



**EARNINGS CALL**  
**RESULTS HY1 2022**  
**AUGUST 8, 2022**

**NICOLAS-FABIAN SCHWEIZER (CEO)**  
**MARC BUNZ (CFO)**



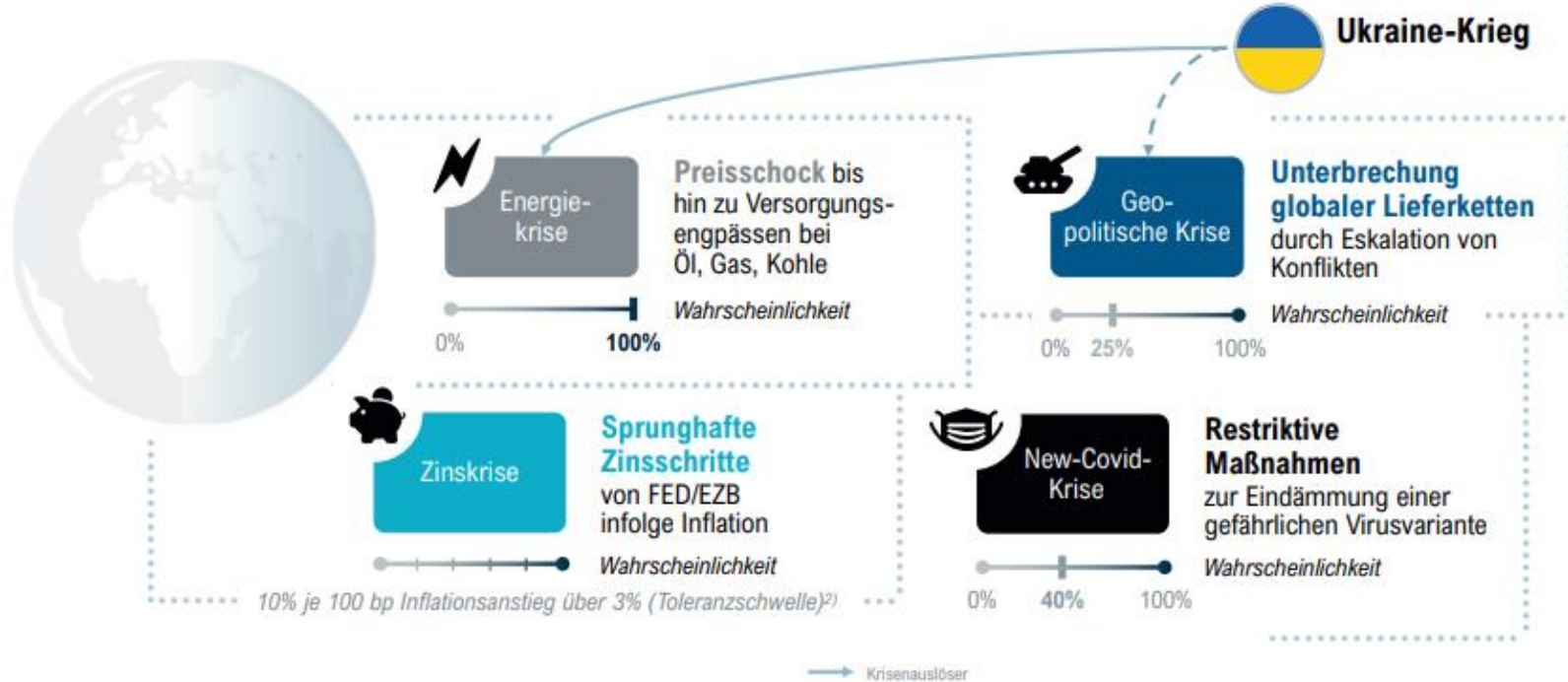
# AGENDA



- **Introduction**
- E - Mobility & p<sup>2</sup> Pack Technology
- Financials HY1 2022
- Outlook

# SCENARIOS

## RELEVANT SCENARIOS AND PROBABILITY OF OCCURRENCE



<sup>1)</sup> Jeweils auf 3 Jahre gerechnet

<sup>2)</sup> Angenommene Zielsetzung: Erreichung von 1% Realzins binnen 2 Jahren

Quelle: Roland Berger

# ECONOMIC SCENARIOS



## Stressszenario Dauerkrise



### Beschreibung

- Mehrere globale Krisen überlagern und verstärken sich – es kommt zu **Blockbildung** und **Wirtschaftskrieg**
- Nach BIP-Einbruch in 2022 hält **Rezession** weiter an
- **Inflation** verfestigt sich und macht **Zinssprung** nötig, Ölpreis verharrt auf durchgängig hohem Niveau

### Implikationen Unternehmen

- **Finanzierungskosten** explodieren
- **Insolvenzgefahr** steigt massiv
- **Energieversorgung** bleibt labil
- Teilweises **Reshoring** unumgänglich

