



exceed

Investor Relation Presentation

November 2014

- Business
- Sample Applications
- Financial Review & Analysis
- Growth Strategy & Group Strengths

EXCEET GROUP AT A GLANCE

Technology Group providing development, production and services for intelligent electronics in the Health, Industry and Security markets.

The group combines know-how in development and production of complex electronic systems and an extensive, long-term expertise in the field of Security.

exceet offers solutions for fast-growing markets such as Mobile Security, Mobile Transaction, Body Wearable Electronics and Machine-to-Machine Communication.

(in EUR million)	FY 2012	FY 2013	9M 2013	9M 2014
Net Sales	188.8	190.8	141.8	140.1
EBITDA	16.5	18.3	14.4	15.1
EBITDA Margin	8.7%	9.6%	10.1%	10.8%
CAPEX ¹⁾	10.9	11.3	8.0	3.2
Free Cash Flow	(10.6)	6.9	1.4	1.9
Net Financial Debt	14.0	7.0	13.4	11.1
FTEs ²⁾	899	954	942	972

1) Net CAPEX including equipment purchased under finance lease agreements

2) Full Time Equivalent

Design

Development

Engineering

Production

Solutions

Service

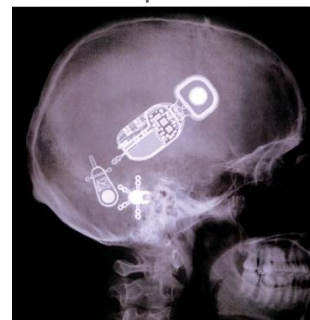
Diagnostic Devices



Secure Solutions



Implants



Sensors



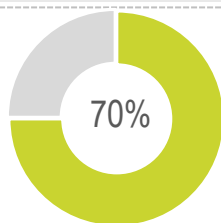
OUR SEGMENTS

Segments*

Competences

End Markets

ECMS

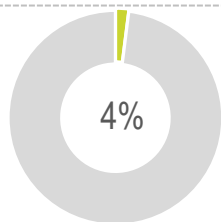


Intelligent Electronics

Comprehensive technology & product portfolio combined with state-of-the-art development and manufacturing capabilities

ECMS: Electronic Components Modules & Systems

ESS

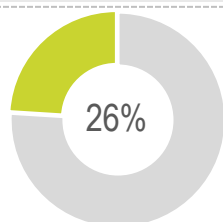


Sophisticated Applications & Solutions

Focuses on security solutions utilizing the technological competences and experiences of exceet's other segments (e.g. M2M solutions)

ESS: exceet Secure Solutions

IDMS



Identification Technologies

Offers solutions such as NFC, RFID or dual-interface smart cards, mobile applications and security services

IDMS: ID Management & Systems

*share of twelve month group sales (rolling)



