

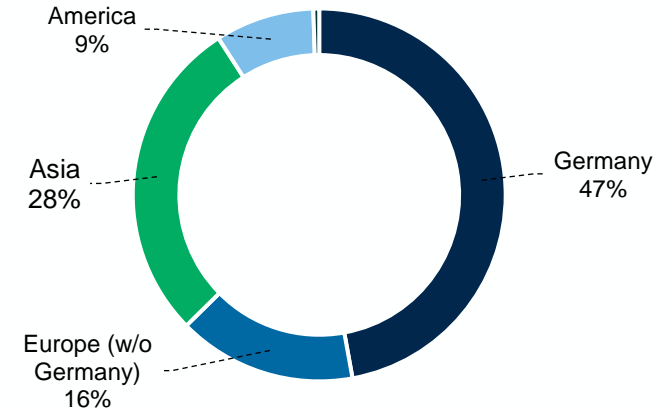
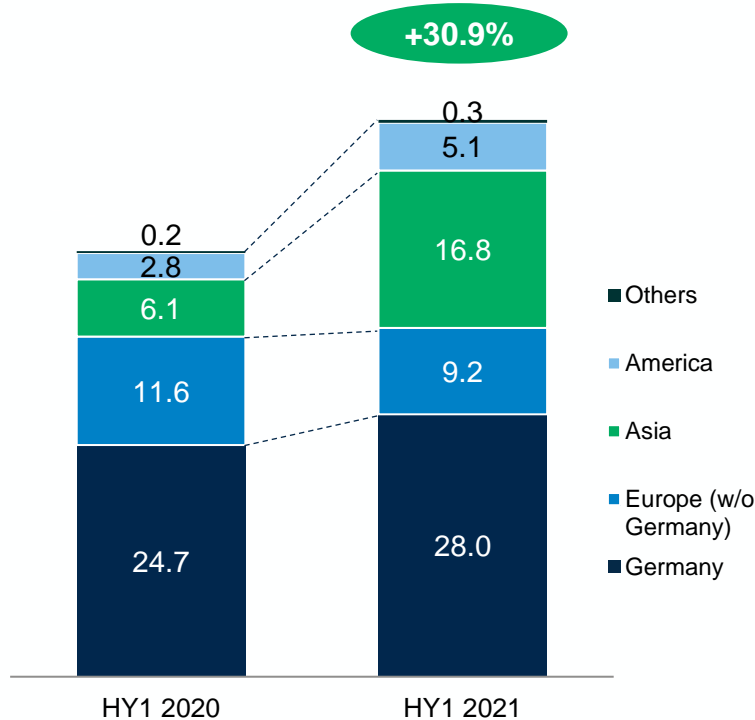
**EARNINGS CALL  
RESULTS HY1 2021  
AUGUST 6, 2021**

