exceet

Company Presentation

October 2016



Business Model

- Selected Applications & Operational Highlights
- Financial Review & Analysis (Continued operations) ¹⁾
- Growth Strategy & Group Strengths

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

EXCEET AT A GLANCE



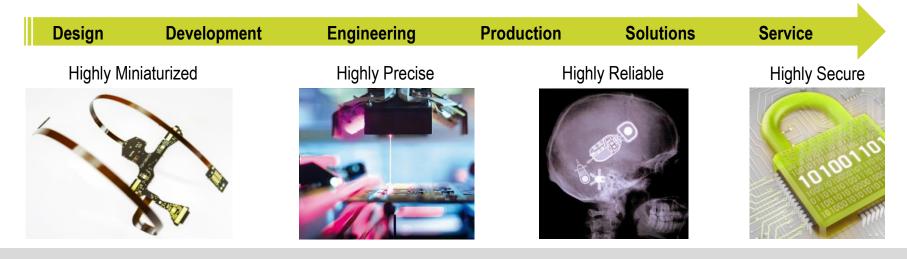
exceet is an international technology group specialized in development and production of intelligent, complex and secure electronics

exceet is focussed on the Health, Industry and Security markets

exceet offers solutions for applications in Mobile Security, Mobile Transactions, Body Wearable Electronics and the Internet of Things (IoT)

(in EUR million)	FY 2014	FY 2015	H1 2015	H1 2016
Net Sales	185.3	181.6	88.6	86.8
EBITDA	19.0	12.7	4.2	3.7
EBITDA Margin	10.3%	7.0%	4.8%	4.2%
CAPEX ¹⁾	5.5	6.3	3.4	5.1
Free Cash Flow	6.6	2.7	(5.4)	(9.1)
Net Financial Debt	9.4	8.1	17.0	17.2
FTEs ²⁾	969	1'021	978	1'010

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



EXCEET CONTINUED OPERATIONS



exceet concentrates on further strengthening its electronics and secure solutions activities

Divestment process for smart card segment (IDMS)

	Continued operations		
(in EUR million)	FY 2015	H1 2015	H1 2016
Net Sales	136.4	69.1	65.4
EBITDA	9.6	3.6	3.5
EBITDA Margin	7.0%	5.2%	5.4%
CAPEX ¹⁾	4.7	2.5	3.8
Free Cash Flow	3.0	(6.0)	(5.9)
Net Financial Debt	9.1	17.1	15.0
FTEs ²⁾	643	642	655

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

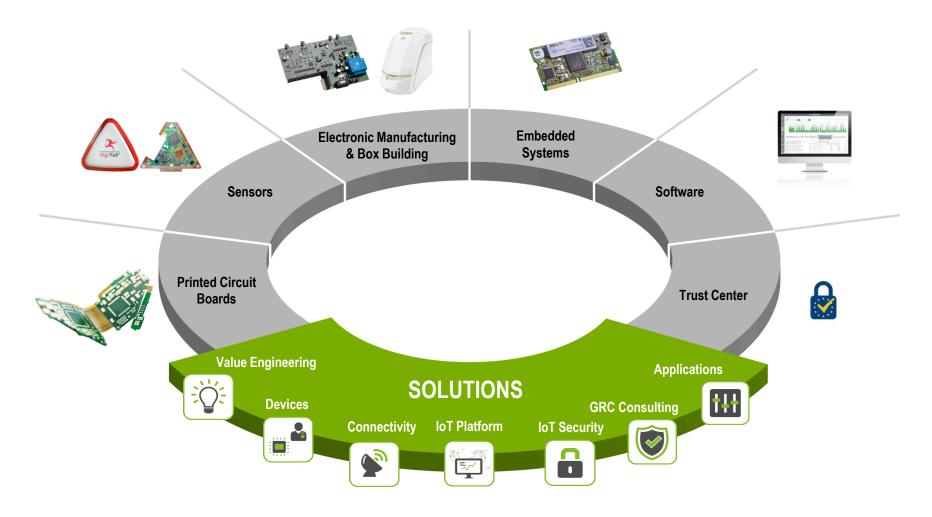
Continued operations	=
Discontinued operations	=
Total Group Basis	=

- Segment "Electronic Components, Modules & Systems" (ECMS)
 Segment "exceet Secure Solutions" (ESS)
 Holding Companies
- Segment "ID Management & Systems" (IDMS)
- exceet Group with Continued and Discontinued operations

