

SCHWEITER TECHNOLOGIES



HELVEA Swiss Equities Conference

Bad Ragaz, 12th January 2012

1 Welcome and Introduction 

2 Half Year Results 2011

3 Division Information

4 Outlook

One Group – Three Leading Divisions

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SSM Textile Machinery



Revenues: 100 MCHF Employees: 230

Ismeca Semiconductor



Revenues: 100 MCHF / Employees: 350

3A Composites



Revenues: 600-800 MCHF / Employees: 2'500 (of which 900 in Ecuador)

1 Welcome and Introduction

2 **Half Year Results 2011**



3 Division Information

4 Outlook

Highlights First Half Year 2011

- **(1) Composites: Increase in net sales vs. H1/2010 by 2% and vs. H2/2010 by 6% in local currencies**
- **(2) Composites: Wind segment strong in China - compensating ongoing weak markets in US/EU**
- **(3) Composites: Good recovery in Display and Architecture in EU/US. Negative impact of raw material price increases**
- **Solid results in SSM Textile Machinery and Ismecca Semiconductor driven by Asian countries**
- **Weak USD/EUR affecting financial result by 9 MCHF**
- **Very solid balance sheet and cash position of MCHF 250**

SSM Textile Machinery

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In CHF Mio.	H1 2011	H1 2010	Total 2010	H1/H1 in %
Orders received	40.1	47.2	90.4	-15%
Net sales	39.3	42.5	85.9	- 8%
EBITDA %-Net sales	5.4 13.7%	7.4 17.4%	13.3 15.5%	-27%
Employees (end of period)	240	210	235	14%

SSM Textile Machinery - H1 2011

- **8% decrease in net sales (-2% in local currency)**
- **Good performance led by Asian markets mainly India**
- **50% of sales in China, India and Bangladesh**
- **Strong EBITDA-margin > 13%**
- **Continued R&D expenditures to extend strategic position**
- **Latest innovation presented at ITMA Barcelona 2011**
- **1/3 of machines already assembled in own factory in China**

Ismeca Semiconductor

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In CHF Mio.	H1 2011	H1 2010	Total 2010	H1/H1 in %
Orders received	50.9	73.1	136.4	-30%
Net sales	50.8	50.4	126.3	1%
EBITDA %-Net sales	5.3 10.4%	6.5 12.9%	20.8 16.5%	-18%
Employees (end of period)	386	349	365	11%

- **Solid order intake (-18% in local currencies vs. record level in PY)**
- **High sales in all Asian markets continued in H1 2011. Increase of 18% in local currencies**
- **Extended market leadership in Taiwan and Philippines, Korea as a new market**
- **EBITDA of CHF 5.3 Mio. (10% margin)**
- **Good operating performance significantly affected by weak USD**
- **Standard equipment manufacturing concentrated in Malaysia, Switzerland focused on innovation**

3A Composites

In CHF Mio.	H1 2011	H1 2010	Total 2010	H1/H1 in %
Orders received	389.3	416.3	734.1	-6%
Net sales	334.7	372.4	719.5	-10%
EBITDA %-Net sales	36.7 11.0%	35.9 9.6%	66.0 9.2%	2%
Employees (end of period)	3'083	3'301	3'142	-7%

3A Composites H1 2011

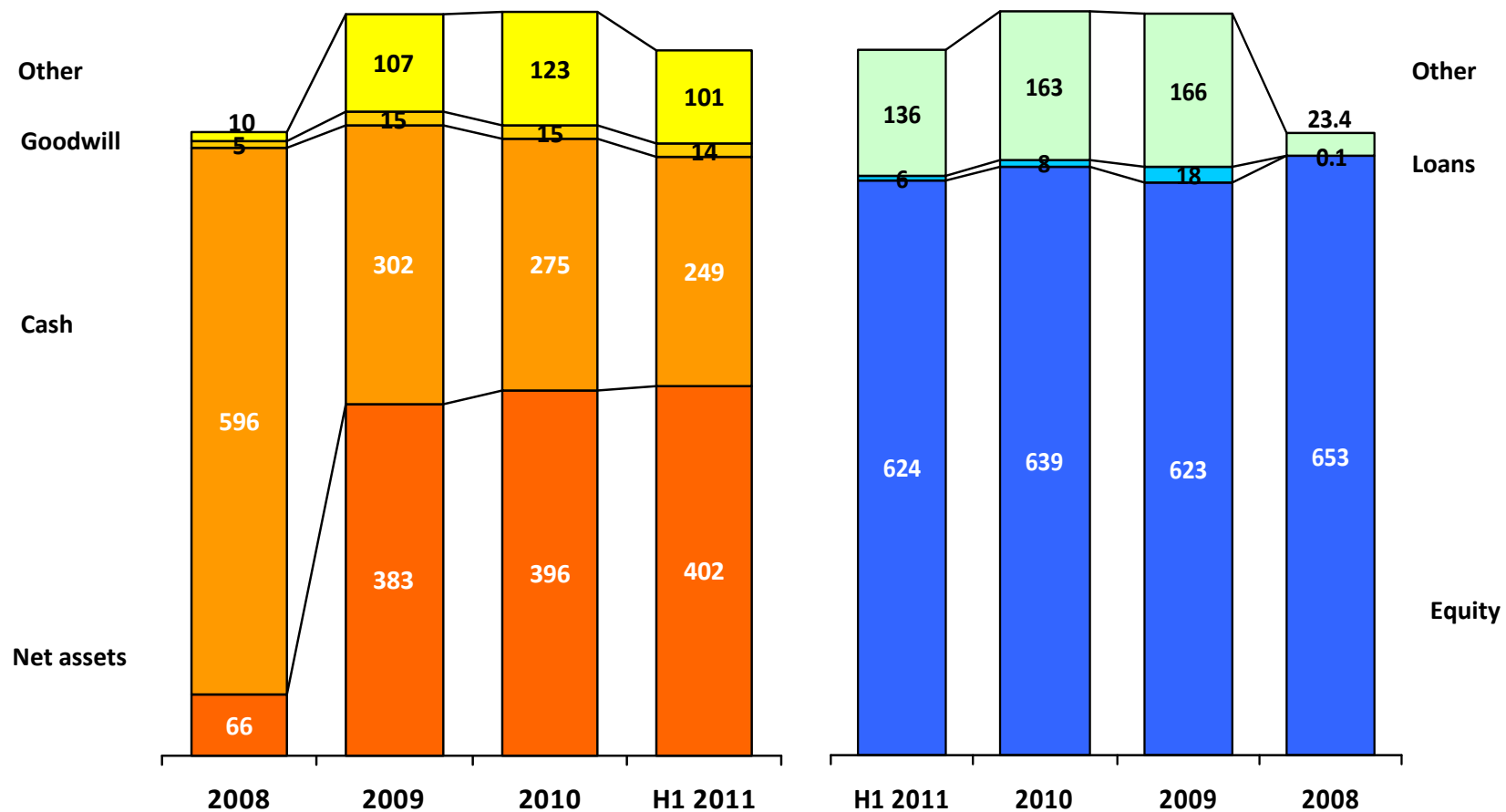
- Increase in net sales vs. H1/2010 by 2% and vs. H2/2010 by 6% (local currencies). EBITDA-% of 11%
- Good performance of wind segment in China due to strong position with local OEM's
- Good results in Display and Architecture in US. EU affected by raw material price increases
- Architecture/Display business in Asia (China/India) with positive impact on results (from low level)
- Restructuring expenses compensated by positive impact from reduction of pension obligation
- Reorganization and restructuring projects with full impacts visible from Q4/2011 on

