

SCHWEITER TECHNOLOGIES



Media & Analyst Conference Half-Year Results 2013

Zurich - August 16, 2013

- ***3A Composites:***

- (1) Top-line on prior year level despite fierce competition

- (2) Solid profitability with > 10% EBITDA-margin

- (3) Maintaining leading market position in Core Materials despite ongoing weak wind energy market in China

- (4) Strong overall performance in Architecture (+30% top-line growth Asia)

- (5) Display business in Europe positively impacted by Foamalite acquisition

- **Good order intake and increased profitability in *SSM Textile Machinery* with > 13% EBITDA-margin**

- **Very solid balance sheet and high cash position of MCHF 324**

SSM Textile Machinery

in CHF Mio.	H1 2013	H1 2012	Total 2012	H1/H1 in %
Orders received	39.1	35.5	71.6	10%
Net sales	36.7	38.7	69.3	-5%
EBITDA - adjusted	4.8	3.6	5.2 ¹⁾	33%
EBITDA <i>in % of net sales</i>	4.8 13.1%	3.6 9.3%	8.4 12.1%	33%
Employees (end of period)	244	262	256	-7%

¹⁾ EBITDA before impact adjustment pension plan adjustment

- **Several major bookings in Q2, resulting in 10% higher order intake and solid order backlog**
- **Strong business in Turkey and Far East, despite China remaining depressed**
- **Results significantly improved. Positive impact from texturizing business**
- **Continued R&D expenditures to extend strategic position**
- **New niches for technical yarns under development**

3A Composites

in CHF Mio.	H1 2013	H1 2012	Total 2012	H1/H1 in %
Orders received	306.1	309.1	594.5	-1%
Net sales	301.9	301.0	603.8	0%
EBITDA - adjusted	31.3	33.3 ²⁾	68.8 ¹⁾	-6%
EBITDA	31.3	40.1	76.2	-22%
<i>in % of net sales</i>	<i>10.4%</i>	<i>13.3%</i>	<i>12.6%</i>	
Employees (end of period)	2'193	2'513	2'151	-13%

¹⁾ EBITDA before impact adjustment pension plan adjustment

²⁾ EBITDA before impact of US medical plan adjustment (MCHF 4.6) and negative goodwill ("Badwill") Foamalite (MCHF 2.2)

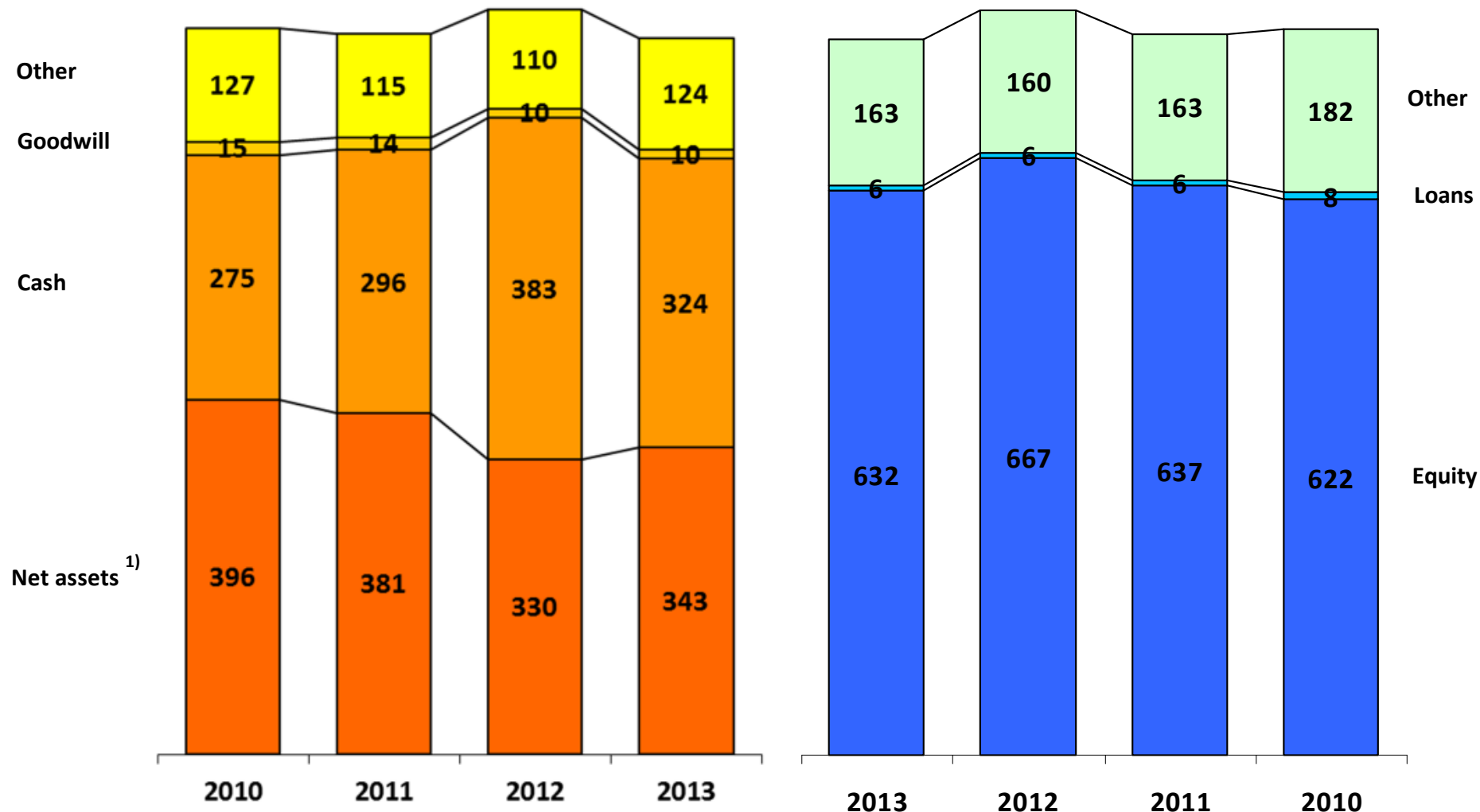
- **Solid profitability with > 10% EBITDA-margin**
- **H1 result with additional investments in marketing and sales. No significant one-off gains (in prior year: 4.6 MCHF from US medical plan adjustment and 2.2 MCHF from Badwill Foamalite acquisition)**
- **Dominant market positions kept or extended**
- **Investment project in new Balsa veneer production in ECU started**
- **Overall good performance of Architecture business. High growth in Asia**
- **Architecture activities in China concentrated. Successful opening of new HQ**
- **Display business in Europe positively impacted by Foamalite acquisition**

