

Schweiter Technologies

Innovation & Capital Markets Day 2024

September 24, 2024 | Singen, Germany



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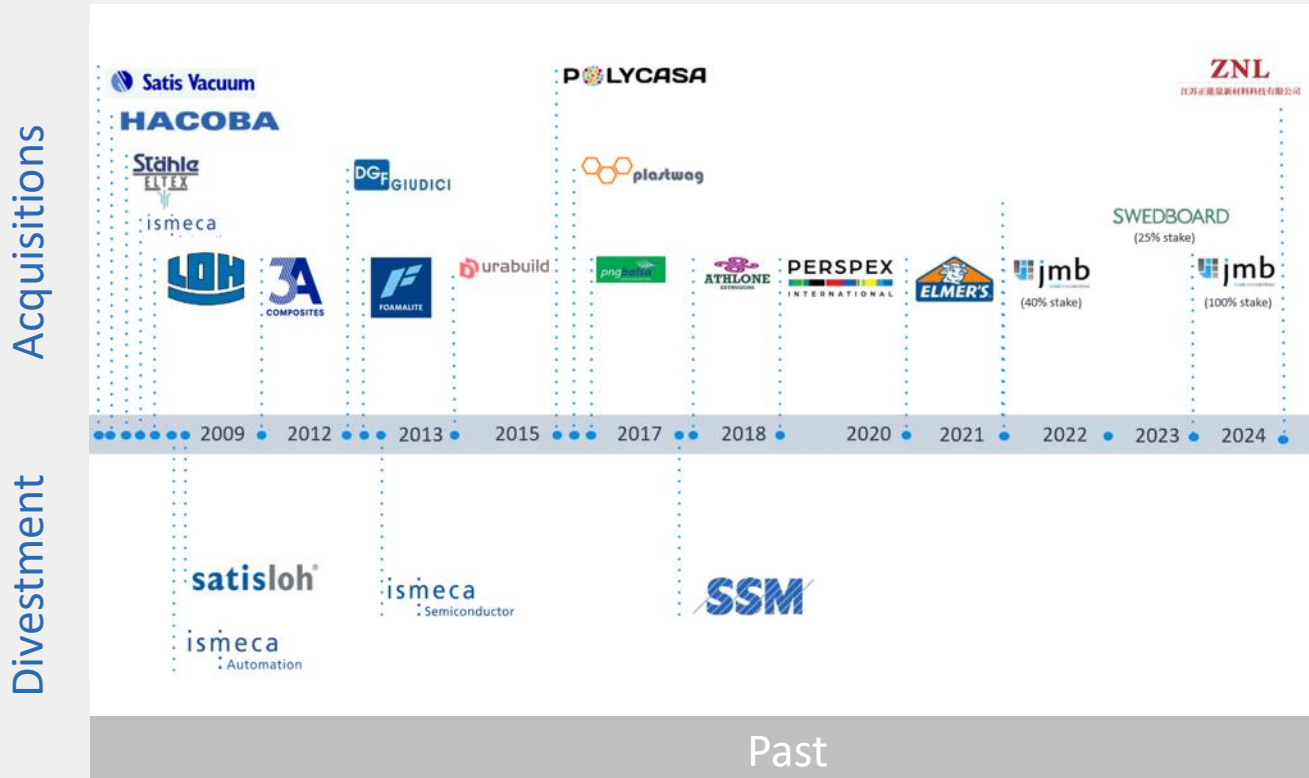
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Schweiter Technologies focusing on profitable growth of 3A Composites

Successful business transformation through portfolio management



Focus on profitable, organic growth through innovation & leveraging market leadership



Business Portfolio reshaped to focus on innovative, high-quality, lightweight composite solutions

Attractive markets

Focus on attractive & customer-oriented market segments

Innovation & Differentiation

A future-oriented & competitive solution portfolio

Operational excellence

High agility & efficiency in all parts of the company

Cash Flow generation

Higher profitability, NWC management, disciplined Capex

Best people

Culture of trust, accountability & performance

Our ambition: Realizing profitable growth

Key messages of today

1 Sharpened strategic focus

- 4 business areas (Display, Core Materials, Architecture, Transport & Industry) focusing on 12 specific market segments with attractive profit pools
- Selected market segments delivering against several mega trends fuelling structural growth



2 Growth above market

- Fostering our innovation power and transforming our product portfolio consequently towards a more sustainable solution offering
- Leveraging on our unique “House of Brands” and global customer access
- Focusing on organic growth, but also selectively through acquisitions



3 Higher profitability & cash flow

- Executing Operational Excellence & Consolidation program yielding efficiency gains and economies of scale
- Realizing return on invested capital above capital costs



Our Team

SCHWEITER TECHNOLOGIES



Roman Sonderegger
Group CEO



Urs Scheidegger
Group CFO



Core Materials

Display

Architecture

Transport & Industry

Europe



Eric Gauthier
CEO Core Materials



Benjamin Burkard
CEO Display Europe



Sonia Mokdad
CEO Architecture
Europe & Asia



Thorsten Fuessinger
CEO Industry Europe



Armin Raiber
CEO Mobility

Asia-Pacific

Americas



Nick Scheib
CEO Display & Architecture Americas



Presenter



Agenda

Innovation & Capital Markets Day 2024

Welcome & Schweiter Technologies at a glance Roman Sonderegger Group CEO	9:30	3A Composites Transport & Industry Thorsten Fuessinger CEO Industry Europe	11:20
Schweiter Technologies: Group Strategy Roman Sonderegger Group CEO	9:40	Financials Urs Scheidegger Group CFO	11:40
3A Composites Display Benjamin Burkard CEO Display Europe	10:10	Q&A, Lunch afterwards	12:00
3A Composites Core Materials Eric Gauthier CEO Core Materials	10:30	Innovation & Factory Tour	13:15
3A Composites Architecture Nick Scheib CEO Architecture & Display Americas	10:50	Closing Remarks Roman Sonderegger, Group CEO Executive Management Team	15:15
Short Break	11:10	End of Event	15:30



Schweiter Technologies at a glance

Roman Sonderegger | Group CEO



Making life lighter and more colorful

What we stand for

Schweiter Technologies is a global industrial group with its branded business „**3A Composites**“ with a leading position in the development, manufacturing & commercialization of **lightweight composite solutions**.



DISPLAY



CORE MATERIALS



ARCHITECTURE



TRANSPORT & INDUSTRY



4'600
Employees



CHF 50 Mio.
EBIT



1'070 Mio. CHF
Net sales



68%
Equity ratio

Note: Actual 2023 figures

4 businesses building on the same core competences & technologies

Schweiter Technologies solutions “inside” displays, facades, wind turbine blades, boats and many more

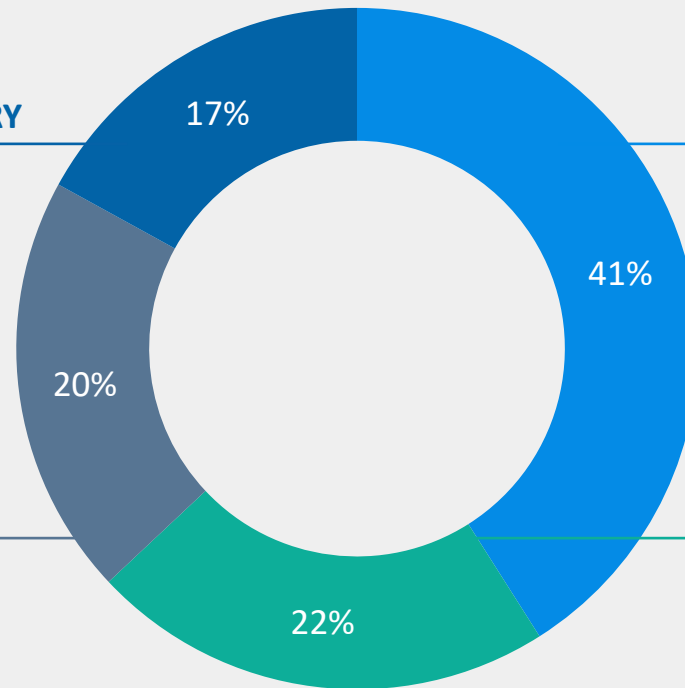
Net sales 2023 by business areas*



TRANSPORT & INDUSTRY

CHF 182 Mio. Net sales

- Vehicle
- Rail
- Construction & Others



DISPLAY

CHF 439 Mio. Net sales

- Visual Communication
- Retail & Services
- Light & Illumination



ARCHITECTURE

CHF 214 Mio. Net sales

- Public Infrastructure
- Commercial
- Residential

CORE MATERIALS

CHF 235 Mio. Net sales

- Wind
- Marine
- Technology & Others



* Restated 2023 figures to reflect new organisational structure in Europe

Unique global customer proximity and access ...

... to serve local and also global customers around the globe

Americas

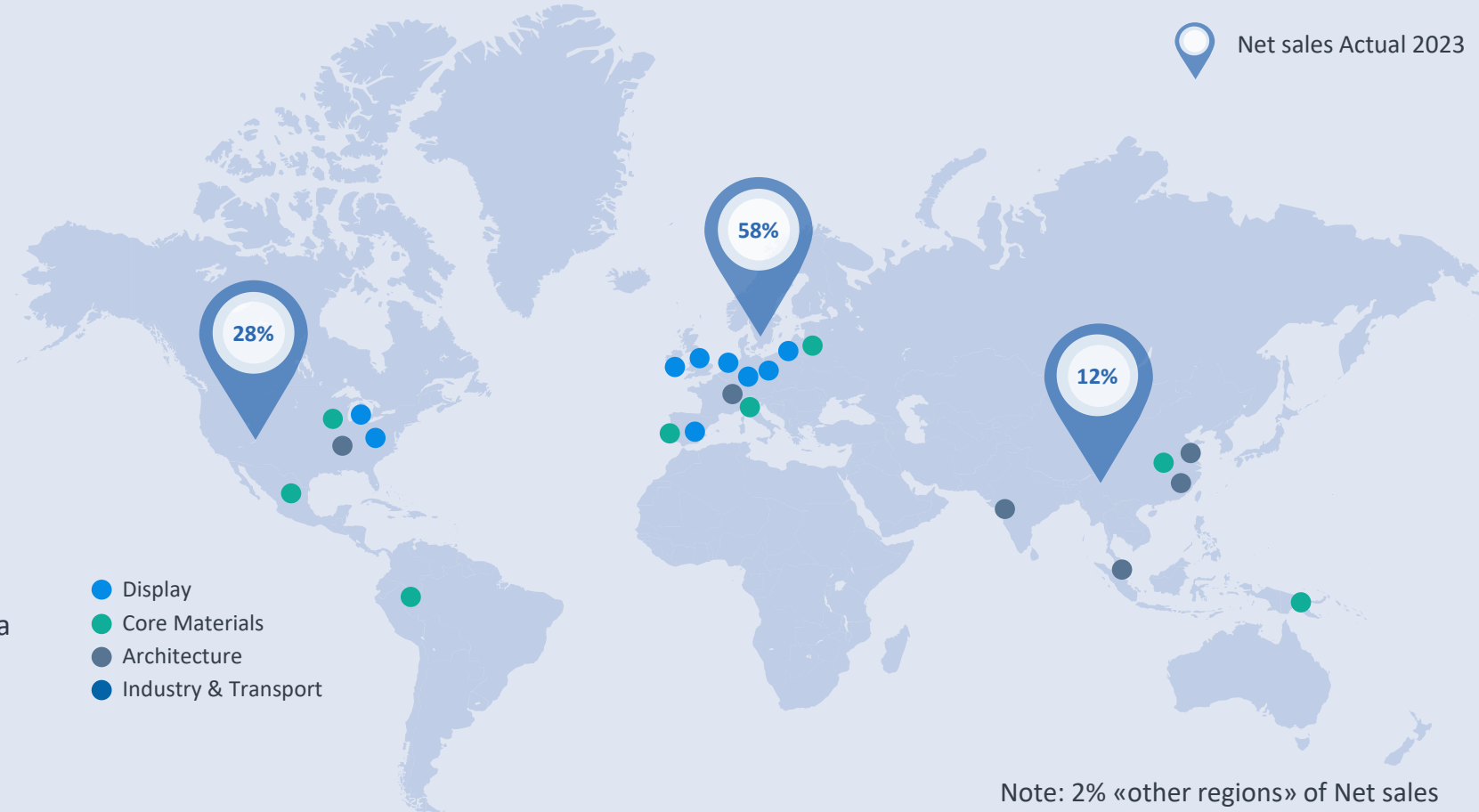
- Production sites in the USA and Ecuador serving Display, Core Materials and Architecture
- ~13'000 ha FSC® certified plantations in Ecuador
- ~1'200 Employees

Europe

- Production sites for all businesses
- ~2'300 Employees

Asia

- Production sites in China, India and Papua New Guinea serving Display, Core Materials and Architecture
- ~2'000 ha FSC® certified plantations in Papua New Guinea
- ~1'100 Employees



