

---

## NEWS RELEASE

---

3 November 1999

*Record sales for Schaffner Group in fourth quarter*

### **Trend turns positive for EMC components**

The Schaffner Group, the world leader in the electromagnetic compatibility (EMC) market, resumed its growth in the fourth quarter of the 1998/99 business year (ending on 30 September 1999). Group sales rose 5.0% from the corresponding period of the previous year to stand at a new high of CHF 45.6 million. Sales of components went up 2.6% to CHF 30.1 million, representing the first positive growth for that business line in a number of quarters. The pick-up in demand for EMC components reflected the recovery in the industrial sector in both North America and Europe, which substantially benefited Schaffner as the leading supplier. Test equipment continued to generate good sales growth with an advance of 10.1% to CHF 15.6 million.

For the 1998/99 business year as a whole the Schaffner Group achieved CHF 150.7 million in sales, 0.5% more than in the previous year. Test equipment was up 28.1% to CHF 45.3 million, thanks to continued marketing successes as well as acquisitions. Without acquisitions the growth would have worked out at 15.7%, which is still well above the long-term trend. Sales of components dropped 8.0% from the prior-year figure to close at CHF 105.4 million, but this decline was offset by the positive performance of test equipment. Notwithstanding the narrow overall sales growth the Schaffner Group boosted profits considerably in the year gone by. The company will provide further information and the proposed dividend on 30 November 1999 and will deliver a detailed report on the 1998/99 financial year at the media conference and presentation to analysts taking place on 13 December 1999.

*The Schaffner Group is the world's leading provider of products and services in the area of electromagnetic compatibility (EMC), which is becoming more and more important with the ever increasing use of electronics. Schaffner offers EMC components for the protection of electronic devices and systems as well as their environment against electromagnetic interference, laboratory instruments for the simulation and measurement of electromagnetic interference, automatic test systems for electronic sub-assemblies as well as a variety of EMC services. Schaffner's products and services are used by*

---

## NEWS RELEASE

---

3 November 1999

*several thousand customers in industrial electronics, telecommunications, instrumentation and controls, EDP and office automation, medical technology and numerous other industries. In the 1997/98 business year the Schaffner Group recorded sales of CHF 149.9 m and employed some 1,220 people. The shares of Schaffner Holding AG have been trading on the Swiss Exchange since June 1998.*

---