

Media & Analyst Conference 2015



Zurich - March 16, 2015

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- 1 Welcome and Introduction
- 2 Results 2014
- 3 Division Information
- 4 Strategic Focus / Acquisitions
- 5 Outlook



One Group – Two Leading Divisions



3A
COMPOSITES

3A Composites

Global market leader in composite panels and core materials for sandwich solutions

Revenues: 600 - 800 MCHF

Employees: ~2'500
(of which ~800 in Ecuador)

SSM

SSM Textile Machinery

Leading manufacturer of machines for yarn processing and precision winding

Revenues: 70 - 100 MCHF

Employees: ~240

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Highlights 2014

3A Composites

- Excellent results in Architecture and Display
- Profitability with a double digit growth in Europe & Asia Pacific
- Continuous strong market position in Core Materials with significant increase in volumes & profitability supported by a recovery of the wind segment in China
- Performance driven by innovations, customer focus and superior products
- 3 acquisitions concluded

SSM

- Increase of EBITDA by 83%
- EBITDA-margin increased to 17%
- Outstanding results driven by large-scale orders and strong texturizing business
- Continuing success in the chemical fibers business

Group

- Increase in net sales (+12%) with an above average increase in EBITDA (+19%) and net income (+51%)
- Very solid balance sheet
- High cash position of > CHF 300 Mio.
- Attractive dividend payment of CHF 40 per share for 2014 (5% yield based on share price of CHF 780)

3A Composites Results

<i>in CHF Mio.</i>	H1 2014	H2 2014	Total 2014	Total 2013	%
Orders received	349.9	360.8	710.7	627.9	13%
Net sales	333.1	344.1	677.2	612.0	11%
EBITDA	33.8	36.3	70.1	57.6	22%
<i>in % of net sales</i>	10.1%	10.5%	10.4%	9.4%	
EBIT	22.8	24.3	47.1	35.5	33%
Employees (end of period)			2514	2081	21%

3A Composites Results

- Excellent performance driven by Architecture and Display. Profitability with a double digit growth in Europe & Asia Pacific
- Gain of market share in Display business due to superior products and brands
- Significant growth of the Architecture business in Europe (especially Central Europe)
- Strong position in high-growth countries in Architecture (Asia, Middle East)
- Performance driven by innovations, customer focus and superior products
- Continuous strong market position in Core Materials. Significant increase in volumes & profitability supported by a recovery of the wind segment in China
- Acquisitions supporting market dominance in selected segments:
 - Polycasa - expansion of the display business
 - Plastwag - strengthening the transportation business
 - PNG Balsa - securing and expanding the Balsa supply for Core Materials



SSM Results

<i>in CHF Mio.</i>	H1 2014	H2 2014	Total 2014	Total 2013	%
Orders received	41.4	47.9	89.3	78.2	14%
Net sales	42.2	45.7	87.9	73.7	19%
EBITDA	7.7	6.9	14.6	8.0	83%
<i>in % of net sales</i>	18.2%	15.1%	16.6%	10.9%	
EBIT	7.1	6.3	13.4	6.9	94%
Employees (end of period)			244	242	1%

SSM Results

- Outstanding results driven by large-scale orders and strong texturizing business
- Strong development of the chemical fibres business
- Dominant market position in Asia
- Good performance in Middle East and South America
- First orders received for the new business field of technical yarns
- Development of two new product lines for the chemical fibres business to expand into new markets
- Continued R&D expenditures to extend strategic position



Group Results

<i>in CHF Mio.</i>	H1 2014	H2 2014	Total 2014	Total 2013	%
Orders received	391.3	408.7	800.0	706.1	13%
Net sales	375.5	390.1	765.6	686.2	12%
EBITDA	40.3	41.4	81.7	68.7	19%
<i>in % of net sales</i>	10.7%	10.6%	10.7%	10.0%	
EBIT	28.7	28.8	57.5	45.5	26%
Net income	20.8	24.7	45.5	30.2	51%
Employees (end of period)			2764	2329	19%

Strong Balance Sheet

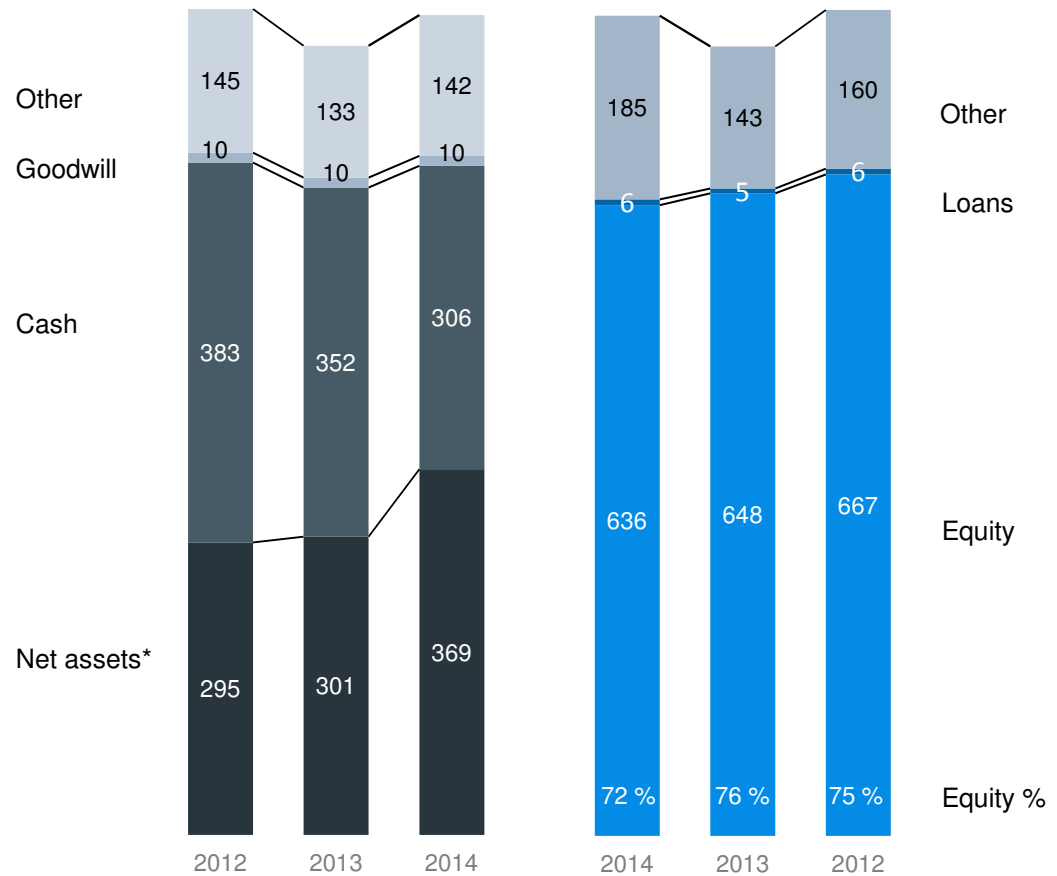
Cash position CHF 306 Mio.