Group

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In CHF Mio.	H1 2011	H1 2010	Total 2010	Total 2009	H1/H1 in %
Orders received	480.3	536.6	960.9	175.2	-10%
Net sales	425.0	465.5	932.1	129.9	-9%
EBITDA %-Net sales	46.3 10.9%	48.5 10.4%	99.9 10.7%	-16.2	-5%
EBIT %-Net sales	31.5 7.4%	33.7 7.2%	67.4 7.2%	-20.4	-7%
Net income	20.3	23.6	51.0	-20.4	-14%
Employees (end of period)	3'715	3'863	3'745	3'550	-4%

Strong Balance Sheet



Balance Sheet Highlights

- **Cash position CHF 250 Mio.**
- **Treasury shares 5.4% of share capital**
- **Practically no short/long term bank liabilities**
- **Goodwill CHF 14 Mio.**
- **Shareholders' Equity CHF 624 Mio. = CHF 430 per share**
- **Equity ratio 76%**

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4 Outlook

SSM – leading Swiss  technology
for yarn processing and winding

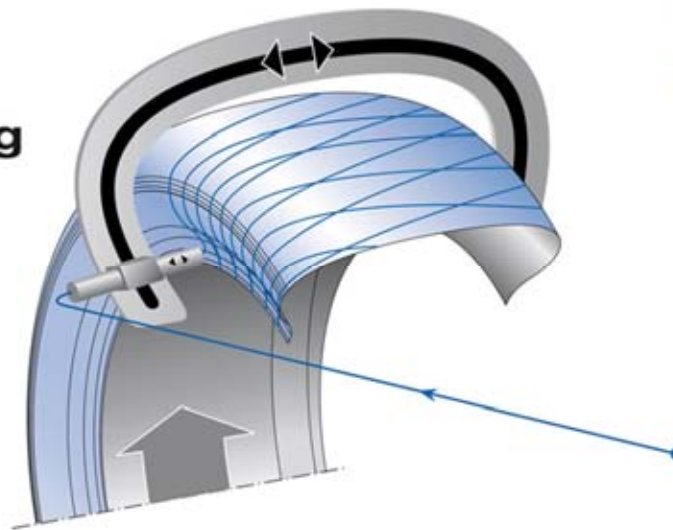


SSM Textile Machinery

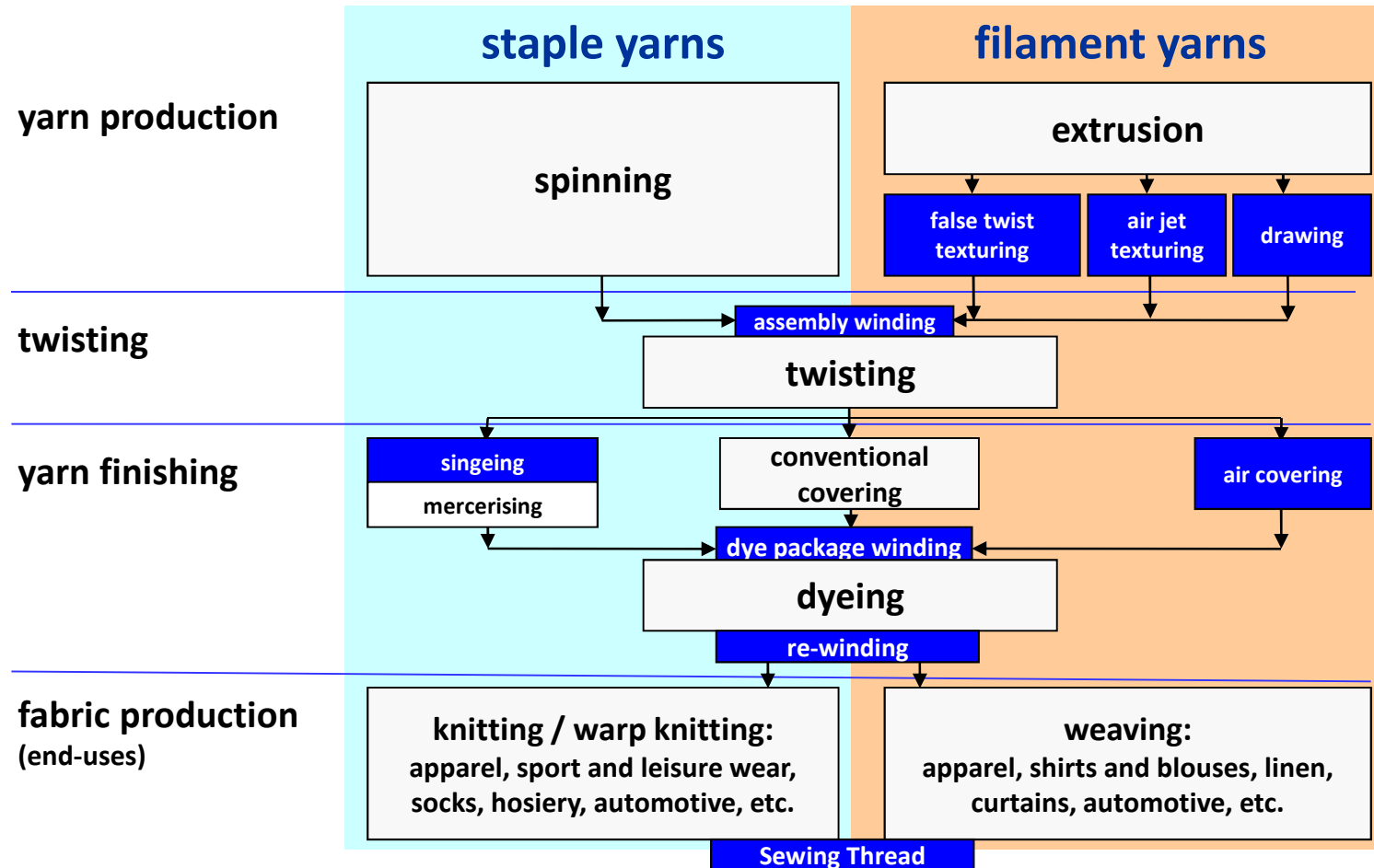
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SSM  3D-Winding



