



Agenda

2015 – solid result despite a difficult environment

Overview of financial year 2015	Urs Kaufmann (CEO)
Financial results	Ivo Wechsler (CFO)
Outlook	Urs Kaufmann (CEO)
Questions and discussion	
Buffet lunch	

Overview of the 2015 financial year

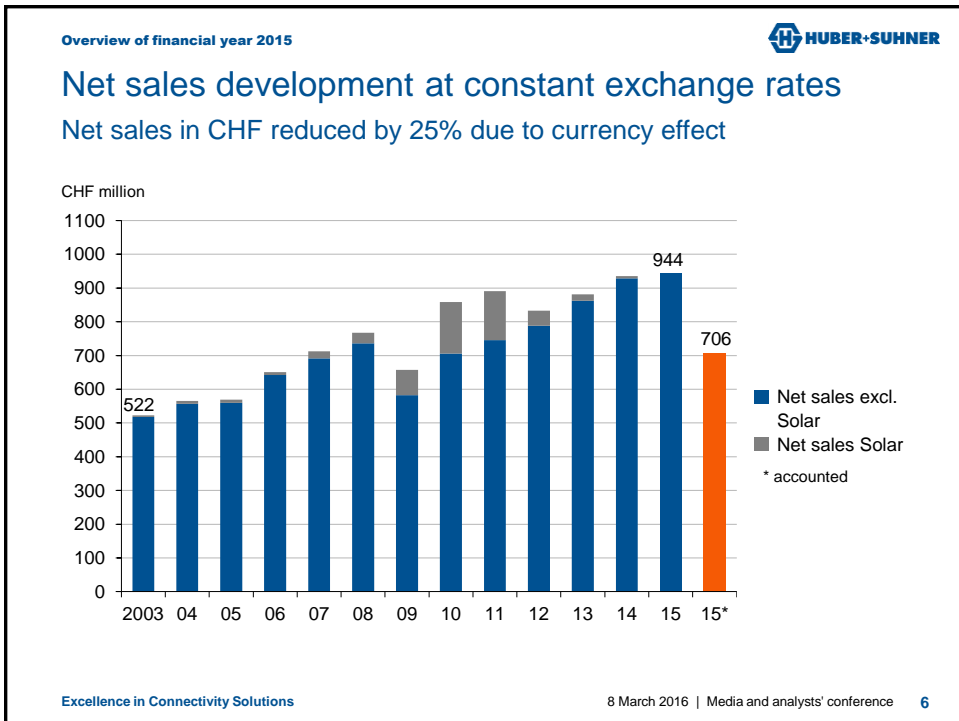
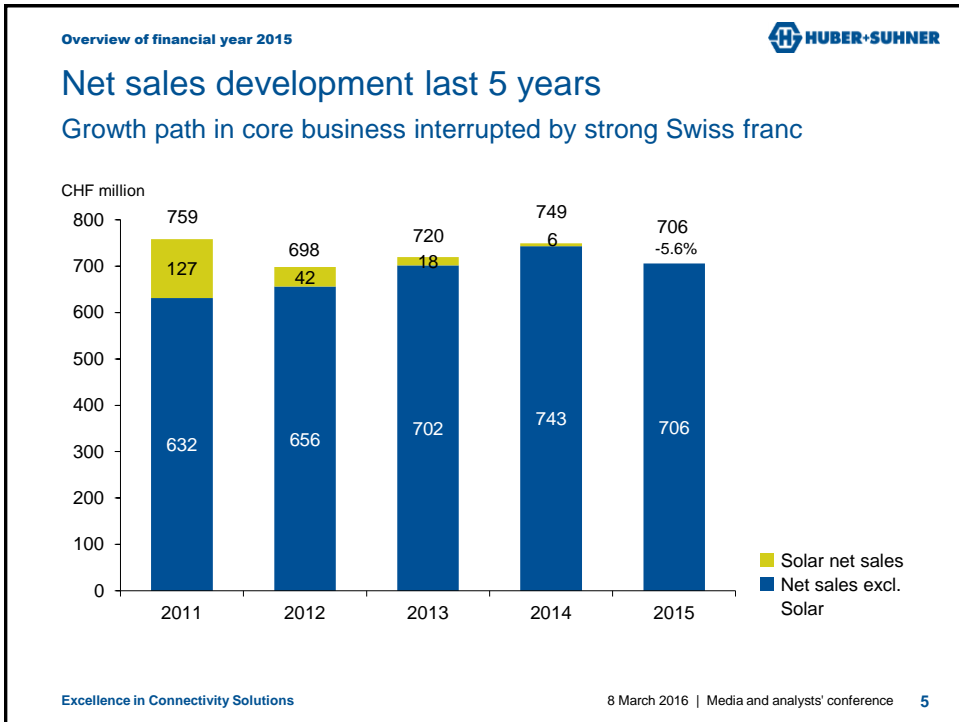
Currency situation well managed

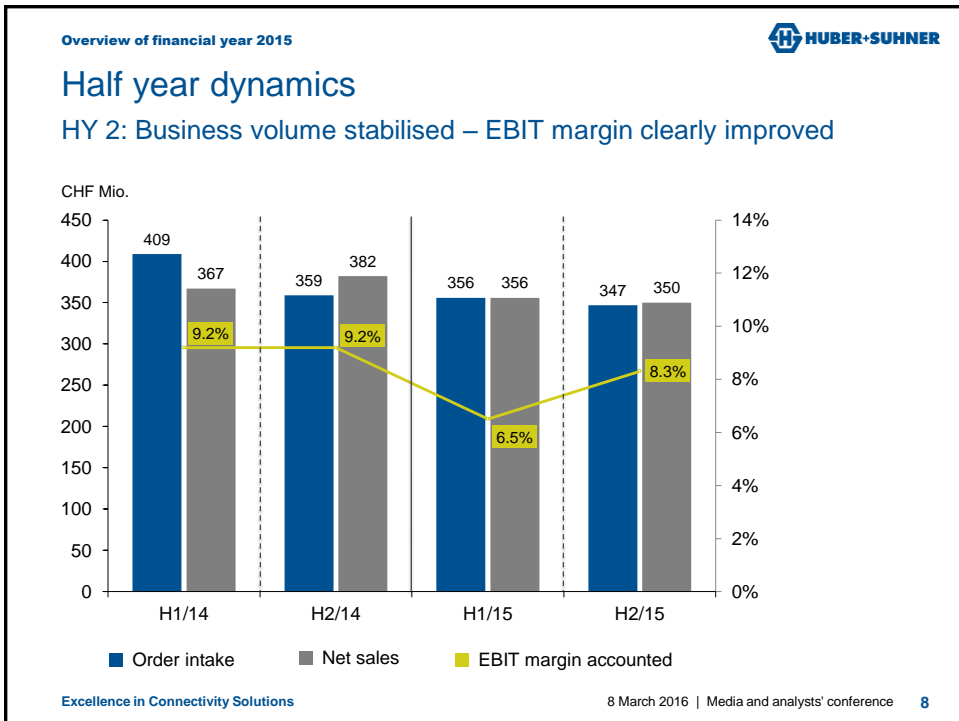
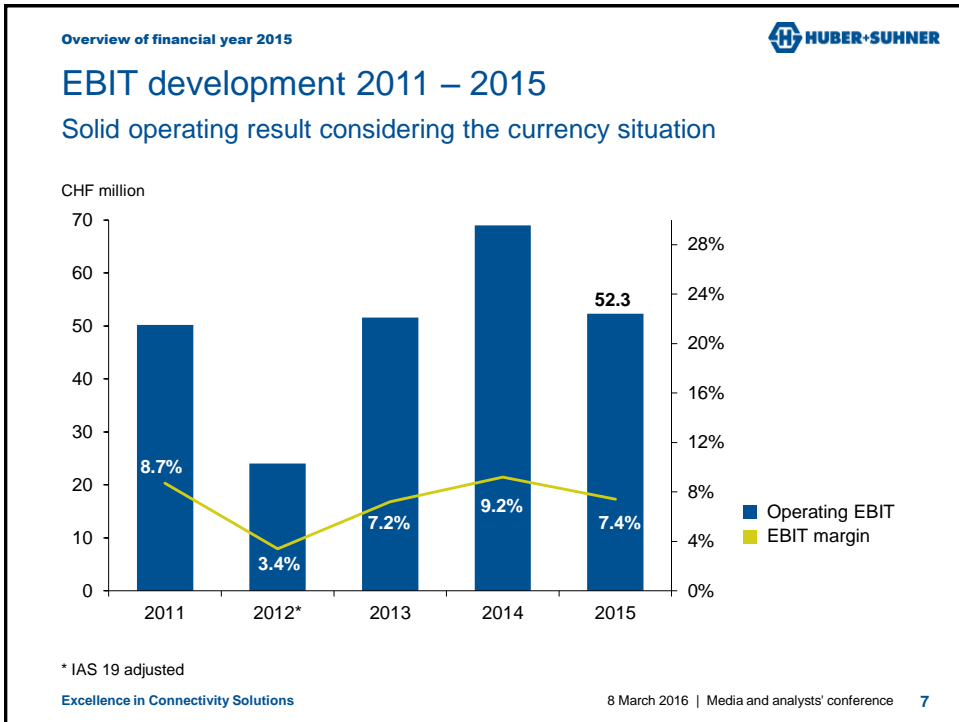
- Balanced and effective package of measures – effects are visible - profitability improved in second half year
- Overall lower business volume – at constant exchange rates moderately lower net sales
- Fiber Optics with a new net sales record – Low Frequency and High Frequency with significant reduction of net sales
- Top performance by Cube Optics and very successful integration
- EBIT margin at the upper end of the announced target range for 2015
- Net income significantly reduced due to currency impacts and high tax rate
- High free operating cash flow