in CHF Mio.	H1 2013	H1 2012	Total 2012	H1/H1 in %
Orders received	345.2	344.6	666.1	0%
Net sales	338.9	340.0	673.5	0%
EBITDA - adjusted	35.1	36.1 ²⁾	70.5 ¹⁾	-3%
EBITDA <i>in % of net sales</i>	35.1 <i>10.4%</i>	42.9 <i>12.6%</i>	81.1 <i>12.0%</i>	-18%
EBIT	22.5	28.9	54.2	-22%
Net income from continuing operations	17.3	22.8	40.1	-24%
Net income from discontinued operations	-	1.8	20.7	
Net income	17.3	24.6	60.8	-30%
Employees (end of period)	2'443	2'781	2'413	-12%

¹⁾ EBITDA before impact adjustment pension plan adjustment

²⁾ EBITDA before impact of US medical plan adjustment (MCHF 4.6) and negative goodwill ("Badwill") Foamalite (MCHF 2.2)

Strong Balance Sheet



1) Net assets = Trade receivables, inventories, property, plant and equipment minus trade payables and payments on account received from customers

Balance Sheet Highlights

- Cash position CHF 324 Mio.
- Practically no short/long term bank liabilities
- Goodwill CHF 10 Mio.
- Shareholders' Equity CHF 632 Mio. = CHF 438 per share
- Equity ratio 74%

