

## A portrait of the Looser Holding

August 2011



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## The Looser Group at a glance

- Looser Holding AG (the group's overall parent company) is an **internationally-active industrial holding company** that is domiciled in Arbon, Switzerland.
- The Looser Group is active in four business segments: **coatings, industrial services, temperature control** and **doors**.
- The Group has **23 operational companies** in Europe, Asia and the USA.
- The Group employs around **1 700 personnel worldwide**.
- **Key figures for 2010:** net revenues of CHF 480.7 million and an EBITDA of CHF 61.7 million.
- The registered shares of Looser Holding AG have been listed on the **SIX Swiss Exchange** (Main Standard) since 17 June 2008.
- The Looser Group was **founded in 2004** (through non-cash contributions of its coatings and industrial services holdings).

# Looser Holding at a glance

## Four business units

### Coatings



### Industrial Services



### Temperature Control



### Doors



### Fact and Figures (2010)

Figures	Net revenues MCHF 480.7 / EBITDA MCHF 61.7
Annual Growth	CAGR ~ +15% (2006 to 2010) incl. acquisitions
Worldwide employees	around 1'700 in 10 countries
operating units	22 in Europe, USA and Asia
Incorporation Looser Holding	November 2004
Listing SIX Swiss Exchange	June 17, 2008 (Main Standard)

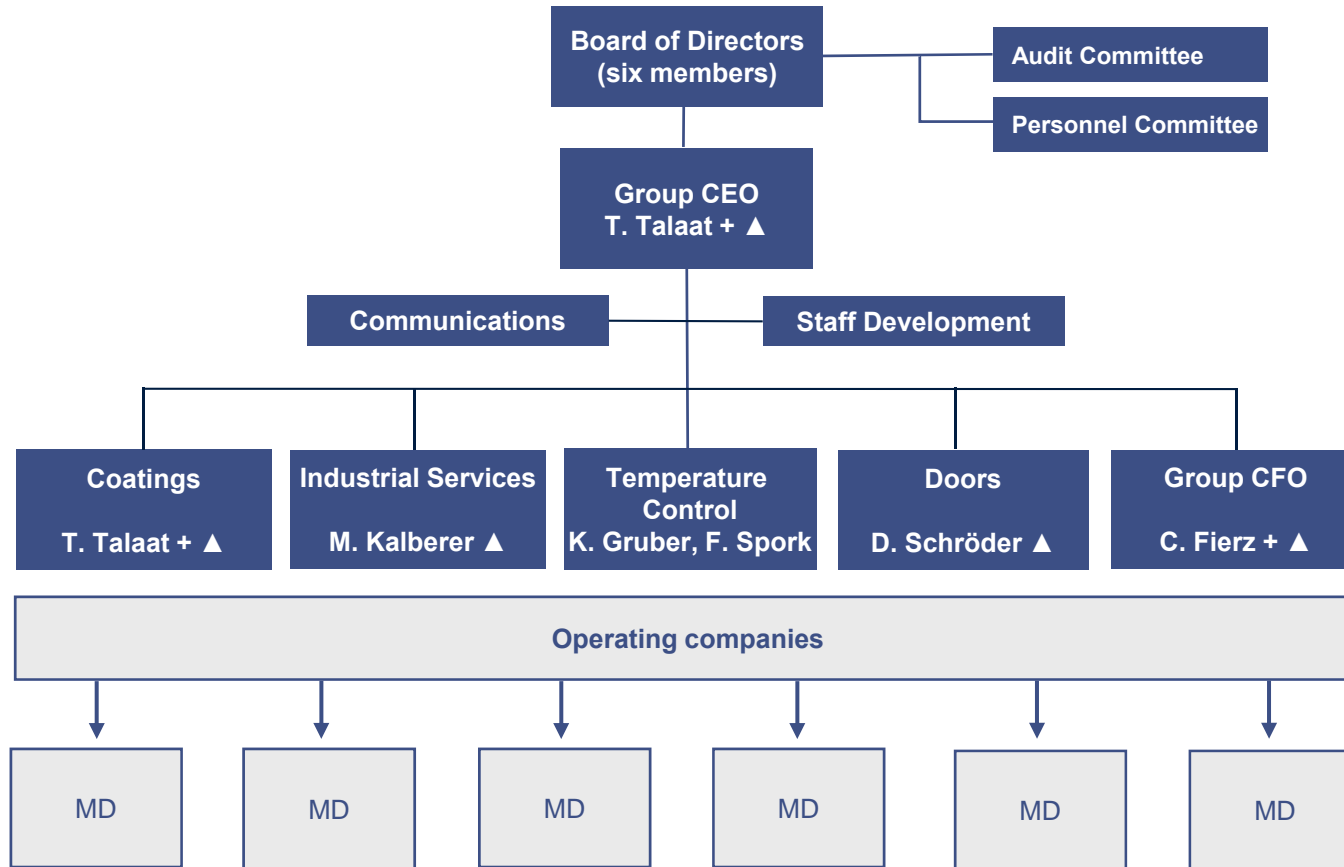
### Ownership (30 June 2011)