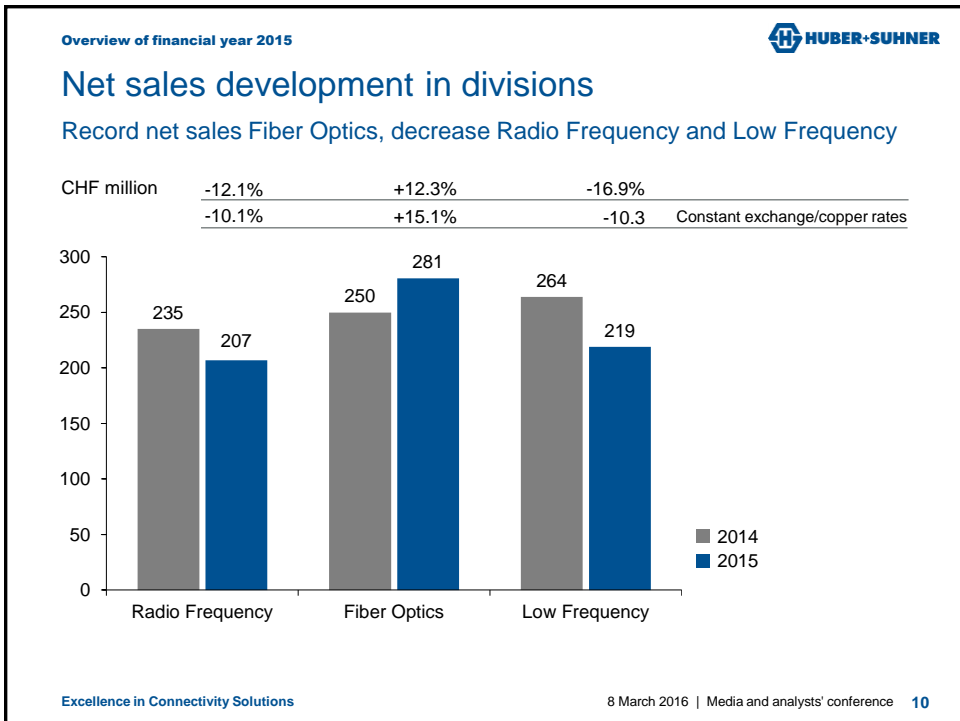
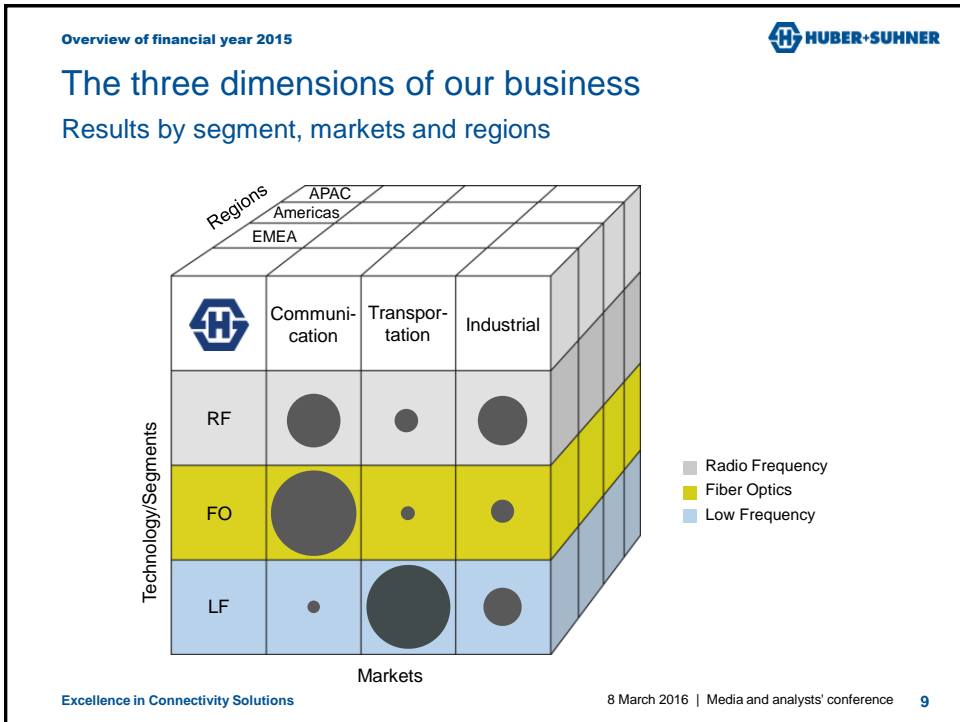
Figures at a glance


CHF million

	2015	2014	Δ %
Order intake	702.8	768.1	-8.5
Net sales	706.3	748.5	-5.6
Operating profit (EBIT)	52.3	69.0	-24.2
• in % of net sales	7.4	9.2	
Net income	24.7	59.2	-58.3
• in % of net sales	3.5	7.9	







Overview of financial year 2015 

Radio Frequency division

Lower net sales – double-digit EBIT margin – strengthened project pipeline


CHF million

	2015	2014	Δ %
Order intake	201.1	238.7	-15.7
Net sales	206.7	235.0	-12.1
Operating profit (EBIT)	21.7	33.0	-34.3
• As % of net sales	10.5	14.0	

