



Media Information

Schaffner Group on track after first nine months of fiscal 2006/2007

Solid growth with EMC and power quality solutions

The Schaffner Group, which specializes in the development, production and marketing of components for electromagnetic compatibility (EMC) and power quality, increased net sales in continuing operations for the first nine months of fiscal 2006/2007 by 24.0% to CHF 125.6 million (9-months 2005/2006: CHF 101.3 million). Adjusted for currency effects, this represents an increase of 20.9%. Order intake grew by 26.1% to CHF 135.3 million (CHF 107.3 million), corresponding to a book-to-bill ratio of 1.08 (1.06). Including Test Systems, which were discontinued fully at the end of April 2007, the Schaffner Group posted net sales of CHF 141.4 million (CHF 136.3 million) for the first nine months of fiscal 2006/2007, while order intake amounted to CHF 149.1 million (CHF 145.4 million). For the full year 2006/2007 (to September 30), Schaffner's management expects the robust sales trend to continue and is looking to maintain its target EBIT margin of around 6%.

In the first nine months of fiscal 2006/2007, the Schaffner Group achieved 5.9% organic growth in sales in continuing operations and a 5.3% increase in orders for EMC products. The growth was largely attributable to encouraging market share gains in Asia and strong demand in Europe. In the eight months since its integration into the Schaffner Group, Schaffner Jacke GmbH, which specializes in power quality solutions, contributed CHF 18.3 million to Group sales and CHF 22.3 million to Group order intake, thus generating a year-over-year increase in comparable sales of around 50%.

A significant boost to growth for both EMC and power quality solutions came from the renewable energy sector (wind, photovoltaics); in addition, the demand for solutions for deployment in energy-saving electronic motor controls also increased. These application areas in which sustained growth is also expected in the future, have already contributed more than a quarter to the Group's overall business in the first nine months of fiscal 2006/2007. Following the rapid, worldwide expansion of capacity for power quality production, Schaffner is well placed to participate in this growth over the long term.

Compared with the same quarter of the previous year, the Schaffner Group increased net sales in continuing operations by 34.4% to CHF 46.5 million in the third quarter of 2006/2007 (3rd quarter 2005/2006: CHF 34.6 million). Order intake rose by 21.5% to CHF 42.8 million (CHF 35.2 million).

With the arrival of Ah Bee Goh as Vice President Manufacturing and the appointments of Jean-Michel Calleri as Vice President Sales Europe and Christian Stampfer as Vice President Marketing – both longstanding managers at Schaffner – the reorganization of the management structure, as part of the formation of a functional Management, was completed on July 1, 2007.

Outlook

With price adjustments resulting from higher material prices having been successfully passed on to the market and cost-cutting measures beginning to take effect, Schaffner's management is looking to maintain its target EBIT margin of around 6% for fiscal 2006/2007.

Luterbach, July 12, 2007

For further information

Alexander Hagemann
Chief Executive Officer
T +41 32 681 66 06
alexander.hagemann@schaffner.com

Martin Zwysig
Chief Financial Officer
T +41 32 681 66 08
martin.zwysig@schaffner.com

Schaffner Holding AG, CH-4542 Luterbach
T +41 32 681 66 26
F +41 32 681 66 30
www.schaffner.ch

Schaffner Group

Net sales/order intake: 9-months 2006/2007

		1.10.06 – 30.6.07	Change on previous year in %		1.10.05 – 30.6.06
Net sales					
Continuing	in CHF million	125.6	20.9 ¹	24.0	101.3
Discontinued	in CHF million	15.8	– ²	– ²	34.9
Consolidated	in CHF million	141.4	1.3 ¹	3.8	136.2
Order intake					
Continuing	in CHF million	135.3	23.1 ¹	26.1	107.3
Discontinued	in CHF million	13.8	– ²	– ²	38.1
Consolidated	in CHF million	149.1	0.1 ¹	2.5	145.4

Net sales/order intake: third quarter 2006/2007

		1.4.07 – 30.6.07	Change on previous year in %		1.4.06 – 30.6.06
Net sales					
Continuing	in CHF million	46.5	28.9 ¹	34.4	34.6
Discontinued	in CHF million	2.5	– ²	– ²	10.7
Consolidated	in CHF million	49.0	3.8 ¹	8.3	45.3
Order intake					
Continuing	in CHF million	42.8	16.6 ¹	21.5	35.2
Discontinued	in CHF million	1.3	– ²	– ²	13.8
Consolidated	in CHF million	44.1	-13.7 ¹	-10.1	49.0

¹ Currency-adjusted

² Comparison not meaningful as a result of divestment

Calendar

November 2, 2007	Publication of fourth quarter 2006/2007 net sales and order intake
December 6, 2007	Publication of Annual Report 2006/2007
January 16, 2008	Annual General Meeting of Shareholders

Schaffner – safety for electronic systems

Schaffner is the international leader in electromagnetic compatibility (EMC) and power quality (PQ), focusing on high-growth sectors such as aerospace, automotive industry, building automation, consumer goods, industrial electronics, medical technology, power supplies, renewable energy, transportation and telecommunications. Schaffner develops, produces, and markets standard and customer-specific components and modules. Schaffner continually strives to secure and expand its leading position through a program of innovation, customer-focused logistics, cost-efficient practices and a constant drive for quality.