

**EARNINGS CALL
RESULTS Q3 2023
NOVEMBER 3, 2023**

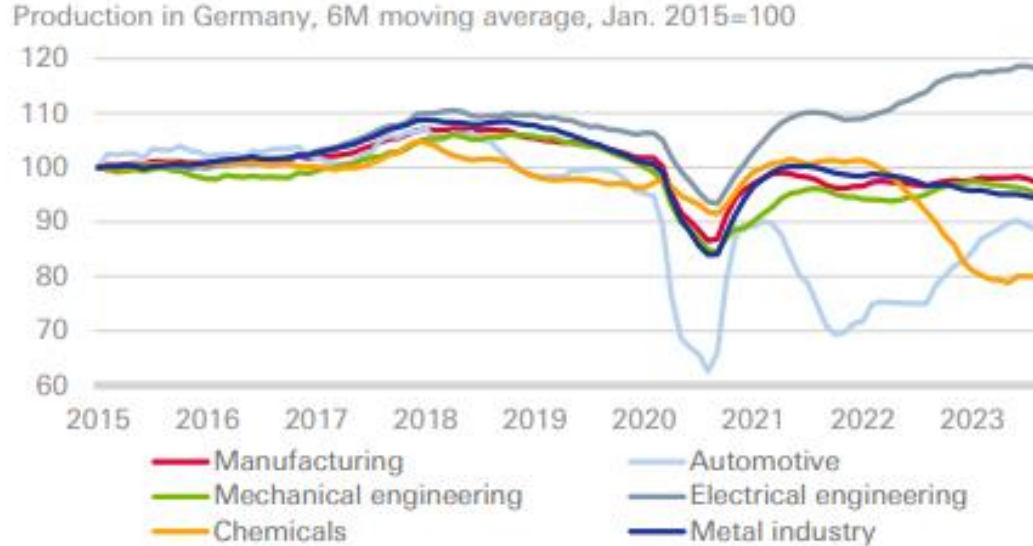
**MARC BUNZ (CFO)
PETER BOSENIUS (DFC)**