Enhanced performance functionalities meeting customer requirements

Key benefits of lightweight composite solutions



Colorfulness

Optical properties with outstanding brightness and durability of colors



Weight Reduction

Compared to traditional materials like metal or wood



Strength and Rigidity

Structures and designs offer exceptional stiffness and strength-to-weight ratios



Thermal insulation

Beneficial for applications requiring temperature control or energy efficiency



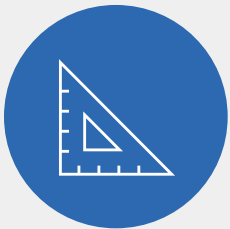
Corrosion Resistance

Used materials are resistant to corrosion, scratches and impact



Environmental Benefits

Often recyclable or made from recycled materials, including circular economy solutions



Flexibility & Versatility

Various forms, sizes & surface finishes allow for sophisticated designs & customized solutions



Acoustic Properties

Good acoustic insulation absorbing or dampening sound waves



Cost-Effectiveness

Often require less material for construction, reducing material & transportation costs



Ease of Installation

Typically easier to handle & install compared to heavier materials

Our solutions are relevant and visible in everyday life

Making life lighter and more colorful

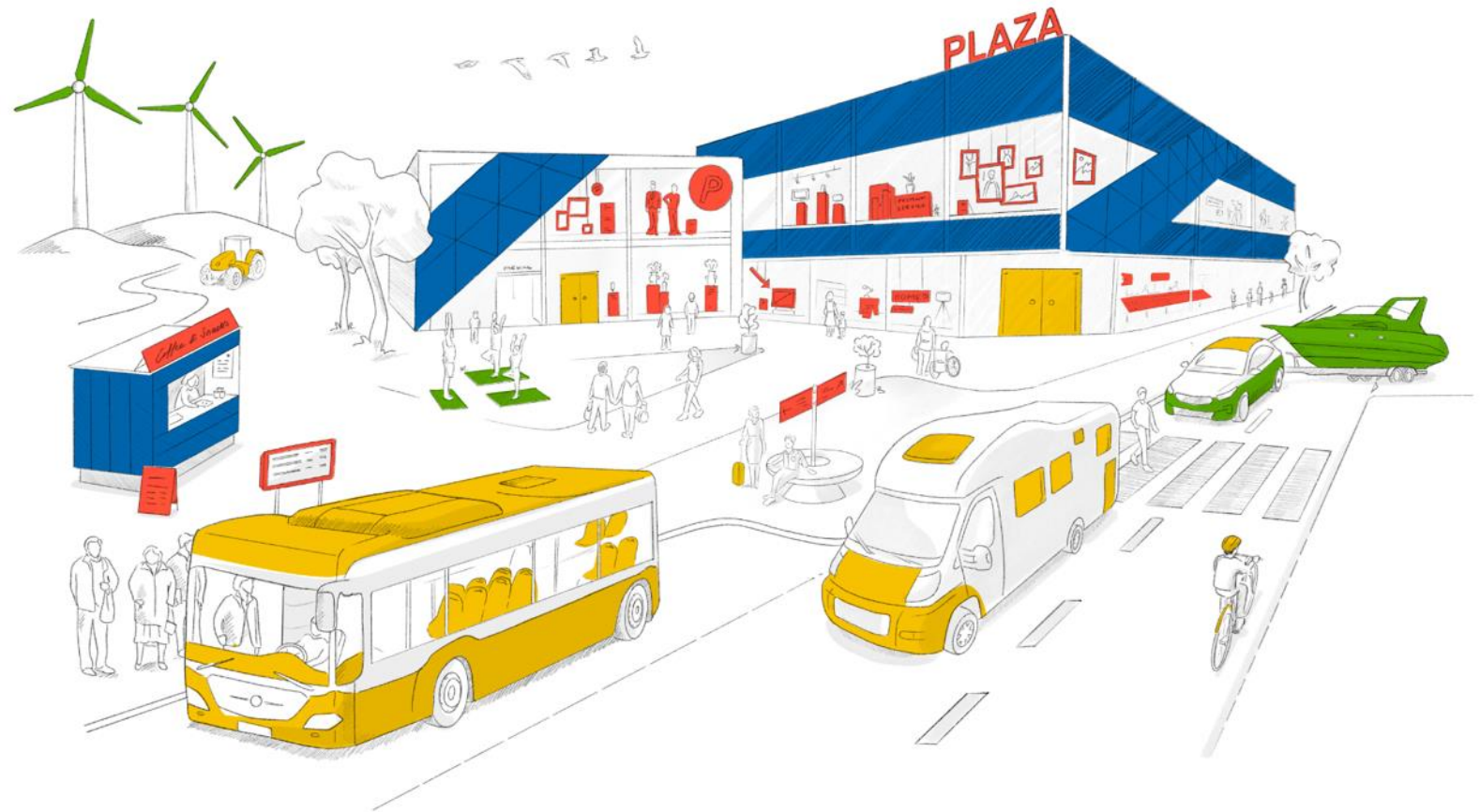
Our product solutions go into:

Display

Core Materials

Architecture

Transport & Industry





Schweiter Technologies – Group Strategy

Roman Sonderegger | Group CEO



Three megatrends fuelling structural growth

Driving demand for innovative, sustainable and high quality lightweight solutions



Delivering against key trends fundament for steady growth

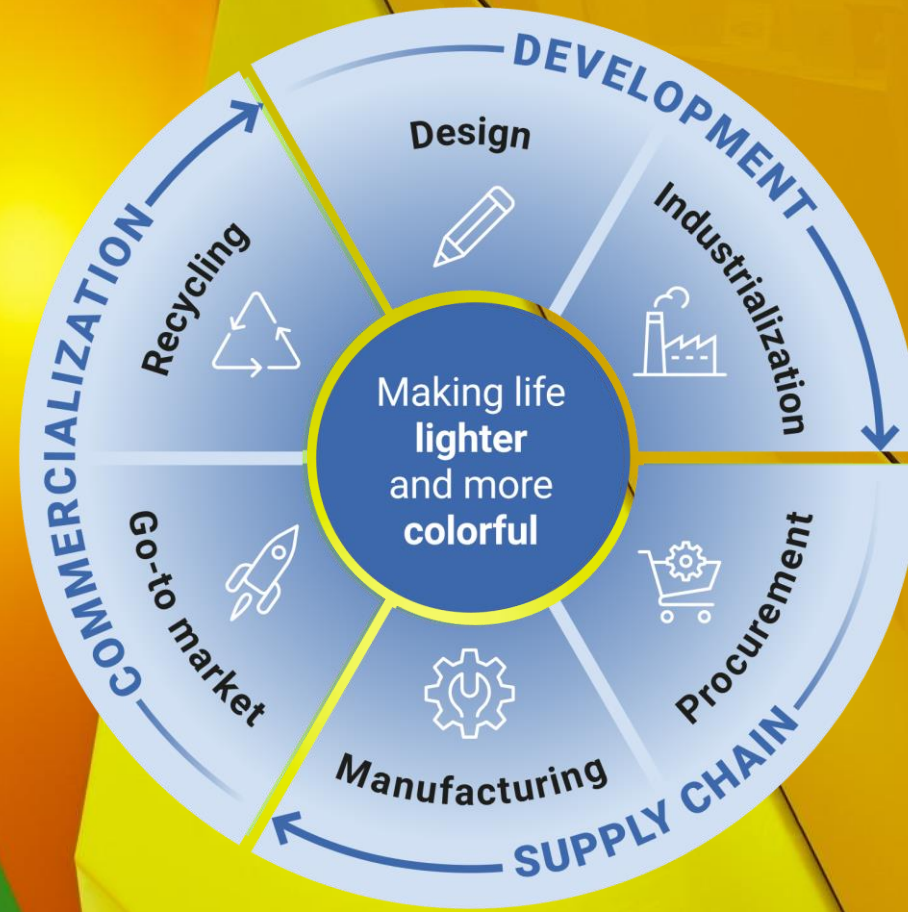
Continue to extend market share – addressable market of >5 bn CHF

					Market size (in CHF) & growth trend	
Renewable energy	Weight reduction	Sustainable materials	Colorfulness / enhanced functionalities	Increased mobility	Short-term	Over the cycle
DISPLAY					1'700 Mio. =	+
CORE MATERIALS					850 Mio. –	++
ARCHITECTURE					1'000 Mio. +	+
TRANSPORT & INDUSTRY					1'500 Mio. –	++

Source: 3A Composites Market Intelligence, various external sources

Transforming materials into innovative lightweight composite solutions

With a fully integrated value chain and a complete service offering



Schweiter Technologies uses its assets to capitalize on trends ...

... and to generate ambitious results with clearly defined priorities

KEY TRENDS

- Renewable energy
- Weight reduction
- Sustainable materials
- Colorfulness & enhanced functionalities
- Increased mobility



OUR STRATEGIC PRIORITIES

- Focusing on attractive market segments
- Driving portfolio transformation through innovations: sustainable and competitive solution portfolio
- Promoting operational excellence, high agility and efficiency in all parts of the company
- Generating strong cash flow
- Cultivating a high performance culture



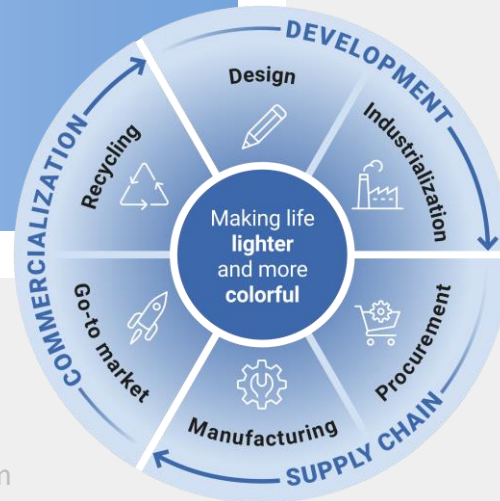
OUR ASSETS

- House of Brands: broadest product & solution portfolio
- Unique material properties & innovation power
- Global customer proximity & access with high performing team
- FSC-certified Balsa forest – “From seed to shaped solutions”
- Diversified with lightweight material focus
- M&A competence
- Culture of trust, accountability and performance



OUR AMBITION OVER THE CYCLE

- Net sales growth above market growth
- EBIT margin: 7% to 9%
- Return on Invested Capital: 9% to 11%
- Shareholder friendly dividend policy



... competitive advantage through multiple core assets ...

... and to generate ambitious results with clearly defined priorities



... realizing profitable growth strategy with clear priorities...

Top priority – Clear understanding of markets for significant profitable growth opportunities



... Net sales growth above market growth – EBIT margin 7% to 9%

Our ambition over the cycle



Sustainability embedded in our strategy and our solutions

High share of recyclable materials – unique transparency standards

Transparency and commitments

- First composite material manufacturer in Europe to introduce transparent, sustainable product scoring for Display offerings (“FIVE-DOT-MISSION”)
- Member of UN Global Compact Initiative
- All European plants minimum with bronze rating from Ecovadis by 2025



Sustainable material solutions

- Recycled composite products & solutions in PET, Balsa and Aluminum for all business areas with the same properties as traditionally manufactured products
- Increasing number of mono-material composite solutions

Balsa – our organic sustainable asset

- 15'000 hectares FSC-certified balsa forest managed
- Integrated business model from “seed to shaped solutions”
- Unique carbon sink, making Balsa the first carbon neutral core material in the world



How to win? – Clear focus & priorities

All 4 business areas with sharpened strategy for profitable growth



DISPLAY

Leading position in selected market segments in Europe & North America

Transformation to a more sustainable solutions portfolio

Easy to do business – digitalization

CORE MATERIALS

Leading position in wind and non-wind universal core material with Balsa and PET solutions

“Seed to shaped Balsa solutions”

PET recycled solutions



ARCHITECTURE

Global market player in aluminum composite facades

Transformation towards the most innovative & sustainable facade envelope provider

Colorful, formable and recycled

TRANSPORT & INDUSTRY

Challenger position for the Industry segment in Europe

Keeping strong position in Road and Rail in Europe

Gaining share with innovative performance material solutions





3A Composites – Display

Benjamin Burkard | CEO Display Europe



Expert in Display solutions across three major market segments

Focus on Visual Communication, Retail & Services and Light & Illumination

Enjoys market leading positions in **Europe** and **North America** with its visual communication solutions

Focus & priorities

- Partner of choice for fabricators, printers and our distribution network
- “Easy to do business” with digital tools
- House of Brands: Provide the leading and most comprehensive range of material solutions in the industry
- Transform offering to a more sustainable solutions portfolio
- Expand offering with performance functionalities

