



exceed

Company Presentation

March 2016

- **Business Model**

- Selected Applications & Operational Highlights
- Financial Review & Analysis
- Growth Strategy & Group Strengths

EXCEET AT A GLANCE

exceet is an international technology group specialized in development and production of intelligent, complex and secure electronics

exceet is focussed on the Health, Industry and Security markets

exceet offers solutions for applications in Mobile Security, Mobile Transactions, Body Wearable Electronics and the Internet of Things (IoT)

(in EUR million)	FY 2013	FY 2014	FY 2015
Net Sales	190.8	185.3	181.6
EBITDA	18.3	19.0	12.7
EBITDA Margin	9.6%	10.3%	7.0%
CAPEX ¹⁾	11.3	5.5	6.3
Free Cash Flow	6.9	6.6	2.7
Net Financial Debt	7.0	9.4	8.1
FTEs ²⁾	954	969	1'021

1) Net CAPEX including equipment purchased under finance lease agreements

2) Full Time Equivalent

Design

Development

Engineering

Production

Solutions

Service

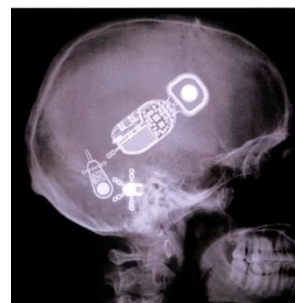
Miniaturization



High Precision



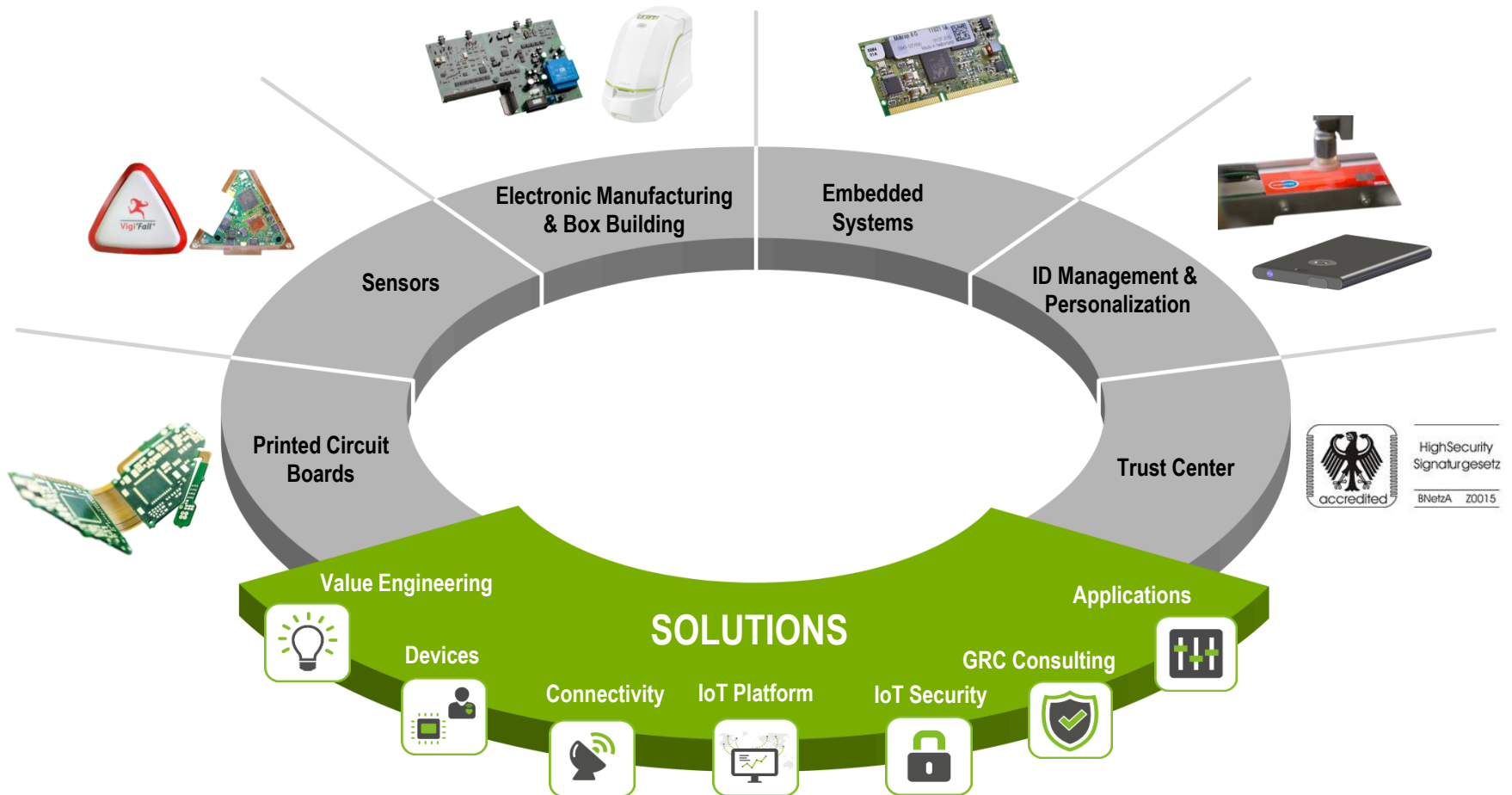
High Quality



Reliable Security

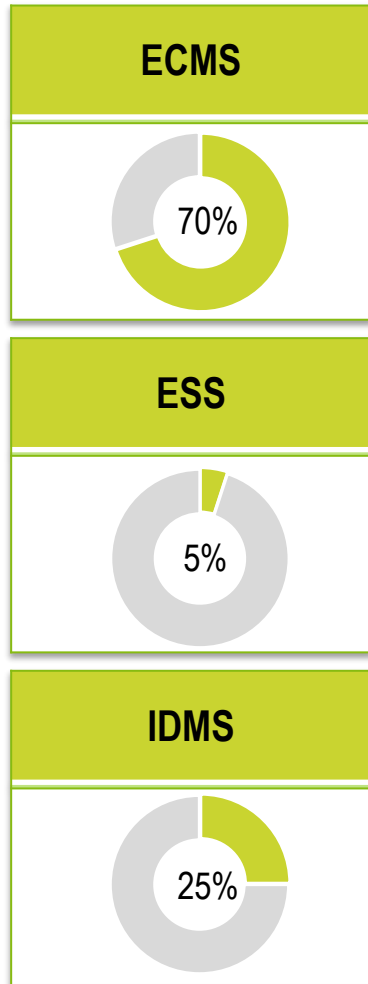


OUR ACTIVITIES

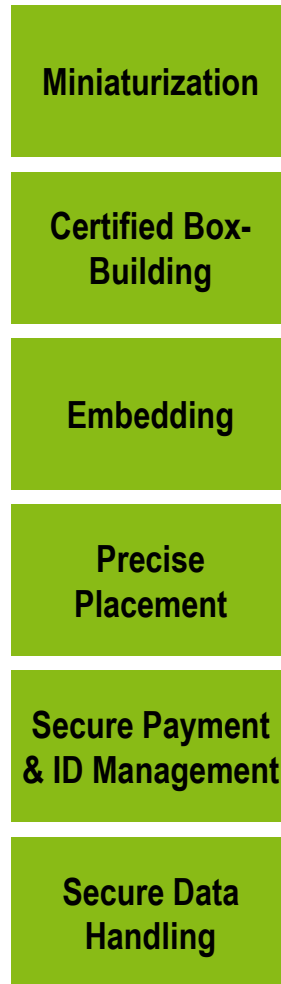


OUR SEGMENTS

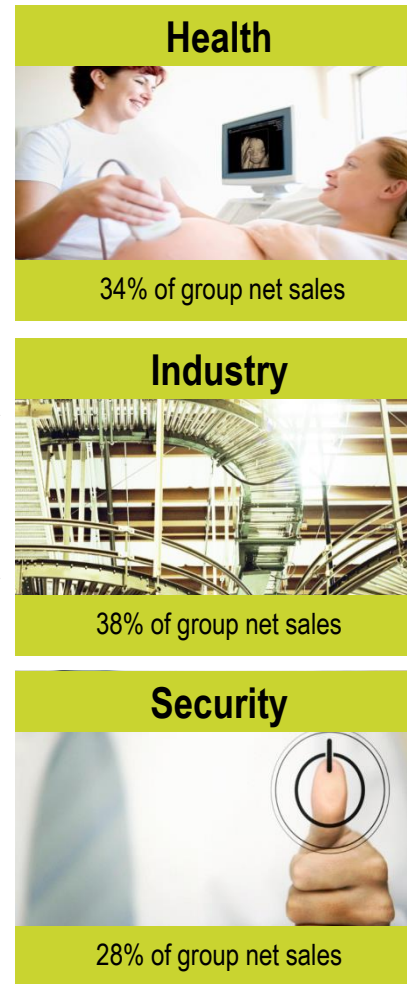
Reporting Segments*



Competences



End Markets*



Applications

- Health**
 - Hearing Aids
 - Diagnostic Devices
 - Wearables
 - Implants
 - Telematic Infrastructure & Applications
 - Electronic Health Cards
- Industry**
 - Machine Control Units
 - Intelligent Displays
 - Multi Channel Optic Transceiver
 - Secure Access Solutions
- Security**
 - Banking Cards
 - Loyalty Cards
 - Public Transport Tickets
 - Lift Passes
 - Decoder Cards
 - Key Mgt Solutions
 - ID Cards & Solution
 - Electronic Health Cards

*share of twelve month group sales (rolling)

- Business Model
- **Selected Applications & Operational Highlights**
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BODY WEARABLE ELECTRONICS

Miniaturized, complex, durable electronics for highest medical requirements

Strategic focus

- Focus on miniaturized electronics for sophisticated applications in life supporting systems, diagnostic and ambient assisted living
- Focus on highly complex and miniaturized PCBs for implantable or body wearable applications

