



ASCOM

IR PRESENTATION

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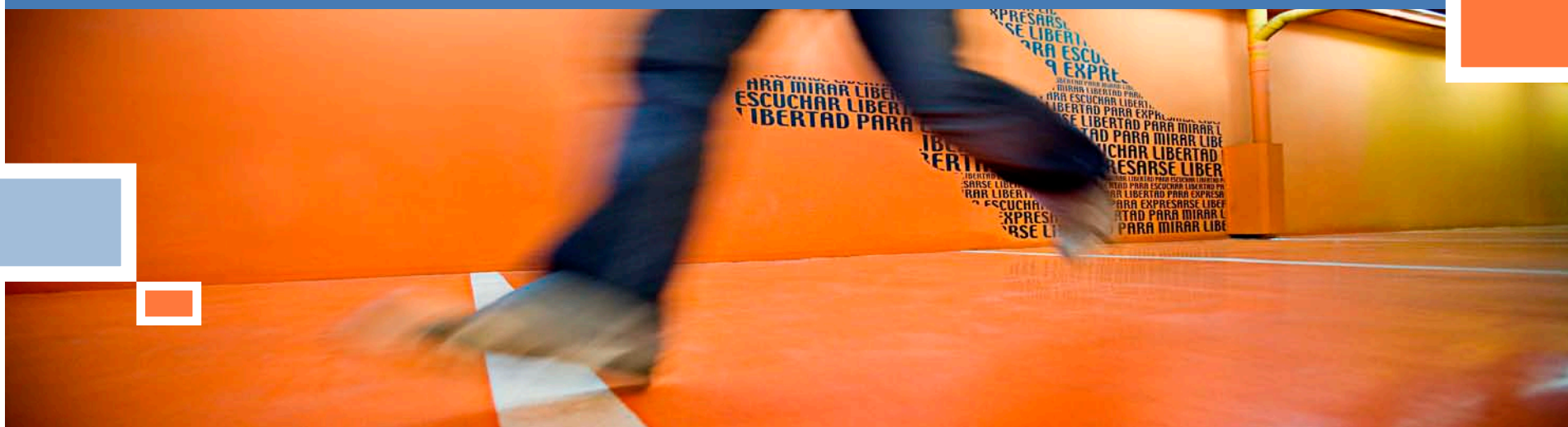
AGENDA

- ABOUT ASCOM
- 2010 RESULTS AT A GLANCE
- DIVISIONAL HIGHLIGHTS
- 2010 FINANCIAL RESULTS
- OUTLOOK





ABOUT ASCOM



THE ASCOM GROUP AT A GLANCE

- Focus on Mission-Critical Communication
 - Wireless Solutions
 - Network Testing
 - Security Communication
- Workforce of some 2'100 employees worldwide
- Subsidiaries in 19 countries
- Yearly sales of approx. CHF 570 million
- 2010 EBITDA margin of 12%
- Ascom registered shares (ASCN) are listed on the SIX Swiss Exchange in Zurich with a market capitalization of approximately CHF 500 million



MISSION-CRITICAL COMMUNICATION STRATEGY SINCE 2004

Customer needs:

- Communication systems and solutions, which enable quicker and very reliable responses, when security, safety or efficiency is mission critical
- Constant innovation, which ensures efficient use of customers' investments and resources

Strategy:

- Substantial investments in innovation and people
- Operational excellence
- Active portfolio strategy
- Market leadership in selected communication segments with international growth perspectives based on specific growth drivers

ASCOM – A MISSION-CRITICAL COMMUNICATION COMPANY

Wireless Solutions



Wireless on-site communication solutions for hospitals, elderly care, and other establishments

Leading wireless on-site communication company to become the international leader in health care communication

Network Testing



Testing and optimization solutions for mobile networks

No. 1 globally in mobile network optimization and benchmarking tools benefiting from LTE investments

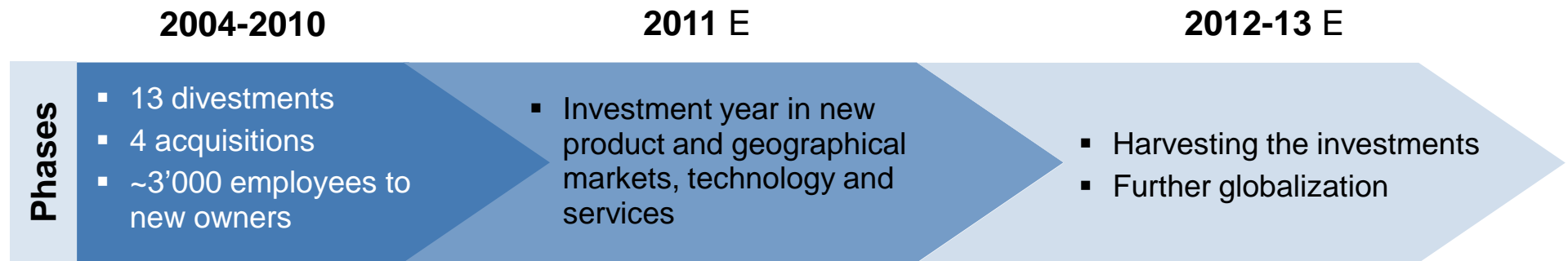
Security Communication



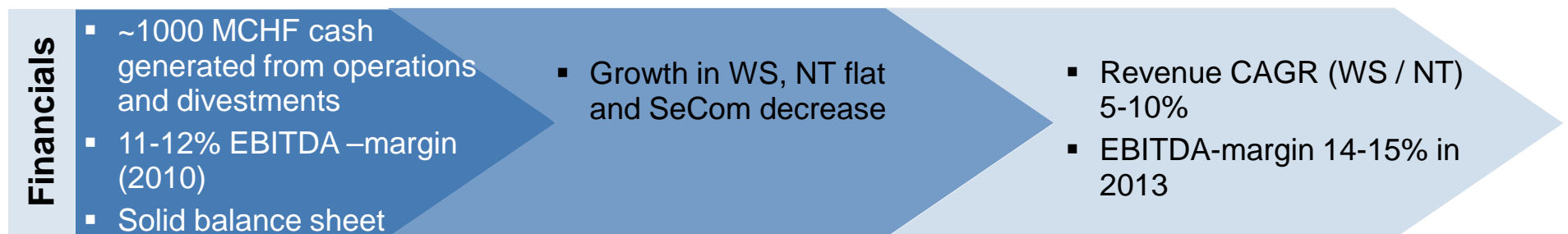
Communication solutions for national and civil security organizations

Swiss national champion in communication technology

CONSISTENT IMPLEMENTATION OF THE STRATEGY SINCE 2004



Mission-Critical Communication



STRATEGIC PLAN 2011-2013: 'IN 13: 14 TO 15'

(2013: 14-15% EBITDA MARGIN)

THE CONSISTENT IMPLEMENTATION OF OUR PROVEN STRATEGY

2010 Sustainable profitability achieved

- Leading positions in growth markets
- All divisions profitable and positioned to capture future growth
- R&D spending increased to 10.0% of revenue (2009: 8.7%)

2011 Investments in complementary technologies, regional growth and new offerings to accelerate 'Mission-Critical Communication' strategy

- Investments to reinforce organic growth: Distribution, R&D, offering
- M&A (Wireless Solutions): Health care communication or market consolidation

