



PHOENIX MECANO

Presentation

24 April 2012

Current Business

Q1 2012

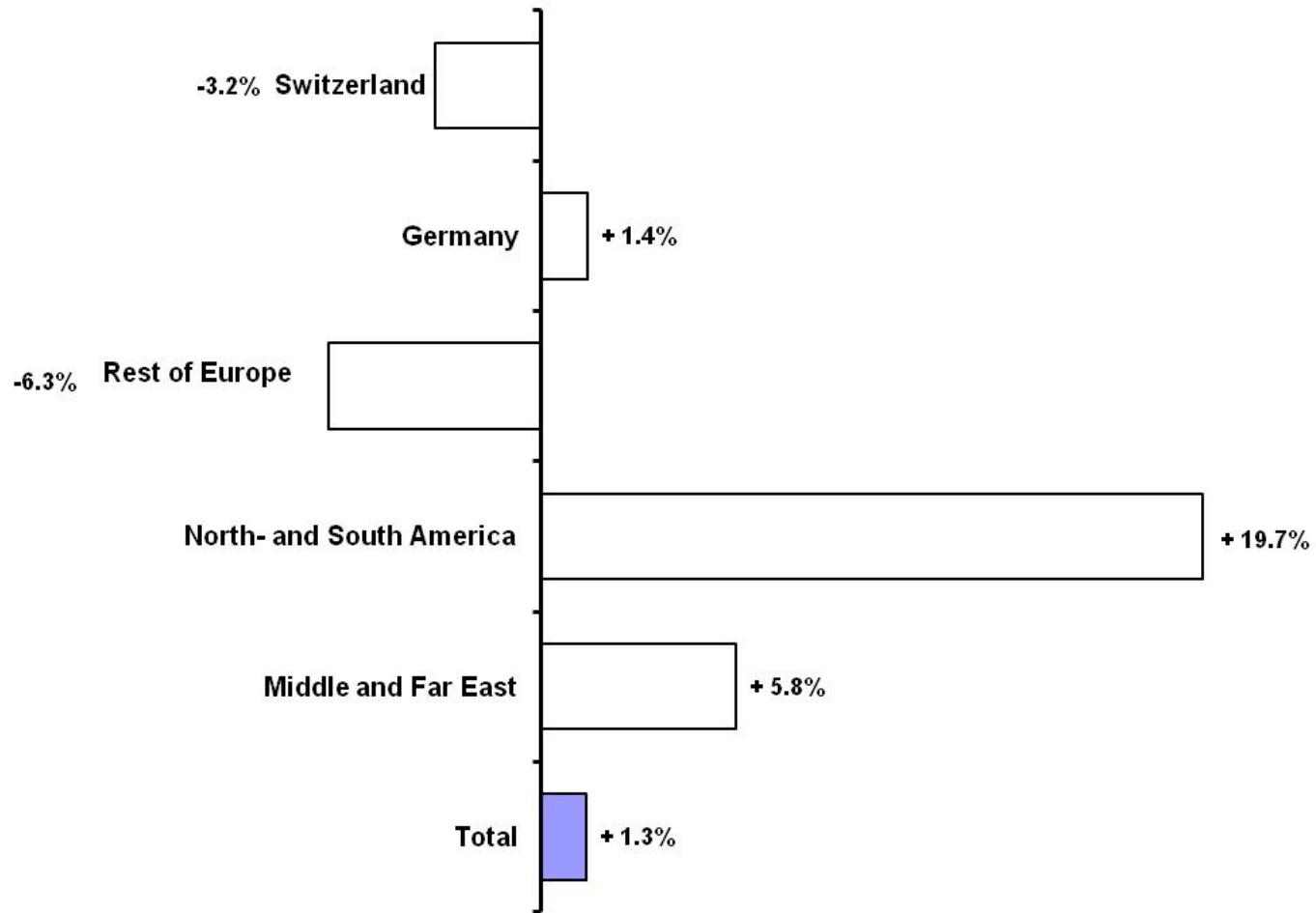
1. Consolidated result

EUR million

	Q 1 2011	Q 1 2012	Variance previus year
Incoming orders	143.9	146.0	+1.5%
Gross sales	136.9	138.7	+1.3%
Book-to-Bill Ratio	105.1%	105.3%	
Operating cash flow	22.9	19.7	-13.9%
Operating result	18.2	14.4	-21.0%
Operating result margin	13.3%	10.3%	
Result of the perios	14.5	10.9	-24.9%

2. Sales per region

Variance Q1 12 in % compared to Q1 11



3. Division results: Enclosures

EUR million

	Q1 2011	Q1 2012	Variance
Gross sales	45.4	44.8	-1.3%
Operating result	10.2	8.8	-14.1%
Operating result margin	22.5%	19.6%	

4. Division results: ELCOM/EMS

EUR million

	Q1 2011	Q1 2012	Variance
Gross sales	33.2	35.8	+7.6%
Operating result	3.0	2.4	-19.9%
Operating result margin	9.1%	6.8%	

5. Division results: Mechanical Components

EUR million

	Q1 2011	Q1 2012	Variance
Gross sales	58.3	58.1	-0.2%
Operating result	6.1	4.0	-34.3%
Operating result margin	10.4%	6.9%	



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