# HIGH-END SOLUTIONS FOR HIGH-TECH INDUSTRIES



## MEYER BURGER GROUP AN OVERVIEW

Meyer Burger's systems and production equipment provide sustainable added value to our customers in the photovoltaic (solar), semiconductor and optoelectronic industries as well as other selected high-end markets based on semiconductor materials.

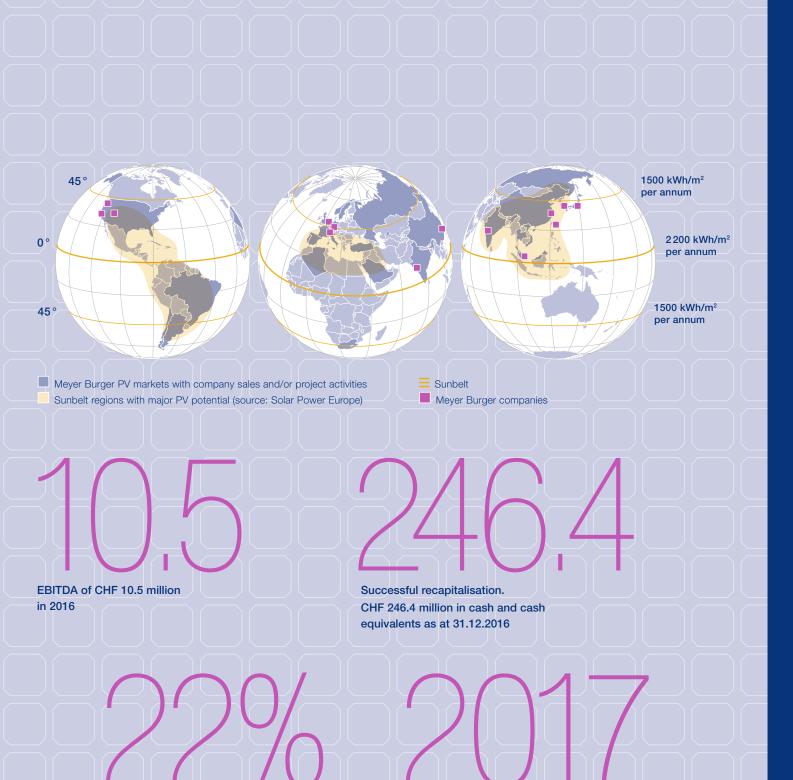
Employees on 3 continents, 31 nationalities

18

Locations in 10 countries

Growth in net sales to CHF 453.1 million in 2016

Investment into the future. 10% of net sales invested in Research & Development in 2016 Over 380 registered patents and more than 440 patents pending



Heterojunction technology (HJT) achieves efficiencies of over 22% at lowest cost of production in industrial manufacturing processes Focus on increased profitability

### FOCUS ON INCREASED PROFITABILITY

#### **DEAR SHAREHOLDERS**

2016 was a very eventful year for Meyer Burger Group. Our markets for photovoltaic technologies developed positively, and Meyer Burger enjoyed substantial growth both in terms of incoming orders and net sales. The company also achieved a turnaround at the EBITDA level. However, at the net result level, we continued to show a major loss.

An extensive structural programme was launched at the end of September 2016 with the aim of reducing the company's total annual operating cost base by about CHF 50 million, at unchanged sales volume, thereby creating the basis necessary to enable it to also break-even at net profit level on a long-term and sustainable basis. In November 2016, Meyer Burger announced the company was to undergo a comprehensive recapitalisation plan. The associated amendments to the terms of the outstanding convertible bond (maturing in 2020), extension of credit and guarantee facilities and a capital increase of CHF 164.9 million were successfully carried out in November and December 2016, thereby guaranteeing the redemption of the CHF 130 million straight bond maturing in May 2017.

Several changes were made to the Executive Board and Board of Directors in December 2016. Hans Brändle is heading the company as its Chief Executive Officer since 1 January 2017. Alexander Vogel took over as Chairman of the Board with effect from 2 December 2016. Michael R. Splinter and Hans-Michael Hauser are proposed to be elected as new members of the Board at the Annual General Meeting on 27 April 2017.

#### Photovoltaic market offering huge potential

The growth trend in newly installed photovoltaic (PV) capacity that has been ongoing for several years at private and commercial end users continued during 2016. Around 75 GW of new PV-installed capacity was added in 2016, taking total installed capacity to more than 300 GW at the end of 2016 (source: PV Market Alliance). This corresponds to a growth rate of over 30% in 2016. The energy produced by these PV systems can be compared to that of about 100 coal-fired power plants or 500 gas-fired power plants.

