

SCHWEITER TECHNOLOGIES



Media & Analyst Conference 2013

Zurich - March 1, 2013

1 Welcome and Introduction

2 Results 2012

3 Division Information

4 Strategy of Schweiter Technologies

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SCHWEITER TECHNOLOGIES

SSM Textile Machinery

Revenues: 100 MCHF Employees: 230



3A Composites

Revenues: 600-800 MCHF / Employees: 2'200 (of which 700 in Ecuador)



Ismeca Semiconductor in good shape however:

- **Ismeca below critical mass to achieve next level of development**
- **Significant investments required to reach sustainable growth**
- **Best ownership approach: CoHu as better owner**
- **Closing of transaction on December 31, 2012**
- **Total proceeds in connection with transaction of approx. CHF 100m**
- **Fully owned building in La Chaux-de-Fonds not part of transaction scope.**
Intention to divest building to third party. Market value around CHF 18m
- **Net income from discontinued operations CHF 20.7m**

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- ***3A Composites:***

- (1) Solid profitability > 11% EBITDA-margin (before pension obligation adj.)

- (2) Dominant market position in Core Materials kept, still weak wind segment in China

- (3) Strong performance of Architecture in Europe, US and Asia

- (4) Good performance of Display business in Europe/US

- Result in *SSM Textile Machinery* affected by integration and ramp-up cost of acquisition

- High Cash Flow from operating business of MCHF 80

- Cash Flow Return on Net Assets of 22%

- Very solid balance sheet and high cash position of > MCHF 380

- Attractive dividend payment of CHF 40 per share for 2012 (7% yield based on share price of CHF 550)

SSM Textile Machinery

in CHF Mio.	H1 2012	H2 2012	Total 2012	Total 2011	%
Orders received	35.5	36.1	71.6	73.5	-3%
Net sales	38.7	30.6	69.3	72.9	-5%
EBITDA - adjusted ¹⁾	3.6	1.6	5.2	8.8	-41%
EBITDA	3.6	4.8	8.4	8.8	-5%
<i>in % of net sales</i>	9.3%	15.7%	12.1%	12.1%	
Employees (end of period)			256	233	10%

¹⁾ EBITDA before impact adjustment pension obligation

- **Several major bookings in Q4 in Texturizing however, lower sales in H2 as anticipated**
- **Weaker sales in China only partially compensated by strong business in Turkey and Bangladesh.**
- **Eastern European markets still growing. South American markets strong**
- **EBITDA decrease due to lower sales and integration cost of around MCHF 1.5-2 for Giudici acquisition**
- **Benefits of Giudici acquisition materializing from 2013 onwards**
- **Continued R&D expenditures to extend strategic position**

3A Composites

in CHF Mio.	H1 2012	H2 2012	Total 2012	Total 2011	%
Orders received	309.1	285.4	594.5	708.1	-16%
Net sales	301.0	302.8	603.8	624.7	-3%
EBITDA - adjusted ¹⁾	40.1	28.7	68.8	48.5	42%
EBITDA	40.1	36.1	76.2	75.1	1%
<i>in % of net sales</i>	<i>13.3%</i>	<i>11.9%</i>	<i>12.6%</i>	<i>12.0%</i>	
Employees (end of period)			2'151	2'495	-14%

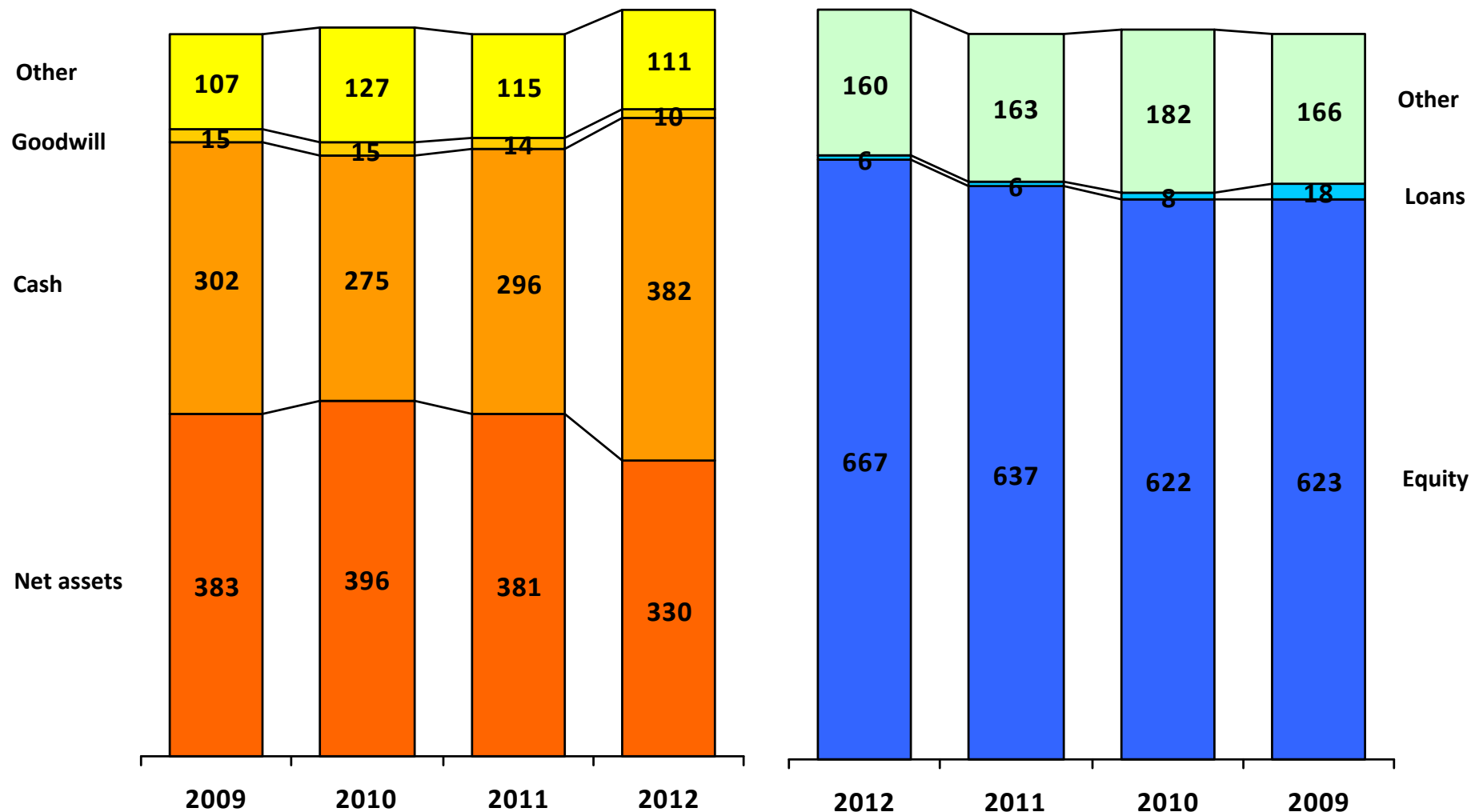
¹⁾ EBITDA before impact adjustment pension obligation

