



Investor Relation Presentation

February 2015

- Business Model
- Selected Applications & Operational Highlights
- 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 Transactions, Body Wearable Electronics and Industrial Internet of Things (IoT) Communication.

(in EUR million)	FY 2012	FY 2013	FY2014
Net Sales	188.8	190.8	185.3
EBITDA	16.5	18.3	19.0
EBITDA Margin	8.7%	9.6%	10.3%
CAPEX ¹⁾	10.9	11.3	5.5
Free Cash Flow	(10.6)	6.9	6.6
Net Financial Debt ²⁾	14.0	7.0	9.4
FTEs ³⁾	899	954	969

1) Net CAPEX including equipment purchased under finance lease agreements

2) 2014: Increase due to financing of acquisition

3) Full Time Equivalent

Design

Development

Engineering

Production

Solutions

Service

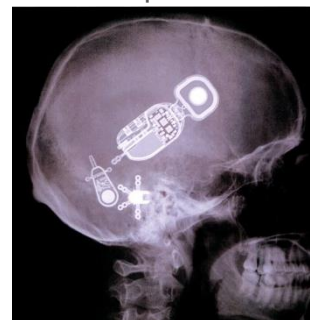
Diagnostic Devices



Secure Solutions



Implants

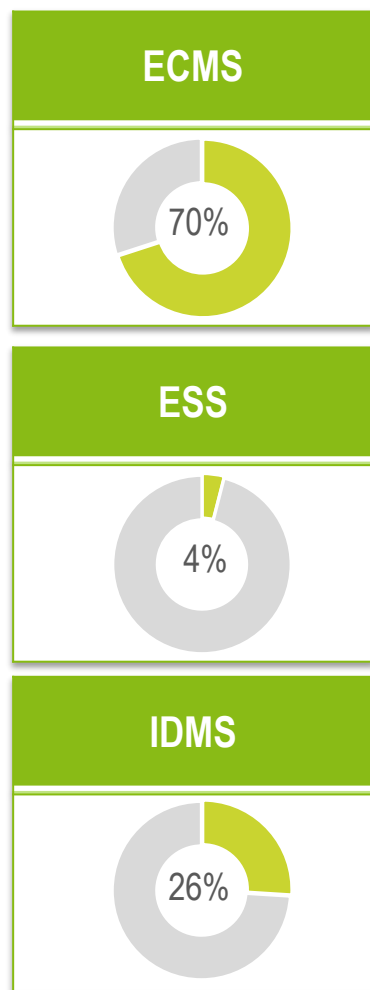


Sensors

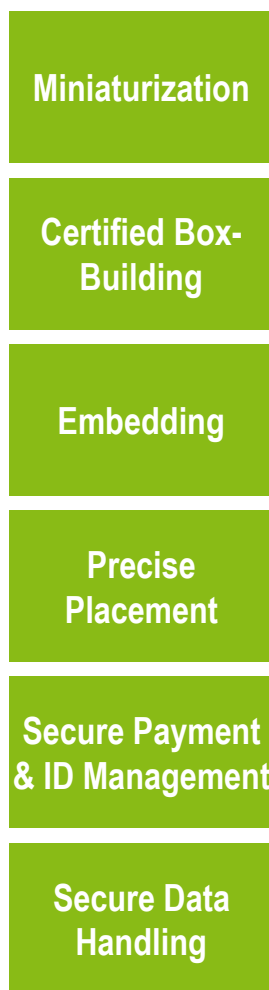


OUR SEGMENTS

Reporting Segments*



Competences



Applications



End Markets



*share of twelve month group sales (rolling)

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

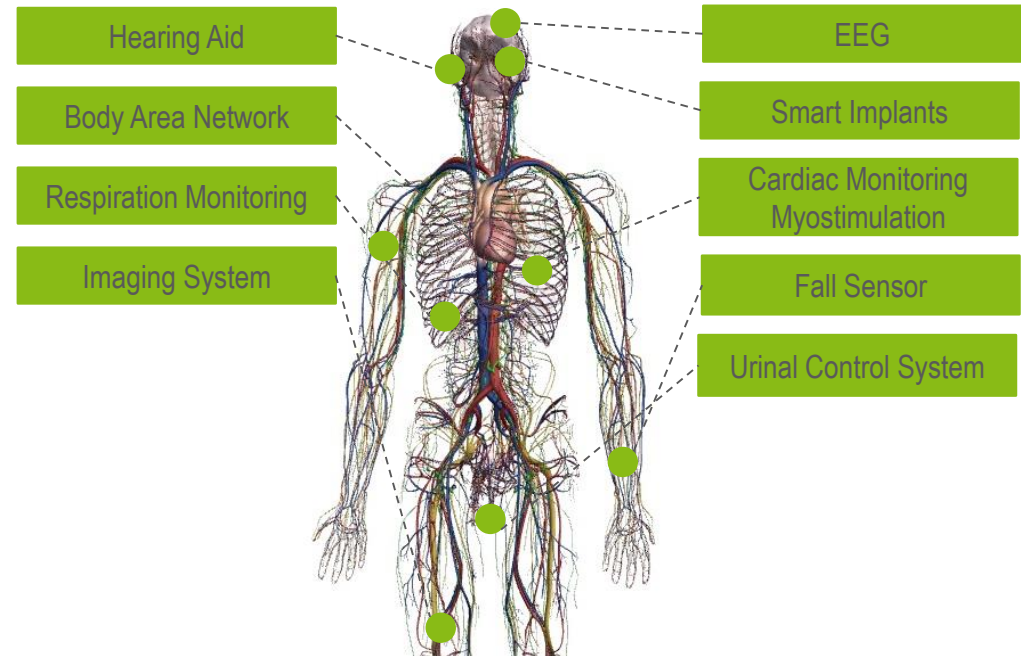
Strategic focus

- 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



Wearable vital sign device by exceet

Mobile monitoring APP

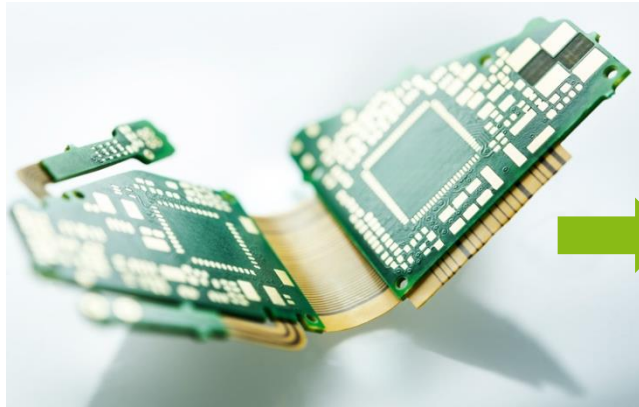
Secure cloud storage

Highlights

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

Advantages for customers/users

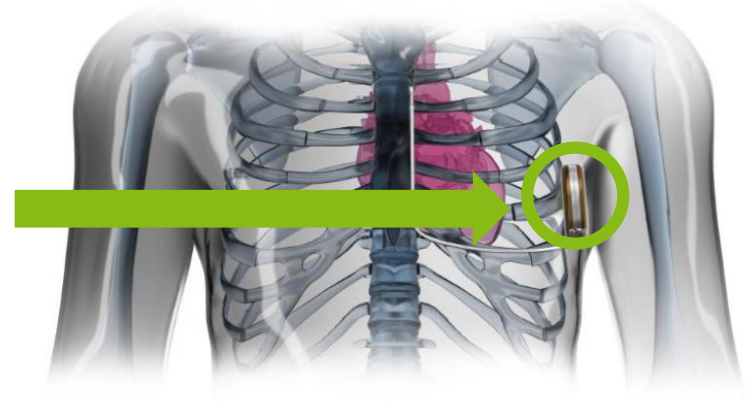
- New product aims to assist patients under medical treatment by continuously transmitting vital sign data
- Continuous monitoring of heart rate, blood oxygenation, body temperature and other important vital parameters



