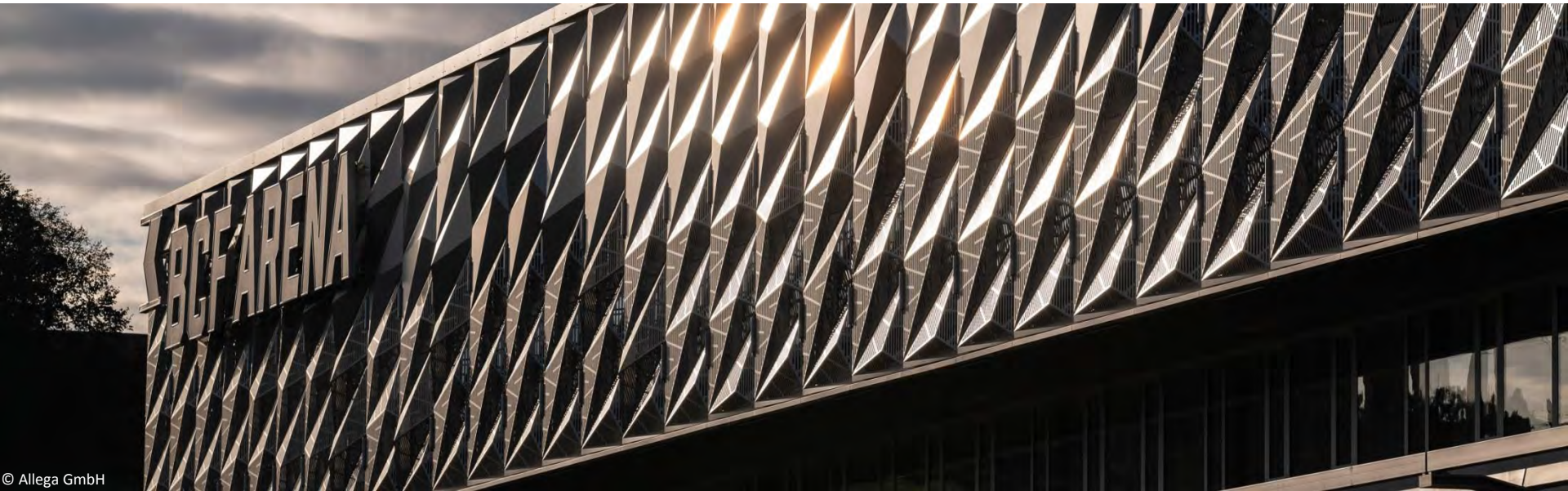


Media & Analyst Conference Half-Year Results 2021



© Allega GmbH

Zurich – August 13, 2021

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- 4 Outlook H2 2021
- 5 Appendix / Divisional information



