exceet

Investor Relation Presentation

March 2014

- Business
- 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 (M2M).

In EUR 1,000	2013	2012
Net Sales	**190,765**	188,752
EBITDA	**18,260**	16,462
EBITDA Margin	**9,6%**	8,7%
CAPEX [1)]	**11,336**	10,897
Free Cash Flow	**6,919**	(10,637)
Net Financial Debt	**7,035**	14,006
FTE [2)]	**954**	899

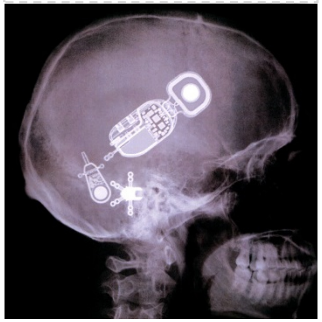
1) Net CAPEX including equipment purchased under finance lease agreements
2) Full Time Equivalent

Design → Development → Engineering → Production → Solutions → Services

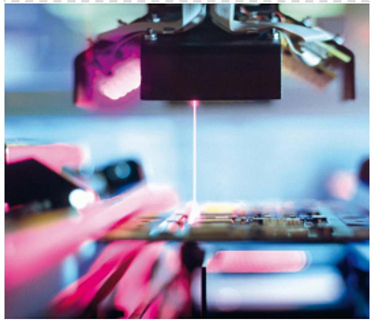
Diagnostic Devices

Smart Cards

Implants



Sensors



OUR SEGMENTS

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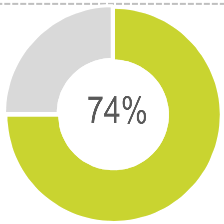
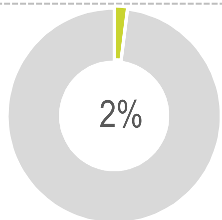
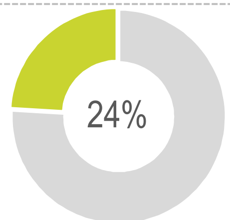
Segments	Competences
ECMS	**Intelligent Electronics**
	Comprehensive technology & product portfolio combined with state-of-the art development and manufacturing *ECMS: Electronic Components Modules & Systems*
ESS	**Sophisticated Applications & Solutions**
	Focuses on security solutions utilizing the technological competences and experiences of exceet's other segments (e.g. M2M Solution) *ESS: Embedded Security Solutions*
IDMS	**Identification Technologies**
	Offers solutions such as NFC, RFID or dual-interface smart cards, mobile applications and security services *IDMS: ID Management & Systems*

End Markets

Health

Industry

Security

MARKET FOCUS

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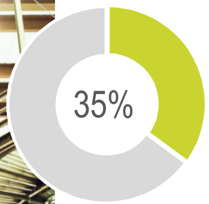
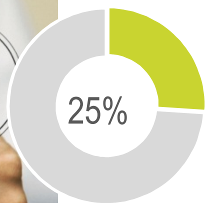
Markets and share of group sales


Health

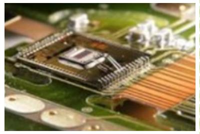

Industry




Security



Products & solutions


PCBs


Medical Imaging

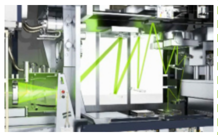

Multichannel Transceivers


Chip Level Sensor Modules


Personalization


Secure Communication

Applications



Competences

Miniaturization

Certified Box-Building

Embedding

Precise Placement

Secure Payment & ID Management

Secure Data Handling

INSULIN PUMP AND GLUCOSE SENSOR

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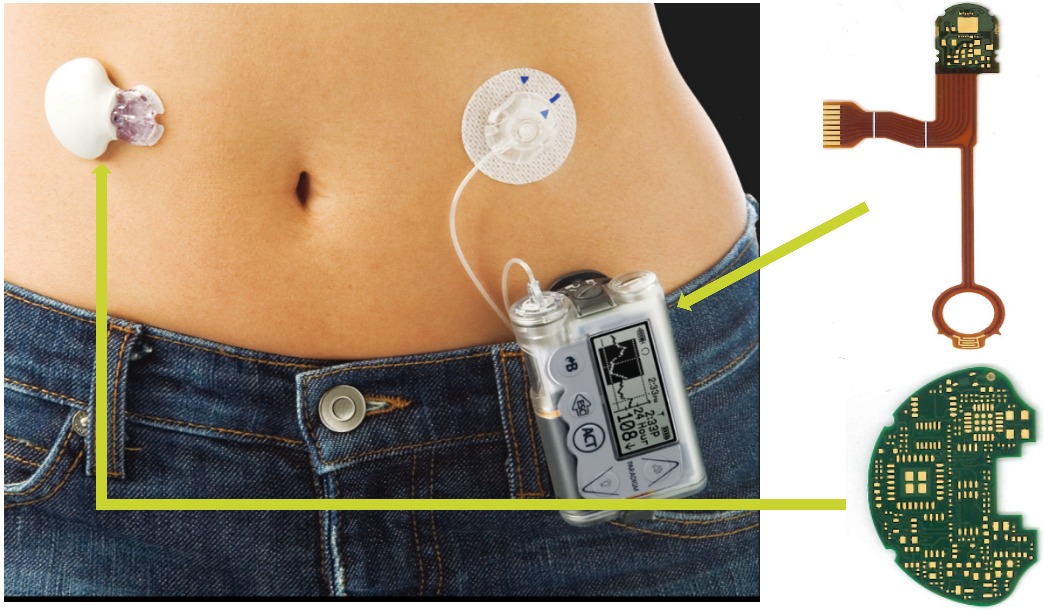


- Insulin Pump
- 2 layer rigid-flex PCB

- Glucose Sensor
- 4 layer rigid PCB

Description

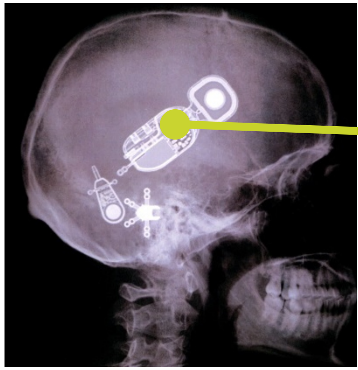
- Glucose monitoring system consisting of a small sensor (displays glucose data)
- An insulin pump (like an infusion set cannula)

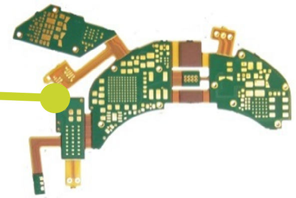
Patient Benefit

- Alerts user in case glucose target limits are reached or likely to be reached to avoid hypo- or hyperglycaemic excursion

IMPLANTED HEARING AID

To ensure the best patient comfort with a long-term solution we provide ultra-miniaturized and high reliable electronics for cochlea implants.





