D'Ieteren

PRESS RELEASE:
2012 HALF-YEAR RESULTS

REGULATED INFORMATION

Embargo: Tuesday 28 August 2012 – 6:00 pm CET

2012 HALF-YEAR RESULTS

ABOUT THE FIRST HALF OF 2012, JEAN-PIERRE BIZET, CEO, COMMENTS:

"Despite sharply decreasing markets, our half-year performance is in line with our expectations. Belron, which furthermore faced an exceptionally mild winter weather in the first quarter, took strong measures, notably through cost reductions, resulting in an improving trend in the second quarter. D'Ieteren Auto invested in commercial investments and continued to gain market share. We maintain our guidance for the full year."

SUMMARY

Note[1]: at the start of 2012, D'Ieteren SA and Volkswagen Financial Services AG created a joint venture, Volkswagen D'Ieteren Finance SA (VDFin), to which D'Ieteren contributed its subsidiary D'Ieteren Lease. VDFin is accounted for using the equity method in 2012, while D'Ieteren Lease was accounted for using the full integration method in 2011. To facilitate the comparison of the 2012 and 2011 results, the percentage changes are first expressed as if D'Ieteren Lease had been accounted for using the equity method ("like-for-like") in 2011. Figures in parentheses indicate changes as reported.

- Sales: 3.0 billion EUR, down 3.2% on a like-for-like basis[1] (-5.1% as reported).
- Result before tax[2] down 19.6% to 136.3 million EUR.
    - Excluding unusual items and re-measurements, result before tax[2] down 25.4% to 130.2 million EUR, broken down as follows:
        - *D'Ieteren Auto and Corporate activities*: 54.1 million EUR, down 20.3% due to reduced sales volumes, additional commercial investments and increased costs. Market share of the distributed makes up to 21.98% (21.89% for 2011).
        - *Belron*: 76.1 million EUR, down 28.7% reflecting lower sales volumes, due to the unusually mild winter weather and weak economic trading conditions, and their impact on margins, partially offset by cost reductions.
    - Unusual items and re-measurements: 6.1 million EUR including, at D'Ieteren Auto, the capital gain made on the contribution of D'Ieteren Lease to Volkswagen D'Ieteren Finance and, at Belron, costs relating to restructuring and acquisitions.
- Current consolidated result before tax, group's share[2], of 126.0 million EUR, down 24.6%.
- Group's share in the result for the period of 119.3 million EUR (group's share in the result for the period from continuing operations for the first half of 2011: 139.8 million EUR).
- Group's net consolidated financial debt[3] of 556.5 million EUR (1,924.1 million EUR at end-June 2011).
- D'Ieteren confirms its guidance of a 2012 current consolidated result before tax, group's share[2], down by around 25% compared with an exceptionally high performance in 2011.

1805
D'Ieteren

s.a. D'Ieteren n.v.

Rue du Mail 50 Maliestraat
Bruxelles 1050 Brussel
Belgium
Tel. + 32 2 536 51 11
Fax + 32 2 536 91 39
www.dieteren.com