1 Welcome and Introduction

2 Results 2012

3 Division Information



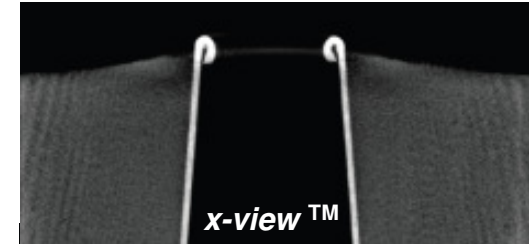
4 Outlook

SSM – leading  Swiss technology
for yarn processing and winding

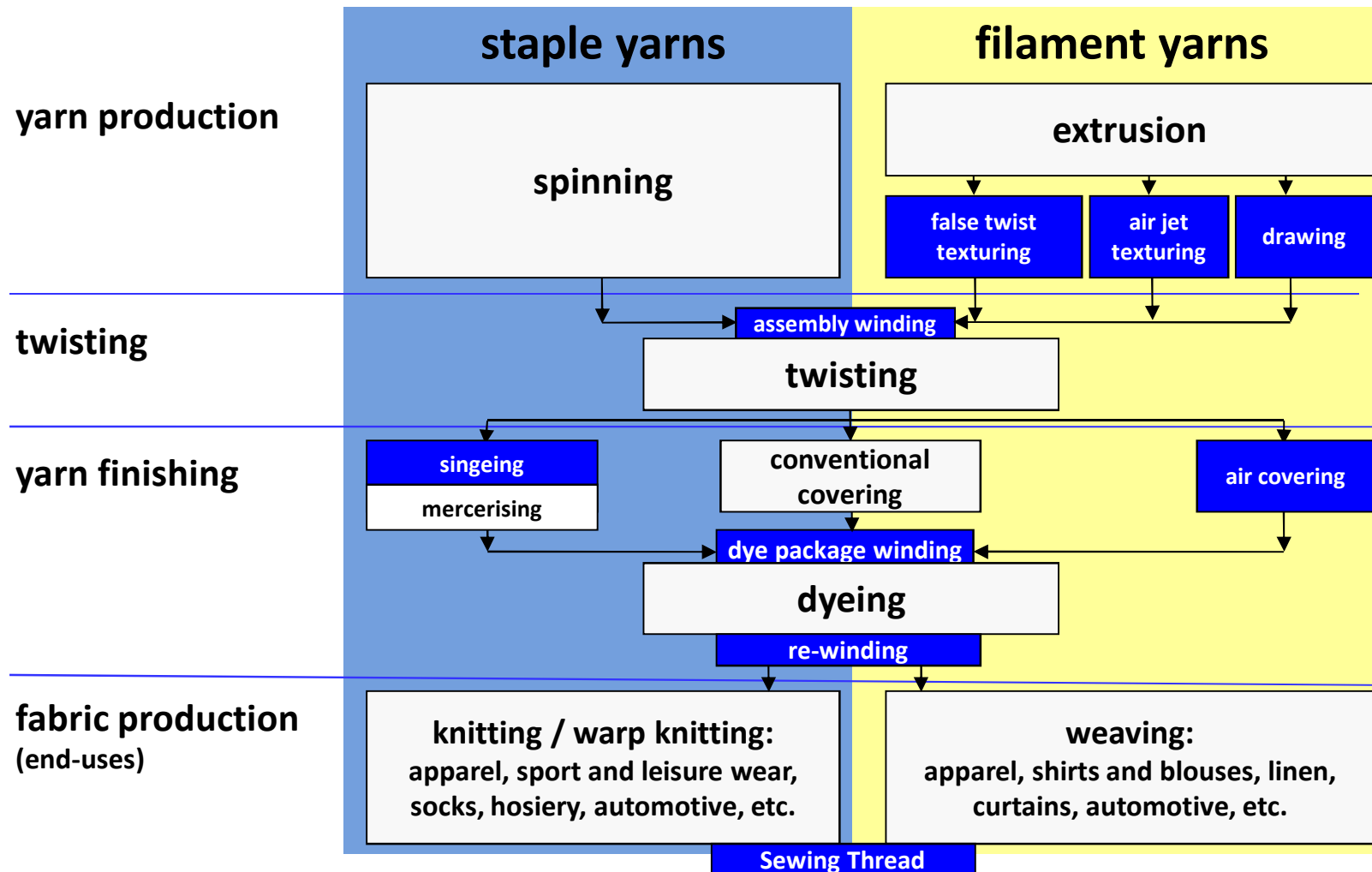


SSM Textile Machinery

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Strong niche positions in the production chain



All blue marked areas are supported by SSM equipment

Own manufacturing base in Asia

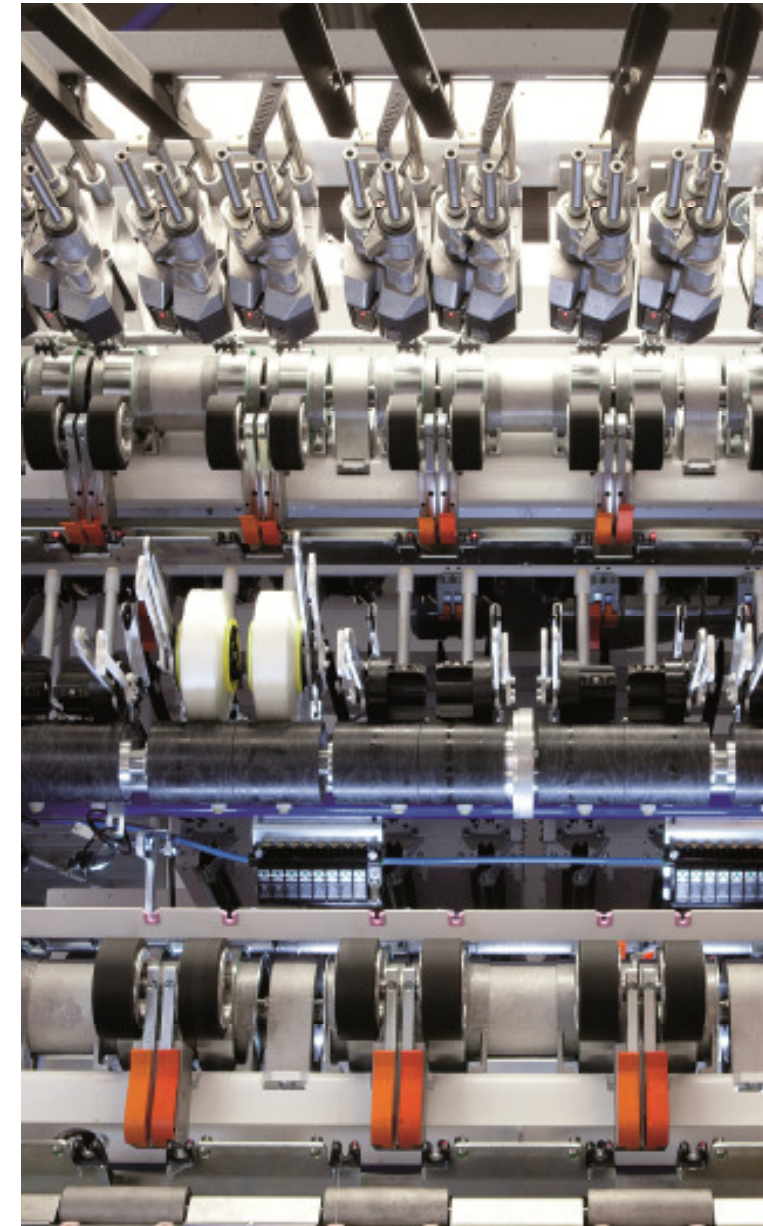


- Fully owned subsidiary under Swiss management serves as local manufacturing centre for the Asian market (since 2003)
- All know-how sensitive key components provided from Switzerland
- Facility also used for marketing & training purposes
- 1/3rd of sales generated ex China factory



