



Dreams and reality  
meet in deadlines

Dreams are the children of the soul. Dreams are vital for a company, just like they are for our personal health and well-being. They are sparks for the future, daring and inspiring at the same time. Dreams are boundless; they have no limits and therefore continuously open new perspectives. Hence, they allow reaching a higher level of creative and flexible “out of the box” thinking.



Having great dreams, however, cannot simply turn bold ideas into reality. As a market-driven, technology-enabled company, we know that our dreams and those of our customers need to be translated into realistic goals and strategies for the future. Superb technological and innovative ideas can only be turned into outstanding high-tech products when their development is guided by customer feedback and when there is sufficient market potential for the product.

Projects become valuable when there are concrete deadlines and when the goals are clear, tangible and feasible for all the company’s stakeholders. Hence, it is of prime importance that we live up to the goals we set: delivering on time, as promised to our customers, in line with our internal processes and high quality levels. Ultimately, living the dream means meeting the deadlines, both those set by us and, even more importantly, those set by our customers.



## Table of contents

|    |  |
|----|--|
| 4  | <b>Company profile</b>                   |
| 6  | <b>Worldwide presence</b>                |
| 7  | <b>Organizational structure</b>          |
| 8  | <b>Letter to the shareholder</b>         |
| 10 | <b>Financial highlights for the year</b> |
| 12 | <b>Financial highlights per quarter</b>  |
| 14 | <b>Keyfigures for shareholders</b>       |
| 16 | <b>Sales per division</b>                |
| 17 | <b>Geographical breakdown of sales</b>   |

### **Market overview**

### **Report of the board of directors**

|    |                          |
|----|--------------------------|
| 50 | Corporate governance     |
| 58 | Strategy for growth      |
| 62 | Technology leadership    |
| 64 | ICT                      |
| 66 | Corporate marketing      |
| 68 | Human resources          |
| 70 | Corporate sustainability |
| 72 | Comments on the results  |

### **Information for the shareholder**

|    |  |
|----|--|
| 88 | Information about the share                  |
| 88 | Capital                                      |
| 89 | Ownership of the company's shares            |
| 93 | Comments on the evolution of the share price |
| 94 | Dividend                                     |
| 95 | Analysts covering Barco                      |
| 96 | Financial calendar                           |
| 97 | Investor relations                           |

### **Barco consolidated**

|     |  |
|-----|--|
| 100 | Income statement                               |
| 101 | Balance sheet                                  |
| 102 | Cash-flow statement                            |
| 103 | Changes in shareholders' equity                |
| 104 | Notes to the consolidated financial statements |
| 141 | Auditor's report                               |

### **Barco n.v.**

|     |                                   |
|-----|-----------------------------------|
| 144 | Balance sheet after appropriation |
| 146 | Income statement                  |
| 147 | Appropriation account             |

## Company profile

Barco is a world leader in business-to-business markets, in which it offers professional display and visualization solutions. Based upon in-depth market knowledge and leading-edge technology, Barco solutions help customers improve productivity and effectiveness.

Barco, a global company, operates in almost 100 countries. The company is headquartered in Belgium, with major R&D and manufacturing facilities located across Europe, the USA and Asia. Worldwide, the company employs 4,022 people and realized sales close to euro 630 million in 2003.

Barco is quoted on Euronext Brussels and is part of the BEL 20 and Next 150 indexes.

Five core divisions, supported by the Barco Manufacturing Services division, target the various key markets of the company. Core divisions include the existing BarcoView and BarcoVision divisions, as well as the newly created Barco Control Rooms, Barco Media & Entertainment and Barco Presentation & Simulation divisions. These last three divisions came into being as a result of the strategic reorganization of BarcoProjection into three independent divisions on 1 January 2004. This refocus underlines Barco's strategy to operate

as close as possible to the customer and to enlarge the international segment of its various markets, without cost increase. As such, the reorganization is in line with Barco's market-oriented approach that is characteristic of the company's operations and a key factor of Barco's successful growth.

To further increase efficiency and thus substantially reduce cost, all subcontracting activities of the Barco Manufacturing Services division have been consolidated into a single location in Belgium and one in the Czech Republic.



■ **Martin De Prycker**  
Chief Executive Officer

# Worldwide presence 2004

## R&D and manufacturing facilities

---

Belgium  
China  
Czech Republic  
France  
Germany  
India  
Japan  
Switzerland  
United Kingdom  
United States

## Subsidiaries and offices

---

### Europe & Middle East

---

Belgium  
Czech Republic  
Denmark  
France  
Germany  
Israel  
Italy  
Poland  
Russia  
Spain  
Switzerland  
The Netherlands  
UAE: Dubai  
United Kingdom

### Asia - Pacific

---

Australia  
China  
India  
Japan  
Korea  
Malaysia  
Singapore  
Taiwan  
Thailand

### Americas

---

Brazil  
Canada  
United States

■ **Luc Kindt**  
President Global Sales & Services



■ **Bernard Dursin**  
President Barco Europe & Asia



■ **Jacques Bertrand**  
President Barco Japan



■ **Dave Scott**  
President Barco North America





# Organizational structure 2004

## BarcoView

---



Air Traffic Management  
Avionics  
Defense & Security  
Medical Imaging

Barco supplies visualization solutions for decision making in life-critical viewing circumstances. This comprises high resolution, high performance display systems for medical imaging, the aviation industry, military applications and air traffic management. In most of its markets, Barco occupies a leading position.

## Barco Media & Entertainment

---



Digital Cinema  
Events  
Media

Barco is a recognized world leader in advanced projection and LED display solutions targeted at the Media & Entertainment industry. Its tailor-made solutions for professional markets range from digital cinema projection to large-scale entertainment or corporate events, from installations at entertainment sites and sport venues to branding at company headquarters.

## Barco Presentation & Simulation

---



Edutainment  
Presentation  
Simulation & Virtual Reality

Barco is a leading manufacturer and integrator of display products and solutions for simulation, virtual reality and presentation. Typical application areas of Barco technology include flight and driving simulators, car design, scientific research, oil & gas exploration, science centers, planetariums, conference centers and auditoriums.

## Barco Control Rooms

---



Broadcast  
Surveillance  
Traffic

Barco is a worldwide leader in control room solutions for broadcasting, telecommunications, public utilities, process control, traffic control, surveillance and command & control applications. The company's large-screen visualization systems, displaying real-time signals and information, are optimized for 24/7 monitoring applications.

## BarcoVision

---



Textiles

Barco is a world leader in the markets of optical detection, inspection systems and computerized production management systems for the textiles and plastics markets.

## Barco Manufacturing Services

---

Barco provides electronic and mechanical manufacturing services to external and internal customers.

## Corporate support

---

General operations  
Information technology  
Finance & administration  
Human resources  
Corporate marketing  
Investor relations

## Letter to the shareholder

Dear shareholder,

In 2003 the board and the management of Barco continued to focus on four strategic actions. All have been successfully implemented.

### Creating focus in the business portfolio

The reorientation of the business portfolio, decided a few years ago, was realized last year. The objective of the portfolio reorientation was to focus more on the attractive markets in image processing, in which Barco holds a leading position worldwide. An agreement was reached in the last days of 2003 to exit from Esko-Graphics and the sale of dotrix was also concluded. In this way Barco achieved a full exit from its graphics activities. Because of the very difficult market conditions in the graphics industry and the position Barco held in the market, the graphics business had become a burden on the results of Barco. Moreover, these activities

did not contribute to the technological and market position of the core businesses. An agreement was also reached about the exit of Machine Vision. As a consequence, Barco today has a portfolio of businesses with significant market positions in their respective specialized markets serving professional customers. These businesses build on the strong and unique technological capabilities that Barco has created over the last decades.



■ **Herman Daems**  
Chairman of the board of directors

### Building a market-oriented organization

As Barco created more focus in its portfolio, it became clear that the organization could be made more efficient by splitting the BarcoProjection division into three entities: Barco Media & Entertainment, Barco Control Rooms and Barco Presentation & Simulation. The names of these divisions already clearly show that they will enable Barco to focus better on the different market segments, which are serviced by the various products and systems of the former BarcoProjection division. In addition to the importance of the business dimension in the organization, special attention was also given to the geographical dimension. Barco aspires to grow in the North American and Asian markets and this requires that the organization also reflects the importance of the geographic dimension. A dedicated function was created to stimulate global sales and services and to improve interdivisional sales cooperation in the key markets.

### Improving efficiency

Already in 2002 the new management started a major drive to improve the use of working capital. This led to remarkable improvements. During 2003, efforts to improve business processes were continued and some restructuring and reconfiguring of manufacturing across divisions took place to realize economies of scale and to find more optimal locations to serve markets. The improvements in efficiency, together with efforts on the marketing side, have enabled the management of Barco to protect margins and push up the operating results of the businesses.

### Laying the foundations for future growth

Over the course of the year, several steps were taken to lay the foundations for future growth in Barco. As is explained further in this annual report, growth will come along three dimensions:

- Expansion in key geographical markets such as North America and Asia
- A gradual shift from products to systems and solutions in professional markets
- Further penetration in vertical markets, such as media, medical imaging and surveillance, which offer good growth opportunities and build upon Barco's key products and technological capabilities. The acquisition of the assets of Trans-Lux West & Leyard and the acquisition of Folsom Research must all be seen in this respect.

In the future, the board and the management will continue to refine the growth strategy of the company and review opportunities for external and internal growth.

Market conditions in 2003 were not optimal. The dollar declined significantly and uncertainty about world events had a negative effect in some of Barco's markets. Nevertheless, Barco was able to meet its targets. Most importantly, the company suc-

ceeded in improving its EBITA margin. This is evidence that the strategic actions are already paying off. The future looks promising as well, as is underlined by the strong orders Barco has received for its products. If markets continue to improve and uncertainty about world events declines, Barco will be in an excellent position to take advantage of the strategic foundations that have been laid over the last year.

The board wishes to thank the management and the employees of Barco for their efforts to make the company innovative and successful in challenging technologies and markets. The board also is grateful for the support and commitment that shareholders have made and will continue to make to the company.

Herman Daems  
Chairman of the board of directors

## Financial highlights for the year

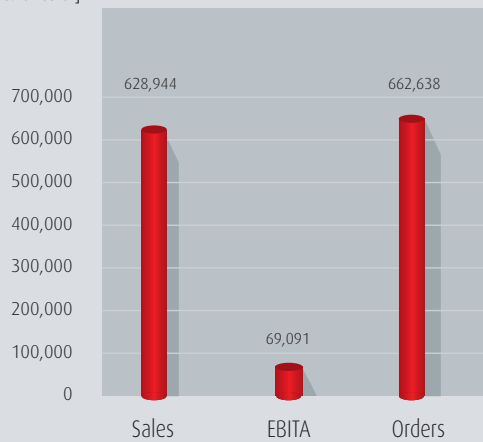
### Keyfigures

[ in thousands of euro\* ]

|                                      | 2003    | 2002    |
|--------------------------------------|---------|---------|
| Net sales*                           | 628,944 | 669,040 |
| Gross profit*                        | 277,862 | 296,504 |
| EBITA*                               | 69,091  | 71,228  |
| Current result before taxes*         | 70,631  | 72,493  |
| Current result after taxes*          | 54,581  | 54,434  |
| Current result after taxes per share | 4.42    | 4.39    |
| Net income*                          | 46,564  | 17,740  |
| Earnings per share                   | 3.77    | 1.43    |
| Diluted earnings per share           | 3.54    | 1.35    |
| Current cash-flow*                   | 109,813 | 114,413 |
| Current cash-flow per share          | 8.88    | 9.22    |

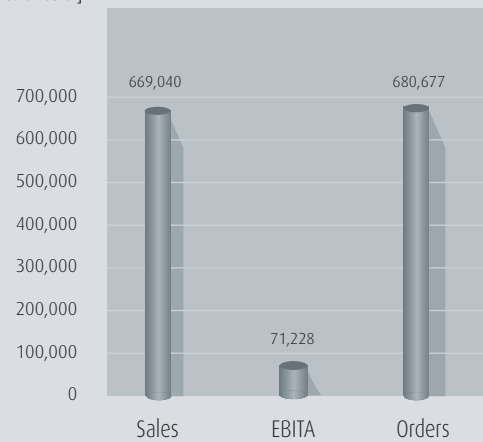
2003

[ in thousands of euro ]



2002

[ in thousands of euro ]



# Financial highlights per quarter

## Keyfigures per quarter 2003

| [ in thousands of euro* ]            | 4 <sup>th</sup> quarter<br>2003 | 3 <sup>rd</sup> quarter<br>2003 | 2 <sup>nd</sup> quarter<br>2003 | 1 <sup>st</sup> quarter<br>2003 |
|--------------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|
| Net sales*                           | 174,676                         | 145,201                         | 157,990                         | 151,077                         |
| Gross profit*                        | 78,646                          | 61,607                          | 70,903                          | 66,705                          |
| EBITA*                               | 26,164                          | 10,076                          | 17,443                          | 15,408                          |
| Current result before taxes*         | 26,543                          | 10,370                          | 17,928                          | 15,788                          |
| Current result after taxes*          | 22,495                          | 7,546                           | 13,044                          | 11,497                          |
| Current result after taxes per share | 1.83                            | 0.61                            | 1.05                            | 0.93                            |
| Net income*                          | 18,728                          | 6,684                           | 11,373                          | 9,779                           |
| Earnings per share                   | 1.52                            | 0.54                            | 0.92                            | 0.79                            |
| Diluted earnings per share           | 1.42                            | 0.51                            | 0.86                            | 0.74                            |
| Current cash-flow*                   | 35,314                          | 21,955                          | 28,049                          | 24,496                          |
| Current cash-flow per share          | 2.87                            | 1.78                            | 2.26                            | 1.97                            |

## Number of employees

|       |       |       |       |       |
|-------|-------|-------|-------|-------|
| Total | 4,022 | 4,110 | 4,166 | 4,131 |
|-------|-------|-------|-------|-------|

## Keyfigures per quarter 2002

| [ in thousands of euro *]            | 4 <sup>th</sup> quarter<br>2002 | 3 <sup>rd</sup> quarter<br>2002 | 2 <sup>nd</sup> quarter<br>2002 | 1 <sup>st</sup> quarter<br>2002 |
|--------------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|
| Net sales*                           | 194,868                         | 145,846                         | 176,106                         | 152,220                         |
| Gross profit*                        | 88,816                          | 64,744                          | 80,158                          | 62,786                          |
| EBITA*                               | 27,955                          | 10,451                          | 21,954                          | 10,868                          |
| Current result before taxes*         | 28,428                          | 10,842                          | 22,329                          | 10,893                          |
| Current result after taxes*          | 22,155                          | 7,359                           | 17,026                          | 7,894                           |
| Current result after taxes per share | 1.78                            | 0.59                            | 1.37                            | 0.64                            |
| Net income*                          | 17,372                          | 5,878                           | -12,226                         | 6,756                           |
| Earnings per share                   | 1.40                            | 0.47                            | -0.99                           | 0.54                            |
| Diluted earnings per share           | 1.32                            | 0.45                            | -0.94                           | 0.52                            |
| Current cash-flow*                   | 36,723                          | 21,912                          | 34,870                          | 20,909                          |
| Current cash-flow per share          | 2.96                            | 1.77                            | 2.81                            | 1.68                            |

## Number of employees

|       |       |       |       |       |
|-------|-------|-------|-------|-------|
| Total | 4,117 | 4,000 | 4,016 | 4,033 |
|-------|-------|-------|-------|-------|

## Keyfigures for shareholders

[ in euro ]

|   | 2003   | 2002   |
|---|--------|--------|
| Number of shares on 31 Dec (in thousands) | 12,414 | 12,412 |
| <b>Per share</b>                          |        |        |
| Current result <sup>(1)</sup> after taxes | 4.42   | 4.39   |
| Current cash flow <sup>(2)</sup>          | 9.03   | 9.22   |
| Net result                                | 3.77   | 1.43   |
| Gross dividend                            | 2.00   | 1.92   |
| Net dividend <sup>(3)</sup>               | 1.50   | 1.44   |
| Net dividend <sup>(4)</sup>               | 1.70   | 1.63   |
| Gross dividend yield (%) <sup>(5)</sup>   | 2.88   | 3.84   |
| Yearly return (%) <sup>(6)</sup>          | 43.14  | 31.65  |
| Pay-out ratio (%) <sup>(7)</sup>          | 53.10  | 134.34 |
| Price/earnings ratio <sup>(8)</sup>       | 15.74  | 11.39  |
| Net equity                                | 31.34  | 30.84  |

(1) earnings before provision for restructuring, non-operating income, goodwill amortization and tax impact related to afore-mentioned

(2) current result after taxes + amortization, depreciation and changes in deferred taxes

(3) without VVPR-strip

(4) with VVPR-strip

(5) gross dividend / closing rate on 31 Dec

(6) increase / decrease share price + gross dividend, divided by closing share price

(7) gross dividend / net result

(8) share price 31 Dec / current result after taxes per share



[ in euro ]

2003

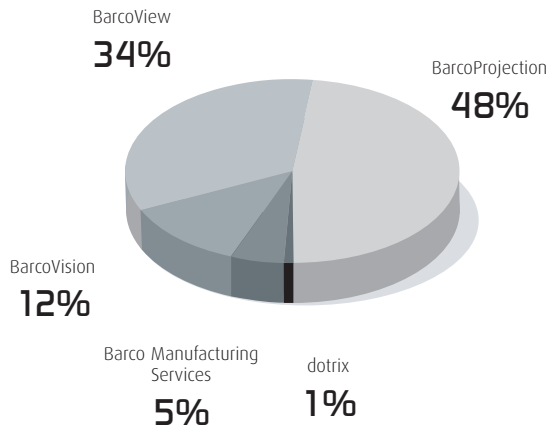
2002

### Share price

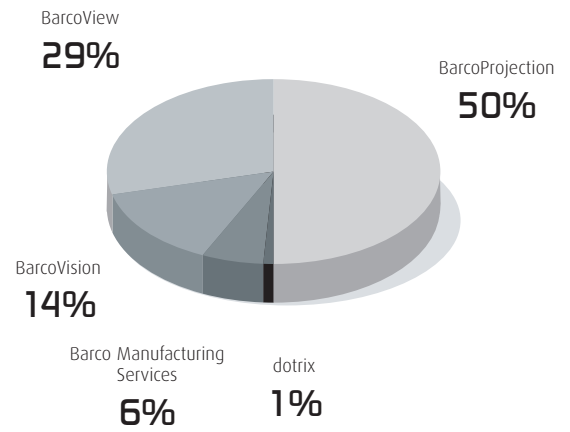
|   |        |        |
|---|--------|--------|
| Average price                                       | 55.54  | 45.87  |
| Highest price                                       | 70.1   | 57.00  |
| Lowest price  | 42.75  | 34.99  |
| Price on 31 Dec                                     | 69.5   | 49.95  |
| Average number of shares traded daily               | 22,893 | 13,410 |
| Stock market capitalization on 31 Dec (in millions) | 862.77 | 619.98 |

## Sales per division

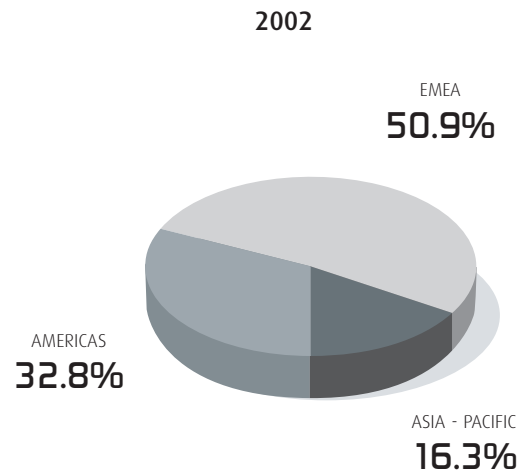
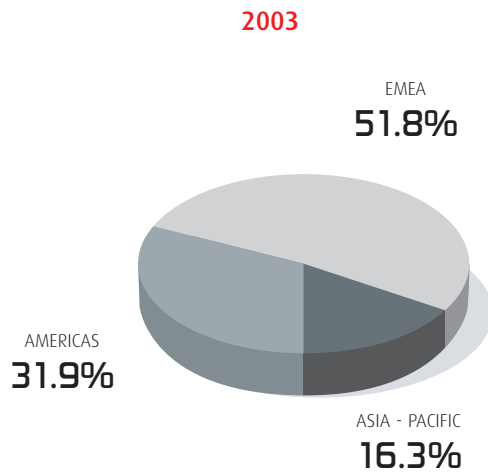
2003



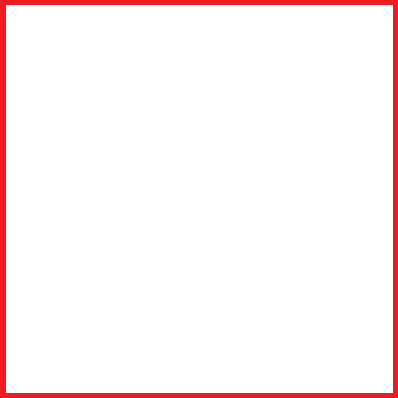
2002



## Geographical breakdown of sales



EMEA = Europe, Middle East and Africa





## Market overview



# Air Traffic Management

Air traffic demand is expected to keep on growing by an annual rate of at least five percent in the next two decades, thereby doubling the number of passengers. To increase airspace capacity while at the same time maintaining or even improving the safety level, air traffic management largely depends on communications technology. Presenting controllers with real-time information facilitates decision-making and improves efficiency as skies grow more and more crowded.

Barco is a recognized international leader in the design, development and manufacturing of real-time graphics systems and software components for air traffic management. The company's range of components and services go from sensor interfacing and information visualization to recording, archiving, playback and system management.



Photo courtesy of Eurocontrol



**JANUARY:** Inauguration of Europe's second largest ATC Center. Eurocontrol's Maastricht UACC features Barco displays, graphics controllers and ODS software development toolbox

**FEBRUARY:** Barco introduces PVS6600 graphics generator for air and vessel traffic management applications

**SEPTEMBER:** Indra orders Isis displays for major Spanish ATC system upgrade - Barco and Eurocontrol sign five-year maintenance contract for ODS Toolbox at Maastricht UACC

**OCTOBER:** 600<sup>th</sup> Isis display delivered for US Federal Aviation Authorities replacement program

**DECEMBER:** ODS software development toolbox selected for Minsk (Belarus) ATC center - Barco introduces OPSCENTER, a set of standardized tools and modules for operational display systems





# Avionics

Satellites allow aircraft to pinpoint their speed and altitude more accurately than ever before. The use of digital communication, involving ground stations, satellites and aircraft, will allow for more efficient use of airspace and will ultimately result in free flight. Captains in the cockpit will rely on content-rich, flat screens, showing a variety of information to fly directly from A to B, without the need for predefined airways.



Photo courtesy of Pilatus Aircraft

Barco offers an extensive range of color cockpit displays, all featuring modular, open system architectures. Developed for critical flight applications, its product range includes Primary Flight Displays, Navigation Displays, Control Display Units, Engine Instrument Displays and Situational Awareness Displays.



**JUNE:** Barco introduces MOSART open system architecture for software development and integration

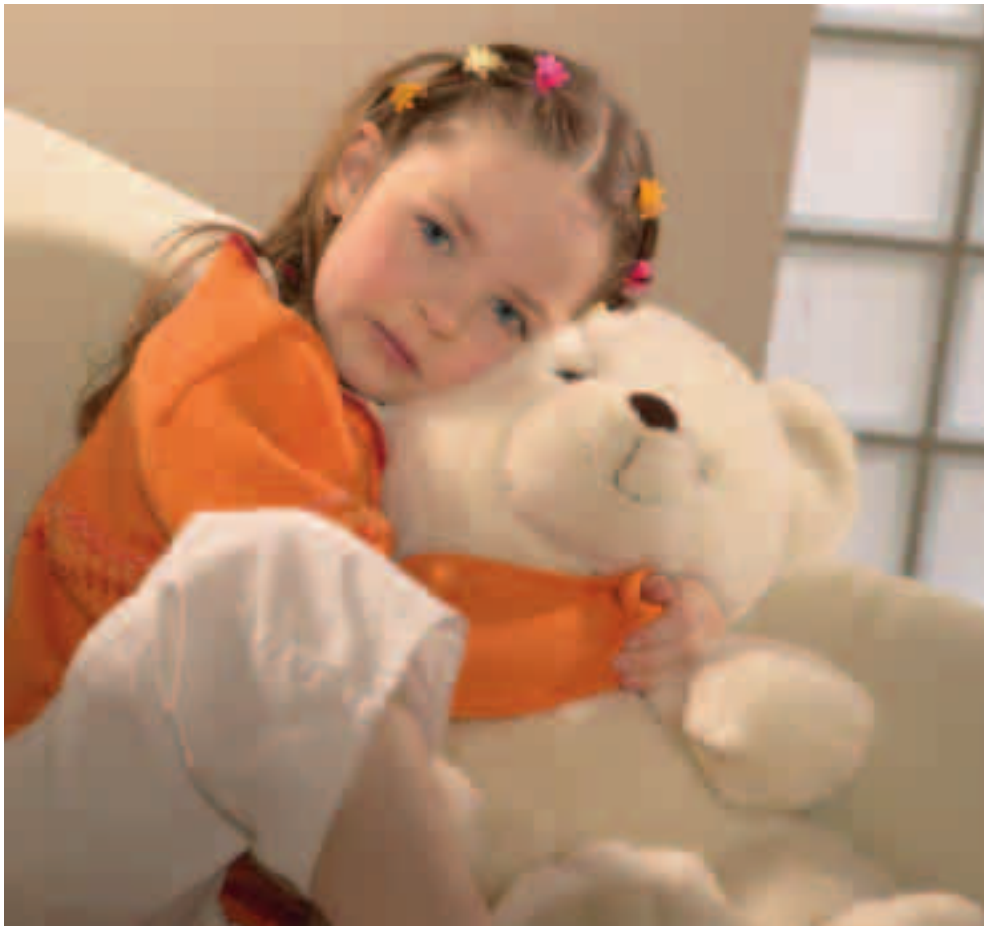
**AUGUST:** Barco to supply cockpit displays for UK Royal Air Force Merlin Mk3 helicopters

SAGEM (France) contracts Barco for cockpit upgrades of fixed wing and helicopter applications worldwide

**SEPTEMBER:** Follow-on contract by L3 Communications for US Air Force RC-135 reconnaissance aircraft

Eurocopter orders 44 CDMS units and 22 ACP-G control panels for Australian Tiger helicopters





## Defense & Security

Defense & security operators increasingly rely on information technology for precise and efficient decision-making. Providing commanders with real-time, critical information ensures knowledge superiority and offers strategic advantages. Therefore Barco integrates the latest technologies and computing capabilities into its display products for network-centric application, while leaving room for future technology updates or functionality expansion.

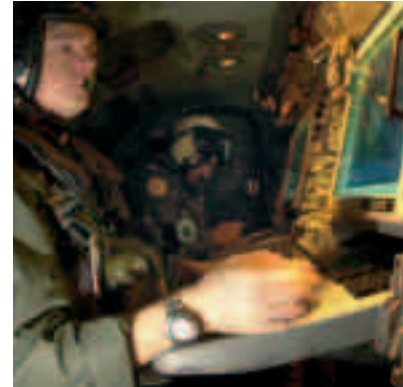
Barco designs, manufactures and markets rugged display solutions for operational decision-making in airborne, shipboard and ground-based applications. Its range of consoles, flat panel displays, graphics generators and Human Machine Interface solutions, has been especially designed and tested for use in extreme environmental conditions, resulting in superior image quality.