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

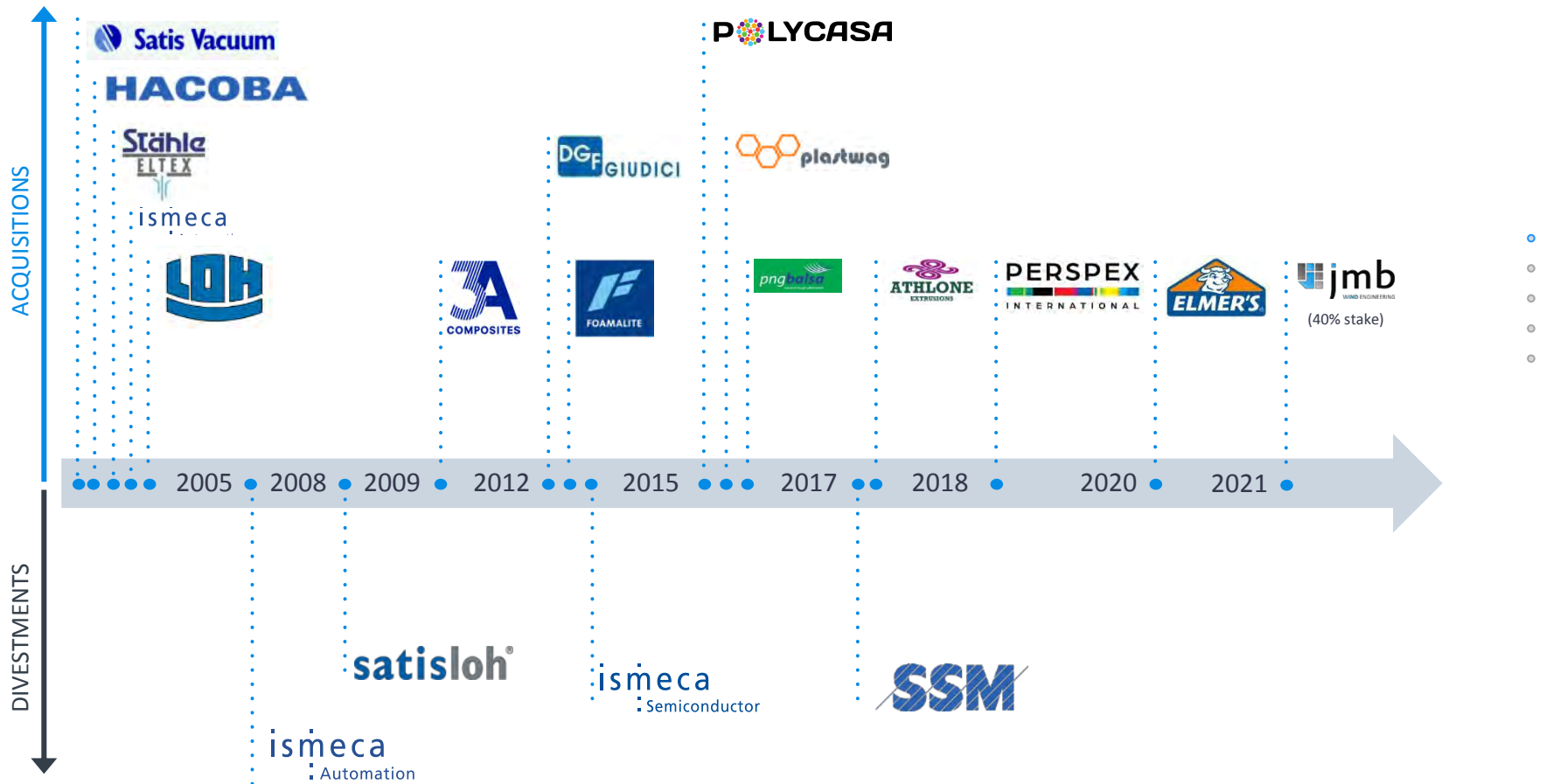
Portfolio

-  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

19 successful transactions since 1998



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Highlights H1 2021

12%

Increase in Sales

Double digit growth of top & bottom line in Core Materials

Display with increasing demand for digital printing and shop design; growth of Architecture business in Europe and USA

Solid Transport & Industry performance; project delays at certain Rail & Road customers hampering further growth

12%

EBITDA margin

EBITDA of ~78 mCHF representing a +15% increase vs. H1 2020

Record H1 results (net sales & EBIT)

Slightly improved EBITDA margin despite surge in raw material notations

Sales price increases implemented to offset higher raw material prices

30mCHF

Operating Cash Flow

+29% increase in net income vs. H1 2020

Higher working capital to increase market responsiveness and secure material supply

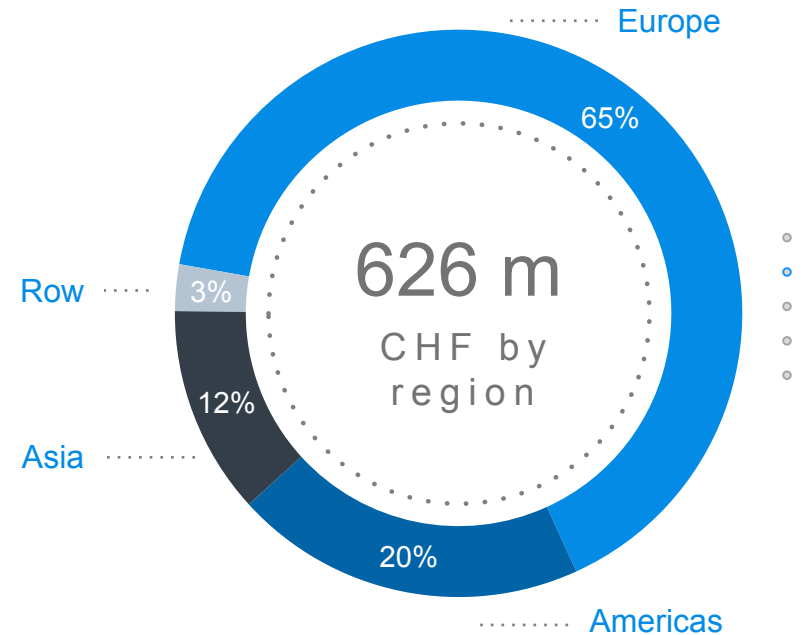
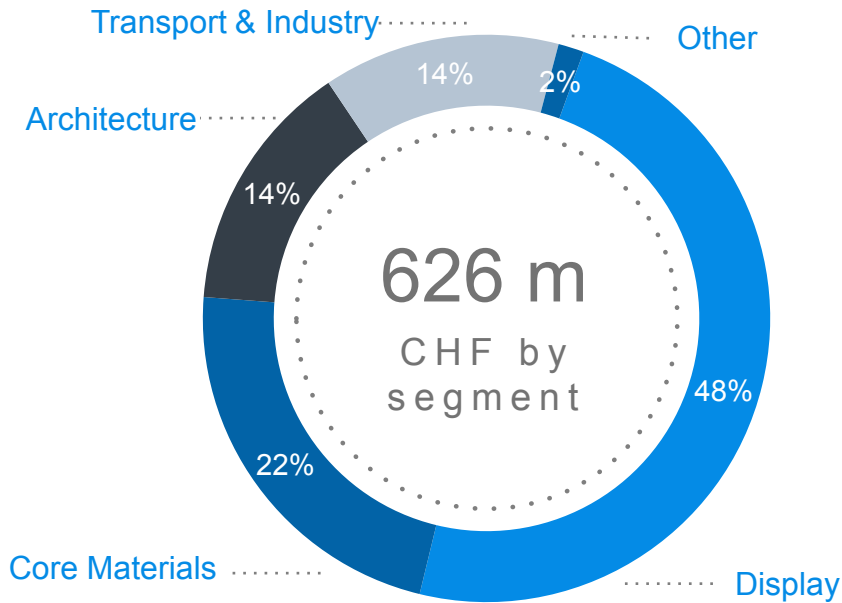
Cash balance of 102 mCHF - after a dividend distribution of 57 mCHF

