exceet

Company Presentation

May 2017

- **Business Model**
- Selected Applications & Operational Highlights
- Financial Review & Analysis
- Growth Potential & Group Strengths

Our Profile

- 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 Body Wearable Electronics, Opto-Electronics and Internet of Things (IoT)

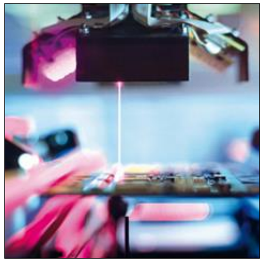
(in EUR million)	FY 2015	FY 2016	3M 2016	3M 2017
Net Sales	136.4	135.3	31.5	35.4
EBITDA	10.0	8.1	1.8	1.9
EBITDA Margin	7.3%	6.0%	5.7%	5.4%
CAPEX 1)	4.7	7.1	1.6	1.0
Free Cash Flow	3.0	(6.8)	(1.9)	(3.9)
Net Financial Debt	9.1	5.4	10.7	9.0
FTEs 2)	643	642	634	645

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

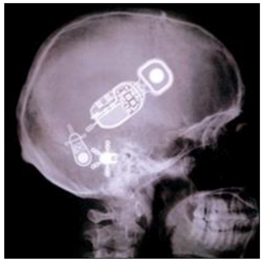
Design **Development** **Engineering** **Production** **Solutions** **Services**

Highly Miniaturized

Highly Precise

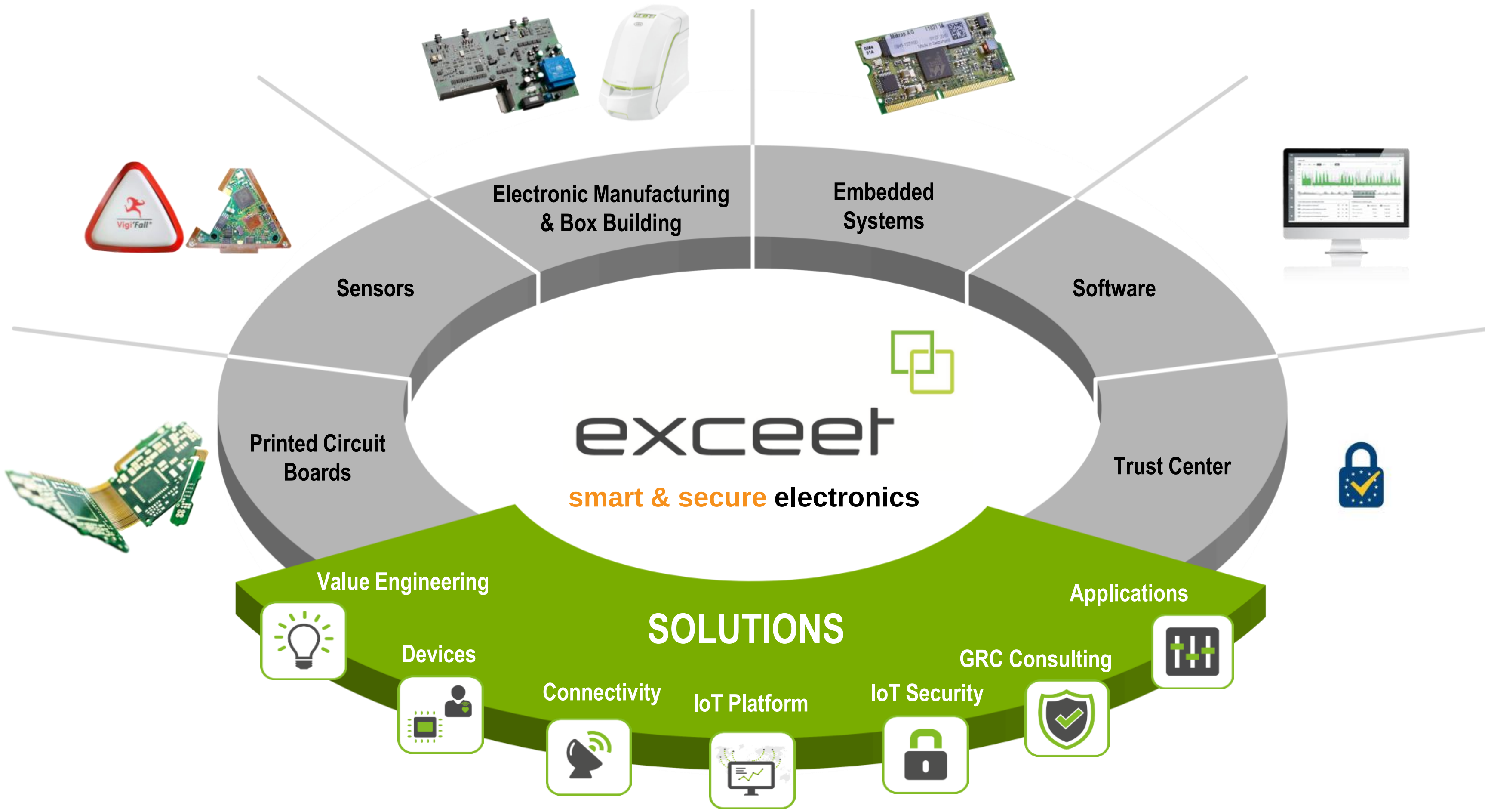


Highly Reliable



Highly Secure

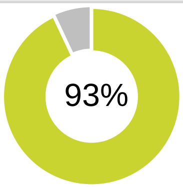
Our Activities



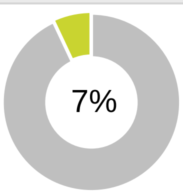
Our Segments

Reporting Segments*	Competences	End Markets*	Application Examples

ECMS
Electronic Components, Modules & Systems



ESS
exceet Secure Solutions



Competences

- Miniaturization
- Certified Box-Building
- Embedding
- Precise Placement
- Secure Data Handling

Health

43% of group net sales

- *Hearing Aids*
- *Diagnostic Devices*
- *Wearables*
- *Implants*
- *Telematic Infrastructure & Applications*

Industry

57% of group net sales

- *Machine Control Units*
- *Intelligent Displays*
- *Multi Channel Optic Transceiver*
- *Embedded Control Processors*
- *Gateways & Routers*
- *Drive Control Systems*
- *Smart Connectivity Solutions*

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

**share of twelve month group sales (rolling)*

- Business Model
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Health - Body Wearable Electronics