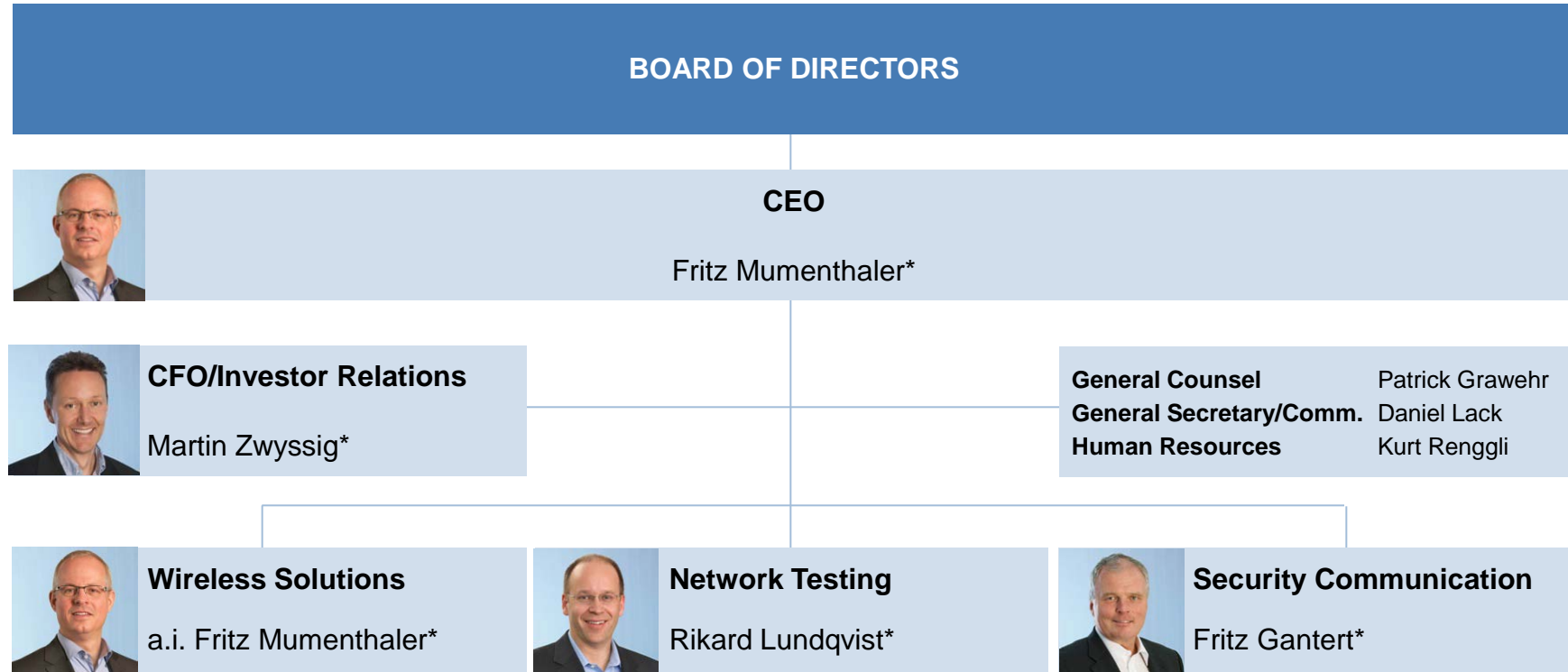
2012/13 Harvest the fruits

- Wireless Solutions (WS): Return on health care communication investments
- Network Testing (NT): Return on LTE investments, driven by mobile data growth
- Security Communication (SeCom): Benefits from improved efficiency

ASCOM – GLOBAL PRESENCE



MANAGEMENT TEAM AS OF 1 APRIL 2011



* Member of the Executive Board

STARTING FROM A VERY GOOD 2010: 2011 FIRST STEP TO ACHIEVE 'IN 13: 14 TO 15'

	INVESTMENTS	LEVEL	RESULTS
2011 PLAN	<p>WS</p> <ul style="list-style-type: none"> ▪ New products ▪ New technologies ▪ New markets and channels ▪ M&A <p>NT</p> <ul style="list-style-type: none"> ▪ Investments in products <p>SeCom</p> <ul style="list-style-type: none"> ▪ Life-cycle partnership in CH ▪ Investments in efficiency 		<ul style="list-style-type: none"> ▪ WS: continued growth and preparing for accelerated growth and profitability ▪ NT: preparing for LTE growth ▪ SeCom: even more stable and less risky business model
2012-13 PLAN	Harvesting and continued internationalization		<ul style="list-style-type: none"> ▪ Revenue CAGR (WS/NT) 5-10% p.a. organic growth ▪ EBITDA margin (Group): 'In 13: 14 to 15'

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2010 RESULTS AT A GLANCE



2010: BOUNCE BACK TO PROFITABLE GROWTH

- **Substantial growth on Group level**

- Total revenue: CHF 571.2m (2009: CHF 537.2m)
(Growth at constant exchange rates: +9.5%, in Swiss Francs: +6.3%)
- Organic growth: +5.3%

- **Strong increase in incoming orders**

- Incoming orders: CHF 575.1m (2009: CHF 514.4m)
(Growth at constant exchange rates: +15.2%, in Swiss Francs: +11.8%)
- Increased book-to-bill rate

PROFITABILITY – EBITDA INCREASED BY ONE THIRD

- **EBITDA margin at remarkable level of 12.0%**
 - EBITDA: CHF 68.4m (2009: CHF 49.8m); +37.3%
 - EBITDA margin 12.0% (2009: 9.3%)
 - EBIT: CHF 48.4m (2009: CHF 32.8m); +47.6%
 - EBIT margin: 8.5%

- **Substantial increase in Group profit**
 - CHF 32.5m (2009: CHF 24.4m); +33.2%

- **Strong balance sheet**
 - Cash and cash equivalents: CHF 129.0m (2009: CHF 127.7m)
 - Equity ratio improved to 32.6% (2009: 29.4%)

SHAREHOLDERS – PAY OUT OF A DIVIDEND OF 28%

- **Given the marked improvement in profit, the Board of Directors proposes a dividend to the Annual General Meeting 2011**

- **Dividend proposal**
 - Pay out of CHF 0.25 per share
 - Pay-out ratio of 28%
 - Dividend of CHF 9m

- **Very positive development of Ascom share price in 2010**

WIRELESS SOLUTIONS AND NETWORK TESTING SHOW EXCELLENT RESULTS

▪ **Wireless Solutions**

- EBITDA margin 13.1% (2009: 11.3%)
- Organic Growth: +11.6%

▪ **Network Testing**

- EBITDA margin 16.4% (2009: 13.6%)
- Organic Growth: +11.1%

▪ **Security Communication**

- EBITDA margin 1.8% (2009: 3.5%)

2010 FINANCIAL RESULTS OVERVIEW

CHFm	2010		2009
Incoming orders	575.1	+11.8%	514.4
Revenue	571.2	+6.3%	537.2
EBIT	48.4	+47.6%	32.8
EBITDA	68.4	+37.3%	49.8
Group profit	32.5	+33.2%	24.4
Number of employees (FTE) as of 31.12.	2,093	-3.2%	2,162

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DIVISION HIGHLIGHTS



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WIRELESS SOLUTIONS

LEADING WIRELESS ON-SITE COMMUNICATION COMPANY TO
BECOME THE INTERNATIONAL LEADER IN HEALTH CARE
COMMUNICATION



DIVISION WIRELESS SOLUTIONS

Mission

Ascom Wireless Solutions is the leading provider for on-site and wireless communication solutions in health care communication and in other market segments.