Group Results

	H1 2021	H1 2020	Total 2020	H1/H1 %
<i>in mCHF</i>				
Net sales	626.4	559.5	1'160.2	12%
EBITDA	77.8	67.9	175.7	15%
<i>in % of net sales</i>	12.4%	12.1%	15.1%	
EBIT	58.3	49.3	137.6	18%
Net income	45.5	35.3	103.5	29%
Employees (end of period) ¹⁾	4'432	4'444	4'364	0%

¹⁾ of which 1459 employees (H1 2020: 1559 employees) in balsa wood plantations and sawmills in Ecuador and Papua New Guinea

Revenue Breakdown H1 2021



Group Results

- Maintained high product availability despite challenging supply & logistic situation.
- Strong performance of **Core Materials**, carrying on with sales and profitability growth of the two previous years. Firm demand from wind and marine customers combined with a good capacity utilization, a sustained supply and the unique selling point of having own FSC-certified balsa plantations were driving the business.
- Solid sales performance of the European and US **Display** business, benefitting from a recovery of ‘traditional’ applications such as advertising, digital printing and shop design. Despite high capacity utilization, partially skyrocketing increases in raw material and transport costs led to a temporarily lower profitability. However, successive sales price adjustments largely compensated the negative impact of higher variable costs.
- **Architecture** business faced a regionally mixed development: while Europe and the USA posted a double-digit sales and above-average profitability growth, Asia was affected by prolonged lockdown measures in India and project delays in China and the Middle East.
- Demand for **Industrial** applications noticeably increased, however **Transportation** business temporarily impacted by customer driven project changes and postponements in the Rail segment.