- **Solid profitability with > 11% EBITDA-margin (before pension obligation adj.)**
- **H1 result supported by one-off gains (US medical plan MCHF 4.6)**
- **Weaker H2 due to unfavorable conditions in Core Materials (wind).**
- **Road map to lower wind energy exposure in execution**
- **Dominant market positions kept or extended**
- **Excellent performance of Architecture business in Europe despite struggling Southern European markets, US and Asia also with good results**
- **Good performance of Display business in Europe/US**
- **Successful acquisition of PVC foam sheets and PET plastic sheets manufacturer in Ireland**
- **New opportunities in Mass Transportation**
- **Innovations successfully introduced into market**

	H1	H2	Total	Total	
in CHF Mio.	2012	2012	2012	2011	%
Orders received	344.6	321.5	666.1	781.6	-15%
Net sales	340.0	333.5	673.5	698.0	-4%
EBITDA - adjusted ¹⁾	42.9	27.6	70.5	55.4	27%
EBITDA	42.9	38.2	81.1	82.0	-1%
<i>in % of net sales</i>	<i>12.6%</i>	<i>11.5%</i>	<i>12.0%</i>	<i>11.7%</i>	
EBIT	28.9	25.3	54.2	54.5	-1%
Net income from continuing operations			40.1	41.7	-4%
Net income from discontinued operations			20.7	5.8	
Net income			60.8	47.5	28%
Employees (end of period)			2'413	2'734	-12%

1) EBITDA before impact adjustment pension obligation

Strong Balance Sheet



Balance Sheet Highlights

- **Cash position CHF 382 Mio.**
- **Practically no short/long term bank liabilities**
- **Goodwill CHF 10 Mio.**
- **Shareholders' Equity CHF 667 Mio. = CHF 462 per share**
- **Equity ratio 75%**

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SSM – leading  Swiss technology
for yarn processing and winding

