

# Agenda

- 1. LEM at a Glance
- 2. Business Review
- 3. Recession Management
- 4. Financial Review
- 5. Outlook

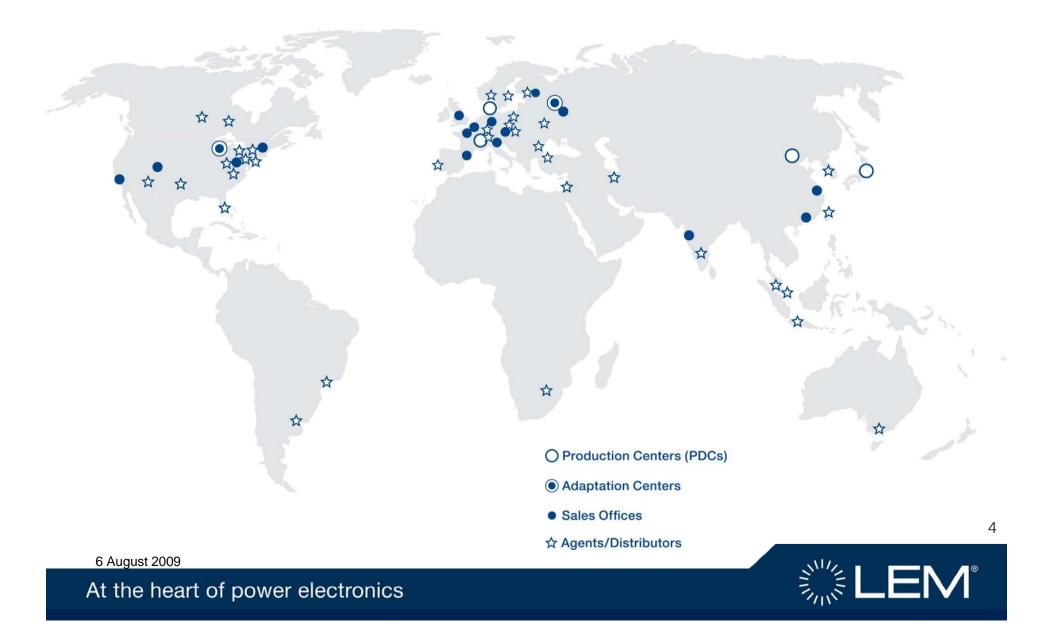


### 1. About LEM

- LEM is the global market leader in providing innovative and high quality solutions for measuring electrical parameters
- The current and voltage transducers are used in a broad range of applications in industrial, traction, energy & automation and automotive markets
- LEM is a high growth global company with approximately 900 employees
   Production plants are in Geneva (Switzerland), Copenhagen (Denmark),
   Machida (Japan), Beijing (China) and regional sales offices close to the clients locations
- LEM is listed on the SWX Swiss Exchange since 1986
   Market cap of CHF 287 million



# 1. LEM Production & Logistics World-Wide



### 1. LEM at a Glance - Markets served

### **Traditional Markets**

### Industry



- All areas of reliable current measurement
- Motor drives, power conversion AC/DC, power supplies, UPS, welding, medical scanners, new energies, leakage current, test & measurement

#### **New Markets**

### Automotive



- Battery Management in SUV, HEV
- Motor Control



### Traction & Trackside

- on-board applications, inverters
- Trackside and energy monitoring



### Energy & Automation

- Process control
- Battery Monitoring,
   Energy Metering



# 2. Business Review





## 2. Highlights YTD Q1 2009/10

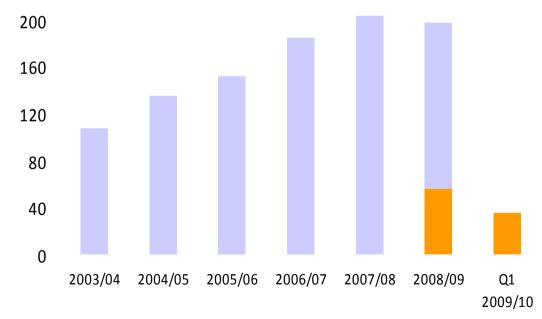
- After 3 quarters of negative book to bill, a positive book to bill ratio in Q1 2009/10
- Sales decreased to CHF 35.6 million, -36% to the prior year and -12% to prior quarter
- Gross margin improved to 42.4% versus 39.7% in prior quarter
- Operational EBIT of CHF 3.2 million, or 8.9% of sales
- Net earnings decreased to CHF -1.3 million due to the provisions for the stock option plans (CHF 4.3 million)
- First signs of recovery in all 4 markets
- Acquisition of LEM Danfysik with new focus on high precision Industry applications



