HUBER+SUHNER

Excellence in Connectivity Solutions

Company history

Roots

1864

Founding of SUHNER & Co. AG in Herisau

1882

Founding of the Aktiengesellschaft R+E. HUBER in Pfäffikon

1969

Merger into HUBER+SUHNER AG

Last acquisitions

2012

HUBER+SUHNER Astrolab

Astrolab
Warren, USA

2014

HUBER+SUHNER Cube Optics

Cube Optics
Mainz, Germany

2016

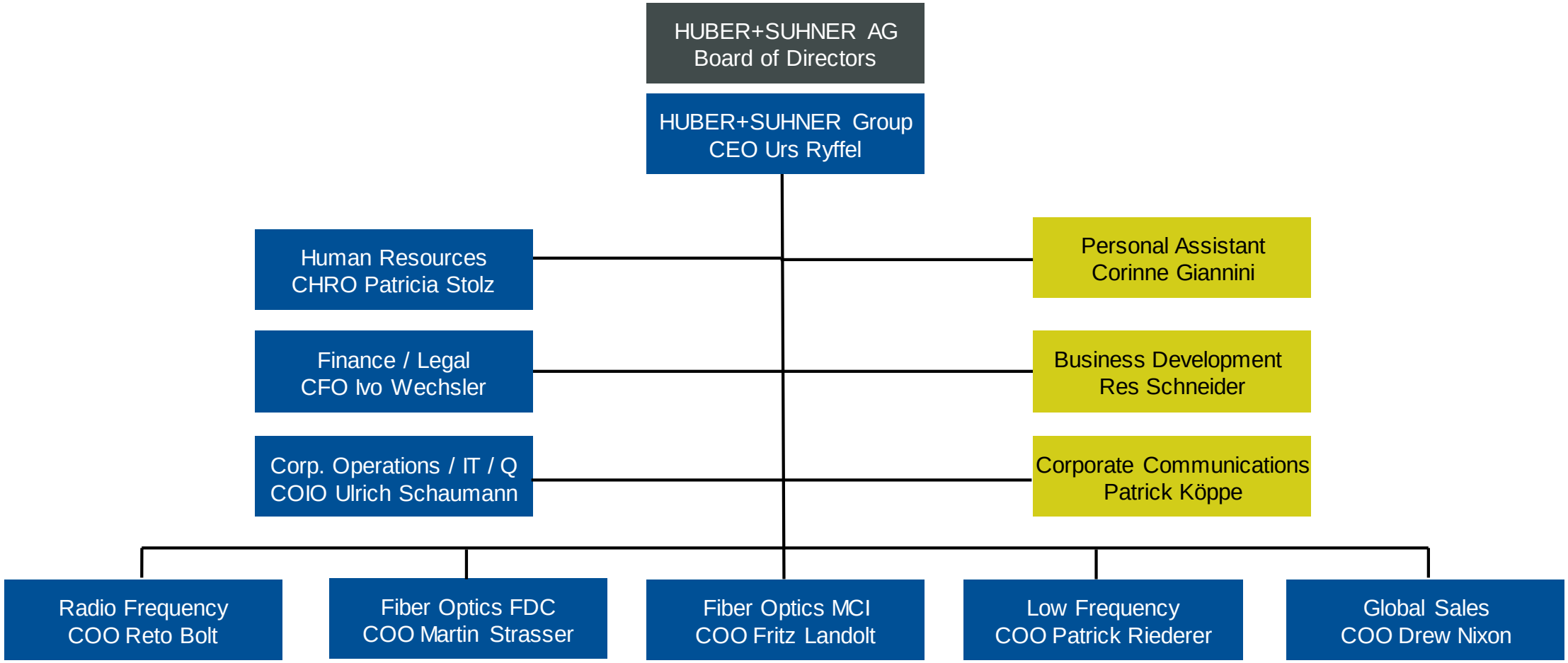
HUBER+SUHNER Polatis

Polatis
Cambridge, UK
and Bedford, USA

Key figures 2016

Key facts at a glance	
Net sales [CHF million]	737.2
EBIT [CHF million]	65.1
• in percent of net sales	8.8
Shareholders' equity (%)	82.8
Employees worldwide	4'031
• Employees Switzerland	1'250