US Navy photo by Journalist 2<sup>nd</sup> Class Mark O'Donald



Photo courtesy of EADS



US Navy photo by Photographer's Mate 3<sup>rd</sup> Class Elizabeth Thompson

**MARCH:** Raytheon orders displays and graphics controllers for US Navy Surface Search Radar (SSR) program

**MAY:** Barco contracted to deliver more than 300 rugged displays for UK BOWMAN/CIP program - Airbus selects Barco rugged displays for A380 test flight program

**SEPTEMBER:** Barco to supply avionics display systems for Norwegian CV90 armored vehicle

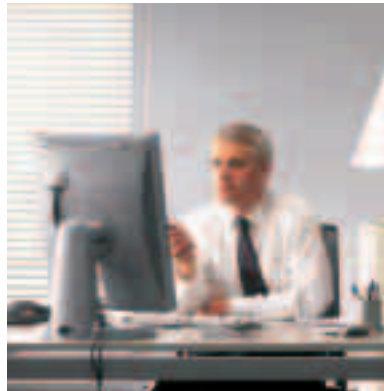
**NOVEMBER:** Boeing orders rugged flat displays for US Navy Unmanned Combat Air System (UCAV) - SaabTech opts for Barco's modular rugged displays for the Nordic Standard Helicopter Program

**DECEMBER:** Barco launches high performance graphics generator EVS6000 - Barco's FD471 displays selected by US Naval Air Systems Command

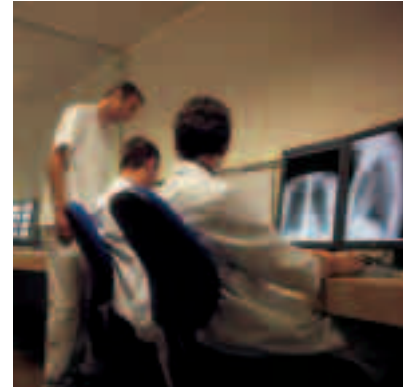


## Medical Imaging

Ambient intelligence is radically changing user comfort. With your mobile, you can turn the heat on, the refrigerator prints this week's shopping list and you can switch the lights on by simply saying so. Also in medical imaging, product intelligence offers new and exciting opportunities. Hence, all Barco imaging systems feature intelligent sensors and form a network that automatically establishes quality to predefined levels.



Barco is a worldwide leader in radiology softcopy display technology for digital imaging modalities and PACS (Picture Archiving and Communication System). The company provides the industry's largest medical equipment manufacturers with color and grayscale LCD displays, radiology display and projection systems, high-speed imaging boards and QA software.



**JANUARY:** CORONIS display systems and IMAGETILE softcopy lightbox receive FDA (US Food and Drug Administration) clearance

**FEBRUARY:** Launch of MIVD1218, plug and play replacement for legacy and CRT displays in X-ray control and operating rooms

**JUNE:** Nio, industry standard medical display system, launched at SCAR exhibition

**OCTOBER:** Barco introduces new backlight technology. LCD lifetime extended by factor 3 to 5

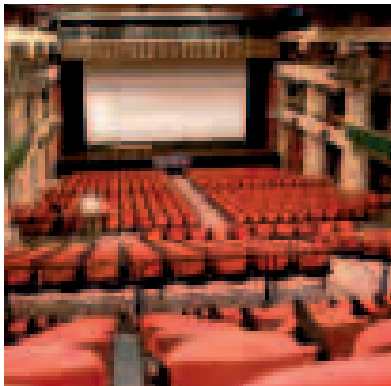
**NOVEMBER:** Barco brings color to its LCD display systems: COLOR CORONIS introduced at RSNA

**DECEMBER:** Barco and Toyo set up joint venture to provide medical imaging solutions to the Japanese market



## Digital Cinema

In May 2002, George Lucas kicked off the digital cinema era with Star Wars, Episode II, the attack of the clones. For more than hundred years, movies have been shot and distributed on celluloid film. Until recently, it seemed unthinkable to distribute film via satellites or broadband, to have movies that do not degrade with each viewing, or to show a movie in numerous theaters simultaneously.



Barco supported the dream of digital cinema right from the start and was one of the first companies to present digital projection solutions, opening a new world of opportunities. From digital mastering to premier quality feature film screenings, from alternative presentations in the auditorium to advertizing, Barco has the solution. To date, it has the only digital projector to be THX-certified\*.



**MARCH:** Launch of entry-level digital cinema projector, D-CINE PREMIERE DP30 for post-production purposes and projection on screens up to 10 m wide

**MAY:** Barco official partner of the 2003 Cannes Film Festival

**JUNE:** Barco unveils high-end 2K digital cinema projector, D-CINE PREMIERE DP100

**OCTOBER:** Barco sponsors Hollywood film festival and provides projector for Gala Awards Ceremony

**NOVEMBER:** Leading Belgian cinema group, Kinopolis, orders ten digital cinema projectors

**DECEMBER:** Eng Wah to develop network of multiplex installations throughout Singapore equipped with twenty Barco D-CINE PREMIERE projectors

\* THX quality assurance programs ensure superior picture and sound quality for cinema presentation  
For more information about company milestones, please refer to [www.barco.com](http://www.barco.com)

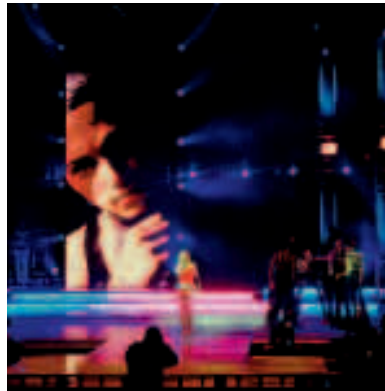




## Events



Artists thrilling their audience, fashion designers ravishing their public or car manufacturers enchanting buyers, they all want to capture the crowd's attention at events. To have even more impact on target groups, many of them are turning to digital signage for their advertising and entertainment.



Barco offers premier, large-format visualization equipment to rental and staging companies all over the world. Its LED displays and projectors form a complete rental range of advanced display solutions for indoor and outdoor events. They are used for renowned and large-scale events, including car shows, exhibitions, concerts and fashion shows.

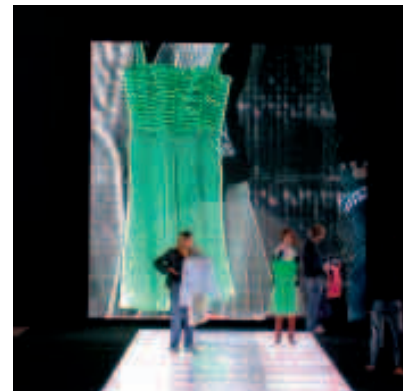
**JUNE:** SLM R8 projector wins eight video awards at the Rental & Staging Systems Awards held at InfoComm, Orlando, USA

**AUGUST:** Robbie Williams and The Eagles on tour with Barco LED backdrop

**SEPTEMBER:** MiPIX, Modular Intelligent LED pixel block, premiered on Mercedes booth at Frankfurt carshow  
LUTE 3 mm ultra high resolution LED tile and XLM H25 high-bright wide-screen projector introduced

**OCTOBER:** Tokyo carshow features over 400 m<sup>2</sup> of Barco LED displays

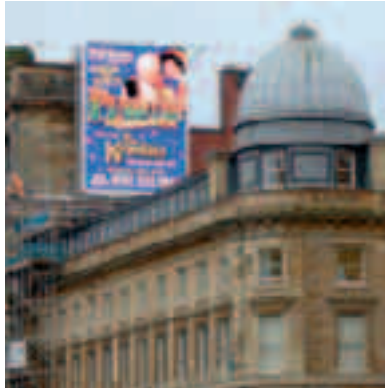
**DECEMBER:** Barco MiPIX and LED displays chosen for exclusive Kylie Minogue concert in London





## Media

Communication and advertizing need to be instantaneous and interactive to have full impact in today's world. Digital signage offers an ideal platform to bring promotions and advertizing into the 21<sup>st</sup> century. Their animated, high-bright and programmable commercial messages offer new and exciting opportunities. They can easily be set up as a regional or local network, allowing to schedule commercials for commuters passing by or to target a dedicated audience in today's multi-purpose sports arenas.



The world's leading brands have already discovered Barco's LED and LCD solutions to maximize their visibility. From large-screen displays in sports arenas and giant branding media in corporate headquarters, to out-of-home communication, such as digital advertising billboards in shopping centers, Barco displays capture the crowd's attention.



**MARCH:** Barco LED displays selected for European 2004 and 2008 soccer championships (Estadio das Antas, Portugal and Stade de Genève, Switzerland, to use Barco LED walls)

**APRIL:** Acquisition of the assets of Trans-Lux West (USA) strengthens Barco's position in color LED market  
Quiksilver uses Barco for sports clothing flagship store on New York's Times Square

**AUGUST:** Barco delivers video and scoreboard displays for Texas and Jacksonville arenas, USA

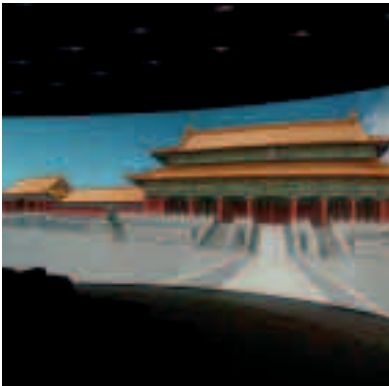
**SEPTEMBER:** SOLARIS 40" flat screen launched, ideal means for presentation and public information display  
Leyard (China) acquisition opens the way for LED wall manufacturing in China

**DECEMBER:** Breakthrough in sports market with contracts won for Hala Sazka Arena Prague (Czech Republic), Bitsa Horse race track Moscow (Russia), Furth stadium (Germany), Odessa stadium (Ukraine), Leira Stadium (Portugal) and Montgomery Riverwalk Stadium (USA)  
Branding installations in Las Vegas, USA (Fashion Show) and Glasgow, UK (City screen) completed

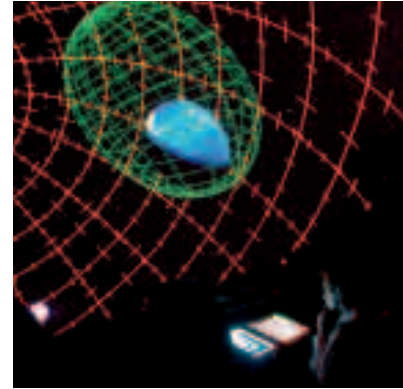


## Edutainment

Ever wondered what our constellation looked like centuries ago, wished you could stroll through ancient Rome, regretted you never visited the now-destroyed Bamiyan Buddhas in Afghanistan or simply wanted to walk with dinosaurs? Enhanced reality and simulation give the chance to enjoy these wonderful sights, allow to access historical sites without damaging them, and may well give everyone the possibility to visit past wonders of the world.



Enhanced reality displays and enriched content employment appeals to a large audience. Barco's Edutainment offering helps leisure centers, museums and planetariums in creating a new interactive world for their visitors, replacing the traditional one-way communication.



**JUNE:** Barco's I-DOME projection system at Science Museum Valladolid (Spain) goes live

Barco teams with SGI to install immersive and interactive stereoscopic projection system at Sci-Quest Huntsville, Alabama science center

**JULY:** L'Astronef planetarium Saint-Etienne (France) shows solar system with I-DOME technology

Papalote Museo del Niño in Mexico City starts construction of planetarium with Barco technology

**OCTOBER:** Hamburg planetarium, featuring I-DOME, shows constellations of the future



## Presentation

Until recently, frequent flyers could only dream of virtual meeting rooms, with people from all over the globe attending the same meeting. International conferences with participants viewing the same information on their laptops as in the presentation room itself, and taking control of mouse and keyboard to lead their part of the presentation or discussion, simply seemed unimaginable.

Barco projectors, networked or stand-alone, set a new standard for large venue presentations and changed the way we meet, share ideas and reach decisions. They facilitate video conferencing and real-time data exchange between people at multiple sites and turn meeting rooms of large corporations, universities and conference centers into virtual meeting rooms, with participants from all over the world conferencing as if they were in the same room.



**JANUARY:** Barco strategic partner of World Economic Forum at Davos, Switzerland. Congress hall and conference rooms equipped with iQ projectors

**FEBRUARY:** Barco and Belgacom bundle expertise, and launch Integrated Videocommunication system

**APRIL:** Award-winning iQ series expanded with iQ 500 and iQ Pro 500 models

**MAY:** European Parliament Brussels (Belgium) standardizes on iQ projectors. Vodafone (Germany) and Microsoft (UK) also select Barco for their conference rooms

**JULY:** Case Western University, US, has integrated a first batch of a total of 100 projectors in classrooms and conference rooms

**SEPTEMBER:** iQ range further expanded with iQ 350 and iQ Pro 350





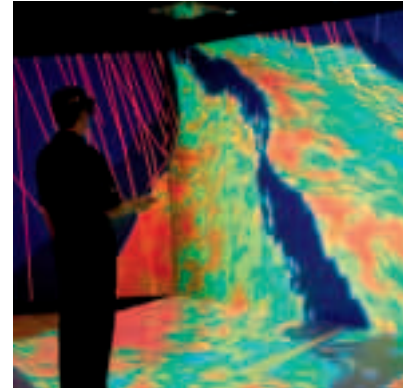


## Simulation & Virtual Reality

Imagine advanced computer and projection equipment bundled to create a computer-generated world. Not as an illusion but as an interactive visualization tool for scientific research, education or training. A tool that allows to accurately and repetitively simulate dangerous or rare situations, without any risk for the user. Virtual reality and 3D simulations are the ideal means to visualize scientific research, practice surgical interventions, train operators, display geological data or design cars.



Barco is a trusted partner for simulation and virtual reality. Its projection equipment is used to recreate reality through computer-generated images in training applications or research environments, where complex data need to be visualized for fast and accurate decision-making.



**MAY:** Launch of GEMINI entry-level stereoscopic package for science, research and design applications

**JUNE:** National Center for Atmospheric Research, Colorado, US chooses Barco stereoscopic high resolution projection

**AUGUST:** First multipurpose holospace for medical imaging at Center of Advanced European Studies and Research in Bonn, Germany

**NOVEMBER:** University of Iowa (US) selects Barco for Advanced Driving Simulator

Researchers at Calgary Center for Innovative Technology (Canada) use Barco MoVE virtual environment



# Broadcast



Digital television and broadcast-on-demand are exciting new technologies, ready to replace traditional, free-to-air analog television. They do not only offer superior picture quality, astonishing sound and wide-screen images but, more importantly, they do allow viewers to pick channels “à la carte”.

With digital technologies, the number of images that need to be simultaneously viewed and controlled in studios, master control centers, playout centers, uplink centers and downlink monitoring, increases drastically. Barco’s control room solutions help operators in broadcast and distribution to recognize potential problems and initiate responsive actions.

**MAY:** Japan’s key broadcast stations select iStudio display solution for their new digital master control centers

**SEPTEMBER:** SES Astra Luxembourg chooses Barco control room solutions for Netzdorf network operations center iStudio with integrated streaming video input modules demonstrated at IBC Amsterdam

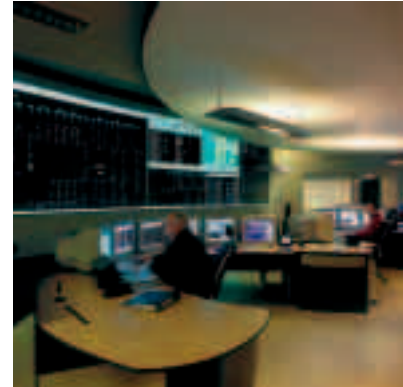
**NOVEMBER:** National Mobile Television Atlanta (USA) selects HYDRA multi-video insertion unit for production truck



## Surveillance

Electronic surveillance will be an invaluable tool this century, not only to fight crime and terrorism, but also to control emergency situations. Digital communications technology offers the tools and infrastructure for effective collaborative working, and allows for monitoring, response dispatching, recording and systems control in 24/7 operations.

Barco is regarded the leading expert in control rooms for surveillance, utilities and telecom. Its solutions offer full operational control to operators in command & control centers of police, fire brigades and other organizations. Maps with the positions of emergency vehicles or highlighting alternative routes are displayed on screen and communicated to the entire operations command staff.

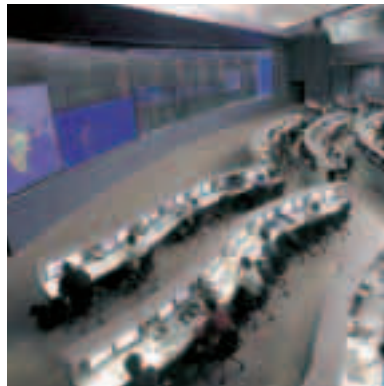


**MAY:** Barco introduces iSURVEILLANCE projection system with integrated streaming video decoding

**JULY:** ABB orders display walls for central control rooms of Jämschwalde power plant (Germany)

**SEPTEMBER:** Reliance Infocomm (India) equips National Network Operations Center with 225 m<sup>2</sup> control wall

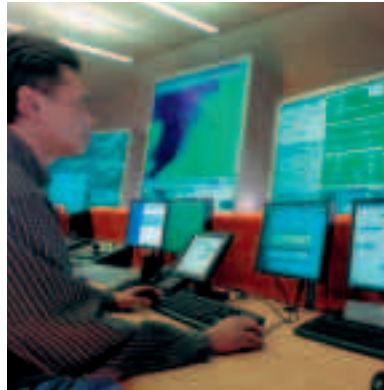
**OCTOBER:** Barco exhibits at ITU World Telecom Geneva with Belgium-based network provider Telindus



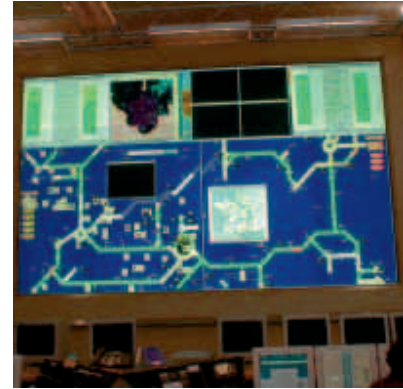


# Traffic

Traffic management is becoming a necessity for organizations responsible for highways, railways, airports and harbors. Monitoring traffic levels and providing a safe environment for passengers are very important as traffic gets ever more dense. Networked surveillance solutions, which visualize data collected from cameras, GPS systems, radar or other intelligent sensors, greatly improve traffic management efficiency, ultimately resulting in enhanced safety levels.



Barco is a worldwide leader in control room solutions for 24/7 mission-critical applications. Its large-screen visualization systems display critical information for traffic control operators so that they can dispatch emergency vehicles, anticipate delays or divert traffic efficiently.



**MARCH:** VCNON Netherlands equips traffic management center with Barco control walls

**MAY:** Barco expands OVERVIEW product family with industry's first UXGA resolution and new DLP-technology based projection systems

**SEPTEMBER:** Portuguese private motorway operator BRISA chooses Barco control room for motorway security and traffic control system

**NOVEMBER:** Introduction of iTraffic display solution with integrated streaming video decoding



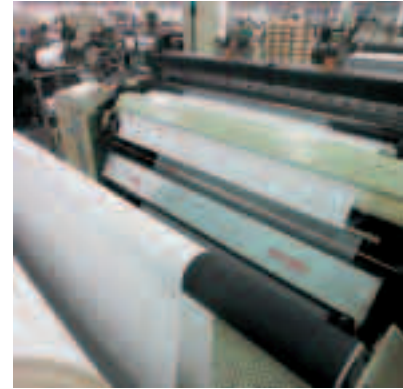


# Textiles

Being competitive in textiles, one of the oldest manufacturing industries of the world, is all about quality and Return On Investment. In the last decades, the industry has evolved to a high level of modernization. As quality is key for a product to be successful and customers to remain loyal, most manufacturers have set up quality management initiatives, relying on state-of-the-art final inspection techniques.



For many years Barco has been leading the way in sensor- and camera-based quality management from raw material to final product. The company offers a complete range of computerized production and quality management solutions for spinning, weaving, knitting, tufting, dyeing and finishing. These products and systems greatly improve the efficiency of the customer's production process, as well as the quality of the final products.



**FEBRUARY:** Concordia (Belgium) and Cedro (Brazil) opt for WEAVEMASTER production monitoring system

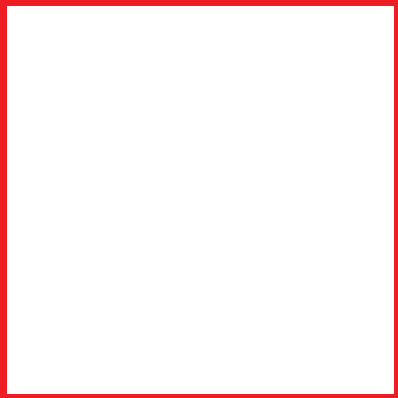
**APRIL:** Fruit of the Loom (US) orders a third KitMASTER system for sliver quality inspection

**JULY:** Glen Raven (US), Hilasal (Mexico) and Bower Roebuck (UK) select Barco's WEAVEMASTER for real-time production monitoring

**SEPTEMBER:** Barco introduces polyprop sensor, the world's first sensor to detect polypropylene contamination in yarns  
Textil Santanderina (Spain) chooses Barco WEAVEMASTER production monitoring tool

**OCTOBER:** Barco introduces wireless data collection solutions for quality monitoring systems and enhances range of Cyclops on-loom inspection systems at ITMA exhibition, Birmingham

**DECEMBER:** Lauffenmühle (Germany) selects Barco dyeing management systems for textile finishing plant





## Report of the board of directors

# Corporate governance

## Executive committee

|                    |   |
|--------------------|---|
| Martin De Prycker  | Chief Executive Officer                                     |
| Antoon Van Petegem | Chief Financial Officer                                     |
| Luc Vandenbroucke  | President BarcoView   |
| Stephan Paridaen   | President Barco Media & Entertainment                       |
| Michel Vandeplas   | President Barco Presentation & Simulation                   |
| Carl Peeters       | President Barco Control Rooms                               |
| Bernard Cruycke    | President BarcoVision                                       |
| Patrick Luysen     | President Barco Manufacturing Services & General Operations |
| Luc Kindt          | President Global Sales & Services                           |
| Bernard Dursin     | President Barco Europe & Asia                               |
| Jacques Bertrand   | President Barco Japan                                       |
| Dave Scott         | President Barco North America                               |
| Donald Defoort     | President Human Resources & Corporate Affairs               |
| Miel Schamp        | President Information Technologies                          |
| JP Tanghe          | President Corporate Communication & Investor Relations      |

## Board of directors

Main position  
outside the company

Date on which the term  
of office expires: end of  
the annual meeting

|                      |                                    |   |      |
|----------------------|------------------------------------|---|------|
| <b>Chairman</b>      | Herman Daems <sup>(1)</sup>        | Chairman of the board of directors Gimv                                     | 2006 |
| <b>CEO</b>           | Martin De Prycker <sup>(3)</sup>   |   | 2008 |
| <b>Vice-Chairman</b> | Baron Hugo Vandamme <sup>(1)</sup> | Chairman of the board of directors Roularta Media Group and Kinopolis Group | 2008 |
| <b>Directors</b>     | Jozef Cornu <sup>(2)</sup>         | Advisor to the Chairman of Alcatel  | 2004 |
|                      | Marc Ooms <sup>(1)</sup>           | Managing Director Petercam n.v.   | 2004 |
|                      | Philippe Naert <sup>(2)</sup>      | Dean TIAS Business School, Tilburg University (NL)                          | 2008 |
|                      | Eric Van Zele <sup>(2)</sup>       | Managing director Omniform S.A.   |      |
|                      |                                    | Chairman Pauwels International and Reynaers Aluminium                       | 2004 |
|                      | Marc Vercruysse <sup>(1)</sup>     | Chief Financial Officer Gimv  | 2006 |
|                      | Robert J. Verhoeven <sup>(2)</sup> | Managing Director BMT n.v.  | 2004 |
| <b>Secretary</b>     | Antoon Van Petegem                 |   |      |

(1) non-executive directors

(2) non-executive independent directors

(3) executive director



**Herman Daems** is Chairman of the board of Barco and Gimv, a publicly listed Private Equity and Venture Capital firm. He is also a member of the board of BIAC (Brussels International Airport Company), CoWare Inc. (San Jose, CA, USA) and EVCA (European Venture Capital Association). Before, he held board positions with Belgacom and Glaverbel and was Professor in International Management and Strategy at the Department of Applied Economics of the Catholic University of Leuven (Belgium). He also taught Competition & Strategy at Harvard Business School and was at the faculty of the University of California, LA. Herman Daems holds degrees in Mathematical Physics and Economics and has a doctorate in Economics. He received grants and prizes from several international organizations.



**Martin De Prycker** held several positions with Alcatel between 1982 and 1996. He was President of the division for ADSL broadband products from 1996 until 2000. From 2000 until 2002 he was Chief Technology Officer and member of the Executive Committee. In February 2002 he became President and CEO of Barco. He is also on the board of directors of FLV Fund.



For 20 years (1983-2002), **Baron Hugo Vandamme** was President and CEO of Barco. Today he is Vice-Chairman of the board of directors and Honorary President. He also is Chairman of the boards of Roularta Media Group and Kinopolis Group, member of the board of supervisors of Sara Lee/DE and director on the board of the Port Authority Zeebrugge. Baron Hugo Vandamme further is Chairman of the Association of Belgian Listed Companies, the Belgian-Indian Chamber of Commerce & Industry and the Flemish Radio Orchestra and Choir.



After three years of research at the Brown Boveri research laboratories in Baden, Switzerland, **Jozef Cornu** started his career within Bell Telephone (ITT) in 1973. During his career he occupied general management positions with Mietetec and Bell Telephone (ITT) and was COO of Alcatel Telecom from 1995 till 1999. Since 2000 he has been on the board of directors of Alcatel and advisor to the president of the company.



**Marc Ooms** joined Petercam as Managing Director in 1988, became Managing Partner of the Petercam Group in 1992 and Chairman of Petercam Nederland in 1999. He is in charge of corporate finance in Belgium and the Netherlands. He also is member on the board of directors of several public and private companies.

**Philippe Naert** is dean of TIAS Business School at Tilburg University (NL) and director of Almanij, Concordia Textiles and De Koninck. He was also dean of INSEAD (F), director of the EIASM (Brussels) and academic director of the Instituto Universitario Euroforum Escorial (E). He graduated from the Catholic University of Leuven as a civil engineer. He holds a postgraduate degree in Management Science (University of Manchester, UK) and a PhD (Cornell University, USA). He is Doctor honoris causa of the Helsinki School of economics.



**Eric Van Zele** is managing director of Omniform S.A. and chairman of Pauwels International and Reynaers Aluminium. Prior to his current positions, he was President & CEO of Telindus and Vice-President of Raychem Corporation.



**Marc Vercruyse** has been CFO and member of the Executive Committee of Gimv since 1998. Before becoming CFO, he was internal auditor with Gimv, senior investment manager and head of Structured Finance. He is also on the board of directors of Kinopolis and several unlisted companies.



For almost twenty years **Robert J. Verhoeven** held several senior management positions in the connector industry. Since 1991 he has been CEO of the BMT Group. This listed company is active in 12 countries with 18 manufacturing plants.



## Appointment and re-appointment of directors

The board of directors consists of at least five directors, of whom at least two are independent, and manages the company. The board consists of:

- One executive director  
Martin De Prycker, Chief Executive Officer
- Four non-executive directors  
Herman Daems, Chairman,  
Marc Vercruysse,  
Baron Hugo Vandamme,  
Marc Ooms
- Four independent, non-executive directors who hold senior positions in leading international companies or organizations  
Jozef Cornu,  
Phillippe Naert,  
Eric Van Zele,  
Robert J. Verhoeven

The directors are appointed by the general meeting for a term of maximum six years. Terms of office end at the closing of the annu-

al meeting. Directors may be dismissed at any time by the general meeting. The age limit is set at 65 and directors can be re-appointed upon the end of their mandate. New directors are nominated by the remuneration/nomination committee; international business experience and/or experience in professional electronics are the main selection criteria.

