

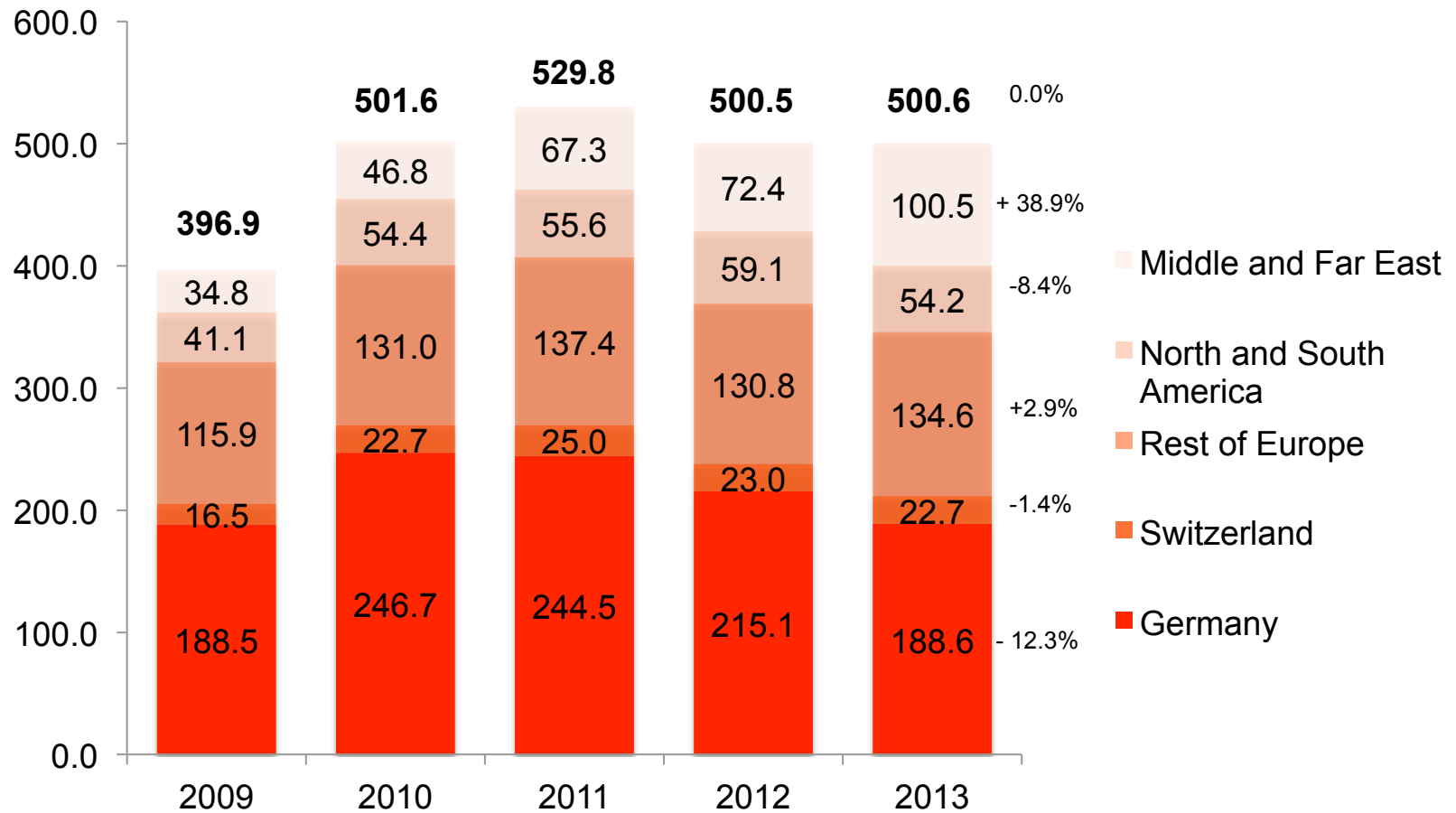


PHOENIX MECANO

Annual accounts 2013

Presentation 23 April 2014

1. Gross sales by region (EUR million)

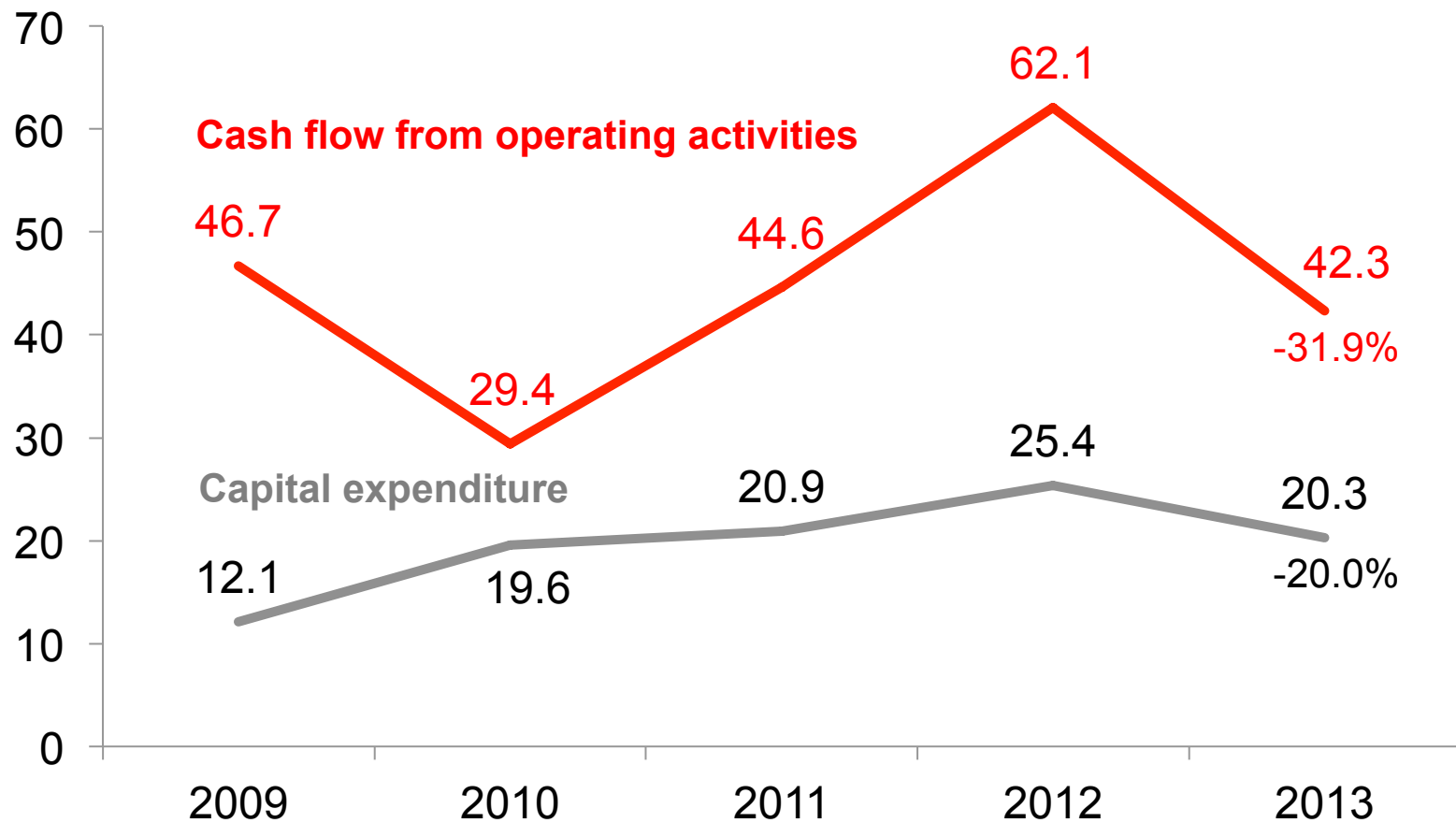


2. Consolidated result (EUR million)

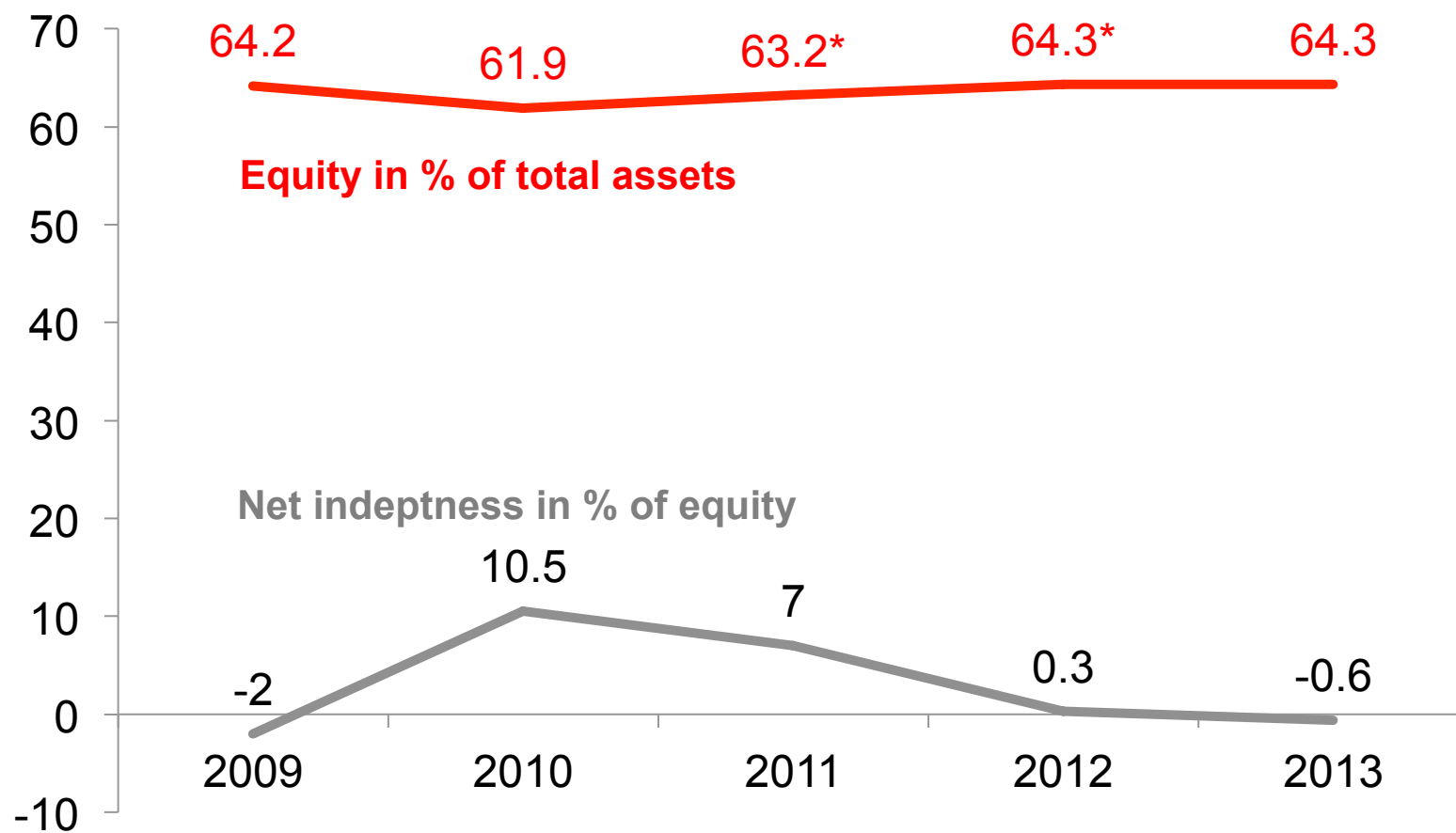
	2012*	2013	Change
Incoming orders	506.0	515.7	+1.9%
Gross sales	500.5	500.6	+0.0%
Book-to-Bill Ratio	101.1%	103.0%	
Operating cash flow	54.5	56.2	+3.1%
Operating result	27.9	35.0	+25.5%
Operating result margin	5.6%	7.0%	
Result of the period	18.1	22.4	+23.9%

*Restated due to IAS 19

3. Cashflow and Capital expenditure (EUR million)



4. Equity ratio and gearing



*Restated due to IAS 19

5. Result by division: Enclosures (EUR million)

	2012	2013	Variance
Gross sales	160.0	159.8	-0.1%
Operating result	22.8	21.0	-7.9%
Operating result margin	14.3%	13.2%	

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

	2012	2013	Variance
Gross sales	220.5	236.4	+7.2%
Operating result	11.9	17.4	+45.5%
Operating result margin	5.4%	7.3%	

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

	2012	2013	Variance
Gross sales	119.9	104.3	-13.0%
Operating result	-5.1	-0.6	-88.2%
Operating result margin	-4.2%	-0.6%	