Key facts & figures FY23

439 Mio. CHF

Net sales

Inventor of FIVE-DOT-MISSION

33% Net sales in Europe scores 7+

Sales breakdown

- Europe: 74%
- North America: 24%
- RoW: 2%

House of Brands

Forex®, Dibond®, Perspex®, Dispa®
Impex®, Crylon®, Sintra®, Gator®

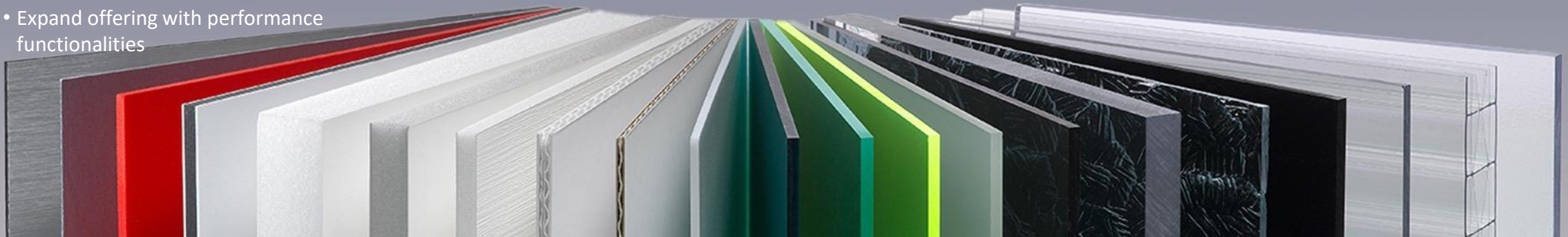
41%

Share of group sales



Sustainability product launches

NA: 4 product lines
EU: 8 product lines





Four key trends drive Display business growth

Upgraded retail space with sustainable and colorful material solutions



Retail re-branding and upgrading



Sustainable materials



Digitalization



Colorfulness / enhanced materials

Market size (in CHF) & growth trend

	Short-term	Over the cycle
VISUAL COMMUNICATION	700 Mio. =	+
RETAIL & SERVICES	400 Mio. =	+
LIGHT & ILLUMINATION	600 Mio. +	++

Source: 3A Composites Market Intelligence

Meeting market demands with enhanced Display products



Growth drivers in the Display market



Visual Communication

- No. of supermarket stores will continue to grow in Europe until 2030 with a CAGR of 1.6% (2030: 68.000 stores)
- Store re-branding and sustainability to enhance customer experience driving demand for higher-end product solutions



Retail & Services

- 80% of retail sales worldwide are generated in shops (US: 87%) which will continue (2027: >77%)
- Consumer confidence has increased in 2024 affecting buying behavior and no. of store campaigns



Light & Illumination

- Higher-end product solutions with demand for additional service offering (cut2size, labeling)
- Specification excellence through knowledge, competence and portfolio

Source: McKinsey: The state of Grocery Retail Europe 2024; GourmetPro: The 20 biggest supermarkets in Europe in 2024; IBISWorld: Supermarkets & Grocery Stores in the US 2024; 3A Composites Market Intelligence

Comprehensive qualities of our Display products & solutions



Display – What sets us apart

House of Brands

Leading and most comprehensive product portfolio in the industry

In the market for the market

Excellent coverage of sales regions with commercial team

Leading partner

Mostly Top-1 and always TOP-3 supplier, to all major distributors

Sustainable solutions

Recyclable materials and eco-conscious productions processes

Easy to handle and install

Convenient installation and low maintenance

Visual impact

Infinite colors, made for high-resolution printing, unique surface textures

Versatility & adaptability

Versatile materials for wide range of applications & settings



L+T Shop Design
DIBOND® BUTLERFINISH®



Bar Design
PERSPEX® Frost



Shop Design Shelf
Polar®



Transparent Design Shelf
PERSPEX® Clear



Shop in shop Point of Sale (POS)
CRYLUX® Design

Creating impact – TOGETHER!

Customer example – New AVIS store design in Europe to reinforce brand identity



Our offering – DIBOND®metallics

- Exclusive high-gloss metallic surfaces
- Shimmering effect of DIBOND®metallics transforms environment into appealing, experiential, and luxurious spaces



Strong Display business focused on Europe and North America



Global Display footprint

North America

Specialized prod. sites Expertise

USA:

Benton	PVC, ACM
Glasgow	Foam board, paper boards
Statesville	High grade foam board

Europe

Specialized prod. sites Expertise

Czech Rep.: Pibram	Styrenics
Germany:	
Mainz	Solid sheet XT, HI
Nischwitz	Solid sheet PC, PETG, Multiwall
Osnabrück	Paper boards, foam boards
Singen	ACM
Ireland: Loch Gowna	PVC, PETG
Slovakia: Zilina	Solid sheet XT
Spain: Montcada	Solid sheet CAST
Sweden: Katrineholm	Swedboard paper boards
Switzerland: Sins	PVC, PET & PS foam boards
UK: Darwen	Solid sheet CAST



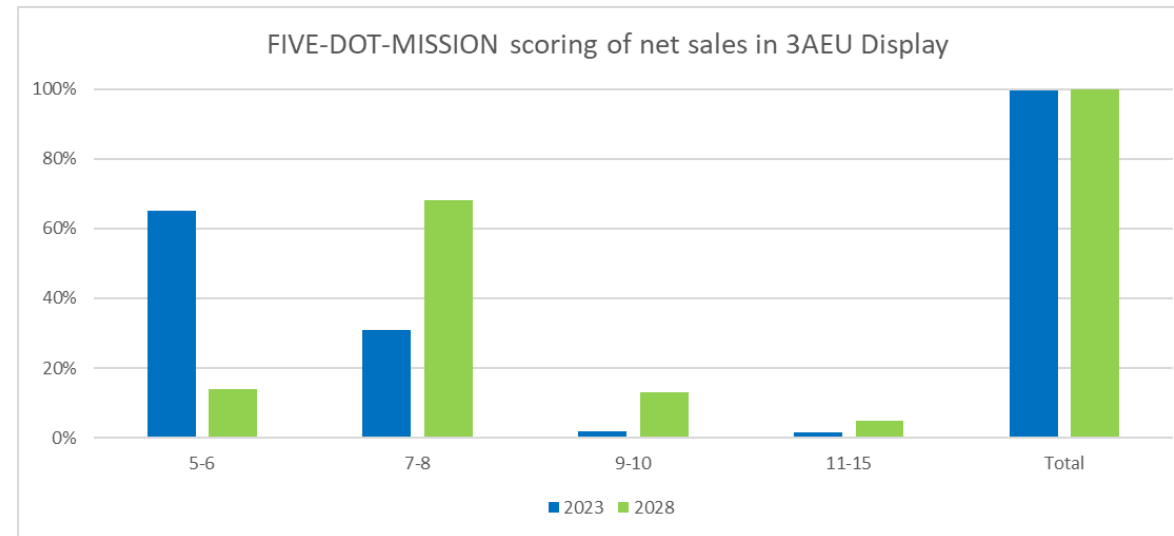
FIVE-DOT-MISSION – making sustainability transparent in Europe



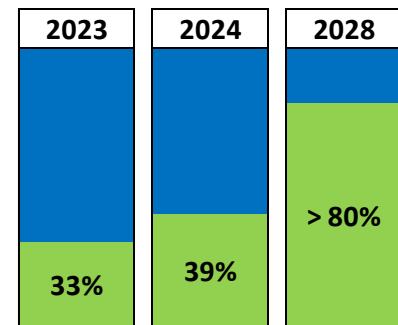
We offer our partners guidance with their purchasing decision-making and provide a transparent sustainability assessment of our display products.

FIVE-DOT CATEGORIES

- 1. BIOBASED CONTENT
- 2. RECYCLED CONTENT
- 3. FOSSIL CO₂ BOUND IN THE MATERIAL
- 4. PRODUCT LIFE CYCLE
- 5. RECYCLABILITY



7+ scoring 3AEU Display (of Net sales)



Transforming our Display portfolio towards more sustainable



Sustainable innovation examples in Display

10

DISPA® 5 mm



- Mono-material product
- Cover sheet and core from FSC® certified papers
- Simple disposal
- Established, closed-loop recycling system

Visual communication

- Signage / lettering (e.g. supermarkets)
- Shop design & shop window decoration
- Displays (POS/POP)

- Equally good level of rigidity – lengthwise and crosswise
- Good printing results
- Lightweight
- Easy options for processing

- Interior only



SWEDBOARD® FR

12



- Structural paper board with class B fire certification
- Cover sheet & core from FSC® certified papers
- Disposal like other paper based products
- Established, closed-loop recycling system

Visual communication

- Application with higher requirements to fire classification
- Displays (POS/POP)
 - Shop design & shop window decoration
 - Interior design & furniture




- High rigidity
- Easy options for processing

- Interior only

Expanding in key markets with innovative and sustainable products



Growth and profitability drivers for Display to grow profitability above market growth over-the-cycle

Attractive markets 	Innovation 	Operational excellence 
<ul style="list-style-type: none">• Focus on “Visual communication”, “Retail & Services” as well as “Light & Illumination” in Europe and Americas• Leverage “Five-Dot-Mission” to penetrate markets and to win new customers• Enhance market share through specification business	<ul style="list-style-type: none">• Transformation towards a more sustainable solution portfolio offering (recycled content, recyclability)• Innovations – launches short-term:<ul style="list-style-type: none">– US: GP-Apex®, Swedboard®, Polar®, Smart-X®– EU: Swedboard® FR, DISPA® 5mm, Crylon® / Akrylon® Re• Leverage European “House of Brands” in the USA (import program)	<ul style="list-style-type: none">• Europe: Footprint optimization• Europe: Efficiency gains with Acrylics Cast production• Americas: Utilizing production asset by launching GP-Apex® in 2024• Easy to do business - digitalization

Leverage House of brands and transform offering to sustainability

Key takeaways and ambition

OUR KEY TRENDS

- Retail Re-branding
- Sustainable materials
- Digitalization
- Colorfulness / enhanced materials



OUR STRATEGIC PRIORITIES

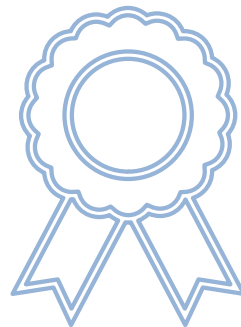
- Attractive markets
- Innovation
- Operational Excellence

Attractive markets	Innovation	Operational excellence
<ul style="list-style-type: none"> • Focus on "visual communication", "Retail & Services" as well as "lights and illumination" in EU and USA • Leverage Five-Dot sustainability to penetrate market and to win new customers 	<ul style="list-style-type: none"> • Transformation towards a more sustainable solution portfolio offering (recycled content, recyclability) – US: GP-Apex – US: US, Pulse, Smart X – EU: SF 18, DGR, Sun – EU: Crystal/ Akrylon Re • Leverage European "House of Brands" in the USA (import program) 	<ul style="list-style-type: none"> • EU: Efficiency gains with Acrylics Cast production (ongoing investment project) • EU: Footprint optimization • US: Utilizing production asset by launching GP-Apex in 2024 • Easy to do business - digitalization



OUR ASSETS

- House of Brands
- Sustainable solutions
- Our committed people
- Visual impact
- Versatility & adaptability



OUR AMBITION OVER THE CYCLE

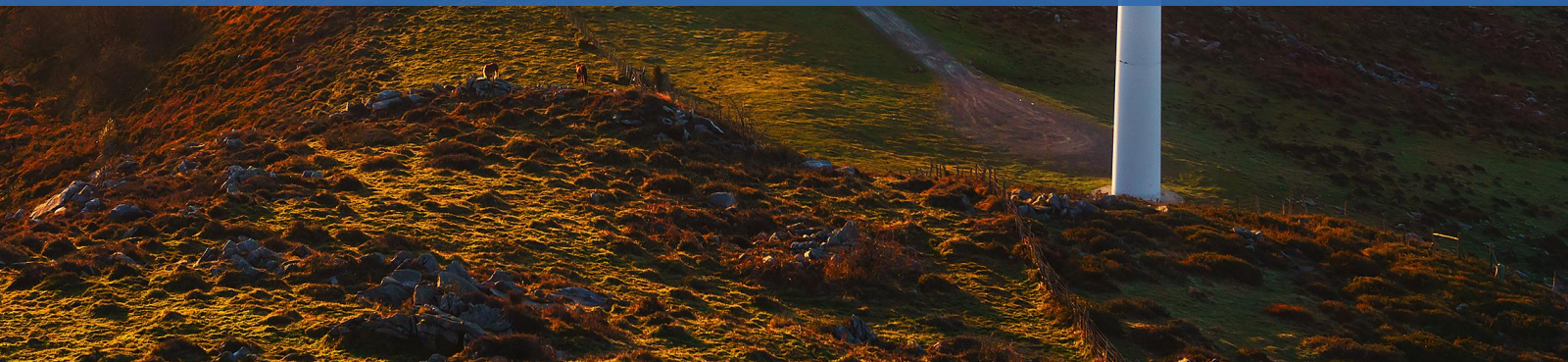
- Be the industry leader for innovative, sustainable solutions
- Be the easiest to deal with in all customer touchpoints
- Outgrow the market





