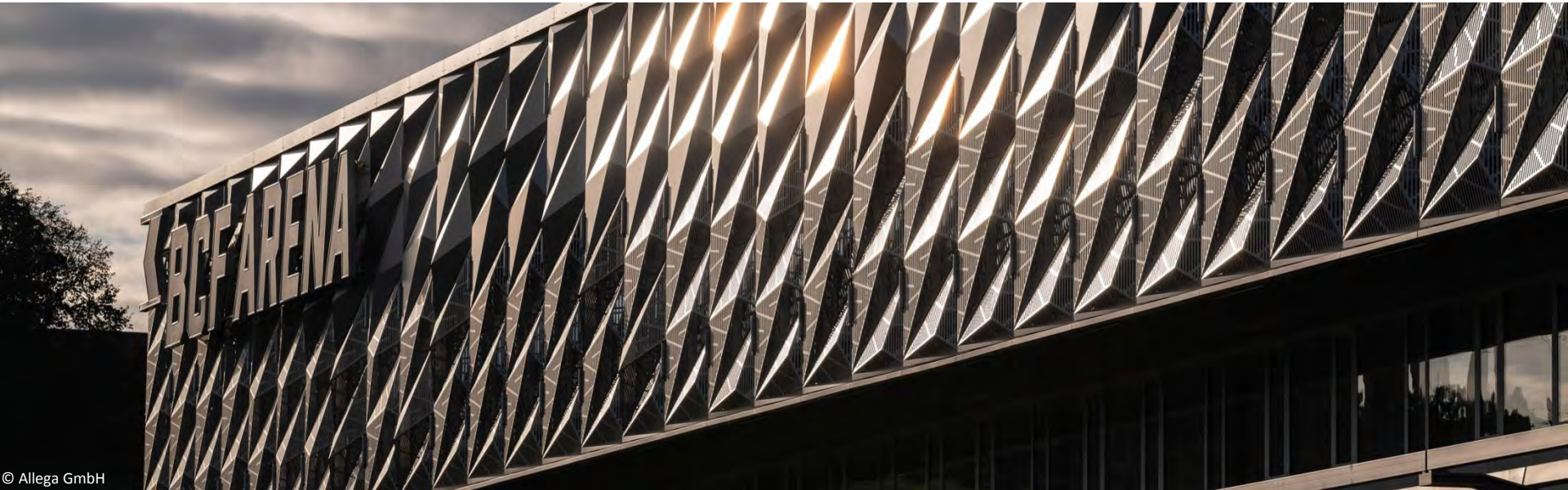


Media & Analyst Conference 2021



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March 5, 2021

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Schweiter at a Glance

SCHWEITER TECHNOLOGIES IS A **GLOBAL GROUP**, MANUFACTURING AND COMMERCIALIZING **COMPOSITE PANELS AND COMPOSITE SOLUTIONS**




Key Figures 2020

-  ~ 1.2 bn CHF sales
-  > 175m CHF EBITDA
-  Global presence in more than 50 countries
-  Equity ratio ~70%
-  Dividend proposal: 40 CHF per share