SSM Giudici Facility in Galbiate, IT

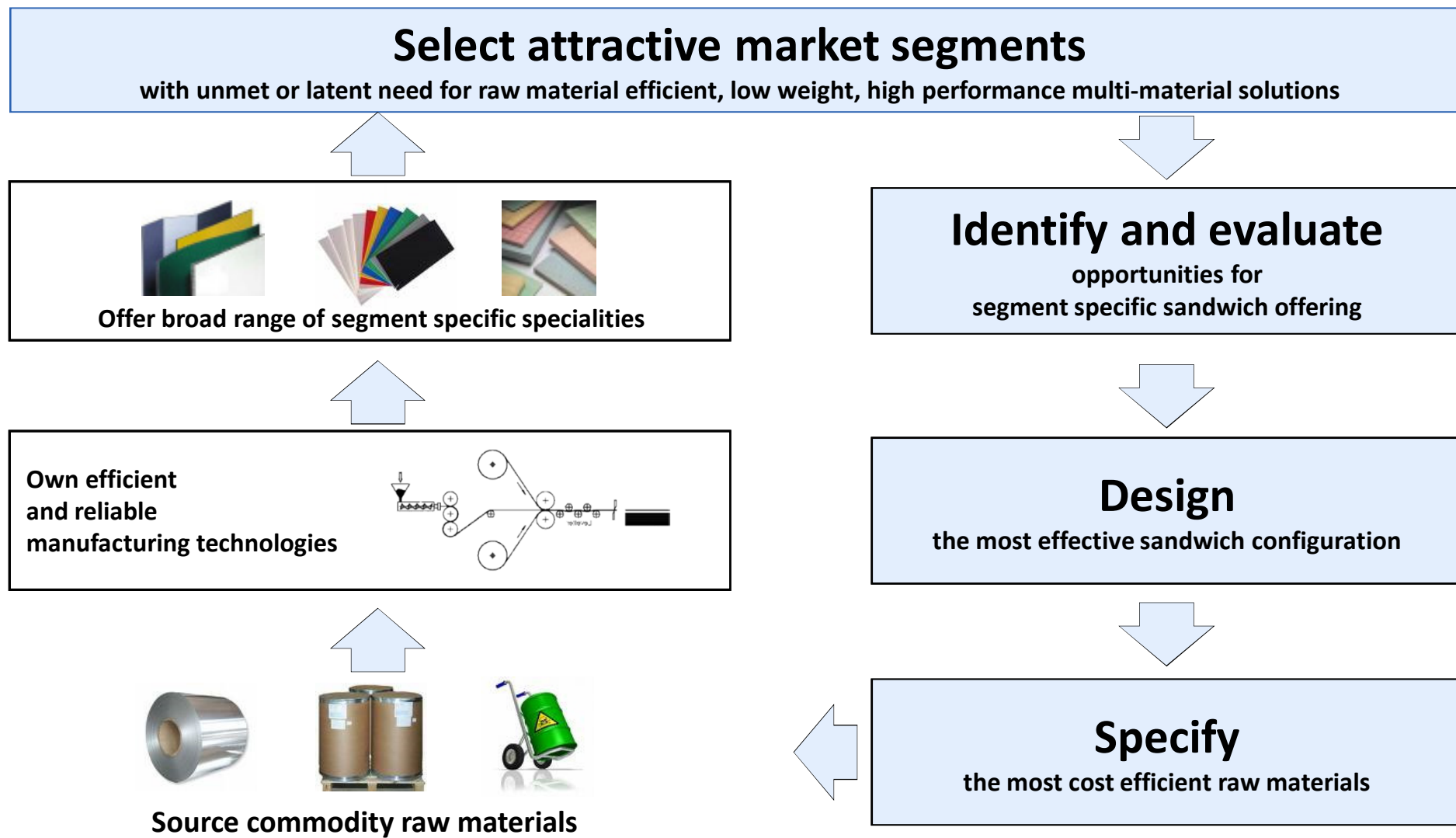
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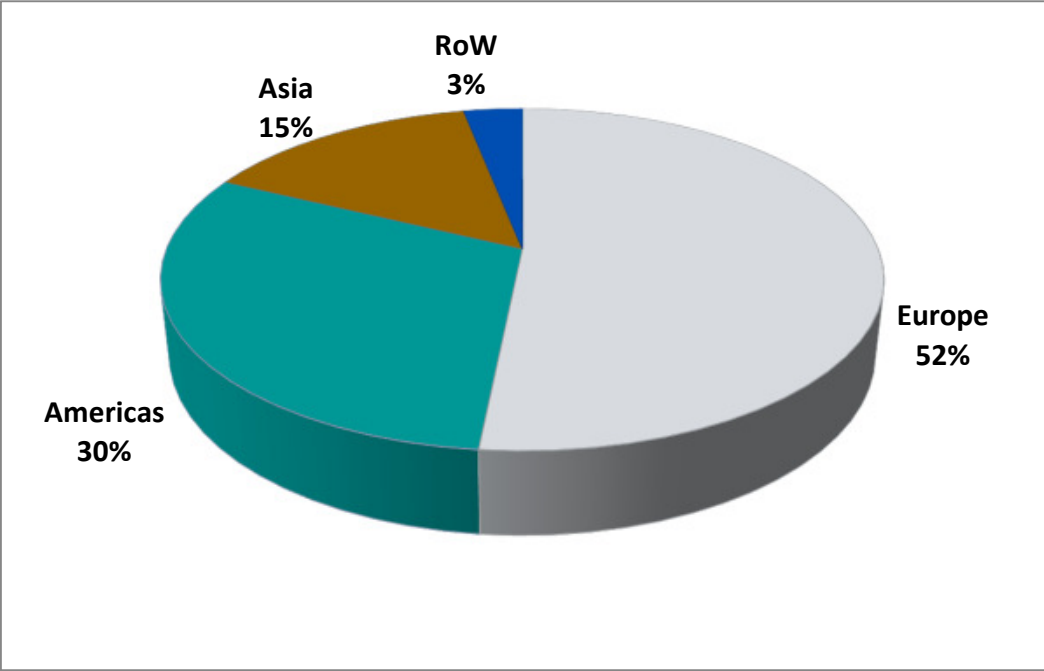
Strong Global Presence



