

SWISSLOG – 2009 HALF-YEAR RESULT

Buchs, 18 August 2009

swisslog

DISCLAIMER

This document contains certain forward-looking statements, recognizable by the use of words such as "expects", "anticipates", "future" or similar expressions or by discussion of strategies, plans or intentions, etc. Various factors, known and unknown risks and imponderabilities, many of which are beyond our control, may cause actual developments and results to differ substantially in the future from those reflected in forward-looking statements contained in this document. Against the background of such uncertainties, readers should not rely on forward-looking statements. Swisslog assumes no responsibility to update forward-looking statements or to adapt them to future events or developments.

HIGHLIGHTS FIRST HALF-YEAR 2009

- Overall satisfactory results during first-half of 2009
 - Order intake within expectations
 - Operating result (EBIT) ahead of previous year
 - Net result strongly above 2008 level
 - Balance sheet further strengthened
- Warehouse & Distribution Solutions (WDS):
Market strongly affected by economic crisis with increasing impact on business results:
 - Increased price pressure
 - Reduced Customer Support volume
 - Reduced order backlog
- Healthcare Solutions (HCS):
Market less affected by negative economic conditions, allowing for good business results:
 - Net sales with small growth
 - Stable operating results on good margin levels

FINANCIAL OVERVIEW – SWISSLOG CONTINUING

in MCHF

	1.1.-30.6.09	1.1.-30.6.08	Change in %	
			CHF	LC
Order intake	366.4	341.6	7.3%	12.9%
Order backlog	493.9	651.0	-24.1%	-20.5%
Net sales	334.0	352.1	-5.1%	-1.8%
EBITDA	22.1	15.6	41.7%	40.4%
EBIT	16.0	12.9	24.0%	22.5%
<i>EBIT margin</i>	4.8%	3.7%		
Net result	11.9	5.5	116.4%	114.5%
Employees	2 165	2 125	1.9%	

- Order intake in line with expectations
- Reduced net sales due to lower backlog at end of 2008
- Improved operating results due to improvements in project execution
- Strong net result due to improved operating result, lower financial costs and reduced tax expenses
- Reduction of 27 employees since end of 2008

WAREHOUSE & DISTRIBUTION SOLUTIONS

in MCHF

	1.1.-30.6.09	1.1.-30.6.08	Change in %	
			CHF	LC
Order intake	245.5	223.9	9.6%	18.6%
Order backlog	343.1	499.4	-31.3%	-26.7%
Net sales	213.3	235.5	-9.4%	-4.2%
EBITDA	13.9	8.6	61.6%	68.6%
EBIT	8.9	6.9	29.0%	37.7%
<i>EBIT margin</i>	4.2%	2.9%		
Employees	1 279	1 266	1.0%	

- Order intake grow due to two major orders
- Reduced net sales due to lower order backlog at the end of 2008
- Improved operating results due to improvements in project execution
- Reduction of 36 employees since end of 2008

HEALTHCARE SOLUTIONS

in MCHF

	1.1.-30.6.09	1.1.-30.6.08	<i>Change in %</i>	
			<i>CHF</i>	<i>LC</i>
Order intake	121.0	117.8	2.7%	1.7%
Order backlog	150.8	151.8	-0.7%	-0.5%
Net sales	120.8	116.7	3.5%	3.0%
EBITDA	12.5	11.7	6.8%	0.0%
EBIT	11.5	10.7	7.5%	0.0%
<i>EBIT margin</i>	9.5%	9.2%		
Employees	867	844	2.7%	

