

# LaCie

## Half year release: “Growth AND profit” remains LaCie’s motto

IFRS, in millions of euros	31/12/2007 6 months	30/06/2007 12 months	31/12/2006 6 months
<b>Revenue</b>	<b>220.4</b>	<b>353.7</b>	<b>184.3</b>
<b>Gross margin</b>	<b>39.9</b>	<b>70.2</b>	<b>39,1</b>
<i>GM%</i>	18.1%	19.8%	21.2%
<b>Operating profit</b>	<b>19.3</b>	<b>32.2</b>	<b>19.5</b>
<i>Operating profit %</i>	8.8%	9.1%	10.6%
Financial income	-1.4	1.8	1.7
Tax	-5.1	-10.1	-6.9
<b>Net profit</b>	<b>12.9</b>	<b>23.9</b>	<b>14.3</b>
<i>Profitability %</i>	5.8%	6.8%	7.8%
<b>PPS in €</b>	<b>0.37</b>	<b>0.69</b>	<b>0.41</b>

*Financial Statements voted by the Board Meeting on 02/27/2008 and reviewed by the auditors*

### KEY TOPICS

- ✓ On-going price war on entry-level products, somewhat temporarily softened in connection with WW lack of availability of hard drives towards the end of the calendar year
- ✓ Intensive programme of product launches (5 in September 2007, 4 in January 2008), especially in the Multimedia and NAS families
- ✓ Opening of LaCie Middle East in Dubai. This entity was included in the consolidated financial statements starting September 1<sup>st</sup>, 2007
- ✓ Dividend payment occurred on December 31, 2007. 80% of the dividends were reinvested in shares.

### GROWTH AND PROFITABILITY

LaCie reported revenue of €220.4 million for the 6-month period ended December 31, 2007 (IFRS). ). This compares to revenue of €184.3 million in the year-ago period, representing a 19% increase (+24% without forex). Europe accounts for 65% of LaCie revenue, versus 27% for Americas and 8% for AsiaPac. The Solutions family accounts for 20% of the revenue.

- ✓ Gross margin reached 18.1 percent, compared to 19.8 percent in FY07 and 21.2 percent in S1FY07.
- ✓ Logistics costs reached 1.9 percent, compared to 2.3 percent in FY07 and 2.4 percent in S1FY07
- ✓ SG&A were realigned at 7 percent, compared to 8 percent in FY07 and 7.9 percent in S1FY07.
- ✓ The headcount amounts to 440 staff members, with less temp labor.
- ✓ The operating income amounts to 8.8% of the revenue, about flat compared to FY07 (9.1%)
- ✓ The financial income is an exceptional loss at -1.4 M€ in connection with a 2 M€ fair value adjustment to the Archos shares still on hand.
- ✓ The net income amounts to 12.9 M€ (5.8% of the revenue). PPS amounts to 0,37 €.

### THE SEASONALITY OF THE SALES IMPACTS THE CASH

IFRS, in millions of euro	31/12/2007 6 months	30/06/2007 12 months	31/12/2006 6 months
Earnings, net of non-cash adjustments	13.9	27.2	17.2
Change in working capital	-39.0	7.4	-19.4
Cash flow from operations	-25.1	34.6	-2.2
Cash flow from investing	-0.9	-1.1	-0.6
Cash flow from financing	-2.1	-15.4	-11.5
Cash at closing	36.4	65.8	32.8
<b>Debt</b>	<b>2.6</b>	<b>2.8</b>	<b>3.2</b>

- ✓ Net cash amounts to 33.8M€
- ✓ Working capital is 25% of the revenue, vs 17% in the same semester last year.

- ✓ The dividend payment was limited to a 1.9 M€ disbursement.

## **2008 OUTLOOK**

Despite a highly promotional environment, LaCie keeps its course, namely focusing on:

- ✓ Staying away from the least profitable deals
- ✓ Improving its sales effectiveness in the US
- ✓ Strengthening its product pipeline

### ***Next release***

Financial information about the Q3FY08 on 24/04/2008 after Euronext is closed.

### **About LaCie**

Located in North America, Europe, Asia and Middle East, LaCie is the leading manufacturer of computer peripherals for PC, Apple and Linux users. LaCie has differentiated its products through original designs and leading-edge technology. Find all information at [www.lacie.com](http://www.lacie.com).

This press release includes statements that may constitute forward-looking statements. Any statements contained herein that are not statements of historical facts may be deemed to be forward-looking statements. Although the Company believes the expectations contained in such forward-looking statements are reasonable, it can give no assurance that such expectations will prove correct. These statements may involve risks and uncertainties that could cause actual results to differ materially from expected results. Such risks include, but are not limited to, risk factors described in the prospectus and in the Company's periodic and other filings. The Company assumes no obligation to update the forward-looking statements contained in this press release.