

## **HUBER+SUHNER 2012 Net Sales at CHF 697 million** **Down 8% from 2011**

Huber+Suhner reported significantly higher net sales values (+8%) in the second half of 2012 than in the corresponding period of 2011. For the full year, total net sales amounted to CHF 697 million, which is 8% below 2011.

Order intake grew by 2% compared to 2011 and reached CHF 748 million for the full year. The book-to-bill rate reached a value of 1.07.

The trend reversal in net sales started around the middle of the 2012. Order intake started to improve earlier, at the beginning of the second quarter. Strengthened by the acquisition of Astrolab, Huber+Suhner takes the positive momentum forward into 2013 and anticipates a good start to the new financial year.

2012 was a year of transition and contrasts for Huber+Suhner. The dramatic collapse of the global solar market and the phasing out of business with individual large-scale customers led to a shortfall in net sales of over CHF 80 million in this segment. In addition, the strength of the Swiss franc continued to generate considerable pressure on margins. During the second half of 2012, Huber+Suhner experienced a notable acceleration of business development, and a true boom in the Fiber Optics division business. The company also reported a significantly higher volume of net sales in Radio Frequency and stabilization of the Low Frequency division sales volumes.

### ***Bishop & Associates' Comments***

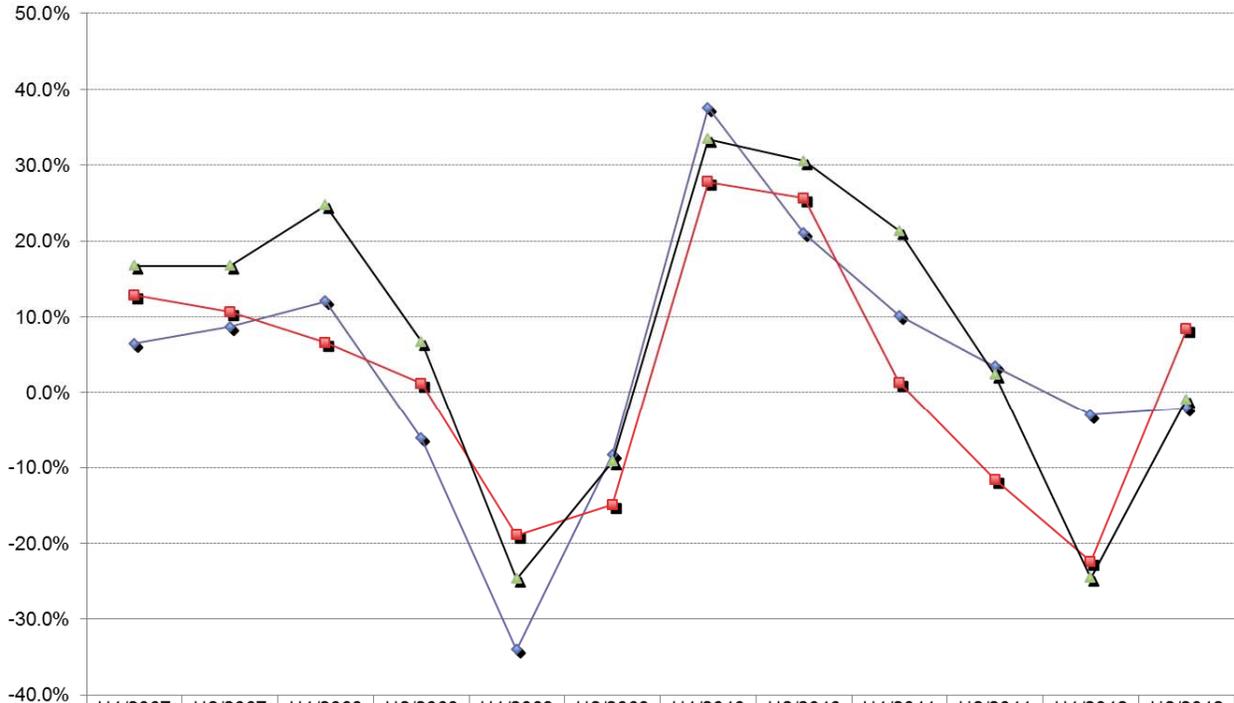
Swiss based Huber+Suhner Group, a leading company in the markets for RF, LF and FO connectors and cable assemblies, is a key supplier in the Industrial, Communication, Renewable Energy and Transportation markets.

Six months into 2012, Huber+Suhner was 22.4% below the net sales volume over the same period in 2011. After nine months, this shortfall had been reduced to 16%. Now, at the end of 2012, net sales are about 8% below the 2011 result. This is a remarkable recovery especially in the context of the collapse of the Solar PV market, which set Huber+Suhner back by CHF 80 million in this segment.

The second half of 2012 marked the beginning of the recovery for Huber+Suhner as the company accurately predicted in previous statements. Order intake for the full year 2012 was 2% above the 2011 levels which points to a continuation of good performance for Huber+Suhner for the start of 2013. It appears that Huber+Suhner has emerged stronger from their low point at the beginning of 2012 and the company better positioned now to take full advantage of the changed market conditions.

Compared to the industry connector performance (see graph) the significant recovery of Huber+Suhner in the second half of 2012 becomes evident. The performance measured in CHF is slightly better than when measured in USD, due to exchange rate effects. Huber+Suhner outperformed the industry in the second half of 2012.

### Huber+Suhner versus Industry Performance 2007-2012



	H1/2007	H2/2007	H1/2008	H2/2008	H1/2009	H2/2009	H1/2010	H2/2010	H1/2011	H2/2011	H1/2012	H2/2012
Industry	6.4%	8.7%	12.1%	-6.2%	-34.0%	-8.3%	37.6%	21.0%	10.1%	3.4%	-3.0%	-2.1%
H+S (CHF)	12.8%	10.6%	6.6%	1.2%	-18.9%	-14.9%	27.8%	25.6%	1.3%	-11.6%	-22.4%	8.4%
H+S (USD)	16.7%	16.7%	24.7%	6.7%	-24.7%	-9.2%	33.4%	30.6%	21.3%	2.3%	-24.6%	-0.9%