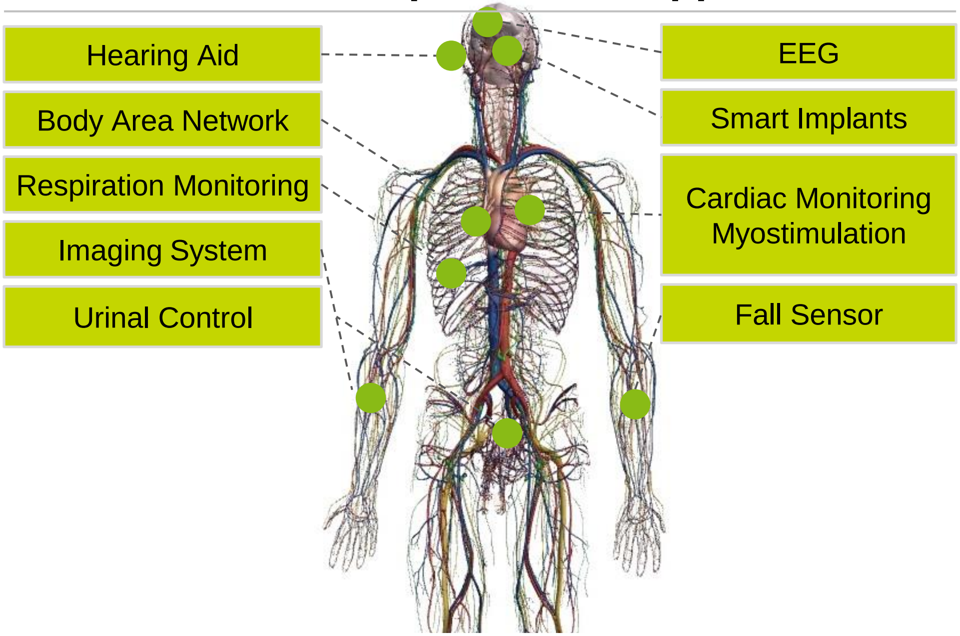
Miniaturized, complex, durable electronics for highest medical requirements

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

- Life supporting systems
- Diagnostic
- Ambient assisted living

Electronics in sophisticated applications



Miniaturized turnkey electronics for the medical technology market

Health - Body Wearable Electronics

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

Device developed and manufactured by exceet | Mobile monitoring APP | Secure cloud storage

Highlights

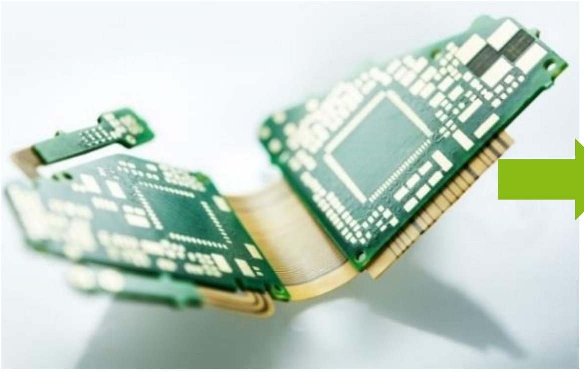
- exceet will develop and manufacture new body monitor including a charging station
- Conduct all quality assurance tests required for certification and deliver the devices in ready-to-ship packaging

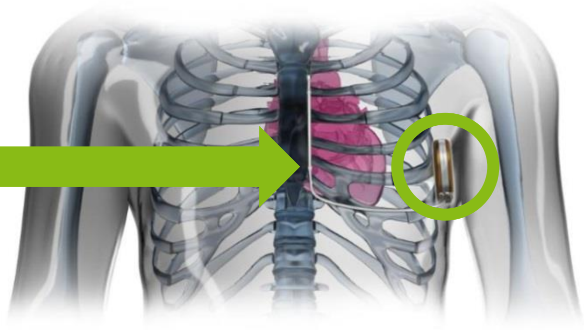
Advantages for customers / users

- 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

Health - Implantable Cardioverter Defibrillator

Development & Production of highly miniaturized, extremely durable PCBs





4-Layer Rigit-Flex Board by exceet

Newest generation of Implantable Cardioverter Defibrillator

Description

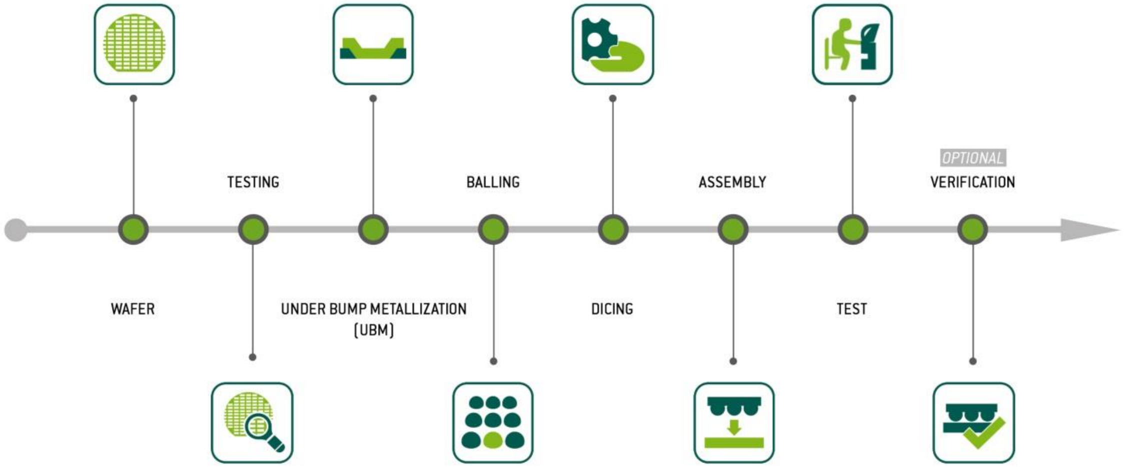
- exceet provides the PCB for a subcutaneous Implantable Cardioverter Defibrillator
- Expected lifetime: 11+ years
- Size of the device: 29.5 cm³ and 9.9 mm thickness

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

Industry - Services for Microchip Placement

From Wafer to End Product within 8 Weeks



Description

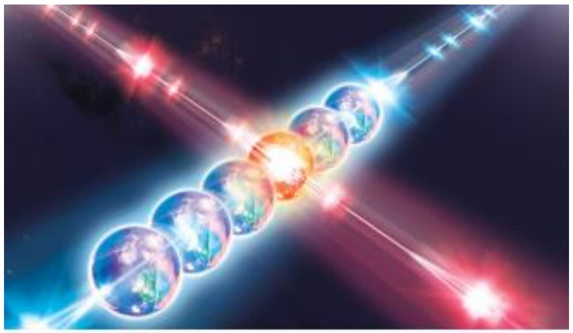
- exceet expanded value chain in a microchip placement and offers state-of-the-art production facility in Germany
- exceet provides all manufacturing steps from raw wafer product to fully fitted circuit board in less than 8 weeks
- Substantial reduction of cycle times due to the consistent avoidance of interface losses