Practically no short & long term bank liabilities

Goodwill CHF 10 Mio.

Shareholders' Equity CHF 636 Mio. = CHF 441 per share

Equity ratio 72%

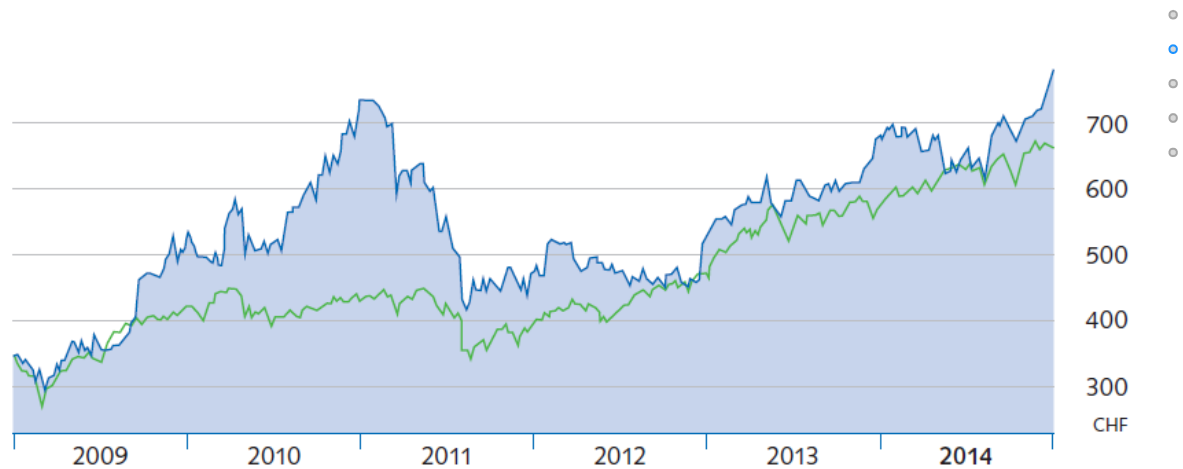


Share Price Development / Dividend Proposal

Earnings per share 2014: CHF 32

Market cap year-end 2014: MCHF 1,126

DIVIDEND PROPOSAL:
40 CHF PER SHARE
(= 5% yield based on share price of CHF 780)



Schweiter Technologies AG
Swiss Performance Index (SPI)