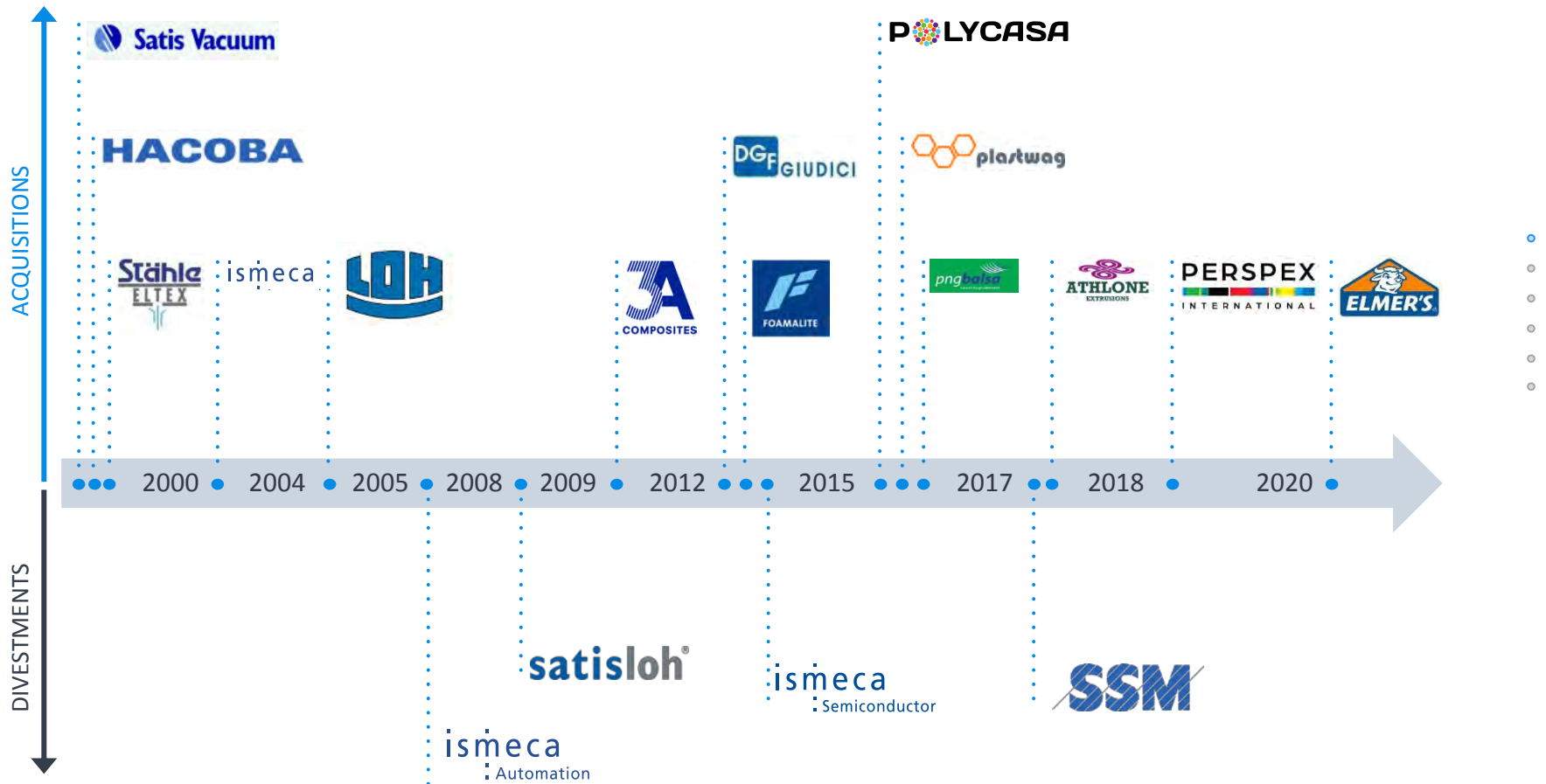
Portfolio

-  Development, manufacturing and sale of
 - Aluminum composite panels
 - Core materials for sandwich structures
 - Plastic sheets and lightweight foamboards
 - integrated lightweight systems
- concentrating on the segments
 - Display
 - Architecture
 - Core Materials
 - Transport & Industry

Strategy & Goals

-  Focus on innovation, customer centricity and value creation as key success factor
-  Strengthen the current positions through organic growth and strategic acquisitions
-  Promote lean structures and direct lines of communication

18 successful transactions since 1998



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Highlights 2020

2%

Organic sales growth

Despite COVID-19 impact, high net sales of approx. 1.2 bn CHF maintained

Significant growth of top & bottom line in Core Materials

Extraordinary high demand in clear sheet business

Sound performance of Architecture in the US

>15%

EBITDA margin

EBITDA of approx. 176m CHF represents all-time high

EBITDA increase of +43% vs. prior year

Approx. 5%-points EBITDA margin improvement vs. PY

EBIT increase of +61% vs. prior year

158m

Operating Cash Flow

> 51% increase in operating cash flow vs. 2019

~73% increase in net income

Cash balance of ~164m CHF

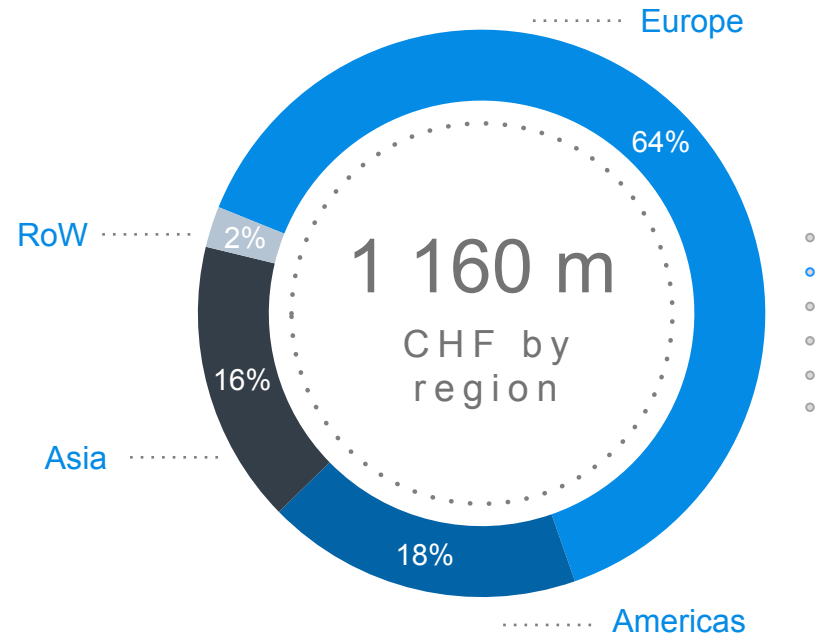
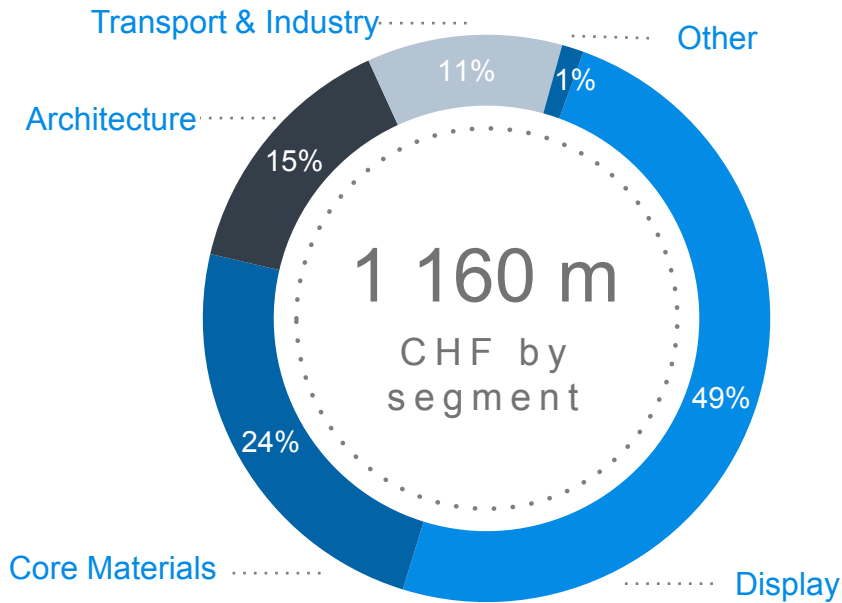
Dividend proposal of CHF 40 per share

Group Results

<i>in m CHF</i>	H1 2020	H2 2020	Total 2020	Total 2019	%
Net sales	559.5	600.7	1'160.2	1'179.6	-2%
EBITDA	67.9	107.8	175.7	123.1	43%
<i>in % of net sales</i>	12.1%	17.9%	15.1%	10.4%	
EBIT	49.3	88.3	137.6	85.2	61%
Net income	35.3	68.2	103.5	60.0	73%
Employees (end of period) ¹⁾	4'444	4'364	4'364	4'185	4%