## Operation of the board of directors

The board of directors performs all actions necessary to achieve the goals of the company, except for matters that are by law the exclusive authority of the general meeting.

In 2003, the board of directors met nine times and was twice consulted in writing. At each meeting the board receives an update of all business divisions, with key data being made available the first week of every month. Detailed financial reporting at group level with consolidated keyfigures per division is available within one month. The uniformity of this

reporting allows for comparison over time, and between various divisions.

## Most significant topics discussed by the board of directors

The board discusses medium-term plan, short-term plan (profit plan), annual and quarterly results, financing, legal problems related to company law, acquisitions and strategy, both of the parent company and its subsidiaries. Other subjects, such as organizational changes, personnel matters (e.g. stock option plans), external communication, quality management and current affairs (e.g. major IT projects) are frequent topics on the agenda of the board of directors.

## Supervision of day-to-day management

The board of directors has delegated day-to-day management to Martin De Prycker, company CEO. He is assisted by an internal executive



committee, which consists of the managers of the various divisions and regions of the company and managers with group management responsibilities. Under the supervision of members of the executive committee, including CEO and CFO, extended responsibilities have been delegated to the managers for the management of the company. These persons are also regularly invited to the board meetings of the company to provide information on the results of their divisions, short- and long-term planning, as well as important investment projects.

### **Execution of the management function**

Regardless of the general powers of representation of the board of directors as a collegiate body, the company is legally bound, both in court and for all extra-judicial matters, by two directors acting jointly.

With respect to day-to-day management, the company is also legally represented, both in

court and for all extra-judicial matters, either by the Chief Executive Officer, or by each of the managers of the international executive committee, who have been entrusted with the day-to-day management. In addition, the company is legally bound by persons to whom special authority has been delegated, within the limit of the delegated authority granted to them.

### **Remuneration for directors and members of the executive committee**

The general meeting grants fixed remuneration to the directors, which is charged to the general costs. For the executive director and the members of the executive committee, the remuneration is determined by the remuneration/nomination committee. The variable part of this remuneration, including the number of stock options granted to them, is in line with the profits and the increase of profits and the evolution of the long-term growth potential of the company.

The board of directors is also authorized to grant remuneration to directors entrusted with special functions or tasks. These are charged as general costs.

In 2003 a total remuneration of euro 1,979,236 was paid to the directors, including

- euro 504,630 to HRV n.v. for strategic advice to the company, in execution of the board's 2002 decision and as reported in last year's annual report
- euro 634,900 as a variable part of the remuneration

These amounts include payments by all group companies, and also include the total remuneration for the current CEO, including contributions to personal risk assurance and retirement benefits. Also included is the amount paid to the previous CEO as a director in Barco group companies. The total number of stock options granted to the directors amounted to 7,400.

In 2003, total remuneration for members of the executive committee amounted to euro

3,043,094. This amount also includes the employer's contributions to personal risk insurances and retirement benefits. Euro 2,003,123 of the total remuneration was fixed, while euro 1,039,971 variable. The total number of stock options granted to the members of the executive committee amounted to 13,200. Executive Committee figures exclude CEO remuneration, which is included in the amount paid to the directors of the company.

## **Committees set up by the board of directors**

### **Audit committee**

The audit committee, reporting to and advising the board of directors, supervises the company's accounting operations and financial reporting. The committee, which met four times in 2003, pays particular attention to the

quarterly and annual reporting to shareholders. The audit committee can at any time request reports and information on all aspects of the company, both internally and from the statutory auditors, and it can carry out any audit. The majority of the members are independent directors. The committee is composed of chairman Robert Verhoeven, along with Philippe Naert and Marc Vercruysse. Also invited to the meetings are the company CEO Martin De Prycker, company CFO Antoon Van Petegem and the statutory auditor. The internal auditor receives his tasks from the audit committee and reports directly to the audit committee.

### **Remuneration/nomination committee**

The remuneration/nomination committee is composed exclusively of non-executive directors, being Herman Daems, Jozef Cornu and Marc Ooms.

The remuneration/nomination committee ensures that management and employees receive fair remuneration, in line with their contribution to the performance and success of the company. At the same time, the committee makes recommendations to the board of directors, is responsible for the implementation of decisions taken by the general meeting and/or board of directors and selects nominees for the position of director. The remuneration/nomination committee also decides on stock option plans.

### **Strategic committee**

The strategic committee meets at least three times per year to discuss the company strategy, including focus and growth strategy for products and markets. Moreover, the strategic committee prepares proposals for acquisitions for the board of directors. The following directors are the members of this committee:

Herman Daems, Hugo Vandamme, Eric Van Zele, Jo Cornu and Martin De Prycker.

The board of directors can also set up ad hoc committees.

### Distribution of profits

At least five percent of net profit is set aside as legal reserve, until this amounts to one tenth of the company capital.

The board of directors proposes the application

of the profit balance to the general meeting, which decides by majority of votes. The board of directors determines when and how dividends are to be paid. The board of directors is also empowered to pay interim dividends, subject to the legal provisions listed in article 618. It may not resolve to do so less than six months after the closing of the previous financial year, and before the approval of the annual accounts for the same financial year. The payment of a second interim dividend in the same year may not be resolved less than three months after the resolution concerning the first interim dividend.

Like before, it is the intention to keep dividends in line with the evolution of earnings. The dividend over 2003 will be 2.00 euro.

### Relations with reference shareholder

Under an agreement dated 17 December 1990 between Gimv and Barco, Gimv undertakes to provide any kind of advice which may relate and be relevant to the general management of the company, in particular legal advice and advice on setting up optimal acquisition structures.

## Statutory auditor

---

Ernst & Young Bedrijfsrevisoren S.C.C.  
Marcel Thiryiaan 204  
1200 Brussels

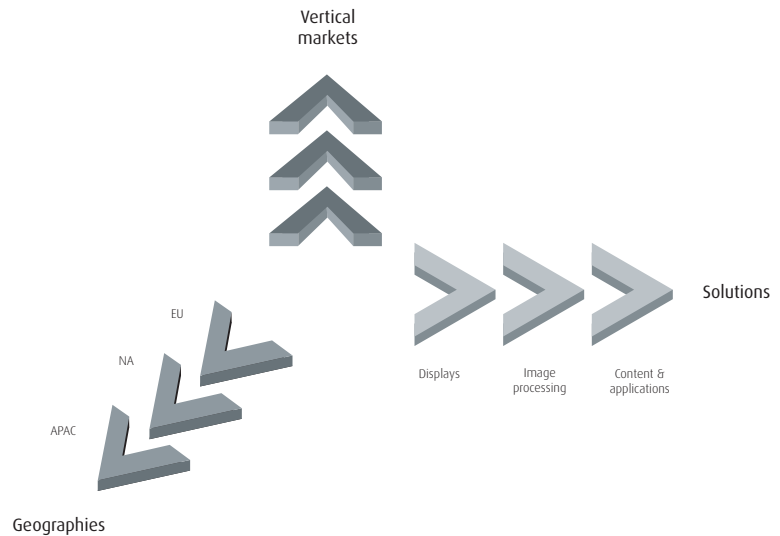
represented by Ludo Swolfs and Marc Van Hoecke

## Strategy for growth

Barco is a world leader in professional visualization and display solutions for business-to-business markets. A long-term growth plan along three axes and a short-term operational improvement plan are the main pillars of Barco's strategy for the future.

### Long-term growth

Shareholder value increases through further growth of the company. Barco therefore strives for growth along three axes: further evolving from product manufacturer towards solutions provider; looking for new opportunities to expand our offering in the range of vertical markets; and increasing the American and Asia-Pacific share of total sales.



### **From products to solutions**

Over the years, Barco has gradually evolved from a product manufacturer into a complete systems and solutions provider, thanks to the powerful combination of dedicated market-orientation and cutting-edge technology. Product management teams daily interface with customers to gather in-depth information and translate market requirements into product specifications. Concurrently, there is a close interaction with R&D and manufacturing, so that customer requirements can be perfectly translated into new solutions through the technological expertise of the company.

Barco has a strategic product portfolio innovation of about 60% every two years. An annual level of R&D investment of around 11% of sales and better listening to the customer base by a stronger involvement of key customers in product design, are

prerequisites to stay ahead of competition in today's economy.

In several of its markets Barco develops sub-systems to become part of larger systems. In this way systems & integration expertise beyond its own offering have helped Barco grow in specialty markets, such as the PACS market in medical imaging. Hence, intimate end customer knowledge is a crucial part of the push-pull marketing Barco applies.

### **Vertical market expansion**

Barco uses its technological knowhow, developed in its various markets, to enter new markets with dedicated solutions. The vertical market axis is characterized by cross-fertilization in a networked organization. This also helps Barco achieve its goal to always be number one in each of its specific markets. In this way, intense R&D efforts and strong market knowledge have enabled an

LCD technology transition from defense to air traffic management and to the medical market. Likewise, over the last two years, state-of-the-art LED technology has successfully transitioned from the events market into a wide range of media applications, including the sports market. In 2003, the Control Rooms division saw a remarkable technology transition from utilities & telecom into the traffic & surveillance market.

### **Regional growth**

Being in specific specialist markets, makes Barco pursue these markets on a worldwide scale. Barco is leader in the majority of its markets, but not necessarily in each of the three big regions of the world. Consequently, Barco wants to increase its presence and its sales in North America (32% of total sales in 2003) and in the Asia-Pacific area (16% of sales in 2003).

To achieve this goal, the regions are

empowered to enhance customer intimacy and customer service levels.

In addition, a sound financial structure allows Barco to finance not only internal growth but also growth through acquisitions. In 2003, acquisitions of the assets of companies like Trans-Lux West and Leyard have proven to be healthy strategic fits that will further ensure Barco's success story in LED solutions.

The acquisition of the assets of US-based Trans-Lux West, offering integrated solutions for the sports market, enables Barco to further expand its presence both in North America and in the worldwide media & events markets.

Leyard, the n° 1 full color LED screen manufacturer in China, has improved Barco's position in China and Asia, with strong growth to be expected in the years to come. Just think of the Beijing Olympics of 2008 and the Shanghai World Expo 2010, two top events that will require a multitude of LED solutions. In 2004 this strategy is being continued: in January a new subsidiary was opened in Toronto, Canada, and Folsom Research Inc., Sacramento, US, was acquired to further strengthen Barco's position in the events market.

#### **Operational improvement**

In 2003, Barco has used the downturn in the

economy to further streamline its internal processes with an operational improvement plan. Increased customer focus, higher quality levels through the start-up of a company-wide 6-Sigma project, further reduction of operating working capital, a global marketing image and an improved customer service organization have all started to yield the expected results. Further progress in these domains can be expected in the coming years, as the initiatives launched in 2003 will continue in 2004 and beyond.

In order to stay ahead of competition in very demanding markets, larger volume products are more often being manufactured in countries with lower labor costs and, more

importantly, with access to lower priced parts and components. In this way the Kladno site in the Czech Republic has become more significant for the Barco Manufacturing Services division.

The Barco Leyard facility in China will produce LED walls not only for the domestic market, but also for Europe and North America. Medical displays for the PACS market are increasingly being manufactured through third-party outsourcing in Taiwan. Finally, manufacturing in countries with dollar-related currencies, also further strengthens Barco's natural hedging position.



■ **Martin De Prycker**  
Chief Executive Officer

## Technology leadership

To maintain its leadership in all its key markets, Barco relies on close and intense interaction between product management, research & development and manufacturing. To be successful in these markets, customer understanding, market knowledge and technology expertise need to be perfectly aligned.

New products are often designed based on first-hand customer knowledge. Product management teams close to the customer identify both the requirements and expectations that live in the market. Based upon in-depth knowledge of the customer's competitive situation and business processes, Barco product management teams translate market- and application-specific requirements

into product specifications, while at the same time helping customers understand and exploit the potential benefits. Barco's successful mammography products were for instance designed based upon the market requirement of ultra-sharp and fast-loading images for digital screening, clearly a technology differentiator in the market.

In its key markets, Barco bundles hardware and software visualization expertise (CRT, LCD, LED, DLP, ...) with a clear understanding of emerging and future technologies (image processors and FPGA's, image compression and processing, wireless and wired networking ...). This allows R&D resources to draw upon a range of technologies to answer customer-specific issues. Over the last years,





■ **Johan Remmerie**  
Vice President Technology

Barco has for instance made considerable investments in the application of the emerging digital cinema projection technology. The technology has now matured and with a potential of over 120,000 installations, Barco is well poised to take a leading position in this market.

Streamlined operations within the company and close customer contacts often allow Barco to bring new products onto the market in a very short timeframe, as happened with the MiPIX modular pixel blocks in 2003. Once the dream of Mercedes and its market potential had been identified, the product was designed and manufactured in less than three months, building upon a strong tech-

nological know-how. As a result, Barco is pioneering in the lighting market and leading artists like Kylie Minogue, use MiPIX for their exclusive shows.

Another example of this successful market approach is the breakthrough of the Cyclops on-loom inspection system in the textiles market. Camera-based fabric inspection had been a dream for many years, until Barco managed to match technology progress with customer requirements to come to an economically viable solution.

## ICT

For a global company like Barco, active in a wide range of professional markets, it is extremely important to have critical business information at hand. Directors, managers, decision-makers and stakeholders mainly rely on ICT processes for their real-time status overview of the company. In recent years, Barco has considerably invested in infrastructure to monitor and facilitate critical business processes.

In support of company operations, the worldwide rollout of ERP and CRM systems was continued in 2003. Implementation in Belgium is expected to be finalized by the end of 2004, with the

other countries following from 2005 onwards. The integrated infrastructure will enable business transparency and allow for better operational management, from design over manufacturing and installation on-site to customer service.

Due to its high pervasiveness, our ICT infrastructure needs to be highly dependable and secure. In 2003 several actions were undertaken to guarantee business continuity, including continuous updates of our virus protection, firewalls and other critical components. Moreover, the IT processes for change management, asset management and problem handling were further fine-

tuned, resulting in capital optimization and reduced solution times.

Knowledge sharing, both inside and outside the company, is also one of the focal points. In 2003, discussion forums for engineers were set up, forums that allow engineering teams to exchange information and best practices with respect to Barco's core technologies. Also for external parties, knowledge sharing is important. In this respect, the Partnerzone concept, offering dealers, agents, distributors, other business partners and customers first-hand information, was further rolled out within the Barco organization.



■ **Miel Schamp**  
President Information  
Technologies

## Corporate marketing

The essence of branding is not in a logo, a corporate identity guide, brochures or an ad campaign ... The essence of branding is to leave the desired emotional imprint in the heart and mind of all our target audiences.

Brand recognition is of utmost importance to further enhance Barco's excellent market position and maintain the company's competitive edge over time. The 'Visibly yours' image building campaign is strengthening the overall company image towards customers, partners, investors, employees and other stakeholders worldwide.

In 2003, the physical brand was laid down in the Barco corporate identity, to ensure a

consistent brand experience across all communication, marketing and sales tools. In addition, the barco.com website was restyled into a globally integrated and informative site. Dedicated customer-oriented market portals now allow all divisions to better promote their high-end solutions offering.

But a brand is much more than a set of physical guidelines and marketing tools. A successful brand is determined by the positive experience people have with products and solutions, by the way they link that experience to their belief in the Barco brand, and hence by showing their trust in Barco as a preferred professional partner. Consequently, in 2004, we will continue to devote much

attention to enhancing a personalized Barco experience for all stakeholders through further website optimization, targeted PR and integrated marketing actions.

In today's global business environment, the web has become the hub "par excellence" for a wide range of marketing activities. As we consider the website to be our most valuable marketing tool, high responsiveness is key to a positive brand experience. The time a visitor spends on the Barco web is a considerable investment on his part. As a result, it has to fulfill the customer's specific needs and meet the expectations of other stakeholders.



■ **Ann Galland**  
Director Corporate Marketing

Internal branding will continue to be a focal point as employees are the soul of the organization. All Barco employees, irrespective of their position, are communicators who bring the brand to life and contribute to the delicate brand building process.

Through consistently further combining all marketing and marketing communications efforts company-wide, with the dedicated teams in various locations all over the world, Barco will continue to ensure a consistent brand experience across the organization, thus providing a distinct competitive edge in the marketplace.

## Human resources

Selection and recruitment, remuneration, training and career development, internal communications and employee motivation are only some of the tasks of an HR department. Human resources management is in fact a synchronous coordination of multiple dreams, a continuous matching of the aspirations of each individual employee with the overall company strategy and objectives. Key to realizing this ambition are people management and the company's internal processes.

People make the difference in today's competitive business environment. They play a crucial role in the overall company success as they directly interface with customers, suppliers and other stakeholders, from sales lead to customer service. Through brainstorming

and structured planning, they translate customer dreams and technology innovation into product and system designs, which are not only in line with customer request but also exceed market expectation.

That is why competences like entrepreneurship, vision, accountability, creativity, flexibility and international orientation are at the heart of Barco. Human resources maps the competences of each employee and sets up, in mutual arrangement, personalized development programs to optimize both interpersonal and technical competences. In this way competence management links personal career paths with the overall company roadmap for improved efficiency.

In 2003, the number of personnel world-

wide fell from 4,117 to 4,022. Acquisitions of the assets of Trans-Lux West and Leyard increased the number of staff by 138, whereas the sale of Machine Vision and dotrix reduced the number with 150. Next to this, optimization of business processes and higher efficiency, led to the termination of a number of temporary contracts. In September, it was also decided to consolidate all surface mounting and SMD activities at two locations. Over the next years, all activities will be moved to Poperinge and Kladno (Czech Republic), resulting in the redundancy of over 100 staff. An agreement has been reached with trade unions and provisions for this restructuring have been made.

Company processes and organization are another crucial factor in aligning people and

company objectives to make sure that Barco operates as close as possible to the customer. To anticipate market influences and technology evolution, Barco continuously streamlines its organization, with focus on flexibility, responsiveness and customer intimacy. In this respect, the decision was taken to split BarcoProjection from 1 January 2004 onwards into three separate divisions: Barco Control Rooms, Barco Presentation & Simulation and Barco Media & Entertainment (next to the already existing divisions BarcoVision, BarcoView and Barco Manufacturing Services).



■ **Donald Defoort**  
President Human Resources  
& Corporate Affairs

## Corporate sustainability

Corporate sustainability is an integral part of Barco's business principles. The company wants to generate profits in harmonious operation with society and mankind, without endangering chances of future generations.

Employees are key when it comes to corporate sustainability. As fellow entrepreneurs, whose initiatives and ideas determine the company's future, they are encouraged to further develop their talents and work out these ideas as a team. A quarterly international Quality Award rewards the team with the best initiative to enhance product quality and improve company processes.

Communication is essential for employees to become company ambassadors. Therefore, general Barco objectives are translated into concrete goals for teams and individuals, taking into account local and cultural differences. On a regular basis, Barco employees also get the chance to review their performance in an evaluation and appreciation review with their supervisor. At the same time, training needs, career opportunities and lifelong employment in the broadest sense of the word, are discussed. Moreover, Barco closely collaborates with educational circles, a continuous interaction of academic background and practice complementing each other.

Barco and its employees are also part of society. And just like they pioneer in technology, they also want to play a leading role in society. Last year, employees set up a fundraising cancer prevention awareness campaign and donated to a fund for scientific research. WWF and Doctors without Borders were also given financial support. As the company opted for an electronic Christmas card, savings on postage were donated to those organizations. And each year foster children receive donations and toys collected by the employees at one of the Barco sites.

Barco's commitment to society is not limited to humane projects. As a high-tech company,



Barco attaches great value to the quality of scientific training and education. Therefore the company awards annual research prizes to promising young engineers. But the arts and culture can all the like count on Barco support. In 2003 Barco sponsored the multimedia exhibitions of video artist Bill Viola at the Ruhrtriennale in Oberhausen (Germany) and the National Gallery in London.

As for the environment, Barco also takes the lead and tries to do better than regulations prescribe, by using easily recyclable raw materials and components, by cleaning historic ground pollution or by developing energy-friendly products. As an example, the OSYRIS arrival management software optimizes air-

craft approach routes and avoids unnecessary circling before landing, resulting in significant fuel savings, higher safety levels and reduced pollution of the environment.

When it is impossible to avoid the use of polluting production processes, Barco does everything possible to neutralize the negative impact. Its division Barco Manufacturing Services has had an environmental charter from an independent governmental agency since 1993, which rewards the ongoing effort for environmentally-friendly operation.

Openness is another cornerstone of Barco's corporate sustainability approach. In financial communications, for instance, Barco informs

everybody at the same time about results, important deals or structural changes in the company. This transparency is also reflected in the availability of the management team, which is always prepared to answer questions of individual or institutional shareholders, journalists and analysts. Furthermore, the annual General Meeting is an open forum for dialogue with shareholders.

Barco's efforts for transparency and openness did not go unnoticed. The company was awarded second prize for best financial communication from the Belgian Association of Financial Analysts, and received the 2003 Transparency Award from the Corporate Governance Authority.

## Comments on the results

In comparison with the previous year, sales decreased with 6% in 2003. Sales declines at BarcoProjection, BarcoVision and Barco Manufacturing Services more than offset the 9.7% increase at BarcoView. Excluding currency fluctuations, sales would have increased by 2%. There were also changes in the consolidation scope, which account for a sales increase of 0.5%: the divestment of Machine Vision on the one hand (deconsolidated from 1 July 2003 onwards) and the acquisition of Orthogon (September 2002), the acquisition of the assets of Trans-Lux West (April 2003) and Leyard (September 2003) on the other hand. The acquisitions of the assets of Trans-Lux West and Leyard for Barco Media & Entertainment had a relatively limited impact on the 2003 results because manufacturing of LED products in Barco Leyard only started in the first quarter of 2004. Trans-Lux West has now become Barco Media US, while Leyard has become Barco Leyard, the center of operations for Barco Media China.

Geographical distribution year-on-year shows hardly any change, with 32% of sales to the Americas, 16% to Asia-Pacific and 52% to EMEA (Europe, Middle East and Africa). The absence of a significant shift between the three geographical areas is characteristic for all divisions, with the exception of BarcoView

where sales to the Americas decreased by 5% due to weaker sales in the US defense & security market.

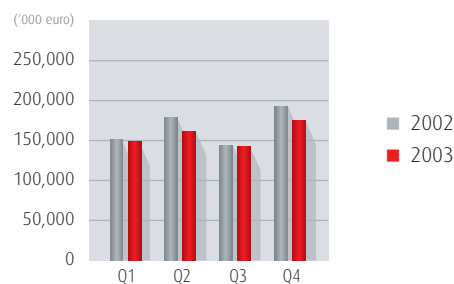
It is clear that, without the decline of the US dollar and related (Asian) currencies, sales would have been proportionally higher in the Americas and Asia-Pacific, as outlined in Barco's strategy to keep sales growing in these geographical areas.

Orders declined with 3% as compared to 2002. Excluding currency fluctuations, however, orders would have grown with 5%. The 8% growth in orders at BarcoProjection offset the decline at the other divisions to a large extent. For the whole of Barco, the first three quarters show a decline year-on-year, whereas the fourth quarter shows an increase by 19%. The book-to-bill ratio over 2003 is 1.05 versus 1.02 in 2002.

General and administration expenses, as a percentage of sales, remained relatively stable at 7.2%. Sales & marketing expenses, however, increased year on year to 15.9% from 14.6% reflecting higher sales coverage. Sales coverage further increased in North America and Asia as a result of the acquisitions of the assets of Trans-Lux West in the USA and of Leyard in China. R&D increased by 0.3% to 10.9%.

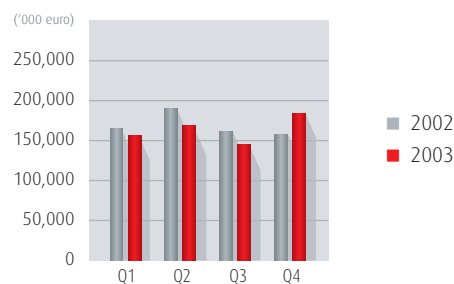
|          |       |
|----------|-------|
| Q4       | -10.4 |
| Q3       | -0.4  |
| Q2       | -10.3 |
| Q1       | -0.8  |
| ▲ % 2002 |       |

Evolution of sales per quarter 2003 vs 2002



|          |       |
|----------|-------|
| Q4       | 18.6  |
| Q3       | -10.1 |
| Q2       | -11.3 |
| Q1       | -5.7  |
| ▲ % 2002 |       |

Evolution of orders per quarter 2003 vs 2002



## Sales in '000 euro & current EBITA in %

|                              | 2003    | % EBITA | 2002    | % EBITA |
|------------------------------|---------|---------|---------|---------|
| BarcoProjection              | 307,860 | 8.7     | 334,122 | 11.4    |
| BarcoView                    | 211,894 | 15.6    | 193,088 | 11.7    |
| BarcoVision                  | 75,522  | 15.1    | 94,328  | 12.4    |
| dotrix                       | 4,765   | -97.0   | 7,100   | -67.6   |
| Barco Manufacturing Services | 64,473  | 3.8     | 81,911  | 4.5     |
| Eliminations                 | -35,571 |         | -41,510 |         |
| Total                        | 628,944 | 11.0    | 669,040 | 10.6    |

## Comments by division

### BarcoProjection

#### Orders and sales

Over 2003, orders at BarcoProjection increased by 8%, while sales declined by the same percentage.

2003 started with sales lower year-on-year in the first and second quarters, due to the overall economic uncertainty, which mainly affected the utilities market for control rooms and the civil flight simulation market. As of the second quarter, order levels improved to a book-to-bill ratio of 1.13. Over the following two quarters, this ratio further climbed to 1.14 and 1.15, to bring the book-to-bill ratio for the whole year to 1.15. Worth mentioning

are successes booked in digital cinema, media and events, simulation and edutainment. Control Rooms also performed very well, with a high order volume for broadcast solutions in the USA and Japan and traffic & surveillance worldwide. On the other hand the weak results in Home Cinema led to a reduction in direct sales force mid 2003.

As a result of the improved order situation, BarcoProjection realized a growth in sales year-on-year from the third quarter onwards. Barco's market leadership in events was confirmed by increased sales both in Europe and

in the US. Control Rooms recorded ongoing sales growth in China, India and Korea, as well as a recovery in Europe. System sales for presentation were good, while stand-alone product sales were weak. Simulation saw a partial recovery of civil aviation sales in the fourth quarter.

In 2003 two acquisitions of assets were made for Media & Entertainment: Trans-Lux West in the USA and Leyard in China, both to become our core teams for media, respectively in the US and in China. Their impact on sales was still limited in 2003 but will become more

important in 2004, especially when the manufacturing of LED walls at Barco Leyard in China starts in the first quarter of 2004.

At the end of 2003 the decision was taken to split up BarcoProjection into three new divisions: Barco Media & Entertainment, Barco Presentation & Simulation and Barco Control Rooms. This reorganization fits within Barco's focus to be market-oriented and make the company operate as close as possible to its customers.

## EBITA

EBITA decreased from 11.4% in 2002 to 8.7% in 2003.

The EBITA margin suffered from low sales in the first three quarters of the year and an unfavorable product mix, but recovered in the fourth quarter, driven by higher volumes in sales.

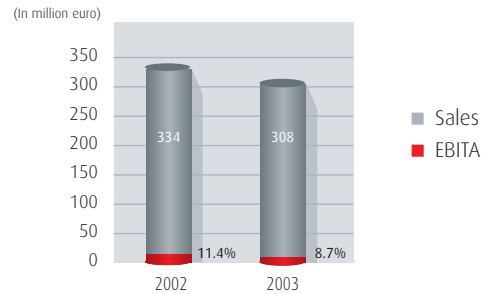
## R&D investments

Total expenditures for Research and Development amounted to 9% of sales.

## Number of employees

At the end of 2003 BarcoProjection had 1,746 employees worldwide.

