

## Half Year Report 2009/10

At the heart of power electronics



## **BUSINESS REPORT**

Dear Shareholders,

LEM has started to be on the road to recovery in the second quarter of this fiscal year. Even though our sales are still at a low level of CHF 78.8 million compared to the CHF 111.0 million of the first half year of last year, we can see that for Q2 sales of CHF 43.2 million were up 21% from Q1 35.6 million. Please note that we are comparing to the first half of last year, which was an absolute record half, just before the major economic recession.

Our profitability has equally started to recover. Operational EBIT is CHF 8.6 million, compared to 21.4 million last year, but Q2 outperforms Q1 by 70%.

We are happy to have achieved a return on sales of 10.9%. This confirms that we have taken the timely and adequate actions to reduce our cost base and adapt our production.

The gross margin has improved from the first quarter and is 42.7%.

The recession has been challenging for LEM, its customers and its suppliers.

As a market leader, we have been able to increase our market share substantially, by more than 2 percentage points in our Industry market and by even more in the Traction market. Quality and service have been the main drivers besides our traditional commercial, innovation and cost competitive strengths.

## The Industrial segment – Q2 shows improvements

Sales in the Industrial segment reached CHF 72.7 million compared to the CHF 101.9 million of the same period last year. All markets were showing a negative growth, however sales in the second quarter CHF 39.8 million were 21% higher than in Q1 CHF 32.9 million. The European and North American regions remain slow but we have seen Asia becoming stronger, sales in China are actually 15% above the pre-recession levels.

Sales in the Industry market have picked up over the last months. Sales for this market are still 28% behind the level of the same period last year. The areas of renewable energies, the solar and wind power generation, have been recovering fast. The solar energy generation has been very successful in Europe and Japan and we are seeing many new wind power generation projects in USA and China. The new products that we have launched for this renewable market at the beginning of the year CAS, CASR and CKSR are performing very well and we need to ramp up the production more rapidly than planned. These new projects have also allowed us to gain market share.

Our main market the electric motor drives are also recovering, which is a positive sign for us. The area of welding and medical applications are not yet taking off.

The **Traction** market has been suffering the least from the global economic crisis. Sales have decreased 'only' by 12.8% compared to the same period last year. The relative weakness is mainly due to the world wide decrease in needs for freight locomotives. The Russian market has also been hit by the recession and this is an important market for LEM. Sadly also some European energy metering projects have

been put on hold as the new EU norms are being developed. We expect these projects to resume as soon as the norms are put into place. On-board energy metering is an interesting market for LEM.

The Energy & Automation market has also been impacted by the recession as the investments into factory automation and the need for our automation transducers have been low. The sales of our Sentinel products for battery monitoring have progressed well and we have developed new major customers for datacenters.

Also WI-LEM, the wireless local energy meter is now measuring energy consumption in French train stations.

## Automotive segment also picks up in Q2

Sales in the Automotive segment were CHF 6.1 million, which is 33.4% behind the previous year, but again growth over the quarters was substantial, Q2 with 22% more than Q1. We have benefited from the general upswing in the Automo-

tive market and of the start of production, as of August 2009, of two key customers in USA and Japan. Both of these are for battery management applications. We further depend on the success and start of mass production for the so called green cars world wide. These cars will have 5-10 times more transducer value than a traditional battery management application.

# New state of the art facility in China and 20 year anniversary

In September 2009 we held the official opening ceremony for the new site in Beijing, China. The new site covers an area of 10,000 m² with a total production area of 6,000 m². It incorporates the latest manufacturing technology and the infrastructure for the future.

The opening ceremony itself was attended by leading Chinese and European officials and was also the opportunity to celebrate LEM's 20 year anniversary in China. Since 1998 the Beijing LEM site has been a fully owned LEM company.

Sales in the Chinese market have picked up significantly and are now at the same level as Germany!

## Acquisition of Danfysik ACP A/S

After 12 years of collaboration, LEM acquired the Danish company Danfysik ACP A/S at the end of July 2009. This was a strategic bolt-on acquisition in order to strengthen the position of the LEM Group in the field of very high precision current measurements. LEM Danfysik is the world's leader in the development and manufacturing of highest precision current transducers for three main markets: medical scanners, precision industrial motor controls and test & measurement. The operation is based near Copenhagen in Denmark. So far the integration of LEM Danfysik has been progressing well. Sales are in line with expectations and earnings are already contributing to the LEM Group profit.



