

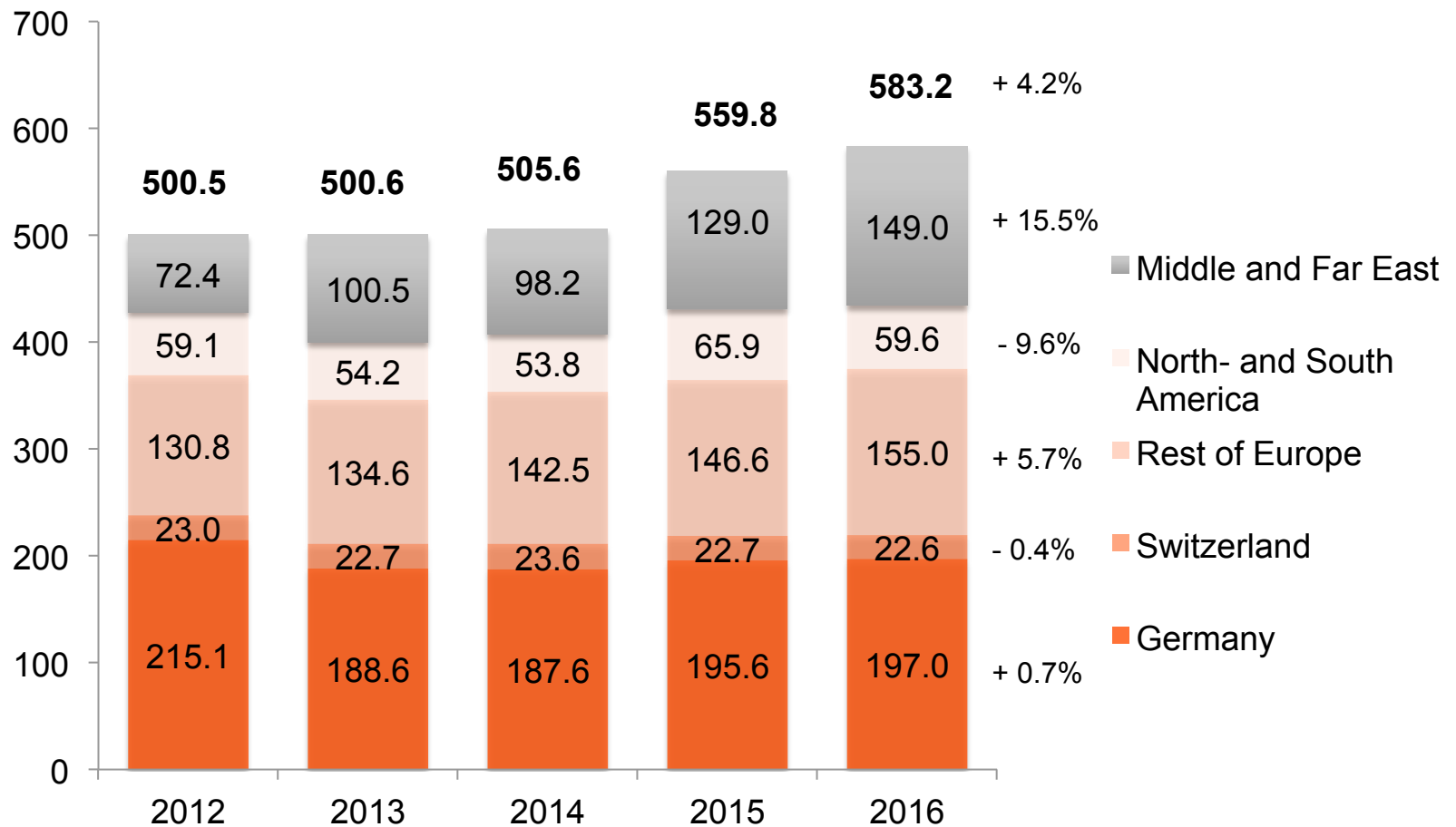


PHOENIX MECANO

Annual accounts 2016

**Presentation
25 April 2017**

