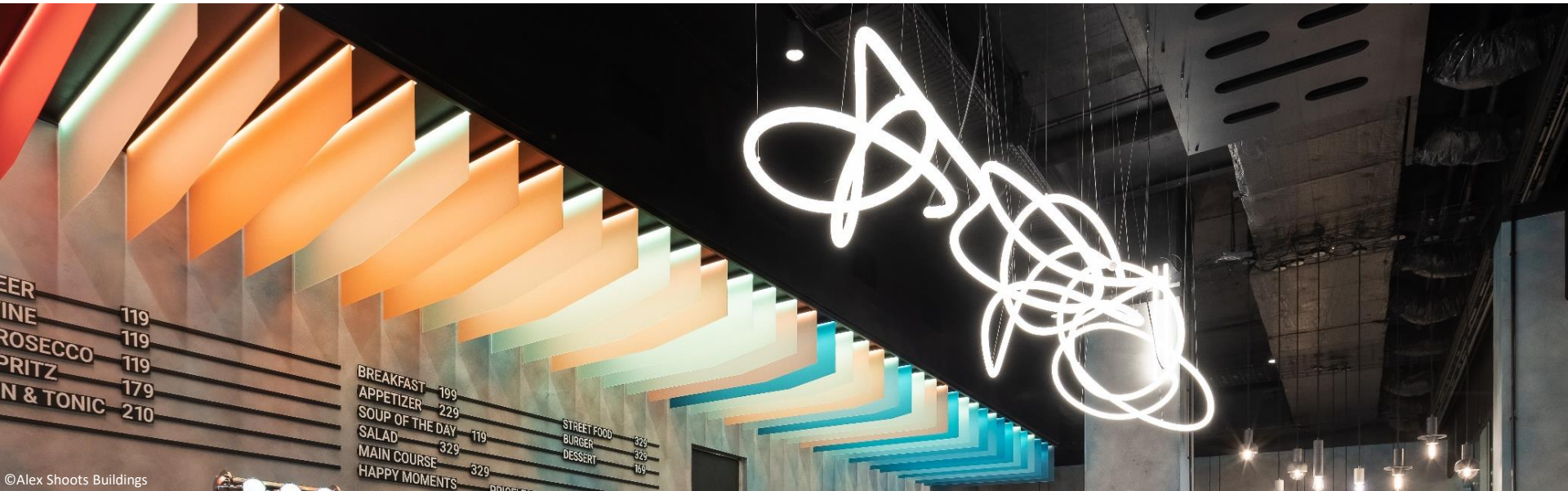


# Media & Analyst Conference 2023

---



Zurich - March 6, 2023

# Content

---

- 1 Business Review & Highlights
- 2 Financial Results 2022
- 3 Focus & Outlook 2023
- 4 Questions & Answers
- 5 Appendix / Divisional information



# Schweiter at a Glance

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




## Key Figures 2022

-  ~ 1.2 bn CHF sales
-  86m CHF EBITDA
-  Global presence in more than 50 countries
-  Equity ratio ~70%
-  Dividend proposal: 20 CHF per share

## Portfolio

-  Development, manufacturing and sale of
  - Aluminum composite panels
  - Core materials for sandwich structures
  - Paper & plastic sheets as well as lightweight foamboards
  - Integrated lightweight systems
- concentrating on the business areas
  - Display
  - Architecture
  - Core Materials
  - Transport & Industry

## Strategy & Goals

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

# In a volatile & dynamic world, agility & resilience are essential



# Several highlights & new opportunities in 2022



## INNOVATION

- AIREX® TegraCore™: Foam with exceptional impact & chemical resistance for applications in Aerospace & Marine
- MONARC™: Specialized & proprietary manufacturing process allows for high quality finishes on ACM for design & construction of kitchens, shower and bath enclosures
- ALUCOBOND® easy-fix: First successes in Europe & US market with small – medium sized buildings
- ALUCOBOND® A1 (incombustible): Installation of new line completed – commissioning/ certification process ongoing

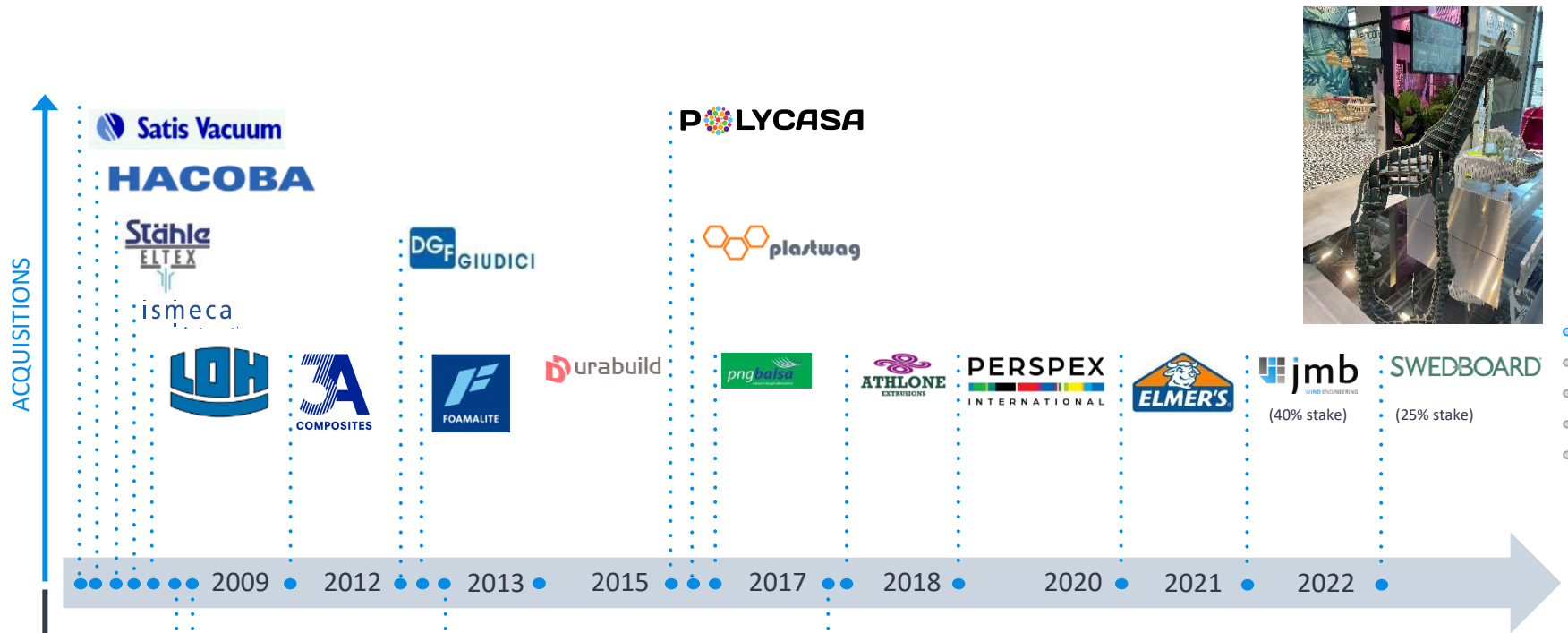
## GAINING MARKET SHARE

- Architecture US: Intensified promotion of architectural specifications & partnerships led to expansion of customer base
- Core Materials: Gained new key customers in fast growing marine market, in particular with attractive balsa solutions
- Transport – Road: One of the worldwide biggest bus manufacturers trusts in sophisticated COMFLOOR® solutions for new platform

## SUSTAINABILITY PORTFOLIO

- Swedboard 25% acquired
- FIVE-DOT initiative launched – full transparency for customers on sustainability of our solutions

# Paper based, sustainable portfolio extended



# Our impact – FIVE-DOT-MISSION



Our intention is to offer our partners guidance with their purchasing decision-making and to provide a transparent sustainability assessment of our Display products:

## FIVE-DOT CATEGORIES



1. BIOBASED CONTENT



2. RECYCLED CONTENT



3. FOSSIL CO<sub>2</sub> BOUND IN THE MATERIAL



4. PRODUCT LIFE CYCLE



5. RECYCLABILITY

## FIVE-DOT ASSESSMENT

3 points can be achieved in each of the categories presented, totalling a maximum of 15 points



According to the total number of points achieved (1-15), the FIVE-DOT classification is conducted using a different colour gradation



1 – 4



5 – 6



7 – 8



9 – 10



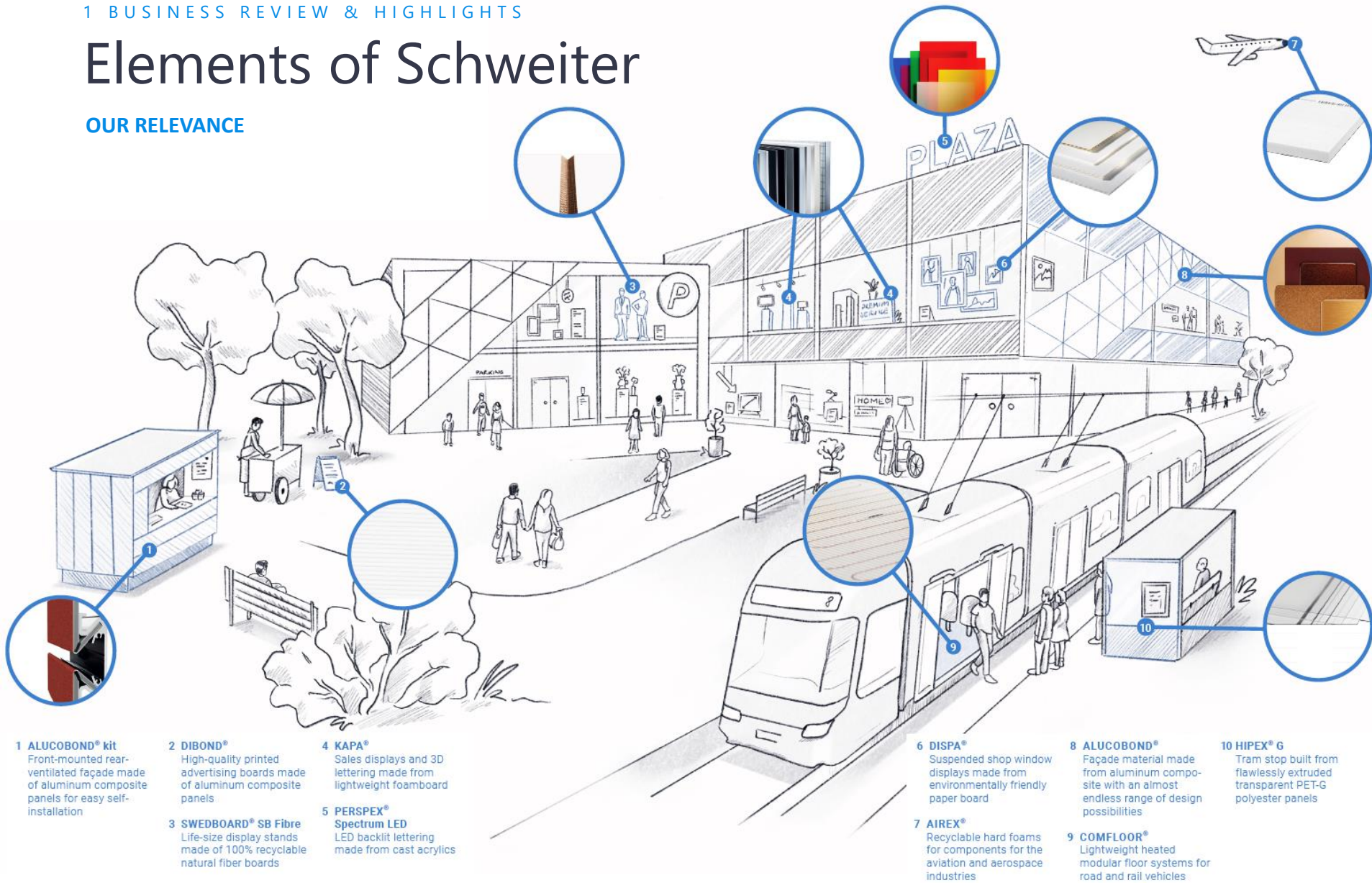
11 – 15

Annual review of the product assessment

Today: 1/3 of sales with solutions  $\geq 7$  points

# Elements of Schweiter

## OUR RELEVANCE



**1 ALUCOBOND® kit**  
Front-mounted re-ventilated façade made of aluminum composite panels for easy self-installation

**2 DIBOND®**  
High-quality printed advertising boards made of aluminum composite panels

**3 SWEDBOARD® SB Fibre**  
Life-size display stands made of 100% recyclable natural fiber boards

**4 KAPA®**  
Sales displays and 3D lettering made from lightweight foamboard

**5 PERSPEX® Spectrum LED**  
LED backlit lettering made from cast acrylics

**6 DISPA®**  
Suspended shop window displays made from environmentally friendly paper board

**7 AIREX®**  
Recyclable hard foams for components for the aviation and aerospace industries

**8 ALUCOBOND®**  
Façade material made from aluminum composite with an almost endless range of design possibilities

**9 COMFLOOR®**  
Lightweight heated modular floor systems for road and rail vehicles

**10 HIPEX® G**  
Tram stop built from flawlessly extruded transparent PET-G polyester panels



# Content

---

- 1 Business Review & Highlights
- 2 Financial Results 2022**
- 3 Focus & Outlook 2023
- 4 Questions & Answers
- 5 Appendix / Divisional information



# Highlights 2022

**+0.2%**

**Net sales vs. PY**  
(FX adjusted)

**Net sales of 1'198m CHF,**  
slightly exceeds prior year  
(on FX adjusted basis)

**Double digit percentage growth**  
in North America  
(Architecture & Display)

**Tailwind from higher sales**  
prices to account for strong raw  
material increases

**86<sub>m</sub> CHF**

**EBITDA**

**North America with significant**  
improvement of profitability

**EBITDA margin impacted by**  
substantial surge in cost for  
raw materials & energy and  
price pressure from OEMs

**One-off charges for structural**  
cost reduction measures  
burdened profitability but will  
improve the structural cost  
base

**86<sub>m</sub> CHF**

**Cash balance**

**Operating cash flow**  
of > 48m CHF

**Substantial CAPEX investments**  
in innovation, energy efficiency  
and capacity expansion of  
> 50m CHF

**Strong equity ratio of 69%**

**Dividend proposal of CHF 20**  
per share

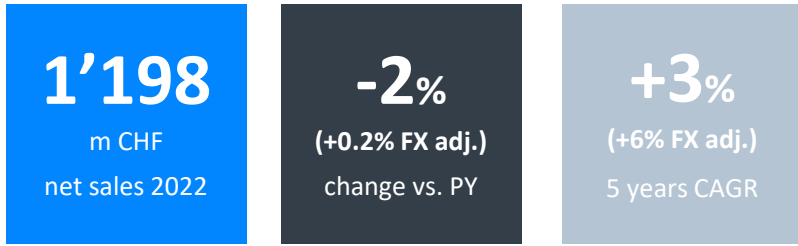


# Group Results

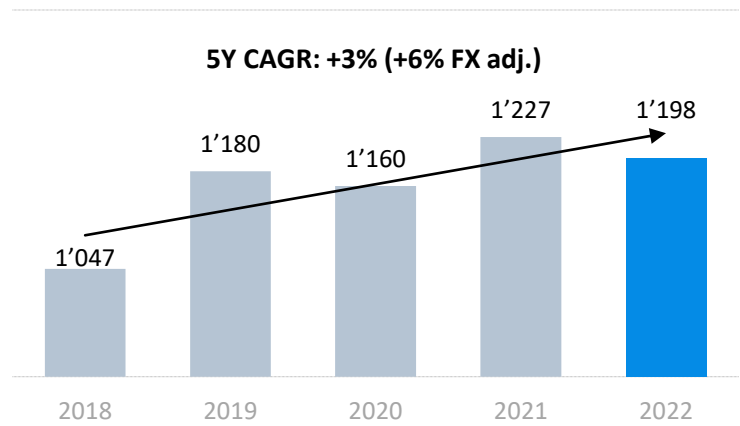
	H1 2022	H2 2022	Total 2022	Total 2021	%
<i>in m CHF</i>					
Net sales	647.8	549.9	1,197.7	1,226.9	-2%
EBITDA	57.0	28.5	85.5	151.5	-44%
<i>in % of net sales</i>	8.8%	5.2%	7.1%	12.3%	
EBIT	37.8	4.7	42.5	111.3	-62%
Net income	27.3	1.7	29.1	84.4	-66%
Employees (end of period) <sup>1)</sup>	4,511	4,255	4,255	4,443	-4%