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
- All know-how sensitive key components provided from Switzerland
- Facility also used for marketing & training purposes



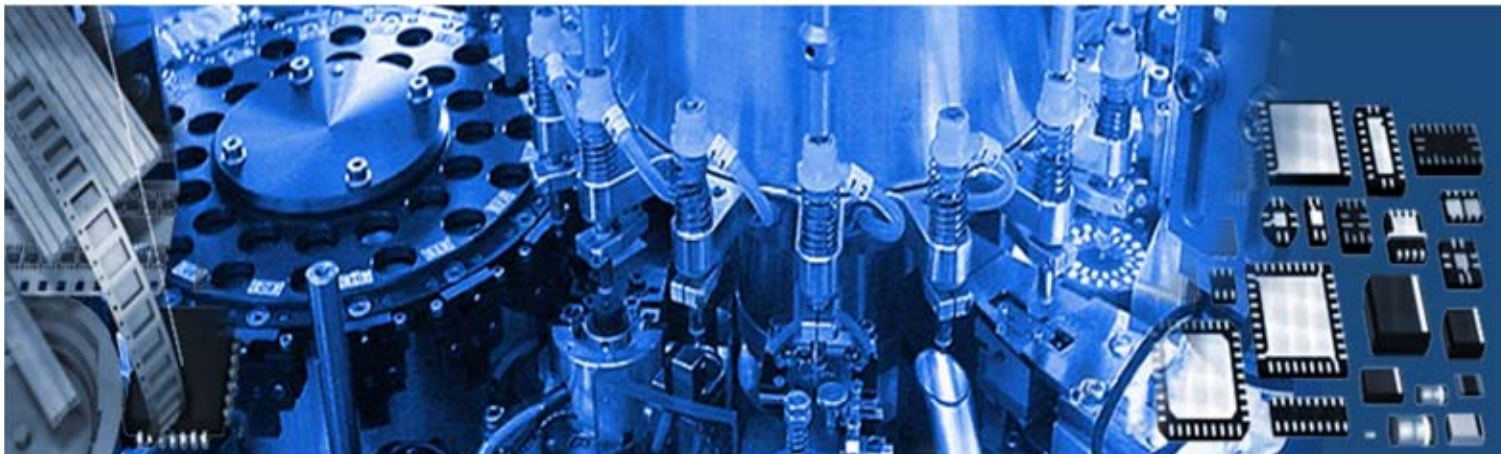
Acquisition of Giudici

- Acquisition announced on Dec. 23, 2011
- Closing of acquisition expected as of January 31, 2012
- Giudici as a leader in false-twist texturizing with more than 50 years of experience in yarn texturizing
- Located in Sala al Barro, Galbiato (LC), Italy
- Turnover approx. MCHF 10 with 40 employees
- Product range complementary to SSM's product range
- Giudici will benefit from global SSM sales and service network and international sourcing capabilities