8-Layers Flex; Thickness < 0.6mm

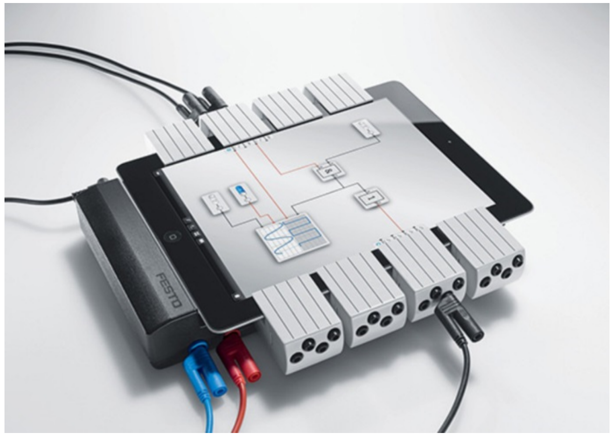
exceet solution

- Development and manufacturing of highly miniaturized printed circuit boards (PCBs)
- Flexible, rigid-flex and rigid PCBs
- Realization of complex electronic design
- 3D assembly

Patient benefit

- Life time solution
- High-reliability
- Comfort

INNOVATIVE IPAD E-LEARNING DEVICE



Tec2Screen®

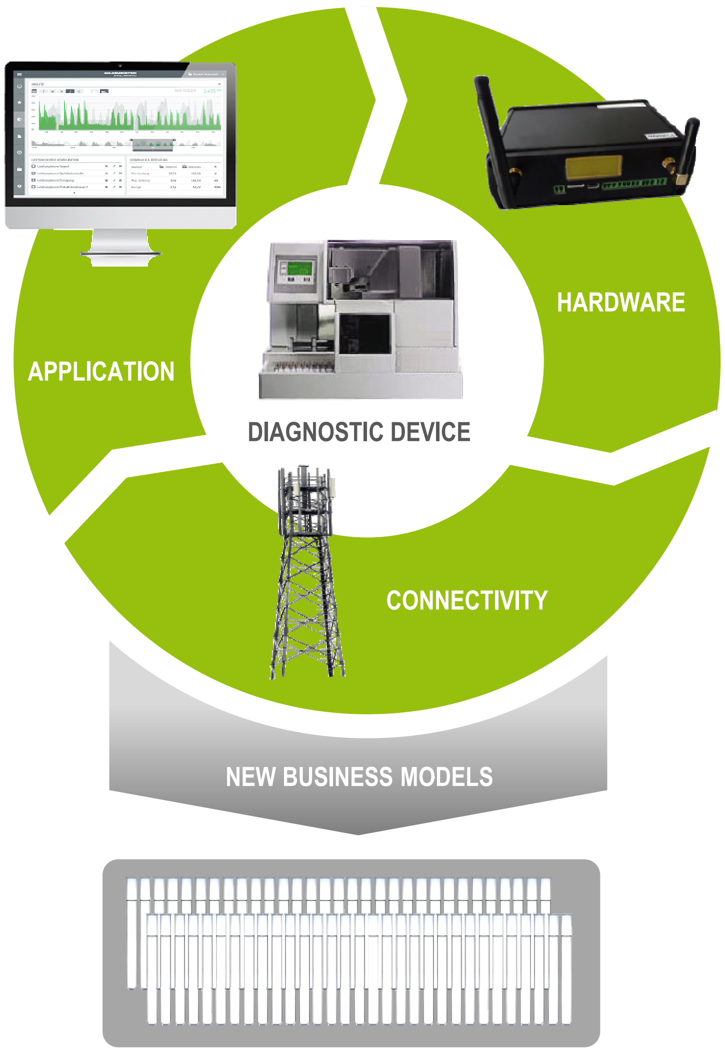
exceet Services

- Engineering of hardware and software in close collaboration with customer
- Electronic interface to Apple devices
- Electronic connection-modules attached to the iPad which can be connected to a company`s education-system

End User Benefit

- Digital learning combined with real technical circumstances
- This product enable the key elements of Connected Learning linking the virtual with the real world
- The application can be used to educate in the areas of fluidics, electronics, mechatronics, robotics and control systems

M2M SOLUTION – DIAGNOSTIC DEVICES



exceet as Full-Service Provider

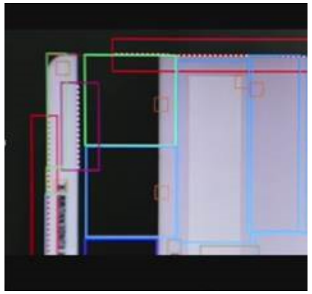
- exceet provides customized hardware, connectivity tailored to the customers specific requirements as well as the integration of the data into the relevant applications and business processes
- Furthermore data analysis to enhance new business models of the customers

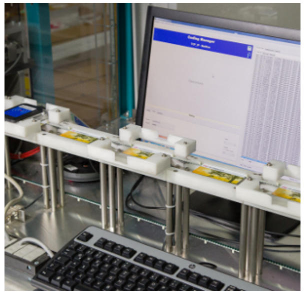
Customer benefits

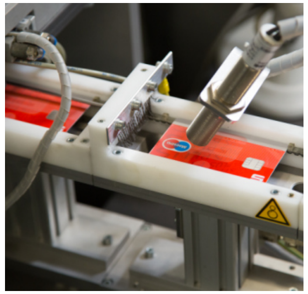
- Exchange information quickly, securely and at low cost, irrespective of location
- M2M technology to optimize customers business processes or use it to develop new business models

SECURITY SOLUTIONS

exceet







Design & Development

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

Security & Integration

Visa, Master Card Certificated production facilities

Manufacturing & Assembly

Production sites with maximum flexibility production capacity: 550 million cards/year

Personalization

Personalization via laser or thermal printing, inkjet or embossing

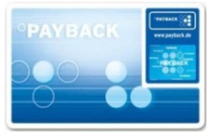
Service

Personalization via laser or thermal printing, inkjet or embossing

OPERATIONAL HIGHLIGHTS

Orders

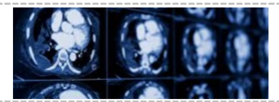
exceet booked in Q3 2013 a major order from Europe`s leading Loyalty solution provider



Roll out of the first 800.000 smart cards for payment and access to the London transportation system

Existing long-term contract with Siemens has been reinforced

Contract with large player in the market for medical imaging has been signed



ESS segment proved its IT security competence by winning one of Europe`s largest Public Key Infrastructure (PKI) projects

Innovation

exceet has signed a M2M consultancy contract with one of the largest suppliers of medical diagnostic systems

Investment in development and production processes & capabilities for highly miniaturized PCBs

Investments

exceet acquired 4 new machines to enhance productivity and efficiency in the field chip scale packaging e.g. for diagnostic equipment

Investment in new ECMS-facility in Berlin

OPERATIONAL HIGHLIGHTS

New ECMS-facility in Berlin started its operation in August 2013

- 6,200 m2 production space
- Highly automated assembly lines
- Latest clean room requirements
- Expansion of engineering space
- Possibility for further extension (+50%)

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

FINANCIAL HIGHLIGHTS

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Revenues

- FY 2013 revenues up 1,1% to EUR 190,8m
- Organic growth: -2,2%
- Scope impact: +4,0%
- FX impact: -0,7%

Free Cash Flow

- Free Cash Flow of EUR 6,9m in FY 2013, up from EUR (10,6)m in FY 2012, driven by:
- Improving EBITDA margin
- Good Working Capital management
- Sustained Capex