■ Stable order intake and order backlog

■ Slight increase in net sales

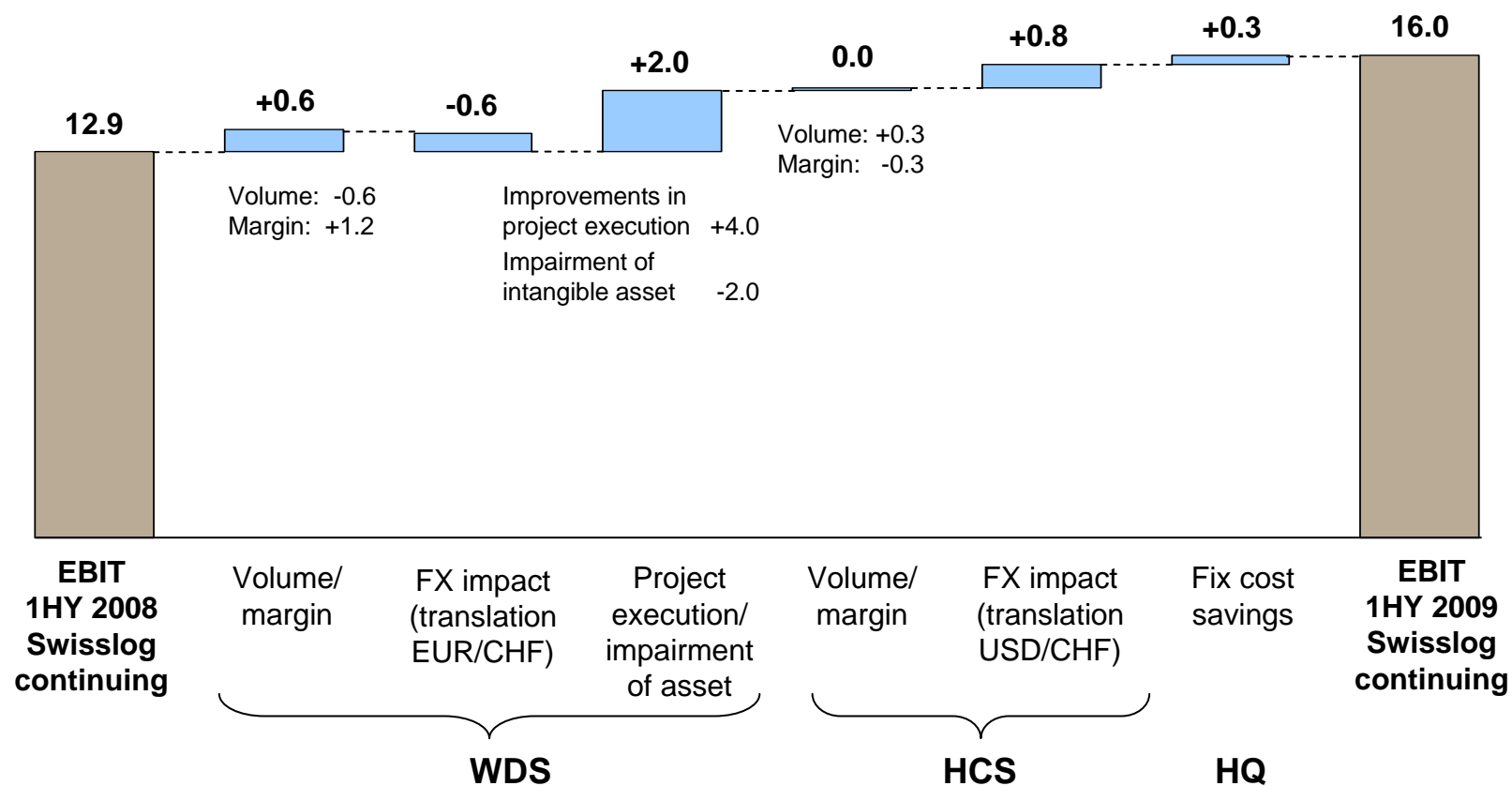
■ Stable operating results on good margin levels