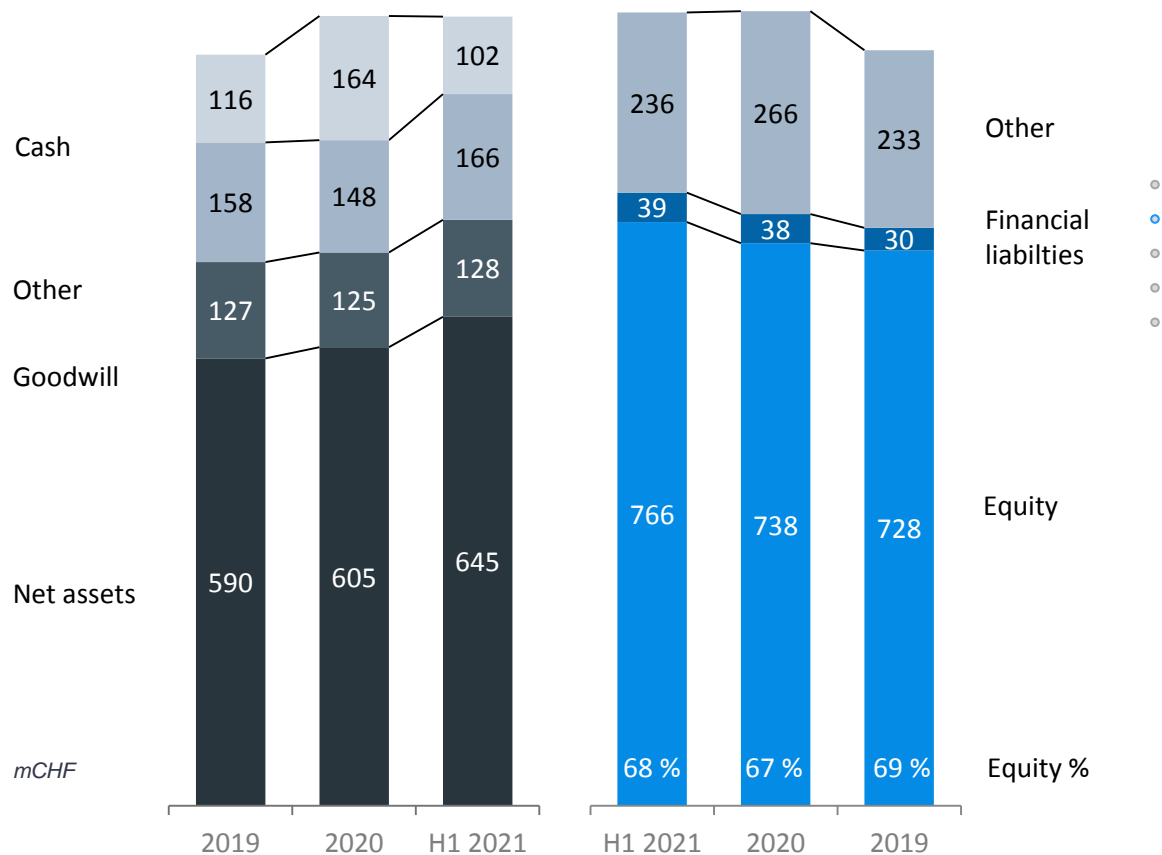
Strong Balance Sheet

Cash position 102 mCHF

Practically no short & long term bank liabilities

Shareholders' Equity
766 mCHF = CHF 535 per share

Equity ratio 68%



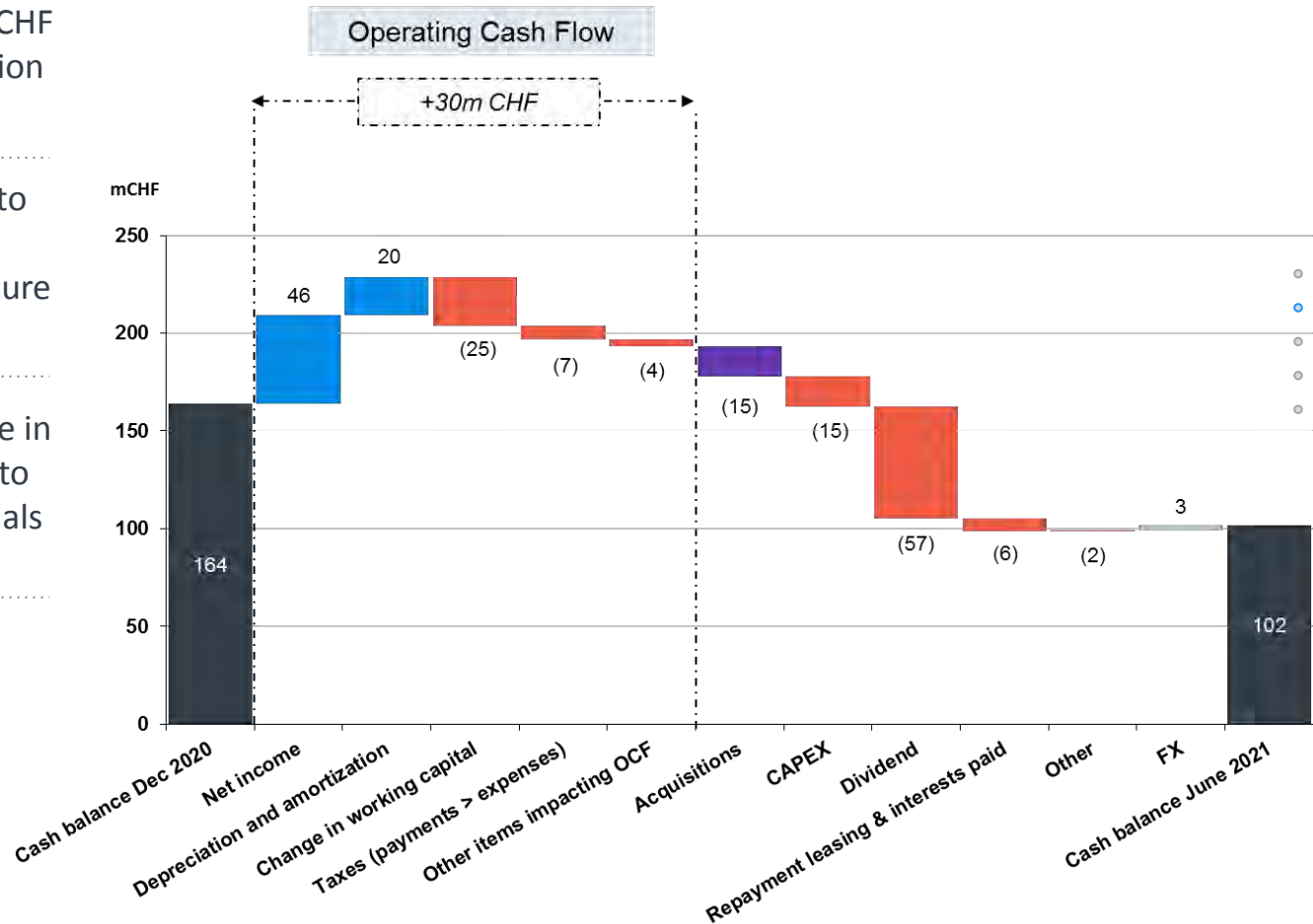
Cash Development

Cash position of 102 mCHF after dividend distribution of 57 mCHF

Higher working capital to increase market responsiveness and secure material supply

Acquisition of 40% stake in JMB Wind Engineering to strengthen Core Materials business

Capex of 15 mCHF to support growth and production efficiency



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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 H2 2021

- Despite global challenges in the area of raw material supply and logistics, overall positive sales outlook – although lower earnings expected compared to the exceptionally strong baseline of the second half of the previous year.
- Recovery of ‘traditional’ Display business expected to proceed with increasing reduction of COVID-19 restrictions.
- Decrease of Core Materials expected due to temporary decline of demand from wind customers (especially in China) in H2.
- Solid outlook for Architecture business in EU and US, supported by governmental stimulus programs in various countries as well as ongoing high demand for fire retardant and non-combustible products.
- Sound Transport & Industry performance expected. Challenge to manage customer driven project changes and delays will continue in second half of 2021.
- The current outlook does not include the effects of a possible renewed significant tightening of COVID-19 lockdown measures nor longer lasting raw material supply and logistic interruptions.