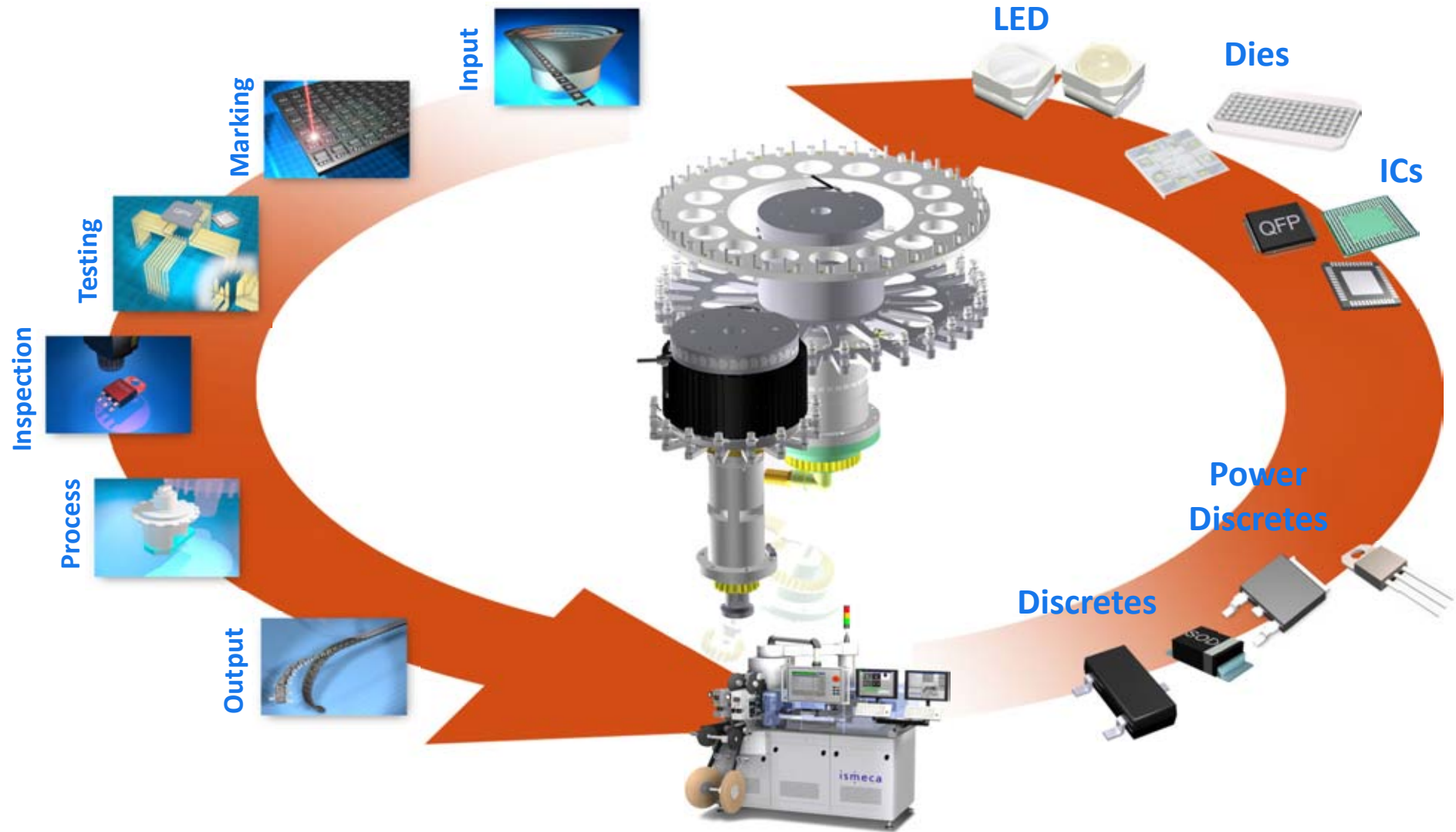
Strong Global Presence



Global Leader in Back-End Finishing Processes



Modular Solutions for Backend Finishing Processes



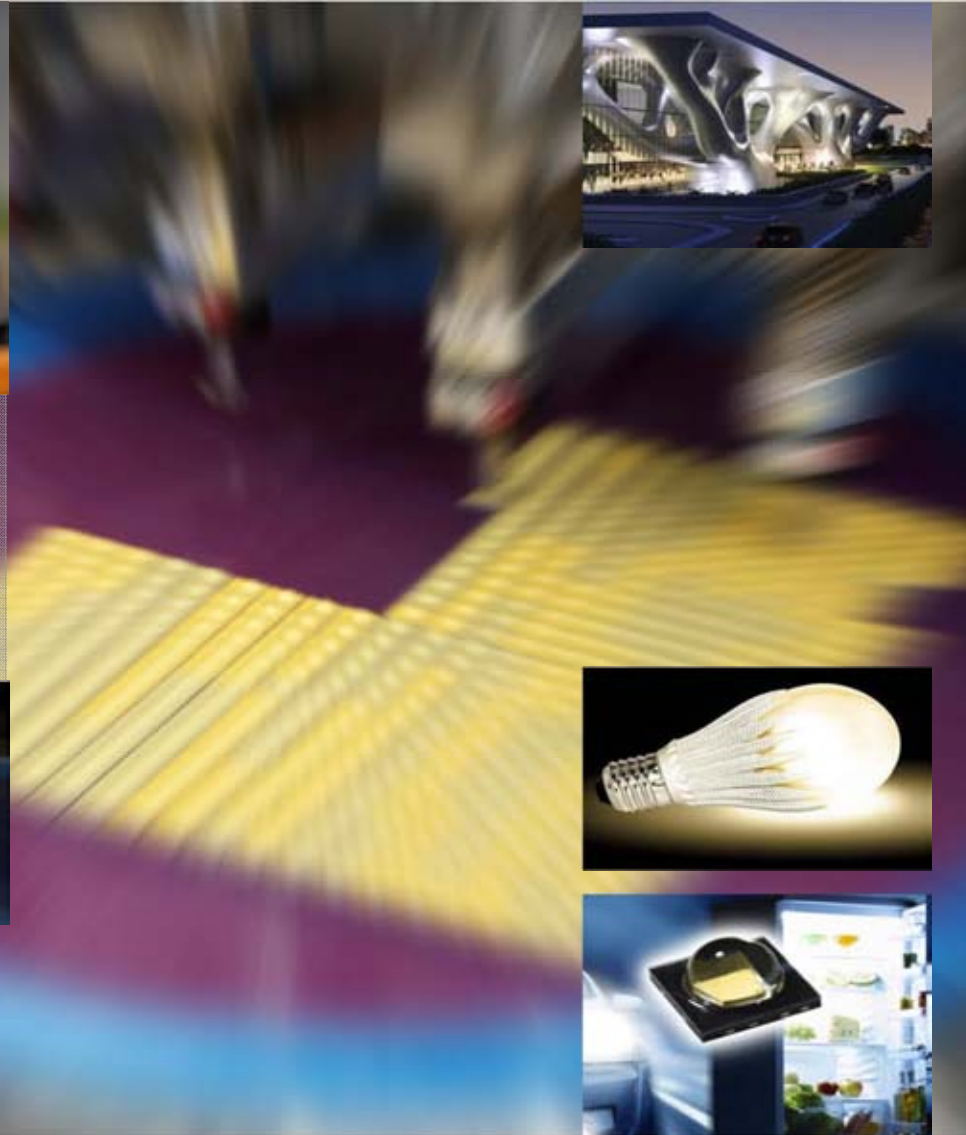
Integrated Solutions for HB LED Manufacturing

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Ismecca integrated solutions:

- Full visual inspection
- LED lighting characterization
- LED sorting and taping
- Full device traceability