Health



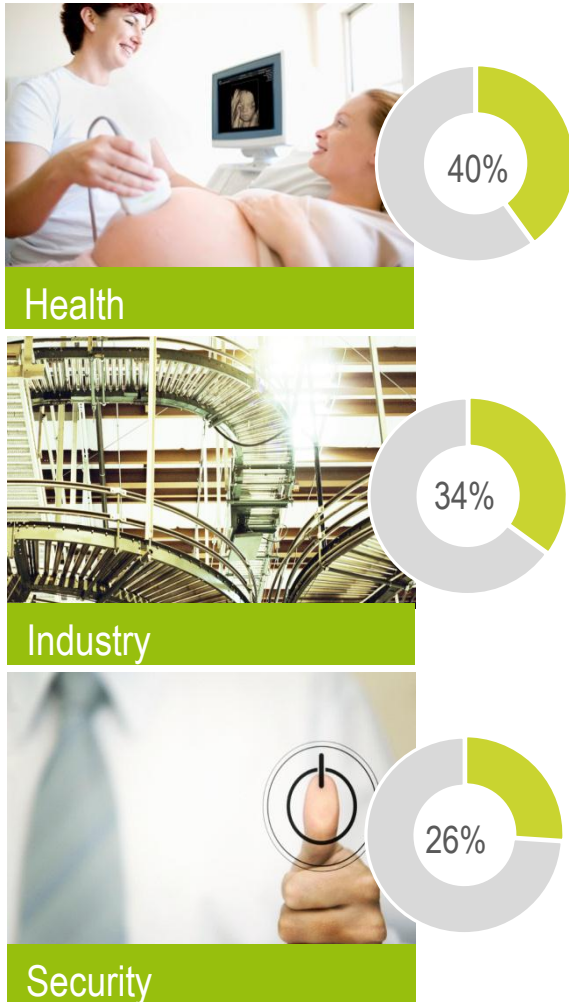
Industry



Security

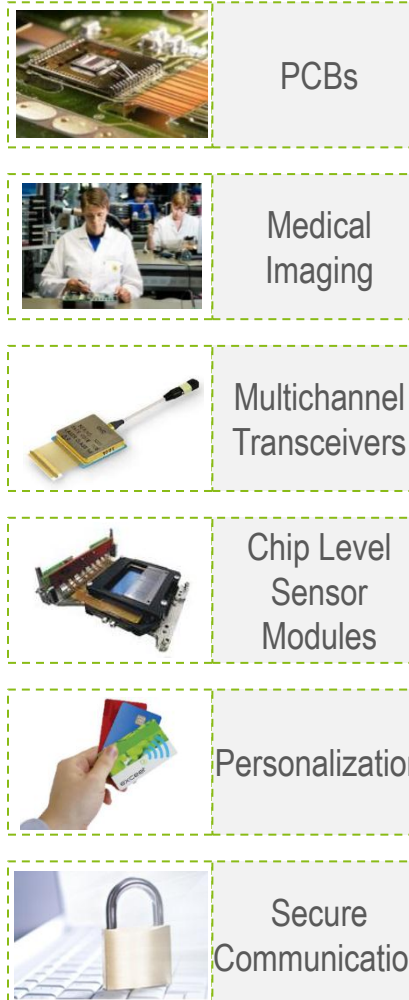
MARKET FOCUS

Markets and share of group sales*



*share of group sales 2013

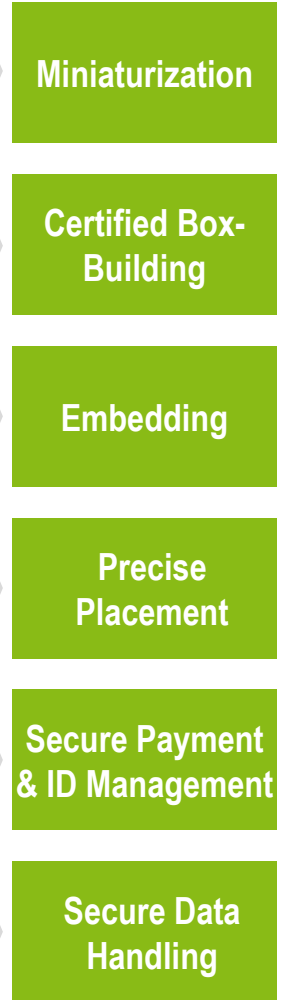
Products & Solutions



Applications



Competences



- Business
- Sample Applications
- Financial Review & Analysis
- Growth Strategy & Group Strengths