4-Layer Ridgit-Flex Board by exceet



Newest generation of Implantable Cardioverter Defibrillator

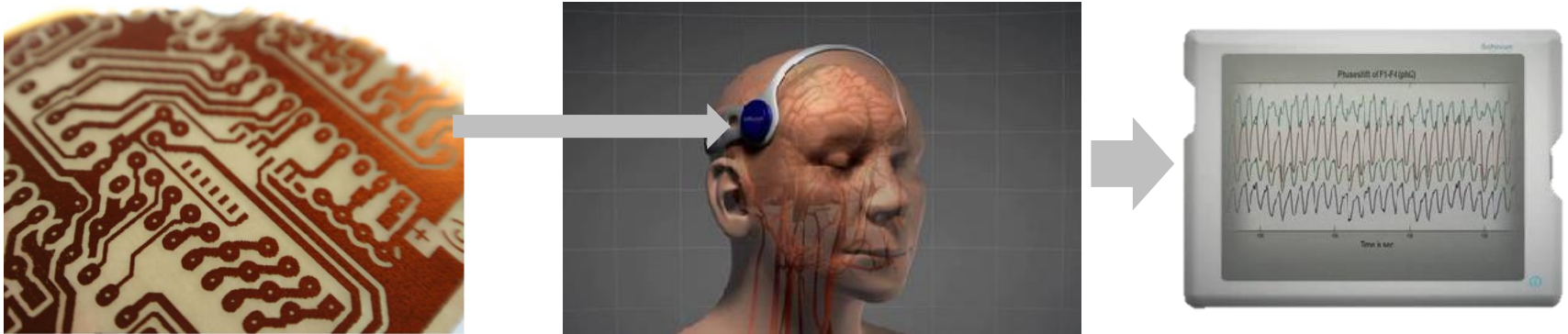


Description

- exceet provides the PCB for a subcutaneous implantable cardioverter defibrillator
- Expected life-time: 11+ years
- Size of the device: (29.5 cm³) and thin (9.9 mm)

Advantages for customers/users

- Remote Patient Management with weight scale, blood pressure sensors and Respiratory Rate Trend
- Simplifies usage through ECG technology for at-home monitoring of cardiac rhythms



Development partnership for
electronic device

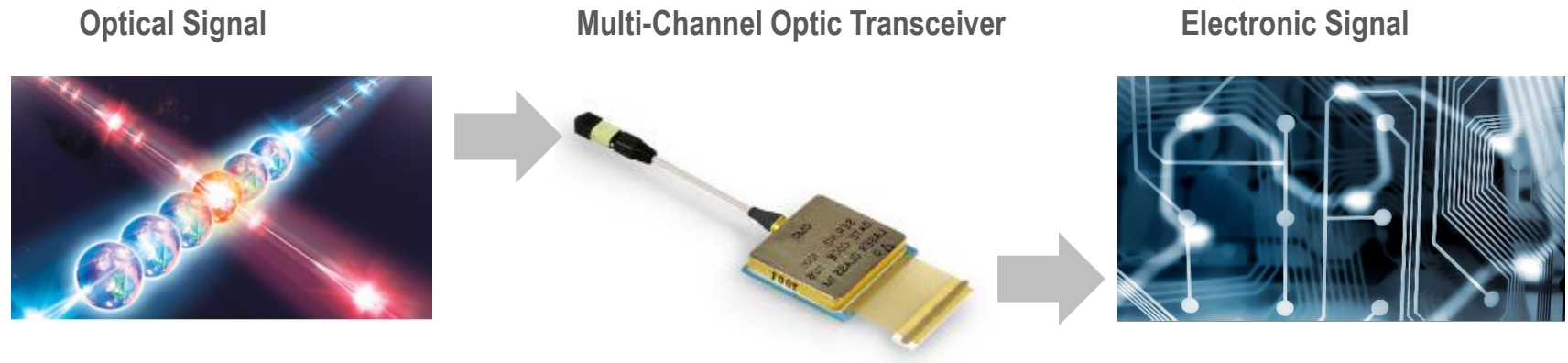
Mobile diagnosis device

Description

- exceet provides industrial ultrasound technology with a multi-frequency ultrasound signal
- An anaesthetist can react much more quickly if any dangerous changes occur, which enhances patient safety

Advantages for costumers/users

- The technology enables EMTs to distinguish between ischemia (vascular blockage) and brain haemorrhage quickly and reliably in the future
- This mobile solution would enable EMTs to decide on the correct immediate treatment more quickly