Majority shareholders	Looser and Stocker-Looser families: 55.8%
Management / Board of Directors	6.1%
Free float	~ 44.2 %
Registered shareholders	1'016

## What the Looser Group stands for...

- ... a **diversified international business portfolio**
- ... **strong market positions** in specific niche markets
- ... **professionalism, service, efficiency, quality, innovation, safety** and **environmental care**
- ... **experience in acquisitions** and their successful integration
- ... acquisitions generating **operational synergies**
- ... **revenue and earnings growth** with high profitability
- ... providing parameters for its **employees** to achieve their goals:  
through organisational structures, leadership, development and training
- ... an **experienced management team** with a proven track record
- ... the **strong commitment of the Board and Management** through their co-ownership.

# Group structure



**+ = Group Executive Management   ▲ = Extended Group Executive Management   MD = Managing Director**

# Management structure

## Group Executive Management and Extended GEM



**Tim Talaat**  
Group Executive Mgmt.  
CEO of Looser Holding AG



**Christoph Fierz**  
Group Executive Mgmt.  
CFO of Looser Holding AG



**Markus Kalberer**  
Extended GEM  
MD of Condicta AG



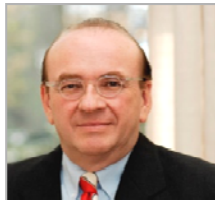
**Detlev Schröder**  
Extended GEM  
MD of Prüm-Garant Holding