OUR ACTIVITIES

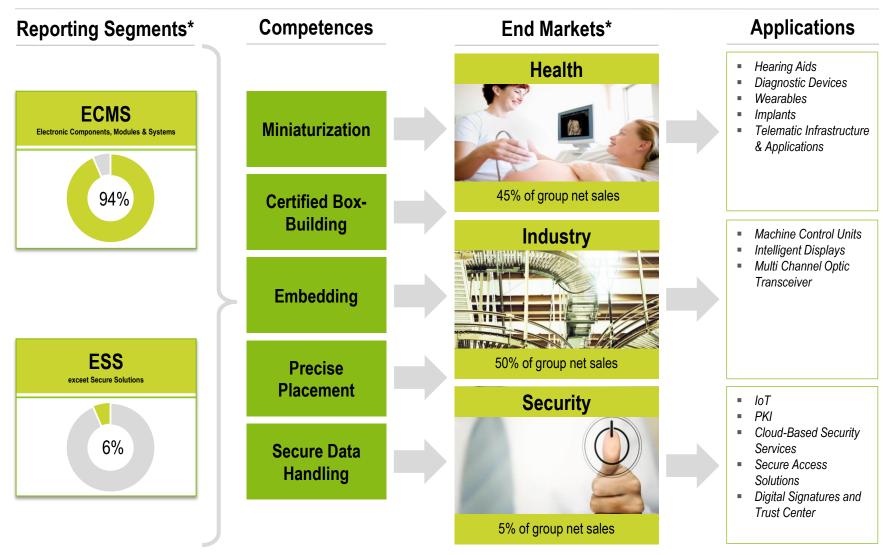


Smart & Secure Electronics



OUR SEGMENTS







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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

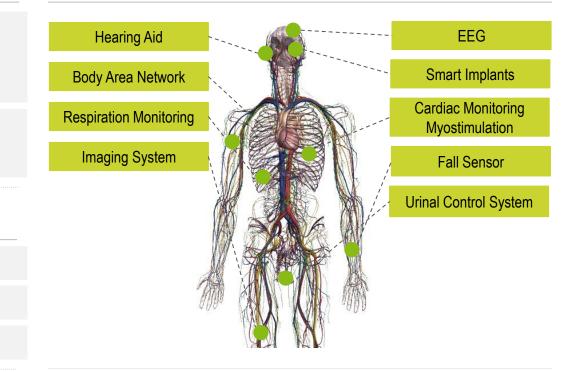
Focus markets

Life supporting systems

Diagnostic

Ambient assisted living

Electronics in sophisticated applications



Miniaturized turnkey electronics for the medical technology market

BODY WEARABLE ELECTRONICS



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



Highlights

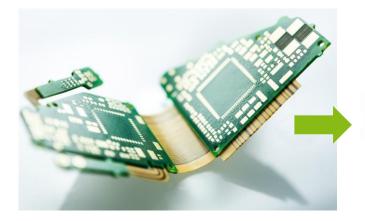
- exceet will develop and manufacture new body monitor including a charging station
- Conduct all quality assurance tests required for certification and deliver the devices in ready-toship packaging

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

IMPLANTABLE CARDIOVERTER DEFIBRILLATOR

Development & Production of highly miniaturized, extremely durable PCBs





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 lifetime: 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

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POST UROGRAPHY SYSTEM



Manufacturing of innovative Medical Device for Neurology, Orthopaedics & Sports Medicine



Description

- exceet as a partner for development, prototyping, serial production and certification of medical products
- Special USB hub with interface to sensors and sensor readers; data transmission by secure connection
- TÜV certification for each individual device proves high quality and allows medical use

Advantages for customers/users

- Sense-of-balance analysis supports diagnosis and therapy
- Comprehensive medical data due to more than 5,000 sensors integrated in the standing platform
- exceet supports customer along the entire value chain

MULTI-CHANNEL OPTICAL TRANSCEIVER



Electronic Signal

Fast Data Communication – especially in small spaces

Optical Signal

Multi-Channel Optical Transceiver



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 of ± 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

ELECTRONICS FOR BUILDING AUTOMATION



Modern, user friendly Control Units & Displays for Energy Efficiency Homes





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

VENDING MACHINES



Individual Touch Displays & Secure Data Transmission



Description

- exceet designs, develops and produces robust and fashionable touch displays for vending machines
- Comprehensive usability study for customer specific user interface, guaranteeing intuitive handling
- exceet provides software & integration for secure (encrypted) data transmission via WLAN

Advantages for customers/users

- Sales figures for accounting purposes are transmitted tamper-proof and protected against access of third parties
- Optimized maintenance, support and restocking of machines
- Higher sales due to user friendly handling and modern look & feel