Global Presence – Local Support in all Markets



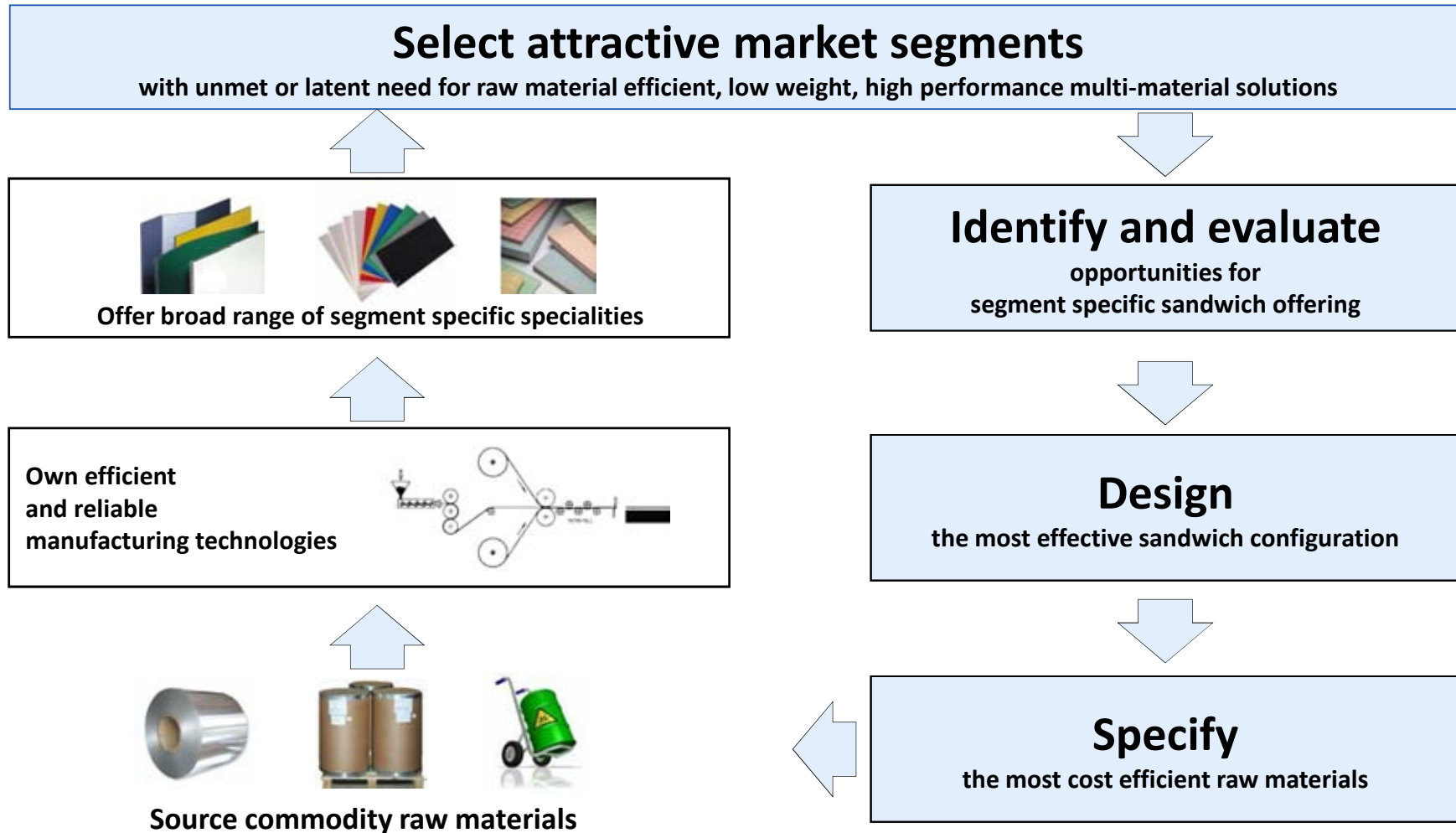


Composites

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3A Composites – The Business Idea



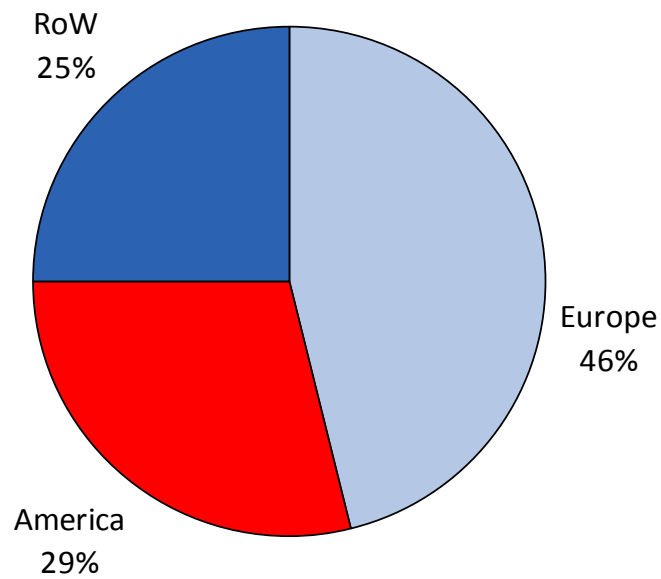
Broad Product Range and Market-leading Brands