<sup>1)</sup> Of which 1302 employees (2021: 1398 employees) in balsa wood plantations and sawmills in Ecuador and Papua New Guinea

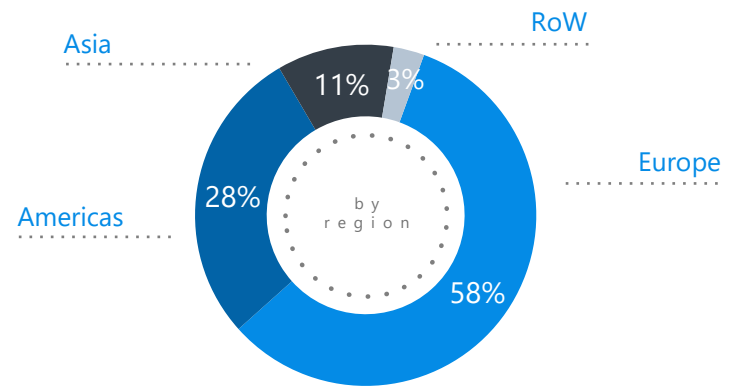
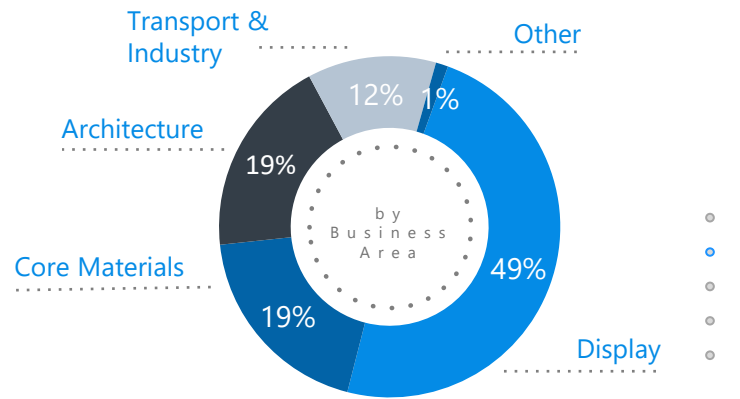
# Net sales performance



## Five-year Net sales development in m CHF



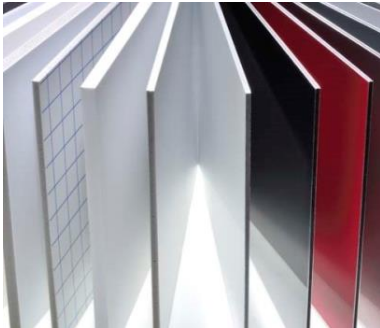
## Net sales 2022 breakdown



# Architecture with strong growth

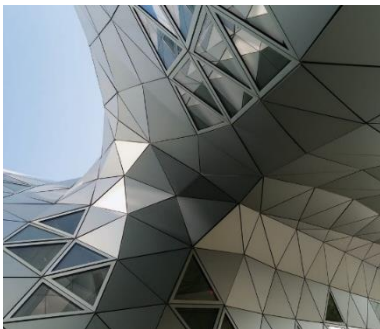
---

## DISPLAY



- Sales growth in H1 followed by slow down in H2 with negative economic development in core market Europe
- Sales price increases, growing US business and solid performance in the 'traditional' display applications partially compensated lower demand for clear-sheet products in Europe (including destocking effects at distributors)
- Profitability impacted by strong cost inflation, price pressure in the clear-sheet business and partially lower production capacity utilization
- Accelerated investments and executed measures to increase efficiency and flexibility, improving the structural cost base and bolstering future competitiveness
- Cost-cutting measures implemented, impacting 2022 results with mid single-digit million one-time expenses

## ARCHITECTURE



- Double digit percentage increase in revenue thanks to continued strong growth in North America and sales price increases
- Europe matched prior year revenues
- Asia strong in India and South East Asia but China with temporary dip due pandemic and property market related challenges
- Soaring aluminum notations and hiking energy costs burdened margins

# Core Materials ready for next growth cycle

## CORE MATERIALS



- Continued muted demand from Western wind customers
- Sales started to pick up in China in H2, as expected
- Increased sales in non-wind business and record PET volumes not fully compensating the wind sales gap and the slightly lower Balsa volumes
- Higher raw material costs and price pressure from wind OEMs, especially in China, impacted the margins.



## TRANSPORT & INDUSTRY



- Solid demand for Industrial applications
- Transportation business faced customer driven project postponements
- Strong order intake in rail as well as road business
- Profitability affected by cost inflation and limited scope for sales price increases in rail and road