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Ready for secure industrial Internet of Things (IoT)

 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 		

Market Requirements

IOT READINESS



exceet Offers



DEVICES FOR M2M SOLUTIONS

exceet communication box complements the control system of car wash installations





Description

- Communication box
 - > router incl. SIM card for mobil communication
 - > for more than 330 car wash facilities in Germany
 - > connected to control system of each car wash facility
 - > delivers all relevant system 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

INDUSTRIAL IoT 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 costumers / 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



Continued operations Revenues are down 5.3% to EUR 65.4 million Organic decline: 4.1% FX Impact: (1.2%) Free Cash **Net Sales Total Group Basis** Flow Revenues are down 2.0% to EUR 86.8 million Organic decline: 1.1% FX Impact: (0.9%) **Continued operations** H1 2016 EBITDA down 2.3% to EUR 3.5 million 5.4% EBITDA Margin (H1 2015: 5.2%) No non-recurring items **EBITDA** Net Debt in H1 2015 and H1 2016 **Total Group Basis** H1 2016 EBITDA down 13.9% to EUR 3.7 million 4.2% EBITDA Margin (H1 2015: 4.8%)

Total Group Basis

- Free Cash Flow EUR (9.1) million (H1 2015: EUR (5.4) million) driven by:
 - Operational Cash Flow EUR (4.1) million (H1 2015: EUR (2.0) million)
 - Capex of EUR 5.1 million (H1 2015: EUR 3.4 million)
 - Working Capital Movement of EUR (5.4) million (H1 2015: EUR (2.1) million)

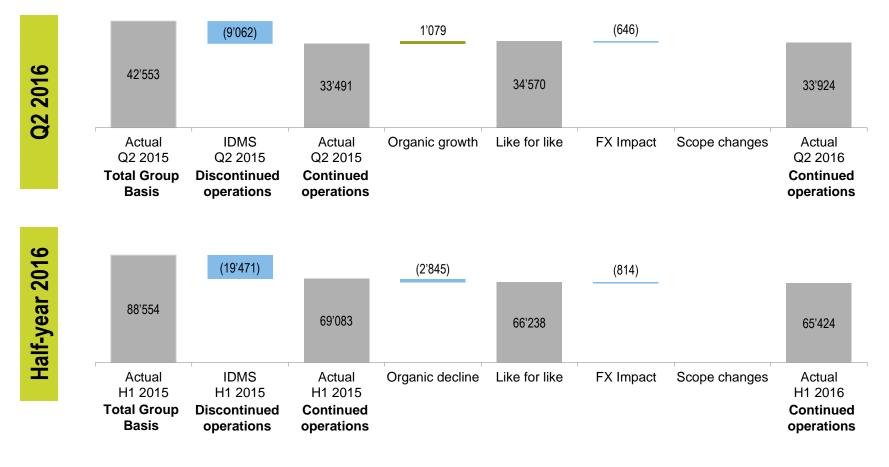
Total Group Basis

- Net Debt of EUR 17.2 million (31.12.2015: EUR 8.1 million)
- Cash position of EUR 25.1 million (31.12.2015: EUR 33.3 million)

NET SALES



(in EUR 1'000)

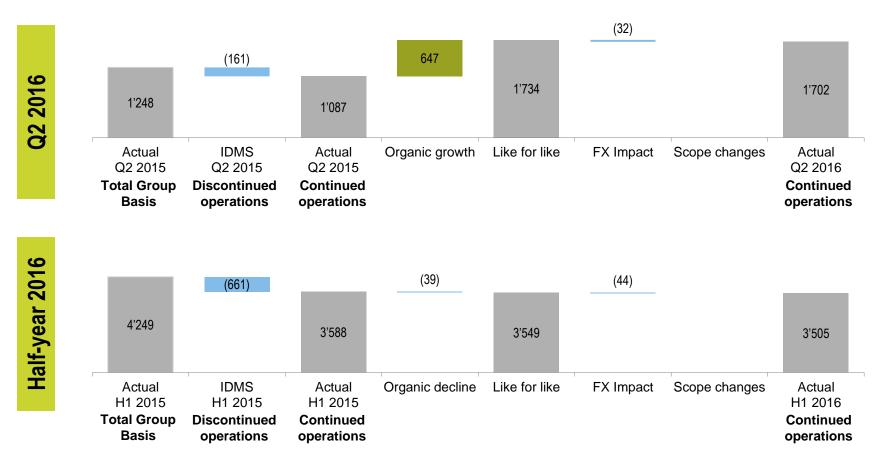


FX rate EUR/CHF: Actual H1 2016: 1.0960 / Actual H1 2015: 1.0567	FX rate EUR/CHF: Actual Q2 2016: 1.0961 / Actual Q2 2015: 1.0410
FX rate EUR/USD: Actual H1 2016: 1.1155 / Actual H1 2015: 1.1154	FX rate EUR/USD: Actual Q2 2016: 1.1292 / Actual Q2 2015: 1.1053