APPENDIX

DIVISIONAL
INFORMATION



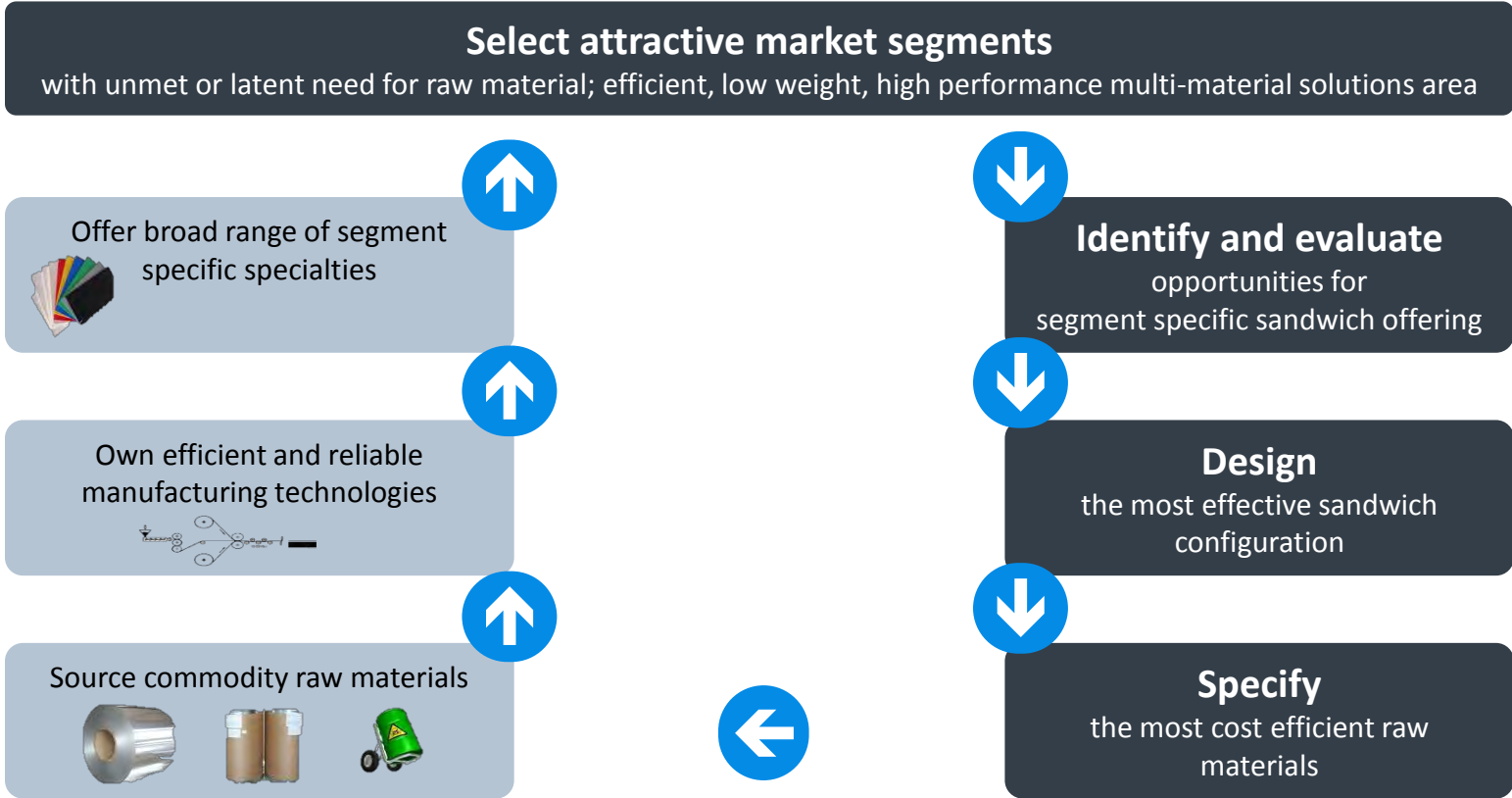
3A Composites



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

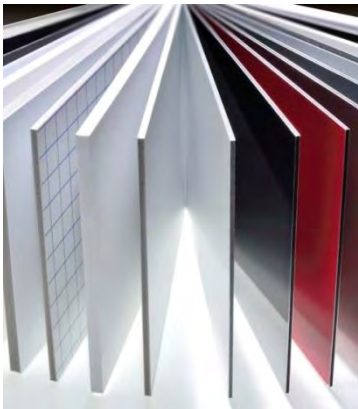


3A Composites - Business Idea

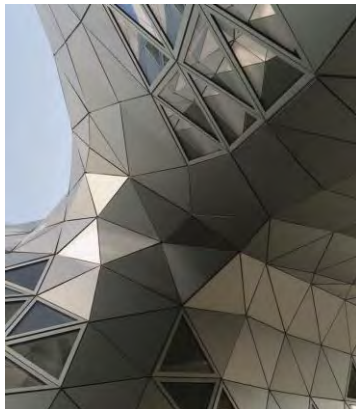


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3A Composites – Market Segments