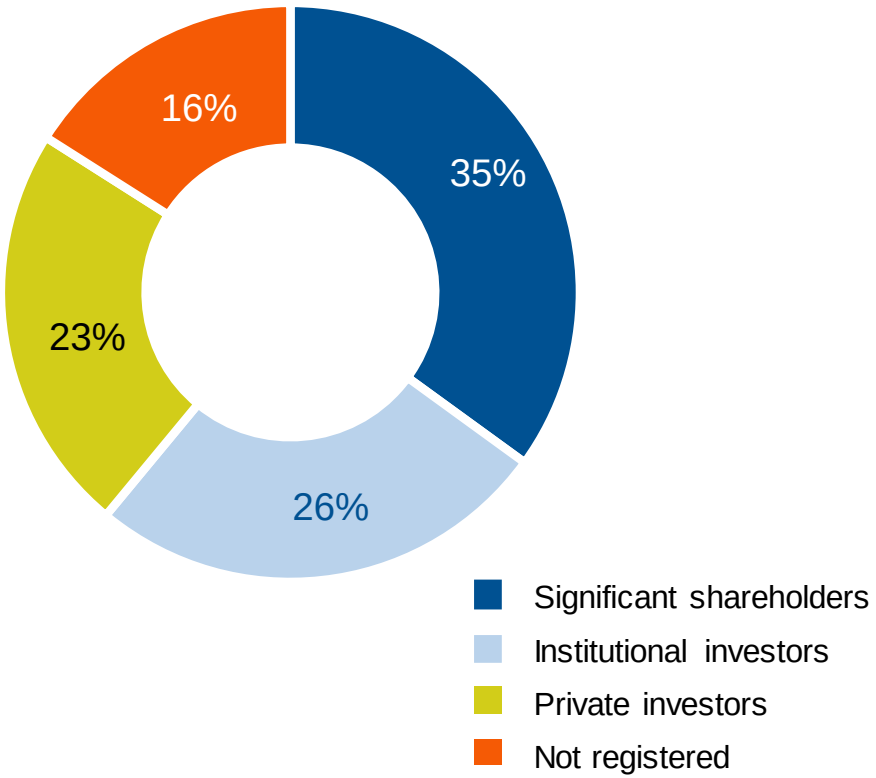
Organisation



Member of the Executive Board

Stable base of core shareholders

Approx. 3,700 shareholders



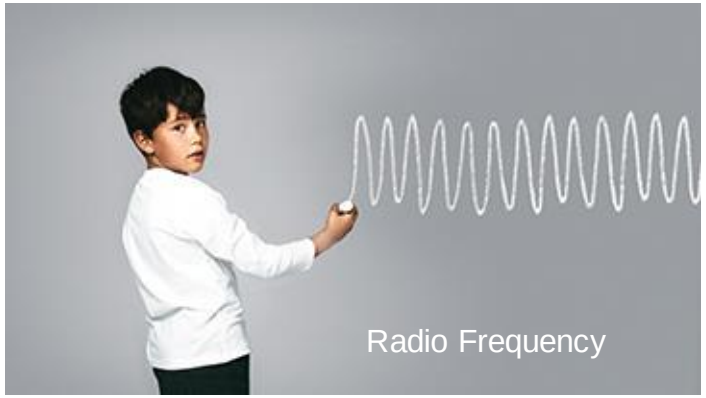
Significant shareholders*:

- Metrohm AG 10.6%
- Abegg Holding 10.0%
- S. Hoffmann-Suhner 6.2%
- EGS Beteiligungen AG 4.9%
- Huwa Finanz- und Beteiligungs AG 3.2%

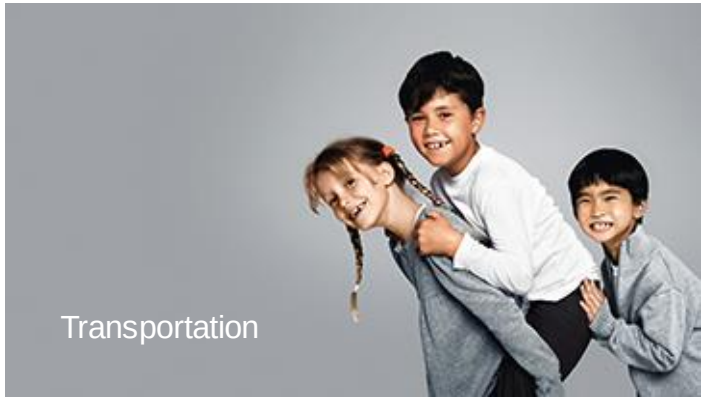
***** as of 14 March 2017

3x3-Strategy:
Balanced diversification

Technologies



Markets

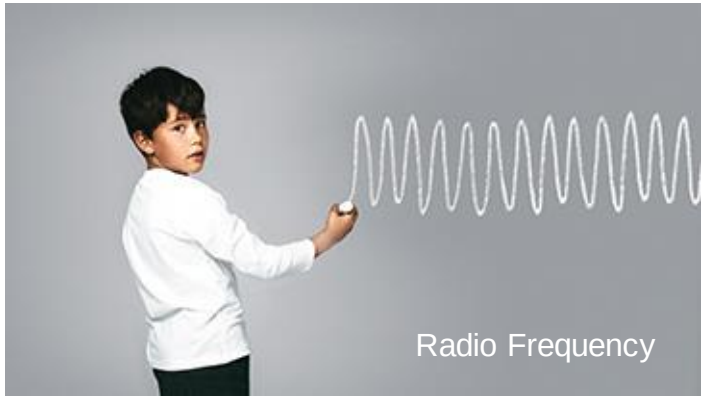


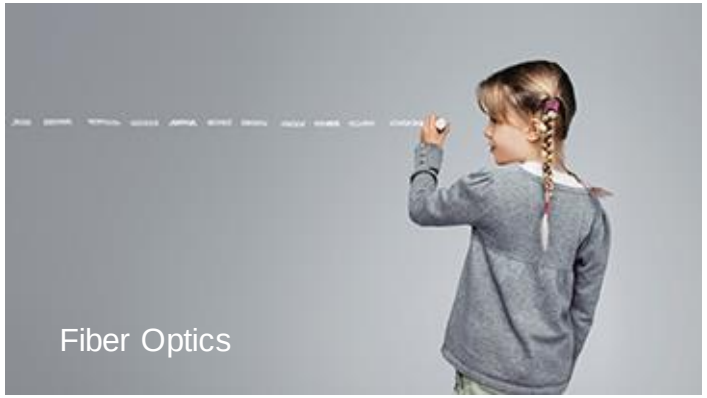
Our products:

Components and systems to transmit data and energy

Technologies

Unique technology combination

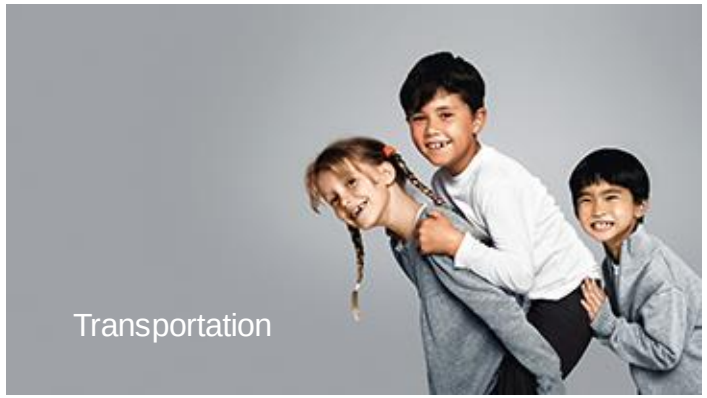




Products

Cables	Connectors and components	Assemblies	Systems

Our markets:
Attractive growth potential

	Communication	Transportation	Industrial
Technologies			
Products	• Mobile communication • Fixed network • Communication equipment manufacturers • Communication in buildings • Data centers	• Railways • Cars and utility vehicles	• Test+Measurement • Aerospace+Defense • Energy • Further high-tech niches

Our growth drivers

Broadband communication

Appetite for bandwidth

Electric mobility

Growing demand for mobility

Connected Mobility

High-tech niches

Constant change of technology

Our growth drivers

Broadband communication

Appetite for bandwidth
- Everything mobile – everything «smart»
- «Internet of things»
- Smartphones, app culture, mobile internet
- Big data, cloud services
- New standards for mobile communication: LTE/5G

Electric mobility

Growing demand for mobility
- Environmental awareness, safe, reliable, comfortable
- Urbanisation, «mega cities»
- Trains instead of plains
- Hybrid- and electric vehicles

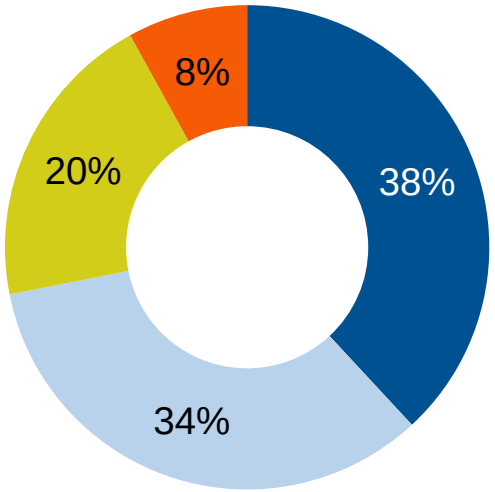
High-tech niches

Constant change of technology
- Higher data rates and frequency bands
- More electronics and sensors
- Higher safety requirements, data and signal integrity
- Miniaturisation
- Harsh conditions
- Industry 4.0

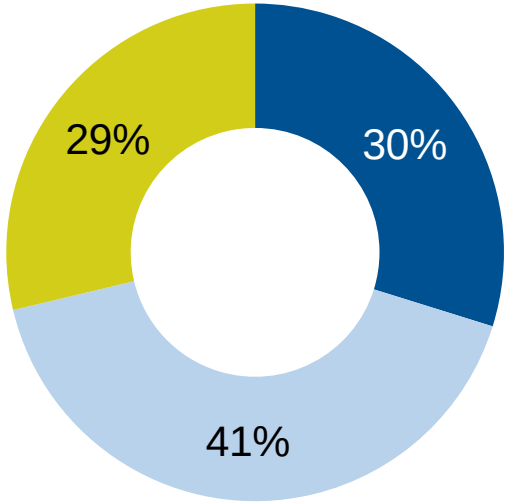
Connected Mobility

Net sales split 2016 (Net sales CHF 737.2 million)