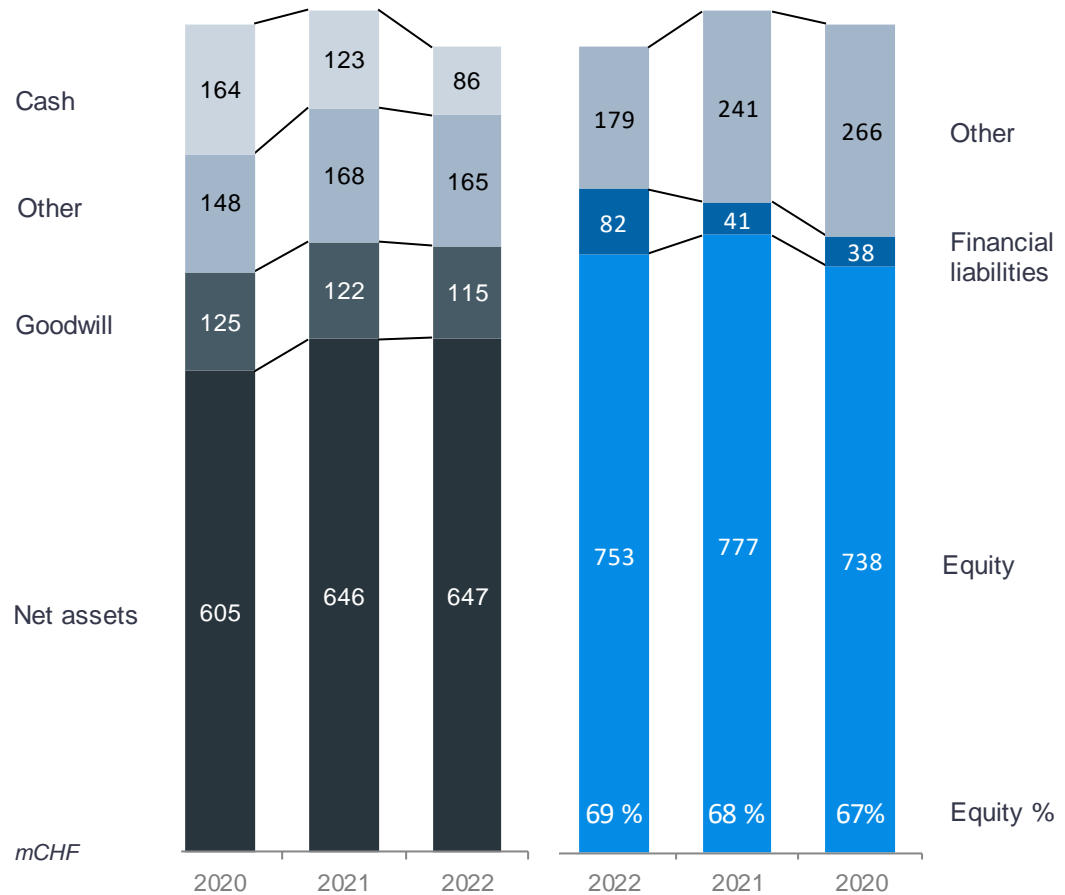
# Strong Balance Sheet

Cash position 86m CHF

Low level of financial liabilities

Shareholders' Equity  
753m CHF = CHF 526 per share

Equity ratio 69%



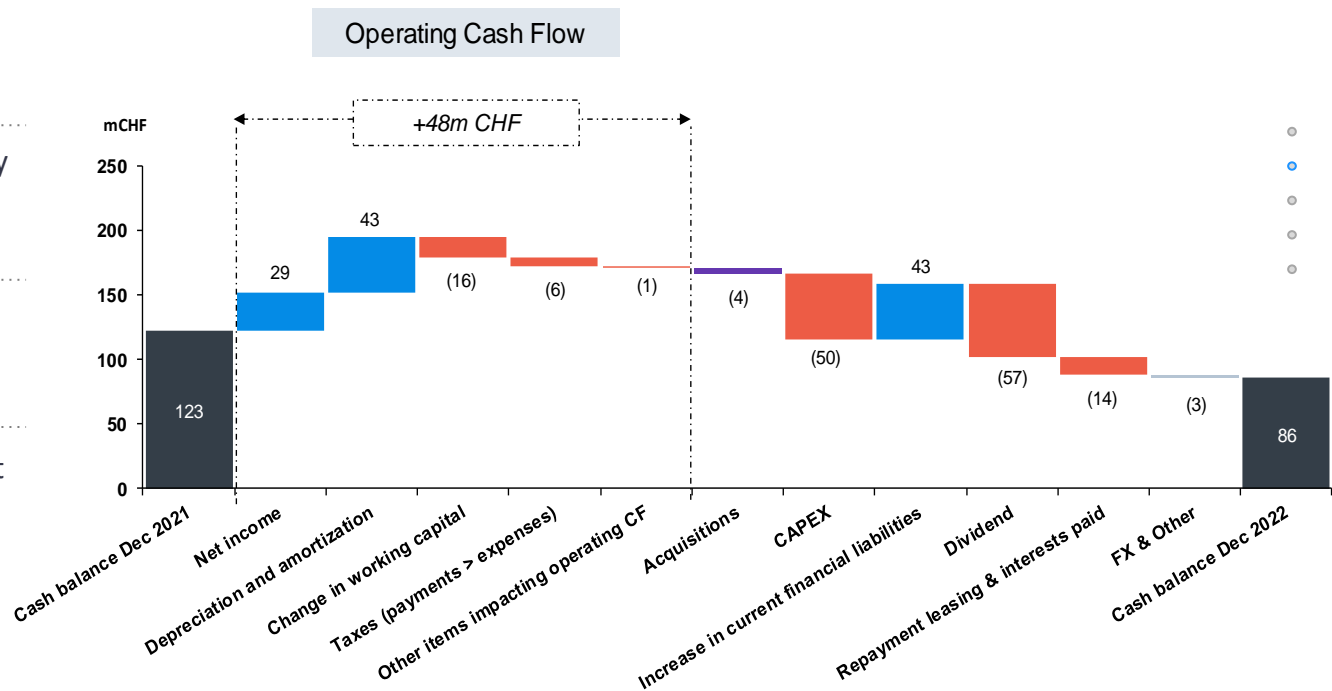
# Cash Development

Cash position of 86m CHF after dividend distribution of 57m CHF

Higher working capital mostly on account of higher raw material prices

Acquisition of 25% stake in Swedboard to strengthen Display business

Capex of 50m CHF to support growth and production efficiency





# Content

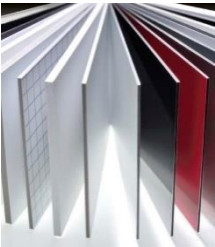
---

- 1 Business Review & Highlights
- 2 Financial Results 2022
- 3 Focus & Outlook 2023**
- 4 Questions & Answers
- 5 Appendix / Divisional information



# Outlook 2023: Visibility limited – agility remains crucial

## DISPLAY



Due to economic uncertainties 1<sup>st</sup> semester expected to be cautious

Demand anticipated to grow with energy & raw material prices normalizing at reasonable levels

After cost reduction measures & agility increase in 2022, well positioned to:

- succeed in volatile business environment
- expand strong market position with wide range of products, in particular eco friendly solutions

## CORE MATERIALS



### Wind:

Growth of newly installed wind turbines driven by China with rather high price pressure

US growth fueled by Inflation Reduction Act mid-term only

Gearing-up for next multi-year wind-growth-cycle by:

- consolidating Balsa production sites in Ecuador
- commissioning of new PET-production line in Poland
- close kitting collaboration with JMB Wind Engineering

### Non wind:

- Attractive growth opportunities with boat building applications & other end markets

## ARCHITECTURE



Solid start in Americas & Asia, but slow in Europe, given rising financing costs and uncertainty

Asia to benefit from China's return to higher business activity post zero-COVID policy era

New product offerings and expansion to new market segments to support sales

## TRANSPORT & INDUSTRY



Sound performance expected, supported by:

- high demand for light weight solutions, particularly for rail and bus vehicles
- delivery of earlier postponed projects to customers
- New production capabilities in Ireland & reshaped sales approach will open new growth opportunities in fast growing Industry applications market

# Content

---

- 1 Business Review & Highlights
- 2 Financial Results 2022
- 3 Focus & Outlook 2023
- 4 Questions & Answers**
- 5 Appendix / Divisional information



# Q&A

---



## Shop Front, London, United Kingdom, LUMEX® G

---

LUMEX® G  
THE PERFECT MATERIAL FOR VACUUM FORMING AND  
THERMOFORMING.

LUMEX® G is the proven brand on the market for premium quality modified polyethylene terephthalate (PET-G). LUMEX® G is the best choice for thermoforming and hot line bending applications. LUMEX® G sheets are flame retardant rated "difficult-to-ignite" (fire behavior according to EN 13501-1: B-s1, d0), approved for use in the food industry and show very high impact resistance. They are also excellent to print with UV curing inks and fast, convenient to convert.

LUMEX® G sheets feature enhanced thermoforming capabilities as they do not crystallize. Vacuum forming requires no pre drying and is therefore significantly quicker and more cost-effective.

LUMEX® G sheets are suitable e.g. for all kinds of glazing (bus shelters, posters, machines), for medical appliance packaging, displays and signs for interior and exterior use as well as for three-dimensional POS/POP displays.