TVA/BTW BE 0403.448.140
RPM/RPR Bruxelles/Brussel

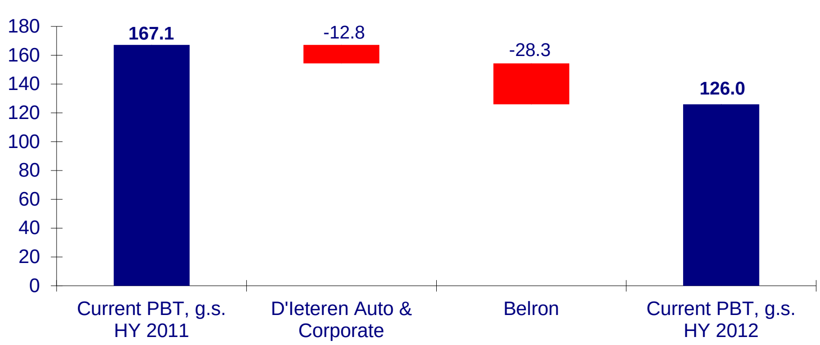
CONSOLIDATED RESULTS

IFRS, €m	HY 2012 Total	HY 2012 Of which Current items	HY 2012 Of which Unusual items and re-measurements	HY 2011 Total	HY 2011 Of which Current items	HY 2011 Of which Unusual items and re-measurements	% change Total	% change Current items
Sales	**3,013.3**	*3,013.3*	-	**3,175.4**	*3,175.4*	-	**-5.1%**	*-5.1%*
Operating result	**125.9**	*150.5*	*-24.6*	**197.3**	*203.5*	*-6.2*	**-36.2%**	*-26.0%*
Net finance costs	12.4	*-22.2*	*34.6*	-27.8	*-29.0*	*1.2*	144.6%	*23.4%*
Share of result of entities accounted for using the equity method	-2.0	*1.9*	*-3.9*	0.1	*0.1*	*0.0*	n.s.	*n.s.*
Result before tax	**136.3**	*130.2*	*6.1*	**169.6**	*174.6*	*-5.0*	**-19.6%**	*-25.4%*
Tax expense	-15.3	*-22.0*	*6.7*	-24.4	*-26.2*	*1.8*	37.3%	*16.0%*
Result from continuing operations	**121.0**	*108.2*	*12.8*	**145.2**	*148.4*	*-3.2*	**-16.7%**	*-27.1%*
Discontinued operations	0.0	*0.0*	*0.0*	79.8	*8.0*	*71.8*	-	-
Result for the period	**121.0**	*108.2*	*12.8*	**225.0**	*156.4*	*68.6*	**-46.2%**	*n.s.*
Result attributable to:								
Equity holders of D'Ieteren	**119.3**	*104.7*	*14.6*	**188.6**	*147.6*	*41.0*	**-36.7%**	*-29.1%*
Non-controlling interest	1.7	*3.5*	*-1.8*	36.4	*8.8*	*27.6*	-95.3%	*n.s.*
Group's share in the result for the period from continuing operations	119.3	*104.7*	*14.6*	139.8	*142.8*	*-3.0*	-14.7%	*-26.7%*
Earnings per share for the period attributable to equity holders of the Parent								
Basic earnings per share (EUR)	2.16	*1.90*	*0.26*	3.42	*2.68*	*0.74*	-36.8%	*-29.1%*
Diluted earnings per share (EUR)	2.15	*1.89*	*0.26*	3.40	*2.66*	*0.74*	-36.8%	*-28.9%*
Earnings per share from continuing operations attributable to equity holders of the Parent								
Basic earnings per share (EUR)	2.16	*1.90*	*0.26*	2.53	*2.59*	*-0.06*	-14.6%	*-26.6%*
Diluted earnings per share (EUR)	2.15	*1.89*	*0.26*	2.52	*2.57*	*-0.05*	-14.7%	*-26.5%*

CURRENT RESULT BEFORE TAX, GROUP'S SHARE[2]

IFRS, €m	**HY 2012**	HY 2011	% change
Current result before tax	**130.2**	174.6	-25.4%
Share of the group in tax on current result of equity accounted entities	**0.7**	0.0	n.r.
Share of non-controlling interest in current result before tax	**-4.9**	-7.5	-34.7%
Current result before tax, group's share	**126.0**	167.1	**-24.6%**

Segment contribution to the current result before tax, group's share (€m)



BALANCE SHEET DATA

IFRS - €m	**30/06/12**	31/12/11	30/06/11
Equity (group's share)	**1,604.1**	1,530.5	1,411.8
Minority interest	**1.3**	1.6	243.5
Equity	**1,605.4**	1,532.1	1,655.3
Net financial debt[3]	**556.5**	850.2	1,924.1