## Basisszenario Kontinuität



- **Ukraine-Krieg** hält an, **Covid-Situation** bleibt zunächst kritisch und verbessert sich ab Frühjahr 2023 spürbar
- Nahezu **Stagnation** in 2022 – danach **verhaltener Aufschwung**
- Mit zeitversetzten, sanften **Zinsschritten** reagieren Zentralbanken auf Inflation, Ölpreis bleibt zunächst hoch

- **Inlandsnachfrage** und **Export** bleiben stabil
- **Zinswende** verteuert Finanzierung
- Gefahr von **Investitionsstaus**

## Aufschwungsszenario Comeback



- **Ukraine-Konflikt** kann rasch **gelöst** werden, weitere Krisen materialisieren sich nicht
- Kräftiger Wirtschaftsaufschwung durch **Aufholeffekte** post-Covid und globale Stimmungsaufhellung
- **Inflation rückläufig** durch Rückgang Energiekosten, Zinsen bleiben auf niedrigem Niveau, Ölpreis normalisiert sich

- **Inlandsnachfrage** zieht an
- **Export** wird zum Konjunkturmotor
- **Finanzierung** zu günstigen Konditionen
- Anstieg der **Investitionstätigkeit**

MOST  
PROBABLE

Quelle: Roland Berger

# PRICE WAVE

## MANAGEMENT ACTIONS



Auf ein **Durchschnittsunternehmen** in DACH<sup>1)</sup> ...

2021

EBIT **8,0%**

Jahresüberschuss **5,2%**

... wurde ein **Inflationsmodell** für Preissteigerungen von **Material, Energie, Personal** und **Zinsen** angewandt ...

Inflationsmodell: Änderungsraten in % p.a. in 2022



... mit dem **Ergebnis**: Um seine EBIT-Marge abzusichern, muss ein DACH-Durchschnittsunternehmen die **Preise in 2022 um rund 7% erhöhen**

Sensitivitätsanalyse zur Kostenweitergabe [in %]

		Kostenweitergabe durch Preissteigerung	EBIT-Marge	JÜ-Marge
		2021: 6,0%	2021: 6,0%	2021: 5,2%
<b>1</b> Vollständig: 100%	2022	6,7%	6,0%	4,9%
	2023	6,1%	6,0%	3,9%
	2024	3,0%	6,0%	3,8%
<b>2</b> Medium: 50%	2022	3,1%	4,8%	2,7%
	2023	2,9%	1,8%	-1,0%
	2024	1,5%	0,3%	-2,8%
<b>3</b> Gering: 25%	2022	1,6%	3,3%	1,6%
	2023	1,6%	-1,1%	-4,2%
	2024	0,8%	-3,4%	-6,9%