## **BUSINESS REPORT**

## Julius Renk new CFO

We would like to welcome Julius Renk as new CFO for the LEM Group. He has started as of September 1, 2009 and has assumed the role of CFO taking over from Heinz Stübi, the interim CFO gradually. Julius Renk now has full responsibility. We would like to thank Heinz Stübi for taking over the interim role and for his hard work and dedication.

## Outlook

It is difficult to give a forward looking statement at this time as business is picking up but from a very low base. Our book to bill ratio has been over 1.09 for both the first two quarters and this is a positive sign for the future business development. We also see the increase in demand in all of our 4 markets.

We firmly believe in our strategic direction. The strategic drivers for our business remain intact:

- the need for more energy and the demand for more renewable energy
- the need for reliable energy and for more controls and standby battery management
- the need for better energy efficiencies, increasing the demand for the more efficient motor controls
- the need for more mobility, public transport and automotive with a shift to more energy friendly solutions

We will maintain our clear focus on cost reduction and the operational priorities. At the same time, the financial strength of LEM will allow us to continue to build up new markets, new applications and new products and to continue to invest in the development of promising new business.

Overall, we assume that the upturn will continue and that LEM will benefit from this in all 4 markets, maybe to a lesser extent in the Traction market. At this time we expect sales for the year of about CHF 170 to 180 million (CHF 197 million in 2008/09).

We would like to thank you for the continued trust in LEM.

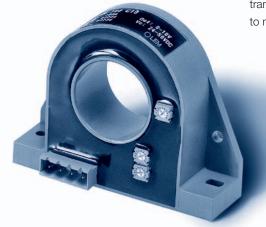
With kind regards,

Felix Bagdasarjanz Chairman of the Board

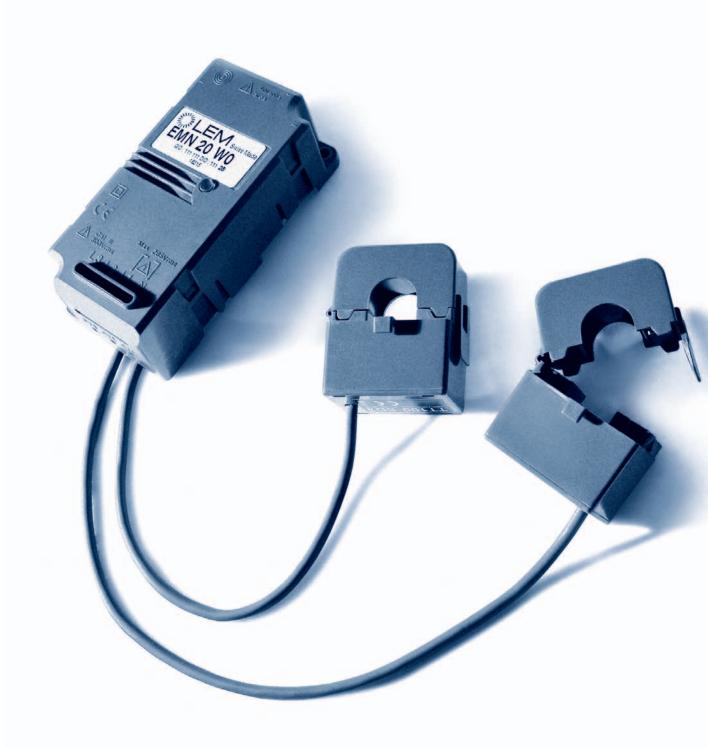
Faul Van Iseghem

President & CEO

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# **Interim Consolidated Financial Statements**



