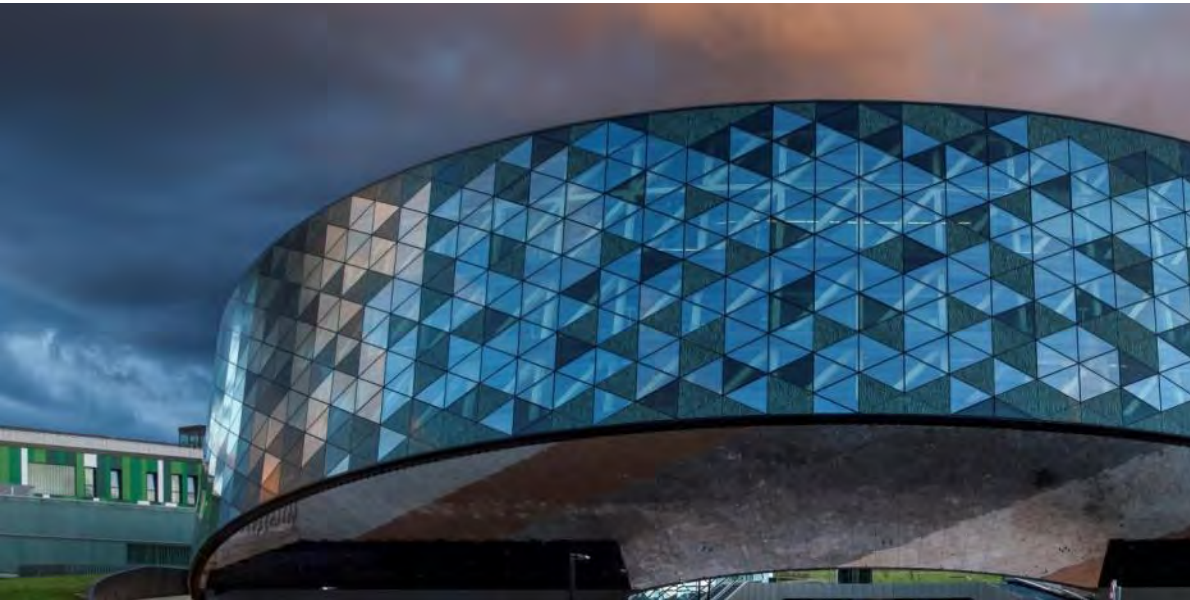
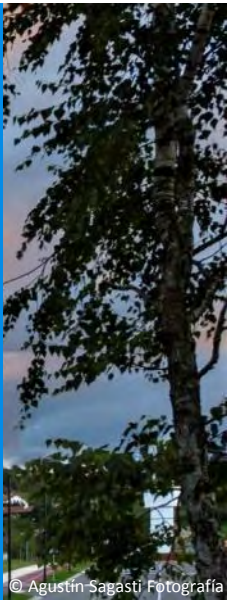


Media & Analyst Conference Half-Year Results 2018



WELCOME



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Zurich – August 17, 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 pay-out:
CHF 40 ordinary dividend
CHF 5 special dividend