1) Deutschland, Österreich, Schweiz

Quelle: Roland Berger

# AGENDA

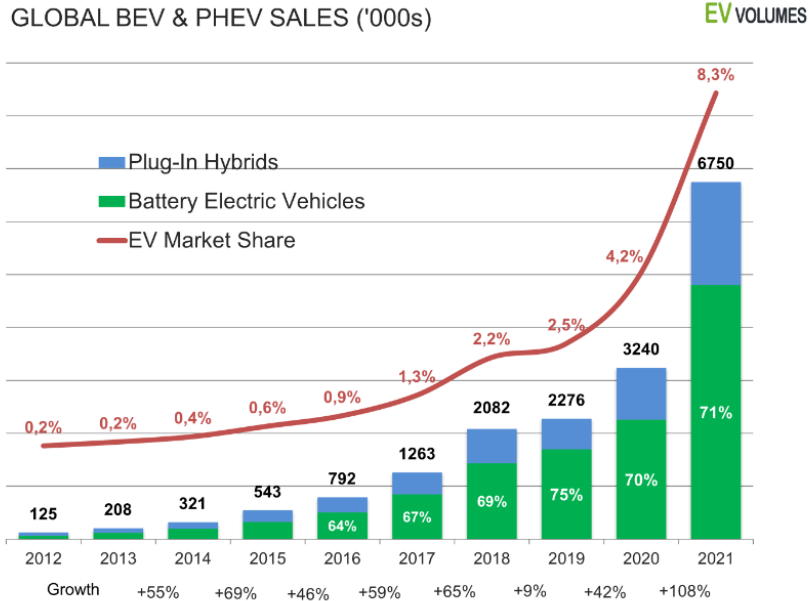


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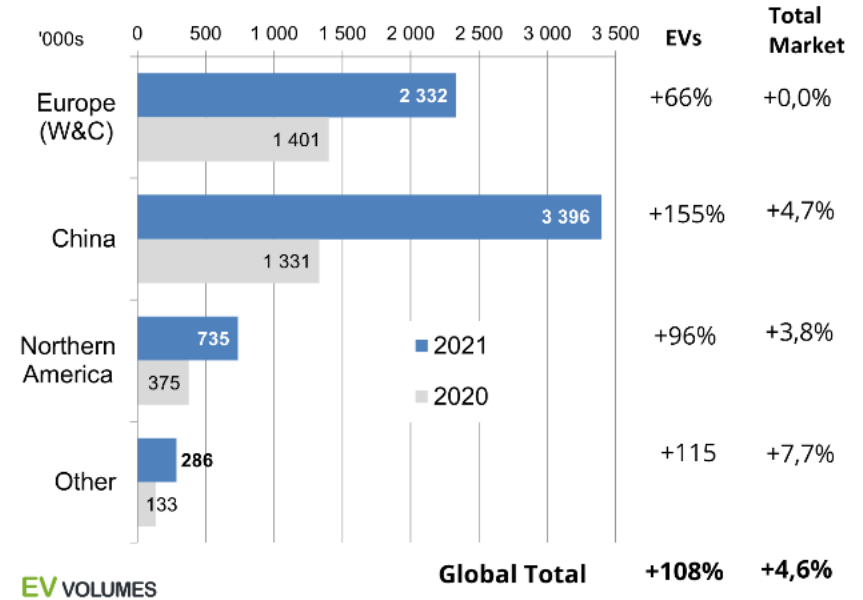
# MEGATREND ELECTROMOBILITY