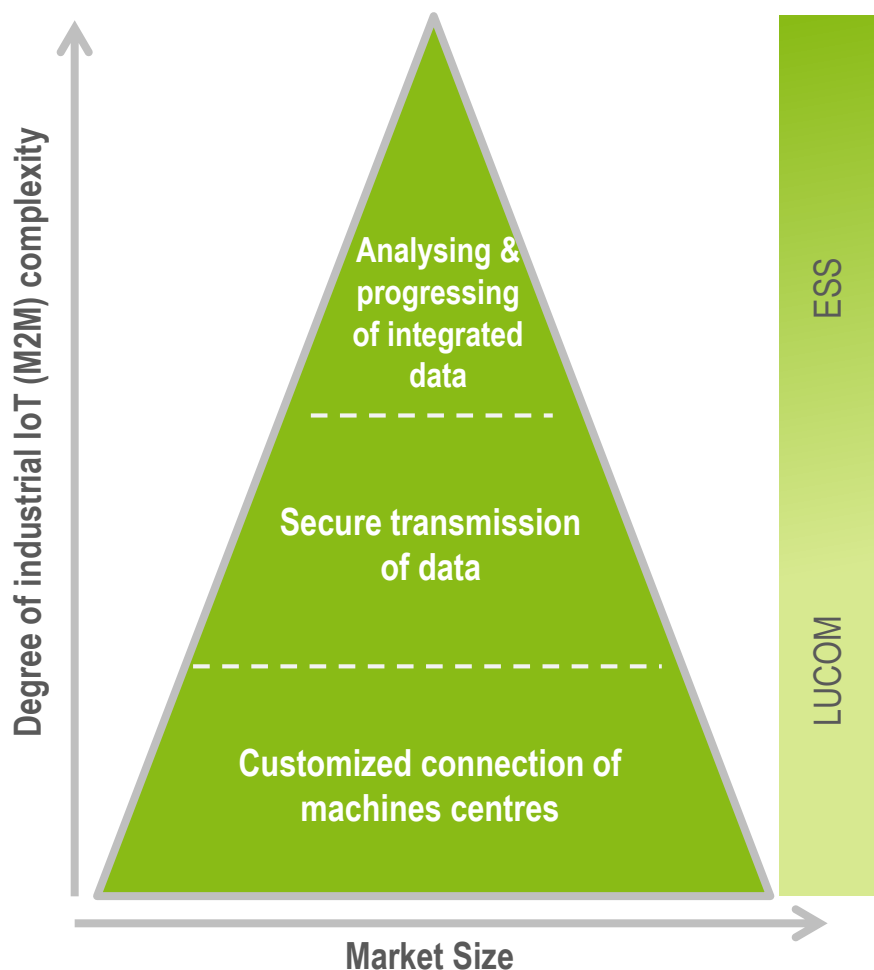
Description

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

Advantages for customers/users

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

Rationale for LUCOM acquisition



New Business Models



GERMAN HEALTH INSURANCE CARD (eGK^{*)})

^{*)} eGK = elektronische Gesundheitskarte



Card Production

- **Design & Development**
Chip, RFID, NFC, etc.
- **Security & Integration**
certified production facilities
- **Manufacturing & Assembly**
production sites with capacity of 550 million cards/year
- **Personalization**
laser, thermal, inkjet, embossing
- **Service**
internal lettershop

Telematics Infrastructure

IT Security Consulting

- Central service platform for insurance data management
- Security concept, data security, data protection, risk analysis, etc.
- Information-Security-Management- Systems (ISMS)
- Solution concepts & specifications

Software & Implementation

- Automated Quality-Assurance-System for production of health insurance card
- Public-Key-Infrastructure (PKI) large & scalable
- Integrated Trust Management Systems
- Virtualization of eHealth card terminals and smartcards on HSMs

Sales

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

Geographic expansion shows first results: portable blood analysis device for usage in casualty clearing stations and a X-ray doses recorder for the French market

exceed Card Group offers now small batches with new single-card printing machine to support its extended sales strategy

Business Unit: ESS

On-going investments in exceed's core markets of Health, Industry and Security with solutions for industrial IoT communication, identification and data security

Further promising projects in the German health market in the context of the German Health Insurance Card (eGK)

Innovation

exceed developed a process to be able to offer 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. (Bucharest, Romania)
(renamed: exceed Medtec Romania S.R.L.)

exceed acquired LUCOM GmbH Elektrokomponenten & Systeme (Zirndorf, Germany)

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

FINANCIAL HIGHLIGHTS

Revenues

- Full Year 2014 Revenues are down 2.9% to EUR 185.3 million
- Organic growth: (3.4%)
- FX impact: 0.3%

Free Cash Flow

- Free Cash Flow EUR 6.6 million (2013: EUR 6.9 million) driven by:
- Improving EBITDA Margin
- Reduced Capex

EBITDA

- 2014 EBITDA up 4.3% to EUR 19.0 million
- 10.3% EBITDA margin (2013: 9.6%)
- No material non-recurring items in both periods

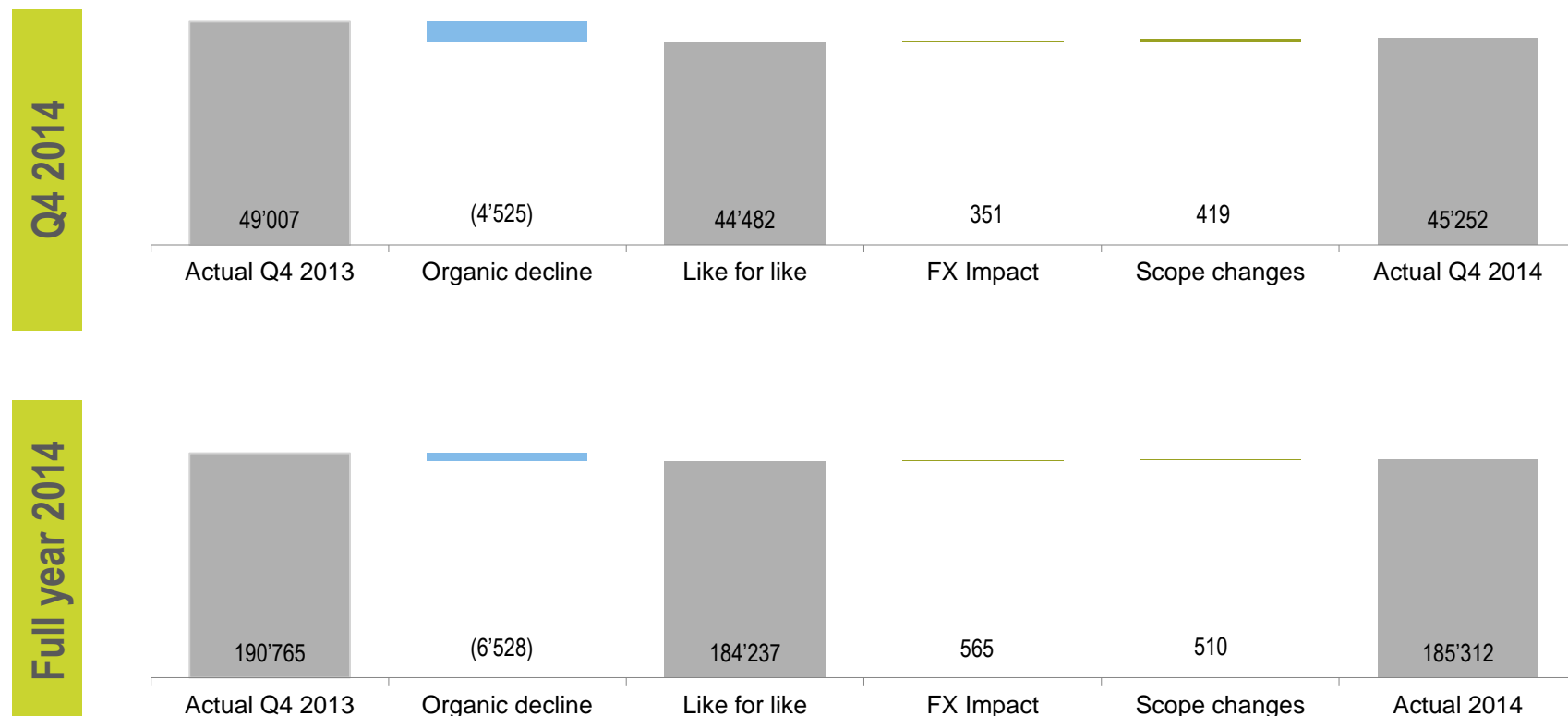
Net Debt

- Net debt of EUR 9.4 million including cash position of EUR 31.0 million

Full year 2014 confirmed continuous improvement of profitability

NET SALES

(in EUR 1'000)