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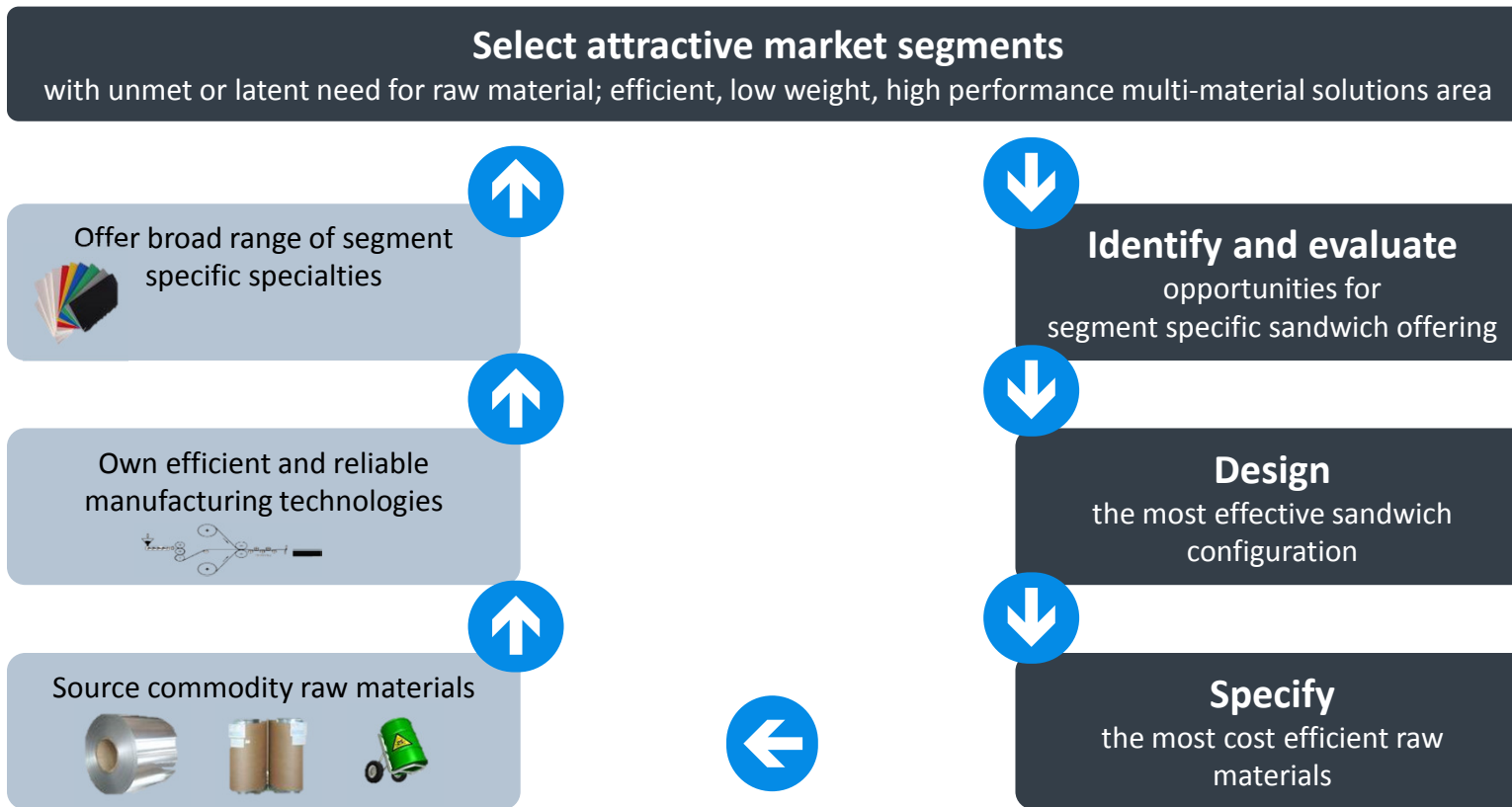
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3A Composites



3A Composites - Business Idea



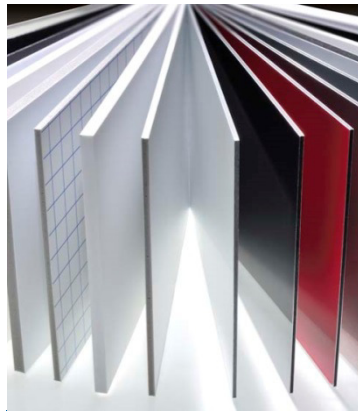
3A Composites – Market Segments



Core Materials



Architecture



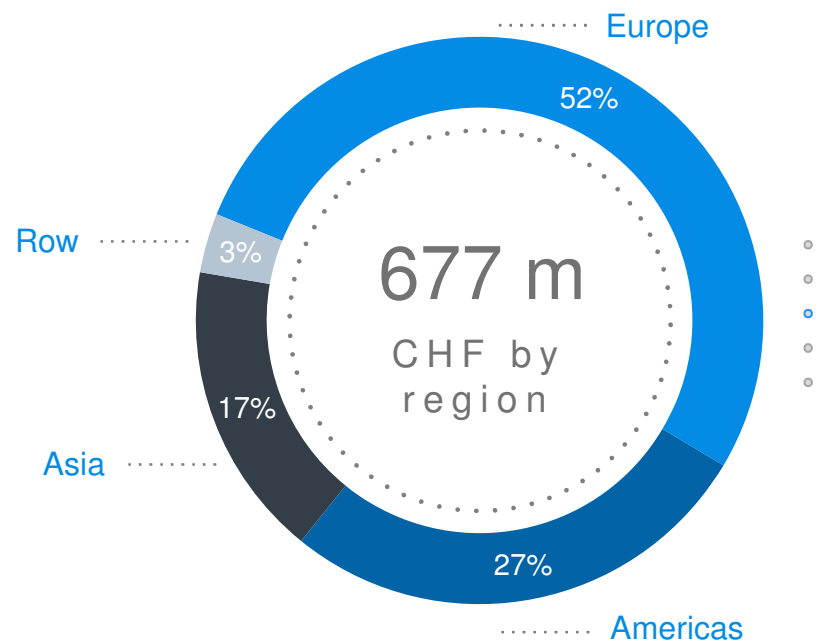
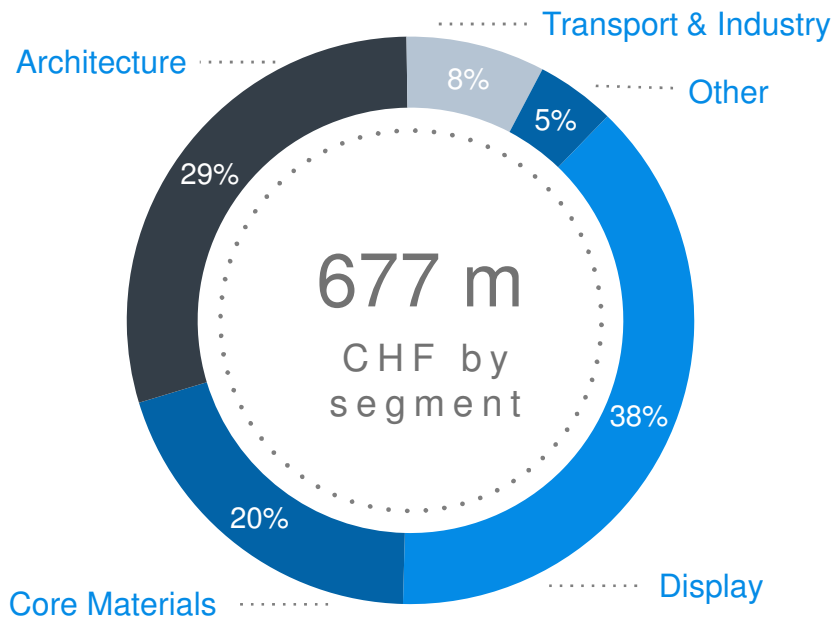
Display