### 2. Net Sales

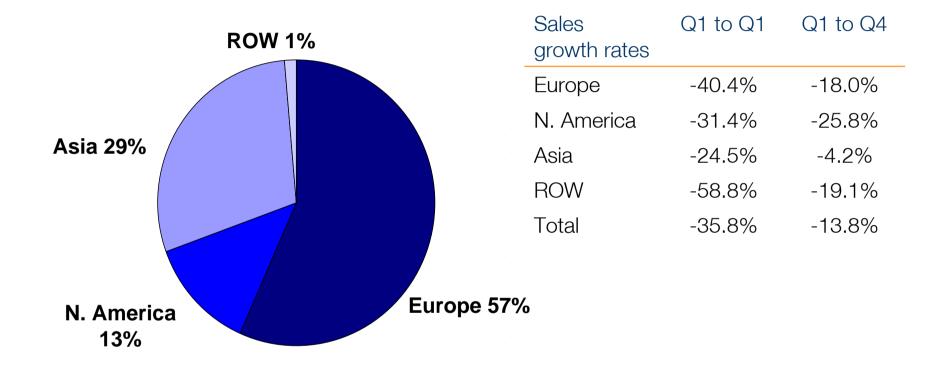
#### **CHF Millions**

CHF millions	Sales	Growth	Growth
		Q1 to Q1	Q1 to Q4
Total Sales	35.6	-35.8%	-12.3%
Industrial	32.9	-35.8%	-13.8%
Automotive	2.8	-35.3%	10.3%



I LEM®

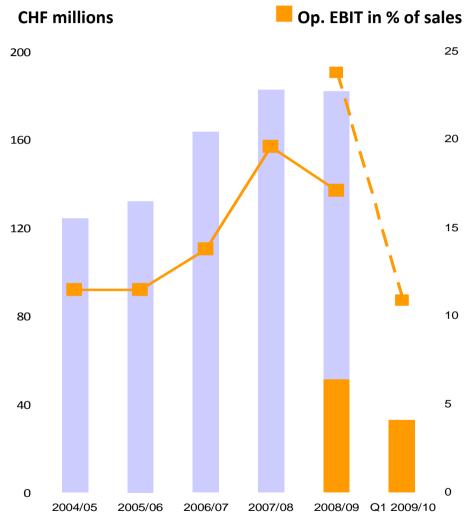
## 2. Industrial Segment: regional markets



Total sales CHF 32.9 million for Q1 2009/10



## 2. Industrial Segment: business development



### Market and Applications

This quarter each market was impacted by the recession:

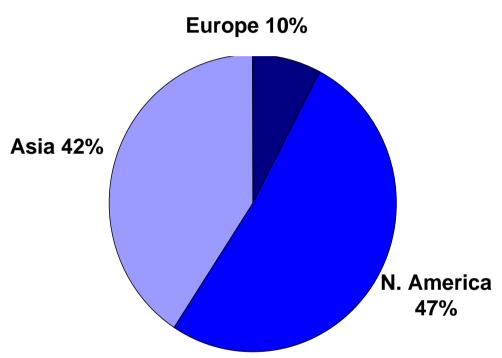
Industry: declined by 39.8 - specially in the areas of robotics and welding

Traction: decreased by 17.3% due to decline in Russian business and some freight train project cancellations

Energy & Automation: decreased by 51.3% still from a small basis mainly due to the government subsidized projects for solar and wind