3A Composites – Core Materials

Eric Gauthier | CEO Core Materials



Global leader in Core Materials solutions for advanced industries

Focus on Wind, Marine, Aerospace, Automotive & Industry as well as Sports & Health

Enjoys market leading positions
in **universal core materials**

Focus & priorities

- Provide innovative lightweight, sustainable structural core material solutions to support customers to build advanced products
- Differentiate with unique variety of solution materials including PET and Balsa
- Leverage distinctive Balsa “seed to shaped solutions” offering with the fully integrated supply chain
- Remain to be innovation leader in best performing & most sustainable foam products based on (recycled) PET and other polymers

Key facts & figures FY23

235 Mio. CHF

Net sales

Volume sold in 2023
represents about 15'000 blades

Sales breakdown

- Europe: 31%
- Americas: 36%
- Asia: 33%

15'000 Hectare of FSC-certified
balsa plantations

22%

Share of
group sales



2.5 Mio Balsa trees planted p.a.
About 10'000 trees per work day



Capitalizing on trends with sustainable and lightweight materials



Relevant market trends



Electrification and Decarbonization



Sustainable materials



Growth in lightweight material solutions

Market size (in CHF) & growth trend

	Short-term	Over the cycle
WIND	500 Mio. –	++
MARINE, TECHNOLOGY & OTHERS	350 Mio. =	+ 100 Mio. ¹ ++

Source: 3A Composites Market Intelligence

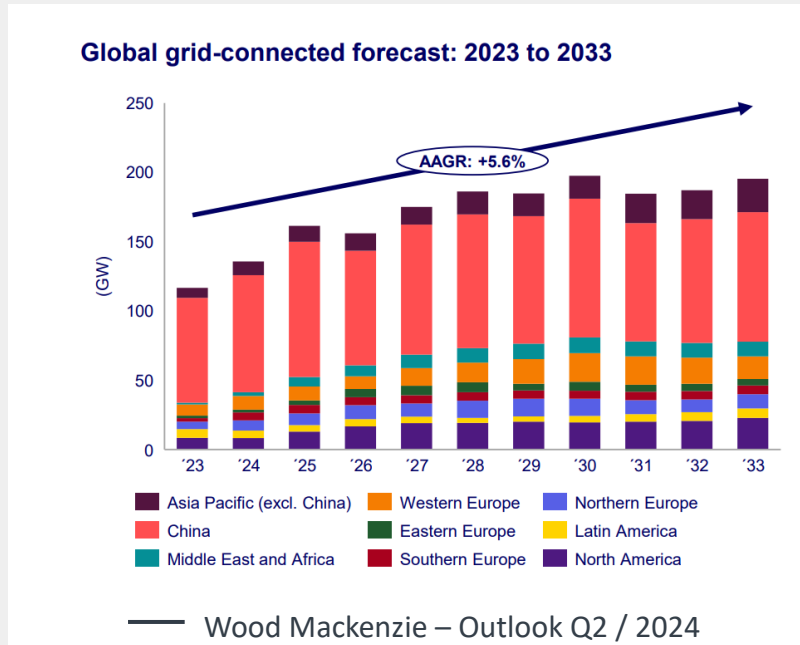
¹ increased addressable market

Global market for Core Materials expected to steadily grow

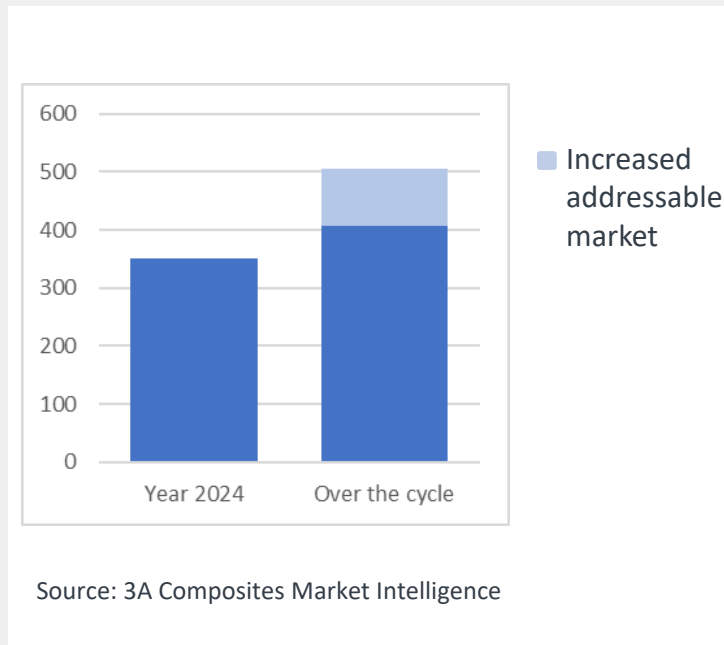


The wind continues to blow for wind power and penetration in new applications

Wind Power: Global grid-connected GW Forecast 2023-2033



Non-Wind Market, in value (Mio CHF)



Structural core material market value of about CHF 800 Mio:

- 2/3 in Wind
- 1/3 in Marine, Technology and other industrial applications

Major long-term demand drivers:

- Push of renewable energy
- Demand for lightweight & renewable material
- Material performance advancements
- New manufacturing processes

Leading the market with PET and Balsa



Core Materials – What sets us apart

Leader in core materials solutions for lightweight applications

AIREX® PET products have best properties to weight
AIREX® SealX: PET-based structural foam with best-in-class resin uptake
Shaped solutions at the source and global reach with ENGICORE®

Sustainability

Balsa with lowest CO₂ footprint of all available wind core materials
Leading partner for recycled PET and balsa solutions

Recognized partner with full portfolio range

Recognized innovative leader for foam (AIREX®) and structural balsa (BALTEK®). Excellent long term customer relationships with improved proximity to customer and proven reliable supplier

Leading Balsa producer

Only supplier with 15'000 Hectares FSC-certified Balsa plantations
Controls the entire balsa supply chain from “seed to shaped solutions (kitting)”, including circular economy solutions



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



Automotive Sandwich
AIREX® T92 | AIREX® T10



Yachts & motorboats hulls,
bottoms & decks
BALTEK® SB | AIREX® T92
| AIREX® T10



Own Balsa plantations
BALTEK® SBC

Innovation: Increased share of postindustrial PET content in AIREX® T92



Customer example – CONTENDER BOATS (Testimonial: Chris Becker, Naval Architect)

«Contender Boats is a manufacturer of semi-custom sportfishing boats based in Florida. We have been building high performance center consoles for over 40 years.

Our longstanding partnership with 3A Composites Core Materials has helped us to remain a market segment leader.

We stand behind every boat we build, knowing they are built using quality core materials from 3A Composites.»



«With the implementation of materials such as AIREX® T92, we have continued to evolve our lamination processes to further refine our model.

We appreciate the responsiveness of the 3A Composites Core Materials team, the quality of the materials, and the value we receive throughout the product portfolio.»

We have all to make turbine blades stronger, lighter and greener

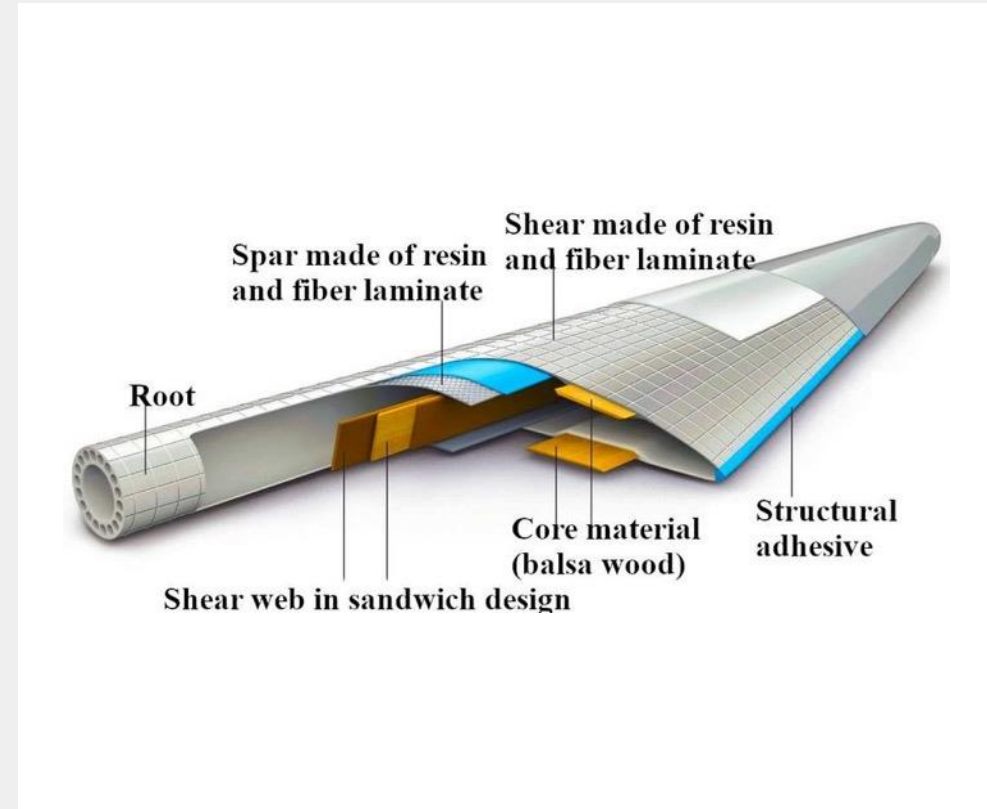


Balsa, PET, Shaped solutions

Rotor blades getting longer –

3A Composites high-quality products to benefit

- Rotor blades for wind turbines are getting longer in the quest to absorb more energy
- Blades must be as light as possible therefore resin content is key
- Material use in the shear and shell



Balsa: most sustainable material and best properties to weight

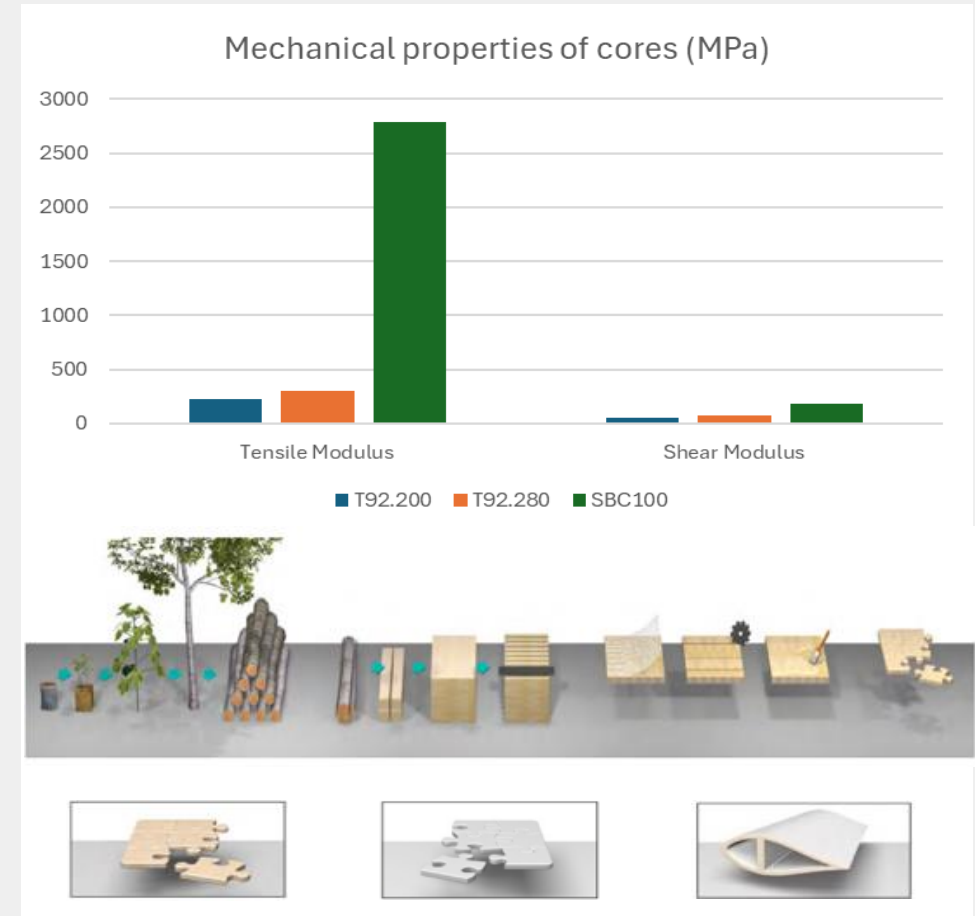


Global market leader, controlling the entire balsa supply from seed to products & solutions

- Controlling the entire balsa supply from „seed to shaped solutions“ in wind and non-wind applications
- The balsa tree grows fast (4-5 years) and has **best-in-class weight-specific mechanical properties**. Balsa is much **lighter than any other type of wood or high-density foam**.
- It is the **first carbon neutral core** material in the world and we have our own **unique carbon sink**
- We control **15'000 hectares** of FSC®-certified balsa wood plantations in Ecuador and Papua New Guinea (PNG)