Display



Architecture



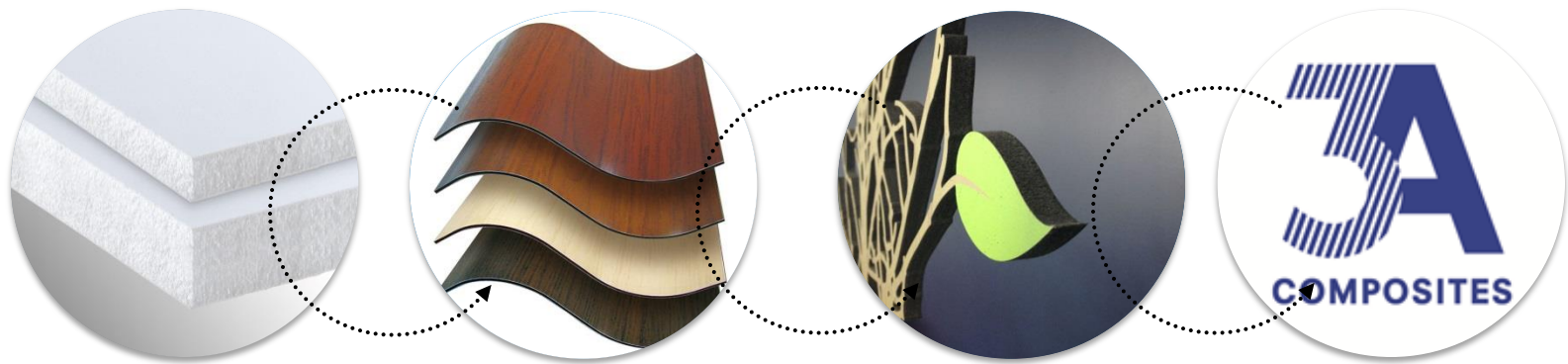
Core Materials



Transport & Industry



Display



Materials

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

Products

Aluminum Composite Materials (ACM)

Foamed Sheets

Foam Boards

Clear Sheets

Applications

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

Brands

DIBOND®

FOREX®

KAPA®

FOAM-X®

GATORFOAM®

FOAMALITE®

LYCASA

CRYLUX®

CRYLON®

AKRYLON®

HYLITE®

SMART-X®

SINTRA®

FOME-COR®



Display

3A Composites



Distributors



**Printer
Fabricators
Shop Fitter**



End users
Signage, CID, Shop-front & fitting POP/POS, etc.

Way to Market - Push & Pull Sales Concept

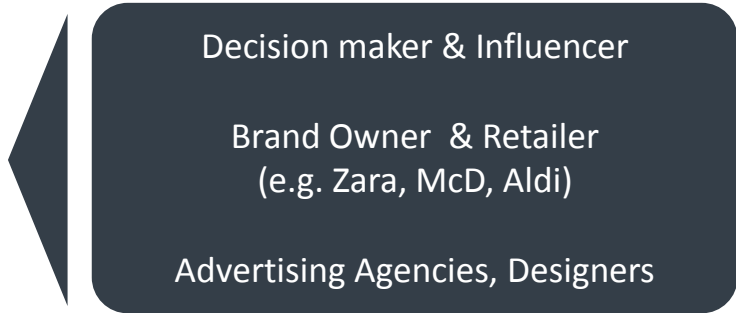
Strong offering position towards distributors based on a complementary product range

Build on strong distribution network – working with leading European distributors

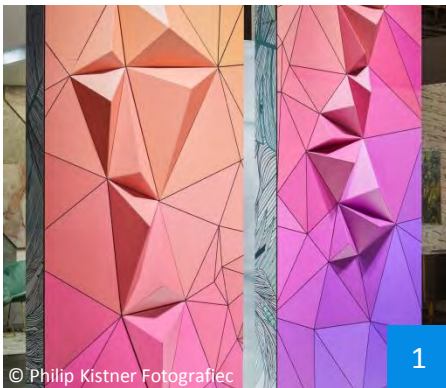
Sales activities address all players in the chain to specify 3A material and create market demand

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

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-
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Display



References

1 Display booth at EuroShop 2020
Dusseldorf | Germany
DIBOND®

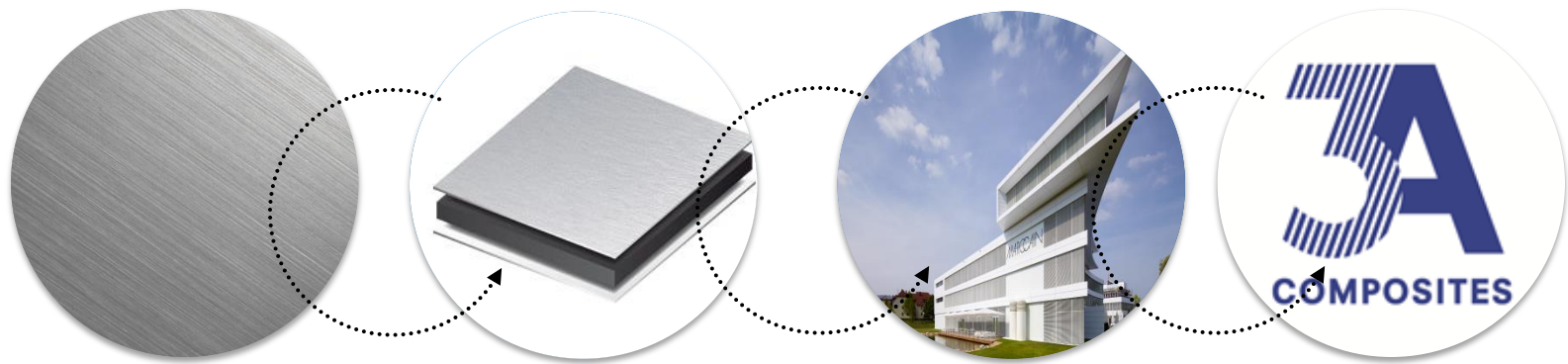
2 Endutex booth lettering at C!Print
Madrid | Spain
SMART-X®

