exceet

Company Presentation

November 2018

- **Business**
- Selected Applications & Operational Highlights
- Financial Review & Analysis (Continued Operations) 1)

1) Please see the additional information in the annex for the financial review & analysis on Total Group Basis

Our Profile

- exceet is a technology portfolio specialized in development and production of miniaturized, intelligent, complex and secure electronics.
- exceet is focused on the international Health and Industrial markets.
- exceet offers solutions for applications e.g. in Hearing Aids and Internet of Things (IoT)

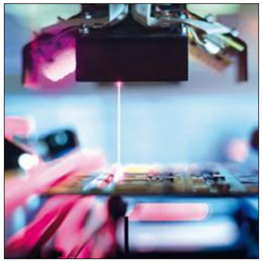
Total Group Basis in EUR million	FY 2017	9M 2017	9M 2018
Net Sales	143.4	108.7	106.8
EBITDA	9.5	8.0	8.2
EBITDA Margin	6.6%	7.3%	7.6%
CAPEX [1]	3.7	2.7	2.6
Free Cash Flow	4.6	0.0	(0.9)
Net Financial Debt	(0.7)	4.0	(32.5)
FTEs [2]	636	643	410

1) Net CAPEX including equipment purchased under finance lease agreements
2) Full Time Equivalent

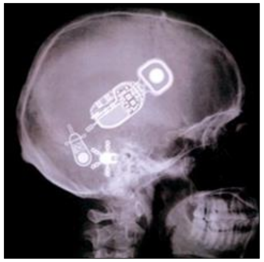
Design → **Development** → **Engineering** → **Production** → **Solutions** → **Services**

Highly Miniaturized

Highly Complex



Highly Reliable



Highly Secure

exceet Continued Operations

Focus on the further development of the printed circuit boards (PCB) and secure connectivity activities

(in EUR million)	Continued Operations		
	FY 2017	9M 2017	9M 2018
Net Sales	42.4	31.4	31.1
EBITDA	2.2	0.8	3.6
EBITDA Margin	5.3%	2.7%	11.5%
CAPEX [1)]	3.1	1.4	1.0
Free Cash Flow	6.2	(1.5)	(0.1)
Net Financial Debt	7.2	9.4	(24.7)
FTEs [2)]	219	234	214

1) Net CAPEX including equipment purchased under finance lease agreements
2) Full Time Equivalent

Continued Operations =
- Segment "Electronic Components, Modules & Systems" (ECMS) *Printed circuit board activities (PCB)*
- Segment "exceet Secure Solutions" (ESS) *As before*
- Holding Companies

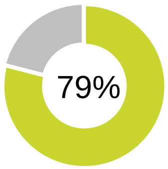
Disontinued Operations =
- exceet electronics activities (EE)
- Micro- and optoelectronics (AEMtec GmbH, Berlin)
- Development activities Romania (exceet Medtec Romania S.R.L.)

Total Group Basis =
- exceet Group with Continued and Discontinued Operations

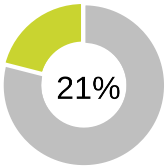
Our Segments (Continued Operations)

Reporting Segments*	Competences	End Markets*	Application Examples

ECMS
Electronic Components, Modules & Systems



ESS
exceet Secure Solutions

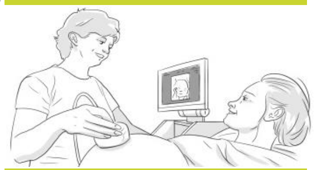


Competences

- Miniaturization
- Complexity
- Reliability
- Secure Data Handling

End Markets

Health



67% of group net sales

Industry

33% of group net sales

Application Examples

- *Hearing Aids*
- *Implants*
- *Telematic Infrastructure & Applications*

- *Cochlea Implants*
- *Hearing Instruments*
- *Gateways & Routers*
- *Smart Connectivity Solutions*

- *IoT*
- *PKI*
- *Cloud-Based Security Services*
- *Secure Access Solutions*
- *Digital Signatures and Trust Center*

**share of twelve month group sales*

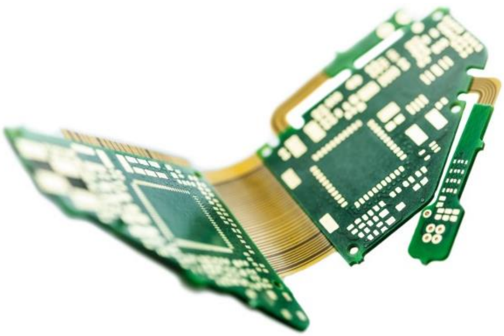
- Business
- **Selected Applications & Operational Highlights**
- Financial Review & Analysis (Continued Operations) 1)

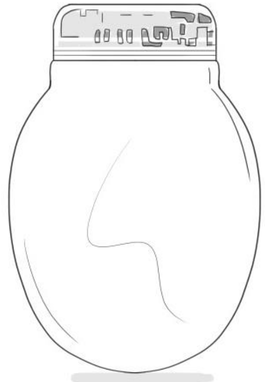
1) Please see the additional information in the annex for the financial review & analysis on Total Group Basis

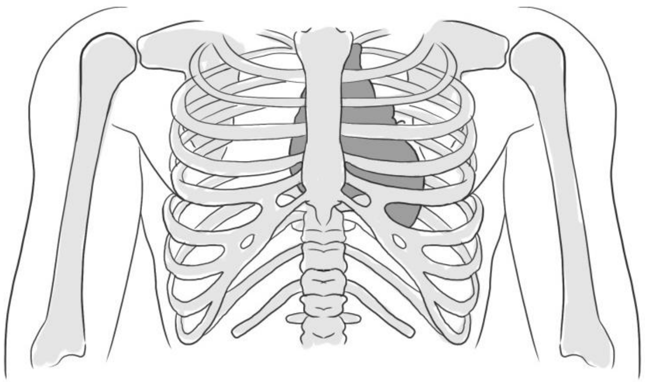
Health - Implantable Cardioverter Defibrillator