Given this continuous growth, photovoltaic is playing an ever more important role in the global energy mix as a decentralised, renewable energy technology. The climate agreement that was agreed at the UN Climate Change Conference in Paris in December 2015 by 194 countries and has since been ratified by 133 of these nations remains a political milestone in the worldwide fight against global warming. We remain convinced that this political commitment, as well as many other projects and government plans to expand the solar industry in countries such as China, India, Brazil and Japan, will continue to have a positive, long-term influence on the growth of photovoltaics. Although there is a degree of uncertainty over the political agenda of the new US government – including future US energy policy – we nevertheless expect to witness further substantial growth in the PV industry. Solar Power Europe and other independent industry experts expect annual growth rates of 60 to 100 GW of additional installed PV capacity at end consumers and a total volume of between 600 and 720 GW by 2020. Estimates that even look further ahead, such as the ones from the IEA (International Energy Agency) anticipate an installed PV base of 1,700 GW by 2030 and 4,700 GW by 2050.

2016 confirmed Meyer Burger's expectations that solar cell and module manufacturers will have to make new investments in expanding production capacity and technology. We experienced persistently strong demand for upgrade technologies in incoming orders during 2016 (+9% year-on-year), which has continued in the first few months of the current fiscal year.

The need for low solar module production costs will continue in the medium term. Since the share of materials in these costs is already highly optimised, the cost per kilowatt of output can also be

reduced by improving module efficiency. Meyer Burger offers the market the high-efficiency technologies it needs such as MB PERC or heterojunction. Meyer Burger also holds a unique position in the PV equipment market: its broad product and systems

#### "MEYER BURGER HAS OUTSTANDING TECHNOLOGIES AND A UNIQUE MARKET POSITION IN THE PV INDUSTRY."

Hans Brändle, Chief Executive Officer of Meyer Burger Technology Ltd

portfolio covers the entire value chain from processing ingots into wafers through to solar modules. Meyer Burger operates directly with local service and sales teams in all the relevant markets where there is PV production.

#### Results for fiscal year 2016

Meyer Burger reported incoming orders of CHF 455.6 million in 2016, corresponding to a yearon-year increase of 9% (2015: CHF 418.9 million). The positive trend in incoming orders already reported in 2015 arising from customers' increased willingness to invest and a growing need to enhance solar cell production lines with new or upgrade technologies was confirmed in 2016. The order backlog as at 31 December 2016 stood at CHF 244.5 million, providing a solid starting position for the year 2017.

Net sales rose by 40% to CHF 453.1 million (2015: CHF 323.6 million). Adjusted for slightly positive currency effects and divestments, organic sales growth on a like-for-like basis was 43%.

EBITDA of CHF 10.5 million confirmed the turnaround at Meyer Burger (2015: CHF –55.9 million). EBITDA for 2016 includes non-recurring extraordinary charges in conjunction with the structural programme of CHF 3.5 million. The loss at Group net result level was substantially reduced year-on-year, albeit still amounting to a high

CHF –97.1 million (2015: CHF –169.0 million), which also includes non-recurring depreciation, impairments and provisions of total CHF 11.9 million due to the discontinuation of business activities at the US-subsidiary DMT.

#### "THE RAPID RETURN TO PROFITABILITY – AT NET RESULT LEVEL – HAS ABSOLUTE PRIORITY."

Hans Brändle, Chief Executive Officer of Meyer Burger Technology Ltd

With the structural programme already under way and further optimisation efforts, Meyer Burger has laid the foundations to achieve a turnaround at net result level as rapidly as possible.

#### Structural programme will reduce the cost base by about CHF 50 million

The extensive structural programme launched at the end of September 2016 is being implemented efficiently and will be completed for the most part during the second quarter of 2017. The programme is aimed at reducing the company's total annual operating costs by CHF 50 million (based on net sales volume of about CHF 400–430 million; therefore the break-even level at EBITDA will be reduced to a net sales volume of about CHF 300 million as of 2018). The structural programme includes a reduction in personnel as well as other far-reaching measures to further optimise/adapt the cost base and reach higher margins.

#### Successful completion of the recapitalisation

The recapitalisation programme executed in November and December 2016 was completed successfully. As a first step this required the consent of bondholders to amendments to the terms of the CHF 100 million convertible bond (maturing in 2020) at the bondholders' meeting that took place on 25 November 2016. Bondholders approved the proposed amendments with an almost three quarter majority of the outstanding capital of the convertible bond.

The second element of the programme related to the three-year extension to the term of the CHF 30 million loan secured by mortgage certificates and of the CHF 60 million guarantee facility. Both extensions have come into effect in the meantime.

The third element involved shareholders voting in favour of an ordinary capital increase, an increase of the existing conditional capital for the exercise of convertible and/or option rights and

#### "WE WERE ABLE TO COUNT ON THE SUPPORT OF OUR SHAREHOLDERS AND BONDHOLDERS FOR THE RECAPITALISATION."

4

an increase of the existing authorised capital at the Extraordinary General Meeting on 2 December 2016. The ordinary capital increase of CHF 164.9 million was subsequently carried out subject to the pre-emptive rights of shareholders and the transaction closed successfully on 20 December 2016.