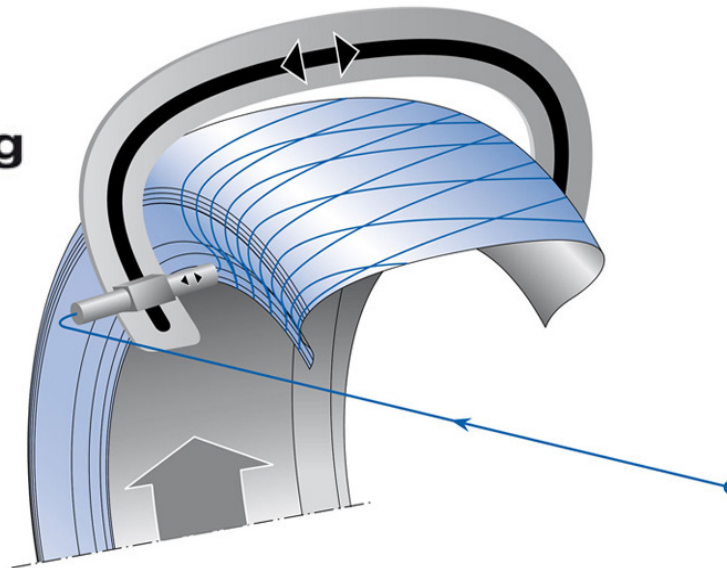


SSM Textile Machinery

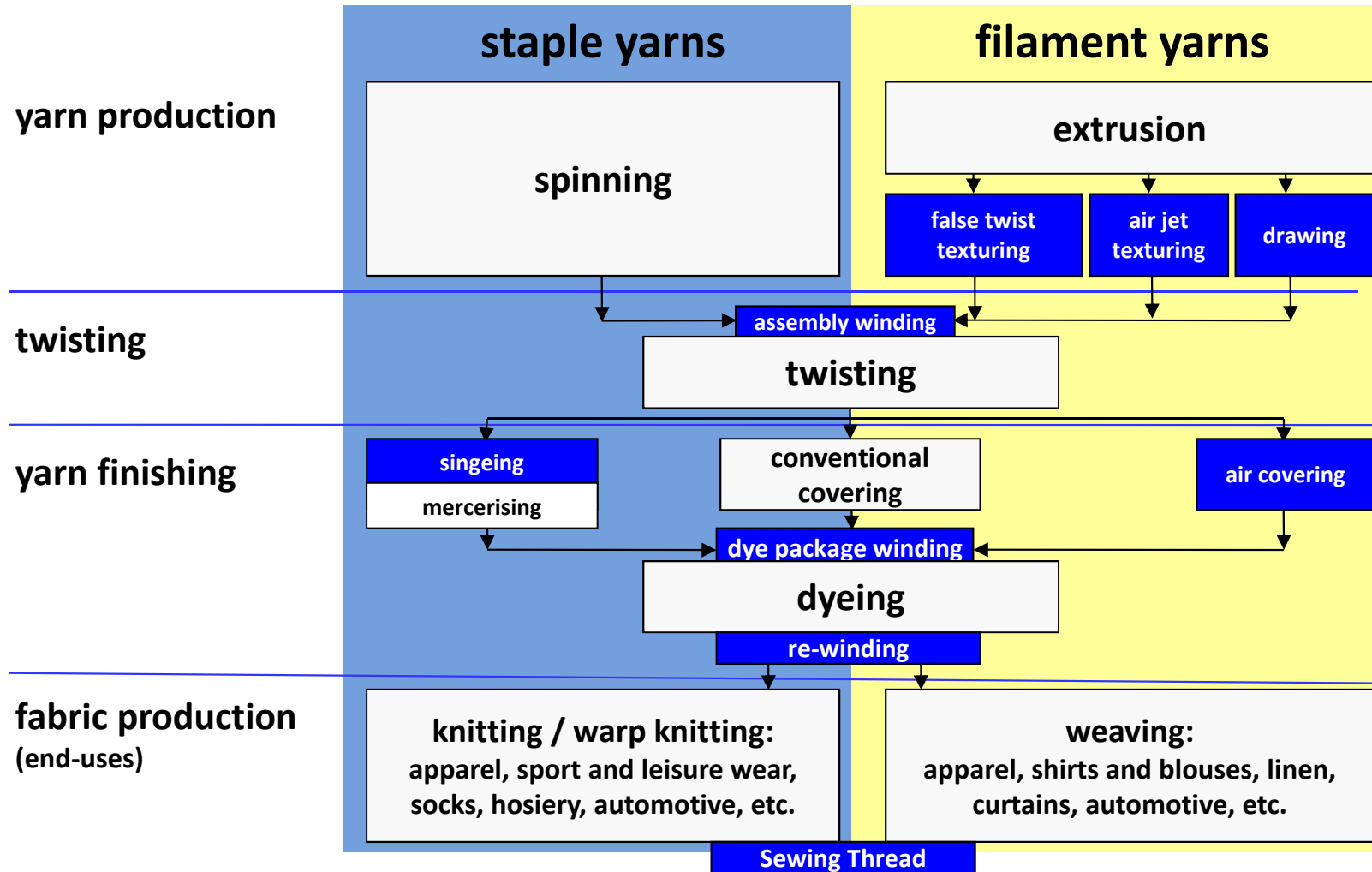
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SSM  3D-Winding



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
- 1/3rd of sales generated ex China factory