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

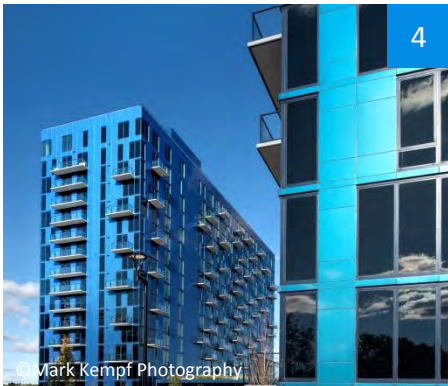
- Facades / Flying Roofs
- Exterior/ Interior Cladding
- Corporate Identity Signage

Brands

- ALUCOBOND®**
- ALUCOBOND®A2**
- ALUCOBOND®plus**
- ALUCORE®**



Architecture



References

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

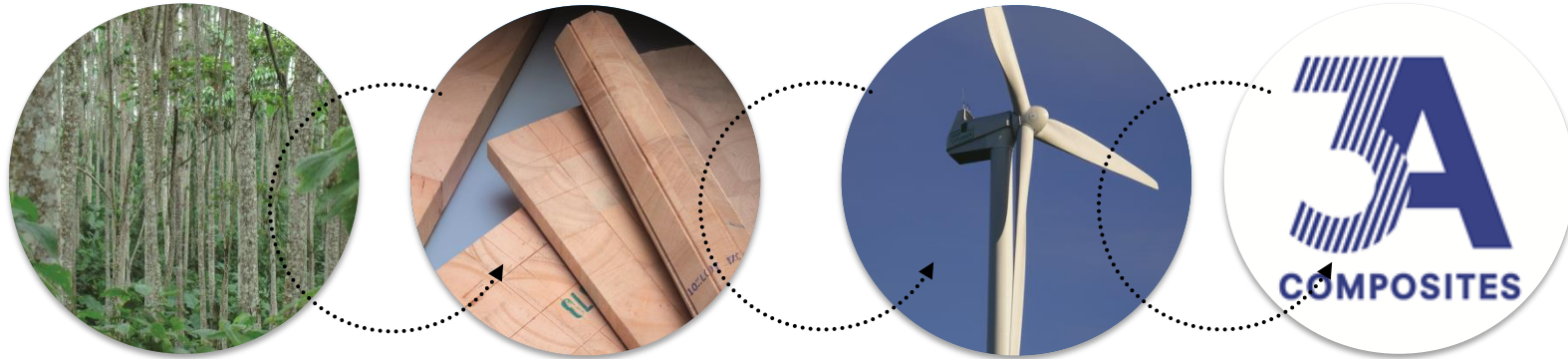
2 Bengbu Sports Center
Bengbu | China
ALUCOBOND® Plus

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



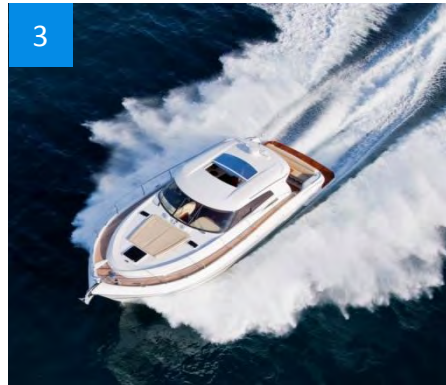
References

1 Major Wind Blade OEM
PET foam (AIREX®) & Balsa (BALTEK®)

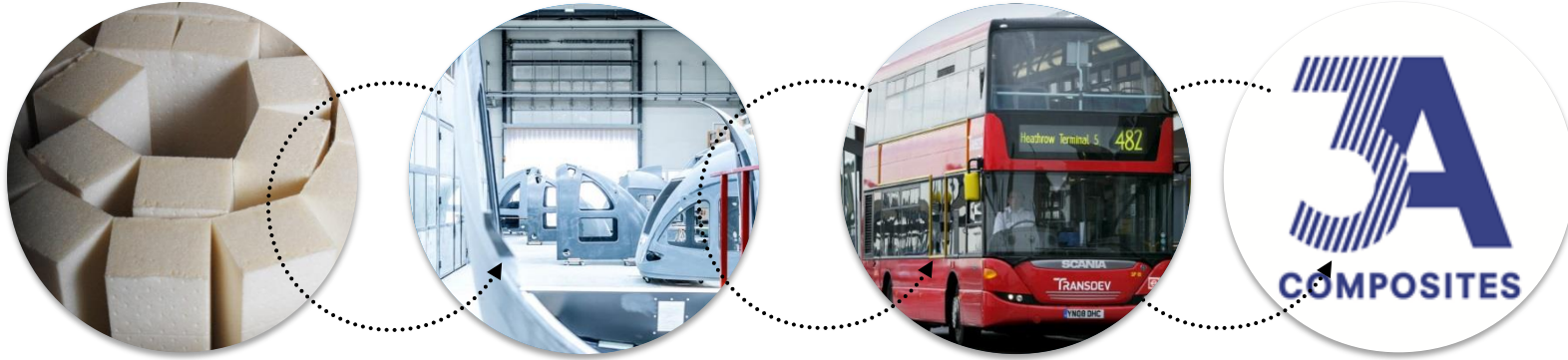
2 Automotive Sandwich
AIREX® T92 | AIREX® T10