Portfolio

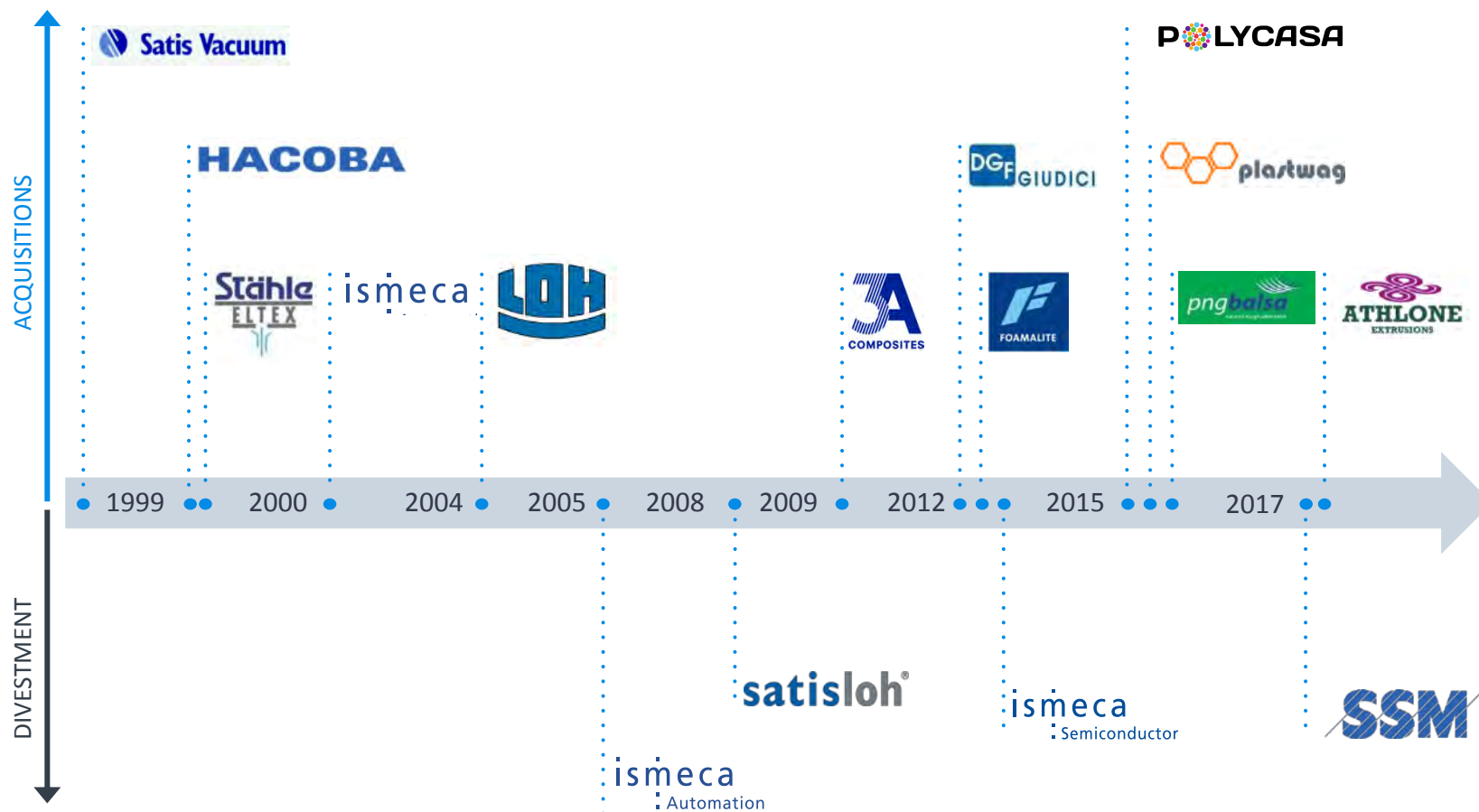
-  Development & manufacturing of
 - composite panels
 - materials for sandwich solutions
 - integrated sandwich componentsconcentrating on the segments
 - Display
 - Architecture
 - Core Materials
 - Transport & Industry

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 H1 2018

11%

Increase in Sales

Display sales in EU & US above industry benchmark growth

Architecture with double-digit top-line growth in Asia and solid sales in the US

Core Materials with a softer start into 2018 as expected

Project delays and changes hampering Mass Transportation performance

Significant sales growth resulting from acquisition of Athlone Extrusions

~11%

EBITDA margin

EBITDA increase of 11% vs. H1 2017

Double digit EBITDA margin maintained despite volatile raw material notations

Sales price increases implemented to offset higher raw material prices

22mCHF

Operating Cash Flow

7% increase in net income from continued operations
(+16% excl. FX gains/ losses)