Advantages for Customers

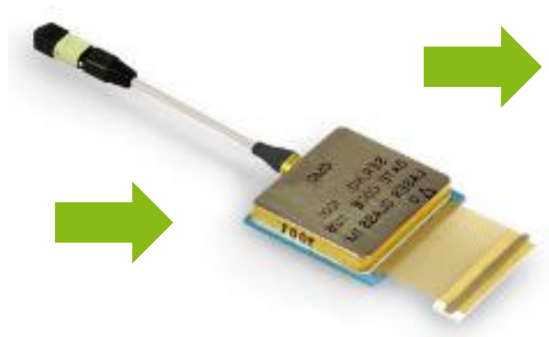
- Competitive advantages and short time to market thanks to exceets' short delivery times
- Transparent product traceability, because exceet, as one single supplier, assumes responsibility for the entire production chain
- Optimized coordination between customer and supplier due to the close geographical proximity and longstanding practical experience

Industry - Multi-Channel Optic Transceiver

Fast data communication – especially in small spaces



Optical signal



Multi-Channel optical transceiver

Electronic signal

Description

- Optical signals are converted to electrical information via integrated detectors and further processed by suitable trans-impedance amplifiers (TIA)
- Flex soldering, precision ± 30µm
- Placement accuracy of photodiode ± 1µm
- Dicaps & Chip resistors accuracy ± 20µm

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

Industry - Electronics for Building Automation

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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

Industry – Lighting Solutions

LED lighting for harsh environments

Description

LED control system for various applications:

- Engineering and production
- State-of-the-art facility
- Small and high volumes

Advantages for customers / users

- Coating and encapsulation (pressure resistant)
- High light output
- Thermal management
- Temperature range: -30° to +50°C

IoT – exceet Offering

exceet

Market Requirements	exceet Offers

Access-, Personalization- & Payment Solutions

Consulting | Hardware | Software | Services

- secure authentification & identification
- data integrity & confidentiality
- encryption (secure key management)

- PKI solutions (Public-Key-Infrastructures)
- HSMs (Hardware-Security-Modules) – implementation & applications

Certifications

Consulting | Hardware | Software | Services

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

- 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, Trust Center

Governance, Risk & Compliance (GRC)

Consulting | Hardware | Software | Services

- data security
- data protection
- risk management

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

Ready for secure industrial Internet of Things (IoT)

IoT - Devices for M2M Solutions

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

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

- 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

IoT - Industrial Solutions

Intelligent & secure networking of machine tools

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.

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Financial Highlights

Net Sales

- Revenues are up 12.4% to EUR 35.4 million (Q1 2016: EUR 31.5 million)
- Organic growth: 11.5%
- FX Impact: 0.9%

Free Cash Flow

- Free Cash Flow EUR (3.9) million (Q1 2016: EUR (1.9) million) driven by:
  - Operational Cash Flow EUR (2.9) million (Q1 2016: EUR (0.3) million)
  - Capex of EUR 1.0 million (Q1 2016: EUR 1.6 million)
  - Working Capital Movement of EUR (3.6) million (Q1 2016: EUR (0.9) million)

EBITDA

- Q1 2017 EBITDA up 5.9% to EUR 1.9 million (Q1 2016: EUR 1.8 million)
- 5.4% EBITDA Margin (Q1 2016: 5.7%)

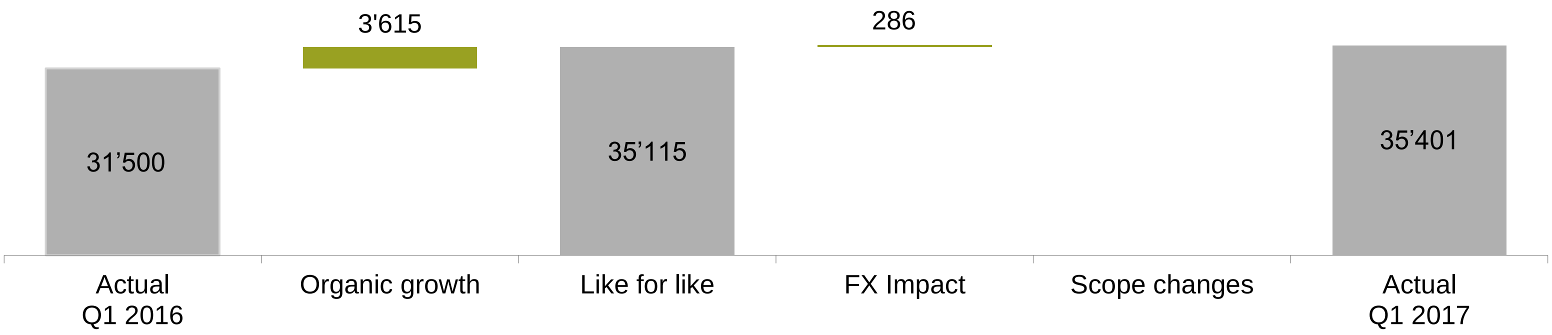
Net Debt

- Net Debt of EUR 9.0 million (31.12.2016: EUR 5.4 million)
- Cash position of EUR 23.0 million (31.12.2016: EUR 30.9 million)

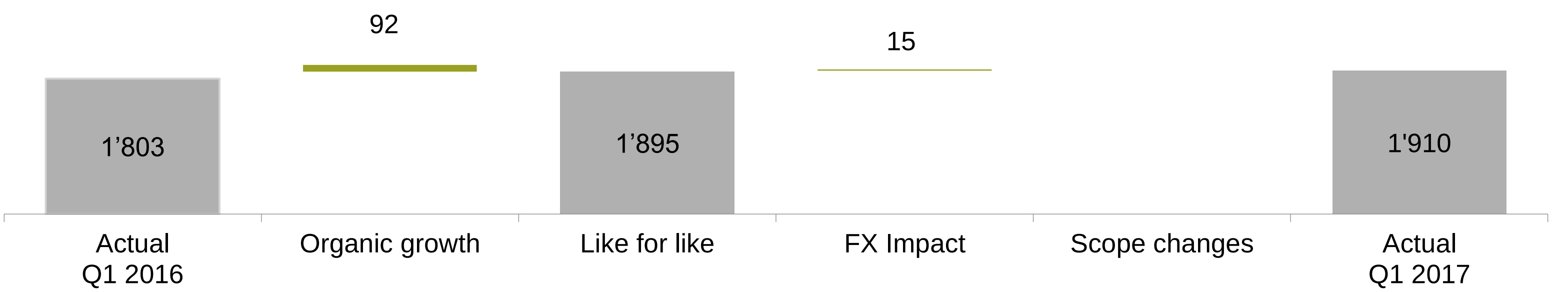
Net Sales & EBITDA

(in EUR 1’000)