# 2. Automotive Segment: regional markets



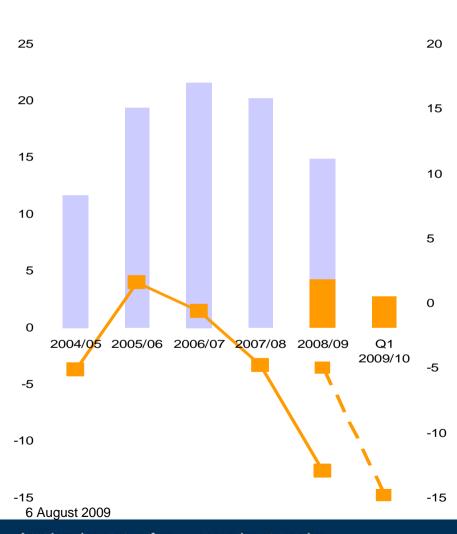
Sales	Q1 to Q1	Q1 to Q4
growth rates		
Europe	-17.0%	-2.5%
N. America	-40.2%	-10.3%
Asia	-34.2%	51.1%
Total	-35.9%	9.2%

Total sales CHF 2.8 million for YTD Q1 2009/10



## 2. Automotive Segment: business development

Op. EBIT in % of sales



**CHF** millions

### Market

- Further decline in production of US platforms
- Substantial increase to Asian customers
- Design-in obtained for several BMGT and hybrid projects

### **Applications**

- Battery management also for HEVs
- Motor Controls
- New starts of production later in 2009



# 2. Business Development – Results for Industry Market

New Business	Region	SoP	SoP
> CHF 0.5 million		2009/10	2010/11
Photovoltaic, Wind	China	Q1	
Photovoltaic	Japan	Q4	
Photovoltaic, Drives	Germany	Q3, Q4	
Wind	Scandinavia	Q4	
Drives, Air conditioning	Scandinavia	Q4	
Photovoltaic, Wind	Spain		Q1
Drives, Air conditioning	N. America	Q4	

# 2. Business Development – Results for Automotive Market

New Business	Application	in volume	SoP	SoP
> CHF 0.5 million			2009/10	2010/11
China	BM, EV, HEV	Х		Q2
Japan	EV, HEV		Q1	
Japan	ВМ		Q4	Q2
Japan	ВМ			Q2
Japan	EPS	X		
Korea	EV, HEV			Q1
Europe	ВМ	Х	Q3	
Europe	EV, HEV		Q4	Q1, Q2
USA	EV, HEV, BM	Х	Q4	
Global F1	BM	×		

EV = electric vehicle, HEV = hybrid electric vehicle, BM = battery management, EPS = Electric Power Steering



## 2. Business Development - China

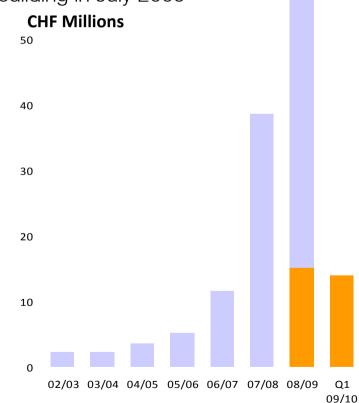
### Sales

- Sales growth -7.3%
- Market share now over 40%

## **CHF Millions** 15 10 5 02/03 03/04 04/05 05/06 06/07 07/08 08/09 Q1 09/10

#### **Production**

- Continued transfer of key products
- "Made by LEM" quality
- Production commenced in new leased building in July 2009



# 3. Recession Management





## 3. Recession Management - Q1 was profitable

CHF millions	Q1 2008/09	Q2 2008/09	Q3 2008/09	Q4 2008/09	Q1 2009/10
Orders received	58.1	53.3	39.2	34.4	36.4
Sales	55.5	55.5	45.1	40.7	35.6
Operational EBIT	12.0	9.4	4.1	3.7	3.2

Strict cost reductions of production and overhead costs, implemented since
 Q3 2008/09, assured a +8.9% ROS in Q1 2009/10



# 4. Financial Review





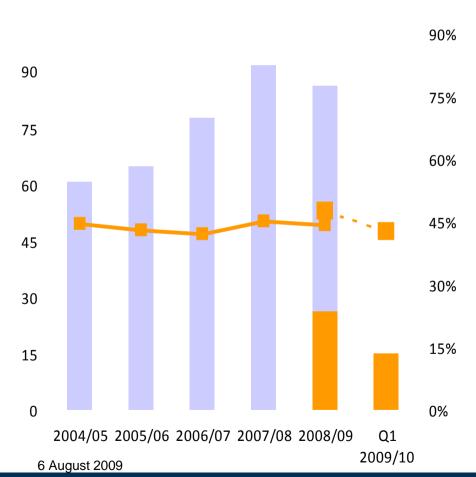
### 4. Income Statement

TCHF	Q1 2008/09	Q4 2008/09	Q1 2009/10
Sales	55'494	40'667	35'644
Gross margin %	47.5	39.7	42.4
SG&A	(14'357)	(12'363)	(11'933)
Operational EBIT*	11'982	3'776	3'187
EBIT	9'649	3'438	(1'125)
Financial expense (net)	652	332	(233)
Income taxes	(2'956)	(1'406)	71
Net earnings	7'345	2'365	(1'286)

