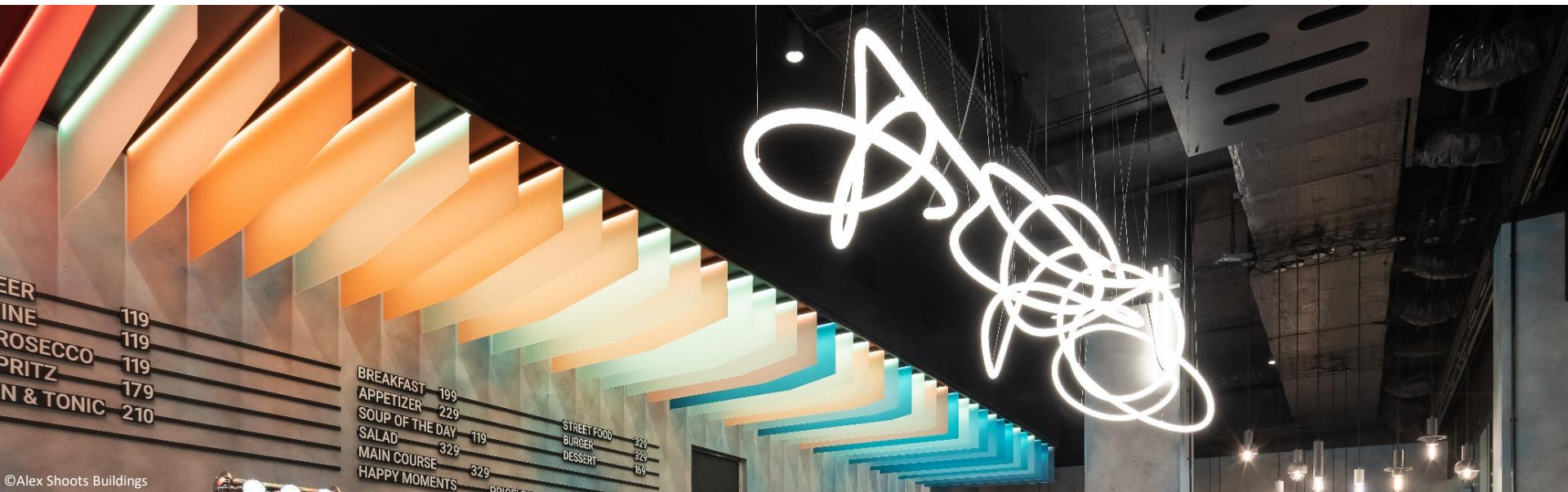


# Media & Analyst Conference

## Half-Year Results 2023



Zurich - August 17, 2023

# Content

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- 4 Questions & Answers
- 5 Appendix / Business Area information



# Schweiter at a Glance

Schweiter Technologies is a **global group**, manufacturing and commercializing **composite panels** and **composite solutions**

## Key Figures 2022

-  ~ 1.2 bn CHF sales
-  86m CHF EBITDA
-  Global presence in more than 50 countries
-  Equity ratio ~70%
-  Dividend 2022: 20 CHF per share

## Portfolio

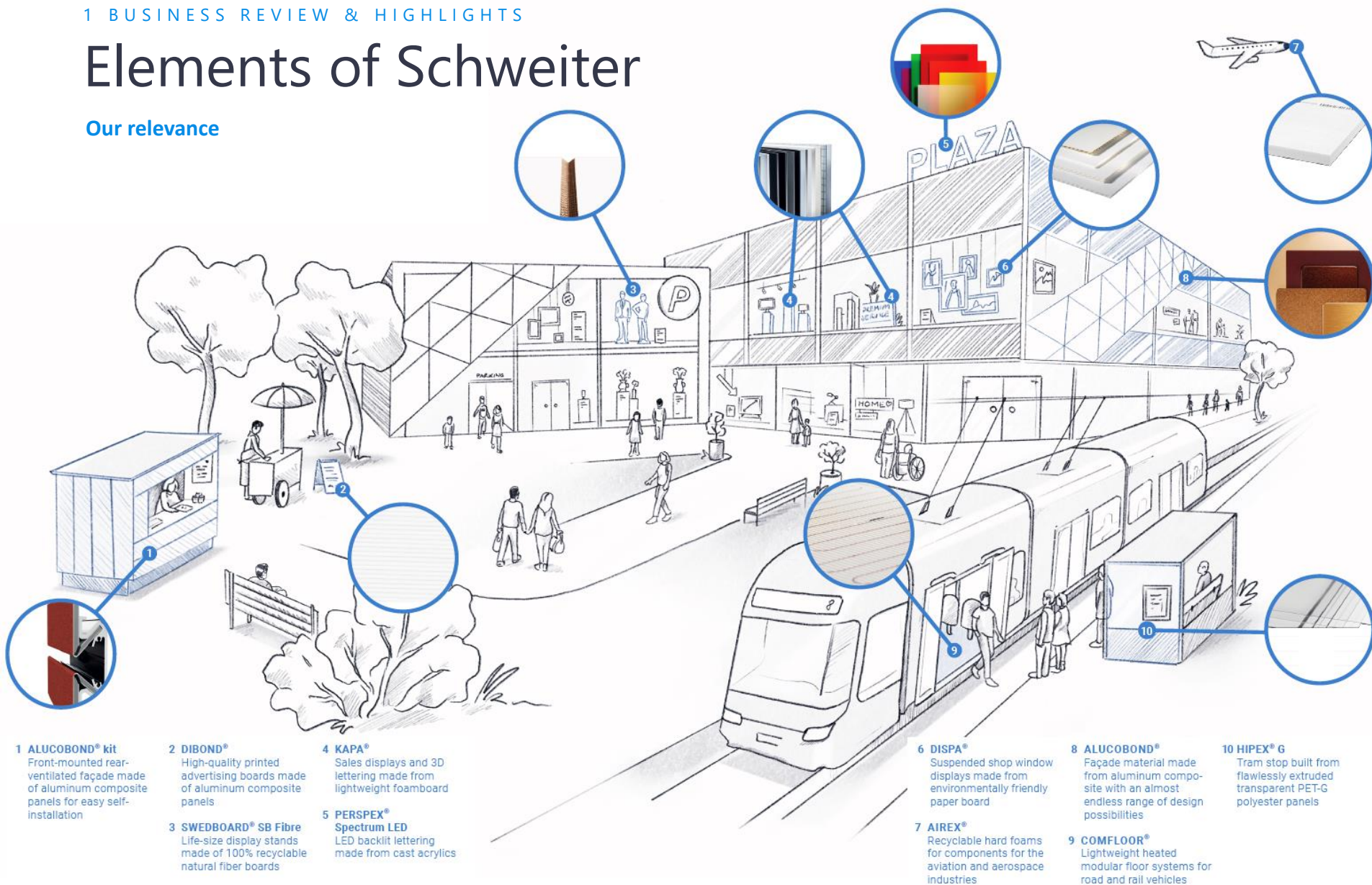
-  Development, manufacturing and sale of
  - Aluminum composite panels
  - Core materials for sandwich structures
  - Paper & plastic sheets as well as lightweight foamboards
  - Integrated lightweight systems
- concentrating on the business areas
  - Display
  - Architecture
  - Core Materials
  - Transport & Industry

## Strategy & Goals

-  Focus on innovation, customer centricity & proximity as well as value creation as key success factor
-  Strengthen the leading positions through organic growth & strategic acquisitions
-  Promote lean structures, direct lines of communication & culture