■ Addition of 10 employees since end of 2008

EBIT CHANGE EFFECTS

1HY 2008 vs. 1HY 2009

in MCHF



SWISSLOG GROUP – BELOW EBIT LINE

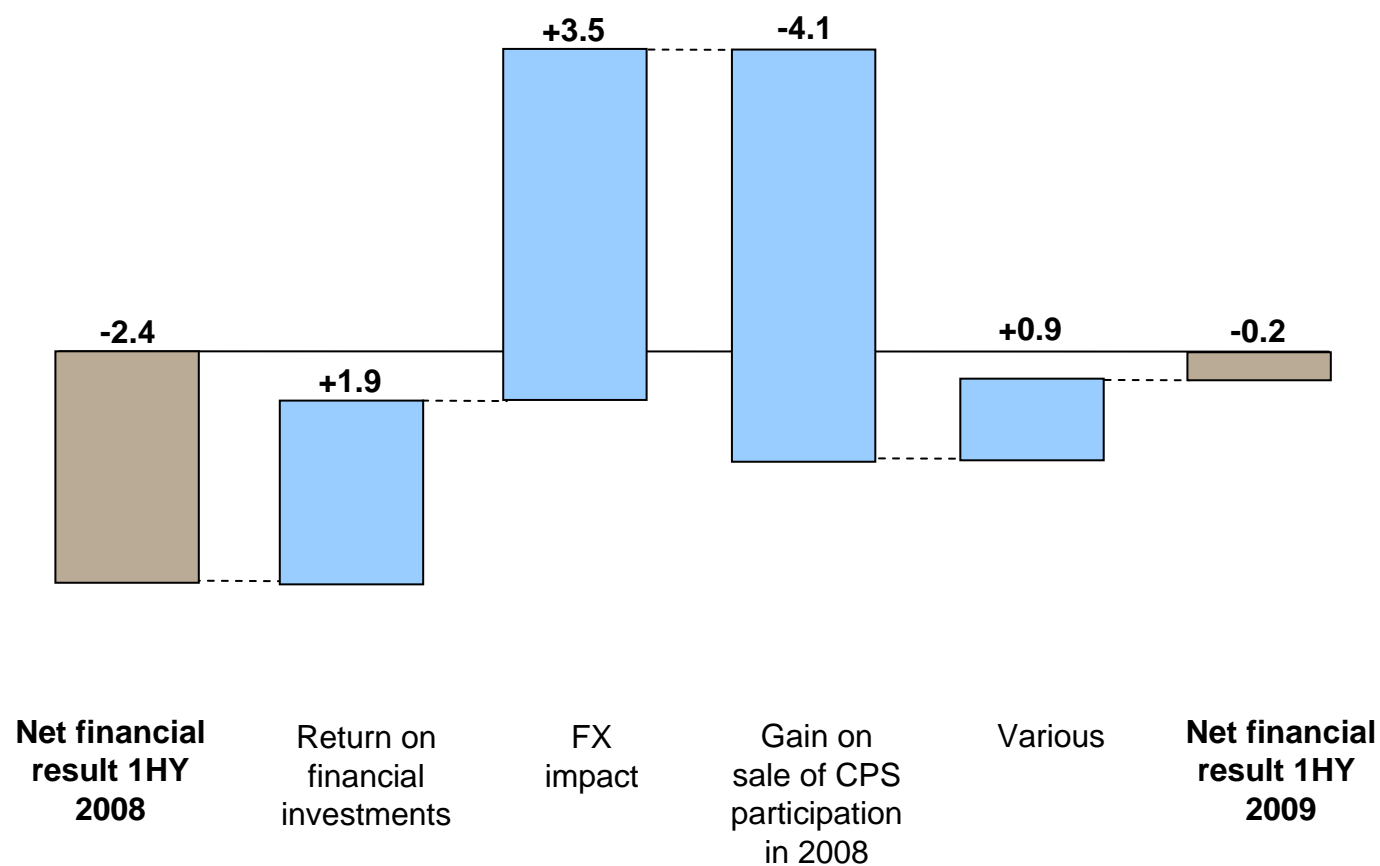
in MCHF

	1.1.-30.6.09	1.1.-30.6.08	Change
EBIT	16.0	12.9	24.0%
Financial income	2.8	4.6	-39.1%
Financial expense	-3.0	-7.0	57.1%
Taxes	-3.9	-5.0	22.0%
Result continuing operations	11.9	5.5	116.4%
Result discontinued operations	0.0	0.4	
Net result	11.9	5.9	101.7%

- 2008 including gain from sale of CPS of MCHF 4.1
- Lower financial expenses due to better FX result
- Lower taxes due to utilization of tax losses carried forward, lower profits in North America and effects from tax reduction initiatives