Properties:

- High mechanical strength and stiffness
- Excellent fatigue resistance
- High impact, excellent moisture
- Excellent sound absorption and thermal insulation



Worldwide production network for Universal Core Materials solutions



Core Materials is where the markets and the clients are

North America (2 locations)

USA: High Point
Mexico: Ciudad Juarez

South America (1 location)

Ecuador: Quevedo

Europe (4 locations)

Poland: Nowogard, Goleniow
Portugal: Palhaca
Switzerland: Sins

Asia Pacific (3 locations)

P.R. China: Changzhou, Shanghai
Papua New Guinea (PNG): Kokopo



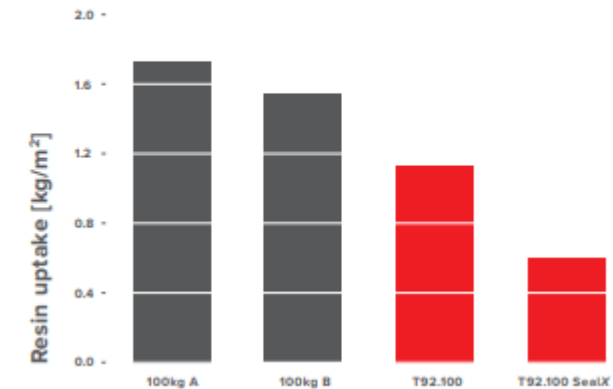
AIREX[®] SealX – Setting new Core Material standards



Breakthrough in resin uptake reduction

- AIREX[®] T92 already features a best-in-class resin uptake.
- AIREX[®] T92 SealX created a completely new class of PET cores with a breakthrough in reduction of resin uptake by up to 50%.
- AIREX[®] T92 SealX clearly outpaces any available PET core material and sets totally new standards

Resin uptake of PET core materials (100 kg/m³)

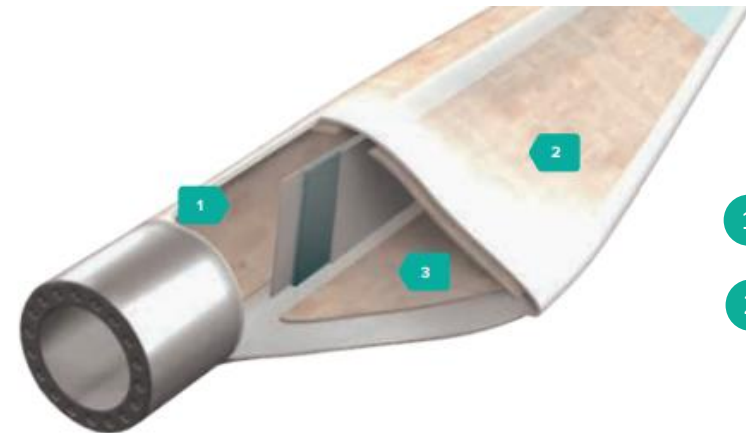


BALTEK® Adaptive ContourKore: Flexible, lightweight, versatile



Innovation in Balsa




- BALTEK® Adaptive ContourKore – Innovative balsa finishing option that optimizes the resin-uptake and drapeability generating a low total cost of ownership and high performance.
- Up to 17% resin uptake reduction for a BALTEK® SBC.100 panel with 25.4 mm thickness
- Maximum core thickness increased from 50 mm to 75 mm



- 1 Leading edge
- 2 Upper shell of trailing edge

Focus on growing customer applications and innovative solutions

Driver for Core Materials to profitably growth above market average over the cycle

Attractive markets 	Innovation 	Operational excellence 
<ul style="list-style-type: none">• Continue to expand marine and other non-wind markets to hedge wind cycles• Leverage solution variety in PET (“increasing circularity”) and Balsa (“Seed to shaped solutions”)• Leverage “Swissness” and push new products in current sale channels in order to reinforce AIREX® Sport & Health	<ul style="list-style-type: none">• First mover in go-to-market with customer-focused, renewable and cost-out solutions• Extend offering of PET recycled solutions• Adaptive kitting solutions to reduce resin uptake• New high-performing foam for high-end applications	<ul style="list-style-type: none">• Strategic procurement to create multi-sources and volume bundling opportunities across regions• Innovation in order to open new sourcing opportunities• Build on recognized supplier reliability• Site consolidation in USA and Ecuador• Realize overhead savings• Further implement lean principles to enhance production efficiency

Leverage opportunity variety in foam & balsa solutions

Key takeaways and ambition

OUR KEY TRENDS

- Electrification and decarbonization
- Sustainable materials
- Growth in lightweight material solutions



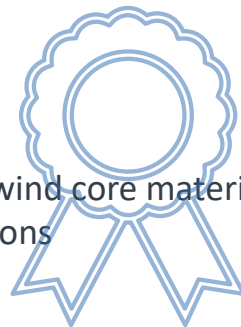
OUR STRATEGIC PRIORITIES

- Attractive markets
- Innovation
- Operational Excellence

Attractive markets	Innovation	Operational excellence
<ul style="list-style-type: none">• Continue to expand marine and other markets to hedge wind cycles by reinforcing our position with kitting and penetration in new applications• Leverage solution variety in PET and Balsa ("Seed to shaped solutions")• Leverage Swissness and push new products in current sale channels in order to reinforce AIREX Sport & Health	<ul style="list-style-type: none">• Go-to-market with renewable and cost-out solutions (best total cost of ownership)• Further extend offering of PET recycled solutions• Develop adaptive kitting to reduce resin uptake• New high-performing foam for high-end applications	<ul style="list-style-type: none">• Strategic procurement to create multi-sources and volume bundling opportunities across regions• Site consolidation in USA and Ecuador• Streamlining of Opex activities• Implement lean principles to enhance production efficiency

OUR ASSETS

- Recognized global partner for foam (AIREX®) and structural balsa (BALTEK®)
- Balsa with lowest CO₂ footprint of all available wind core materials solution; leading partner for recycled PET solutions
- 15'000 Hectares FSC-certified Balsa plantations
- Reliable partner recognition with excellent customer relationships



OUR AMBITION OVER THE CYCLE

- Leadership in global structural market with innovative foam and Balsa solutions
- Grow Net sales in current & adjacent markets





3A Composites – Architecture

Nick Scheib | CEO Display & Architecture Americas



Advancing architectural design with innovative facade solutions

Metal Facade Solutions making life lighter and more colorful

Enjoys global market leading positions in ACM (Aluminum Composites Material Solutions)

Focus & priorities

- Continue transformation towards the most innovative & sustainable metal facade solution provider
- Capitalize on recent investments in state-of-the-art lamination and paint production facilities
- Being partner with the broadest offering of product finishes, formable solutions and best in class customer service

Key facts & figures FY23

214 Mio. CHF

Net sales

New products/systems

- 4 non-combustible product solutions
- 3 innovative product and system solutions

Sales breakdown

- North America: 51%
- Europe: 24%
- Asia: 23%
- RoW: 2%

Portfolio expansion

Acquisition of ZNL solid-sheet producer in China

20%

Share of group sales



Strategic capex investments

USA: new state-of-the-art paint line
Germany: new lamination line



Major trends shape our Architecture business



Lightweight, sustainable solutions



Prefabrication



Refurbishment



Sustainable materials



High-end designs

**Market size (in CHF)
& growth trend**

	Short-term	Over the cycle
PUBLIC INFRASTRUCTURE	300 Mio. +	+
COMMERCIAL / OFFICE	400 Mio. =	+
RESIDENTIAL	300 Mio. +	++

Source: 3A Composites Market Intelligence

Note: Market size captures high-end metal facade only

Expanded addressable markets in Architecture



Growth drivers in the Architecture market

	Americas	Europe	Asia
Public Infrastructure	<ul style="list-style-type: none"> • Airport extensions • Hospitals • Schools 	<ul style="list-style-type: none"> • EU Connecting Europe plan in transport infrastructure • Infrastructure plans in France and Germany 	<ul style="list-style-type: none"> • Airport extensions driving high end application
Commercial / Office	<ul style="list-style-type: none"> • Return to market growth expected mid-term driven by interest rate reduction • Data centers fuel market growth potential 	<ul style="list-style-type: none"> • The EU Green Deal incentivizing energy-saving facade refurbishments with rear-ventilated cladding 	<ul style="list-style-type: none"> • Strong demand in high-end commercial space • Solid sheet offering entrance to the new market segments
Residential	<ul style="list-style-type: none"> • Low/Mid-Rise multi-family housing - green field for 3A Composites solutions • Innovation - EasyFix™ & Face Fastened opening markets • Innovation opens interior market 	<ul style="list-style-type: none"> • EasyFix™ opens single family homes market place • Refurbishment solutions to upgrade existing buildings 	<ul style="list-style-type: none"> • High-end residential • Renovation / modernization of residential buildings

Freedom in design, Energy efficiency, cost effectiveness



Architecture – What sets us apart

Branding Power

The most recognized brands in metal facades industry:

ALUCOBOND®, ALUCORE®, ALUCOLUX®, MONARC®, AXCENT®, EasyFix™

Durability & trust

50+ year life-cycle, no maintenance, best-in-class warranty, corrosion resistant

Design freedom

ALUCOBOND® with outstanding product properties: light weight, formability, colorfulness, sustainability, installation ease, energy efficiency

Sales, Marketing and technical teams

- Global Sales Presence
- Industry leading technical expertise
- Continuous Innovation with market-driven solutions



Daxing International Airport
Daxing | P.R. China
ALUCOBOND® Plus



Hangzhou Raffles City
Hangzhou | P.R. China
ALUCOBOND® Plus



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



Facade in Corporate
Identity Design
Dortmund | Germany
ALUCOBOND® Plus

Great reference projects in Americas spotlighting profitable growth story



New references in 2024

“The design flexibility offered by ALUCOBOND® PLUS was instrumental in bringing our vision to life. The material's versatility allowed us to create a dynamic and modern facade that seamlessly blends with the complex site conditions.”

Lee Rubenstein,
Architect



Symphony Square – The Waller, Austin Texas
Architects: R2L Architects
LEED: Gold (Leadership in Energy and Environmental Design)



Union on 24th, Austin, Texas
Architect: Perkins & Will
Prefabricated elements

US Air Force Academy Visitor Center,
Colorado Springs, Colorado
Architect: Fentress Architects



Architecture with sales and supply chain capabilities in all key markets



Global Architecture footprint

North America (1 production site)

USA: Benton

Europe (1 production site)

Germany: Singen

Asia (2 production sites)

China: Changzhou

India: Pune



¹ ALUCOBOND® factories have both paint and lamination capabilities.

New innovative products enhancing architectural solutions



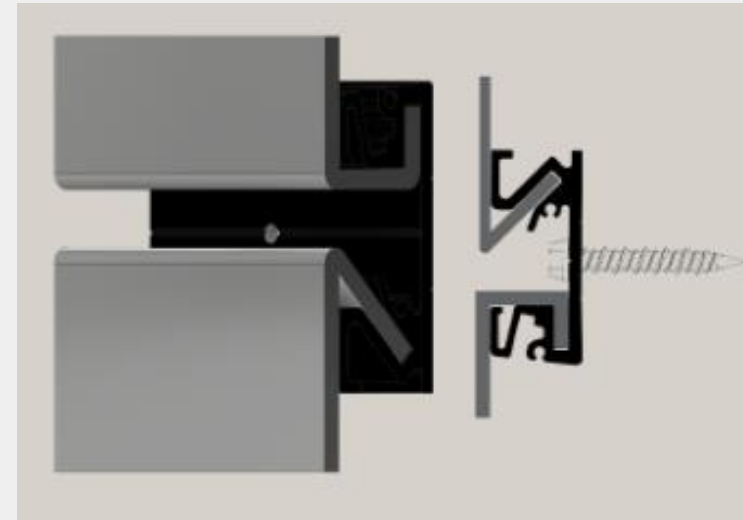
Innovation in Architecture

ALUCOBOND® A1



- The non-combustible rating of **ALUCOBOND® A1** is the highest possible grade in the market
- Go-to-market in 2025
- Showcases 3A Composites' innovation power

EasyFix™



- Innovative attachment system reducing installation complexity and cost of attaching ALUCOBOND® to the wall
- Increases addressable market in residential market

MONARC® : Transforming wet wall applications in North America



Innovation opens the interior market

MONARC®

- MONARC® is a differentiated ACM solution design for interior applications.
- Target markets are hotels and multifamily segments due to significant value proposition in wet wall applications.
- Expansion of addressable market.