**NICOLAS-FABIAN SCHWEIZER (CEO)  
PETER BOSENIUS (DIRECTOR FINANCE & CONTROLLING)**

# FINANCIALS HY1 2021



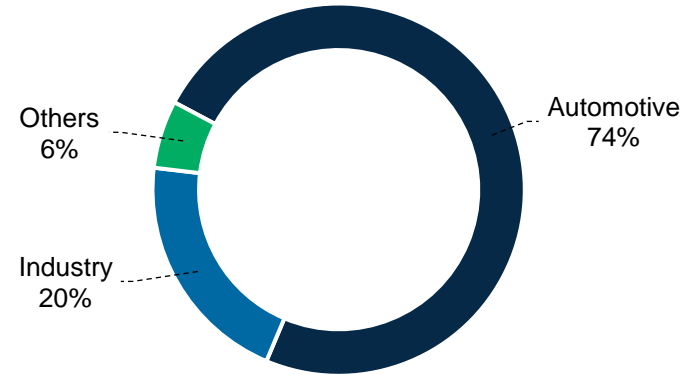
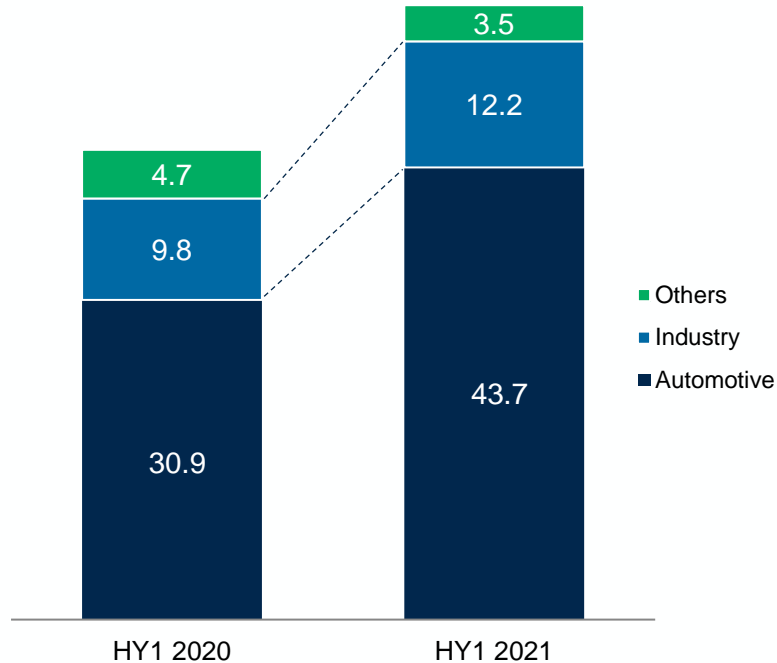
## Sales by Region in million EUR



