

MEDIA INFORMATION

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Record 4th Quarter Sales

Schaffner Group reports robust sales growth

The Schaffner Group, the world's leading provider of products and services in the area of electromagnetic compatibility (EMC), achieved the strongest quarterly sales figure in its history during the fourth quarter of the 1999/2000 business year (to 30 September 2000). In the three months from 1 July to 30 September 2000, Group sales advanced 27.8% over the equivalent prior-year period to total CHF 58.3 million (4th quarter 1998/99: CHF 45.6 million).

For the full 1999/2000 business year, the Schaffner Group achieved sales of CHF 185.3 million (previous year: CHF 150.7 million), representing overall growth of 22.9%. The order intake, at CHF 205.2 million (CHF 147.9 million), was 38.7% higher year-on-year. The Components product unit reported a 44.4% increase in new orders during financial 1999/2000 for a total of CHF 154.4 million (CHF 107.0 million) and generated CHF 144.4 million in sales (CHF 105.4 million). Starting in the third quarter of the business year, the new production plant in Thailand also made a significant contribution to the 37.0% rise in sales. The Test Equipment product unit booked CHF 50.7 million (CHF 40.9 million) worth of new orders, a rise of 23.9% over the prior year. The Group's recent acquisitions (Schaffner-Chase EMC Ltd., Schaffner-MEB GmbH, PowerTest) are already contributing substantially to the good order flows. Although the situation in the suppliers market stabilized in the course of the 4th quarter, the Test Equipment product unit was unable to work down the previous months' backlog by the close of the 1999/2000 business year. As a result, sales of test equipment were 9.3% lower year-on-year at CHF 40.8 million (CHF 45.1 million) despite the generally favourable market trend.

In the year ahead, the management of the Schaffner Group intends to expand its market share further and expects to slightly outgrow the market as a whole.

The Schaffner Group will release its financials for the 1999/2000 business year on 30 November 2000 and provide detailed information on its 1999/2000 results and the prospects for financial 2000/2001 at a presentation for the media and financial analysts on 14 December.

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Brief profile

The Schaffner Group is the world's leading provider in the field of electromagnetic compatibility (EMC), which is becoming more and more important given the growing problem of electromagnetic interference. Schaffner manufactures and sells EMC components which protect against electromagnetic interference, test equipment to simulate and measure electromagnetic disturbances and automatic test systems for power electronics. Schaffner's products and services are used by several thousand companies and specialized test laboratories in a number of industries.

If you have any questions about this media information, please contact Dr Alex Oechslin, Group CEO and Chairman of the Board of Directors or Daniel Hofer, CFO, telephone +41 32 681 66 26.