

Media information

Schaffner Group: Sales and orders up year-on-year in third quarter of 2001/2002

The Schaffner Group is the world's leading provider of products and services in the area of electromagnetic compatibility (EMC). In the third quarter of the 2001/2002 business year, the Group reported a 5.5% increase in the net sales to CHF 43.6 million (compared with CHF 41.6 million for the third quarter in the prior-year period). The EMC Components business recorded net sales of CHF 28.6 million (CHF 28.2 million) in the same period, while Test Equipment business contributed CHF 15.0 million (CHF 13.4 million). At CHF 40.3 million, orders for the third quarter of 2001/2002 were up 18.2% on the third quarter in the prior-year quarter (CHF 34.1 million).

Overall, the Schaffner Group recorded consolidated net sales of CHF 117.6 million (compared with CHF 132.6 million as at 30 June 2001). Adjusted for the contribution of Schaffner Electrotest, which was integrated in January 2002, revenues stood at CHF 110.1 million. The EMC Components business contributed CHF 80.5 million (CHF 91.9 million), or 68.5%, to consolidated net sales. Sales of Test Equipment business amounted to CHF 37.1 million (CHF 40.7 million), and thus accounted for 31.5% of overall net sales. The breakdown by region is as follows: Europe contributed 67% of group sales for the first three quarters (63%), North America generated 16% (20%) and Asia (including the rest of the world) accounted for 17% (17%). With orders totalling CHF 120.7 million (CHF 133.5 million) for the first nine months of the 2001/2002 business year, the Schaffner Group perceptibly improved its book-to-bill ratio to 1.03 (from 1.01 in the prior year).

The Schaffner Group continued to pursue its full range of strategic projects in the third quarter of 2001/2002. The Schaffner production center in Shanghai opened on schedule on 21 June 2002. In addition to the existing sales office in Beijing, the Schaffner Group now produces EMC components and test systems in Shanghai mainly for the Chinese market. In the new market sector, the automotive supplier industry, cooperation with the two international partners Siemens VDO Automotive and the Valeo Group is proceeding according to plan, and will already contribute to consolidated net sales during the current business year.

Given the slight upward trend in orders in the third quarter of 2001/2002, the Schaffner Group anticipated net sales for the second half of the year to exceed those in the first provided the economy remains stable, and continues to expect a positive full-year result for the Group also particularly due to the systematic cost management program.

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Profile of the Schaffner Group

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. The Schaffner Group manufactures and sells EMC components for the protection of electronic devices and systems against electromagnetic interference, test equipment for the simulation and measurement of electromagnetic interference and automated test systems for power electronics.

Schaffner Group

Key figures for first nine months

In CHF million	2001/2002 3rd quarter	2000/2001 3rd quarter	2001/2002 9 months	2001/2002 9 months
Net sales (sales)	43.6	41.6	117.6	132.6
Orders	40.3	34.1	120.7	133.5
Sales by area				
Components business	28.6	28.2	80.5	91.9
Test Equipment business	15.0	13.4	37.1	40.7
Orders by area				
Components business	27.8	23.8	83.8	90.5
Test Equipment business	12.5	10.3	36.9	43.0

Financial calendar:

24 October 2002

17 December 2002

9 January 2003

Media information: 4th Quarter 2001/2002

Presentation of Annual Report 2001/2002

Annual General Meeting 2003