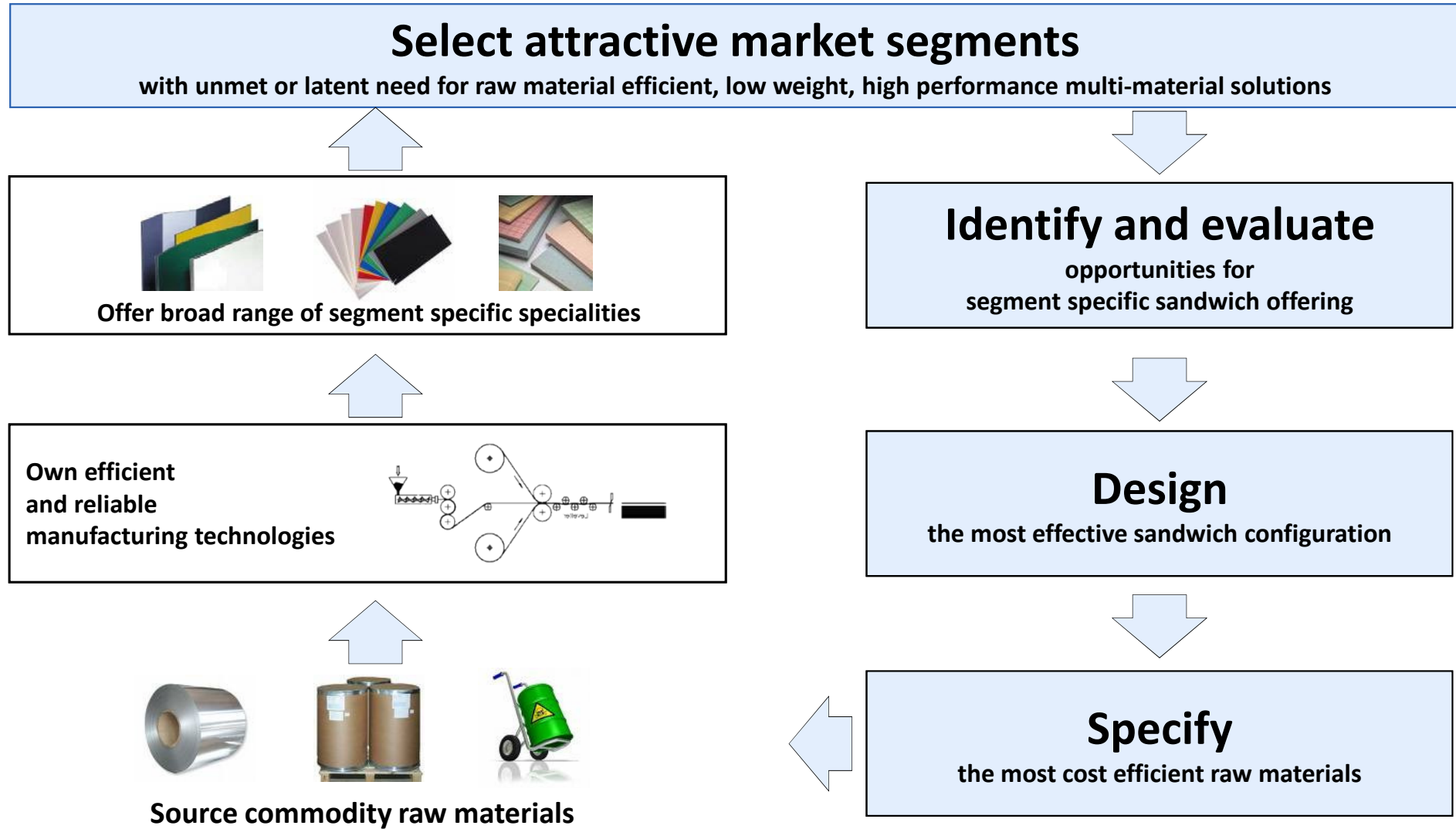


- Acquisition announced on Dec. 23, 2011 and closed as of Jan. 31, 2012
- Attractive high-end niche in texturizing
- Giudici as a leader in false-twist texturizing with more than 50 years of experience in yarn texturizing
- Located in Sala al Barro, Galbiate (LC), Italy
- Product range complementary to SSM's product range
- Giudici will benefit from global SSM sales and service network and international sourcing capabilities

