



Media Information

Schaffner Group reports steady rise in sales

Strong growth driven by the market sectors renewable energy and motor drives

The Schaffner Group increased net sales in continuing operations in fiscal 2006/2007 by 23.6% to CHF 170.3 million (2005/2006: CHF 137.8 million). Adjusted for currency effects, this represents an increase of 20.3%. Order intake grew by 23.3% to CHF 174.3 million (CHF 141.4 million), corresponding to a book-to-bill ratio of 1.02 (1.03). Including its Test Systems business, which was fully divested at the end of April 2007, the Schaffner Group posted net sales of CHF 186.1 million (CHF 184.0 million) in fiscal 2006/2007, while order intake amounted to CHF 188.0 million (CHF 188.5 million). Given the steady increase in sales and systematic cost management, Schaffner management expects to achieve the published target EBIT margin of around 6%.

In fiscal 2006/2007, the Schaffner Group achieved 5.0% organic growth in sales in continuing operations and a 3.7% increase in orders. This positive trend is largely attributable to dynamic growth in Asia coupled with robust demand in Europe. In the eleven months since its integration, Schaffner Jacke GmbH, consolidated as of November 2006, contributed CHF 25.9 million to the sales of the Schaffner Group and CHF 27.4 million to order intake – an increase in comparable sales of around 45% on the year before.

Compared with the same quarter of the previous year, the Schaffner Group increased net sales in continuing operations by 22.4% to CHF 44.6 million in the fourth quarter of 2006/2007 (4th quarter 2005/2006: CHF 36.5 million). Order intake rose by 14.5% to CHF 39.0 million (CHF 34.0 million).

The robust increase in demand from customers in the renewable energy sector (wind, photovoltaics) and electronic motor controls (motor drives) segments, accounting for just a third of sales in fiscal 2006/2007, has had a strong impact on the dynamic growth of the Schaffner Group. The Group is therefore on course to participate in the environmental and economic trend towards efficient use of electrical power and to achieve sustainable growth.

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For further information

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Schaffner Group

Net sales/order intake: fiscal 2006/2007

		1.10.06 – 30.9.07	Change on previous year in %		1.10.05 – 30.9.06
Net sales					
Continuing	in CHF million	170.3	20.3 ¹	23.6	137.8
Discontinued	in CHF million	15.8	- ²	- ²	46.2
Consolidated	in CHF million	186.1	-1.4 ¹	1.1	184.0
Order intake					
Continuing	in CHF million	174.3	20.2 ¹	23.3	141.4
Discontinued	in CHF million	13.7	- ²	- ²	47.1
Consolidated	in CHF million	188.0	-2.7 ¹	-0.2	188.5

Net sales/order intake: fourth quarter 2006/2007

		1.7.07 – 30.9.07	Change on previous year in %		1.7.06 – 30.9.06
Net sales					
Continuing	in CHF million	44.6	18.8 ¹	22.4	36.5
Discontinued	in CHF million	0.1	- ²	- ²	11.3
Consolidated	in CHF million	44.7	-9.2 ¹	-6.4	47.8
Order intake					
Continuing	in CHF million	39.0	11.1 ¹	14.5	34.0
Discontinued	in CHF million	0	- ²	- ²	9.0
Consolidated	in CHF million	39.0	-12.2 ¹	-9.5	43.0

¹ Currency-adjusted

² Comparison not meaningful as a result of divestment

Calendar

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.