

CONFERENCE CALL RESULTS Q1 2017

May 5, 2017

Marc Bunz (CFO) | Nicolas-Fabian Schweizer (CTO)



AGENDA



Market & Strategy Update

Financials 2016

Financials Q1 2017

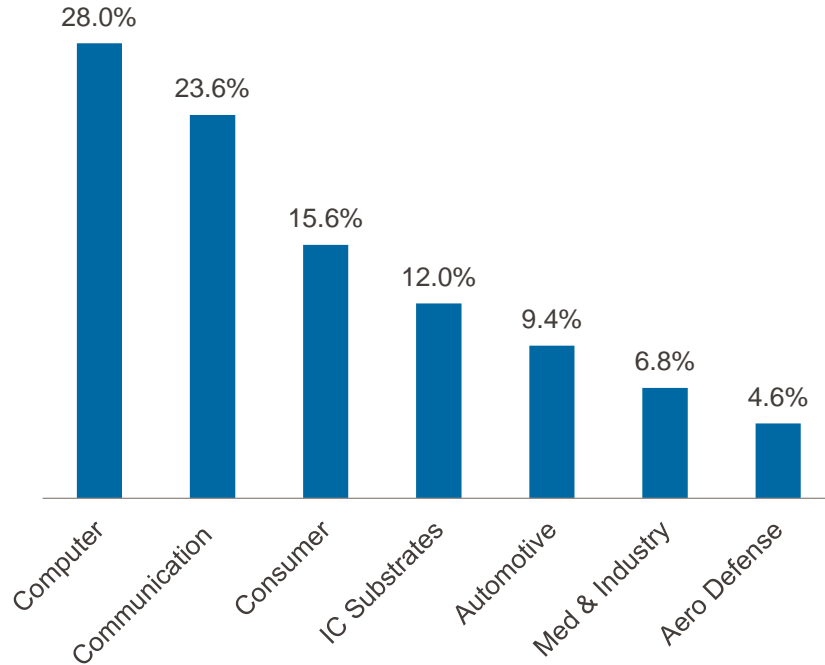
Outlook

SCHWEIZER Share

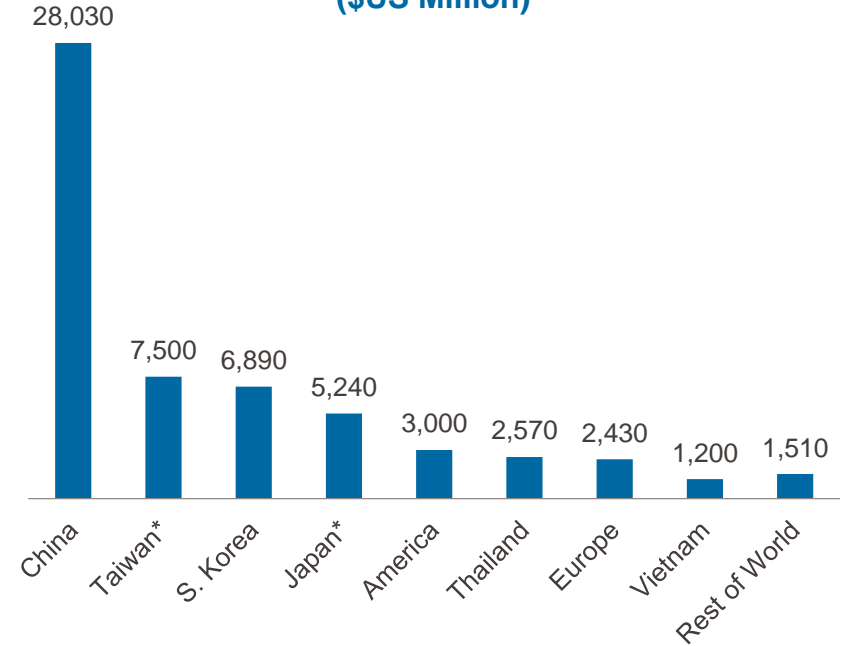
THE PCB WORD IN 2016 (PRODUCTION)