NET FINANCIAL RESULT CHANGE EFFECTS, 1HY 2008 vs. 1 HY 2009

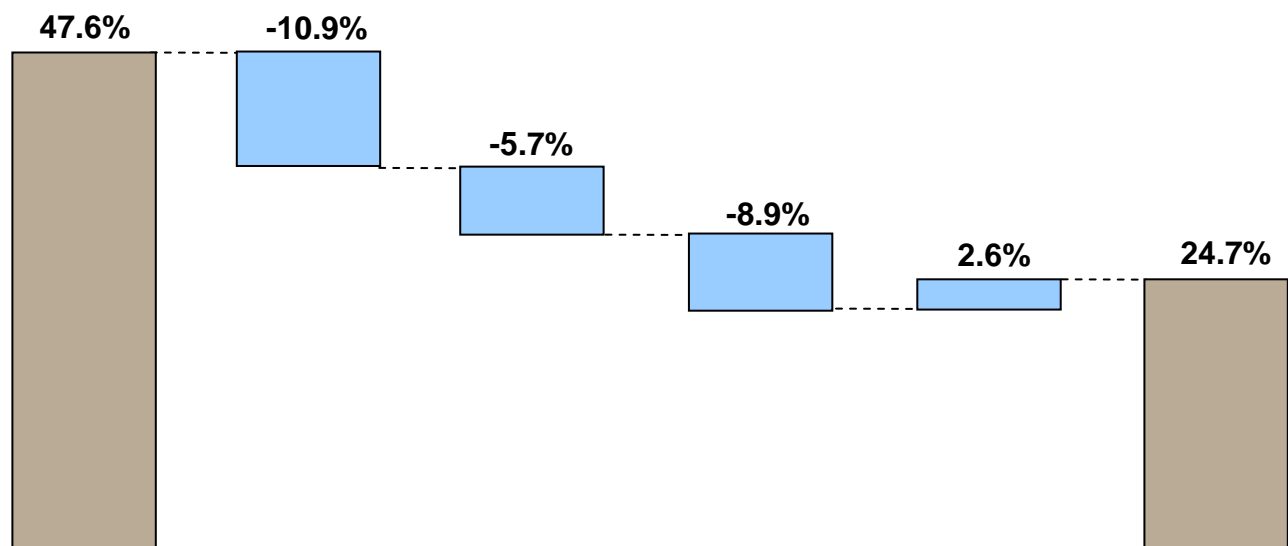
in MCHF



TAX RATE CHANGE EFFECTS

1HY 2008 vs. 1HY 2009

Taxes in % of profit before taxes



■ Tax rate for full year 2009 expected to be around 30%

**Tax rate
1HY 2008**

Utilization of
tax losses
carried
forward

Lower profits
in North
America

Effect from
tax saving
initiatives

Various

**Tax rate
1HY 2009**

SWISSLOG GROUP – BALANCE SHEET

in MCHF

	30.6.2009	31.12.2008	30.6.2008
Non-current assets excluding goodwill	39.1	40.6	35.0
Goodwill	82.8	78.1	90.5
Non-current assets	121.9	118.7	125.5
Inventories, trade and other current assets	191.9	192.9	220.5
Cash, cash equivalents and marketable securities	111.2	113.3	104.7
Current assets	303.1	306.2	325.2
TOTAL assets	425.0	424.9	450.7
Equity	159.3	148.5	152.7
Non-current liabilities (excluding convertible bonds)	10.2	10.3	11.3
Convertible bonds	0.0	0.0	41.7
Non-current liabilities	10.2	10.3	53.0
Provisions	11.9	10.2	10.3
Convertible bonds	36.1	37.9	0.0
Other current liabilities	207.5	218.0	234.7
Current liabilities	255.5	266.1	245.0
TOTAL equity and liabilities	425.0	424.9	450.7
Net working capital	-26.4	-32.2	-26.2
Net cash	75.1	75.4	63.0

■ Stable cash position

■ Equity ratio around 38%

■ Stable NWC: Reduction in customer prepayments WDS compensated by NWC improvements in HCS

