

CONFERENCE CALL RESULTS HY1 2020

August 7, 2020

Nicolas-Fabian Schweizer (CEO)

Marc Bunz (CFO)



AGENDA

Introduction

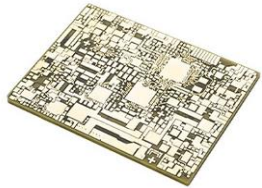
Financials HY1 2020

Outlook

THE NEW SCHWEIZER 2020



The unique German / Chinese setup is the answer to the challenges after the pandemic and the green deal:



Innovative

Excellence in state-of-the-art technology & System Know-How with outstanding track record in Automotive for decades



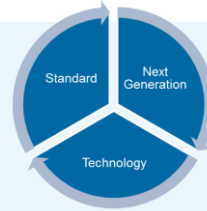
Reliable

Supply Chain Security even if international Supply Chains are interrupted by biggest PCB fab in Europe



Global & Local

Highly experienced Regional Sales teams & Engineering Services



Technology Scope

From standard to highly sophisticated technologies



Industry 4.0

Highly automated production with scalable concept in China with volume potential up to 8,000 sqm/day (group)



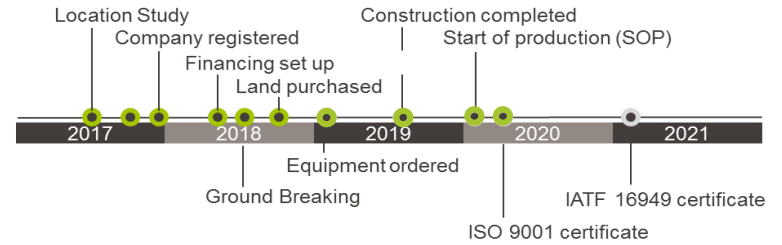
Competitive

Extremely competitive new fab in China with PCBs at highest Quality Standards



SEC PLANT JINTAN

| | |
|-------------------|--|
| Location | Jintan District, Changzhou City, Jiangsu Province, PR China |
| Employees | Currently 200; final stage 2,000 |
| Plant Area | 300m x 150m 2 Levels 88.000 m ² production area 133,733 m ² land area |
| Investment | Total Investment of est. USD 180 Million |
| Loading capacity | Phases with capacity growth of 1,200 sqm/day in each phase 7,000 m ² /day (final stage) |
| Organization | 3-shift production 24/7 |
| Certificates | ISO 9001:2015 UL (planned in Q4/2020) IATF 16949 (planned Q1/2021) ISO 14001 (planned in Q2/2021) |
| Environment rules | German Environmental Management System – “Green” PCB environment |
| High Automation | Industry 4.0 |