World 2016 NTI

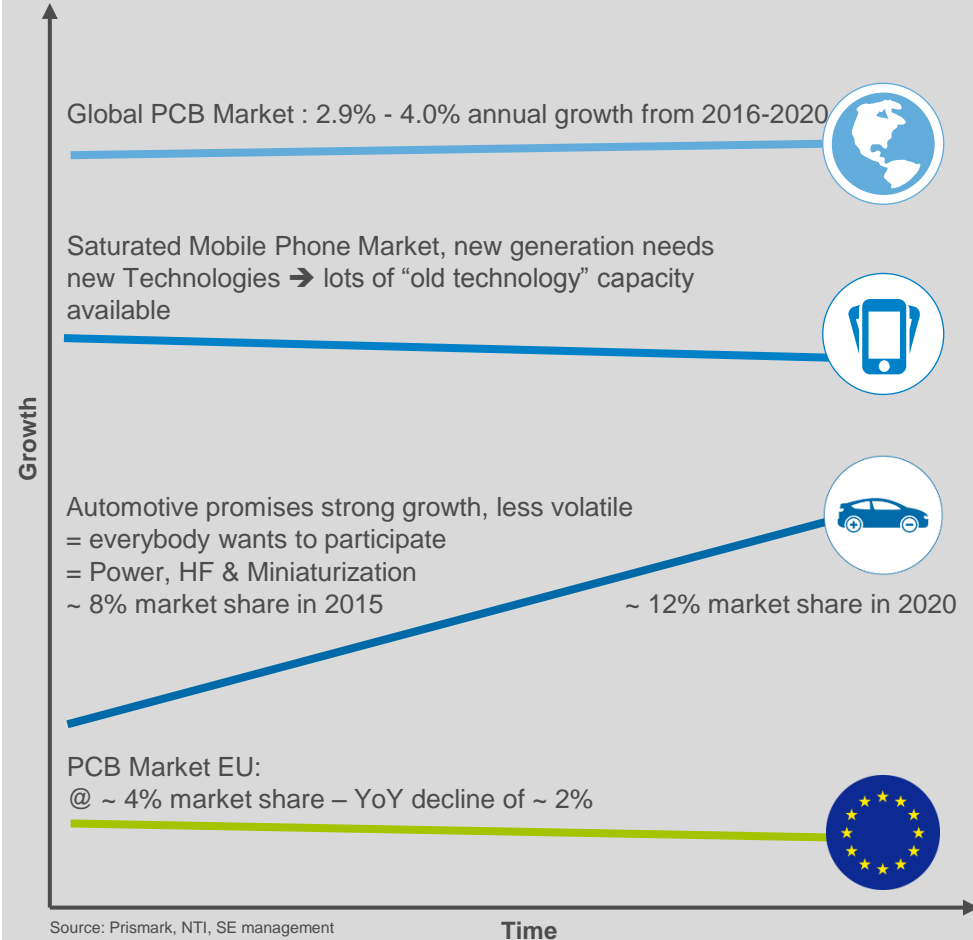


World PCB Output Estimate in 2016 (\$US Million)



GLOBAL PCB INDUSTRY

- Based on Prismark's research, the global PCB market is expected to grow at 2.9% to 4% through to 2020. A large percentage of the growth comes from China which experiences the largest growth of between 4.2% and 6.0% through to 2020.
- Prismark has forecasted that the overall European PCB market will contract at an annual rate of ~ 2% in the coming years, due to the continuation of the shift from European manufacturing to the Asian region.
- According to NTI, the annual growth in smartphone shipments will be less than 5% in the coming years.
- Within the global PCB sector, the automotive segment of the PCB sector is expected to deliver significant annual growth.



SCHWEIZER TODAY SENSOR- & POWER PCB SOLUTIONS



Sensor PCB Solutions

Power PCB Solutions

Autonomous Driving

Less CO₂

Application
Examples

Radar Sensors



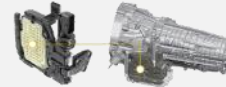
Source: Bosch

Cameras



Source: Continental

Optimisations
of conv. Drivetrain



Source: Continental

LED Headlamps



Source: Daimler

Hybrid & E-Cars
Drive – DC/DC – AC/DC



Source: Infineon

PCB
Solutions

77Ghz Hybrid



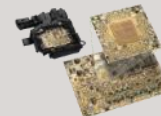
Source: Bosch

FR4 Flex



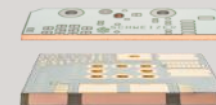
Source: Continental

“Bond PCBs”



Source: Continental

Power PCBs



e.g.: IMS Board

e.g.: Inlay Board

Due to further increasing performance- and miniaturisation needs, many applications will use Embedding Solutions in the Future

