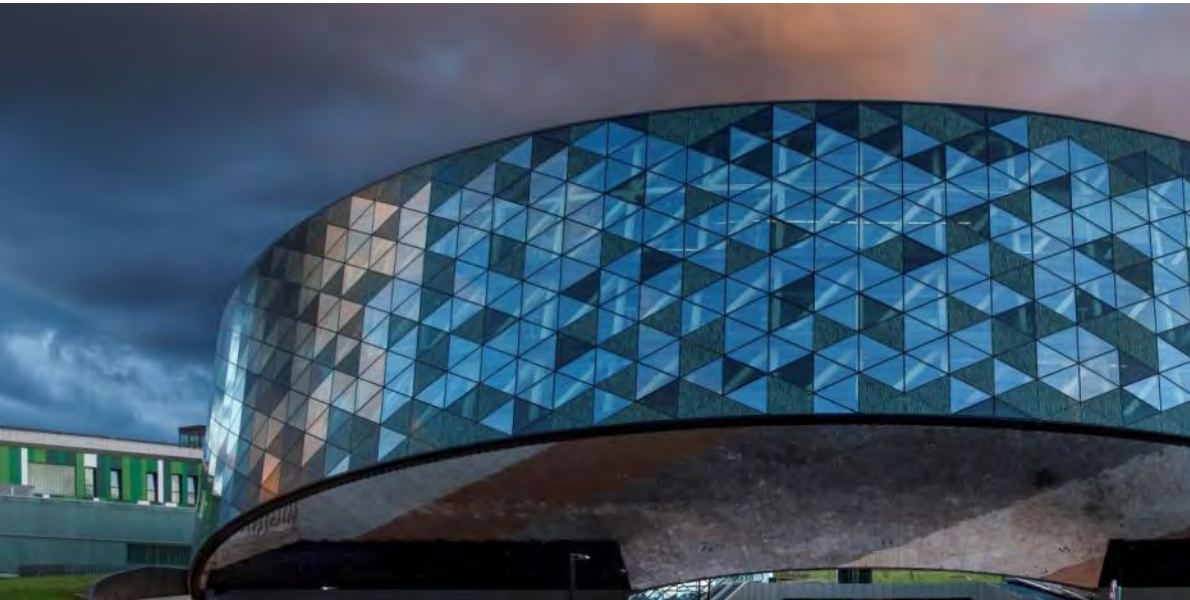
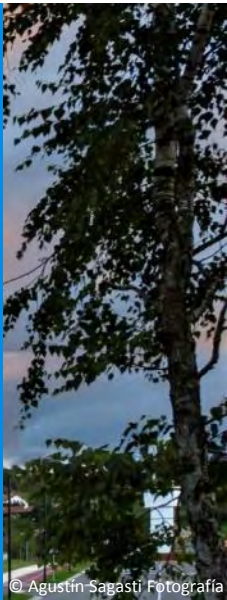


Media & Analyst Conference 2018



WELCOME



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Zurich - March 9, 2018

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Schweiter at a Glance

SCHWEITER TECHNOLOGIES IS A **GLOBAL GROUP** DEVELOPING, MANUFACTURING AND COMMERCIALIZING **COMPOSITE PANELS AND CORE MATERIALS** FOR SANDWICH SOLUTIONS

Key Figures 2017 ¹⁾



~980m CHF sales



>114m CHF EBITDA



Global presence in more than 50 countries



Equity ratio ~74%



Dividend proposal (per share):
CHF 40 ordinary dividend
CHF 5 special dividend

Portfolio



Development & manufacturing of

- **composite panels,**
- **materials for sandwich solutions,**
- **integrated sandwich components**

concentrating on the segments

- Display
- Architecture
- Core Materials
- Transport & Industry

Strategy & Goals



Focus on innovation, customer centricity and value creation as key success factor