Sustainable solutions: Long-living products, recyclable

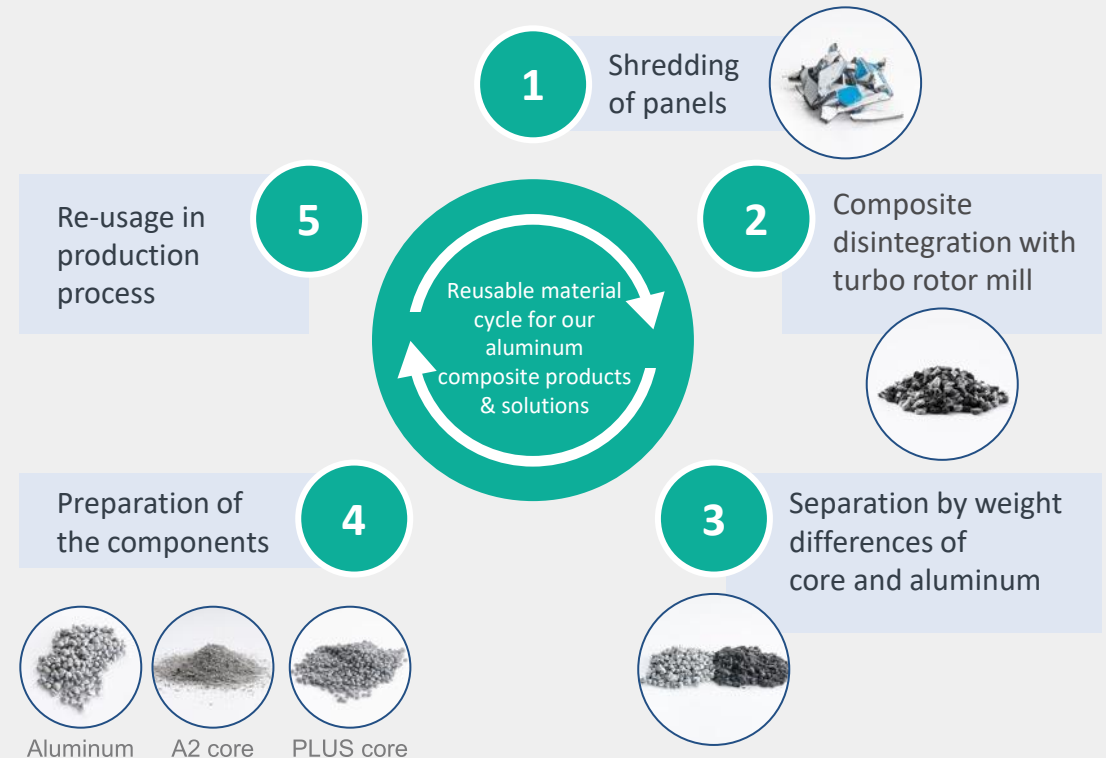


Mega-trend of sustainability in urban space

Inherent sustainability of our products & solutions

- 50+ Year Life Span
- No maintenance required
- High recycled content of raw materials (aluminum)
- Pre-consumer recycle in all plants
- Lightweight solution reduces overall substructure to attach solutions to the wall
- Rainscreen application a perfect fit for increased insulation and green building advancement
- Step-by-step transformation to green energy in our facilities

Recycling cycle of our aluminum composite products & solutions



Profitable growth through exploring new markets and efficient solutions



Leverage brand strength to accelerate market expansion

Attractive markets 	Innovation 	Operational excellence 
<ul style="list-style-type: none">• Leverage the ALUCOBOND® gold standard in Asia• Grow in North America with new interior building solutions (MONARC®)• Expand further in North America and Europe, moving into Residential Markets with solutions (EasyFix™ & FaceFastened kits)• Capitalize on newly acquired ZNL: Go-to-market with solid sheet product solutions	<ul style="list-style-type: none">• Innovative solutions of non-combustible products with ALUCOBOND® A1• New innovative products solutions: EasyFix™, FaceFastened, MONARC®• Sustainable, recycled product solutions with circular economy concepts	<ul style="list-style-type: none">• Enhance production efficiency with new paint line in the USA and with the new lamination line for A1 and A2 in Europe• Strategic procurement to open multi-sources creating competitive bids and reduced cost for aluminum• Realize overhead savings in line with “Accelerate measures”

Leading as innovative, sustainable facade envelope provider

Key takeaways and ambition

OUR KEY TRENDS

- Prefabrication
- Refurbishment
- Sustainable materials
- High-end designs



OUR STRATEGIC PRIORITIES

- Attractive markets
- Innovation
- Operational Excellence

Attractive markets	Innovation	Operational excellence
<ul style="list-style-type: none">• Leverage the "Alucobond" gold standard in Asia• Grow in the USA with new interior building solutions (Monarc™)• Expand further in North America and Europe, moving into Residential Markets with solutions (EasyFix & FaceFastened kits)• Capitalize on newly acquired ZNL: Go-to-market with solid sheet product solutions	<ul style="list-style-type: none">• Innovative solutions of non-combustible products with ALUCOBOND A1• New innovative products solutions: EasyFix, FaceFastened, Monarc™• Sustainable, recycled product solutions with circular economy concepts	<ul style="list-style-type: none">• Enhance production efficiency with new paint line in the USA and with the new lamination line for A1 and A2 in Europe• Strategic procurement to open multi-sources creating competitive bids and reduced cost for aluminum• Realize overhead savings

OUR ASSETS

- ALUCOBOND®: most recognized brands in metal facades industry
- Durability & trust of 50+ year life-cycle
- Design freedom
- Global presence with industry leading technical expertise



OUR AMBITON OVER THE CYCLE

- Keep leading market position with most innovative & sustainable facade envelope provider
- Expand current position of high-end ACM solutions (ALUCOBOND®) into new market segments
- Become #1 provider of high-end metal façade solutions



3A Composites – Transport & Industry

Thorsten Fuessinger | CEO Industry Europe



Enhanced performance functionalities drive demand

Focus on Vehicle, Rail and Construction industry

Challenger position in Europe for the Industry segment.

In the segments Bus & Rail we are amongst the leaders in Europe.

Focus & priorities

- Strengthen position to be the OEM's innovation partner over the whole development cycle
- Transform the solution portfolio towards the most innovative, enhanced functionalities to maximize customers efficiency
- Being partner to OEMs with the best service offering

Key facts & figures FY23

182 Mio. CHF

Net sales

New products/systems

- Scratch resistance coated transparent sheets for sectional garage doors
- Closed Loop recycling systems with our customers
- XCHASSIS – Bus platform
20% weight reduction, e-mobility friendly, improved body performance
- COMFLOOR® – Railway
increase fire certs fulfilling the latest Metro regulations

Sales breakdown

- Europe 93%
- Americas & Africa: 7%

- 15'000 train front-ends installed since start of business
- 1.500.000 leisure vehicle windows per year
- **No. 1 leisure vehicle windows supplier** in Europe
- **No. 1 bus sandwich roof supplier** in Europe
- **Strong brands:**
ALUCORE®, COMFLOOR®, INFIT®, INNOCAB®, XBODY®, ATHLONE
PMMA/ABS®, CRYLON®

17%

Share of group sales



Route to market

- Develop and specify customized solutions with OEMs from engineering to spare parts
- Rail and Road: direct access to OEMs
- Industry: supplied directly to the OEMs or thermoformers

Key trends in Vehicle, Rail & Construction market



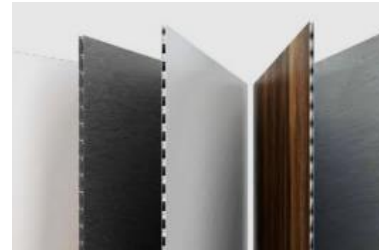
Weight reduction while increasing structural integrity and sustainability



Performance materials



CO₂ emission reduction



Sustainable materials



Mobility

Market size in Europe (in CHF) & growth trend

	Short-term	Over the cycle
VEHICLE	550 Mio. –	++
RAIL	450 Mio. =	+
CONSTRUCTION & OTHERS	500 Mio. –	+

Source: 3A Composites Market Intelligence

Performance materials as growth drivers in Transport & Industry



Transport & Industry – What sets us apart

Functionalities of Performance materials

Reducing weight while increasing rigidity

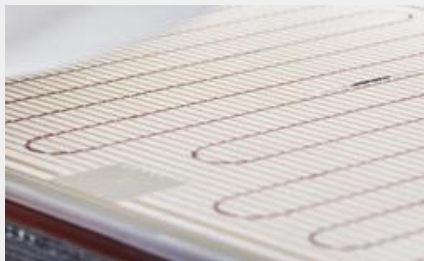
- **Vehicle and Rail:** Reduction of motor power and CO₂ emissions; increase of load weight for e-mobility; long-lasting applications
- **Construction:** Reduction of required motor power for sky domes and garage doors

Enhanced functionalities

- **Vehicle, Rail and Construction:** Acoustic insulation; metallic color surfaces; hard coating finishes; soft-touch feeling; IR/UV blocking; scratch-resistant; anti-bacterial
- **Rail:** Integrated heating, cooling and lighting

Sustainable material solutions

- **Vehicle, Rail and Construction:** Usage of recycled materials combined with closed loop value chain systems



COMFLOOR®
Lightweight, modular,
strong floor system
(heated & unheated)



INNOCAB®
Sandwich Front Cabin
(incl. painting, bonding,
assembly)



Athlone PMMA/ABS®
UV resistant PMMA capped
sheet material



POLYCASA® SAN HC®
Sectional garage doors
made out of scratch
resistant SAN sheets

Full market coverage with specialized European sites



Transport & Industry footprint in Europe

Europe

Specialized production sites

Czech Republic: Pribram

Ireland: Athlone

Switzerland: Altenrhein

Poland: Mielec

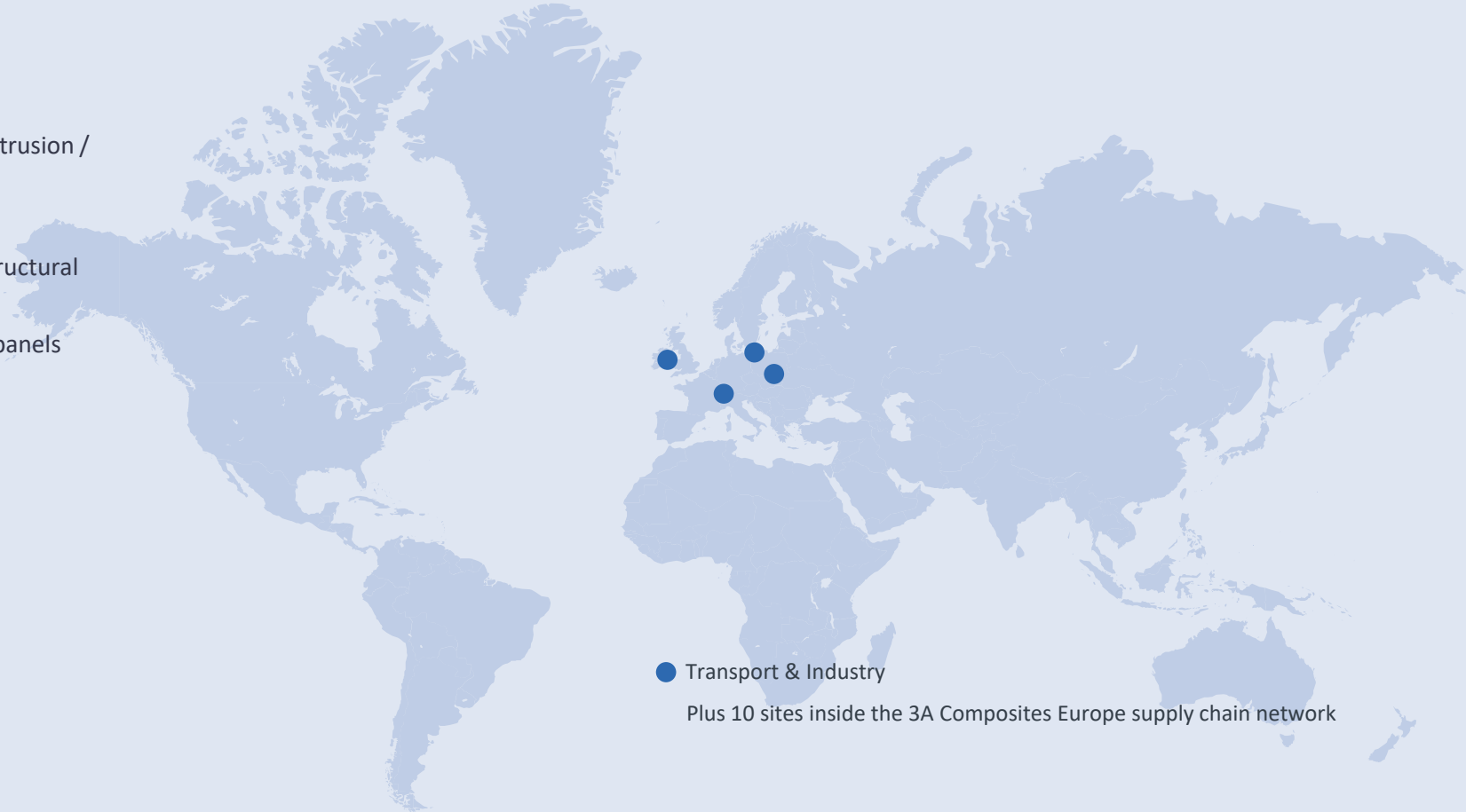
Expertise

Transparent styrenics extrusion /
hard-coating

Co-Extrusion

Installation-ready 3-D structural
sandwich panels

Fibre-reinforced plastic panels



New solution offerings for OEMs

Innovation for the industrial market



HÖRMANN: Industrial door glazing



- Scratch-resistant, coated POLYCASA SAN® sheets, making it easy to maintain
- UV-resistant material and outstanding resistance to both moisture and chemical absorption, crystal clear or opal finish
- Recyclable