exceet

Development & Production of highly miniaturized, extremely durable PCBs







4-Layer Rigid-Flex Board by exceet

Newest generation of Implantable Cardioverter Defibrillator

Description

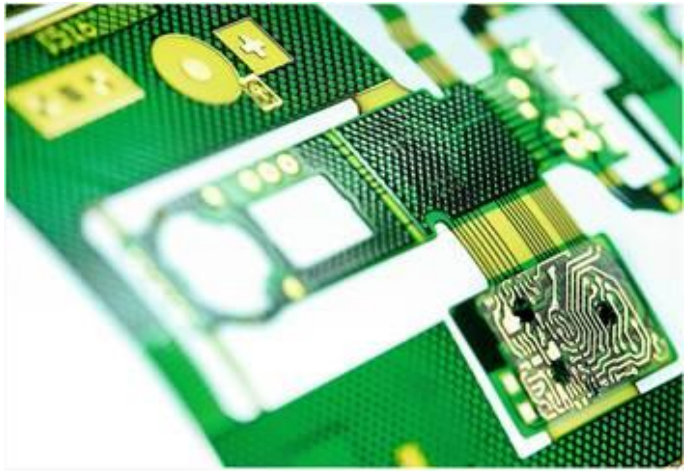
- exceet provides the PCB for a subcutaneous Implantable Cardioverter Defibrillator
- Expected lifetime: 11+ years
- Size of the device: 29.5 cm³ and 9.9 mm thickness

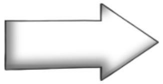
Advantages for customers / users

- 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

Health - Cochlea Hearing Aids

Development & Production of highly miniaturized, extremely durable PCBs





Description

- Development and manufacturing of printed circuit board (PCB) for implants
- Complex PCB structure
- Highly miniaturized
- High quality and longevity

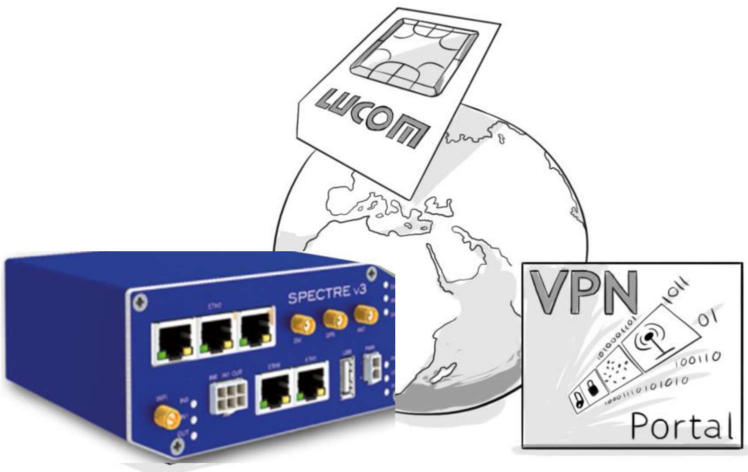
Advantages for customers / users

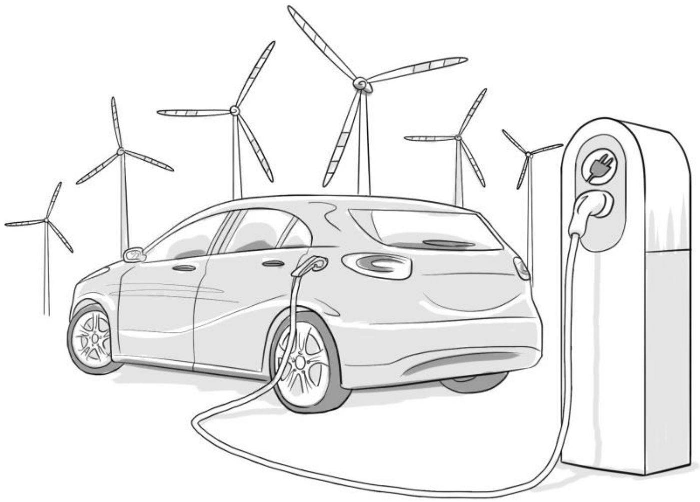
- Can be used already in infancy - enables participation in social life and promotes the development of children
- Long-life cycle of over 70 years
- High wearing comfort

Industrial IoT - Devices for M2M Solutions

exceet

Charging solutions for electric vehicles
Remote service via VPN service portal





Description

- Transparent remote service
- Automatic configuration of devices
- Independent of country, technology and provider
- Additional functions at the charging pole
- Alerts

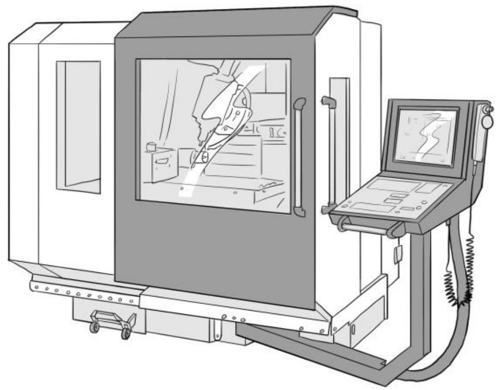
Advantages for customers / users

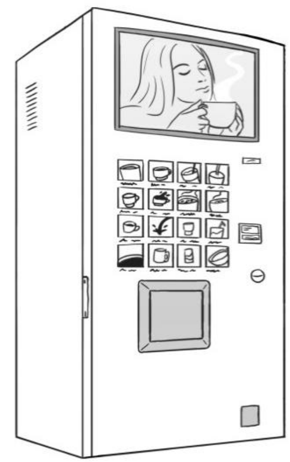
- Simple, safe and scalable solution for recharging electric cars
- Easy project management, installation, maintenance and billing
- Service, maintenance, reparations, eliminations of disruptions
- 100% green electricity

Industrial IoT - Industrial Solutions

exceet

Intelligent & secure networking of machine tools





exceet CONNECT

Description

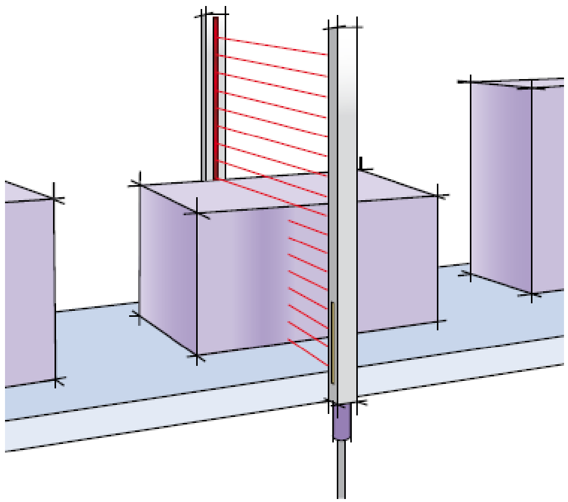
- Selection and realization of a costumer specific pilot IoT Platform for networking of machine tools
- exceet provided & supported
  - Innovation engineering
  - Platform integration & customizing
  - Specific platform interfaces
  - Graphical user interface
  - Individual presentation of machine tool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

Advantages for customers / 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.