1. AUTOMOBILE DISTRIBUTION (D'IETEREN AUTO) AND CORPORATE ACTIVITIES

- **Belgian market down 12.7% to 285,116 new car registrations.**
- **D'Ieteren Auto's share in new car registrations up to a half-year record of 21.98% (21.89% for 2011). This increase is due to gains by Audi, Škoda and Porsche.**
- **Sales of new vehicles down 1.7% on a like-for-like basis[1] to 1.4 billion EUR (+1.0% as reported), attributable to market share gains, increased dealer inventories and a more favourable mix, which partially offset the volume decline. Total sales down 1.9% on a like-for-like basis[1] to 1.6 billion EUR (-5.5% as reported).**
- **Operating result down 15.4% on a like-for-like basis[1] to 62.1 million EUR (-23.0% as reported) due to lower sales, additional commercial investments and increased costs. Excluding unusual items and re-measurements: decrease of 23.1% on a like-for-like basis[1] to 56.5 million EUR (-29.9% as reported).**
- **Current result before tax, group's share[2], down 18.8% to 55.4 million EUR.**
- **2012 Belgian market forecast of circa 485,000 new car registrations.**

IFRS, €m	HY 2012 Total	HY 2012 Of which Current items	HY 2012 Of which Unusual items and re-measurements	HY 2011 Total	HY 2011 Of which Current items	HY 2011 Of which Unusual items and re-measurements	% change Reported Total	% change Reported Current items	% change Like-for-like[1] Total	% change Like-for-like[1] Current items
New vehicles delivered *(in units)*	**69,602**	-	-	**74,120**	-	-	**-6.1%**	-	**-6.1%**	-
External sales	**1,621.8**	*1,621.8*	-	**1,716.1**	*1,716.1*	-	**-5.5%**	*-5.5%*	**-1.9%**	*-1.9%*
Operating result	**62.1**	*56.5*	*5.6*	**80.6**	*80.6*	*0.0*	**-23.0%**	*-29.9%*	**-15.4%**	*-23.1%*
Net finance costs	**34.4**	*-4.3*	*38.7*	**-13.0**	*-12.8*	*-0.2*	**364.6%**	*66.4%*	**409.9%**	*32.8%*
Current result before tax	-	*54.1*	-	-	*67.9*	-	-	*-20.3%*	-	*-20.1%*
Current result before tax, group's share[2]	-	*55.4*	-	-	*68.2*	-	-	*-18.8%*	-	*-18.9%*

1.1. Activities and results

D'Ieteren Auto's sales amounted to 1,621.8 million EUR, down 1.9% year-on-year on a like-for-like basis[1] (-5.5% as reported). This decrease reflects the downturn in the Belgian car market since January 2012, offset by an increase in the overall market share of the makes distributed by D'Ieteren Auto, increased dealer inventories and a more favourable mix.

	HY 2012	*FY 2011*
New car market (in units)	**285,116**	**572,211**
% change yoy	*-12.7%*	*4.5%*
Total market share new cars	**21.98%**	**21.89%**
Volkswagen	**10.23%**	**10.82%**
Audi	**6.53%**	**5.54%**
Seat	**1.29%**	**1.82%**
Škoda	**3.55%**	**3.43%**
Bentley/Lamborghini	**0.01%**	**0.01%**
Porsche	**0.37%**	**0.27%**
Commercial vehicles	**12.60%**	**11.07%**

New vehicles

New car registrations in Belgium totalled 285,116 units in the first half, down 12.7% year-on-year and 11.0% compared with the first half of 2010, when the last Brussels Motor Show was held. This lower than expected decrease reflects mostly the impact of the withdrawal of the incentives for buying low CO_2 emission vehicles on 31 December 2011, which has affected the individuals market.

The market share of the makes distributed by D'Ieteren Auto amounted to 21.98% in the first half, compared with 21.89% for the whole of 2011 and 21.40% for the first half of 2011. Year-to-date, Audi has gained one market share point and still leads the premium segment as a result of faster deliveries and a dynamic commercial strategy in the fleet market. Škoda gained 0.1 point despite the impact of the withdrawal of federal incentives on the sales of the Fabia. Porsche also gained 0.1 point, due in particular to the success of the 911 and Panamera. Volkswagen remains the leader in the Belgian market despite a slightly eroded market share, due to the withdrawal of the CO_2 incentives. Seat's market share has been significantly affected by the ending of the CO_2 incentives.

Registrations of new light commercial vehicles were down 13.2% to 31,403 units, mainly due to poor economic conditions. D'Ieteren Auto's share grew from 11.07% for the whole of 2011 and 9.97% for the first half of 2011 to 12.60%. This remarkable performance is due in particular to the excellent positioning of the range and an exceptionally dynamic commercial strategy.