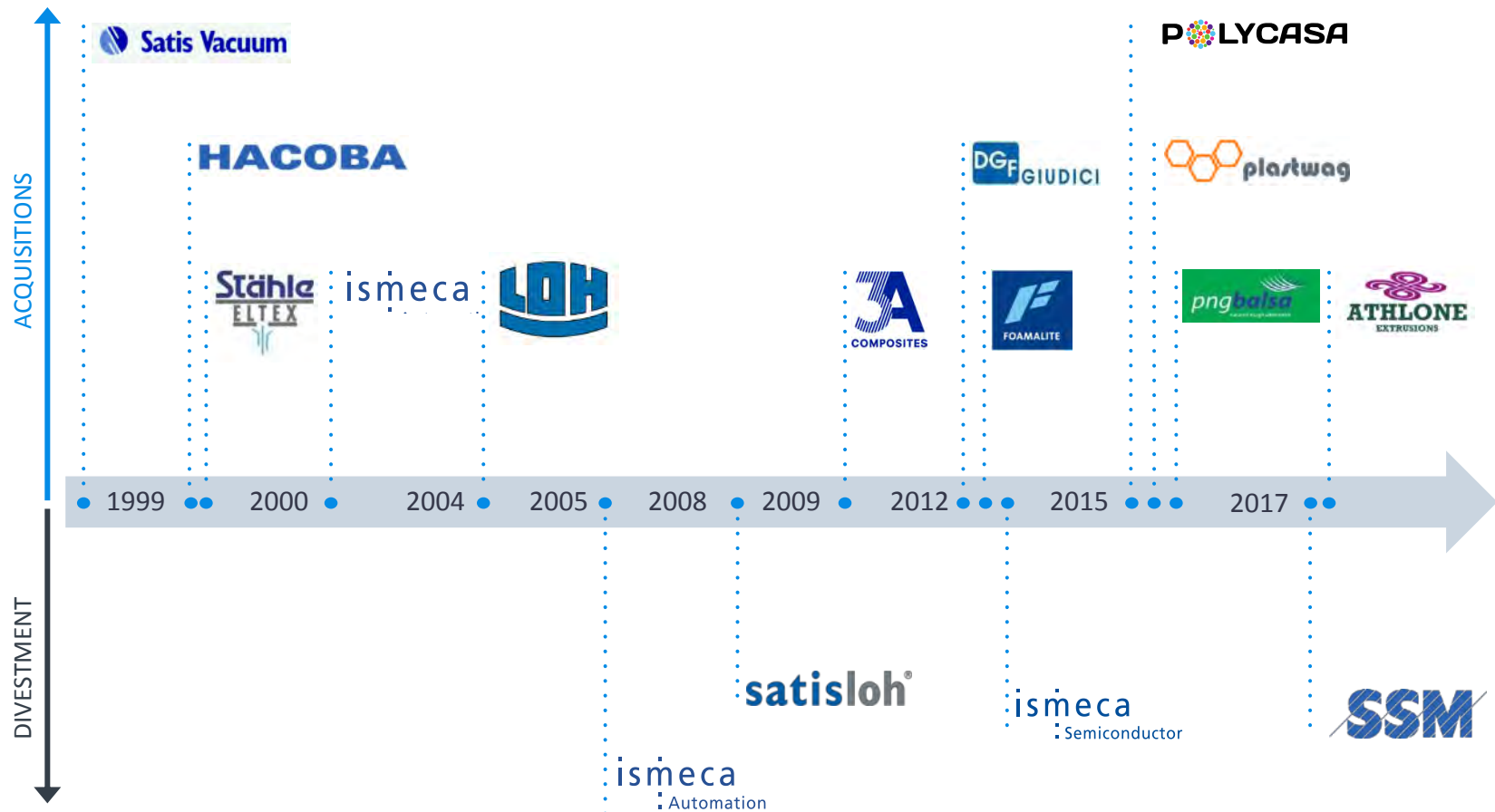
Strengthen the current positions through organic growth and strategic acquisitions



Promote lean structures and direct lines of communication

¹⁾ Continued operations

16 successful transactions since 1998



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Highlights 2017

7%

Increase in Sales

Net sales of 980m CHF

Display sales in EU & US
above industry
benchmark growth

Architecture with solid sales in
EU & double-digit top-line
growth in the US

Improved performance in
Transport & Industry

Integration of acquired Athlone
Extrusions well on track

~12%

EBITDA margin

EBITDA of 114m CHF

Double digit EBITDA margin
maintained despite increased
raw material notations

>233m

Cash position

27% increase in net income
from continued operations

Free cash flow of 108m CHF
due to successful divestment
and sale of investment
property

Higher working capital level to
support further sales growth



Group Results

<i>in m CHF</i>	H1 2017	H2 2017	Total 2017	Total 2016	%
Net sales	485.6	494.6	980.2	917.5	7%
EBITDA	52.6	61.8	114.4	112.3	2%
<i>in % of net sales</i>	<i>10.8%</i>	<i>12.5%</i>	<i>11.7%</i>	<i>12.2%</i>	
EBIT	38.9	48.4	87.3	85.6	2%
Net income from continuing operations	30.9	46.1	77.0	60.5	27%
Net income from discontinued operations	98.6	-3.6	95.0	10.2	833%
Net income	129.5	42.5	172.0	70.6	143%
Employees (end of period) ¹⁾	4032	3786	3786	4086	-7%