Alexander Vogel, Chairman of the Board of Meyer Burger Technology Ltd

The capital increase reinforced our capital base and secures the redemption of the CHF 130 million straight bond maturing on 24 May 2017.

#### New management team and Board of Directors

We started into 2017 with new members on our Executive Board and Board of Directors. Since 1 January 2017, Hans Brändle (the former CEO of Oerlikon Coating) has been responsible for the company's operational management as its Chief Executive Officer. Dirk Habermann (the former Head of Process & Line Design at Meyer Burger Technology Ltd) was appointed as new Chief Innovation Officer with effect from 1 January 2017, and Gunter Erfurt (CEO of Meyer Burger (Germany) AG) as new Chief Operating Officer with effect from 1 February 2017. Together with Michel Hirschi, Chief Financial Officer, and Michael Escher, Chief Commercial Officer, these five seasoned industry experts constitute the new Executive Board of Meyer Burger Technology Ltd.

The Board of Directors is being reinforced by the addition of Michael R. Splinter (the former Chairman and CEO of Applied Materials Inc.) and Hans-Michael Hauser (a former partner at Boston Consulting Group). The Board of Directors will propose to the Annual General Meeting on 27 April 2017 the election of both gentlemen to the Board of Directors.

The Board of Directors would like take the opportunity and thank those members stepping down from both the Board and Executive Board – Peter M. Wagner, Peter Pauli and Sylvère Leu – for their many years of support and for their crucial contribution to the company's development.

 $\rightarrow$  Information on the CVs of the members currently in office and those joining the Board of Directors and Executive Board can be found in the section "Report to Fiscal Year 2016" – Corporate Governance.

#### Outlook

The long-term positive trend for solar energy as an important component in the future energy supply will continue. Meyer Burger is well placed with its leading products and technologies and their continuous development and its strong sales organisation to benefit over the long-term from the expansion of solar markets and a constant rise in demand for photovoltaic equipment. In the coming years, Meyer Burger will remain the driving force on the technology roadmap of the PV industry.

We are targeting net sales on the previous year's level and a marked improvement in profitability for fiscal year 2017.

→ Detailed information on the 2016 annual results can be found in the section "Report to Fiscal Year 2016" – Management Report.

#### Thank you

The Board of Directors and Executive Board would like to thank all its employees for their outstanding efforts on behalf of Meyer Burger Group. We are aware that fiscal year 2016 was very challenging and subject to a great deal of uncertainty. This makes us all the more proud of what our employees have achieved. We also thank our customers, suppliers and business partners for placing their trust in us. We thank you, our shareholders and bondholders, for the great support you showed us during the recapitalisation programme and for your loyalty to Meyer Burger.

Dr Alexander Vogel Chairman of the Board

Ha. Frandl

Dr Hans Brändle Chief Executive Officer



Visions become reality: Meyer Burger was one of the official suppliers of the Solar Impulse project and made an important contribution to the success of the Solar Impulse team. For this first round-the-world trip in a solar-powered aircraft, 17,000 high-efficiency solar cells were connected to the 269.5 m<sup>2</sup> wing panel by Meyer Burger technology.

More information on page 12 of the Report to Fiscal Year 2016.





Combining maximum energy efficiency and aesthetics: Innovative and high-efficiency glass-glass solar modules make independent energy production and a unique aesthetic appearance for the headquarters of SWISS KRONO possible. The high-efficiency modules combine the market- and industry-leading MB PERC cell coating technology with SmartWire Connection Technology (SWCT). Cutting-edge technologies developed and produced by Meyer Burger in Thun.

More information on page 37 of the Report to Fiscal Year 2016.



Award-winning solar façade: Meyer Burger won the "Solar Visualised in Europe Award" from the European solar industry association SolarPower Europe with the solar façade project on the CSEM research and technology centre in Neuchâtel. The bifacial solar modules of the CSEM facade combine the innovative high-efficiency cell technology Heterojunction (HJT) with the groundbreaking cell connection technology SmartWire Connection (SWCT).

More information on page 13 of the Report to Fiscal Year 2016.



Efficient use of solar energy in the alpine region: In the Gstaad village centre, a MegaSlate® Alpin system was installed on a new chalet. The solar system was manufactured by Meyer Burger. The system has an output of 26 kWp and includes six integrated and electronically operated roof windows. This building is a perfect combination of environmentallyfriendly energy use and traditional building style.

More information on page 36 of the Report to Fiscal Year 2016.



### VISION AND STRATEGY

#### FOCUS ON TECHNOLOGY

Meyer Burger Group is a leading global technology company specialising in innovative systems and processes based on semiconductor technologies. The company's focus is on photovoltaics (solar industry) while its competencies and technologies also cover important areas of the semiconductor and the optoelectronic industries as well as other selected highend markets based on semiconductor materials.