¹⁾ of which 1392 employees (2019: 1235 employees) in balsa wood plantations and sawmills in Ecuador and Papua New Guinea

Revenue Breakdown 2020



3A Composites Results

- Despite unprecedented COVID-19 pandemic challenges, **Core Materials** continued high growth momentum of 2019. Double-digit sales growth and above-average increased profitability driven by strong Balsa demand from wind customers in all regions with the most pronounced growth in China. US marine market picking up since Q2/2020.
- Overall strong performance in **Display**. Exceptionally high demand for clear sheet products as COVID-19 protective walls in Europe compensating for significant shortfall in 'traditional' display applications such as advertising, trade fairs and interior fittings. Flexible capacity adjustments and low raw material notations resulting in over proportional improvement in profitability.
- Continued growth of US **Architecture** revenues and earnings following a strong prior year. European and Asian Architecture business below previous year with large country-specific differences due to different COVID-19 lockdown measures.
- After the most successful year to date, **Transport & Industry** business recorded a double-digit sales decline linked to the collapse of the market for lightweight bus components since Q2/2020 as well as postponed orders in the Rail segment. Decent profitability due to timely adjustment of capacities and strict cost management.

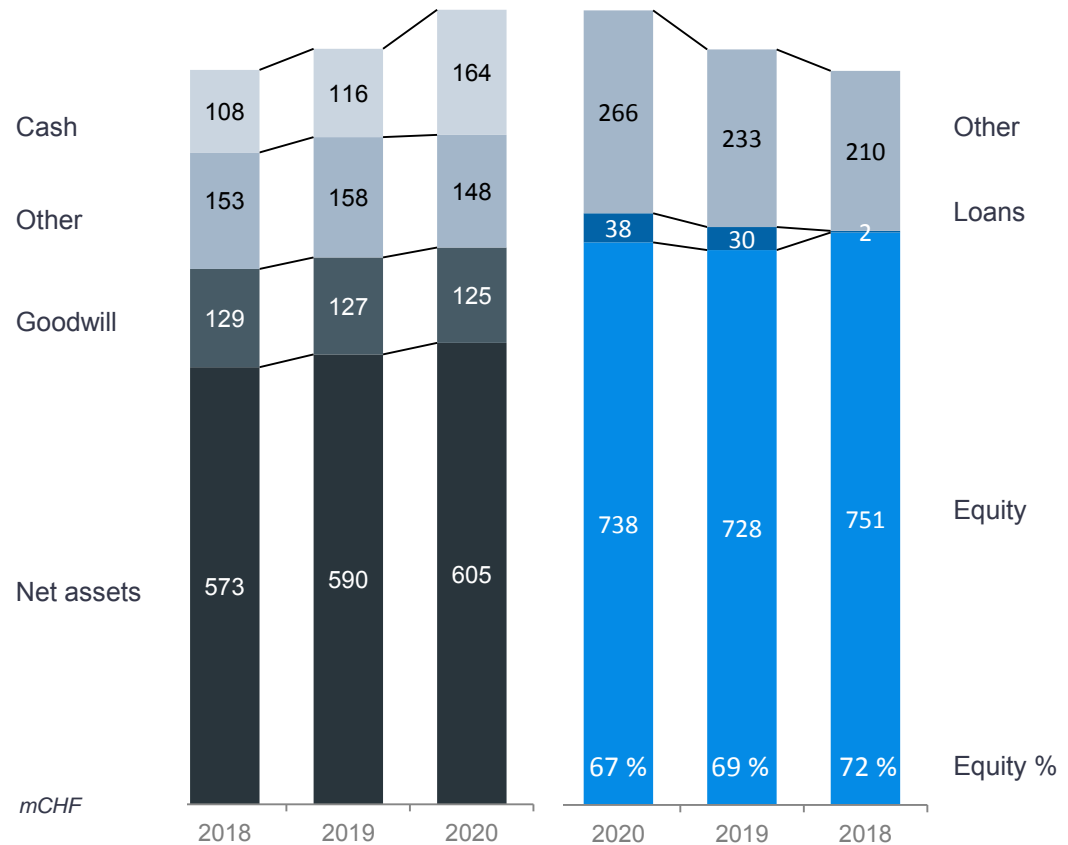
Strong Balance Sheet

Cash position 164m CHF

Practically no short & long term bank liabilities

Shareholders' Equity
738m CHF = CHF 515 per share

Equity ratio 67%



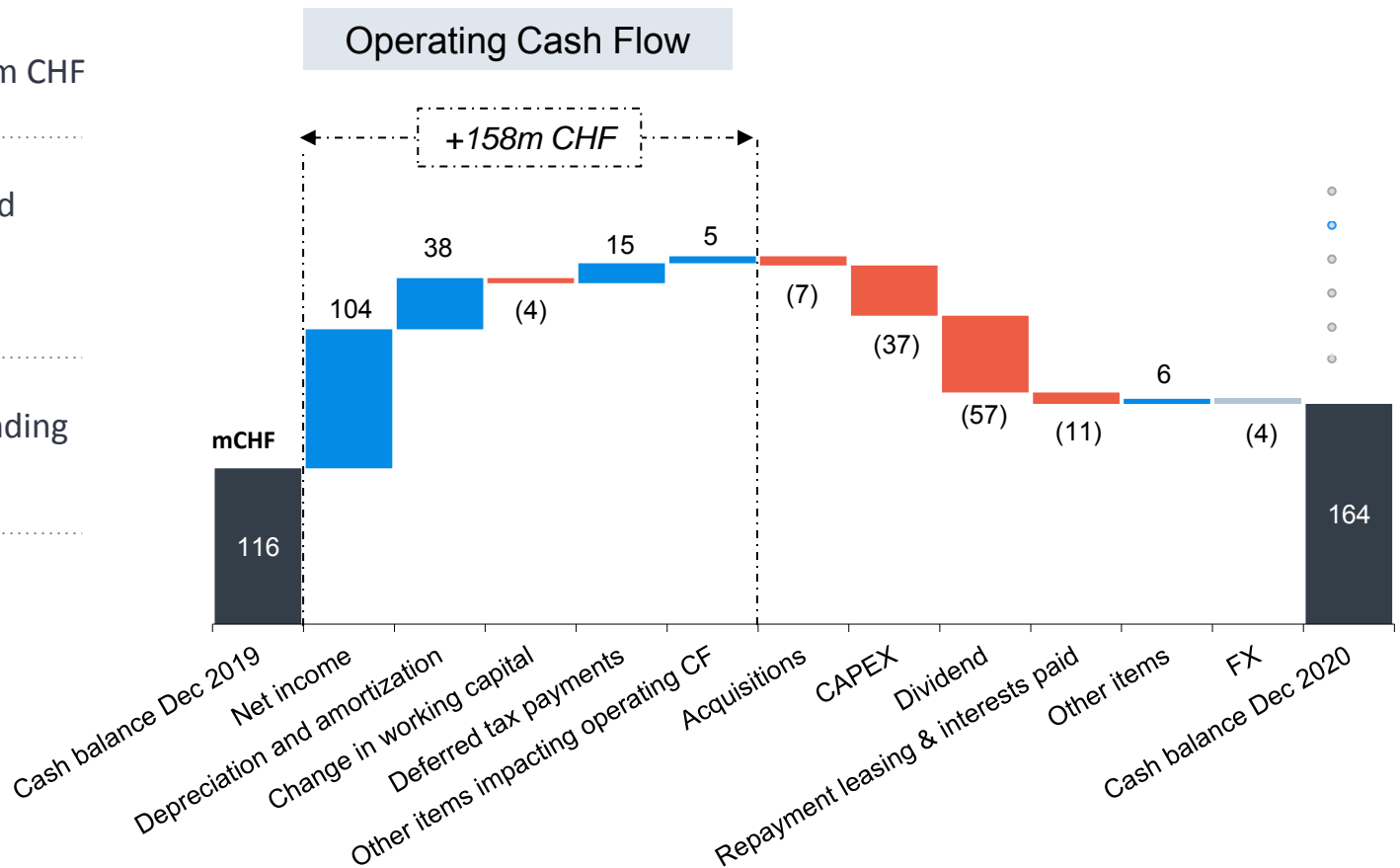
Cash Development

Cash position of 164m CHF

Significantly improved operating cash flow (> +51% vs. 2019)

37m CHF CAPEX spending to support growth

Dividend payment of 57m CHF



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Main pillars of our sustainability strategy



Protection of human health and the environment at all Schweiter sites



Sustainable and efficient use of resources across the entire production cycle



Protection of the cultural heritage of communities in the countries and regions in which the company operates



Compliance with local legislation, rules and regulations and the internal Schweiter provisions (Code of Conduct)



Our impact – recent achievements



In Ecuador and Papua New Guinea (PNG), we cultivate around 13'000 hectares of FSC®-certified plantations, most of which are planted with balsa trees.

In November 2020 our Ecuadorian forestry site successfully passed the annual FSC® review.



At our site in Ecuador, electricity consumption now comes 100% from hydropower.

In both Ecuador and PNG, sawdust produced during production is used as fuel for its own drying furnaces.



At our Core Materials site in the US, the annual electricity consumption has been reduced by ~78% since 2019 by implementing a new LED lighting system.