High cash balance of 178 mCHF
- after a dividend distribution of 64 mCHF

Strong equity ratio of 73%

Group Results

<i>in m CHF</i>	H1 2018	H1 2017	Total 2017	H1/H1 %
Net sales	540.3	485.6	980.2	11%
EBITDA	58.3	52.6	114.4	11%
<i>in % of net sales</i>	<i>10.8%</i>	<i>10.8%</i>	<i>11.7%</i>	
EBIT	44.2	38.9	87.3	14%
Net income from continuing operations	33.0	30.9	77.0	7%
Net income from discontinued operations	-	98.6	95.0	
Net income	33.0	129.5	172.0	
Employees (end of period) ¹⁾	3716	4032	3786	-8%

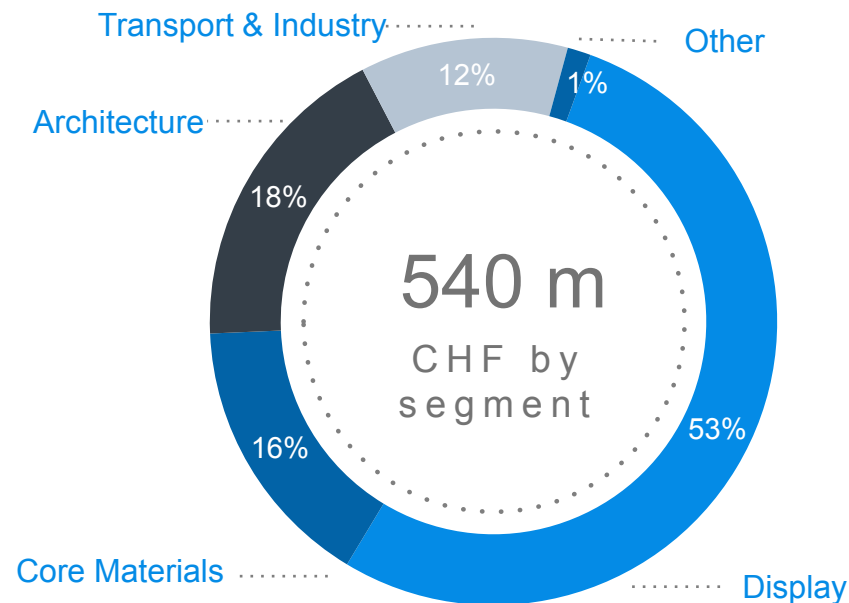
¹⁾ of which 1 100 employees (H1 2017: 1 542 employees) in balsa plantations and sawmills in Ecuador and in Papua New Guinea

3A Composites Results

<i>in m CHF</i>	H1 2018	H1 2017	Total 2017	H1/H1 %
Net sales	540.3	485.6	980.2	11%
EBITDA	59.5	53.9	117.4	10%
<i>in % of net sales</i>	<i>11.0%</i>	<i>11.1%</i>	<i>12.0%</i>	
EBIT	45.4	40.1	90.3	13%
Employees (end of period) ¹⁾	3709	4025	3779	-8%

¹⁾ of which 1 100 employees (H1 2017: 1 542 employees) in balsa plantations and sawmills in Ecuador and in Papua New Guinea

3A Composites Revenues H1 2018



3A Composites Results

- Successful integration of newly acquired Athlone Extrusion contributing significantly to higher sales and earnings.
- Display: Above industry average growth of existing European business. Raw material price fluctuations and a temporary restraint in demand prevented a further increase in volumes. Solid net sales growth in the US business.
- Architecture: Double digit growth of Asia Pacific topline benefitting from several major projects in China and rising demand in key markets. Satisfying net sales growth in the US business. European topline below prior year due to uncertainties regarding future fire code regulations in some markets.
- Core Materials: Slow start into the year as expected. Topline and profitability of wind business negatively impacted by a temporary lower demand from global OEM's and ongoing price pressure. Sales in the second quarter picked-up significantly in the wind and non-wind business.
- Transport & Industry: Deliveries for a large customer shifted into H2 and technical changes in two projects led to lower sales and profitability compared to prior year.