Industrial IoT - Devices for M2M Solutions

Contour monitoring for transport containers and boxes for one of the largest automotive suppliers in Europe



Description

- Light curtain system and analysis
- Contour check
- Height classification
- Data transmission from light curtain to control system

Advantages for customers / users

- Optimal and trouble-free transport monitoring
- Reduction of transportation cost
- Faster handling and picking times
- Automation of verification and control tasks

Industrial IoT - exceet connect

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CONNECT

TRUST

ENCRYPT

IDENTIFY

SIGN

MANAGE

BASE

Secure, scalable & modular solution

Secure Device Management

Maximum secure Management of industrial IoT devices by hardware based cryptography

Data encryption in the cloud

Managed Service for hardware based data encryption in the cloud & cloud applications

Identity Management

Managed PKI for creation of digital identities. Secure & clear identification of user in trusted eco system

Signatures & Timestamps

Qualified electronic signatures and timestamps compliant with eIDAS

Remote Management

VPN Server Portal for flexible connection of networks, machines, plants and devices

IoT Platform

Minimal user interface / Business logic through drag'n'drop / No software programming

- Business
- Selected Applications & Operational Highlights
- **Financial Review & Analysis** (Continued Operations) 1)

1) Please see the additional information in the annex for the financial review & analysis on Total Group Basis

Financial Highlights

Net Sales

Total Group Basis

- Revenues are down (1.8%) to EUR 106.8 million
- Organic growth: 0.0%
- FX Impact: (1.8%)

Continued Operations

- Revenues are down (0.9%) to EUR 31.1 million
- Organic growth: 3.6%
- FX Impact: (4.5%)

Free Cash Flow

Total Group Basis

- Free Cash Flow EUR (0.9) million (9M 2017: EUR 0.0 million) driven by:
  - Operational Cash Flow EUR 1.7 million (9M 2017: EUR 2.7 million)
  - Capex of EUR 2.6 million (9M 2017: EUR 2.7 million)
  - Working Capital Movement of EUR (4.5) million (9M 2017: EUR (5.2) million)

EBITDA

Total Group Basis

- 9M 2018 EBITDA up 2.2% to EUR 8.2 million
- 7.6% EBITDA Margin (9M 2017: 7.3%)

Continued Operations

- 9M 2018 EBITDA up 328.2% to EUR 3.6 million
- 11.5% EBITDA Margin (9M 2017: 2.7%)

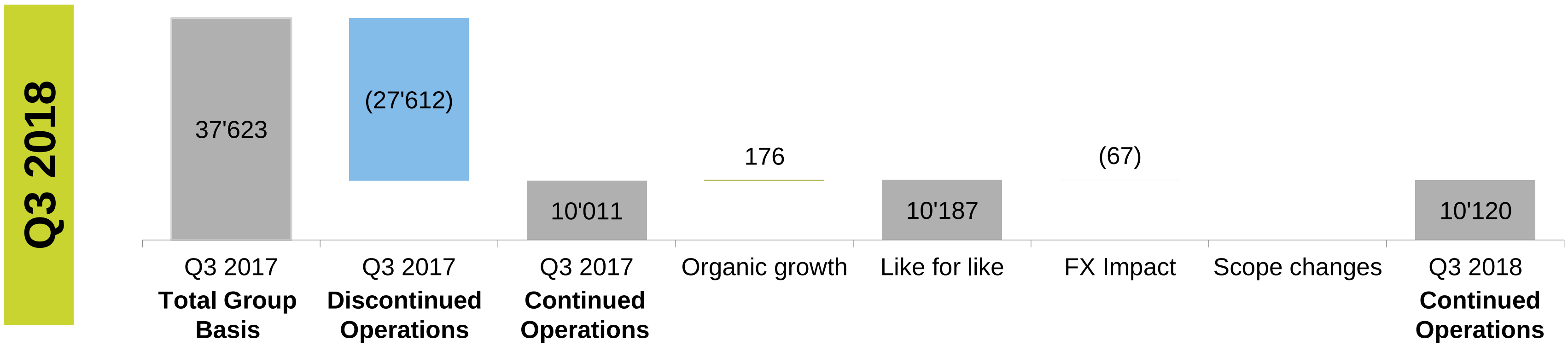
Net Debt

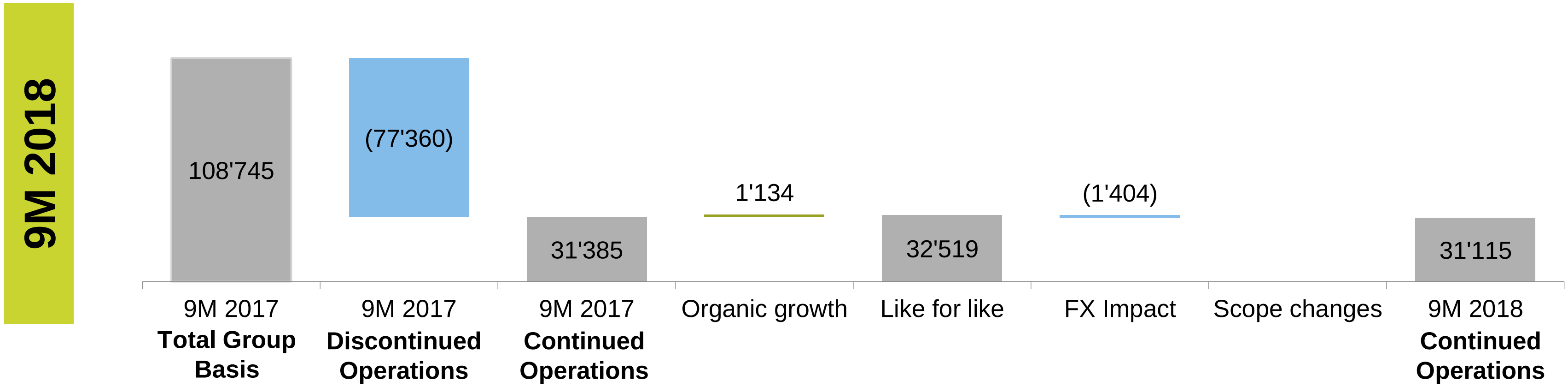
Total Group Basis

- Net Debt of EUR (32.5) million (31.12.2017: EUR (0.7) million)
- Cash position of EUR 58.6 million (31.12.2017: EUR 29.0 million)