## BarcoProjection sales & EBITA, 2002 vs 2003

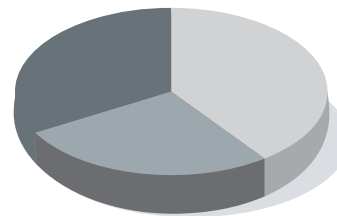


Presentation & Simulation

**33.2%**

Media & Entertainment

**39.8%**



Control Rooms

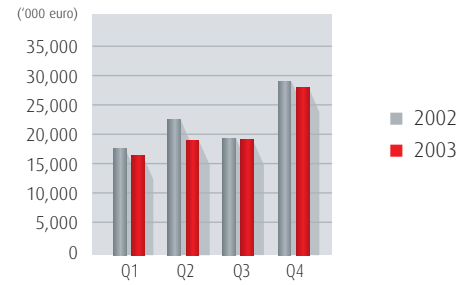
**27.0%**



■ **Carl Peeters**  
President Barco Control Rooms

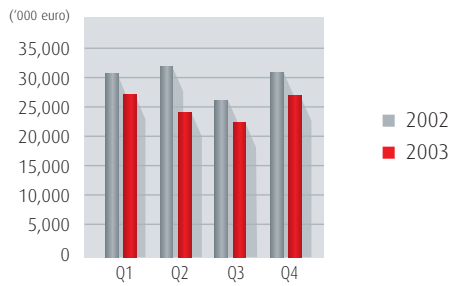
|          |       |     |      |
|----------|-------|-----|------|
| Q1       | Q2    | Q3  | Q4   |
| -8.2     | -16.2 | 0.5 | -4.9 |
| ▲ % 2002 |       |     |      |

Evolution of Control Rooms sales per quarter, 2003 vs 2002



|          |      |       |       |
|----------|------|-------|-------|
| Q1       | Q2   | Q3    | Q4    |
| -10.3    | -2.3 | -14.8 | -10.8 |
| ▲ % 2002 |      |       |       |

Evolution of Presentation & Simulation sales per quarter, 2003 vs 2002



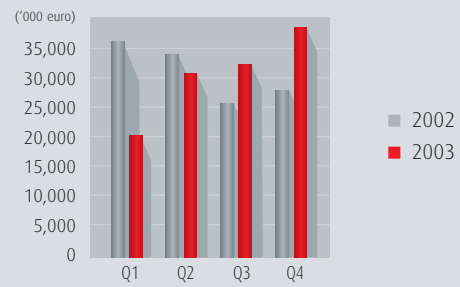
■ **Michel Vandeplas**  
President Barco Presentation & Simulation



■ **Stephan Paridaen**  
President Barco Media & Entertainment

|          |     |      |    |      |
|----------|-----|------|----|------|
|          | Q1  | Q2   | Q3 | Q4   |
| ▲ % 2002 | -44 | -9.3 | 27 | 38.4 |

Evolution of Media & Entertainment sales per quarter, 2003 vs 2002



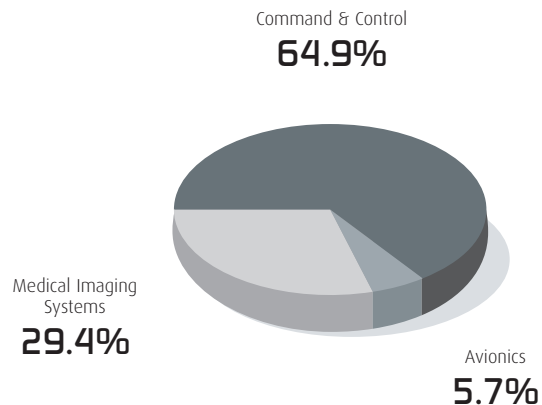
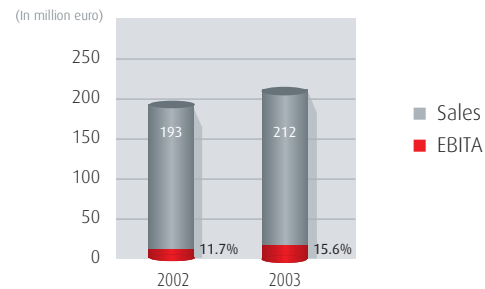
## BarcoView

### Orders and sales

Orders at BarcoView declined with 6% in 2003. Sales grew by 10%.

BarcoView sales rose throughout the first three quarters of the year, with a steep increase of 63% in the first quarter. Sales in medical imaging and air traffic management mainly accounted for this substantial growth. But the medical imaging market became weaker in the following quarter, because of customer stock depletion. From the third quarter onwards, improvements were to be noticed and Barco further strengthened its leadership in medical imaging. Defense & security was confronted with a slowdown of sales in the first half of the year due to the war in Iraq. But from the third quarter onwards, improvements were noticed. In the

BarcoView sales & EBITA, 2002 vs 2003





last quarter of 2003, sales did not increase year-on-year because a very large delivery of displays for air traffic management took place in the last quarter of 2002. Avionics sales were booming in the fourth quarter.

Orders took off well in the first quarter with a 20% growth year-on-year, despite a low for defense & security because of the Iraq war



■ **Luc Vandebroucke**  
President BarcoView

and the crisis in the aviation sector that led to a number of orders for ATC centers being postponed. In the second quarter, the avionics market started to generate strong orders, leading to an impressive sales figure in the final quarter. Orders for medical imaging remained more or less at the same levels as the year before.

## EBITA

EBITA margin increased from 11.7 % in 2002 to 15.6 % in 2003.

EBITA was positively influenced by the improved efficiency in operations and increased outsourcing of activities in medical imaging.

### R&D investments

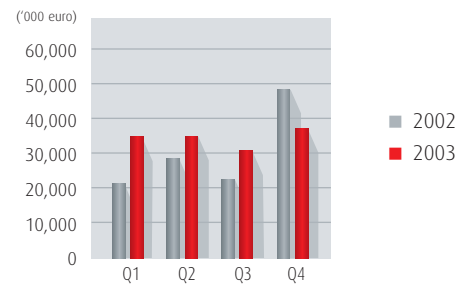
Total expenditures for Research & Development amounted to 12.1% of sales.

### Number of employees

At the end of 2003, BarcoView had 1,087 employees worldwide.

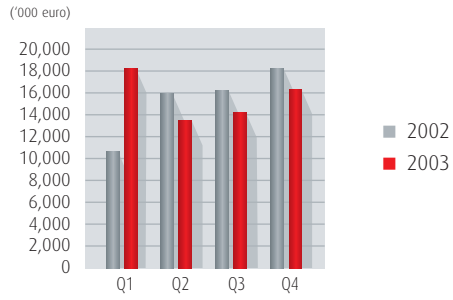
|          |      |      |       |
|----------|------|------|-------|
| Q1       | Q2   | Q3   | Q4    |
| 60.8     | 20.5 | 34.6 | -22.4 |
| ▲ % 2002 |      |      |       |

Evolution of Command & Control sales per quarter, 2003 vs 2002



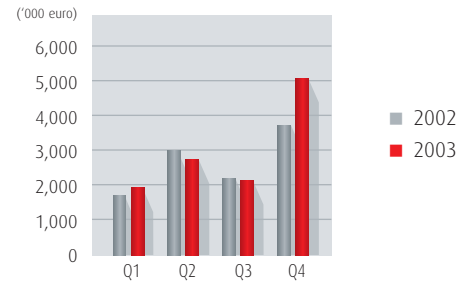
|          |       |       |      |
|----------|-------|-------|------|
| Q1       | Q2    | Q3    | Q4   |
| 71.5     | -14.8 | -12.1 | -9.6 |
| ▲ % 2002 |       |       |      |

Evolution of Medical Imaging Systems sales per quarter, 2003 vs 2002



|          |      |      |      |
|----------|------|------|------|
| Q1       | Q2   | Q3   | Q4   |
| 23.1     | -7.1 | -2.7 | 36.6 |
| ▲ % 2002 |      |      |      |

Evolution of Avionics sales per quarter, 2003 vs 2002



## BarcoVision

### Orders and sales

Sales at BarcoVision declined with 20% in 2003, orders by 25%.

Following the sale of Machine Vision, this business unit was no longer consolidated from 1 July 2003 onwards. This deconsolidation accounts for approximately 40% of the decline in sales.

The textiles market continued to perform well beginning of the year, resulting in a sales increase of 12% in the first quarter, even though sales were decreasing in the food sorting markets of Machine Vision. In the second quarter of the year, a decline of 7% was recorded, due to a downturn in textile subcontracting. A book-to-bill ratio lower than 1 for the second quarter was the first sign of the decline in the business cycle of the textiles market. From the third quarter onwards, the down cycle of the textiles market was reflected in weaker sales, a situation that is expected to continue well into 2004.

### EBITA

The EBITA margin increased from 12.4% in 2002 to 15.1% in 2003.

Due to a better product mix, the EBITA margin improved steadily year-on-year for the first three quarters. The last quarter of the year however, the EBITA margin decreased from 16.5% to 7.6% as a result of low sales volumes.

### R&D investments

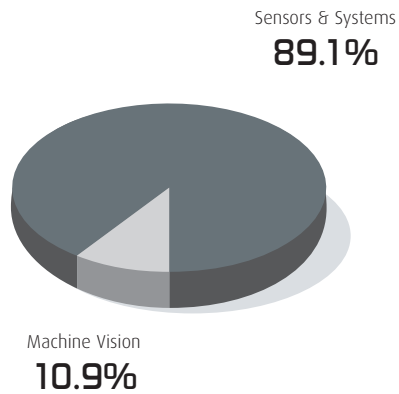
Total expenditures for Research & Development amounted to 12.7% of sales.

### Number of employees

At the end of 2003 BarcoVision had 449 employees worldwide.

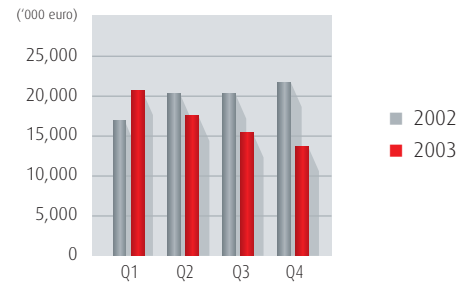


■ **Bernard Cruycke**  
President BarcoVision

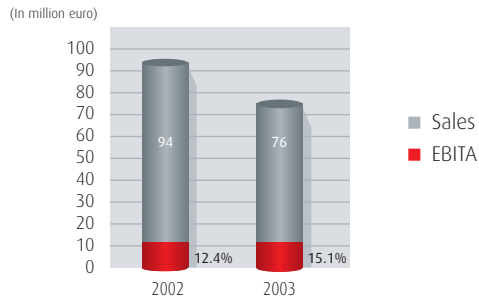


|          | Q1   | Q2  | Q3    | Q4    |
|----------|------|-----|-------|-------|
| ▲ % 2002 | 22.3 | -12 | -23.8 | -37.2 |

Evolution of Sensors & Systems sales per quarter, 2003 vs 2002

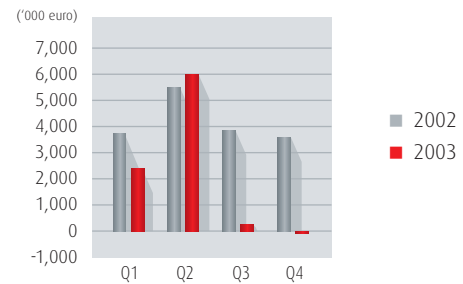


BarcoVision sales & EBITA, 2003 vs 2002



|          | Q1    | Q2 | Q3    | Q4     |
|----------|-------|----|-------|--------|
| ▲ % 2002 | -35.9 | 9  | -93.7 | -101.2 |

Evolution of Machine Vision sales per quarter, 2003 vs 2002



## Barco Manufacturing Services

### Orders and sales

Barco Manufacturing Services (formerly called Barco Subcontracting) saw orders going down with 25% and sales with 21%.

Towards the end of the year, it was decided to restructure Barco Manufacturing Services and consolidate the division in two plants, to further streamline the manufacturing operations. Smaller series will be produced in Belgium, whereas larger volume products are manufactured in the Czech Republic. This reorganization resulted in a charge of euro 2.5 million. This amount corresponds with the annual savings that will be realized from the beginning of 2005 onwards.

Both orders and sales were lower year-on-year for the four quarters.

### EBITA

The EBITA margin decreased from 4.5% to 3.8%. Indirect manufacturing costs not fully aligned with manufacturing volumes, had a negative impact on EBITA for 2003.

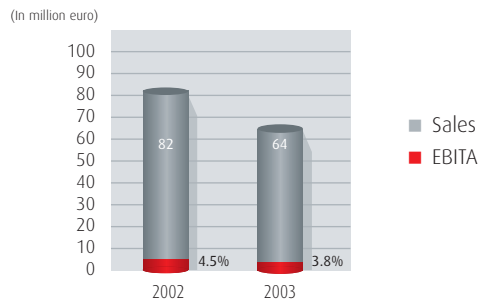
### Number of employees

At the end of 2003 Barco Manufacturing Services had 644 employees worldwide.



■ **Patrick Luysen**  
President Barco Manufacturing Services & General Operations

### Barco Manufacturing Services sales & EBITA, 2003 vs 2002



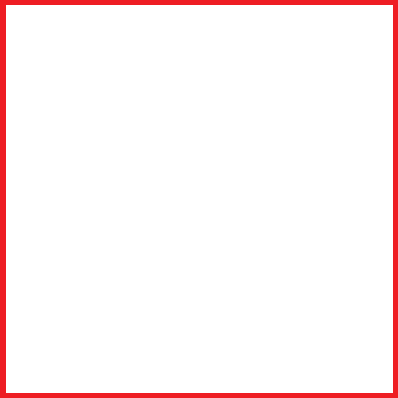
## **dotrix**

dotrix develops, manufactures and sells digital printing solutions for industrial applications. It was the last fully consolidated Barco subsidiary in the graphics market, Barco has retreated from over the last two years. At the end of 2003, dotrix was sold to Agfa-Gevaert.

Following the successful introduction of its new inkjet printing technology, dotrix concluded a number of important international contracts. In 2003 dotrix realized sales of almost euro 5 million, with a loss of about the same amount due to heavy investments in Research & Development. Orders increased with 43% year-on-year.

### **Number of employees**

At the end of 2003 dotrix employed 73 employees worldwide.







Information for the shareholder

## Information about the share

### Euronext Brussels

|                 |      |      |              |
|-----------------|------|------|--------------|
| Barco share     | BAR  | ISIN | BE0003790079 |
| Barco WPR-strip | BARS | ISIN | BE0005583548 |

|           |          |
|-----------|----------|
| Reuters   | BARBt.BR |
| Bloomberg | BAR BB   |

|   |                  |
|---|------------------|
| Market capitalization 31 Dec 03                       | 862,766,189 euro |
| Highest capitalization                                | 870,214,530 euro |
| Lowest capitalization                                 | 530,694,311 euro |
| Share price 31 Dec 02                                 | 49.95 euro       |
| Share price 31 Dec 03                                 | 69.50 euro       |
| Average number of shares traded on daily basis (2003) | 22,893           |

|                    |                  |
|--------------------|------------------|
| Yearly volume 2003 | 328,209,958 euro |
| Velocity 2003      | 48.96%           |



■ **JP Tanghe**  
President Corporate Communication  
& Investor Relations

## Capital

On 31 December 2003, the capital amounted to euro 53,073,264.76, represented by 12,413,902 shares.

Based on the decision of the extraordinary general meeting of 9 November 2000, the board of directors could create 400,000 warrants for the benefit of members of staff and non-executive directors, as well as for individuals who play an important role for the company. 82,453 warrants were granted in 2003.

The total number of outstanding warrants and options as of 31 December 2003, amounts to 735,592, which can lead to the creation of the same number of shares. The number of warrants and options, as established in consideration of the choice made on the occasion of the splitting up of Barco n.v. in 2000, can be exercised in accordance with the following exercising conditions:

## Options still exercisable within the context of the law of 1999

| Allocation               | Last exercise | Exercise price | Balance as of 31 Dec 2003 |
|--------------------------|---------------|----------------|---------------------------|
| 09/16/99 (personnel)     | Sep/09*       | 93.58 euro     | 128,481                   |
| 09/16/99 (non-personnel) | Sep/04        | 96.93 euro     | 2,500                     |
| 05/16/00 (personnel)     | Dec/06        | 95.64 euro     | 9,634                     |
| 07/13/00 (personnel)     | Jun/10*       | 91.92 euro     | 149,173                   |
| 07/13/00 (non-personnel) | Jun/05        | 93.27 euro     | 2,000                     |
| 06/18/02 (personnel)     | Jun/12*       | 42.01 euro     | 189,190                   |
| 06/18/02 (non-personnel) | Jun/12        | 46.36 euro     | 5,400                     |
| 06/24/02 (personnel UK)  | Jun/12        | 40.55 euro     | 4,752                     |
| 06/24/02 (personnel)     | Jun/12*       | 42.70 euro     | 10,000                    |
| 11/04/02 (personnel)     | Sep/12*       | 42.40 euro     | 25,900                    |
| 06/23/03 (personnel)     | Jun/13        | 50.75 euro     | 72,595                    |
| 06/23/03 (non-personnel) | Jun/08        | 52.17 euro     | 2,400                     |
| 06/23/03 (personnel UK)  | Jun/13        | 50.50 euro     | 1,605                     |
| 09/15/03 (personnel)     | Sep/13        | 57.52 euro     | 5,350                     |
|                          |               |                | 608,980                   |

\* to a large extent extended by 3 years, in accordance with the law of 24 December 2002, article 407

## Bond loan with warrants 1995-2005

| Issue date | Last exercise | Exercise price | Number 31 Dec 2003 |
|------------|---------------|----------------|--------------------|
| 03/08/95   | Feb/05        | 47.55 euro     | 126,612            |

## Convertible bond loan

| Issue date | Conversion | Exercise price | Number 31 Dec 2003 |
|------------|------------|----------------|--------------------|
| 11/29/95   | Nov/05     | 67.46 euro     | 80,000             |

## Ownership of the company's shares

On 31 December 2003, ownership of the company's shares was as follows:

GIMV: 29.60% (3,674,921 shares)

Public: 69.62% (8,643,053 shares)

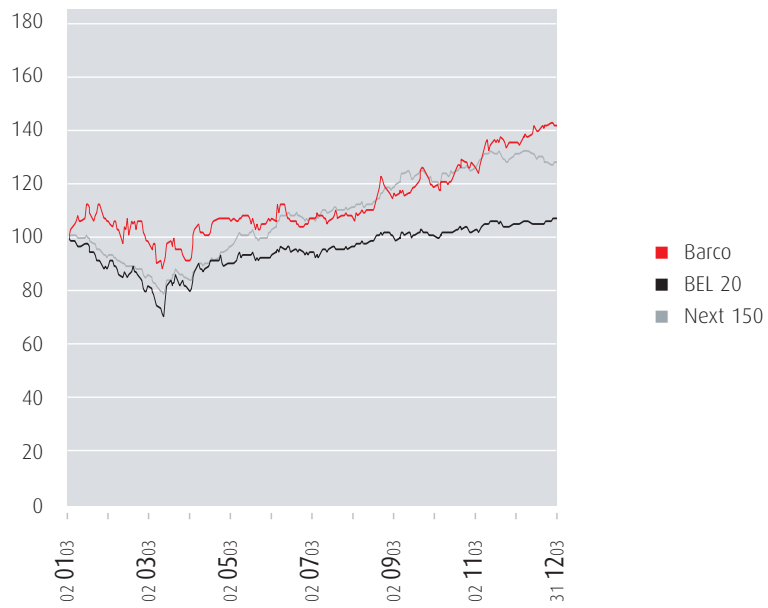
Barco: 0.77% (95,928 shares)

fully diluted: Gimv: 27.78% (3,674,921 shares)

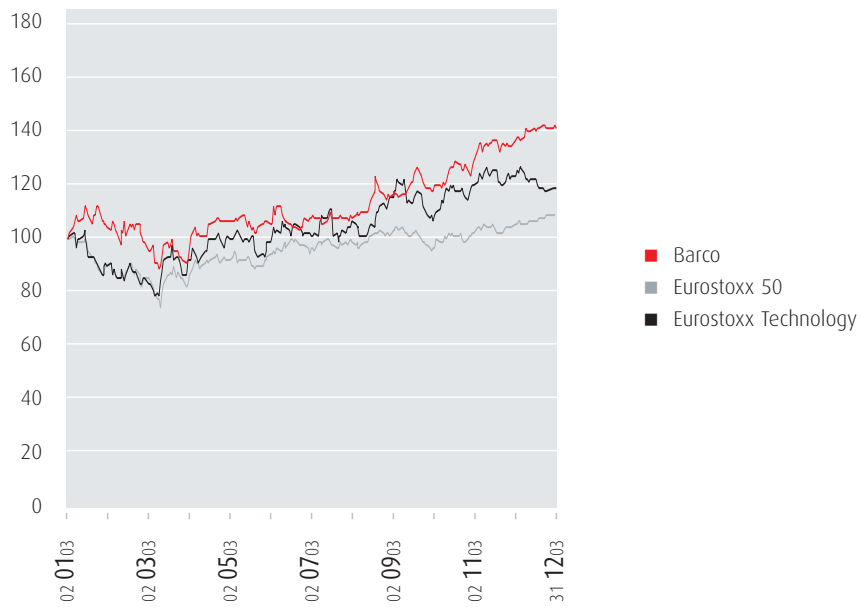
Public: 71.50% (9,458,645 shares)

Barco: 0.72% (95,928 shares)

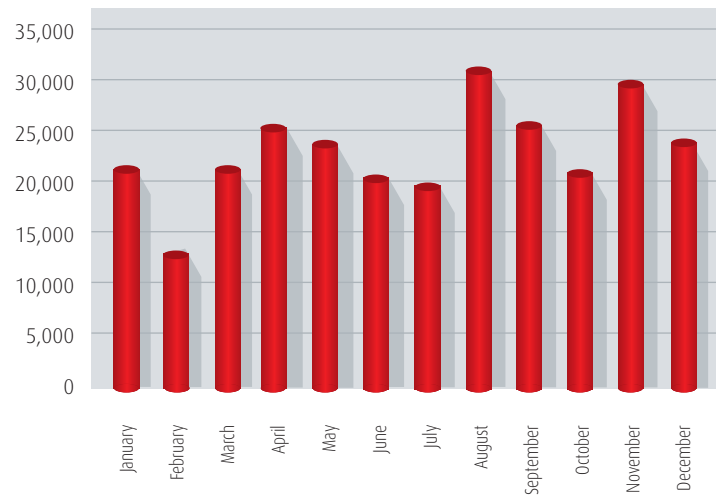
Evolution share price Barco/Next 150/BEL 20



### Evolution share price Barco/Eurostoxx 50/Eurostoxx Technology



### Daily average shares traded 2003



## Comments on the evolution of the share price

Just like in 2002, Barco outperformed the BEL 20, Next 150, Eurostoxx 50 and Eurostoxx Technology Indexes. Following the 27% increase in 2002, Barco's share price rose another 40% in the course of last year. The majority of the financial analysts supported this growth, although the uncertainty about the evolution of the US dollar and the stability of the worldwide economic recovery, made some of them issue a "hold" recommendation by the end of the year.

The growing interest of international investors, which was noted in 2002, clearly materialized in 2003, as illustrated by the

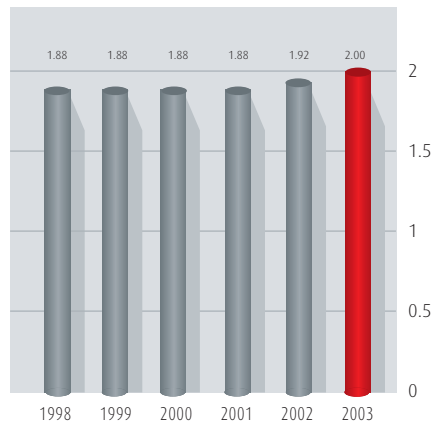
doubling of traded volumes over 2003 and a 74% increase in velocity. This lively interest from the international investors community can largely be explained by the fact that Barco delivered on the promises made in 2002. As announced, the company made a full exit from its graphics activities, by withdrawing from Esko-Graphics and selling dotrix to Agfa-Gevaert. Next to this, Barco further reduced working capital and restructured the activities of its Barco Manufacturing Services division. This restructuring will lead to increased efficiency, resulting in cost savings of euro 2.5 million in 2005.

Furthermore, Barco continued to demonstrate its leadership in established markets in 2003. Ongoing investments in R&D and Sales & Marketing, coupled with strategic acquisitions, allowed Barco to gain ground on competition in new markets like media.

As of January 2004 BarcoProjection has been split up into three new divisions. In line with the company's intention to keep on offering shareholders and international investors maximum transparency, Barco will report on these new divisions on the same level as for existing divisions from the first quarter of 2004 onwards.

## Dividend

The board of directors will propose to the general meeting that the dividend will be raised to 2.00 euro gross, this is 1.50 euro net, on withholding tax of 25%, and 1.70 euro net on withholding tax of 15% (with VVPR strip). Dividends will be payable from 26 May 2004.



Evolution dividend



## Analysts covering Barco

|                        |                    |
|------------------------|--------------------|
| Cazenove               | Daragh Horgan      |
|                        | Thomas Heidstra    |
| Corluy                 | Patrick Millecam   |
| Degroof                | Dirk Pattyn        |
| Delta Lloyd Securities | Gert De Mesure     |
| Dewaay NV              | Danny Wittenberg   |
|                        | Marc Ernaelsteen   |
| Dexia Securities       | Peter Van Assche   |
| SG Bank De Maertelaere | Danny Van Quaethem |
| Fortis Bank            | Kenneth Wils       |
| Goldman Sachs          | Charles Elliott    |
|                        | Christopher Agnew  |
|                        | Michael Nickson    |
| KBC Securities         | Dirk Saelens       |
| ING Barings            | Jean-Marc Mayeur   |
| Petercam SA            | Stefaan Genoe      |
| Puilaetco              | Philippe Rochez    |

## Financial calendar

|  |                  |
|--|------------------|
| Annual report 2003 available on <a href="http://www.barco.com">www.barco.com</a> (preliminary) | 19 February 2004 |
| Announcement of results 4Q03 and FY03  | 19 February 2004 |
| Announcement of results 1Q04   | 28 April 2004    |
| Annual General Meeting of Shareholders   | 12 May 2004      |
| Payment of dividend (coupon number 4)  | 26 May 2004      |
| Announcement of results 2Q04   | 27 July 2004     |
| Announcement of results 3Q04   | 27 October 2004  |
| Announcement of preliminary results 4Q04 and FY04  | 26 January 2005  |
| Announcement of results 4Q04 and FY04  | 17 February 2005 |
| Annual General Meeting of Shareholders<br>Announcement of results 1Q05                         | 4 May 2005       |

## Investor relations

The growing interest from worldwide investors, illustrated by the year-on-year doubling of volumes, clearly shows Barco's increased visibility in worldwide financial markets. The new Investor Relations website, part of a completely restyled Barco website, plays an important role in achieving this enhanced visibility.

Barco's new IR website is key in making information simultaneously available to all interested parties. The site not only lists all Barco press releases for investors, financial journalists and trade press, but also features audiocasts of the conference calls held when announcing quarterly results. In 2003 Barco also started publishing management interviews on the company's strategy.

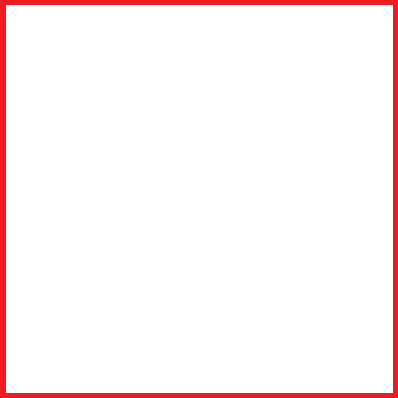
In line with its efforts to provide investors with detailed and trustworthy information, Barco also has historic material available on its IR website. Visitors can now download all

press releases issued since 1995, and all quarterly and annual reports published since 2000. Barco is convinced that these documents give an honest overview of company history and will help understand the company's present-day situation.