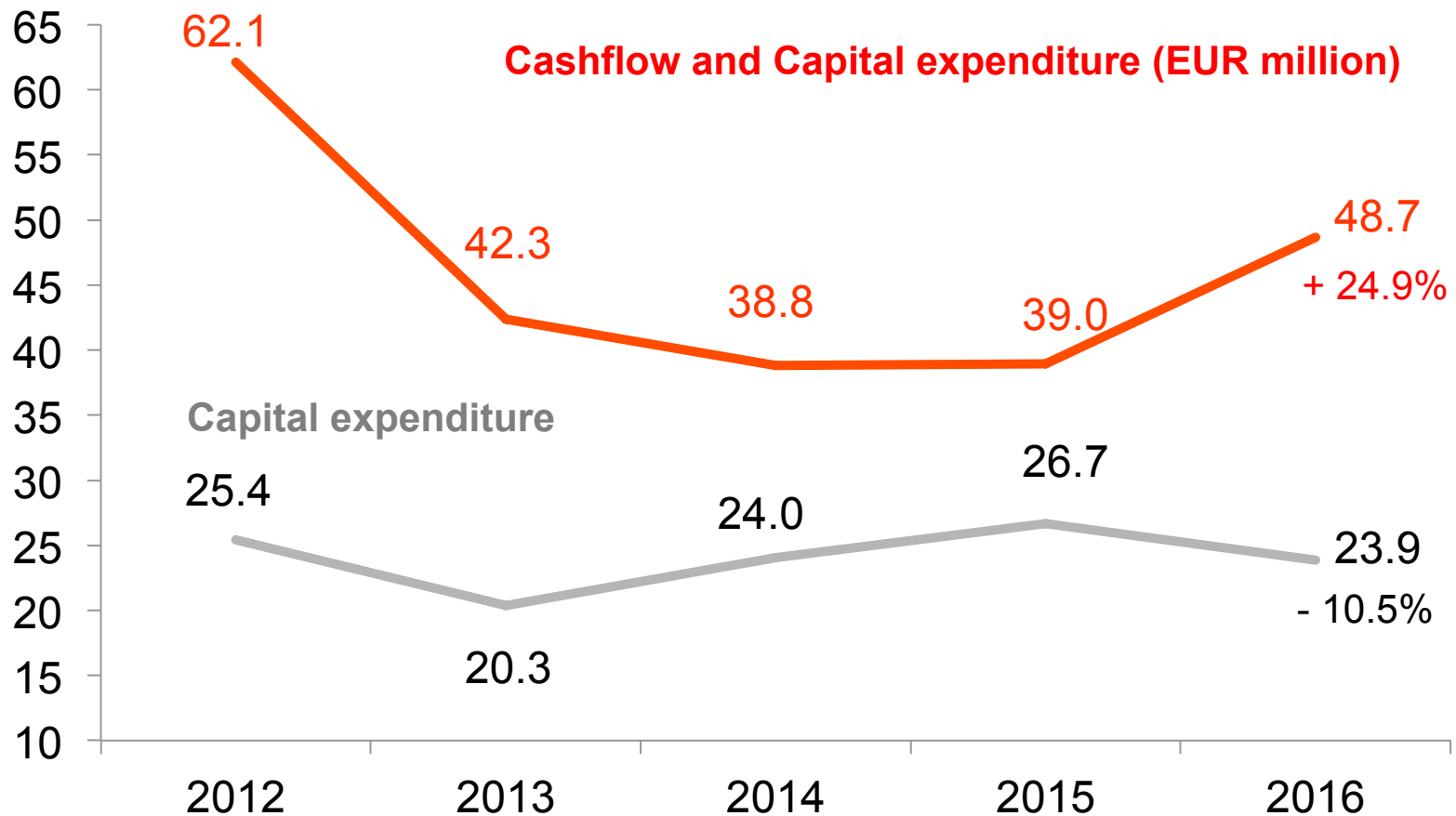
1. Gross sales consolidated by region (EUR million)