Net Sales



EBITDA

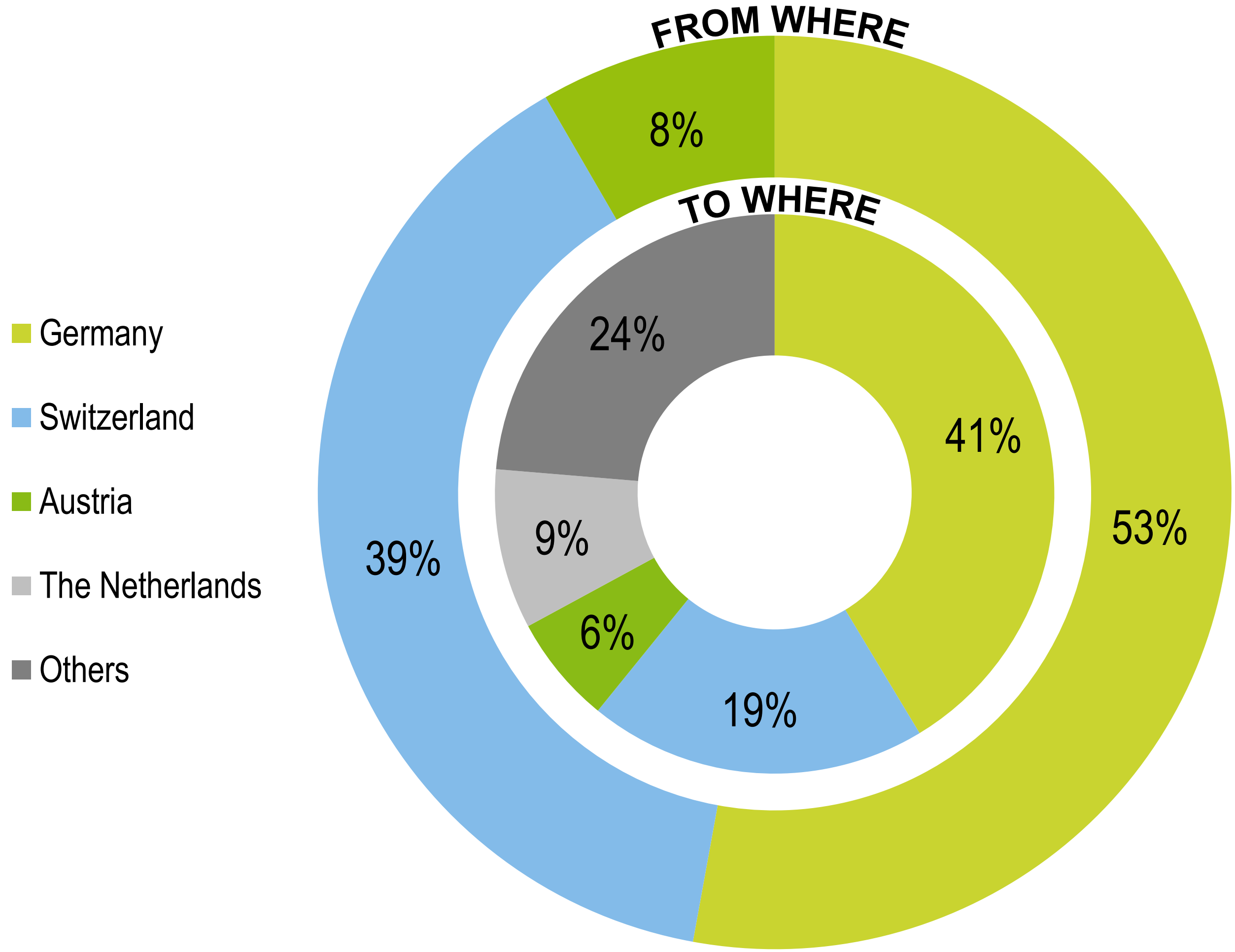


FX rate EUR/CHF: Actual 3M 2017: 1.0694 / Actual 3M 2016: 1.0960

FX rate EUR/USD: Actual 3M 2017: 1.0646 / Actual 3M 2016: 1.1018

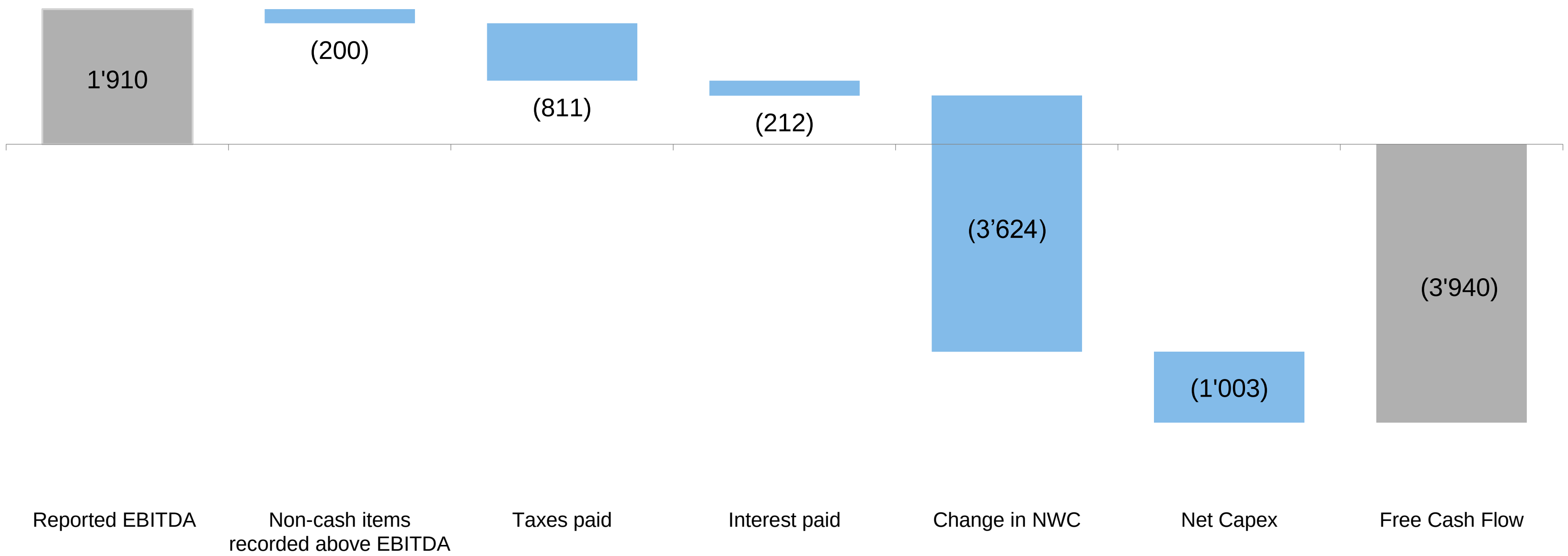
Net Sales by Countries 2016

(in EUR 1'000)



From EBITDA to Free Cash Flow

(in EUR 1'000)

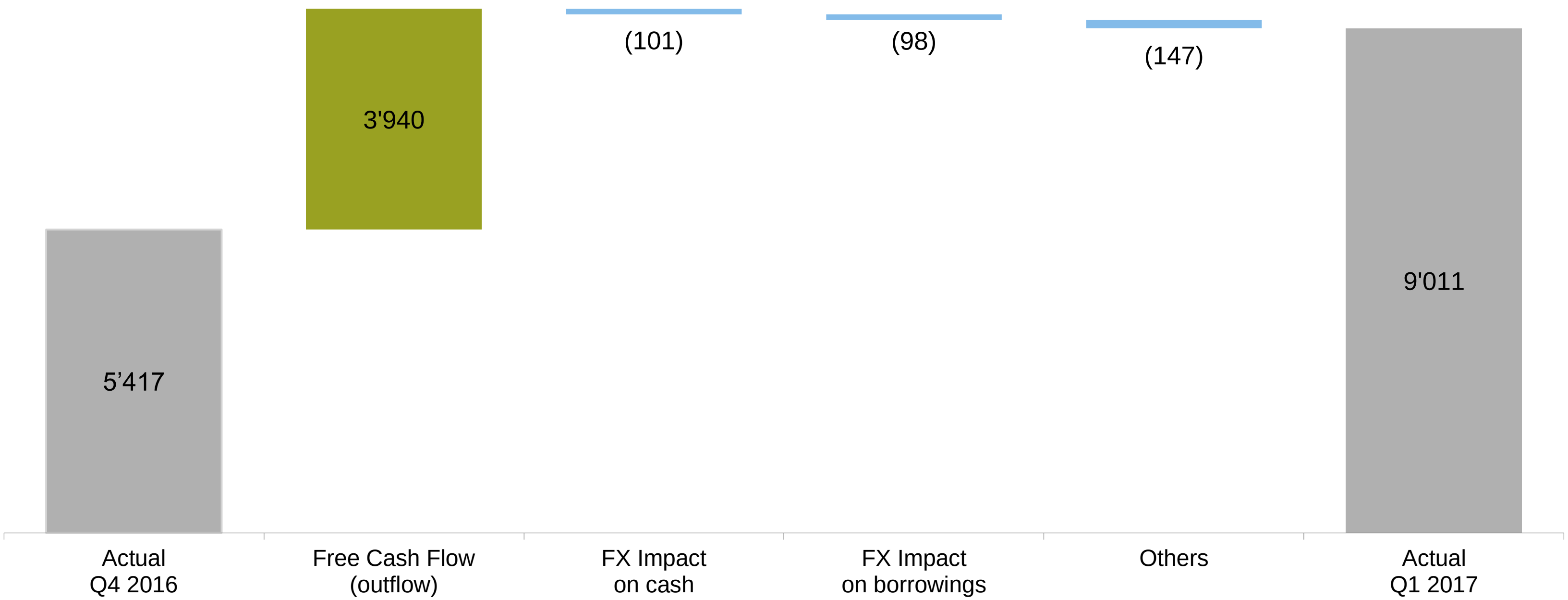


- Free Cash Flow in Q1 2017 EUR (3.9) million versus EUR (1.9) million in Q1 2016
- Main Free Cash Flow Drivers are:
  - Outflow from Net Working Capital movements EUR (3.6) million in Q1 2017 (Q1 2016: outflow EUR 0.9 million)
  - Slightly better EBITDA Performance in Q1 2017 of EUR 1.9 million versus EUR 1.8 million in Q1 2016
  - Lower Net Capital Expenditure[1)] (from EUR (1.6) million in Q1 2016 to EUR (1.0) million in Q1 2017)
  - Lower tax payments in Q1 2017 of EUR (0.8) million versus EUR (1.3) million in Q1 2016

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

Net Debt

(in EUR 1’000)