■ Stable net cash position

swisslog

SWISSLOG GROUP – CASH FLOW STATEMENT

in MCHF

	1.1.-30.6.2009	1.1.-30.6.2008
Net cash flow from operating activities	8.3	14.7
Cash flow before working capital changes	15.9	9.0
Cash flow from changes in working capital	-7.6	5.7
Net cash flow from investments	-1.7	11.1
Net cash flow from financing activities	-7.7	-17.1
Currency translation differences	1.1	-1.8
Net cash flow from discontinuing operations	0.0	1.5
Net increase/decrease in cash and cash equivalents	0.0	8.4
Cash and cash equivalents at beginning of period	101.0	80.3
Cash and cash equivalents at end of period	101.0	88.7

- Strong cash flow before working capital changes
- Sale of CPS participation in 2008 generated cash inflow of MCHF 21.6
- Financing activities in 2009:
 - Dividend payment MCHF 5.0
 - Bonds repurchase MCHF 2.5 (2008: MCHF 13.8)

IMPACT OF ECONOMIC CRISIS ON SWISSLOG

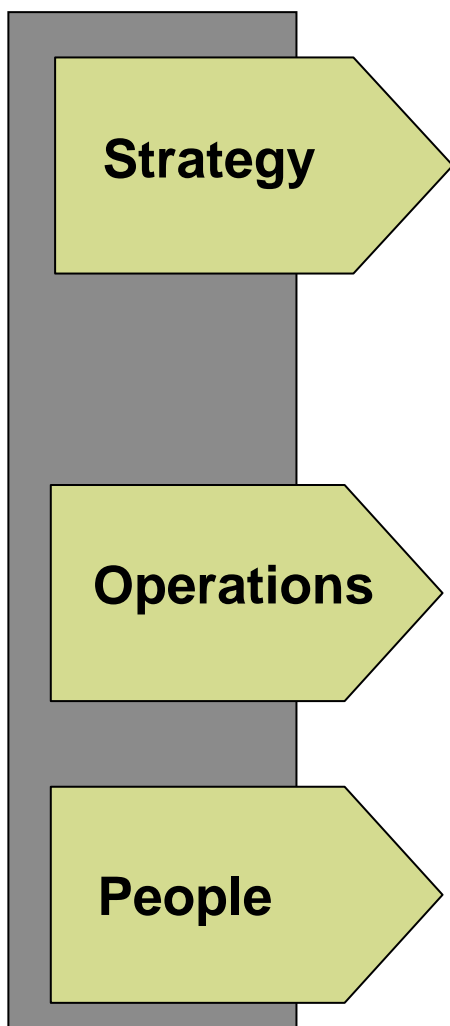
Warehouse & Distribution Solutions

- Reduced demand for major projects
- Intensified competition with negative implications on price and conditions
- Lower Customer Support volume (mainly spare parts and retrofit projects)
- ➔ Negative market environment

Healthcare Solutions

- Reduced construction of new hospitals in USA
- Support of demand by economic stimulation programs
- Increased market dynamic in emerging markets
- Focus of customers on projects with faster payback
- ➔ Relatively stable market environment

AGENDA 2009/2010



- Further implementation of light goods strategy (start of miniload crane manufacturing)
- Round-off acquisitions to strengthen Pneumatic Tube Systems (PTS) position in Europe
- Enlargement of footprint in Automated Drug Management Systems (ADMS)
- Managing through the cycle:
 - Adjustment of personnel to anticipated workload
 - Reduction of NWC in HCS
- Implementation of Simplicity program in WDS New Business
- Repayment of convertible bonds
- Strengthening of organizational structures in HCS Europe

CONCLUSION AND OUTLOOK

- Results of first half 2009 in line with expectations
- Second half 2009 to be more challenging for WDS due to reduced order backlog and high competition for lower number of projects
- Stable development of HCS
- Net sales reduction between 15% and 20% vs. 2008 expected
- Employee reduction of around 5%
- EBIT margin comparable to 2008 expected (barring any unforeseen events)

EVENTS

- 10 March 2010: 2009 annual result
- 15 April 2010: General Meeting of Shareholders