At our Display production sites in the US, the amount of waste delivered to landfills was reduced by 24%-33% vs. 2019:

- Old pallets recycled and reused by local pallet manufacturer
- Increasing paper recycling and reduced scrapping material
- More efficient separation of recyclables.

Our impact – external assessments

Our assessment and recognition by independent sustainability experts increases market transparency and provides important feedback on how well we are implementing our sustainability strategy:

Forest management & Sustainable development



Building certification (Architecture)



International Standardization



- DIN EN ISO 9001 – Quality management
- DIN EN ISO 14001 – Environmental management
- DIN EN ISO 45001 – Occupational health and safety management
- DIN EN ISO 50001 – Energy management
- ISO TS 16949 – Automotive Quality management
- IRIS ISO/TS 22163 – Quality management (Rail sector)

Stock market



Schweiter Technologies is part of the two **SPI ESG** indices for shares on the Six Swiss Stock Exchange.

These cover the sustainability criteria **Environment**, **Social** and **Governance**.

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Strategic Focus

- General strategy considerations:
 - Invest in attractive industrial activities with growth potential
 - Apply proven concepts of innovation management, supply chain management, direct marketing/sales organization and lean structures
- Grow Composite business organically as well as by acquisitions
- Empower acquired companies to support the Composite business model
- Attractive dividend considering not only the amount of planned investments but also the desired ratio of self-financing to external financing



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Outlook 2021

- Solid performance of Display business expected. Gradual revival of retail trade and thus increasing sales for advertising and shop design cushioning the normalization of demand for clear sheet products.
- The integration of the foam board business acquired in H2/2020 will strengthen the US Display business and make a positive contribution to revenues and earnings.
- Architecture business expected to benefit from catch-up on delayed projects as well as from projects already initiated in 2020. However, possible temporary stagnation in the US in H2 due to temporary reduction of new construction projects in 2020 having a time lag on the facade market.
- Core Materials benefitting from continued high demand in the wind energy market segment and growth possibilities in non-wind areas. Reduced sales prices expected in China due to changes in market conditions and increasing competition.
- Challenging year for Transport & Industry business expected with continued weak market for buses but more robust demand for rail vehicles.
- The current outlook does not include the effects of a possible renewed significant tightening of lockdown measures in connection with the COVID-19 pandemic.