# Elements of Schweiter

## Our relevance



**1 ALUCOBOND® kit**  
Front-mounted rear-ventilated façade made of aluminum composite panels for easy self-installation

**2 DIBOND®**  
High-quality printed advertising boards made of aluminum composite panels

**3 SWEDBOARD® SB Fibre**  
Life-size display stands made of 100% recyclable natural fiber boards

**4 KAPA®**  
Sales displays and 3D lettering made from lightweight foamboard

**5 PERSPEX® Spectrum LED**  
LED backlit lettering made from cast acrylics

**6 DISPA®**  
Suspended shop window displays made from environmentally friendly paper board

**7 AIREX®**  
Recyclable hard foams for components for the aviation and aerospace industries

**8 ALUCOBOND®**  
Façade material made from aluminum composite with an almost endless range of design possibilities

**9 COMFLOOR®**  
Lightweight heated modular floor systems for road and rail vehicles

**10 HIPEX® G**  
Tram stop built from flawlessly extruded transparent PET-G polyester panels



# Swedboard: Environmentally friendly solution

5



FSC®-certified,  
dust-free fibre boards - white



White paperliners &  
polystyrene core foamboard



FSC®-certified,  
dust-free fibre boards - brown



FSC®certified,  
2-layer paper board

## SWEDBOARD®

Innovative and environmentally friendly boards for printing industry

100% recyclable & FSC certified boards

Lightweight but strong,  
no cracking, no need for lamination

New production method with dust-free core

100% food compliance

Fire retardant with organic material &  
no aluminum

Endless length possible



# Swedboard: Multiple applications possible



## Applications

Displays (Point of Sale | POS)

Shop design

Shop window decoration

Furniture construction

Interior design

Partition wall | Cladding

Exhibition design

Creative work

**SWEDBOARD**

**SCHWEITER TECHNOLOGIES**

# ALUCOBOND® kit: Opening a new market segment



## Façade installation kit solution

- Pre-routed ALUCOBOND® panels  
→ composite panel comprising two aluminium covering sheets and a non-inflammable or flame-retardant mineral core
- easy fiX fastening clips
- Clip fixing screws

## Advantages

- Enables quick and easy completion of façade projects
- Perfect for smaller projects, such as cladding on detached or semi-detached houses, extensions, garages, summer houses, garden sheds, kiosks
- Rear-ventilated façade system (RVF):  
Offers protection against the building interior heating up in summer & heat loss in winter
- Invisible fixings
- Durable and high-quality results
- Available from building material suppliers
- Low maintenance costs as service and repair work needed is minimal
- Easy to disassemble

# JMB: Completing the value chain

8

## SUPPLIERS OF JMB



Raw material sheets (Balsa / PET)

(purchased by JMB from 3A Composites and 3rd parties)



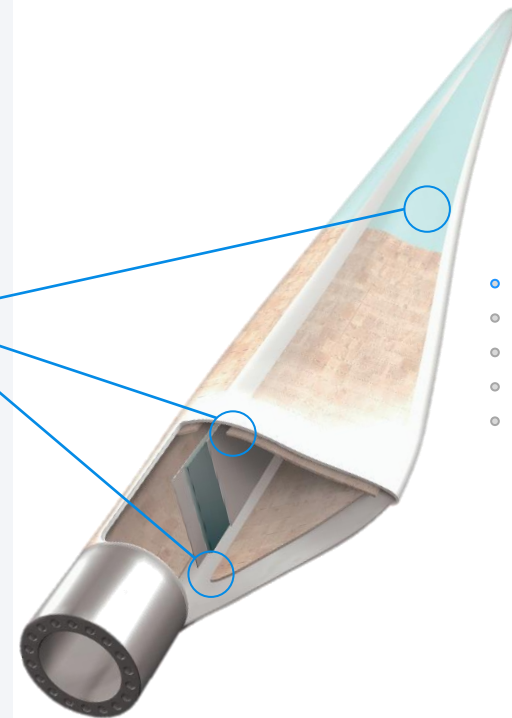
Tailoring core material sheets for wind turbine blades

Prototyping core kits for the newest blades

5000+ kits delivered in 2022

Supplying locations worldwide

## CUSTOMERS OF JMB

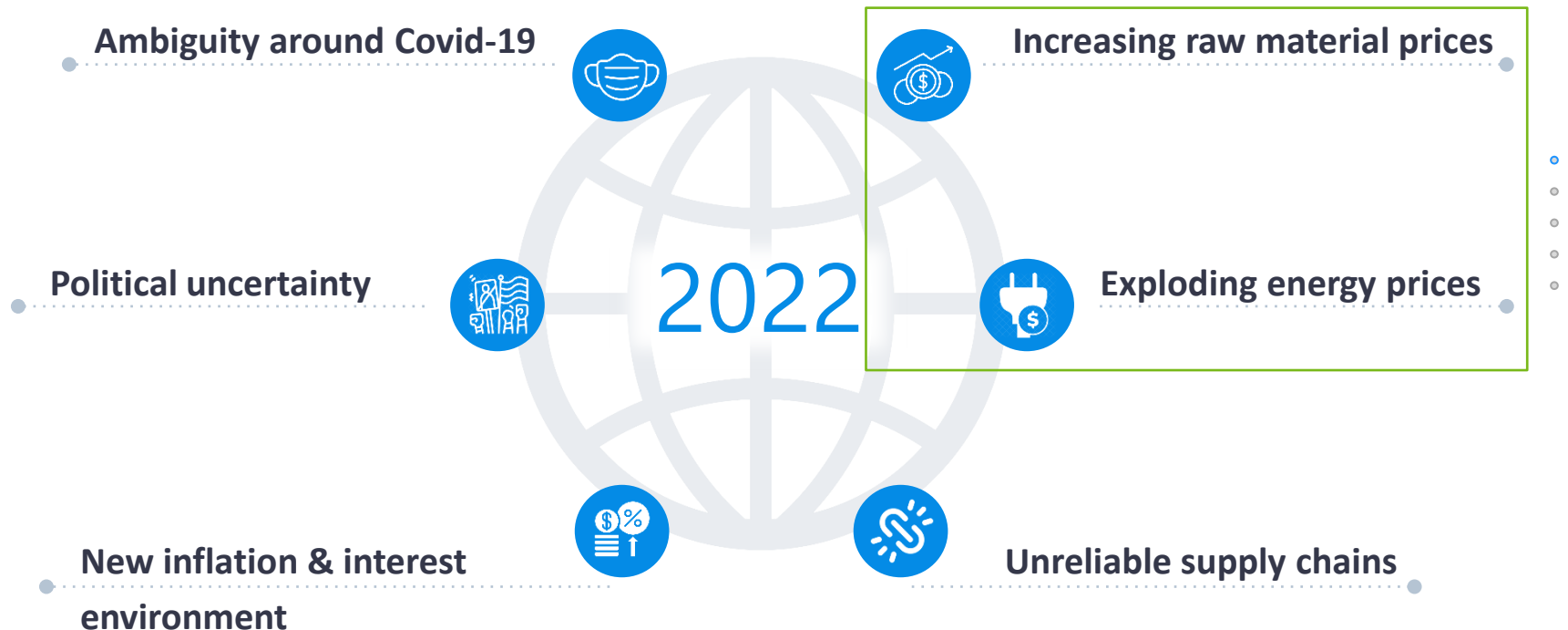


Wind blade production

(using kits sold by JMB)



# In a volatile & dynamic world, agility & resilience are essential



# Fluctuating raw material prices ask for agility



10



Increased number of suppliers to benefit from worldwide sourcing opportunities

.....

Accelerated approval of product qualifications to broaden the supplier base as well as to compensate for longer sourcing distances

.....



Negotiated more dynamic and attractive pricing models and smaller lot sizes

.....