# Content

---

- 1 Business Review & Highlights
- 2 Financial Results 2022
- 3 Focus & Outlook 2023
- 4 Questions & Answers
- 5 Appendix / Divisional information



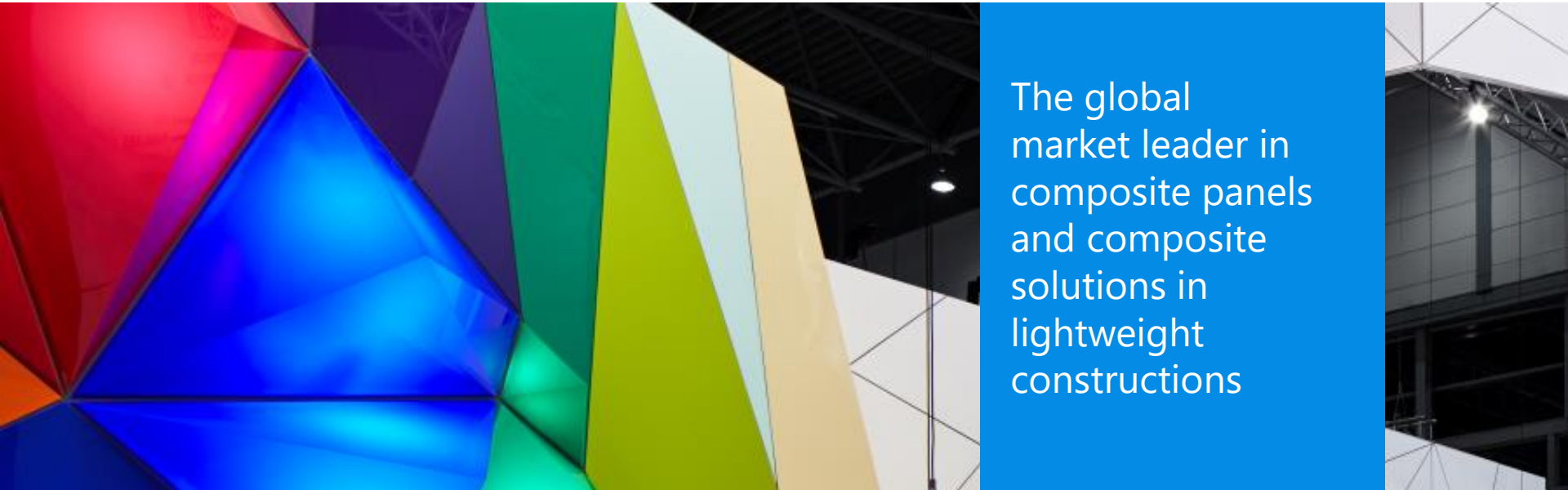
---

# APPENDIX

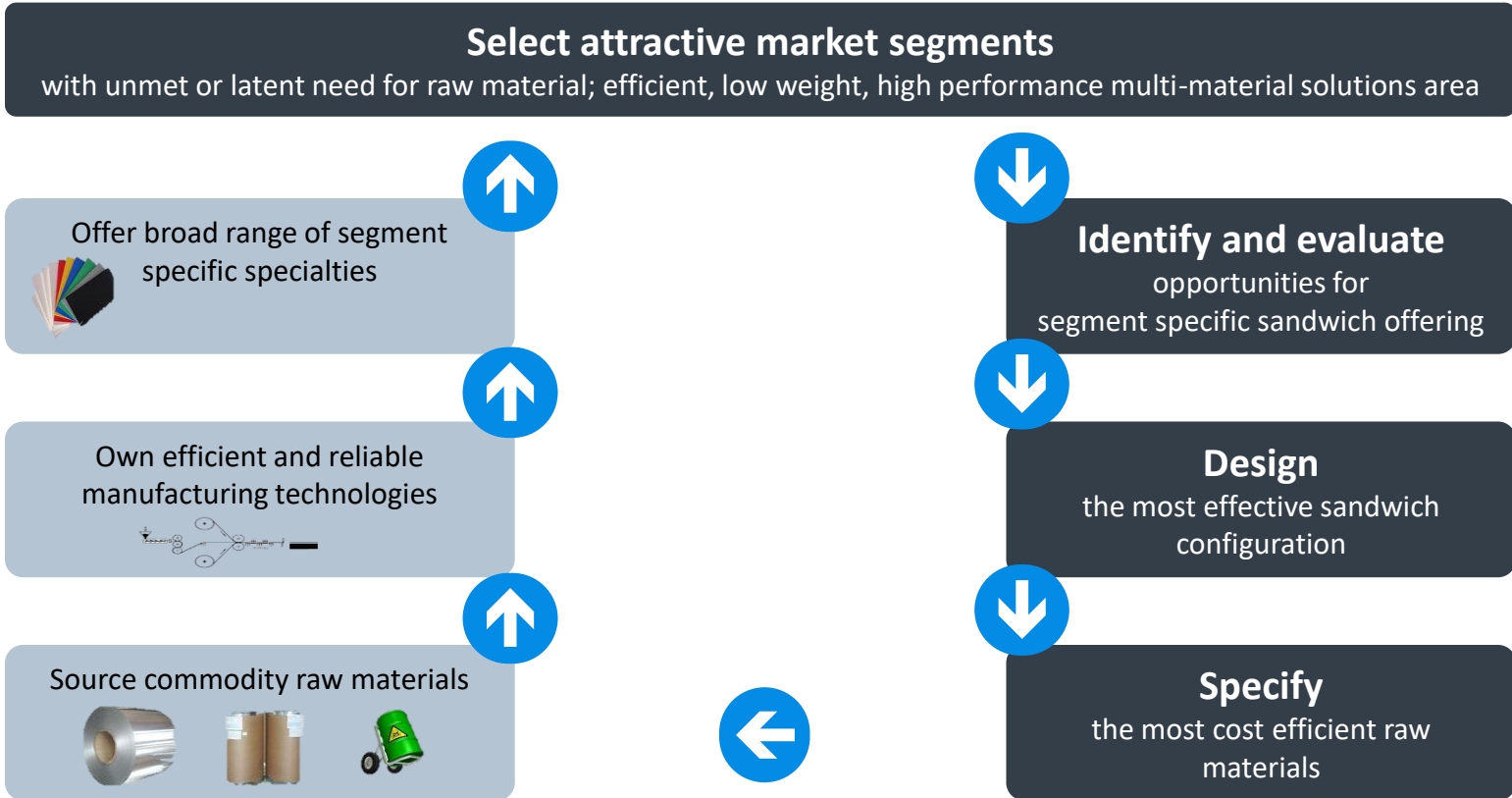
DIVISIONAL  
INFORMATION

# 3A Composites

---



# 3A Composites - Business Idea





# Strong global presence: >35 own locations

## NORTH AMERICA

- 4 production sites (USA)
- Sales / Admin office (USA)
- ~ 500 Employees

## EUROPE

- 15 production sites (CH, DE, IE, PL, ES, CZ, SK, UK)
- Sales / Admin (CH, UK, BE, FR)
- ~ 1 900 Employees