AGENDA



- **Strategy Highlights**
- Financials 9M 2023
- Outlook

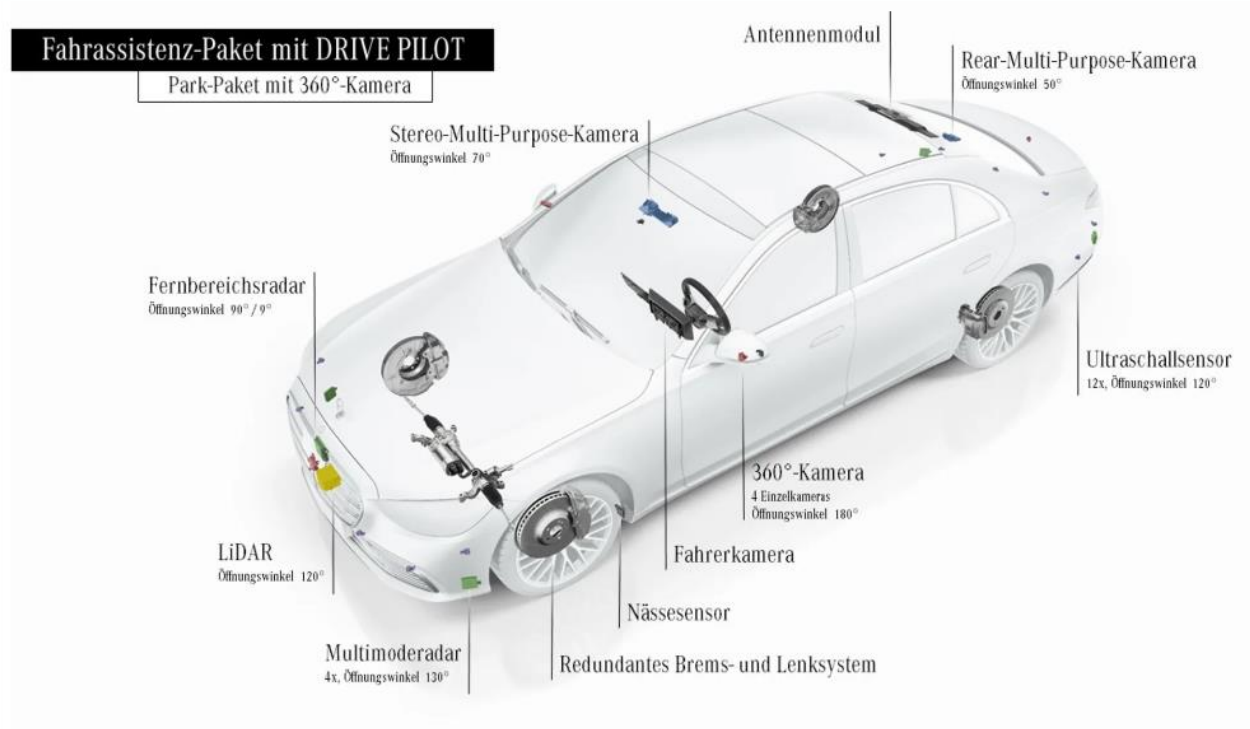
ELECTRONICS ON THE RISE



Source : Federal Statistical Office

- Electronics in Germany is a clear growth segment
- Even though the number of motor vehicles produced is falling, the use of electronics is increasing disproportionately

AUTONOMOUS DRIVING – HF TECHNOLOGY



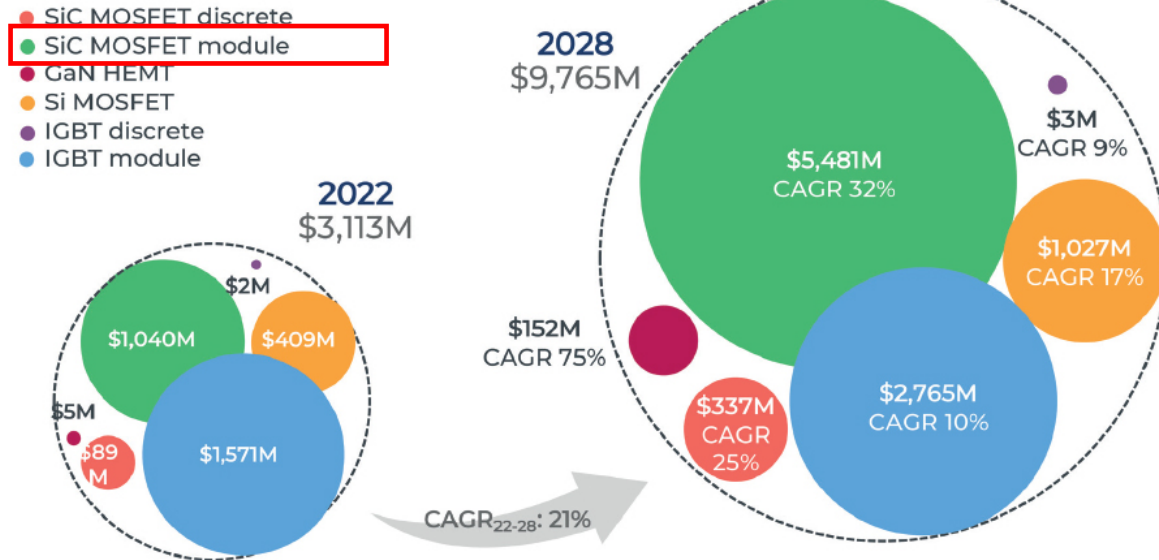
Lidar, Radar, Kameras: Die Sensorik der S-Klasse • © Mercedes