EBITDA



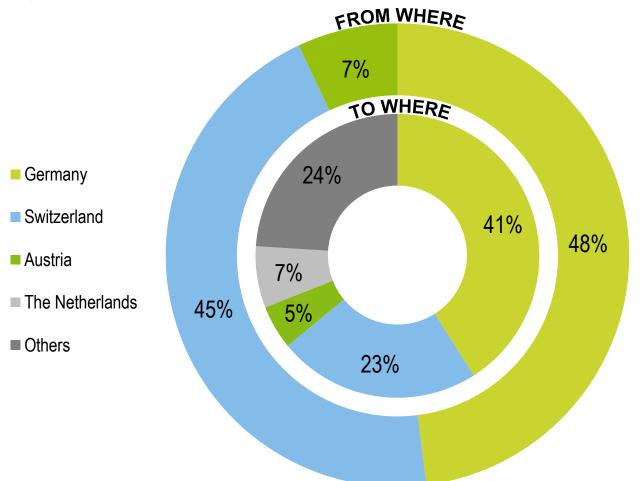
(in EUR 1'000)



FX rate EUR/CHF: Actual H1 2016: 1.0960 / Actual H1 2015: 1.0567	FX rate EUR/CHF: Actual Q2 2016: 1.0961 / Actual Q2 2015: 1.0410
FX rate EUR/USD: Actual H1 2016: 1.1155 / Actual H1 2015: 1.1154	FX rate EUR/USD: Actual Q2 2016: 1.1292 / Actual Q2 2015: 1.1053

NET SALES BY COUNTRIES 2015 (Continued operations)

(in EUR 1'000)



excee

NET WORKING CAPITAL (Continued operations)



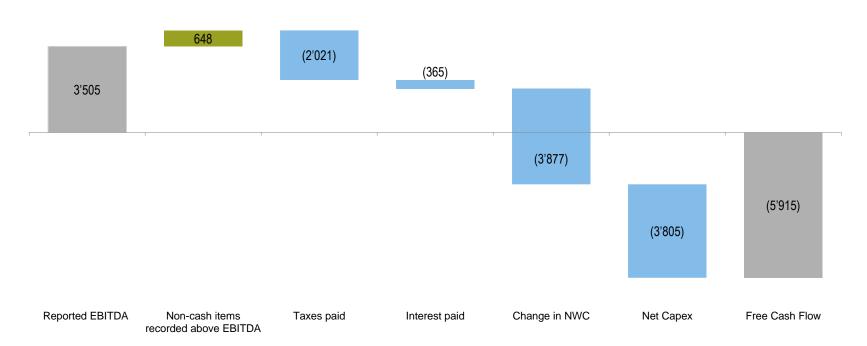
(in EUR million) 70 120.0 114.0 110.2 104.7 110.0 102.7 103.6 104.1 98.3 96.1 60 100.0 93.4 92.9 91.7 89.2 85.9 Trade payables Inventories 90.0 80.0 82.3 81.0 50 78.9 80.0 Other current liabilities 66.7 70.0 40 Accrued expenses / deffered income 60.0 30 Current income 50.0 tax liabilities 40.0 20 Trade receivables 30.0 20.0 10 Other current receivables 10.0 25.8 30.0 33.7 35.7 31.0 27.8 29.2 32.4 33.8 30.6 36.9 38.2 36.5 31.7 33.0 35.3 0 Q4 2012 Q3 2013 Q1 2012 Q2 2012 Q3 2012 Q1 2013 Q2 2013 Q4 2013 Q1 2014 Q2 2014 Q3 2014 Q4 2014 Q1 2015 Q2 2015 Q3 2015 Q4 2015 Q1 2016 Q2 2016 Liabilities Assets Current income tax receivable Accrued income / prepaid expenses



Net Working Capital of 104.1% of sales in Q2 2016, down from 114.0% in Q2 2015

FROM EBITDA TO FREE CASH FLOW (Cont. operations)

(in EUR 1'000)