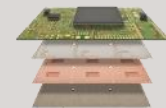
μ² Pack®



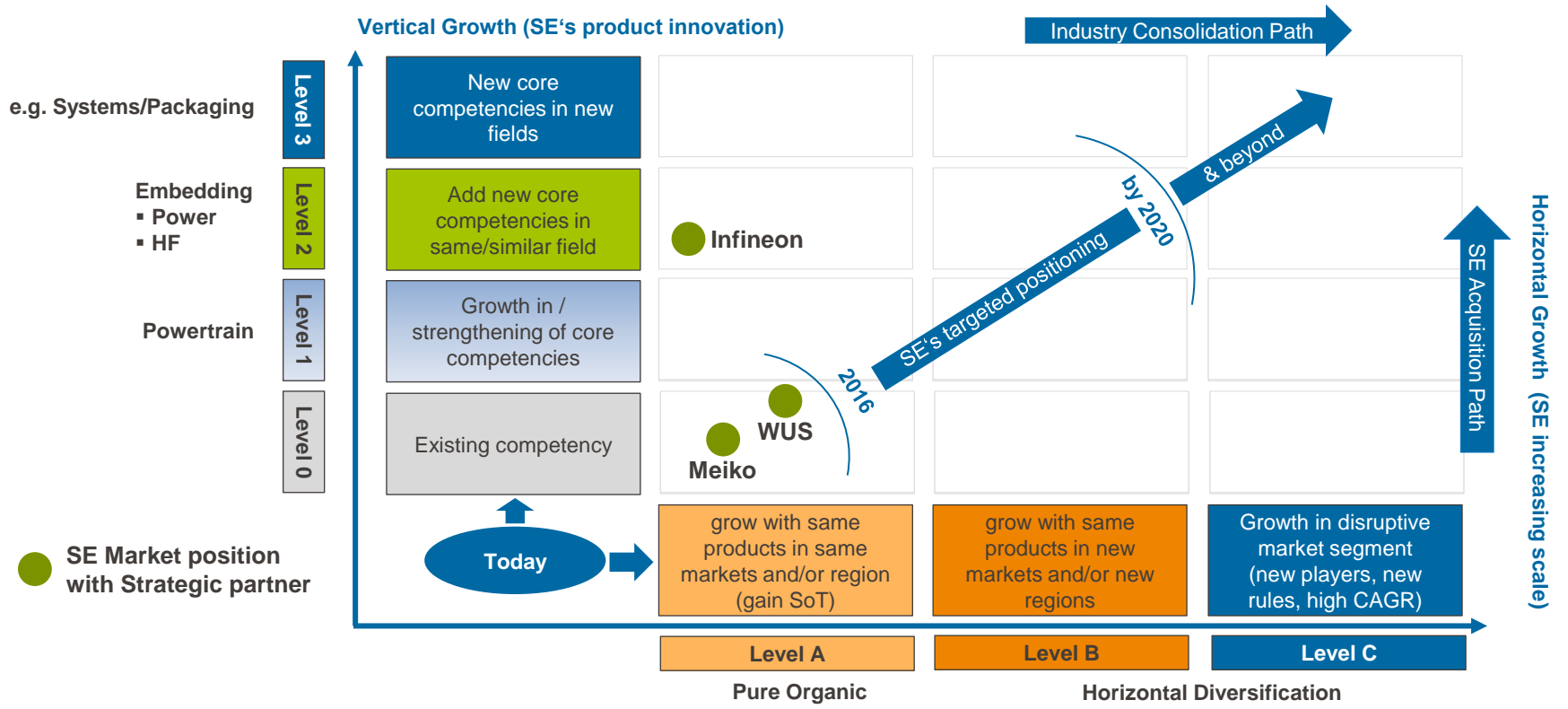
i² Board®



p² Pack®



GROWTH STRATEGY



OUR PARTNERS



**Fast/ Technology
Protos**



Elekonta Marek



Reliable Mass Volumes



Meiko Electronics



HF Products



WUS



p² Pack – Embedding



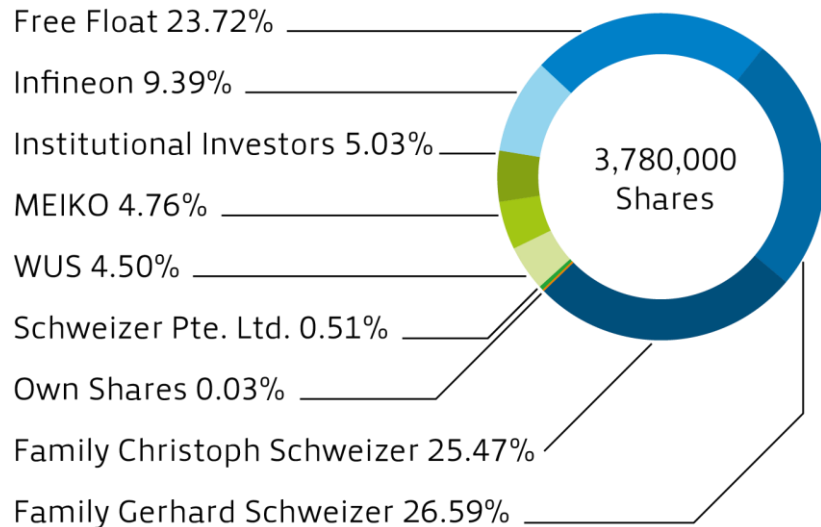
Infineon Technologies



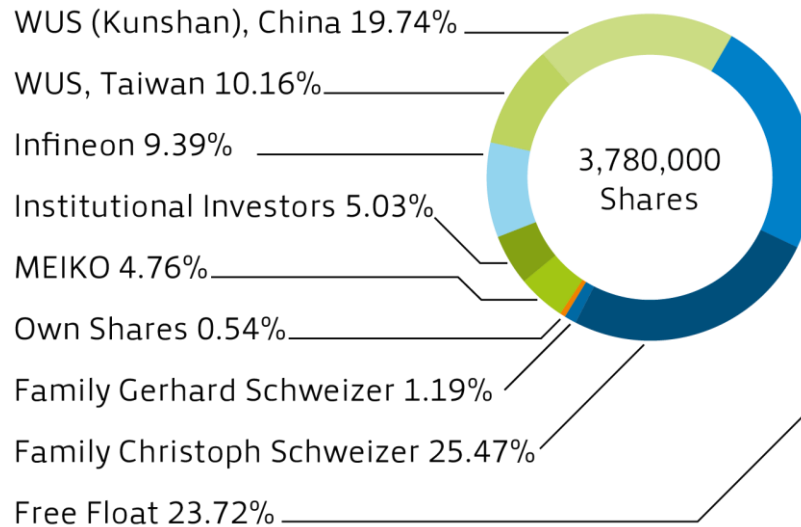
SHAREHOLDER STRUCTURE



April, 2017



May, 2017



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Market & Strategy Update

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Financials Q1 2017

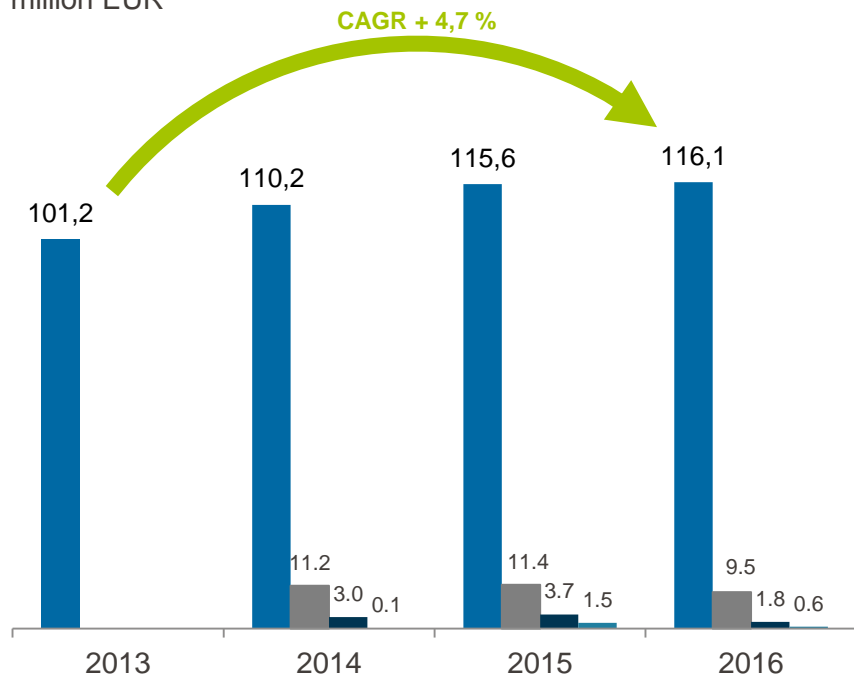
Outlook

SCHWEIZER Share