E-MOBILITY – HIGH-VOLTAGE EMBEDDING



2022-2028 xEV power device market forecast

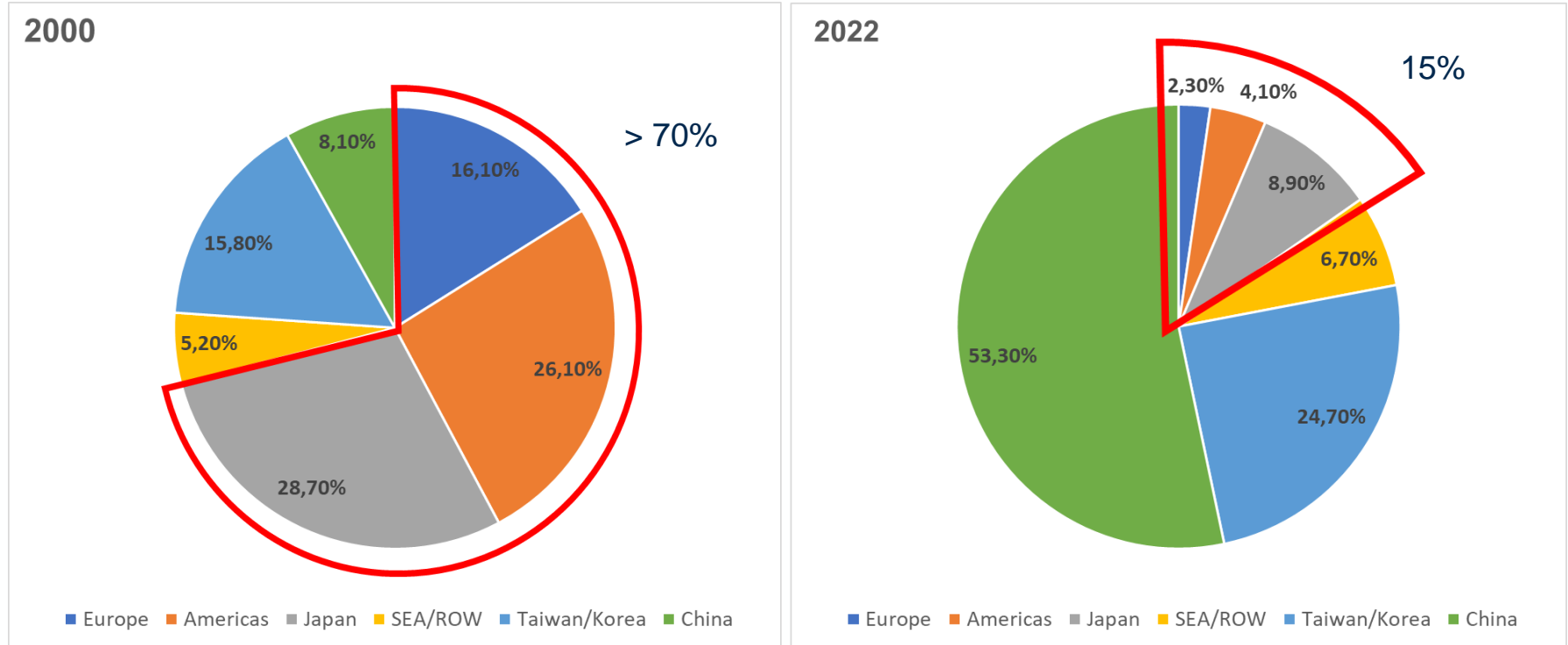
(Source: Power Electronics for e-Mobility 2023 – Focus on passenger & light commercial vehicles, Yole Intelligence, May 2023)