FX rate EUR/CHF: Actual 12M 2014: 1.2146 / Actual 12M 2013 :1.2311

FX rate EUR/USD: Actual 12M 2014: 1.3285 / Actual 12M 2013 :1.3281

FX rate EUR/CHF: Actual Q4 2014: 1.2045 / Actual Q4 2013: 1.2294

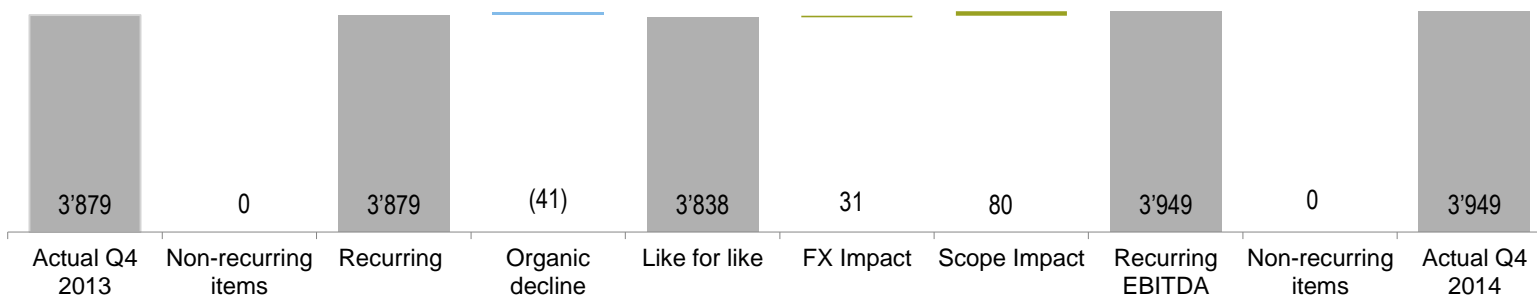
FX rate EUR/USD: Actual Q4 2014: 1.2498 / Actual Q4 2013: 1.3610

Full year 2014 sales development reflects cautious market environment

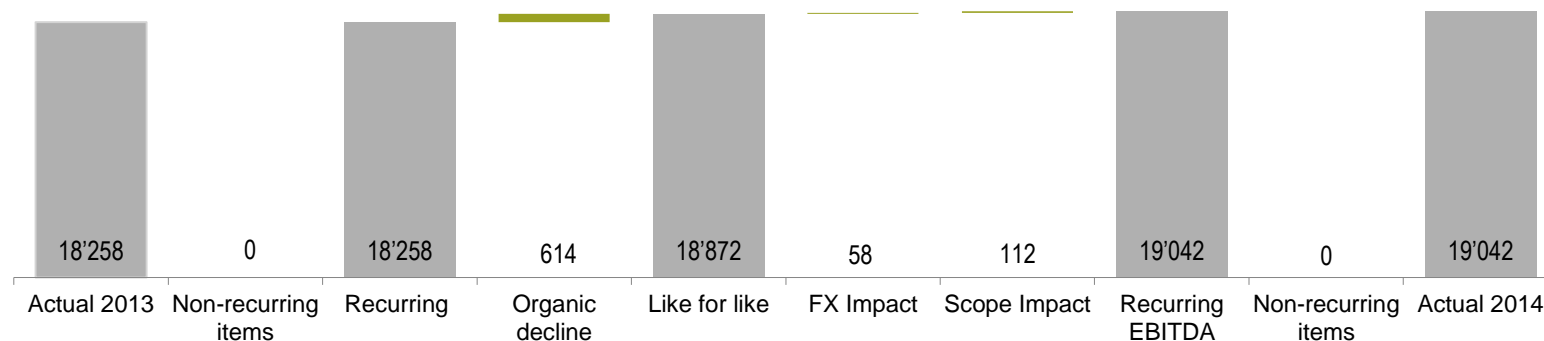
EBITDA

(in EUR 1'000)

Q4 2014



Full year 2014



FX rate EUR/CHF: Actual 12M 2014: 1.2146 / Actual 12M 2013 :1.2311

FX rate EUR/USD: Actual 12M 2014: 1.3285 / Actual 12M 2013 :1.3281

FX rate EUR/CHF: Actual Q4 2014: 1.2045 / Actual Q4 2013: 1.2294

FX rate EUR/USD: Actual Q4 2014: 1.2498 / Actual Q4 2013: 1.3610

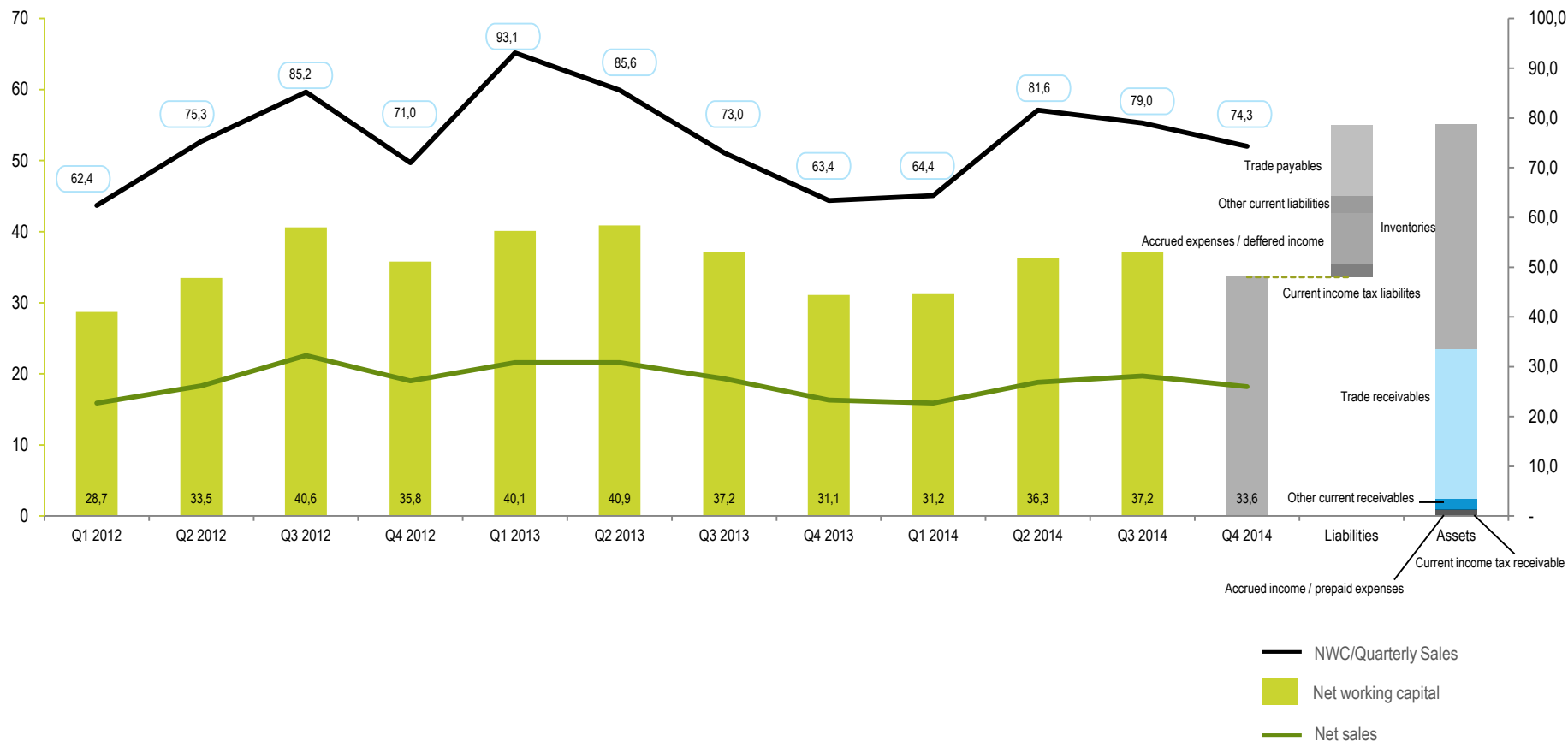
Improving EBITDA margin: from 9.6% in 2013 to 10.3% in 2014 (8.7% in Q4 2014)