- Free Cash Flow in H1 2016 EUR (5.9) million versus EUR (6.0) million in H1 2015
- Main Free Cash Flow Drivers are:
 - Lower EBITDA Performance in H1 2016 of EUR 3.5 million versus EUR 3.6 million in H1 2015
 - Increase of Net Capital Expenditure¹⁾ (from EUR (2.5) million in H1 2015 to EUR (3.8) million in H1 2016)
 - Increased outflow from Net Working Capital movements EUR (3.9) million in H1 2016 (H1 2015: EUR (3.6) million)
 - Lower tax payments in H1 2016 of EUR (2.0) million versus EUR (3.4) million in H1 2015

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

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NET DEBT

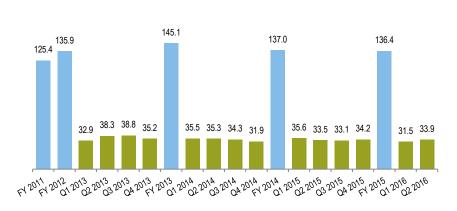




Net Debt increase in H1 2016 by EUR 5.8 million

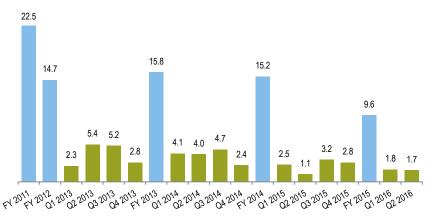
ACTUALS & MEDIUM-TERM TARGETS (Cont. operations)





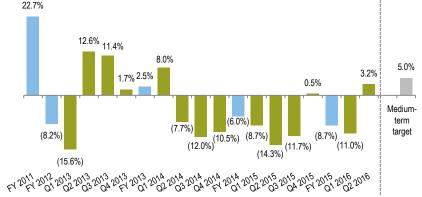
Net Sales (EUR million)

Recurring EBITDA (EUR million)¹⁾

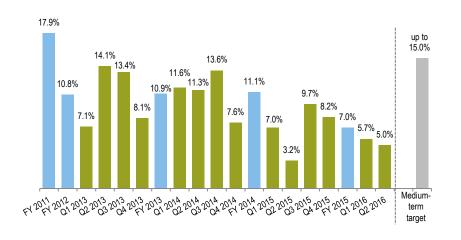


1) FY 2012 number reflect IAS 19 restatement

Organic Growth Rate (%)