Key facts

- Marked decrease in order intake and net sales
- Weaker business volume with communication equipment manufacturers
- Double-digit EBIT margin thanks to consistent cost management
- Project pipeline strengthened in high tech niches
- Innovative new products launched
- Increasing successes of Astrolab through global sales network

Excellence in Connectivity Solutions 8 March 2016 | Media and analysts' conference 11

Overview of financial year 2015 

Fiber Optics division

Once again record net sales – Cube Optics top – higher profitability


CHF million

	2015	2014	Δ %
Order intake	270.8	271.0	-0.1
Net sales	280.7	249.9	+12.3
Operating profit (EBIT)	34.4	26.6	+29.5
• As % of net sales	12.3	10.6	

Key facts

- Stable order intake (in CHF)
- New net sales record
- Expanded position in mobile and fixed networks as well as in data center business
- Great success with Samsung in India
- Operating profit significantly increased
- Cube Optics successfully integrated, showing excellent development

Excellence in Connectivity Solutions 8 March 2016 | Media and analysts' conference 12

Overview of financial year 2015 

Low Frequency division


Lower business volume – marginal positive result – reduced costs

CHF million	2015	2014	Δ %
Order intake	230.8	258.5	-10.7
Net sales	219.0	263.6	-16.9
Operating profit (EBIT)	2.4	12.2	-80.1
• As % of net sales	1.1	4.6	

Key facts

- Net sales significantly lower – book to bill >1
- Especially hard hit by currency upheavals – additional lower copper price
- Notable decline in the railway business – China and Europe
- Marginal positive result
- Measures: Costs, organisation, sale of Composites
- Stronger project pipeline automotive

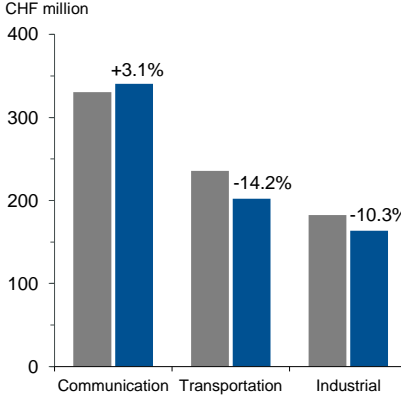
Excellence in Connectivity Solutions 8 March 2016 | Media and analysts' conference 13

Overview of financial year 2015 

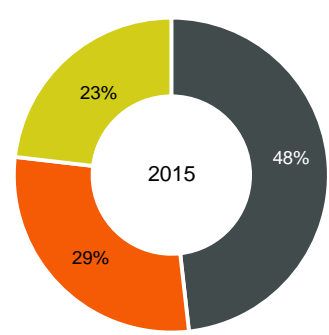
Net sales by markets

Increase in Communication, clear minus in Transportation and Industrial

CHF million

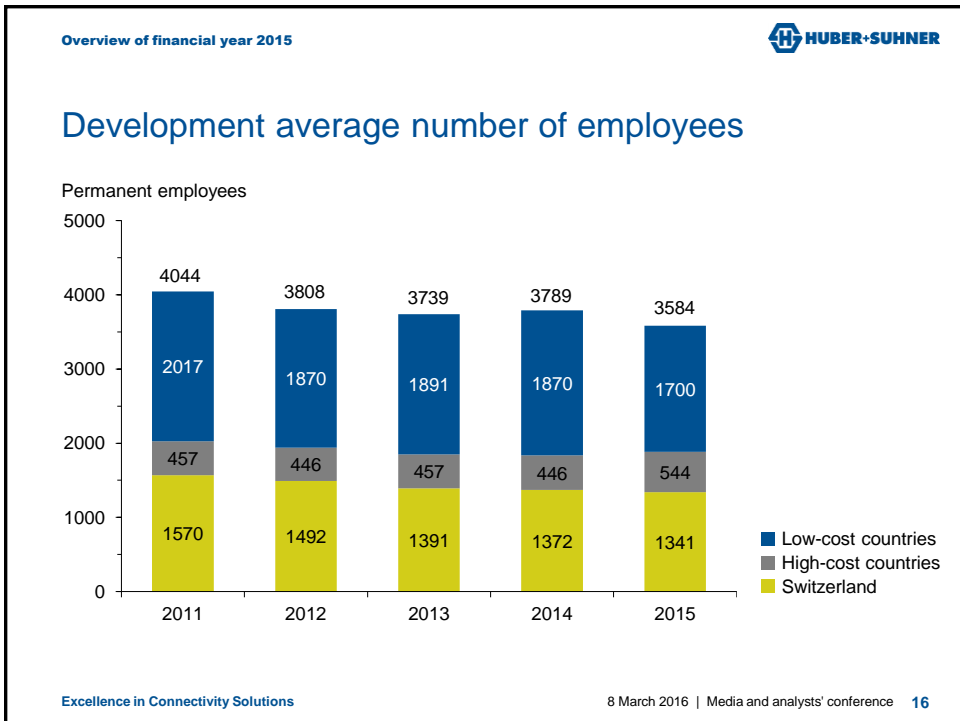
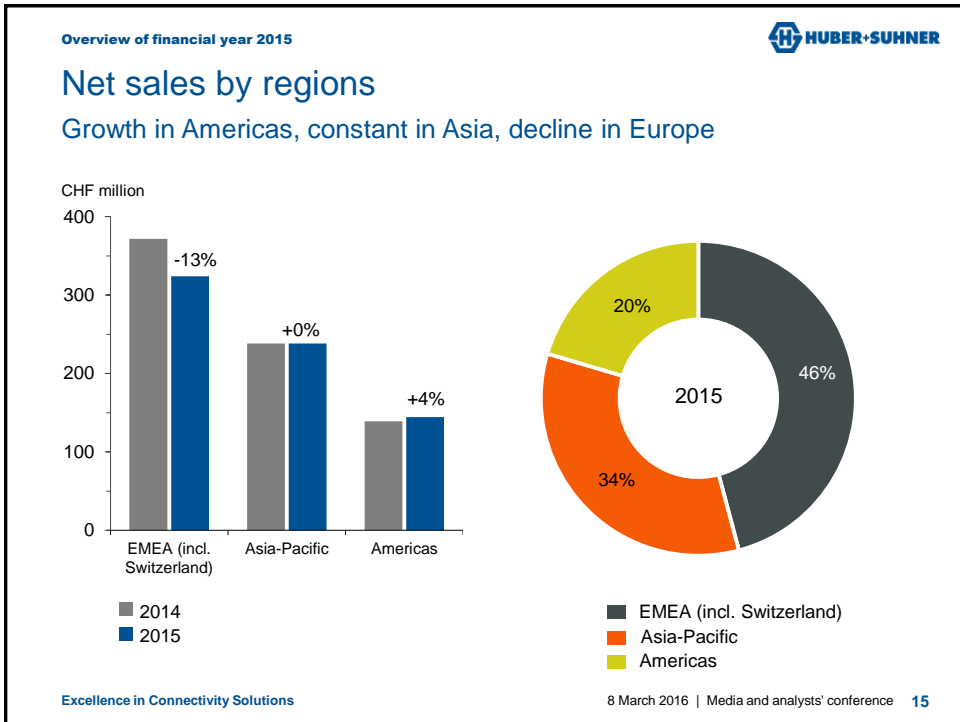



Market	2014 (CHF million)	2015 (CHF million)	Δ %
Communication	~330	~340	+3.1%
Transportation	~240	~200	-14.2%
Industrial	~180	~160	-10.3%



Market	Percentage
Communication	48%
Transportation	29%
Industrial	23%

Excellence in Connectivity Solutions 8 March 2016 | Media and analysts' conference 14



Overview of financial year 2015 

New dividend policy

- Strong equity base and high net liquidity
- Continued result oriented dividend policy:
40 – 50% of net income
- **New:**
A dividend of at least CHF 1.00 per share will be proposed to the GM
- **Request to the General Meeting 2016:**
 - Dividend per share of CHF 1.00 (PY CHF 1.40)
 - Payout ratio of 79%
 - Dividend yield of approx. 2.2% (share price CHF 45)

Excellence in Connectivity Solutions 8 March 2016 | Media and analysts' conference 17

Overview of financial year 2015 

Changes to the Board of Directors

Peter Altorfer, member of the Board, will not stand for re-election at the GM on 6 April 2016.