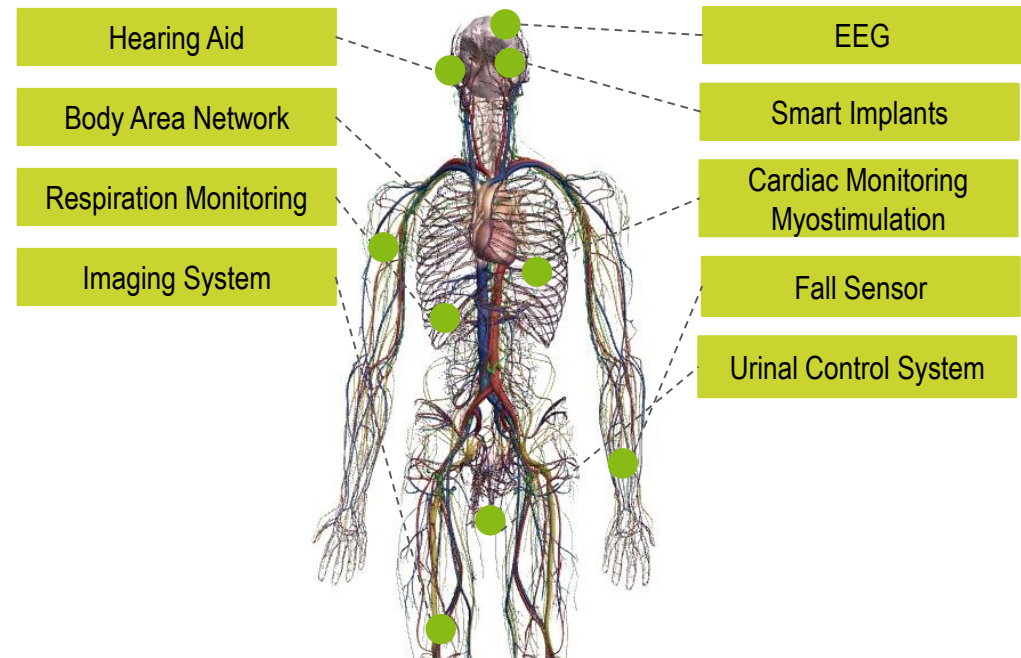
Focus markets

Life supporting systems

Diagnostic

Ambient assisted living

Electronics in sophisticated applications



Miniaturized turnkey electronics for the medical technology market

BODY WEARABLE ELECTRONICS

exceet as a full-service partner along the entire value chain



Highlights

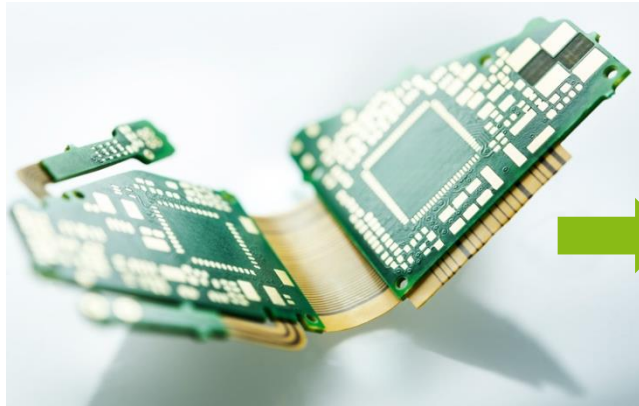
- exceet will develop and manufacture new body monitor including a charging station
- Conduct all quality assurance tests required for certification and deliver the devices in ready-to-ship packaging

Advantages for customers / users

- New product aims to assist patients under medical treatment by continuously transmitting vital sign data
- Continuous monitoring of heart rate, blood oxygenation, body temperature and other important vital parameters

IMPLANTABLE CARDIOVERTER DEFIBRILLATOR

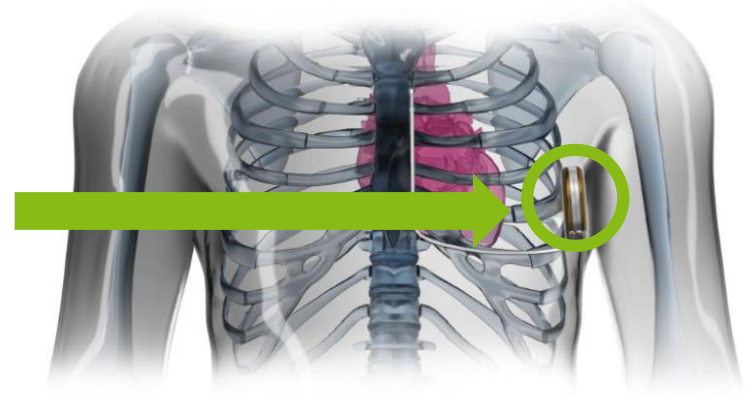
Development & Production of highly miniaturized, extremely durable PCBs



4-Layer Ridgit-Flex Board by exceet



Newest generation of Implantable Cardioverter Defibrillator



Description

- exceet provides the PCB for a subcutaneous Implantable Cardioverter Defibrillator
- Expected lifetime: 11+ years
- Size of the device: (29.5 cm³) and thin (9.9 mm)

Advantages for customers / users

- Remote patient management with weight scale, blood pressure sensors and respiratory rate trend
- Simplifies usage through ECG technology for at home monitoring of cardiac rhythms

POST UROGRAPHY SYSTEM

Manufacturing of innovative Medical Device for Neurology, Orthopaedics & Sports Medicine



Description

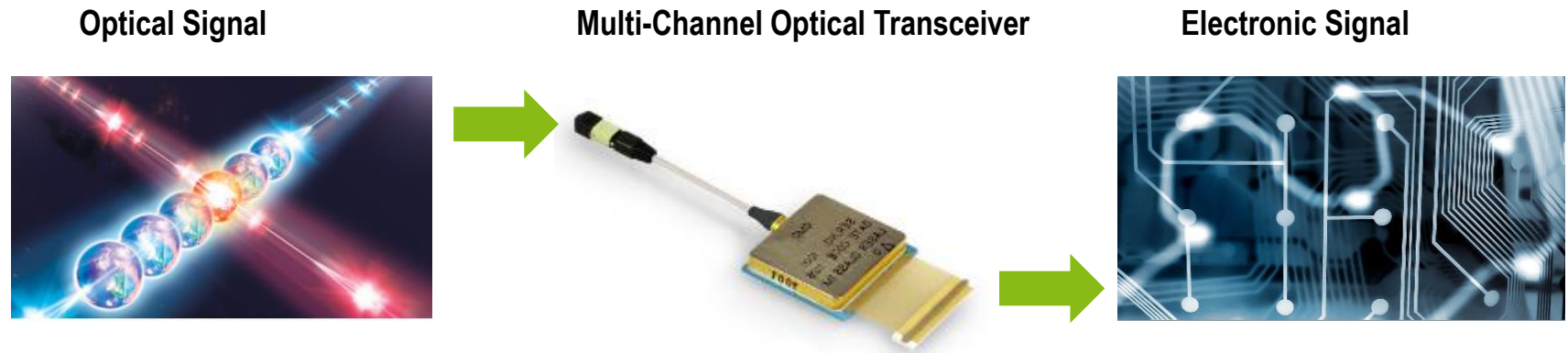
- exceet as a partner for development, prototyping, serial production and certification of medical products
- Special USB hub with interface to sensors and sensor readers; data transmission by secure connection
- TÜV certification for each individual device proves high quality and allows medical use

Advantages for customers/users

- Sense-of-balance analysis supports diagnosis and therapy
- Comprehensive medical data due to more than 5,000 sensors integrated in the standing platform
- exceet supports customer along the entire value chain

MULTI-CHANNEL OPTICAL TRANSCEIVER

Fast Data Communication – especially in small spaces



Description

- Optical signals are converted to electrical information via integrated detectors and further processed by suitable trans-impedance amplifiers (TIA)
- Flex soldering, precision $\pm 30\mu\text{m}$
- Placement accuracy of photodiode $\pm 1\mu\text{m}$
- Dicaps & Chip resistors accuracy of $\pm 20\mu\text{m}$

Advantages for customers / users

- Reduction of cost and space in the field of data-communication
- Faster data communication
- Higher volumes of data can be transmitted

Modern, user friendly Control Units & Displays for Energy Efficiency Homes



Description

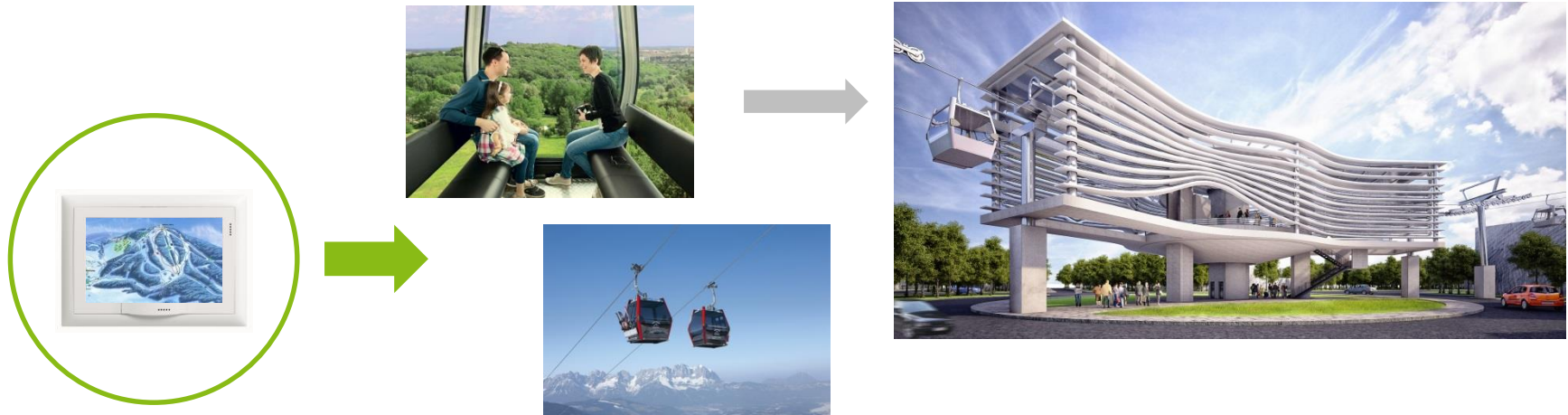
- Control unit & display for ventilating system for controlled ventilation of energy efficient house building
 - Control unit incl. remote control system
 - Modern & user-friendly display
 - Easy to use web interface for remote access