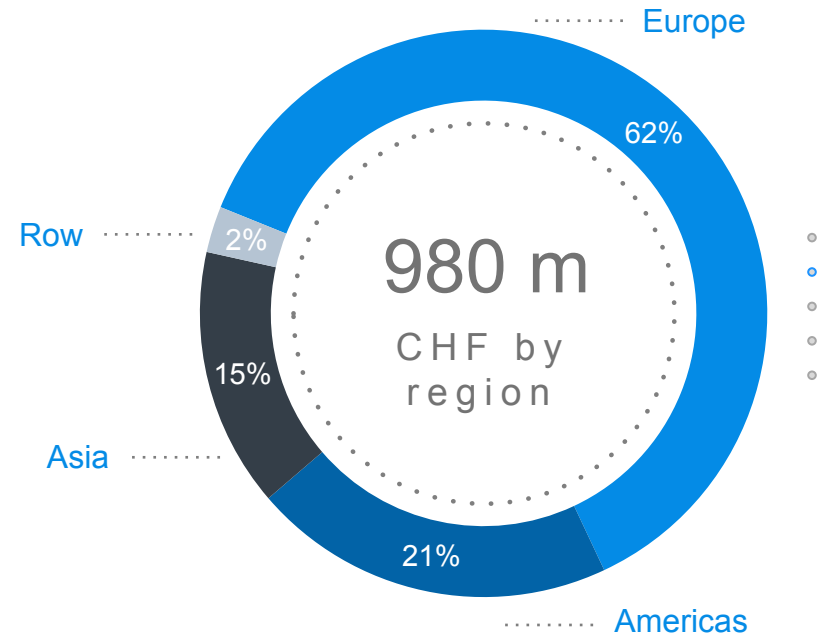
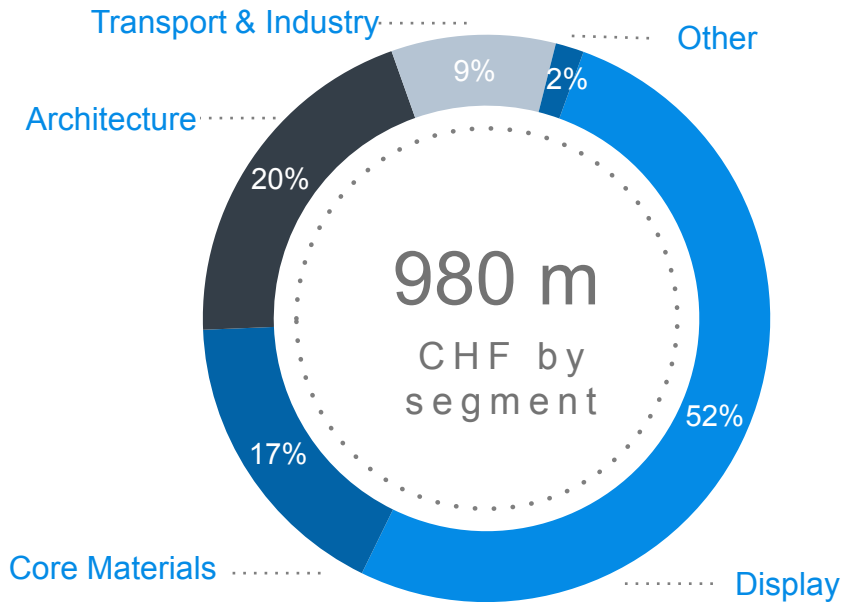
¹⁾ of which 1'147 employees (2016: 1'649 employees) in balsa wood plantations and sawmills in Ecuador and Papua New Guinea

3A Composites Results

<i>in m CHF</i>	H1 2017	H2 2017	Total 2017	Total 2016	%
Net sales	485.6	494.6	980.2	917.2	7%
EBITDA	53.9	63.5	117.4	115.4	2%
<i>in % of net sales</i>	<i>11.1%</i>	<i>12.8%</i>	<i>12.0%</i>	<i>12.6%</i>	
EBIT	40.1	50.2	90.3	88.7	2%
Employees (end of period) ¹⁾	4025	3779	3779	4080	-7%

¹⁾ of which 1'147 employees (2016: 1'649 employees) in balsa wood plantations and sawmills in Ecuador and Papua New Guinea

3A Composites Revenue Breakdown 2017



3A Composites Results

- Above industry average growth of European Display business with significant sales increase in Central Europe. European Architecture topline partially below expectations due to temporary uncertainties in some markets regarding future fire code regulations.
- Double digit growth of US Architecture topline after an already strong prior year. Rebound of US Display business supported by increasing renewals of retail space.
- Slight increase in Asia Pacific Architecture topline. Strong growth in China able to compensate lower demand in other countries.
- Weaker demand in China & India during the second half of the year negatively impacted topline and profitability of Core Materials' wind business. Increased sales of non-wind business could not fully offset lower wind business sales.
- Ongoing growth of topline and profitability in Transport & Industry business attributable to a doubling of rail interior sales and strong sales increase of floor systems.
- Acquisition of Athlone Extrusions complementing 3A Composites' broad product offering with an attractive range of multi-layered plastics substrates.