EBITDA

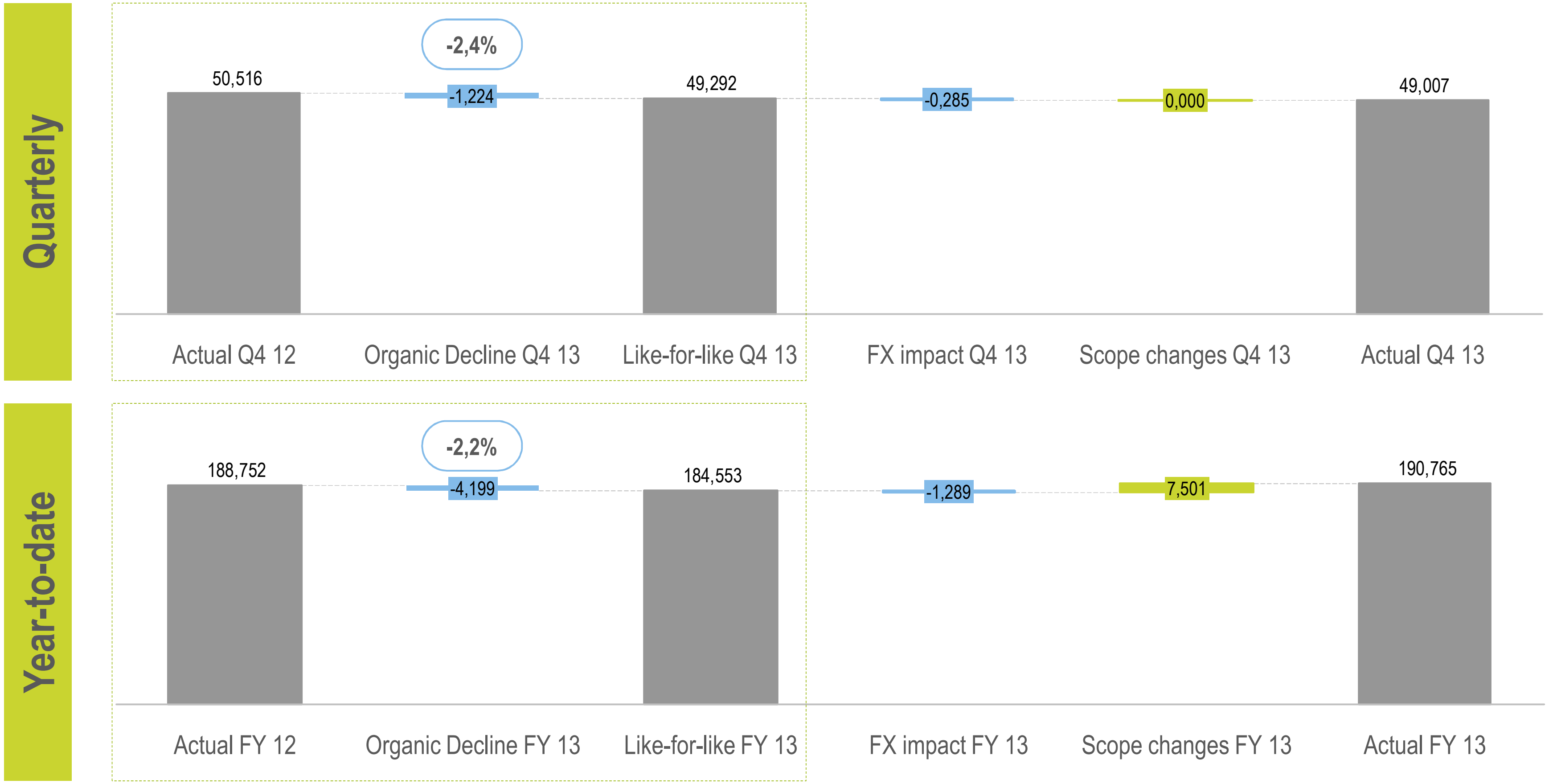
- FY 2013 EBITDA up 10,9% to EUR 18.3m
- 9,6% EBITDA margin, up from 8,7% in FY 2012
- No non-recurring items in FY 2013

Net Debt

- Net debt of EUR 7,0m, mainly driven by:
- Free Cash Flow of EUR 6,9m

Solid Growth Basis with strong Cash Flow Improvement

NET SALES

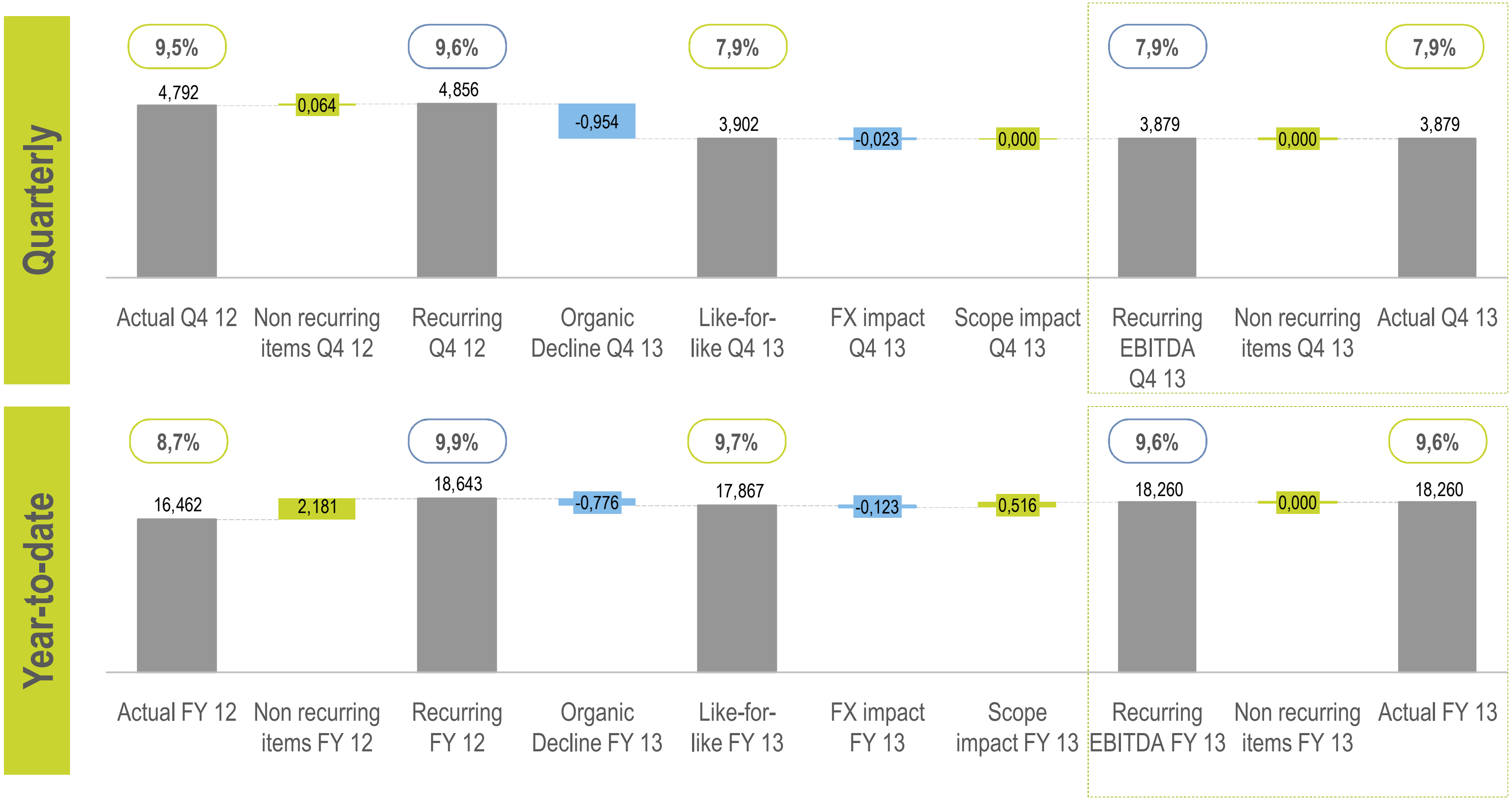


FX rate EUR/CHF: Actual FY 2012: 1.2053 / Actual FY 2013 :1.2311
FX rate EUR/USD: Actual FY 2012: 1.2846 / Actual FY 2013 :1.3276