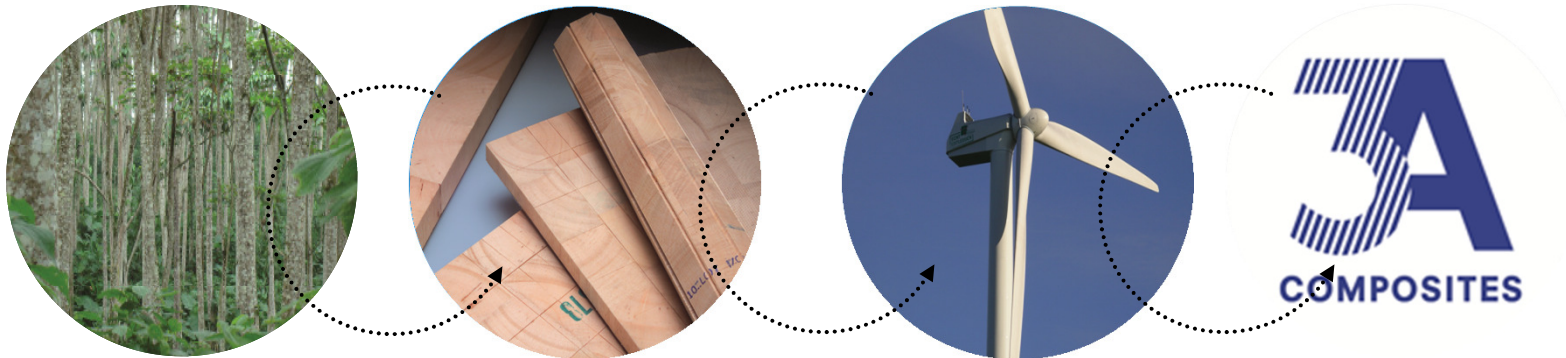
Transport
& Industry



Revenue Breakdown 2014



Core Materials



M

aterials

Engineering Plastics

- Polyester (PET)
- Polyetherimide (PEI)
- Polyvinylchloride (PVC)
- Polystyrene (PS)
- Polyurethane (PUR)

Balsa

- Standard Balsa (Baltek SB)
- Premium Balsa (Baltek SBC)
- Veneer based Balsa (Banova & Baltek VBC)

P

roducts

Structural Airex and Baltek Core Materials

- Plain Sheets
- Contour Core
- Kit

Banova FLEX Bending Plywood

Balsa PLY Panels

A

pplications

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

B

rands

AIREX[®]

BALTEK[®]

BANOVA

Core Materials



References

1 SSP Technology A/S | Denmark
Root joints of rotor blades with
AIREX® T90.150

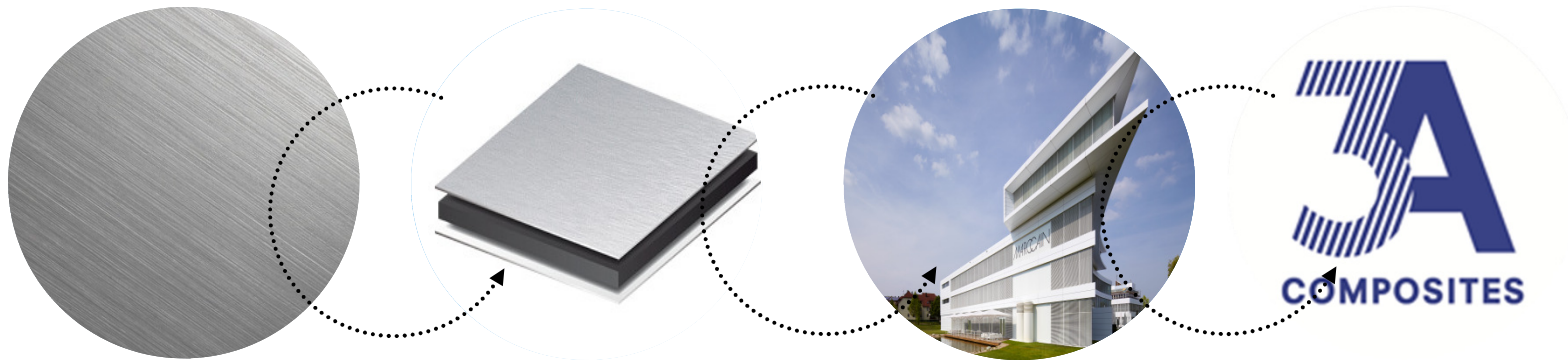
2 Sailing yachts and motorboats,
Bavaria | Germany
AIREX® C70

3 Interior & Furniture for Super yacht
BANOVA®

4 Plane „Ravin 500“ | South Africa
Wings: **AIREX® R63**
Fuselage and cabins:
AIREX® C70

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Architecture



Materials

Skin Material
Aluminum sheets

Core Material
Polyethylene (PE)
Fire Rated PE (Plus)
Non Combustible PE (A2)
Aluminum-Honeycomb