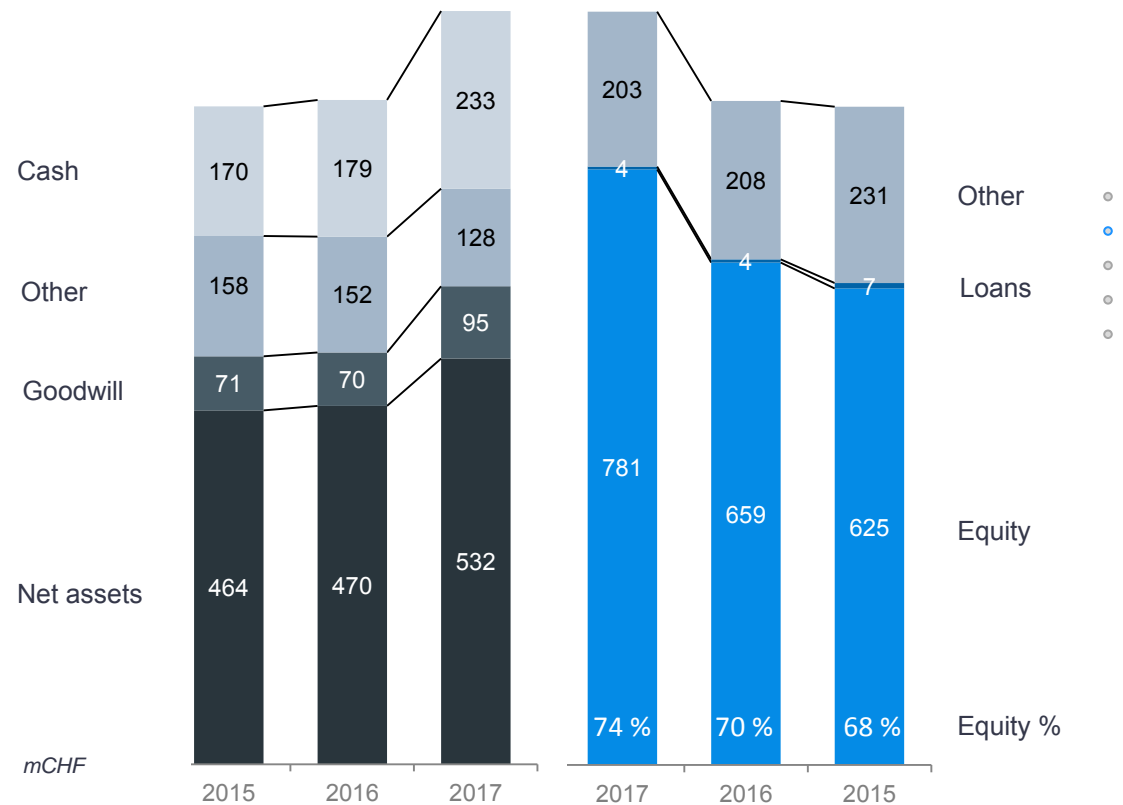
Strong Balance Sheet

Cash position 233m CHF

Practically no short & long term bank liabilities

Shareholders' Equity
781m CHF = CHF 545 per share

Equity ratio 74%



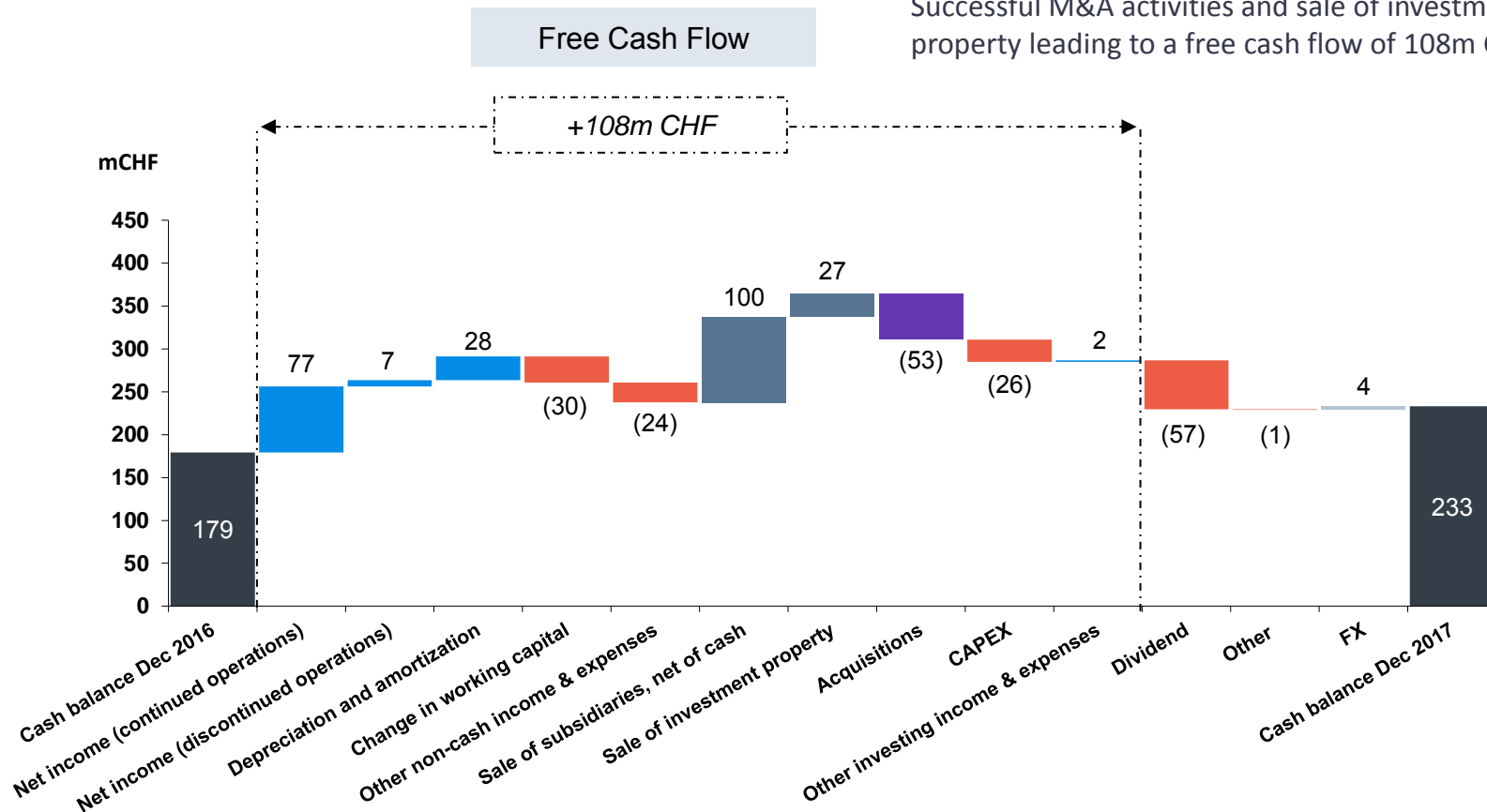
Cash Development

Cash position increased to 233m CHF

27% increase of net income from continued operations

Higher working capital level to support sales growth

Successful M&A activities and sale of investment property leading to a free cash flow of 108m CHF



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Strategic Focus

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



Acquisition Athlone Extrusions



Key facts

Closing date:

31 July 2017

Sales 2017 (full year):

68m EUR

Purchase Price:

48m EUR (cash free / debt free)

Independent thermoplastic sheet extruder and compounder

Complementary product range with a strong presence in the automotive and sanitaryware business

Similar technologies to expand product offering

Acquisition Athlone Extrusions

- Athlone Extrusions was founded in 1971 and is a privately owned, independent thermoplastic sheet extruder and compounder
- Since its foundation the company has had an impressive growth supported by continuous investments in the production facility to expand capacity and improve efficiency through technical innovation
- The manufacturing facility is one of the largest single site extrusion facilities in Europe (production capacity: 35 000 tonnes p.a.) and is located in the town of Athlone, Ireland



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Outlook 2018

- Positive outlook for Architecture and Display business in Europe and North America. Both businesses expected to benefit from overall good economic outlook and continued high construction activity in core markets.
- Increased demand for high-quality, fire retardant Architecture products. Promising construction activity and strong projects pipeline.
- Core Materials' business continues to face some price pressure in selected markets as well as potentially lower demand in the wind business during the first half of the year. However, medium to long-term prospects for wind business remain intact. Further growth of non-wind business (marine and industrial applications in Core Materials) in EU and US expected.
- Transport & Industry business continues to benefit from a solid order backlog and the ongoing strong demand for light weight solutions in the transport sector.
- Volatile raw material prices need close monitoring and corresponding actions to minimize adverse impact on profitability.
- The integration of the acquired Athlone Extrusions is further strengthening the display business and is going to contribute to the success of the business.





APPENDIX

DIVISIONAL
INFORMATION

3A Composites



The global
market leader in
composite panels
and
core materials for
sandwich solutions



3A Composites - Business Idea

Select attractive market segments

with unmet or latent need for raw material; efficient, low weight, high performance multi-material solutions area