# FINANCIALS HY1 2021



## Sales by Customer Segment in million EUR

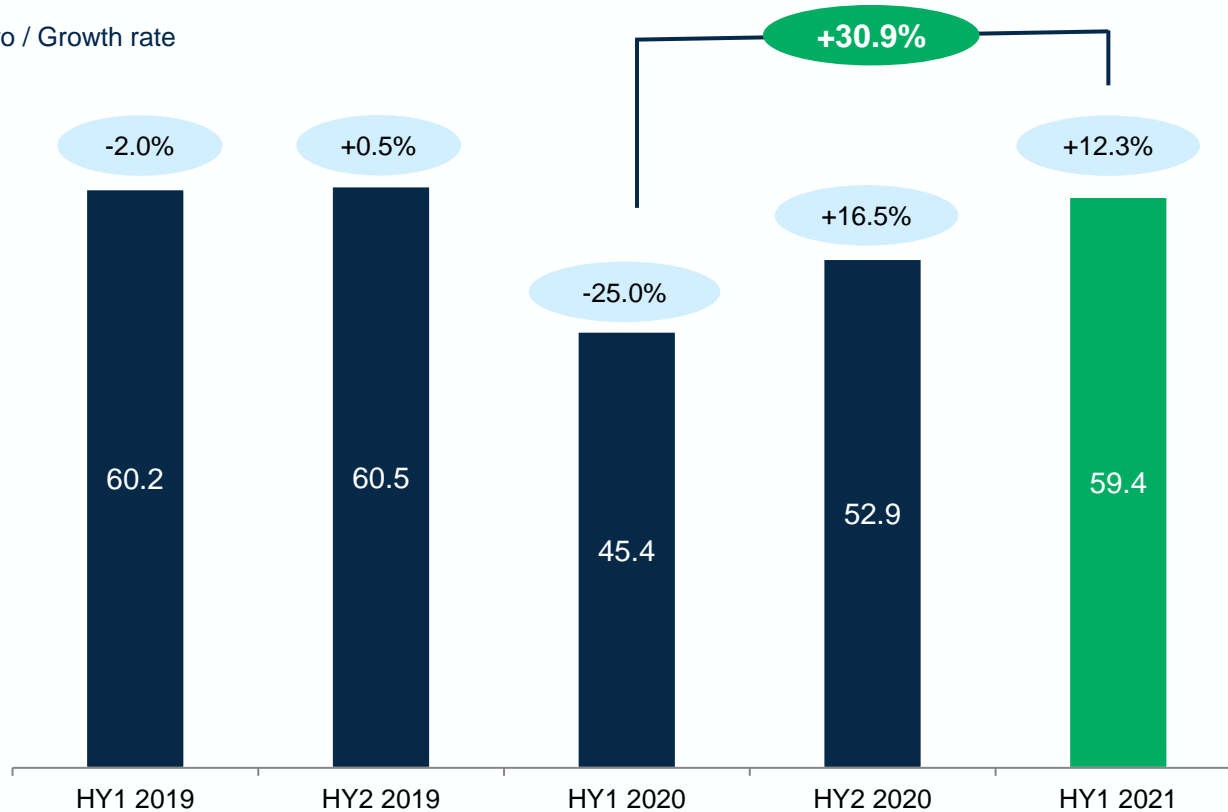


# FINANCIALS HY1 2021



## Revenues

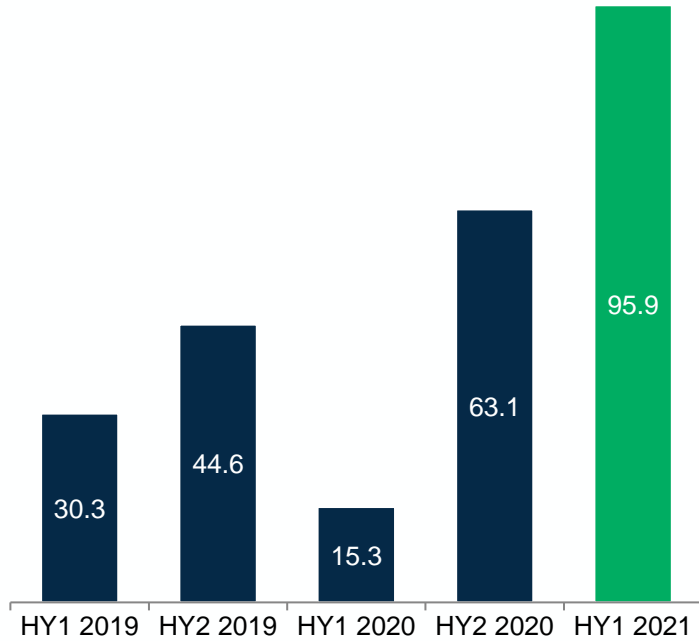
in million Euro / Growth rate



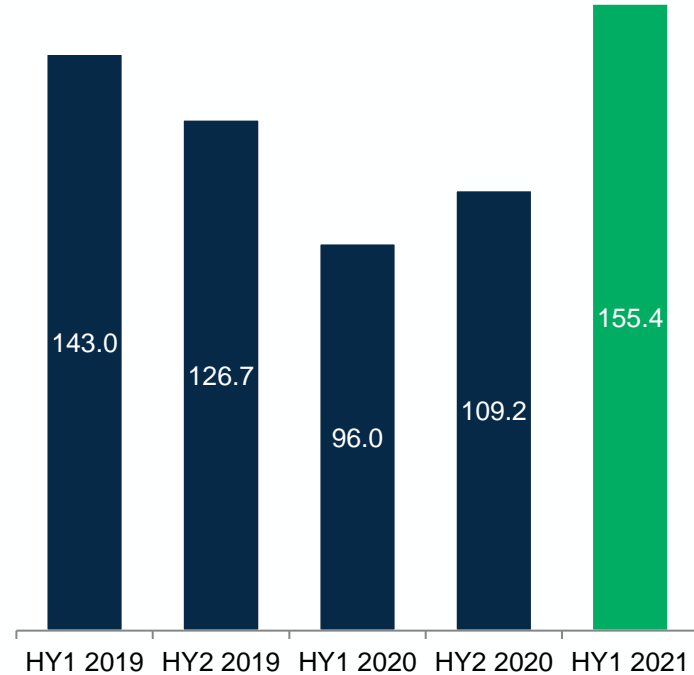
# FINANCIALS HY1 2021



**Order Intake**  
in million Euro



**Open Orders**  
in million EUR



# FINANCIALS HY1 2021



## Income Statement

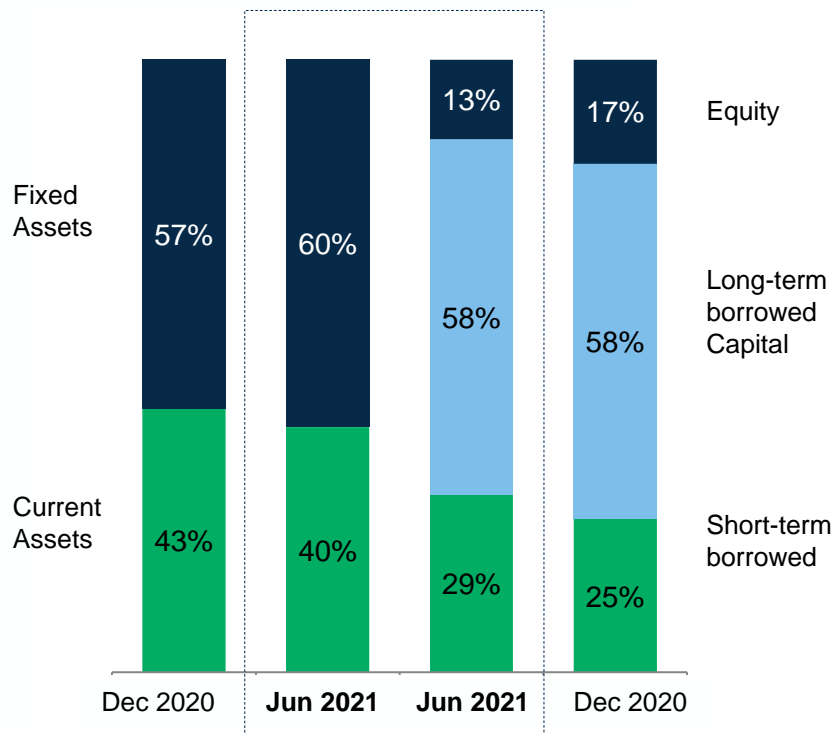
in million EUR

	HY1 2021	HY1 2020	Change
Revenues	59.4	45.4	+30.9%
Material Costs	37.3	25.5	+46.3%
Personnel Costs	23.3	19.7	+18.4%
Other Costs and Income	4.0	5.8	-2.1%
EBITDA	-5.2	-5.6	+6.6%
Depreciation and Amortisation	5.5	3.9	+40.6%
EBIT	-10.7	-9.5	-12.7%

# FINANCIALS HY1 2021



## Balance Structure



in million EUR

	30.06.2021	31.12.2020
Assets	194.8	196.7
Equity	24.7	34.3
Equity Ratio (%)	12.7	17.4
Net Gearing (%)	269.5	180.8

# OUTLOOK



	<b>Actual 2020</b>	<b>Target 2021 (April 2021)</b>	<b>Target 2021 (adjusted July 2021)</b>
Sales / Growth Rate	98.3 mill. EUR / -18.6%	+20% to +30%	+20% to +30%
EBITDA Margin	-9,7%	0% to -6%	-5% to -10%
Working Capital	18.4 mill. EUR	increasing according to change in sales	increasing according to change in sales
Net Gearing	181%	significant increase	significant increase
Equity Ratio	17.4%	10% to 15%	10% to 15%





# APPENDIX

# EXECUTIVE BOARD



## **Nicolas-Fabian Schweizer**

Chief Executive Officer

Ass. Jur. Nicolas-Fabian Schweizer is member of the Board since 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**

Chief Financial Officer

Dipl.Kfm. Marc Bunz is member of the Board since April 2010 and appointed until March 2023.

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





## FINANCIAL CALENDAR

<b>Date</b>	<b>Publication / Event</b>
2021-08-06	Financial Report (half-year)
2021-11-05	Interim Report 3rd Quarter 2021
2022-06-24	Annual General Meeting

## IR CONTACT

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# 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.

A large, detailed image of the Earth as seen from space, showing the curvature of the planet and the blue oceans and white clouds. The background is a dark, starry space.

**MORE THAN PCBs**