The election of Jörg Walther as a new Board Member will be proposed to the shareholders.



Personalia

- Swiss citizen, 1961
- lic.iur., MBA (University of Chicago)
- 1990 admitted to the Bar in Zürich
- Long-standing experience with industrial companies: extensive experience as a lawyer and as a member of the Board of both listed and unlisted companies
- Since 2010 Partner at Schärer Rechtsanwälte, Aarau

Excellence in Connectivity Solutions 8 March 2016 | Media and analysts' conference 18

Overview of financial year 2015 HUBER-SUHNER

Succession plan: new CEO as of 1 April 2017

CEO Urs Kaufmann will resign from his operational remit in view of the 2017 GM, and be proposed for election as Chairman of the Board of Directors.

Urs Ryffel, currently COO Fiber Optics, was nominated as the new CEO.



Personalia

- 1967, Swiss citizen
- Dipl. Ing. ETH Zürich
- INSEAD Executive training, France
- Since 2002 in the company
- Since 2007 head of the division Fiberoptics
- Since 2008 member of the Executive Group Management

Excellence in Connectivity Solutions 8 March 2016 | Media and analysts' conference 19

Overview of financial year 2015 HUBER-SUHNER

Conclusion 2015

Solid result despite a difficult environment

- Overall, currency upheavals successfully mastered – combination of short and long term measures
- Lower net sales, but stabilisation in the course of the year
- EBIT margin at upper end of the announced target range – improvement in the second half year
- Net income markedly lower, especially due to currency effects
- High free operating cash flow
- Decision for an attractive dividend policy

Excellence in Connectivity Solutions 8 March 2016 | Media and analysts' conference 20

Agenda

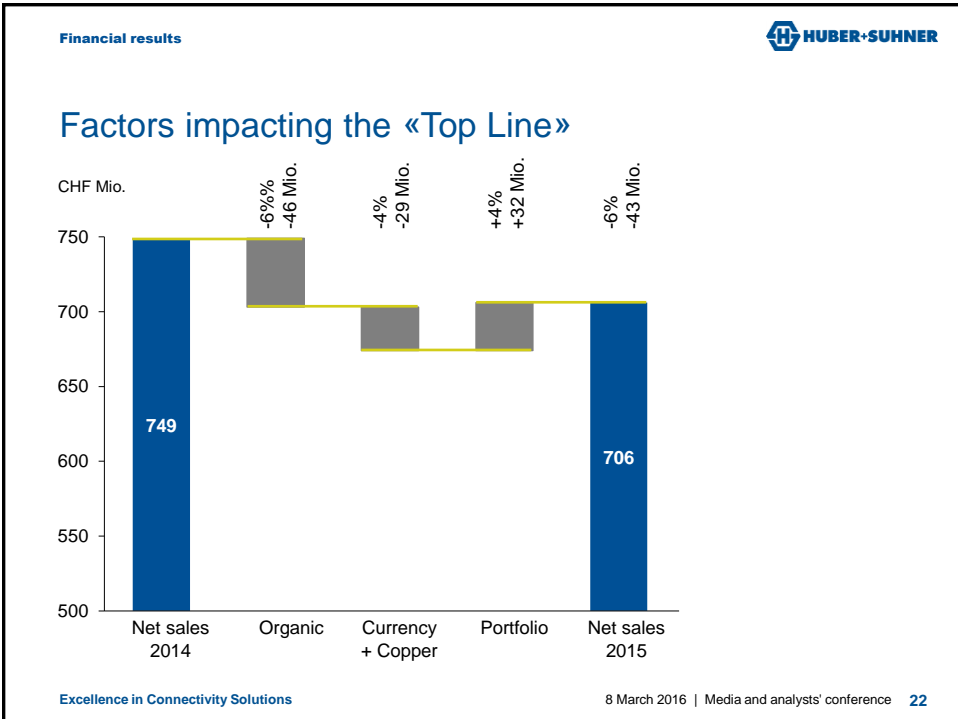
2015 – solid result despite a difficult environment

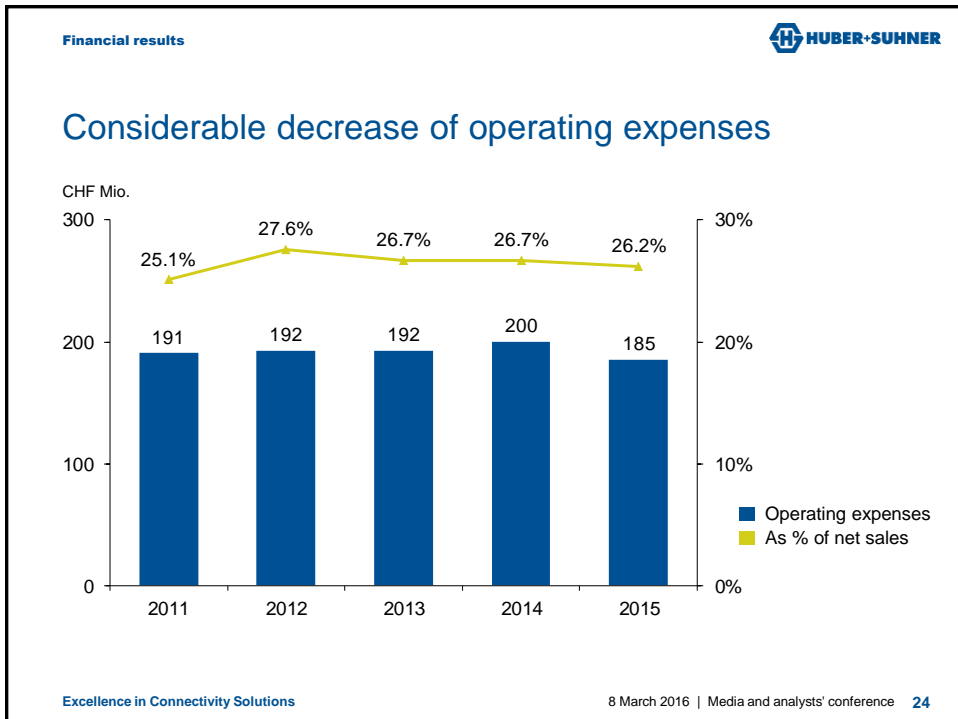
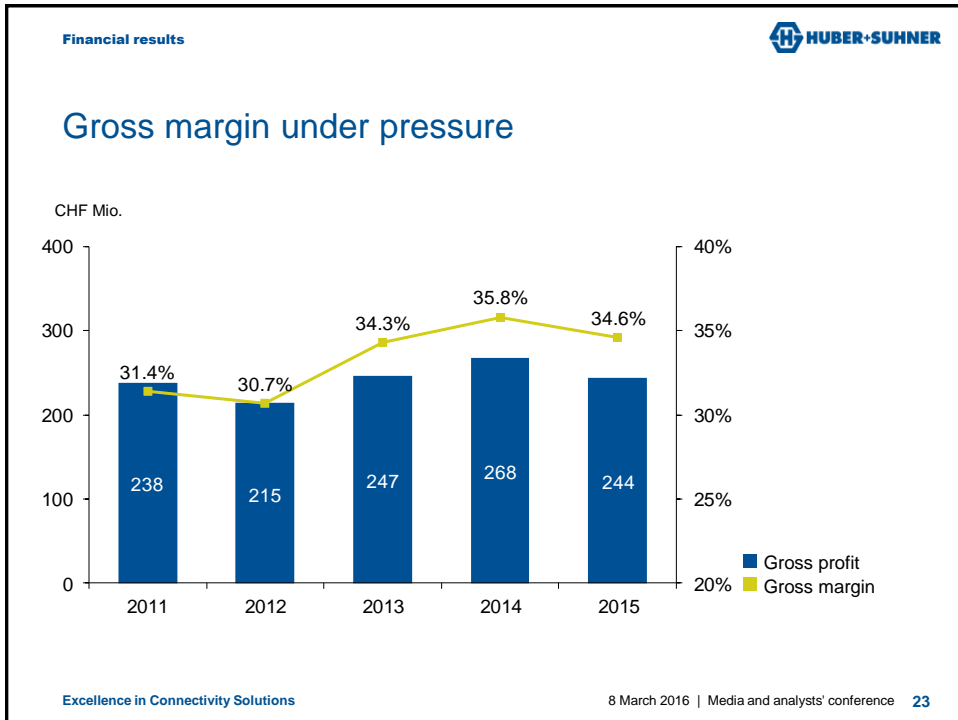
Overview of financial year 2015	Urs Kaufmann (CEO)
Financial results	Ivo Wechsler (CFO)
Outlook	Urs Kaufmann (CEO)
Questions and discussion	
Buffet lunch	