Offer broad range of segment specific specialties



Own efficient and reliable manufacturing technologies



Source commodity raw materials



Identify and evaluate

opportunities for segment specific sandwich offering

Design

the most effective sandwich configuration

Specify

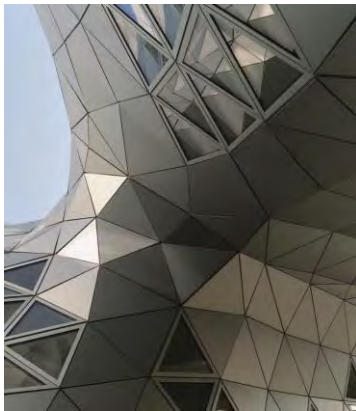
the most cost efficient raw materials



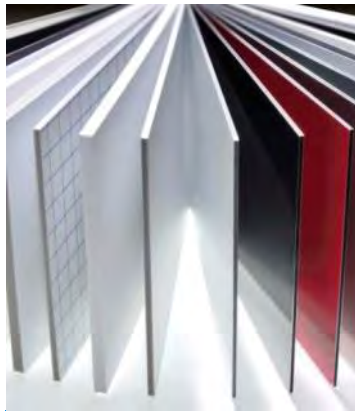
3A Composites – Market Segments



Core Materials



Architecture



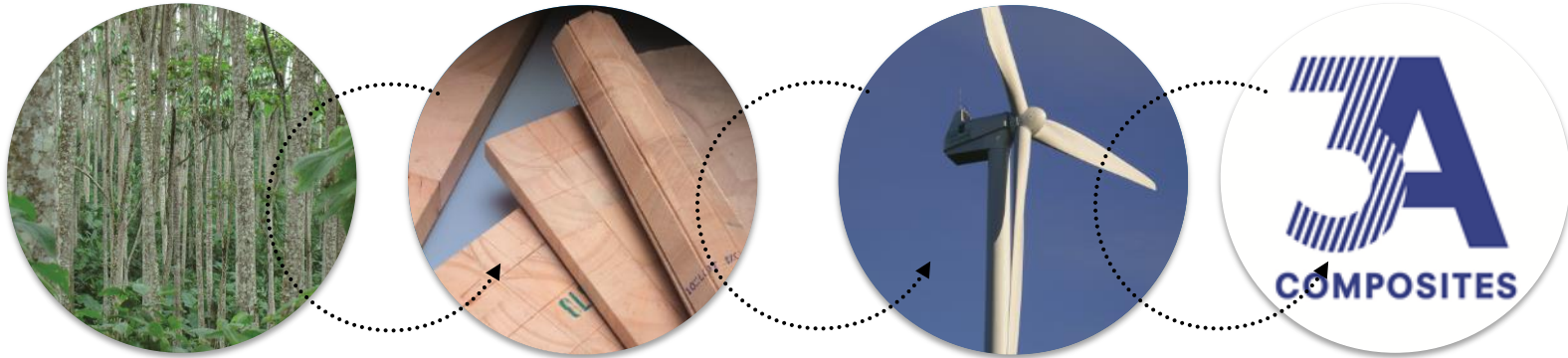
Display



**Transport
& Industry**



Core Materials



Materials

Engineering Plastics

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

Balsa

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

Products

Structural Airex and Baltek Core Materials

- Plain Sheets
- Contour Core
- Kit

Banova FLEX Bending Plywood

Balsa PLY Panels

Applications

Structural and semi-structural sandwich applications

Wind Energy: Blades and Nacelles

Marine: Motoryachts, Sailing Yachts, Multihull

Road: Bus & Coach, Trucks, Vans & Recreational Vehicles

Rail: Highspeed, Intercity, People Mover

Aerospace:

Radome, Interior parts

Infrastructure:

Road & Pedestrian Bridges

Brands

AIREX
BALTEK
BANOVA

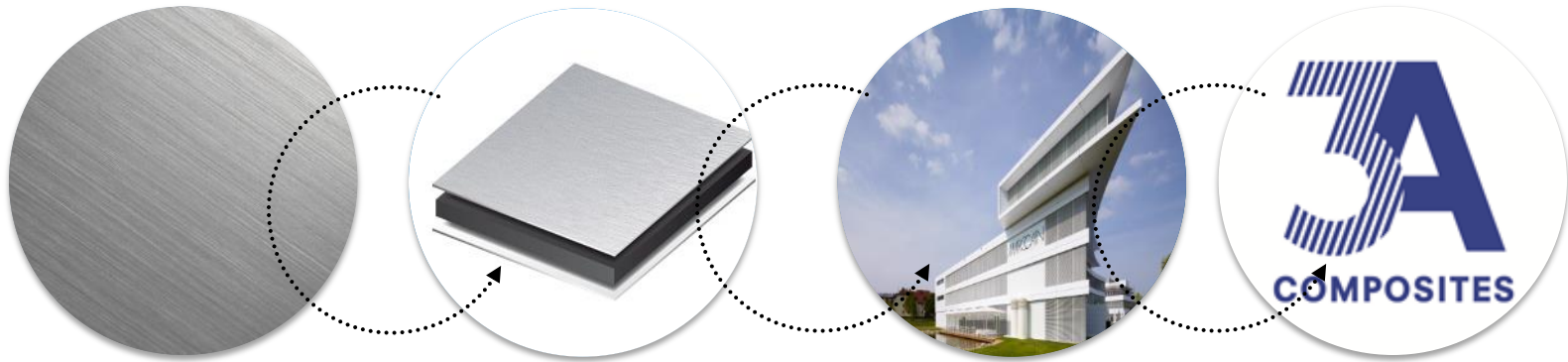
Core Materials



References

- 1 Wind nacelles in Oiz Eolic Park, Spain
BALTEK® SBC | AIREX® T10 | AIREX® T92
- 2 Sailboat hull bottoms, decks & top sides
AIREX® T92 | BALTEK® SB
- 3 Interior & Furniture for Super yachts
BANOVA®
- 4 Bcomp ski cores
BALTEK® VBC

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
- Wood
- Sparkling
- Anodized
- NaturAL