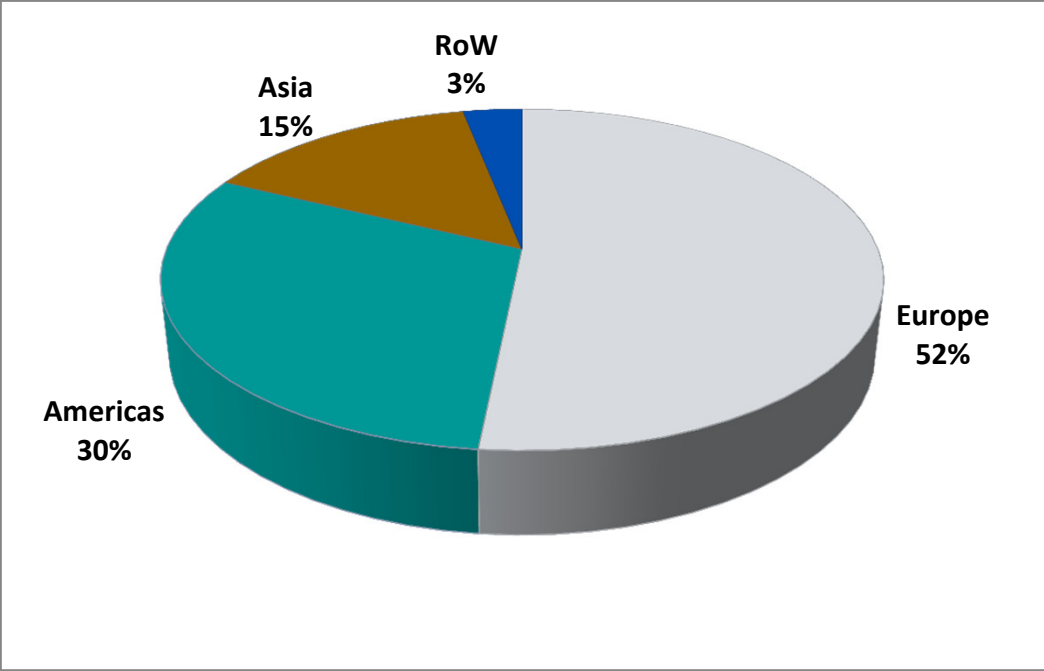
Strong Global Presence



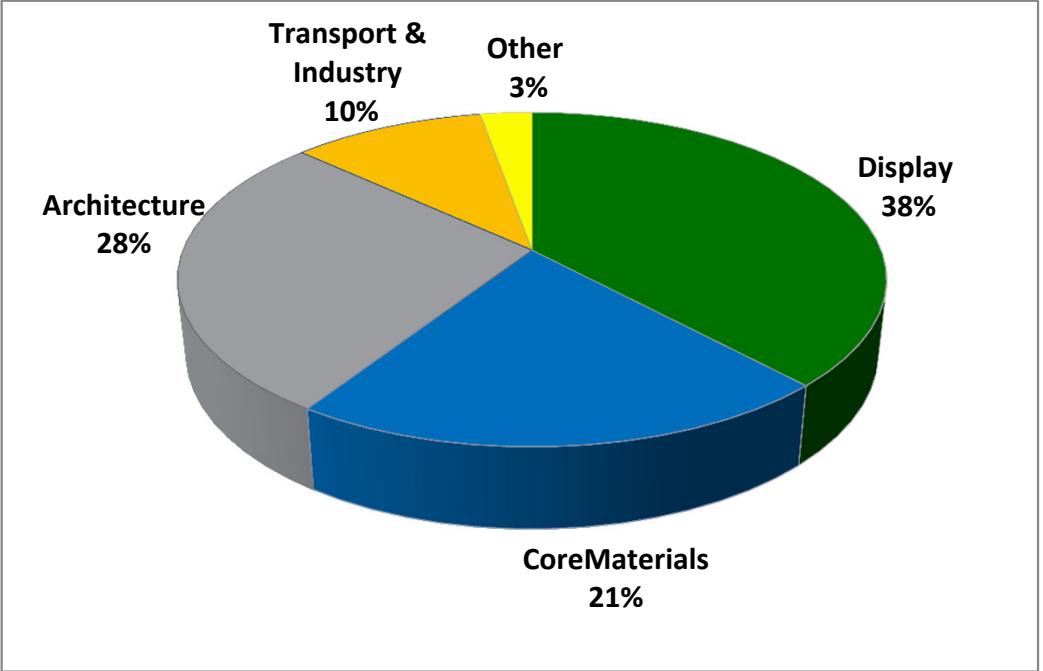




by Geography



by Market Segment



Products and Applications

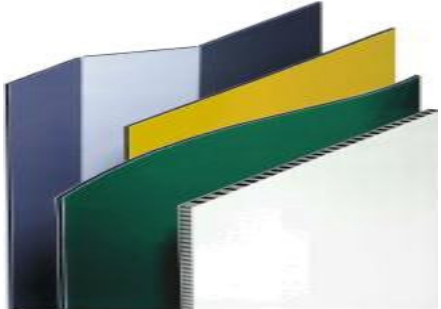
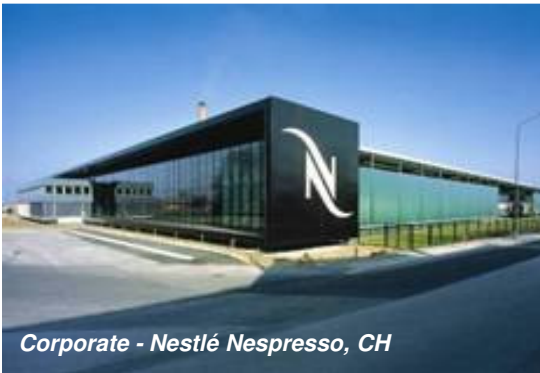




Core Materials for Sandwich Solutions

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>Corporate - Nestlé Nespresso, CH</p>	 <p>Retail - Bodegas Legaris, Spain</p>  <p>Hotel - Westin Times Square, NY</p>
Materials	Segments - Applications	 <p>Public Space Aluminium Centrum, NL</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>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>Sport - Estadio de Aveira, Portugal</p>	

Products and Applications

Display Markets

Products	Brands	Applications	
<ul style="list-style-type: none"> > Aluminum Composite Materials (ACM) > Foamed Sheets > Foam Boards 	<p>DIBOND® HYLITE®</p> <p>FOREX® SINTRA®</p> <p>KAPA®</p> <p>GATOR™</p> <p>FOME-COR®</p> <p>FOAM-X^{NEW}</p>	 <p>SINTRA</p>  <p><i>Kapa - Dimensional Sign</i></p>	<p>THE BRIGHTEST, WHITEST PVC IS NOW THE FASTEST, TOO</p> <p>BETTER SPEC IT QUICK!</p> <p><i>Digital Printing Substrates</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><i>Dimensional Letters</i></p>	<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>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 			

Broad Range of Structural Core Materials

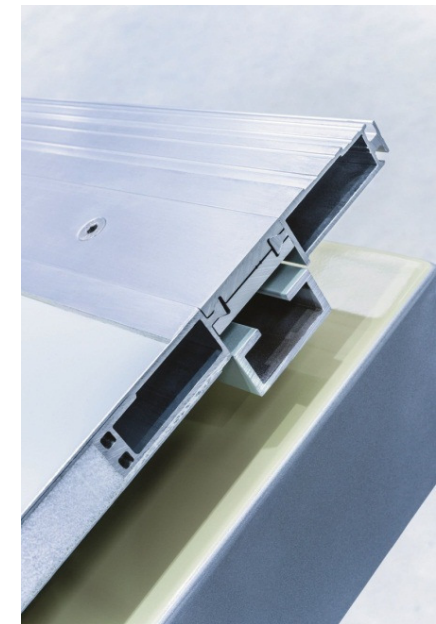
- Engineering Foams (PVC, PET)
- Balsa Products



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)