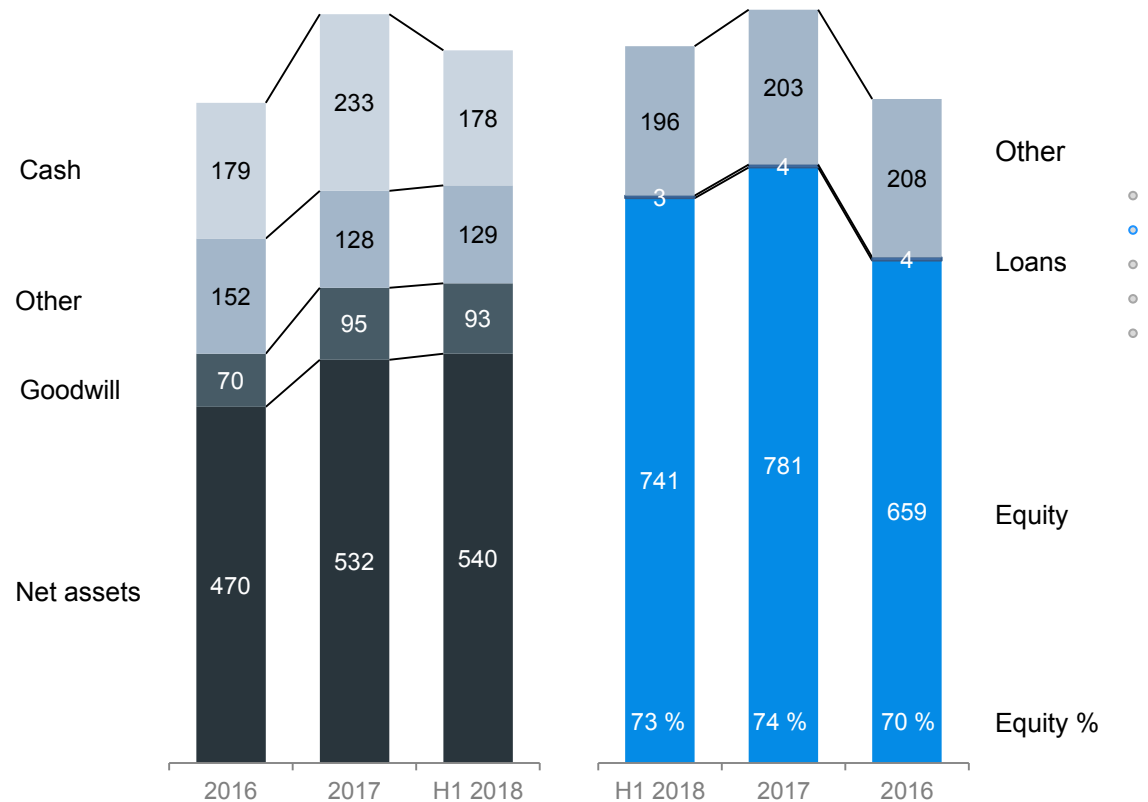
Strong Balance Sheet

Cash position 178m CHF

Almost no short & long term bank liabilities

Shareholders' Equity
741m CHF = CHF 518 per share

Equity ratio 73%



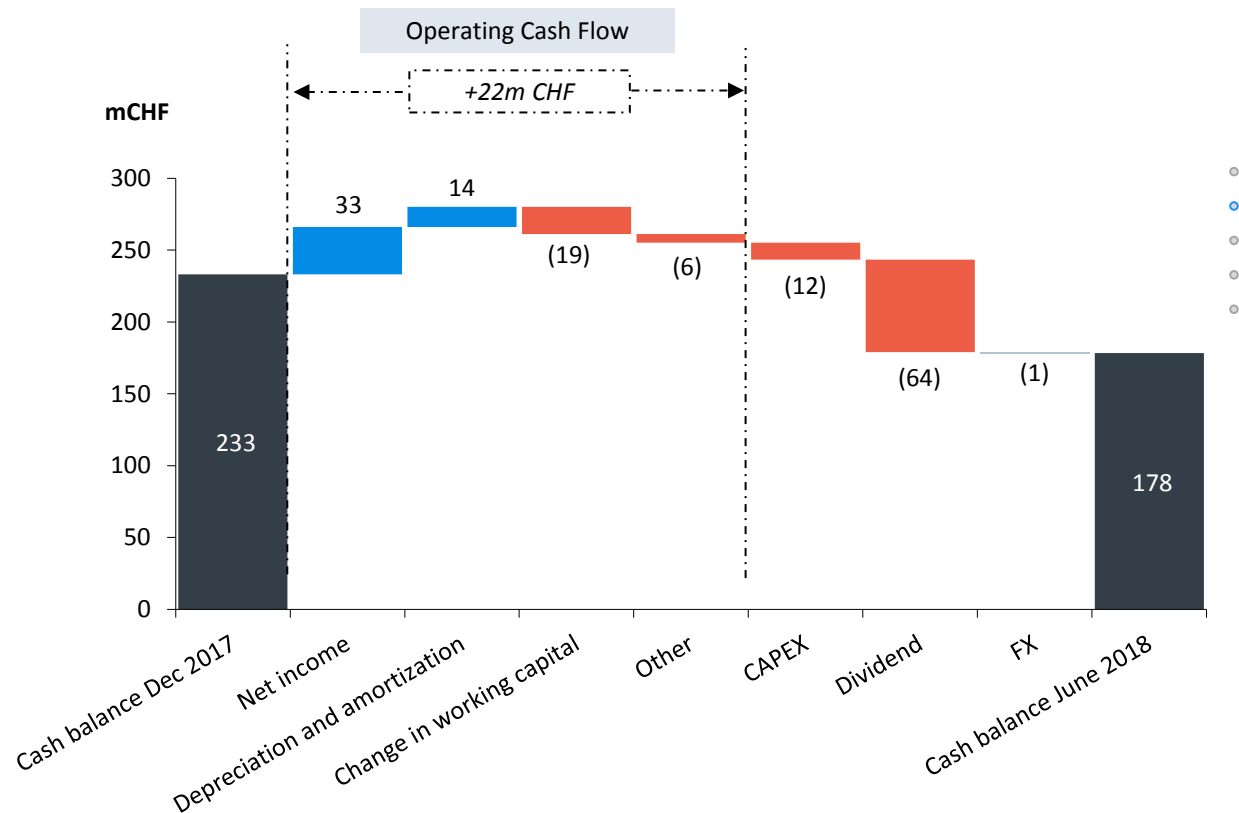
Cash Development

Cash position increased to 178m CHF

7% increase of net income from continued operations

Higher working capital level due to higher RM prices and seasonal effect

CAPEX of 12mCHF to expand product offerings and to enhance production efficiency



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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



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Outlook H2 2018

- Positive outlook for the Display business supported by the overall robust market demand, enhanced product offering and customer focus. Volumes expected to benefit in H2 from lower inventory levels at key customers.
- Solid outlook for the Architecture business with continued high construction activity in core markets, increased demand for high-quality, fire retardant products and a strong project pipeline.
- For Core Materials' business solid volume development expected for H2. Price pressure in selected markets (following the merger of several global wind accounts) continues to be challenging.
- Positive outlook for the Transport & Industry business - postponed deliveries expected to materialize in the second half of the year; solid order backlog and 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.





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

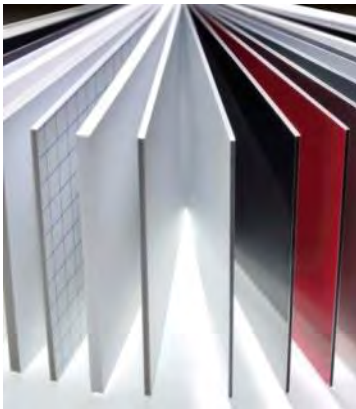
the most effective sandwich configuration