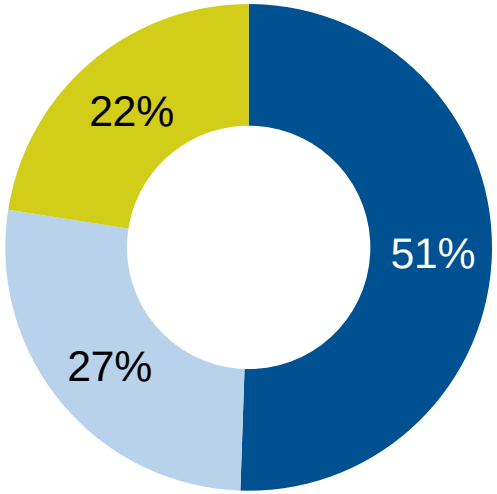
By region



By division



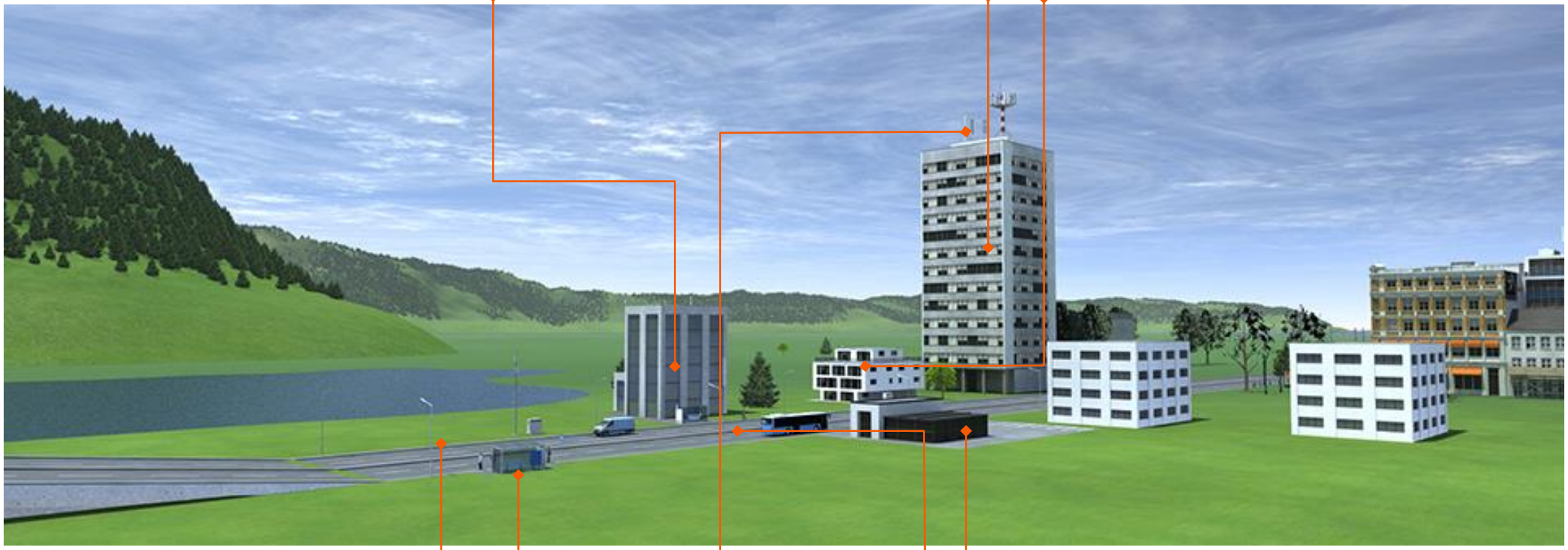
By market



Our solutions for the Communication market

Data centers – FO

In-building communication – RF, FO
- Fiber in the Home
- Wireless in-building coverage



Mobile communication – RF, FO
- Base station
- Solutions for site installations

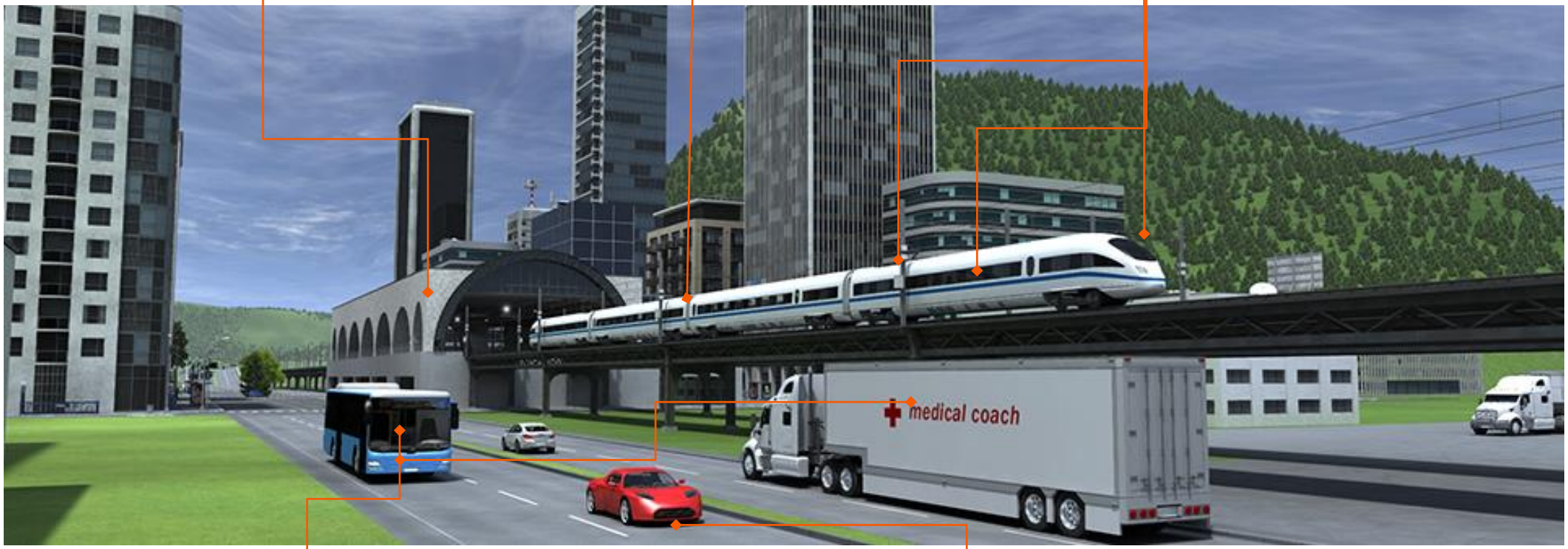
Fixed network – FO
- Central office
- Fiber to the Home