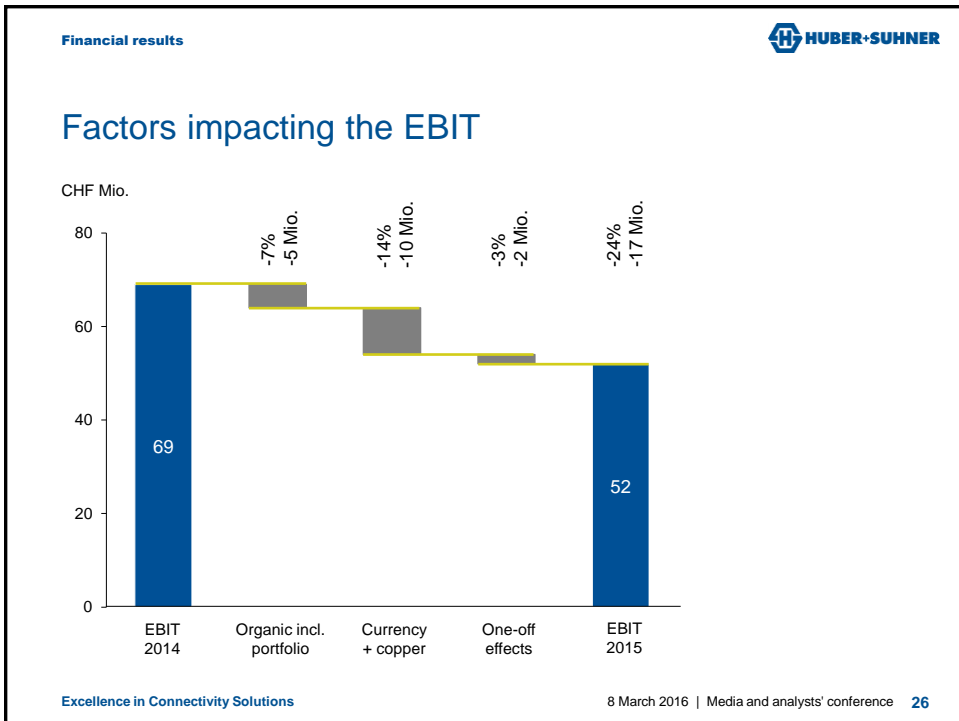
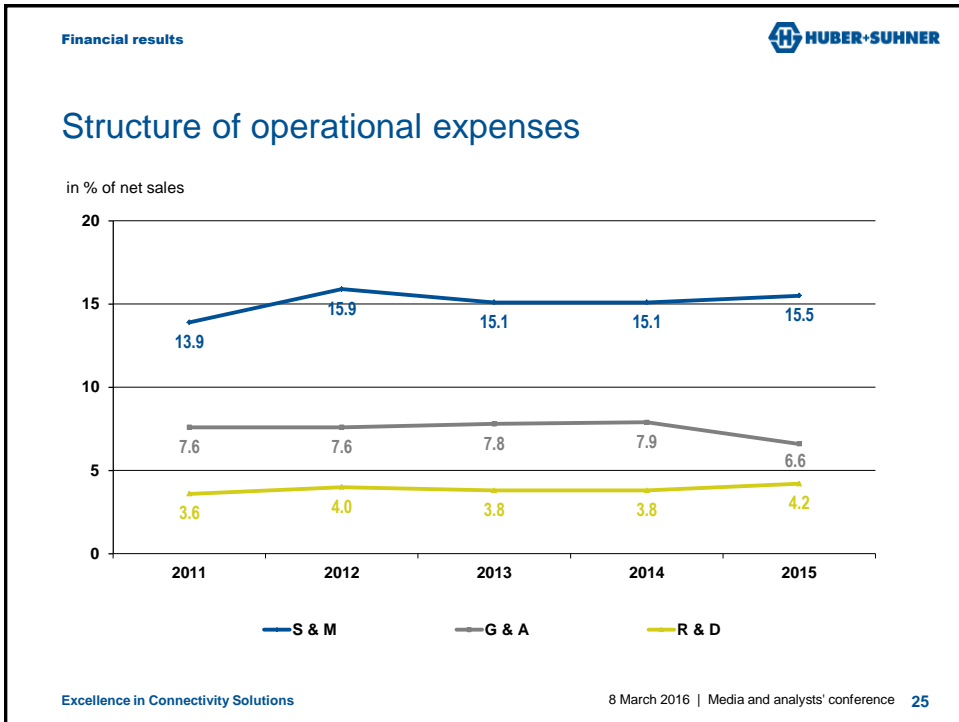
8 March 2016 | Media and analysts' conference




HUBER+SUHRNER
Excellence in Connectivity Solutions








Financial results 

Overview Divisions

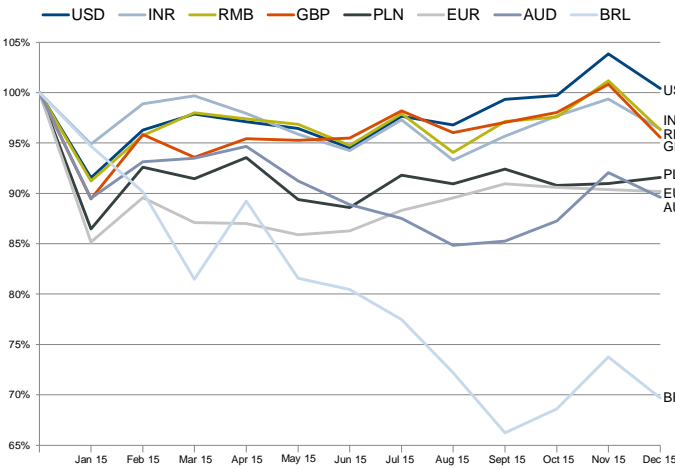
CHF Mio.