In 2003 Barco continued its efforts to keep shareholders and investors, institutional and private, up to date on the company status. At the same time, many new investors were seen on international roadshows or invited to visit Barco sites. Last year, over 150 private meetings were held with investors. Roadshows for institutional investors were organized in Belgium, the UK, the USA, France, Germany, Canada, Switzerland, the Netherlands, Luxembourg, Singapore, Spain, Italy, Denmark, Sweden and Hong Kong. In addition, Barco's IR department frequently communicated with financial analysts throughout the year.

In April 2003, Barco for the first time held an Analyst & Investor Day. Attendees had the opportunity to gain first-hand information from Barco's division and business unit managers. Participants were informed about Barco's market position, market share and growth potential, competitive advantages and new developments. At the same time they had the opportunity to attend real-life demo's of Barco's visualization solutions. The Analyst & Investor Day was greatly appreciated and will be organized each year from now on.

*All published materials can be downloaded from [www.barco.com](http://www.barco.com) or obtained from the Investor Relations department. Information about investor conference calls that have been scheduled, is also to be found on the website. E-mail addresses and telephone and fax numbers can be consulted on the final page of this annual report.*





Barco consolidated

# Income statement

|  | Note      | 2003           | 2002           |
|--|-----------|----------------|----------------|
| [ in thousands of euro ]   |           |                |                |
| Net sales  | 4         | 628,944        | 669,040        |
| Cost of goods sold   | 5         | -351,082       | -372,536       |
| <b>Gross profit</b>  |           | <b>277,862</b> | <b>296,504</b> |
| Research and development expenses  | 6         | -68,350        | -70,775        |
| Sales and marketing  |           | -100,307       | -97,987        |
| General and administration expenses  |           | -45,550        | -49,120        |
| Other operating income (expense) - net   | 7         | 5,436          | -7,393         |
| <b>Operating result before goodwill amortization and restructuring provision (EBITA)</b> |           | <b>69,091</b>  | <b>71,228</b>  |
| Goodwill amortization  | 14        | -6,397         | -7,699         |
| Restructuring provision  | 9         | -2,535         |                |
| <b>Operating result</b>  |           | <b>60,159</b>  | <b>63,529</b>  |
| Interest income (expense) - net  | 10        | 1,540          | 1,264          |
| Other non-operating income (expense) - net   | 11        | -8,399         | -29,068        |
| <b>Income before taxes</b>   |           | <b>53,299</b>  | <b>35,725</b>  |
| <b>Income taxes</b>  | <b>12</b> | <b>-6,666</b>  | <b>-18,059</b> |
| <b>Net income of consolidated companies</b>  |           | <b>46,634</b>  | <b>17,667</b>  |
| Minority interest  | 24        | -70            | 73             |
| <b>Net income</b>  |           | <b>46,564</b>  | <b>17,740</b>  |
| Earnings per share   | 13        | 3.77           | 1.43           |
| Diluted earnings per share   | 13        | 3.54           | 1.35           |

# Balance sheet [ in thousands of euro ]

Note **31 Dec 2003** 31 Dec 2002

## ASSETS

|                              |    |        |        |
|------------------------------|----|--------|--------|
| Goodwill                     | 14 | 32,123 | 30,538 |
| Capitalized development cost | 15 | 53,458 | 54,921 |
| Other intangible assets      | 15 | 1,564  | 1,923  |
| Land and buildings           | 16 | 57,908 | 58,150 |
| Assets under construction    | 16 | 10,234 | 456    |
| Other tangible assets        | 16 | 35,778 | 42,517 |
| Investments                  | 17 | 1,723  | 5,050  |
| Deferred tax assets          | 18 | 11,338 | 8,633  |
| Other non-current assets     | 17 | 3,645  | 14,609 |

### Non-current assets

**207,772** **216,797**

|                                       |    |         |         |
|---------------------------------------|----|---------|---------|
| Inventory                             | 19 | 103,351 | 117,995 |
| Trade debtors (accounts receivable)   | 20 | 149,486 | 158,497 |
| Other amounts receivable              | 20 | 25,851  | 31,846  |
| Deposits and cash at bank and in hand | 21 | 133,416 | 122,529 |
| Prepaid expenses and accrued income   | 22 | 3,131   | 4,680   |

### Current assets

**415,235** **435,547**

**Total assets** **623,008** **652,344**

## EQUITY AND LIABILITIES

**Equity** **23** **386,088** **382,759**

**Minority interest** **24** **1,122** **10**

|                             |    |        |        |
|-----------------------------|----|--------|--------|
| Long-term debts             | 25 | 17,235 | 13,275 |
| Deferred tax liabilities    | 18 | 3,054  | 9,125  |
| Other long-term liabilities | 25 | 1,329  | 3,223  |

### Non-current liabilities

**21,618** **25,623**

|  |    |        |        |
|--|----|--------|--------|
| Current portion of long-term debts         | 25 | 2,412  | 1,472  |
| Short-term debts                           | 26 | 9,536  | 19,656 |
| Trade payables                             |    | 57,104 | 60,388 |
| Advances received on contracts in progress |    | 19,460 | 26,125 |
| Tax payables                               |    | 24,080 | 27,020 |
| Employee benefits                          |    | 35,674 | 39,932 |
| Other current liabilities                  | 27 | 9,296  | 6,583  |
| Accrued charges and deferred income        | 28 | 16,025 | 22,708 |
| Provisions                                 | 29 | 40,593 | 40,069 |

**Current liabilities** **214,180** **243,952**

**Total equity and liabilities** **623,008** **652,344**

# Cash-flow statement (note 34)

2003

2002

[ in thousands of euro ]

|   |                |                |
|---|----------------|----------------|
| <b>Cash-flow from operating activities</b>  |                |                |
| Operating result before goodwill amortization and restructuring provision (EBITA) | 69,091         | 71,228         |
| Amortization capitalized development cost   | 34,733         | 34,764         |
| Depreciation of tangible and intangible fixed assets                              | 19,616         | 21,648         |
| Gains and losses on tangible fixed assets   | 276            | 698            |
| <b>Gross operating cash-flow</b>  | <b>123,716</b> | <b>128,338</b> |
| Decrease in trade receivables   | 4,280          | 12,249         |
| Decrease in inventory   | 7,887          | 35,138         |
| Increase in trade payables  | 1,024          | 1,271          |
| Other changes in net working capital  | -4,904         | 5,965          |
| <b>Change in net working capital</b>  | <b>8,288</b>   | <b>54,623</b>  |
| <b>Net operating cash-flow</b>  | <b>132,004</b> | <b>182,961</b> |
| Interest income/expense   | 1,540          | 1,264          |
| Income taxes  | -15,442        | -15,190        |
| <b>Cash-flow from operating activities</b>  | <b>118,102</b> | <b>169,036</b> |
| <b>Cash-flow from investing activities</b>  |                |                |
| Expenditure on product development  | -36,106        | -35,474        |
| Purchases of tangible and intangible fixed assets                                 | -19,222        | -17,575        |
| Proceeds on disposals of tangible and intangible fixed assets                     | 567            |                |
| Acquisition of Group companies, net of acquired cash                              | -11,492        | -10,493        |
| Disposal of Group companies, net of disposed cash                                 | 5,894          | 4,756          |
| Other investing activities  | 34             | 993            |
| <b>Cash-flow from investing activities</b>  | <b>-60,326</b> | <b>-57,793</b> |
| <b>Cash-flow from financing activities</b>  |                |                |
| Dividends paid  | -23,831        | -23,335        |
| Share issue   | 89             |                |
| Acquisition of own shares   | -4,978         |                |
| Proceeds from (+), payments of (-) long-term liabilities                          | 146            | -2,996         |
| Proceeds from (+), payments of (-) short-term liabilities                         | -9,180         | -59,084        |
| Other   | -9,135         | -10,010        |
| <b>Cash-flow from financing activities</b>  | <b>-46,889</b> | <b>-95,425</b> |
| <b>Net decrease/increase in cash and cash equivalents</b>                         | <b>10,887</b>  | <b>15,818</b>  |
| <b>Cash and cash equivalents at beginning of period</b>                           | <b>122,529</b> | <b>106,711</b> |
| <b>Cash and cash equivalents at end of period</b>                                 | <b>133,416</b> | <b>122,529</b> |



## Consolidated statement of changes in shareholders' equity

| [ in thousands of euro ]           | Share capital | Share premium  | Retained earnings | Cumulative translation adjustment | Interest rate swap | Convertible bond | Acquired own shares | Total equity   |
|------------------------------------|---------------|----------------|-------------------|-----------------------------------|--------------------|------------------|---------------------|----------------|
| Balance at 1 January 2002          | 53,065        | 120,471        | 222,793           | 8,323                             | -367               | 188              |                     | 404,473        |
| Net income                         |               |                | 17,740            |                                   |                    |                  |                     | 17,740         |
| Dividend                           |               |                | -23,335           |                                   |                    |                  |                     | -23,335        |
| Translation adjustment             |               |                |                   | -15,794                           |                    |                  |                     | -15,794        |
| Cash-flow hedge                    |               |                |                   |                                   | -326               |                  |                     | -326           |
| Capital increase                   |               |                |                   |                                   |                    |                  |                     |                |
| Acquisition of own shares          |               |                |                   |                                   |                    |                  |                     |                |
| <b>Balance at 31 December 2002</b> | <b>53,065</b> | <b>120,471</b> | <b>217,198</b>    | <b>-7,471</b>                     | <b>-693</b>        | <b>188</b>       |                     | <b>382,759</b> |
| Balance at 1 January 2003          | 53,065        | 120,471        | 217,198           | -7,471                            | -693               | 188              |                     | 382,759        |
| Net income                         |               |                | 46,564            |                                   |                    |                  |                     | 46,564         |
| Dividend                           |               |                | -23,831           |                                   |                    |                  |                     | -23,831        |
| Translation adjustment             |               |                |                   | -14,764                           |                    |                  |                     | -14,764        |
| Cash-flow hedge                    |               |                |                   |                                   | 250                |                  |                     | 250            |
| Capital increase                   | 8             | 81             |                   |                                   |                    |                  |                     | 89             |
| Acquisition of own shares          |               |                |                   |                                   |                    |                  | -4,978              | -4,978         |
| <b>Balance at 31 December 2003</b> | <b>53,073</b> | <b>120,552</b> | <b>239,931</b>    | <b>-22,234</b>                    | <b>-443</b>        | <b>188</b>       | <b>-4,978</b>       | <b>386,088</b> |

# Notes to the consolidated financial statements

## 1. First time adoption of IFRS

The “International Financial Reporting Standards” (IFRS) are applied to the consolidated financial statements of the Barco group. 2003 is the first year in which the publication of results is in conformity with these rules. IFRS has also been applied to the figures for the financial year 2002, based on SIC 8, so that they can be used as a relevant basis for comparison. In addition to the accounting principles (1.1.), you will find explanatory notes making the comparison with the annual accounts that were published in conformity with Belgian GAAP (1.2.). The financial statements were authorized for issue by the board of directors on 15 March 2004. The chairman has the power to amend the financial statements until the shareholders’ meeting of 12 May 2004.

### 1.1. Accounting principles

#### 1. Basis of presentation

The consolidated financial statements of the Barco group have been prepared in accordance with International Financial Reporting Standards (IFRS), which comprise standards and interpretations approved by the IASB, and International Accounting Standards and Standing Interpretations Committee Interpretations approved by the IASC that remain in effect. The financial statements are presented in thousands of euro and are prepared under the historical cost convention, except for the measurement at fair value of investments and derivative financial instruments.



■ **Antoon van Petegem**  
Chief Financial Officer

## 2. Principles of consolidation

### General

The consolidated financial statements comprise the accounts of the parent company, Barco n.v., and its controlled subsidiaries, after the elimination of all intercompany transactions.

### Subsidiaries

Subsidiaries are consolidated from the date the parent obtains control until the date control ceases. Acquisitions of subsidiaries are accounted for using the purchase method of accounting. Control exists when Barco has the power to govern the financial and operating policies of an entity so as to obtain benefits from its activities. The financial statements of subsidiaries are prepared according to the parent’s company reporting schedule, using consistent accounting policies.

### Investments in associated companies

Investments in associated companies over which the Company has significant influence but no control (typically those that are 20-50% owned) are accounted for under the equity method of accounting and are carried in the balance sheet at the lower of the equity method amount and the recoverable amount, and the pro rata share of income (loss) of associated companies is included in income.

### Joint ventures

The company’s interest in the jointly controlled entity is accounted for by proportionate consolidation, which involves recognizing a proportionate share of the joint venture’s assets, liabilities, income and expenses with similar items in the consolidated financial statements on a line-by-line basis.

### 3. Goodwill

Goodwill represents the excess of the cost of the acquisition over the fair value of identifiable net assets of a subsidiary or associated company at the date of acquisition. Goodwill is amortized using the straight-line method over its expected useful life. General estimate of useful life is 10 years, unless a longer or shorter period can be justified. This period is not exceeding 20 years.

### 4. Research and development costs

Research and development costs are expensed as incurred, except for development costs, which relate to the design and testing of new or improved materials, products or processes, which are capitalized to the extent that it is expected that such assets will generate future economic benefits and the recognition criteria of IFRS are met. Capitalized development costs are amortized on a systematic basis over their expected useful lives. General estimate of useful life is 2 years, unless a longer or shorter period can be justified. This period is not exceeding 4 years.

### 5. Other intangible assets

Other intangible assets, which are acquired, are capitalized and amortized on a straight-line basis not exceeding 5 years.

### 6. Property, plant and equipment

Property, plant and equipment are stated at cost less accumulated depreciation and

amortization. Generally, depreciation and amortization are computed on a straight-line basis over the estimated useful life of the asset. The carrying amounts are reviewed at each balance sheet date to assess whether they are recorded in excess of their recoverable amounts, and where carrying values exceed this estimated recoverable amount, assets are written down to their recoverable amount.

Estimated useful life is:

|                          |  |
|--------------------------|--|
| - buildings              | 20 years   |
| - installations          | 10 years   |
| - production machinery   | 5 years  |
| - measurement equipment  | 4 years  |
| - tools and models       | 3 years  |
| - furniture              | 10 years   |
| - office equipment       | 5 years  |
| - computer equipment     | 3 years  |
| - vehicles               | 5 years  |
| - leasehold improvements | cfr underlying asset, limited to<br>outstanding period of lease contract |
| - demo material          | 1 to 3 years   |

### 7. Leases

Finance leases, which effectively transfer to the group substantially all risks and benefits incidental to ownership of the leased item, are capitalized as property, plant and equipment at net present value. The corresponding liabilities are recorded as long-term or current liabilities depending on the period in which they are due. Lease interest is charged to the income statement as a financial cost. Capitalized leased assets are depreciated

over the useful life as mentioned under "property, plant and equipment".

Operating leases, where the lessor effectively retains substantially all the risks and benefits of ownership over the lease term, are classified as operating leases. Operating lease payments are expressed in the income statement on a straight line basis over the lease term.

### 8. Other participating interests (investments)

Other participating interests are treated as financial assets held for trading and are initially recognized at cost, being the fair value of the consideration given and including acquisition costs associated with the investment. For investments quoted in an active market, the quoted market price is the best measure of fair value. For investments not quoted in an active market, the carrying amount is the historical cost, if a reliable estimate of fair value cannot be made. An impairment loss is recorded when the carrying amount exceeds the estimated recoverable amount.

### 9. Other non-current assets

Other non-current assets include long-term interest-bearing receivables and cash guarantees. Such long-term receivables are accounted for as loans and receivables originated by the company and are carried at amortized cost. An impairment loss is recorded when the carrying amount exceeds the estimated recoverable amount.

## 10. Inventories

Inventories are valued at the lower of cost or net realizable value. Cost is determined on a first in first out (FIFO) basis. Net realizable value is the estimated selling price in the ordinary course of business less estimated costs of completion and the estimated costs of completing the sale. In addition to the cost of materials and direct labor, the relevant proportion of production overhead is included in the inventory values.

## 11. Revenue recognition

Revenue is recognized when it is probable that the economic benefits will flow to the group and the revenue can be reliably measured. For product sales, revenue is recognized when the significant risks and rewards of ownership of the goods have passed to the buyer. Sales are recognized when persuasive evidence of an arrangement exists, delivery has occurred, the fee is fixed and determinable, and collectibility is probable. For contract sales, the percentage of completion method is used, provided that the outcome of the contract can be assessed with reasonable certainty. For sales of services, revenue is recognized by reference to the stage of completion. Revenue on government grants is recognized as income in proportion to the depreciation of the underlying fixed assets.

## 12. Trade receivables and other current assets

Trade receivables and other current assets are shown on the balance sheet at nominal

value (in general, the original amount invoiced) less an allowance for doubtful debts. Such an allowance is recorded in operating income when it is probable that the company will not be able to collect all amounts due. Allowances are calculated on an individual basis, and on a portfolio basis for groups of receivables that are not individually identified as impaired.

## 13. Cash and cash equivalents

Cash and cash equivalents consist of cash on hand and balances with banks and short-term investments. It is the group's policy to hold investments to maturity. All investments are initially recognized at cost. Gains and losses are recognized in income when the investments are redeemed or impaired, as well as through the amortization process.

## 14. Provisions

Provisions are recorded when the group has a present legal or constructive obligation as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made to the amount of the obligation.

The Group recognizes the estimated liability to repair or replace products still under warranty at the balance sheet date. The provision is calculated based on historical experience of the level of repairs and replacements.

## 15. Equity – costs of an equity transaction

The transaction costs of an equity transaction are accounted for as a deduction from equity, net of any related income tax benefit.

## 16. Interest-bearing loans and borrowings

All loans and borrowings are initially recognized at cost, being the fair value of the consideration received net of issue costs associated with the loan/borrowing. Subsequent to initial recognition, interest-bearing loans and borrowings are stated at amortized cost using the effective interest rate method. Amortized cost is calculated by taking into account any issue costs and any discount or premium on settlement.

## 17. Trade and other payables

Trade and other payables are stated at cost.

## 18. Employee benefits

Employee benefits are recognized as an expense when the group consumes the economic benefit arising from service provided by an employee in exchange for employee benefits, and as a liability when an employee has provided service in exchange for employee benefits to be paid in the future. General pension plans are defined contribution plans. Obligations for these plans are recognized as an expense in the income statement as incurred.

Pension obligations caused by legal require-

ments and some exceptional cases where the additional pension plan includes defined benefit obligations, are treated as post employment benefits of a defined benefit type.

## 19. Transactions in foreign currencies

Transactions in foreign currencies are recorded at the rates of exchange prevailing at the date of the transaction or at the end of the month before the date of the transaction. At the end of the accounting period the unsettled balances on foreign currency receivables and liabilities are valued at the rates of exchange prevailing at the end of the accounting period. Foreign exchange gains and losses are recognized in the income statement in the period in which they arise.

## 20. Foreign group companies

In the consolidated accounts all items in the profit and loss accounts of foreign subsidiaries are translated into euro at the average exchange rates for the accounting period. The balance sheets of foreign group companies are translated into euro at the rates of exchange ruling at the year-end. The resulting exchange differences are classified as equity until disposal of the investment.

## 21. Derivative financial instruments

Derivative financial instruments are recognized initially at cost. Subsequent to initial recognition, derivative financial instruments are stated at fair value. The fair values of derivative interest contracts are estimated by discounting expected future cash flows using

current market interest rates and yield curve over the remaining term of the instrument. The fair value of forward exchange contracts is their market price at the balance sheet date. Recognition of any resulting gain or loss depends on the nature of the item being hedged.

Derivative financial instruments that are either hedging instruments that are not designated or do not qualify as hedges are carried at fair value with changes in value included in the income statement.

Where a derivative financial instrument is designated as a hedge of the variability in cash flows of a recognized asset or liability, a firm commitment or a highly probable forecasted transaction, the effective part of any gain or loss on the derivative financial instrument is recognized directly in equity.

## 22. Income taxes

Current taxes are based on the results of the group companies and are calculated according to local tax rules. Deferred tax assets and liabilities are determined, using the liability method, for all temporary differences arising between the tax basis of assets and liabilities and their carrying values for financial reporting purposes. Tax rates are used that are expected to apply to the period when the asset is realized or the liability is settled, based on tax rates and tax laws that have been enacted or subsequently enacted at the balance sheet date. Deferred tax assets are recognized for all deductible temporary differences, carry-forward of unused tax credits and unused tax losses, to the extent that

it is probable that taxable profit will be available against which the deductible temporary differences, carry-forward of unused tax credits and tax losses can be utilized.

## 23. Impairment of assets

At each balance sheet date, an assessment is made as to whether any indication exists that assets may be impaired. If any such indication exists, an impairment test is carried out in order to determine if and to what extent a valuation allowance is necessary to its value in use (the present value of estimated future cash-flows) or, if higher, to its net selling price. Then, and only then, is an impairment loss recorded and completely charged against income.

An impairment loss is recognized whenever the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount. Impairment losses are recognized in the income statement.

## 24. Earnings per share

The group calculates both basic and diluted earnings per share in accordance with IAS 33, Earnings per share. Under IAS 33, a basic earnings per share is computed using the weighted average number of shares outstanding during the period. Diluted earnings per share is computed using the weighted average number of shares outstanding during the period plus the dilutive effect of warrants and stock options outstanding during the period.

1.2. Explanatory notes making the comparison with annual accounts  
published in conformity with Belgian GAAP

1.2.1. Impact of the transition from Belgian GAAP to IFRS on the balance sheet

| [ in thousands of euro ]                   | 31 Dec 2002<br>IFRS | 31 Dec 2002<br>Belgian GAAP | 31 Dec 2002<br>Difference |
|--|---------------------|-----------------------------|---------------------------|
| <b>ASSETS</b>                              |                     |                             |                           |
| Goodwill                                   | 30,538              | 46,728                      | -16,190                   |
| Capitalized development cost               | 54,921              | 38,402                      | 16,519                    |
| Other intangible assets                    | 1,923               | 1,408                       | 515                       |
| Land and buildings                         | 58,150              | 55,384                      | 2,766                     |
| Assets under construction                  | 456                 | 456                         |                           |
| Other tangible assets                      | 42,517              | 37,849                      | 4,668                     |
| Investments                                | 5,050               | 5,050                       |                           |
| Deferred tax assets                        | 8,633               |                             | 8,633                     |
| Other non-current assets                   | 14,609              | 14,609                      |                           |
| <b>Non-current assets</b>                  | <b>216,797</b>      | <b>199,886</b>              | <b>16,911</b>             |
| Inventory                                  | 117,995             | 109,964                     | 8,031                     |
| Trade debtors (accounts receivable)        | 158,497             | 157,053                     | 1,444                     |
| Other amounts receivable                   | 31,846              | 31,949                      | -103                      |
| Deposits and cash at bank and in hand      | 122,529             | 122,528                     | 1                         |
| Prepaid expenses and accrued income        | 4,680               | 4,680                       |                           |
| <b>Current assets</b>                      | <b>435,547</b>      | <b>426,174</b>              | <b>9,373</b>              |
| <b>Total assets</b>                        | <b>652,344</b>      | <b>626,060</b>              | <b>26,284</b>             |
| <b>EQUITY and LIABILITIES</b>              |                     |                             |                           |
| Equity                                     | 382,759             | 336,925                     | 45,834                    |
| Minority interest                          | 10                  | 10                          |                           |
| Long-term debts                            | 13,275              | 13,345                      | -70                       |
| Deferred tax liabilities                   | 9,125               | 9,191                       | -66                       |
| Other long-term liabilities                | 3,223               | 3,223                       |                           |
| <b>Non-current liabilities</b>             | <b>25,623</b>       | <b>25,759</b>               | <b>-136</b>               |
| Current portion of long-term debts         | 1,472               | 1,472                       |                           |
| Short-term debts                           | 19,656              | 19,656                      |                           |
| Trade payables                             | 60,388              | 60,388                      |                           |
| Advances received on contracts in progress | 26,125              | 26,125                      |                           |
| Tax payables                               | 27,020              | 26,493                      | 527                       |
| Employee benefits                          | 39,932              | 31,833                      | 8,099                     |
| Other current liabilities                  | 6,583               | 29,827                      | -23,244                   |
| Accrued charges and deferred income        | 22,708              | 20,660                      | 2,048                     |
| Provisions                                 | 40,069              | 46,912                      | -6,843                    |
| <b>Current liabilities</b>                 | <b>243,952</b>      | <b>263,366</b>              | <b>-19,414</b>            |
| <b>Total equity and liabilities</b>        | <b>652,344</b>      | <b>626,060</b>              | <b>26,284</b>             |

## Differences between balance sheet 2002 in IFRS and published balance sheet 2002 according to Belgian GAAP

### a. Dividends

Net equity is calculated before allocation of the results.

Under Belgian GAAP, dividend payments proposed to the general assembly by the board of directors were accounted for as a debt, instead of net equity.

Under IFRS rules these dividends are still included in net equity.

Impact on net equity per 31 Dec 2001: € +23,335K  
31 Dec 2002: € +23,831K

### b. Investment grants

Under Belgian GAAP, subsidies and investment grants not yet booked as income, are included in the net equity of the company, under deduction of deferred taxes.

Under IFRS rules, these subsidies and investment grants that do not qualify to be booked as revenue, remain on the balance sheet as a liability, even if reimbursement of the grant is excluded.

Impact on net equity per 31 Dec 2001: € -3,518K  
31 Dec 2002: € -3,144K

### c. Capitalized development costs

Under Belgian GAAP, capitalized R&D included also long term research, that did not necessarily lead immediately to a commercial product; valuation was done at an hourly rate, including only the direct part of the R&D team.

Under IFRS rules, only development immediately leading to commercial products or additions to products is capitalized. Costs made to correct product design after commercial introduction are not capitalized. Capitalization however also includes overhead related to development.

Amortization only starts at the moment the product is commercially available.

Under Belgian GAAP, amortization rules included a full year's amortization applied already in the year of capitalization. Under IFRS, amortization starts on average 6 months later and is only made "pro rata temporis" i.e. only for the part of the year remaining after the commercial availability.

Impact on net equity per 31 Dec 2001: € +14,608K  
31 Dec 2002: € +16,519K

#### d. Consolidation goodwill

Differences are created by the fact that

- initial goodwill is adjusted taking into account IFRS valuation rules for the balance sheet of the acquired company
- first year amortization in IFRS is pro rata temporis, while under Belgian GAAP a full year amortization was applied in the first year
- standard amortization period in IFRS is 10 years, instead of 5, 10 or 20 years

Impact on net equity per 31 Dec 2001: € -15,274K  
31 Dec 2002: € -16,190K

#### e. Tangible fixed assets and software

Under Belgian GAAP, depreciation over the year of first use was calculated over the full year. For countries where this was not allowed and where fixed assets were not important, no adjustment was made.

Under IFRS, depreciation over the year of first use is made only "pro rata temporis" of real use.

On average, this means that depreciation starts 6 months later, leading to an increase of the valuation of tangible fixed assets.

Impact on net equity per 31 Dec 2001: € +9,774K  
31 Dec 2002: € +7,949K

#### f. Inventory

Under Belgian GAAP, Barco had chosen to value inventory at direct cost of materials and salaries without any coverage of manufacturing or other overhead cost. Materials were valued at the last purchase price.

Under IFRS, Barco has chosen to value at full manufacturing cost using the FIFO method.

During 2003–2004, more precise valuation methods will be put into place gradually.

Impact on net equity per 31 Dec 2001: € +9,349K  
31 Dec 2002: € +8,031K



### g. Trade debtors

Some write-offs, which were calculated on a more general basis under Belgian GAAP, are no longer maintained under IFRS.