Our solutions for the Transportation market

Railway stations
– RF, FO, LF

Rolling stock
– RF, FO, LF

Communication-based train control/ train to ground communication – RF, FO, LF



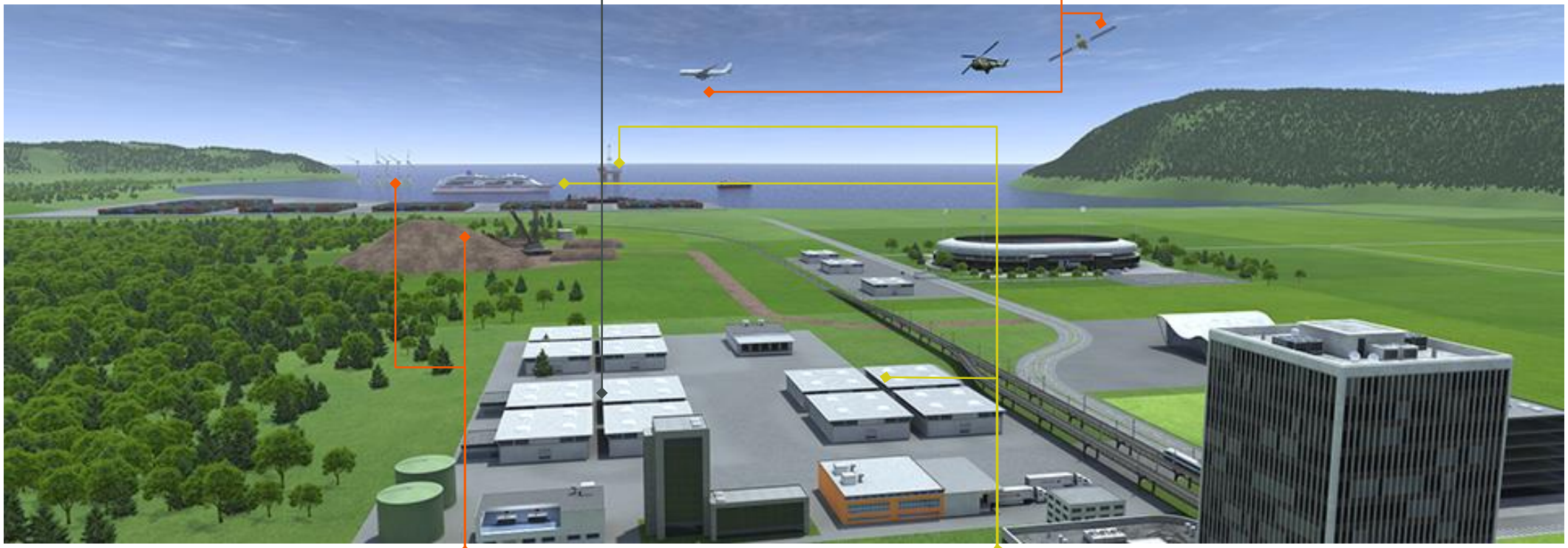
Wireless communication for buses and trucks – RF