Recurring EBITDA Margin (%)¹⁾

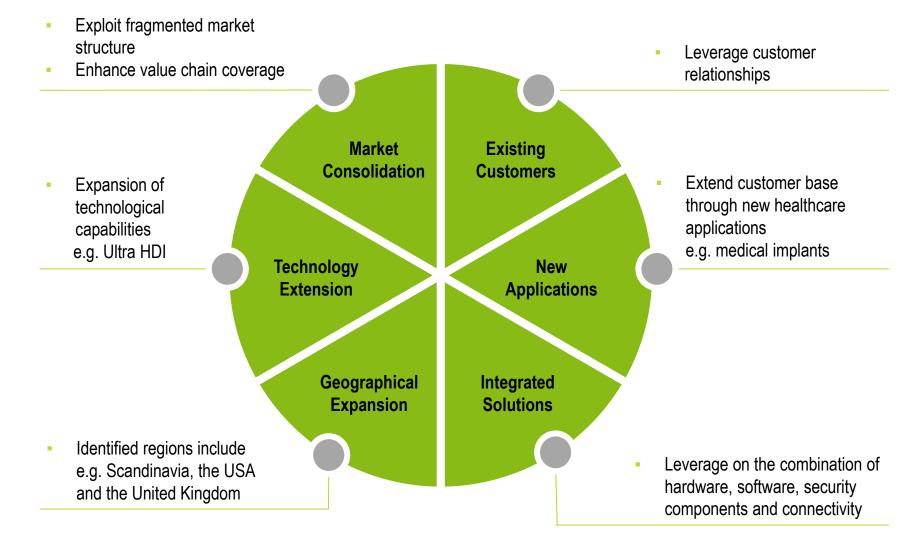




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exceet Group | October 2016



GROWTH STRATEGY



GROUP STRENGTHS



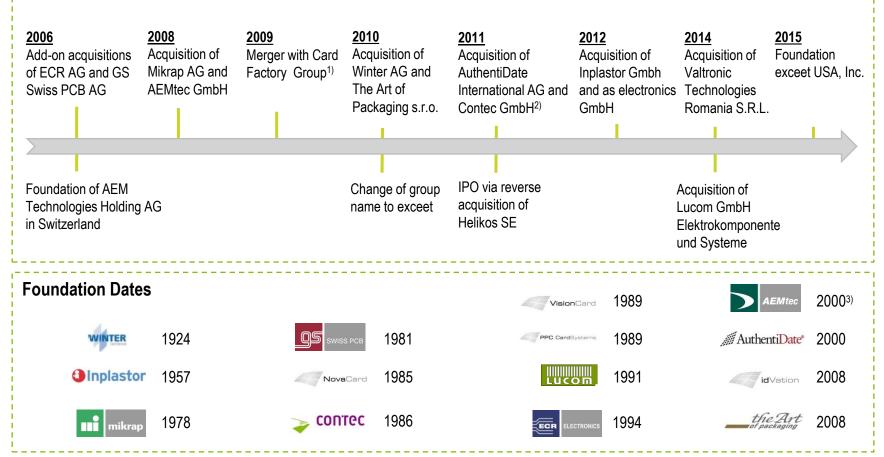
Miniaturization	Strong skills in development & manufacturing of miniaturized electronic components, modules & systems
Health	Specialist with many years of experience in development and manufacturing of complete medical devices and experienced Partner for FDA approvals & certifications
Box-building	Full 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

exceet is exciting



Annex





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

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 Solutions AG (former AuthentiDate International AG); Merger of PPC and NovaCard into exceet Card AG

²⁾ Closing occurred in April/May 2011



Top 10 Customer = 46% of total Sales		Selected References	
Customer Health Industry Health Health Industry Health Industry Health Industry Health Industry	Revenue in EUR million 14.4 9.6 8.2 8.1 6.5 4.8 3.8 3.0 2.5 2.4	CERN COCHLEAR DELPHI DORNIER FERAG FRANCE TELECOM GE GN RESOUND MEGITT	PHILIPS PHONAK RITTAL ROCHE DIAGNOSTICS SANDOZ SCHAEFFLER SIEMENS SONY T SYSTEMS
Total Status: December 2015	63.2		

Status: December 2015

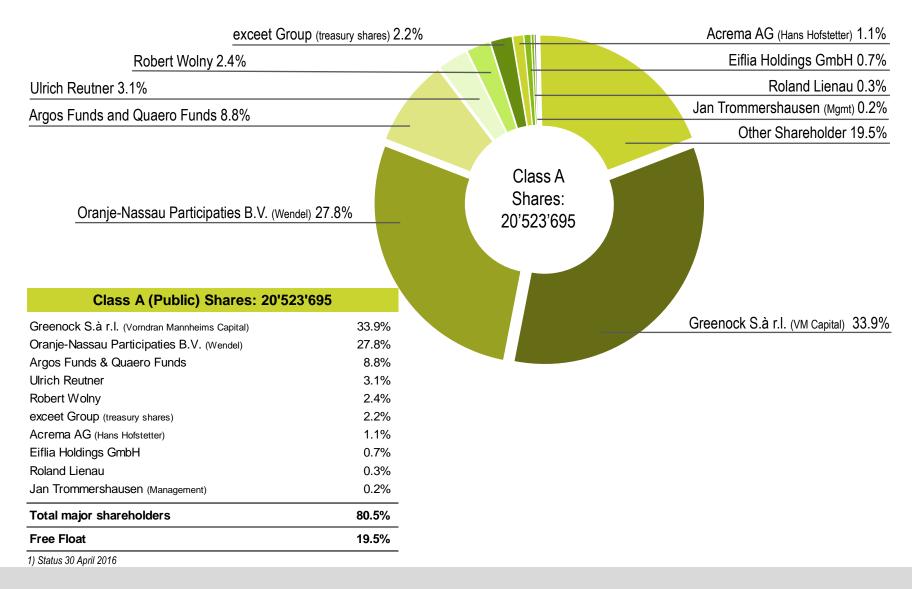
PRODUCTION & ENGINEERING SITES



ECMS Berlin, D 1 EMte Design, development, industrialization and series production for high-end complex electronic and electrooptical systems Großbettlingen, D 2 exceet Design, Development & engineering of intelligent control and automation 1 Systems **ESS** Rotkreuz, CH 3 exceet 8 Development and Manufacturing of FLECTRONICS \bigcirc 2 modular platforms of industrial exceet Düsseldorf, D embedded computers Software, Services (Cloud Services) and 34 (5)Consulting for Secure Business Processes ÷ 3 Rotkreuz, CH Development and Production of 6 medical equipment units, such as 8 Zirndorf, D blood analysis devices exceet Mobile communication & M2M Remoteservice. Küssnacht. CH 4 Automation and security technology Development & Manufacturing of miniaturized printed circuit boards for the medtec industry e.g. hearing aid Implants (5) exceet Ebbs / Tirol, A FLECTRONIC Development, gualification and series production of medical devices exceet Woburn (Massachusetts), USA Sales Office 6 Bucharest, RO exceel Engineering services (electronic, mechanical, software and optical development) for the Health market