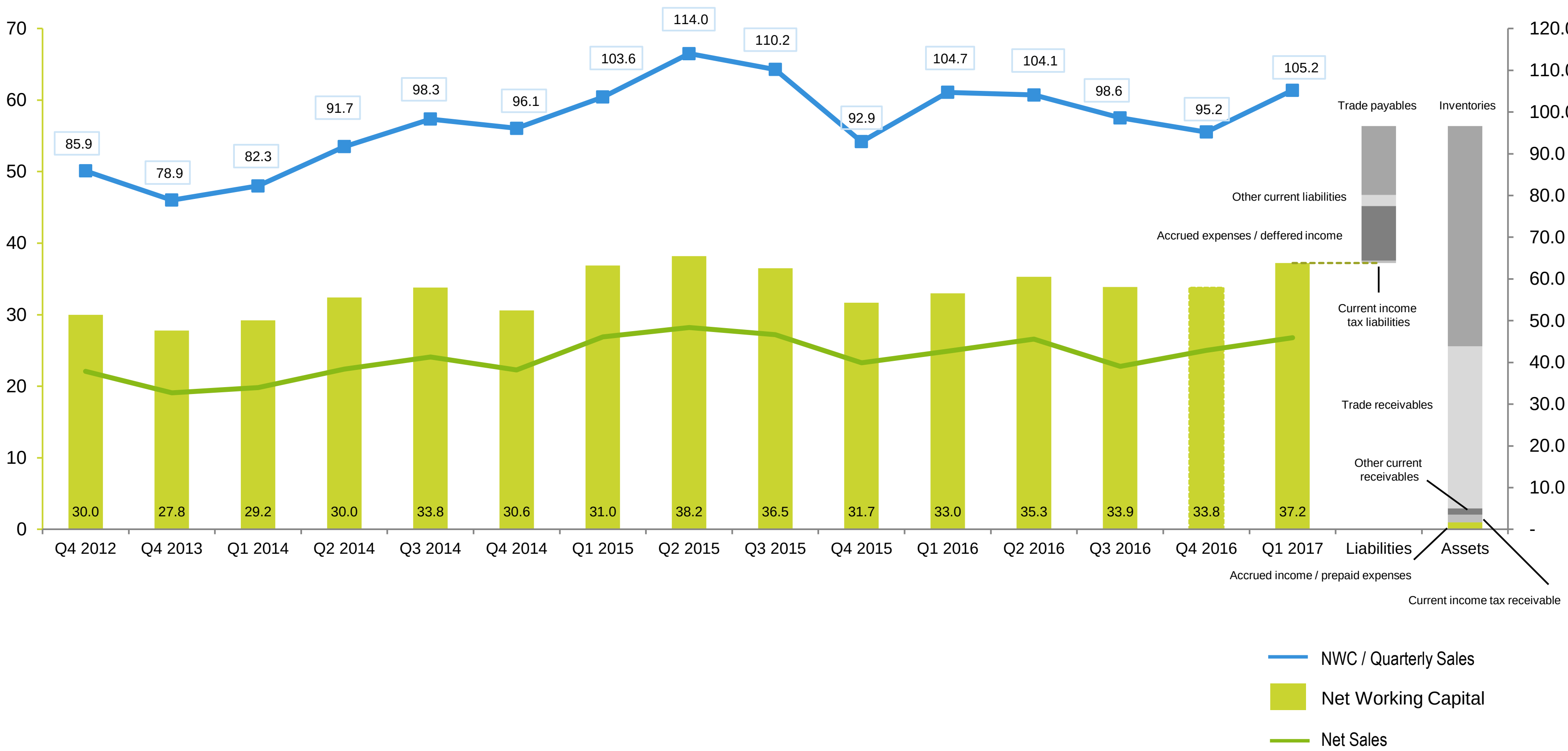
Borrowings	36'291
Cash	(30'874)
Net Debt	**5'417**

Borrowings	32'033
Cash	(23'022)
Net Debt	**9'011**

- Net Debt increase in Q1 2017 by EUR 3.6 million

Net Working Capital

(in EUR million)



- Net Working Capital of 105.2% of sales in Q1 2017, up from 95.2% in Q4 2016

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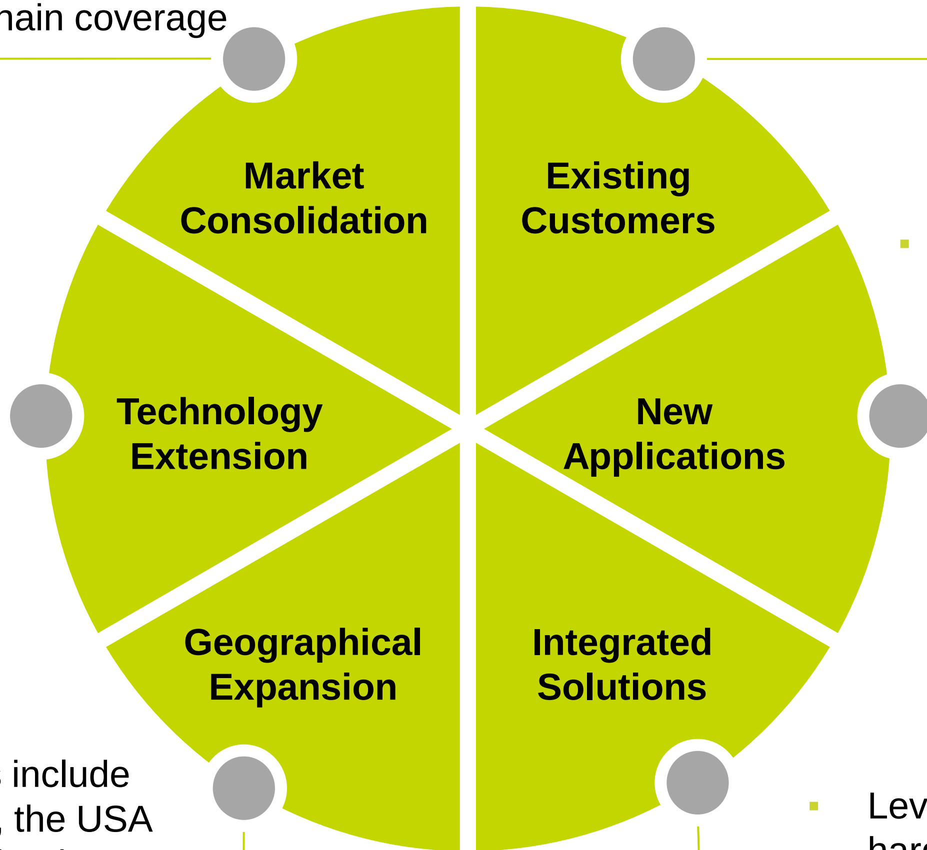
Growth Potential



- 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 on the combination of hardware, software, security components and connectivity

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
Complex Embedding	Development, engineering and manufacturing of complex embedded solutions
Opto-Electronic	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/mid volumes as well as highest safety requirements

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

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

Acquisition of Lucom GmbH Elektrokomponente und Systeme

2015
Foundation exceet USA, Inc.

2016
IDMS Divestment

Foundation Dates

mikrap 1978 (today: exceet electronics AG)

contec 1986 (today: exceet electronics GesmbH)

ECR ELECTRONICS 1994

AuthentiDate 2000[3)] (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
3) Since January 2013 exceet Secure Solutions AG (former AuthentiDate International AG)

Top Customers

Top 10 Customer = 43% of total Sales

Customer	Revenue in EUR million
Industry	12.2
Health	10.2
Health	9.1
Health	7.0
Industry	5.0
Health	3.3
Health	2.9
Industry	2.9
Industry	2.8
Industry	2.2
Total	**57.6**

Status: December 2016

Selected References

CERN
COCHLEAR
DELPHI
DORNIER
FERAG
FRANCE TELECOM
GANTNER
GE
GN RESOUND
MEGITT
PHILIPS
PHONAK
RITTAL
ROCHE
SANDOZ
SCHAEFFLER
SIEMENS
SONY
T SYSTEMS

Production & Engineering Sites

exceet

ECMS

Berlin, D (1)
Design, development, industrialization and series production for high-end complex electronic and electrooptical systems