AGENDA

Introduction

Financials HY1 2020

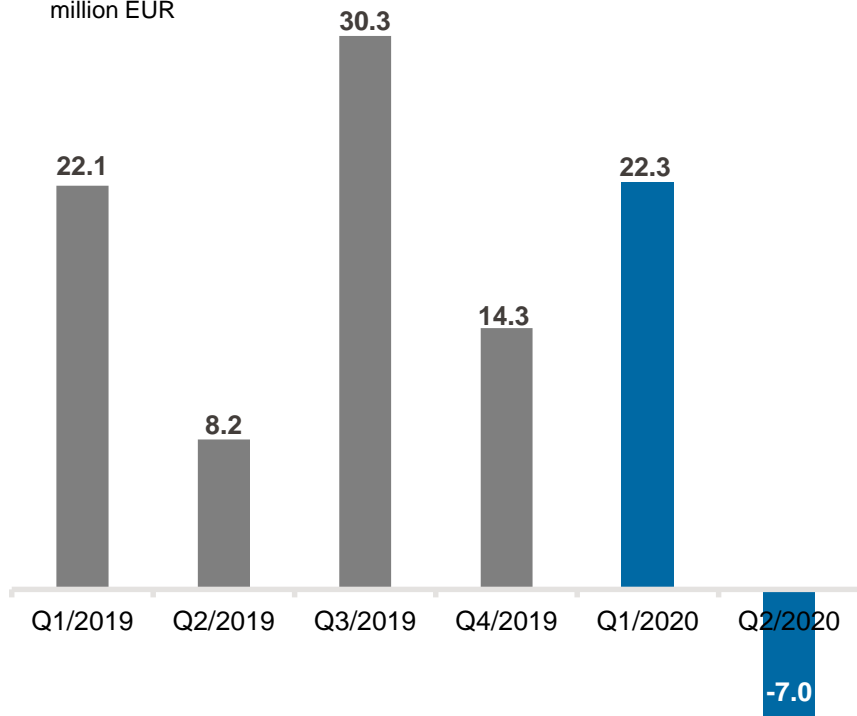
Outlook

FINANCIALS HY1 2020



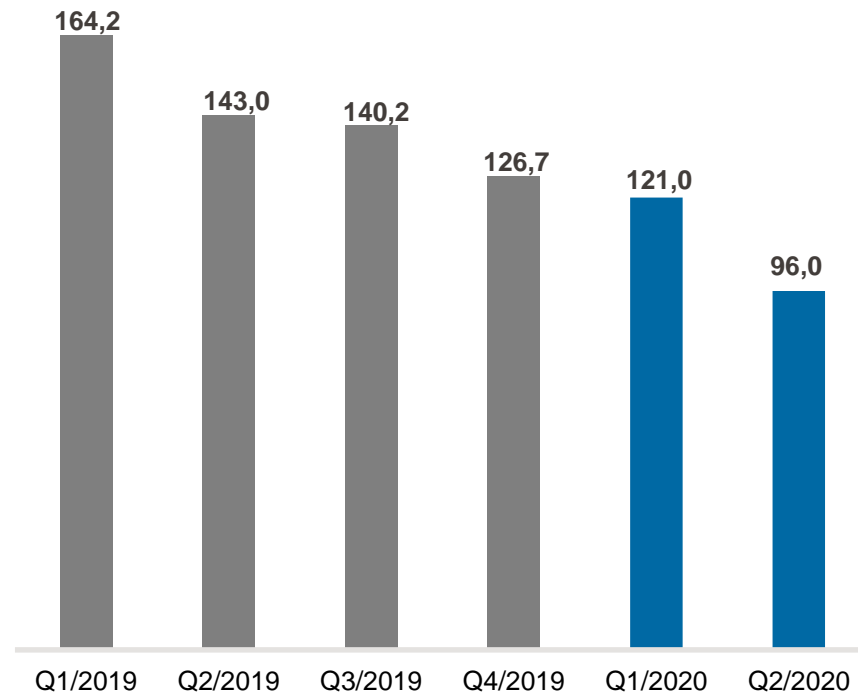
Order Intake

million EUR



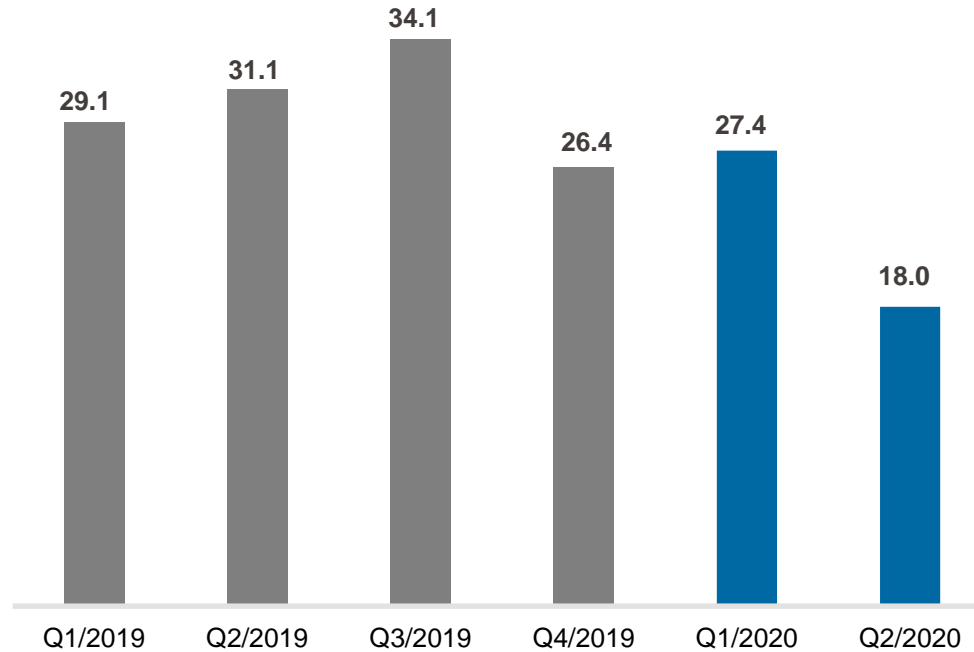
Open Orders

million EUR



Revenues

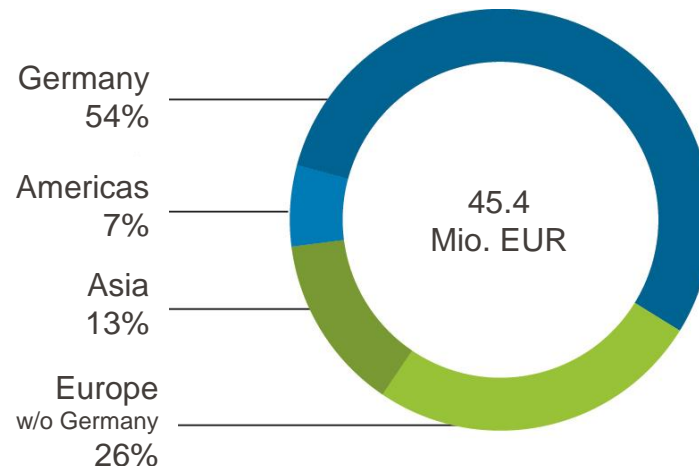
in Mio. Euro



FINANCIALS HY1 2020

Sales by Region

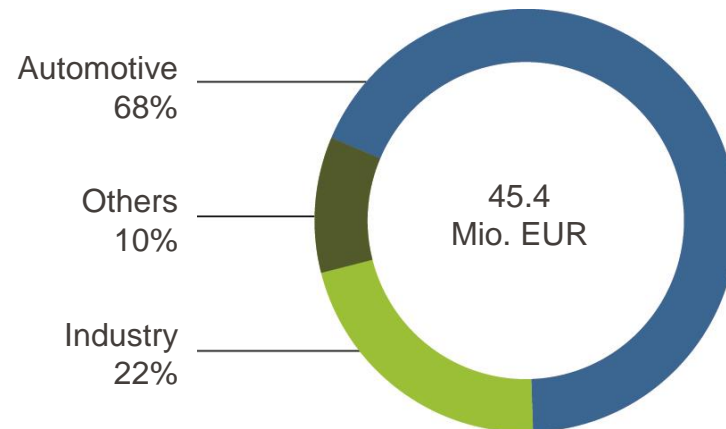
| million EUR | HY1 2020 | HY1 2019 |
|----------------------|-------------|-------------|
| Germany | 24.7 | 29.5 |
| Europe (w/o Germany) | 11.6 | 17.2 |
| Asia | 6.1 | 7.2 |
| Americas | 2.8 | 6.1 |
| Others | 0.1 | 0.1 |
| | 45.4 | 60.2 |



FINANCIALS HY1 2020

Sales by Customer Segment

| million EUR | HY1 2020 | HY1 2019 |
|-------------|-------------|-------------|
| Automotive | 30.9 | 46.8 |
| Industry | 9.8 | 11.8 |
| Others | 4.7 | 1.6 |
| | 45.4 | 60.2 |