FINANCIALS 2016



million EUR



■ Sales ■ EBITDA (IFRS) ■ EBIT (IFRS) ■ Profit after Tax (IFRS)

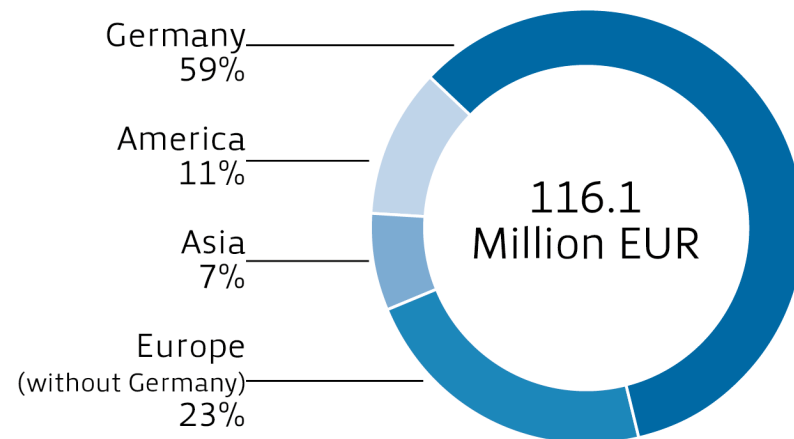
Key Figures

million EUR	2016	2015	
Revenues	116.1	115.6	+0.5%
EBITDA	9.5	11.4	-16.7%
EBITDA Margin (%)	8.2	9.8	
EBIT	1.8	3.7	-51.4%
EBIT Margin (%)	1.6	3.2	
Open Orders	158.4	149.1	+6.2%
Order Intake	125.4	145.5	-13.8%
Profit after Tax	0.6	1.5	-58.4%
EPS (EUR)	0.16	0.39	
Equity Ratio (%)	55.1	56.5	
Net Gearing (%)	-1.5	-5.1	

FINANCIALS 2016

Sales by Region

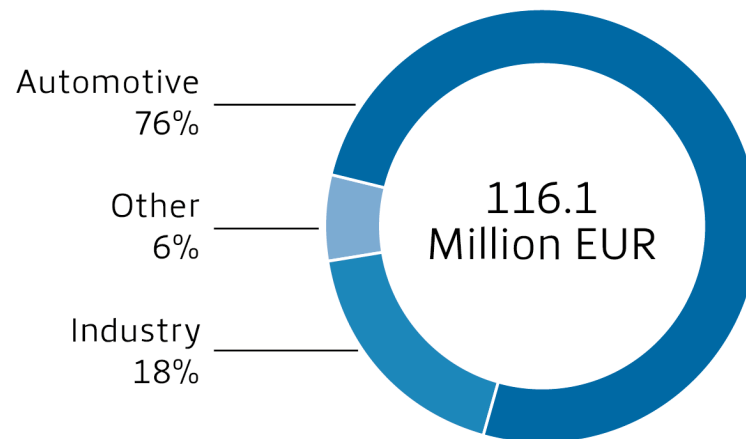
million EUR	2016	2015
Germany	68.6	70.5
Europe (w/o Germany)	26.2	28.6
Asia	8.4	5.2
Americas	12.6	11.0
Others	0,3	0.3
	116.1	115.6