Over the last fifteen years, Meyer Burger has risen to the forefront of the photovoltaic market and established itself as an international premium brand by offering superior precision products and innovative technologies. The company's offering in systems, product equipment and services along the photovoltaic

#### WE DECISIVELY SHAPE THE FUTURE ENERGY MIX WITH OUR TECHNOLOGIES.

value chain includes the manufacturing processes for wafers, solar cells, solar modules and solar systems. Meyer Burger provides substantial added value to its customers and clearly differentiates itself from its competitors by focusing on the entire value chain.

→ For further information on our technologies please refer to page 10.

→ For detailed information to markets and customers please refer to the "Report to Fiscal Year 2016"-section Management Report.

#### **OUR VISION**

We are the leading technology company for innovative and cost-efficient solutions based on semiconductor technologies and with a focus on photovoltaics.

### HIGH-END SOLUTIONS FOR HIGH-TECH INDUSTRIES.

We decisively shape the future energy mix to the advantage to our customers by combining our technologies with the infinite power of the sun.

FOCUS ON PHOTOVOLTAICS.

#### **OUR STRATEGY**

Our strategy defines how we achieve our vision together based on four pillars:

### We act as a customer focused solutions and systems provider.

We always take the customer perspective.

We offer our customers integrated systems and dedicated solution packages.

We combine our service-oriented machines and system business as well as our logistics driven consumables business with our process know-how and with customer focused process support.

#### We safeguard our technology leadership.

We shape the industrial processes of the future and set industry standards.

We evaluate and implement new technologies and achieve innovative systems and solutions (technology push).

#### We are always ahead of the market.

We achieve fastest time-to-market (market pull).

We implement the highest degree of modular equipment and systems.

We strengthen our service network.

### We empower our organisation to best performance.

We position ourselves as an innovative, modern employer.

We guarantee the highest level of flexibility and profitability.

We continually optimise the use of our resources.

#### OUR CORE VALUES

#### Passionate

We combine our desire for knowledge and our hunger for success with true engineering and construction competence to actively and creatively shape future industrial processes.

#### Determined

We are solution-oriented and focused in our work. Our high quality standards and continuous development enable us to set standards and safeguard our technology leadership.

### OUR VALUES: PASSIONATE, DETERMINED, RESPONSIBLE AND HOLISTIC.

#### Responsible

We strive to offer cost-efficient solutions which create sustainable added-value for our customers through our visionary, collaborative approach.

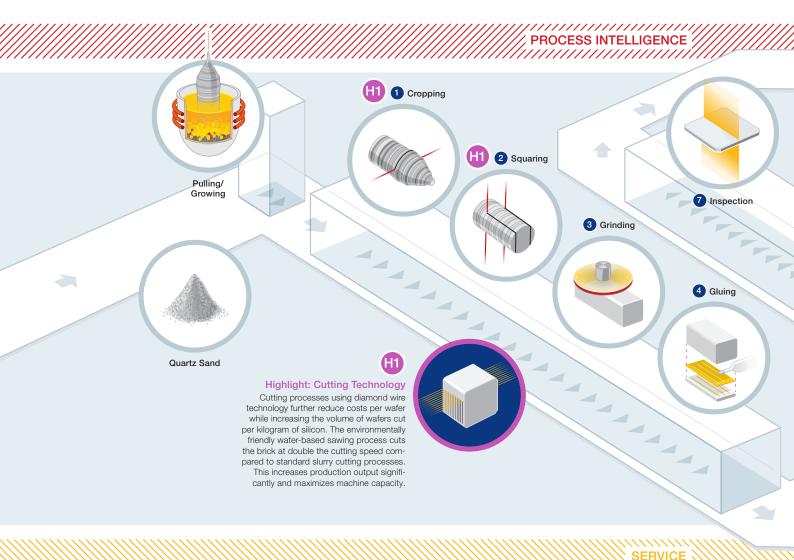
#### Holistic

We offer tailored individual and complete solutions as well as highly qualified services along the entire value chain from a single supplier.

## PHOTOVOLTAIC TECHNOLOGIES

#### WAFER PROCESS

The cost-efficient manufacture of ultra-thin, high-quality wafers is achieved by the ongoing refinement of cutting technologies and production processes. Highly efficient wafering systems with maximum yield reduce manufacturing costs.



#### 1 Cropping

Cropping is the process in which the ingot is cut into segments of optimal length, and top end and tail, test wafers and faults are removed.

#### 2 Squaring

During the squaring process, the ingot is cut into bricks with the desired wafer geometry.

#### 3 Grinding

Subsurface damages and geometric irregularities are eliminated and the brick prepared with the final wafer geometry during grinding which enables optimal process stability in downstream processes. It is the base for higher yields during wafering.

#### 4 Gluing

Gluing, a homogeneous and reproducible application, is a crucial step towards highest yield in the following process.