Net Sales

(in EUR 1'000)





FX rate EUR/CHF: Actual 9M 2018: 1.1611 / Actual 9M 2017: 1.0952

FX rate EUR/USD: Actual 9M 2018: 1.1936 / Actual 9M 2017: 1.1131

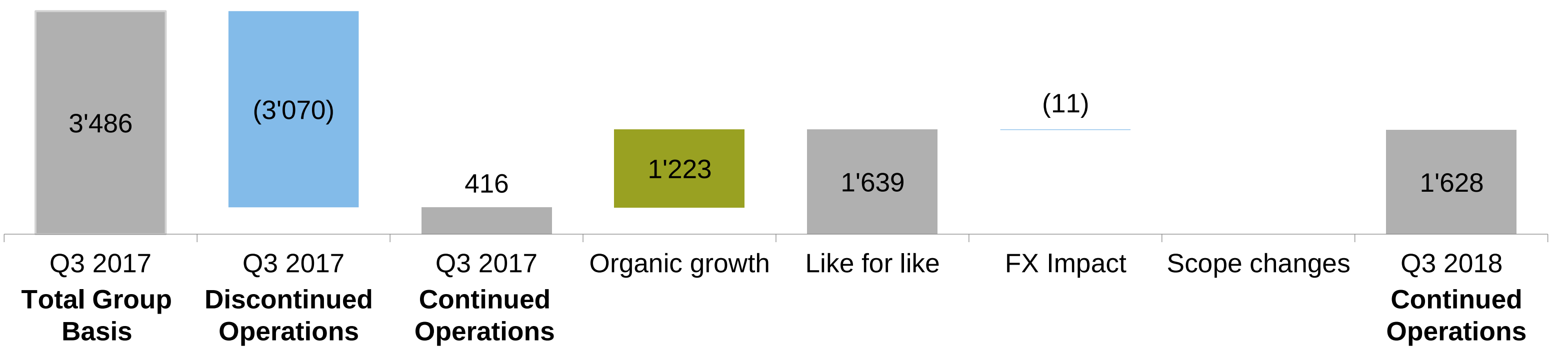
FX rate EUR/CHF: Actual Q3 2018: 1.1445 / Actual Q3 2017: 1.1313

FX rate EUR/USD: Actual Q3 2018: 1.1629 / Actual Q3 2017: 1.1747

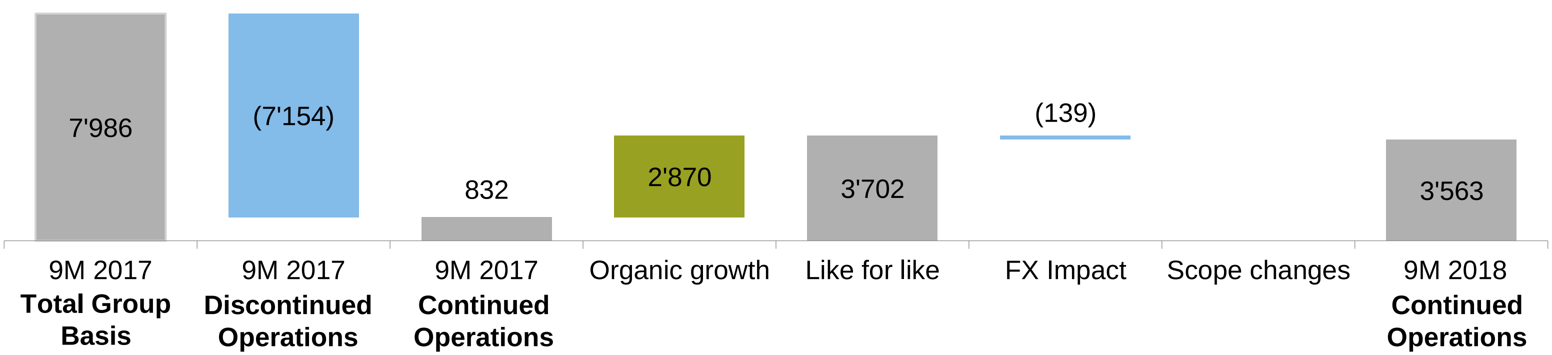
EBITDA

(in EUR 1'000)