APPENDIX

DIVISIONAL
INFORMATION



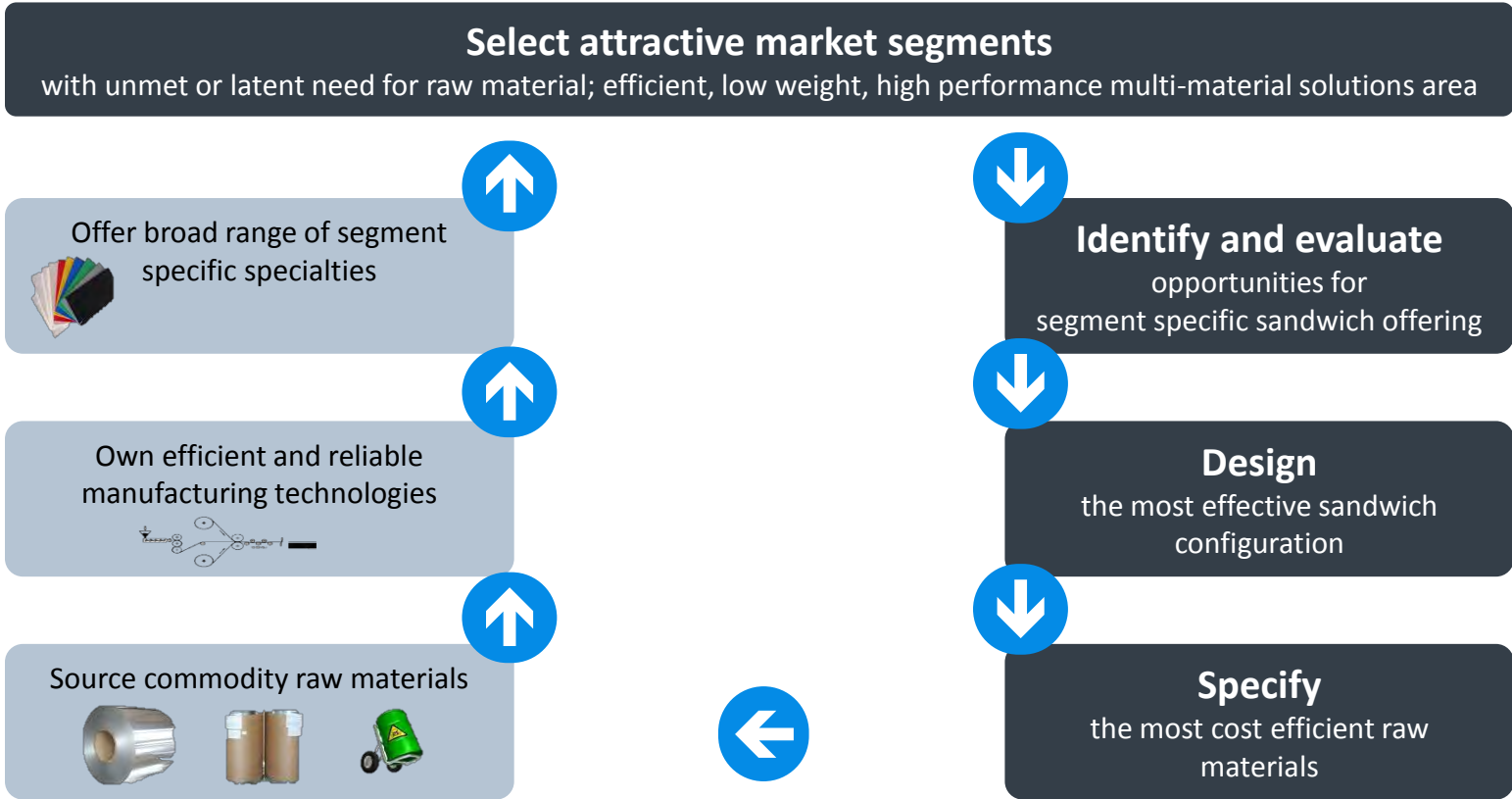
3A Composites



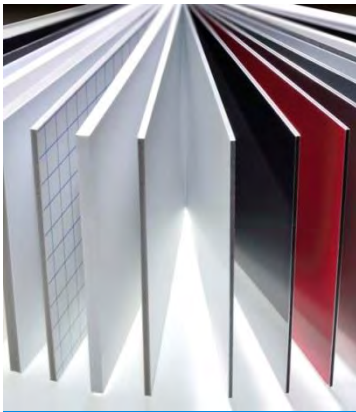
The global market leader in composite panels and composite solutions in lightweight constructions



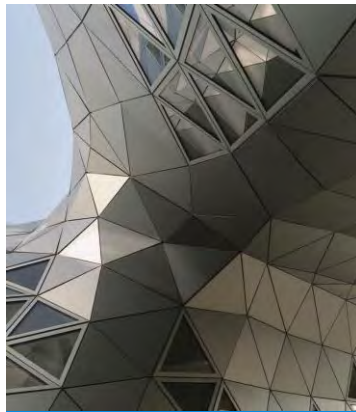
3A Composites - Business Idea



3A Composites – Market Segments



Display



Architecture



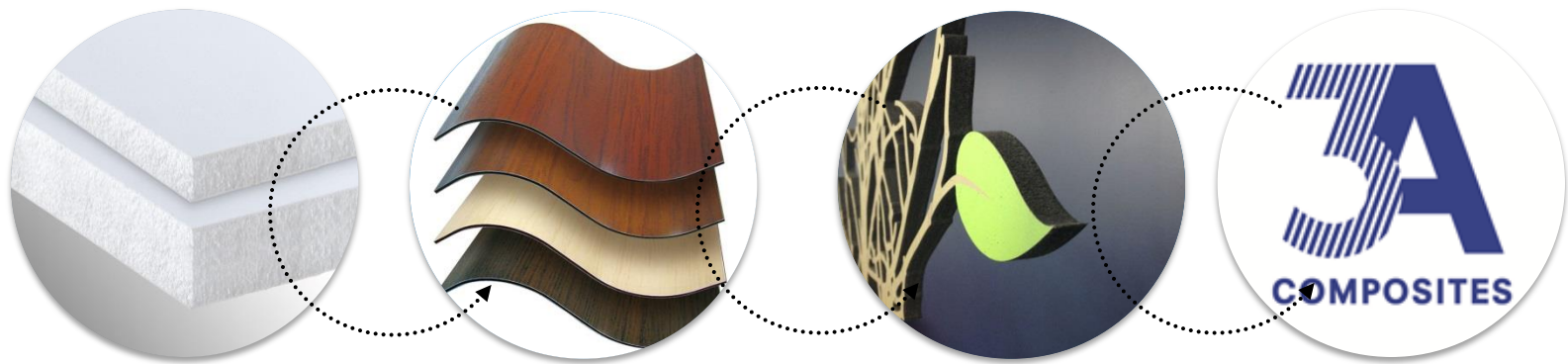
Core Materials



Transport & Industry



Display



M

- Skin Material**
Coated Aluminum, (Coated) Paper, Polystyrene, PVC
- Other Materials**
(Poly-)Methyl Methacrylate (MMA), Polycarbonate (PC), Styrene Acrylonitrile Copolymer (SAN), Polyethylene terephthalate / -glycol (PET/PETG), Polystyrene (PS), Polyurethane (PUR), Polyethylene (PE), Polypropylene (PP), Aluminum-Honeycomb