FX rate EUR/CHF: Actual Q4 2012: 1.2080 / Actual Q4 2013: 1.2294
FX rate EUR/USD: Actual Q4 2012: 1.2967 / Actual Q4 2013: 1.3611

Total Growth Rate of 1,1% impacted by weak start into 2013

EBITDA



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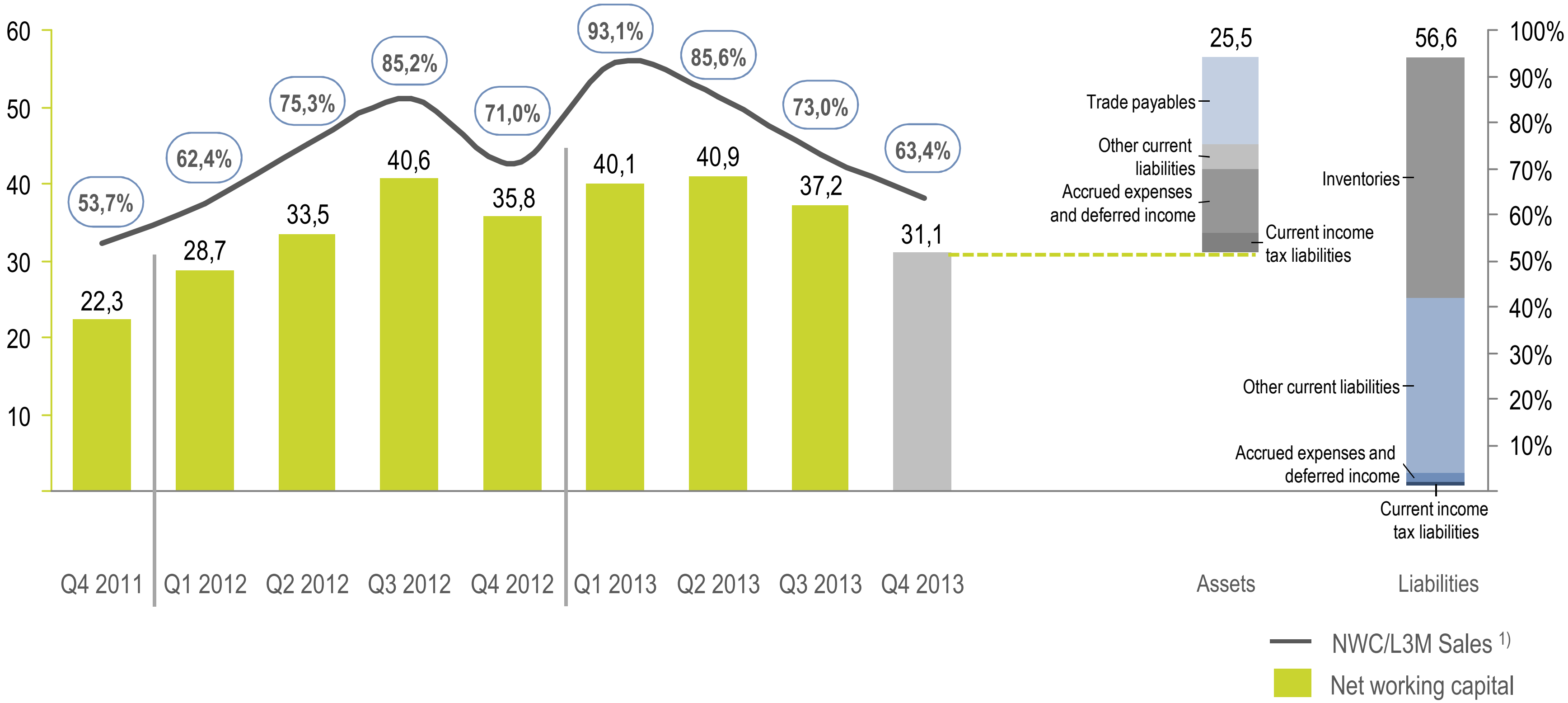
Improved 2013 Gross Profit by 12.5% supported EBITDA-Margin of 9.6%

NET WORKING CAPITAL

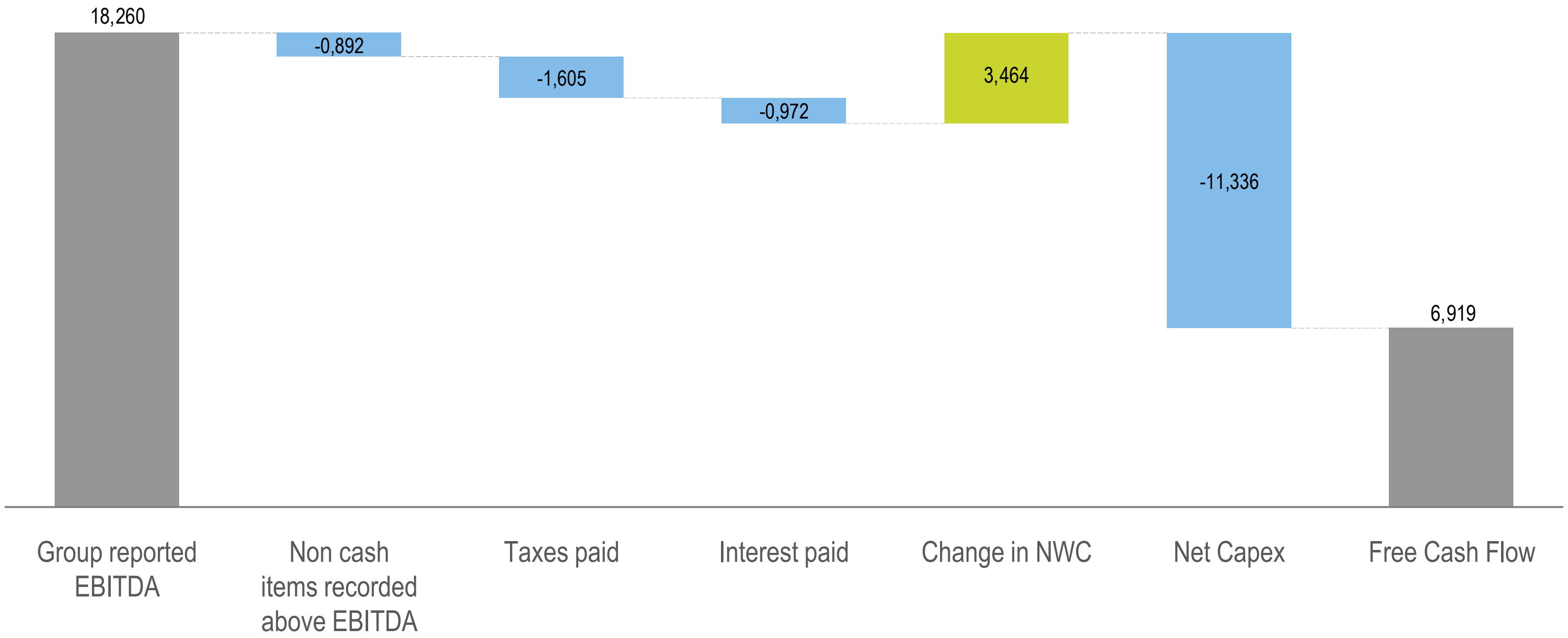


- Net Working Capital of 63,4%[1] of sales in Q4 2013, down from both 73,0%[1] in Q3 2013 and 71,0%[1] in Q4 2012
- Better inventory absorption during the quarter