#### 5 Wafering

Using diamond wire cutting technology, the hard and brittle silicon brick is cut into ultrathin high-quality wafers which are ideal for application in the trendsetting heterojunction (HJT) cell process.

#### 6 Separation, Final Cleaning

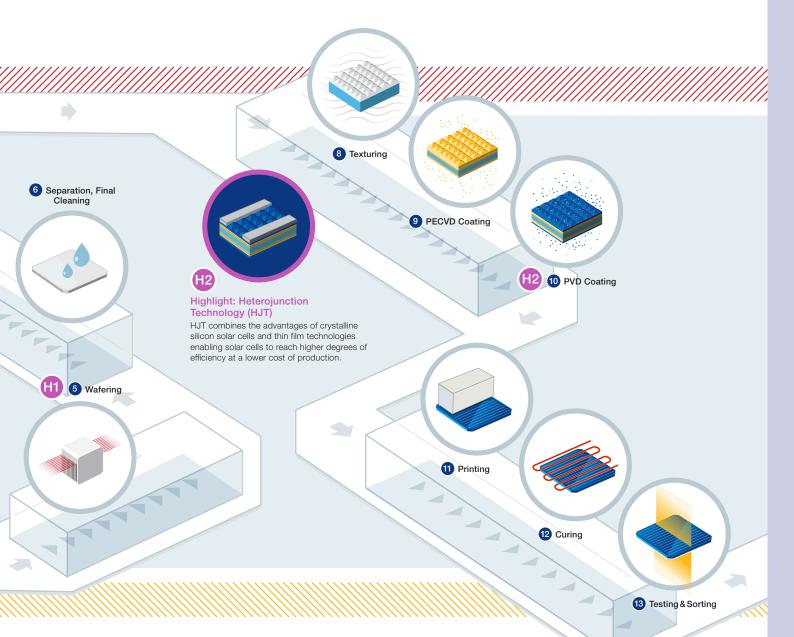
Final Cleaning Fully automated wafer handling systems separate and transport the wafers without stress and breakage from separation to final cleaning up to the final inspection.

#### Inspection

Fully automated inspection and sorting provide empirical data about wafer geometry, possible material or surface defects, conductivity and lifetime forecast.

#### **CELL PROCESS**

Profitably processing a silicon wafer into a flawless solar cell is a key step in photovoltaic manufacturing.



#### 8 Texturing

For high-efficiency HJT cells, damages from cutting have to be completely removed and a special texture created by wet chemical processes. The wafers are also put through a special cleaning process.

11

#### 9 PECVD Coating

The surface of the solar cell is passivated and a p/n junction created in order to generate electricity and prevent energy loss within the cell. The PECVD equipment prevents cross-contamination during the deposition of the intrinsic and doped amorphous silicon layers which guarantees excellent passivation and maximum energy yield.

#### 10 PVD Coating

A sputter process is used to apply a thin TCO (Transparent Conductive Oxide) layer to the front and back which improves the charge-carrier transport and reduces surface reflection.

#### 1 Printing

The contacting of solar cells is done by metal fingers. Screen printing is used to print the fingers on the surface of solar cells.

#### 12 Curing

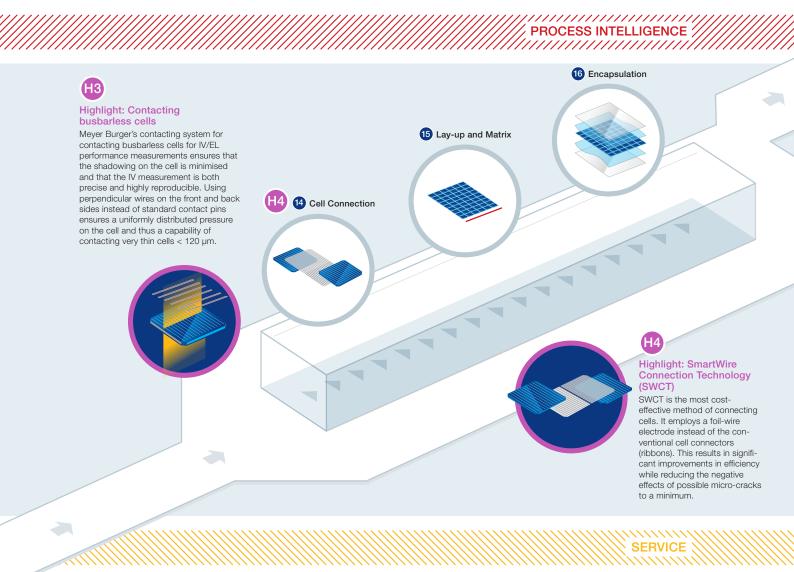
Metallised HJT solar cells undergo a final thermal process at temperatures of < 250 °C to cure the metal paste and allow the TCO layers to develop their optimal electric and optical properties.