Advantages for customers / users

- Ventilation in rented apartments can be centrally controlled by the custodian or owner
 - Prevention of mould formation
 - Ventilation in case of vacancy
- Remote access for service & support
 - Cost reduction
 - Enhanced service

ELECTRONIC EQUIPMENT FOR ROPEWAYS

exceet provides the Central Processing Unit (CPU) for presentation of multimedia-based content on displays



Description

- Ropeways for tourism, winter sports & urban mobility with innovative communication solutions
- exceet delivers electronic components
 - CPUs for Displays & intercom systems for gondolas with W-LAN connectivity

Advantages for costumers / users

- Communication between gondola and ground station in case of emergency
- Media-Displays for commercials, entertainment, information (e.g. news, time-table, traffic info)
- Enhancement of attractiveness of innovative urban mobile concepts

CARDS FOR ANY KIND OF INDUSTRY

Banking & Health for banking

- Contact and dual interface card solutions for the Banking area
- Smart cards fulfilling strongest security requirements
- VISA / MasterCard certified
- Card production incl. all related services (e.g. personalization, lettershop, etc.)



Loyalty for retail, banking, tourism

- Innovative loyalty, cash-back & coupon solutions
- Loyalty card production
 - high flexibility; short lead times
 - eco-friendly solar production
 - high printing quality and packaging facilities
- Related services (e.g. programming of interfaces to clearing platforms)



Access & Transport for public authorities & transportation

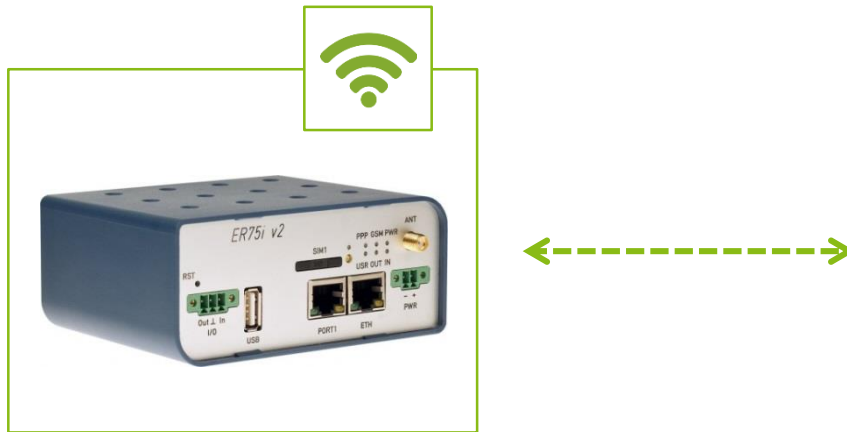
- Contactless RFID-based solutions for access and admission Systems
- Contactless Cards for public transport and urban mobility
 - secure smart card technology and payment solutions
 - card production, personalization and lettershop



exceet Card Group
more than 500 Mio. cards / year – cross industry solutions & related services

DEVICES FOR M2M SOLUTIONS

exceet communication box supplements the control system of one of the largest car wash groups in Europe



Description

- Communication box
 - > router incl. SIM card for mobil communication
 - > for more than 330 car wash facilities in Germany
 - > connected to control system of each car wash facility
 - > delivers all relevant system data

Advantages for customers / users

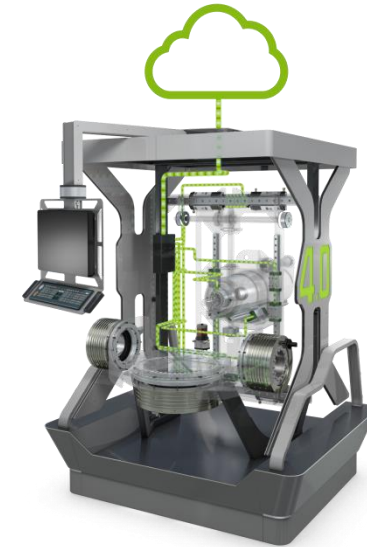
- Just in time information about car wash use, detergent consumption and technical breakdowns
- Optimized controlling and timing of materials, maintenance and repair
- Reduction of breakdowns

Intelligent & secure networking of machine tools



Description

- Selection and realization of a customer specific pilot IoT Platform for networking of machine tools
- exceet provided & supported
 - > Innovation engineering
 - > Platform integration & customizing
 - Specific platform interfaces
 - Graphical user interface
 - Individual presentation of machine tool data



Advantages for costumers / users

- Comprehensive, real-time machine tool data available at different locations and devices
- Individual data processing
- Intuitive operable user interface
- Target: Cost reduction, process & quality optimization by immediate detection of down times, maintenance, etc.

Market Requirements

Access-, Personalization- & Payment Solutions

- secure authentication & identification
- data integrity & confidentiality
- encryption (secure key management)
- mobile payment

Certifications

- industry specific product certifications
- business process related certifications (compliance)
- certified exceet production processes

Governance, Risk & Compliance (GRC)

- data security
- data protection
- risk management

exceet Offers

Consulting**Hardware****Software****Services**

- PKI solutions (Public-Key-Infrastructures)
- HSMS (Hardware-Security-Modules) – implementation & applications
- Plastic cards
 - smart cards, magnetic stripe, RFID, NFC, barcode
 - personalization, letter shop, packaging
 - Trusted Service Management

Consulting**Hardware****Software****Services**

- PLM (Product Lifecycle Management)
- industry specific approval processes & certifications, e.g. FDA compliance
- ISO 27001 & ISO 8001 consulting
- numerous exceet certifications, e.g. ISO 9001, ISO 13485, ISO 80079-34, AS EN 9100, ISO 14001, VISA / MasterCard, Trust Center

Consulting**Hardware****Software****Services**

- preparation of external data protection audits
- implementation of ISMS (Information Security Management Systems)
- risk analysis

Ready for secure industrial Internet of Things (IoT)

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Net Sales

- Full Year 2015 Revenues are down 2.0% to EUR 181.6 million
- Organic decline: 8.1%
- FX Impact: 4.0%

Free Cash Flow

- Free Cash Flow EUR 2.7 million (2014: EUR 6.6 million) driven by:
- Operational Cash Flow EUR 9.1 million (2014: EUR 12.1 million)
- Capex of EUR 6.3 million (2014: EUR 5.5 million)
- Working Capital Movement of EUR 1.1 million (2014: EUR (1.5) million)

EBITDA

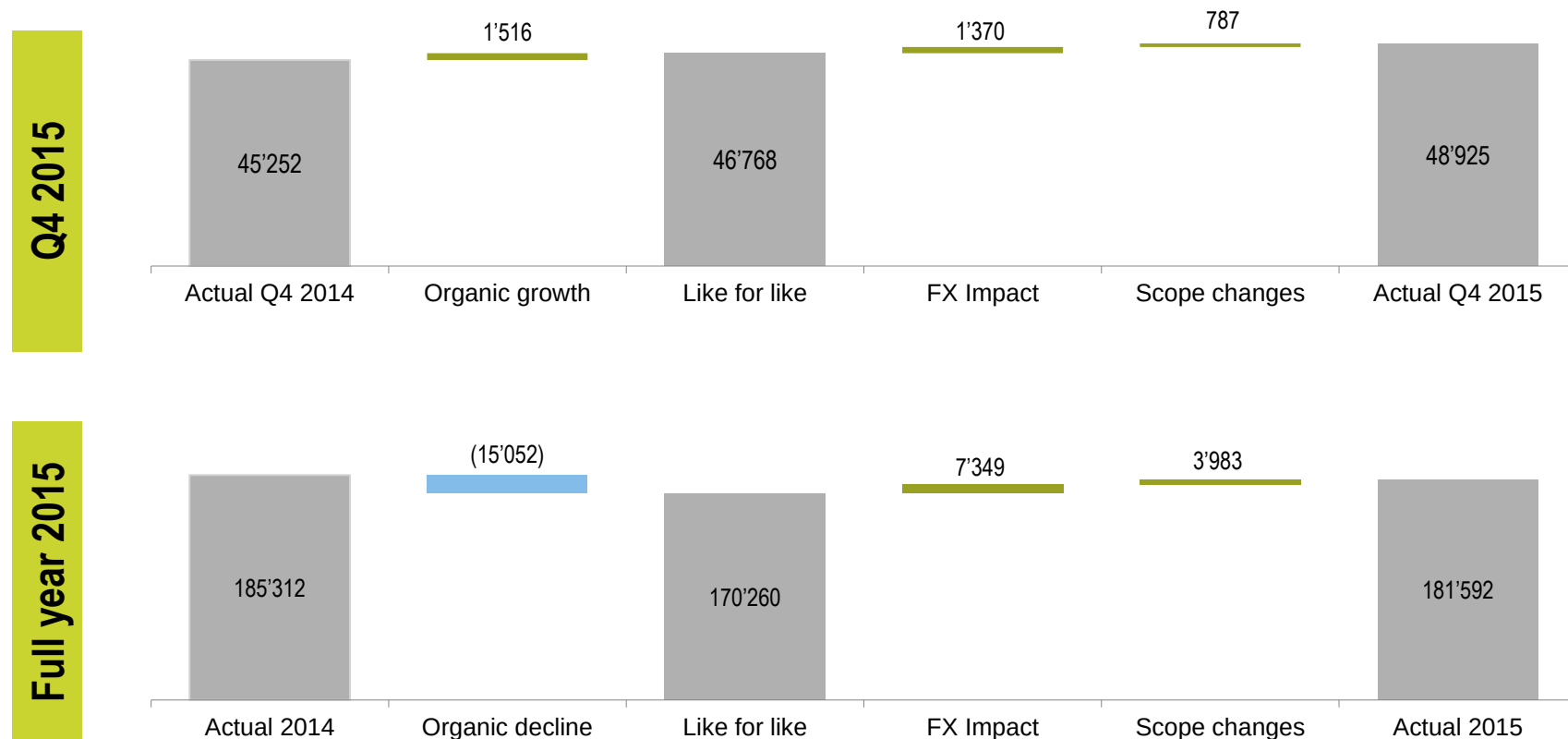
- 2015 EBITDA down 33.6% to EUR 12.7 million
- 7.0% EBITDA Margin (2014: 10.3%)
- No material non-recurring items in 2014 and 2015

