

LaCie

Revenue as of December 31, 2011 = LaCie manages to improve its profitability despite the world-wide shortage of hard drives

	07/11 - 12/11	07/10 - 12/10	Var M€	Var %
	6 months	6 months		
Europe	61,6	86,0	- 24,4	-28%
Americas	36,5	46,8	- 10,3	-22%
Asia	24,9	15,1	9,7	64%
TOTAL	123,0	148,0	- 25,0	-17%

IFRS - unaudited

	Q2 FY12	Q2 FY11	Var M€	Var %
	3 months	3 months		
	30,9	49,9	- 19,0	-38%
	20,0	23,5	- 3,5	-15%
	13,1	9,5	3,6	38%
	64,0	83,0	- 19,0	-23%

A UNIQUE MARKET SITUATION

- LaCie reported revenue of €64 million for the quarter ended December 31, 2011 (IFRS). This compares to revenue of €83 million in the year-ago period, representing a 23% decrease with forex (-24% without forex). Europe accounts for 48% of the revenue, versus 31% for Americas and 21% for AsiaPac. After neutralization of forex, sales by geographical areas vary by -38%, -15% and +38% respectively.
Thai floods paid a heavy toll on the number of available hard drives on the market. "Western Digital, even though a HDD manufacturer, just announced a 40% decline year-over-year this quarter. We secured our supplies as much as we could, in order to assist best our professional customers. We ran a tight ship in these tough waters and we managed to improve our profitability in spite of this one-a-kind situation, as our next press release will show", said Spruch, CEO and GM.
- LaCie reported revenue of €123 million for the semester ended December 31, 2011 (IFRS). This compares to revenue of €148 million in the year-ago period, representing a 17% decrease with (-16% without forex). Europe accounts for 50% of the revenue, versus 30% for Americas and 20% for AsiaPac. After neutralization of forex, sales by geographical areas vary by -29%, -19% and +67% respectively. Americas switched to SAP in early July 2011, slowing down local operations over the first few weeks of the quarter.

KEY TOPICS OF THE QUARTER

- ✓ On 11/7/2011, LaCie announced its investment in Loewe AG, holding 11 percent of its voting rights. Loewe is the European premium brand in Home entertainment. The acquisition was implemented for strategic aims which are not yet determined but making profits cannot be excluded. LaCie intend, in case of adequate opportunities, to acquire further voting rights within the next 12 months by acquisition or otherwise.
- ✓ A 0.33 euro per share dividend was paid on December 23, 2011 with respect to year ended 6/30/2011.
- ✓ LaCie announced its latest peripherals featuring Thunderbolt™ technology at the 2012 International CES®. LaCie is proud to offer the widest range of storage solutions featuring Thunderbolt technology. These products are some of the fastest and most flexible storage solutions on the market. They will dramatically accelerate the workflow of even the most demanding digital users.

Next release

Half-year income on 03/15/2012 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.

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.