



**FOR : QUALIFLOW**

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**- 2000 SALES GROWTH 130.8% -  
- BUSINESS PLAN TARGETS EXCEEDED -**

**Montpellier, January 15 2001.** Qualiflow, a company specialising in the design, development, production and sale of ultra-high purity gas flow control components, reports sales for the fourth quarter of 2000 and the year ended December 31 2000.

<b>In francs</b>	<b>2000 sales</b>	<b>1999 sales</b>	<b>% change</b>
Fourth quarter	27,744,203	13,948,993	<b>98.9%</b>
Full-year	75,397,518	32,661,908	<b>130.8%</b>

<b>In euros</b>	<b>2000 sales</b>	<b>1999 sales</b>	<b>% change</b>
Fourth quarter	4,229,576	2,126,510	<b>98.9%</b>
Full-year	11,494,277	4,979,275	<b>130.8%</b>

#### **Fourth-quarter sales**

In the fourth quarter of 2000, Qualiflow achieved sales of more than 27.7 million francs, a substantial increase on the 17.2 million francs generated in previous quarter. The rise in sales was mainly due to the rapid build-up in production at the new Montpellier site. In December 2000, the company also delivered its first gas system for optical fibre manufacturing in Japan.

## **Full-year sales**

Full-year sales totalled 75.4 million francs in 2000, a jump of 130% with respect to the 32.6 million figure seen in 1999. Full-year 2000 sales exceeded the initial forecast of 70.4 million francs made at the time of the IPO.

Operating profit should also comfortably exceed forecasts published by the company in October 2000, due to the following three factors:

- a sharp rise in gross manufacturing margins;
- positive currency effects in terms of dollar-denominated sales in the USA;
- higher-than-expected sales.

## **Backlog and forecasts**

The backlog is performing in line with the company's forecasts, and was worth more than 76 million francs (11.49 million euros) as at December 31 2000.

This backlog of medium- and long-term orders consists mostly of contracts to provide gas systems to the optical fibre industry. Most of these contracts will be billed in euros.

In the semiconductor industry, efforts to install new-generation mass flow controllers are continuing. At the moment, Qualiflow's main gas component customers in the semiconductors industry do not expect any slowdown in demand in the next few months.

The strong backlog supports the sales forecast of 140 million francs in 2001, in line with the plan announced by the company at the time of its Nouveau Marché IPO in October 2000.

**Qualiflow** – [www.qualiflow.com](http://www.qualiflow.com) - specialises in the design, development, production and sale of ultra-high purity gas flow control components, i.e. valves, mass flow controllers (MFCs) and gas systems. Having generated sales of FF32.6m (€5m) in 1999 and FF75.4m (€11.5m) in 2000, Qualiflow aims to develop an unavoidable global presence in the gas components industry. Qualiflow has a leading-edge technological position in digital mass flow controllers, which are revolutionising the control of ultra-high purity gases. The company's skills are vitally important in the manufacture of semiconductors, optical fibres and electronic components used in the development of consumer telecommunications applications.

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