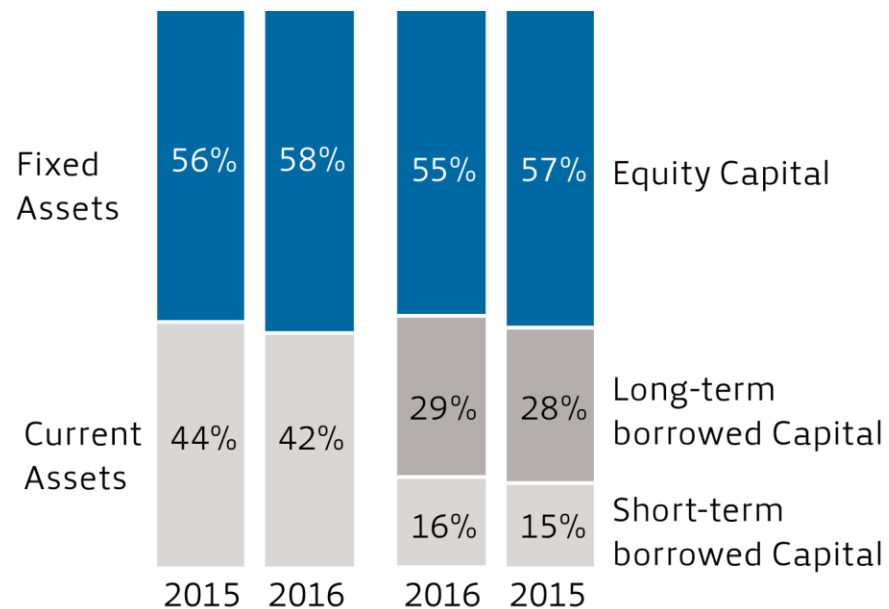
FINANCIALS 2016

Sales by Customer Segment

million EUR	2016	2015
Automotive	87.8	84.7
Industry	21.0	23.0
Others	7.3	7.9
	116.1	115.6



Balance Structure



million EUR	2016	2015
Assets	117.7	119.4
Equity	64.8	67.4
Equity Ratio (%)	55.1	56.5
Net Gearing (%)	-1.5	-5.1

Cashflow

million EUR	2016	2015
Cashflow from Operating Activities	6.5	4.9
Cashflow from Investments	-6.4	0.2
Cashflow from Financing Activities	-4.0	-2.7

Working Capital

million EUR	2016	2015
Inventory	16.2	15.5
Accounts Receivables	23.5	23.3
Accounts Payables	16.7	16.4
Working Capital	23.0	22.4

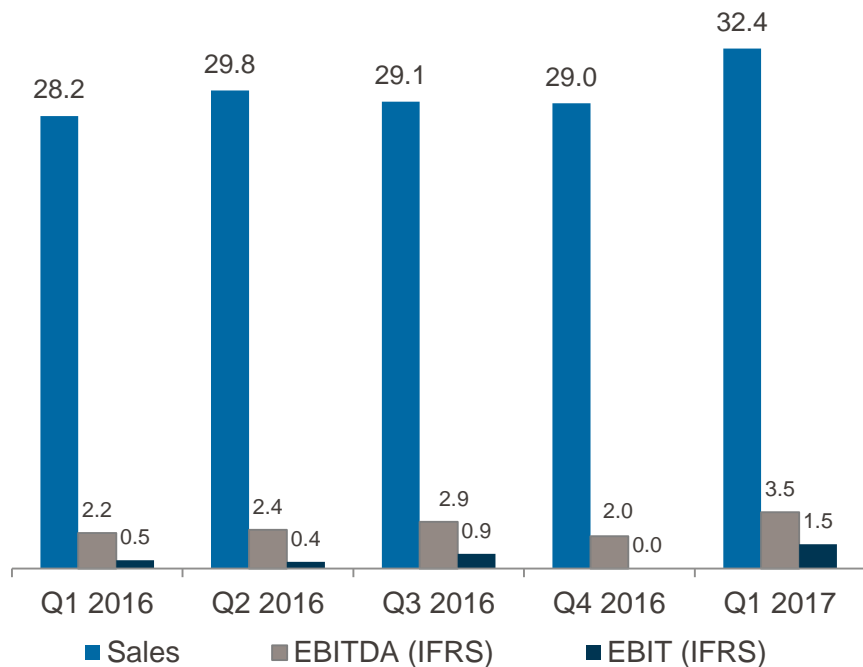
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Market & Strategy Update
Financials 2016
Financials Q1 2017
Outlook
SCHWEIZER Share