# Management structure

## Board of Directors



**Dr. Rudolf Huber**  
Chairman of the Board



**Andreas  
Stocker**  
Board Member



**Thomas  
Lozser**  
Board Member



**Dr. Christian  
Wenger**  
Board Member



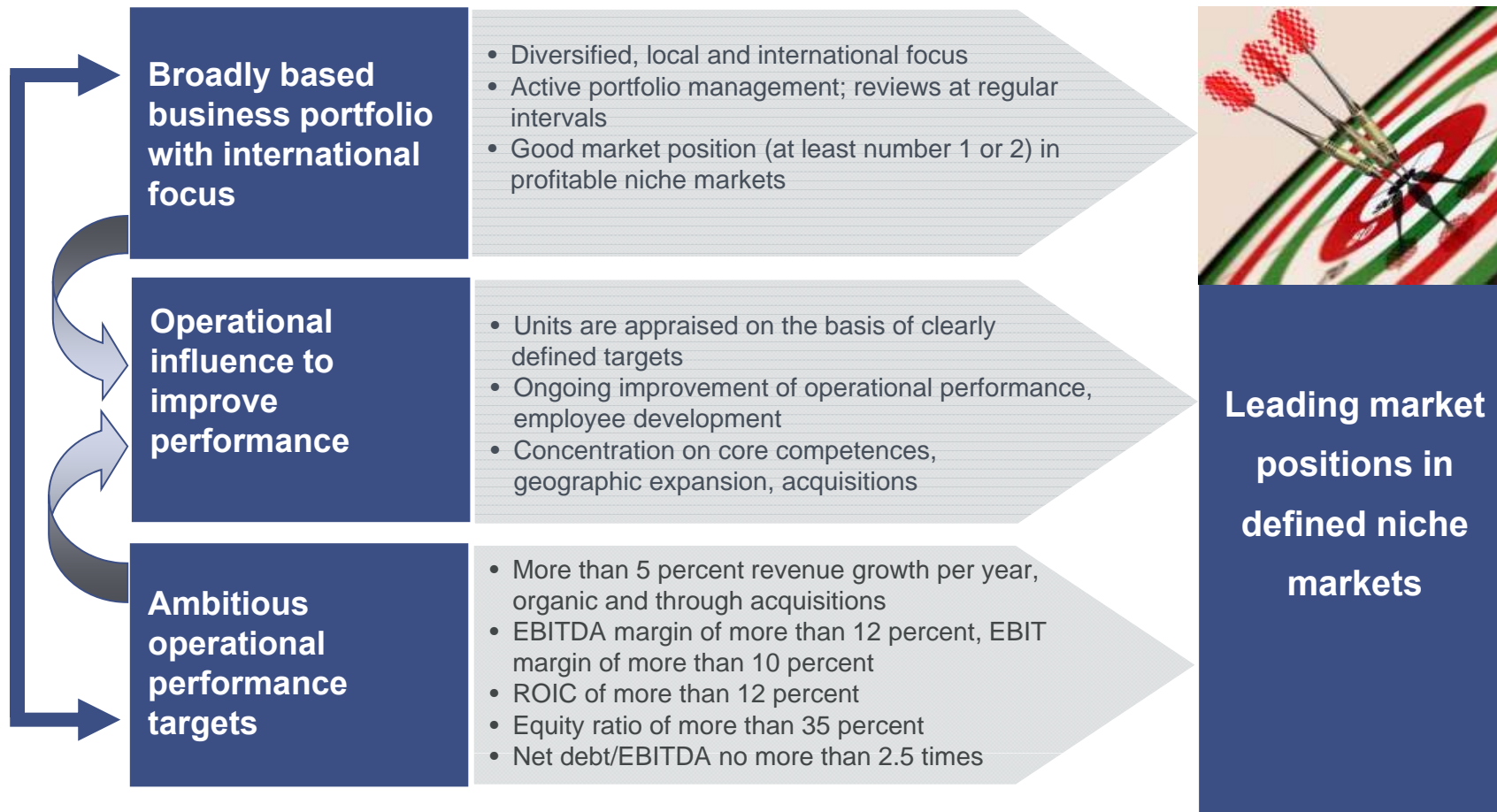
**Rudolf  
Hadorn**  
Board Member



**Paul  
Zumbühl**  
Board Member

# Looser Holding

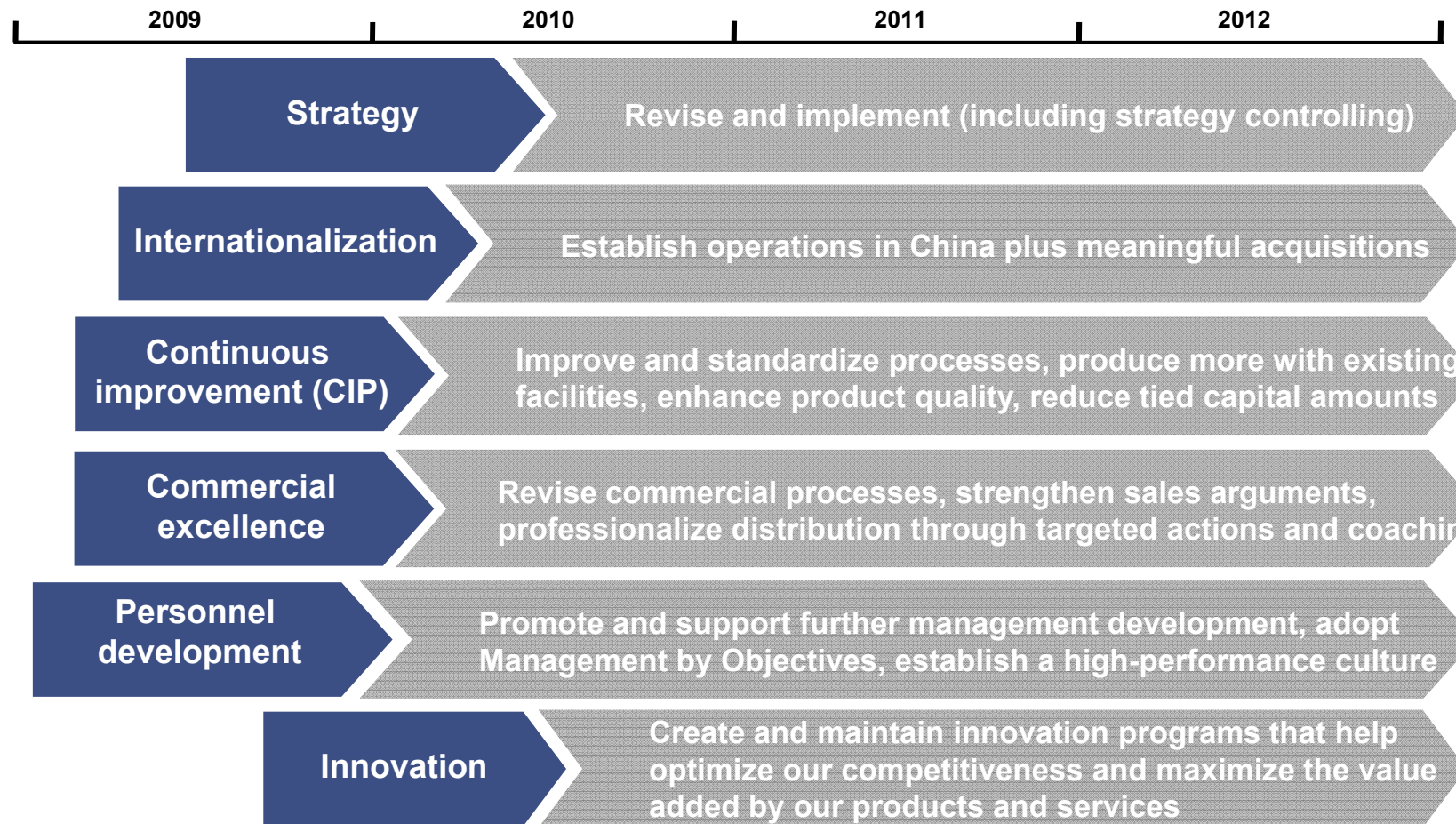
## Long-term focus



## Financial key data 2010

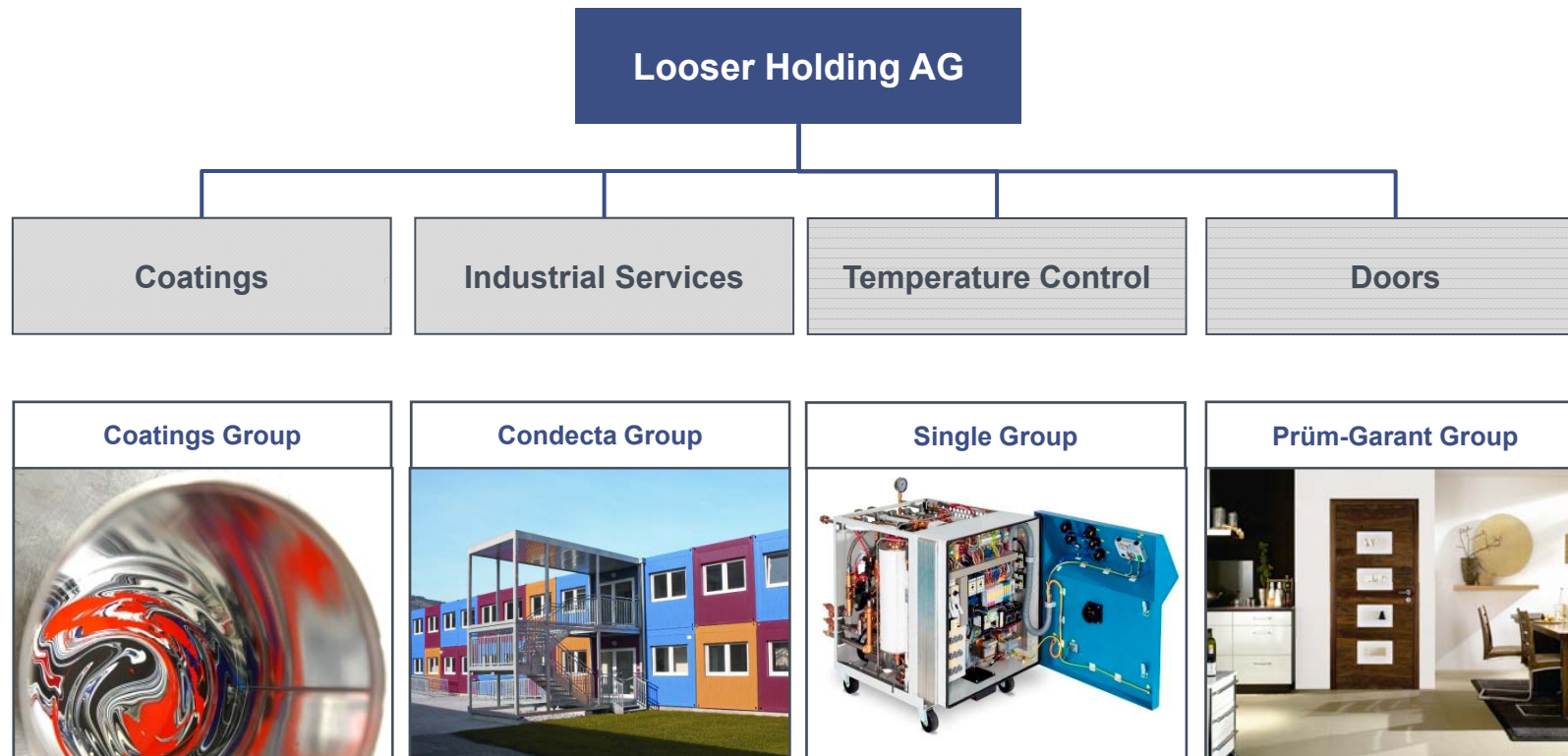
Revenue development	+2.6% to 480.7 million CHF; (prior year: 468.4 million CHF ) +7.6% after acquisition-related and currency adjustments
EBITDA / EBITDA margin	61.7 million CHF / 12.8% (prior year: 59.4 million CHF / 12.7%)
Net debt	Reduction to 114.9 million CHF (31 Dec 2009: 133.1 million CHF)
Equity ratio	38.1% (31 Dec 2009: 40.5%) Gearing 0.60 (31 Dec 2009: 0.62)
Cashflow from operations	40.8 million CHF (prior year: 44.4 million CHF)
Consolidated net income	24.0 million CHF (prior year: 21.4 million CHF)
Earnings per share	6.32 CHF (prior year: 6.34 CHF)

