

HUBER+SUHNER 2015 Net Sales Decline Sales Down 5.6% YOY in CHF

In 2015, HUBER+SUHNER net sales were CHF 706.3 million, down 5.6% over 2014 and orders were down 8.5% YOY to CHF 702.8 million. The following table shows the results by division.

HUBER+SUHNER Bookings and Billings by Division 2013-2015

	2015	2014	2013	Change 2015/2014%
Net sales				
Radio Frequency	206.6 CHF	235.0 CHF	217.9 CHF	-12.1%
Fiber Optics	280.7 CHF	249.9 CHF	226.2 CHF	12.3%
Low Frequency	219.0 CHF	263.6 CHF	275.6 CHF	-16.9%
Total	706.3 CHF	748.5 CHF	719.7 CHF	-5.6%
Order intake				
Radio Frequency	201.2 CHF	238.7 CHF	211.4 CHF	-15.7%
Fiber Optics	270.8 CHF	271.0 CHF	188.6 CHF	-0.1%
Low Frequency	230.8 CHF	258.4 CHF	283.4 CHF	-10.7%
Total	702.8 CHF	768.1 CHF	683.4 CHF	-8.5%

CHF million

In all business areas, the results were affected by the currency translation (Swiss Franc).

The Fiber Optics division continued to grow and, once again, exceeded the previous year's net sales record, with a 12.3% increase YOY. Cube Optics, which was acquired in October 2014, displayed strong growth during 2015. HUBER+SUHNER's strong position in the development of mobile communication infrastructure towards the Long Term Evolution (LTE) standard was expanded to more countries. The Fiber to the Home (FTTH) business showed good growth. The strategic development of the data center market segment also took a major step forward. The Radio Frequency Division and Low Frequency Division each had to cope with a decline in net sales in 2015. For the Low Frequency division there was a notable decline in railway business.

The communication market gained slightly in net sales, thanks in particular to high growth rates in India and South-East Asia.

In the transportation market, which is heavily influenced by project business, net sales declined by 14.2% compared with 2014. Large-scale projects commissioned by Chinese railway manufacturers were delayed, and various projects in Europe came to an end. A book-to-bill ratio of over 1 signals an improvement of the situation in this important market. The automotive market saw a marked increase in order intake, while net

sales fell, primarily due to exchange rate effects. Net sales in the industrial market declined by 10.3% during the past year. While demand in the Aerospace and Defense market segments improved, Test & Measurement weakened during 2015.

HUBER+SUHNER Net Sales by Market 2015

	2015	Change 2015/2014%
Net sales		
Communication	340.5 CHF	3.1%
Transportation	202.2 CHF	-14.2%
Industrial	163.6 CHF	-10.3%
Total	706.3 CHF	-5.6%

CHF million

Following the challenging financial year 2015, HUBER+SUHNER stated it started 2016 from a robust position. Their business strategy and trends in the target markets - communication, transportation and industrial - continue to offer HUBER+SUHNER considerable opportunities for the future. According to HUBER+SUHNER, the most important growth drivers remain the unrestrained appetite for bandwidth (dramatically increasing data quantities), the growing need for environmentally-friendly mobility, and the constant requirement for innovation in industry's high-tech niches. Although the current situation in the global markets show a mixed picture, HUBER+SUHNER is confident to return to growth in 2016.

Bishop & Associates' Comments

Swiss-based HUBER+SUHNER Group, a leading company in the markets for RF, LF and FO connectors and cable assemblies, is a key supplier in the Industrial, Communication, Automotive and Transportation markets.

For the full-year 2015, HUBER+SUHNER's net sales decreased by 10.2% in US dollars. This is below the industry average, which declined 6.1% in 2015. However, HUBER+SUHNER outperformed the industry in 7 out of the 10 past years.

The sharp downturn in the solar market in previous years, had a major impact on sales performance as did the increase in the value of the Swiss Franc. Bishop believes that the company is in a good position to perform well in 2016 with its product portfolio in its target markets. Macro-economic changes and global events, however, will make 2016 another challenging year.

The following table on the next page shows HUBER+SUHNER's sales performance YOY since 2006 computed in US dollars and Swiss CHF.

HUBER+SUHNER Sales Performance Compared to the Global Industry 2006-2015



	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Industry	13.3%	7.6%	2.7%	-21.8%	28.2%	6.8%	-2.7%	2.7%	8.2%	-6.1%
H+S (CHF)	15.6%	11.7%	3.9%	-17.0%	26.7%	-5.1%	-8.0%	3.1%	4.0%	-5.6%
H+S (USD)	14.9%	16.7%	15.4%	-17.3%	31.9%	11.5%	-13.2%	4.3%	5.5%	-10.2%