Core Segments



Hospitals



Elderly care



Others

(Retail, Hotel, Industry, Security establishments)

Customers





Subsidiaries



Figures

	2010:	2013 Targets:
Revenues	283 MCHF	5-10% CAGR 2012+2013
EBITDA-margin	13.1%	12-15%
Employees	1'148	

WIRELESS SOLUTIONS IS ASCOM'S MAIN CONTRIBUTOR TO INCREASE EFFICIENCY IN HEALTH CARE COMMUNICATION

<p>Core segments</p>	<ul style="list-style-type: none"> ▪ Hospitals and elderly care (ca. 50% of divisional revenues) ▪ Industry, hotels, retail, secure establishments (e.g. prisons) ▪ Mobile workplace telephony equipment  <ul style="list-style-type: none"> ▪ Direct & indirect channel ▪ Direct & indirect channel ▪ Direct & indirect channel & OEM's
<p>Product/Service offering</p>	<ul style="list-style-type: none"> ▪ Voice ▪ Alarming ▪ Messaging ▪ Localisation  <ul style="list-style-type: none"> ▪ Products ▪ Systems ▪ Solutions ▪ Services
<p>Go-to-market</p>	<ul style="list-style-type: none"> ▪ Direct channel: own sales organizations (larger EU countries, US) ▪ Indirect channel: selected resellers and distributors (Europe, Australia and Middle East) ▪ OEM channel
<p>Growth driver</p>	<ul style="list-style-type: none"> ▪ Demographic development reinforces secular growth of healthcare market ▪ Emerging trend to independent living, given cost pressure and limited space
<p>Financials</p>	<ul style="list-style-type: none"> ▪ Relative margin stability due to stable end-markets and high service & maintenance share ▪ 2010: EBITDA-margin of 13.1% ▪ Market growth of 4-5%, Wireless Solutions organic growth of 11.6% in 2010.

WIRELESS SOLUTIONS – REVENUE BY REGION & SEGMENT (2010)

Revenue by region



Switzerland	7%
Europe excl. Switzerland	69%
Belgium	3%
France	10%
Germany	5%
Netherlands	27%
Scandinavia	16%
UK	6%
Other European countries	2%
USA/Canada	9%
RoW	3%
OEM	12%

Revenue by segment



Hospitals	31%
Elderly care	22%
Industry	14%
Secure establishments	6%
Hotel and Retail	5%
Other	10%
OEM	12%

WIRELESS SOLUTIONS – COMPETITIVE POSITION

WORK PLACE TELEPHONY			PAGING	NURSE CALL	PROFESSIONAL MESSAGING
DECT	IP-DECT	VoWiFi			
22% of 2010 sales	6% of 2010 sales	3% of 2010 sales	15% of 2010 sales	11% of 2010 sales	8% of 2010 sales



- 1 Siemens
- 2 Alcatel-Lucent
- 3 **ASCOM**
- 4 Aastra
- 5 Polycom

- 1 **ASCOM**
- 2 Polycom
- 3 Aastra
- 4 Philips

- 1 Cisco
- 2 Polycom
- 3 **ASCOM**

- 1 **ASCOM**
- 2 Blick
- 3 Bosch
- 4 Multitone
- 5 Funktel

- 1 Ackermann
- 2 Tyco/Zettler
- 3 **ASCOM**
- 4 Tunstall
- 5 Televic

- 1 **ASCOM**
- 2 Emergin
- 3 New Voice
- 4 Tetronik
- 5 Globestar

Sources: Ascom Business Intelligence (2010)
MZA (2010)

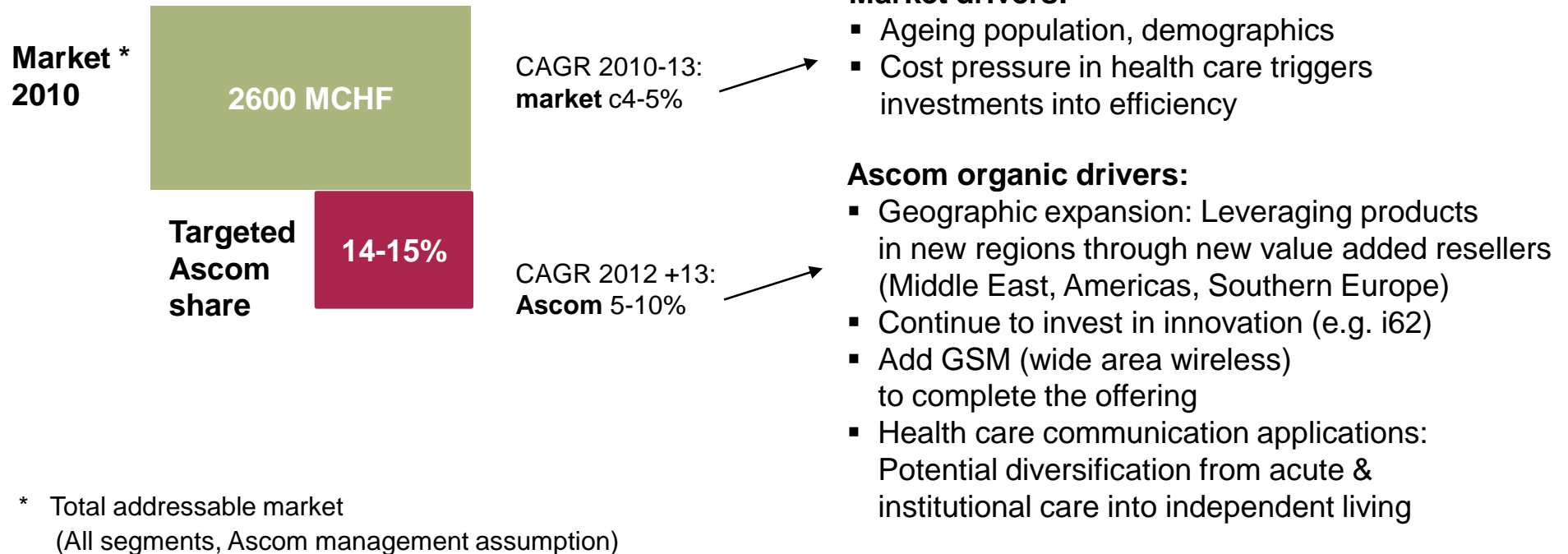
VALUE CREATION WIRELESS SOLUTIONS

STRATEGY

- Shift revenue mix further towards health care communication

FINANCIAL TARGETS 2013

- Revenues CAGR 2012 + 2013: 5-10%
- EBITDA-margin 2013 12-15%



WIRELESS SOLUTIONS – EXCELLENT RESULTS IN 2010

- Revenue: CHF 282.9m (2009: CHF 265.2m)
 - > Growth of 6.7%; at constant exchange rates +11.6%

- EBITDA: CHF 37.2m (2009: CHF 30.0m);
 - > EBITDA increased by 24%
 - > EBITDA margin: 13.1% (2009: 11.3%)

- Incoming orders: CHF 289.3m (2009: CHF 275.3m)
 - > Increase of 5.1%; at constant exchange rates +10.1%
 - > Book to Bill rate > 1

- R&D expenditure: 6.9% of revenue

STRONG PERFORMANCE IN ALL THREE CHANNELS

- Direct channel shows overall substantial improvement
 - Strong recovery in the US
 - Health care: Good development of hospital revenues, successful launch of the new VoWiFi handset i62
 - Industry segment: Both public and private companies started to invest again, mainly in the second half of 2010

- OEM business bounced back strongly
 - Substantial growth with new customers, stabilization of existing customers
 - Net revenue above record year 2008

- Indirect sales channel grew very satisfactory
 - Investments started to pay back
 - Strong development in Middle East

WIRELESS SOLUTIONS – FOCUS ITEMS 2011

1

INVESTMENTS IN NEW PRODUCTS AND TECHNOLOGIES

- Improve existing product range
- Add selectively new applications/technologies (e.g. GSM for Enterprise)
- Thereby improve our competitive position