Applications
Brands
Products

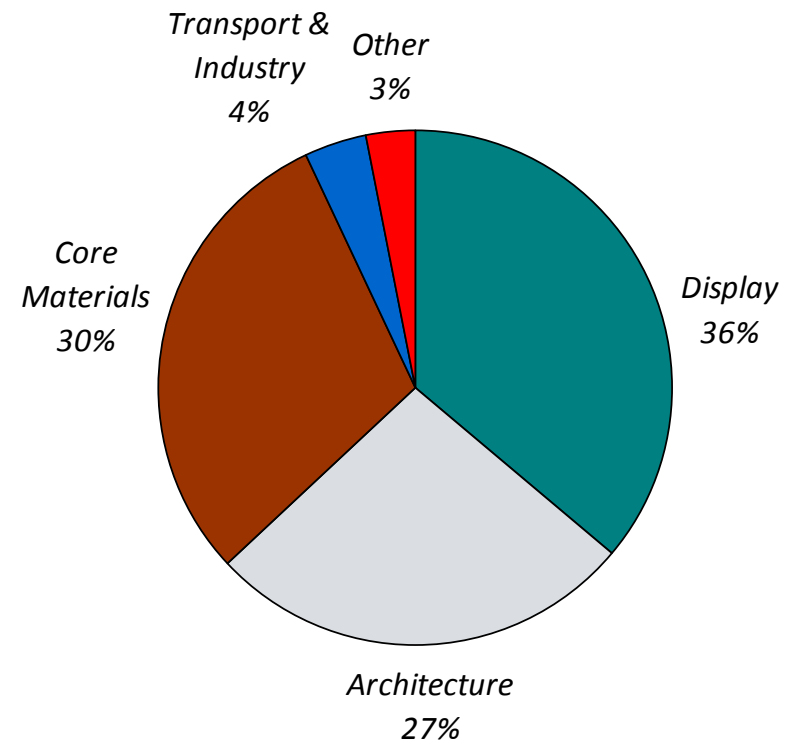
Core Materials	Architecture	Display
		
<p>AIREX[®] KITKORE[™] BALTEK[®]</p>	<p>ALUCOBOND[™] ALUCORE</p>	<p>FOREX[™] DIBOND[™] GATOR[™] FOAM-X^{NEW} KAPA[™] FOME-COR[®] SINTRA[™] HYLITE[®]</p>
<p><u>Structural Core Materials</u> Engineering Foams and Balsa</p>	<p><u>Sandwich Panels</u> Aluminum skins and various core materials</p>	<p><u>Sandwich Panels</u> Metal, paper and plastic skins and foamed core materials</p>

Revenue Breakdown 2010

by Geography



by Market Segment



Broad Range of Structural Core Materials

- Engineering Foams (PVC, PET)
- Balsa Products



Solutions for Mass Transportation

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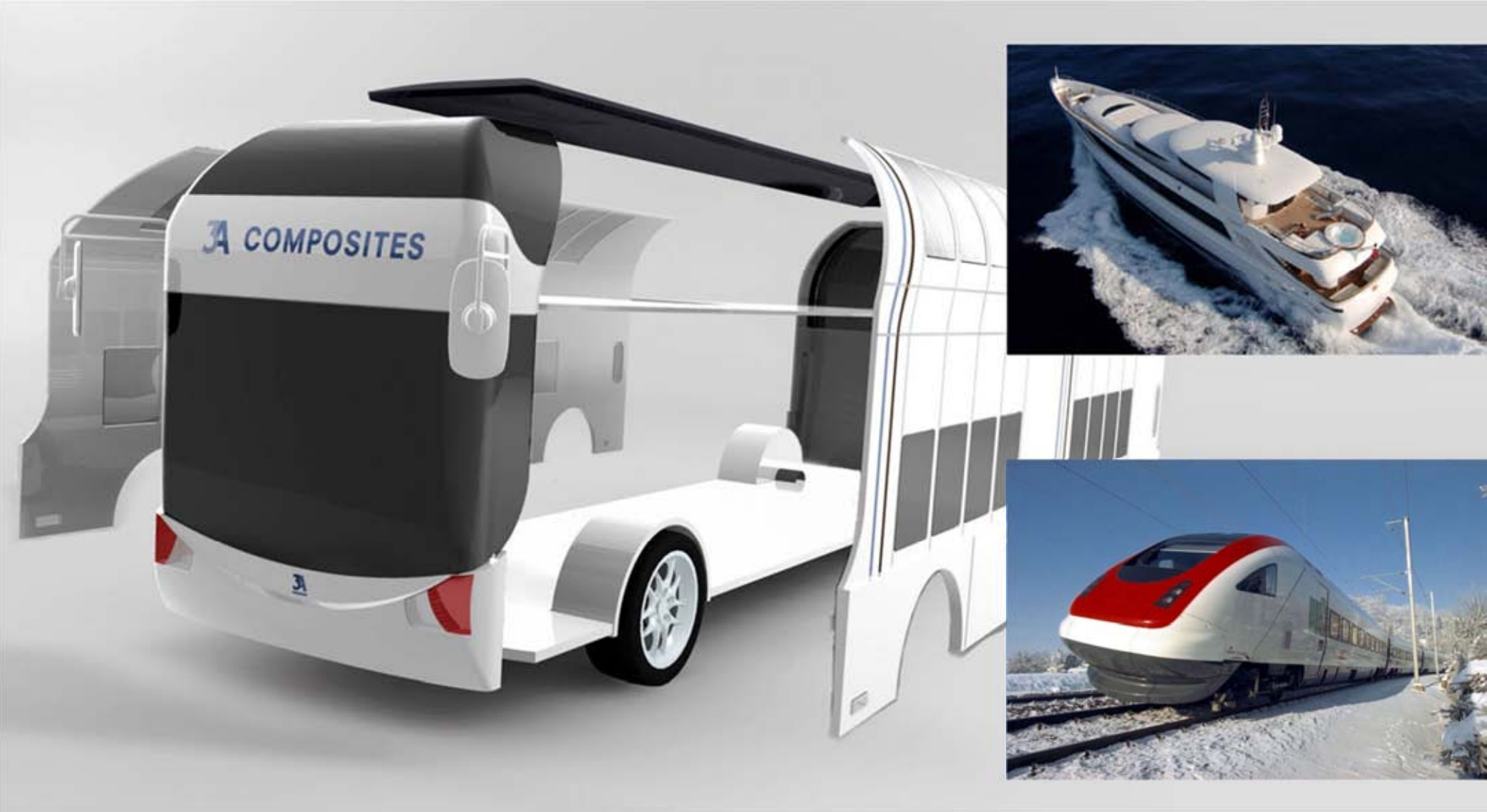