Impact on net equity per 31 Dec 2001: € +1,615K  
31 Dec 2002: € +1,444K

### h. Provisions

Provisions for social liabilities are transferred to employee benefits. At the same time, employee benefits increase, mainly for pension obligations. The provisions for maintenance of the buildings, booked in accordance with Barco's Belgian GAAP rules, are no longer admitted under IFRS rules. This has an impact of euro 2,637K at the end of 2001 and euro 2,202K at the end of 2002.

Impact on net equity per 31 Dec 2001: € +392K  
31 Dec 2002: € -1,256K

### i. Deferred tax assets and liabilities

Under IFRS deferred tax assets and liabilities are calculated in following cases:

- deferred tax assets based upon tax carry forward losses, when they are likely to be used in the near future
- deferred tax assets or liabilities based upon temporary differences between IFRS-valuation rules and local tax rules (capitalizing development, depreciation of fixed assets, full cost inventory,...)

Under Belgian GAAP only deferred tax liabilities were accounted for in case of temporary differences between Belgian valuation rules and local tax rules.

Impact on net equity per 31 Dec 2001: € +10,194K  
31 Dec 2002: € +7,800K

## j. Unrealized exchange gains

Under IFRS unrealized exchange gains are recognized as income, while under Belgian GAAP they were deferred.

Impact on net equity per 31 Dec 2001: € +1,141K  
31 Dec 2002: € +1,096K

## k. Derivatives

Barco uses the following derivatives:

- Interest rate swaps are treated as cash flow hedges (directly related to a specified underlying transaction). Consequently, the fair value at balance sheet date is recognized directly in equity.

Impact on net equity per 31 Dec 2001: € -367K  
31 Dec 2002: € -693K

- Currency rate swaps are treated as macro-hedges (not directly related to a specified underlying transaction). As a consequence changes in fair value are recognized in income statement.

Impact on net equity per 31 Dec 2001: € -103K  
31 Dec 2002: € +269K

- A convertible bond, for which the warrant value is recognized in equity.

Impact on net equity per 31 Dec 2001: € +90K  
31 Dec 2002: € +70K

## 1.2.2. Impact of the transition from Belgian GAAP to IFRS on the income statement

| Difference in net result | 2002                    | 2002                    | 2002                    | 2002                    | 2002    |
|--------------------------|-------------------------|-------------------------|-------------------------|-------------------------|---------|
| [ in thousands of euro ] | 1 <sup>st</sup> quarter | 2 <sup>nd</sup> quarter | 3 <sup>rd</sup> quarter | 4 <sup>th</sup> quarter | Dec YTD |
| IFRS                     | 6,688                   | -12,272                 | 5,878                   | 17,373                  | 17,667  |
| Belgian GAAP             | 5,728                   | -13,287                 | 7,023                   | 22,172                  | 21,636  |
| Difference               | 960                     | 1,015                   | -1,145                  | -4,799                  | -3,969  |

### a. Amortization of goodwill

Goodwill amortization under IFRS is based on the following principles:

- initial goodwill is adjusted taking into account IFRS valuation rules for the acquired company
- under IFRS, amortization starts at the moment the company is acquired while under Belgian GAAP a full year was amortized in the year of acquisition
- general estimate of useful life under IFRS is 10 years

|                         | Difference* |
|-------------------------|-------------|
| 1 <sup>st</sup> quarter | -105        |
| 2 <sup>nd</sup> quarter | -13         |
| 3 <sup>rd</sup> quarter | -209        |
| 4 <sup>th</sup> quarter | 140         |
| Year 2002               | -187        |

[ in thousands of euro ]

- \* - = negative impact on results
- + = positive impact on results

### b. Capitalization and amortization of development cost

Since capitalization criteria are stricter under IFRS than under Belgian GAAP, fewer projects are subject to capitalization. However, since projects are capitalized at full cost instead of direct cost, more costs per project are subject to capitalization. In 2002, 35.5 million euro was capitalized under IFRS, while 38.4 million euro was capitalized under Belgian GAAP rules.

Under IFRS, amortization only starts when products are available for use. Under Belgian GAAP, development costs were amortized over 3 years with a full year of amortization in the year of development. This results in a different amortization scheme. In 2002, 34.8 million euro was amortized under

IFRS, while 40.1 million euro was amortized under Belgian GAAP. The difference was particularly high in the 4<sup>th</sup> quarter of 2002, since some projects were fully amortized under Belgian GAAP, which were never capitalized under IFRS.

|                         | Difference |
|-------------------------|------------|
| 1 <sup>st</sup> quarter | 555        |
| 2 <sup>nd</sup> quarter | 597        |
| 3 <sup>rd</sup> quarter | -378       |
| 4 <sup>th</sup> quarter | 1,576      |
| Year 2002               | 2,350      |

[ in thousands of euro ]

#### c. Depreciation of software and tangible fixed assets

Under Belgian GAAP, a full year of depreciation was calculated in the year an asset was first used, while under IFRS depreciation starts on a monthly basis. As a result, in a year like 2002 with lower investments than the years before, depreciation costs are lower under Belgian GAAP than under IFRS. The difference is particularly high in the 4<sup>th</sup> quarter of 2002, since depreciation during the year was calculated under Belgian GAAP based on budgeted investments, while at year-end real investments were lower than budgeted.

|                         | Difference |
|-------------------------|------------|
| 1 <sup>st</sup> quarter | 212        |
| 2 <sup>nd</sup> quarter | 319        |
| 3 <sup>rd</sup> quarter | 409        |
| 4 <sup>th</sup> quarter | -2,430     |
| Year 2002               | -1,491     |

[ in thousands of euro ]

#### d. Inventory valuation

Under IFRS inventory is valued at full production cost, while under Belgian GAAP inventory was valued at direct cost. This results in lower profits under IFRS when inventory finished goods decreases, for example in a period with high sales such as the fourth quarter 2002.

Under IFRS inventory is valued using FIFO, while under Belgian GAAP materials were valued at the last purchase price. As a result, changes in purchase price (e.g. the exchange rate) had a more direct impact on inventory valuation under Belgian GAAP than under IFRS.

|                         | Difference |
|-------------------------|------------|
| 1 <sup>st</sup> quarter | 57         |
| 2 <sup>nd</sup> quarter | 2,559      |
| 3 <sup>rd</sup> quarter | -506       |
| 4 <sup>th</sup> quarter | -3,111     |
| Year 2002               | -1,002     |

[ in thousands of euro ]

#### e. Write-offs trade debtors

Some write-offs, which were calculated on a more general basis under Belgian GAAP, are no longer maintained under IFRS.

|                         | Difference |
|-------------------------|------------|
| 1 <sup>st</sup> quarter | -73        |
| 2 <sup>nd</sup> quarter | -91        |
| 3 <sup>rd</sup> quarter | -28        |
| 4 <sup>th</sup> quarter | 0          |
| Year 2002               | -192       |

[ in thousands of euro ]

#### f. Exchange gains and losses

Differences in exchange gains and losses are caused by two reasons:

- under IFRS unrealized exchange gains are recorded as income, while under Belgian GAAP they were deferred
- under IFRS forward contracts are measured at fair value with changes in fair value taken to income

|                         | Difference |
|-------------------------|------------|
| 1 <sup>st</sup> quarter | 709        |
| 2 <sup>nd</sup> quarter | -194       |
| 3 <sup>rd</sup> quarter | 86         |
| 4 <sup>th</sup> quarter | -213       |
| Year 2002               | 388        |

[ in thousands of euro ]

### g. Investment grants

Revenue is recognized as income in proportion to the depreciation of the underlying assets. Since the method of depreciation of development costs (refer to b.) and fixed assets (refer to c.) is different under IFRS under Belgian GAAP, revenue recognition of investment grants is also different.

|                         | Difference |
|-------------------------|------------|
| 1 <sup>st</sup> quarter | -41        |
| 2 <sup>nd</sup> quarter | -80        |
| 3 <sup>rd</sup> quarter | 5          |
| 4 <sup>th</sup> quarter | -56        |
| Year 2002               | -172       |

[ in thousands of euro ]

### h. Provisions

Some provisions are accepted under Belgian GAAP but not under IFRS, such as gross maintenance provisions. Other provisions are higher under IFRS than under Belgian GAAP, such as pension provisions and other social obligations.

|                         | Difference |
|-------------------------|------------|
| 1 <sup>st</sup> quarter | -226       |
| 2 <sup>nd</sup> quarter | -240       |
| 3 <sup>rd</sup> quarter | -252       |
| 4 <sup>th</sup> quarter | -932       |
| Year 2002               | -1,650     |

[ in thousands of euro ]

### i. Financial costs

Due to the specific treatment of convertible loans under IFRS, financial costs are slightly higher.

|                         | Difference |
|-------------------------|------------|
| 1 <sup>st</sup> quarter | -4         |
| 2 <sup>nd</sup> quarter | -26        |
| 3 <sup>rd</sup> quarter | 9          |
| 4 <sup>th</sup> quarter | 0          |
| Year 2002               | -21        |

[ in thousands of euro ]

### j. Taxes

IFRS requires that deferred tax assets be set up, while Belgian GAAP does not. This has a significant impact on the 2002 results, because Barco n.v. had unused tax losses at YE2001 which were used in 2002. Under IFRS, a deferred tax asset was set up at YE2001, which resulted in a deferred tax cost in 2002.

|                         | Difference |
|-------------------------|------------|
| 1 <sup>st</sup> quarter | -125       |
| 2 <sup>nd</sup> quarter | -1,816     |
| 3 <sup>rd</sup> quarter | -281       |
| 4 <sup>th</sup> quarter | 210        |
| Year 2002               | -2,011     |

[ in thousands of euro ]

## 2. Consolidated companies

### 2.1. List of consolidated companies on 31 December 2003

#### Europe, Middle-East and Africa

|                |                                |  |        |
|----------------|--------------------------------|--|--------|
| Belgium        | Aesthedes n.v.                 | President Kennedypark 35, 8500 Kortrijk                            | 100%   |
| Belgium        | Barco Coordination Center n.v. | President Kennedypark 35, 8500 Kortrijk                            | 100%   |
| Belgium        | Barco Creative Systems n.v.    | President Kennedypark 35, 8500 Kortrijk                            | 100%   |
| Belgium        | Barco Silex s.a.               | Scientific Parc, rue du Bosquet 7, 1348 Ottignies-Louvain-la-Neuve | 100%   |
| Belgium        | dotrix n.v.                    | Tramstraat 69, 9052 Gent   | 100%   |
| Czechia        | Barco Manufacturing s.r.o.     | Billundská 2756, 272 01 Kladno-Krocehlavý                          | 100%   |
| Denmark        | Barco A/S                      | Tobaksvejen 23A, 2860 Soeborg                                      | 100%   |
| France         | Barco s.a.                     | Boulevard de la Libération 6, 93200 Saint-Denis                    | 99,99% |
| France         | Barco Silex s.a.               | ZI Rousset-Peynier, Route de Trets, 13790 Peynier                  | 99,95% |
| France         | BarcoView Texen s.a.           | 7 rue Roger Camboulives, 31000 Toulouse                            | 100%   |
| Germany        | Barco Control Rooms GmbH       | An der Rossweid 5, 76229 Karlsruhe                                 | 100%   |
| Germany        | Barco GmbH                     | An der Rossweid 5, 76229 Karlsruhe                                 | 100%   |
| Germany        | Barco Orthogon AG              | Hastedter Osterdeich 222, 28207 Bremen                             | 100%   |
| Germany        | Barco Sedo GmbH                | Neuwies 1, 35794 Mengerskirchen                                    | 100%   |
| Germany        | BarcoView GmbH                 | Wilhelm-Franz-Strasse 1, 77971 Kippenheim                          | 100%   |
| Italy          | Barco Loepfe s.r.l.            | Via el Alamein 11/c, 22100 Como                                    | 100%   |
| Italy          | Barco s.r.l.                   | Via Montferrato 7, CAP 20094 Corsico, Milano                       | 100%   |
| Netherlands    | Barco b.v.                     | Marinus van Meelweg 20, 5657 EN Eindhoven                          | 100%   |
| Netherlands    | Barco Holding b.v.             | Marinus van Meelweg 20, 5657 EN Eindhoven                          | 100%   |
| Poland         | Barco Sp. z o.o.               | Marywilska 16, 03-228 Warsaw                                       | 100%   |
| Russia         | Barco Services LLC             | Novorogozhkaya Ul 32, Stroyeniye 1, 109544 Moscow                  | 100%   |
| Spain          | Barco Electronic Systems s.a.  | Travessera de Les Corts, 371, 08029 Barcelona                      | 100%   |
| Switzerland    | Barco A.G.                     | Soodstrasse 55, 8134 Adliswill                                     | 99,93% |
| Switzerland    | Gebr. Loepfe A.G.              | Kastellstrasse 10, 8623 Wetzikon                                   | 99,99% |
| Switzerland    | Treepoint A.G.                 | Kastellstrasse 10, 8623 Wetzikon                                   | 100%   |
| United Kingdom | Barco Ltd                      | 50 Suttons Park Avenue, Reading, Berkshire RG6 1AZ                 | 100%   |
| United Kingdom | BarcoVision Ltd                | Philips Rd., Blackburn, Lancashire, BB1 5SN                        | 100%   |



## Americas

|        |                                |  |      |
|--------|--------------------------------|--|------|
| Brazil | Barco Ltda                     | Av. Dr. Cardoso de Melo, 04548-005 Vila Olympia, Sao Paulo | 100% |
| Mexico | Barco Electronics SA de CV     | Tamaulipas 30-802 Colonia Condesa, 06140 Mexico, D.F.      | 100% |
| USA    | Barco Inc                      | 3240 Town Point Drive, Kennesaw, GA 30144                  | 100% |
| USA    | Barco Media LLC                | 1651 North 1000 West, Logan UT 84321                       | 100% |
| USA    | Barco Orthogon LLC             | 29 South New York Rd, Suite 400 Smithville NJ 08205        | 100% |
| USA    | Barco Projection Systems LLC   | 3240 Town Point Drive, Kennesaw, GA 30144                  | 100% |
| USA    | BarcoView LLC                  | 3059 Premiere Parkway, Duluth, GA 30097                    | 100% |
| USA    | BarcoVision LLC                | 4420 Taggart Creek Rd. Ste 101, Charlotte NC 28208         | 100% |
| USA    | dotrix Inc                     | 4420 Taggart Creek Rd. Ste 101, Charlotte NC 28208         | 100% |
| USA    | Electronic Image Systems, Inc. | 600 Bellbrook Avenue, Xenia, OH 45385                      | 100% |

## Asia-Pacific

|           |   |  |      |
|-----------|---|--|------|
| Australia | Barco Systems Pty Ltd                             | 2 Rocklea Drive, Port Melbourne, Vic 3207                              | 100% |
| China     | Barco Leyard Electronic Technology Co Ltd         | 18 Harbour Road, Wanchai, Hong Kong                                    | 80%  |
| China     | Barco Ltd   | 18 Harbour Road, Wanchai, Hong Kong                                    | 100% |
| China     | Barco Trading C° Ltd                              | 66 Lujiazui Road, Pudong, Shangai 200120                               | 100% |
| China     | Beijing Barco Leyard Electronic Technology Co Ltd | 9 Chia Qian Road, Chang Ping District, Beijing                         | 80%  |
| India     | Barco Electronic Systems Pvt., Ltd                | 14, LSC, Community Centre, Pushp Vihar, Nadangir, New Delhi 11-0062    | 100% |
| India     | Barco Hotline Pvt. Ltd                            | B-26, Qutab Institutional Area, New Delhi-110016                       | 100% |
| Israel    | Barco Electronic Systems Ltd                      | 6 Kriminitzky Street, Tel Aviv 67899                                   | 100% |
| Israel    | BarcoView Ltd                                     | 6 Kriminitzky Street, Tel Aviv 67899                                   | 100% |
| Japan     | Barco Co., Ltd                                    | Yamato International Bldg 8F, 5-1-1 Heiwajima, Ohta-ku, Tokyo 143-0006 | 100% |
| Korea     | Barco Ltd   | 3F, Dansan-Nonhyun Bld. Kangnam-ku, Seoul 135-010                      | 100% |
| Korea     | BarcoView Ltd                                     | 3F, Dansan-Nonhyun Bld. Kangnam-ku, Seoul 135-010                      | 100% |
| Malaysia  | Barco Sdn. Bhd.                                   | Level 17, Menara Milenium, 50490 Kuala Lumpur                          | 100% |
| Singapore | Barco Pte Ltd                                     | Block 750 E Chai Chee Road, # 05-03 Technopark@Chai Chee, 469005       | 100% |
| Taiwan    | Barco Ltd   | 17F, n° 868-6 Chungcheng Road, Chungho City, Tapei County 235          | 100% |
| Thailand  | Barco Ltd   | Sukhumvit 42 Road, Prakanong, Klongtoey, Bangkok 10110                 | 49%  |

## 2.2. Changes in group structure during 2003

### New investments

The acquisition of the full-color LED assets of Trans-Lux West took place in late March 2003 in the US. The activity was renamed Barco Media LLC and results have been incorporated into the income statement for the second, third and fourth quarter of 2003.

In China, Barco acquired 80% of Leyard Electronics Technology Co Ltd in the beginning

of September 2003. Results have been incorporated into the income statement from September onwards.

### Disposed investments

In July 2003, Barco sold the Machine Vision Business Unit, a part of the BarcoVision division, to BEST. The Machine Vision Business Unit was excluded from the Barco consolidation from the first of July onwards. The disposed

business unit included the entities Barco Elbicon n.v., Elbicon Industries n.v. and Pulsar Industrial Research BV.

On 30 December 2003, Barco reached an agreement to sell the dotrix activity to Agfa-Gevaert. Since the agreement is for the sale of assets, the entities dotrix n.v. and dotrix Inc are consolidated companies at year-end. Both entities will be liquidated during 2004.

## 3. Segment reporting

### 3.1. Basis of segment reporting

Segment reporting is based on two reporting formats.

Primary reporting format presents the organizational structure with following divisions:

- BarcoProjection (3.2.)
- BarcoView (3.3.)
- BarcoVision (3.4.)
- Barco Manufacturing Services (3.5.)

The activities in each of the divisions are described in "Organizational structure 2004" on page 7 of this report. From 1 January 2004 onwards, BarcoProjection is split into Barco Media & Entertainment, Barco Presentation & Simulation and Barco Control Rooms. Until 2003 BarcoProjection is one division including the activities of the 3 new divisions. Intersegment sales are priced on arm's length basis.

Results by division are commented on pages 74 to 85 of this report.

Reconciliation of division reporting with group reporting is made in 3.6.

Secondary reporting (3.7.) presents the geographical markets:

- Europe, Middle-East and Africa
- Americas
- Asia-Pacific

### 3.2. BarcoProjection

|  | 2003           |              | 2002           |              | Variance<br>2003-2002 |
|--|----------------|--------------|----------------|--------------|-----------------------|
| [ in thousands of euro ]   |                |              |                |              |                       |
| Net sales  | 307,860        | 100.0%       | 334,122        | 100.0%       | -26,262               |
| - external sales   | 307,367        | 99.8%        | 333,964        | 100.0%       | -26,597               |
| - interdivision sales  | 493            | 0.2%         | 159            | 0.0%         | 334                   |
| Cost of goods sold   | -172,365       | -56.0%       | -177,409       | -53.1%       | 5,045                 |
| <b>Gross profit</b>  | <b>135,495</b> | <b>44.0%</b> | <b>156,713</b> | <b>46.9%</b> | <b>-21,217</b>        |
| <b>Operating result before goodwill amortization and restructuring provision (EBITA)</b> | <b>26,834</b>  | <b>8.7%</b>  | <b>37,970</b>  | <b>11.4%</b> | <b>-11,136</b>        |
| Goodwill amortization  | -3,442         | -1.1%        | -3,015         | -0.9%        | -426                  |
| Restructuring provision  |                |              |                |              |                       |
| <b>Operating result</b>  | <b>23,392</b>  | <b>7.6%</b>  | <b>34,954</b>  | <b>10.5%</b> | <b>-11,562</b>        |
| Amortization capitalized development   | 15,290         | 5.0%         | 14,352         | 4.3%         | 939                   |
| Depreciation TFA and software  | 8,952          | 2.9%         | 9,940          | 3.0%         | -988                  |
| <b>Earnings before interest, taxes, depreciation and amortization (EBITDA)</b>           | <b>51,076</b>  | <b>16.6%</b> | <b>62,261</b>  | <b>18.6%</b> | <b>-11,185</b>        |
| Capitalized development  | 16,719         | 5.4%         | 17,214         | 5.2%         | -495                  |
| Capital expenditures TFA and software  | 3,924          | 1.3%         | 8,451          | 2.5%         | -4,527                |
| Segment assets   | 242,423        |              | 227,527        |              |                       |
| Segment liabilities  | 89,570         |              | 91,090         |              |                       |
| Number of employees at year end  | 1,746          |              | 1,665          |              |                       |

### 3.3. BarcoView

|  | 2003          |              | 2002          |              | Variance<br>2003-2002 |
|--|---------------|--------------|---------------|--------------|-----------------------|
| [ in thousands of euro ]   |               |              |               |              |                       |
| Net sales  | 211,894       | 100.0%       | 193,088       | 100.0%       | 18,806                |
| - external sales   | 211,820       | 100.0%       | 192,874       | 99.9%        | 18,946                |
| - interdivision sales  | 75            | 0%           | 215           | 0.1%         | -140                  |
| Cost of goods sold   | -112,911      | -53.3%       | -103,930      | -53.8%       | -8,980                |
| <b>Gross profit</b>  | <b>98,984</b> | <b>46.7%</b> | <b>89,158</b> | <b>46.2%</b> | <b>9,826</b>          |
| <b>Operating result before goodwill amortization and restructuring provision (EBITA)</b> | <b>33,067</b> | <b>15.6%</b> | <b>22,654</b> | <b>11.7%</b> | <b>10,413</b>         |
| Goodwill amortization  | -2,042        | -1.0%        | -1,394        | -0.7%        | -648                  |
| Restructuring provision  |               |              |               |              |                       |
| <b>Operating result</b>  | <b>31,025</b> | <b>14.6%</b> | <b>21,259</b> | <b>11.0%</b> | <b>9,765</b>          |
| Amortization capitalized development   | 14,414        | 6.8%         | 14,832        | 7.7%         | -418                  |
| Depreciation TFA and software  | 4,173         | 2.0%         | 4,256         | 2.2%         | -83                   |
| <b>Earnings before interest, taxes, depreciation and amortization (EBITDA)</b>           | <b>51,654</b> | <b>24.4%</b> | <b>41,741</b> | <b>21.6%</b> | <b>9,912</b>          |
| Capitalized development  | 14,548        | 6.9%         | 12,572        | 6.5%         | 1,976                 |
| Capital expenditures TFA and software  | 12,456        | 5.9%         | 2,603         | 1.3%         | 9,853                 |
| Segment assets   | 142,535       |              | 160,218       |              |                       |
| Segment liabilities  | 58,360        |              | 68,322        |              |                       |
| Number of employees at year end  | 1,087         |              | 1,035         |              |                       |

### 3.4. BarcoVision

[ in thousands of euro ]

|  | 2003          |              | 2002          |              | Variance<br>2003-2002 |
|--|---------------|--------------|---------------|--------------|-----------------------|
| Net sales  | 75,522        | 100.0%       | 94,328        | 100.0%       | -18,806               |
| - external sales   | 75,508        | 100.0%       | 94,076        | 99.7%        | -18,568               |
| - interdivision sales  | 14            | 0.0%         | 252           | 0.3%         | -238                  |
| Cost of goods sold   | -42,348       | -56.1%       | -55,624       | -59.0%       | 13,276                |
| <b>Gross profit</b>  | <b>33,174</b> | <b>43.9%</b> | <b>38,704</b> | <b>41.0%</b> | <b>-5,531</b>         |
| <b>Operating result before goodwill amortization and restructuring provision (EBITA)</b> | <b>11,383</b> | <b>15.1%</b> | <b>11,738</b> | <b>12.4%</b> | <b>-356</b>           |
| Goodwill amortization  | -913          | -1.2%        | -1,321        | -1.4%        | 408                   |
| Restructuring provision  |               |              |               |              |                       |
| <b>Operating result</b>  | <b>10,469</b> | <b>13.9%</b> | <b>10,417</b> | <b>11.0%</b> | <b>52</b>             |
| Amortization capitalized development   | 5,029         | 6.7%         | 5,581         | 5.9%         | -552                  |
| Depreciation TFA and software  | 1,759         | 2.3%         | 1,882         | 2.0%         | -122                  |
| <b>Earnings before interest, taxes, depreciation and amortization (EBITDA)</b>           | <b>18,170</b> | <b>24.1%</b> | <b>19,201</b> | <b>20.4%</b> | <b>-1,030</b>         |
| Capitalized development  | 4,840         | 6.4%         | 5,687         | 6.0%         | -848                  |
| Capital expenditures TFA and software  | 600           | 0.8%         | 2,948         | 3.1%         | -2,348                |
| Segment assets   | 45,066        |              | 61,311        |              |                       |
| Segment liabilities  | 18,504        |              | 23,342        |              |                       |
| Number of employees at year end  | 449           |              | 555           |              |                       |

### 3.5. Barco Manufacturing Services

[ in thousands of euro ]

|  | 2003         |              | 2002          |              | Variance<br>2003-2002 |
|--|--------------|--------------|---------------|--------------|-----------------------|
| Net sales  | 64,473       | 100.0%       | 81,911        | 100.0%       | -17,438               |
| - external sales   | 29,484       | 45.7%        | 41,026        | 50.1%        | -11,542               |
| - interdivision sales  | 34,988       | 54.3%        | 40,885        | 49.9%        | -5,897                |
| Cost of goods sold   | -56,437      | -87.5%       | -71,113       | -86.8%       | 14,676                |
| <b>Gross profit</b>  | <b>8,036</b> | <b>12.5%</b> | <b>10,798</b> | <b>13.2%</b> | <b>-2,762</b>         |
| <b>Operating result before goodwill amortization and restructuring provision (EBITA)</b> | <b>2,431</b> | <b>3.8%</b>  | <b>3,665</b>  | <b>4.5%</b>  | <b>-1,234</b>         |
| Goodwill amortization  |              |              |               |              |                       |
| Restructuring provision  | -2,535       |              |               |              |                       |
| <b>Operating result</b>  | <b>-104</b>  | <b>-0.2%</b> | <b>3,665</b>  | <b>4.5%</b>  | <b>-3,769</b>         |
| Amortization capitalized development   |              |              |               |              |                       |
| Depreciation TFA and software  | 4,389        | 6.8%         | 5,041         | 6.2%         | -653                  |
| <b>Earnings before interest, taxes, depreciation and amortization (EBITDA)</b>           | <b>6,820</b> | <b>10.6%</b> | <b>8,707</b>  | <b>10.6%</b> | <b>-1,887</b>         |
| Capitalized development  |              |              |               |              |                       |
| Capital expenditures TFA and software  | 1,596        | 2.5%         | 3,463         | 4.2%         | -1,868                |
| Segment assets   | 30,619       |              | 42,367        |              |                       |
| Segment liabilities  | 13,224       |              | 16,632        |              |                       |
| Number of employees at year end  | 644          |              | 689           |              |                       |

