

26 October 2012 - 5.30 p.m.

**REGULATED INFORMATION**

**PRESS RELEASE<sup>1</sup>**

**Interim Declaration  
2<sup>nd</sup> half-year 2012**

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The Group's turnover amounted to 72.8 million € in the 3<sup>rd</sup> quarter, a 14% increase compared with the 3<sup>rd</sup> quarter of 2011. This growth is mainly due to an 11% volume increase and, to a lesser extent, to a 3 % increase of unit prices.

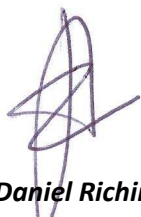
Year-to-date, despite a 7% quantity decrease compared with last year, the turnover rose by 2% and amounted to 202.0 million € at the end of September 2012. 46% of the turnover was booked in Europe and 54% overseas; in 2011, these percentages were 63% and 37% respectively. The relative importance of overseas exports in 2012 reflects the result of important commercial efforts undertaken to mitigate the hopefully temporary weakness of the European market.

As previously announced, Q3 unit margins have fallen relative to their historic average because of weak autumn fertilizer prices (PK) in Europe; overseas margins helped to offset this effect.

The operating result amounted to 0.6 million € in the 3<sup>rd</sup> quarter of 2012, compared to 1.3 million € over the same period in 2011. The 2012 cumulated result amounts to 1.3 million €, a sharp decrease compared with 2011 which amounted to 6.5 million €.

Based on our current order book, we forecast a higher delivery volume over the 4<sup>th</sup> quarter compared with 2011. This should generate higher results compared with the 3<sup>rd</sup> quarter of 2012 without however reaching 2011 levels, which included non-recurrent elements equivalent to 0.9 million €.

Taking all these elements into account, we confirm that the 2012 result will be positive but significantly lower compared with last year.



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CEO Group Rosier

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<sup>1</sup> The financial statements in this release have been established according to IFRS standards and have not been audited.

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