FINANCIALS Q1 2017



million EUR

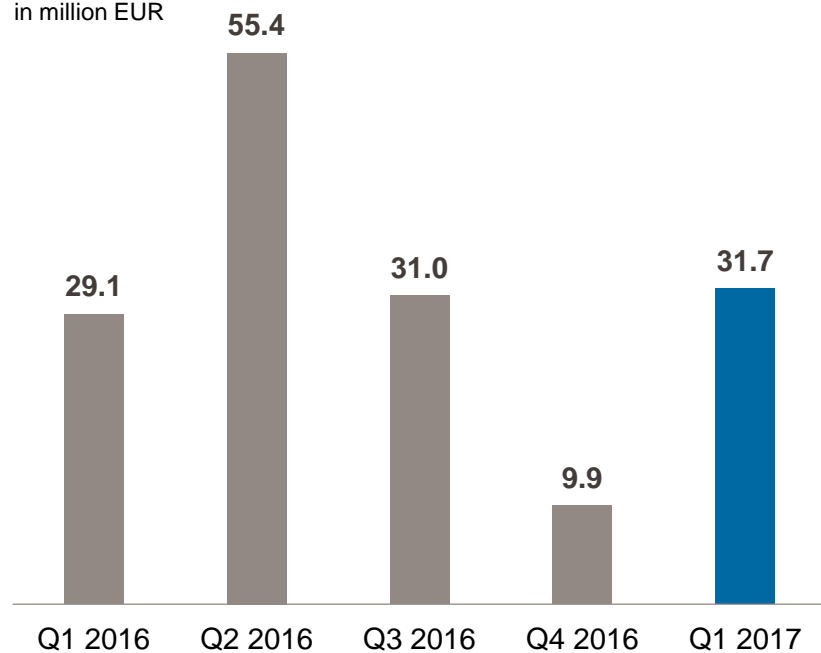


Key Figures

million EUR	Q1 2017	Q1 2016	
Revenues	32.4	28.2	+14.9%
EBITDA	3.5	2.2	+59.1%
EBITDA Margin (%)	10.7	7.8	
EBIT	1.5	0.5	+200%
EBIT Margin (%)	4.5	1.8	
Open Orders	157.5	150.0	+5.0%
Order Intake	31.7	29.3	+8.3%
Equity Ratio (%)	53.7	55.4	
Net Gearing (%)	0.9	-2.5	