Intensified and further optimized internal collaboration between Sales & Operations to faster communicate and fine tune sales forecast, production capacity and sourcing needs



# Sales teams challenged by increased costs



11



Increasing market share in Display Europe despite unfavourable market conditions

Comprehensive sales trainings conducted

New Business Intelligence tool launched in Europe to steer sales more proactively

CRM expansion

Updated ERP systems

Further enhancing sustainable product portfolio

# Energy reduction initiatives impact: >1pp EBIT

12



## Major completed projects and initiatives

Heat recovery project  
painting line, Germany

Steam condensate  
recovery, UK

New compressed air  
system incl. heat  
recovery, Germany

Reduced base load,  
Germany

◀ Accelerated  
installation of solar  
panels, Spain

Changed working  
hours at PVC mixing  
station to night time,  
Ireland



# Become more efficient & sustainable



## Ongoing energy reduction projects and initiatives





# Content

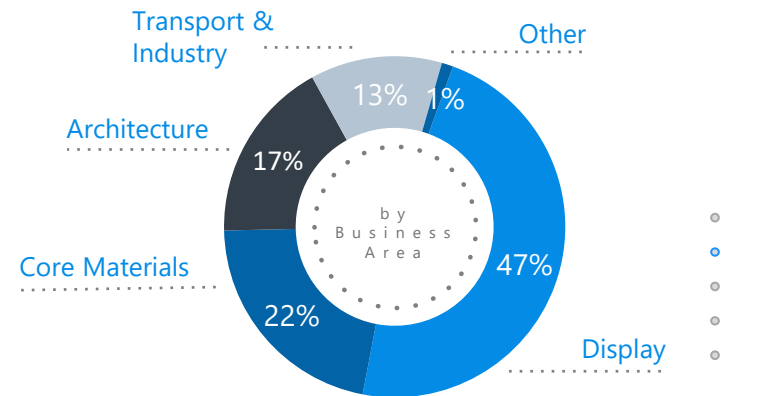
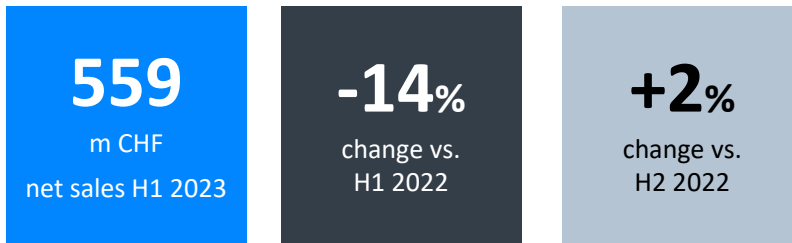
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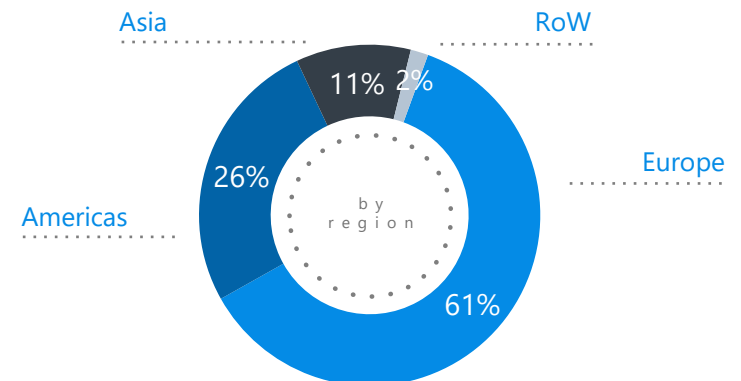
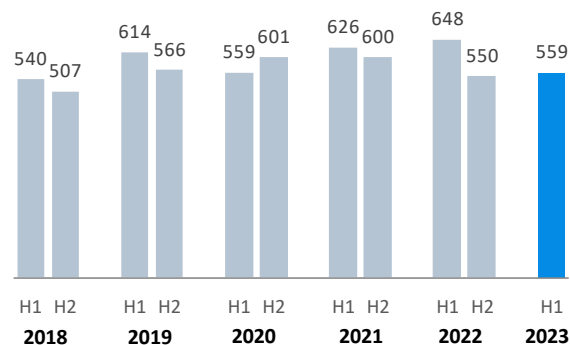


# Net sales performance: -9% FX adjusted

## Net sales H1 2023 breakdown



## Six-year Net sales development in m CHF



# Core Materials and T&I with net sales growth

## DISPLAY



- Net sales below high comparison base of H1 2022
- Subdued demand for non-clear sheets continued after cooling off in H2 2022
- Customers hesitant in anticipation of falling commodity prices
- Solid demand for paper based products continued
- Footprint optimization for clear sheet pays off

## CORE MATERIALS



- Increased revenues with both, PET and balsa products
- Picked up demand in China with high price pressure
- Next cycle of growth in European & US wind market delayed due to lengthy and slow approval processes
- Positive contribution from recently acquired JMB Wind Engineering
- Encouraging sales in non-wind

## ARCHITECTURE



- US sales stable vs. strong prior year
- Continued economic challenges and decline in construction activity in Europe, already having started in H2 2022
- In Asia, steady recovery in China not able to fully compensate softened demand in India

## TRANSPORT & INDUSTRY



- Strong sales growth in the road and rail sectors despite ongoing customer project postponements
- Industrial business continued to benefit from lightweight construction trend in vehicle sector

# Group Results: Trend turned around

	H1 2022	H2 2022	H1 2023	H1/H1 %	H1/H2 %
<i>in m CHF</i>					
Net sales	647.8	549.9	559.5	-14%	2%
EBITDA	57.0	28.5	42.9	-25%	51%
<i>in % of net sales</i>	8.8%	5.2%	7.7%		
EBIT	37.8	4.7	23.4	-38%	395%
Net income	27.3	1.7	11.9	-56%	581%
Employees (end of period) <sup>1)</sup>	4,511	4,255	4,670	4%	10%

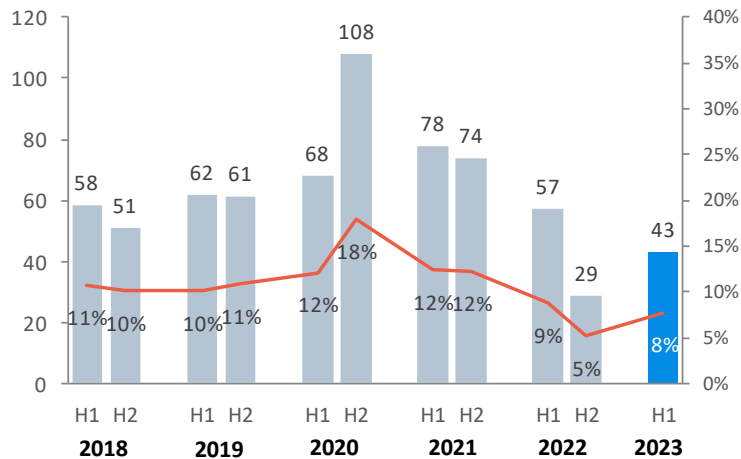
<sup>1)</sup> of which 1358 employees (H1 2022: 1472 | H2 2022: 1302 employees) in balsa wood plantations and sawmills in Ecuador and Papua New Guinea; increase in H1 2023 reflecting JMB integration