Products

Aluminium Composite Materials (ACM)

- Alucobond Standard Panels
- Alucobond Fire Rated Panels
- Alucore Honeycomb Panels

with a wide range of different surface design:

- Mill Finish
- Clear Coat
- Butler Finish
- Spectra Colours

Applications

Market Segments

- Sport, Airport, Public Space, Retail, Hotel, Hospital, Corporate, Residential

Applications

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

Brands

ALUCOBOND®
ALUCOBOND®A2
ALUCOBOND®plus
ALUCORE®



Architecture



References

1 Paläon, Schöninger Speere
Schöningen | Germany
ALUCOBOND® mirror

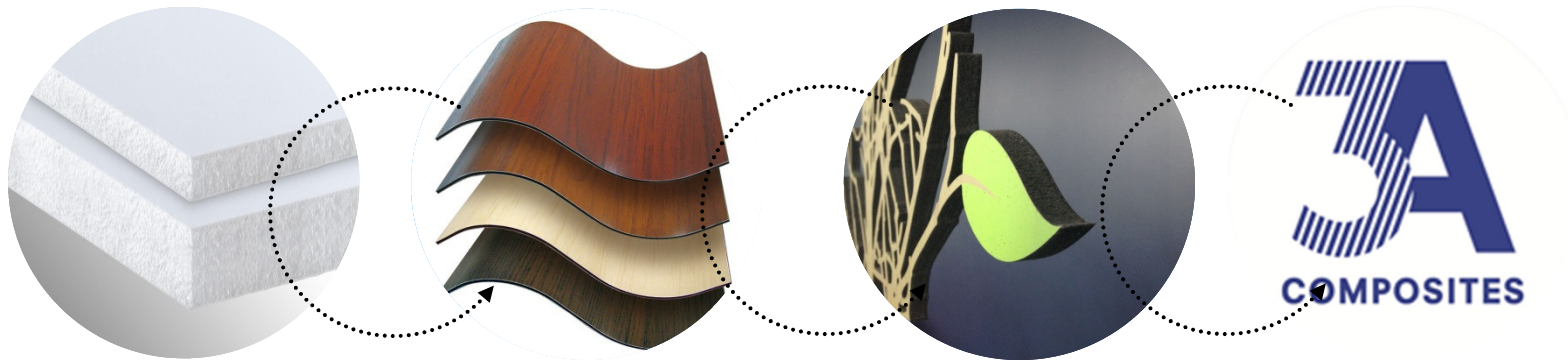
2 Film Museum
Shanghai | China
ALUCOBOND®

3 Paul F. Cullum Tower
North Bergen, New Jersey | USA
ALUCOBOND® spectra

4 Alborg House of Music | Denmark
@Duccio Malagamb
ALUCOBOND® naturAl brushed



Display



M

aterials

Skin Material
Coated Aluminum, Paper,
Polystyrene, Coated Paper, PVC,
Self adhesive Films

Core Material
Polystyrene (PS)
Polyurethane (PUR)
Polyethylene (PE)
Polypropylene (PP)
Aluminum-Honeycomb

P

roducts

Aluminum Composite Materials (ACM)

Foamed Sheets

Foam Boards

A

pplications

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

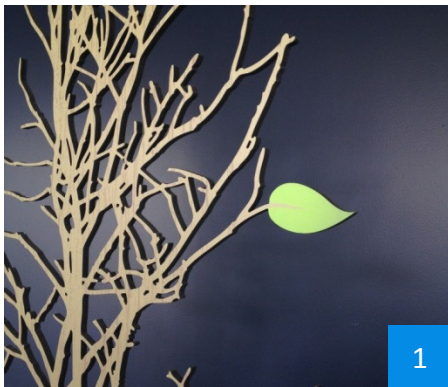
B

rands

- DIBOND®**
- FOREX®**
- KAPA®**
- FOAM-X®**
- GATORFOAM®**
- FOAMALITE®**
- HYLITE®**
- SMART-X®**
- SINTRA®**
- FOME-COR®**



Display



References

1 Tree display
CSI Printing & Graphics | USA
GATORFOAM®

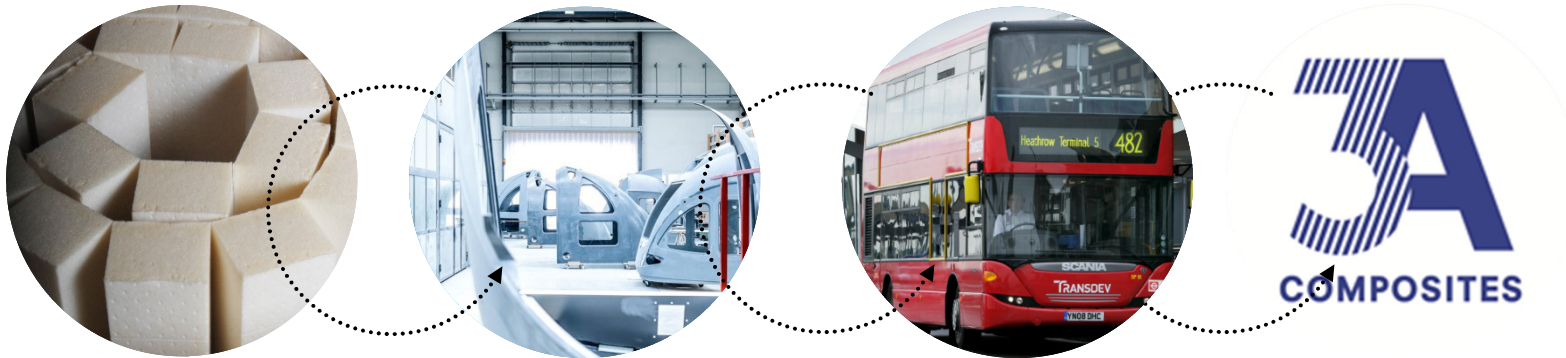
2 Shop window, Mode Zinser
Singen | Germany
GATORFOAM®