2

EXPANSION OF SALES CHANNELS

- USA
- Southern and Eastern Europe
- Middle East

3

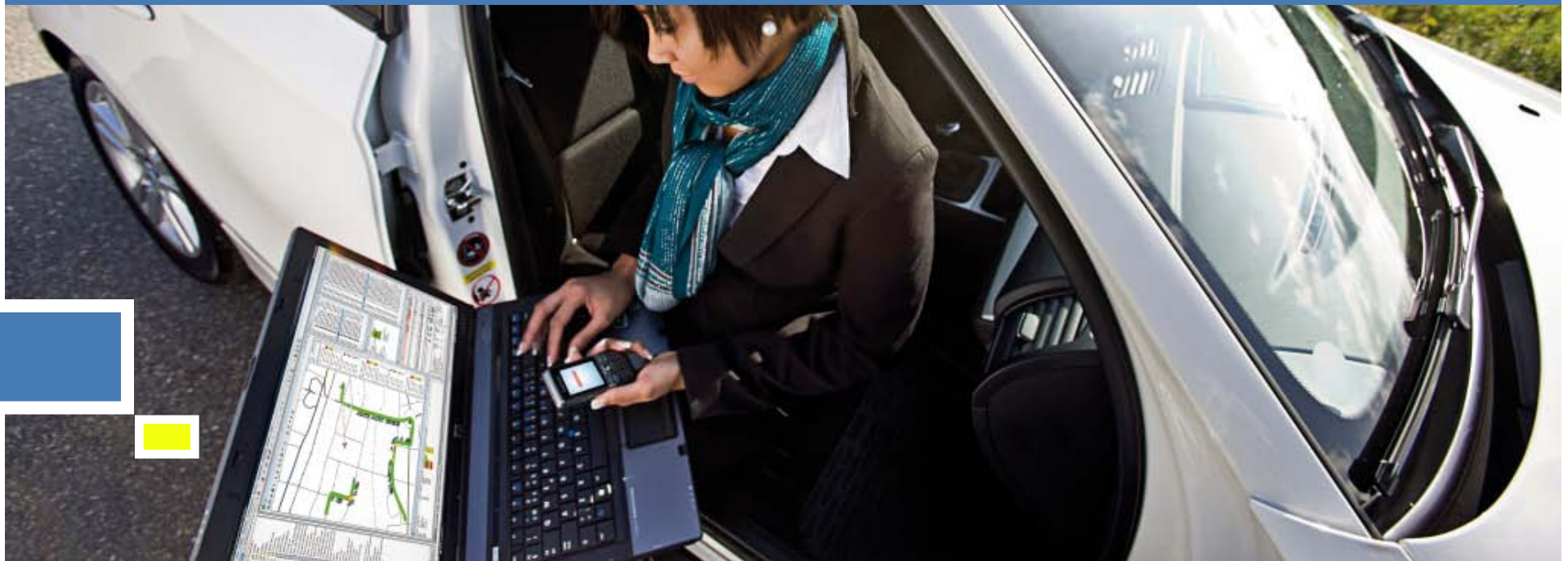
EXPANSION OF ALREADY STRONG POSITION IN HEALTH CARE MARKET

- Capitalize on growing health care market
- Address the independent living/home care segment
- Targeted acquisitions, preferably in the health care sector

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NETWORK TESTING

NO. 1 GLOBALLY IN MOBILE NETWORK OPTIMIZATION AND BENCHMARKING TOOLS BENEFITING FROM LTE INVESTMENTS



DIVISION NETWORK TESTING

Mission

Ascom Network Testing is the industry leader in benchmarking, testing, and optimization solutions for wireless networks.

Core Segments

Test & Measurement



“for troubleshooting and optimization”

Products to test and evaluate the performance and quality of wireless networks and services.

Benchmarking & Monitoring



“for quality of service and experience”

Systems to benchmark and monitor the performance and quality of wireless networks, services, and content.

Reporting & Analysis



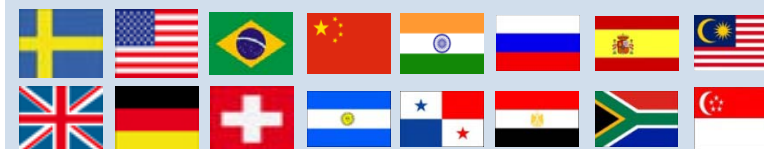
“for post processing and optimization”

Software to visualize, analyze, and report mobile network performance and quality.

Customers



Subsidiaries / Branches



Figures

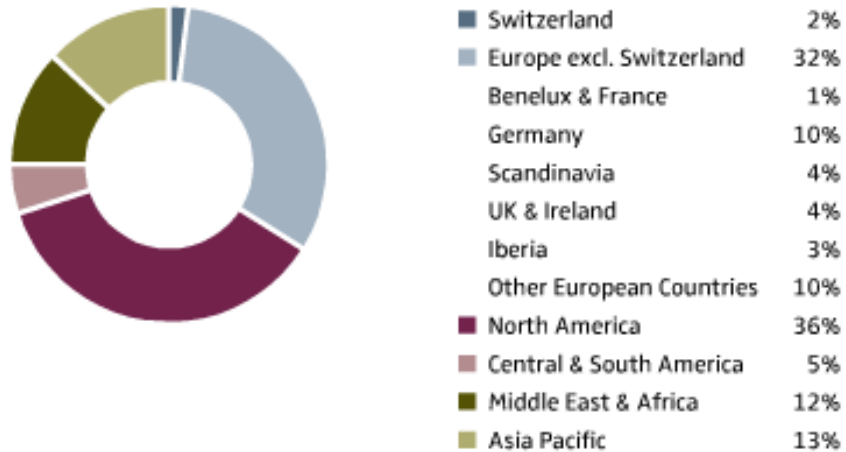
	2010:	2013 Targets:
Revenues	169 MCHF	5-10% CAGR 2012 + 2013
EBITDA-margin	16.4%	16-19%
Employees	572	

NETWORK TESTING IS THE HIGHEST EBITDA-MARGIN CONTRIBUTOR TO THE GROUP

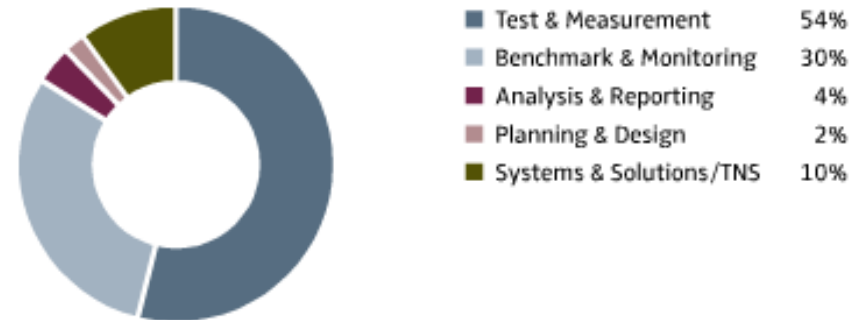
<p><i>Core segments</i></p>	<ul style="list-style-type: none"> ■ Telecom operators ■ Telecom infrastructure vendors ■ Telecom professional service providers ■ Telecom regulatory agencies and other government entities ■ Telecom content providers 			
<p><i>Product/Service offering</i></p>	<table border="0"> <tr> <td data-bbox="592 558 1263 798"> <ul style="list-style-type: none"> ■ Test & Measurement ■ Benchmarking & Monitoring ■ Reporting & Analysis of radio access network performance, as well as network quality of service </td> <td data-bbox="1263 558 1367 798" style="text-align: center;"> </td> <td data-bbox="1367 558 1980 798"> <p>Offered as:</p> <ul style="list-style-type: none"> ■ Products ■ Systems ■ Solutions ■ Product-near Services </td> </tr> </table>	<ul style="list-style-type: none"> ■ Test & Measurement ■ Benchmarking & Monitoring ■ Reporting & Analysis of radio access network performance, as well as network quality of service 		<p>Offered as:</p> <ul style="list-style-type: none"> ■ Products ■ Systems ■ Solutions ■ Product-near Services
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<p><i>Go-to-market</i></p>	<ul style="list-style-type: none"> ■ Direct channel: Global business with subsidiaries / branches in approximately 20 countries ■ Indirect channel 			
<p><i>Growth driver</i></p>	<ul style="list-style-type: none"> ■ Exponentially growing demand of mobile broadband services: 2010 to be 1st year for total data volume to exceed voice volume; data volume to quadruple by 2013 ■ End-customer needs (smart phones) force mobile operators to invest into 3.5G and 4G (LTE) networks to offer sufficient bandwidth in order to manage the higher data volume 			
<p><i>Financials</i></p>	<ul style="list-style-type: none"> ■ Highest margin profile within group; EBITDA-% maintained despite market headwinds ■ 2010: EBITDA-margin of 16.4% (incl. CHF 1.9m one off integration costs and CHF 4.4m of Restructuring costs) 			