# Started journey to be continued consequently

18

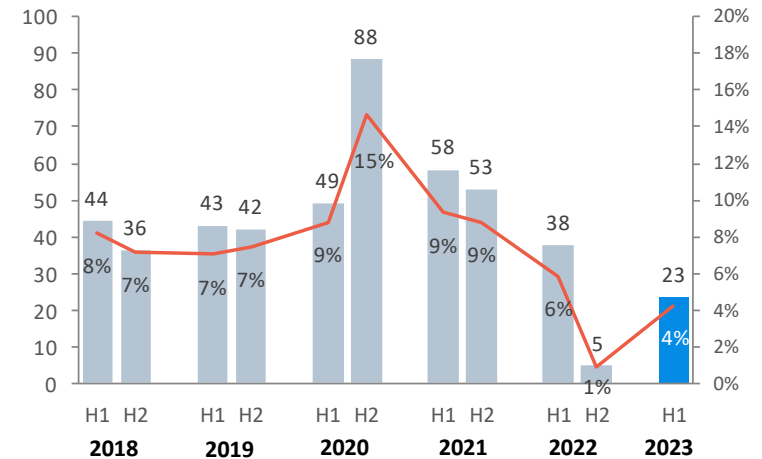
## EBITDA

MCHF



## EBIT

MCHF



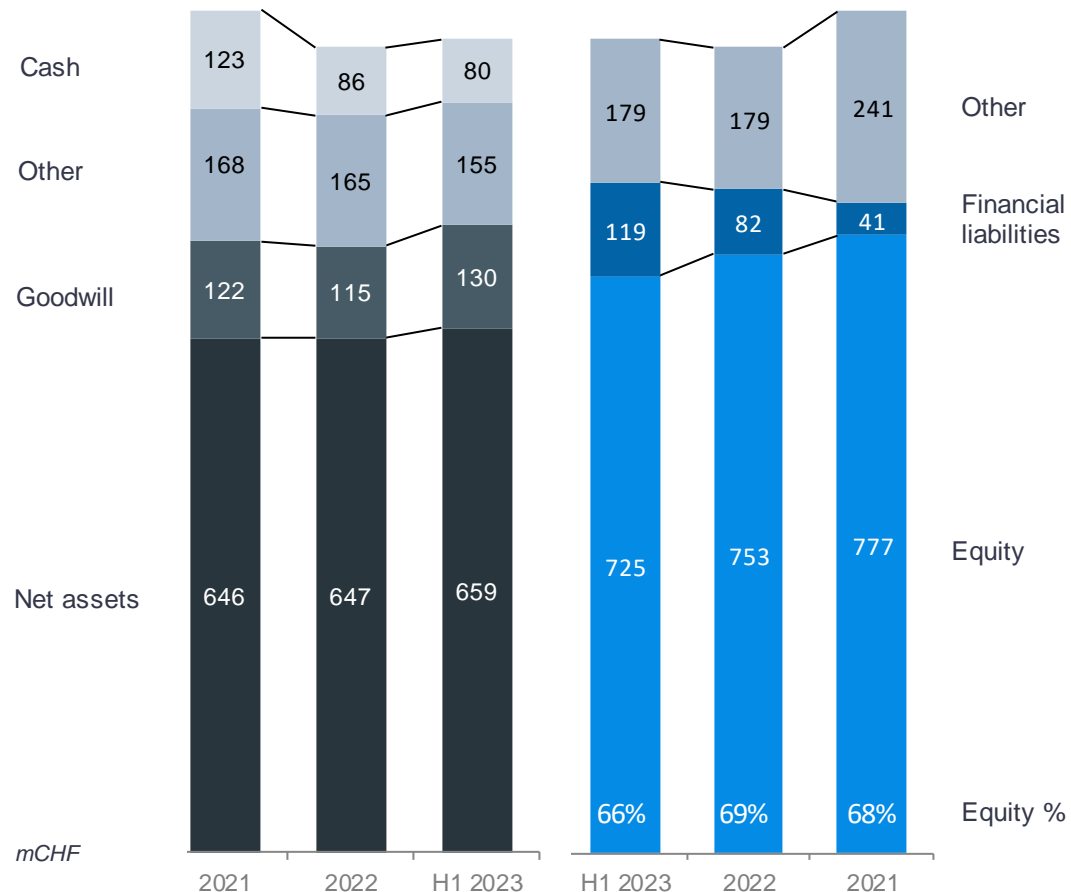


# Balance sheet still provides opportunities

Cash position 80m CHF

Shareholders' Equity  
725m CHF = CHF 506 per share

Equity ratio 66%



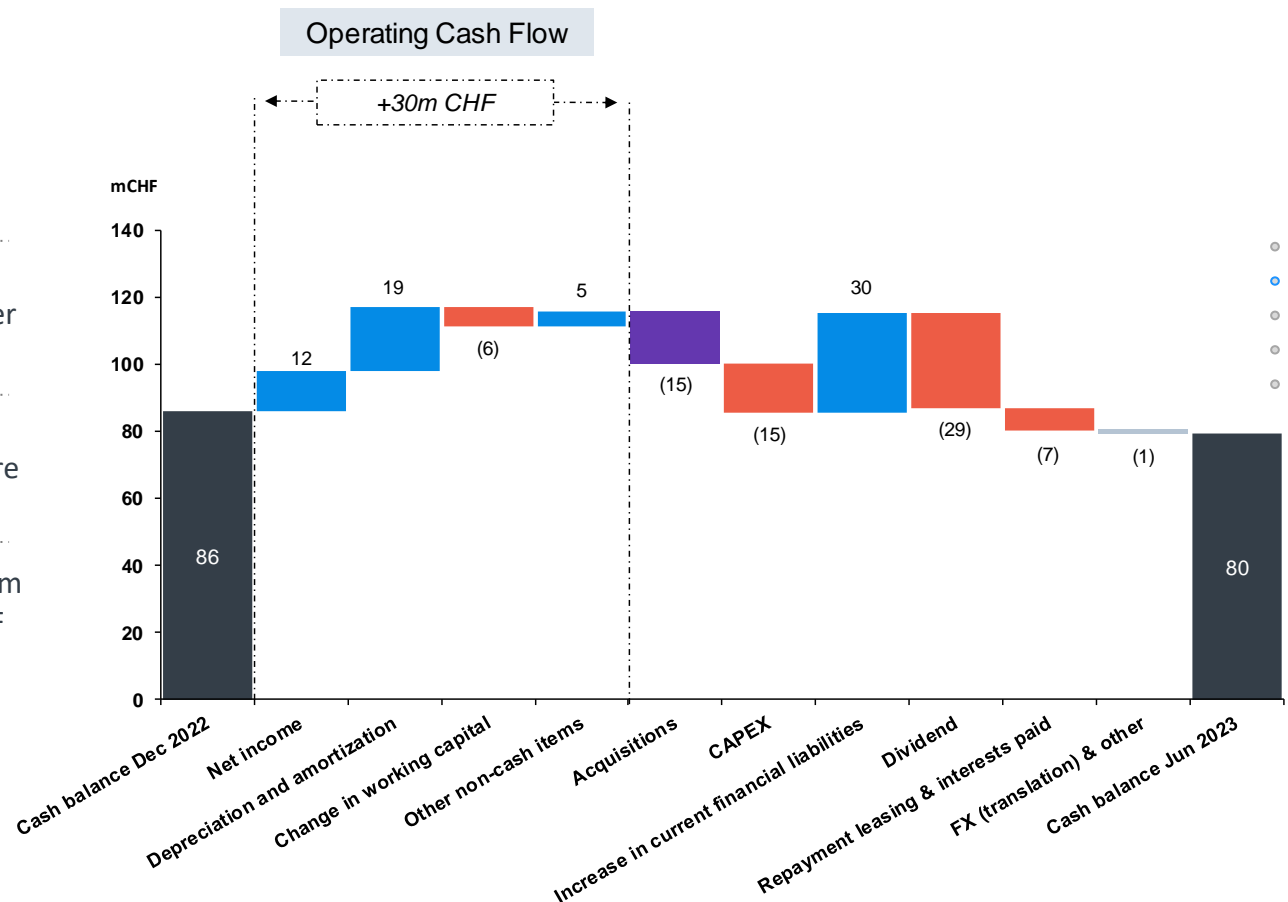
# Strong focus on operating cash flow pays off