3 C&A Signage
Düsseldorf | Germany
KAPA®

4 American Swiss Shopfront | USA
DIBOND®

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Transport & Industry



Materials

- Engineering Foams
PET, PVC, PUR, PEI
- Balsa based Core Materials
- Balsa Plywood Panels & Bending Plywood
- Aluminium Composite Material (ACM)
- GRP Sandwich Material
- Aluminium Honeycomb Panels
- Lightweight Foamboards

Products

- 3D Front Cabins for Railway Vehicle
- Structural Aluminium-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

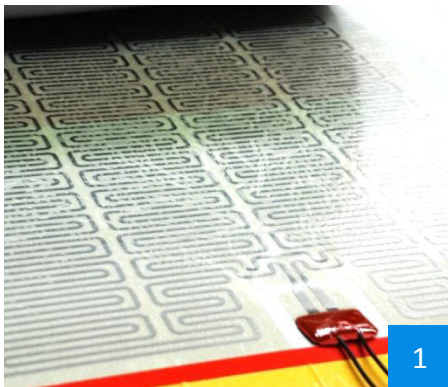
Applications

- 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®**
Integrated Floor Heating System

2 **INNOCAB®** Front Cabin
Sandwich-panel structures made
of fiber-reinforced plastic

3 **KAPA®** Term automotive DVDs

4 **XBODY®** sandwich parts

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Strong Global Presence

ASSETS IN NORTH AMERICA

● 4 sites
330 Employees



ASSETS IN EUROPE

● 6 sites
860 Employees



ASSETS IN LATIN AMERICA

● 3 sites
○ Sales office
106 plantations; 9'298 ha in Ecuador
870 Employees

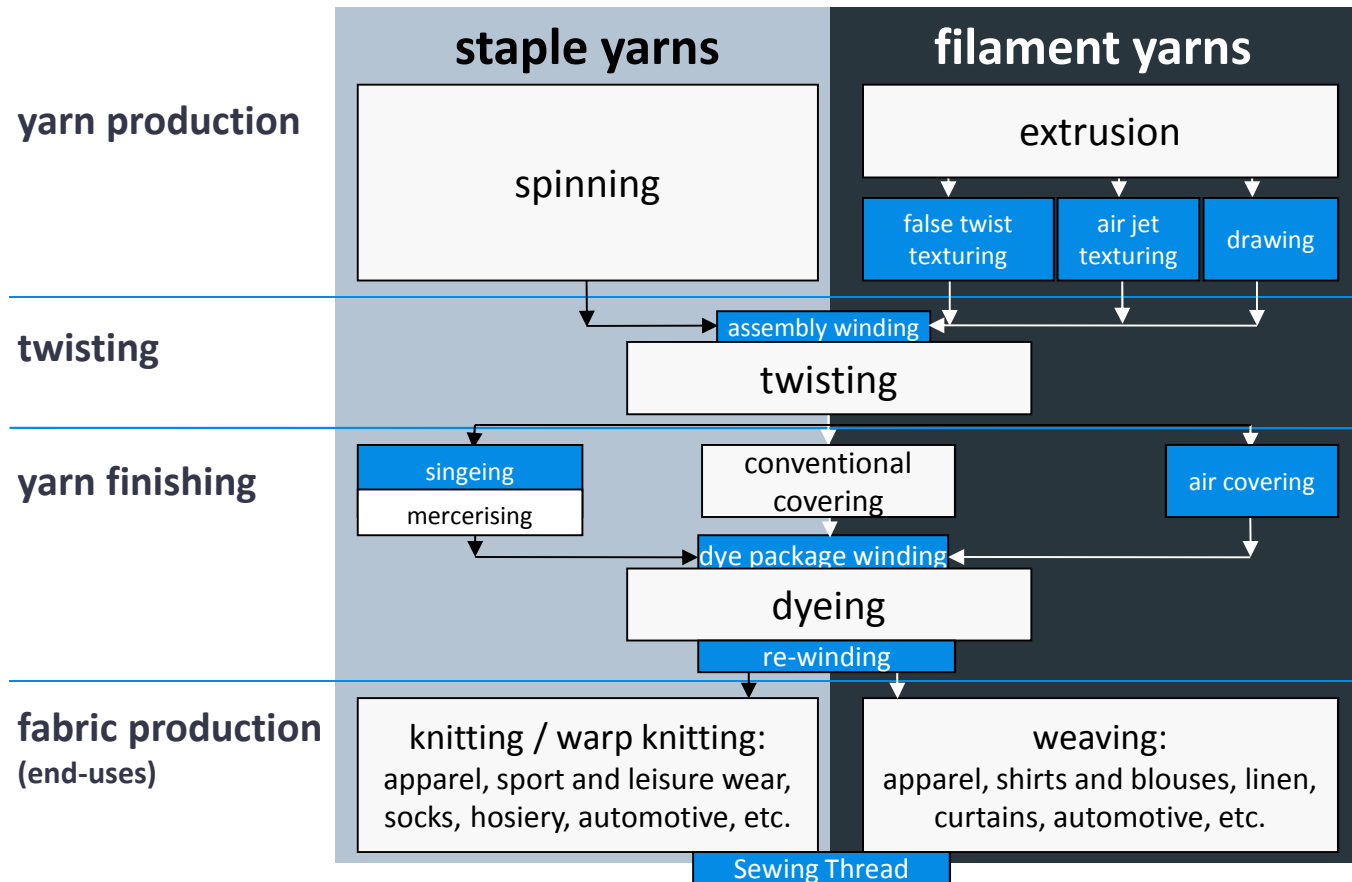
ASSETS IN ASIA PACIFIC / CHINA

● 6 sites
○ Sales office
460 Employees

SSM Textile Machinery

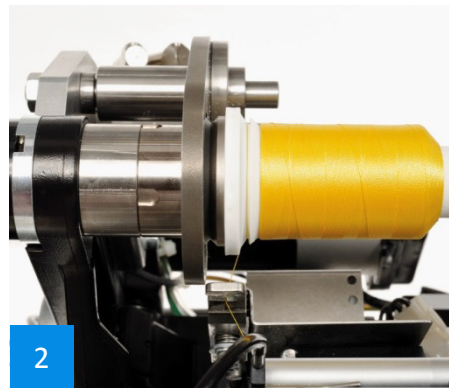
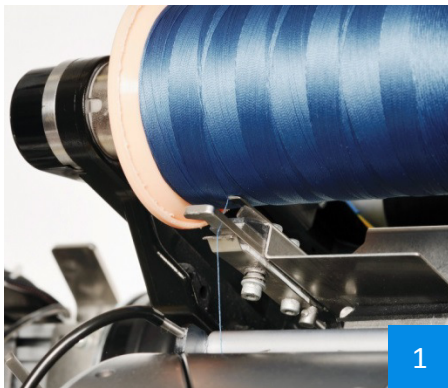


SSM - Strong niche positions in the production chain



All blue marked areas are supported by SSM equipment

SSM Textile Machinery



Products

1 Sewing Thread Finish-Winding
Kingspool / SSM TK2-20 KT

2 Sewing Thread Finish-Winding
