

## 2013: HUBER+SUHNER Recorded 3% Increase in Net Sales

HUBER+SUHNER grew its net sales by over 3% to around CHF 720 million in the 2013 financial year, ending 31 December 2013. Order intake increased again during 4Q13 after a weak 3Q13. Total 2013 order intake was around CHF 684 million, a drop of 8.5% compared to 2012. The book-to-bill rate came to 0.95.

In the solar market order intake and net sales diminished further by another CHF 25 million. HUBER+SUHNER stated however that the slump in this market was finally overcome during the 2013 financial year. The North American Fiber Optics division performed very well, particularly as a result of the rollouts of fourth generation mobile communications Long-Term Evolution (LTE) networks. Increases in net sales were also recorded in the railway market and the automotive business.

The acquisition and subsequent integration in the Group of the American company Astrolab also contributed to HUBER+SUHNER's 2013 net sales results.

HUBER+SUHNER will present the 2013 operating results at the media and analysts' conference on 11 March 2014.

### HUBER+SUHNER Bookings and Billings 2009-2013

	2009	2010	2011	2012	2013Est	Change 2013/2012 %
Net sales	631 CHF	800 CHF	759 CHF	698 CHF	720 CHF	3,1%
Order intake	650 CHF	847 CHF	735 CHF	748 CHF	684 CHF	-8,5%
Book-to-Bill	1,03	1,06	0,97	1,07	0,95	

CHF million

### **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 2013, HUBER+SUHNER's growth in net sales of 4.3 percent compared with 2012 measured in US dollars. This is above the industry average, which is estimated at 2.7% growth for the full year. HUBER+SUHNER outperformed the industry in 7 out of the 8 past years. The company managed to recover quickly from the sharp downturn in the solar market, which had a major impact on its net revenues, and is well positioned to take advantage of growing markets in its core business domain such as the rollout of LTE networks.

## HUBER+SUHNER Sales Performance Compared to Industry And Industrial Sector 2006-2013