P

- Aluminum Composite Materials (ACM)**
- Foamed Sheets**
- Foam Boards**
- Clear Sheets**

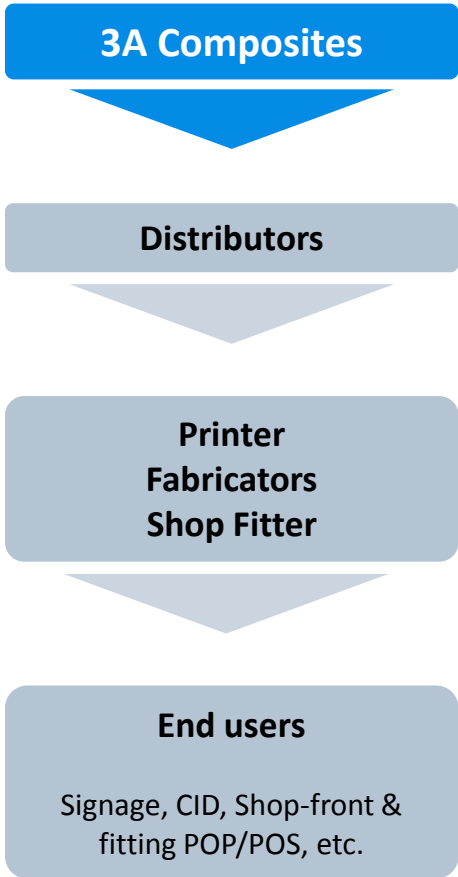
A

- Fotomounting
- Interior / Exterior Signs
- Routed Sign Faces
- POP Displays
- Exhibit Constructions
- Screen Printing
- Kiosks / Carts
- Dimensional Letters
- Digital Printing
- Shop Fitting

B

- | | |
|-------------------|------------------|
| DIBOND® | HYLITE® |
| FOREX® | SMART-X® |
| KAPA® | SINTRA® |
| FOAM-X® | FOME-COR® |
| GATORFOAM® | PERSPEX® |
| FOAMALITE® | |
| LYCASA® | |
| CRYLUX® | |
| CRYLON® | |
| AKRYLON® | |

Display



Way to Market - Push & Pull Sales Concept

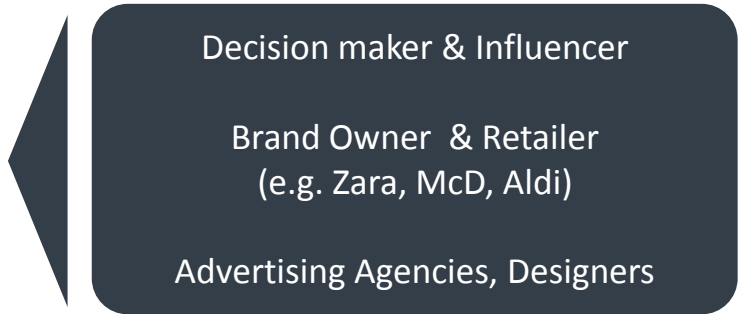
Strong offering position towards distributors based on a complementary product range

Build on strong distribution network – working with leading European distributors

Sales activities address all players in the chain to specify 3A material and create market demand

Field sales force activities focus on fabricators, decision maker and influencer

-
-
-
-
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Display



References

1 Display booth at EuroShop 2020
Dusseldorf | Germany
DIBOND®

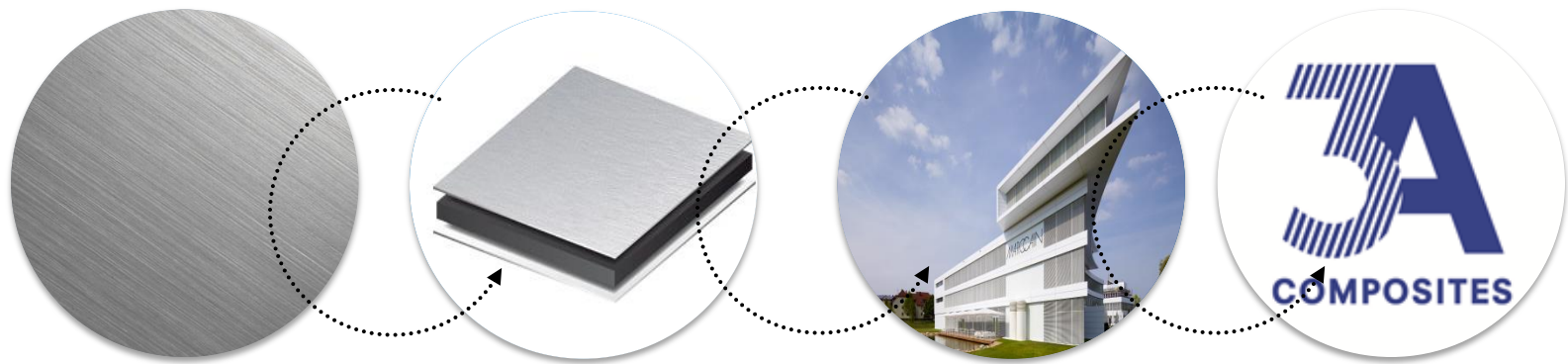
2 Endutex booth lettering at C!Print
Madrid | Spain
SMART-X®