Cash position of 80m CHF after dividend distribution of 29m CHF

Higher working capital mostly on account of seasonally higher accounts receivables

Acquisition of remaining stake in JMB Wind to strengthen Core Materials business

After Capex investments of 50m CHF in 2022, another 15m CHF to support growth and production efficiency



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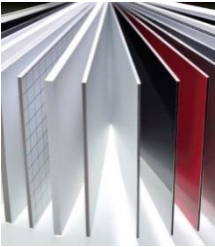
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## Outlook H2 2023: Visibility limited – agility remains crucial

### DISPLAY



- Display business largely dependent on consumer sentiment in Europe and the US
- Well positioned in the still small but rapidly growing market for paper-based products in order to benefit from trend towards sustainable visual communication solutions

### CORE MATERIALS



- Growing demand from wind customers in China
- Pleasing development in shipbuilding & Poland PET foam plant fully operational
- Positive contribution from recently acquired JMB Wind Engineering
- Onset of next major wind growth cycle in Europe and the US only expected in the course of 2024

### ARCHITECTURE



- Continued solid development in North America with strong margins with new paint line supporting increased efficiency and flexibility
- Rebound in China expected to result in profitable growth in Asia
- Demanding conditions in Europe remain, slowed down investments in the construction sector in the current interest rate and market environment
- New lamination line to support efficiency in production

### TRANSPORT & INDUSTRY



- Continued recovery anticipated with the delivery of rail projects postponed by customers and normalization of demand in business with bus manufacturers
- Expectations in industrial sector remain positive, driven by structural growth in the vehicle sector

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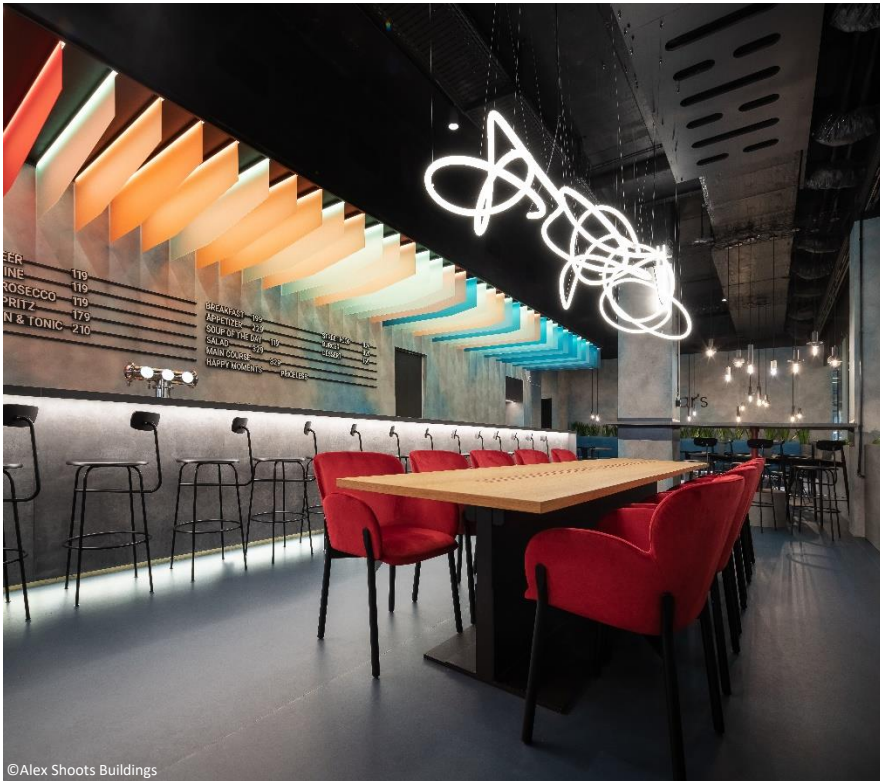
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# Q&A



## OSCARS BAR IN VIENNA HOUSE ANDELS PRAGUE HOTEL Czech Republic | PERSPEX® Frost | PERSPEX® Spectrum LED

PERSPEX®  
CAST ACRYLIC SHEET WITH LIMITLESS COLOUR AND TEXTURE  
OPTIONS.

PERSPEX® acrylic sheet is recognised as a premium product, one of the best quality acrylic materials in the world. Continuous innovation over the past years has resulted in the creation of a wide spectrum of products.

These innovative materials are widely used in various areas of application such as architecture, visual communication, shopfitting, furniture construction, and lighting. The versatility of PERSPEX® acrylic sheets offer international designers a valuable source of inspiration.

PERSPEX® acrylic is available in a variety of different colours, tints, textures and effects.

Experts at the in-house laboratory can match almost any colour for unique design concepts. They can also combine colours or create new bespoke hues tailored to customer requirements.

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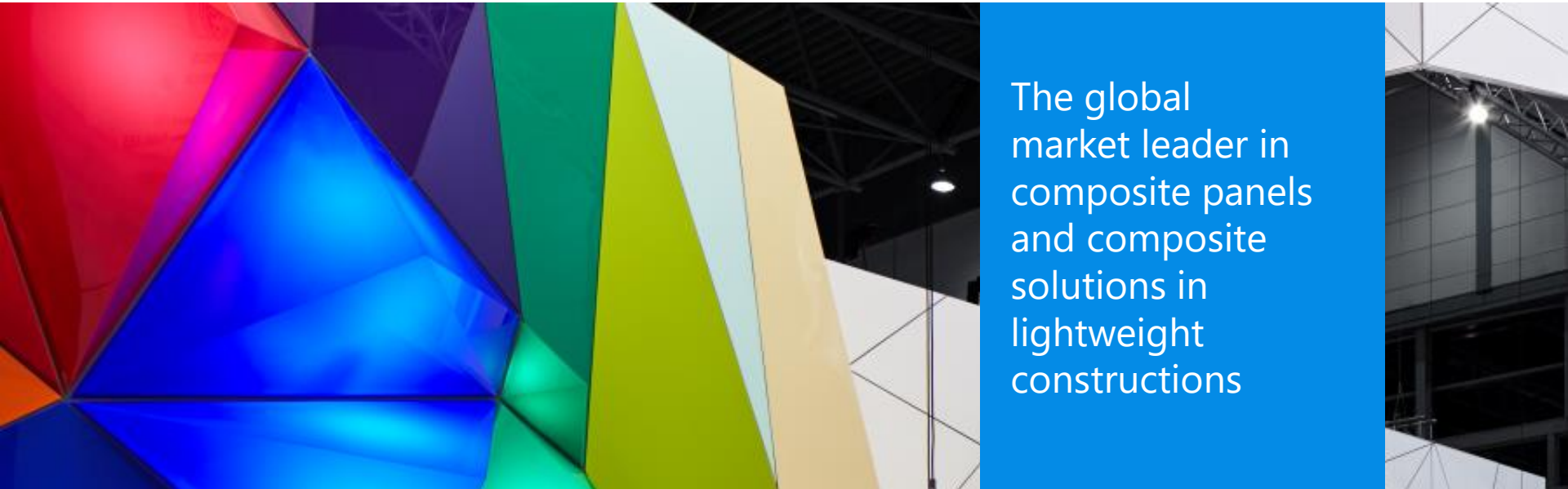