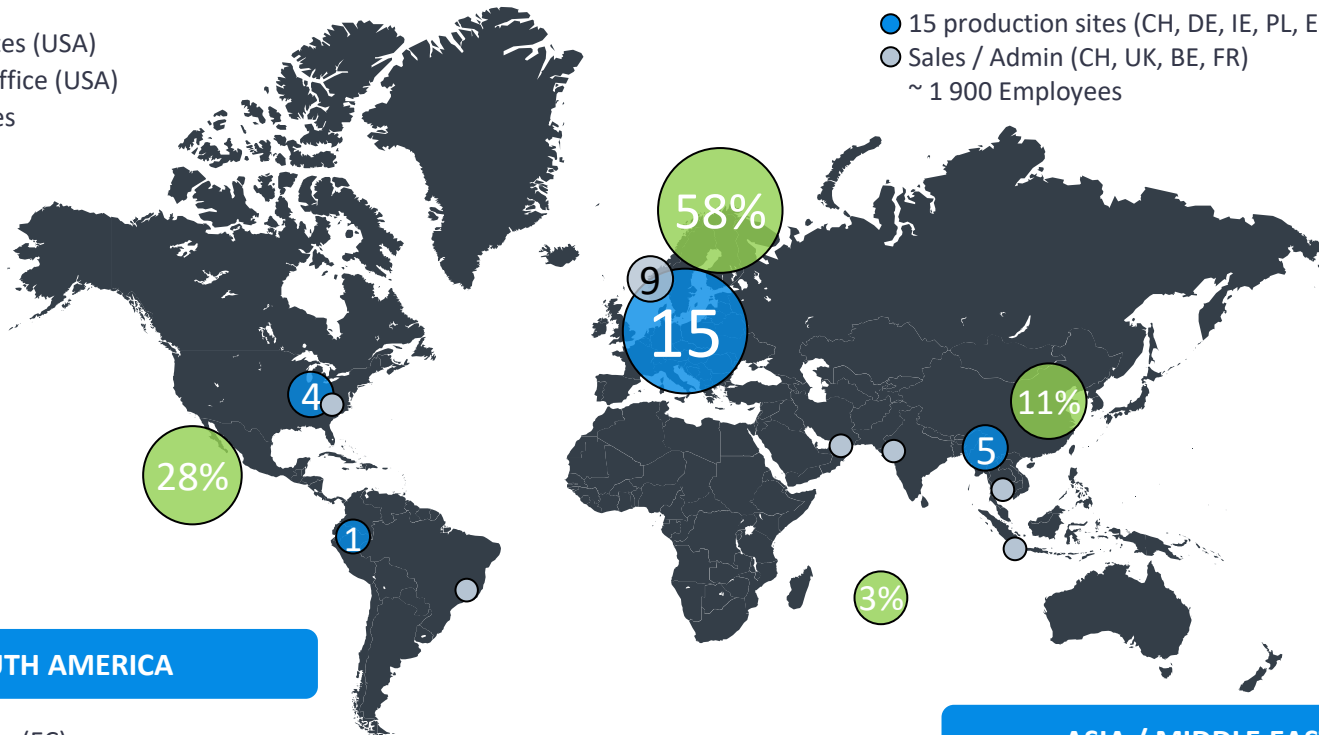
## SOUTH AMERICA

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

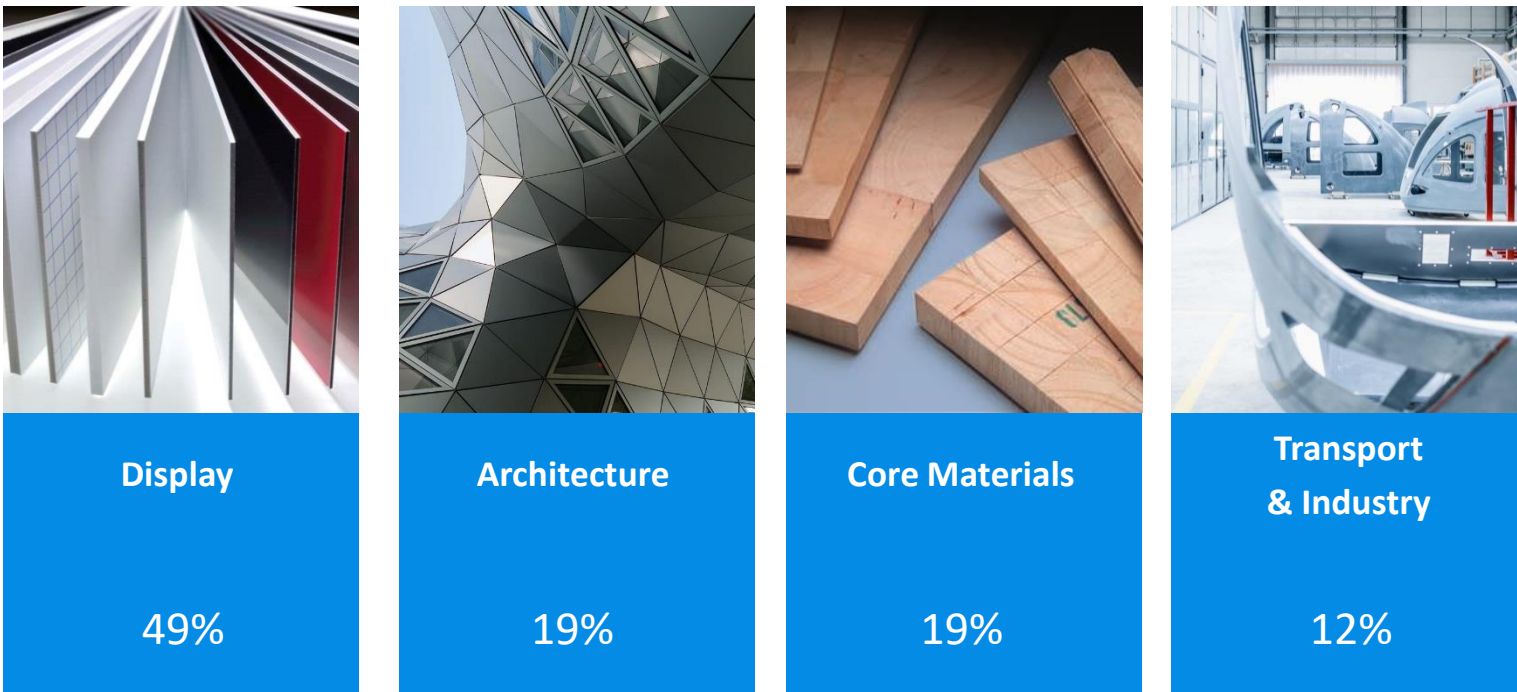
## ASIA / MIDDLE EAST

- 5 production sites (CN, IN, PNG)
- Sales / Admin office (CN, SGP, UAE, IN, IND)
- ~ 3 000 ha FSC® certified plantations in PNG
- ~ 1 200 Employees

● % of net sales 2022 by market region

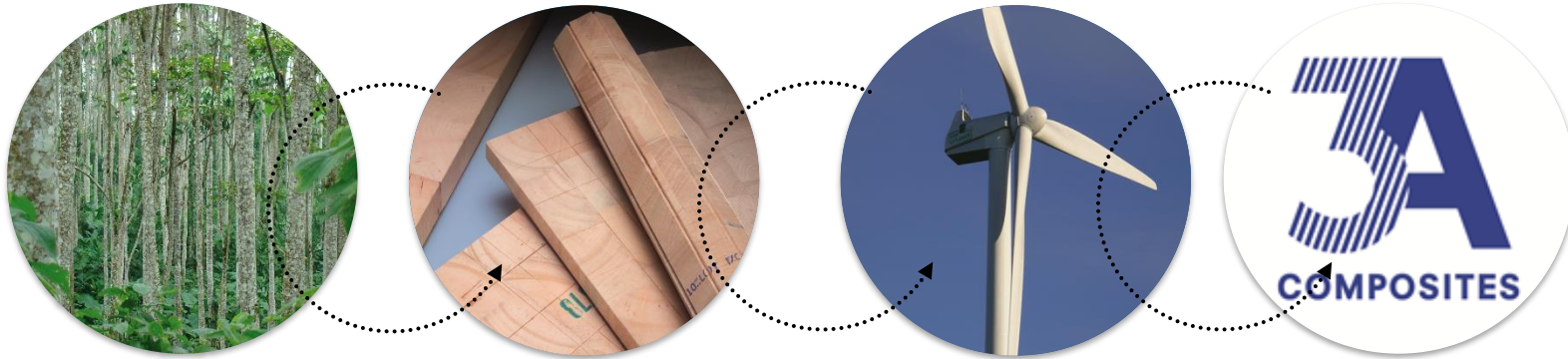


# 3A Composites with 4 business areas



%: Net sales 2022 by business area

# 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

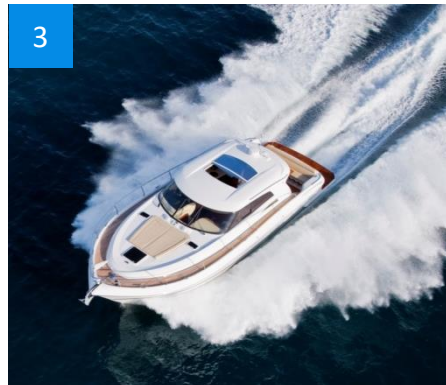
### Structural and semi-structural sandwich applications