NETWORK TESTING – REVENUE BY REGION & SEGMENT (2010)



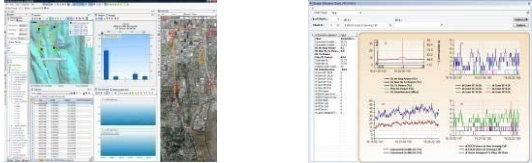
Revenue by region



Revenue by segment



NETWORK TESTING – COMPETITIVE POSITION

Test & Measurement	Benchmarking & Monitoring	Reporting & Analysis
54% of 2010 sales	30% of 2010 sales	4% of 2010 sales
		
<ul style="list-style-type: none"> ▪ <i>TEMS Investigation</i> ▪ <i>TEMS Pocket</i> ▪ <i>TEMS QVoice Smart</i> 	<ul style="list-style-type: none"> ▪ <i>TEMS Monitor Master</i> ▪ <i>TEMS QVoice</i> ▪ <i>TEMS Automatic</i> 	<ul style="list-style-type: none"> ▪ <i>TEMS Visualization</i> ▪ <i>TEMS QVoice Presentation</i> ▪ <i>TEMS Presentation</i>
<ol style="list-style-type: none"> 1 ASCOM 2 Anite 3 Dingli 4 Accuver 5 JDSU (ex-Agilent) 	<ol style="list-style-type: none"> 1 ASCOM 2 Keynote SIGOS 3 SwissQual 4 Brix 5 Dingli 	<ol style="list-style-type: none"> 1 Actix 2 Xceed 3 Qualitest 4 ASCOM 5 Anite

VALUE CREATION NETWORK TESTING

STRATEGY

- Further strengthen the position as leading solutions provider in Mobile Network Optimization and benchmarking as well as the No. 1 in LTE networks

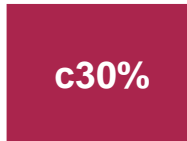
FINANCIAL TARGETS 2013:

- Revenues CAGR 2012 + 2013: 5-10%
- EBITDA-margin 2013: 16-19%

Market 2010*



Ascom share



CAGR 2010-13:
market c4-5%



Market drivers:

- Mobile data volume
- Subscriber growth
- Technology migration to LTE

CAGR 2012 + 2013:
Ascom 5-10%



Ascom + drivers:

- Broadest and most innovative offering, incl. leading LTE portfolio
- Leading market position, c30% share
- Leveraging partner network, resellers

2011: Flat revenue expected

* Addressable market (Ascom management assumption)

NETWORK TESTING – VERY SATISFACTORY RESULTS IN 2010

- Revenue: CHF 168.5m (2009: CHF 133.3m)
 - > Growth of 26.4% (at constant exchange rates: +28.1%)
 - > Organic growth: +11.1%

- EBITDA: CHF 27.7m (2009: CHF 18.1m)
 - > EBITDA margin: 16.4% (2009: 13.6%)

- Incoming orders: CHF 177.5m (2009: CHF 130.5m)
 - > Increase of 36.0%; at constant exchange rates +37.4%

- R&D expenditure: 17.2% of revenue

IMPROVED MARKET ENVIRONMENT DURING 2010

- North America showed dynamic growth in customer demand, most other markets started to pick up again during the second half of 2010
 - Very good results in US: Ascom awarded first LTE projects in the US
 - Solid results, mainly by year end, also in India, Latin America and Europe
- Established a strong LTE product portfolio with extensive handset support including Samsung and LG Electronics
- Successful product release: TEMS Investigation 12.0 with unique, customer-required features
- All 33 integration projects completed by year end, as planned. Costs 20% below initial expectations

NETWORK TESTING – FOCUS ITEMS 2011

1 TECHNOLOGY ENHANCEMENT/INVESTMENTS

- Expansion of support for emerging technologies such as LTE
- Strengthening the leadership position in benchmarking and optimization:
 - ▶ New TEMS Investigation 12.0 offers broadest support for mobile devices

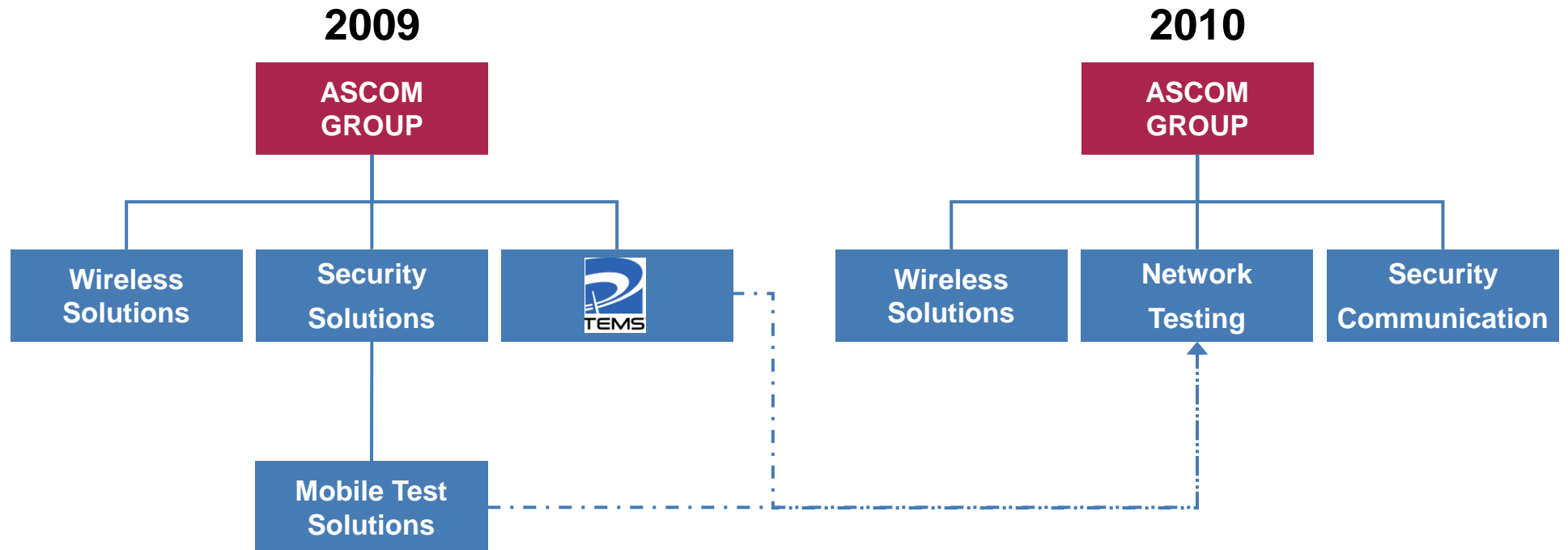
2 GROWTH OPPORTUNITIES

- Benefiting from LTE investments
- Further improvement of the position in the Reporting and Analysis segment due to the new TEMS Discovery offering