## CONSOLIDATED BALANCE SHEET

Assets	30.09.2009	31.03.2009
In CHF thousands		
Current assets		
Cash and cash equivalents	20'379	27'951
Accounts receivable	36'237	31'920
Other current assets	1'963	2'834
Inventories	22'729	23'728
Total current assets	81'308	86'433
Non-current assets		
Deferred tax assets	1'071	C
Other non-current assets	1'557	1'522
Property, plant and equipment	23'936	23'571
Intangible assets	10'414	4'685
Total non-current assets	36'978	29'778
Total assets	118'286	116'211
Liabilities and equity	30.09.2009	116 <sup>2</sup> 11 31.03.2009
Liabilities and equity		
Liabilities and equity In CHF thousands Current liabilities	30.09.2009	
Liabilities and equity In CHF thousands		<b>31.03.2009</b> 12'614
Liabilities and equity In CHF thousands  Current liabilities Accounts payable Other current liabilities	30.09.2009 15'712 545	<b>31.03.2009</b> 12'614 290
Liabilities and equity In CHF thousands  Current liabilities Accounts payable Other current liabilities Accrued expenses and deferred income	30.09.2009 15'712 545 7'656	31.03.2009 12'614 290 6'406
Liabilities and equity In CHF thousands  Current liabilities Accounts payable Other current liabilities Accrued expenses and deferred income Current income tax payable	30.09.2009 15'712 545 7'656 2'794	31.03.2009 12'614 290 6'406 6'247
Liabilities and equity In CHF thousands  Current liabilities Accounts payable Other current liabilities Accrued expenses and deferred income Current income tax payable	30.09.2009 15'712 545 7'656	31.03.2009 12'614 290 6'406 6'247
Liabilities and equity In CHF thousands  Current liabilities Accounts payable Other current liabilities Accrued expenses and deferred income Current income tax payable Current provisions	30.09.2009 15'712 545 7'656 2'794	31.03.2009 12'614 290 6'406 6'247 3'151
Liabilities and equity In CHF thousands  Current liabilities Accounts payable Other current liabilities Accrued expenses and deferred income Current income tax payable Current provisions Current financial liabilities	30.09.2009 15'712 545 7'656 2'794 7'158	31.03.2009 12'614 290 6'406 6'247 3'151 93
Liabilities and equity In CHF thousands  Current liabilities  Accounts payable	30.09.2009 15'712 545 7'656 2'794 7'158 9'327	<b>31.03.2009</b> 12'614
Liabilities and equity In CHF thousands  Current liabilities Accounts payable Other current liabilities Accrued expenses and deferred income Current income tax payable Current provisions Current financial liabilities  Total current liabilities	30.09.2009 15'712 545 7'656 2'794 7'158 9'327	31.03.2009 12'614 290 6'406 6'247 3'151 93

1'766

3'778

46'969

575

(5'627)

76'203

71'151

71'316

118'286

165

1'793

3'918

32'719

575

(5'627)

88'349

83'297

116'211

195 **83'492** 

Deferred tax liabilities

**Total liabilities** 

Minority interests

**Equity** Share capital

**Equity** 

Total non-current liabilities

Reserves and retained earnings

Total liabilities and equity

Treasury shares and derivative instruments on treasury shares

Equity attributable to equity holders of the parent

## CONSOLIDATED INCOME STATEMENT

## April to September

	2009/10	2008/09
In CHF thousands		
Sales	78'816	111'040
Cost of goods sold	(45'132)	(60'010)
Gross margin	33'684	51'031
Sales expense	(9'199)	(12'335)
Administration expense	(10'920)	(12'143)
Research & development expense	(5'094)	(5'317)
Other expense	(65)	(2)
Other income	199	152
Operational EBIT	8'605	21'385
Revaluation SOP provision	(4'810)	(102)
EBIT	3'796	21'283
Financial expense	(162)	(200)
Financial income	19	135
Foreign exchange effect	(594)	317
Profit before taxes	3'059	21'535
Income taxes	(1'487)	(5'541)
Net profit for the period	1'571	15'994
Attributable to:		
LEM shareholders	1'553	15'945
Minority interests	18	48
Net profit	1'571	15'994
Net profit per share entitled to dividend (in CHF)		
Basic net profit	1.36	13.94
Diluted net profit	1.36	13.88

## CONSOLIDATED CASH FLOW STATEMENT

## April to September

	2009/10	2008/09
In CHF thousands		
CASH FLOW FROM OPERATING ACTIVITIES		
Net profit of the year	1'571	15'994
Non-cash items	2'177	3'293
Cash flow before changes in net working capital	3'748	19'287
Cash flow from changes in net working capital	3'469	(8'007)
Cash flow from operating activities	7'217	11'280
CASH FLOW FROM INVESTING ACTIVITIES		
Investment in fixed assets	(3'220)	(4'131)
Disposal of fixed assets and intangible assets	67	36
Acquisition of companies	(1'213)	0
Investment in intangible assets	(6'176)	(138)
Cash flow from investing activities	(10'542)	(4'232)
CASH FLOW FROM FINANCING ACTIVITIES		
Treasury shares aquired	0	(3'875)
Derivative instruments on own shares acquired	0	(1'752)
Dividends paid to the shareholders of LEM Holding SA	(11'372)	(12'650)
Dividends paid to minorities	(48)	(42)
Increase (+) in financial liabilities	7'660	4'122
Cash flow from financing activities	(3'760)	(14'197)
Change in cash and cash equivalents	(7'085)	(7'150)
Cash and cash equivalents at the beginning of the period	27'951	25'787
Exchange effect on cash and cash equivalents	(488)	535
Cash and cash equivalents at the end of the period	20'379	19'172

