



## Interim notice DOCDATA N.V. for the first quarter 2015

- **Revenue increased more than 12%**
- **Lower operating profit before financing result (EBIT) due to loss for IAI**

The Management Board of DOCDATA N.V. (Waalwijk, The Netherlands) announces the following interim notice.

### **General**

DOCDATA N.V. has closed the first quarter 2015 with a profit. Revenue in the first quarter 2015 increased with more than 12% compared to last year. This increase is fully realised autonomously. IAI delivered almost no document security system in the first quarter of 2015, same as last year's first quarter. The operational profit of the Group in the first quarter 2015 was substantially lower than previous year as the operating result of IAI was considerably lower while the operating profit of Docdata remained approximately at the same level.

Michiel Alting von Geusau, CEO of DOCDATA N.V.: *"The first quarter in 2015 shows two different sides; on the one hand there is a strong growth of our services to e-commerce clients of Docdata, on the other hand the sales for IAI are much too low. This is also expected to be the trend for the whole year."*

The financial position of DOCDATA N.V. has remained solid during the first quarter 2015 with a strong solvency and a limited net debt. Per 31 March 2015, the net debt amounted to € 1.1 million (31 December 2014: € 5.2 million net cash surplus) and the solvency ratio was 50% (31 December 2014: 45%). The net debt in the first quarter 2015 is a result of the use of cash to fund capital expenditure, the purchase of 70,000 own shares to cover the Performance Share Plan of DOCDATA N.V., as well as the finance of working capital for the Group.

DOCDATA N.V. will announce the 2015 half-year results on Thursday 16 July 2015 before opening of the stock exchange.

## **Docdata**

Revenue of Docdata increased in the first quarter 2015 with more than 10% compared to the first quarter 2014. This is mainly explained by the growth in the number of transactions from 12.1 million to 13.5 million. The profit of Docdata remained at about the same level in the first quarter 2015. This is mainly the result of a different mix of services and pressure on the prices we can charge to our clients. An important goal for this year is to improve the efficiency of our processes.

On 16 March 2015 it was announced that Docdata Fulfilment B.V. in Waalwijk, a subsidiary of DOCDATA N.V., and bol.com, a subsidiary of AHOLD, have extended their cooperation agreement for a period of five years. The cooperation agreement runs retroactively from 1 January 2015 to 1 January 2020 and entails the delivery of a complete package of fulfilment services by Docdata to bol.com.

Docdata continues to focus on the further development of e-commerce related customised solutions for (inter)national customers. Furthermore, we focus on winning new clients in the different geographical markets in Europe. In 2015, we will continue to investment in IT-platforms and -solutions, as well as efficiency improvements.

## **IAI**

IAI realised a clear loss in the first quarter 2015. This has to do with substantially higher organisational costs combined with a too low number of deliveries. These higher costs are caused by investments in 2014 in the extension and professionalization of the organisation, in order to be able to realise growth from 2016 on. Although the pipeline is still well filled, no orders for systems have been realised in the past six months, while sales costs for the various tenders continue. As a note, IAI did not lose any tender in the past six months. IAI will continue to focus on winning new orders in new and existing markets and will therefore further invest 2015 in the development of new technological applications.

The revenue value of the order book of IAI is currently too low with € 6.0 million (31 December 2014: € 6.1 million). It is expected that this order book will almost entirely be realised in 2015. New orders will only contribute to revenue and operating profit in 2015 if the systems actually will be delivered in 2015. As a result of the limited order book, revenue and operating result of IAI in 2015 will most likely be lower compared to 2014.

## **Annual General Meeting of Shareholders**

The Annual General Meeting of Shareholders of DOCDATA N.V. will be held on 12 May 2015, 14.00 hours (CET) at Hotel NH Waalwijk in Sprang-Capelle (The Netherlands). The agenda for this General Meeting and the meeting documents, including the 2014 Annual Report and the 2014 Remuneration Report, have already been published last 31 March. The manner in which to register to attend this meeting, as well as how to cast vote through the Internet or by proxy, is described in the convocation. All these documents are available for inspection and can be obtained through the Corporate website of the Company, [www.docdatanv.com](http://www.docdatanv.com).

If the Annual General Meeting of Shareholders approves the dividend proposal to distribute € 0.55 per share out of the 2014 profit, a dividend of in total € 3.8 million will be paid on 20 May 2015. This amount shall be funded temporary through the existing bank credit facility which DOCDATA N.V. holds at Deutsche Bank Nederland N.V.

The listed DOCDATA N.V. exists of two completely autonomous lines of business:

**Docdata** ([www.docdata.com](http://www.docdata.com)) is a European market leader that plays an important role behind the scenes of many A-brands, retailers and e-tailers. Docdata operates in The Netherlands, Germany, the United Kingdom, Italy, Poland, Switzerland and Spain. Clients of Docdata are a.o. bol.com, de Bijenkorf, Brands4Friends, ASOS, Toys“R”Us, Wine in Black, V&D, HP and Zalando. Supported by the Docdata services, more than one hundred thousand transactions are realised on a daily basis. The world of e-commerce changes rapidly. That is why Docdata continuously invests in people, equipment, development of IT-platforms and in services. This enables Docdata to proactively support its clients both on an operational and strategic level.

**IAI** ([www.iai-industrial-systems.com](http://www.iai-industrial-systems.com)) is a high tech engineering company specialised in developing and building systems for very accurate and high speed processing of all kinds of products and materials. IAI delivers clients globally in the following sectors: securing and personalising of security documents, processing of solar cells and modules and processing of other materials and products.

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#### **Financial calendar**

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|-----------------------|--|
| • 12 May 2015         | Annual General Meeting of Shareholders |
| • 14 May 2015         | Ex date                                |
| • 20 May 2015         | Dividend payment date                  |
| • 16 July 2015        | Publication of 2015 half-year results  |
| • 14 October 2015 (*) | Interim notice third quarter 2015      |

(\*) provisional date

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Waalwijk, The Netherlands, 22 April 2015

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