# Prime future thrusts



# The Looser Group

## Business divisions







# Business divisions

## Coatings



# Coatings

## Strategic business areas

<p><b>Wood coatings</b> 54%</p>		<ul style="list-style-type: none"> <li>▶ Parquet/laminate industry</li> <li>▶ Carpentry/joinery</li> <li>▶ Furniture industry, wood-based materials</li> </ul>	<p><b>Treffert Group</b> <b>Feyco</b> <b>Otto Weibel</b></p>
<p><b>Packaging coatings</b> 18%</p>		<ul style="list-style-type: none"> <li>▶ Food &amp; beverage industry</li> <li>▶ Cosmetics</li> <li>▶ Pharmaceuticals</li> </ul>	<p><b>Schekolin</b></p>
<p><b>Industrial coatings</b> 13%</p>		<ul style="list-style-type: none"> <li>▶ Equipment and machinery</li> <li>▶ Car repairs</li> <li>▶ Rail vehicles</li> </ul>	<p><b>Feycolor</b> <b>Feyco</b></p>
<p><b>Non-stick/low-friction coatings</b> 15%</p>		<ul style="list-style-type: none"> <li>▶ Cookware, bakeware &amp; household utensils</li> <li>▶ Technical applications</li> </ul>	<p><b>Industrielack AG (Ilag)</b></p>

## Coatings

- The **Coatings Division** is home to the **Treffert, Schekolin, Feyco, Otto Weibel, Feycolor** and **Ilag** companies.
- **Business activities:** developing, producing and marketing innovative coating solutions.
- **Applications:** on materials such as wood, plastic, metal, stone, glass etc. for industrial and commercial use.
- **Industries:** construction, parquet/laminate floors, furniture, carpentry/joinery, industrial wood processing, food & beverages, pharmaceuticals and cosmetics, cookware, bakeware & household utensils, machinery and equipment, car repairs and rail vehicles.
- Looser's Coatings Division sets new benchmarks in **environmental** terms: its companies have been successfully working to reduce the amounts of solvent-based paints and coatings used, and over **60%** of their products are now solvent-free.
- The Coatings Division employs some **630 personnel** at its **nine production facilities and laboratories** around the world.



### Key figures for 2010

Revenue: CHF 206.5m

EBITDA: CHF 21.7m

### Markets

Switzerland, Germany, Austria, the rest of Europe, Asia and the USA

### Strategy

Access new markets, develop new products, exploit synergies within existing divisional operations

# Coatings

## The Treffert Group

- **Treffert** produces coatings for the parquet, cork and laminated-floor industry as well as for furniture, rear furniture panels and doors.
- The **internationally-active group** is headquartered in Alzenau (Germany) with further production facilities and development centers in China, Malaysia and the USA.
- The group maintains extensive **distribution networks** at its production sites and in Thailand and Indonesia. Treffert also works closely with **distribution partners** in Argentina, Russia and Spain.
- Treffert's operations boast **high-performance technical facilities and state-of-the-art research & development laboratories**.
- Its **ecofriendly coating systems** have earned international eco-label distinctions.
- With a workforce of **250 employees**, the group numbers **over 500 customers worldwide**.
- Treffert traces its origins back to 1937, and has been a member of the Looser Group since 2004.



### Markets

Germany, the rest of Europe, Asia and the USA

### Strategy

Access new markets, develop new products, exploit synergies within existing operations

[www.treffert.com](http://www.treffert.com)

# Coatings

## Schekolin (1/2)

- Schekolin specializes in **packaging coatings**
- **Head office** is at the facility in **Gamprin-Bendern** (in Liechtenstein). Schekolin
- In its **packaging coatings** business, Schekolin develops and manufactures internal and external coatings for metal, plastic, aluminum, glass and similar materials, for products that include aerosol and other cans, tubes, seals and general filling materials.
- Schekolin is a **leader** in the manufacture of solvent-free UV varnishes for the packaging industry.
- The **prime consumers** of Schekolin products are the cosmetics, food & beverage, pharmaceuticals and construction industries.
- To **protect the seams** on cans, Schekolin has developed an innovative epoxy-free powder that marks a **major step forward** in ecofriendly coatings production.
- In February 2011, Schekolin has disposed of its **architectural coatings business** arm to Mäder Farben AG of Bremgarten (Switzerland). The move will permit a further focusing on its core packaging coatings business



### Markets

Switzerland,  
Liechtenstein, Germany,  
the rest of Europe, Asia  
and the USA

### Strategy

Access new markets,  
develop new products,  
exploit synergies within  
existing divisional  
operations

[www.schekolin.com](http://www.schekolin.com)



# Coatings

## Schekolin (2/2)

- With its **100 employees**, Schekolin serves **over 3 200 customers all over the world**.
- The company was **founded in 1932**, and has been a member of the Looser Group since 2004.