NET WORKING CAPITAL



exceet

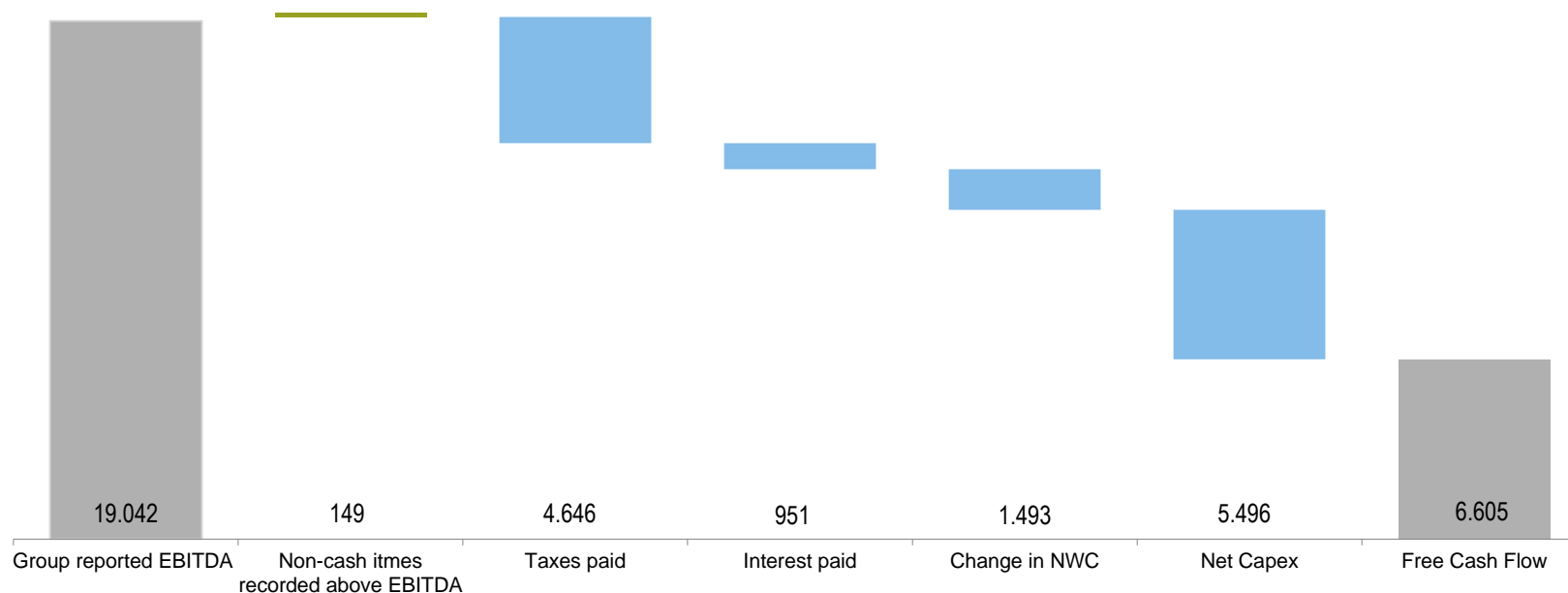
(in EUR million)



- Net Working Capital of 74.3% of sales in Q4 2014, up from 63.4% in Q4 2013 and down versus 79.0% in Q3 2014
- Net Working Capital of 18.1% of 12-month sales 2014, up from 16.3% of 12-month sales in 2013

FROM EBITDA TO FREE CASH FLOW

(in EUR 1'000)



■ Free Cash Flow in EUR 6.6 million versus EUR 6.9 million in 2013

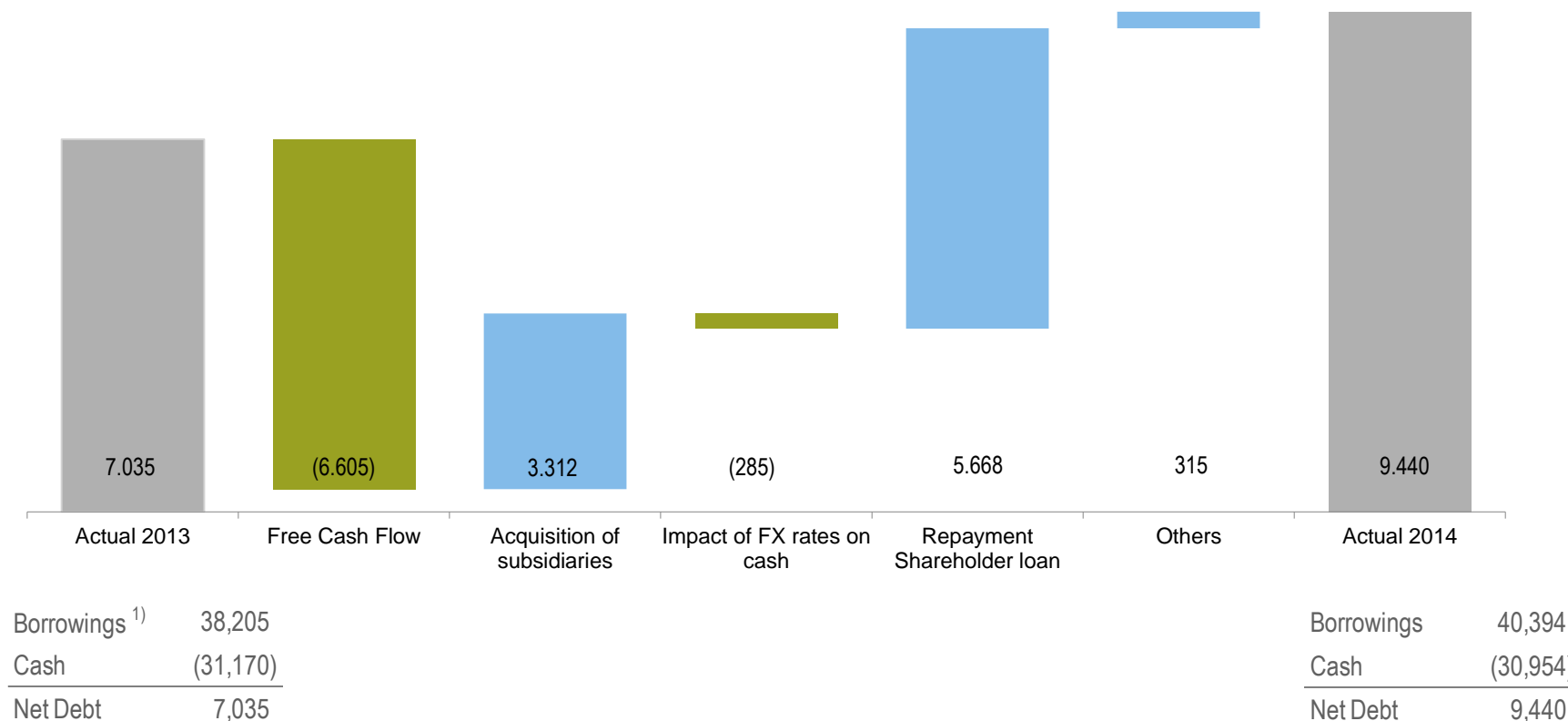
■ Main Free Cash Flow Drivers:

- Sharp decline in Net Capital Expenditure¹⁾ (from EUR 11.3 million in 2013 to EUR 5.5 million in 2014)
- Increased outflows from Net Working Capital movements EUR -1.5 million in 2014 versus EUR +3.5 million in 2013
- Higher tax payments in 2014 of EUR 4.6 million versus EUR 1.6 million in 2013 (incl. final payment for 2012/2013)

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

NET DEBT

(in EUR 1'000)

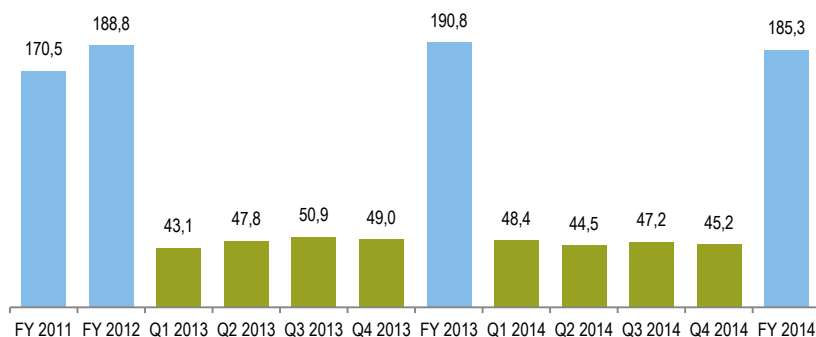


- Net debt increase in 2014. Main drivers:
- Repayment of subordinated Shareholder Loan of EUR 5.7 million
 - Free Cash Flow generation of EUR 6.6 million
 - Acquisition of subsidiaries EUR 3.3 million

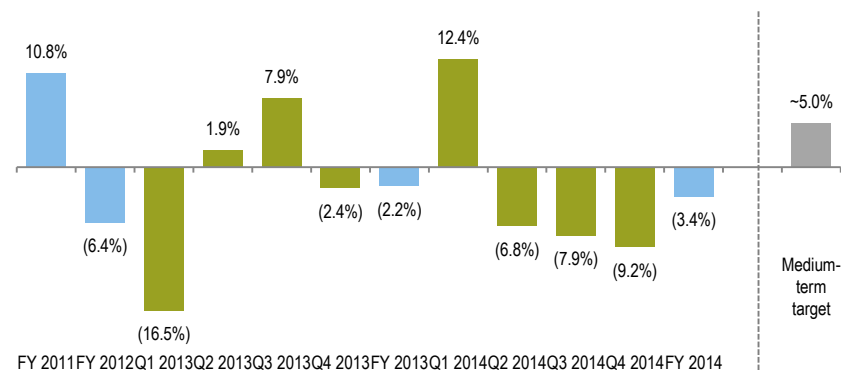
¹⁾ Borrowings exclude subordinated shareholder loan

ACTUALS & MEDIUM-TERM TARGETS

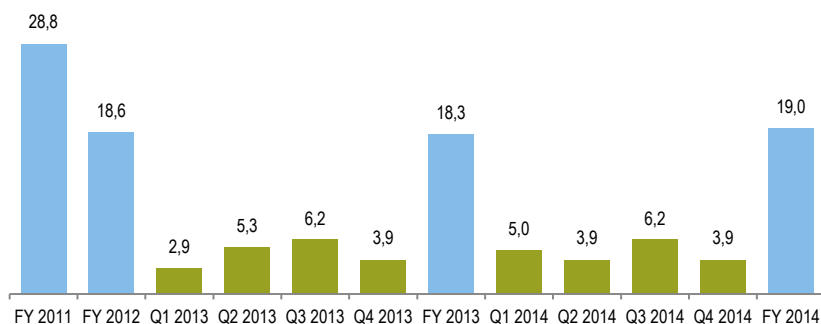
Group sales (EUR million)



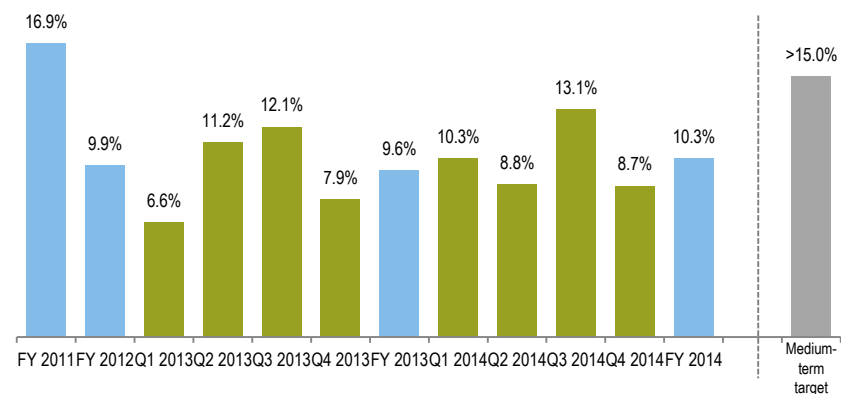
Organic Growth Rate (%)