Conventional, electric and hybrid vehicles – LF

Our solutions for the Industrial market

Test+Measurement – RF

Aerospace+Defense – RF, FO, LF

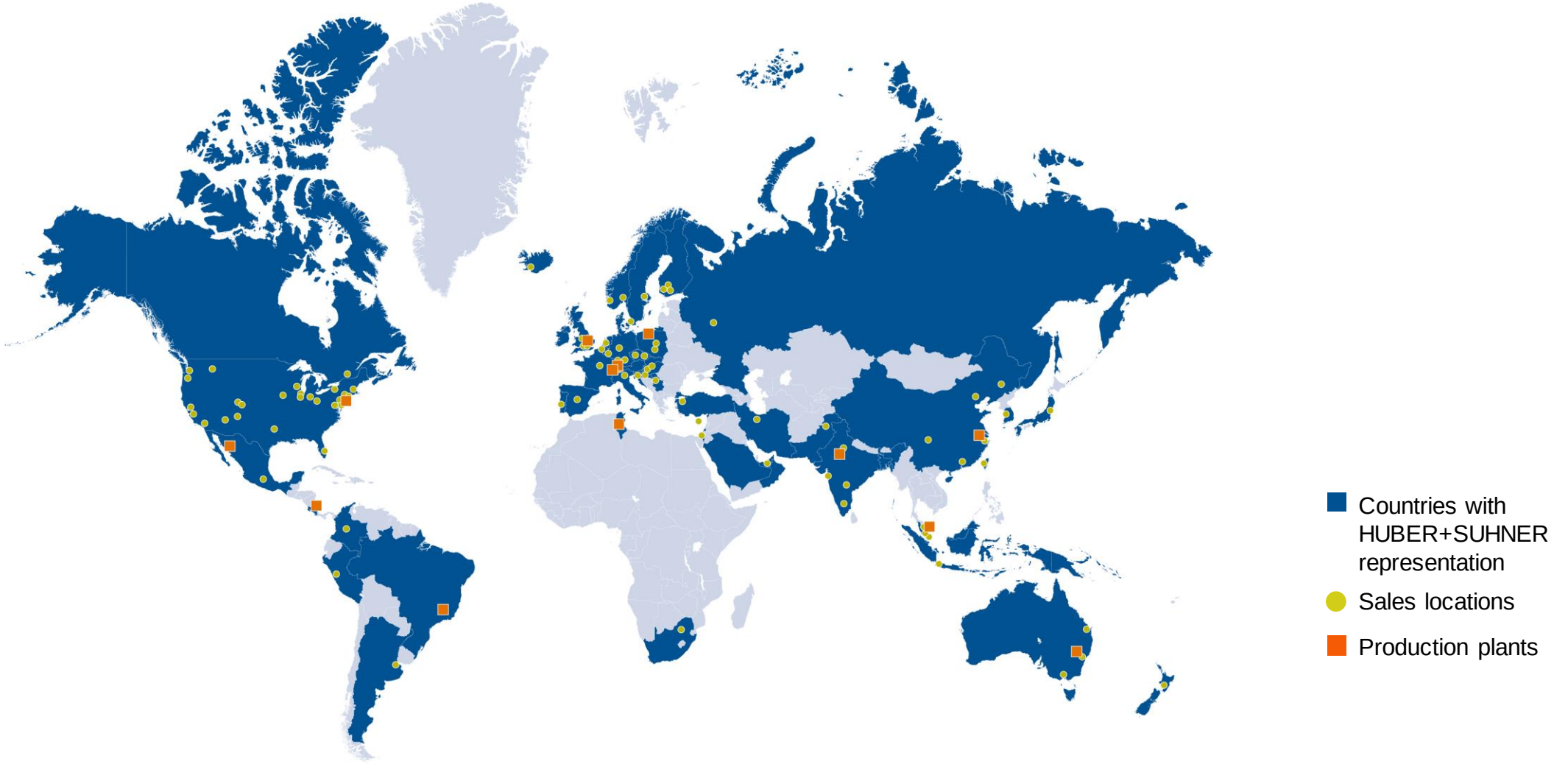


Energy – RF, FO, LF

Further niches – RF, FO, LF

- Medical
- Offshore
- Industrial automation

Global network: Worldwide close to our customers with sales, engineering and production



7 sales regions:
Local expertise for individual customer solutions

Worldwide close to our customers

- Close customer relations
- Close to the markets, regional solutions
- Local know-how (engineering, consulting)
- Flexible and fast customer service on-site

NEU Northern Europe
DACH Germany, Austria, Switzerland
ESEA Eastern and Southern Europe and Africa
NAM North America
SAM South America
NAS North Asia
ISA India, SEA (South-East Asia) and Australia