OWNERSHIP - CLASS A SHARES 1)

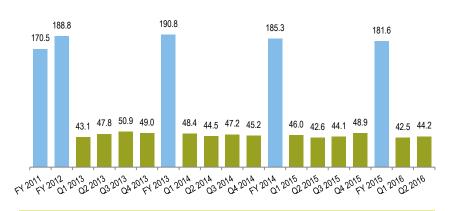




ACTUALS & MEDIUM-TERM TARGETS (Total Group Basis)

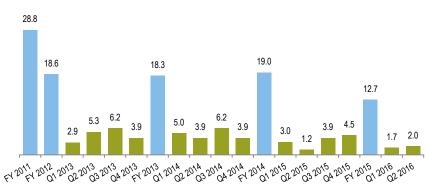
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5.0%

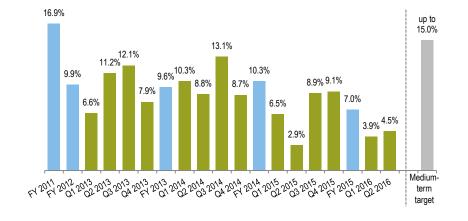


Net Sales (EUR million)

Recurring EBITDA (EUR million)¹⁾



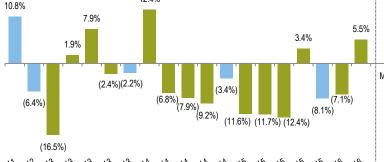
1) FY 2012 number reflect IAS 19 restatement



Medium-(2.4%)(2.2%) term (6.8%) (7.9%) (9.2%) (3 4% (7.1%)target (6.4%) (8.1%) (11.6%) (11.7%) (12.4%) (16.5%) EX 201/1 201/2 201/3 201/3 201/3 201/3 201/3 201/3 201/3 201/4 201/4 201/4 201/4 201/5 201

Organic Growth Rate (%)

12.4%



Recurring EBITDA Margin (%)¹⁾

CONSOLIDATED FINANCIALS



January – June 2015 & 2016

	Income Statem	nent		
	Total Grou	up Basis	Continued C	perations
(in EUR 1'000)	Jan Jun. 2016	Jan Jun. 2015	Jan Jun. 2016	Jan Jun. 2015
Revenue	86'754	88'554	65'424	69'083
Cost of sales	(75'005)	(76'081)	(56'381)	(59'135)
Gross profit	11'749	12'473	9'043	9'948
% margin	13.5%	14.1%	13.8%	14.4%
Distribution costs	(7'227)	(6'961)	(4'703)	(4'879)
Administrative expenses	(6'633)	(7'025)	(5'195)	(5'761)
Other operating income	(7'790)	502	393	143
EBIT	(9'901)	(1'011)	(462)	(549)
% margin	(11.4%)	(1.1%)	(0.7%)	(0.8%)
Net financial result	(874)	(4'420)	(701)	(4'082)
Earnings before taxes / EBT	(10'775)	(5'431)	(1'163)	(4'631)
Income Tax	280	106	(206)	(266)
Net profit continued operations	(10'495)	(5'325)	(1'369)	(4'897)
Net proftit discontinued operations	0	0	(9'126)	(428)
Net profit	(10'495)	(5'325)	(10'495)	(5'325)
% margin	(12.1%)	(6.0%)	(16.0%)	(7.7%)

Recurring EBITDA				
	Total Gro	up Basis	Continued C	Operations
(in EUR 1'000)	Jan Jun. 2016	Jan Jun. 2015	Jan Jun. 2016	Jan Jun. 2015
Reported EBIT	(9'901)	(1'011)	(462)	(549)
+ PPA Amortization	1'441	1'464	1'303	1'326
+ Impairment charges Goodwill	8'500	0	0	0
EBIT before PPA Amortization / Impairment	40	453	841	777
+ Depreciation / Amortization charges	3'619	3'796	2'664	2'811
+ Non recurring items	0	0	0	0
Recurring EBITDA	3'659	4'249	3'505	3'588
% recurring EBITDA margin	4.2%	4.8%	5.4%	5.2%