	2015	in %	2014	in %
High Frequency	21.7	10.5	33.0	14.0
Fiber Optics	34.4	12.3	26.6	10.6
Low Frequency	2.4	1.1	12.2	4.6
Corporate	(6.2)		(2.8)	
Total EBIT	52.3	7.4	69.0	9.2

Excellence in Connectivity Solutions 8 March 2016 | Media and analysts' conference 27

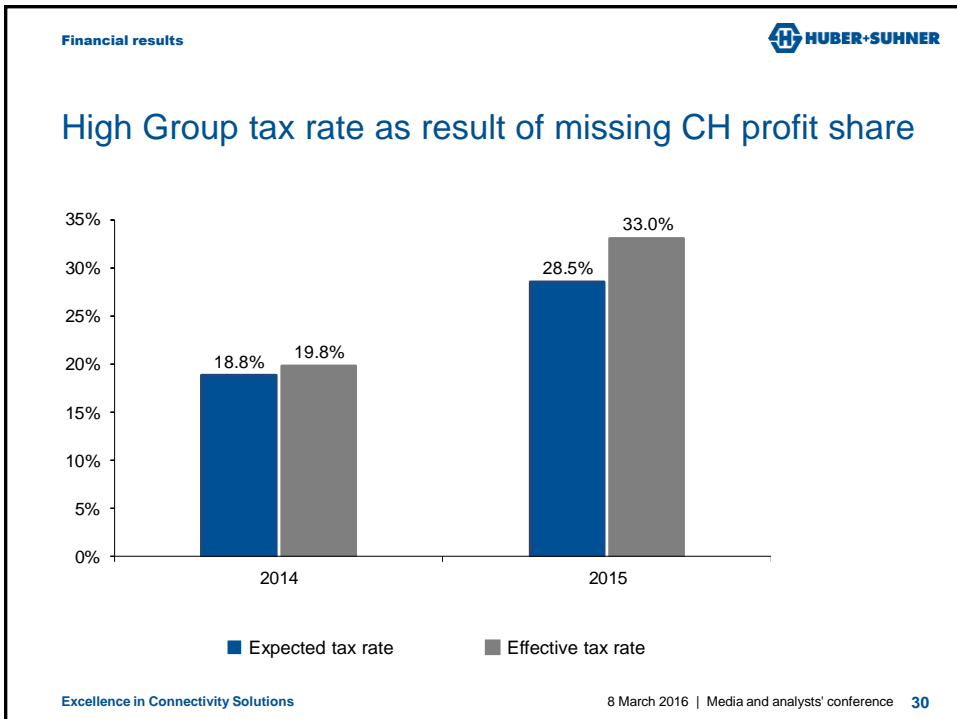
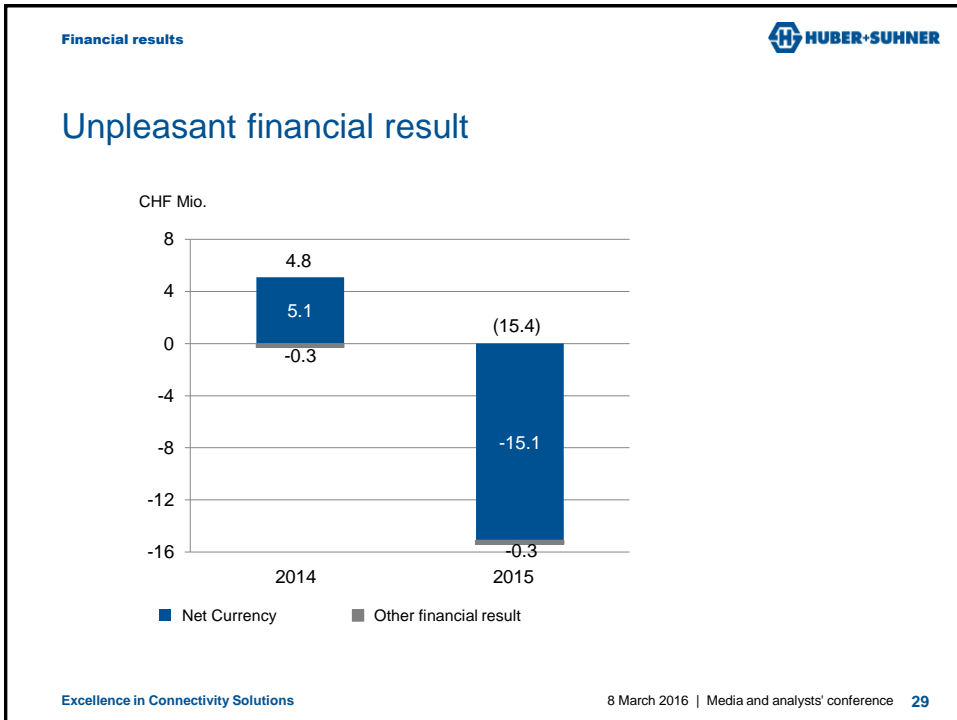
Financial results 

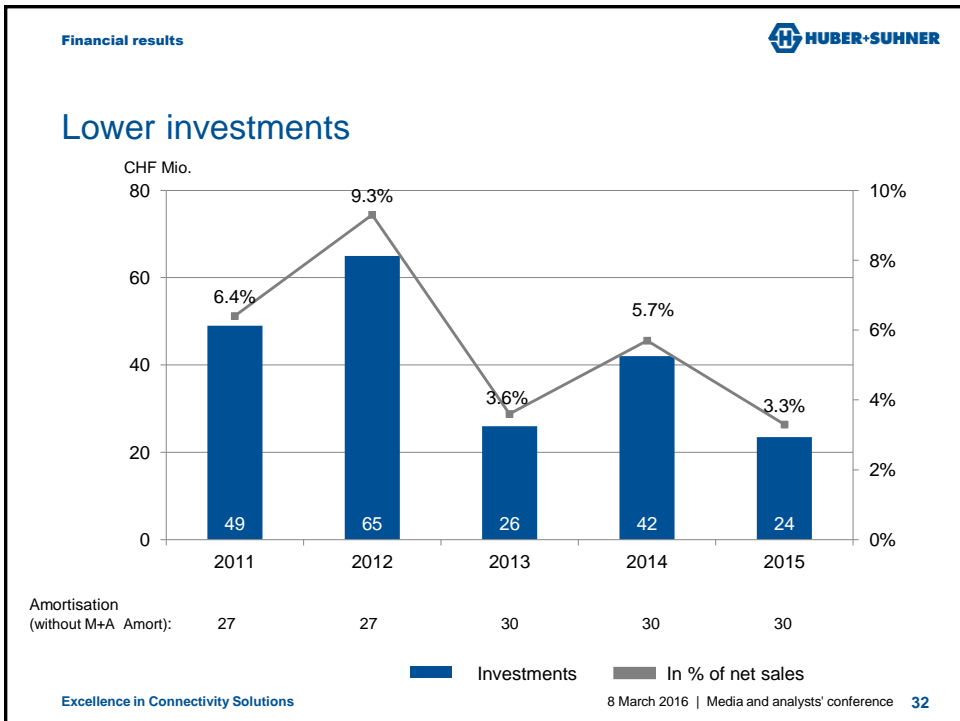
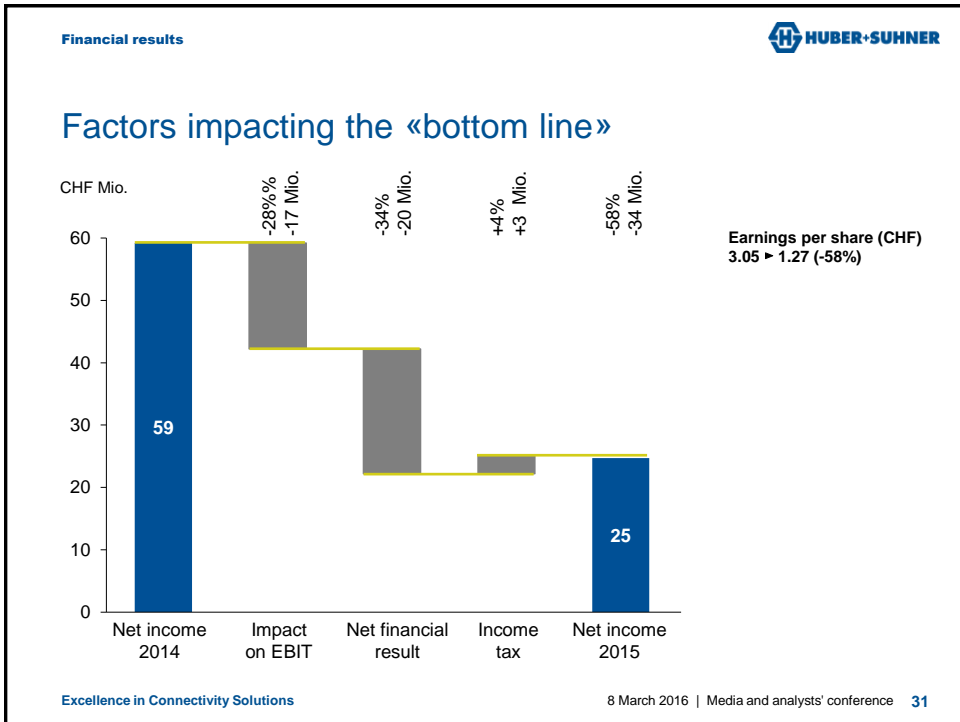
FX development versus CHF (closing rate)