Net Debt

- Net Debt of EUR 8.1 million (31.12.2014: EUR 9.4 million)
- Cash position of EUR 33.3 million (31.12.2014: EUR 31.0 million)

NET SALES

(in EUR 1'000)



FX rate EUR/CHF: Actual 12M 2015: 1.0679 / Actual 12M 2014: 1.2146

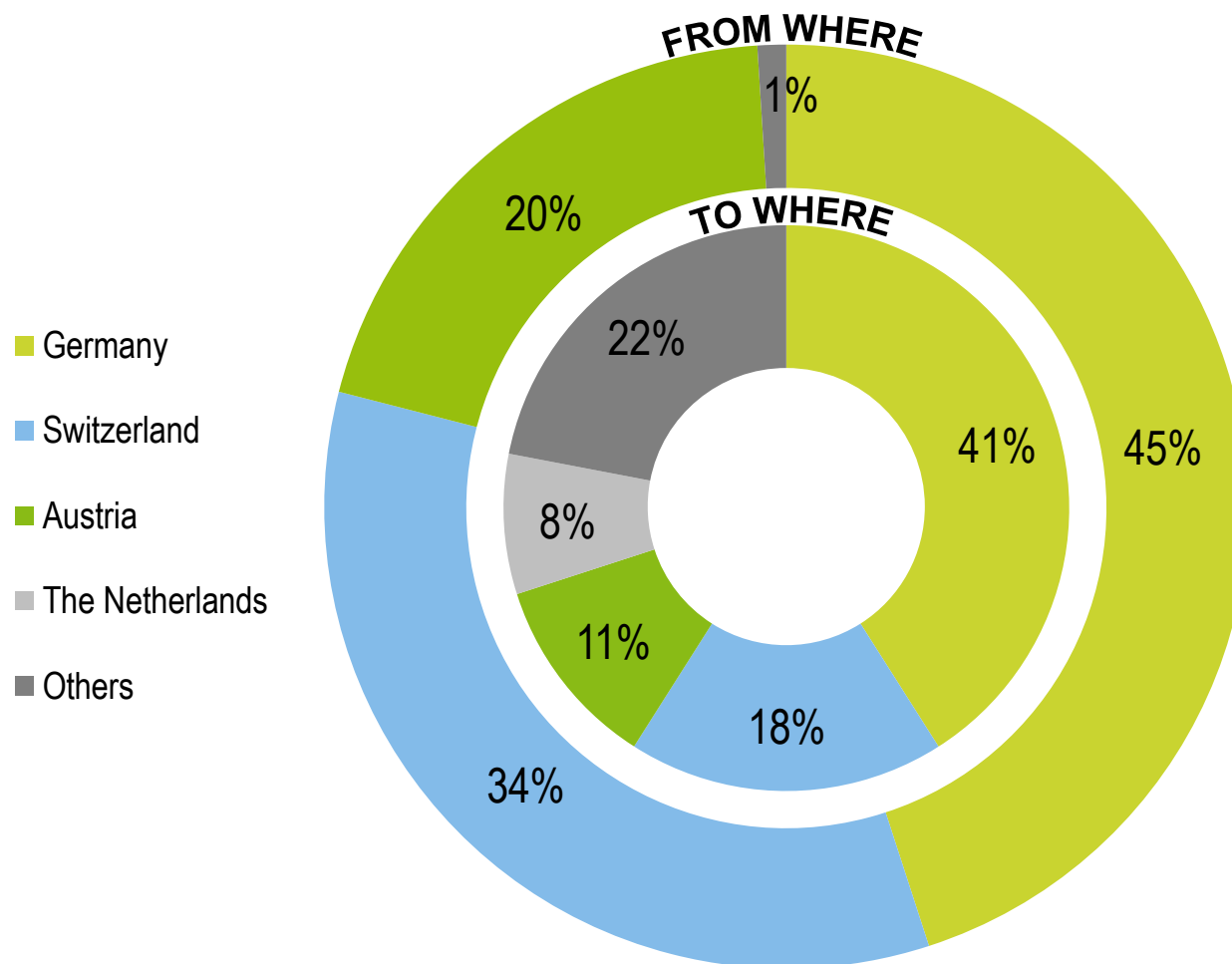
FX rate EUR/USD: Actual 12M 2015: 1.1092 / Actual 12M 2014: 1.3285

FX rate EUR/CHF: Actual Q4 2015: 1.0847 / Actual Q4 2014: 1.2045

FX rate EUR/USD: Actual Q4 2015: 1.0947 / Actual Q4 2014: 1.2495

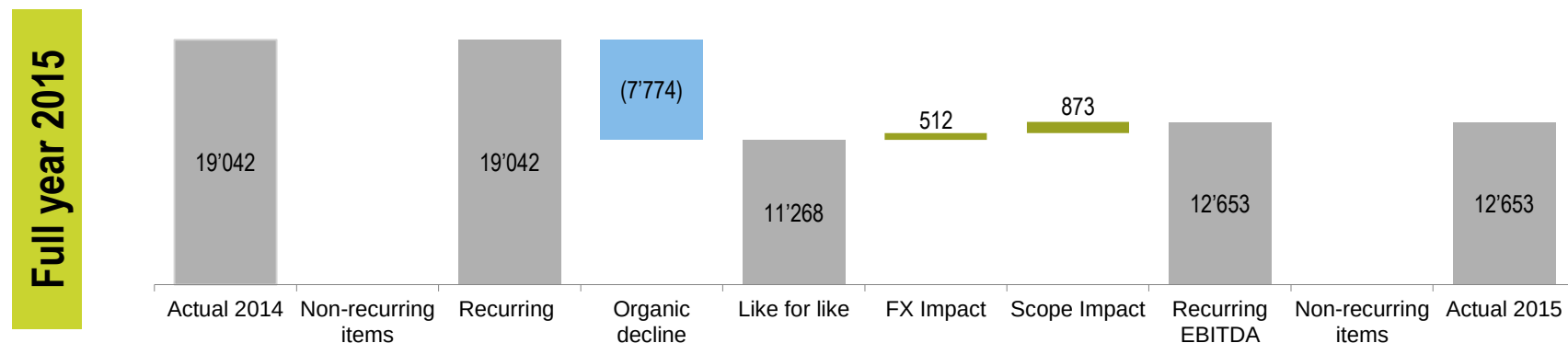
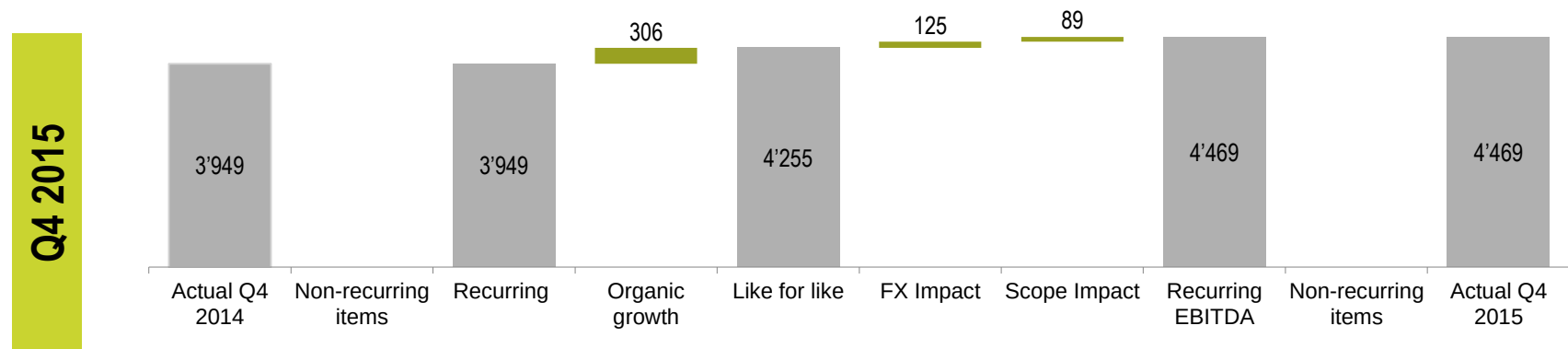
NET SALES BY COUNTRIES 2015

(in EUR 1'000)



EBITDA

(in EUR 1'000)