## BEV & MHEV RISING



BEV+PHEV SALES AND % GROWTH



# MEGATREND BEV

## NEW PLAYERS – NEW MARKETS



上汽集团  
SAIC MOTOR



CHANGAN



吉利汽车  
GEELY AUTO



LEAPMOTOR



XPENG



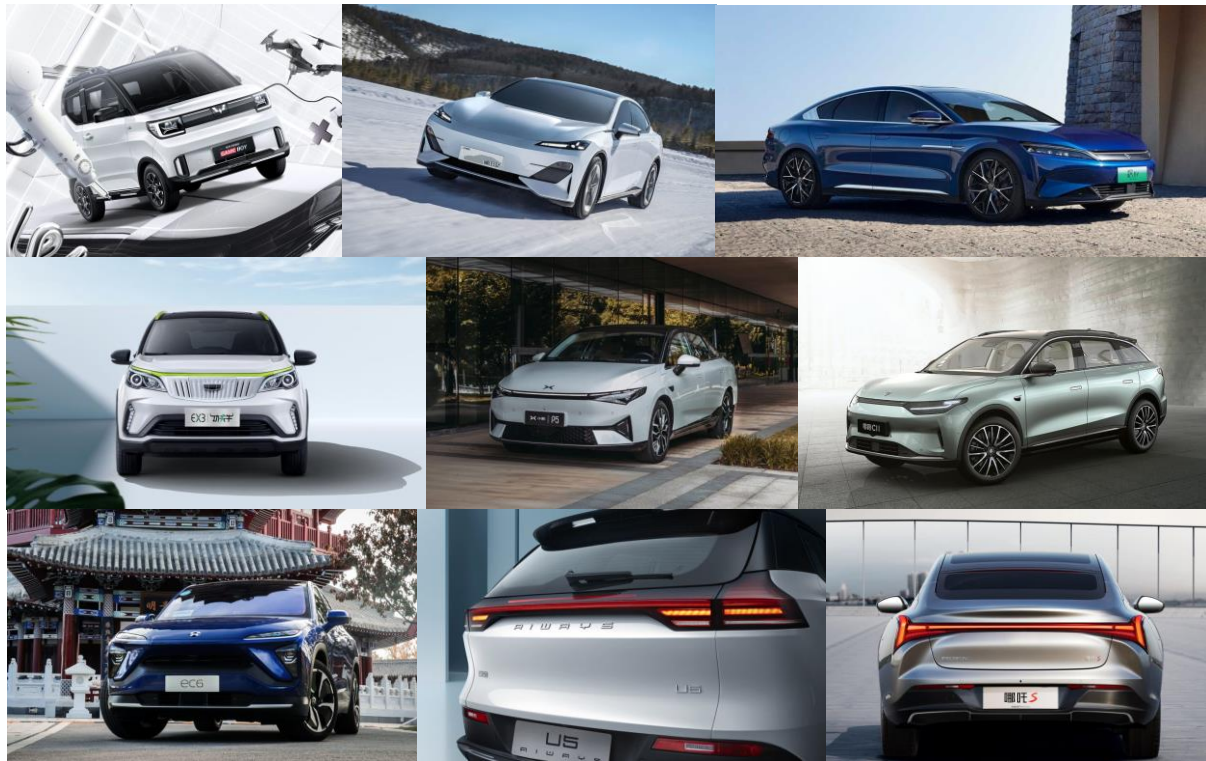
AION



HOZON  
合众汽车



ARCFOX



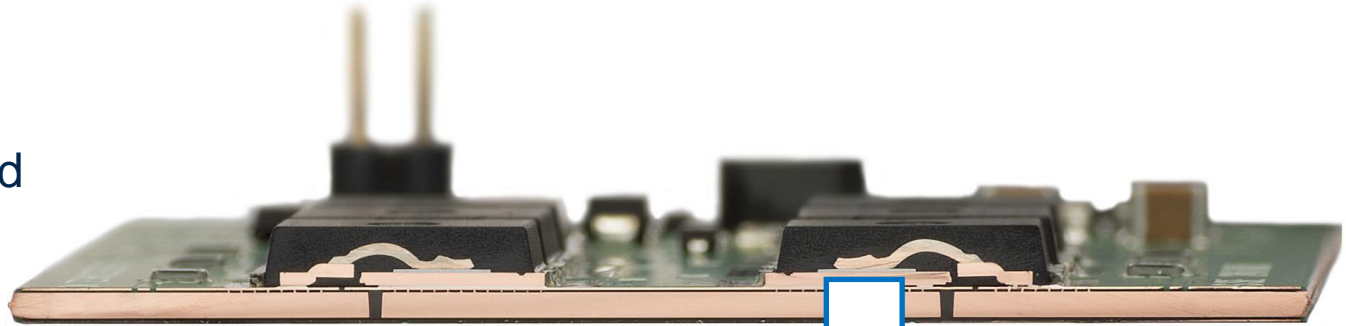


# SYSTEM IN BOARD

SMART p<sup>2</sup> PACK® TECHNOLOGY 80 V

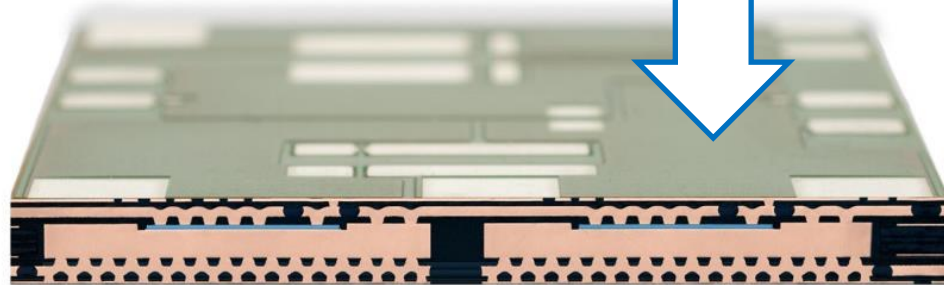


TOP: Inlay Board



Bottom: Smart p<sup>2</sup> Pack  
(Power Embedding)