Total new vehicles, including light commercial vehicles, delivered by D'Ieteren Auto in the first half amounted to 69,602 units, down 6.1% year-on-year. New vehicle sales were down 1.7% on a like-for-like basis[1] (+1.0% as reported), reflecting the decrease in deliveries, partially offset by a more favourable mix as the withdrawal of the CO_2 incentives impacted mainly the smaller cars segment.

Other activities

Used vehicle sales amounted to 11.7 million EUR on a like-for-like basis[1], up 23.4% in a strong market.

Sales of spare parts and accessories were slightly down 0.5% to 87.9 million EUR.

After-sales activities by D'Ieteren Car Centers increased by 2.2% on a like-for-like basis[1] to 32.4 million EUR (+8.4% as reported).

Sales by D'Ieteren Sport, mainly Yamaha motorbikes, quads and scooters, decreased by 17.1% to 17.4 million EUR due to an unfavourable motorbike market and a decline in Yamaha's market share to 8.6% (10.1% for the whole of 2011), mainly due to a strong yen.

Results

The operating result stood at 62.1 million EUR, down 15.4% year-on-year on a like-for-like basis[1] (-23.0% as reported). Excluding unusual items and re-measurements, the current operating result amounted to 56.5 million EUR, down 23.1% on a like-for-like basis[1] (-29.9% as reported). This decrease is primarily due to reduced sales, additional commercial investments required in a declining market, and increased costs.

The net financial result amounted to 34.4 million EUR, compared with -13.0 million EUR a year earlier as reported. Excluding re-measurements of financial instruments (mainly interest rate swaps and the revaluation of puts granted to the family holding company of Belron's CEO) at fair value and the consolidated capital gain made on the contribution of D'Ieteren Lease to Volkswagen D'Ieteren Finance, current net financial costs amounted to 4.3 million EUR, compared with 6.4 million EUR a year earlier on a like-for-like basis[1] (12.8 million EUR as reported). This decline is due to the reduction in average net debt, mainly as a result of the receipt of the proceeds of the sale of Avis Europe.

The current result before tax, group's share[2], of the Automobile distribution & Corporate segment stood at 55.4 million EUR, down 18.8% year-on-year.

1.2. Key developments

A series of models was successfully launched or revamped in the first half of 2012: the Volkswagen up!, the Audi A1 Sportback, the Seat Mii, the Škoda Citigo and the Porsche Boxster.

1.3. Activity outlook 2012

Febiac continues to expect a decrease of the new car market by 15.2% to 485,000 registrations in 2012. On this basis, D'Ieteren Auto pursues its objective of annual market share growth. Several models will be launched or revamped this year: the Volkswagen Golf and Jetta hybrid, the Škoda Rapid and the Porsche Carrera 4.

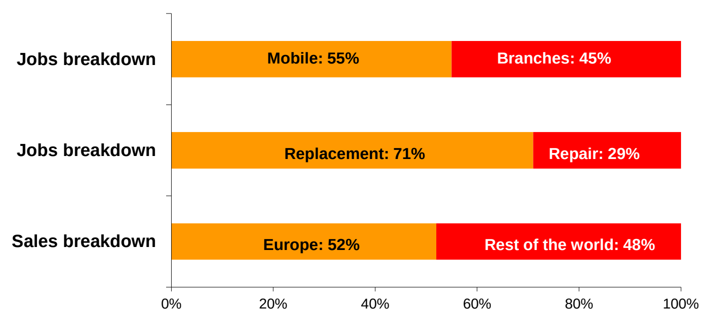
2. VEHICLE GLASS REPAIR AND REPLACEMENT – BELRON

- **External sales down 4.6% comprising a 9.1% organic decline, due to unusually mild winter weather and weak economic trading conditions, partially offset by a 1.0% increase due to acquisitions and a 3.5% positive currency translation.**
- **Unusual costs of 24.4 million EUR mainly due to restructuring and cost reduction actions as well as the integration of acquisitions.**
- **Current operating result down 23.5%, primarily due to the sales volumes decline and its impact on margins, notably at the beginning of the year.**
- **Current result before tax, group's share, down 28.6% to 70.6 million EUR.**