1) L3M: Last 3 Months

Further inventory reduction improved Free Cash Flow

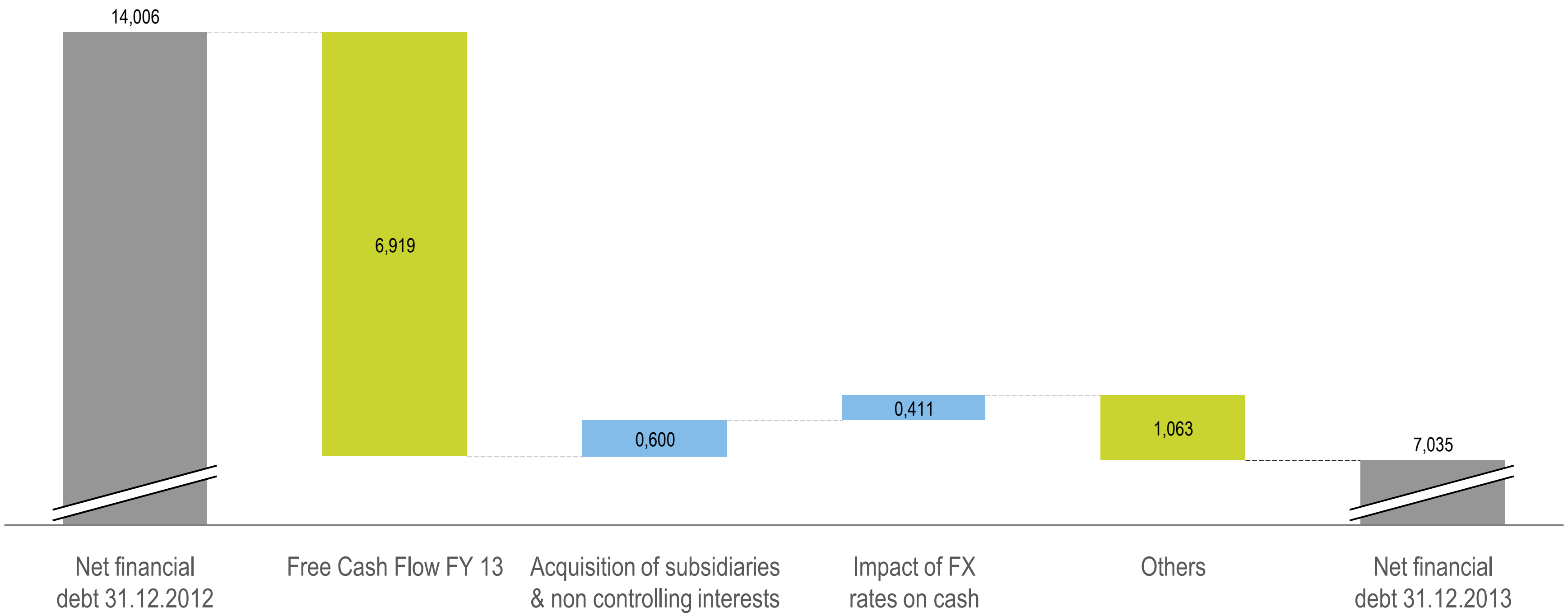
FROM EBITDA TO FREE CASH FLOW



- Positive Free Cash Flow in FY 2013: EUR6,9m vs EUR (10,6)m in FY 2012
- Main Free Cash Flow Drivers:
    - Improving EBITDA
    - Inflow from Net Working Capital movements
    - Despite sustained Capital Expenditure*

** Capital expenditure includes equipment purchased under finance lease agreements*

NET DEBT



Borrowings	38,432
Cash	-24,426
Net Debt	14,006

Borrowings	38,205
Cash	-31,170
Net Debt	7,035

- Net debt reduction achieved in FY 2013. Net Debt / EBITDA down to 0,4x at 31 Dec 2013 (vs 0,9x at 31 Dec 2012). Main drivers:
  - Positive Free Cash Flow in FY 2013 (EUR+6,9m).
  - Acquisition spending during the period (final instalment of EUR -0,6m on exceet CZ s.r.o. – former The Art Of Packaging s.r.o.).
  - Slightly negative impact of FX rates on Cash balances (CHF weakened against EUR – Impact = EUR -0,4m).