3 Signage lettering project
FOAMALITE® x-press

4 Christmas interior decoration
London | UK
PERSPEX® Fluorescent



Architecture



Materials

Skin Material

Aluminum sheets

Core Material

Non Combustible PE (A2)
Fire Rated PE (Plus)
Polyethylene (PE)
Aluminum-Honeycomb

Products

Aluminium Composite Materials (ACM)

- Alucobond Standard Panels
- Alucobond Fire Rated Panels
- Alucore Honeycomb Panels

with a wide range of different surface design:

- Mill Finish
- Clear Coat
- Butler Finish
- Spectra Colours
- Wood
- Sparkling
- Anodized
- NaturAL

Applications

Market Segments

- Sport, Airport, Public Space, Retail, Hotel, Hospital, Corporate, Residential

Applications

- Facades / Flying Roofs
- Exterior/ Interior Cladding
- Corporate Identity Signage

Brands

ALUCOBOND®

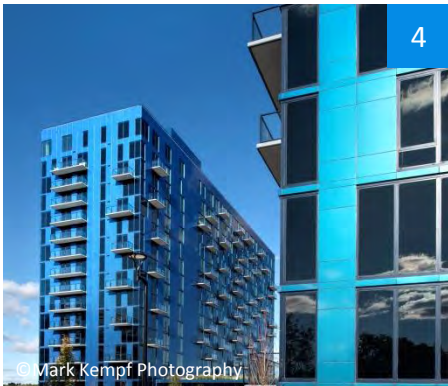
ALUCOBOND®A2

ALUCOBOND®plus

ALUCORE®



Architecture



References

1 The Connor Group Headquarters
Ohio | USA
ALUCOBOND® naturAL Brushed

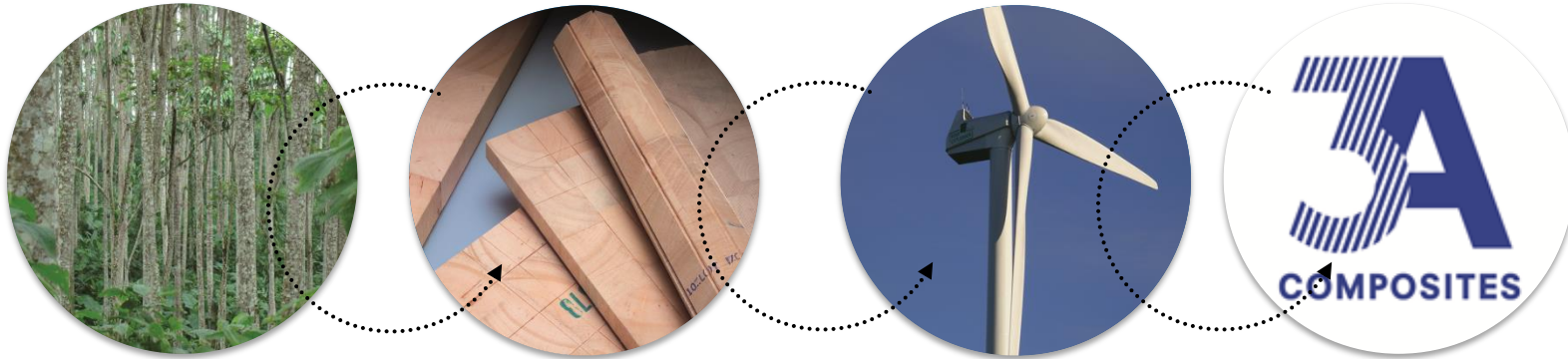
2 Bengbu Sports Center
Bengbu | China
ALUCOBOND® Plus

3 BCF-Arena
Fribourg | Switzerland
ALUCOBOND® A2 metallic

4 Exo Apartments
Reston, Virginia | USA
ALUCOBOND® Plus Spectra



Core Materials



Materials

Engineering Plastics

- Polyester (PET)
- Polyetherimide (PEI)
- Polyvinylchloride (PVC)
- Polystyrene (PS)
- Polyurethane (PUR)

Balsa

- Standard Balsa (Baltek SB)
- Premium Balsa (Baltek SBC)
- Veneer based Balsa (Baltek VBC)

Products

Structural Airex and Baltek Core Materials

- Plain Sheets
- Contour Core
- Kit

Balsa PLY Panels

Applications

Structural and semi-structural sandwich applications

- Wind Energy:** Blades and Nacelles
- Marine:** Motoryachts, Sailing Yachts, Multihull
- Road:** Bus & Coach, Trucks, Vans & Recreational Vehicles
- Rail:** Highspeed, Intercity, People Mover
- Aerospace:** Radome, Interior parts
- Infrastructure:** Road & Pedestrian Bridges

Brands



Core Materials



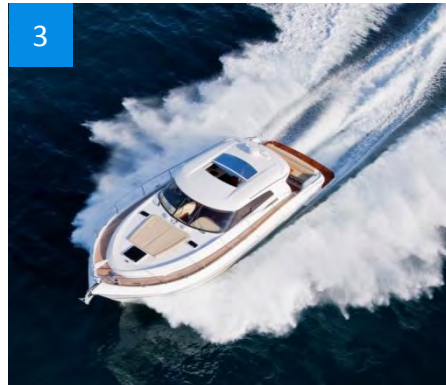
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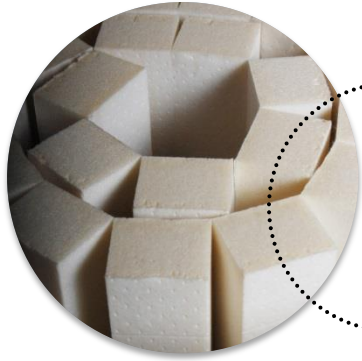


3

References

- 1 Major Wind Blade OEM
PET foam (AIREX®) & Balsa (BALTEK®)
- 2 Automotive Sandwich
AIREX® T92 | AIREX® T10
- 3 Yachts & motorboats hulls, bottoms & decks
BALTEK® SB | AIREX® T92 | AIREX® T10
- 4 Sailboat hull bottoms, decks & top sides
AIREX® T92 | BALTEK® SB