#### 13 Testing & Sorting

Meyer Burger offers the most reliable measurement procedures for the precise testing and sorting of high capacitance HJT cells.

#### **MODULE PROCESS**

Solar cells are built into solar modules in several individually linked processes. Solar modules must be manageable and durable to meet toughest climate conditions in order to produce electricity for decades.





Solar cells are linked with foil-wire electrodes to form a string. The electrical interconnection of the strings only takes place during the laminating process.

#### 15 Lay-up and Matrix

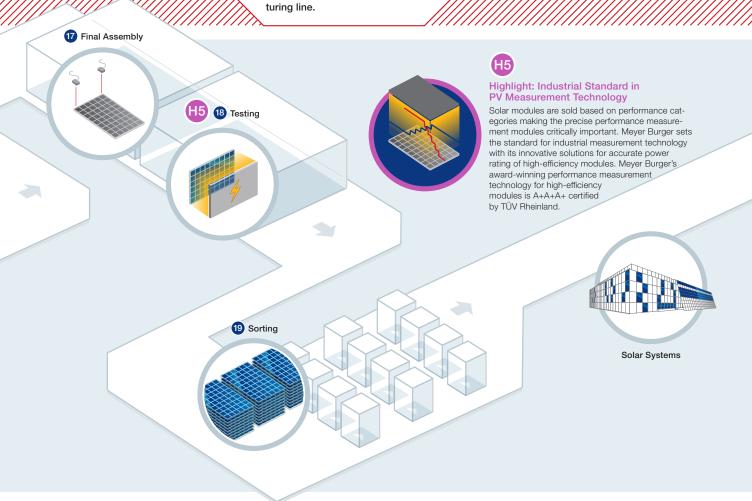
The strings are positioned on the glass and the encapsulant to form the solar cell matrix.

#### 16 Encapsulation

In order to protect the cells from environmental influences, the individual layers are bonded together using pressure and heat under a vacuum to form the final solar module.

# PROCESS

The key to a holistic understanding of the complete production process along the entire value chain. By enabling material tracking, data collection and the evaluation of all production processes, process intelligence technology and solutions can significantly contribute to maximising the yield and efficiency of the entire manufac-



Tinal Assembly

In the final assembly process, sockets are attached to the module.

#### 18 Testing

The final step is to test each module for performance, high potential (Hipot) and electroluminescence.

#### 19 Sorting

After sorting of the solar modules into their respective performance categories, they are stacked on euro-pallets and released for transport.

### SERVICE

It is not only our high-quality technology and equipment which our customers benefit from, but also our extensive consulting services such as project planning, engineering concepts and know-how transfer as well as customised service packages which are convincing factors in the market. Meyer Burger impresses manufacturing customers with detailed product, technology and process knowledge along the entire value chain. Our high level of maturity in services and our individual production concepts offer a distinct advantage to customers. MEYER BURGER IS ACTIVELY ENGAGED IN IMPLEMENTING FUTURE-ORIENTED ENERGY STRATEGIES AND REALISING INTELLIGENT ENERGY SYSTEMS. TOGETHER WITH PARTNERS IN INDUSTRY, RESEARCH AND POLITICS, AT THE TRADE ASSOCIATION LEVEL AND WITH OUR CUSTOMERS, WE AIM TO PROVE THAT PHOTOVOLTAICS CAN CONTRIBUTE CONSIDERABLY TO THE FUTURE ENERGY SUPPLY. WE ARE PROACTIVELY INVOLVED IN SUCH TOPICS AND ISSUES AS ENERGY GENERATION, ENERGY STORAGE TECHNOLOGY AND ENERGY EFFICIENCIES.

#### **BUILDING INTEGRATED PHOTOVOLTAICS (BIPV)**

Meyer Burger sets international standards for building integrated solar systems combining quality and aesthetics. The MegaSlate<sup>®</sup> solar roof system, developed by Meyer Burger, offers a flexible design combining photovoltaics, solar thermal power, roof lights and snow guards in an architechually attractive building integrated concept which can also be installed on building façades. The future-oriented MegaSlate<sup>®</sup> system maximises individual contributions to the energy revolution.







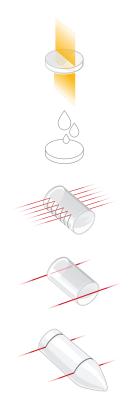
#### **NEW SOLAR TECHNOLOGIES**

With an intelligent combination of innovative cell coating and modern cell connection technologies, Meyer Burger is setting new standards in performance and aesthetics. The combination of HJT solar cell and SmartWire cell connection technologies deliver industry-leading module performance and guarantee maximal energy yield even in high environmental temperatures. The latest-generation bifacial modules produce electricity on the front and backsides of the modules from direct and indirect (reflection) sunlight.