# Coatings

## Feyco (1/2)

- The **Feyco Group** specializes in producing protective and other wood coatings and coatings for metal and plastic surfaces for industrial and commercial applications.
- The group is **headquartered** in **St. Margrethen**, Switzerland, with further Swiss operations in Hinwil, Gümligen and Crissier.
- With its Feyco, Wenger, Pentol and Nobs **brands**, the group produces:
  - **paints** and **varnishes**
  - **staining and varnishing solutions** for indoor and outdoor wood surfaces
  - **in-situ seals** for parquet and cork floors
  - **wood-protection solutions, oils** and **care products**
  - **wet and powder coatings** for the engineering sector (e.g. rail vehicles).
- Its **prime customers** are joiners and industrial producers of parquet floors, doors, furniture and windows and of wood varnishes and wood protection solutions for indoor and outdoor use. Further clients include industrial producers and consumers of metal varnish applications.



### Markets

Switzerland and bordering countries

### Strategy

Multi-brand approach, with optimum use of synergies among the coatings produced

[www.feyco.ch](http://www.feyco.ch)

# Coatings

## Feyco (2/2)

- The product range of Otto Weibel is a perfect addition to the existing products of Feyco Group.
- The Feyco Group makes a substantial contribution to protecting the natural environment. Thanks to its constant research and further development of its product range, all its paints and wood varnishes are available in non-solvent-based form.
- The group employs **130 personnel**.
- The company was founded **over 100 years ago**, and has been a member of the Looser Group since 2004.



# Coatings

## Otto Weibel

- **Otto Weibel AG** specializes in producing sophisticated paints and varnishes for designing and protection of wood surfaces.
- The company is **headquartered** in **Urdorf**, Switzerland.
- Otto Weibel AG develops and produces:
  - **Paints**
  - **Varnishes**
  - **Stains**
- Its **prime customers** are industrial manufacturers of furniture and wood paneling, carpenters and specialist for interior work.
- The product range of the Feyco Group is a perfect addition to the existing products of Otto Weibel.
- The group employs **34 personnel**.
- The company was founded **in 1934**. Since May 2011 the company is a member of the Looser Group.



**OTTO WEIBEL AG**   
Wir haben die Farben. Wir haben die Lacke.

### Markets

Switzerland

### Strategy

Multi-brand approach, with optimum use of synergies among the coatings produced

[www.otto-weibel.ch](http://www.otto-weibel.ch)

# Coatings

## Feycolor

- **Feycolor** develops and manufactures **varnishes and other coatings** for the steel, other metal and plastics industries.
- Its prime operating sites are in **Regensburg** (Germany) and **Mäder** (Austria), with further dealer centers in Germany, Austria, Switzerland and Eastern Europe.
- Feycolor products are **used** in
  - **mechanical engineering** including anti-corrosion coatings for hydraulic engineering and chemical plant applications
  - **car repairs** and (rail) **vehicle manufacturing**.
- Feycolor also serves niche markets such as the pencil and carbon coatings industries.
- With its **70 employees**, Feycolor serves customers in its home markets and Eastern Europe.
- Feycolor was **founded in 1948**, and has been part of the Looser Group since 2004.



**FEYCOLOR®**

### Markets

Germany, Austria,  
Switzerland and Eastern  
Europe

### Strategy

Customer-specific  
product and system  
solutions; exploiting  
synergies among the  
coatings produced

[www.feycolor.com](http://www.feycolor.com)

# Coatings

## Ilag (Industrielack AG)

- **Ilag** manufactures non-stick and high-performance coating systems for consumer goods and technical applications.
- Its **head office** is in **Lachen** (Switzerland), with a further production facility in Shanghai and a sales office in the USA. Ilag is active in 37 countries with its own branch offices or through local partners or agents.
- For the **consumer goods** sector, Ilag develops and manufactures non-stick coatings for cookware, bakeware and further household utensils.
- With its **technical applications** Ilag develops and manufactures non-stick systems, low-friction coatings, easy-to-clean systems, abrasion and corrosion-resistant coatings and further functional coating solutions.
- Its **main customers** are the food technology and household goods industries and the engineering sector.
- Ilag's **80 personnel** serve more than **500 customers** all over the world.
- Ilag was **founded in 1955**, and has been a Looser Group company since 2004.