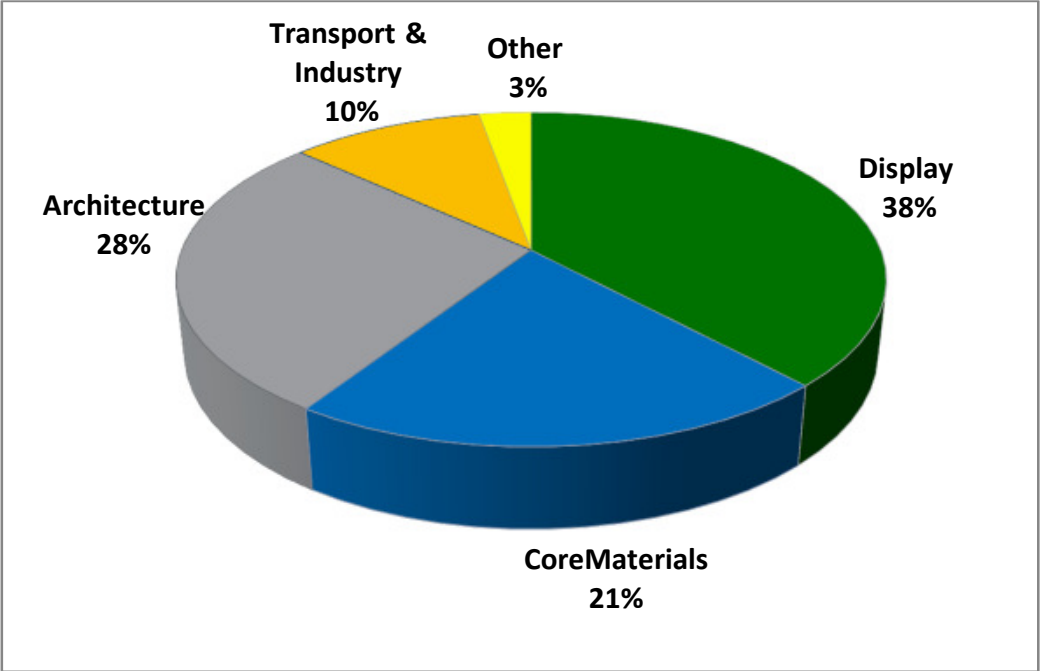




by Geography



by Market Segment



Products and Applications


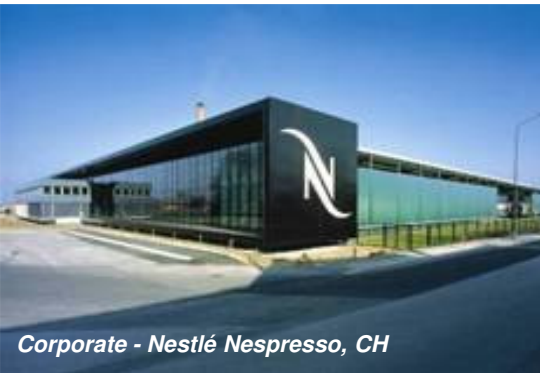
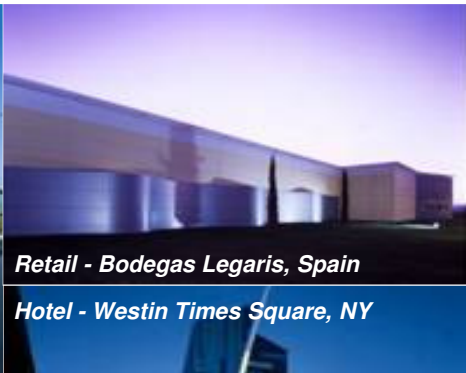



Core Materials for Sandwich Solutions

Products	Brands	End Applications		
<p>Structural Core Materials</p> <ul style="list-style-type: none"> > Plain Sheets > Contour Core > Kits 	<p>AIREX[®] BALTEK[®] KAPEX[®] KITKORE[™]</p>	 <p><i>Cabin in GRP* Sandwich</i></p>	 <p><i>Cabin in GRP* Sandwich</i></p>	
<p>Materials</p> <p>Engineering Foams</p> <ul style="list-style-type: none"> > Polyvinylchloride (PVC) > Polyester (PET) > Polyetherimide (PEI) > Polystyrene (PS) > Polyurethane (PUR) <p>Balsa</p> <ul style="list-style-type: none"> > Standard Balsa (SB) > Premium Balsa (SBC) > Banova 	<p>Segments - Applications</p> <p>Structural and semi-structural Sandwich applications</p> <ul style="list-style-type: none"> > Marine <ul style="list-style-type: none"> Motoryachts Sailing Yachts Multihull > Road <ul style="list-style-type: none"> Bus & Coach Truck Vans > Rail <ul style="list-style-type: none"> Highspeed Intercity People Mover > Aerospace <ul style="list-style-type: none"> Radome Interior parts 		 <p><i>Intermediate Floor & Roof in Alu Sandwich</i></p>	
			 <p><i>Cabin in GRP* Sandwich</i></p>	
		 <p><i>Cabin in GRP* Sandwich Bodyshell and Interior in Alu Sandwich</i></p>		