## SPECIALISED TECHNOLOGIES



MEYER BURGER'S "SPECIALISED TECHNOLOGIES" PORTFOLIO HAS EVOLVED FROM THE TECHNOLOGIES WHICH HAVE OFTEN BEEN SUCCESSFULLY IMPLEMENTED IN THE PV MARKET AND WHICH HAVE EVOLVED TO COVER A BROAD RANGE OF APPLICATIONS AVAILABLE IN NEW MARKETS.

The microwave or plasma technologies from Muegge are used in bio and environmental technologies. The PiXDRO printing technology from Meyer Burger (Netherlands) B.V. is a future-oriented technology in the semiconductor industry. With its plasma and ion beam technologies, Meyer Burger offers excellent plasma and ion beam technology solutions for surface treatment and sensor production.

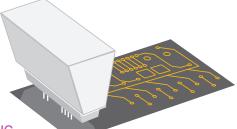


#### SPECIALISED CUTTING TECHNOLOGIES

With its extensive expertise in the cutting of hard, brittle and valuable materials, combined with its experience in photovoltaics, Meyer Burger is recognised as an important provider in future-oriented markets. The high-end equipment can be used, for example, to cut sapphires into bricks and wafers or to cut many other hard and brittle materials including ceramics, glass and quartz. Sapphire wafers are used in light emitting diodes (LED) as well as in watch glass and in the touch screen industry.

The demand for standardised quality control and assessment as well as handling and automation systems in these industries is increasing significantly. Based on its know-how in photovoltaics and with sapphire crystals, Meyer Burger offers customised solutions in combination with its cutting technologies which play an important role in ensuring efficient process control.





#### FUNCTIONAL INKJET PRINTING

Meyer Burger (Netherlands) B.V. is a leading global supplier of innovative ink jet printing solutions for high-tech industrial applications. Under the award winning PiXDRO brand name, various systems have been developed which enable the scaling of inkjet printing from laboratory applications to the point of mass production. PiXDRO platforms are especially suitable for the manufacture of semiconductor devices, for OLED products (illumination, display, 3D), as well as for printed electronics (PCB).



#### THIN-FILM ENCAPSULATION



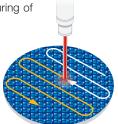
The application of thin-film to protect sensitive electronics from moisture and oxygen are increasingly surpassing classic cover materials such as glass. The excellent protective characteristics enable the manufacture of light, thin and flexible OLED products, OPV modules and batteries. With its FLEx platform, Meyer Burger (Netherlands) B.V. offers a thin-film system as part of an integrated solution or as a separate process module which meets the needs of tomorrow's technologies.



#### HIGH-TECH FOR NANO SURFACES

Meyer Burger develops advanced technologies and systems for the coating and structuring of surfaces based on plasma and ion beam processes. Not only is this technology the basis for coating systems in the manufacturing of solar cells but it is also applied in highly technical areas in the semiconductor industry, in the production of precision optics as well as in the manufacturing of micro-system components (MEMS) and sensors.

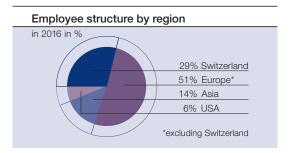


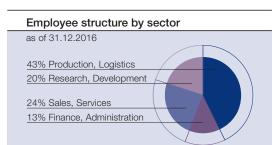


## EMPLOYEES









#### MODERN EMPLOYER

Highly qualified, motivated and innovative employees are most important to the success of our company. This is especially true in an ever changing environment, and in a still rather young industry such as the solar industry.

TEAM ORIENTED AND WITH COMBINED POWER: OVER 1,400 EMPLOYEES WORKING TOGETHER TO FURTHER DEVELOP THE SOLAR MARKET WITH NEW TECHNOLOGIES AND OFFER TAILOR-MADE SOLUTIONS TO OUR CUSTOMERS.

> Over the past ten years, Meyer Burger has become a leading global technology company specialising in innovative systems and processes based on semiconductor technologies. The company has secured a superior market position in the photovoltaic industry with its pioneering spirit, outstanding precision products and innovative technologies. Our competences and technologies also cover important areas of the semiconductor and the optoelectronic industries as well as other selected high-end markets based on semiconductor materials.

> Meyer Burger employed 1,435 employees (FTE) in ten countries as of 31 December 2016. Uncompromising quality, value-adding innovations and superior customer services are characteristics that distinguish our technology group and our employees' performance.

> Development of our employees remains a key aspect. As a modern employer, we support and broaden the professional skills and know-how of our employees through expert trainings and individual basic as well as advanced training programmes.

#### JUNIOR STAFF DEVELOPMENT

Meyer Burger has been actively promoting apprenticeship training programmes at the competence centres in Thun/Switzerland and Hohenstein-Ernstthal/ Germany for many years. In Thun 43 apprentices are being trained in seven different professions (business administration, facility management, information technology, logistics, automation mechanics, design engineering and polymechanics). They represent about 10% of the total number of employees working in Thun.