### Markets

Europe, Asia and the USA

### Strategy

Access new markets and regions, develop new products and services, and exploit synergies among existing coating applications

[www.ilag.ch](http://www.ilag.ch)

# Business divisions

## Industrial Services



# Business division Industrial Services

**Modular Space  
and  
Event Services**

54 %



- ▶ Construction and construction supplier industry
- ▶ Public sector
- ▶ Industrial, professional trade
- ▶ Event Services

**Construction  
Cranes**

25 %



- ▶ Construction industry
- ▶ Building renovation

**Machines  
and  
Tools**

12 %



- ▶ Construction and construction industry
- ▶ Industrial, professional trade

**Operating  
supplies  
and  
Other**

9%



- ▶ Operating supplies
- ▶ Industrial safety

Rentals and sales

# Industrial Services

## The Condicta Group (1/2)

- The **Condicta Group** represents the entire Industrial Services Division of the Looser Group.
- Condicta is one of Switzerland's leading suppliers of self-erecting cranes and mobile space systems.
- The group is **headquartered** in **Winterthur** and has ten further operating and storage locations in Switzerland and adjacent border areas.
- Condicta offers **integrated** construction, industrial, commercial, public-sector and event services solutions for:
  - **mobile space systems:** modular building elements for temporary offices, schools, kindergartens, accommodation, first-aid facilities etc.
  - **event services:** toilets and showers, flooring systems, barricades etc.
  - **cranes and lifts:** self-erecting cranes with boom lengths of 20 to 43 meters, rotating tower cranes with boom lengths of 40 to 65 meters, rack-and-pinion hoists etc.
  - **construction machinery and equipment:** circular saws, stonecutting machines, conveyor belts, worksite power distributors etc.
  - **worktools and protection:** some 20 000 further items.



### **Condicta**

#### **Key figures for 2010**

Revenue: CHF 59.8m

EBITDA: CHF 14.9m

#### **Markets**

Switzerland, Germany,  
Italy and Austria

#### **Strategy**

Expand event services  
and achieve further growth  
through complementary  
acquisitions

[www.condicta.ch](http://www.condicta.ch)

## Industrial Services

### The Condicta Group (2/2)

- In **taking over MobiToil AG** of Kirchberg, Switzerland, the Condicta Group has become the **number-two supplier** of mobile toilet solutions to the Swiss market.
- In acquiring **Sigris Platten AG** in January 2011 Condicta has taken a further step in strengthening its event services activities and has become **number-one supplier** of flooring systems to the Swiss market.
- Condicta maintains an excellent **mix between selling and renting out its products** that has enabled it to establish a strong presence and position in the construction, public-sector, industrial, commercial and event services fields.
- The company employs **157 personnel** and serves **over 8 000 customers** in its target markets.
- Condicta was **founded in 1959**, and has been part of the Looser Group since 2004.



# Business Divisions

## Temperature Control

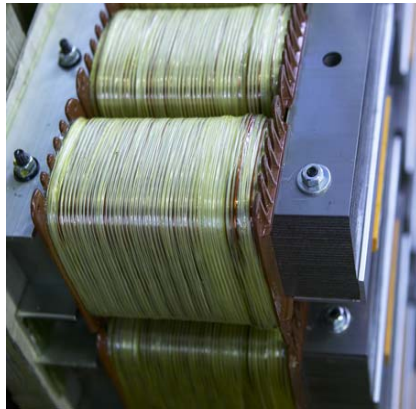


# Temperature Control

## Strategic business areas

### Temperature control

75%



- ▶ Plastics
- ▶ Automotive
- ▶ Chemicals
- ▶ Packaging
- ▶ Medical
- ▶ Food
- ▶ Aviation
- ▶ Photovoltaics

### Cooling

25%



- ▶ Semiconductors
- ▶ Plastics

# Temperature Control

## The Single Group (1/2)

- **Single Temperiertechnik** forms the Temperature Control Division of the Looser Group.
- The Single Group has been developing and distributing **high-performance and energy-efficient** temperature-control and cooling devices **for more than 40 years**. The range extends from standard products to specially-tailored solutions and test-bench devices.
- Single's **head office** is in **Hochdorf** (Germany).
- With its **subsidiary companies** in **Charlotte, USA** and in Hong Kong as well as **sales offices** in over **30 countries**, Single is one of the leading providers of temperature-control and cooling technology solutions.
- The **prime customers** for Single's products are the plastics, semiconductor, automotive and pharmaceuticals sectors, along with medical, galvanizing and food production applications: all areas where precise temperature control is essential to the production process. Further Single clients include the aviation, mechanical engineering and original equipment manufacturer (OEM) sectors.



### Key figures for 2010

Revenue: CHF 34.9m

EBITDA: CHF 3.8m

### Markets

Europe, Asia and the USA

### Strategy

Growth via acquisitions, and new and innovative products, e.g. for the medical technology field

[www.single-temp.de](http://www.single-temp.de)

# Temperature Control

## The Single Group (2/2)

- Single's **core competencies** include developing and producing temperature-control systems, heat transfer facilities and recooling systems, along with the provision of expert technical advice.
- Single and its temperature-control systems are also well to the fore in the **renewable energy** sector. Activities here include the production of wind-power rotors and test-bench temperature-control devices for hybrid car systems, along with the manufacture of photovoltaic equipment.
- Single has a worldwide workforce of **110 employees**.
- The company was founded in **1968**, and has been a member of the Looser Group since 2005.



