

# PSB INDUSTRIES

*Beauty packaging*



*Custom packaging*



*Specialty chemicals*



## SALES FOR THE FIRST NINE MONTHS UP 9.8%

PSB Industries' total consolidated sales as at September 30, 2007 reached 162.0 million euros, up 9.8% (or 10.8% on a constant currency basis) year-on-year. Third quarter sales rose to 49.9 million euros, up 15.7%, or 16.8% on a constant currency basis.

Over the full nine-month period, the Beauty Packaging business grew 13.3% year-on-year (13.9% on a constant currency basis), with sales of 98.0 million euros. The third quarter was up sharply by 22.3% in a very bullish environment (however Q3 2006 had been rather lacklustre before enjoying a strong rebound in the fourth quarter).

September YTD Custom Packaging sales were up 15.6% to 36.9 million euros. The third quarter grew 12.5% as business with the key industrial accounts remained strong.

With sales at September 30 down 6.1% (down 2.7% on a constant currency basis) to 27.4 million euros, Specialty Chemicals was still slightly behind the prior year level. The third quarter was up 2.1% (5.9% on a constant currency basis). The first production runs required to qualify powders produced using new capacity investments began at the beginning of October.

Consequently, the business growth objective of more than 5% year-on-year will once again be exceeded for the full year.

| Sales<br>(000s euros) | <b>2007</b>    | 2007<br>on a constant<br>currency basis<br><br>(1) | 2006<br><br>(2) | Change<br>on a constant<br>currency basis<br>(1)/(2) |
|-----------------------|----------------|--|-----------------|--|
| First quarter         | <b>56,553</b>  | 57,200   | 51,265          | +11.6%   |
| Second quarter        | <b>55,555</b>  | 55,985   | 53,207          | + 5.2%   |
| Third quarter         | <b>49,900</b>  | 50,367   | 43,117          | +16.8%   |
| Total                 | <b>162,008</b> | 163,552  | 147,589         | +10.8%   |

**4<sup>th</sup> quarter sales will be disclosed on Thursday, 10 January 2008.**