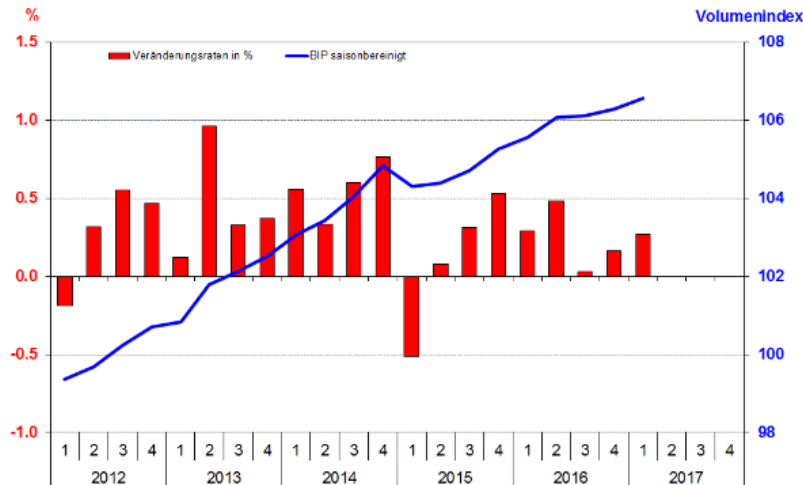


- **There is no spring manufacturing association in Switzerland**
- **Number of spring makers in Switzerland**
Very fragmented, usually Small and Medium Enterprises, mostly family owned business, estimated numbers of springs makers => 30 SMEs (not included potential spring makers for the watch industry), 1 global enterprise with BAUMANN
- **Number of employees**
Average numbers of employees => 50 for small Enterprises, 450 for BAUMANN
Total number of employees => approx. 2'000 employees
- **Total turnover of spring makers**
Average turnover for small Enterprises => EUR 8 Mio
Total turnover => estimated EUR 300 Mio (including BAUMANN)
- **Main customer industries / Export share**
Small Enterprises => Very diversified (electrical industry, mechanical engineering, construction industry, furniture, white goods, etc.) => Export approx. 50%
BAUMANN focused on automotive, electrical and medical => Export approx. 90%

Situation of the Swiss economy – EUR/CHF exchange rate



COMMENT

- The export industry is recovering
- Exchange rate weakening of CHF towards EUR is helping the export industry right now
- The stable development of the European and World Economy is supporting the Swiss Economy. The domestic economic activity is good.
- The Federal Government's Expert Group is anticipating gross domestic product (GDP) to grow by 1.4% in 2017 and by 1.9% in 2018. Both domestic demand and Swiss foreign trade are expected to contribute to growth positively.

- **Development of spring industry in the first 9 month 2017 in comparison with 2016**
 - Positive development with an estimated growth of 3 – 5%
- **Expectation for the next 3 months**
 - Generally good order books
 - Positive development expected until end of the year
- **Challenges for the Swiss Spring Makers**
 - Own domestic market quite small, dependent on foreign market
 - Dependent on monetary policy (exchange rate)
 - Availability of skilled staff, especially engineering staff