Applications

Market Segments

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

Applications

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

Brands

ALUCOBOND®

UCOBOND®A2

ALUCOBOND®plus

ALUCORE®

Architecture



References

1 Nassau Veterans Memorial Coliseum
New York | U.S.A.

ALUCOBOND® Plus naturAL

2 Rush University Medical Center
Chicago | U.S.A.

ALUCOBOND® Plus

3 Orona IDeO Headquarters
Basque Country | Spain

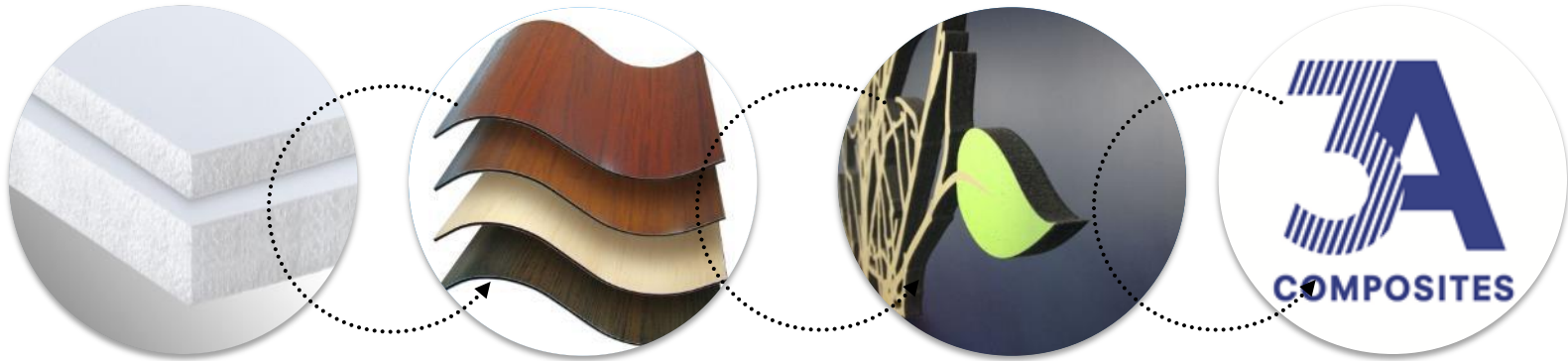
ALUCOBOND® naturAL Reflect

4 Pasar Minggu Hospital
Jakarta | Indonesia

ALUCOBOND® PE



Display



M

aterials

Skin Material

Coated Aluminum, (Coated)
Paper, Polystyrene, PVC

Other Materials

(Poly-)Methyl Methacrylate
(MMA), Polycarbonate (PC),
Styrene Acrylonitrile Copolymer
(SAN), Polyethylene terephthalate
/ -glycol (PET/PETG), Polystyrene
(PS), Polyurethane (PUR),
Polyethylene (PE), Polypropylene
(PP), Aluminum-Honeycomb

P

roducts

Aluminum Composite Materials (ACM)

Foamed Sheets

Foam Boards

Clear Sheets

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®

FOA ALITE®

POLYCASA

CRYLUX®

CRYLON®

AKRYLON®

HYLITE®

SMART-X®

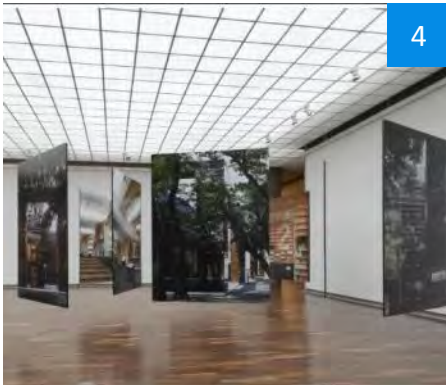
SINTRA®

BANOVA®

FOME-COR®

SCHWEITER TECHNOLOGIES

Display



References

1 Shop design Ford car dealership
Europe
CRYLON™

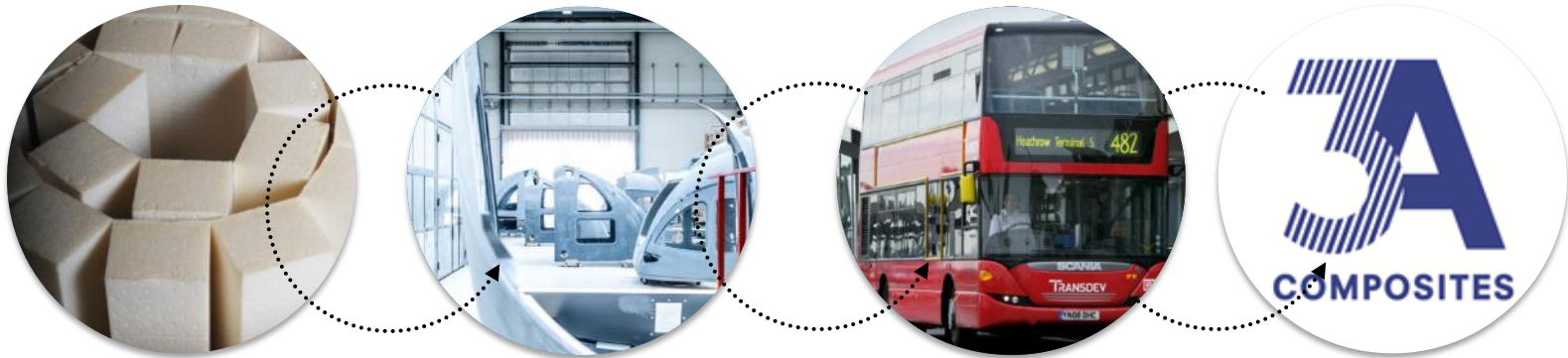
2 Exhibition stand Euroshop 2017
Düsseldorf | Germany
DIBOND® | FOREX® | CRYLUX™

