

## MEDIA INFORMATION

30 November 2000 – 1/2

*Profitability shows further improvement*

### **Sustained growth with net profit disproportionately higher**

The Schaffner Group, the world's leading provider of products and services in the area of electromagnetic compatibility (EMC), reports consolidated sales of CHF 184.9 million (1998/99: CHF 150.7 million) for the 1999/2000 business year (to 30 September 2000), representing growth of 22.7%. The Components product unit contributed CHF 144.1 million (CHF 105.4 million), accounting for 78% (70%) of consolidated sales revenues. The Test Equipment product unit contributed 22% (30%) or CHF 40.8 million (CHF 45.3 million). The main revenue driver in the 1999/2000 business year was once again industrial electronics with a share of 41% (42%). Telecommunications posted the highest growth rate with a share of 21% (13%). All sectors, however, contributed to the encouraging growth in revenues. Geographically, the sales breakdown showed little change. Sales in Europe, Schaffner's largest market, were slightly lower, accounted for 66.2% (68.0%), North America contributed 19.6% (19.5%) of Group revenues, 12.7% (10.6%) of sales originated in Asia and 1.5% (1.9%) in various smaller markets.

### **Net profit disproportionately higher**

The income statement of the Schaffner Group was revised in the 1999/2000 business year and adapted to comply with current capital market requirements and the new IAS rules. Operating income before interest, tax and amortization (EBITA), reported for the first time, was up 33.3% year-on-year at CHF 22.8 million (CHF 17.1 million). The EBITA margin improved to 12.3% (11.3%) during the reporting year. As a result, operating profit after amortization (EBIT) was 35.5% higher than the prior-year figure at CHF 21.7 million (CHF 16.0 million). The EBIT margin improved to 11.7% (10.6%). The stronger profitability of the Schaffner Group is also reflected in consolidated net profit: adjusted for the sale of the subsidiary Schaffner Altrac AG as of 30 September 2000, it increased at a disproportionately higher rate of 30.9% to reach CHF 15.9 million (CHF 12.1 million). Including the extraordinary gain from the disposal of Schaffner Altrac AG, net profit was CHF 21.2 million. Earnings per share (633,100 registered shares at a par value of CHF 50 each) were thus CHF 33.44 (adjusted for the Altrac disposal CHF 25.06).

. / .

### **A sound basis for further growth**

**The Schaffner Group has the resources, structures and order flows to continue outgrowing the overall market for EMC solutions and to build on its position in the global EMC market.**

### **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.**

### **Notice**

**The Schaffner Group will report in detail on its 1999/2000 financials and the outlook for the 2000/2001 business year at the media and analysts' presentation on 14 December 2000.**

*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, Chief Financial Officer, at the Schaffner Group: phone +41 32 681 66 26.*