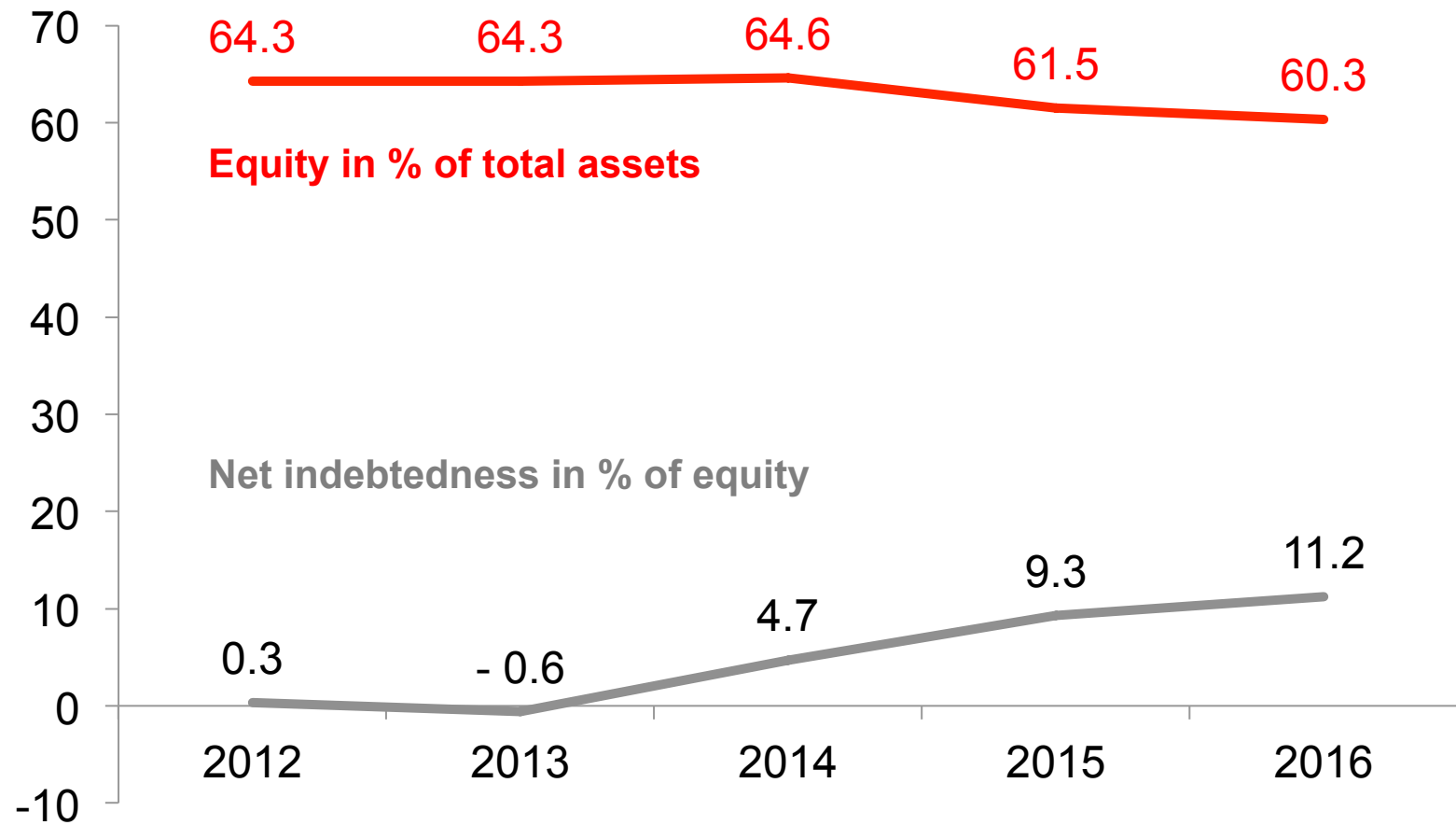
2. Consolidated result (EUR million)

	2015	2016	+/- VJ
Incoming orders	574.1	598.0	+4.2%
Gross sales	559.8	583.2	+4.2%
Book-to-Bill Ratio	102.6%	102.5%	
Operating result before exceptional expenses	30.4	34.5	+13.5%
Operating result margin before exceptional expenses	5.4%	5.9%	
Exceptional expenses	-15.4	---	
Operational result after exceptional expenses	15.0	34.5	+129.8%
Result of the period	6.7	23.0	+244.1%

3. Cashflow and Capital expenditure (EUR million)



4. Equity ratio and gearing



5. Result by division: Enclosures (EUR million)

	2015	2016	Variance
Gross sales	169.6	170.5	+0.6%
Operating result	17.0	18.8	+10.4%
Operating result margin	10.0%	11.0%	

6. Result by division: Mechanical Components (EUR million)

	2015	2016	Variance
Gross sales	274.4	286.9	+4.6%
Operating result	22.2	25.1	+12.9%
Operating result margin	8.1%	8.7%	