60%  
Higher Performance  
(@ 48V) Systems

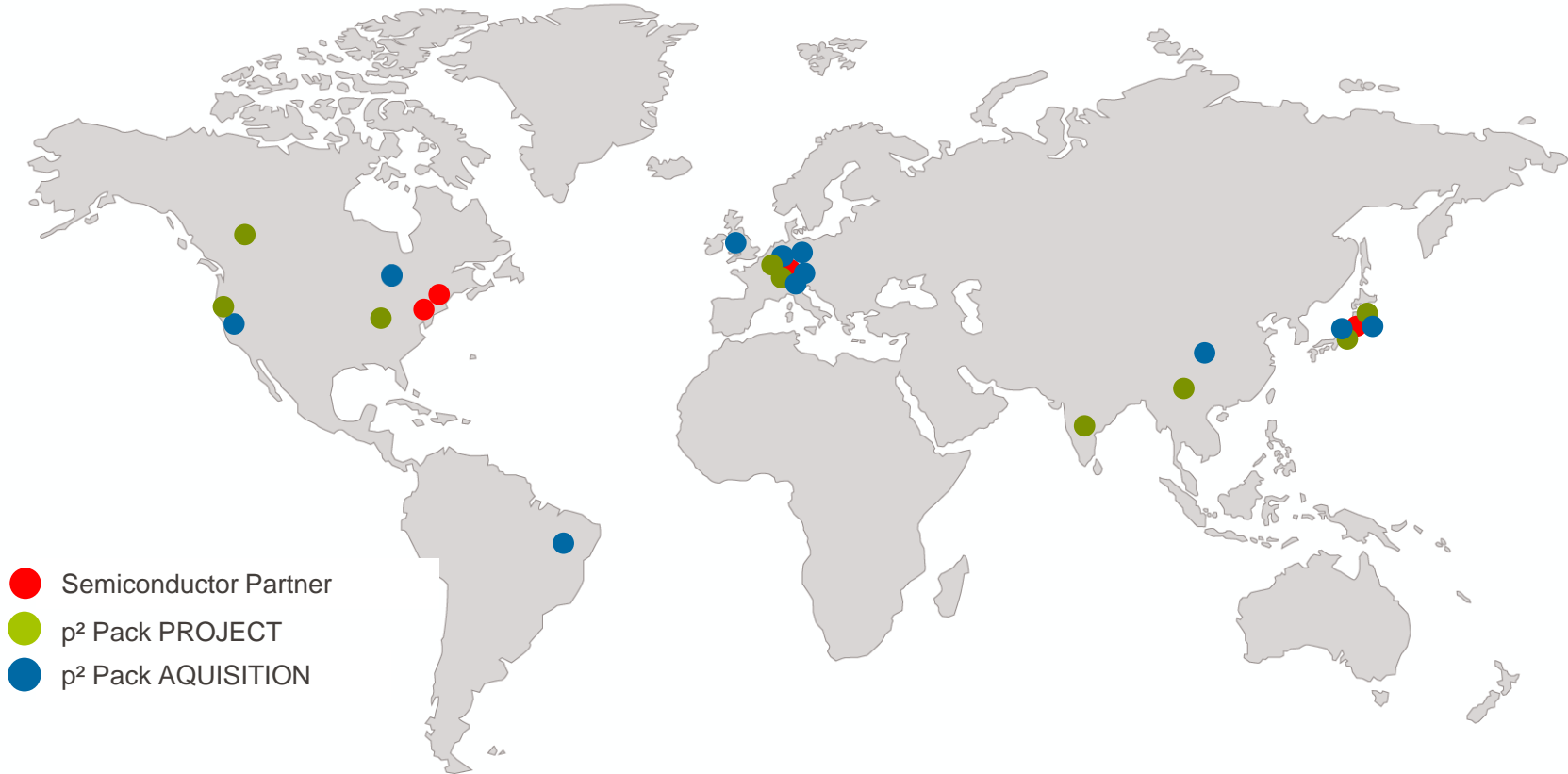


# p<sup>2</sup> PACK PORTFOLIO



		Power Class		
		Mild Hybrid 10 to 60 kW Gen 1	Hybrid / BEV 100 to 300 kW Gen 2	BEV 300 to 1000 kW Cp <sup>2</sup> Pack
800 V				
400 V				
48 V				
		<b>IN PRODUCTION</b>	<b>IN DEVEL. / SOP 2024</b>	<b>IN DEVEL / SOP 2025</b>

# PROJECTS & PARTNERS



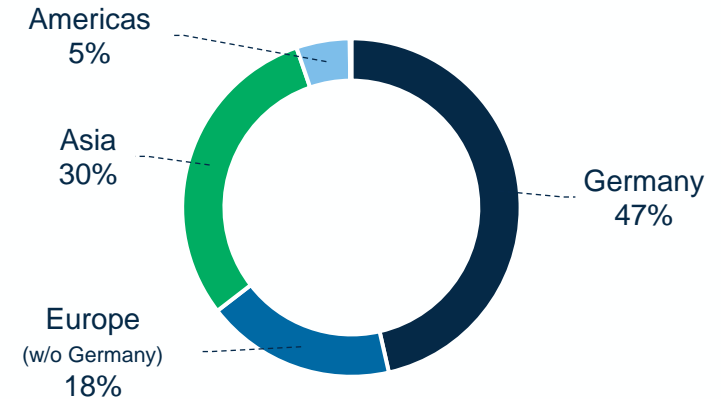
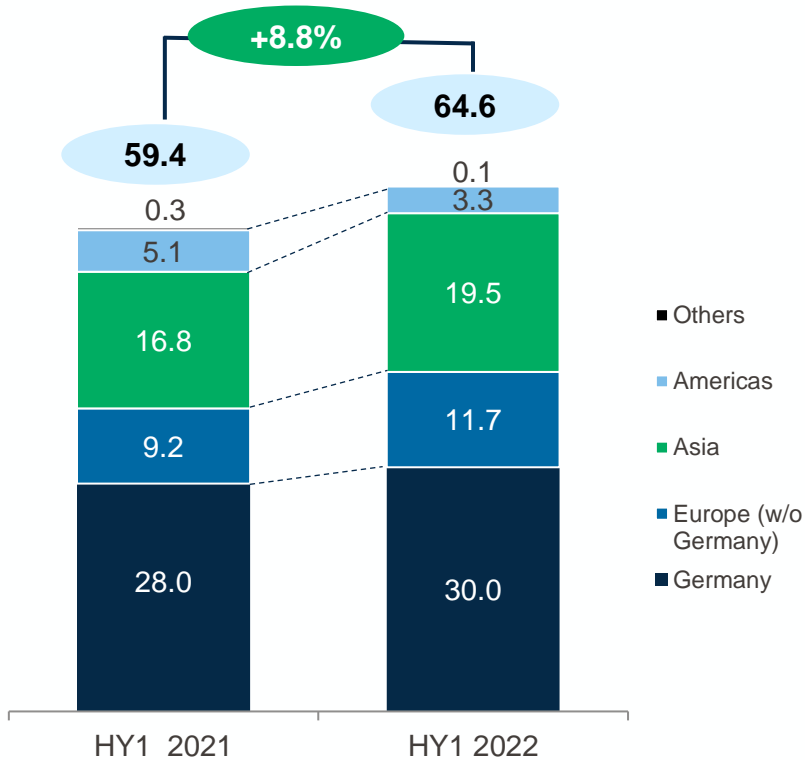
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# FINANCIALS HY1 2022