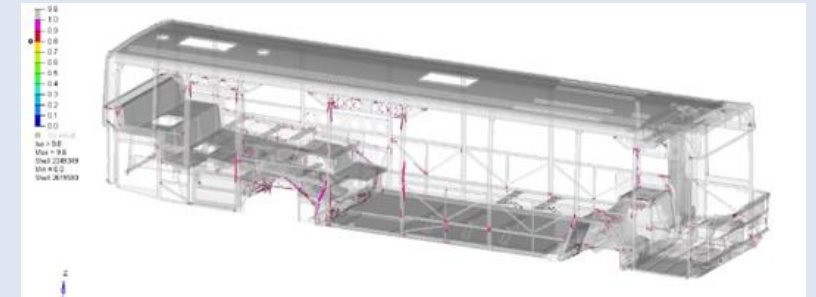
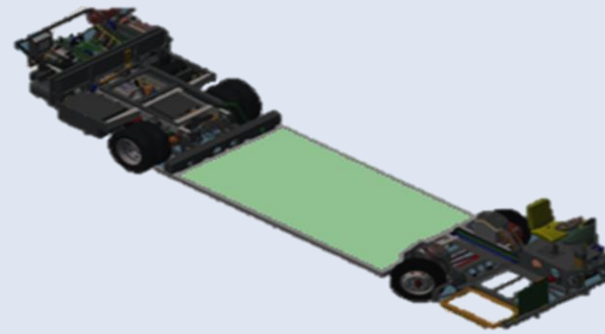
New metallic agricultural vehicle cladding



- UV resistant ATHLONE PMMA/ABS®
- High-impact strength
- Infinite colours, including metallic effects
- Easy-processing for thermoforming and fabrication
- Recyclable

Bus chassis: Weight reduction by 20%

Innovation for the Road market



XCHASSIS

- Weight reduction by 20%
- Increased rigidity of bus body by 35%
- Ultra thin design for advanced low floor city buses – thickness of 80 mm only
- Ready for battery integration – e-mobility friendly
- Easy mounting to vehicle architecture by sophisticated interfaces to car body
- 98% recyclable

Growth and profitability drivers



Mega-trend: Weight reduction while increasing structural integrity

Attractive markets



- Focus on lightweight applications for Industry, Road and Rail to reduce weight and CO₂ emissions
- Focus on performance materials with enhanced functionalities
- Being the OEM's innovation partner over the whole development cycle

Innovation

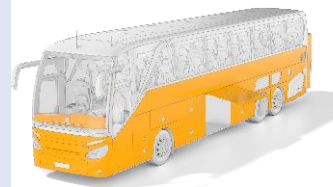
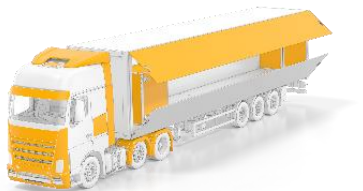
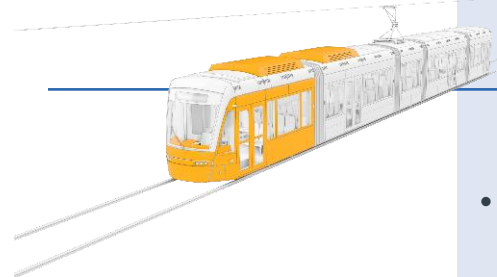


- Sustainable, recycled product solutions
- New functional surfaces (new coating line in Pribram)
- Installation easiness for the OEM

Operational excellence



- Footprint optimization
- New extrusion line with automatic partition in Pribram
- Strategic procurement creating multi-sources and volume bundling opportunities across entities
- Realize overhead savings
- Drive automatization processes



Driving growth by reducing weight and CO₂ emissions

Key takeaways and ambition

OUR KEY TRENDS

- Performance materials
- CO₂ emission reduction
- Sustainable materials
- Recycling with closed loop
- Mobility



OUR STRATEGIC PRIORITIES

- Attractive markets
- Innovation
- Operational Excellence

Attractive markets	Innovation	Operational excellence
<ul style="list-style-type: none">• Focus on lightweight applications for Industry, Road and Rail to reduce weight and CO₂ emissions• Focus on performance materials with enhanced functionalities• Being the OEM's innovation partner over the whole development cycle	<ul style="list-style-type: none">• Sustainable, recycled product solutions• New functional surfaces• Installation easiness for the OEM	<ul style="list-style-type: none">• Footprint optimization• New partition line in <u>Pribram</u>• Strategic procurement creating multi-sources and volume bundling opportunities across entities• Realize overhead savings• Drive automatization processes



OUR ASSETS

- Broadest product and solution portfolio
- Unique material properties with enhanced functionalities
- Diversified with lightweight material focus
- Strong track record in OEM relationship



OUR AMBITON OVER THE CYCLE

- Grow above market growth
- Keep strong position in Road and Rail
- Take advantage of challenger position in industry segment





Financials

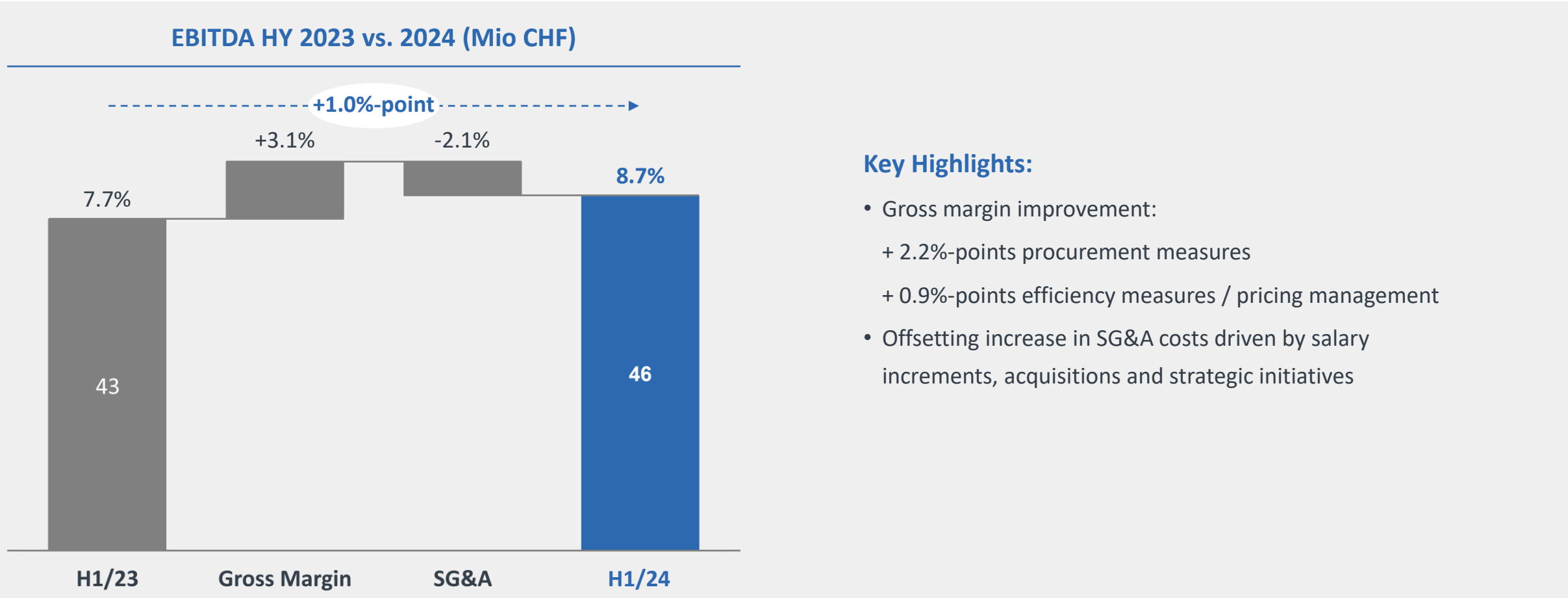
Urs Scheidegger | Group CFO

Recap: H1 / 2024 Group results

In Mio CHF	Total 2024	Total 2023	(in %)	Fx-adj. (in %)
Net sales	527.8	559.5	-6%	-4%
EBITDA	45.9	42.9	7%	9%
<i>in % of Net sales</i>	<i>8.7%</i>	<i>7.7%</i>		
EBIT	24.1	23.4	3%	5%
<i>in % of Net sales</i>	<i>4.6%</i>	<i>4.2%</i>		
Net income	20.3	11.9	71%	
<i>in % of Net sales</i>	<i>3.8%</i>	<i>2.1%</i>		

Recap: H1 / 2024 Group results

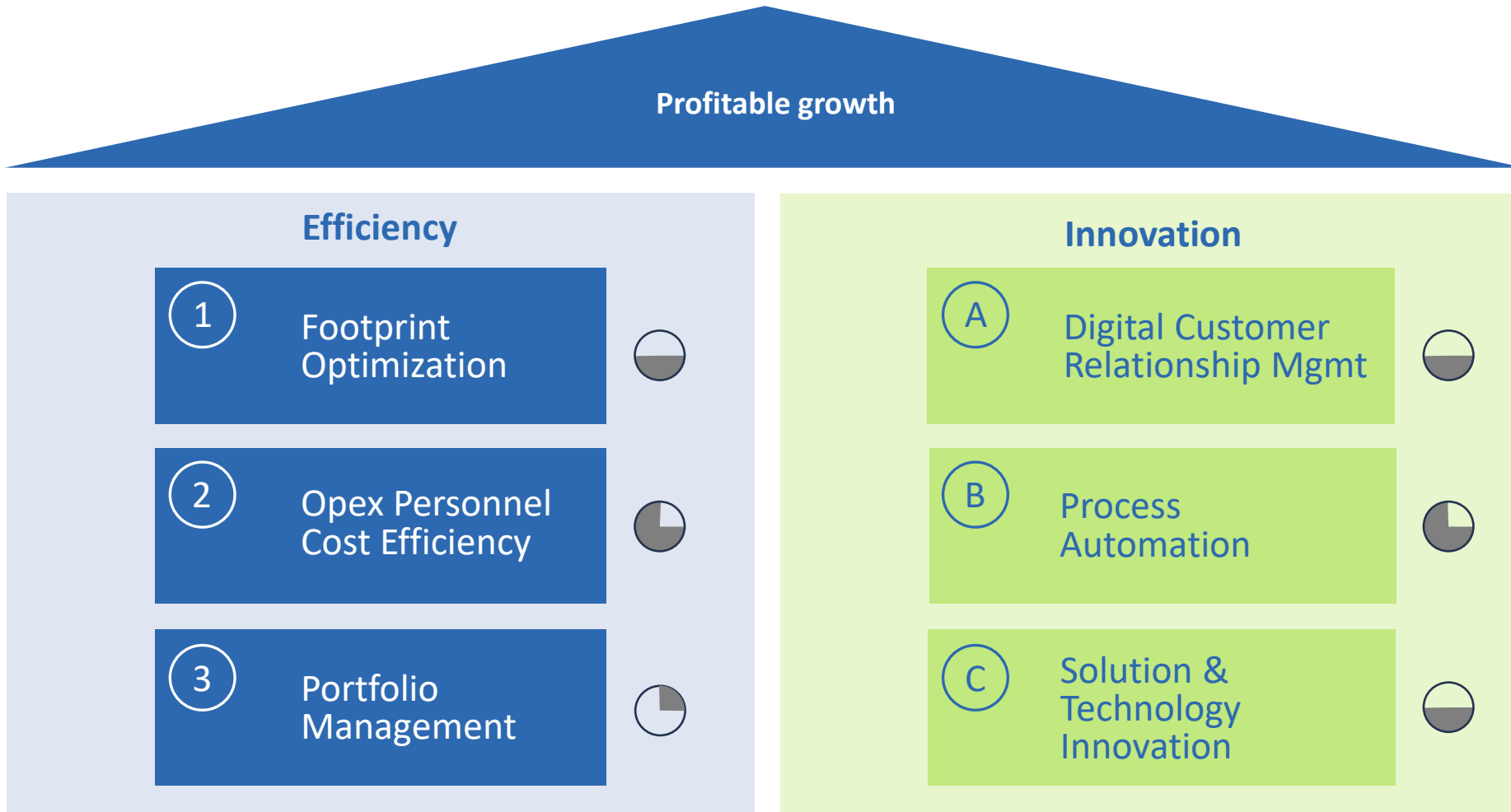
EBITDA improvement driven by operational measures



Key Highlights:

- Gross margin improvement:
 - + 2.2%-points procurement measures
 - + 0.9%-points efficiency measures / pricing management
- Offsetting increase in SG&A costs driven by salary increments, acquisitions and strategic initiatives

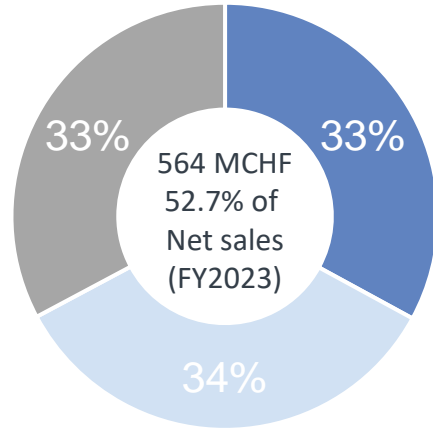
Program "ACCELERATE" well on track



Assumed strategic adaptation costs of up to CHF 20 Mio in 2024 and efficiency run-rate savings of about CHF 10 Mio per year after realization.