Development vs CHF	FX Loss MCHF
 USD +0.4%	1
 INR -3.6%	-1
 RMB -3.7%	-1
 GBP -4.5%	-1
 PLN -8.4%	-1
 EUR -9.8%	-9
 AUD -10.4%	-1
 BRL -30.3%	-3
Total:	-15

Excellence in Connectivity Solutions 8 March 2016 | Media and analysts' conference 28






Financial results 

Strong balance sheet

CHF Mio.	31.12.2015	31.12.2014		30.06.2015
Liquid assets	160	143	12%	124
Other current assets	281	323	-13%	307
Non-current assets	337	371	-9%	312
Financial debt	-	-	n/a	-
Other liabilities	129	163	-21%	141
Shareholders' equity	650	674	-4%	602
in %	83%	80%		81%
Balance sheet total	778	837	-7%	743
Net liquidity	160	143	12%	124

Excellence in Connectivity Solutions 8 March 2016 | Media and analysts' conference 33

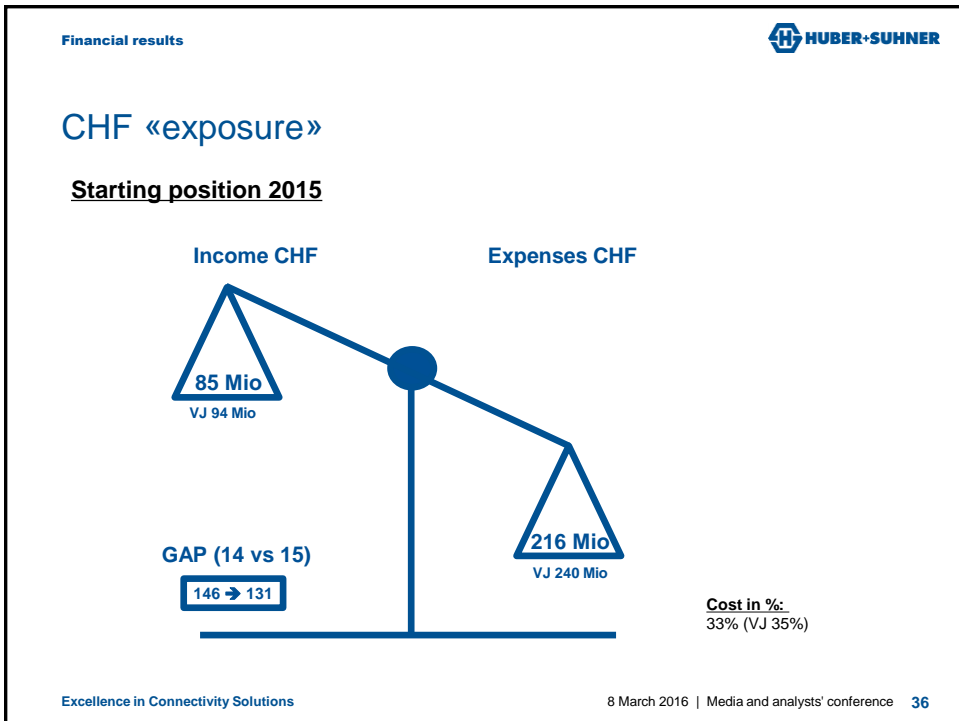
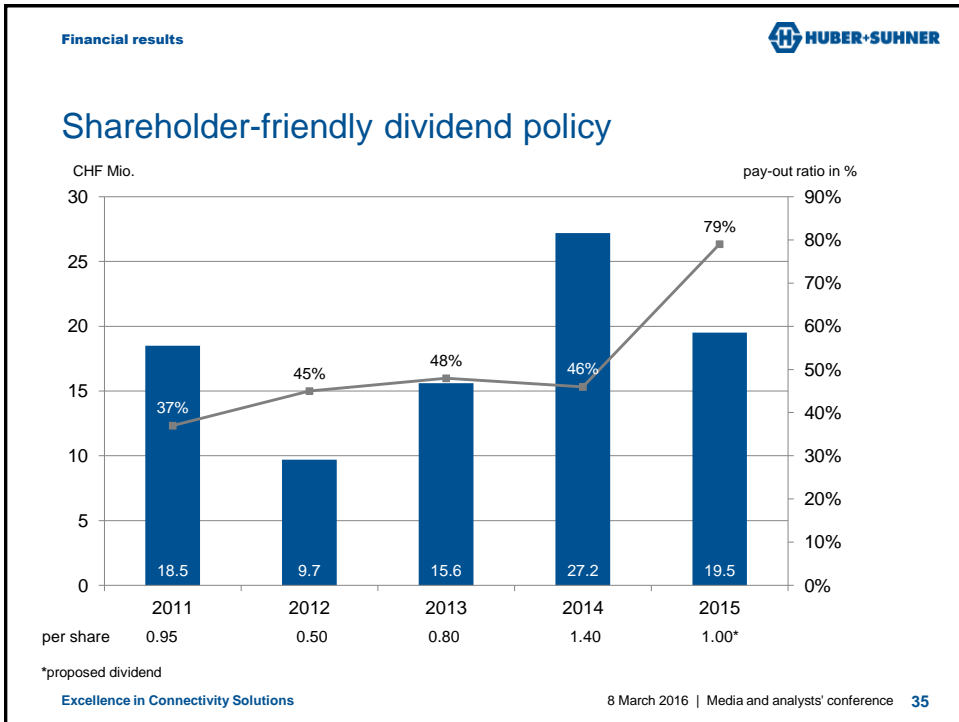
Financial results 