- 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

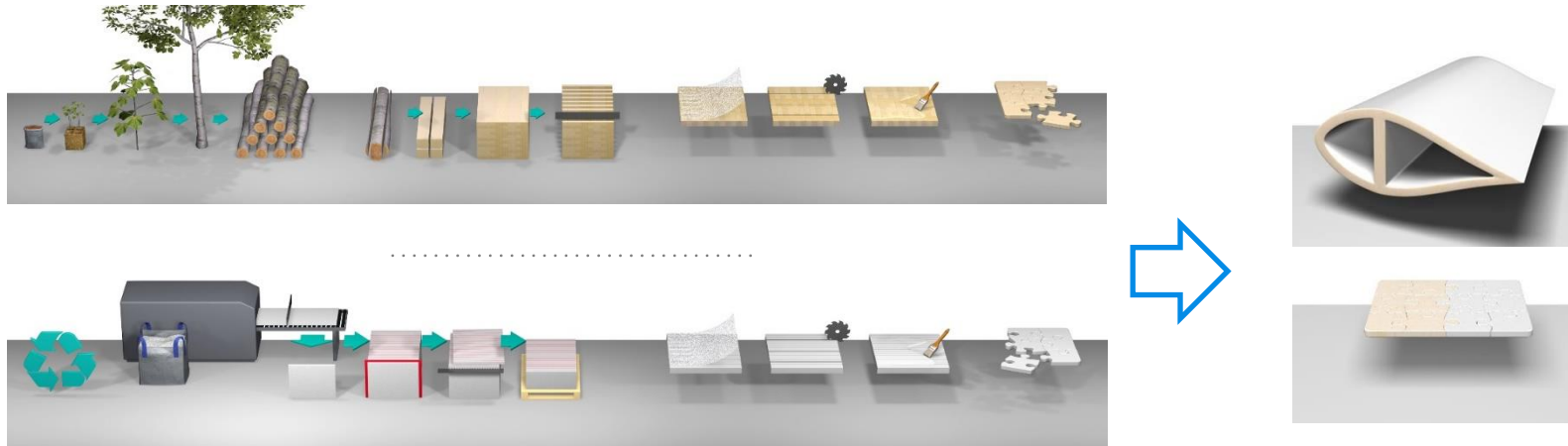


## References

- 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**

# 3ACM – Fully integrated process

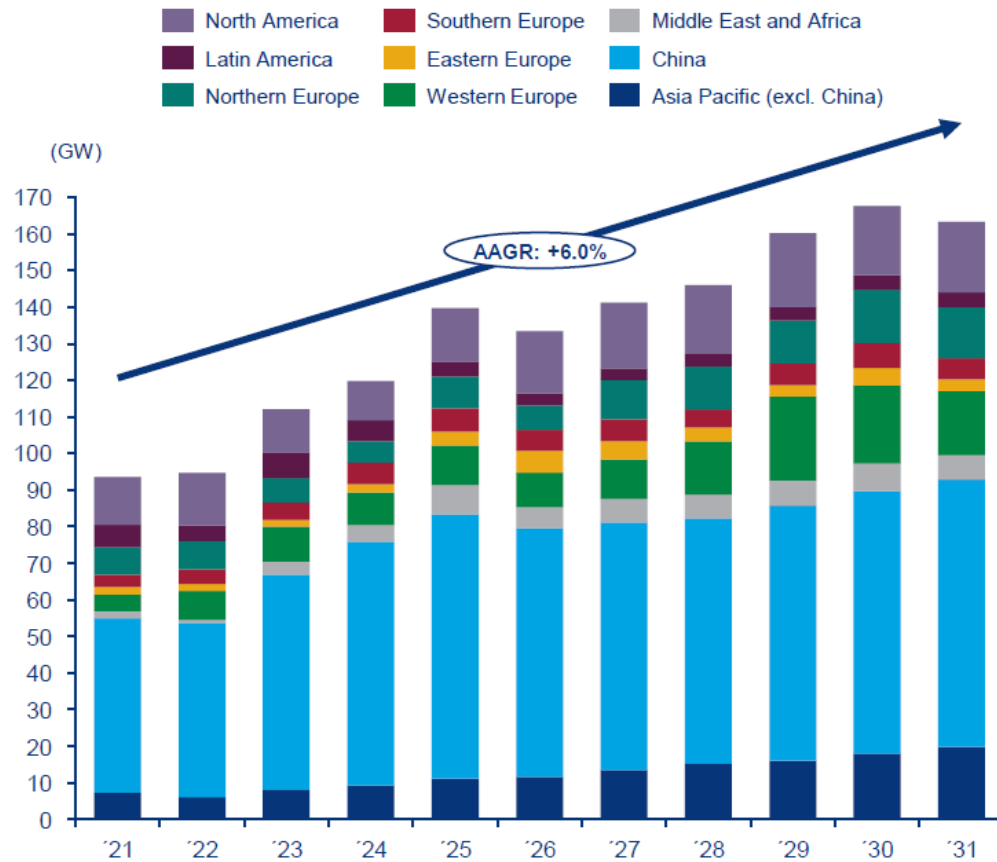
- Leading core materials industry regarding sustainability
- Innovative & integrated business model with PET, Balsa & Kitting
- From seeds & raw materials to the door of blade production
- Stability and reliable approach at any market condition



# Newly installed wind capacity with attractive growth

Global grid-connected forecast: 2021 – 2031

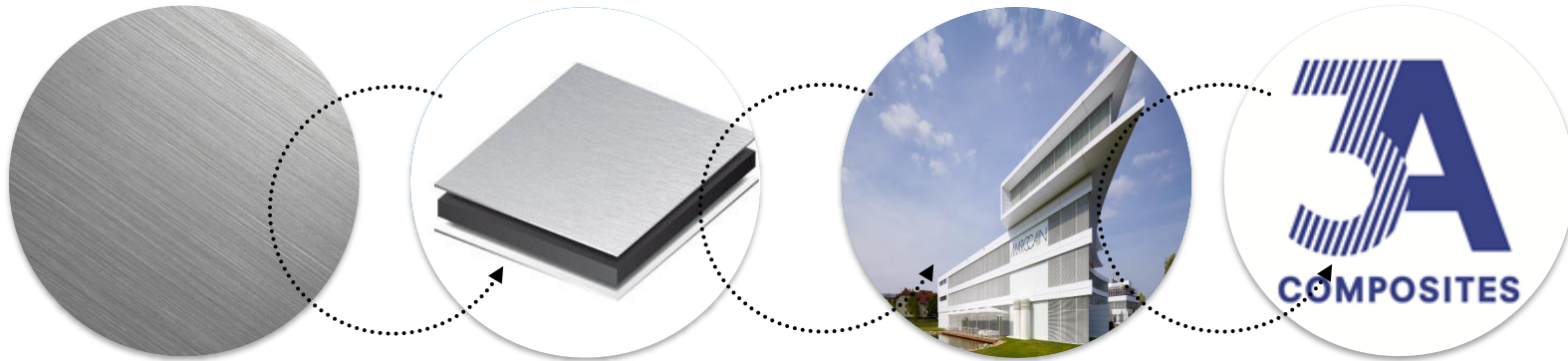
Today installed wind capacity (end of 2022est.): 919 GW



Source: Wood Mackenzie Global Wind Power Outlook Sep 2022.