High exposure to material expenses requires sharpened focus to capture opportunities in Net sales and cost reductions

Material expense categories (% of total)



■ Top-3 commodity materials ■ Top 4-7 materials ■ Miscellaneous materials
Aluminum, MMA/PMMA, PVC

Opportunities in 2 areas

Net sales

- Dynamic Sales Pricing to respond to volatile commodity markets
- Multiply pricing expertise across geographies
- Value selling for product innovations

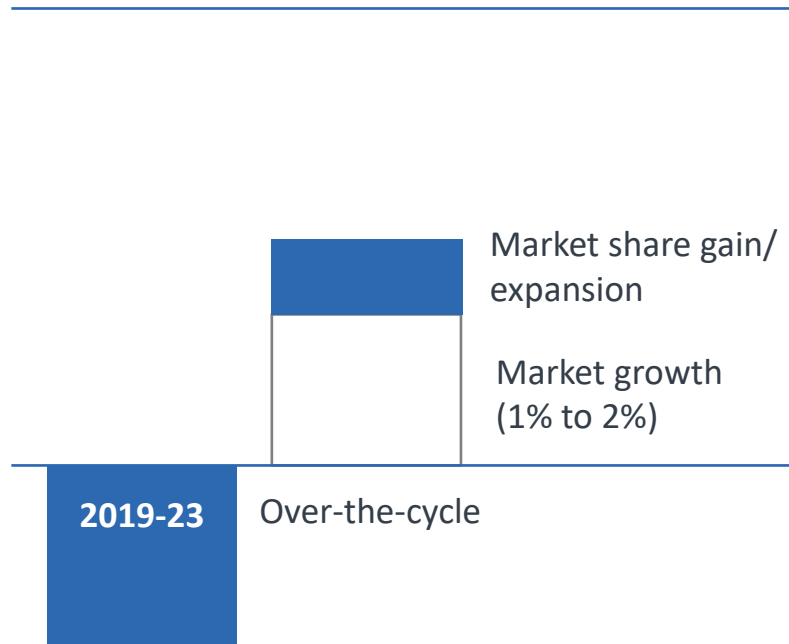
Material expenses

- Procurement synergies across entities
- Organizational Procurement set-up
- Increase dual- / multi-sources
- Wider usage of recycled materials
- Realize further efficiency savings in the Supply Chain

Create organic growth

Benefitting of our 5 active key trends

Net sales growth over the cycle



Growth initiatives across all business areas to address key trends



Display

- Transformation to a more sustainable solutions portfolio
- Easy to do business - digitalization
- Grow with House of Brands in the USA



Core Materials

- Keep leading position in wind and profit of renewed wind energy cycle
- Seed to shaped Balsa solution and PET recycled solutions
- Expand further into non-wind markets



Architecture

- Global market player in aluminum composite facades
- Transformation towards the most sustainable façade solution provider
- Innovation opens the interior market

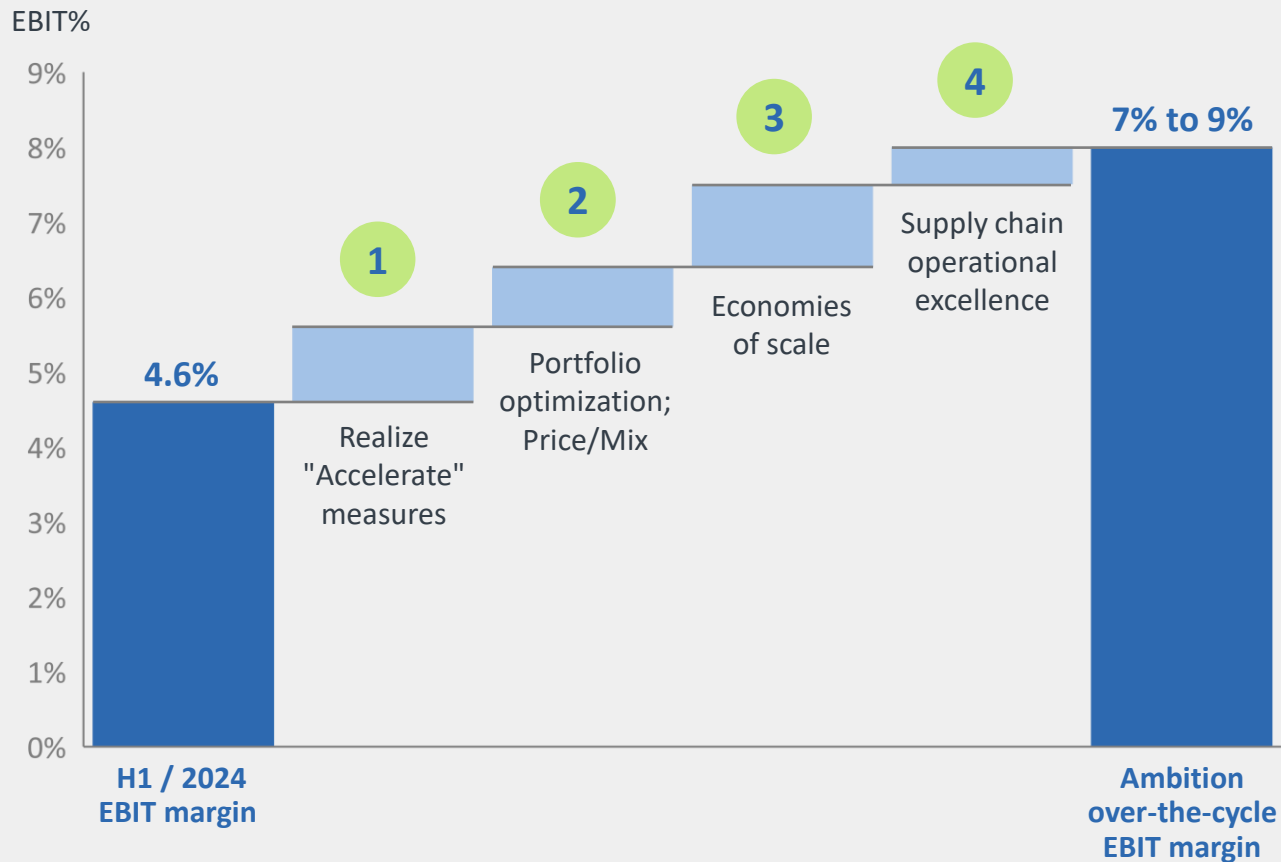


Transport & Industry

- Challenger position for the Industry segment
- Keep strong position in Road and Rail
- Gaining share with innovative performance material solutions

Ambition EBIT margin over the cycle – profitability levers

Several levers of margin expansion



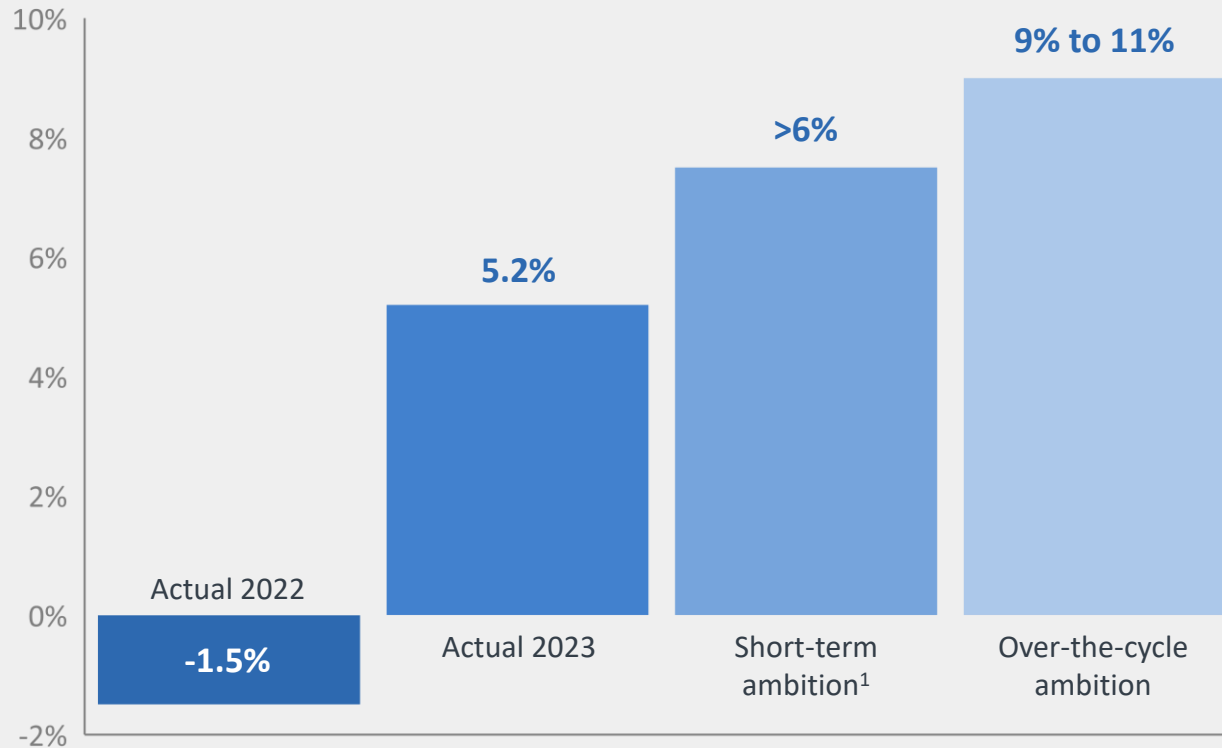
Profitability levers

- 1
 - “Accelerate” measures: 10 Mio CHF Run-Rate savings
 - Footprint optimization
 - Overhead personnel cost reductions
- 2
 - Optimized price / mix of product portfolio
 - Value selling with sustainable product innovations
 - Streamlining of portfolio of companies
- 3
 - Organic growth by leveraging our House of Brands, market penetration and enlarge market access with new products
 - Economies of Scale: Net sales growth > opex growth
 - Digitalization of customer relations
- 4
 - Improved strategic procurement of direct material, freight and transport (material costs <50% of Net sales)
 - Production efficiency

Focus on Return on Invested Capital

Several improvement levers

FOCF ROIC%



Improvement levers

- EBITDA improvement
- Operational NWC management (< 25% of Net sales over-the-cycle) with sharpened focus on DSO, DPO and DIO
- Strict Capex management

Definitions:

- ROIC = Free Operating Cash Flow (FOCF) / Invested Capital
- FOCF = Cash Flow from operating activities – Capex + Proceeds from PPE & Biological Asset sales – Lease repayments
- Invested Capital = Total Assets (excl. Cash & Cash Equivalents) – Total Liabilities (excl. Current and non-current financial liabilities, employee benefits)

¹ without one-time “Accelerate program” costs

Key reasons to invest into Schweiter Technologies

Making life lighter and more colorful



Sharpened strategic focus

- Delivering 5 active key trends with attractive structural growth potential
- Making life lighter and more colorful in attractive market segments in the 4 business areas
- Hedging different cycles in those end markets



Growth above market

- Organic growth with market penetration („House of Brands“)
- Portfolio transformation and geographical expansion
- Go-to-market with new innovations and proximity/ access to customers
- Additional growth potential through M&A selectively



Drive operational excellence

- Generating results through operational excellence
- Upgrading digital customer service



Entrepreneurial spirit

- Company run with high entrepreneurial spirit
- Culture of growth and performance drive



Sustainability is in our core

- Driving product portfolio transformation towards more recycled and sustainable products
- Inventor of “FIVE-DOT-Mission” allowing to score Display products across 5 sustainability categories
- 15'000 Hectare of FSC-certified balsa plantations creating own carbon sink



Financial ambitions

- Net sales growth above market growth
- EBIT margin 7% to 9% over-the-cycle and Return on Invested Capital 9% to 11% over-the-cycle
- Keep strong equity ratio
- Shareholder friendly dividend policy