Recurring EBITDA (EUR million)¹⁾



Recurring EBITDA Margin (%)¹⁾



¹⁾ FY 2012 numbers reflect IAS 19 restatement

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

- Exploit fragmented market structure
- Enhance value chain coverage

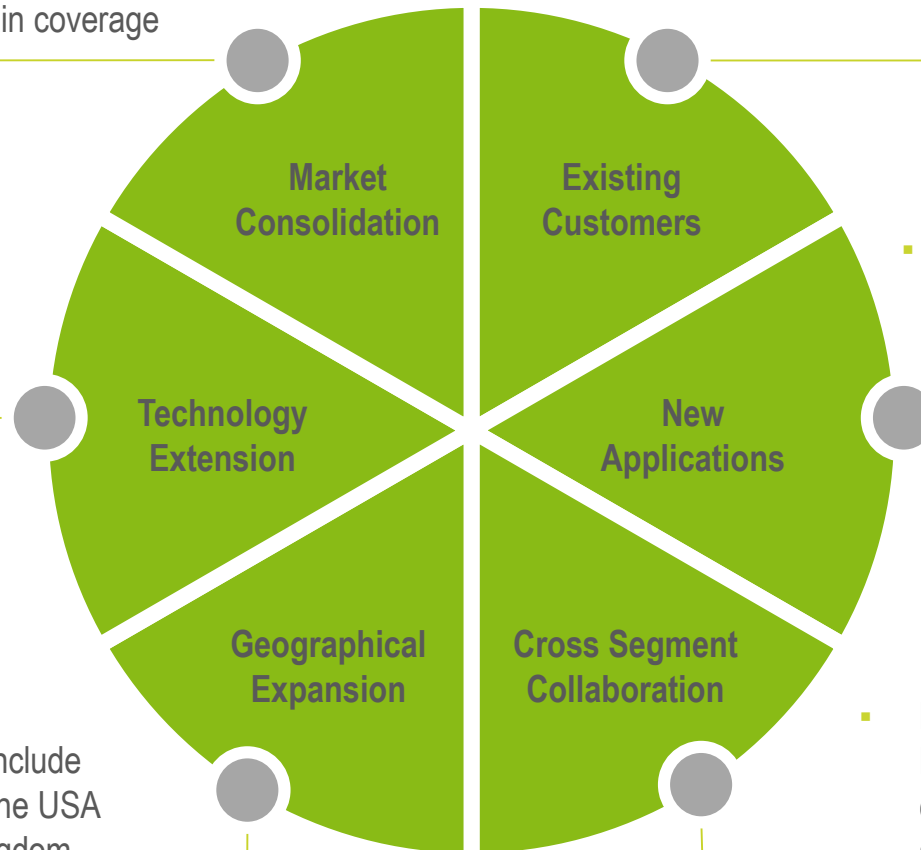
- Leverage customer relationships

- 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 industrial IoT solutions
- Streamline existing ESS portfolio



GROUP STRENGTHS

Miniaturization	Strong skills in development & manufacturing of miniaturized electronic components, modules & systems
Health	Specialist with many years of experience in development and manufacturing of complete medical devices and experienced Partner for FDA approvals & certifications
Box-building	Full service outsourcing partner for the development and manufacturing of complete devices
Embedding	Development, engineering and manufacturing of complex embedded PC-solutions
Opto-electronics	Leading development, manufacturing and testing partner in one of the fastest growing technology markets
Secure Solutions	exceet provides a common key infrastructure to secure networks of machines, objects, people and processes
Manufacturing in Europe	Secure assembly & production: flexible production suited for short-runs and low/high volumes as well as the highest safety requirements

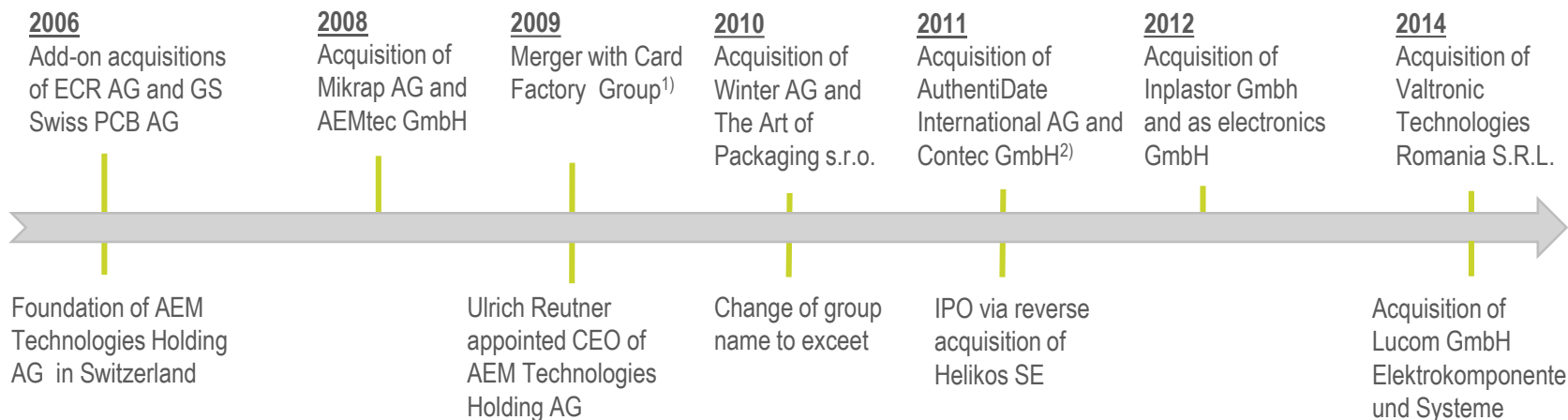


exceed is exciting

Annex

HISTORY OF EXCEET

exceet's history



Foundation dates

	1924		1981		1989		2008
	1957		1985		1989		2000
	1978		1986		1994		2008
					2000 ³⁾		2014

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

2) Closing occurred in April/May 2011

3) Infineon spin-off

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

TOP CUSTOMERS

Top 10 Customer = 39% of total Sales

Customer	Revenue in EUR million
Health	17.9
Industry	14.0
Health	7.9
Health	7.4
Security	6.7
Health	4.0
Health	3.8
Security	3.7
Industry	3.4
Security	3.1
Total	71.9