Note: *GRP is Glass fiber Reinforced Plastic

Products and Applications

Architecture Markets

Products	Brands	Applications	
<p>Aluminum Composite Materials (ACM)</p> 	<p>ALUCOBOND® ALUCOBOND®A2</p> <p>ALUCORE® ALUCORE®base</p>	 <p><i>Corporate - Nestlé Nespresso, CH</i></p>	 <p><i>Retail - Bodegas Legaris, Spain</i></p> <p><i>Hotel - Westin Times Square, NY</i></p>
<p>Materials</p> <p>Skin Material</p> <ul style="list-style-type: none"> > Aluminum 0.3-0.6 mm > PVDF & PET Coating > Butler Finish > Spectra Colors > Mill Finish <p>Core Material</p> <ul style="list-style-type: none"> > Polyethylene (PE) > Fire Rated PE (Plus) > Non Combustible PE (A2) > Aluminum-Honeycomb 	<p>Segments - Applications</p> <p>Market Segments</p> <ul style="list-style-type: none"> > Sport > Airport > Public Space > Retail > Hote > Hospital > Corporate > Residential <p>Applications</p> <ul style="list-style-type: none"> > Facades / Flying Roofs > Exterior/ InteriorCladding > Corporate Identity Signage 	 <p><i>Public Space Aluminium Centrum, NL</i></p>	
		 <p><i>Sport - Estadio de Aveira, Portugal</i></p>	

Products and Applications

Display Markets

Products	Brands	Applications	
<ul style="list-style-type: none"> > Aluminum Composite Materials (ACM) > Foamed Sheets > Foam Boards 		 <p><i>Digital Printing Substrates</i></p> <p><i>Kapa - Dimensional Sign</i></p> <p><i>Tabletop Display</i></p>	
Materials	Segments - Applications	 <p><i>Outdoor Signs</i></p> <p><i>Sintra Dimensional Sign</i></p> <p><i>Gatorfoam Dimensional Sign</i></p> <p><i>Trade Show Exhibits</i></p>	
<p>Skin Material</p> <ul style="list-style-type: none"> > Coated Aluminum > Paper > Polystyrene > Coated Paper > PVC > Self adhesive Films <p>Core Material</p> <ul style="list-style-type: none"> > Polystyrene (PS) > Polyurethane (PUR) > Polyethylene (PE) > Polypropylene (PP) > Aluminum-Honeycomb 	<ul style="list-style-type: none"> > Fotomounting > Interior / Exterior Signs > Routed Sign Faces > POP Displays > Exhibit Constructions > Screen Printing > Kiosks / Carts > Dimensional Letters > Digital Printing > Shop Fitting > Office Supply 	 <p><i>Outdoor Signs</i></p> <p><i>Sintra Dimensional Sign</i></p> <p><i>Gatorfoam Dimensional Sign</i></p> <p><i>Trade Show Exhibits</i></p>	
		 <p><i>Dimensional Letters</i></p>	

Broad Range of Structural Core Materials

- Engineering Foams (PVC, PET)
- Balsa Products



New Applications for Balsa Products



Lightweight panels

Combined with various facings attain a high level of stiffness and can be fitted with print-ready, decorative or scratch-resistant surface



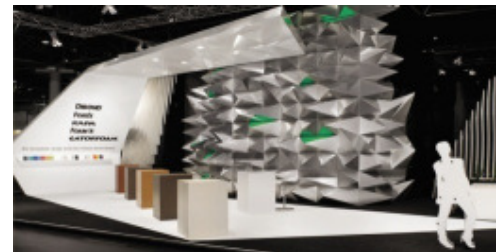
Interior & Furniture for

Caravan & Recreational vehicles
SuperYacht, yacht, cruise & ferry ships
Bus & Rail



Bending plywood

Is characterised by its incredibly small bend radii whilst still offering the lowest weight and maximum panel thickness.



Exhibition & shop fitting
Furniture
Architectural components



Structural core material

Retain their unique mechanical properties with the optimal alignment of the different layers of veneers and the integration of other materials.



Structural sandwich for

Bridges
Ski & Snow boards
Vehicles
Wind power plants



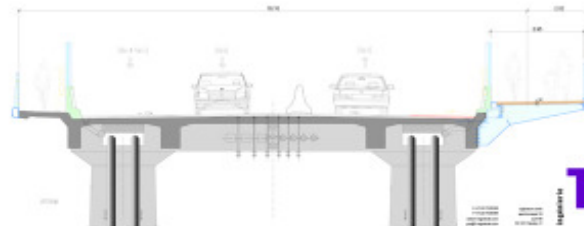
COLEVO Road Bridges

- COLEVO is the ideal lightweight composite bridge slab for road bridges or decks with a span of up to 8m
- Up to 85% weight reduction compared to concrete
- Faster and easier installation of prefabricated parts
- Highest durability for lower maintenance cost



COLEVO Pedestrian Bridges

- COLEVO pedestrian slab bridges can be used for free spans of up to 15m
- COLEVO bridge extensions for pedestrians provide lowest load to existing bridges



The COLEVO Concept

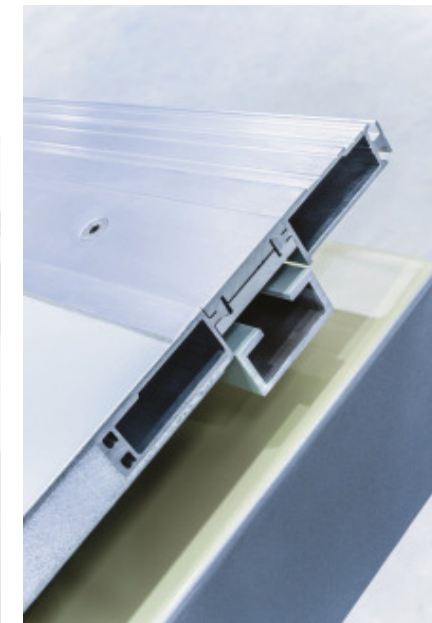
- Sandwich with glass fiber reinforced vinyl-ester facing and FSC™ certified structural balsa core material
- Completely sealed surface on all sides for highest durability
- Industrial production in a clean and closed vacuum-infusion process



Solutions for Mass Transportation (1)