Transport & Industry



Materials

- Engineering Foams
PET, PVC, PUR, PEI
- Balsa based Core Materials
- Balsa Plywood Panels & Bending Plywood
- Aluminum Composite Material (ACM)
- GRP Sandwich Material
- Aluminum Honeycomb Panels
- Lightweight Foamboards

Products

- 3D Front Cabins for Railway Vehicle
- Structural Aluminum-Foam Sandwich Elements
- Sandwich Solutions with integrated Functions (e.g. floor heating)
- Interior Parts
- Headliners and Roof reinforcements for Automotive
- Insulation solutions
- GRP Sandwich Rotorblades

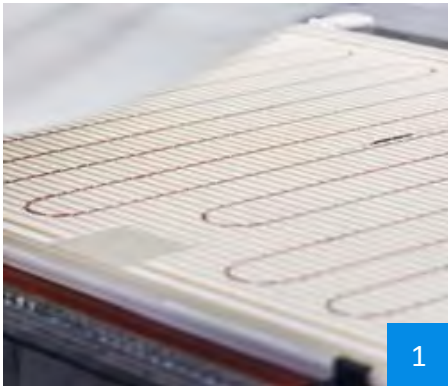
Applications

- Railway Body Shell (Roofs, Floors, Cabins)
- Bus & Coach Roof and Floors
- Automotive Headliner and Interior
- Recreational Vehicle & Marine Furniture
- Insulated Truck Walls and Floors
- Air Conditioning Equipment
- Building Interior
- Ski and Snowboards

Brands



Transport & Industry



Products

- 1 **COMFLOOR®**
Lightweight, modular, strong floor system
(heated & unheated)
- 2 **INNOCAB®** Sandwich Front Cabin
(incl. painting, bonding, assembly)
- 3 **INFIT®**
Ready-to-assemble, customized interior
solutions
(e.g. wall -, roof cover)
- 4 **XBODY®**
Sandwich Roof – Volvo 9900



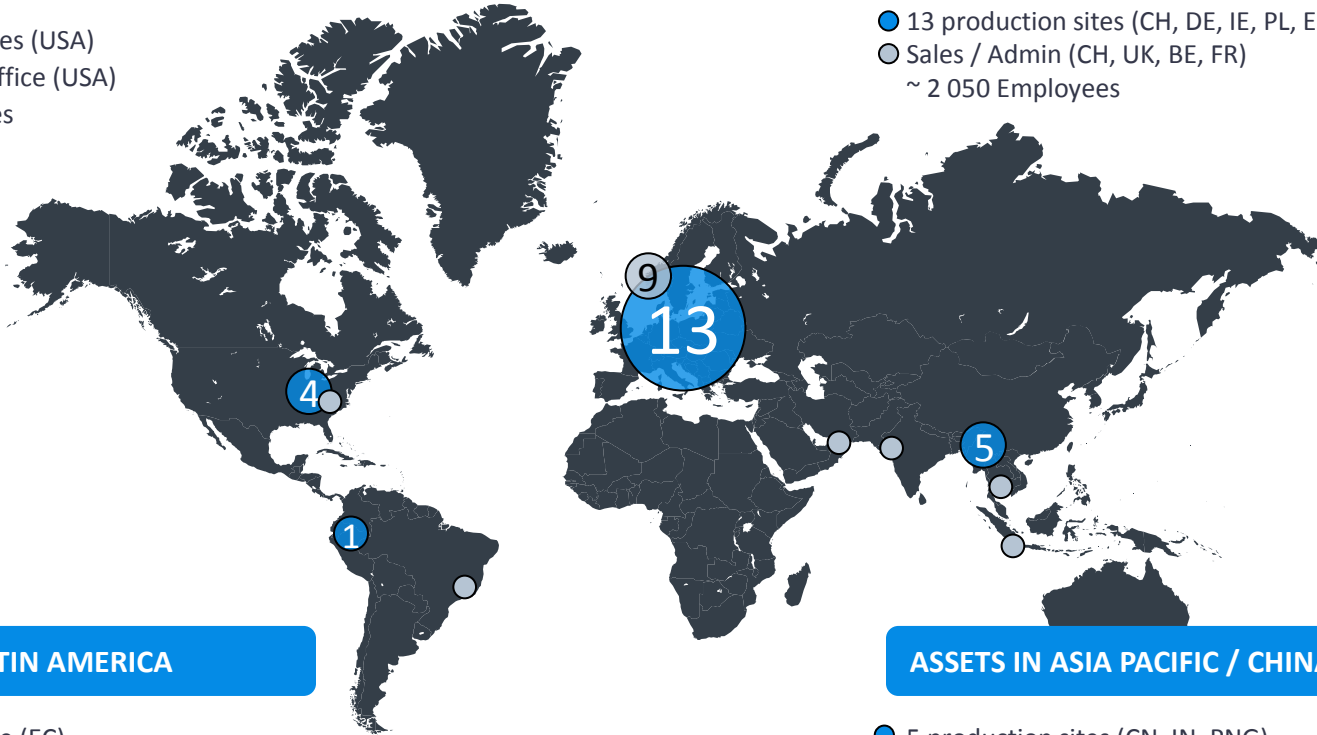
Strong Global Presence

ASSETS IN NORTH AMERICA

- 4 production sites (USA)
- Sales / Admin office (USA)
- ~ 400 Employees

ASSETS IN EUROPE

- 13 production sites (CH, DE, IE, PL, ES, CZ, SK, UK)
- Sales / Admin (CH, UK, BE, FR)
- ~ 2 050 Employees



ASSETS IN LATIN AMERICA

- 1 production site (EC)
- Sales office (BR)
- ~ 11 000 ha FSC® certified plantations in Ecuador
- ~ 700 Employees

ASSETS IN ASIA PACIFIC / CHINA

- 5 production sites (CN, IN, PNG)
- Sales / Admin office (CN, SGP, UAE, IN, IND)
- ~ 2 000 ha FSC® certified plantations in PNG
- ~ 1 200 Employees

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