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

## April to September

	2009/10	2008/09
In CHF thousands		
Net Profit for the period recognised in the income statement	1'571	15'994
Currency translation difference	(2'539)	3'172
Fair value adjustments on cash flow hedges		(125)
Total comprehensive income for the period	(968)	19'040
Attributable to shareholders	(986)	18'984
Attributable to minorities	18	56

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

Attributable to equity holder of the co								
In CHF thousands	Share capital	Treasury shares	Performance share plan	Fair value reserve	Translation reserve	Retained earnings and other reserves	Minoritiy Interest	Total equity
1 April 2008	575	0	0	146	(2'982)	73'268	201	71'209
Total comprehensive income				(125)	3'164	15'945	56	19'040
Dividends paid						(12'650)		(12'650)
Dividends paid to minority interests							(42)	(42)
Performance share plan			517					517
Movement in treasury shares		(3'875)						(3'875)
Movement in derivative instruments on treasury shares		(1'752)						(1'752)
30 September 2008	575	(5'627)	517	21	182	76'563	215	72'446
1 April 2009	575	(5'627)	423	(2)	3'464	84'464	195	83'492
Total comprehensive income					(2'539)	1'553	18	(968)
Dividends paid						(11'372)		(11'372)
Dividends paid to minority interests							(48)	(48)
Performance share plan			211					211
30 September 2009	575	(5'627)	634	(2)	925	74'645	165	71'316

## NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS

### 1. Segment Information

April - September 2008	Industrial	Automotive	LEM Group Total
In CHF thousands			
Orders received	102'866	8'563	111'429
Sales	101'866	9'174	111'040
EBIT	21'590	(307)	21'283
April - September 2009	Industrial	Automotive	LEM Group Total

April - September 2009	Industrial	Automotive	LEM Group Total
In CHF thousands			
Orders received	77'339	6'176	83'515
Sales	72'703	6'113	78'816
EBIT	5'169	(1'373)	3'796

### 2. Nature of operations

The LEM Group is a market leader in providing innovative and high quality solutions for measuring electrical parameters. Its core products – current and voltage transducers – are used in a broad range of applications in industrial, traction, energy and automotive markets.

### 3. Basic principles of group accounting

These unaudited consolidated financial statements for the six months ended on September 30, 2009 have been prepared in accordance with International Accounting Standard (IAS) 34 'Interim Financial Reporting'. They do not include all the information and disclosures presented in the annual consolidated financial statements and should therefore be read in conjunction with the year that ended 31 March 2009.

The accounting and valuation policies are consistent with those applied in preparing the annual consolidated financial statements for the year 2008/09, except where noted below.

The preparation of the interim consolidated financial statements requires management to make estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities and disclosure of contingent liabilities at the date of the financial statements. If in the future such estimates and assumptions, which are based on management's best judgement at the date of the financial statements, deviate from the actual circumstances, the original estimates and assumptions will be modified as appropriate in the period in which the circumstances change.

## 4. Adjustments to new IAS/IFRS standards and interpretations

The following new and revised standards and interpretations became effective for the reporting year 2009/10:

IFRIC 13	Customer Loyalty Programmes
IFRIC 15	Agreements for the Construction of Real Estate
IFRIC 16	Hedges of Net Investment in a Foreign Operation
IFRS 8	Operating Segments
IAS 1 revised	Presentation of Financial Statement
IAS 23	Borrowing Costs
Amendment to IFRS 2	Vesting Conditions and Cancellations
Amendments to IAS 32 and IAS 1	Puttable Financial Instruments and Obligations Arising on Liquidation
Amendments to IFRS 1 and IAS 27	Cost of an Investment in a Subsidiary, Jointly Controlled Entity or Associate
IFRIC 18	Transfers of Assets from Customers
Amendments to IFRIC 9 and IAS 39	Embedded Derivatives

Annual Improvements to IFRS's

These changes led to additional disclosures but do not have material effect on the consolidated financial statements of the LEM Group.