3 CONTINUED COOPERATION WITH INFRASTRUCTURE VENDORS

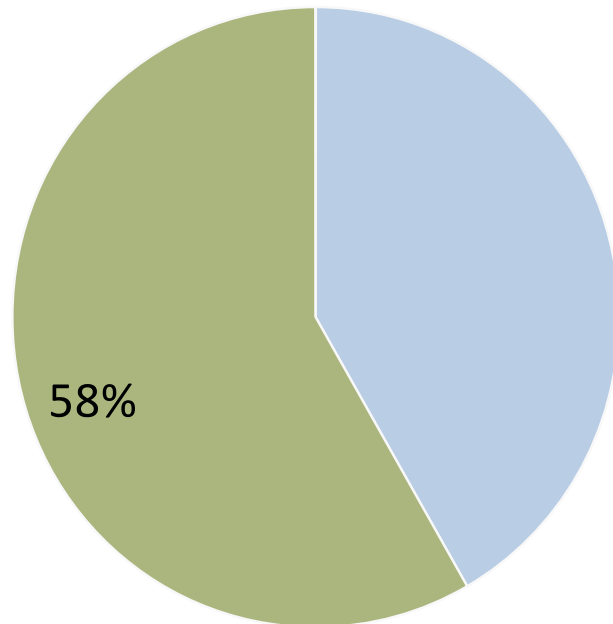
- Samsung/LG Electronics
- Development of interfaces for terminals for use with TEMS products
 - ▶ good understanding of needs of infrastructure vendors related to LTE

NETWORK TESTING – THE NEW DIVISION

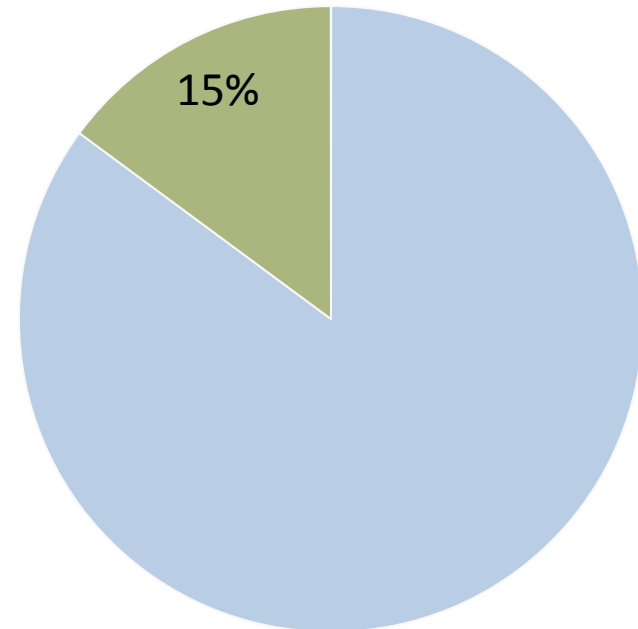


REDUCTION OF DEPENDENCY ON ERICSSON AS A RESELLER

2009



2010



■ Ericsson as a reseller

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SECURITY COMMUNICATION

SWISS NATIONAL CHAMPION IN COMMUNICATION TECHNOLOGY
AND INTERNATIONAL PRODUCT SUPPLY THROUGH PARTNERS



DIVISION SECURITY COMMUNICATION

Mission

Ascom Security Communication focuses on tactical communication for national & civil security organizations.

In its home market Switzerland, the division is a solution supplier, general contractor and system integrator. It addresses the market abroad via international partners with products and systems for integration in their offering.

Core Segments / channels

Domestic national and civil security institutions



Offering:

- System integration
- Installation & Engineering
- Life cycle management


International value added resellers



Offering:

- Products & systems
- Engineering & Services
- Maintenance & support

Customers

 Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Swiss Confederation



FDF



ZOLL
DOUANE
DOGANA



Subsidiaries



Figures

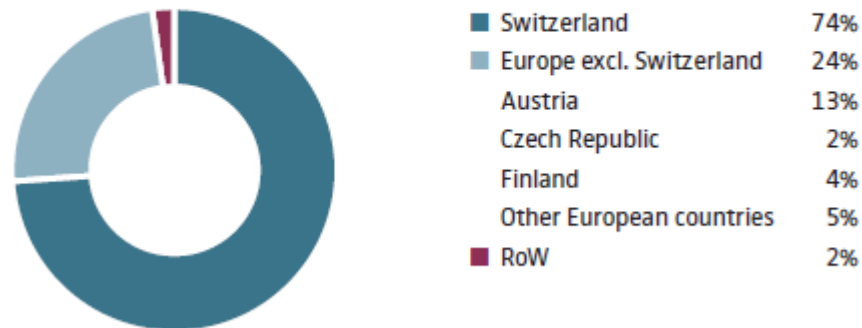
	2010:	2013 Targets:
Revenues	123 MCHF	Service- and Project-Business
EBITDA-margin	1.8%	7-10%
Employees	356	

NATIONAL CHAMPION IN SECURITY COMMUNICATIONS

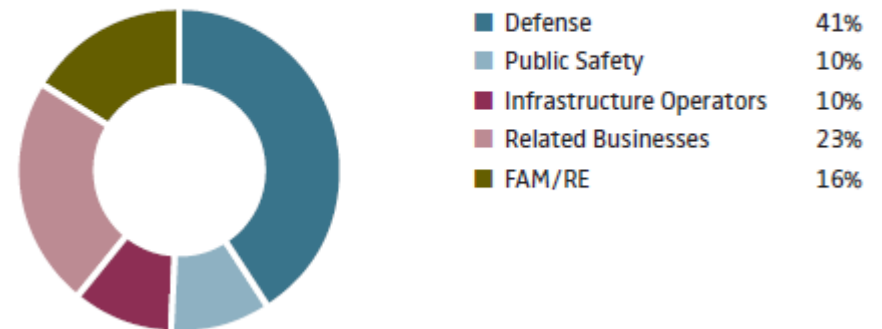
Core segments	<ul style="list-style-type: none">▪ National and civil security institutions
Product/Service offering	<ul style="list-style-type: none">▪ Secure communication for national and civil security institutions  <p>Offered as:</p> <ul style="list-style-type: none">▪ Products▪ Systems▪ Solutions▪ Maintenance & Support Services
Go-to-market	<ul style="list-style-type: none">▪ Direct channel: Switzerland, Austria, Finland and Czech Republic▪ Indirect channel: System integrators & OEM partners with worldwide market access
Growth driver	<ul style="list-style-type: none">▪ Secure communication in harsh environment as a condition for a proper operation of national and civil security institutions▪ International threat from terrorists and national disasters to drive demand for secure, reliable communication
Financials	<ul style="list-style-type: none">▪ Negative capital employed and attractive cash profile from customer prepayments▪ Value driver, if EBITDA-margin sustainably >7%

SECURITY COMMUNICATION – REVENUE BY REGION & SEGMENT (2010)

Revenue by region



Revenue by segment



SECURITY COMMUNICATION – COMPETITIVE POSITION

DEFENSE COMMUNICATION

CH: SYSTEM INTEGRATION

Offering

- General contractor
- System engineering
- System integrator
- Customisation
- Production under licence agreement
- Testing
- Own products

