeetsgroup.nl](http://www.rotosmeetsgroup.nl), brands and services.

#### Disclaimer

*This report contains information as referred to in the article 5.1.a of the Dutch Financial Supervision Act ("Wet op het financieel toezicht").*

*Prospective statements, which can form a part of this report, refer to future events and may be expressed in a variety of ways, such as 'expects', 'projects', 'anticipates', 'intends' or other similar words ("Prospective statements").*

*Roto Smeets Group NV has based these prospective statements on its current expectations and projections of future events. Roto Smeets Group's expectations and projections may change and Roto Smeets Group's actual results, performance or achievements could differ significantly from the results expressed in or implied by these prospective looking statements due to possible risks and uncertainties and other significant factors that are neither manageable nor foreseeable by Roto Smeets Group, some of which are beyond Roto Smeets Group's control.*

*When considering these prospective statements, the reader should bear in mind such risks, uncertainties and other significant factors, as described in this report or in Roto Smeets Group's other annual or periodic filings. For a non-limiting discussion of the risks, uncertainties and other factors that may affect Roto Smeets Group's actual results, performance or achievements, the reader is referred to the Annual Report and any other publications issued by Roto Smeets Group.*

*In view of these uncertainties no assurance can be given about Roto Smeets Group's future results or financial position. You are advised to treat Roto Smeets Group's prospective statements with caution, since they apply only on the date when the statements are made. Roto Smeets Group is under no obligation to update or publicly revise any prospective statement, whether as a result of new information, future events or otherwise, except as may be required under applicable (securities) legislation.*

*In the event of any difference of interpretation, the Dutch original of this English translation shall apply throughout these Mid-Year Report of Roto Smeets Group NV.*



**Roto Smeets Group**

Roto Smeets Group NV

P.O. Box 822, 7400 AV DEVENTER

The Netherlands

Tel. +31 570-69 49 00

Fax. +31 570-69 41 00

[info@rotosmeetsgroup.com](mailto:info@rotosmeetsgroup.com)

[www.rotosmeetsgroup.com](http://www.rotosmeetsgroup.com)

k  
h  
ha  
ha