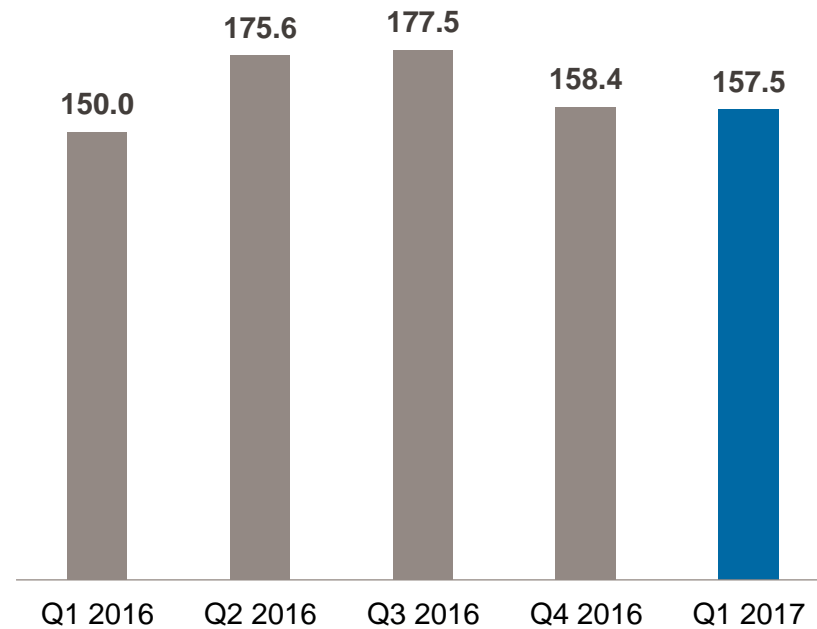
Order Intake quarterly

in million EUR



Open Orders quarterly

in million EUR

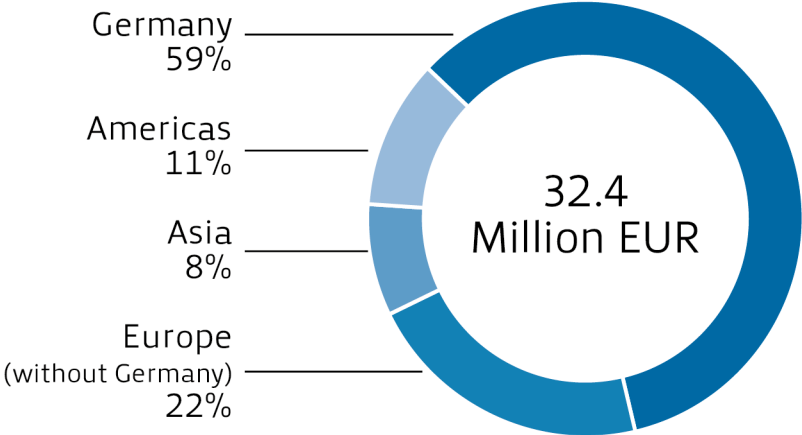


FINANCIALS Q1 2017



Sales by Region

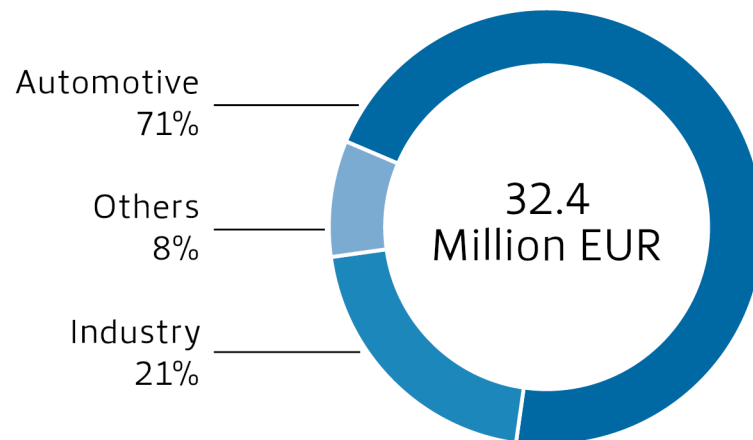
million EUR	Q1 2017	Q1 2016
Germany	19.0	16.9
Europe (w/o Germany)	7.0	6.3
Asia	2.7	1.8
Americas	3.6	3.1
Others	0.1	0.1
	32.4	28.2



FINANCIALS Q1 2017

Sales by Customer Segment

million EUR	Q1 2017	Q1 2016
Automotive	23.1	20.8
Industry	6.7	5.3
Others	2.6	2.1
	32.4	28.2



AGENDA

Market & Strategy Update

Financials 2016

Financials Q1 2017

Outlook

SCHWEIZER Share

	Actual 2016	Target 2017
Sales / Growth Rate	EUR 116.1 Mio.	+ 2 – 4%
EBITDA	EUR 9.5 Mio.	EUR 9,5 - 10,5 Mio.
EBITDA Margin	8.2%	8 – 9%
Investment Ratio	94.9%	slightly higher 50%
Net Gearing	-1.5%	low single digits
Equity Ratio	55.1%	55 – 60%
Working Capital	EUR 23.0 Mio.	stable depending on sales