HUBER+SUHNER:
An attractive employer

Attractive working conditions

- Equal pay and opportunities
- Modern collective labour agreement Swissmem

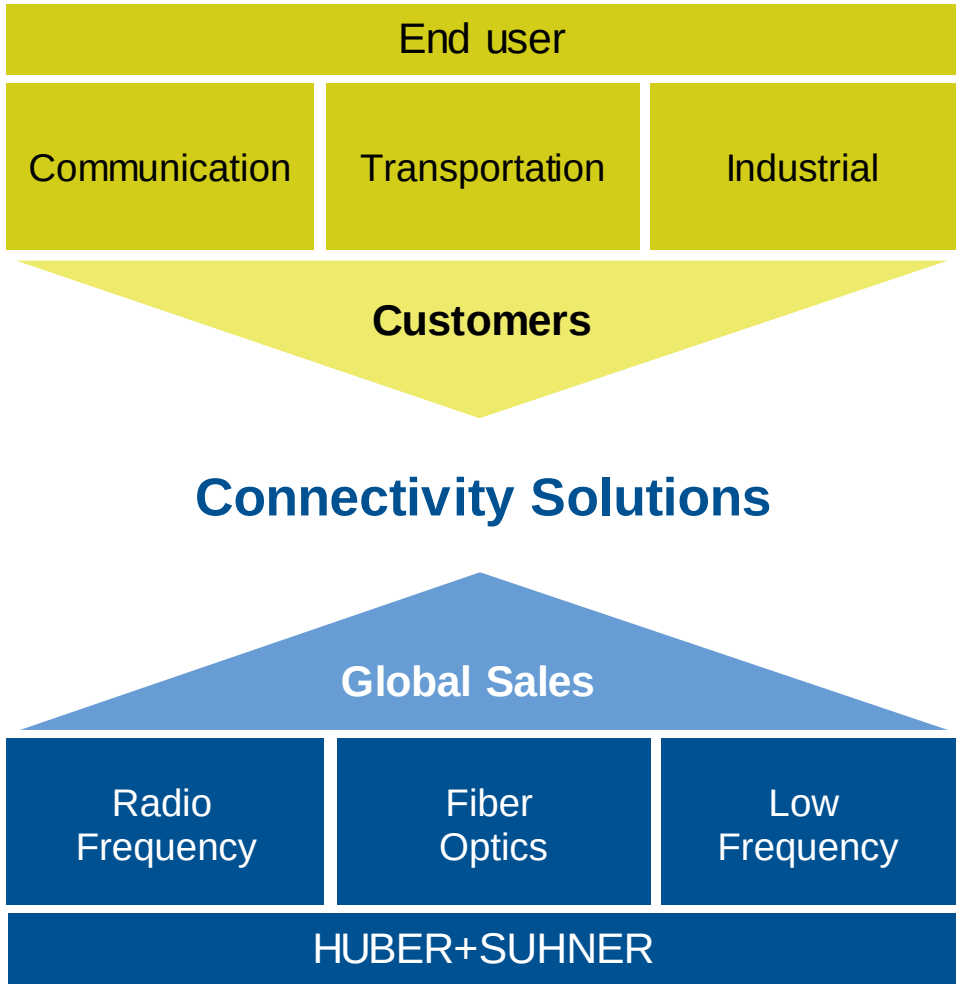
Positive environment

- Clear leadership values:
  - Entrepreneurial thinking and acting
  - Respectful cooperation
  - Progress through enthusiasm
  - Promotion of our employees at all levels

Interesting development opportunities

- Continuous apprenticeships and in-service trainings
- Teamwork in global, intercultural projects
- Worldwide assignments in other group companies