Q3 2018



9M 2018



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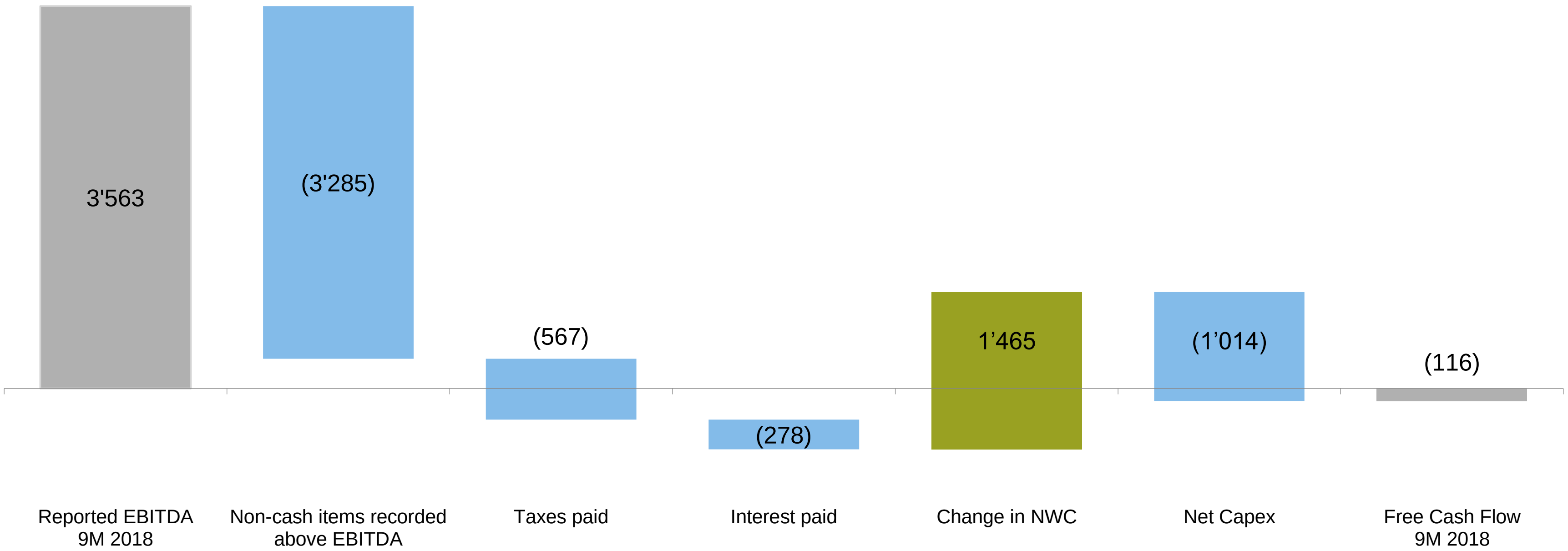
FX rate EUR/CHF: Actual Q3 2018: 1.1445 / Actual Q3 2017: 1.1313

FX rate EUR/USD: Actual Q3 2018: 1.1629 / Actual Q3 2017: 1.1747

From EBITDA to Free Cash Flow (Continued Operations)

(in EUR 1'000)

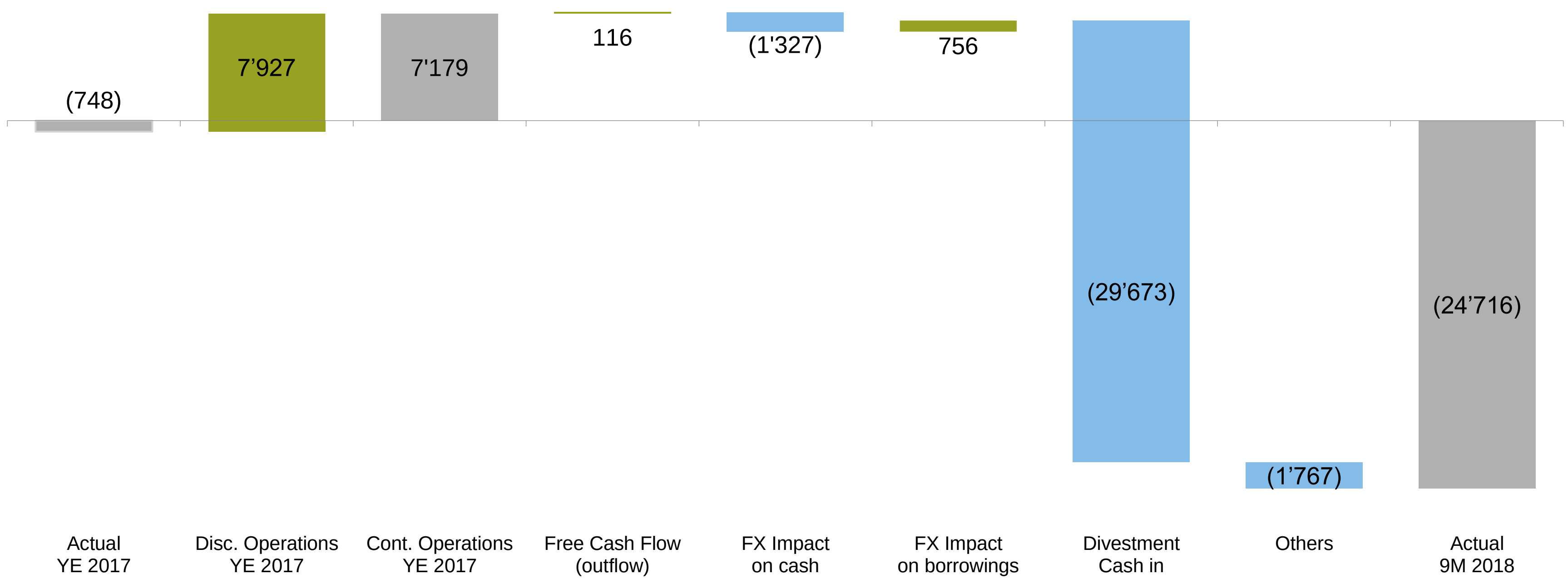


- Free Cash Flow in 9M 2018 EUR (0.1) million versus EUR (1.5) million in 9M 2017
- Main Free Cash Flow Drivers are:
  - Change in Net Working Capital EUR 1.5 million in 9M 2018 (9M 2017: EUR (1.2) million)
  - Better EBITDA Performance in 9M 2018 of EUR 3.6 million versus EUR 0.9 million in 9M 2017
  - Lower Net Capital Expenditure (from EUR 1.4 million in 9M 2017 to EUR 1.0 million in 9M 2018) [1)]
  - Lower tax payments in 9M 2018 of EUR 0.6 million versus EUR 1.1 million in 9M 2017

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

Net Debt / (Cash)

(in EUR 1'000)



	Continued	Discontinued	Total
Borrowings	22'612	5'605	28'217
Cash	(15'433)	(13'532)	(28'965)
Net Debt / (Cash)	**7'179**	**(7'927)**	**(748)**

	Continued	Discontinued	Total
Borrowings	22'921	3'264	26'185
Cash	(47'637)	(11'008)	(58'645)
Net Debt / (Cash)	**(24'716)**	**(7'744)**	**(32'460)**

- Net Debt decreased in 9M 2018 for Continued Operations by EUR 31.9 million exceet is exciting

Annex

History of exceet

2006
Add-on acquisitions of ECR AG and GS Swiss PCB AG

Foundation of AEM Technologies Holding AG in Switzerland

2008
Acquisition of Mikrap AG and AEMtec GmbH

2009
Merger with Card Factory Group

2010
Acquisition of Winter AG and The Art of Packaging s.r.o.

Change of group name to exceet

2011
Acquisition of AuthentiDate International AG and Contec GmbH 1)

IPO via reverse acquisition of Helikos SE

2012
Acquisition of Inplastor Gmbh and as electronics GmbH

Acquisition of Lucom GmbH Elektrokomponente und Systeme

2014
Acquisition of Valtronic Technologies Romania S.R.L.

2015
Foundation exceet USA, Inc.

2016
IDMS Divestment

2018
Divestment exceet electronics activities

Divestment AEMtec GmbH and exceet Medtec Romania S.R.L.