Selected References

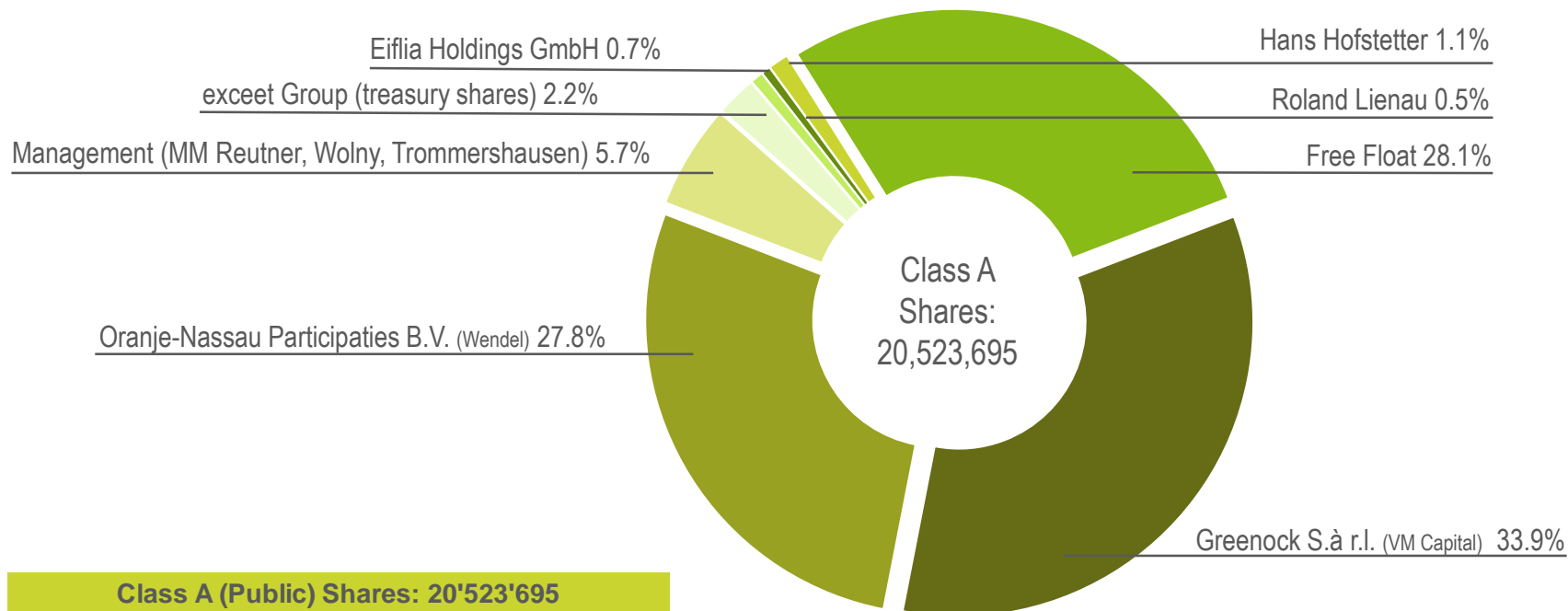
BERTELSMANN	TRANS LINK
BARCLAYCARD	PHILIPS
CERN	PHONAK
COCHLEAR	POSTBANK
DELPHI	RED BULL
DINERS CLUB	RITTAL
DORNIER	ROCHE DIAGNOSTICS
DOUGLAS	SANDOZ
DSV GRUPPE	SANTANDER BANK
FERAG	SCHAEFFLER
FRANCE TELECOM	SIEMENS
GANTNER	SKIDATA
GE	SKY
GN RESOUND	SONY
LBBW	SWAROVSKI
LONDON TRANSPORT	T SYSTEMS
LUFTHANSA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

Status: December 2014

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%
---	----------------

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%
---	----------------

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 – December 2014 / January – December 2013

Income Statement		
(in EUR '000)	2014	2013
Revenue	185'312	190'765
Cost of sales	(152'249)	(158'508)
Gross profit	33'063	32'257
% margin	17.8%	16.9%
Distribution costs	(13'335)	(13'617)
Administrative expenses	(12'483)	(12'185)
Other operating income	1'682	1'340
EBIT	8'927	7'795
% margin	4.8%	4.1%
Net financial result	(2'050)	2'086
Earnings before taxes / EBT	6'877	9'881
Income Tax	(2'475)	(2'341)
Net profit	4'402	7'540
% margin	2.4%	4.0%

Recurring EBITDA		
(in EUR '000)	2014	2013
Reported EBIT	8'927	7'795
+ Depreciation / Amortization & Impairment charges	7'247	7'187
+ PPA Amortization	2'868	3'278
+ Non recurring items	0	0
Recurring EBITDA	19'042	18'260
% recurring EBITDA margin	10.3%	9.6%

CONSOLIDATED FINANCIALS

31 December 2014 / 31 December 2013

Assets		
(in EUR 1'000)	31 December 2014	31 December 2013
Tangible assets	34'246	35'425
Intangible assets	61'063	58'597
Deferred tax assets	1'335	836
Other non current assets	213	209
Inventories	31'593	31'335
Trade receivables, net	21'091	22'777
Other current assets	2'189	1'891
Current income tax receivable	224	555
Cash and cash equivalents	30'954	31'170
Total assets	182'908	182'795

Shareholders' Equity & Liabilities		
(in EUR 1'000)	31 December 2014	31 December 2013
Total equity	101'016	98'742
Borrowings	35'670	33'480
Retirement benefit obligations	8'523	4'192
Deferred tax liabilities	6'745	7'597
Non current provisions & others	3'185	1'807
Trade payables	9'994	11'416
Other current liabilities	11'469	14'086
Current borrowings	4'724	10'347
Current provisions & others	1'582	1'128
Total liabilities	81'892	84'053
Total shareholders' equity & liabilities	182'908	182'795

CONSOLIDATED FINANCIALS

January – December 2014 / January – December 2013

Cash Flow Statement		
(in EUR '000)	Jan. - Dec. 2014	Jan. - Dec. 2013
Earnings before taxes	6'877	9'881
Depreciation, amortization & impairment charges	10'115	10'465
Interest income / (expenses), net	1'039	1'184
Change in fair value in financial instruments	566	(3'035)
Change of provisions	604	(908)
Other non-cash items, net	(10)	(219)
Operating results before changes in net working capital	19'191	17'368
Changes in net working capital	(1'493)	3'464
Taxes paid	(4'646)	(1'605)
Interest paid	(951)	(972)
Cash Flow from operating activities	12'101	18'255
Acquisition of subsidiaries, net of cash acquired	(3'312)	(600)
CAPEX	(4'880)	(10'238)
Sale of assets	330	387
Cash Flow from investing activities	(7'862)	(10'451)
Repayments / proceeds of borrowings	(2'255)	1'904
Repayments / proceeds regarding finance lease	(2'485)	(2'553)
Cash Flow from financing activities	(4'740)	(649)
Net change in cash and cash equivalents	(501)	7'155
Cash and cash equivalents at the beginning of the period	31'170	24'426
Effect of exchange rate gains / (losses)	285	(411)
Cash and cash equivalents at the end of the period	30'954	31'170

CONSOLIDATED FINANCIALS

January – December 2014 / January – December 2013

(in EUR 1'000)	ECMS		IDMS		ESS		Corporate & Others		Eliminations		Group Consolidation	
	Jan. - Dec.		Jan. - Dec.		Jan. - Dec.		Jan. - Dec		Jan. - Dec.		Jan. - Dec.	
	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013
Revenue	129'359	141'117	48'360	45'673	7'936	4'381	287	309	(630)	(715)	185'312	190'765
EBITDA	20'061	20'202	3'829	2'498	(659)	(323)	(4'189)	(4'117)	0	0	19'042	18'260
EBIT	12'973	13'158	1'212	(183)	(906)	(1'017)	(4'352)	(4'163)	0	0	8'927	7'795
CAPEX tangibel assets	3'433	8'108	1'737	2'291	96	20	11	4	0	0	5'277	10'423
CAPEX intangible assets	348	670	93	16	59	478	49	136	0	0	549	1'300
Depreciation of tangible assets	(4'218)	(3'807)	(2'106)	(2'142)	(67)	(51)	(37)	(41)	0	0	(6'428)	(6'041)
Amortization of intangible assets	(2'870)	(3'237)	(511)	(539)	(180)	(145)	(126)	(5)	0	0	(3'687)	(3'926)

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 Luxembourg

www.exceet.lu