ACTUALS & MEDIUM-TERM TARGETS

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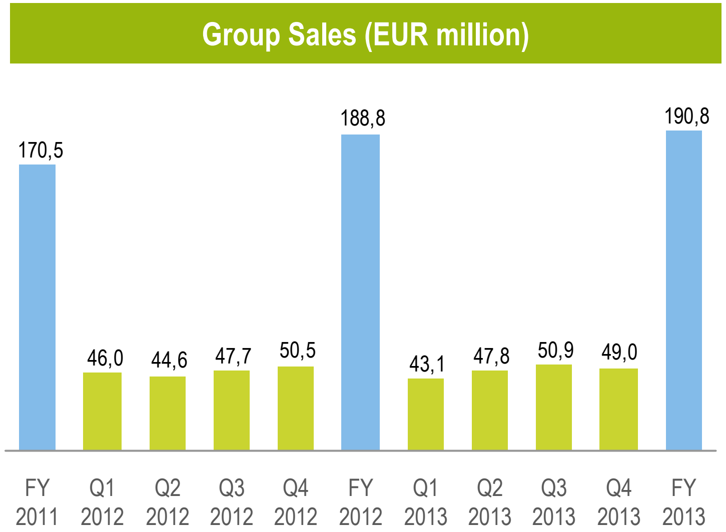
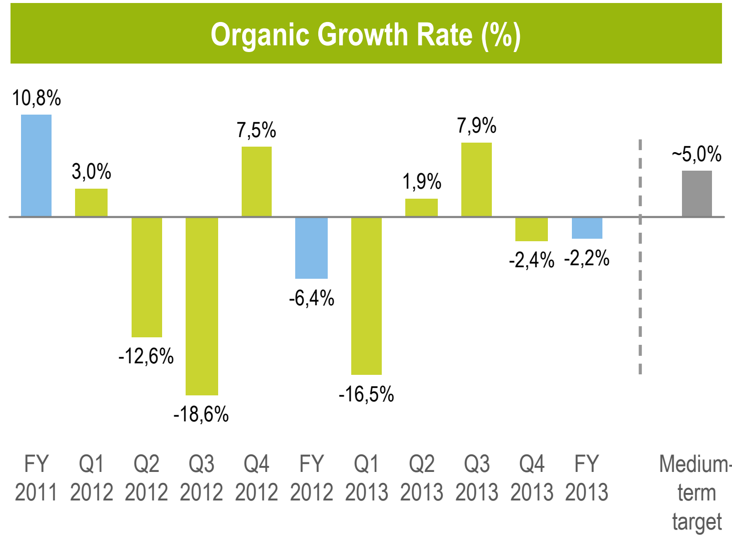
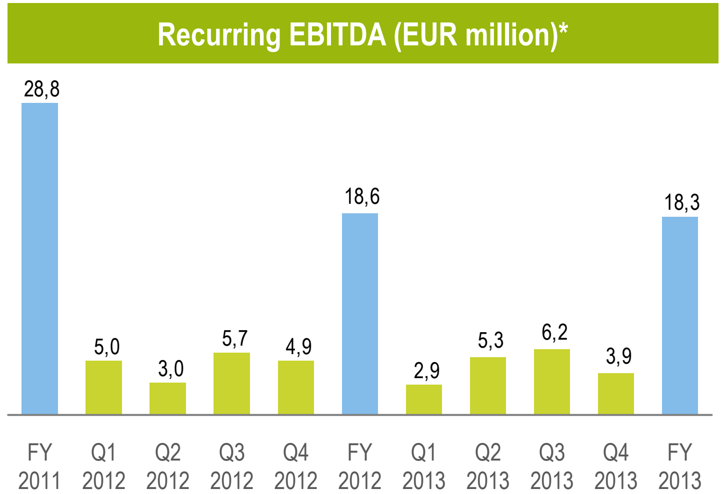
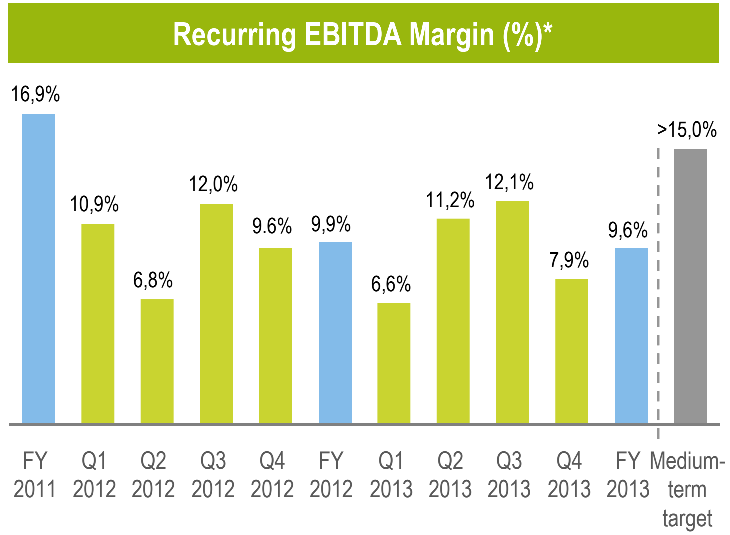








*FY2012 numbers reflect IAS 19 restatement

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

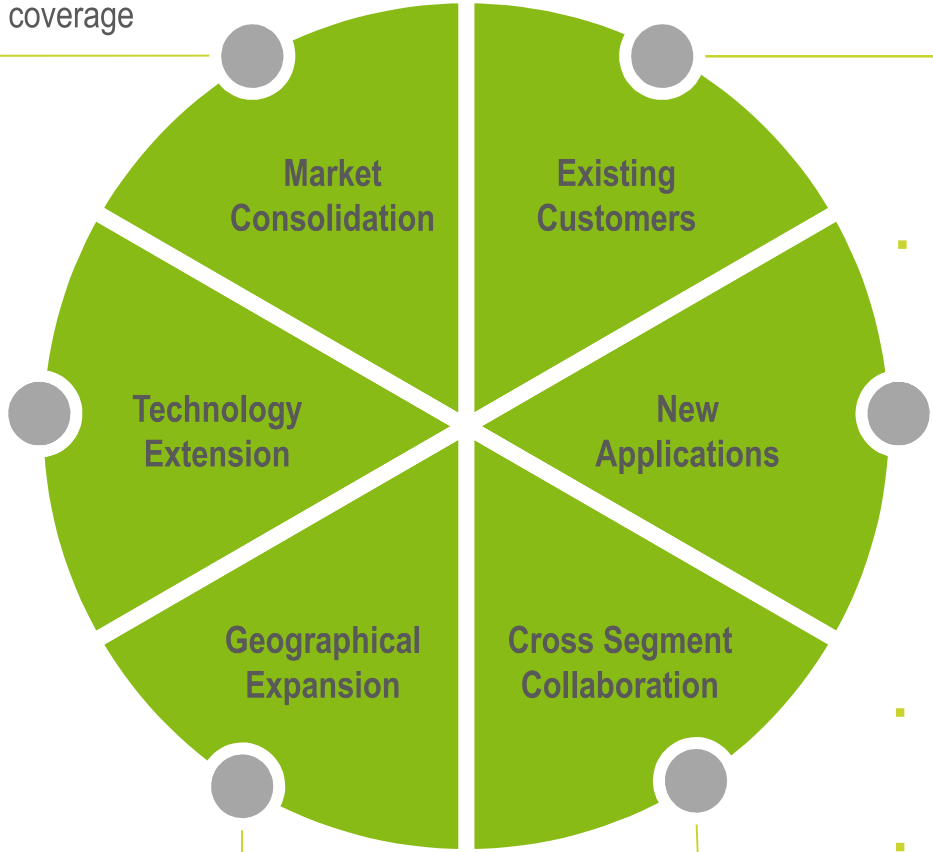
GROWTH STRATEGY

- 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. United Kingdom, France, the US and Scandinavia

- 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

exceet is exciting

Annex

HISTORY OF EXCEET

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exceet's history

2006	Add-on acquisitions of ECR AG and GS Swiss PCB AG	Foundation of AEM Technologies Holding AG in Switzerland
2007		
2008		Acquisition of Mikrap AG and AEMtec GmbH
2009	Merger with Card Factory and the Group[1)]	Ulrich Reutner appointed CEO of AEM Technologies Holding AG
2010	Acquisition of Winter AG	Change of group name to exceet Acquisition of The Art of Packaging s.r.o.
2011	Acquisition of AuthentiDate International AG and Contec GmbH[2)]	IPO via reverse acquisition of Helikos SE
2012		Acquisition of Inplastor Gmbh and as electronics GmbH

Foundation dates

Winter	1924	GS Swiss PCB	1981	VisionCard	1989	AEMtec	2000[3)]
Inplastor	1957	NovaCard	1985	PPC CardSystems	1989	AuthentiDate	2000
mikrap	1978	contec	1986	ECR Electronics	1994	the Art of packaging	2008
						idVation	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. Source: exceet
- Since January 2013 rebranding exceet Card Austria GmbH (former VisionCard); exceet Card AG (former Winter); exceet s.r.o.CZ (former the Art of Packaging); exceet B.V. (former PPC B.V. NL); exceet Card Group AG (former CardFactory)
- Merger PPC and NovaCard into exceet Card AG