# Business Divisions

## Doors



# Doors

## Strategic business areas

**Doors**

**58%**



**Frames**

**42%**



### The interior door market:

- ▶ residential buildings (new buildings and renovations)
- ▶ non-residential buildings (new buildings and renovations)

# Doors

## The Prüm-Garant Group

- The **Prüm-Garant Group** manufactures interior doors and frames.
- Its **products** also include fire-protection, smoke-protection, burglar-retardant, noise-protection, heat-insulating, radiation-protective and wet room doors.
- The group is located in **Weinsheim** and **Ichtershausen** (both in Germany).
- The **product range** extends from solid-wood doors through white-painted, decorative, veneered and laminated models to all-glass doors.
- The company's products are **marketed** via **specialist retail outlets**.
- The group employs around **870 employees** at its two production plants.
- The two components of the present company, Prüm-Türenwerk GmbH and Garant Türen&Zargen GmbH, were **founded** in 1970 and 1991 respectively. They merged to form the Prüm-Garant Group in 2005.
- Prüm-Garant has been a member of the Looser Group since 2007.



 Türen, die zu Ihnen passen	
<b>Key figures for 2010</b> Revenue: CHF 184.0m EBITDA: CHF 26.2m	
<b>Markets</b> Germany and the rest of Europe	
<b>Strategy</b> Further expansion of market share in Germany and Europe	
<a href="http://www.tuer.de">www.tuer.de</a> <a href="http://www.garant.de">www.garant.de</a>	

# The Groups market positions



## Coatings

- No. 1 Parquet coatings China
- No. 1 Printed furniture panels and backings Europe
- No. 2 Parquet coatings South East Asia
- No. 1 Wood coatings Switzerland
- No. 4 Parquet coatings Europe
- No. 1 UV-coatings packaging Europe
- No. 3 Antihaft Food Europe



## Temperature Control

- No.1 Temperature control in Europe



## Industrial Services

- No. 1 Modular spaces systems Switzerland
- No. 1 Self-erecting cranes Switzerland
- No. 1 Flooring systems Switzerland
- No. 2 Sanitary toilet services Switzerland



## Doors

- Nr. 2 Interior doors market Germany

**Target: Looser Group outperforms market growth**

## Contact details

Company	Contact name	E-Mail
Looser Holding AG ( <a href="http://www.looserholding.com">www.looserholding.com</a> )	Corporate Communications Christoph Fierz / Barbara Greuter	<a href="mailto:info@looserholding.com">info@looserholding.com</a>
Treffert Gruppe ( <a href="http://www.treffert.com">www.treffert.com</a> )	Marcel Dissel	<a href="mailto:md@treffertholding.com">md@treffertholding.com</a>
Schekolin AG ( <a href="http://www.schekolin.com">www.schekolin.com</a> )	Andreas Singer	<a href="mailto:andreas.singer@schekolin.com">andreas.singer@schekolin.com</a>
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Ottow Weibel AG ( <a href="http://www.otto-weibel.ch">www.otto-weibel.ch</a> )	Christoph Studer	<a href="mailto:christoph.studer@otto-weibel.ch">christoph.studer@otto-weibel.ch</a>
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Ilag (Industrielack AG) ( <a href="http://www.ilag.ch">www.ilag.ch</a> )	Hans-Georg Geisel	<a href="mailto:hg.geisel@ilag.ch">hg.geisel@ilag.ch</a>
Conducta AG ( <a href="http://www.conducta.ch">www.conducta.ch</a> ) MobiToil by Conducta AG ( <a href="http://www.mobitoil.ch">www.mobitoil.ch</a> )	Markus Kalberer / Peter Habersaat Remo Hahn	<a href="mailto:markus.kalberer@conducta.ch">markus.kalberer@conducta.ch</a> <a href="mailto:peter.habersaat@conducta.ch">peter.habersaat@conducta.ch</a> <a href="mailto:remo.hahn@conducta.ch">remo.hahn@conducta.ch</a>
Single GmbH ( <a href="http://www.single-temp.de">www.single-temp.de</a> )	Karlheinz Gruber Frank Spork	<a href="mailto:kh.Gruber@single-temp.de">kh.Gruber@single-temp.de</a> <a href="mailto:f.spork@single-temp.de">f.spork@single-temp.de</a>
Prüm-Garant Holding ( <a href="http://www.tuer.de">www.tuer.de</a> )	Detlev Schröder Stefan Burlage	<a href="mailto:detlev.schroeder@tuer.de">detlev.schroeder@tuer.de</a> <a href="mailto:stefan.burlage@tuer.de">stefan.burlage@tuer.de</a>