Solutions for Architecture and Visual Communication (1) SCHWEITER TECHNOLOGIES

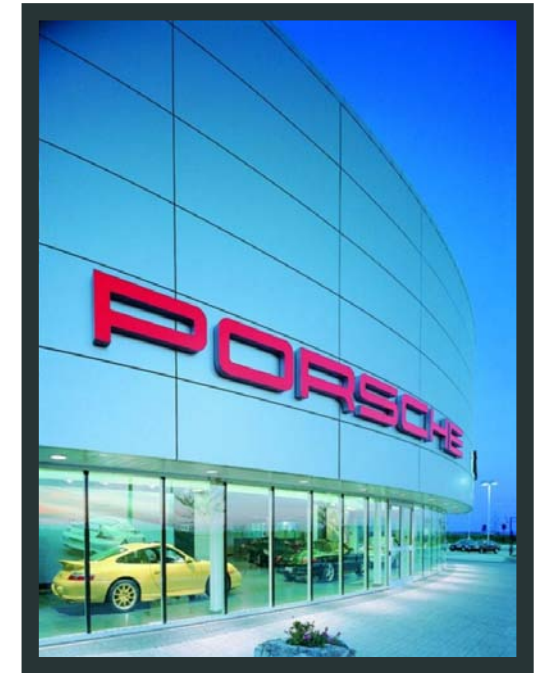
Broad Range of Comp. Sheets and Panels

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

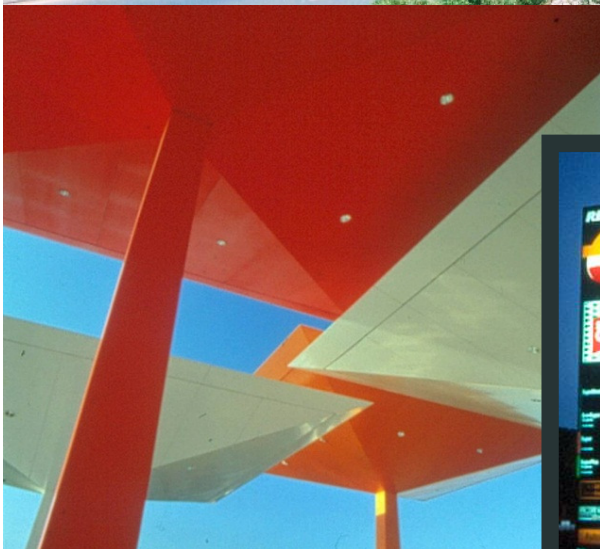


coop
bassin centre

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

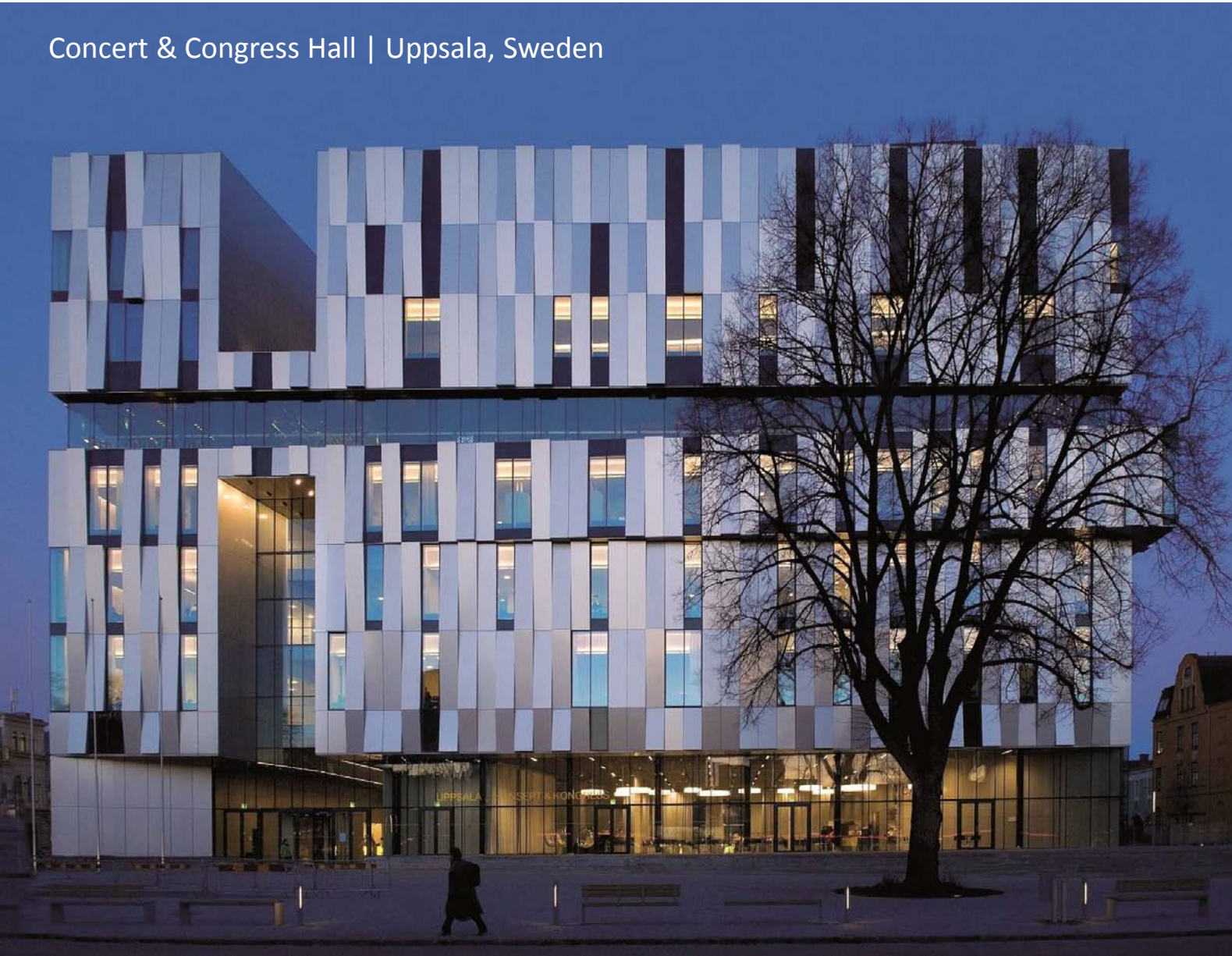


Solutions for Architecture and Visual Communication (2) SCHWEITER TECHNOLOGIES



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)

ONIX | Lille, France



Successful Projects using Alucobond (4)

Stadio delle Alpi, Juventus Football Club | Turin, Italy



Core Materials / Wind

- Secure leading positions in Balsa (ECU/PNG)
- Strengthen market pos. in China (local "JV")
- Expand presence in US (new site in "wind belt")
- Invest in future markets (e.g. Brazil, India)
- Push innovations (low resin absorption, new structural foams)
- Reduce dependency on Wind

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 facades)
- Dual branding (high end vs. standard prod.)