# APPENDIX

BUSINESS AREA  
INFORMATION

# 3A Composites

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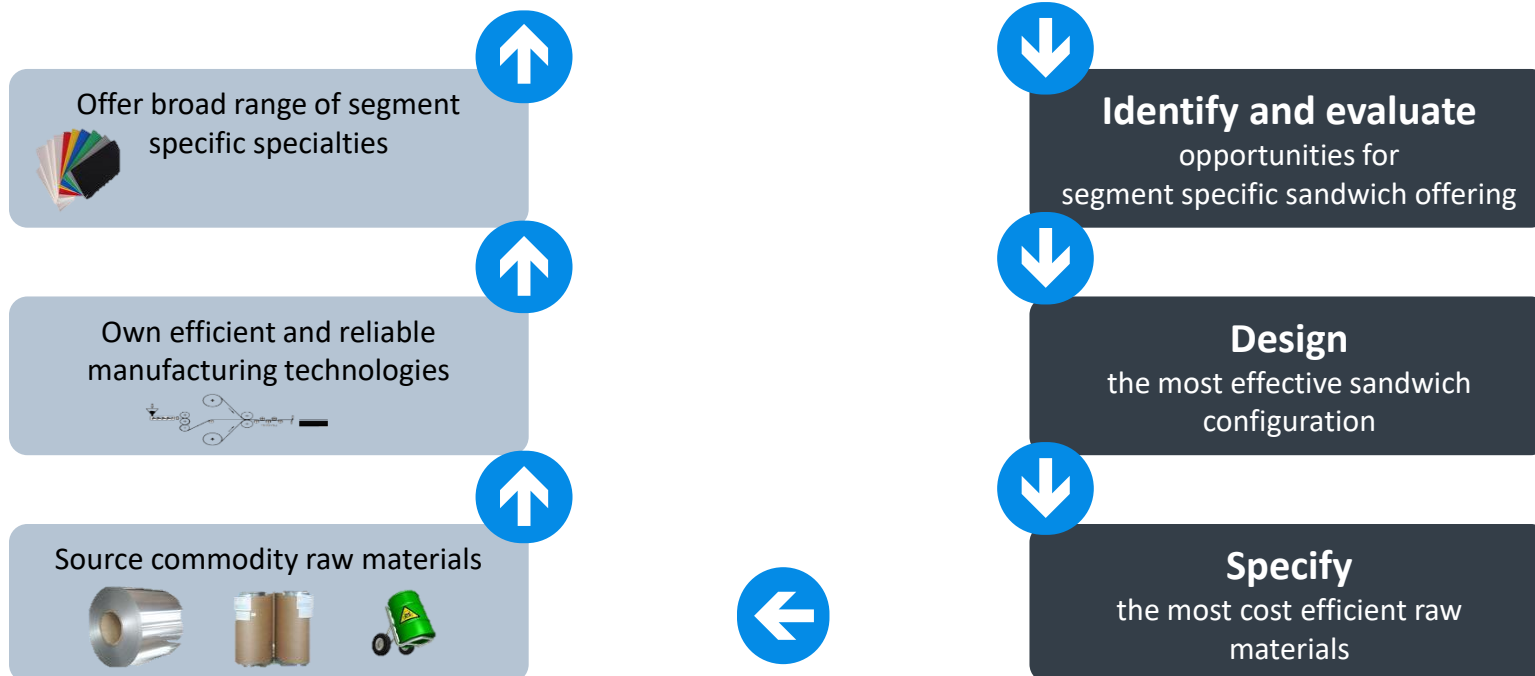
The global market leader in composite panels and composite solutions in lightweight constructions



# 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





# Strong global presence: >40 own locations

## NORTH AMERICA

- 4 production sites (USA)
- Sales / Admin office (USA)
- ~ 500 Employees

## EUROPE

- 17 production sites (CH, DE, IE, PL, PT, ES, CZ, SK, UK)
- Sales / Admin (CH, UK, BE, FR)
- ~ 2 300 Employees

## SOUTH AMERICA

- 2 production sites (EC, BR)
- Sales office (BR)
- ~ 11 000 ha FSC® certified plantations in Ecuador
- ~ 700 Employees

## ASIA / MIDDLE EAST

- 5 production sites (CN, IN, PNG)
- Sales / Admin office (CN, SGP, UAE, IN, IND)
- ~ 3 000 ha FSC® certified plantations in PNG
- ~ 1 200 Employees

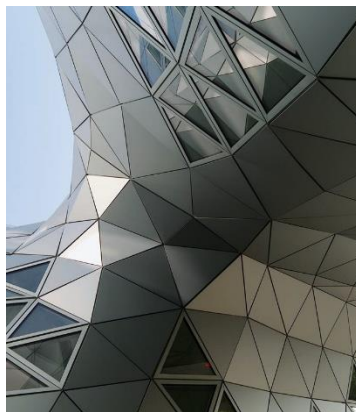
● % of net sales 2022 by market region

# 3A Composites with 4 business areas



**Display**

49%



**Architecture**

19%



**Core Materials**

19%

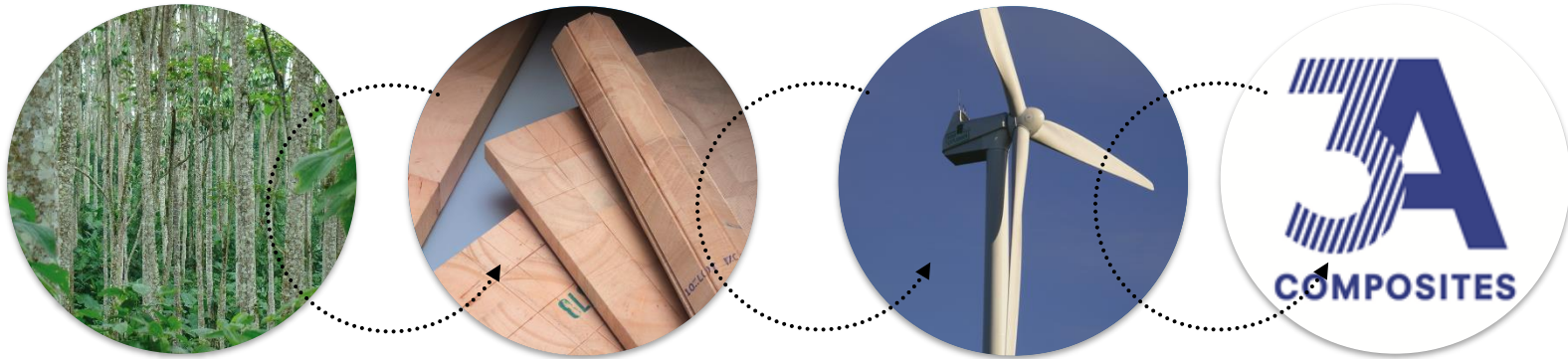


**Transport  
& Industry**

12%

%: Net sales 2022 by business area

# 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 (Baltek VBC)

## Products

### Structural Airex and Baltek Core Materials

- Plain Sheets
- Contour Core
- Kit

### 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

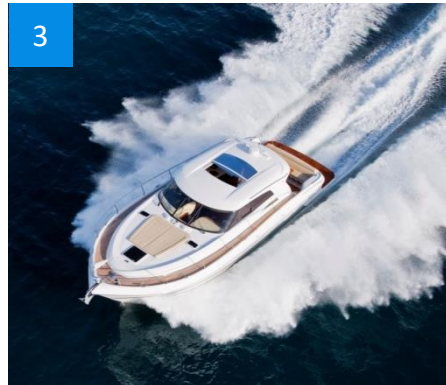
**AIREX**  
**BALTEK**

# Core Materials



## References

- 1 Major Wind Blade OEM  
**PET foam (AIREX®) & Balsa (BALTEK®)**
- 2 Automotive Sandwich  
**AIREX® T92 | AIREX® T10**
- 3 Yachts & motorboats hulls, bottoms  
& decks  
**BALTEK® SB | AIREX® T92 | AIREX® T10**
- 4 Sailboat hull bottoms, decks & top sides  
**AIREX® T92 | BALTEK® SB**