Partners

- Selex, Thales, Elbit / Tadiran



INTERNATIONAL: PRODUCTS AND SYSTEMS



Access Node



Tactical Access Node R





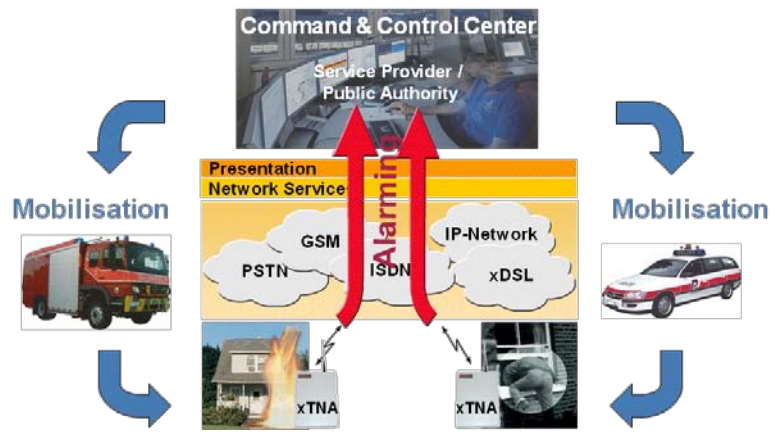
Tactical Access Node T

POSITION in defined countries

1	ASCOM	CH (Direct)
2	Thales	
3	Ruag	

1	Thales	GLOBAL (through Partners)
2	Cisco	
3	Elbit/Tadiran	

SECURITY COMMUNICATION – COMPETITIVE POSITION

INFRASTRUCTURE OPERATOR		PUBLIC SAFETY	
ROAD	RAIL	ALARMING / MOBILISATION	
<p>Convergent communication for Highway operators</p> 	<p>Convergent communication for Railway operators</p> 		
<p>POSITION in defined countries</p> <ul style="list-style-type: none"> 1 ASCOM 2 Siemens 3 Neumann <p>CH (direct)</p>	<ul style="list-style-type: none"> 1 Frequentis 2 ASCOM 3 Siemens <p>CH (direct) UK (through Partners)</p>	<ul style="list-style-type: none"> 1 ASCOM 2 TAS 3 Chiron 4 Safetel <p>CH, N, FIN, SLO, ISR (direct)</p>	<ul style="list-style-type: none"> 1 ASCOM 2 Siemens 3 Swisscom <p>CH (direct)</p>

VALUE CREATION SECURITY COMMUNICATION

STRATEGY

- Focus on national and civil security communication, by maintaining a leading Swiss position as system integrator and as an option, growing internationally with business partners as product and system supplier.

FINANCIAL TARGETS 2013

EBITDA-margin 2013 7-10%

Market:

Service- and Project-Business

Market drivers:

- Ongoing need for secure communication across national and civil security institutions
- Inter-operability, network centric operations, mobility of deployable forces

Ascom + drivers:

- Leader in domestic market with wide experience in tactical communications .
- Substantial installed base in domestic market generates ongoing opportunities
- International, indirect business model to trigger growth at lower risk
- Technology shift: Need for IP networks and connectivity across heterogeneous network technologies

CHALLENGING MARKET ENVIRONMENT IN 2010

- Swiss business remained stable due to significant installed base and follow-up orders
- International customers showed continuing reluctance to invest in large-scale projects
- Additional investments in product platforms to meet different customer needs

SECURITY COMMUNICATION – LOWER PROFITABILITY BUT INCREASE IN INCOMING ORDERS

- Incoming orders: CHF 111.0m (2009: CHF 108.2m)
 - > Increase of 2.6%

- Revenue: CHF 122.5m (2009: CHF 138.1m)

- EBITDA: CHF 2.2m (2009: CHF 4.8m); EBITDA margin: 1.8% (2009: 3.5%)
 - > Impact of provisions to cushion risks related to operational risks

- R&D expenditure: 7.3% of revenue

SECURITY COMMUNICATION – FOCUS ITEMS 2011

1

SWISS CHAMPION

- Consolidate the leading position in the Swiss home market for national and civilian security institutions
- Working with partners to exploit profitable product sales opportunities on the international market

2

PROFITABILITY IMPROVEMENT

- Initiatives started in last weeks to decrease the risk of the business and to improve the profitability already in 2011

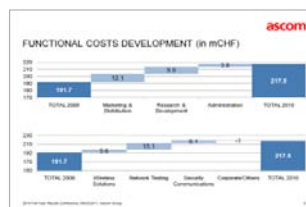
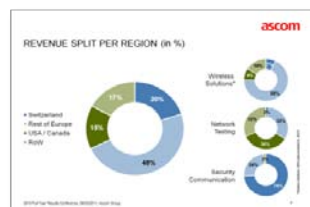
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2010 FINANCIAL RESULTS



CONSOLIDATED INCOME STATEMENT

CHFm	2009	2009 FX-adj.	2010
Revenue	537.2	520.2	571.2
Gross profit	227.3	221.9	269.3
<i>Gross margin</i>	<i>42.3%</i>	<i>42.7%</i>	<i>47.1%</i>
Total functional costs	(191.7)	(187.1)	(217.5)
Amortization of intangible assets from acquisition	(7.9)	(8.0)	(10.5)
Other income/(expenses), net	5.1	5.3	7.1
EBIT	32.8	32.1	48.4
Net financial result	(0.3)	(0.2)	(5.9)
Income tax	(8.1)	(7.9)	(10.0)
Group profit for the period	24.4	24.0	32.5
EBITDA	49.8	48.9	68.4
EBITDA (%)	9.3%	9.4%	12.0%



CONSOLIDATED BALANCE SHEET

	31.12.2009		31.12.2010	
	CHFm	%	CHFm	%
Intangible assets	238.8	39.2	221.5	38.1
Other non-current assets	41.6	6.8	39.9	6.9
Non-current assets	280.4	46.0	261.4	45.0
Cash and cash equivalents	127.7	21.0	129.0	22.2
Other current assets	201.1	33.0	189.9	32.8
Total assets	609.2		580.3	
Shareholders' equity	179.3	29.4	189.0	32.6
Non-current liabilities	130.7	21.5	83.9	14.4
Current liabilities	299.2	49.1	307.4	53.0
Total liabilities and shareholders' equity	609.2		580.3	