IFRS, €m	HY 2012			HY 2011			% change	
		Of which			*Of which*			
	Total	*Current items*	*Unusual items and re-measurements*	**Total**	*Current items*	*Unusual items and re-measurements*	**Total**	*Current items*
Total jobs *(in million units)*	**5.4**	-	-	**6.0**	-	-	**-9.6%**	-
External sales	**1,391.5**	*1,391.5*	-	**1,459.3**	*1,459.3*	-	**-4.6%**	*-4.6%*
Operating result	**63.8**	*94.0*	*-30.2*	**116.7**	*122.9*	*-6.2*	**-45.3%**	*-23.5%*
Net finance costs	**-22.0**	*-17.9*	*-4.1*	**-14.8**	*-16.2*	*1.4*	**-48.6%**	*-10.5%*
Current result before tax	**-**	*76.1*	-	**-**	*106.7*	-	**-**	*-28.7%*
Current result before tax, group's share	**-**	*70.6*	-	**-**	*98.9*	-	**-**	*-28.6%*

2.1. Activities and results

Sales for the first half of 2012 were 1,391.5 million EUR, 4.6% down on 2011, comprising a decline in organic sales of 9.1% partially offset by a 1.0% increase due to acquisitions and a 3.5% positive currency translation. Organic sales reflect very mild winter weather in Northern Europe and North America as well as weak economic trading conditions. Total repair and replacement jobs decreased by 9.6% to 5.4 million. The translation impact was primarily due to a stronger US dollar. The acquired growth was mainly due to the acquisitions in Canada.



European sales declined by 13% which included a reduction in organic sales of 15% partially offset by acquisition growth of 1%, due to acquisitions in Italy and Spain during the first half of 2012 and in Russia where Belron acquired the Mobiscar wholesale business during the first half of 2011, and a positive currency impact of 1%.

Outside of Europe, sales increased by 6% comprising an organic sales reduction of 2% offset by a 2% impact due to acquisitions in Canada, Australia and China, and a positive currency impact of 6% due to the stronger US dollar.

The sales for the period show that the market is still challenging but the volume trend is gradually improving from that of the beginning of the year. Belron is continuing to increase market share, however not sufficiently to completely offset the current market declines.

The current operating result was 94.0 million EUR (2011: 122.9 million EUR). This directly reflects the decline in sales volume, notably in the early months of the year, which resulted in a fall in the margin as the cost base could not be adjusted instantaneously. As a response to this, a series of cost control initiatives and savings, both in the business units and at the corporate centre, have been implemented with a positive impact during the second quarter. Costs were further reduced by a release of the long term executive incentive scheme accrual reflecting the lower operating profit.

Unusual costs before tax were 24.4 million EUR and mainly relate to the Canadian acquisition programme, restructuring costs in the UK and Netherlands business units and at the corporate centre.

Net finance costs were 22.0 million EUR (2011: 14.8 million EUR). Before re-measurements resulting from the changes in the fair value of derivatives, current net finance costs increased from 16.2 million EUR in the first half of 2011 to 17.9 million EUR due to a higher average net debt, notably as a result of exchange rates, lower profits and restructuring costs.

Current result before tax, group's share, declined by 28.6% to 70.6 million EUR.

2.2. Activity outlook 2012

The outlook for the remainder of the year remains challenging with continuing pressure expected from the economic conditions that will result in overall yearly sales being lower than last year. However cost savings resulting from the various restructuring activities are now beginning to be realised. Belron remains committed to delivering outstanding service to its customers, its insurance and fleet partners, and improving its operational efficiency.

FINANCING OF THE ACTIVITIES

The activities of D'Ieteren are financed autonomously and independently of each other. Between June 2011 and June 2012, the group's consolidated net financial debt[3] decreased from 1,924.1 million EUR to 556.5 million EUR.

The net financial position[3] of the D'Ieteren Auto/Corporate segment improved by 745.7 million EUR to reach a net cash position of 240.0 million EUR, mainly thanks to the receipt of the proceeds of the sale of Avis Europe in October 2011 as well as to the deconsolidation of D'Ieteren Lease's net financial debt following the creation of Volkswagen D'Ieteren Finance at the beginning of 2012.