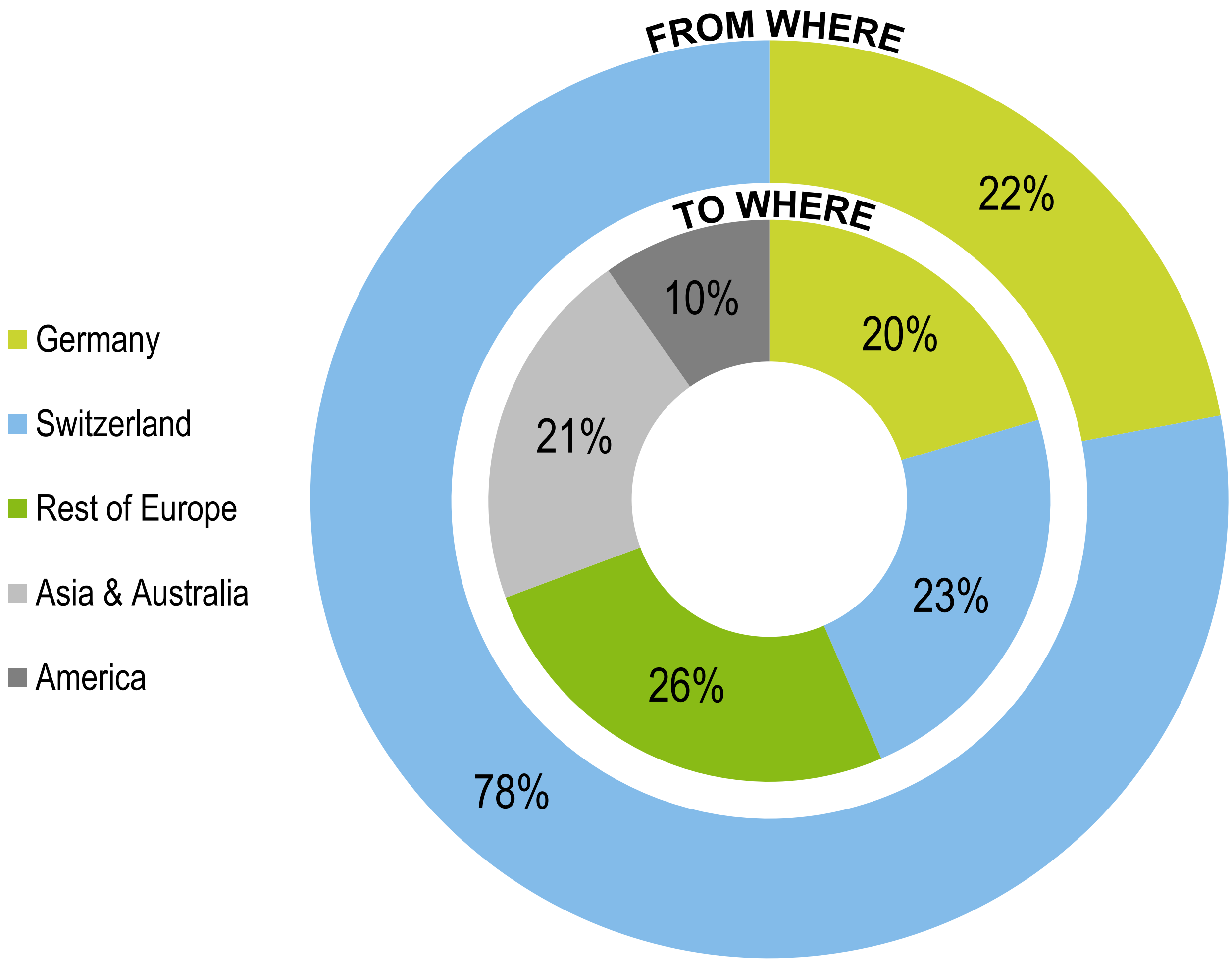
Foundation Dates

mikrap	1978	(today: exceet electronics AG)
contec	1986	(today: exceet electronics GesmbH)
ECR ELECTRONICS	1994	(today: exceet electronics AG)
AuthentiDate	2000	(today: exceet Secure Solutions GmbH)
gs SWISS PCB	1981	
LUCOM	1991	
AEMtec	2000 2)	

1) Closing occurred in April/May 2011
2) Infineon spin-off

Net Sales by Countries 2017 (Continued Operations)

exceet



Top Customers (Continued Operations)

Top 10 Customer = 59% of total Sales

Customer	Revenue in EUR million
Health	6.7
Health	6.6
Health	3.0
Industry	2.0
Health	1.9
Industry	1.3
Health	1.0
Industry	1.0
Health	0.8
Health	0.8
Total	**25.1**

Status: December 2017

Production & Engineering Sites (Continued Operations)

ECMS

Küssnacht, CH ①
Development and manufacturing of miniaturized printed circuit boards