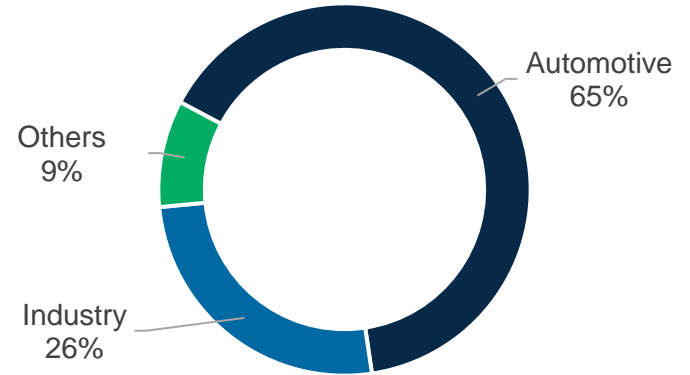
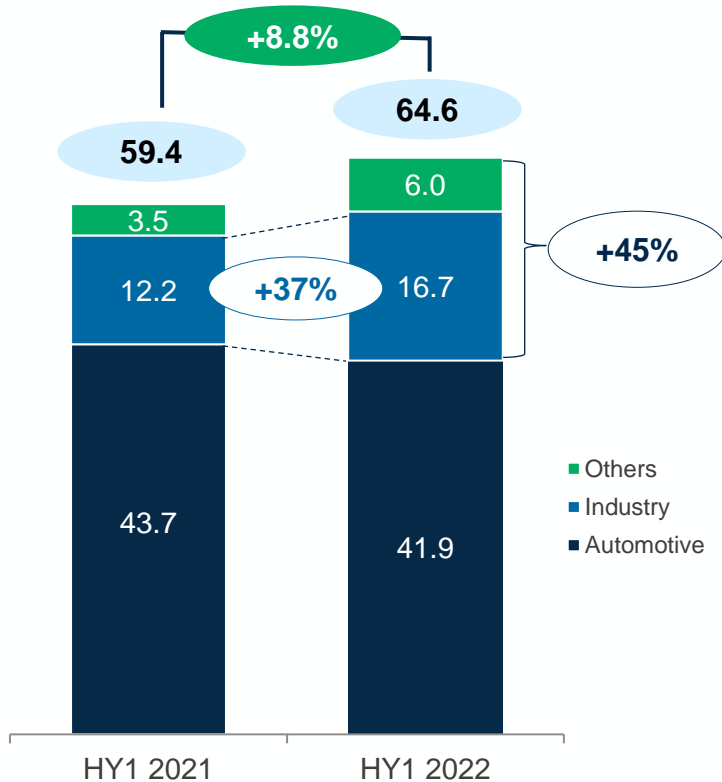
Sales by Region  
in million EUR