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

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- **Strategy of Schweiter Technologies remains unchanged:**
 - Invest into attractive industrial activities with growth potential
 - Apply proven concepts of innovation management, supply chain management, direct marketing/sales organisation and lean structures
- **Focus on Composite business as dominant business field**
- **High net cash position allow further acquisitions in current as well as new business areas**
- **Payback of free cash to shareholders (share buyback program)**

■ Reasons for Share Buyback Program

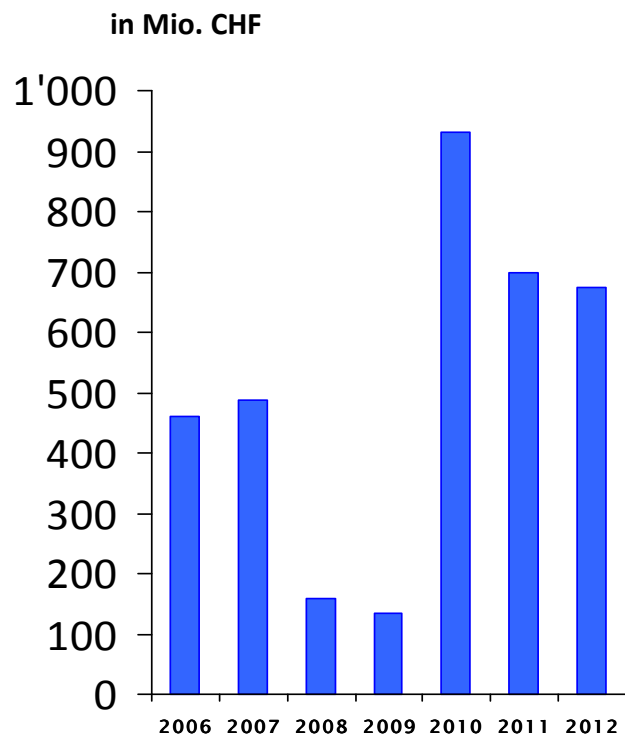
- to repatriate liquid funds not required for operational purposes to the shareholders
- significant acquisitions still possible:
 - solid cash flows from 3A Composites and SSM Textile Machines
 - unused debt facilities available
 - issuance of new shares possible
- no large acquisition in very near future expected

- **Board of Directors has decided to launch a share buyback program with the following parameters:**
 - max. 10% of the share capital registered in the Commercial Register (i.e. max. 144,367 shares)
 - starts on December 18, 2012 and ends on October 31, 2014 at the latest
 - shares will be repurchased via a separate trading line on the SIX Swiss Exchange (subject to the Swiss federal withholding tax rate of 35 percent on the difference between the repurchase price and the nominal value)
 - shares will be cancelled as part of a reduction in capital
 - Zürcher Kantonalbank has been mandated to conduct the program
- **Based on the closing price of the Schweiter Technologies shares on December 6, 2012, the value of the shares to be bought back is approx. up to CHF 67m**
- **Efficient capital management**
 - accretive effect on earnings per share

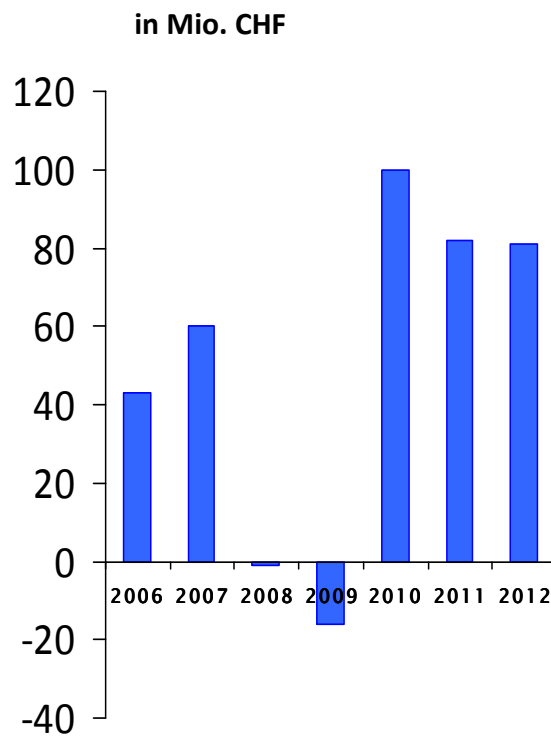
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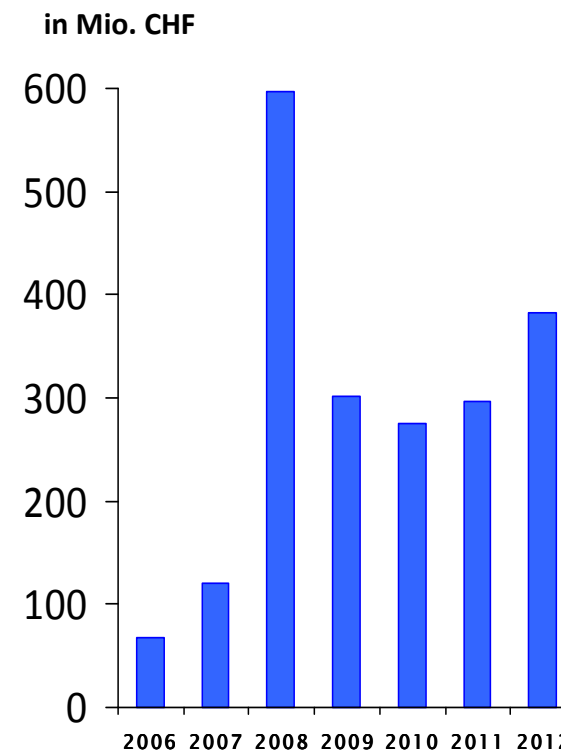
Revenues