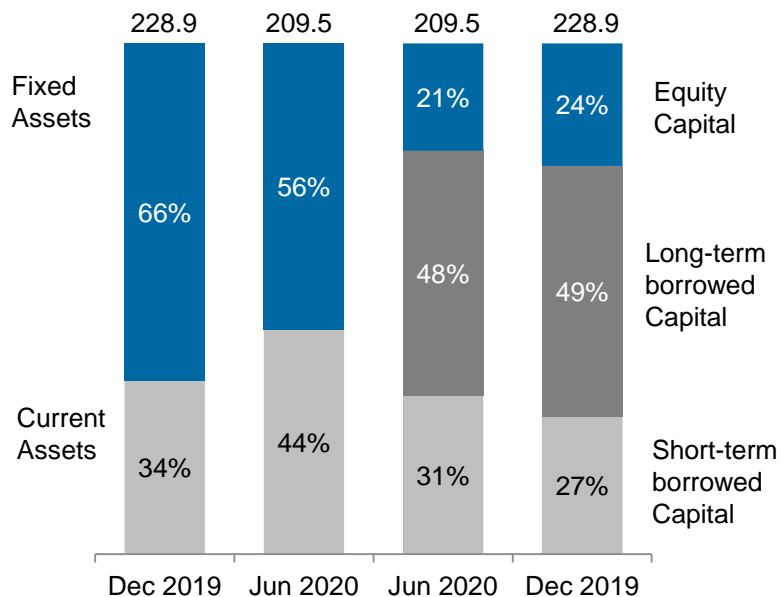
Key Figures

| million EUR | HY1 2020 | HY1 2019 | |
|-------------------|----------|----------|-------|
| Revenues | 45.4 | 60.2 | -25% |
| EBITDA | -5.6 | 1.0 | n/a |
| EBITDA Margin (%) | -12.4 | 1.7 | |
| EBIT | -9.5 | -2.3 | -313% |
| EBIT Margin (%) | -21.0 | -3.8 | |
| Profit after Tax | -9.7 | -1.5 | -547% |
| Order Intake | 15.3 | 30.3 | -50% |

FINANCIALS HY1 2020

Balance Structure

in Mio. EUR



| million EUR | 30.06.2020 | 31.12.2019 |
|------------------|------------|------------|
| Assets | 209.5 | 228.9 |
| Equity | 44.4 | 55.2 |
| Equity Ratio (%) | 21.2 | 24.1 |
| Net Gearing (%) | 113.3 | 60.7 |