# FINANCIALS HY1 2022

## Sales by Customer Segment

in million EUR

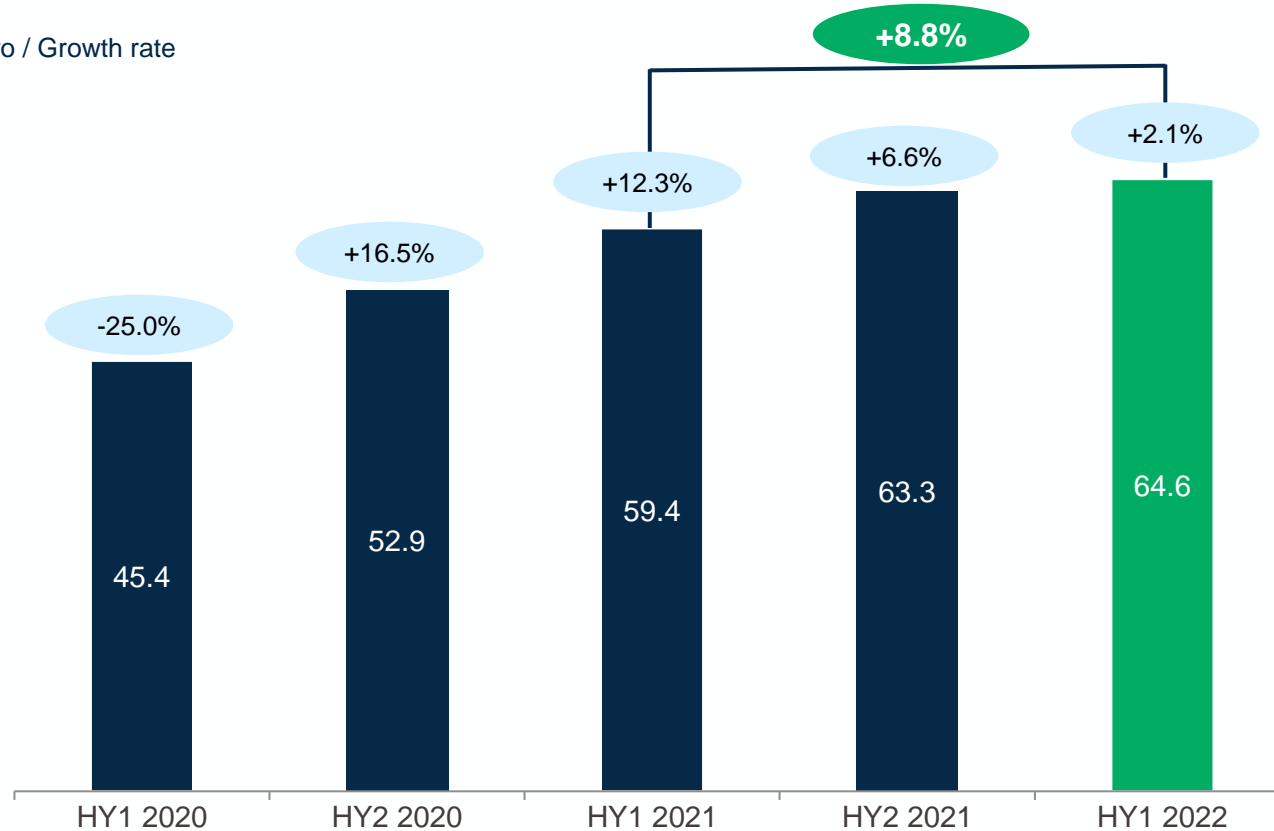


# FINANCIALS HY1 2022



## Revenues

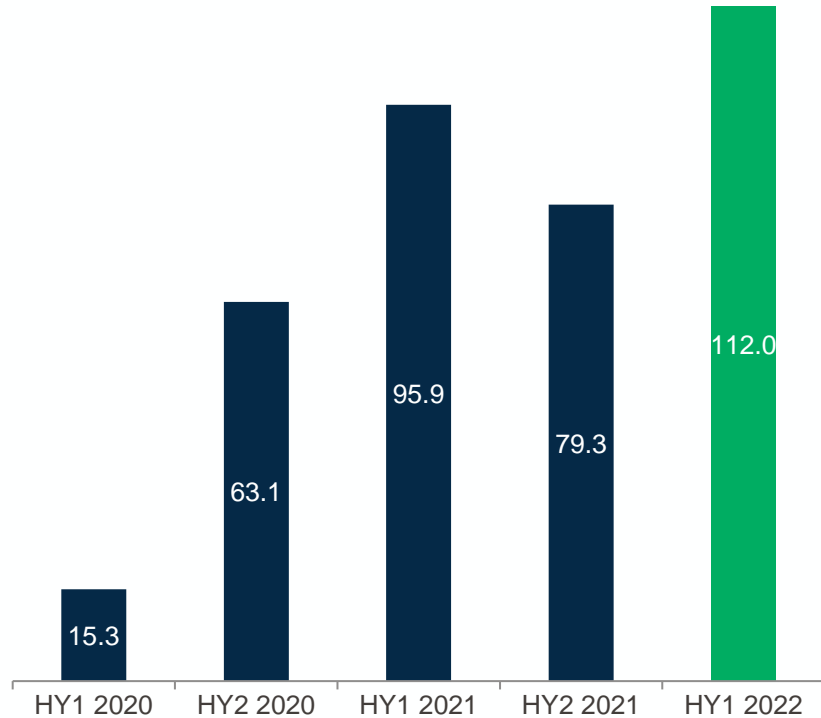
in million Euro / Growth rate



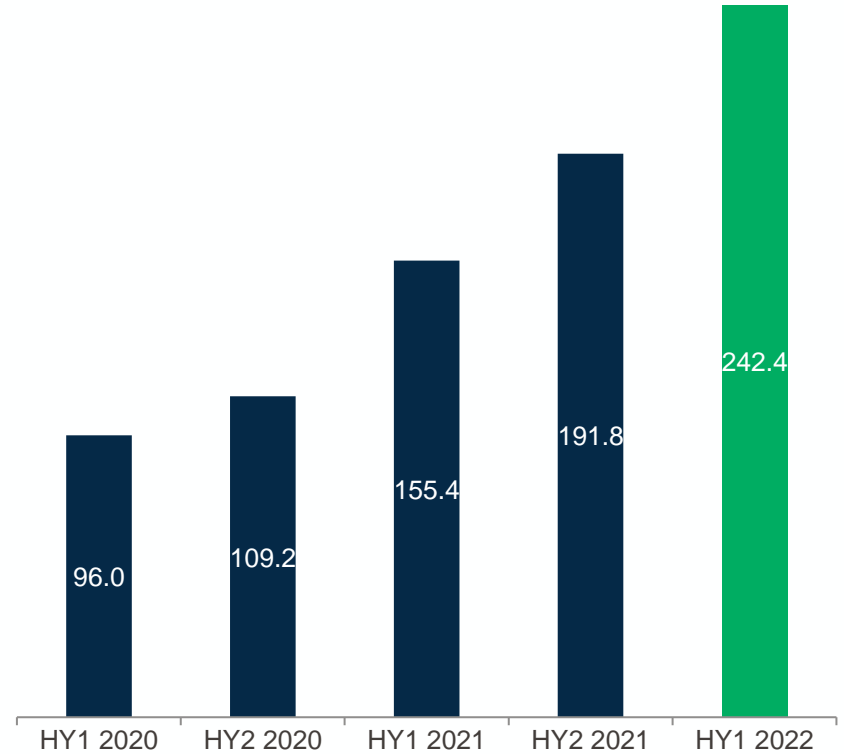
# FINANCIALS HY1 2022



## Order Intake in million Euro



## Open Orders in million EUR





# FINANCIALS HY1 2022



## Income Statement

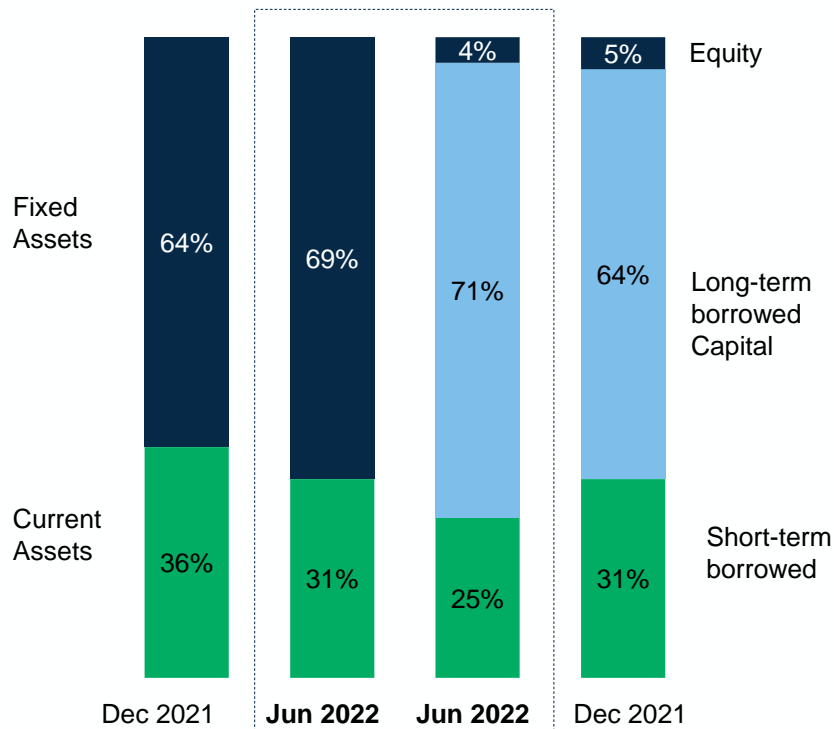
in million EUR

	HY1 2022	HY1 2021	Change
Revenues	64.6	59.4	+8.8%
Material Costs	41.7	37.3	+11.8%
Personnel Costs	24.6	23.3	+5,7%
Other Costs and Income	5.4	4.0	+35.0%
EBITDA	-7.1	-5.2	-35.6%
Depreciation and Amortisation	6.1	5.5	+11.6%
EBIT	-13.2	-10.7	-23.3%

# FINANCIALS HY1 2022



## Balance Structure



in million EUR	30.06.2022	31.12.2021
Assets	178.1	182.3
Equity	6.8	9.7
Equity Ratio (%)	3.8	5.3
Net Gearing (%)	1384	823

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# OUTLOOK



	<b>Actual 2021</b>	<b>Target 2022 (April 2022)</b>	<b>Target 2022 (adjusted July 2022)</b>
Sales / Growth Rate	122.7 mill. EUR / +24.8%	+10% to +20%	+5% to +15%
EBITDA Margin	-6.9%	-4% to +1%	-8% to -4%
Working Capital	9.0 mill. EUR	slightly disproportionate to sales	slightly disproportionate to sales
Net Gearing	822.5%	stable	stable
Equity Ratio	5.3%	6% to 11%	6% to 11%



# Q & A



# 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 2027.

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 2028.

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>
2022-11-04	Interim Report 3rd Quarter 2022
2023-06-30	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.



**MORE THAN PCBs**