Specify

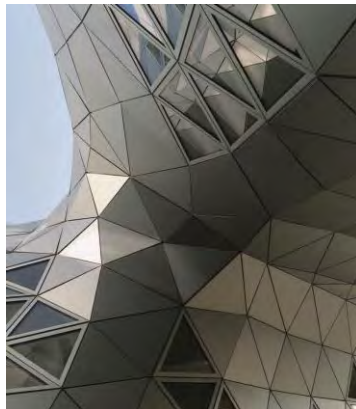
the most cost efficient raw materials



3A Composites – Market Segments



Display



Architecture



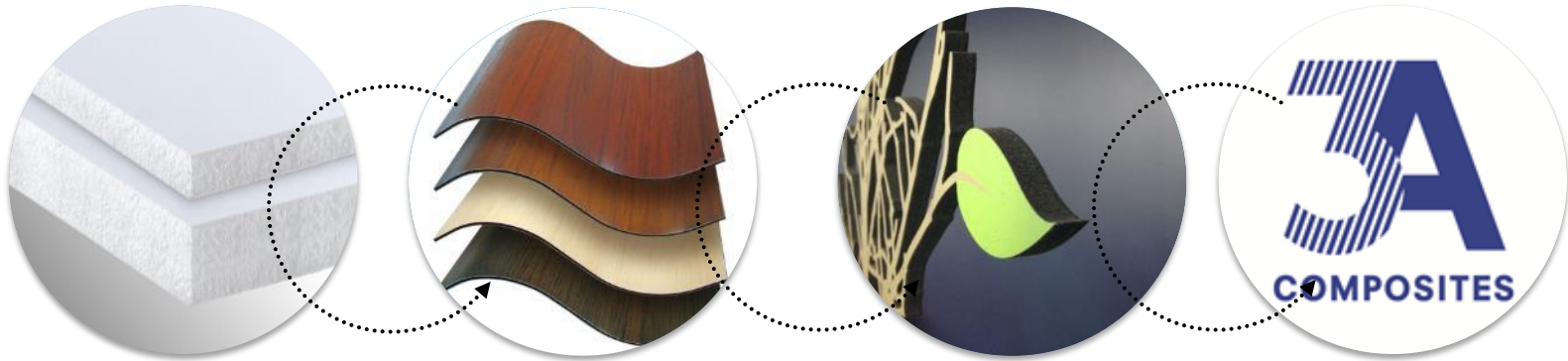
Core Materials



**Transport
& Industry**



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
(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®

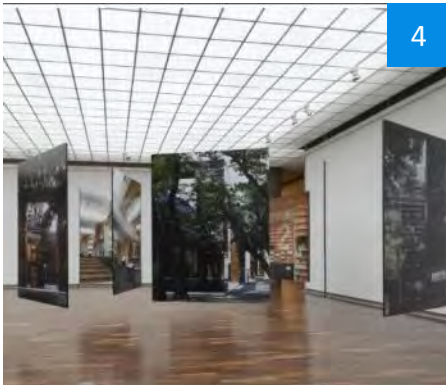
FOME-COR®

IMPEX®

HIPEX®

SCHWEITER TECHNOLOGIES

Display



References

1 Shop design Ford car dealership
Europe
CRYLON™

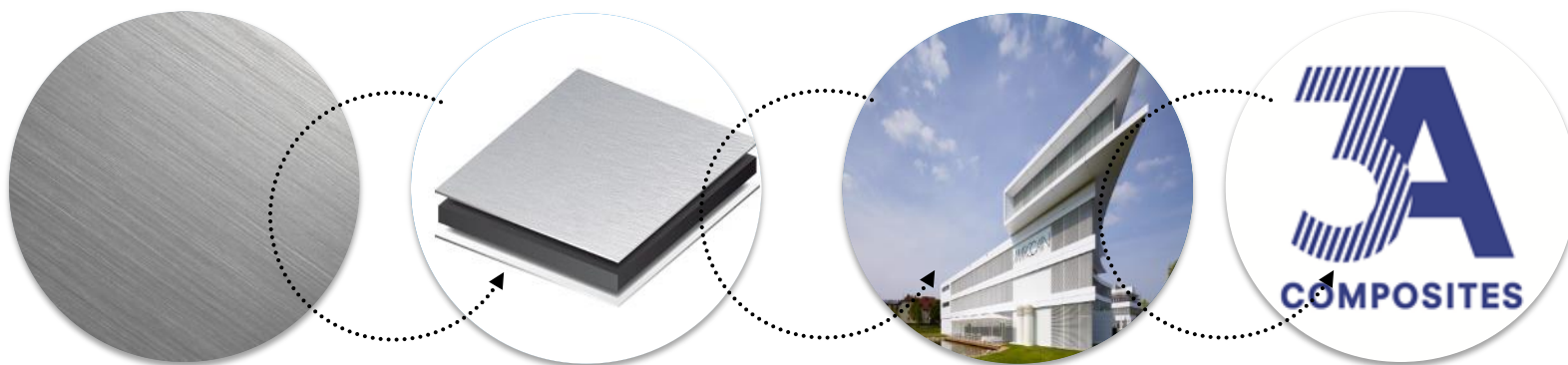
2 Exhibition stand Euroshop 2017
Düsseldorf | Germany
DIBOND® | FOREX® | CRYLUX™