Working Capital

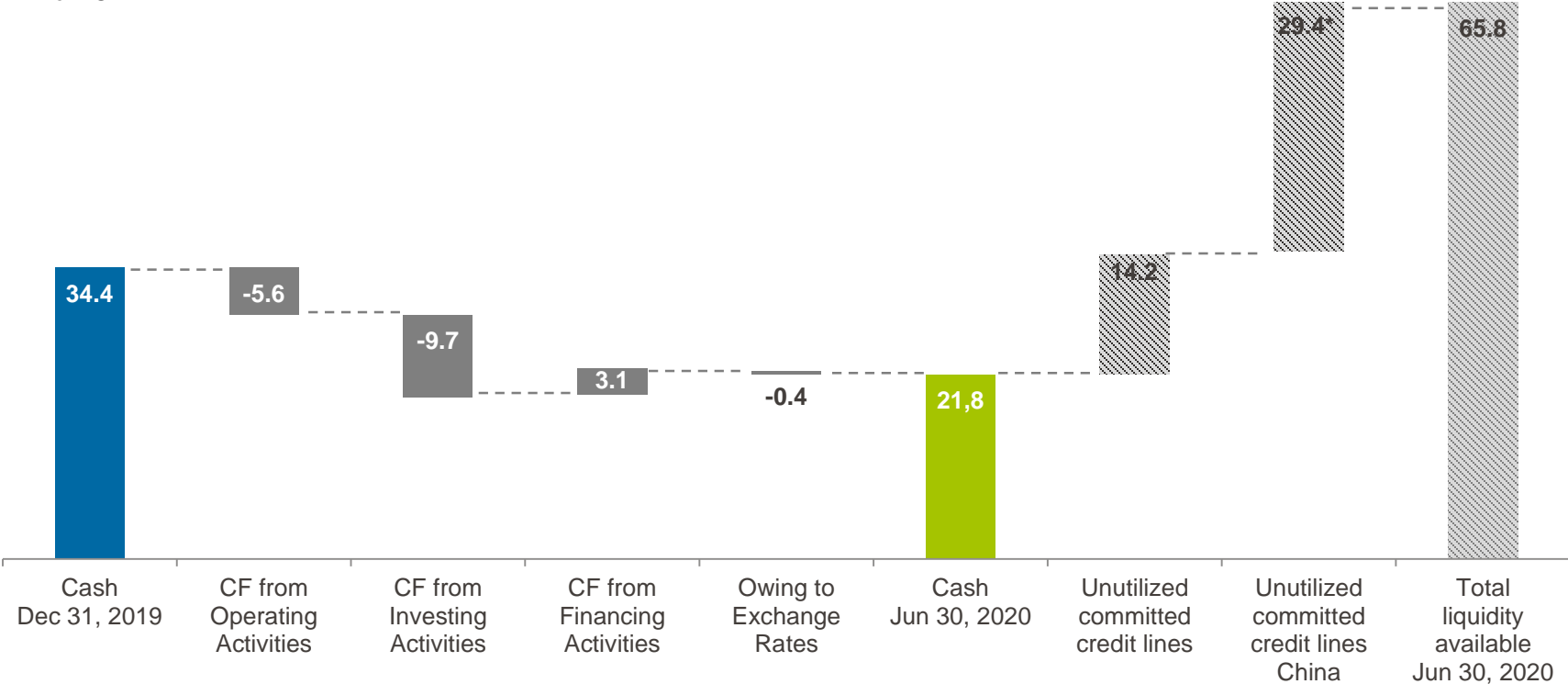
| million EUR | HY1 2020 | 31.12.2019 |
|--------------------------------------|------------|--------------|
| Inventory (incl. contract assets) | 11.8 | 9.7 |
| Accounts Receivables | 58.6 | 34.4 |
| Accounts Payables | 61.2 | 57.4 |
| Working Capital | 9.2 | -13.3 |

FINANCIALS HY1 2020



Cashflow and Liquidity

in Mio. EUR



*233 Mio.CNY

AGENDA

Market & Strategy Update
Financials HY1 2020
Outlook

| | Actual 2019 | Target 2020 (April 2020) | | Target 2020 (adjusted July 2020) |
|---------------------|-----------------------|---------------------------------|---------------------------------|-------------------------------------|
| | | more optimistic | more pessimistic | |
| Sales / Growth Rate | 120.7 Mio EUR / -3.7% | -10% to -15% | -20% to -25% | -23% to -28% |
| EBITDA Margin | 0.1% | -2% to -6% | -4% to -8% | -8% to -12% |
| Net Gearing | 61% | significant increase | significant increase | significant increase |
| Equity Ratio | 24% | significant reduction | significant reduction | significant reduction |
| Working Capital | -13.3 Mio EUR | according to change in sales | according to change in sales | significant increase |

Q & A

STAYHEALTHY

APPENDIX

FINANCIAL CALENDAR

| Date | Publication/Event |
|-------------|------------------------------|
| 2020-08-07 | Financial Report (half-year) |
| 2020-11-06 | Interim Report 3st Quarter |
| 2020-06-25 | Annual General Meeting |



EXECUTIVE BOARD



Nicolas-Fabian Schweizer

Chairman of the Executive Board / CEO

University Degree: Law

Initial appointment April 2011 and appointed until June 2022

In charge of Technology R&D, Business Development, Operations & Quality, Human Resources, Legal and Media & Communications (PR)

Marc Bunz

Dep. Chairman of the Executive Board / CFO

Master Degree in Economics, Finance & IT Management

Initial appointment April 2010 and appointed until March 2023

In charge of Sales & Marketing, Operations & Quality, Finance & Controlling, Global Supply Chain, Information Technologies 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