

Media Information

Schaffner Group on target

The Schaffner Group, the world's leading provider of products and services in the area of electromagnetic compatibility (EMC), reported for the first nine months of fiscal 2000/2001 (ending 30 September 2001) a 10.1% increase in consolidated sales to CHF 132.6 million (30 June 2000: CHF 120.6 million). Sales of EMC components were CHF 91.9 million, 2.2% below last year's record result of CHF 93.9 million. The Test Equipment business grew sales 52.9% to CHF 40.7 million (CHF 26.6 million). In a breakdown by region, Europe contributed 63% of group revenues, North America generated 20% and Asia (including the rest of the world) accounted for 17%.

The strong demand for Test Equipment was also reflected in the volume of incoming orders for the Schaffner Group. New orders for Test Equipment amounted to CHF 43.0 million (CHF 36.7 million) in the first three quarters of the 2000/2001 business year, up 17.3%. Over the same period, the number of incoming orders for Components contracted 16.2% to CHF 90.5 million (CHF 108.1 million). Overall, the Schaffner Group registered a 7.7% decline in new orders to CHF 133.5 million (CHF 144.7 million) for the first nine months of the current business year.

In line with the general economic trend, Group sales eased by 2% in the third quarter to CHF 41.6 million. The strong rise in Test Equipment sales (+90%) was largely able to compensate for the reduction in Components business (-21%). Order intake declined by 36% to CHF 34.1 million, having been impacted to a far greater extent by the economic downturn in the third quarter compared to the same period in the previous year, when incoming orders were particularly strong.

As already communicated in the half-yearly report, despite the current downturn, Schaffner Group still anticipates achieving a slightly better result for the full fiscal year than that of the previous year. The Schaffner Group is still looking to exceed the average long-term growth of the market.

Overview of sales trend (amounts in CHF 1,000)

Nine months	30 June 2001 ²⁾	30 June 2000 ¹⁾	Change
Components	91,875	93,906	-2.16%
Test Equipment	40,744	26,649	52.89%
Total	132,619	120,555	10.1%

¹⁾ without Altrac

²⁾ without ElectroFERRUM

The figures cited here have been adjusted for the contribution of Altrac AG, which was sold on 30 September 2000, and the contribution of ElectroFERRUM, which was consolidated as of 1 April 2001. Excluding this adjustment, first-quarter sales grew 6.6% on a like-for-like basis. For the 2000/2001 business year, Schaffner anticipates that ElectroFERRUM, which was consolidated at the start of the second half, will contribute around three quarters of the annualized sales of Altrac.

Financial calendar:

24 October 2001	Media Information: 4th Quarter 2000/2001
29 November 2001	Media Information: Key Figures 2000/2001
13 December 2001	Annual Report 2000/2001 (press conference)
25 January 2002	Annual General Meeting 2002

Luterbach, 10 July 2001

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Profile

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 rising potential for electromagnetic interference (EMI). The Schaffner Group manufactures and sells EMC components for the protection of electronic devices and systems against electromagnetic interference, laboratory instruments for the simulation and measurement of electromagnetic interference and automated test systems for power electronics. The complementary product areas of EMC components and test equipment, a broad client base and a low degree of correlation between the two product areas on the sales market provide the Schaffner Group with a solid basis for sustainable growth.