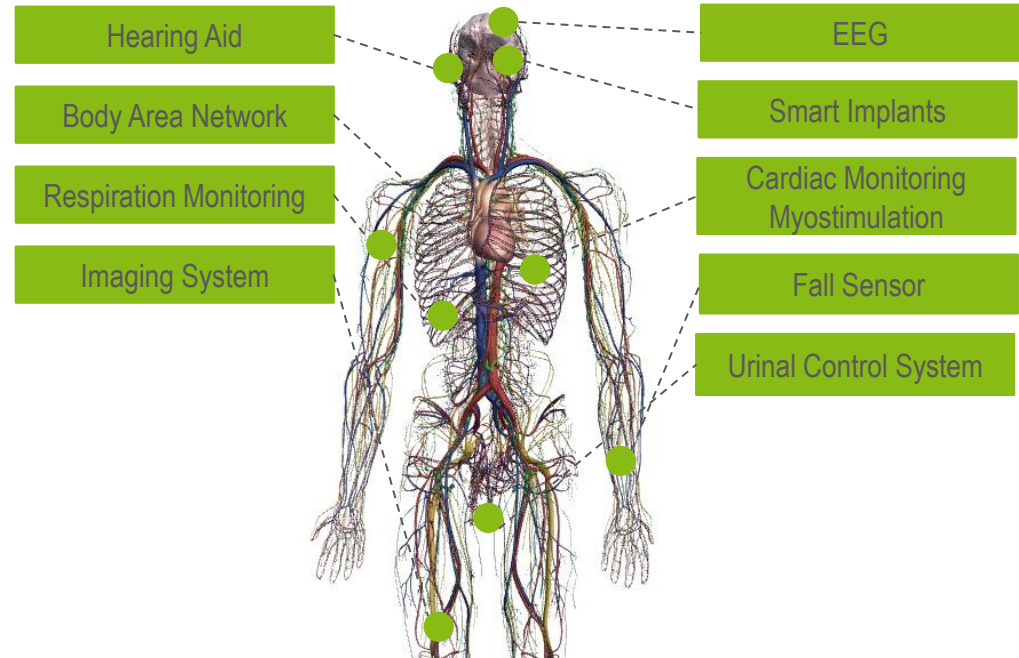
Strategic focus

- 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

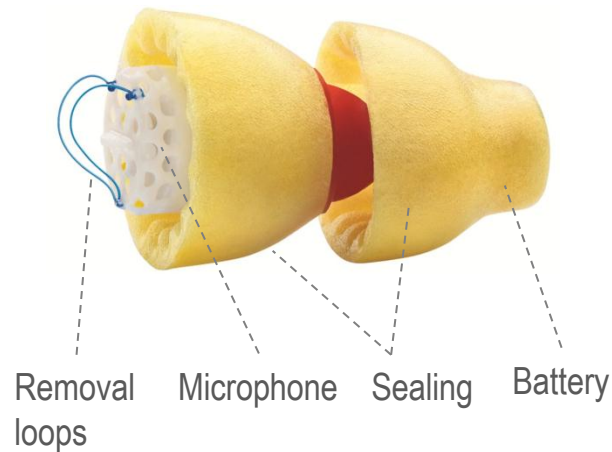


Miniaturized turnkey electronics for the medical technology market

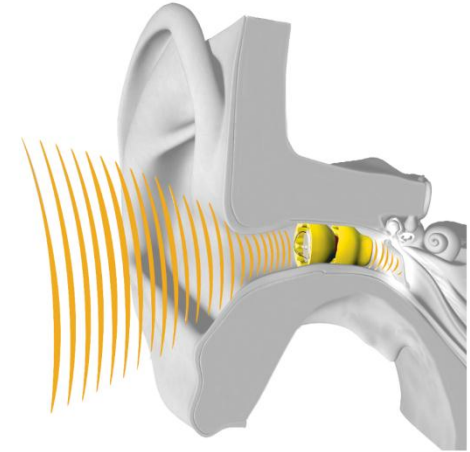
exceed's PCB



The hearing aid



Final application in the ear

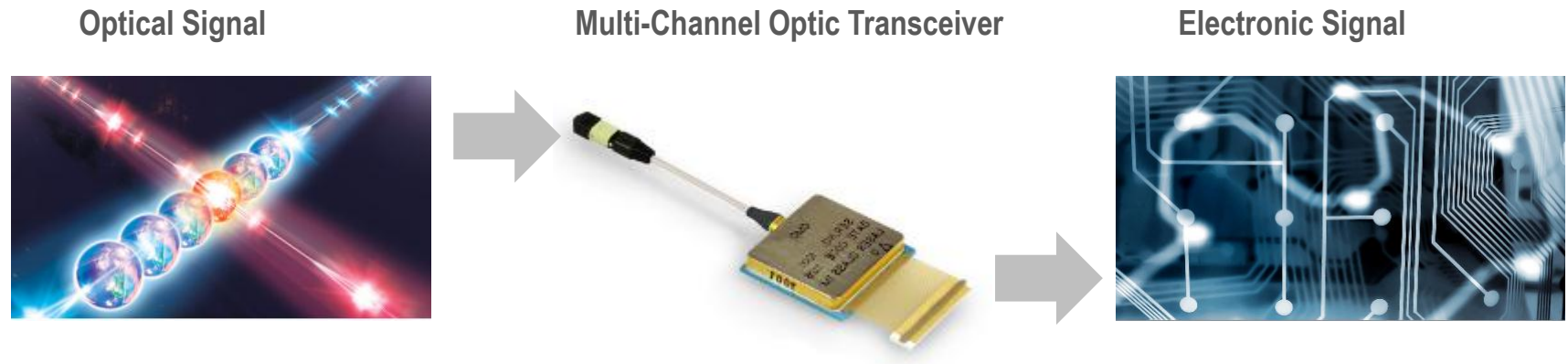


Description

- Miniaturisation with 15µm line and space, material thickness of 25µm and ø 22µm via
- 2 layer flex PCB
- Design for Manufacturing (DFM)

Advantages for customers/users

- Sits completely invisible deep inside ear canal due to small form factor
- Use during almost all daily activities
- Battery designed to last for up to 120 days
- Improved directionality and localisation (ability to tell where sounds are coming from)



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 & Chipresistors 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



Security competence

- Smart & secure connected Healthcare IT Systems

Advantages for Health organizations

- Reduction of doctor visits
- Avoidance of hospitalizations
- Early diagnosis
- Optimized patient treatment
- No multiple investigations
- Fast access to data (everywhere and every time same quality of data)
- No data redundancy

M2M SOLUTION – DATA HANDLING FOR DIAGNOSTIC DEVICES

exceet as Full-Service Provider

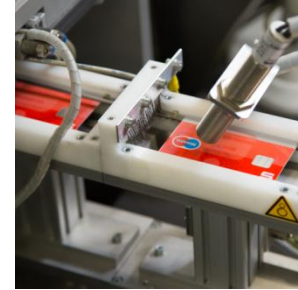
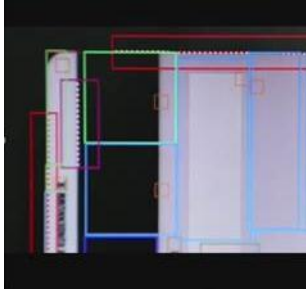
exceet provides:

- customized hardware, connectivity tailored to the customers specific requirements as well as the integration of the data into the relevant applications and business processes
- Furthermore data analysis to enhance new business models of the customers

Advantages for customers/users

- Quick and safe information exchange at low cost, irrespective of location
- M2M technology to optimize customers business processes or use it to develop new business models





Design & Development

Chip, RFID, NFC, microcontrollers, magnet strips, bar codes

Security & Integration

Visa, Master Card Certificated production facilities

Manufacturing & Assembly

Production sites with maximum of flexibility & prod. capacity of 550 million cards/year

Personalization

Personalization via laser, thermal, inkjet printing or embossing

Service

Efficient and personalized services with internal letter shop



OPERATIONAL HIGHLIGHTS

Sales

By installing sales teams in the USA and in Scandinavia
exceed further enhances sales force

Geographic expansion shows first results: blood analysis device for usage
outside the laboratory and a X-ray doses recorder for the French market

exceed Card Group is now able to offer small batches with new single-card
printing machine



Business Unit: ESS

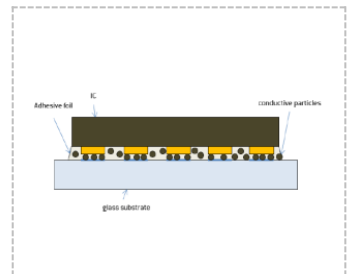
On-going investments in exceed's core markets of Health, Industry and
Security with solutions for Machine-to-Machine (M2M) communication,
identification and data security

Promising projects in the German health market identified



Innovation

exceed offers Anisotropic Conductive Film (ACF) bonding for Chip-on-Glas
and Flex-on-Glass applications used in next generation mobile phones,
flat screens and smart cards



Investments

exceed acquired Valtronic Technologies Romania S.R.L.
(renamed: exceed Medtec Romania S.R.L.)



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FINANCIAL HIGHLIGHTS

Revenues

- 9M Revenues are down 1.2% to EUR 140.1 million
- Organic growth: (1.4%)
- FX impact: (0.1%)

Free Cash Flow

- Free Cash Flow EUR 1.9million (9M 2013: EUR 1.4 million) driven by:
- Improving EBITDA Margin
- Reduced Capex

EBITDA

- 9M 2014 EBITDA up 5.0% to EUR 15.1 million
- 10.8% EBITDA margin (9M 2013: 10.1%)
- No non-recurring items in both periods

Net Debt

- Net debt of EUR 11.1 million including cash position of EUR 26.5 million

9M 2014 shows improving operational margins

NET SALES

(in EUR 1,000)



FX rate EUR/CHF: Actual 9M 2014: 1.2180 / Actual 9M 2013: 1.2315

FX rate EUR/USD: Actual 9M 2014: 1.3548 / Actual 9M 2013: 1.3171

FX rate EUR/CHF: Actual Q3 2014: 1.2115 / Actual Q3 2013: 1.2347

FX rate EUR/USD: Actual Q3 2014: 1.3255 / Actual Q3 2013: 1.3241

9M 2014 sales development reflects cautious market environment

EBITDA

(in EUR 1,000)