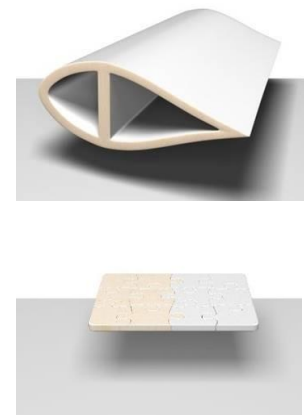
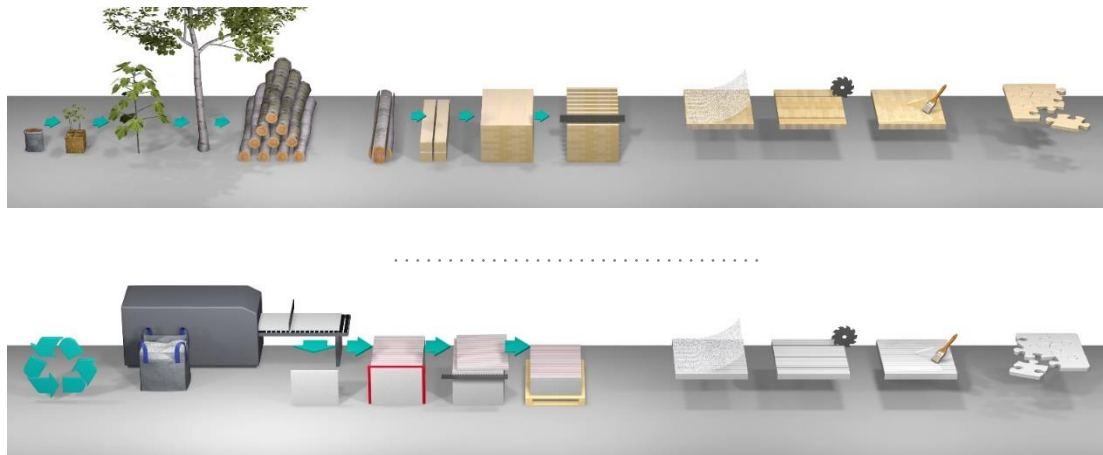
# 3ACM – Fully integrated process

Leading core materials industry regarding sustainability

Innovative & integrated business model with PET, Balsa & Kitting

From seeds & raw materials to the door of blade production

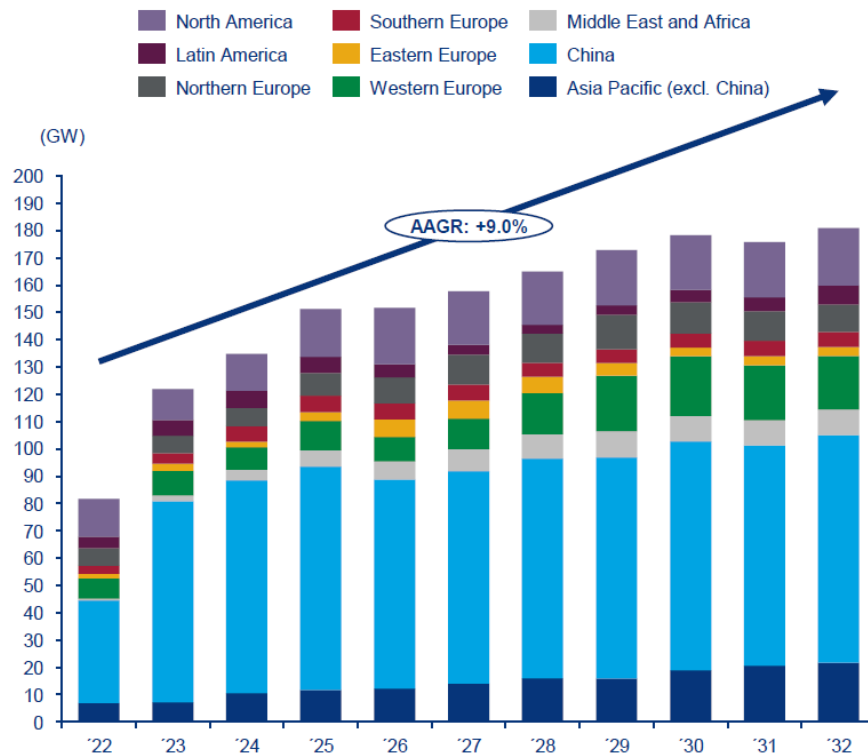
Stability and reliable approach at any market condition



# Newly installed wind capacity with attractive growth

Global grid-connected forecast: 2022 – 2032

Today installed wind capacity (end of 2022): 907 GW



Offshore capacity to be the main growth driver globally

China's aggressive march towards decarbonization

US growth fueled by Inflation Reduction Act (IRA) mid-term

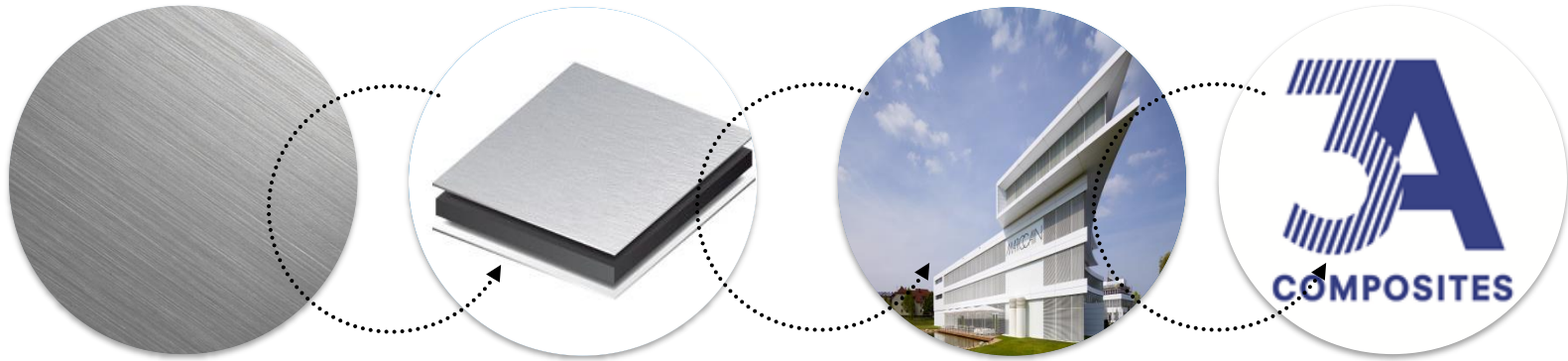
EU's focus on net zero goals

Repowering still an important growth driver, upside will depend on government support scheme

Source: Wood Mackenzie Global Wind Power Outlook Jun 2023.