Großbettlingen, D (2)
Design, development & engineering of intelligent control and automation systems

Rotkreuz, CH (3)
Development and manufacturing of modular platforms of industrial embedded computers

Rotkreuz, CH (3)
Development and production of medical equipment units, such as blood analysis devices

Küssnacht, CH (4)
Development and manufactoring of miniaturized printed circuit boards for the medtec industry e.g. hearing aid implants

Ebbs/Tirol, A (5)
Development, qualification and series production of medical devices

Bucharest, RO (6)
Development Center

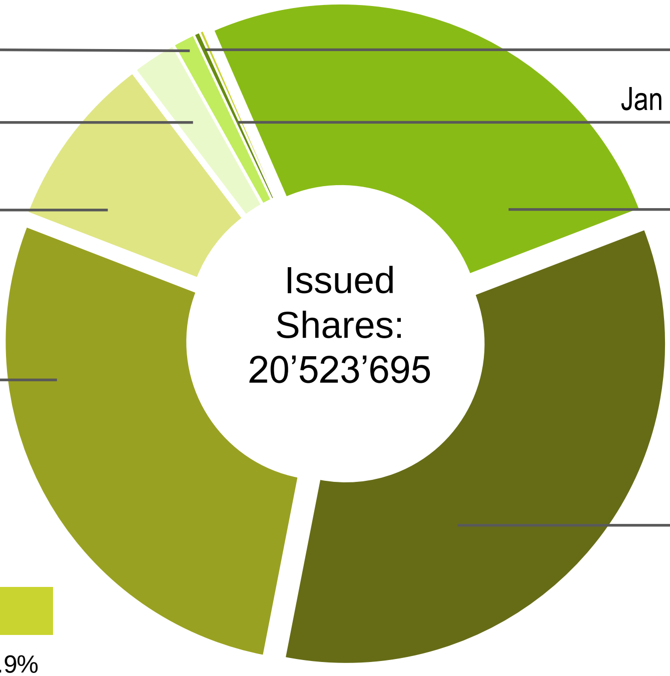
ESS

Düsseldorf, D (7)
Software, services (cloud services) and consulting for secure business processes

Zirndorf, D (8)
Mobile communication & M2M remoteservice, automation and security technology

Woburn (Massachusetts), USA
Sales Office

Shareholder Structure 1)

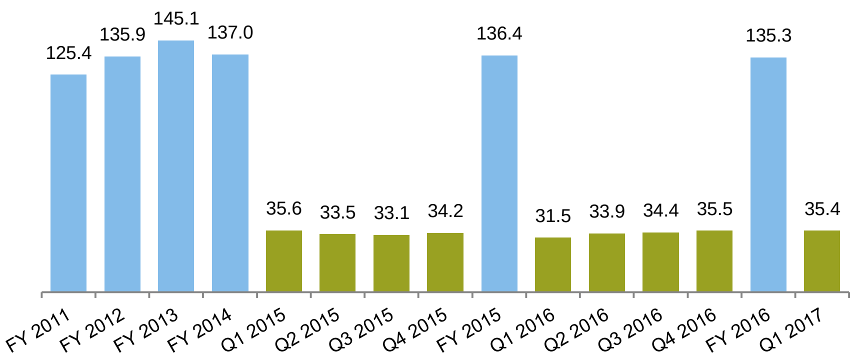


Major Shareholders	
Greenock S.à r.l.	33.9%
Oranje-Nassau Participaties B.V. (Wendel)	27.8%
Argos Funds & Quaero Funds	8.8%
exceet Group (treasury shares)	2.2%
Acrema AG (Hans Hofstetter)	1.1%
Roland Lienau	0.3%
Jan Trommershausen (Management)	0.2%
Total	**74.3%**
Other Shareholders	**25.7%**

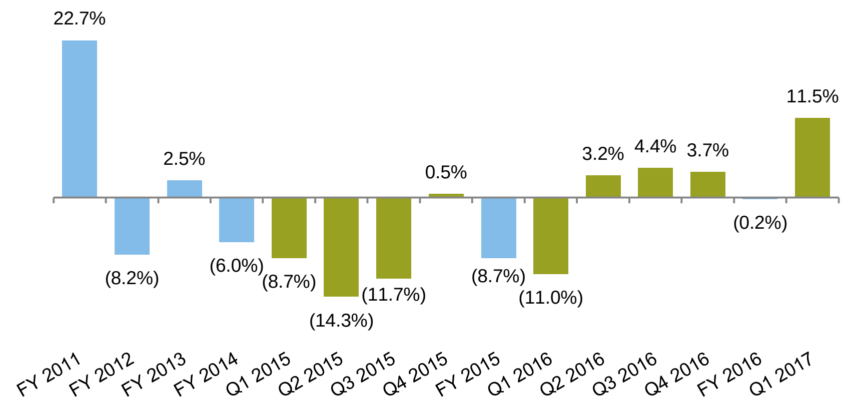
1) Status 31 December 2016

Actuals

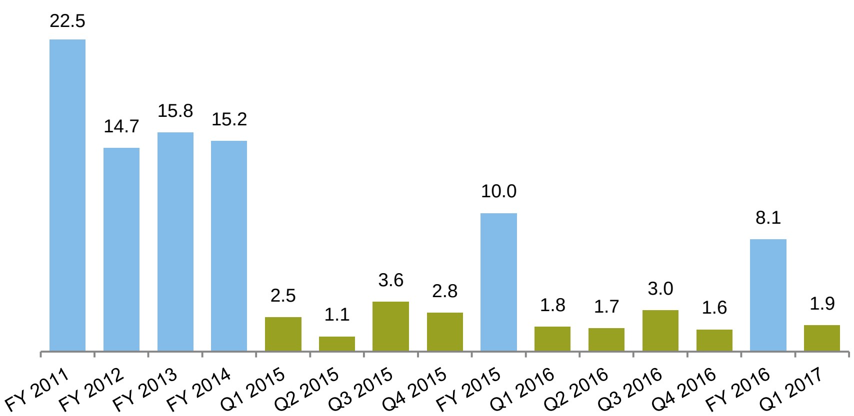
Net Sales (EUR million)