Integrated Sandwich Solutions

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



Solutions for Mass Transportation and Marine

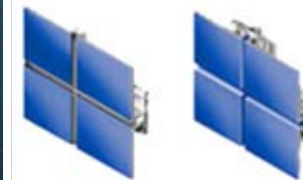


Broad Range of Comp. Sheets and Panels

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



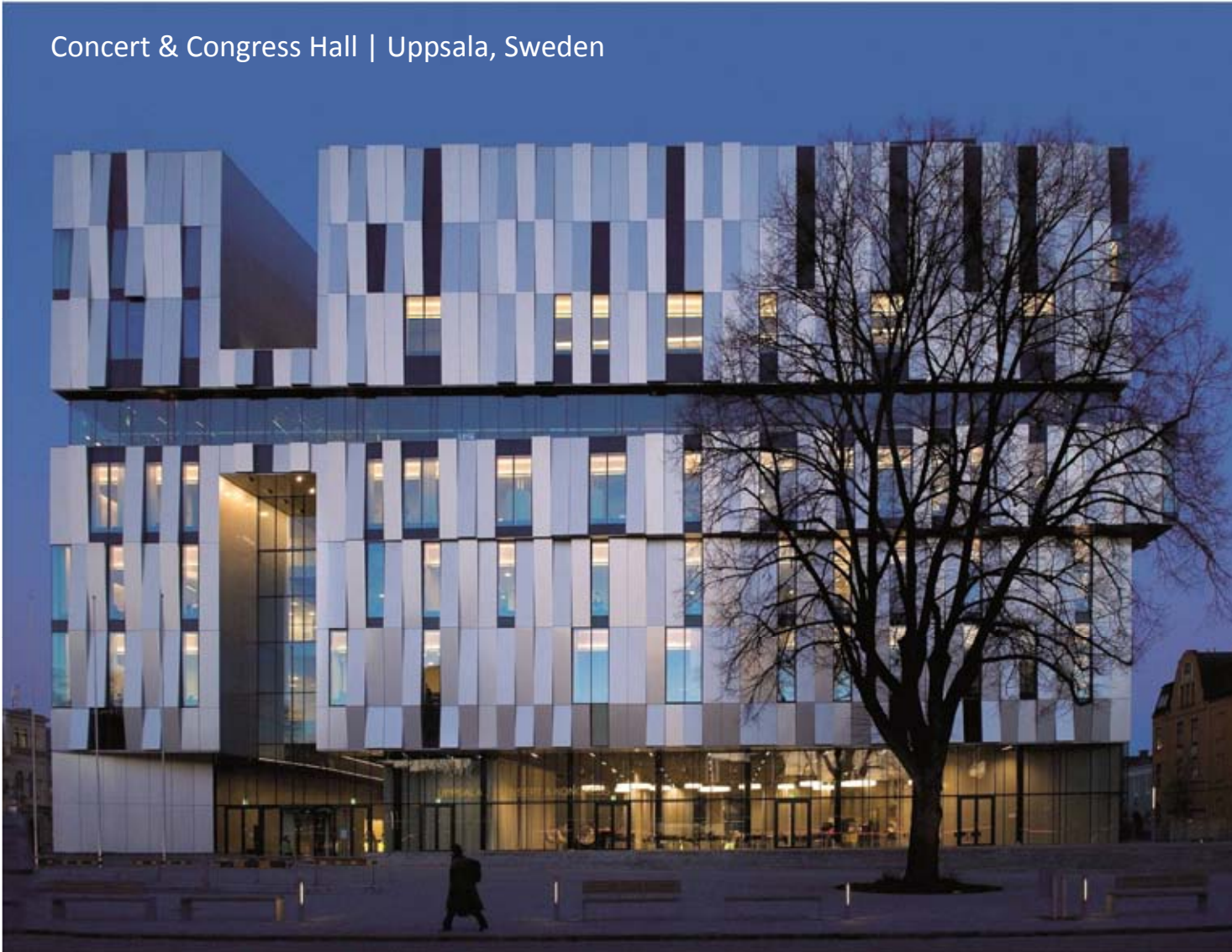
Ventilated Façade Solutions, exterior & interior cladding, CID Applications based on Alucobond Sandwich Panels



Successful Projects using Alucobond (1)

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Concert & Congress Hall | Uppsala, Sweden



German National Library
Germany



Le torri di Jesolo
Venice, Italy



Successful Projects using Alucobond (2)



Successful Projects using Alucobond (3)

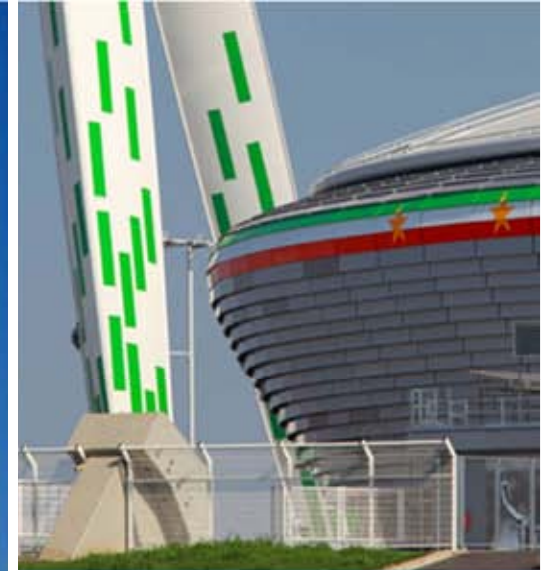
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ONIX | Lille, France



Successful Projects using Alucobond (4)

Stadio delle Alpi, Juventus Football Club | Turin, Italy



Key Strategy Changes in Progress

Core Materials / Wind

- Secure leading positions in Balsa (ECU)
- Strengthen market pos. in China (local "JV")
- Expand presence in US (new site in "wind belt")
- Invest in future markets (new conversion center in Brazil)

Architecture / Display

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

Increasing Participation in High-Growth Economies

Assets in North America

- ◆ 4 sites
- 400 Employees

Assets In Europe

- ◆ Headquarters in Sins and Singen
- ◆ 5 Sites
- 800 Employees



Assets in South America

- ◆ 3 sites
- ◇ Sales office
- 8'500 ha plantations in Ecuador
- 1'000 Employees

Assets in China and India

- ◆ 5 Sites
- ◇ Headquarters in Singapore
- 400 Employees

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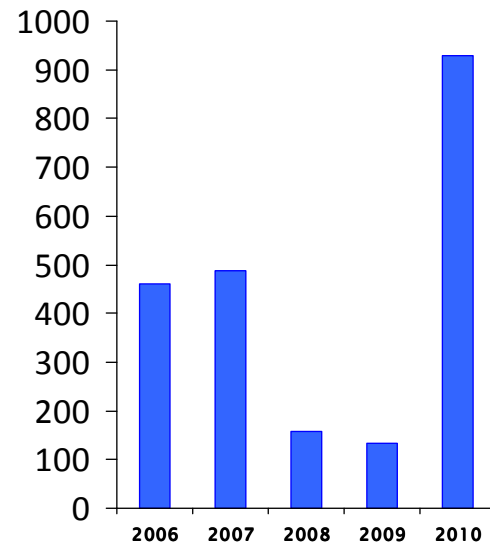
4 Outlook