FX rate EUR/CHF: Actual 9M 2014: 1.2180 / Actual 9M 2013 :1.2315

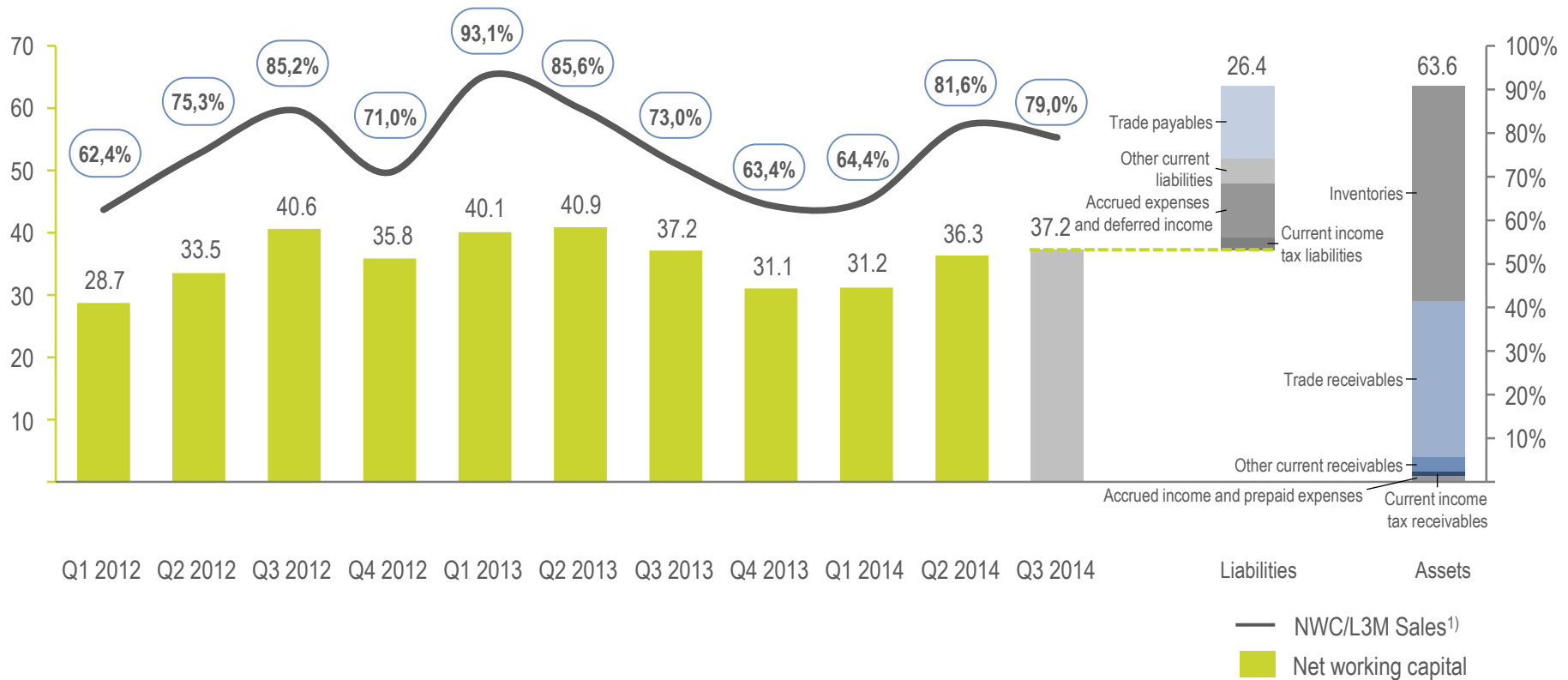
FX rate EUR/USD: Actual 9M 2014: 1.3548 / Actual 9M 2013 :1.3171

FX rate EUR/CHF: Actual Q3 2014: 1.2115 / Actual Q3 2013: 1.2347

FX rate EUR/USD: Actual Q3 2014: 1.3255 / Actual Q3 2013: 1.3241

Improving EBITDA margin: from 10,1% in 9M 2013 to 10,8% in 9M 2014 (13,1% in Q3 2014)

NET WORKING CAPITAL

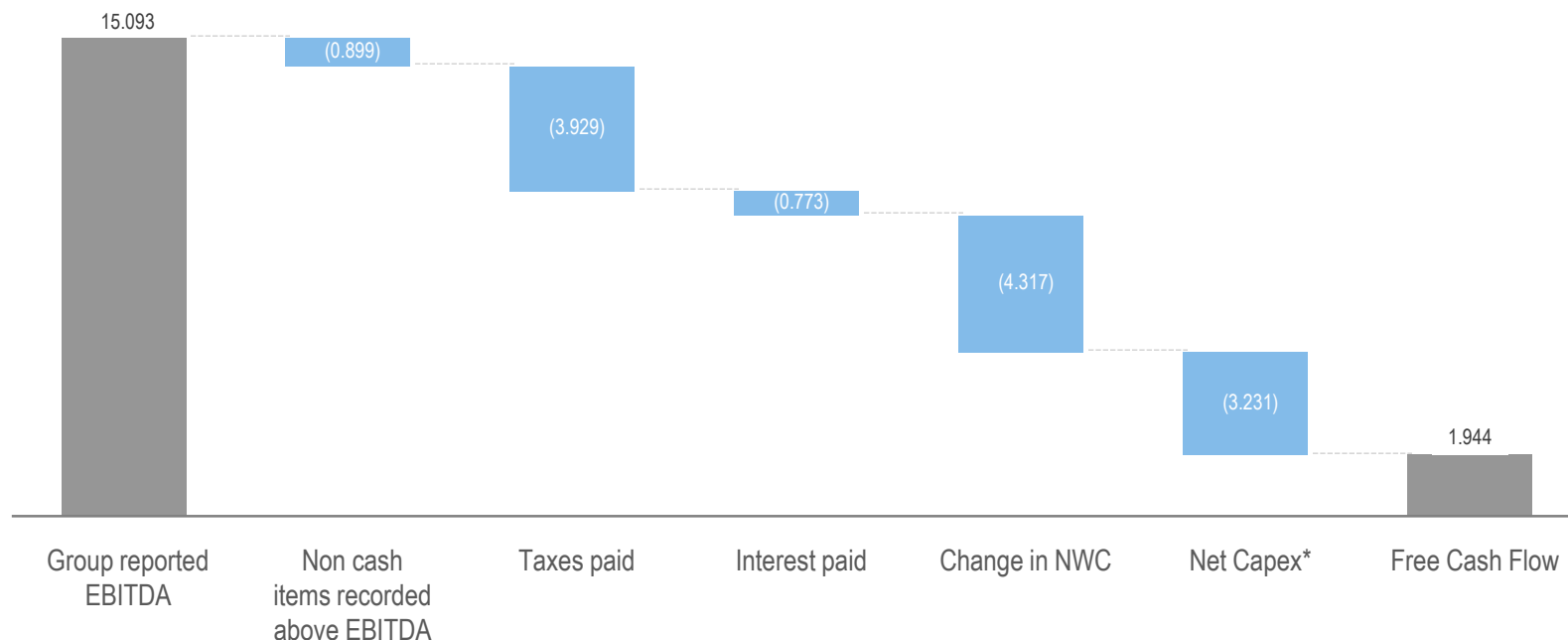


■ Net Working Capital of 79,0%¹⁾ of sales in Q3 2014, up from 73,0%¹⁾ in Q3 2013 and slightly down versus 81,6%¹⁾ in Q2 2014