FX rate EUR/CHF: Actual 12M 2015: 1.0679 / Actual 12M 2014: 1.2146

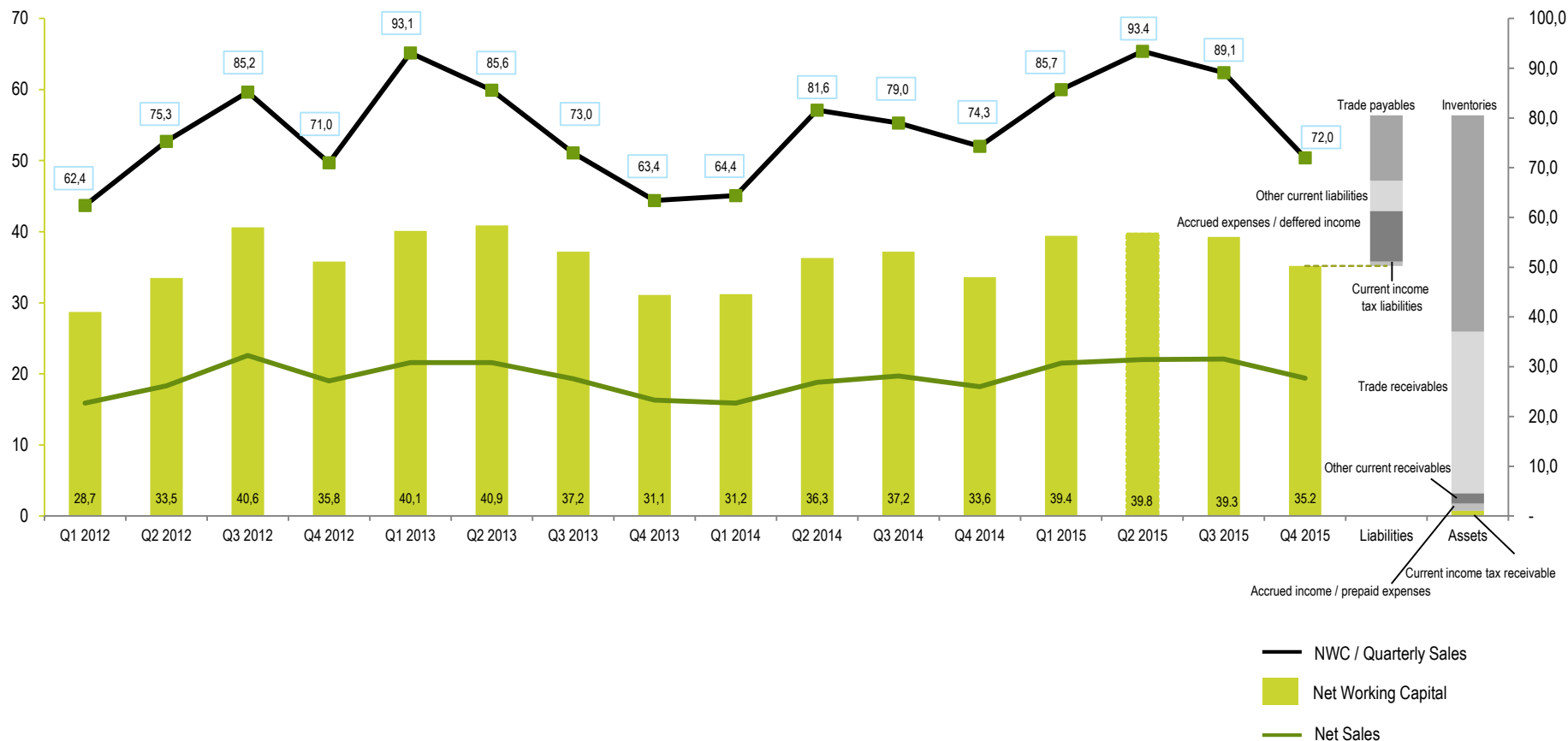
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FX rate EUR/CHF: Actual Q4 2015: 1.0847 / Actual Q4 2014: 1.2045

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NET WORKING CAPITAL

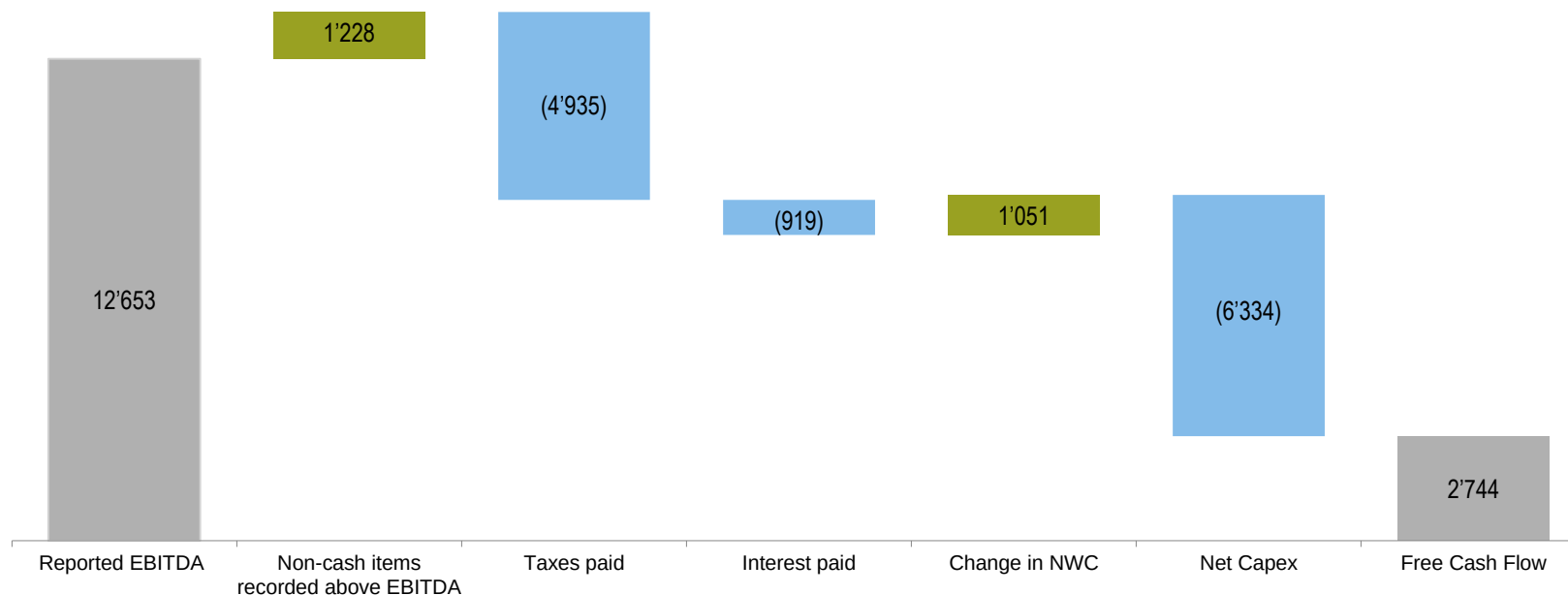
(in EUR million)



- Net Working Capital of 72.0% of sales in Q4 2015, up from 74.3% in Q4 2014
- In comparison to 31 December 2014 substantial impact out of stronger CHF: EUR 1.6 million (Q4 2014: EUR minus 0.3 million)

FROM EBITDA TO FREE CASH FLOW

(in EUR 1'000)

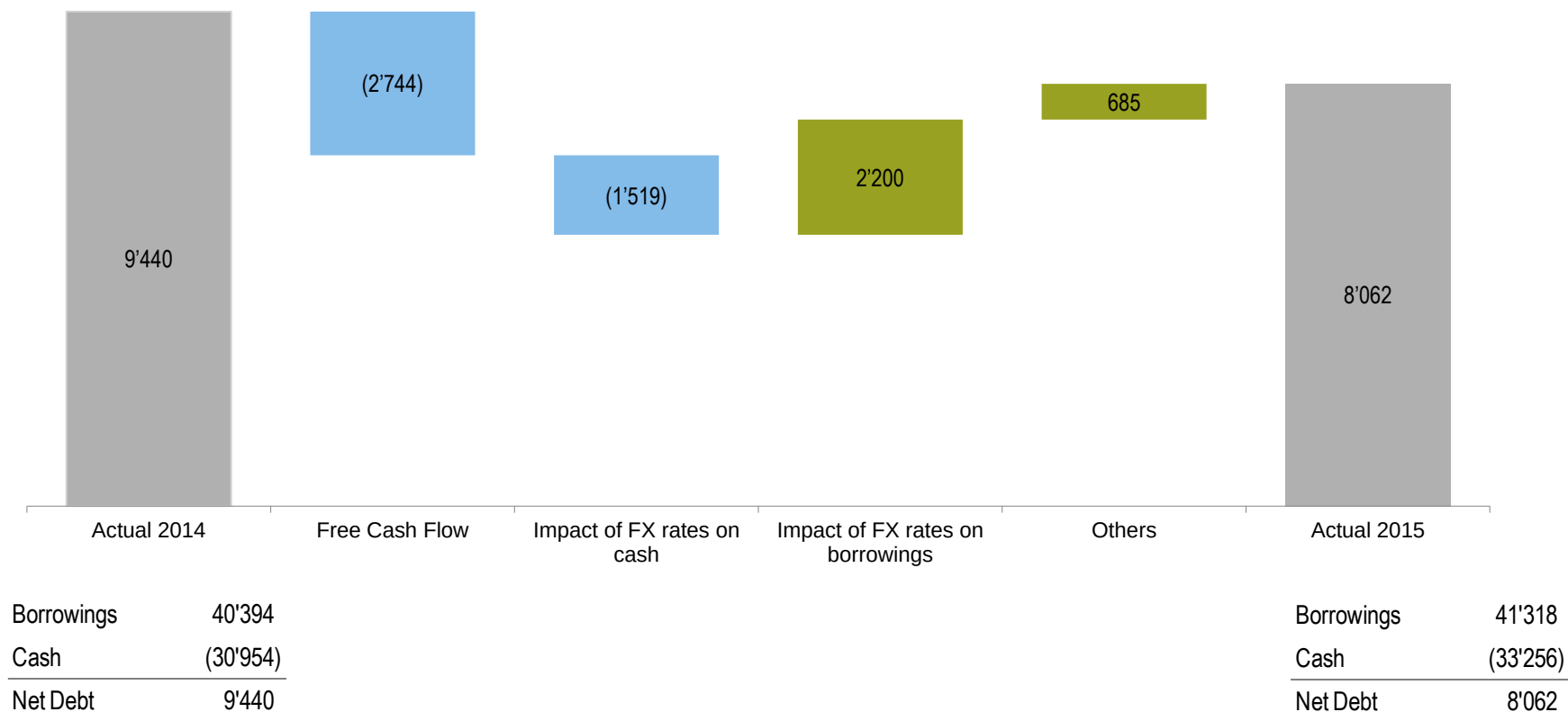


- Free Cash Flow in 2015 EUR 2.7 million versus EUR 6.6 million in 2014
- Main Free Cash Flow Drivers are:
 - Lower EBITDA Performance in 2015 of EUR 12.7 million versus EUR 19.0 million in 2014
 - Increase of Net Capital Expenditure¹⁾ (from EUR -5.5 million in 2014 to EUR -6.3 million in 2015)
 - Increased inflow from Net Working Capital movements EUR +1.1 million in 2015 (2014: EUR -1.5 million)
 - Higher tax payments in 2015 of EUR -4.9 million versus EUR -4.6 million in 2014