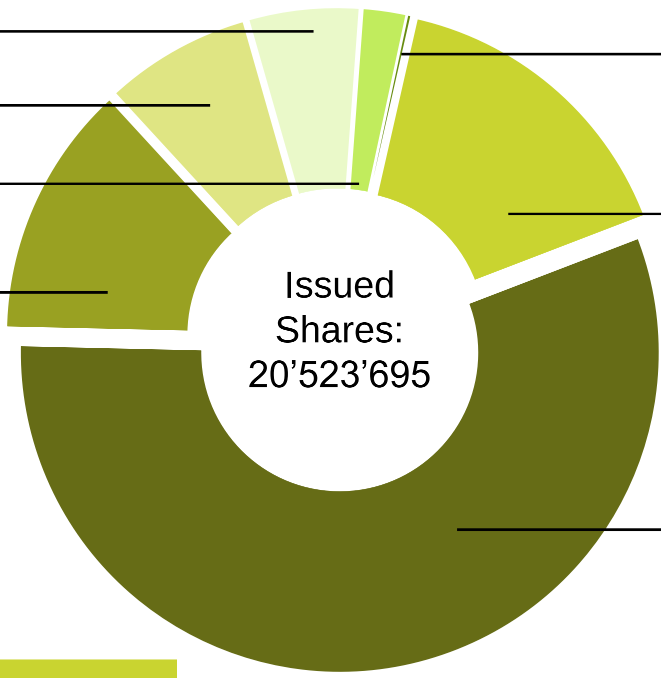
Woburn (Massachusetts), USA
Sales Office

ESS

Düsseldorf, D ②
Software and services (e.g. cloud services) for secure connectivity

Fürth, D ③
Customized routers and IoT remote services

Actual Shareholder Structure (31 October 2018) 1)

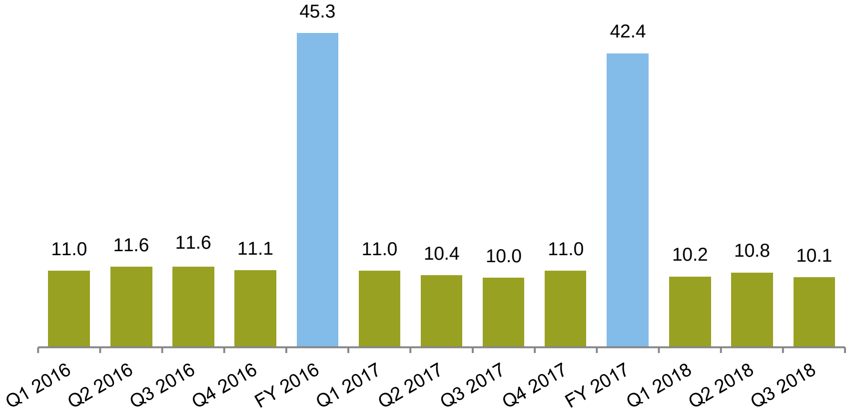


Major Shareholders	
White Elephant S.à r.l. (Active Ownership Fund)	56.2%
Argos Funds & Quaero Funds	12.8%
Heidelberger Beiteiligungsholding AG	7.4%
VM Holding GmbH & Co. KG	5.6%
exceet Group (treasury shares)	2.2%
Roland Lienau (Member of the Board exceet Group SE)	0.2%
Total	**84.4%**
Other Shareholders	**15.6%**

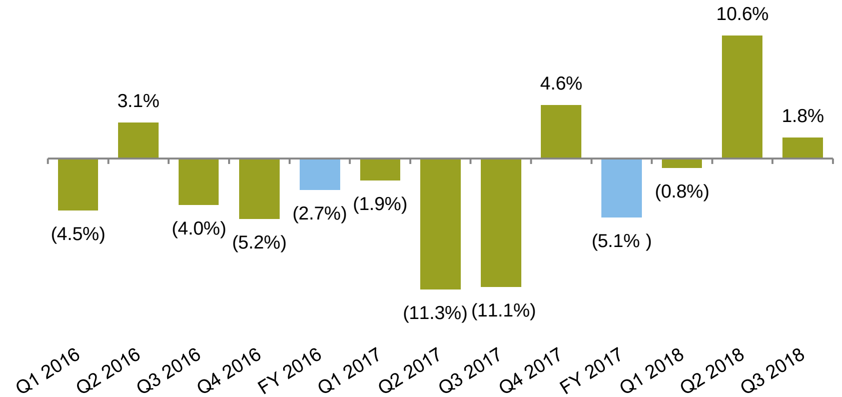
1) Based on the published voting rights announcement

Actuals (Continued Operations)

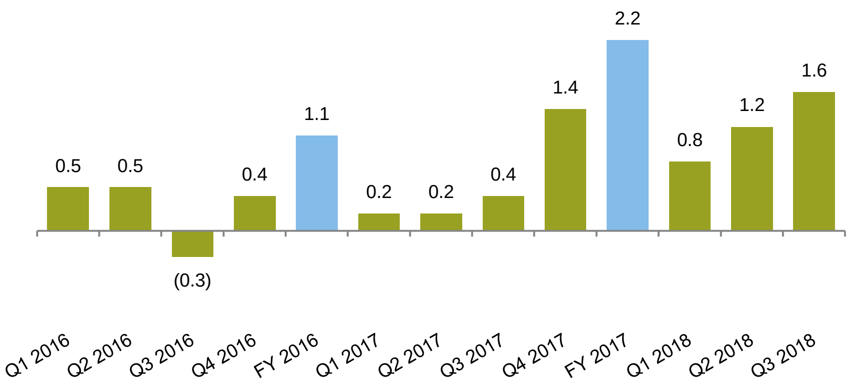
Net Sales (EUR million)



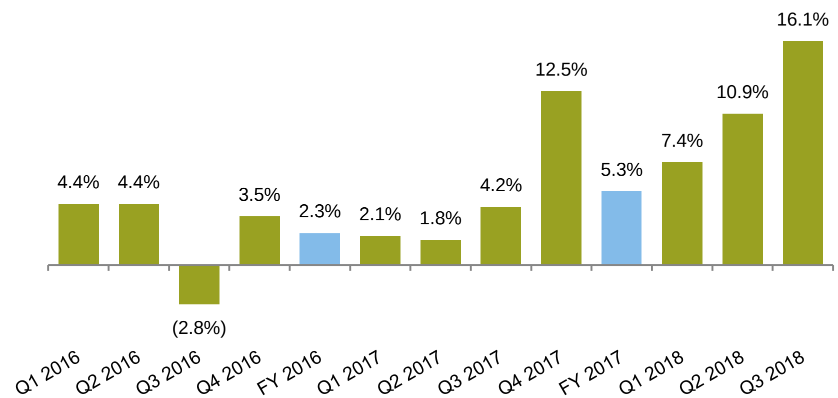
Organic Growth Rate (%)



Recurring EBITDA (EUR million)



Recurring EBITDA Margin (%)