MARKETS & DRIVERS

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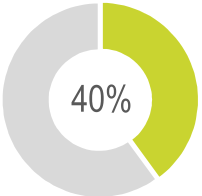
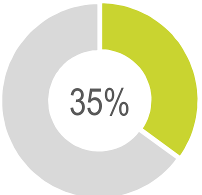
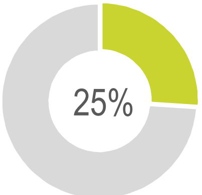
	Share of group revenues	Industry-CAGR until 2015 by sub-end markets		Market drivers
 Health		Cochlea	22%	▪ Aging population ▪ Developments in medical imaging ▪ Miniaturization of implants
		Hearing aid	9%	
		Defibrillator	9%	
		Tomography	8.5%	
		Insulin pumps	7%	
 Industry		Embedded PCs	22%	▪ Machine-to-Machine Communication (M2M) ▪ Security and product protection ▪ Data
		Engine market	9%	
		Sensors	9%	
		Robotic	35%	
		M2M	30%	
 Security		Secure Cloud Storage	58%	▪ Shared data and services ▪ Secure mobile access ▪ One device for private use and business – Bring Your Own Device (BYOD)
		Secure Mobile Collaboration	35%	
		Security cards	22%	
		Loyalty cards	9%	

Source: Roland Berger Estimates 2011

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**

Status: December 2013

Selected References

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

PRODUCTION & ENGINEERING SITES

ECMS

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

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

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

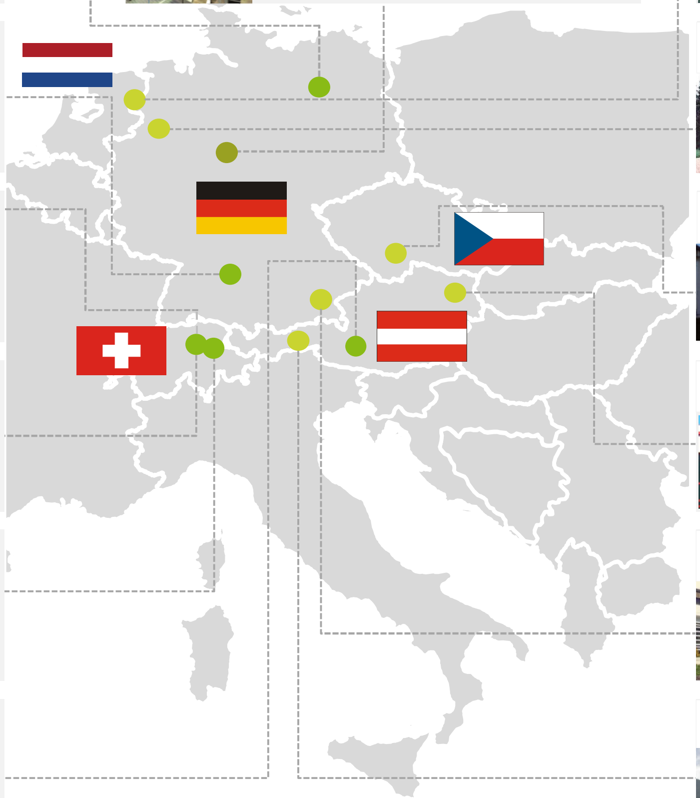
Rotkreuz, CH
Development and Production of medical equipment units, such as blood analysis devices

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

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

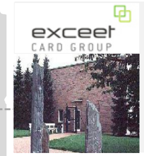
ESS

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

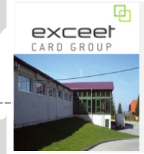


IDMS

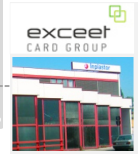
Groningen, NL
Development & Production of debit & credit cards



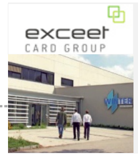
Paderborn, D
Development & Production of debit & credit cards



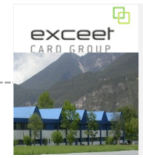
Prachatice, CZ
Competence Center for prelaminates used for RFID card Components for loyalty and leisure



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



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



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

OWNERSHIP – CLASS A SHARES

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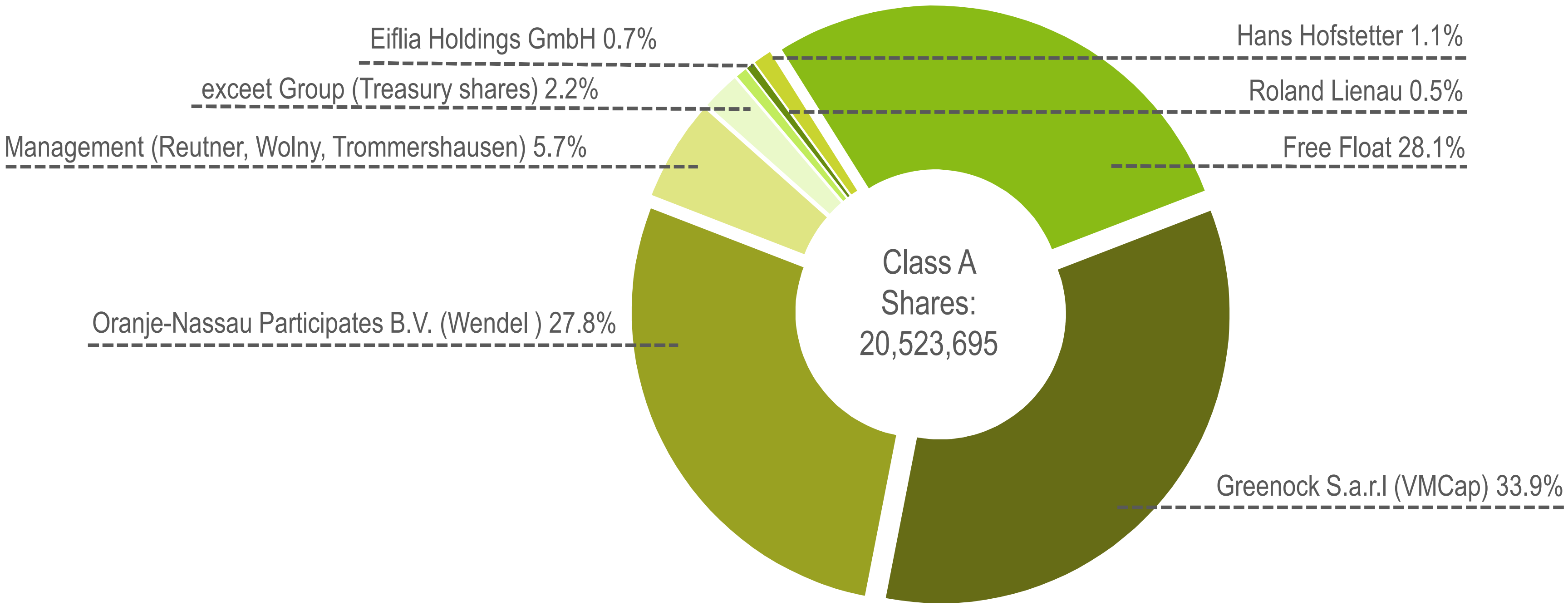

Class A (Public) Shares: 20,523,695

1	Greenock S.a.r.l (Vorndran Mannheims Capital)	33.9%
2	Oranje-Nassau Participates B.V.	27.8%
3	Management (Reutner, Wolny, Trommershausen)	5.7%
4	exceet Group (Treasury shares)	2.2%
5	Hans Hofstetter	1.1%
6	Eiflia Holdings GmbH	0.7%
7	Roland Lienau	0.5%
	Sum, major shareholders	**71.9%**
	Free Float	**28.1%**