Pleasing free cash flow

CHF Mio.	2011	2012	2013	2014	2015
Net cash from operating activities	29.2	39.2	115.9	78.0	69.7
Net cash from investing activities *	(27.2)	(114.3)	(20.0)	(89.9)	(21.8)
Free operating cash flow	2.0	(75.1)	95.9	(11.9)	47.9
Dividend paid	(29.2)	(18.5)	(9.7)	(15.6)	(27.3)
Change in treasury shares	1.1	0.0	(0.5)	(1.4)	(0.9)
Free cash flow	(26.0)	(93.6)	85.7	(28.9)	19.7

*excluding marketable securities / derivatives

Excellence in Connectivity Solutions 8 March 2016 | Media and analysts' conference 34



Financial results 

Financial assessment 2015


- ✔ Strict cost management allows for a pleasing EBIT margin
- ✔ High free operating cash flow
- ✔ Acquired Cube Optics considerably above expectations
- ✘ Decline in sales in 2 of 3 divisions
- ✘ Significant FX losses and high tax rate

Excellence in Connectivity Solutions 8 March 2016 | Media and analysts' conference 37

Agenda





2015 – solid result despite a difficult environment

Overview of financial year 2015	Urs Kaufmann (CEO)
Financial results	Ivo Wechsler (CFO)
Outlook	Urs Kaufmann (CEO)
Questions and discussion	
Buffet lunch	

8 March 2016 | Media and analysts' conference  **HUBER+SUHNER**
Excellence in Connectivity Solutions

Outlook HUBER-SUHNER

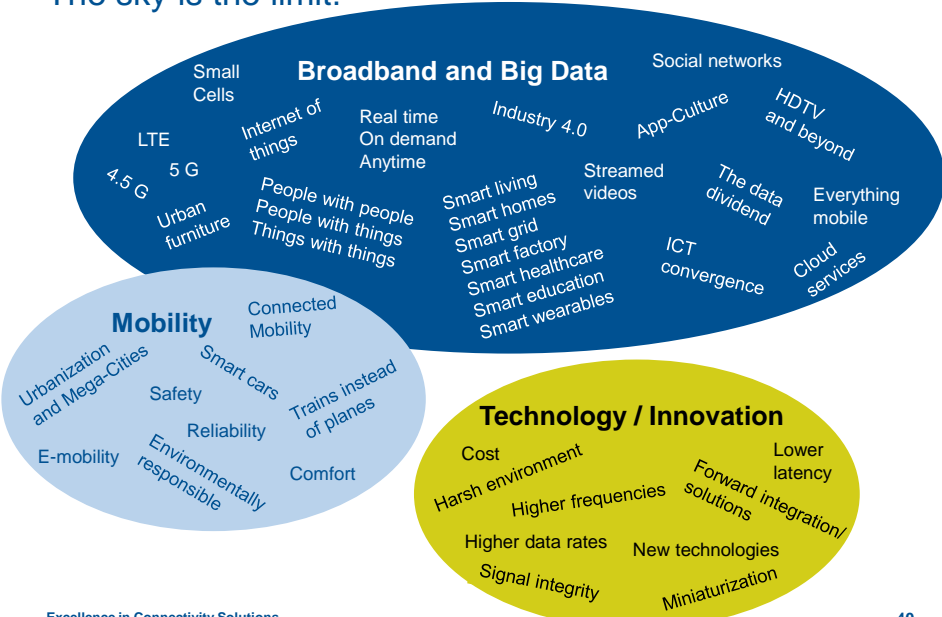
Our growth drivers

 <p>Broadband communication</p>	<p>Appetite for bandwidth</p>	
 <p>Electromobility</p>	<p>Increasing mobility and environmental awareness</p>	
 <p>High-tech niches</p>	<p>Continuous technology change and innovation</p>	

Excellence in Connectivity Solutions 8 March 2016 | Media and analysts' conference 39

Outlook HUBER-SUHNER

The sky is the limit!



Broadband and Big Data

- Small Cells
- LTE
- 4.5 G
- 5 G
- Urban furniture
- Internet of things
- Real time On demand Anytime
- Industry 4.0
- App-Culture
- Streamed videos
- Smart living
- Smart homes
- Smart grid
- Smart factory
- Smart healthcare
- Smart education
- Smart wearables
- Social networks
- HDTV and beyond
- The data dividend
- ICT convergence
- Cloud services
- Everything mobile

Mobility

- Urbanization and Mega-Cities
- E-mobility
- Connected Mobility
- Smart cars
- Safety
- Reliability
- Environmentally responsible
- Trains instead of planes
- Comfort

Technology / Innovation

- Cost
- Harsh environment
- Higher frequencies
- Higher data rates
- Signal integrity
- Lower latency
- Forward integration/solutions
- New technologies
- Miniaturization

Excellence in Connectivity Solutions 40

Outlook 

Applications with strong growth potential

New generation rollouts – Small Cells



Datacenters




Connected Mobility



In Building Communication



Excellence in Connectivity Solutions 8 March 2016 | Media and analysts' conference 41

Outlook 

Starting point for 2016

We are starting from a solid position

- Global economy with subdued signals
- So far overall few impulses in transportation and industrial markets
- No upward trend yet with new received orders in Q4/2015
- + Business volume stabilised
- + Homework done on cost side
- + Profitability improved in second half year 2015
- + Communication market in good shape
- + Start in 2016: Order intake slightly above previous year
- + The right strategy – good position in attractive target markets

Excellence in Connectivity Solutions 8 March 2016 | Media and analysts' conference 42

Outlook HUBER-SUHNER

Outlook 2016

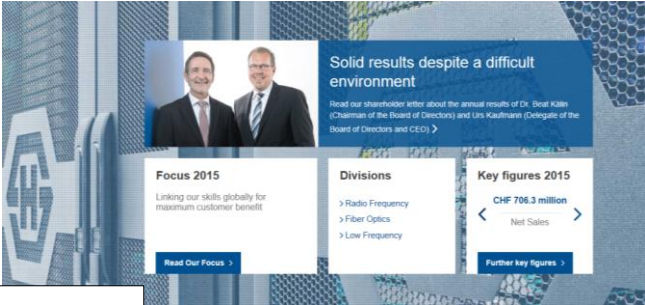
- Back on the growth path
- EBIT margin in upper half of our mid-term target range of 6-9 %, i.e. 7.5-9 %

Excellence in Connectivity Solutions 8 March 2016 | Media and analysts' conference 43

Outlook HUBER-SUHNER

New: Online annual report with interactive charting tool

Full annual and half year results are available on our website under Investors:



Focus 2015
Linking our skills globally for maximum customer benefit

Divisions

- > Radio Frequency
- > Fiber Optics
- > Low Frequency

Key figures 2015
CHF 706.3 million
Net Sales

Interactive charting tool

All Reports

Income Statement 22	Balance Sheet 16	Cash Flow 7	Employees 6
------------------------	---------------------	----------------	----------------

Excellence in Connectivity Solutions 8 March 2016 | Media and analysts' conference 44

Agenda

2015 – solid result despite a difficult environment

Overview of financial year 2015	Urs Kaufmann (CEO)
Financial results	Ivo Wechsler (CFO)
Outlook	Urs Kaufmann (CEO)
Questions and discussion	
Buffet lunch	

8 March 2016 | Media and analysts' conference



Agenda

2015 – solid result despite a difficult environment

Overview of financial year 2015	Urs Kaufmann (CEO)
Financial results	Ivo Wechsler (CFO)
Outlook	Urs Kaufmann (CEO)
Questions and discussion	
Buffet lunch	

8 March 2016 | Media and analysts' conference