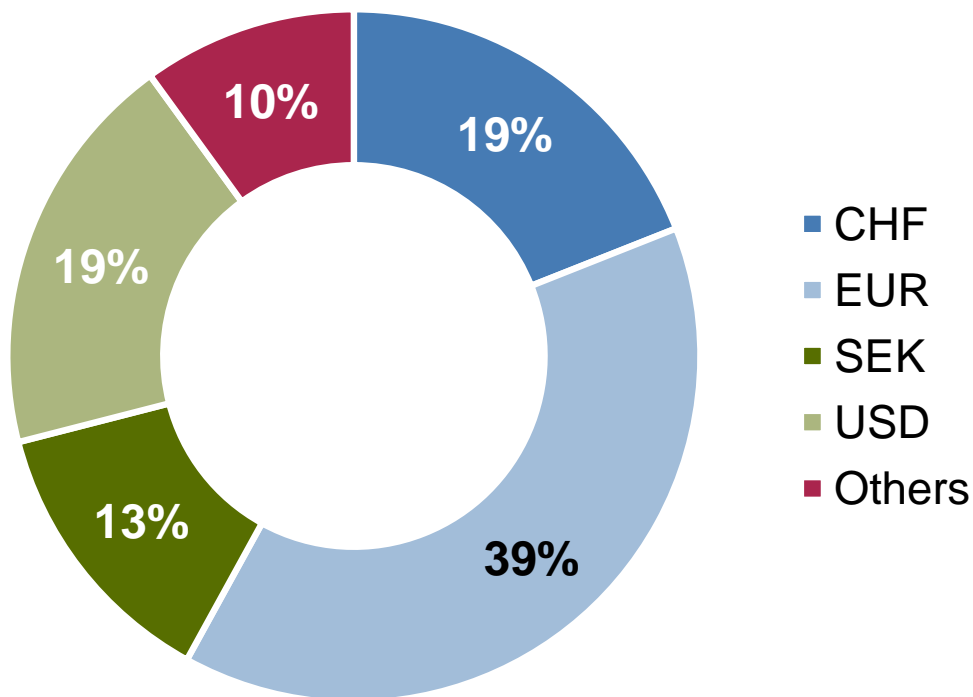


CONSOLIDATED STATEMENT OF CASH FLOWS

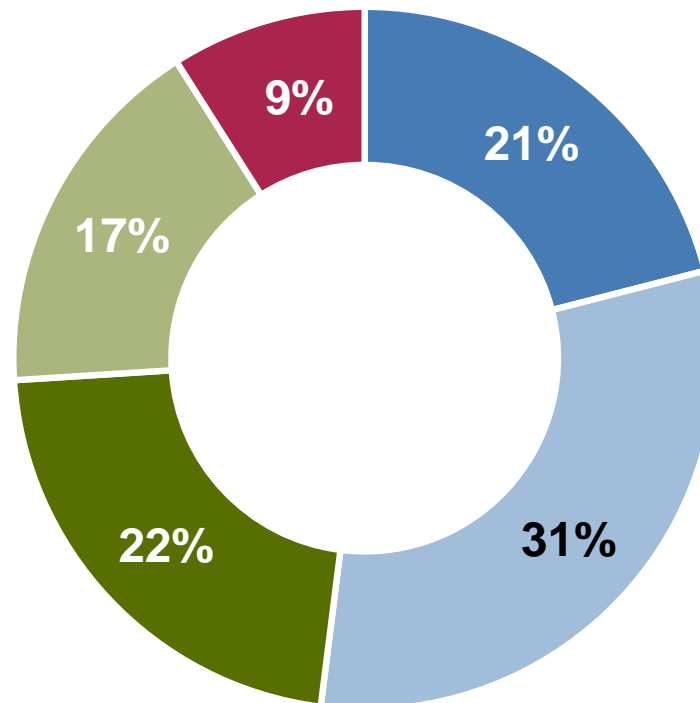
CHFm	2009	2010
Net cash flow from operating activities	24.5	46.2
Net cash flow from investing activities	(180.1)	(11.4)
Net cash flow from financing activities	99.5	(27.2)
Net increase/(decrease) in cash and cash equivalents	(54.9)	1.3
Cash and cash equivalents at 31.12.	127.7	129.0

TRANSACTIONAL CURRENCY EXPOSURE (in %)

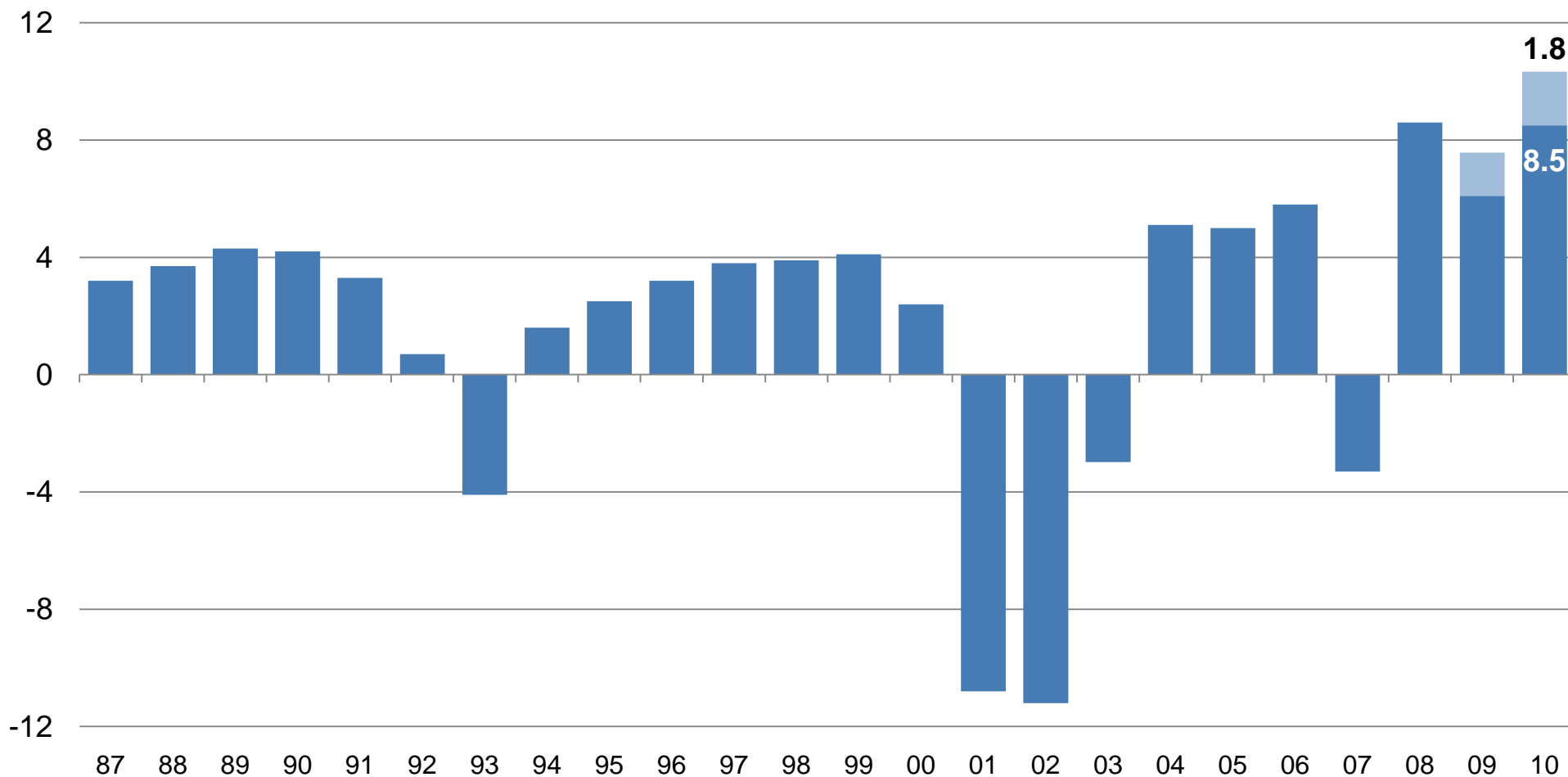
Global net revenue distribution in %



Global cost distribution in %



DEVELOPMENT OF THE EBIT MARGIN (1987-2010, in %)



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OUTLOOK



OUTLOOK

▪ **Fully on track to achieve financial targets 2010:**

Revenues growth	Organic and inorganic growth	(confirmed from H1 2010)
EBITDA-margin	11 – 12% guidance	(confirmed from H1 2010)

▪ **New financial mid-term targets for 2013: ambitious, but realistic!**

Revenues growth	WS / NT 5 – 10%	(targets 2012 + 2013)
EBITDA-margin	14 – 15% (Group)	(target 2013)

OUTLOOK: DIVISIONAL TARGETS FOR 2012/13 PLAN (figures without potential acquisitions)

Wireless Solutions

Sales growth	5 – 10%	CAGR 2012 + 2013
EBITDA-margin	12 – 15%	margin 2013

Network Testing

Sales growth	5 – 10%	CAGR 2012 + 2013
EBITDA-margin	16 – 19%	margin 2013

Security Communication

Sales growth	Service- and Project-Business	
EBITDA-margin	7 – 10%	margin 2013

SUMMARY OF AN APPEALING INVESTMENT CASE (I)

- A technology group with leading positions in all three areas of 'Mission-Critical-Communication', following a consistent strategy, now fine-tuned towards accelerated growth
- Three drivers (independent from each other) to the future increase in profitability and value creation:

WS: On the way to the 'Health care communication company';
Growth from additional applications, offerings and regions

NT: Operators' capex in LTE (4G) networks to materialize as of 2012;
exponentially growing mobile data transfer requires efficient networks

SeCom: Improved efficiency and optional upside through internationalization

SUMMARY OF AN APPEALING INVESTMENT CASE (II)

- All three businesses leverage their leading competitive positions based on long-term growth drivers: mobile data transfer, ageing population and need of security communication
- Industry leading share of R&D offers unique value to the customers and implies a high entry barrier to low cost competitors for developed regions
- Group valuation at discount to peers - despite a more resilient growth profile, EBITDA-margins expanding towards 14-15% until 2013 as well as leading competitive positions in all three businesses
- Outlook assumes a steady economical environment and at least stable currency relations

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THANK YOU!



MISSION-CRITICAL COMMUNICATION
OUR STRENGTH – YOUR BENEFIT