Consolidated Financials

January – September 2017 & 2018

Income Statement		
(in EUR 1'000)	**Jan. - Sep. 2018**	**Jan. - Sep. 2017**
Revenue	**31'115**	**31'385**
Cost of sales	(24'065)	(26'579)
Gross profit	**7'050**	**4'806**
% margin	*22.7%*	*15.3%*
Distribution costs	(2'515)	(3'208)
Administrative expenses	(3'106)	(3'038)
Other operating income	61	63
Impairment charges intangible assets	0	(70)
EBIT	**1'490**	**(1'447)**
% margin	*4.8%*	*(4.6%)*
Net financial result	(1'268)	1'070
Earnings before taxes / EBT	**222**	**(377)**
Income Tax	(286)	357
Net profit continued operations	**(64)**	**(20)**
Net proftit discontinued operations	**(805)**	**(8'616)**
Net profit/(loss)	**(869)**	**(8'636)**
% margin	*(2.8%)*	*(27.5%)*

EBITDA		
(in EUR 1'000)	**Jan. - Sep. 2018**	**Jan. - Sep. 2017**
Reported EBIT	**1'490**	**(1'447)**
+ PPA Amortization	455	459
+ Impairment charges Goodwill	0	0
+ Impairment intangible Assets	0	70
EBIT before PPA Amortization / Impairment	**1'945**	**(918)**
+ Depreciation / Amortization charges	1'618	1'750
EBITDA	**3'563**	**832** 1)
% recurring EBITDA margin	*11.5%*	*2.7%*

1) Including restructuring costs of EUR 0.6 million

Consolidated Financials

31 December 2017 / 30 September 2018

Assets		
(in EUR 1'000)	**30 September 2018**	**31 December 2017** 1)
Tangible assets	9'083	26'528
Intangible assets	11'046	22'770
Deferred tax assets	507	1'233
Other financial investments	0	384
Inventories	4'216	29'380
Trade receivables, net	5'237	17'366
Contract assets	1'016	1'072
Other current assets	780	1'865
Current income tax receivables	0	617
Cash and cash equivalents	47'637	28'965
Assets classified as held for sale	43'039	0
Total assets	**122'561**	**130'180**

Shareholders' Equity & Liabilities		
(in EUR 1'000)	**30 September 2018**	**31 December 2017** 1)
Total equity	**76'361**	**74'727**
Borrowings	22'277	8'385
Retirement benefit obligations	1'407	5'051
Deferred tax liabilities	568	1'696
Non current provisions & others	123	1'764
Trade payables	779	9'686
Contract liabilities	357	445
Other current liabilities	7'016	8'594
Current borrowings	644	19'832
Liabilities classified as held for sale	13'029	0
Total liabilities	**46'200**	**55'453**
Total shareholders' equity & liabilities	**122'561**	**130'180**

1) Restated

Consolidated Financials

January – September 2017 & 2018

Cash Flow Statement		
(in EUR 1'000)	**Jan. - Sep. 2018**	**Jan. - Sep. 2017**
Earnings before taxes	1'243	(7'643)
Depreciation, amortization & impairment charges	6'572	16'513
Financial income / (expenses), net	(822)	490
Change of provisions	973	58
Other non-cash items, net	296	207
Operating results before changes in net working capital	8'262	9'625
Changes in net working capital	(4'518)	(5'227)
Taxes paid	(1'607)	(1'203)
Interest paid	(420)	(484)
Cash Flow from operating activities	**1'717**	**2'711**
Divestment of subsidiaries	29'673	0
CAPEX	(2'391)	(2'458)
Sale of assets	119	22
Cash Flow from investing activities	**27'401**	**(2'436)**
Repayments / proceeds of borrowings	(107)	(4'559)
Repayments / proceeds regarding finance lease	(658)	(257)
Cash Flow from financing activities	**(765)**	**(4'816)**
Net change in cash and cash equivalents	**28'353**	**(4'541)**
Cash and cash equivalents at the beginning of the period	28'965	30'874
Effect of exchange rate gains / (losses)	1'327	(1'214)
Cash and cash equivalents at the end of the period	**58'645**	**25'119**
Cash Flow from discontinued operations	**(2'373)**	**2'322**

Consolidated Financials

January – September 2017 & 2018

Segment Information

(in EUR 1'000)	ECMS Jan. - Sep. 2018	ECMS Jan. - Sep. 2017	ESS Jan. - Sep. 2018	ESS Jan. - Sep. 2017	Corporate & Others Jan. - Sep. 2018	Corporate & Others Jan. - Sep. 2017	Continued Operations Jan. - Sep. 2018	Continued Operations Jan. - Sep. 2017	Discontinued Operations Jan. - Sep. 2018	Discontinued Operations Jan. - Sep. 2017	Eliminations Jan. - Sep. 2018	Eliminations Jan. - Sep. 2017	Group Consolidation Jan. - Sep. 2018	Group Consolidation Jan. - Sep. 2017
Net Sales	24'392	23'985	6'723	7'243	0	157	31'115	31'385	77'029	79'052	(1'318)	(1'692)	**106'826**	**108'745**
EBIT	4'726	2'775	(1'035)	(2'111)	(2'201)	(2'111)	1'490	(1'447)	100	(7'080)			**1'590**	**(8'527)**
In % of Net Sales	19.4%	11.6%	(15.4%)	(29.1%)			4.8%	(4.6%)	0.1%	(9.0%)			**1.5%**	**(7.8%)**
CAPEX tangible assets	930	884	32	22	9	4	971	910	1'570	1'218			**2'541**	**2'128**
CAPEX intangible assets	40	1	3	556	0	0	43	557	110	80			**153**	**637**
Depreciation of tangible assets	(1'395)	(1'549)	(70)	(87)	(15)	(15)	(1'480)	(1'651)	1'671	1'939			**191**	**288**
Amortization of intangible assets	(170)	(178)	(382)	(333)	(41)	(47)	(593)	(558)	999	1'614			**406**	**1'056**
Impairment of intangible assets	0	0	0	(70)	0	0	0	(70)	(1'829)	(10'681)			**(1'829)**	**(10'751)**

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

Contact
Investor.Relations@exceet.lu
exceet Group SE | 17, rue de Flaxweiler | L-6776 Grevenmacher (Luxembourg)
www.exceet.com