¹⁾ L3M: Last 3 Months

FROM EBITDA TO FREE CASH FLOW

(in EUR 1,000)

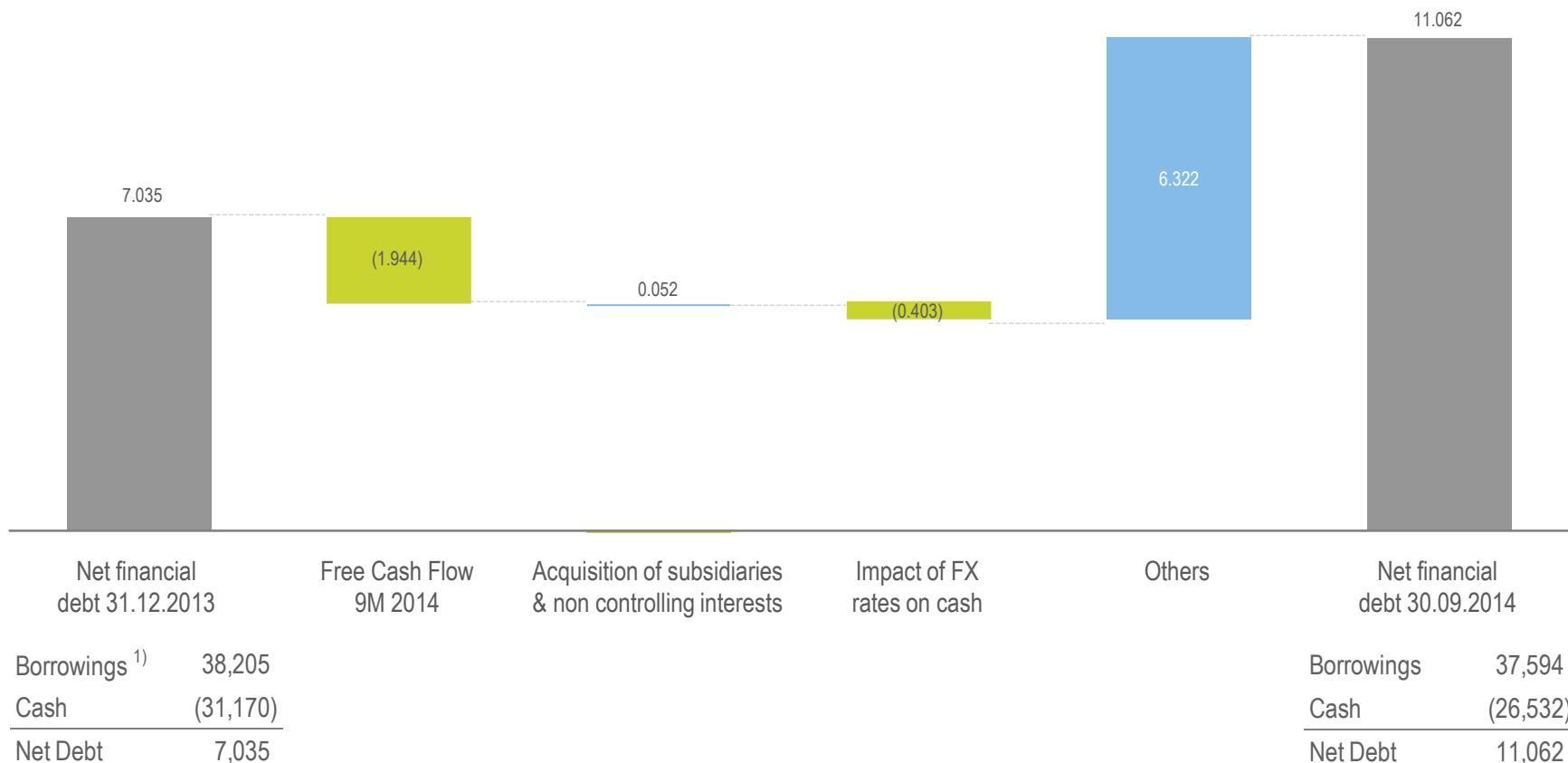


- Free Cash Flow in 9M 2014: EUR 1.9 million versus EUR 1.4 million in 9M 2013
- Main Free Cash Flow Drivers:
 - Improving EBITDA (from EUR 14.4 million in 9M 2013 to EUR 15.1 million in 9M 2014)
 - Sharp decline in Capital Expenditure* (from EUR 8.0 million in 9M 2013 to EUR 3.2 million in 9M 2014)
 - Increased outflows from Net Working Capital movements EUR -4.3 million in 9M 2014 versus EUR -1.8 million in 9M 2013)

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

NET DEBT

(in EUR 1,000)



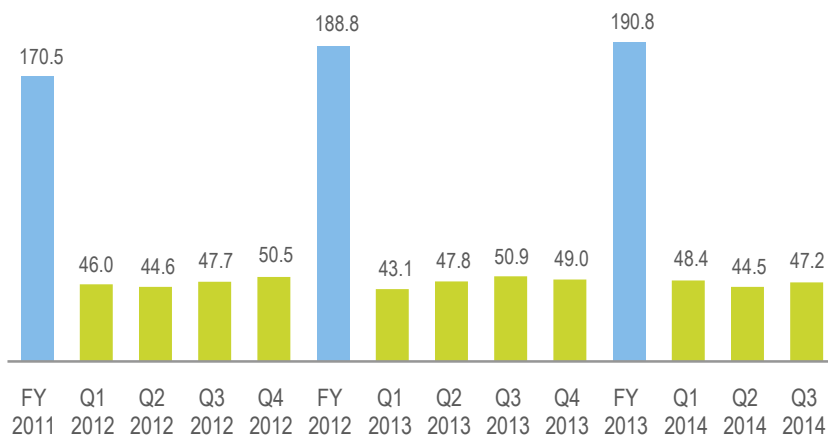
■ Net debt increase in 9M 2014. Main drivers:

- Redemption of subordinated Shareholder Loan (EUR 5.7m increase in Net Debt), captured within the 'Others' bar in the chart above
- Free Cash Flow generation (EUR 1.9m reduction in Net Debt)

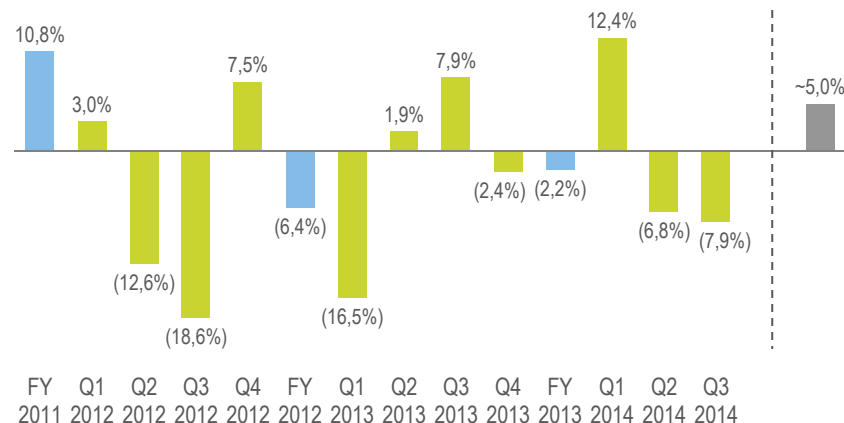
¹⁾ Borrowings exclude subordinated shareholder loan

ACTUALS & MEDIUM-TERM TARGETS

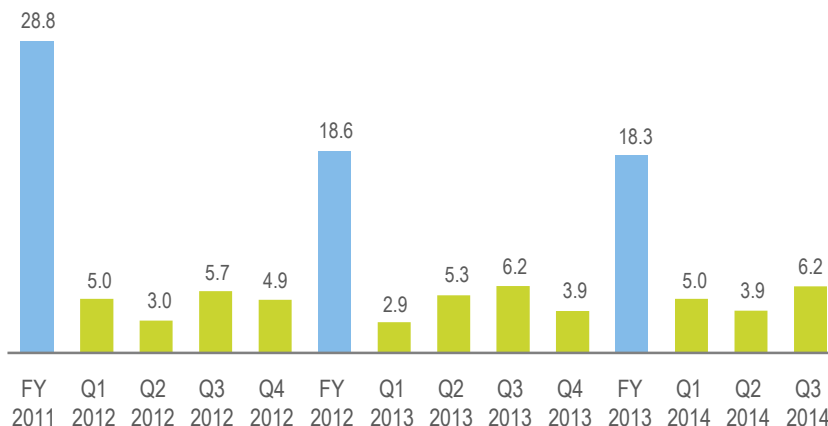
Group Sales (EUR million)



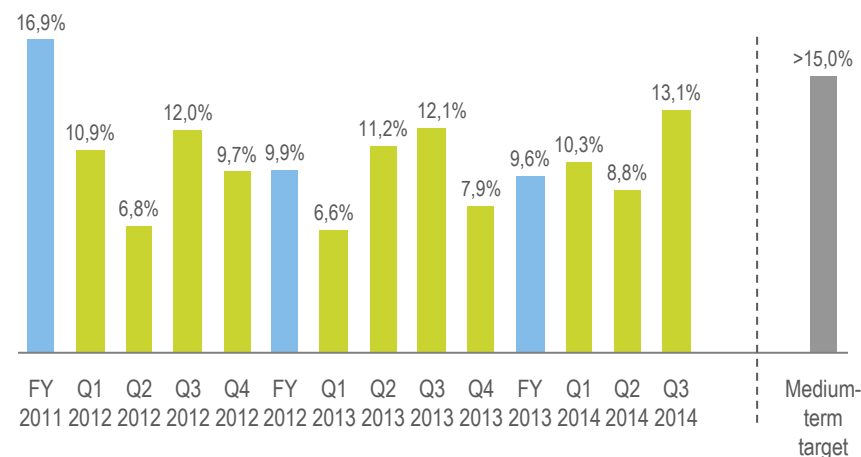
Organic Growth Rate (%)



Recurring EBITDA (EUR million)¹⁾



Recurring EBITDA Margin (%)¹⁾



¹⁾ FY 2012 numbers reflect IAS 19 restatement

- Business
- Sample Applications
- Financial Review & Analysis
- Growth Strategy & Group Strengths

- 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 M2M 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
RFID	Access to multiple security options: Complex systems on various card- / device-bodies with security- and convenience-advantages. Rapid development & implementation with fast response time & delivery time to customers
Manufacturing in Europe	Secure assembly & production: Flexible production suited for short-runs and low/high volumes as well as the highest safety requirements