Integrated Sandwich Solutions

- Aluminium Skins, Multifunctional Alu Profiles
- Engineering Foam Core
- Integrated Floor Heating System



Solutions for Mass Transportation (2)



New Factory for Architecture in Changzhou (CN) SCHWEITER TECHNOLOGIES



Solutions for Architecture and Visual Communication (1) SCHWEITER TECHNOLOGIES

Broad Range of Comp. Sheets and Panels

- Shop Fitting
- Digital Printing
- CID Applications
- Signage
- Foto Mounting
- POS/POP Applications



Ventilated Façade Solutions, exterior & interior cladding, CID Applications based on Alucobond Sandwich Panels



Solutions for Architecture and Visual Communication (2) SCHWEITER TECHNOLOGIES



Successful Projects using Alucobond (1)

Concert & Congress Hall | Uppsala, Sweden



German National Library
Germany



Le torri di Jesolo
Venice, Italy



Successful Projects using Alucobond (2)

Lycée Georges-Frêche | Montpellier, France



WOOLWORTHS in Shopping Mall | Johannesburg, South Africa



Vnukovo International Airport | Moscow

Successful Projects using Alucobond (3)



Core Materials / Wind

- Secure leading positions in Balsa
- Strengthen market pos. in China (local "JV")
- Invest in future markets (e.g. Brazil, India)
- Push innovations (low resin absorption, new structural foams, 2nd generation PET)
- Reduce dependency on Wind
- Develop mass transportation

Architecture / Display

- Change from production to radical marketing/ sales orient. (e.g. Architecture centric approach)
- Invest in growth markets in Asia
- Focus on innovation and total solutions (e.g. FR products, decorative Fassades)
- Dual branding (high end vs. standard prod.)
- Add complementary products/materials

Increasing Participation in High-Growth Economies

Assets in North America

- ◆ 4 sites
- 338 Employees

Assets In Europe

- ◆ Headquarters in Cham, CH
- ◆ 6 Sites
- 806 Employees



Assets in South America

- ◆ 3 sites
- ◆ Headquarters in Guayaquil
- ◇ Sales office
- 111 plantations; 8'651 ha in Ecuador (thereof 5532 ha Balsa plantations)
- 696 Employees

Assets in Asia

- ◆ 5 Sites
- ◆ Headquarters in Singapore
- ◇ Sales office
- 358 Employees

1 Welcome and Introduction

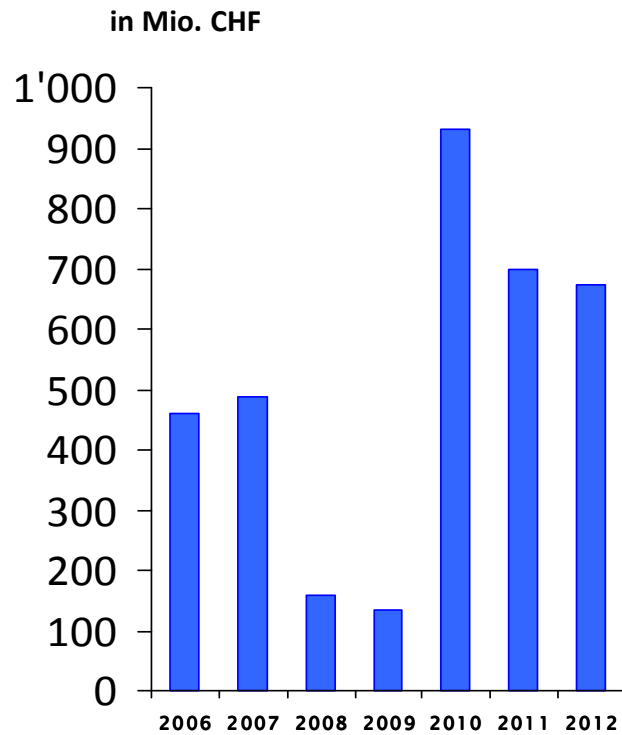
2 Results 2012

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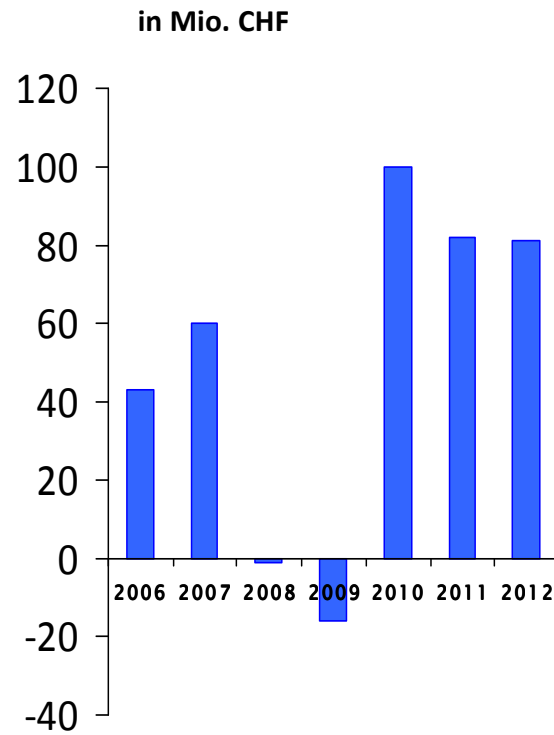
4 Outlook