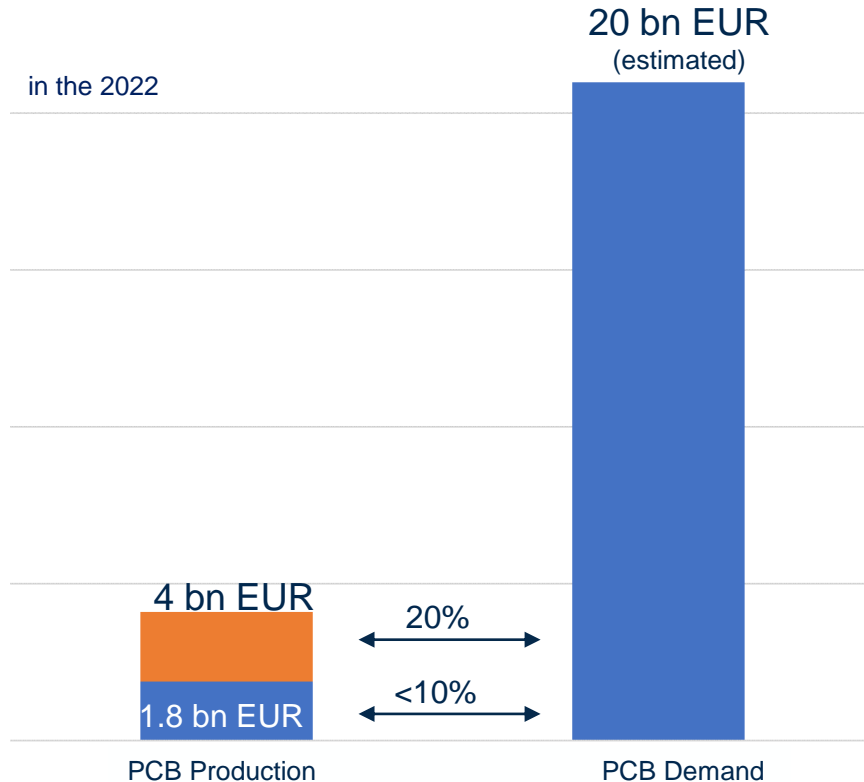
- Embedding of high-voltage SIC MOSFETS is the further development of the successful 48V Embedding
- CAGR of such modules forecasted at 32 per cent by 2028

© Yole Intelligence 2023

SUPPLY CHAIN RESILIENCE - DECOUPLING



SUPPLY CHAIN RESILIENCE - EUROPE



- Actually, less than 10 per cent of the European demand for printed circuit boards is produced in Europe
- In order to reach a target rate of 20 per cent, additional production capacity of more than EUR 2 billion would have to be created
- This is more than 20 times the capacity of SCHWEIZER

AGENDA



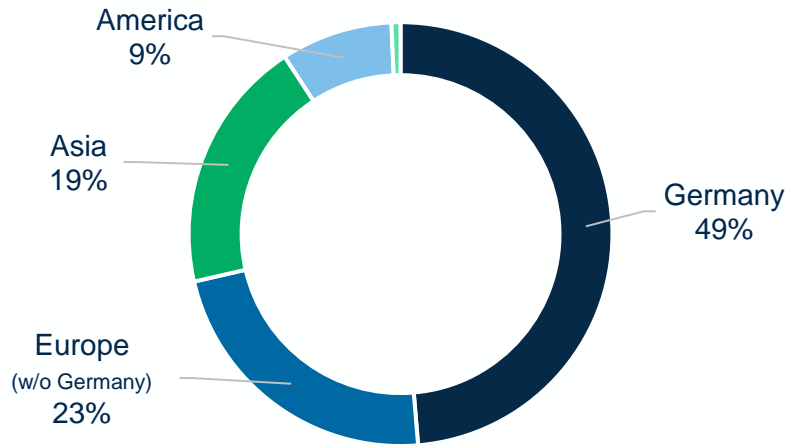
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FINANCIALS 9M 2023



Revenues increased by +2.4% (w/o SEC +12.5%) - driven by strong growth in Europe (+13%). Regional sourcing gains momentum!

Sales by Region



in million EUR	01-09/2023	01-09/2022
Germany	49.7	46.3
Europe (w/o Germany)	23.2	18.1
Asia	19.8	30.2
America	8.7	5.0
Others	0.7	0.2
	102.1	99.8

FINANCIALS 9M 2023



Revenues increased by 2.4% (w/o SEC +12.5%) - growth in mobility customer segment (+4%)