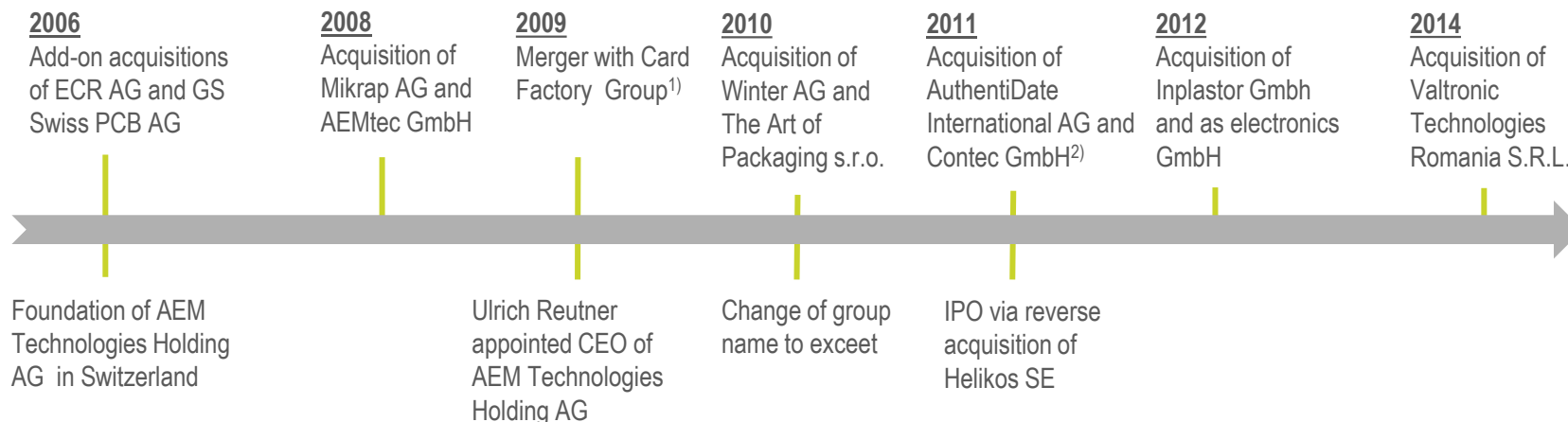


exceed is exciting

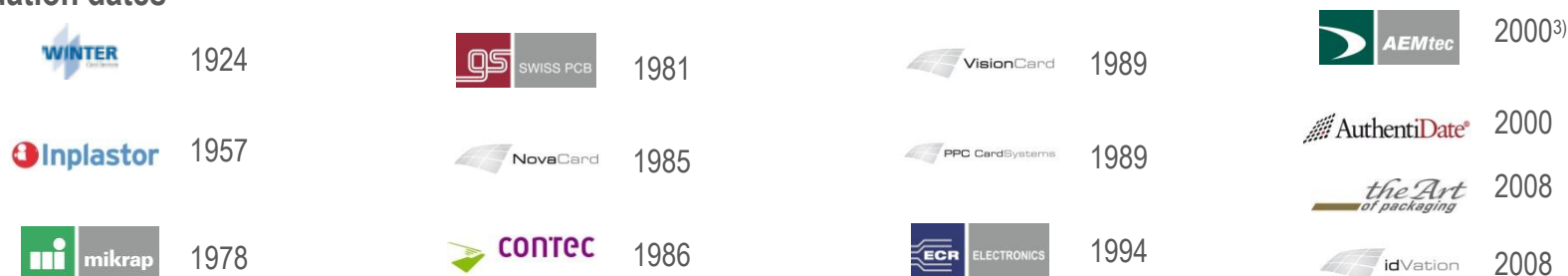
Annex

HISTORY OF EXCEED

exceed's history



Foundation dates



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

TOP CUSTOMERS

Top 10 Customer = 46% of total Sales

Customer	Revenue in EUR million
Health	22.4
Industry	13.4
Health	11.8
Health	10.2
Health	8.7
Security	7.4
Security	6.1
Health	3.3
Industry	2.7
Industry	2.6
Total	88.6

Selected References

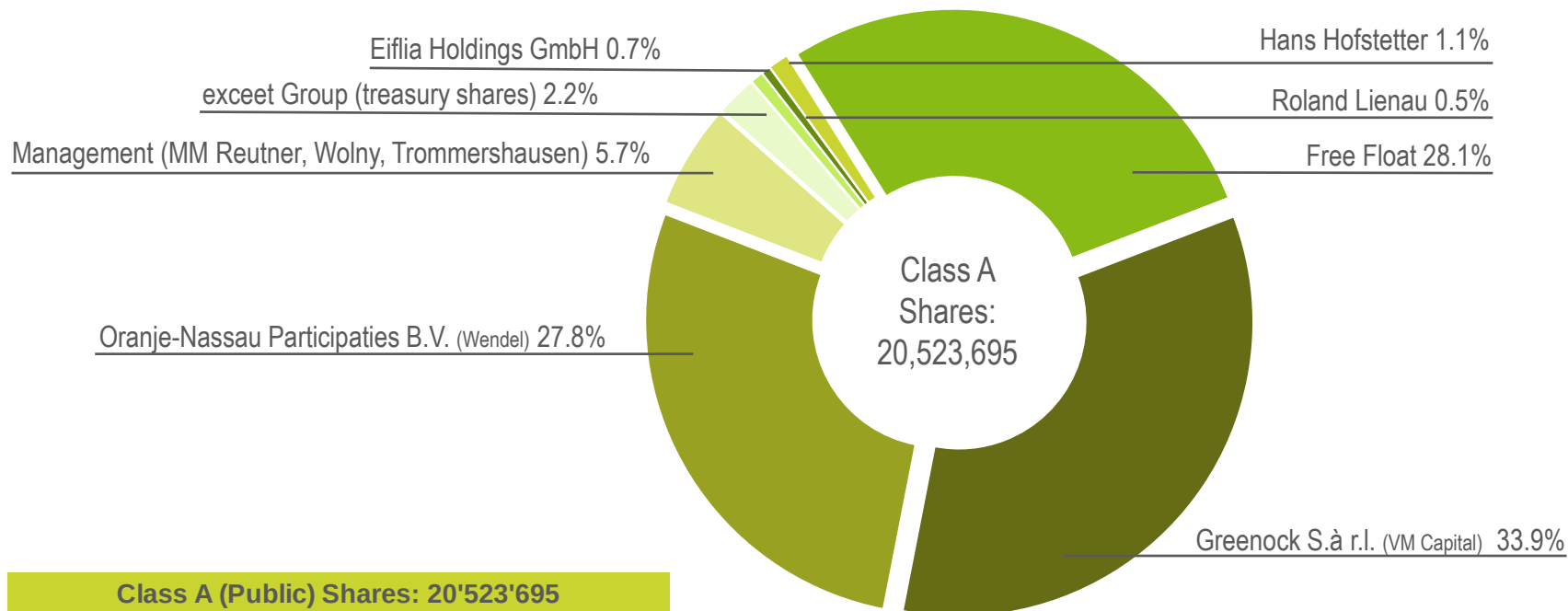
BERTELSMANN	TRANS LINK
BARCLAYCARD	PHILIPS
CERN	PHONAK
COCHLEAR	POSTBANK
DELPHI	RED BULL
DINERS CLUB	RITTAL
DORNIER	ROCHE DIAGNOSTICS
DOUGLAS	SANDOZ
DSV GRUPPE	SANTANDER BANK
FERAG	SCHAEFFLER
FRANCE TELECOM	SIEMENS
GANTNER	SKIDATA
GE	SKY
GN RESOUND	SONY
LBBW	SWAROVSKI
LONDON TRANSPORT	T SYSTEMS
LUFTHANSA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

Status: December 2013

PRODUCTION & ENGINEERING SITES



OWNERSHIP – CLASS A SHARES



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	0.5%
Total major shareholders	71.9%
Free Float	28.1%

OWNERSHIP - CLASS B AND C SHARES

Class B (Founding) Shares

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) Shares

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) Shares¹⁾	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) including treasury shares



In Dialogue ...