CONSOLIDATED FINANCIALS



31 December 2015 / 30 June 2016

Assets				
(in EUR 1'000)	30 June 2016	31 December 2015		
Tangible assets	28'930	34'425		
Intangible assets	43'503	60'944		
Deferred tax assets	2'171	1'362		
Other non current assets	30	216		
Inventories	29'730	30'440		
Trade receivables, net	19'004	22'720		
Other current assets	1'972	2'207		
Current income tax receivable	1'570	1'006		
Cash and cash equivalents	23'871	33'256		
Assets classified as held for sale	27'931	0		
Total assets	178'712	186'576		

Shareholders' Equity & Liabilities				
(in EUR 1'000)	30 June 2016	31 December 2015		
Total equity	92'457	105'488		
Borrowings	35'948	37'045		
Retirement benefit obligations	12'054	9'784		
Deferred tax liabilities	3'381	5'486		
Non current provisions & others	1'664	2'934		
Trade payables	7'119	9'191		
Other current liabilities	9'849	11'995		
Current borrowings	2'873	4'273		
Current provisions & others	368	380		
Liabilities classified as held for sale	12'999	0		
Total liabilities	86'255	81'088		
Total shareholders' equity & liabilities	178'712	186'576		

CONSOLIDATED FINANCIALS



January – June 2015 & 2016

Cash Flow Statement									
(in EUR 1'000)	Jan Jun. 2016	Jan Jun. 2015							
Earnings before taxes	(10'775)	(5'431)							
Depreciation, amortization & impairment charges	13'560	5'260							
Interest income / (expenses), net	514	525							
Change in fair value in financial instruments	320	(405)							
Change of provisions	78	54							
Other non-cash items, net	103	3'976							
Operating results before changes in net working capital	3'800	3'979							
Changes in net working capital	(5'365)	(2'116)							
Taxes paid	(2'060)	(3'439)							
Interest paid	(444)	(469)							
Cash Flow from operating activities	(4'069)	(2'045)							
Acquisition of subsidiaries, net of cash acquired	0	0							
CAPEX	(4'083)	(2'827)							
Sale of assets	271	446							
Cash Flow from investing activities	(3'812)	(2'381)							
Repayments / proceeds of borrowings	1'248	(741)							
Repayments / proceeds regarding finance lease	(1'400)	(1'331)							
Cash Flow from financing activities	(152)	(2'072)							
Net change in cash and cash equivalents	(8'033)	(6'498)							
Cash and cash equivalents at the beginning of the period	33'256	30'954							
Effect of exchange rate gains / (losses)	(98)	2'250							
Cash and cash equivalents at the end of the period	25'125	26'706							
Cash Flow from discontinued operations	(2'916)	288							



January – June 2015 & 2016

Segment Information														
	ECMS		ESS		Corporate & Others		Continued Operations		IDMS		Eliminations		Group Consolidation	
	Jan Jun.		Jan Jun.		Jan Jun.		Jan Jun.		Jan Jun.		Jan Jun.		Jan Jun.	
(in EUR 1'000)	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015
Net Sales	61'838	64'507	3'595	4'626	135	150	65'568	69'283	21'330	19'471	(144)	(200)	86'754	88'554
EBITDA In % of Net Sales	7'010 11.3%	7'155 11.1%	(1'031) (28.7%)	(374) (8.1%)	(2'474)	(3'193)	3'505 5.3%	3'588 5.2%	154 0.7%	661 3.4%			3'659 4.2%	4'249 4.8%
EBIT In % of Net Sales	3'428 5.5%	3'371 5.2%	(1'307) (36.4%)	(632) (13.7%)	(2'583)	(3'288)	(462) (0.7%)	(549) (0.8%)	(9'439) (44.3%)	(462) (2.4%)			(9'901) (11.4%)	(1'011) (1.1%)
CAPEX tangible assets	3'120	2'272	62	113	2	32	3'184	2'417	1'505	1'268			4'689	3'685
CAPEX intangible assets	170	115	454	7	1	5	625	127	22	9			647	136
Depreciation of tangible assets	(2'246)	(2'388)	(43)	(38)	(23)	(23)	(2'312)	(2'449)	(900)	(927)			(3'212)	(3'376)
Amortization / Impairment of intangible assets	(1'336)	(1'396)	(233)	(220)	(86)	(72)	(1'655)	(1'688)	(8'693)	(196)			(10'348)	(1'884)



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