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)
- Acrylics (PMMA), ABS, Styrenics, Polypropylene, Polycarbonate
- 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

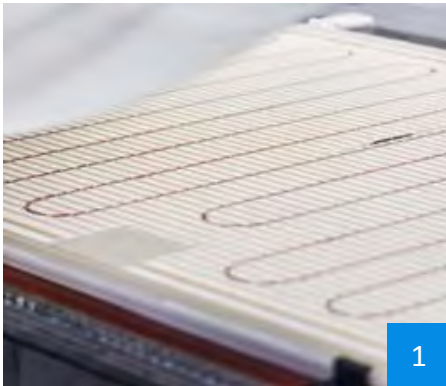
Applications

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

Brands

- **COMFLOOR®**
- **INNOCAB®**
- **XBODY®**
- **INFIT®**
- **ASTERITE®**
- **ATHLONextrusions®**
- **IMPEX®**
- **BALTEK®**
- **ALUCORE®**
- **KAPA®**
- **AIREX®**
- **POLYCASA®**
- **SCHWEITER TECHNOLOGIES**

Transport & Industry



References

- 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

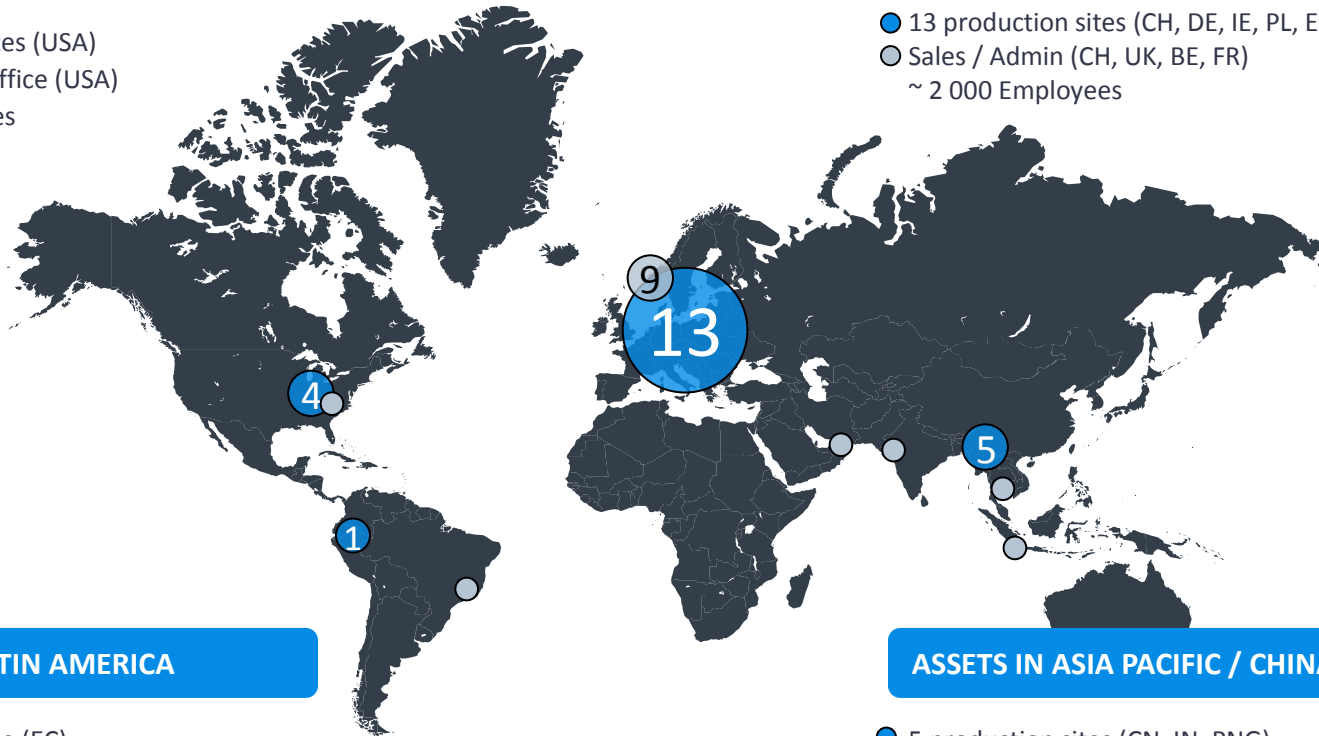
Strong Global Presence

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)
- ~ 2 000 Employees



ASSETS IN LATIN AMERICA

- 1 production site (EC)
- Sales office (BR)
- ~ 11 000 ha FSC® certified plantations in Ecuador
- ~ 800 Employees

ASSETS IN ASIA PACIFIC / CHINA

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

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