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Market & Strategy Update

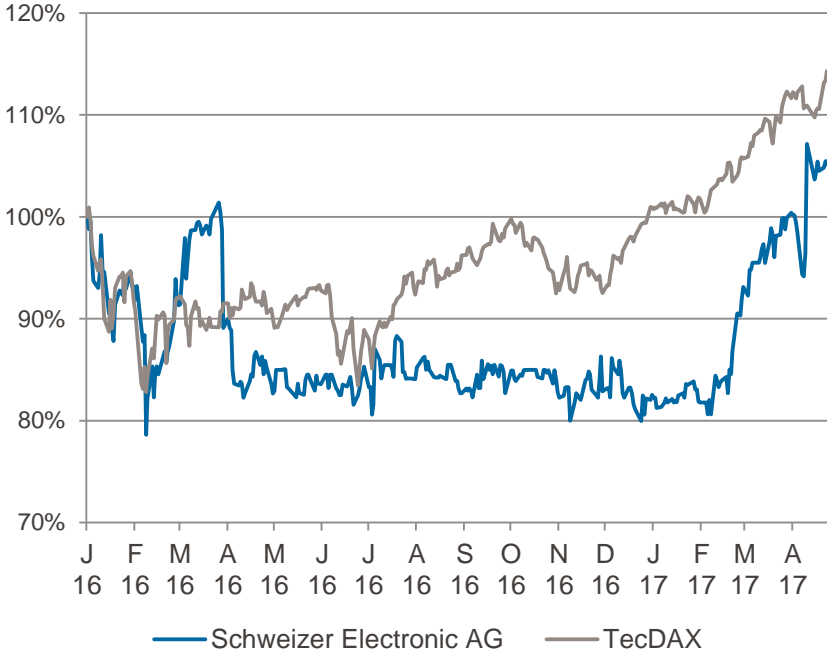
Financials 2016

Financials Q1 2017

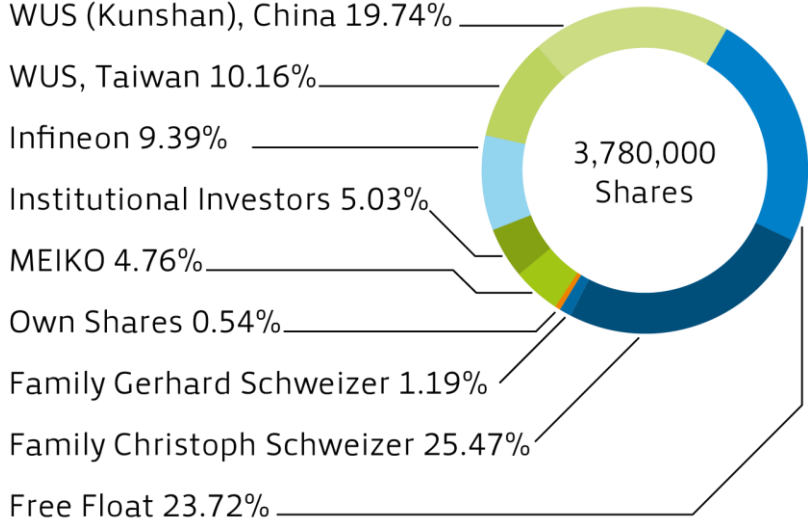
Outlook

SCHWEIZER Share

Share Price 01 January 2016 – 30 April 2017

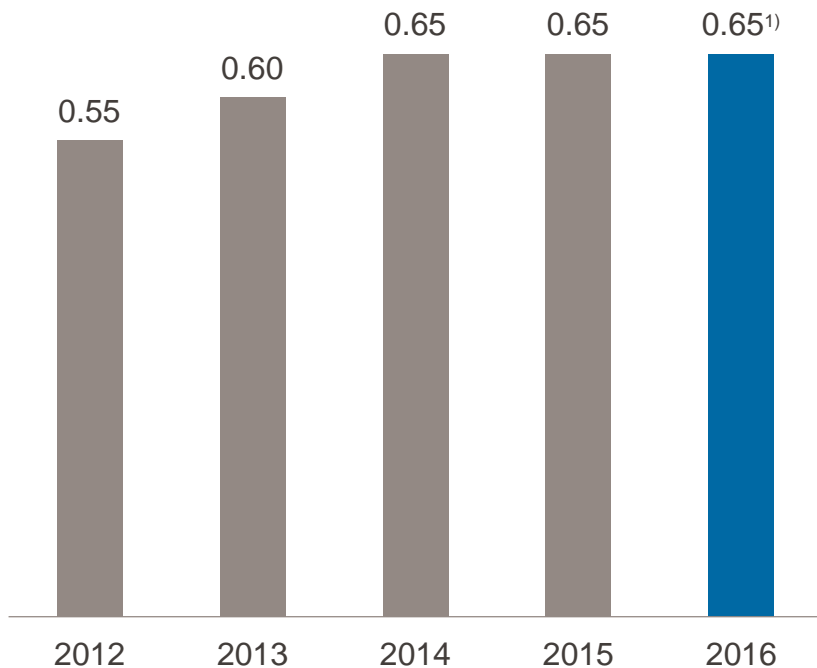


Shareholder Structure



DIVIDEND

Dividend (EUR)



Dividend Yield²⁾

2012	3,8%
2013	3,0%
2014	3,1%
2015	3,0%
2016	3.6%

¹⁾ Proposal to the Annual General Meeting

²⁾ Dividend / Share Price at the Year End

Q & A

APPENDIX

FINANCIAL CALENDER

Date	Publication/Event
2017-05-05	Interim Report 1st Quarter 2017
2017-05-05	Conference Call
2017-07-07	Annual General Meeting
2017-07-12	Planned Dividend Payment Date
2017-08-09	Financial Report (half-year)
2017-11-06	Interim Report 3st Quarter 2017



EXECUTIVE BOARD

Nicolas-Fabian Schweizer

Chief Technology Officer

Ass. Jur. Nicolas-Fabian Schweizer is member of the Board since April 1st, 2011 and appointed until October 31st, 2018.

He is in charge of Sales & Marketing, Technology, the Division Systems, Human Resources, Legal and Media & Communications.

Marc Bunz

Chief Financial Officer

Dipl.Kfm. Marc Bunz is member of the Board since April 1st, 2010 and appointed until March 31st, 2018.

He is in charge of Operations, Finance & Controlling, Global Supply Chain, Business Development, Information Technology, Purchasing and Investor Relations.



SAFE HARBOUR STATEMENT



This communication contains forward-looking statements and information – that is statements about events that lie in the future, not the past. These forward-looking statements can be identified by formulations such as “expect”, “wish to”, “anticipate”, “propose”, “plan”, “believe”, “seek to”, “estimate”, “become” or similar terms. While such forward-looking statements represent our current expectations and particular assumptions, they are subject to various risks and uncertainties. A number of factors, many of which are outside the control of Schweizer, have an impact on Schweizer’s business activities, strategy and results. These factors could cause the actual results and performance of the Schweizer Group to differ materially from the information on results and performance made explicit or implied in these forward-looking statements. On our part these uncertainties arise in particular due to the following factors: Changes to the overall economic and business position (including margin developments in the major divisions), challenges posed by the integration of important acquisitions and the implementation of joint ventures and other major portfolio measures, changes to exchange and interest rates, the introduction of competing products or technologies by other companies, failure to find acceptance of new products and services among Schweizer’s target client groups, changes to the business strategy and various other factors. Should one or more of these risks or uncertainties be realised or it becomes apparent that the underlying assumptions were incorrect, this could cause the actual results to differ materially both in a positive and negative sense from the results referred to in forward-looking statements as expected, anticipated, proposed, planned, projected or estimated. Schweizer does not obligate itself and does not intend to revise or correct these forward-looking statements in light of developments which differ from those anticipated.



more
than PCBs