### 3.6. Reconciliation of segment information with group information

[ in thousands of euro ]

|  | 2003    | 2002    |
|--|---------|---------|
| <b>External sales</b>                      |         |         |
| Total external sales segments              | 624,179 | 661,940 |
| External sales dotrix                      | 4,765   | 7,100   |
| Net sales Group                            | 628,944 | 669,040 |
| <b>Net Income</b>                          |         |         |
| Total operating results segments           | 64,782  | 70,296  |
| Operating result dotrix                    | -4,624  | -6,768  |
| Interest income (expense) - net            | 1,540   | 1,264   |
| Other non-operating income (expense) - net | -8,399  | -29,068 |
| Income taxes                               | -6,666  | -18,059 |
| Minority interest                          | -70     | 73      |
| Net Income Group                           | 46,564  | 17,740  |
| <b>Assets</b>                              |         |         |
| Total segment assets                       | 460,643 | 491,422 |
| Assets dotrix                              | 354     | 5,065   |
| Investments                                | 1,723   | 5,050   |
| Deferred tax assets                        | 11,338  | 8,633   |
| Deposits and cash at bank and in hand      | 133,416 | 122,529 |
| Other non-allocated assets                 | 15,533  | 19,644  |
| Total assets                               | 623,008 | 652,344 |
| <b>Liabilities</b>                         |         |         |
| Total segment liabilities                  | 179,658 | 199,386 |
| Liabilities dotrix                         | 261     | 4,666   |
| Equity                                     | 386,088 | 382,759 |
| Minority interest                          | 1,122   | 10      |
| Long-term debts                            | 17,235  | 13,275  |
| Deferred tax liabilities                   | 3,054   | 9,125   |
| Current portion of long-term debts         | 2,412   | 1,472   |
| Short-term debts                           | 9,536   | 19,656  |
| Other non-allocated liabilities            | 23,641  | 21,995  |
| Total equity and liabilities               | 623,008 | 652,344 |
| <b>Number of employees at year end</b>     |         |         |
| BarcoProjection                            | 1,746   | 1,665   |
| BarcoView                                  | 1,087   | 1,035   |
| BarcoVision                                | 449     | 555     |
| Barco Manufacturing Services               | 644     | 689     |
| dotrix                                     |         | 80      |
| General Services                           | 96      | 93      |
| Total                                      | 4,022   | 4,117   |

### 3.7. Key data by region

|   | 2003           |               | 2002           |               | Variance<br>2003-2002 |
|---|----------------|---------------|----------------|---------------|-----------------------|
| [ in thousands of euro ]                                      |                |               |                |               |                       |
| <b>Net sales</b>  |                |               |                |               |                       |
| Europe - Middle East - Africa                                 | 325,727        | 51.8%         | 340,545        | 50.9%         | -14,818               |
| Americas  | 200,684        | 31.9%         | 219,322        | 32.8%         | -18,638               |
| Asia-Pacific  | 102,533        | 16.3%         | 109,173        | 16.3%         | -6,640                |
| <b>Total</b>  | <b>628,944</b> | <b>100.0%</b> | <b>669,040</b> | <b>100.0%</b> | <b>-40,096</b>        |
| <b>Total assets</b>   |                |               |                |               |                       |
| Europe - Middle East - Africa                                 | 459,069        | 73.7%         | 474,933        | 72.8%         | -15,864               |
| Americas  | 94,043         | 15.1%         | 110,973        | 17.0%         | -16,930               |
| Asia-Pacific  | 50,433         | 8.1%          | 53,262         | 8.2%          | -2,829                |
| Group corrections   | 19,462         | 3.1%          | 13,176         | 2.0%          | 6,286                 |
| <b>Total</b>  | <b>623,008</b> | <b>100.0%</b> | <b>652,344</b> | <b>100.0%</b> | <b>-29,337</b>        |
| <b>Capitalized development</b>                                |                |               |                |               |                       |
| Europe - Middle East - Africa                                 | 31,340         | 86.8%         | 28,671         | 80.8%         | 2,669                 |
| Americas  | 4,766          | 13.2%         | 6,802          | 19.2%         | -2,036                |
| Asia-Pacific  |                |               |                |               |                       |
| <b>Total</b>  | <b>36,106</b>  | <b>100.0%</b> | <b>35,474</b>  | <b>100.0%</b> | <b>633</b>            |
| <b>Capital expenditure software and tangible fixed assets</b> |                |               |                |               |                       |
| Europe - Middle East - Africa                                 | 14,523         | 75.6%         | 12,904         | 73.4%         | 1,619                 |
| Americas  | 3,076          | 16.0%         | 2,083          | 11.9%         | 992                   |
| Asia-Pacific  | 1,624          | 8.4%          | 2,588          | 14.7%         | -964                  |
| <b>Total</b>  | <b>19,222</b>  | <b>100.0%</b> | <b>17,575</b>  | <b>100.0%</b> | <b>1,647</b>          |

The split of net sales shows the revenue from external customers based on the geographical location of the customers to whom the invoice is issued. Total assets and capital expenditure are detailed by geographical location of the assets. Group corrections on assets mainly relate to goodwill and the elimination of intercompany margin on inventory.

## 4. Net sales

|  | 2003    | 2002    | %     |                          |
|--|---------|---------|-------|--------------------------|
|  | 628,944 | 669,040 | -6.0% | [ in thousands of euro ] |

Sales were favourably affected by organic growth (1.6%) and new acquisitions (1.6%). There was a negative currency impact (-8.0%) and the negative influence of the disposal of the Machine Vision business unit (-1.2%).

Sales per division and per geographic region are disclosed in the section on "Segment reporting" (note 3), and in "Comments on the results" on pages 72-85 of this report.

## 5. Cost of goods sold

|  | 2003    | 2002    | %     |                          |
|--|---------|---------|-------|--------------------------|
|  | 351,082 | 372,536 | -5.8% | [ in thousands of euro ] |

Cost of goods sold includes direct selling costs, direct and indirect production costs, warranty costs and inventory write-offs.

Cost of goods sold remained stable when compared to sales: 55.8% in 2003 versus 55.7% in 2002.

Selling and production costs were comparable as a percentage of sales.

Warranty costs were higher in 2003 versus 2002 by euro 2,921K. These additional costs were provided for in 2002, which resulted in high provisions in 2002 that could be reversed in 2003 (see also note 7).

Cost of inventory obsolescence was lower in 2003 versus 2002, as a result of improved inventory control.

## 6. Research and development expenses

| [ in thousands of euro ]             | 2003    | 2002    | %     |
|--------------------------------------|---------|---------|-------|
| Research & development               | 69,724  | 71,485  | -2.5% |
| Capitalized development              | -36,106 | -35,474 | +1.8% |
| Amortization capitalized development | 34,732  | 34,764  | -0.1% |
| Research and development expenses    | 68,350  | 70,775  | -3.4% |

R&D expenses were at a comparable level in 2003 versus 2002. The decline of 2.5% is mainly caused by the negative currency impact of the USD.

## 7. Other operating income (expense) - net

| [ in thousands of euro ]   | 2003   | 2002   |
|--|--------|--------|
| Addition to (-)/ reversals of (+) provisions <sup>(1)</sup>                | 2,482  | -4,252 |
| Addition to (-)/ reversals of (+) year-end bonus provisions <sup>(2)</sup> | 1,288  | -2,346 |
| Losses on bad debts (including write-offs and reversals of write-offs)     | -1,604 | -2,118 |
| Exchange gains and losses <sup>(3)</sup>                                   | -2,733 | -5,266 |
| Bank charges   | -1,037 | -798   |
| Other financial results  | 355    | -193   |
| Investment grants  | 2,180  | 1,685  |
| Operating subsidies  | 365    | 284    |
| Gains on disposal of tangible fixed assets                                 | 211    | 144    |
| Other operating income <sup>(4)</sup>                                      | 4,480  | 6,418  |
| Losses on disposal of tangible fixed assets                                | -487   | -842   |
| Other operating expenses   | -64    | -109   |
| Other operating income (expense) - net                                     | 5,436  | -7,393 |

(1) In 2002 the additional provisions were caused by higher warranty provisions and higher provisions for the risk on buy-back agreements (see also note 29). In 2003 warranty provisions were reversed, which had a positive impact on "other operating income". The warranty cost itself is included in cost of goods sold (see also note 5).

(2) In 2002 higher bonus provisions were accrued than were paid out. In 2003 lower bonus provisions were accrued than were paid out.

(3) Exchange gains and losses were negative both in 2002 and 2003, because of the negative evolution of the USD. The result was less negative in 2003 because the outstanding position of unhedged net-receivables was lower.

(4) Other operating income mainly includes cost recovery and additional risk premiums that can be invoiced to customers participating in the vendor lease program as disclosed in note 29. Additional risk premiums were specifically high in 2002, but are compensated by the high provisions for the risk on buy-back agreements on the vendor lease program, as disclosed in (1).



## 8. Current revenues and expenses by nature

| [ in thousands of euro ]  | 2003     | 2002     |
|---|----------|----------|
| Sales   | 628,944  | 669,040  |
| Material cost   | -238,149 | -257,403 |
| Services and other costs  | -93,502  | -97,314  |
| Personnel cost  | -214,217 | -216,768 |
| Amortization capitalized development cost   | -34,733  | -34,764  |
| Capitalized development cost  | 36,106   | 35,474   |
| Depreciation tangible fixed assets and software                                   | -19,616  | -21,646  |
| Write-offs/(reversals) on inventories   | -1,388   | -1,384   |
| Write-offs/(reversals) on trade receivables                                       | -1,564   | -1,581   |
| Provisions  | 2,401    | -4,179   |
| Other operating charges   | -4,547   | -7,026   |
| Other financial charges/income  | -1,630   | -3,116   |
| Other operating income  | 10,986   | 11,895   |
| Interest income (expense) - net   | 1,540    | 1,264    |
| Current income before taxes   | 70,631   | 72,493   |
| Operating result before goodwill amortization and restructuring provision (EBITA) | 69,091   | 71,228   |

## 9. Restructuring provision

| [ in thousands of euro ] | 2003   | 2002 |
|--------------------------|--------|------|
| Restructuring provision  | -2,535 |      |

A provision was set up in 2003 for the reorganization of the electronic assembly activities during 2004 and 2005. Part of these activities are still being carried out within the core Barco divisions BarcoProjection, BarcoView and BarcoVision. These activities will be centralized in the locations of Barco Manufacturing Services in Poperinge, Belgium, and Kladno, Czech Republic. The provision mainly includes the social costs related to lay-offs.

## 10. Interest income (expense) - net

| [ in thousands of euro ]        | 2003  | 2002   |
|---------------------------------|-------|--------|
| Interest income                 | 2,439 | 3,201  |
| Interest expenses               | -899  | -1,937 |
| Interest income (expense) - net | 1,540 | 1,264  |

## 11. Other non-operating income (expense) - net

Non-operating results include the results on the sale of the Graphics division and the Machine Vision business unit.

| [ in thousands of euro ]             | 2003    | 2002    |
|--------------------------------------|---------|---------|
| Esko-Graphics <sup>(1)</sup>         | -13,835 | -26,115 |
| Mania-Barco and Mania Technologie    |         | -2,953  |
| dotrix <sup>(3)</sup>                | 4,816   |         |
| Machine Vision <sup>(4)</sup>        | 620     |         |
| Non-operating income (expense) - net | -8,399  | -29,068 |

(1) Result on Esko-Graphics in 2002 was related to the reduction of the share of Barco in Esko-Graphics from 49% to just under 20%. The result in 2003 is related to the total exit by Barco from Esko-Graphics. This transaction has a positive tax-effect of euro 8.5 mln through deferred tax assets resulting from the booking of the losses on the operation. The impact of Esko-Graphics on the net-result of Barco is euro -5.3 mln.

(2) The outstanding investments in and loans to Mania-Barco and Mania Technologie have a net-book value of euro 1,792,000. This amount remained unchanged during 2003.

(3) The sale of the dotrix activity to Agfa-Gevaert resulted in a positive non-operating result of euro 4,816,000 in 2003.

(4) The sale of the Machine Vision business unit to BEST has a marginally positive effect on the non-operating result in 2003.

## 12. Income taxes

| [ in thousands of euro ]                                    | 2003             | 2002             |
|---|------------------|------------------|
| <b>Current versus deferred income taxes</b>                 |                  |                  |
| Current income taxes  | -14,856          | -15,983          |
| Deferred income taxes                                       | 8,190            | -2,076           |
| Income taxes  | -6,666           | -18,059          |
| <b>Income taxes versus income before taxes</b>              |                  |                  |
| Current income before taxes                                 | 70,631           | 72,492           |
| Taxes related to current income before taxes <sup>(1)</sup> | -16,049<br>22.7% | -18,059<br>24.9% |
| Goodwill amortization                                       | -6,397           | -7,699           |
| Taxes related to goodwill amortization                      | 0.0%             | 0.0%             |

2003 2002

|   |        |         |
|---|--------|---------|
| Restructuring provision   | -2,535 |         |
| Taxes related to restructuring provision                                | 861    |         |
|   | 34.0%  |         |
| Other non-operating income and expenses                                 | -8,399 | -29,068 |
| Taxes related to other non-operating income and expenses <sup>(2)</sup> | 8,522  |         |
|   | 101.5% | 0.0%    |
| Income before taxes   | 53,300 | 35,725  |
| Income taxes  | -6,666 | -18,059 |
|   | 12.5%  | 50.6%   |

#### 1) Taxes related to current income before taxes

|   |         |         |
|---|---------|---------|
| Current income before taxes                               | 70,631  | 72,492  |
| Theoretical tax rate                                      | 34.0%   | 37.0%   |
| Theoretical taxes related to current income before taxes  | -24,000 | -26,849 |
| Non-deductible items                                      | -1,104  | -1,276  |
| Special tax status  | 6,030   | 8,188   |
| Investment allowances                                     | 1,868   | 2,330   |
| Use of deferred tax assets, not recognized in prior years | 1,721   | 1,519   |
| Deferred tax assets, not recognized in current year       | -261    | -1,970  |
| Tax adjustments related to prior periods                  | -303    |         |
| Reported taxes related to current income before taxes     | -16,049 | -18,059 |

Theoretical tax rate decreased as a result of a reduction of tax rate in Belgium from 40.17% to 33.99%.

#### 2) Taxes related to other non-operating income and expenses

The positive tax-effect of euro 8,522K is the result of deferred tax assets, which are recognized on the agreed liquidation of Afviklingselskabet A/S (formerly Esko-Graphics A/S) after the transfer of its business to a new holding company.

## 13. Earnings per share

[ in thousands of euro ]

2003 2002

### Basic earnings per share

|   |            |            |
|---|------------|------------|
| Net income attributable to shareholders | 46,564     | 17,740     |
| Weighted average of shares              | 12,365,002 | 12,412,031 |
| Basic earnings per share                | 3.77       | 1.43       |

### Diluted earnings per share

|   |            |            |
|---|------------|------------|
| Net income attributable to shareholders | 46,564     | 17,740     |
| Weighted average of shares (diluted)    | 13,160,628 | 13,172,379 |
| Basic earnings per share                | 3.54       | 1.35       |

The difference between the weighted average of shares and weighted average of shares (diluted) is due to exercisable options and debt linked derivatives. The company has issued share options to its employees and non-executive directors. These option plans are not recognized in the balance sheet and income statement. For more detailed information concerning the exercisable options and debt linked derivatives, please refer to pages 88-89 of this annual report.

## 14. Goodwill

[ in thousands of euro ]

2003 2002

### At cost

|                     |         |          |
|---------------------|---------|----------|
| At 1 January        | 113,042 | 238,216  |
| Expenditure         | 7,982   | 10,544   |
| Sales and disposals | -24,951 | -135,718 |
| At 31 December      | 96,072  | 113,042  |

### Amortization

|                     |         |          |
|---------------------|---------|----------|
| At 1 January        | 82,503  | 210,522  |
| Amortization        | 6,397   | 5,565    |
| Impairment losses   |         | 2,134    |
| Sales and disposals | -24,951 | -135,718 |
| At 31 December      | 63,949  | 82,503   |

### Carrying amount

|                |        |        |
|----------------|--------|--------|
| At 1 January   | 30,538 | 27,694 |
| At 31 December | 32,123 | 30,538 |

The main increase in goodwill in 2003 relates to the acquisitions of the assets of Barco Media LLC, former division of Trans-Lux West (USA) and Chinese Leyard Electronics Technology Co Ltd. Sales and disposals relate to the Machine Vision business unit and dotrix division. Goodwill on Machine Vision and dotrix was impaired and fully amortized in 2001 and 2002.

## 15. Intangible assets

| [ in thousands of euro ]   | 2003                    |                         | 2002    |         |
|----------------------------|-------------------------|-------------------------|---------|---------|
|                            | Capitalized development | Other intangible assets | Total   | Total   |
| <b>At cost</b>             |                         |                         |         |         |
| At 1 January               | 111,599                 | 9,009                   | 120,608 | 142,146 |
| Expenditure                | 36,106                  | 660                     | 36,766  | 36,204  |
| Sales and disposals        | -4,639                  | -238                    | -4,877  | -21,233 |
| Acquisition of subsidiary  |                         | 145                     | 145     | 1,789   |
| Disposal of subsidiary     | -3,298                  | -197                    | -3,495  | -36,509 |
| Translation (losses)/gains | -2,985                  | -270                    | -3,255  | -1,789  |
| At 31 December             | 136,783                 | 9,108                   | 145,892 | 120,608 |
| <b>Amortization</b>        |                         |                         |         |         |
| At 1 January               | 56,678                  | 7,085                   | 63,764  | 75,456  |
| Amortization               | 34,733                  | 1,085                   | 35,818  | 35,993  |
| Sales and disposals        | -4,639                  | -238                    | -4,877  | -21,233 |
| Acquisition of subsidiary  |                         |                         |         | 1,102   |
| Disposal of subsidiary     | -2,094                  | -145                    | -2,239  | -26,300 |
| Translation (losses)/gains | -1,352                  | -243                    | -1,595  | -1,255  |
| At 31 December             | 83,326                  | 7,544                   | 90,871  | 63,764  |
| <b>Carrying amount</b>     |                         |                         |         |         |
| At 1 January               | 54,921                  | 1,923                   | 56,844  | 66,689  |
| At 31 December             | 53,458                  | 1,564                   | 55,021  | 56,844  |

## 16. Property, plant and equipment

| [ in thousands of euro ]   | 2003               |                                |  |                                  |                                     |                           | 2002    |         |
|----------------------------|--------------------|--------------------------------|--|----------------------------------|-------------------------------------|---------------------------|---------|---------|
|                            | Land and buildings | Plant, machinery and equipment | Furniture, office equipment and vehicles | Leasing and other similar rights | Other property, plant and equipment | Assets under construction | Total   | Total   |
| <b>At cost</b>             |                    |                                |  |                                  |                                     |                           |         |         |
| At 1 January               | 84,557             | 140,151                        | 48,307                                   | 306                              | 4,768                               | 456                       | 278,545 | 330,148 |
| Expenditure                | 87                 | 3,883                          | 3,577                                    | 48                               | 729                                 | 10,237                    | 18,561  | 16,845  |
| Sales and disposals        | -381               | -23,823                        | -6,839                                   | -134                             | -842                                |                           | -32,019 | -15,694 |
| Acquisition of subsidiary  | 6,482              | 326                            | 1,822                                    |                                  | 30                                  |                           | 8,660   | 3,143   |
| Disposal of subsidiary     | -1,433             | -2,476                         | -2,298                                   | -25                              |                                     |                           | -6,232  | -50,823 |
| Transfers                  | 159                | 204                            | 20                                       |                                  | 73                                  | -456                      |         |         |
| Translation (losses)/gains | -3,236             | -1,447                         | -1,977                                   | 24                               | -351                                | -3                        | -6,990  | -5,074  |
| At 31 December             | 86,235             | 116,818                        | 42,612                                   | 219                              | 4,407                               | 10,234                    | 260,525 | 278,545 |

## Depreciation

|                            |        |         |        |     |       |         |         |
|----------------------------|--------|---------|--------|-----|-------|---------|---------|
| At 1 January               | 26,407 | 108,057 | 39,387 | 145 | 3,427 | 177,423 | 205,052 |
| Depreciation               | 3,440  | 10,047  | 4,305  | 42  | 697   | 18,531  | 20,419  |
| Sales and disposals        | -162   | -23,454 | -6,462 | -65 | -835  | -30,978 | -14,996 |
| Acquisition of subsidiary  |        |         |        |     |       |         | 1,336   |
| Disposal of subsidiary     | -898   | -2,388  | -2,160 | -25 |       | -5,471  | -31,628 |
| Transfers                  |        |         |        |     |       |         |         |
| Translation (losses)/gains | -460   | -1,131  | -1,077 | 8   | -240  | -2,900  | -2,760  |
| At 31 December             | 28,327 | 91,131  | 33,993 | 105 | 3,049 | 156,605 | 177,423 |
| <b>Carrying amount</b>     |        |         |        |     |       |         |         |
| At 1 January               | 58,150 | 32,094  | 8,920  | 161 | 1,341 | 456     | 101,122 |
| At 31 December             | 57,908 | 25,687  | 8,619  | 114 | 1,358 | 10,234  | 103,920 |

Main capital expenditures in 2003 relate to the new buildings under construction for BarcoView in Belgium (Kortrijk) and in the United States (Duluth). Other increases are caused by the first consolidation of the new acquisitions Barco Leyard (China) and Barco Media LLC (USA).

## 17. Investments - Other non-current assets

| [ in thousands of euro ]                            | 2003  | 2002   |
|---|-------|--------|
| <b>Investments</b>                                  |       |        |
| Mania-Technologie AG, Germany                       | 925   | 925    |
| ManiaBarco GmbH, Germany                            | 455   | 455    |
| Innovatie- en Incubatiecentrum Kortrijk NV, Belgium | 124   | 124    |
| Topgraph SA, France                                 | 77    | 77     |
| Flabel SA, Belgium                                  | 74    | 74     |
| NV Bedrijvencentrum Regio Kortrijk, Belgium         | 45    | 45     |
| IGE BA, Switzerland                                 | 13    | 14     |
| Expo Kortrijk, Belgium                              | 10    |        |
| Esko-Graphics A/S, Denmark                          |       | 3,288  |
| Bedrijvencentrum Zaventem, Belgium                  |       | 2      |
| Bedrijvencentrum Leuven, Belgium                    |       | 2      |
| SIS, Japan  |       | 44     |
| Investments   | 1,723 | 5,050  |
| <b>Other non-current assets</b>                     |       |        |
| Amounts receivable on Esko-Graphics A/S, Denmark    |       | 10,350 |
| Amounts receivable on Mania-Barco GmbH              | 417   | 417    |
| Cash guarantees/deposits                            | 3,203 | 3,398  |
| Other amounts receivable on more than one year      | 25    | 444    |
| Other non-current assets                            | 3,645 | 14,609 |

Investments in and amounts receivable from Esko-Graphics A/S, Denmark, are completely impaired, as disclosed in note 11 on the non-operating results.

## 18. Deferred tax assets - deferred tax liabilities

| [ in thousands of euro ]                  | Assets |        | Liabilities |        | Net    |        |
|---|--------|--------|-------------|--------|--------|--------|
|   | 2003   | 2002   | 2003        | 2002   | 2003   | 2002   |
| Capitalized development cost              |        |        | 8,518       | 8,822  | -8,518 | -8,822 |
| Patents, licenses, ...                    | 1,291  | 1,540  | 18          |        | 1,273  | 1,540  |
| Tangible fixed assets and software        | 954    | 797    | 7,499       | 8,344  | -6,545 | -7,547 |
| Other investments                         | 8,600  |        |             |        | 8,600  |        |
| Inventory                                 | 7,653  | 8,794  | 1,900       | 2,421  | 5,753  | 6,373  |
| Trade debtors                             | 942    | 999    | 308         | 292    | 634    | 707    |
| Provisions                                | 2,713  | 2,526  | 866         | 821    | 1,846  | 1,705  |
| Employee benefits                         | 2,682  | 2,901  |             |        | 2,682  | 2,901  |
| Deferred revenue                          | 857    | 854    |             |        | 857    | 854    |
| Other items                               | 160    | 247    | 241         | 531    | -81    | -284   |
| Tax value of loss carry forwards utilized | 850    | 610    |             |        | 850    | 610    |
| Tax value of tax credits utilized         | 934    | 1,472  |             |        | 934    | 1,472  |
| Gross tax assets/(liabilities)            | 27,636 | 20,739 | 19,351      | 21,231 | 8,284  | -492   |
| Set off of tax                            | 16,298 | 12,106 | 16,298      | 12,106 |        |        |
| Net tax assets/(liabilities)              | 11,338 | 8,633  | 3,054       | 9,125  | 8,284  | -492   |

Net deferred tax assets/(liabilities) increased by euro 8,776K. Deferred taxes in the income statement amount to euro 8,190K. The difference is mainly due to translation differences.

*Temporary differences for which no deferred tax asset is recognized:*

Tax losses carried forward and other temporary differences on which no deferred tax asset is recognized amount to euro 6,539K (2002: euro 18,134K). Decrease during 2003 is caused by the sale of Machine Vision and dotrix. Deferred tax assets have not been recognized on these items because it is not probable that future taxable profit will be available against which the benefits can be utilized.

## 19. Inventory

| [ in thousands of euro ]      | 2003    | 2002    |
|-------------------------------|---------|---------|
| Raw materials and consumables | 76,447  | 81,482  |
| Work in progress              | 34,351  | 47,453  |
| Finished goods                | 52,746  | 48,405  |
| Advance payments              |         | 27      |
| Contracts in progress         | 5,999   | 7,905   |
| Amounts written-off inventory | -66,192 | -67,277 |
| Inventory                     | 103,351 | 117,995 |

Contracts in progress at 31 December 2003, include a recognized profit of euro 257K (31 Dec 2002: euro 283K), based on the percentage of completion method, where contract revenue and the stage of completion are determined on specified milestones in the contract, and actual versus projected labour hours.

## 20. Amounts receivable

[ in thousands of euro ]

|  | 2003    | 2002    |
|--|---------|---------|
| Trade debtors (accounts receivable) - gross                | 153,392 | 165,311 |
| Trade debtors (accounts receivable) - amounts written down | -6,906  | -6,814  |
| Trade debtors (accounts receivable) - net                  | 149,486 | 158,497 |
| V.A.T. receivable  | 4,595   | 8,820   |
| Taxes receivable   | 8,425   | 14,567  |
| Interest rate swap (note 30)                               | 213     |         |
| Currency rate swap (note 30)                               | 693     | 269     |
| Other  | 11,925  | 8,189   |
| Other amounts receivable                                   | 25,851  | 31,845  |

Other amounts receivable on 31 December 2003, include a receivable on Agfa-Gevaert, as a result of the sale of the dotrix division.

## 21. Deposits and cash at bank and in hand

[ in thousands of euro ]

|                                       | 2003    | 2002    |
|---------------------------------------|---------|---------|
| Deposits <sup>(1)</sup>               | 78,235  | 69,389  |
| Cash at bank <sup>(2)</sup>           | 55,073  | 52,996  |
| Cash in hand                          | 108     | 145     |
| Deposits and cash at bank and in hand | 133,416 | 122,529 |

(1) Deposits have an original term of less than one year. On 31 December 2003, deposits include:

|  |        |
|--|--------|
| - deposits in EUR, with an average rate of 2.34% | 73,952 |
| - deposits in GBP, with an average rate of 3.79% | 2,055  |
| - deposits in CHF with an average rate of 0.45%  | 2,228  |
|  | 78,235 |

Deposits are held to maturity. Due to the nature of the products, differences between cost and fair value are minimal.

(2) Cash at bank is immediately available. It is denominated in the following currencies:

|         |     |
|---------|-----|
| - EUR   | 35% |
| - USD   | 28% |
| - CHF   | 13% |
| - GBP   | 6%  |
| - other | 17% |



## 22. Prepaid expenses and accrued income

| [ in thousands of euro ]            | 2003  | 2002  |
|-------------------------------------|-------|-------|
| Prepaid expenses                    | 3,012 | 4,605 |
| Accrued income                      | 119   | 75    |
| Prepaid expenses and accrued income | 3,131 | 4,680 |

## 23. Equity

| [ in thousands of euro ]                         | 2003    | 2002    |
|--|---------|---------|
| Share capital <sup>(1)</sup>                     | 53,073  | 53,065  |
| Share premium <sup>(1)</sup>                     | 120,552 | 120,471 |
| Retained earnings <sup>(2)</sup>                 | 239,931 | 217,198 |
| Cumulative translation adjustment <sup>(3)</sup> | -22,234 | -7,471  |
| Interest rate swap <sup>(4)</sup>                | -443    | -693    |
| Convertible bond                                 | 188     | 188     |
| Acquired own shares <sup>(5)</sup>               | -4,978  |         |
| Equity   | 386,088 | 382,759 |

Detailed information about the share is included on pages 88 and 89 of this report. The statement of changes in shareholders' equity is included on page 103.