OWNERSHIP - CLASS B AND C SHARES

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Class B (Founding) shares

5.21 m Founding Shares

1	Wendel	89.0%
2	Prof. Hermann Simon	5.5%
3	Roland Lienau	5.5%
	Total share of founding shareholders	**100.0%**

Class C (Earn-out) shares

9.0m Earn-out Shares

1	Ventizz Capital Fund III	87.3%
2	Ulrich Reutner	6.0%
3	Robert Wolny	6.0%
4	Jan Trommershausen	0.6%
	Total share of earnout shareholders	**100.0%**

Summary of issuable public shares

			EUR12	EUR13	EUR14	EUR15	EUR16
	Class B (founding) shares						
1	Class B2: Converts at EUR 14				2,105,263		
2	Class B3: Converts at EUR 16						2,105,263
3	Class B4: Converts at EUR 12		1,000,000				
	Class C(earn-out) shares						
4	Class C1: Converts at EUR 12		3,000,000				
5	Class C2: Converts at EUR 13			3,000,000			
6	Class C3: Converts at EUR 15					3,000,000	
	Total public shares	**20,523,695**	**24,523,695**	**27,523,695**	**29,628,958**	**32,628,958**	**34,734,221**

MANAGEMENT TEAM

Ulrich Reutner	**Wolf-Günter Freese**	**Robert Wolny**	**Jan Trommershausen**
Chief Executive Officer	*Chief Financial Officer*	*Chief Operating Officer IDMS*	*Chief Operating Officer ECMS*

GROUP INCOME STATEMENT

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FY 2013 / FY 2012

(in T EUR)	Dec 31, 2013	Dec 31, 2012 (restated)
Revenue	**190,765**	**188,752**
Cost of sales	(158,508)	(160,026)
Gross profit	**32,257**	**28,726**
% margin	*16,9%*	*15,2%*
Distribution costs	(13,617)	(12,946)
Administrative expenses	(12,185)	(12,763)
Other operating expenses	(0,498)	-
Other operating income	1,838	4,198
EBIT	**7,795**	**7,215**
% margin	*4,1%*	*3,8%*
Net financial result	**2,086**	**(2,347)**
Earnings Before Taxes / EBT	**9,881**	**4,868**
Income tax	(2,341)	(1,775)
Net profit	**7,540**	**3,093**
% margin	*4,0%*	*1,6%*

Recurring EBITDA

Reported EBIT	**7,795**	**7,215**
+ Depreciation/Amortization/Impairment charges*	7,187	6,479
+ PPA Amortization	3,278	2,768
+ Non recurring items	-	2,181
= Recurring EBITDA	**18,260**	**18,643**
% Recurring EBITDA margin	*9,6%*	*9,9%*

GROUP BALANCE SHEET

FY 2013 / FY 2012

ASSETS		
(in T EUR)	**Dec 31, 2013**	**Dec 31, 2012 (restated)**
Tangible assets	35,425	31,415
Intangible assets	58,597	62,334
Deferred tax assets	0,836	0,617
Other non current assets	0,209	0,205
Inventories	31,335	35,833
Trade receivables, net	22,777	20,066
Other current receivables	1,891	3,067
Current income tax receivable	0,555	1,297
Cash and cash equivalents	31,170	24,426
Total assets	182,795	179,260

EQUITY & LIABILITIES		
Total equity	98,742	90,341
Borrowings	33,480	32,802
Retirement benefit obligations	4,192	5,662
Deferred tax liabilities	7,597	8,795
Non current Provisions & others	1,807	1,059
Trade payables	11,416	10,703
Other current liabilities	14,086	13,711
Current Borrowings	10,347	11,186
Current Provisions & others	1,128	5,001
Total liabilities	84,053	88,919
Total equity and liabilities	182,795	179,260

GROUP CASH FLOW STATEMENT

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FY 2013 / FY 2012

(in T EUR)	Dec 31, 2013	Dec 31, 2012 (restated)
Earnings Before Taxes	9,881	4,868
Depreciation, amortization & impairment	10,465	9,247
Interest Income/(expense), net	1,184	1,144
Change in fair value in financial instruments	(3,035)	0,816
Change of provisions	(0,908)	(2,802)
Other non-cash items, net	(0,219)	0,167
Operating results before changes in net working capital	**17,368**	**13,440**
Changes in net working capital	3,464	(3,113)
Taxes paid	(1,605)	(9,247)
Interest paid	(0,972)	(0,820)
Cashflows from operating activities	**18,255**	**0,260**
Acquisition of subsidiaries, net of cash acquired	(0,600)	(10,855)
CAPEX	(10,238)	(7,127)
Sale of Assets	0,387	0,233
Cashflows from investing activities	**(10,451)**	**(17,749)**
Repayments/proceeds of borrowings	1,904	4,390
Repayments/proceeds regarding finance lease	(2,553)	(2,858)
Cashflows from financing activities	**(0,649)**	**1,532**
Net changes in cash and cash equivalents	**7,155**	**(15,957)**
Cash and cash equivalents at the beginning of the period	24,426	40,132
Effect of exchange rate gains/(losses)	(0,411)	0,251
Cash and cash equivalents at the end of the period	**31,170**	**24,426**

SEGMENT INFORMATION

FY 2013 / FY 2012

TEUR	ECMS 2013	ECMS 2012	IDMS 2013	IDMS 2012	ESS 2013	ESS 2012	Corporate and Others 2013	Corporate and Others 2012	Group Consolidation 2013	Group Consolidation 2012
Revenue (3rd parties)	140,740	132,234	45,644	52,811	4,381	3,707	0	0	190,765	188,752
EBITDA	20,202	15,788	2,498	2,504	(323)	(112)	(4,117)	(1,718)	18,260	16,462
EBIT	13,158	9,682	(183)	(355)	(1,017)	(321)	(4,163)	(1,791)	7,795	7,215
CAPEX tangible assets	8,108	7,201	2,291	2,325	20	46	4	33	10,423	9,605
CAPEX intangible assets	670	616	16	326	478	391	136	192	1,300	1,525
Depreciation of tangible assets	(3,807)	(3,428)	(2,142)	(2,423)	(51)	(42)	(41)	(43)	(6,041)	(5,936)
Amortization of intangible assets	(3,237)	(2,678)	(539)	(436)	(145)	(167)	(5)	(30)	(3,926)	(3,311)

IAS 19: IMPACT ON FY 2013 ACCOUNTS

Impact of IAS 19	FY 2012 reported	FY 2012 restated	Net Change
Impact on Personal Costs	54,609	54,940	0,331
Impact on EBITDA	**16,793**	**16,462**	**(0,331)**
Impact on Interest Costs	(1,458)	(1,531)	(0,073)
Impact on Financial Result	**(2,274)**	**(2,347)**	**(0,073)**
Impact on Tax Charge	(1,829)	(1,775)	0,054
Impact on Net Profit	**3,443**	**3,093**	**(0,350)**

IAS 19 (Employee Benefits) brings slight modifications to 2012 accounts, as detailed below:

- Replacement of interest costs and expected return on plan assets by a net interest amount that is recognized within the financial result, by applying the discount rate to the net defined benefit liability (asset).
- Inclusion of expected changes in mortality using estimates of mortality improvements and change to the required general mortality tables for actuarial calculations recognized in other comprehensive income.
- Retrospective application of risk sharing of employee contributions in the determination of the defined benefit liability.

DISCLAIMER & CONTACT

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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