1) Capital expenditure includes equipment purchased under finance lease agreements and capitalized costs

NET DEBT

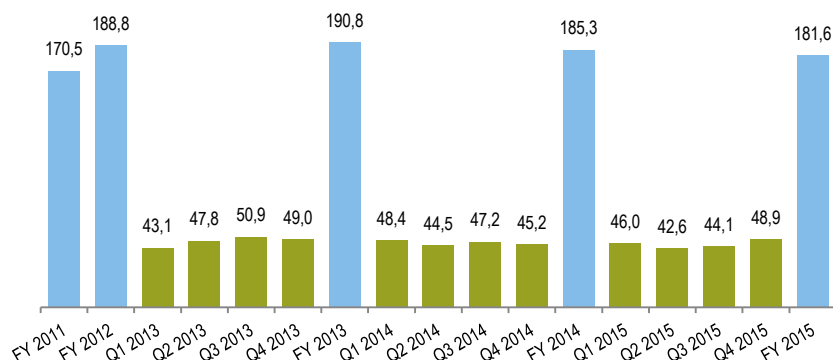
(in EUR 1'000)



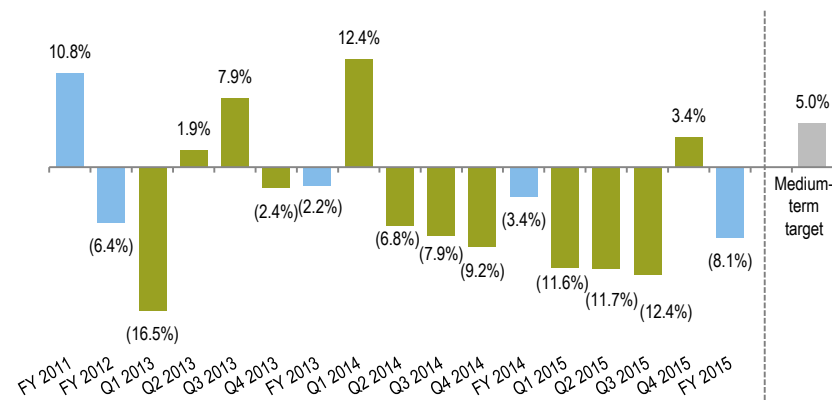
- Net Debt decrease in 2015 by EUR 1.3 million
- Others including EUR 0.5 million refundable payment for financial leases

ACTUALS & MEDIUM-TERM TARGETS

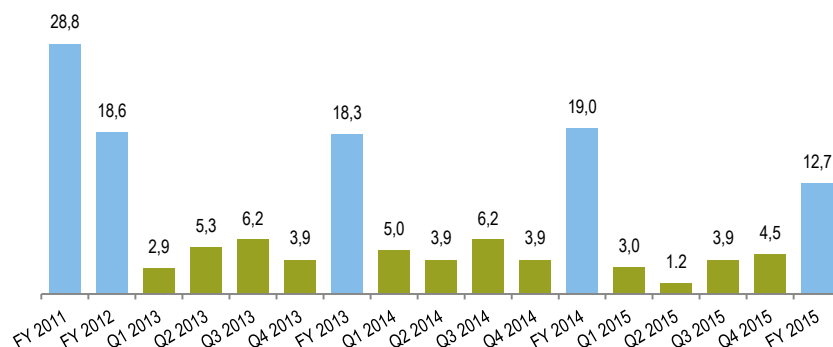
Net Sales (EUR million)



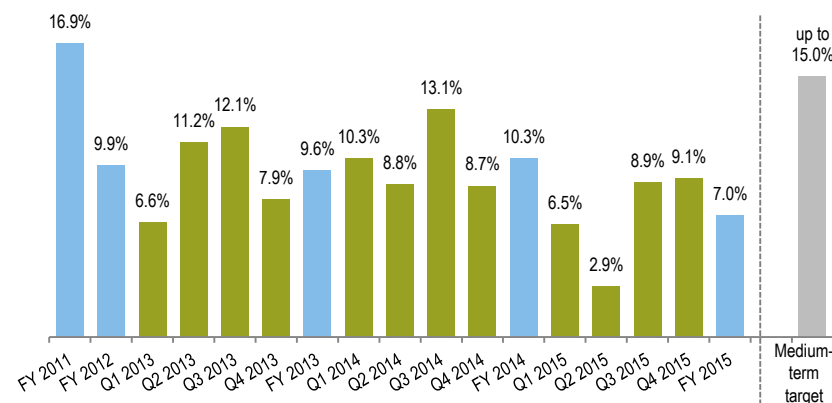
Organic Growth Rate (%)



Recurring EBITDA (EUR million)¹⁾



Recurring EBITDA Margin (%)¹⁾



1) FY 2012 number reflect IAS 19 restatement

- Business Model
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- **Growth Strategy & Group Strengths**

GROWTH STRATEGY

- Exploit fragmented market structure
- Enhance value chain coverage

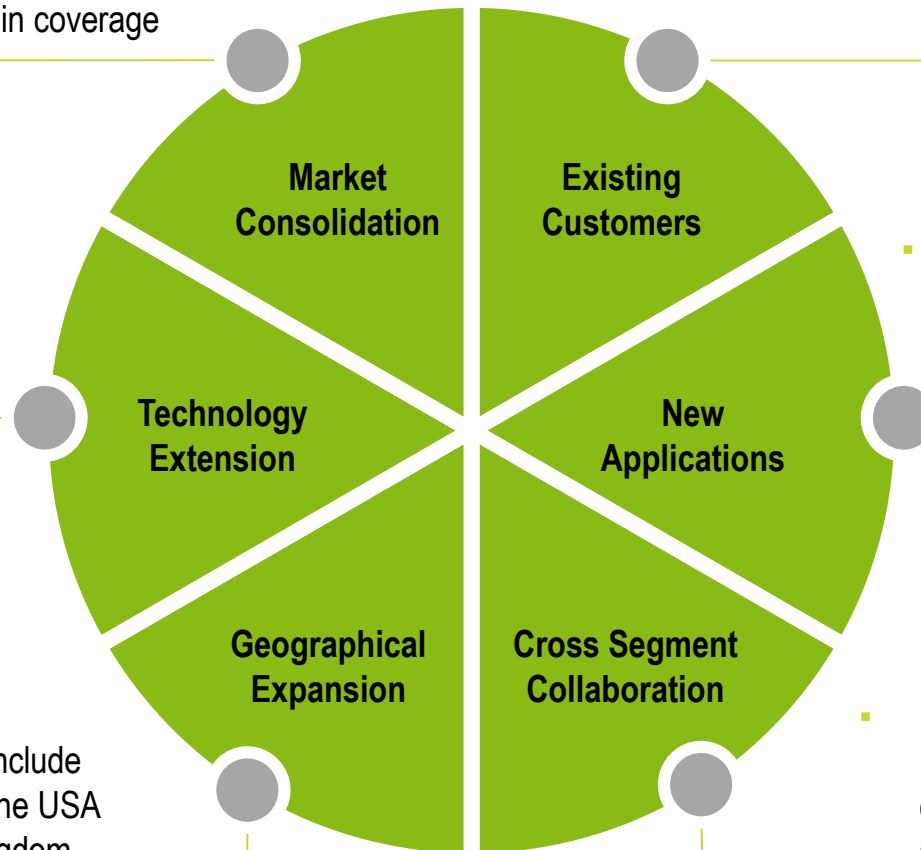
- Leverage customer relationships

- Expansion of technological capabilities
e.g. Ultra HDI

- Extend customer base through new healthcare applications
e.g. medical implants

- Identified regions include
e.g. Scandinavia, the USA and the United Kingdom

- Leverage ECMS and IDMS know-how to further grow ESS division, e.g. via industrial IoT solutions
- Streamline existing ESS portfolio



GROUP STRENGTHS

Miniaturization

Strong skills in development & manufacturing of miniaturized electronic components, modules & systems

Health

Specialist with many years of experience in development and manufacturing of complete medical devices and experienced Partner for FDA approvals & certifications

Box-building

Full service outsourcing partner for the development and manufacturing of complete devices

Embedding

Development, engineering and manufacturing of complex embedded PC-solutions

Opto-electronics

Leading development, manufacturing and testing partner in one of the fastest growing technology markets

Secure Solutions

exceet provides a common key infrastructure to secure networks of machines, objects, people and processes