(1) Share capital and share premium increased as a result of the conversion of 1,871 warrants into shares on 27 June 2003, with a conversion price of 47.55 euro per share. As a result of this conversion, the total number of shares outstanding increased from 12,412,031 to 12,413,902. All shares are fully paid.

(2) Change in retained earnings is caused by net income of 2003 and the dividend declaration by the general assembly of shareholders in 2003. According to IFRS-rules, the dividend that will be declared in May 2004 with respect to the year 2003, is still included in retained earnings on 31 December 2003. The board of directors will propose to the General Assembly a dividend of euro 2 per share, representing an aggregate amount of euro 24,828K.

(3) Negative evolution in translation adjustment is the result of the strong euro, in comparison with the currencies of some foreign group companies, mainly US companies.

(4) Derivative financial instruments, including interest rate swaps, are disclosed in note 30.

(5) During 2003, Barco acquired 95,928 own shares for an amount of euro 4,978K.

## 24. Minority interest

| [ in thousands of euro ]                     | 2003  | 2002 |
|--|-------|------|
| Balance on 1 January                         | 11    | 83   |
| Share of minority shareholders in net profit | 70    | -73  |
| First consolidation                          | 1,200 |      |
| Decrease/(increase) in ownership             |       |      |
| Translation gains/(losses)                   | -159  | 1    |
| Balance on 31 December                       | 1,122 | 11   |

Most important part of the balance on 31 December 2003, is the 20% minority interest in the new participations Barco Leyard Beijing and Barco Leyard Hongkong.

## 25. Long-term debts

| 31 December 2003<br>[ in thousands of euro ] | Payable<br>in 2004 | Payable<br>in 2005 | Payable<br>in 2006 | Payable<br>in 2007 | Payable<br>in 2008 | Payable<br>later | Total  |
|--|--------------------|--------------------|--------------------|--------------------|--------------------|------------------|--------|
| Financial debts                              | 952                | 6,253              | 1,009              | 253                | 280                | 9,439            | 18,188 |
| Other debts                                  | 1,460              | 850                | 164                | 105                | 105                | 105              | 2,789  |
| Total  | 2,412              | 7,103              | 1,173              | 358                | 385                | 9,544            | 20,976 |

Analysis of long-term financial debts as to currencies:

|       |        |
|-------|--------|
| - EUR | 6,008  |
| - CHF | 1,412  |
| - USD | 10,530 |
| - AUD | 125    |
| - KRW | 112    |
| Total | 18,188 |

Analysis of long-term financial debts as to interest rate:

|   |        |
|---|--------|
| - fixed (average 7.21%)                       | 6,016  |
| - variable swapped into fixed (average 4.29%) | 5,921  |
| - variable                                    | 6,250  |
| Total   | 18,188 |

Long-term debts are valued at amortized cost, which approximates fair value.

The other debts relate to governmental loans and amounts payable to former shareholders of acquired companies.

## 26. Short-term debts

| [ in thousands of euro ] | 2003  | 2002   |
|--------------------------|-------|--------|
| Short-term debts         | 9,536 | 19,656 |

Analysis of short-term financial debts on 31 December 2003:

|  |       |
|--|-------|
| - Japanese Yen, variable interest rate     | 4,443 |
| - Hong-Kong dollar, variable interest rate | 3,627 |
| - other                                    | 1,466 |
| Total                                      | 9,536 |

For short-term debts, the carrying amount reported in the balance sheet approximates fair value, considering their short maturity.

## 27. Other current liabilities

| [ in thousands of euro ]     | 2003  | 2002  |
|------------------------------|-------|-------|
| Dividends payable            | 1,773 | 1,565 |
| Interest rate swap (note 30) | 491   | 693   |
| Other liabilities            | 7,032 | 4,325 |
| Other current liabilities    | 9,296 | 6,583 |

Other liabilities on 31 December 2003, include amounts payable to the former shareholders of Leyard, which causes the increase versus 31 December 2002.

## 28. Accrued charges and deferred income

| [ in thousands of euro ]            | 2003   | 2002   |
|-------------------------------------|--------|--------|
| Investment grants                   | 4,212  | 3,144  |
| Accrued charges                     | 4,516  | 6,178  |
| Deferred income                     | 7,298  | 13,386 |
| Accrued charges and deferred income | 16,025 | 22,708 |

Deferred income on 31 December 2002, was extraordinary high, because at the end of 2002 Barco received components free of charge from a supplier, in order to deliver them free of charge to customers as warranty replacement. These components were included in inventory on assets side, and deferred income on liabilities side.

## 29. Provisions

| [ in thousands of euro ]                   | 2003   | 2002   |
|--|--------|--------|
| Pension obligations <sup>(1)</sup>         | 4,206  | 3,500  |
| Technical warranty <sup>(2)</sup>          | 16,594 | 19,446 |
| Restructuring provision <sup>(3)</sup>     | 2,535  |        |
| Risk on buy-back agreements <sup>(4)</sup> | 3,154  | 2,407  |
| Risk on contracts in progress              | 709    | 989    |
| Risk on disposed activities                | 1,450  | 1,421  |
| Environmental risk                         | 3,174  | 3,174  |
| Social claims and severance payments       | 1,527  | 1,193  |
| Other claims and risks                     | 7,244  | 7,939  |
| Provisions                                 | 40,593 | 40,069 |

(1) In general, pension plans at Barco are defined contribution plans. Obligations for these plans are recognized as an expense in the income statement as incurred. Expenses for these plans amount to euro 8,377K in 2003 (euro 9,951K in 2002). In some specific cases a pension plan includes a defined benefit obligation. According to IAS 19, provisions are set up in these situations:

- early retirement plans in Belgium 1,581
- local legal requirements (mainly France, Japan, Korea and Italy) 1,476
- a small number of individual plans which existed before the employee joined Barco 1,149

Early retirement plans are treated as termination benefits. Termination benefits are recognized as a liability and an expense when the company is committed to terminate the employment of the employees affected before the normal retirement date.

(2) Provisions for technical warranty are based on:

- historical experience of the level of repairs and replacements
- additional provisions are set up when a technical problem is detected.

(3) Restructuring provision includes the provision for Barco Manufacturing Services as disclosed in note 9.

(4) Barco offers a vendor-lease program with the obligation to take back sold goods, in case of insolvency of the client. A provision is set up for this risk.

Total possible value of the obligation to take back sold goods is euro 28.3 mln. Average remaining duration of these contracts is 19 months.

For the main classes of provision the timing of the resulting outflow of economic benefits is expected on a short term basis. Provisions made in 2003 amount to approximately euro 31,362K, provisions used amount to approximately euro 30,838K. No important provisions are reversed without use.

## 30. Derivative financial instruments

Derivative financial instruments are used to reduce the exposure to fluctuations in foreign exchange rates and interest rates. These instruments are subject to the risk of market rates changing subsequent to acquisition. These changes are generally offset by opposite effects on the item being hedged.

### Foreign currency risk

#### Recognized assets and liabilities

Barco incurs foreign currency risk on recognized assets and liabilities when they are denominated in a currency other than the company's local currency. Such risks may be naturally covered when a receivable in a given currency is matched with a payable in the same currency.

Forward exchange contracts and option contracts are used to manage the currency risk arising from recognized receivables and payables, which are not naturally hedged. This is particularly the case for the US dollar, for which receivables are systematically higher than payables.

No hedge accounting is applied to these contracts. The balances on foreign currency receivables and payables are valued at the rates of exchange prevailing at the end of the accounting period. Derivative financial instruments that are used to reduce the exposure of these balances, are rated in the balance sheet at fair value. Both changes in foreign currency balances and in fair value of derivative financial instruments are recognized in the income statement.

#### Forecasted transactions

During 2003, Barco did not have designated forward or option contracts as cash flow hedges of its foreign currency exposure related to forecasted sales. In January 2004, Barco started to designate forward contracts. The portion of the gain or loss on the hedging instrument that will be determined as an effective hedge, will be recognized directly in equity.

### Interest rate risk

Barco uses following hedging instruments to manage its interest rate risk:

#### Swaps on outstanding loans

1°) an outstanding loan of CHF 2,200K (= euro 1,412K) with variable interest swapped into fixed 4.00%;

2°) an outstanding loan of USD 5,695K (= euro 4,509K) with variable interest swapped into fixed 4.38%.

These hedging instruments are treated as cash flow hedges, and gains or losses are recognized directly into equity.

#### Cap/Floor on loan agreement

Barco entered into an agreement to borrow euro 15,000K, in order to finance the new BarcoView building in Kortrijk. At the end of 2003, this loan was not yet activated. The variability of this interest rate is limited between 2% and 5% by a cap/floor agreement from 1 April 2004 onwards, date on which the loan will be taken up. The cap/floor on loan agreement doesn't meet the hedging requirements of IAS 39 and is therefore treated as a financial instrument held for trading. It is valued at fair value and changes in fair value are recognized in the income statement.

### Credit risk

#### *Credit risk on accounts receivable*

Credit evaluations are performed on all customers requiring credit over a certain amount. The credit risk is monitored on a continuous basis. In a number of cases collateral is being requested before a credit risk is accepted. Specific trade finance instruments such as letters of credit and bills of exchange are regularly used in order to minimize the credit risk.

#### *Credit risk on liquid securities and short-term investments*

A policy defining acceptable counter parties and the maximum risk per counter party is in place. Short-term investments are done in marketable securities or in fixed term deposits with reputable banks.

## 31. Operating leases

| [ in thousands of euro ]                                 | 2003   | 2002   |
|--|--------|--------|
| Non-cancellable operating leases are payable as follows: |        |        |
| Less than one year                                       | 4,952  | 5,368  |
| Between one and five years                               | 8,853  | 10,021 |
| More than five years                                     | 74     | 951    |
| Total  | 13,879 | 16,340 |

Non-cancellable operating leases mainly relate to leases of factory facilities, warehouses and sales offices. During the current year, euro 5,365K was recognized as an expense in the income statement in respect of operating leases of factory facilities, warehouses and sales offices (2002: euro 5,815K).

## 32. Rights and commitments not reflected in the balance sheet

| [ in thousands of euro ]                              | 2003   | 2002   |
|---|--------|--------|
| Guarantees given to third parties <sup>(1)</sup>      | 14,142 | 14,401 |
| Mortgage obligations given as security <sup>(2)</sup> |        |        |
| - book value of the relevant assets                   | 12,993 | 14,994 |
| - total of the mortgage                               | 15,981 | 15,981 |

The above amounts represent the maximum exposure.

(1) Guarantees given to third parties mainly relate to guarantees given to customers for ongoing projects, and to authorities for commitments related to VAT, duties, etc.

(2) There are outstanding debts guaranteed by the mortgage obligations for an amount of euro 136K.

## 33. Related party transactions

In 2003 euro 504K was paid to HRV n.v. for strategic advice to the company, in execution of the board's 2002 decision. Gimv received euro 518K for advice given to Barco.

For more information, please refer to the "Corporate governance" section on page 55 of this annual report.

## 34. Cash-flow statements: effect of acquisitions and disposals

| [ in thousands of euro ]                          | 2003<br>acquisitions | 2003<br>disposals |
|---|----------------------|-------------------|
| <b>Non-current assets</b>                         | 8,660                | -2,074            |
| Capitalized development cost                      |                      | -1,203            |
| Tangible fixed assets and software                | 8,660                | -866              |
| Other investments                                 |                      | -5                |
| <b>Current assets</b>                             | 1,058                | -7,342            |
| Inventory   | 552                  | -7,309            |
| Trade debtors                                     | 490                  | -5,220            |
| Other receivables                                 | 16                   | -5,187            |
| <b>Foreign exchange adjustments</b>               |                      | -36               |
| <b>Minority interest</b>                          | 1,200                |                   |
| <b>Non-current liabilities</b>                    | 3,814                |                   |
| Long-term debts, interest-bearing liabilities     | 3,814                |                   |
| <b>Current liabilities</b>                        | 1,194                | -8,923            |
| Trade payables                                    | 1,194                | -5,503            |
| Other payables                                    |                      | -3,420            |
| <b>Net-identifiable assets and liabilities</b>    | 3,510                | -493              |
| <b>Non-operating profit (losses) on disposals</b> |                      | 5,436             |
| <b>Goodwill on acquisition</b>                    | 7,982                |                   |
| <b>Disposal of group companies</b>                |                      | 5,893             |
| Acquired cash                                     | 3,486                |                   |
| Acquisition of group companies                    | -14,978              |                   |

Goodwill and fair value adjustments arising on the acquisition of a foreign entity are carried in terms of historical cost using the exchange rate at the date of the acquisition. Acquisitions and disposals of group companies have a negative influence on EBITA in 2003 versus 2002 of euro 2,067K. This is mainly caused by sales and marketing efforts at Barco Media LLC during 2003.

## 35. Events subsequent to the balance sheet date

On 6 January 2004, Barco acquired Folsom Research Inc, based in Sacramento, California. Folsom is a company with USD 16.5 million sales, active mainly in the Events market.

## 36. Recent IFRS accounting pronouncements

In December 2003, the International Accounting Standards Board issued 'Improvements to International Accounting Standards' and the revised standards on financial instruments IAS 32 'Financial instruments: Disclosure and Presentation' and IAS 39 'Financial instruments: Recognition and Measurement'. Barco does not opt for application as of 31 December 2003 and is investigating the impact of adoption of the revised standards in the course of 2004.

# Auditor's report

## on the consolidated financial statements of Barco n.v. for the year ended 31 December 2003 to the shareholders' meeting

In accordance with legal requirements, we are pleased to report to you on the performance of the audit mandate, which you have entrusted to us.

We have audited the consolidated financial statements of Barco n.v. (hereafter "the Company") as of and for the year ended 31 December 2003, which have been prepared in accordance with International Financial Reporting Standards under the responsibility of the board of directors and which show a balance sheet total of euro 623.008K and a consolidated net income for the year of euro 46.634K. We have also examined the consolidated directors' report.

In respect of certain affiliates of your company for which we are not the auditors, we have relied upon the work of other auditors.

Unqualified audit opinion on the consolidated financial statements

We conducted our audit in accordance with the standards of the Belgian institute of company auditors ("Institut des Reviseurs d'Entreprises/Instituut der Bedrijfsrevisoren"). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstate-

ment, taking into account the legal and regulatory requirements applicable to consolidated financial statements.

In accordance with those standards, we considered the group's administrative and accounting organization, as well as its internal control procedures. We have obtained the explanations and information required for our audit. We examined, on a test basis, evidence supporting the amounts in the consolidated financial statements. We have assessed the validity of the accounting principles used, the basis of consolidation and significant accounting estimates made by the company, as well as the overall presentation of the consolidated financial statements. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, based on our audit and the reports of other auditors, the consolidated financial statements present fairly the Company's consolidated group's assets, liabilities and financial position as of 31 December 2003 and the results of its operations for the year then ended, in accordance with International Financial Reporting Standards.

### Other certification and information

We supplement our report with the following certification and information that do not modify our audit opinion on the consolidated financial statements:

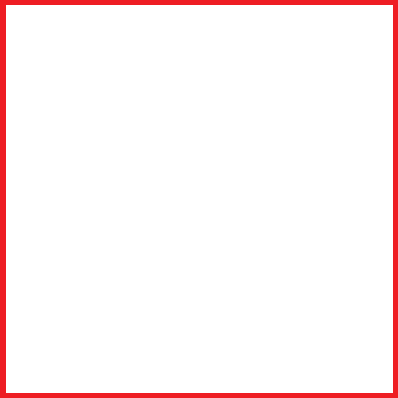
- The Company obtained on 29 April 2003 the authorization of the Banking, Finance and Insurance Commission to issue consolidated financial statements in accordance with International Financial Reporting Standards;
- The consolidated directors' report contains the information required by law and is consistent with the consolidated financial statements;
- We reported separately on the consolidated financial statements of the Company for the year ended as of 31 December 2002 prepared in accordance with accounting and reporting laws and regulations applicable in Belgium. The significant differences between International Financial Reporting Standards and accounting and reporting laws and regulations applicable in Belgium in so far as concerns net income and net equity are summarized in note 1.2. to the consolidated financial statements.

Brussels, 16 April 2004

Ernst & Young Reviseurs d'Entreprises  
S.C.C. (B 160)  
represented by

Ludo Swolfs  
Partner

Marc Van Hoecke  
Partner





## Barco n.v.



### Summary version of statutory accounts Barco n.v.

The following pages are extracts of the statutory annual accounts of Barco n.v.

The accounting principles used for the statutory annual accounts of Barco n.v. differ significantly from the accounting principles used for the consolidated annual accounts: the statutory annual accounts follow the Belgian legal requirements, while the consolidated

annual accounts follow the International Financial Reporting Standards.

Only the consolidated annual financial statements as set forth in the preceding pages present a true and fair view of the financial position and performance of the Barco Group.

The management report of the Board of Directors to the Annual General Meeting of Shareholders and the annual accounts of Barco n.v., as well as the Auditor's Report, will be filed with the National Bank of

Belgium within the statutory periods. These documents are available on request from Barco's Investor Relations department, and at [www.barco.com](http://www.barco.com).

The statutory auditor's report is unqualified and certifies that the non-consolidated financial statements of Barco n.v. for the year that ended 31 December 2003 give a true and fair view of the financial position and results of the company in accordance with all legal and regulatory dispositions.

# Balance sheet after appropriation

## ASSETS [ in thousands of euro ]

2003

2002

|  | 2003           | 2002           |
|--|----------------|----------------|
| <b>FIXED ASSETS</b>                                    | <b>428,529</b> | <b>427,829</b> |
| II. Intangible fixed assets                            | 29,229         | 26,625         |
| III. Tangible fixed assets                             | 35,291         | 32,620         |
| A. Land and buildings                                  | 16,580         | 18,531         |
| B. Plant, machinery and equipment                      | 8,869          | 12,007         |
| C. Furniture and vehicles                              | 1,487          | 1,461          |
| E. Other tangible fixed assets                         | 101            | 254            |
| F. Assets under construction and advance payments      | 8,254          | 367            |
| IV. Financial fixed assets                             | 364,009        | 368,584        |
| A. Affiliated enterprises                              | 360,408        | 351,968        |
| 1. Investments   | 360,408        | 351,968        |
| 2. Amounts receivable                                  |                |                |
| B. Other enterprises linked by participating interests | 2,496          | 15,569         |
| 1. Investments   | 1,454          | 4,742          |
| 2. Amounts receivable                                  | 1,042          | 10,827         |
| C. Other financial fixed assets                        | 1,105          | 1,047          |
| 1. Shares  | 179            | 170            |
| 2. Amounts receivable and cash guarantees              | 926            | 877            |
| <b>CURRENT ASSETS</b>                                  | <b>186,355</b> | <b>206,229</b> |
| VI. Stocks and contracts in progress                   | 59,847         | 68,073         |
| A. Stocks  | 59,540         | 67,502         |
| 1. Raw materials and consumables                       | 30,174         | 28,660         |
| 2. Work in process                                     | 16,230         | 25,105         |
| 3. Finished goods                                      | 13,136         | 13,737         |
| B. Contracts in progress                               | 307            | 571            |
| VII. Amounts receivable within one year                | 120,336        | 127,230        |
| A. Trade debtors                                       | 102,150        | 108,727        |
| B. Other amounts receivable                            | 18,186         | 18,503         |
| VIII. Investments                                      | 4,979          |                |
| A. Own shares  | 4,979          |                |
| IX. Cash at bank and in hand                           | 76             | 10,059         |
| X. Deferred charges and accrued income                 | 1,117          | 867            |
| <b>TOTAL ASSETS</b>                                    | <b>614,884</b> | <b>634,058</b> |

**LIABILITIES** [ in thousands of euro ]**2003****2002****CAPITAL AND RESERVES****197,915****209,088****I. Capital****53,073****53,065**

## A. Issued capital

53,073

53,065

**II. Share premium account****120,552****120,471****III. Revaluation surplus****63****63****IV. Reserves****11,261****6,296**

## A. Legal reserve

6,182

6,182

## B. Reserves not available for distribution

4,979

## 1. In respect of own shares held

4,979

## C. Untaxed reserves

100

114

**V. Accumulated profits****10,538****27,845****VI. Investment grants****2,428****1,348****PROVISIONS AND DEFERRED TAXES****27,339****22,502****VII. A. Provisions for liabilities and charges****26,053****21,922**

## 1. Pensions and similar obligations

1,390

1,220

## 3. Major repairs and maintenance

2,215

2,202

## 4. Other liabilities and charges

22,448

18,500

## B. Deferred taxes

1,286

580

**CREDITORS****389,630****402,468****VIII. Amounts payable after one year****104,937****130,437**

## A. Financial debts

104,412

129,912

## 2. Bonds

5,892

5,892

## 4. Credit institutions

98,520

124,020

## D. Other amounts payable

525

525

**IX. Amounts payable within one year****281,427****263,753**

## A. Current portion of amounts payable after one year

34,531

39,323

## B. Financial debts

132,390

## 1. Credit institutions

132,390

## C. Trade debts

53,778

54,977

## 1. Suppliers

53,752

54,951

## 2. Bills of exchange payable

26

26

## D. Advances received on contracts in progress

10,952

8,138

## E. Taxes, remuneration and social security

22,136

22,359

## 1. Taxes

5,969

5,826

## 2. Remuneration and social security

16,167

16,533

## F. Other amounts payable

27,640

138,956

**X. Accrued charges and deferred income****3,266****8,278****TOTAL LIABILITIES****614,884****634,058**

# Income statement

[ in thousands of euro ]

2003

2002

|   | 2003            | 2002            |
|---|-----------------|-----------------|
| <b>I. Operating income</b>  | <b>449,373</b>  | <b>489,956</b>  |
| A. Sales  | 423,804         | 455,250         |
| B. Increase (+), decrease (-) in stocks of finished goods,<br>work in process and contracts in progress         | -9,520          | 3,769           |
| C. Fixed assets - own construction  | 24,876          | 22,802          |
| D. Other operating income   | 10,213          | 8,135           |
| <b>II. Operating charges (-)</b>  | <b>-411,212</b> | <b>-460,052</b> |
| A. Raw materials, consumables and goods for resale  | 226,289         | 255,561         |
| 1. Purchases  | 226,945         | 233,567         |
| 2. Increase (-), decrease (+) in stocks   | -656            | 21,994          |
| B. Services and other goods   | 60,686          | 63,725          |
| C. Remuneration, social security costs and pensions   | 94,635          | 94,735          |
| D. Depreciation of and other amounts written off on formation expenses,<br>intangible and tangible fixed assets | 30,755          | 37,443          |
| E. Increase (+), decrease (-) in amounts written off on stocks, contracts<br>in progress and trade debtors      | -514            | -563            |
| F. Increase (+), decrease (-) in provisions for liabilities<br>and charges                                      | -1,056          | 6,416           |
| G. Other operating charges  | 417             | 2,735           |
| <b>III. Operating profit (+)</b>  | <b>38,161</b>   | <b>29,904</b>   |
| <b>IV. Financial income</b>   | <b>14,803</b>   | <b>11,918</b>   |
| A. Income from financial fixed assets   | 4,925           | 5,291           |
| B. Income from current assets   | 2               | 9               |
| C. Other financial income   | 9,876           | 6,618           |
| <b>V. Financial charges (-)</b>   | <b>-22,473</b>  | <b>-24,047</b>  |
| A. Interest and other debt charges  | 10,533          | 13,787          |
| C. Other financial charges  | 11,940          | 10,260          |
| <b>VI. Profit on ordinary activities before income taxes (+)</b>  | <b>30,491</b>   | <b>17,775</b>   |

[ in thousands of euro ]

2003

2002

|   |                |                |
|---|----------------|----------------|
| <b>VII. Extraordinary income</b>                                      | <b>6,957</b>   | <b>45,924</b>  |
| B. Write-back of amounts written off financial fixed assets           |                | 7,067          |
| C. Write-back of provisions for extraordinary liabilities and charges | 500            | 5,615          |
| D. Gain on disposal of fixed assets                                   | 6,457          | 33,242         |
| <b>VIII. Extraordinary charges</b>                                    | <b>-22,566</b> | <b>-64,620</b> |
| B. Amounts written off on financial fixed assets                      | 16,865         | 24,147         |
| C. Provisions for extraordinary risks and charges                     | 5,701          |                |
| D. Losses on disposal of fixed assets                                 |                | 40,473         |
| <b>IX. Profit for the year before income taxes (+)</b>                | <b>14,882</b>  |                |
| Loss for the year before income taxes (-)                             |                | -921           |
| <b>IX bis. A. Transfer from deferred taxes (+)</b>                    | <b>34</b>      | <b>35</b>      |
| <b>X. Income taxes</b>  | <b>-2,416</b>  | <b>-1,760</b>  |
| A. Income taxes   | -2,417         | -3,162         |
| B. Adjustment of income taxes and write-back of tax provisions        | 1              | 1,402          |
| <b>XI. Profit for the year</b>  | <b>12,500</b>  |                |
| Loss for the year   |                | -2,646         |
| <b>XIII. Profit for the year for appropriation</b>                    | <b>12,500</b>  |                |
| Loss for the year available for appropriation                         |                | -2,646         |

## Appropriation account

[ in thousands of euro ]

2003

2002

|   |                |                |
|---|----------------|----------------|
| <b>A. Profit to be appropriated</b>               | <b>40,345</b>  | <b>51,676</b>  |
| 1. Profit for the year for appropriation          | 12,500         |                |
| Loss for the year available for appropriation (-) |                | -2,646         |
| 2. Profit brought forward                         | 27,845         | 54,322         |
| <b>C. Transfers to capital and reserves</b>       | <b>-4,979</b>  |                |
| 3. to other reserves                              | 4,979          |                |
| <b>D. Result to be carried forward</b>            |                |                |
| 1. Profit to be carried forward (-)               | -10,538        | -27,845        |
| <b>F. Distribution of profit (-)</b>              | <b>-24,828</b> | <b>-23,831</b> |
| 1. Dividend                                       | 24,828         | 23,831         |

**Registered office**

Pres. Kennedypark 35  
BE-8500 Kortrijk  
Tel.: +32 (0)56 26 32 11  
Fax: +32 (0)56 26 22 62

**Group management**

Pres. Kennedypark 35  
BE-8500 Kortrijk  
Tel.: +32 (0)56 26 32 11  
Fax: +32 (0)56 26 22 62

**Stock exchange**

Euronext Brussels

**Financial information**

More information can be obtained at the  
Investor Relations Department of the group  
management:

Mr JP Tanghe,  
President Corp. Comm. and Investor Relations  
Tel.: +32 (0)56 26 23 22  
Fax: +32 (0)56 26 22 62  
E-mail: [jp.tanghe@barco.com](mailto:jp.tanghe@barco.com).

Ms Sigrid Desanghere,  
Assistant Corp. Comm. and Investor Relations  
Tel.: +32 (0)56 26 23 21  
Fax: +32 (0)56 26 22 62  
E-mail: [sigrid.desanghere@barco.com](mailto:sigrid.desanghere@barco.com)

**Annual report**

This annual report is also available in Dutch  
and can be consulted on [www.barco.com](http://www.barco.com).

Copyright© 2004 Barco n.v.  
All rights reserved

**Realization**

Barco Corporate Marketing

**Publisher**

JP Tanghe  
President Corporate Communication  
& Investor Relations

**Barco**

President Kennedypark 35  
8500 Kortrijk - Belgium

