



## Ad hoc notice

### **Schaffner Group sees clear increase in first-quarter orders Double-digit growth continues in Components – drop in Test Systems slows**

In the first quarter of fiscal 2004/2005, the Schaffner Group posted net sales of CHF 36.4 million (Q1 2003/2004: CHF 36.6 million). Adjusted for currency effects, consolidated net sales were up 2.6% year-on-year. Overall, the consolidated order intake for the first three months of the current fiscal year amounted to CHF 47.6 million (CHF 45.1 million), an increase of 5.5%, or 8.2% adjusted for currency effects. This corresponds to a quarter-on-quarter order increase of 28.9%. The book-to-bill ratio reflects this clear increase in orders. At 1.31, the ratio of new orders to net sales improved compared to both full-year 2003/2004 (1.01) and first quarter 2003/2004 (1.23).

Components increased net sales by 8.1% (currency-adjusted 10.8%) to CHF 26.4 million (CHF 24.4 million), and accounted for 72.5% of consolidated net sales. At CHF 35.3 million (CHF 31.7 million), new orders were up 11.2% year on year (13.9% on a currency-adjusted basis) and 40.4% compared with the previous quarter. The book-to-bill ratio was 1.33. Test Systems recorded net sales of CHF 10.0 million (CHF 12.2 million), a drop of -17.7% (currency-adjusted -13.9%). New orders amounted to CHF 12.3 million (CHF 13.4 million), down -8.1% on the previous year (-5.3% on a currency-adjusted basis). In contrast, Test Systems saw a slight quarter-on-quarter increase of 4.0% in new orders. The book-to-bill ratio was 1.23, which slowed the decline in Test Systems.

Thanks to the stable growth rates in the high-margin Components business, the Schaffner Group management team is retaining its targets for full-year 2004/2005.

Luterbach, January 11, 2005

#### **For further information**

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**First-quarter figures 2004/2005**

	Net sales	Year-on-year change		Order intake	Year-on-year change	
		CHF	currency-adjusted		CHF	currency-adjusted
Schaffner Group	36.4 million	-0.5%	2.6%	47.6 million	5.5%	8.2%
Components	26.4 million	8.1%	10.8%	35.3 million	11.2%	13.9%
Test Systems	10.0 million	-17.7%	-13.9%	12.3 million	-8.1%	-5.3%

**Calendar**

January 12, 2005	Annual General Meeting of Shareholders, Solothurn
April 14, 2005	Publication of second quarter 2004/2005 sales and order intake
May 12, 2005	Publication of Interim Report 2004/2005
July 8, 2005	Publication of third quarter 2004/2005 sales and order intake
November 3, 2005	Publication of fourth quarter 2004/2005 sales and order intake
December 8, 2005	Publication of Annual Report 2004/2005 and presentation in Zurich
January 11, 2006	Publication of first quarter 2005/2006 sales and order intake
January 12, 2006	Annual General Meeting of Shareholders, Solothurn

**Schaffner – safety for electronic systems**

Schaffner is the international leader in electromagnetic compatibility (EMC), focusing on high-growth sectors such as automotive, building automation, industrial and consumer electronics, aerospace, medical technology, power supplies, telecommunications and transportation as well as the public sector. The Schaffner Group develops, produces and markets standard and customer-specific components, modules, test systems and test facilities. As a global provider, Schaffner strives to secure and expand on its leading market positions through a program of innovation, a constant drive for quality, cost-efficient practices and customer-focused logistics.