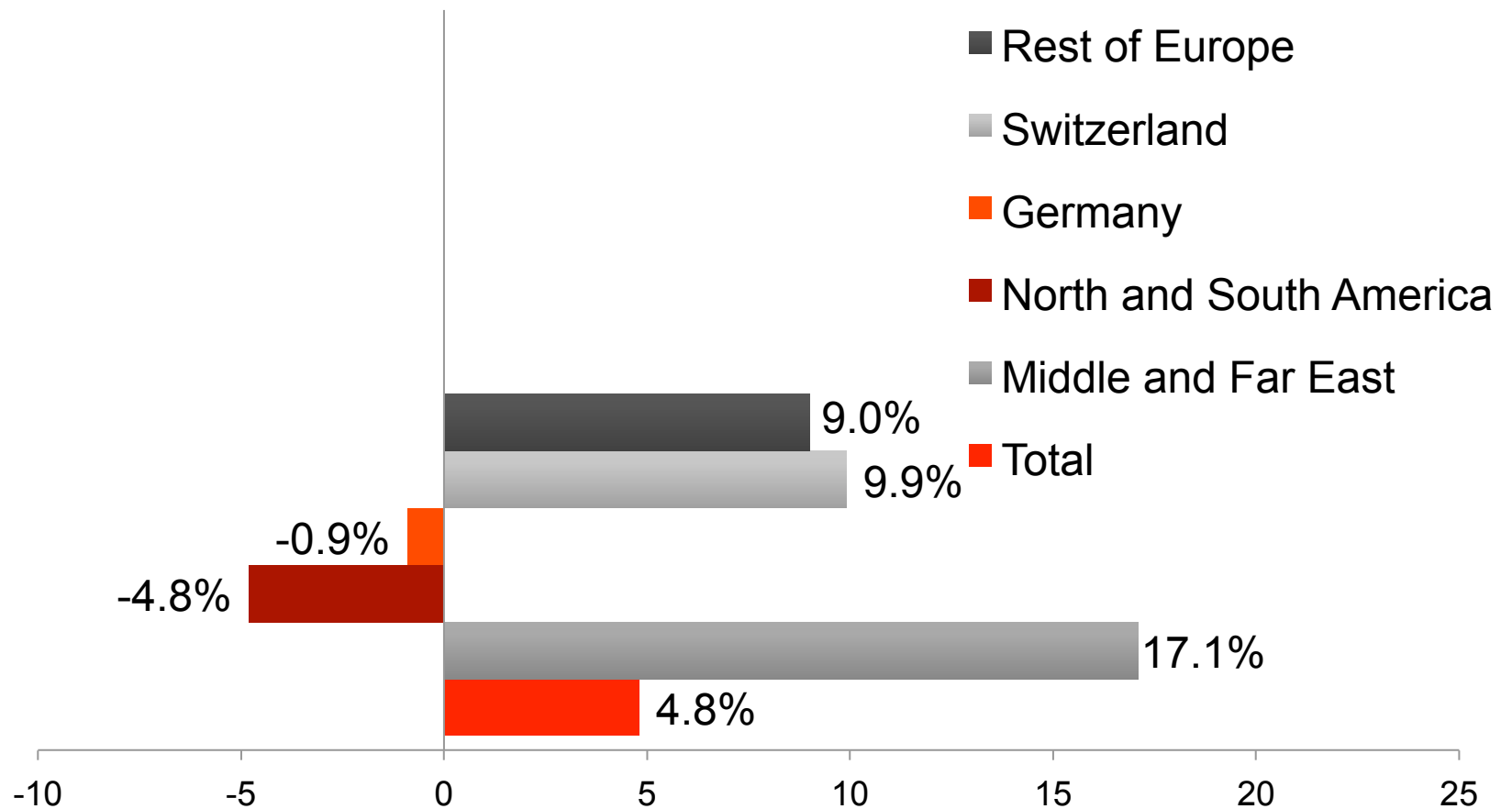
Current Business Q1 2014

Presentation 23 April 2014

1. Consolidated result (EUR million)

	Q 1 2013	Q 1 2014	Change
Incoming orders	134.9	132.6	-1.7%
Gross sales	127.0	133.0	+4.8%
Book-to-Bill Ratio	106.2%	99.7%	
Operating cash flow	15.6	17.4	+11.9%
Operating result	10.6	11.8	+11.8%
Operating result margin	8.3%	8.9%	
Result of the period	7.9	7.6	-4.0%

2. Gross sales by region Q1 2014 vs. Q1 2013 in %



3. Result by division: Enclosures (EUR million)

	Q 1 2013	Q 1 2014	Variance
Gross sales	42.1	44.0	+4.5%
Operating result	6.4	7.4	+14.9%
Operating result margin	15.2%	16.7%	

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

	Q 1 2013	Q 1 2014	Variance
Gross sales	58.5	63.1	+7.9%
Operating result	4.5	6.3	+40.9%
Operating result margin	7.7%	10.0%	

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

	Q 1 2013	Q 1 2014	Variance
Gross sales	26.4	25.9	-1.9%
Operating result	0.4	-1.0	-340.4%
Operating result margin	1.5%	-3.8%	