Manufacturing in Europe

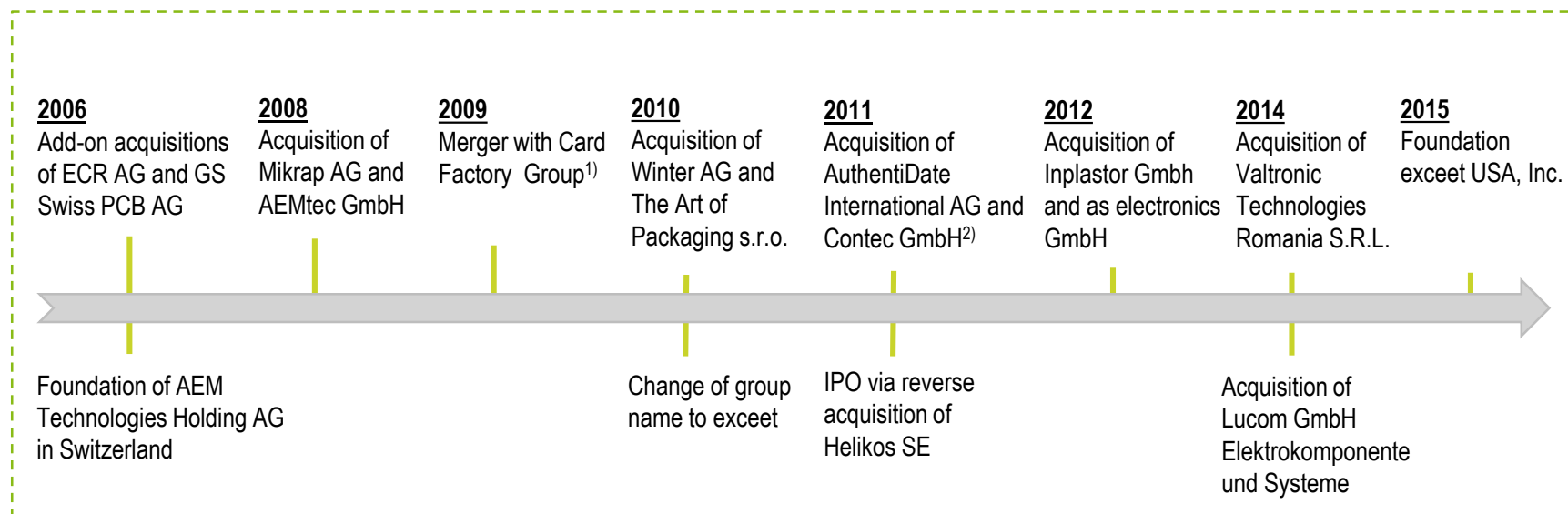
Secure assembly & production: flexible production suited for short-runs and low/high volumes as well as the highest safety requirements



exceed is exciting

Annex

HISTORY OF EXCEET



Foundation Dates

	1924		1981		1989		2000 ³⁾
	1957				1989		2000
			1985		1991		2008
	1978		1986		1994		2008

1) Including NovaCard GmbH, idVation GmbH, PPC Card Systems GmbH/B.V., VisionCard GmbH

2) Closing occurred in April/May 2011

3) Infineon spin-off

Since January 2013 rebranding exceet Card Austria GmbH (former VisionCard); exceet Card AG (former Winter); exceet CZ s.r.o. (former the Art of Packaging); exceet Card Nederland B.V. (former PPC B.V. NL); exceet Card Group AG (former CardFactory); exceet Secure Solutions AG (former AuthentiDate International AG); Merger of PPC and NovaCard into exceet Card AG

TOP CUSTOMERS

Top 10 Customer = 38% of total Sales

Customer	Revenue in EUR million
Health	14.4
Industry	9.6
Health	8.2
Health	8.1
Transport	7.6
Health	6.5
Industry	4.8
Finance	4.0
Health	3.8
Health	2.5
Total	69.5

Selected References

BERTELSMANN	TRANS LINK
BARCLAYCARD	PHILIPS
CERN	PHONAK
COCHLEAR	POSTBANK
DELPHI	RED BULL
DINERS CLUB	RITTAL
DORNIER	ROCHE DIAGNOSTICS
DOUGLAS	SANDOZ
DSV GRUPPE	SANTANDER BANK
FERAG	SCHAEFFLER
FRANCE TELECOM	SIEMENS
GANTNER	SKIDATA
GE	SKY
GN RESOUND	SONY
LBBW	SWAROVSKI
LONDON TRANSPORT	T SYSTEMS
LUFTHANSA	TEXACO
MEGITT	

Status: December 2015

PRODUCTION & ENGINEERING SITES

ECMS



Berlin, D
Design, development,
industrialization and series
production for high-end complex
electronic and electrooptical systems

①



Großbettlingen, D
Design, Development & engineering
of intelligent control and automation
Systems

②



Rotkreuz, CH
Development and Manufacturing of
modular platforms of industrial
embedded computers

③



Rotkreuz, CH
Development and Production of
medical equipment units, such as
blood analysis devices

③



Küssnacht, CH
Development & Manufacturing of
miniaturized printed circuit boards
for the medtec industry e.g.
hearing aid Implants

④



Ebbs / Tirol, A
Development, qualification and
series production of medical devices

⑤



Bucharest, RO
Engineering services (electronic,
mechanical, software and optical
development) for the Health market

⑥

ESS



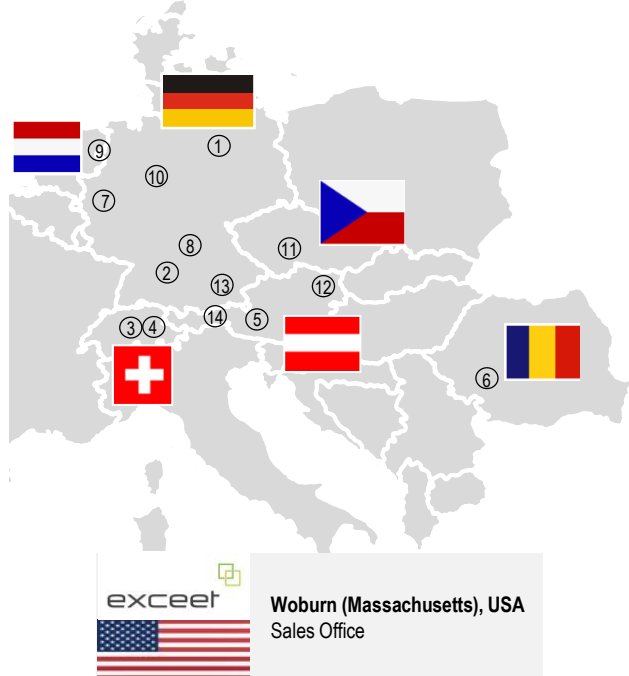
Düsseldorf, D
Software, Services (Cloud Services) and
Consulting for Secure Business Processes

⑦



Zirndorf, D
Mobile communication &
M2M Remoteservice,
Automation and security technology

⑧



Woburn (Massachusetts), USA
Sales Office

IDMS



Groningen, NL
Development & Production
of debit & credit cards

⑨



Paderborn, D
Development & Production
of debit & credit cards

⑩



Prachatic, CZ
Competence Center for
prelaminates used for RFID card
Components for loyalty and leisure

⑪



Wien, A
Development and Production of
card-based loyalty and ID security
solutions

⑫



Unterschleißheim / München, D
Development and manufacturing of
systems solutions in the areas of IT
security, payment systems and Near
Field Communication (NFC)

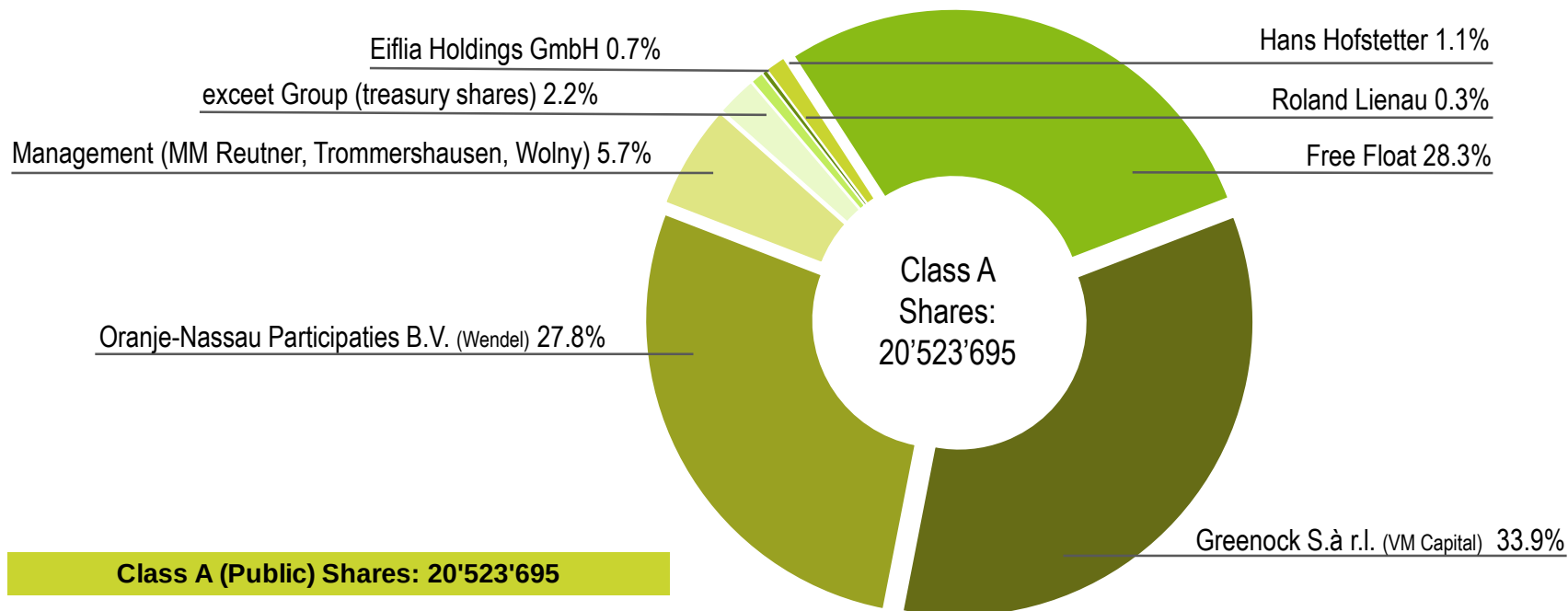
⑬



Kematen / Tirol, A
Leading European producer of RFID
and plastic cards

⑭

OWNERSHIP – CLASS A SHARES¹⁾



Class A (Public) Shares: 20'523'695

Greenock S.à r.l. (Vorndran Mannheims Capital)	33.9%
Oranje-Nassau Participaties B.V. (Wendel)	27.8%
Management (MM Reutner, Trommershausen, Wolny)	5.7%
exceet Group (treasury shares)	2.2%
Hans Hofstetter	1.1%
Eiflia Holdings GmbH	0.7%
Roland Lienau	0.3%