**Kingspool with «Snap» /
SSM TK2-20**

3 Air Texturing
Glass fibre / SSM DP5-T

4 Italian Factory, SSM GIUDICI
TG.30 / False Twist Texturing



Strong Global Presence



- Sales, Manufacturing, Service
- Representative offices
- Local service stations

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Strategic Focus

- General strategy considerations:
 - Invest into attractive industrial activities with growth potential
 - Apply proven concepts of innovation management, supply chain management, direct marketing/sales organization and lean structures
- Focus on Composite business as dominant business field
- Empower acquired companies to support the Composite business model
- High cash balance allow further acquisitions in current and new business fields
- Attractive dividend / payback of free cash to shareholders



Polycasa



The largest independent European transparent plastic sheet manufacturer

Key facts

Signing announced: 2 Feb 2015

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Expected closing date:
End of March 2015

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Purchase Price:
MEUR 120 (enterprise value)

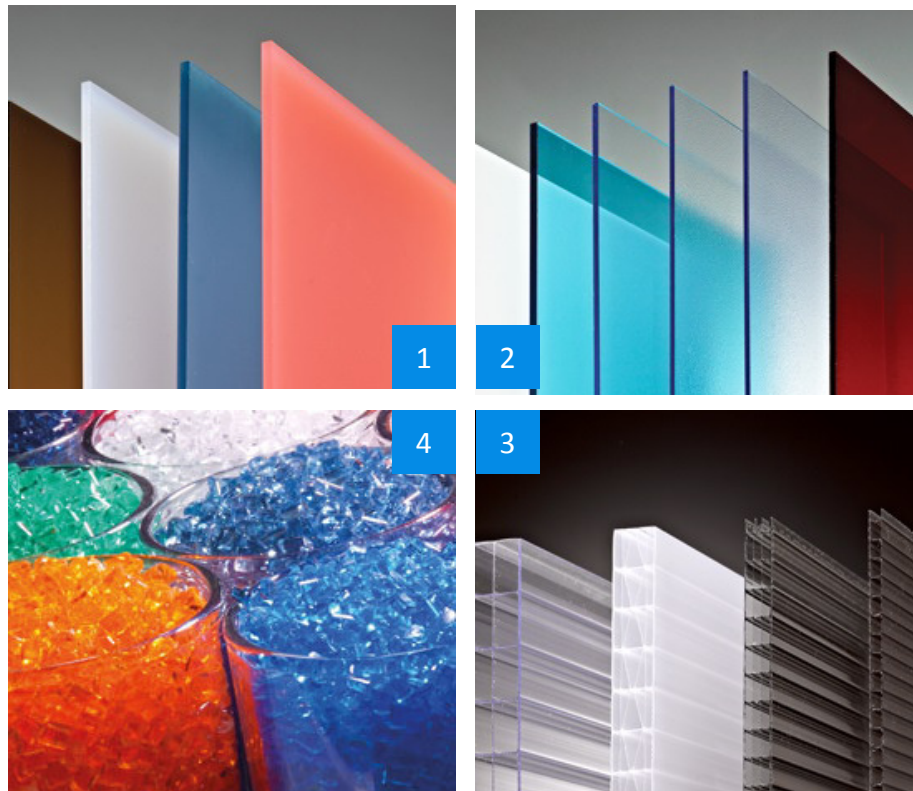
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Net Sales: ~ MEUR 180

5 production sites in Europe

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Polycasa



Product solutions

1 Acrylics:

High-end sheet materials used in applications where appearance is important

2 Styrenics:

Sheet materials used in applications where low cost and attractive appearance are requirements

