

# Definitions of Alternative Performance Measures

The Schaffner annual report includes key performance indicators defined in accordance with the guidelines of the Swiss Accounting and Reporting Recommendations (Swiss GAAP FER), as well as selected Alternative Performance Measures. Alternative Performance Measures provide readers of the annual report with important information on Schaffner's financial position and performance. They are an essential element of the Group's financial management.

The definitions of the Alternative Performance Measures as used by Schaffner are described below.

## Order intake (new orders)

“Order intake”, which is also referred to as “new orders” in the annual report, relates to the receipt of orders from customers. Recognition as a new order (i.e., as order intake) requires a binding order or order confirmation.

## Continuing operations

For better comparability, under “continuing operations”, Schaffner presents the Group in its form after the divestiture of the Power Magnetics division.

	2020/21	2019/20	2018/19
Order intake of EMC division	131,780	95,371	104,348
Order intake of AM division	38,496	31,519	39,439
<b>Order intake in continuing operations</b>	<b>170,276</b>	<b>126,890</b>	<b>143,787</b>
Net sales of EMC division	108,612	94,906	106,923
Net sales of AM division	38,650	32,796	38,511
<b>Net sales in continuing operations</b>	<b>147,262</b>	<b>127,702</b>	<b>145,434</b>
<b>Group operating profit (EBIT)</b>	<b>3,322</b>	<b>4,670</b>	<b>9,803</b>
Loss on divestiture of Power Magnetics after goodwill recycling	-13,008		
<b>Group operating profit (EBIT), before loss on divestiture of Power Magnetics after goodwill recycling</b>	<b>16,330</b>	<b>4,670</b>	<b>9,803</b>
(-Loss)/earnings contribution by Power Magnetics + allocations	-251	-2,554	2,760
<b>Operating profit (EBIT) in continuing operations</b>	<b>16,079</b>	<b>2,116</b>	<b>12,563</b>
In % of net sales	10.9%	1.7%	8.6%
Depreciation and amortization	-4,717	-4,690	-3,292
<b>EBITDA in continuing operations</b>	<b>20,796</b>	<b>6,806</b>	<b>15,855</b>
In % of net sales	14.1%	5.3%	10.9%

## EBITDA

EBITDA represents operating profit (EBIT) before depreciation of property, plant and equipment and amortization of intangible assets.

## Net debt/net cash position

The net debt or net cash position is calculated as cash and cash equivalents less current and non-current borrowings.