3 Giant flower standees shop design
New York City | U.S.A.
GATORFOAM®

4 Interior Design Kunsthalle Bielefeld
Bielefeld | Germany
FOREX® classic



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

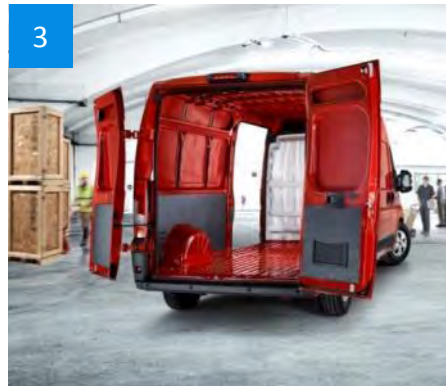
Applications

- 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
Bombardier Twindexx
- 2 **INNOCAB®** Sandwich FRP Front Cabin
Siemens RRX
- 3 **AIREX® T10/T92** truck body side walls
- 4 **XBODY®**
Sandwich roof & intermediate deck
VDL Futura FDD2



Strong Global Presence

ASSETS IN NORTH AMERICA

- 4 production sites (USA)
- Sales / Admin office (USA)
- ~ 350 Employees

ASSETS IN EUROPE

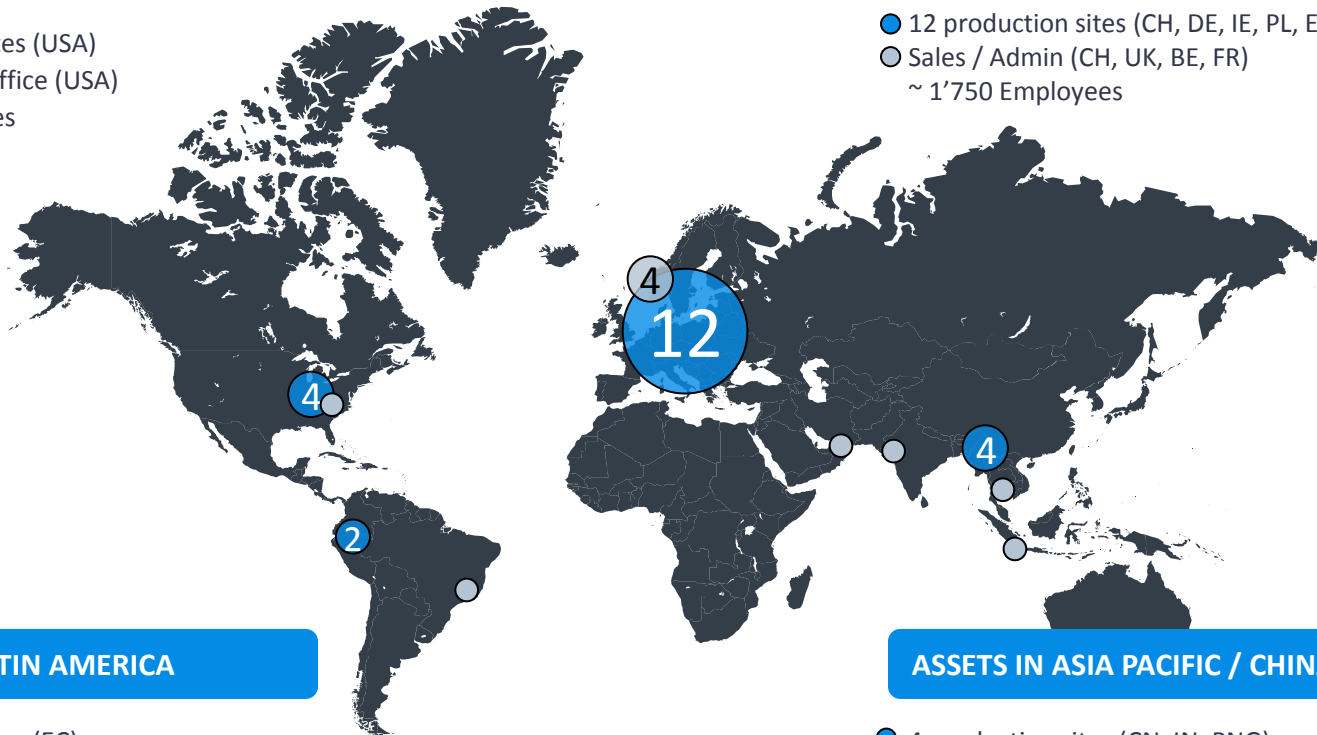
- 12 production sites (CH, DE, IE, PL, ES, CZ, SK)
- Sales / Admin (CH, UK, BE, FR)
- ~ 1'750 Employees

ASSETS IN LATIN AMERICA

- 2 production sites (EC)
- Sales office (BR)
- 99 plantations; 9'223 ha in Ecuador
- ~ 640 Employees

ASSETS IN ASIA PACIFIC / CHINA

- 4 production sites (CN, IN, PNG)
- Sales / Admin office (CN, SGP, UAE, IND)
- 29 plantations; 2'349 ha in PNG
- ~ 1'050 Employees



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