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

4 Interior Design Kunsthalle Bielefeld
Bielefeld | Germany
FOREX® classic



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

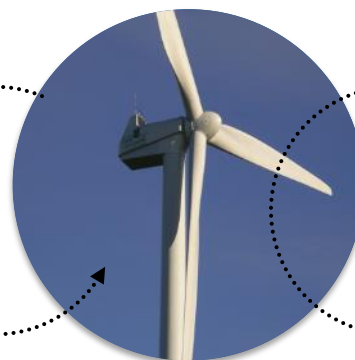
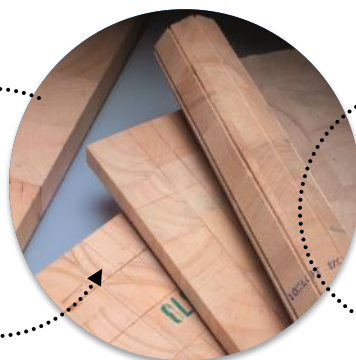
ALUCOBOND® naturAL Reflect

4 Pasar Minggu Hospital
Jakarta | Indonesia

ALUCOBOND® PE



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

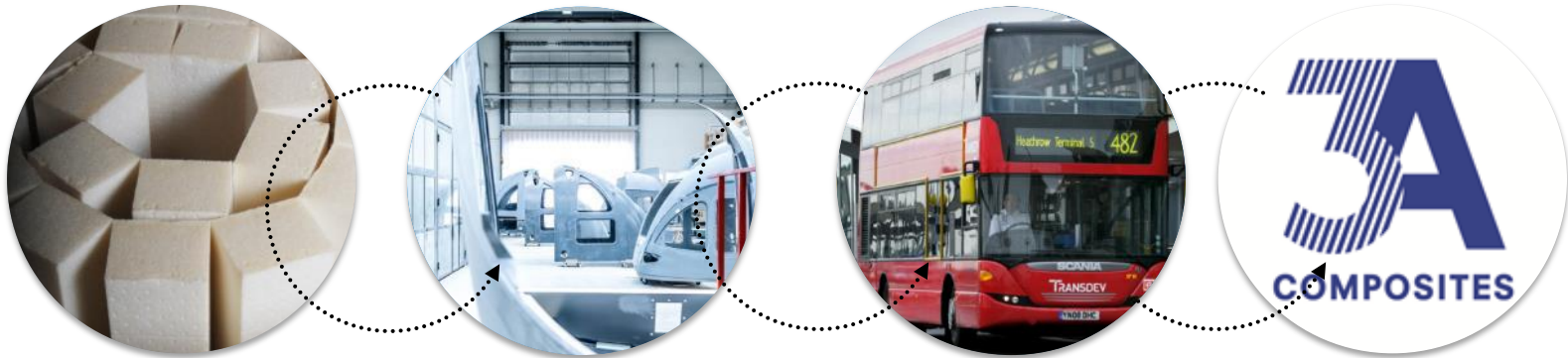
1 Wind nacelles in Oiz Eolic Park, Spain
BALTEK® SBC | AIREX® T10 | AIREX® T92