Share price development from CHF 149.90 to CHF 250.00 resulted in an additional provision of CHF 4.3 million

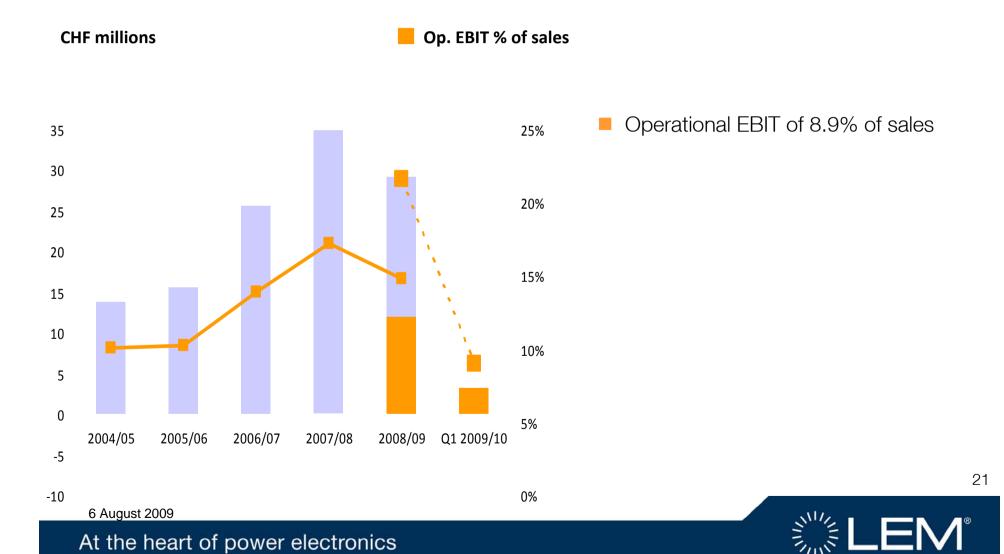
<sup>\*</sup> Before revaluation of provisions for the stock option plans

## 4. Gross margin development



- Continued transfer of production to China
- Rightsizing of capacities
- Improvement of gross margin compared to Q3 and Q4 2008/09

# 4. Operational EBIT development after change in conditions of the SOP



# 4. Net earnings after change in conditions of the SOP



 Negative effect of revaluation of cash settled stock option plan of CHF 4.3 million

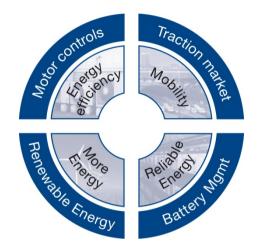




# 5. Outlook



## 5. Market Factors and Strategy



The present recession challenges our growth strategy:

- Weakness in important Industry market
- Very weak market situation in Automotive
- Weakness in energy savings and renewable energy

We firmly believe in our Strategic Direction

- The underlying market trends continue to provide tailwind
- Our multi-market and global reach are clear benefits



### 5. Outlook

Our fast and firm reaction to the recession will enable us to be stronger coming out of the downturn.

- We will maintain our focus on cost control and operational priorities
- We will continue our investments in the new businesses, including the fast integration of LEM Danfysik
- We believe that the market downturn has bottomed out
- All 4 markets show first signs of a recovery
- Region Asia outperforms Europe and Nafta

At this time we can not judge the timing and extent of the upturn



### 5. Financial Calendar and Contact Details

#### Financial calendar

6	August	2009	Q1 2009/10 results
---	--------	------	--------------------

5 November 2009 Q2 2009/10 results

9 February 2010 Q3 2009/10 results

3 June 2010 Full year 2009/10 results

### For further information

Paul Van Iseghem Heinz Stübi

President and CEO CFO

Tel.: +41 22 706 14 09 Tel: +41 22 706 12 30

E-mail: pvi@lem.com Email: hst@lem.com