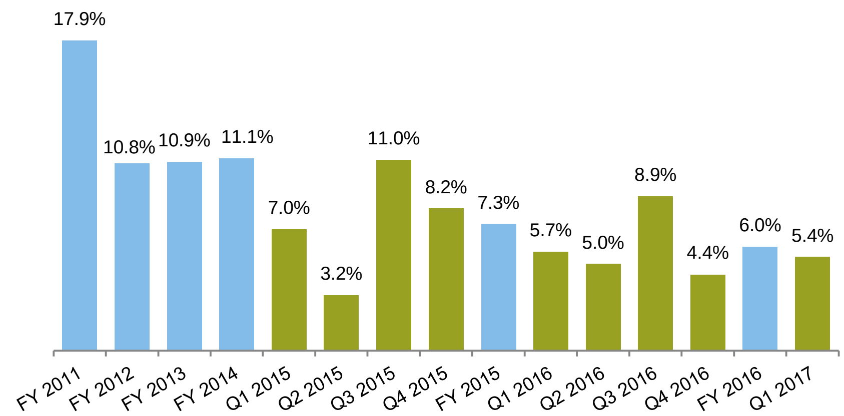
Organic Growth Rate (%)



Recurring EBITDA (EUR million)[1)]



Recurring EBITDA Margin (%)[1)]



1) FY 2012 number reflect IAS 19 restatement

Consolidated Financials

January – March 2016 & 2017

Income Statement		
(in EUR 1'000)	**Jan. - Mar. 2017**	**Jan. - Mar. 2016**
Revenue	**35'401**	**31'500**
Cost of sales	(31'017)	(26'723)
Gross profit	**4'384**	**4'777**
% margin	*12.4%*	*15.2%*
Distribution costs	(2'450)	(2'345)
Administrative expenses	(2'036)	(2'692)
Other operating expenses	0	0
Other operating income	117	71
EBIT	**15**	**(189)**
% margin	*0.0%*	*(0.6%)*
Net financial result	(299)	(122)
Earnings before taxes / EBT	**(284)**	**(311)**
Income Tax	(109)	(150)
Net profit/(loss) continued operations	**(393)**	**(461)**
Net profit/(loss) discontinued operations	**0**	**(469)**
Net profit/(loss)	**(393)**	**(930)**
% margin	*(1.1%)*	*(3.0%)*

Recurring EBITDA		
(in EUR 1'000)	**Jan. - Mar. 2017**	**Jan. - Mar. 2016**
Reported EBIT	**15**	**(189)**
+ PPA Amortization	605	650
+ Impairment charges Goodwill	0	0
+ Impairment intangible Assets	0	0
EBIT before PPA Amortization / Impairment	**620**	**461**
+ Depreciation / Amortization charges	1'290	1'342
+ Non recurring items	0	0
Recurring EBITDA	**1'910**	**1'803**
% recurring EBITDA margin	*5.4%*	*5.7%*

Consolidated Financials

31 December 2016 / 31 March 2017

Assets		
(in EUR 1'000)	**31 March 2017**	**31 December 2016**
Tangible assets	28'795	29'086
Intangible assets	38'090	38'551
Deferred tax assets	1'396	1'206
Other non current assets	1'142	1'517
Inventories	30'769	28'657
Trade receivables, net	22'654	18'953
Other current assets	1'851	1'667
Current income tax receivable	1'084	1'251
Cash and cash equivalents	23'022	30'874
Total assets	**148'803**	**151'762**

Shareholders' Equity & Liabilities		
(in EUR 1'000)	**31 March 2017**	**31 December 2016**
Total equity	**84'803**	**84'142**
Borrowings	9'492	29'358
Retirement benefit obligations	8'871	10'311
Deferred tax liabilities	2'344	2'635
Non current provisions & others	1'639	1'657
Trade payables	9'610	8'077
Other current liabilities	9'503	8'649
Current borrowings	22'541	6'933
Total liabilities	**64'000**	**67'620**
Total shareholders' equity & liabilities	**148'803**	**151'762**

Consolidated Financials

January – March 2016 & 2017

Cash Flow Statement [1)]		
(in EUR 1'000)	**Jan. - Mar. 2017**	**Jan. - Mar. 2016**
Earnings before taxes	(284)	(73)
Depreciation, amortization & impairment charges	1'895	1'992
Financial income / (expenses), net	204	187
Change in fair value in financial instruments	0	0
Change of provisions	19	18
Other non-cash items, net	(124)	54
Operating results before changes in net working capital	1'710	2'178
Changes in net working capital	(3'624)	(909)
Taxes paid	(811)	(1'271)
Interest paid	(212)	(272)
Cash Flow from operating activities	**(2'937)**	**(274)**
CAPEX	(684)	(709)
Sale of assets	8	14
Cash Flow from investing activities	**(676)**	**(695)**
Repayments / proceeds of borrowings	(4'604)	772
Repayments / proceeds regarding finance lease	264	(355)
Cash Flow from financing activities	**(4'340)**	**417**
Net change in cash and cash equivalents	**(7'953)**	**(552)**
Cash and cash equivalents at the beginning of the period	30'874	29'086
Effect of exchange rate gains / (losses)	101	(183)
Cash and cash equivalents at the end of the period	**23'022**	**28'351**

1) Excluding sold card business (IDMS)

Consolidated Financials

January – March 2016 & 2017

Segment Information [1)]

(in EUR 1'000)	ECMS Jan. - Mar. 2017	ECMS Jan. - Mar. 2016	ESS Jan. - Mar. 2017	ESS Jan. - Mar. 2016	Corporate & Others Jan. - Mar. 2017	Corporate & Others Jan. - Mar. 2016	Eliminations Jan. - Mar. 2017	Eliminations Jan. - Mar. 2016	Group Consolidation Jan. - Mar. 2017	Group Consolidation Jan. - Mar. 2016
Net Sales	32'846	29'849	2'556	1'659	57	68	(58)	(76)	**35'401**	**31'500**
EBITDA	3'171	3'577	(563)	(557)	(698)	(1'217)			**1'910**	**1'803**
In % of Net Sales	9.7%	12.0%	(22.0%)	(33.6%)					**5.4%**	**5.7%**
EBIT	1'438	1'777	(704)	(694)	(719)	(1'272)			**15**	**(189)**
In % of Net Sales	4.4%	6.0%	(27.5%)	(41.8%)					**0.0%**	**(0.6%)**
CAPEX tangible assets	830	1'336	10	37	0	2			**840**	**1'375**
CAPEX intangible assets	22	21	149	209	0	0			**171**	**230**
Depreciation of tangible assets	(1'139)	(1'133)	(29)	(21)	(5)	(12)			**(1'173)**	**(1'166)**
Amortization / Impairment of intangible assets	(594)	(667)	(112)	(116)	(16)	(43)			**(722)**	**(826)**

1) Excluding sold card business (IDMS)

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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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