Ulrich Reutner
Chief Executive Officer

Wolf-Günter Freese
Chief Financial Officer

Robert Wolny
Chief Operating Officer IDMS

Jan Trommershausen
Chief Operating Officer ECMS

CONSOLIDATED FINANCIALS

January – September 2014 / January – September 2013

Income Statement		
(in EUR 1'000)	Jan. - Sep. 2014	Jan. - Sep. 2013
Revenue	140'060	141'758
Cost of sales	(114'068)	(116'215)
Gross profit	25'992	25'543
% margin	18.6%	18.0%
Distribution costs	(9'943)	(10'673)
Administrative expenses	(9'580)	(9'035)
Other operating income	1'144	1'163
EBIT	7'613	6'998
% margin	5.4%	4.9%
Net financial result	(1'867)	3'087
Earnings before taxes / EBT	5'746	10'085
Income Tax	(2'226)	(2'511)
Net profit	3'520	7'574
% margin	2.5%	5.3%

Recurring EBITDA		
(in EUR 1'000)	Jan. - Sep. 2014	Jan. - Sep. 2013
Reported EBIT	7'613	6'998
+ Depreciation / Amortization & Impairment charges	5'341	4'910
+ PPA Amortization	2'139	2'473
+ Non recurring items	0	0
Recurring EBITDA	15'093	14'381
% recurring EBITDA margin	10.8%	10.1%

CONSOLIDATED FINANCIALS

30 September 2014 / 31 December 2013

Assets		
(in EUR 1'000)	30 September 2014	31 December 2013
Tangible assets	34'135	35'425
Intangible assets	56'664	58'597
Deferred tax assets	1'548	836
Other non current assets	214	209
Inventories	34'495	31'335
Trade receivables, net	25'017	22'777
Other current assets	3'446	1'891
Current income tax receivable	639	555
Cash and cash equivalents	26'532	31'170
Total assets	182'690	182'795

Shareholders' Equity & Liabilities		
(in EUR 1'000)	30 September 2014	31 December 2013
Total equity	101'525	98'742
Borrowings	32'467	33'480
Retirement benefit obligations	6'632	4'192
Deferred tax liabilities	7'075	7'597
Non current provisions & others	1'780	1'807
Trade payables	11'619	11'416
Other current liabilities	14'733	14'086
Current borrowings	5'127	10'347
Current provisions & others	1'732	1'128
Total liabilities	81'165	84'053
Total shareholders' equity & liabilities	182'690	182'795

CONSOLIDATED FINANCIALS

January – September 2014 / January – September 2013

Cash Flow Statement		
(in EUR 1'000)	Jan. - Sep. 2014	Jan. - Sep. 2013
Earnings before taxes	5'746	10'085
Depreciation, amortization & impairment charges	7'480	7'383
Interest income / (expenses), net	792	851
Change in fair value in financial instruments	698	(3'802)
Change of provisions	(25)	0
Other non-cash items, net	(497)	(130)
Operating results before changes in net working capital	14'194	14'387
Changes in net working capital	(4'317)	(1'813)
Taxes paid	(3'929)	(2'399)
Interest paid	(773)	(751)
Cash Flow from operating activities	5'175	9'424
Acquisition of subsidiaries, net of cash acquired	(52)	(600)
CAPEX	(3'257)	(7'944)
Sale of assets	312	280
Cash Flow from investing activities	(2'997)	(8'264)
Repayments / proceeds of borrowings	(5'306)	3'072
Repayments / proceeds regarding finance lease	(1'913)	(2'267)
Cash Flow from financing activities	(7'219)	805
Net change in cash and cash equivalents	(5'041)	1'965
Cash and cash equivalents at the beginning of the period	31'170	24'426
Effect of exchange rate gains / (losses)	403	(320)
Cash and cash equivalents at the end of the period	26'532	26'071

CONSOLIDATED FINANCIALS

January – September 2014 / January – September 2013

Segment Information

(in EUR 1'000)	ECMS		IDMS		ESS		Corporate & Others		Eliminations		Group Consolidation	
	Jan. - Sep.		Jan. - Sep.		Jan. - Sep.		Jan. - Sep.		Jan. - Sep.		Jan. - Sep.	
	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013
Revenue	99'226	107'294	34'962	31'858	6'095	2'861	218	232	(441)	(487)	140'060	141'758
EBITDA	16'221	16'110	2'299	1'462	(208)	(274)	(3'219)	(2'917)	0	0	15'093	14'381
EBIT	10'971	10'924	342	(561)	(371)	(416)	(3'329)	(2'949)	0	0	7'613	6'998
CAPEX tangible assets	2'068	5'487	1'084	1'416	64	17	8	0	0	0	3'224	6'920
CAPEX intangible assets	173	418	93	16	53	468	1	122	0	0	320	1'024
Depreciation of tangible assets	(3'100)	(2'760)	(1'574)	(1'610)	(47)	(38)	(28)	(31)	0	0	(4'749)	(4'439)
Amortization of intangible assets	(2'150)	(2'426)	(383)	(413)	(116)	(104)	(82)	(1)	0	0	(2'731)	(2'944)

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.

Contact
Investor.Relations@exceet.lu
exceet Group SE | 115 avenue Gaston Diderich | L-1420
Luxemburg
www.exceet.lu