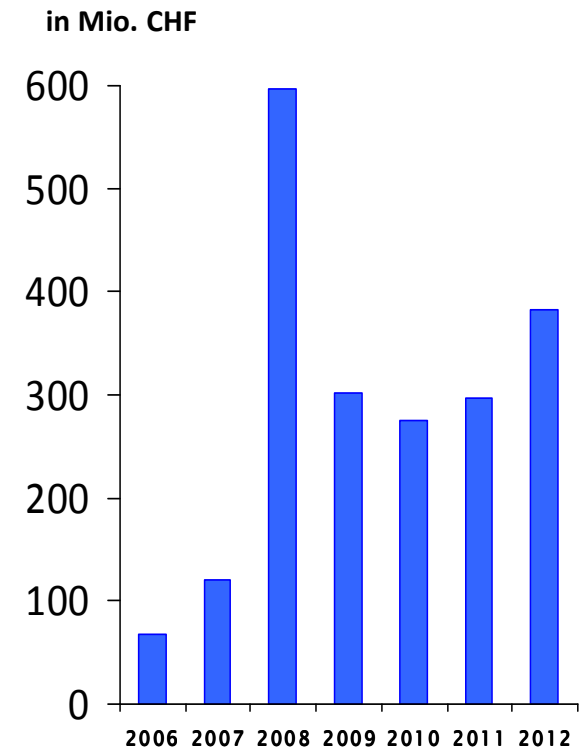
Revenues



EBITDA

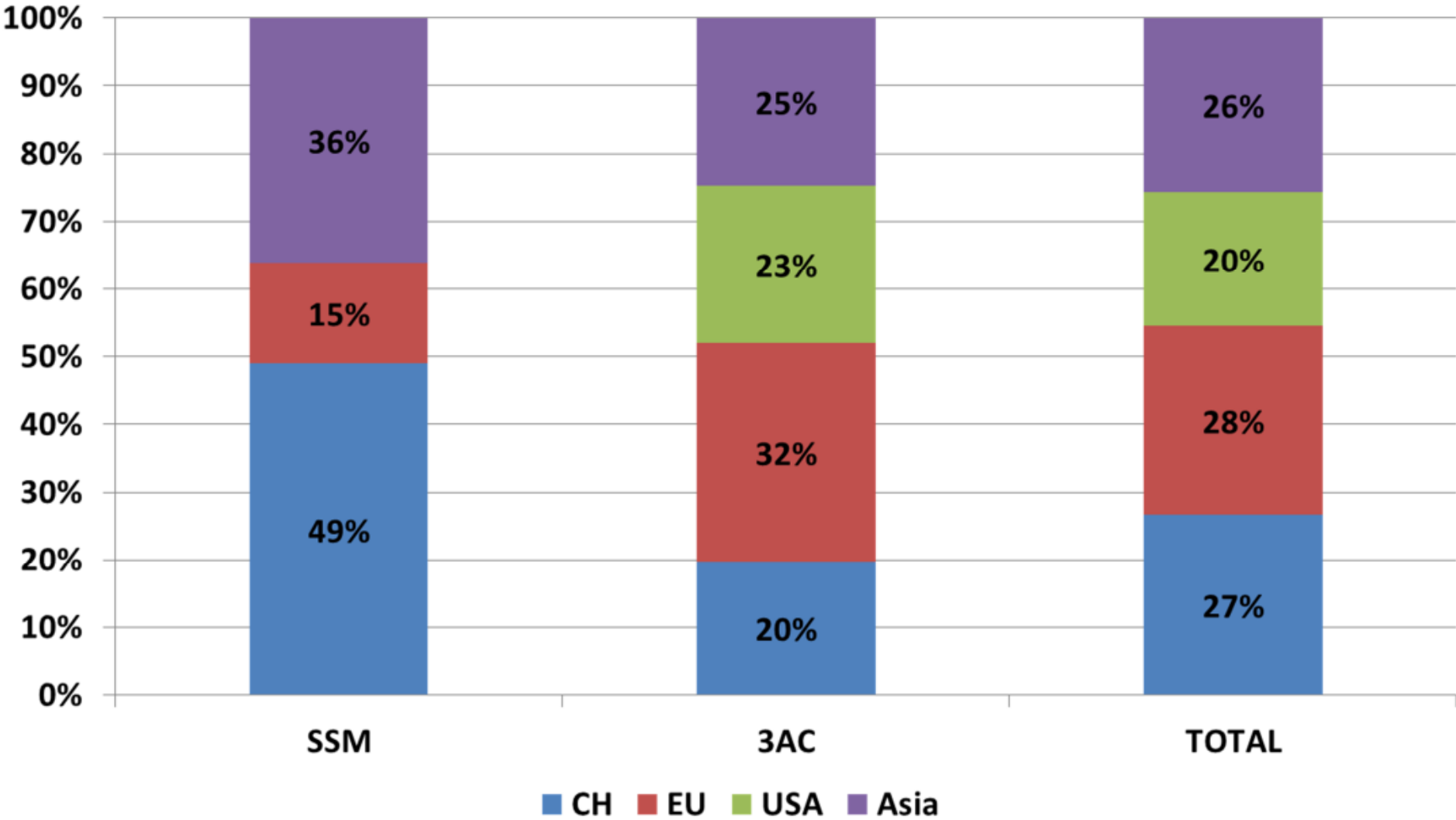


Cash



2011/2012 restated (Ismecca)

Employees per Region YE 2012 (excl. Ecuador)



■ SSM Textile Machinery

- Volume increase targeted
- Higher result expected due to positive effects from Giudici acquisition
- Asia remains dominant

■ 3A Composites

- Wind business continues to be weak in China. H2 depended on key accounts orders
- Increased sales in Core Materials outside wind targeted (marine and industrial applications)
- Continued strong performance of Architecture in Asia
- Solid outlook for global Architecture and Display business activities in Europe and US. Architecture in Europe probably reached top of cycle. Positive effects from investments in marketing and sales structures

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