- Offshore capacity to be the main growth driver globally
- 2023 growth driven by China
- US growth fueled by Inflation Reduction Act (IRA) mid-term
- Repowering still an important growth driver, upside will depend on government support scheme

# 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
- Alucolux anodised solid aluminium sheets

with a wide range of different surface design:

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

## 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®**
- ALUCOLUX®**



# Architecture



## References

1 Restaurante Mosteiro® do Leitão, Batalha  
Batalha | Portugal  
**ALUCOBOND® Plus**

2 Central bus station ZOB  
Burg | Germany  
**ALUCOBOND® Plus**

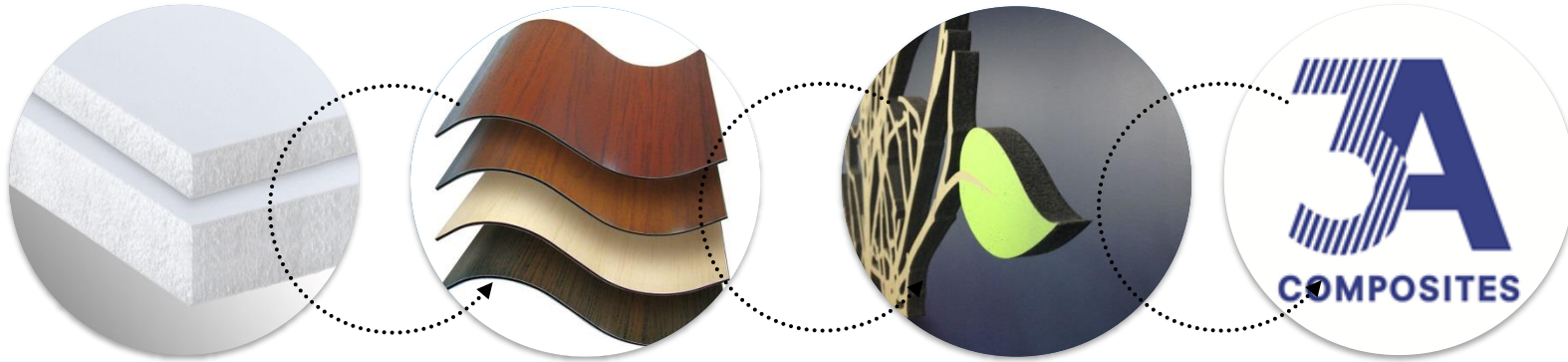
3 Corporate office complex 'The Sign'  
Milan | Italy  
**ALUCOBOND® Plus**

4 Façade in Corporate Identity Design  
Dortmund | Germany  
**ALUCOBOND® Plus**





# 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®**

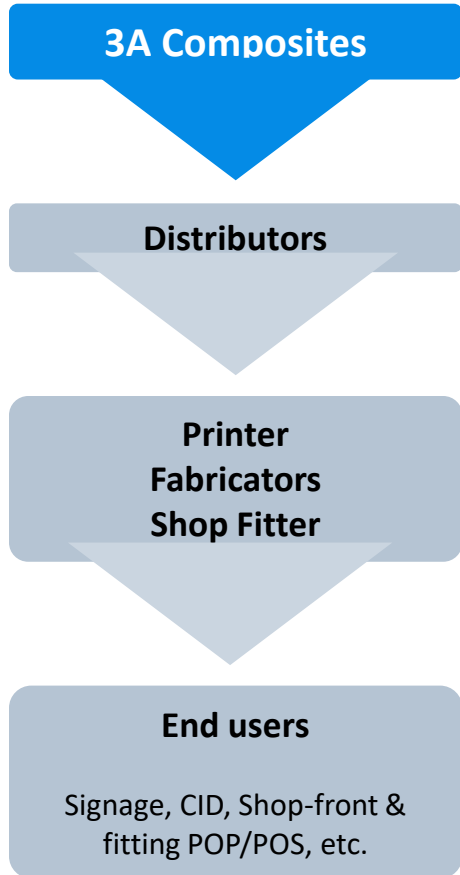
**FOME-COR®**

**PERSPEX**

**SWEDBOARD**

**SCHWEITER TECHNOLOGIES**

# 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

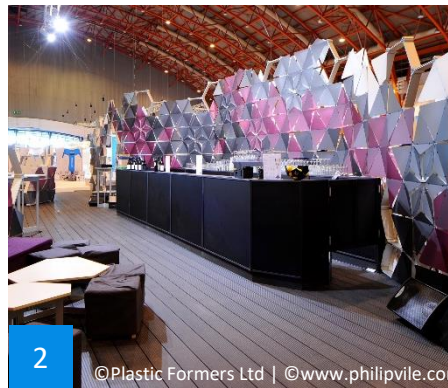
Sales activities address all players in the chain to specify 3A material and create market demand

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

- 
- 
- 
- 
- 



# Display

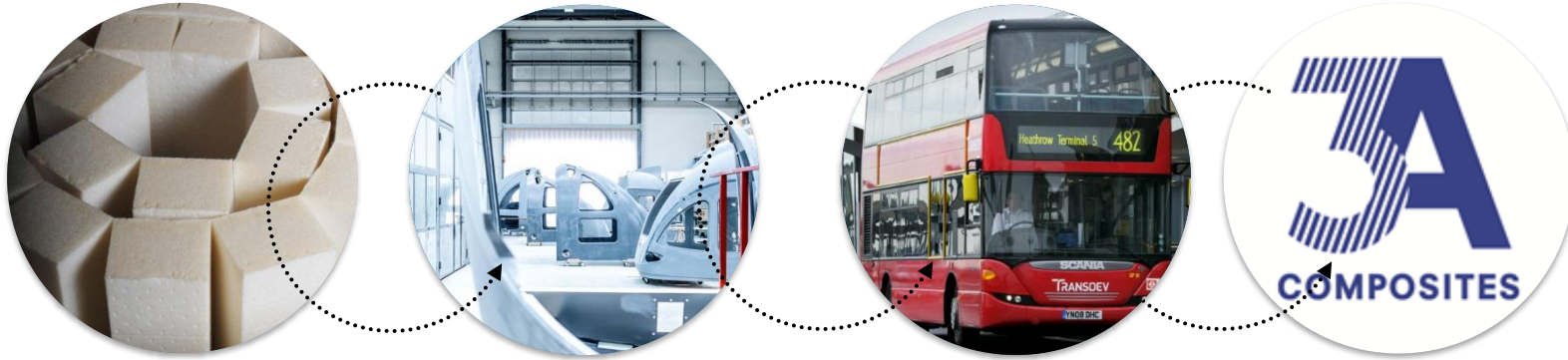


## References

- 1 L+T Shop Design  
**DIBOND® BUTLERFINISH®**
- 2 Bar Design  
**PERSPEX® Frost**
- 3 Transparent Design Shelf  
**PERSPEX® Clear**
- 4 Shop in shop Point of Sale (POS)  
**CRYLUX® Design**



# 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

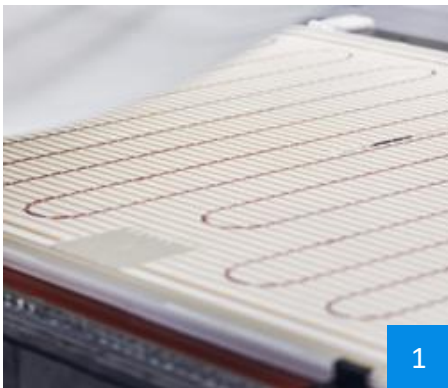
## Applications

- 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 **POLYCASA® SAN**  
Sectional doors

# Disclaimer

---

This document is for presentation purposes only and should not be construed as an offer, invitation or solicitation to subscribe for purchase or sell any investment and neither it nor anything it contains shall form the basis of any contact whatsoever.

Opinions expressed herein reflect the current judgment of the management of Schweiter Technologies. The presentation contains forward-looking statements that involve risks and uncertainties. The actual result of Schweiter Technologies may differ materially from those anticipated in these forward-looking statements and forecasts as a result of a number of factors.

- 
- 
- 
- 
- 

The management of Schweiter Technologies does not accept any liability whatsoever with respect to the use of this presentation.