Total major shareholders	71.7%
Free Float	28.3%

1) Status 31 December 2015

OWNERSHIP - CLASS B AND C SHARES

Class B (Founding) Shares¹⁾

5.21 million shares

Oranje-Nassau Participaties B.V. (Wendel)	89.00%
Prof. Hermann Simon	5.50%
Roland Lienau	5.50%

Total B Shares (founding shareholders)	100.00%
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Class C (Earn-Out) Shares¹⁾

9.0 million shares

Greenock S.à r.l. (Vorndran Mannheims Capital)	87.30%
Ulrich Reutner	6.05%
Robert Wolny	6.05%
Jan Trommershausen	0.60%

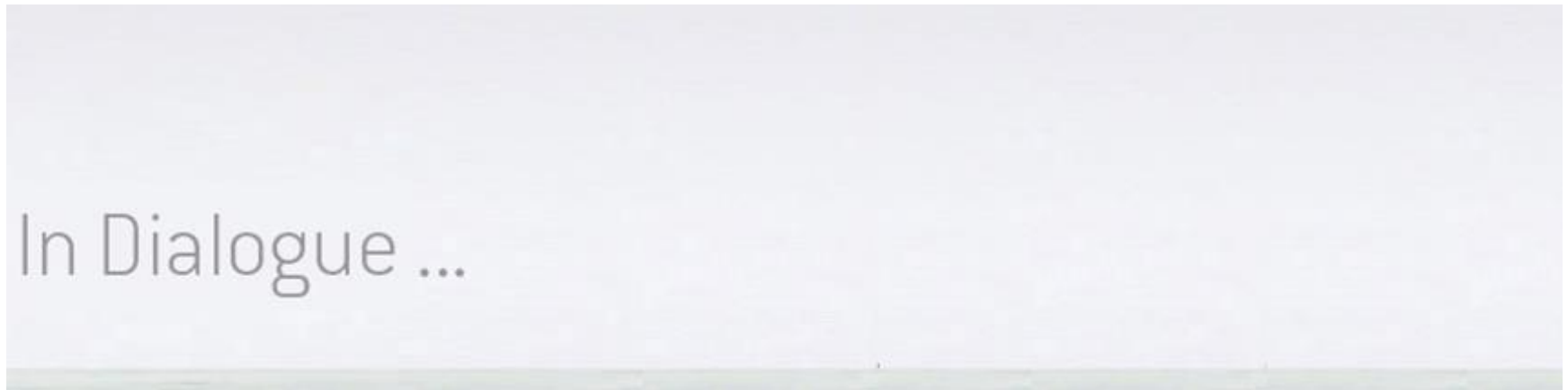
Total C shares (earn-out shareholders)	100.00%
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Summary of issuable public shares

(share strike price & number of shares)	<u>Actual</u>	<u>EUR 12</u>	<u>EUR 13</u>	<u>EUR 14</u>	<u>EUR 15</u>	<u>EUR 16</u>
Class A (Public) Shares²⁾	20'523'695					
Class B (Founding) Shares Class B2: converts at EUR 14 Class B3: converts at EUR 16 Class B4: converts at EUR 12		1'000'000		2'105'263		2'105'263
Class C (Earn-Out) Shares Class C1: converts at EUR 12 Class C2: converts at EUR 13 Class C3: converts at EUR 15		3'000'000	3'000'000		3'000'000	
Total public shares	20'523'695					
Total potential public shares		24'523'695	27'523'695	29'628'958	32'628'958	34'734'221

1) Status 31 October 2015

2) including treasury shares



Wolf-Günter Freese

*Acting Chief Executive Officer
& Chief Financial Officer*

Robert Wolny

Chief Operating Officer IDMS

Jan Trommershausen

Chief Operating Officer ECMS

CONSOLIDATED FINANCIALS

January – December 2014 & 2015

Income Statement		
(in EUR 1'000)	2015	2014
Revenue	181'592	185'312
Cost of sales	(154'574)	(152'249)
Gross profit	27'018	33'063
% margin	14.9%	17.8%
Distribution costs	(13'810)	(13'335)
Administrative expenses	(12'661)	(12'483)
Other operating income	1'595	1'682
EBIT	2'142	8'927
% margin	1.2%	4.8%
Net financial result	— (2'288)	(2'050)
Earnings before taxes / EBT	(146)	6'877
Income Tax	(1'021)	(2'475)
Net profit	(1'167)	4'402
% margin	(0.6%)	2.4%

Recurring EBITDA		
(in EUR 1'000)	2015	2014
Reported EBIT	2'142	8'927
+ Depreciation / Amortization & Impairment charges	7'613	7'247
+ PPA Amortization	2'898	2'868
+ Non recurring items		0
Recurring EBITDA	12'653	19'042
% recurring EBITDA margin	7.0%	10.3%

CONSOLIDATED FINANCIALS

31 December 2014 / 31 December 2015

Assets		
(in EUR 1'000)	31 December 2015	31 December 2014
Tangible assets	34'425	34'246
Intangible assets	60'944	61'063
Deferred tax assets	1'362	1'335
Other non current assets	216	213
Inventories	30'440	31'593
Trade receivables, net	22'720	21'091
Other current assets	2'207	2'189
Current income tax receivable	1'006	224
Cash and cash equivalents	33'256	30'954
Total assets	186'576	182'908

Shareholders' Equity & Liabilities		
(in EUR 1'000)	31 December 2015	31 December 2014
Total equity	105'488	101'016
Borrowings	37'045	35'670
Retirement benefit obligations	9'784	8'523
Deferred tax liabilities	5'486	6'745
Non current provisions & others	2'934	3'185
Trade payables	9'191	9'994
Other current liabilities	11'995	11'469
Current borrowings	4'273	4'724
Current provisions & others	380	1'582
Total liabilities	81'088	81'892
Total shareholders' equity & liabilities	186'576	182'908

CONSOLIDATED FINANCIALS

January – December 2014 & 2015

Cash Flow Statement		
(in EUR '000)	2015	2014
Earnings before taxes	(146)	6'877
Depreciation, amortization & impairment charges	10'511	10'115
Interest income / (expenses), net	1'065	1'039
Change in fair value in financial instruments	(1'401)	566
Change of provisions	566	604
Other non-cash items, net	3'286	(10)
Operating results before changes in net working capital	13'881	19'191
Changes in net working capital	1'051	(1'493)
Taxes paid	(4'935)	(4'646)
Interest paid	(919)	(951)
Cash Flow from operating activities	9'078	12'101
Acquisition of subsidiaries, net of cash acquired	0	(3'312)
CAPEX	(4'435)	(4'880)
Sale of assets	589	330
Cash Flow from investing activities	(3'846)	(7'862)
Repayments / proceeds of borrowings	(1'241)	(2'255)
Repayments / proceeds regarding finance lease	(3'208)	(2'485)
Cash Flow from financing activities	(4'449)	(4'740)
Net change in cash and cash equivalents	783	(501)
Cash and cash equivalents at the beginning of the period	30'954	31'170
Effect of exchange rate gains / (losses)	1'519	285
Cash and cash equivalents at the end of the period	33'256	30'954

CONSOLIDATED FINANCIALS

January – December 2014 & 2015

Segment Information												
	ECMS		IDMS		ESS		Corporate & Others		Eliminations		Group Consolidation	
	Jan. - Dec.		Jan. - Dec.		Jan. - Dec.		Jan. - Dec.		Jan. - Dec.		Jan. - Dec.	
(in EUR 1'000)	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014
Net Sales	126'829	129'359	45'208	48'360	9'645	7'936	307	287	(397)	(630)	181'592	185'312
EBITDA <i>In % of Net Sales</i>	15'107 11.9%	20'061 15.5%	3'062 6.8%	3'829 7.9%	(379) (3.9%)	(659) (8.3%)	(5'137)	(4'189)			12'653 7.0%	19'042 10.3%
EBIT <i>In % of Net Sales</i>	7'537 5.9%	12'973 10.0%	850 1.9%	1'212 2.5%	(913) (9.5%)	(906) (11.4%)	(5'332)	(4'352)			2'142 1.2%	8'927 4.8%
CAPEX tangible assets	3'858	3'433	2'230	1'737	138	96	32	11			6'258	5'277
CAPEX intangible assets	201	348	26	93	340	59	98	49			665	549
Depreciation of tangible assets	(4'828)	(4'218)	(1'818)	(2'106)	(85)	(67)	(48)	(37)			(6'779)	(6'428)
Amortization of intangible assets	(2'742)	(2'870)	(394)	(511)	(449)	(180)	(147)	(126)			(3'732)	(3'687)

This presentation contains forward-looking statements based on beliefs of exceet Group SE management. Such statements reflect current views of exceet Group SE with respect to future events and results and are subject to risks and uncertainties. Actual results may vary materially from those projected here, due to factors including changes in general economic and business conditions, changes in currency exchange, the introduction of competing products, lack of market acceptance of new products, services or technologies and changes in business strategy.

exceet Group SE does not intend or assume any obligation to update these forward-looking statements.

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