2 Sailboat hull bottoms, decks & top sides
AIREX® T92 | BALTEK® SB

3 Interior & Furniture for Super yachts
BANOVA®

4 Bcomp ski cores
BALTEK® VBC

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

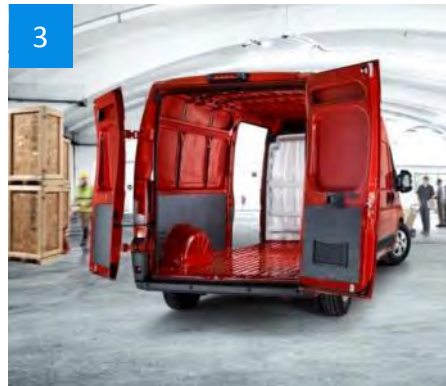
Applications

- 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

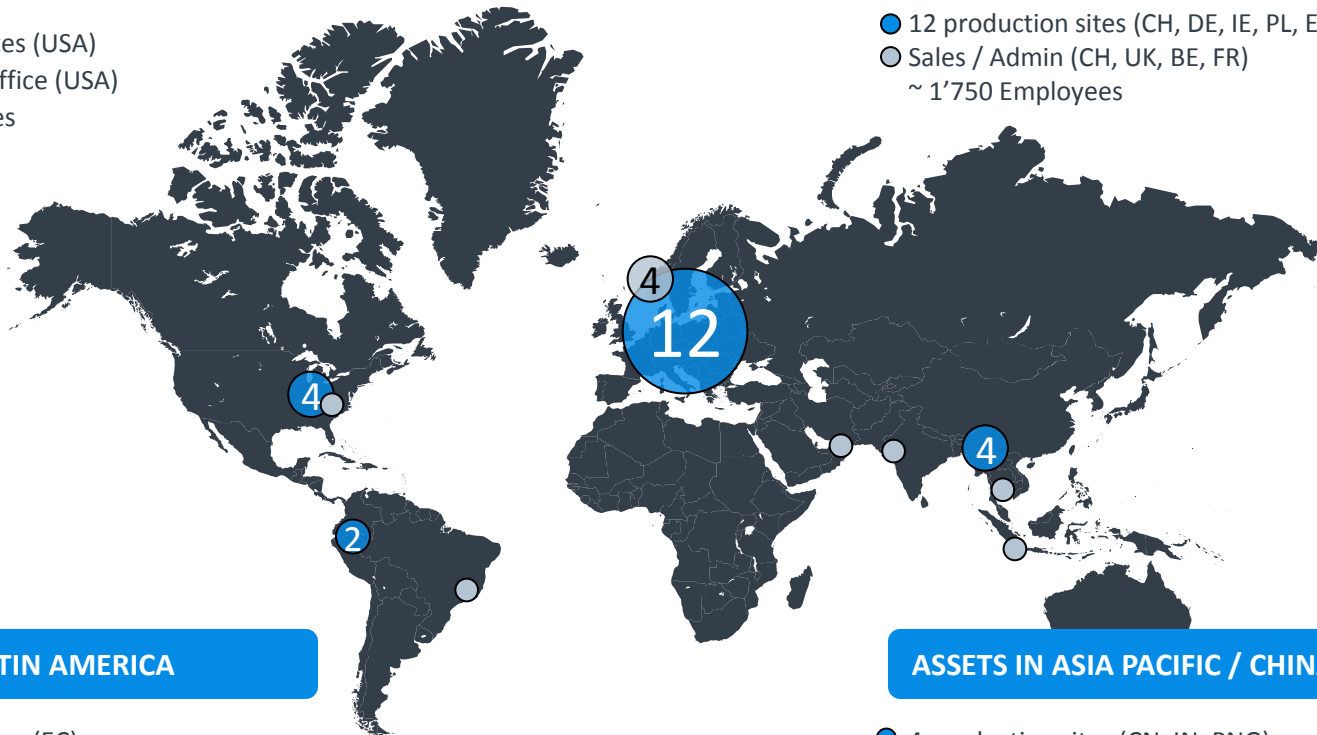
- 12 production sites (CH, DE, IE, PL, ES, CZ, SK)
- Sales / Admin (CH, UK, BE, FR)
- ~ 1'750 Employees

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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