Financial Instruments

Amendments to IFRS 7 Improving Disclosures about

Amendments to IFRS 3 'Business Combinations' are effective for financial years beginning on or after 1 July 2009. For the LEM Group they are therefore only relevant for the business year beginning 1 April 2010.

#### Income taxes

Income tax expense is calculated based on the best estimate of the applicable annual income tax rate expected for the full year.

The increase in the effective tax rate of LEM Group is caused by changes in volumes, product mix and profitability of the Group's subsidiaries in the various jurisdictions and withholding taxes on dividends distributable out of prior year's profits within the Group.

#### 6. Financial Liabilities

LEM Group increased financial short-term liabilities to CHF 9.3 million (31 March 2009 CHF 0.1 million) mainly as a bridge financing for the acquisition of Danfysik ACP A/S.

#### 7. Shareholders' equity

At the shareholders' meeting held in Geneva on 26 June 2009, the shareholders approved the distribution of an ordinary dividend of CHF 10.00 per share. The gross dividend paid on 29 June 2009 amounted to CHF 11.37 million (prior year: ordinary dividend of CHF 7.00 and extra-ordinary dividend of CHF 4.00 per share; total CHF 12.65 million).

#### 8. Performance Share Plan

In the half year 2009/10 expense of CHF 211 thousand was charged to the income statement based on the fair value at grant date of Performance Share Plan 1 (2008/09 CHF 517 thousand). The details of this plan were disclosed in the Annual Report 2008/09 as well as the interim consolidated financial statements of 30 September 2008.

On 8 May 2009 the Board of Directors decided not to continue the Performance Share Plan in the present form. The new LEM Incentive Scheme (LIS) consists of a cash bonus based on the Economic Value Added of LEM Group over a period of 3 years.

### 9. Changes in scope of consolidation

During the first half year of 2009/10 the scope of consolidation changed as follows:

On 28 July 2009 LEM Holding SA acquired 100% of the shares of Danfysik ACP A/S in Denmark retroactively per 1 July 2009. The business of high precision transducers was integrated into the business segment Industrial of LEM Group. The total purchase price for the shares and the intellectual property rights amounts to CHF 7.0 million incl. transaction costs and was paid out of existing liquid funds and two bridge financings of EUR 2.0 million each for a period of 3 and 6 months.

In the period from 1 July to 30 September 2009, the acquired business employing 15 people generated third party sales of CHF 1.32 million and a net profit of CHF 0.05 million.

The following table shows the fair value of assets and liabilities acquired in the share deal at the effective date of acquisition, as well as the intangibles acquired and the badwill arising from the transaction. As the purchase price allocation has not been finalised at the reporting date, the amounts are subject to adjustments.

The acquired intellectual property rights are depreciated over 5 years according to LEM accounting policies.

in CHF thousands	Carrying amount	Fair value adjustments	Fair value on acquisition
Cash and cash equivalents	338	0	338
Trade accounts receivable	1'025	-99	926
Inventories	2'744	-298	2'446
Other current assets	530	-353	177
Property, plant and equipmen	t 379	3	383
Intangible assets	5'943	207	6'150
Pre-acquisition goodwill	2'804	-2'804	0
Current liabilities	2'281	163	2'444
Long-term liabilities	129	0	129
Net assets acquired at fair value			7'846
Goodwill / (Badwill)			-149
Total purchase consideration including transaction costs	n,		7'697
Less cash and cash equivalents acquired			-338
Net cash outflow on acquisi	ition		7'359

In the previous year the following change in the scope of consolidation occurred:

Creation of LEM Management Services S.a.r.l., fully consolidated as of 16 June 2008.

### 10. Events after the balance sheet date

The Board of Directors and Senior Management are not aware of any significant events up to the date of approval of the consolidated financial statements on 30 October 2009 that would require an adjustment in carrying amounts of the Group's assets and liabilities.

### 11. Exchange rates

The following exchange rates were used:

		Period-end rate for balance sheet		l average rate me statement
	30.09.09	31.03.09	2009/10	2008/09
EUR	1.511	1.517	1.517	1.612
GBP	1.649	1.633	1.73	2.032
JPY	0.0115	0.0118	0.0114	0.01
USD	1.036	1.149	1.088	1.05
RUB	0.034	0.034	0.034	0.044
CNY	0.152	0.168	0.160	0.153



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