HUBER+SUHNER:
Excellence in Connectivity Solutions

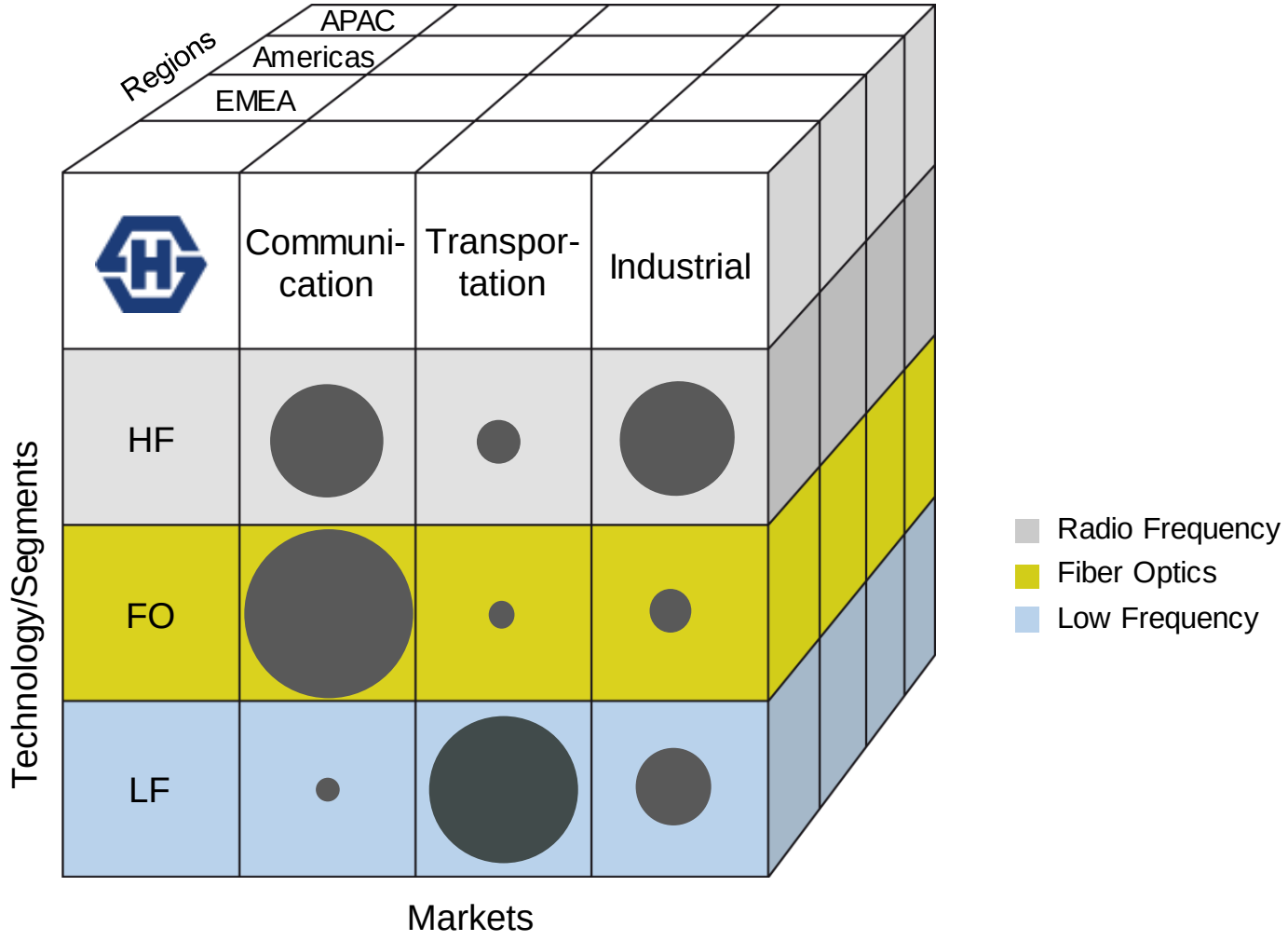


- Global presence in growing markets
- Unique combination of three key technologies
- Components and systems
- Strong relationships with leading customers
- Global manufacturing and logistics network
- Long-term strategy, strong balance sheet, significant shareholders
- People with passion for common goals

Our way of doing business

HUBER+SUHNER
Excellence in Connectivity Solutions

Electrical and optical connectivity technology:
The three dimensions of our business



Our ambition

Excellence in Connectivity Solutions

Strong position in target markets

Leader in technology and innovation

Operational excellence

People with passion for common goals and a strong financial base

Our foundation: Employees with passion for common goals and a strong financial basis

Long-term oriented stakeholder approach

Employees with passion for common goals

- Entrepreneurial thinking and acting
- Open, honest and timely communication
- Clear, challenging and meaningful goals
- Mutual trust and respect
- Attractive jobs and development opportunities

Solid financial basis

- Robust balance sheet with strong shareholders' equity
- Attractive profitability
- Net income oriented dividend policy
- Stable base of core shareholders

First pillar:
Strong position in target markets

Reliable products and services
- High-quality, broad product range
- Consistently high quality
- Fast and reliable global service

Strong market position
- High market share in target markets
- Established brands
- Focus on growth markets

Added value for our customers
- Continuous innovation
- Profound knowledge of applications and customer needs
- Unique combination of technologies
- Components and systems

Second pillar:
Leader in technology and innovation

Three types of product innovation:

Product care

– Improve functionality

– Reduce costs

– Range adjustments

New products

– New generation of products

– New applications

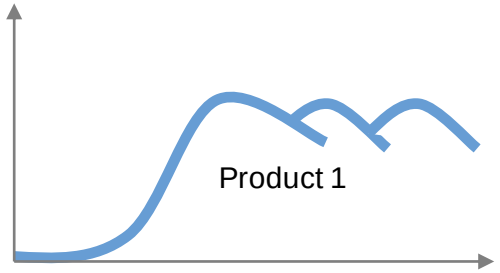
– Additional functionalities

New technologies / new business fields

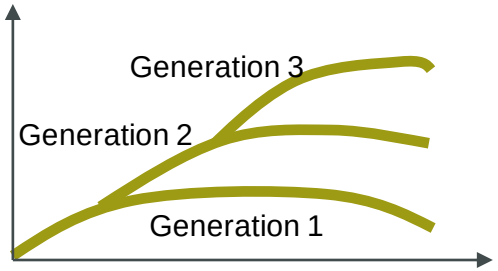
– Development of new technologies

– Entry into entirely new business fields

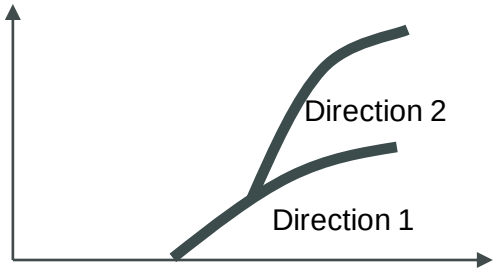
Extend life cycle



Start a new life cycle



Make a quantum leap



Third pillar:
Operational excellence

Global production network

- Technology centers and local assembly plants: high manufacturing expertise and customer proximity
- Global sourcing network to ensure best production supplies

Differentiated and customer oriented supply chain

- Flexibility, short delivery times and reliability thanks to close, tailor-made customer care
- For each customer the right supply chain management with fast delivery times and individual value-added services

Competitive costs and high quality

- Lean management: cost-optimised, fast and stable processes
- Quality and environmental protection through global process and quality management

HUBER+SUHNER

Excellence in Connectivity Solutions

Video clips on YouTube

HUBER+SUHNER
Excellence in Connectivity Solutions

HUBER+SUHNER video clips

All HUBER+SUHNER videos are available on our youtube channel under: https://www.youtube.com/user/HUBERSUHNERGroup

A selection:

- HUBER+SUHNER corporate movie
- Time to connect the next generation (Connected Mobility)
- HUBER+SUHNER Mixed Art (Compounding plant in Witzberg)
- Fiber in the Home – FTTH solution
- Solutions for the small cells deployment