EBITDA

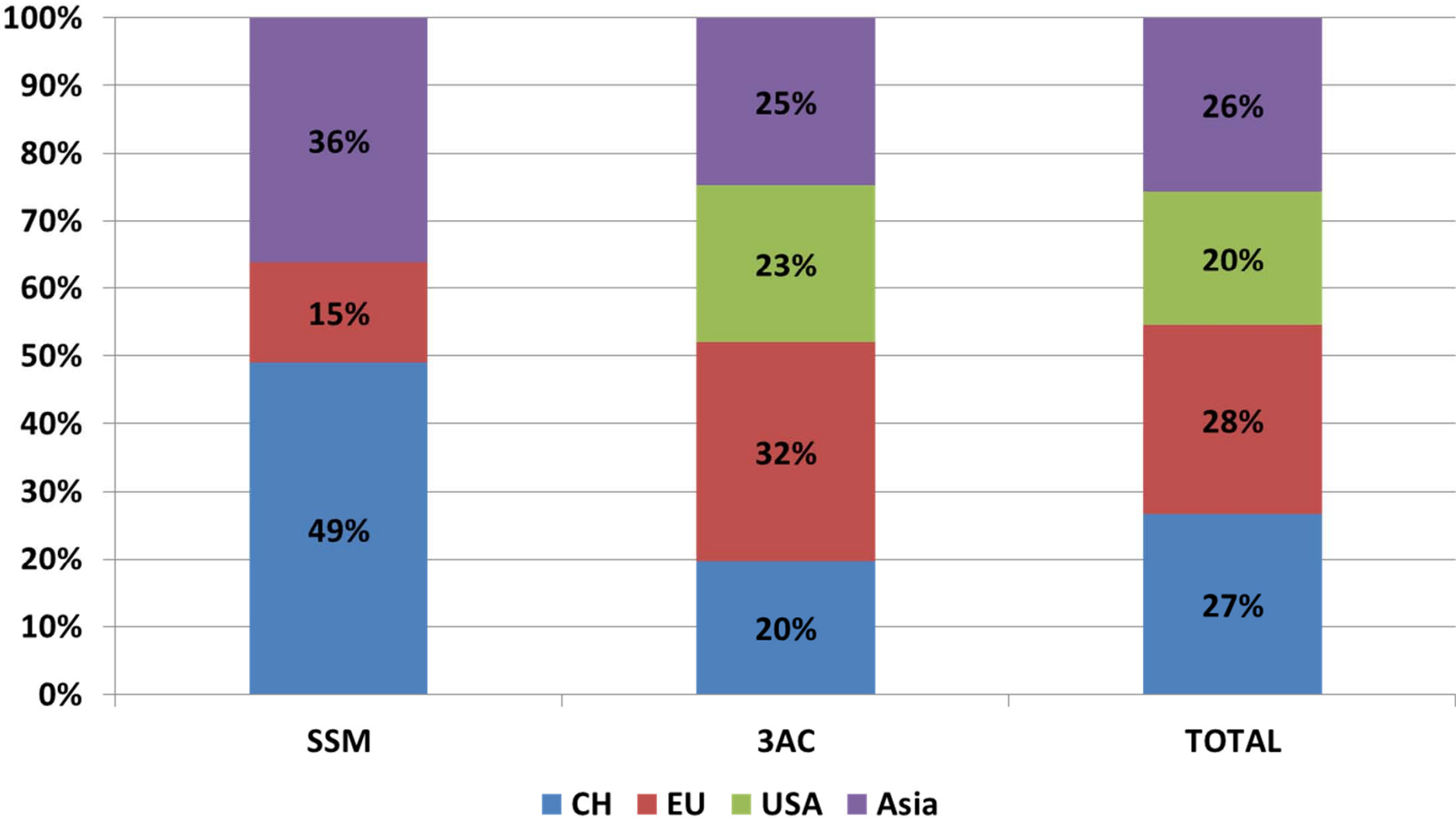


Cash



2011/2012 restated (Ismecca)

Employees per Region YE 2012 (excl. Ecuador)



■ SSM Textile Machinery

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

■ 3A Composites

- Development of wind business in China uncertain with potential upsides. EU stable, US lower with positive effects from H2 on, South-America strong
- Increased sales in Core Materials outside wind targeted (marine and industrial applications)
- Solid outlook for global Architecture and Display business activities. Architecture in Europe probably reached top of cycle
- Positive effects from investments in marketing and sales structures

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