Belron's net financial debt[3] grew from 757.4 million EUR in June 2011 to 796.5 million EUR, primarily because of exchange rates and restructuring costs.

OUTLOOK FOR FY 2012 CURRENT CONSOLIDATED RESULT BEFORE TAX, GROUP'S SHARE[2]

Given the current outlook of its activities as well as the uncertain economic environment, D'Ieteren continues to expect its 2012 current consolidated result before tax, group's share, to decline by around 25% compared with an exceptionally high performance in 2011.

The interim financial report 2012 is available on D'Ieteren's website (www.dieteren.com/publications/press-releases) or upon request.

Notes

[1] *At the start of 2012, D'Ieteren SA and Volkswagen Financial Services AG created a joint venture, Volkswagen D'Ieteren Finance SA (VDFin), to which D'Ieteren contributed its subsidiary D'Ieteren Lease. VDFin is accounted for using the equity method in 2012, while D'Ieteren Lease was accounted for using the full integration method in 2011. To facilitate the comparison of the 2012 and 2011 results, the percentage changes are first expressed as if D'Ieteren Lease had been accounted for using the equity method ("like-for-like") in 2011. Figures in parentheses indicate changes as reported. (The restatements include the removal of the results of D'Ieteren Lease, the attribution of the results on sales of used vehicles from defleeting to the entity accounted for using the equity method – in 2011 and in January-February 2012 – and the recognition of the sales of D'Ieteren Auto to D'Ieteren Lease).*

[2] *Following the creation of Volkswagen D'Ieteren Finance, whose results are accounted for using the equity method, and in order to reflect all the group's activities, the current result before tax, group's share, now includes the group's share in the current result before tax of the entities accounted for using the equity method.*

[3] *Net financial debt is defined as the sum of the borrowings minus cash, cash equivalents and investments in non-current and current assets.*

Auditor's Report

"[…] Based on our review, nothing has come to our attention that causes us to believe that the accompanying consolidated interim financial information is not prepared, in all material respects, in accordance with IAS 34 "Interim Financial Reporting", as adopted by the European Union."
BDO Réviseurs d'Entreprises – Bedrijfsrevisoren

Forward looking statements

This document contains forward-looking information that involves risks and uncertainties, including statements about D'Ieteren's plans, objectives, expectations and intentions. Readers are cautioned that forward-looking statements include known and unknown risks and are subject to significant business, economic and competitive uncertainties and contingencies, many of which are beyond the control of D'Ieteren. Should one or more of these risks, uncertainties or contingencies materialise, or should any underlying assumptions prove incorrect, actual results could vary materially from those anticipated, expected, estimated or projected. As a result, D'Ieteren does not assume any responsibility for the accuracy of these forward-looking statements.

End of press release

WEBCAST

A live webcast of the presentation to the analysts (in English and listen-only), which will take place on 29 August at 9:30 am, is available on our website (www.dieteren.com/publications/presentations) or by clicking HERE.

D'IETEREN

D'Ieteren is a group of services to the motorist founded in 1805, serving some 13 million corporate and end customers in 33 countries in two areas:

- *D'Ieteren Auto* distributes Volkswagen, Audi, Seat, Škoda, Bentley, Lamborghini, Bugatti, Porsche and Yamaha vehicles across Belgium. It is the country's number one car distributor, with a market share of around 22% and more than one million vehicles of the distributed makes on the road. Sales in 2011: 3.2 billion euro.

- *Belron* (92.7% owned) is the worldwide leader in vehicle glass repair and replacement. 2,000 branches and 9,200 mobile vans, trading under more than 10 major brands including Carglass, Autoglass and Safelite AutoGlass, serve customers in 33 countries. Sales in 2011: 2.8 billion euro.

FINANCIAL CALENDAR

8 November 2012 – Interim Management Statement

CONTACTS

Jean-Pierre Bizet, *Chief Executive Officer*
Benoit Ghiot, *Chief Financial Officer*
Vincent Joye, *Financial Communication* - Tel: + 32 (0)2 536.54.39
E-mail: financial.communication@dieteren.be – Website: www.dieteren.com