3 High impact:

Virtually unbreakable transparent sheets able to be easily and quickly moulded into complex shapes; as well as structured forms for lightweight and robust glazing applications

4 PMMA resins:

Thermoplastic moulding compounds suitable for applications in automotive, building, lighting, sanitary, household and medical

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Polycasa



Applications

1 LED lit visual communication
Polycasa Cast Lumina

2 Industrial (door) glazing
Polycasa SAN

3 Bus shelter and poster mount
Polycasa Extruded Acrylic

4 Light dome / roofing
Polycasa High Impact



Polycasa



Strategic fit

3A Composites: opaque sheet technology
Polycasa: transparent sheet technology

Complementary product range

Same markets and end users

Similar technologies to expand product offering

Innovation potential to address new applications / specialities



Plastwag S.A. (Poland)



Manufacturer of complete equipment of composite material used in rolling stock, i.e. railway wagons, electric multiple units, locomotives, trams and buses

Key facts

Signing announced: 11 Feb 2015

Expected closing date:
End of March/April 2015

Purchase Price:
low double-digit MCHF range

Revenues: ~ MCHF 10

Business:
60% FRP (interior parts, front ends);
40% Thermoforming (interior parts)

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Plastwag S.A. (Poland)



Strategic fit

Low cost production base Eastern Europe

Access to the domestic and Eastern European Rail & Bus market

Getting closer to main customers in Germany, Poland, Belarus

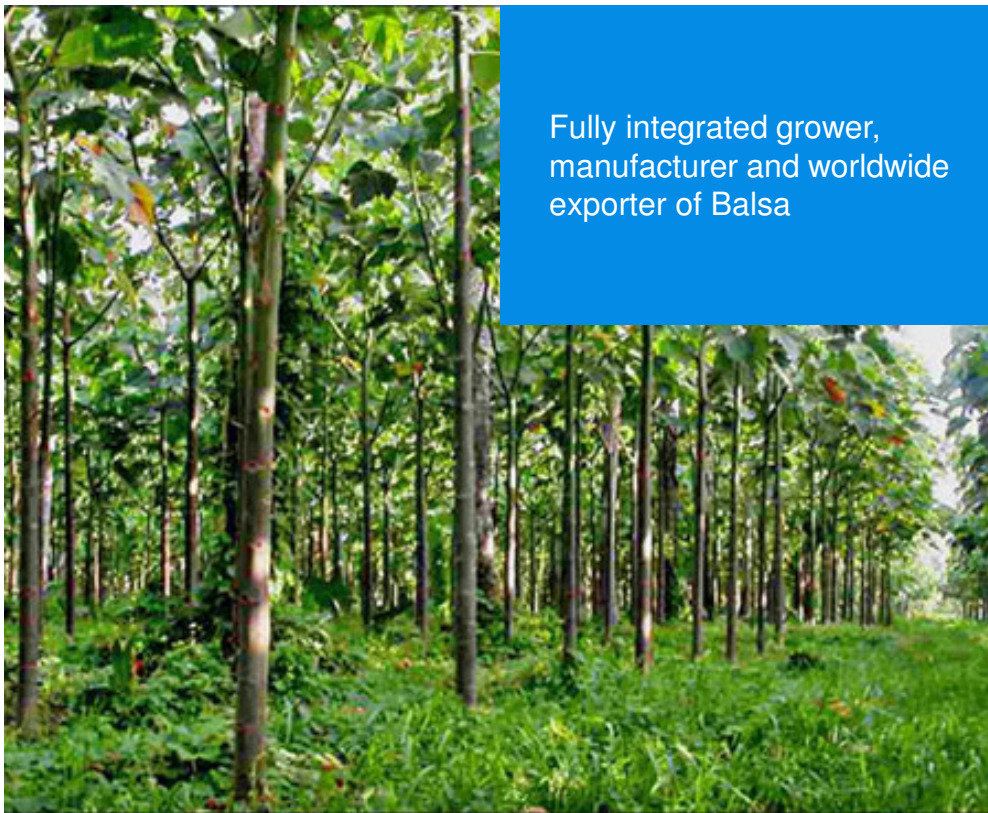
Similar technologies at lower cost level (VAC, hand lay-up)

Additional technologies to expand product offering (thermoforming, metal work, wet & powder coating)

Space available for high volume bus roof production

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PNG Balsa Company Ltd.



Fully integrated grower, manufacturer and worldwide exporter of Balsa

Key facts

Signing announced: 30 Oct 2014

Expected closing date:
Q2 2015

Purchase Price:
low double-digit MUSD range

Revenues (2013): ~ MCHF 13

Globally recognized for unique and unmatched balsa quality

Securing 3A Composites' future supply of balsa wood

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Outlook 2015

General

- Solid start in 2015
- Impact of increase of Swiss Franc:
 - Transaction exposure: limited negative effect due to natural hedge in place – only approx. 10% of group wide costs in CHF
 - Translation exposure: negative translation effects from reporting currency CHF

3A Composites

- Positive outlook for Architecture and Display business in the main markets
- Rebound of global Wind business with substantial business potentials in China
- Increased demand for light weight solutions in mass transportation
- Expansion of sales outside Wind business targeted (increased share of marine and industrial applications in Core Materials)
- Acquisitions contribute to the overall profitability from Day 1

Outlook 2015

SSM Textile Machinery

- Solid performance for 2015 expected, however below record year 2014
- Growth of chemical fibers business targeted with additional contributions from the texturizing business and the newly entered technical yarn segment
- Innovations planned for ITMA 2015 in autumn



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