Group Performance

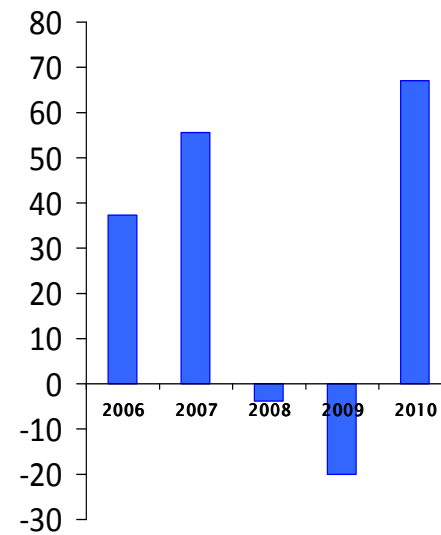
Revenues

in Mio. CHF



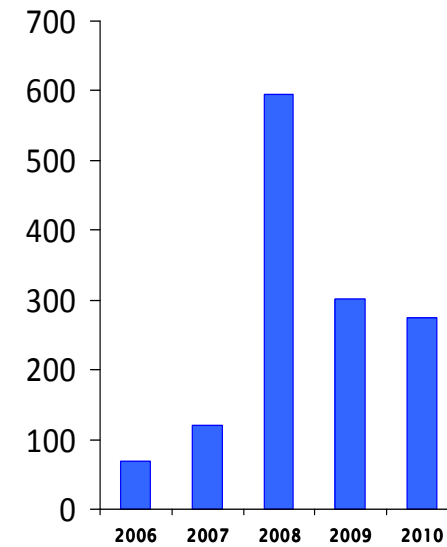
Operating Earnings

in Mio. CHF

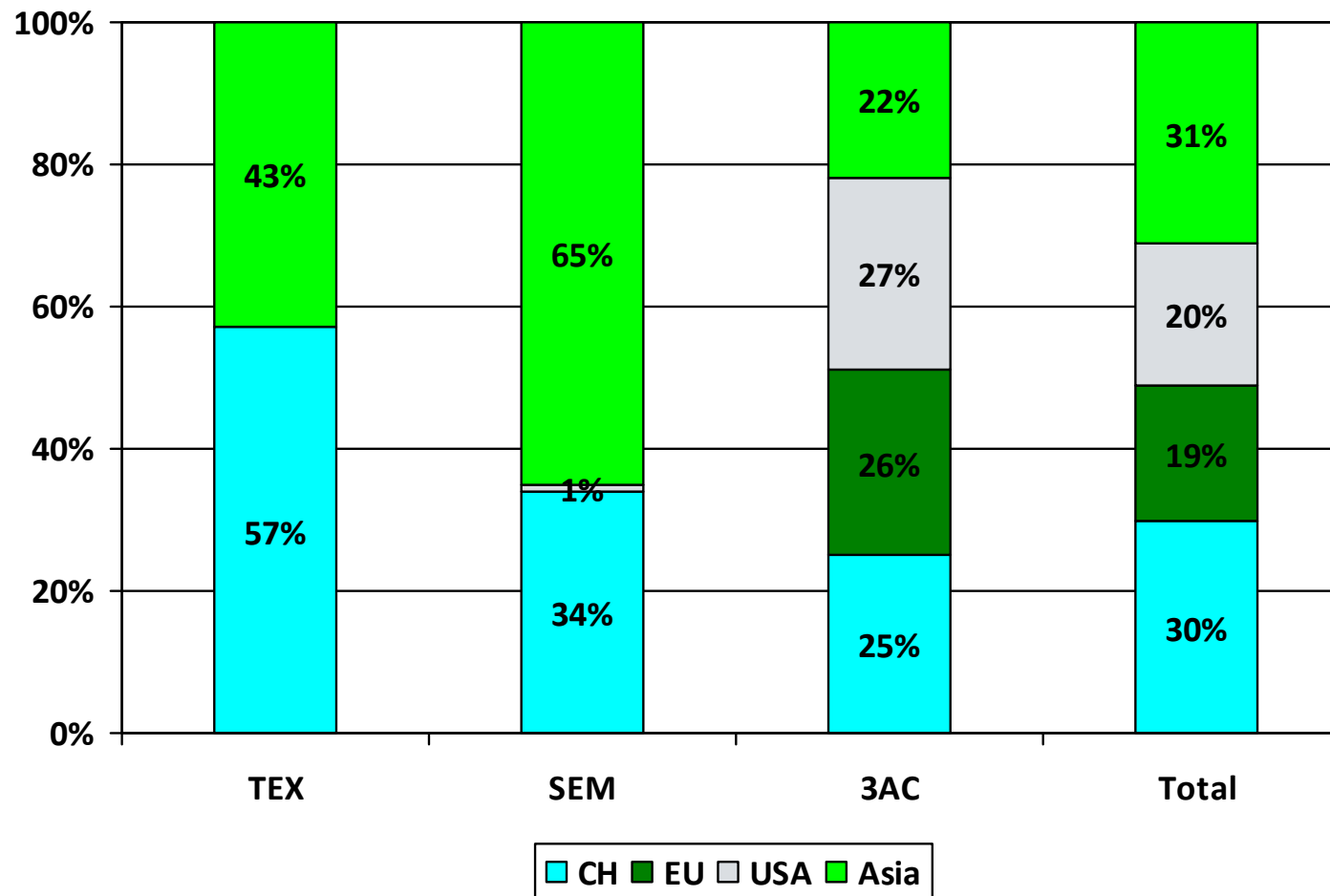


Net Cash

in Mio. CHF



Employees per Region YE 2010 (excl. Ecuador)



■ SSM Textile Machinery

- Stable volumes expected in H1
- Asia remains dominant - led by India and China
- Positive impact expected from innovations and acquisition of Giudici

■ Ismecca Semiconductor

- Stable volumes expected in H1
- LED continue to grow
- Positive impact from announced restructuring measures

■ 3A Composites

- Wind business in China remains flat. Cost pressure for wind blade manufacturer
- Trend of increasing raw material prices stopped - positive impact on margins
- Display business in US closely following economic cycles
- Solid outlook for global architecture and European business activities in H1

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