→ See also "Go for Gold – IndustrySkills 2016" on pages 30/31 of section "Report to Fiscal Year 2016".

In Hohenstein-Ernstthal, there are 12 apprentices in training in four different professions: business administration, industrial mechanics, mechatronics and electronics for automation technics. Furthermore the site is practice partner for two students and supports them in their Master of Science degrees for "nanotechnology" and "industrial manufacturing". In addition, Meyer Burger (Germany) AG supports two scholarships at the Westsächsische Hochschule Zwickau/Germany. In total, the apprentices and students represent about 3% of the total number of employees in Hohenstein-Ernstthal.

#### MANAGEMENT DEVELOPMENT

We support management succession from among our own ranks by a targeted management development process.

In 2016, about 67% of all vacant senior management positions were staffed with internal candidates.

→ For further information on Human Resources issues please refer to the "Report to Fiscal Year 2016" – sections Management Report and Sustainability.

## FIVE-YEAR SUMMARY

#### Meyer Burger Group

in TCHF	2016	2015	2014	2013	2012
Consolidated income statement					
Incoming orders	455 598	418853	326017	287678	223396
Net sales	453 105	323567	315846	202655	645242
Operating income after costs of products and services	211 260	154224	133 490	102544	284654
in % of net sales	46.6%	47.7%	42.3%	50.6%	44.19
Earnings before interest, taxes, depreciation and amortization (EBITDA)	10 530	-55949	-95 588	-117294	-3191
in % of net sales	2.3%	-17.3%	-30.3%	-57.9%	-5.19
Earnings before interest and taxes (EBIT)	-44 355	-128650	-161 796	-196848	-12800
in % of net sales	-9.8%	-39.8%	-51.2%	-97.1%	-19.8%
Earnings before taxes (EBT)	-76 504	-156809	-156638	-211310	-137 203
Group earnings	-97 144	-168961	-134 708	-162817	-110773
Consolidated balance sheet (as of 31 December)					
Total assets	629 889	572304	755 899	784017	83476
Current assets	412 159	279495	370 548	377719	38994
Long-term assets	217 729	292809	385351	406298	444 82
Current liabilities	271 141	137380	144 693	200894	24229
Non-current liabilities	124 323	259920	258775	174502	17632
Equity	234 424	175003	352 431	408621	41614
Equity ratio	37.2%	30.6%	46.6%	52.1%	49.9%
Cash Flow Statement					
Cash flow from operating activities	2 584	-51860	-152810	-130419	-168014
Cash flow from investing activities	-9 015	-11701	-18867	-7467	-67 99
Investments in property, plant and equipment	-7 133	-14288	-20251	-11896	-5939
Cash flow from financing activities	151 507	-2045	167 886	176050	11158
Employees <sup>1</sup>					
No. of employees (as of 31 December)	1 435	1 525	1 752	1781	2180
Net sales by employee in TCHF <sup>2</sup>	294	195	170	107	258
Operating income after costs of products/services by employee in TCHF <sup>2</sup>	137	93	72	54	114

<sup>1</sup> Employees refers to fulltime equivalent basis (FTE)

<sup>2</sup> Based on average number of employees

20

#### Annual Report 2016

The Annual Report 2016 consists of two parts: Company Profile and Report to Fiscal Year 2016. Both documents are available on the company website: http://www.meyerburger.com/ch/en/meyer-burger/investor-relations/financial-reports-publications/



#### Declaration on forward-looking statements

This Company Profile and the Report to Fiscal Year 2016 are integral parts of the Meyer Burger Technology Ltd Annual Report 2016. Both documents contain statements that constitute "forward-looking statements", relating to Meyer Burger. Because these forward-looking statements are subject to risks and uncertainties, the reader is cautioned that actual future results may differ from those expressed in or implied by the statements, which constitute projections of possible developments. All forward-looking statements are based only on data available to Meyer Burger at the time of preparing the Annual Report 2016. Meyer Burger does not undertake any obligation to update any forward-looking statements contained in these documents as a result of new information, future events or otherwise.

The Company Profile and Report to Fiscal Year 2016 are also both available in electronic form and in German. The original German language version is binding.

The Company Profile and Report to Fiscal Year 2016 are available on the internet: www.meyerburger.com

#### Publishing details

Publisher: Meyer Burger Technology Ltd, Gwatt (Thun) Concept: Tolxdorff & Eicher Consulting, Horgen Creation/design/production: Linkgroup AG, Zurich Sustainability advisor: sustainserv, Zurich and Boston Translation: CLS Communication, Basel

© Meyer Burger Technology Ltd 2017

Climate neutral manufactured by Linkgroup AG Printed in Switzerland



Climate Partner ° climate neutral

Print | ID 11665-1703-1001



Meyer Burger Technology Ltd Schorenstrasse 39 CH-3645 Gwatt (Thun) Switzerland mbtinfo@meyerburger.com www.meyerburger.com