



W E N D E L



Deutsch
Wendel Investor Day

2 December 2011

Deutsch

Company strengths profile

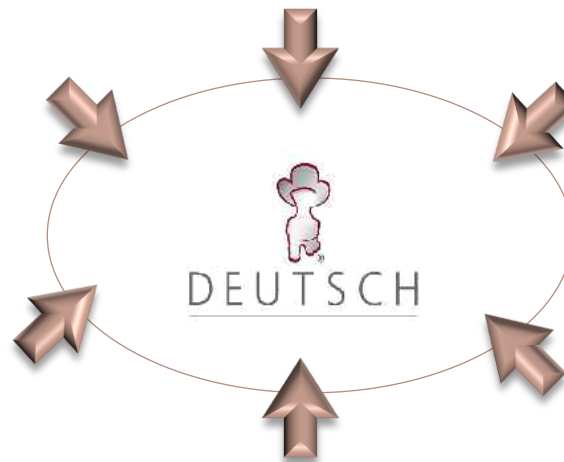
Leading position

Mil Aero Space #2 WW
Leader in Industrial Vehicles
Offshore #1 in Technology

Proprietary solutions

Design in process
~80% of proprietary products
Long term development

Strong brand



Financial discipline

Strong MEBITDA margin
DBS to control costs
Working capital initiatives

Management quality

Multicultural
Management Co-investment

Growth strategy

Offshore
Industrial footprint

Deutsch Organization

Board Members



Jean-Marie Painvin
(Chairman of the Board)



Bernard Gautier
(Vice-chairman)



David Darmon



Patrick Tanguy



Jean-Michel Ropert

Support

Fabrice Collet
CFO



Tom Sadusky
VP &
General
Secretary



Sébastien Goulet
EVP of
Industrial
Strategy



Bertrand Dumazy
President & CEO



Frederic Kleindienst
COO DO



Operations

Jeff Albers
COO DI



Philippe Carette
COO DAT



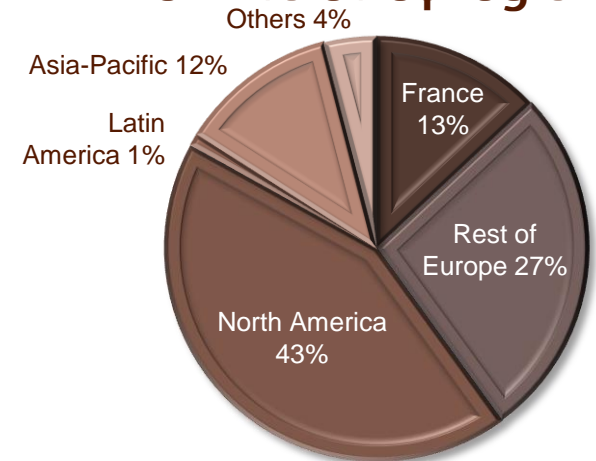
Deutsch

Pick-up in growth

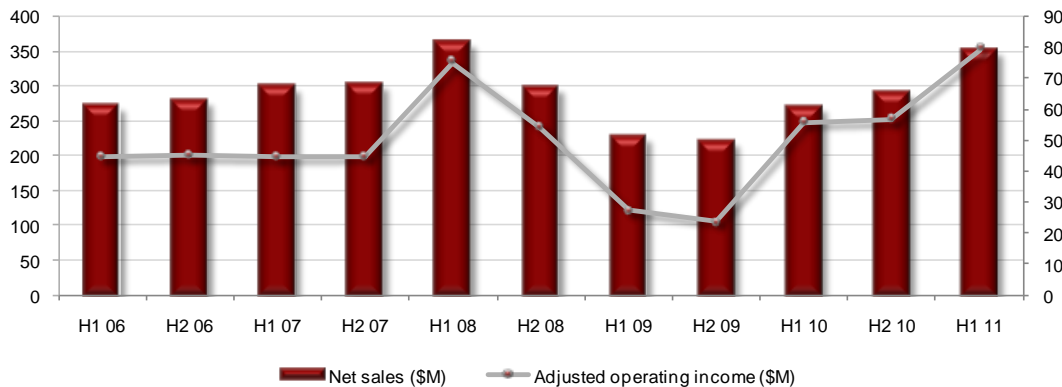
(\$M)	H1 2010	FY 2010	H1 2011
Sales	269.9	559.7	350.6
EBITDA ⁽¹⁾	66.2	132.7	90.6
<i>As a % of sales</i>	<i>24.5%</i>	<i>23.7%</i>	<i>25.8%</i>
Operating income ⁽¹⁾	56.0	112.6	79.5
<i>As a % of sales</i>	<i>20.7%</i>	<i>20.1%</i>	<i>22.7%</i>
Net financial debt	598	599	570

⁽¹⁾ EBITDA and adjusted operating income before goodwill allocations, management fees and non-recurring items

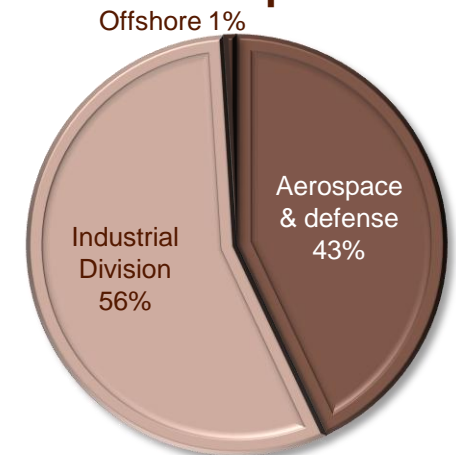
H1 2011 sales by region



Interim sales & operating results



H1 2011 sales by division



Deutsch Group

Strong performance in Q3

- Deutsch Q3 sales: +13.2%
- Deutsch Q3 sales YTD: +23.7%
- A steady Q3 growth, even if lower than the explosive H1 2011 growth
- Growth driven by:
 - ▶ DAT performance, especially in the Civil Aerospace
 - ▶ DI performance in the USA and Asia (truck and construction equipment)

Deutsch Industry

Strong performance in Q3

- DI Q3 sales: +12.0%
- DI Q3 sales YTD: +29.9%
- DI 2011 est: 58% of Deutsch revenue / 77% of Deutsch MEBITDA / revenue growth of 26.3%
- Growth driven by:
 - ▶ USA: strong truck market and strengthening of agricultural equipments
 - ▶ China / Brazil: booming construction and mining equipments
 - ▶ Europe: DI distribution model generates increasing growth

Deutsch Aerospace and Transportation

Strong performance in Q3

- DAT Q3 sales: +18.9%
- DAT Q3 sales YTD: +20.4%
- DAT 2011 est: 41% of Deutsch revenue / 27% of Deutsch MEBITDA / revenue growth of 16.5%
- Commercial air market is booming: new platforms in Europe and USA (B787, A380, A400M) / growing helicopter market
- Military and Space markets are more contrasted: missile market presents a solid growth, but many slippages on military aircraft programs
- Railway market is stable

Deutsch Offshore

New success with contract wins

- A contrasted year so far:
 - ▶ Low level of sales YTD: US\$ 6.0MM
 - ▶ But record bookings level: US\$ 51.1MM
- New success after market freeze due to the Deepwater Horizon catastrophe in Louisiana
 - ▶ A contract worth €24.4m signed in September 2011 (revenues in 2012-2013)
 - ▶ Eight-fold increase in orders since the beginning of the year
 - ▶ DO is becoming the number one player in power and optical subsea connectors
- The off-shore market is growing fast, especially the deep water market

Deutsch and TE Connectivity

A new development phase for Deutsch