# Architecture



## Materials

### Skin Material

- Aluminum sheets

### Core Material

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

## Products

### Aluminium Composite Materials (ACM)

- Alucobond Standard Panels
- Alucobond Fire Rated Panels
- Alucore Honeycomb Panels
- Alucolux anodised solid aluminium sheets

with a wide range of different surface design:

- Mill Finish
- Clear Coat
- Butler Finish
- Spectra Colours & Sparkling
- Wood & NaturAL
- Anodized

## 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®**  
**ALUCOLUX®**

# Architecture



## References

1 Restaurante Mosteiro® do Leitão, Batalha  
Batalha | Portugal  
**ALUCOBOND® Plus**

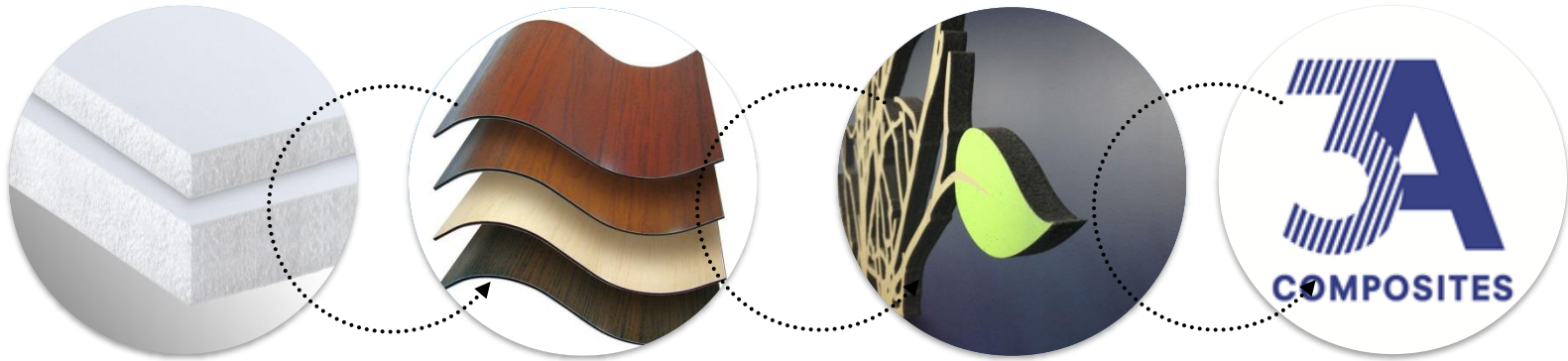
2 Central bus station ZOB  
Burg | Germany  
**ALUCOBOND® Plus**

3 Corporate office complex 'The Sign'  
Milan | Italy  
**ALUCOBOND® Plus**

4 Façade in Corporate Identity Design  
Dortmund | Germany  
**ALUCOBOND® Plus**



# 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®**

**FOAMALITE®**

**POLYCASA**

**CRYLUX™**

**CRYLON®**

**AKRYLON®**

**HYLITE®**

**SMART-X®**

**SINTRA®**

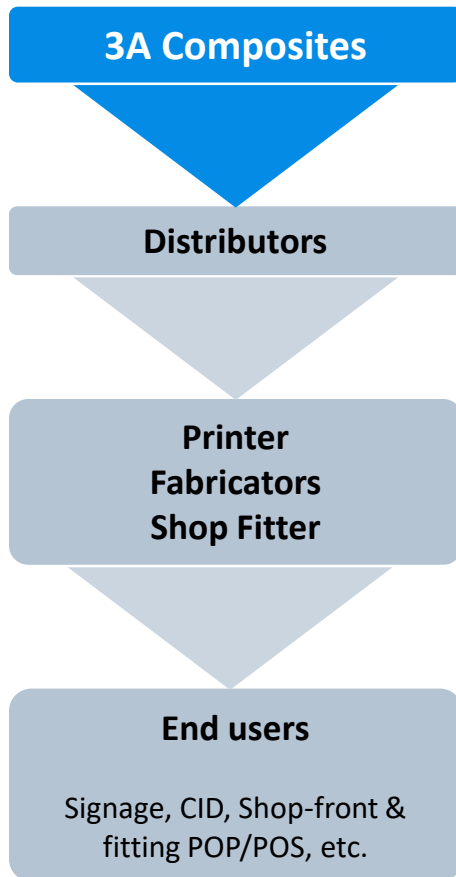
**FOME-COR®**

**PERSPEX®**

**SWEDBOARD®**

**SCHWEITER TECHNOLOGIES**

# Display



## Way to Market - Push & Pull Sales Concept

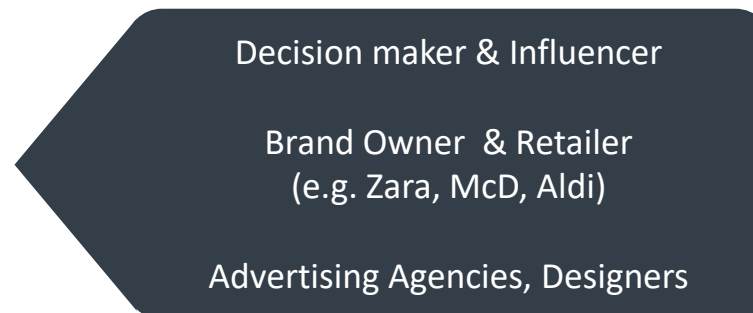
Strong offering position towards distributors based on a complementary product range

Build on strong distribution network – working with leading European distributors

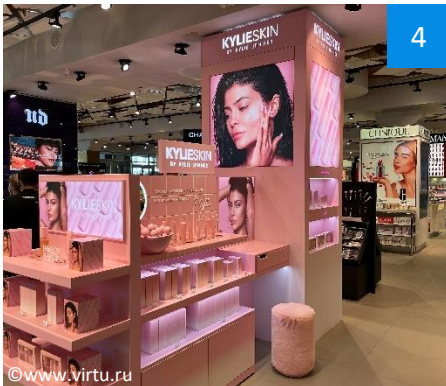
Sales activities address all players in the chain to specify 3A material and create market demand

Field sales force activities focus on fabricators, decision maker and influencer

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- 
- 
- 
- 



# Display



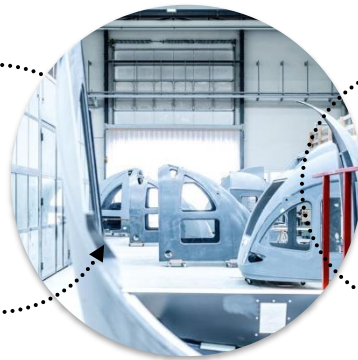
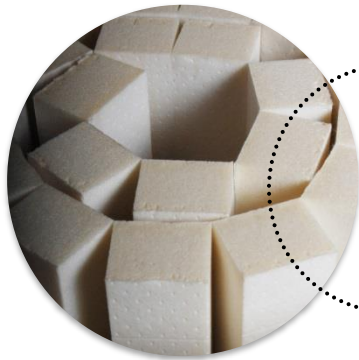
## References

- 1 L+T Shop Design  
**DIBOND® BUTLERFINISH®**
- 2 Bar Design  
**PERSPEX® Frost**
- 3 Transparent Design Shelf  
**PERSPEX® Clear**
- 4 Shop in shop Point of Sale (POS)  
**CRYLUX® Design**





# Transport & Industry



## Materials

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

## Products

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

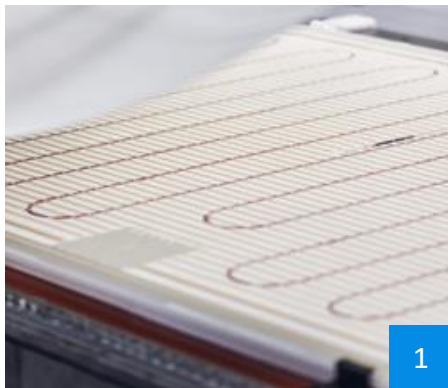
## Applications

- 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

**COMFLOOR®** **BALTEK®**  
**INNOCAB®** **ALUCORE®**  
**XBODY®** **KAPA®**  
**AIREX**  
**POLYCASA**

# Transport & Industry



## Products

### 1 COMFLOOR®

Lightweight, modular, strong floor system  
(heated & unheated)

### 2 INNOCAB® Sandwich Front Cabin

(incl. painting, bonding, assembly)

### 3 INFIT®

Ready-to-assemble, customized interior  
solutions  
(e.g. wall -, roof cover)

### 4 POLYCASA® SAN

Sectional doors



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