6. Result by division: ELCOM/EMS (EUR million)

	2015	2016	Variance
Gross sales	115.8	125.8	+8.6%
Operating result	-21.7	-8.4	+61.3%
Operating result margin	-18.7%	-6.7%	

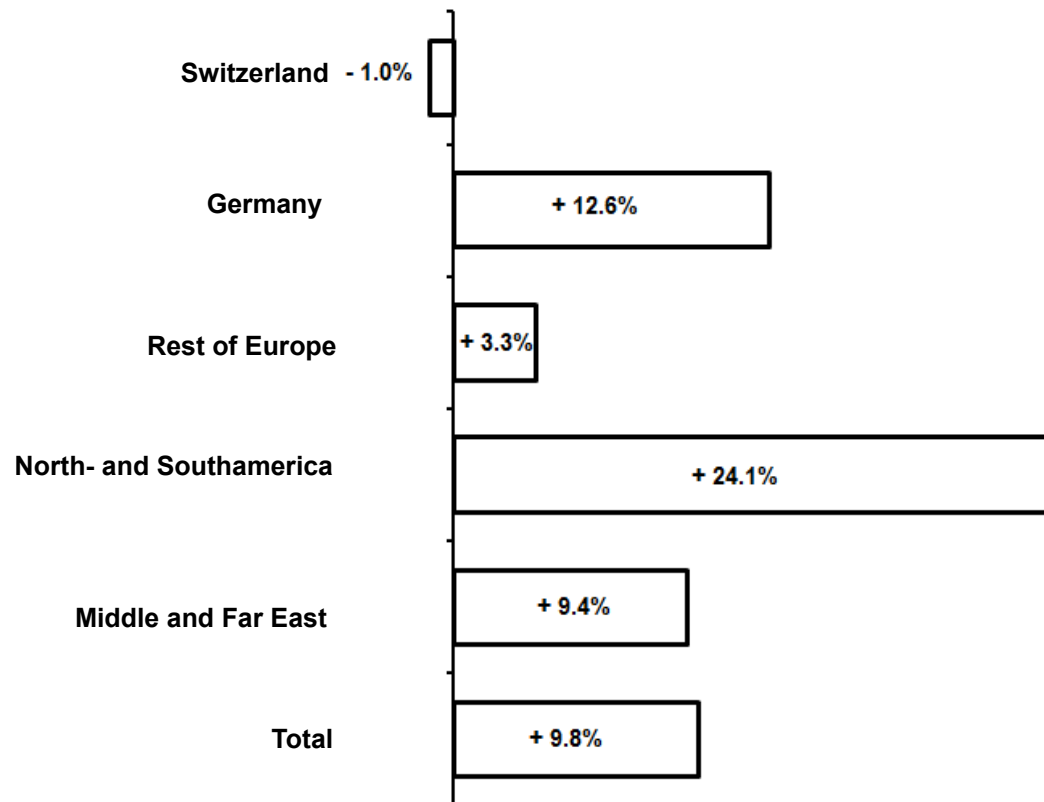
Current Business Q1 2017

**Presentation
25 April 2017**

1. Consolidated result (EUR million)

	1. Q 2016	1. Q 2017	Variance
Incoming orders	146.3	162.3	+11.0%
Gross sales	146.8	161.2	+9.8%
Book-to-Bill Ratio	99.6%	100.7%	
Operating result	9.8	11.5	+16.9%
Operating result margin	6.7%	7.1%	
Result of the period	6.5	7.9	+22.0%

2. Gross sales by region Q1 2016 vs. Q1 2015 in %



3. Result by division: Enclosures (EUR million)

	Q 1 2016	Q 1 2017	Variance
Gross sales	45.7	49.6	+8.5%
Operating result	5.2	6.5	+25.3%
Operating result margin	11.3%	13.1%	

4. Result by division: Mechanical Components (EUR million)

	Q 1 2016	Q 1 2017	Variance
Gross sales	71.4	77.9	+9.1%
Operating result	6.3	7.2	+14.6%
Operating result margin	8.8%	9.2%	

5. Result by division: ELCOM/EMS (EUR million)

	Q 1 2016	Q 1 2017	Variance
Gross sales	29.7	33.7	+13.4%
Operational Cashflow	0.9	1.1	+31.8%
Operating result	-1.1	-1.3	-21.8%
Operating result margin	-3.6%	-3.9%	



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