Sales by Customer Segment



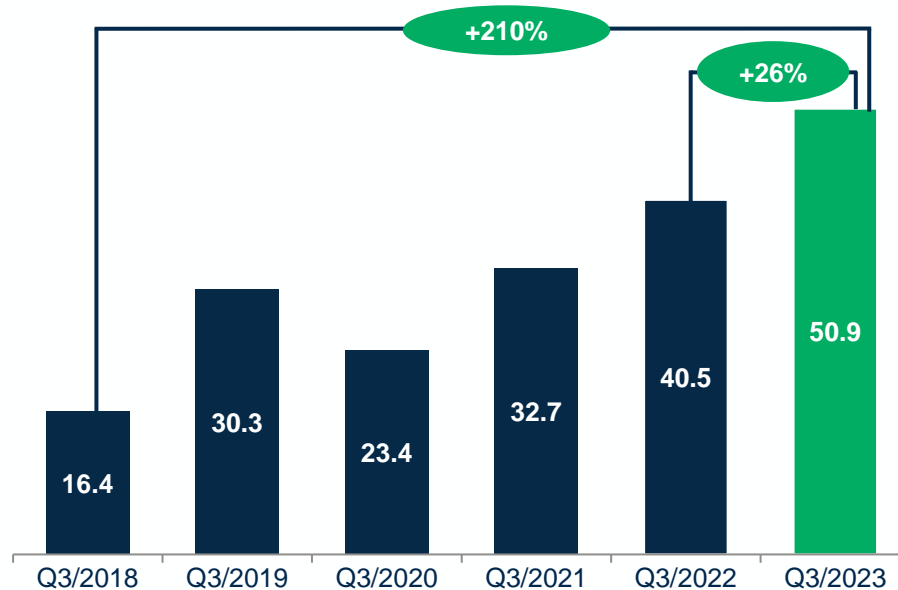
in million EUR	01-09/2023	01-09/2022
Automotive	72.1	69.0
Industry	22.9	25.3
Others	7.1	5.5
	102.1	99.8

FINANCIALS 9M 2023



Strongest order activity in quarter 3 since 2018, exceptionally dynamic due to high demand in HF-technologies and power electronics

Order Intake
in million Euro



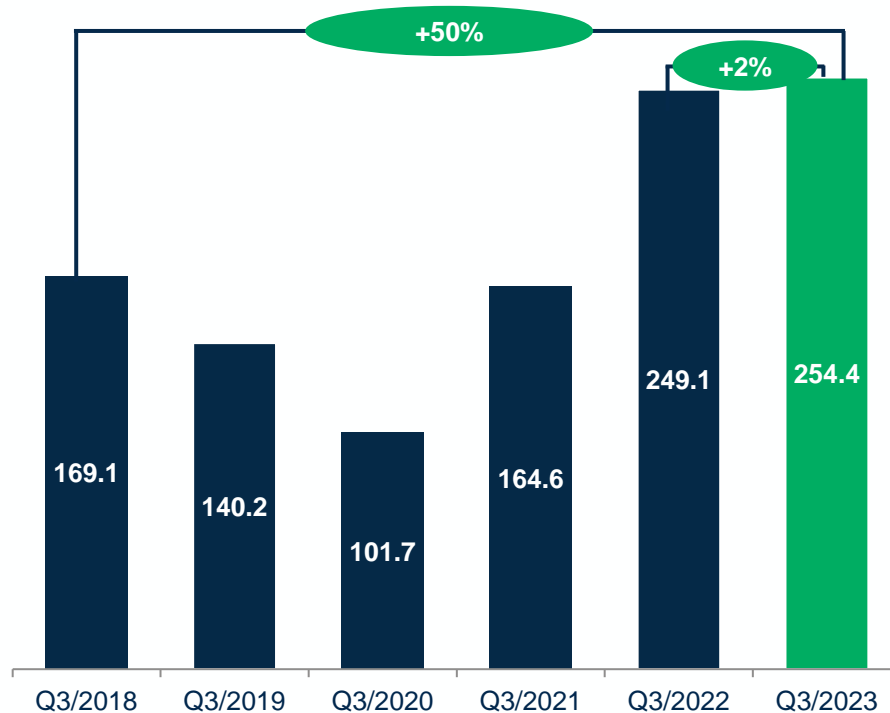
YoY growth of 26%

FINANCIALS 9M 2023



Order Book is at its highest level for the last 5 years

Open Orders
in million EUR



Order Book at 254 mill. EUR

- thereof 36 mill. EUR for 2023
- 219 mill. EUR for 2024 and following years, whereas rd. 30% account for Chip-Embedding technology!

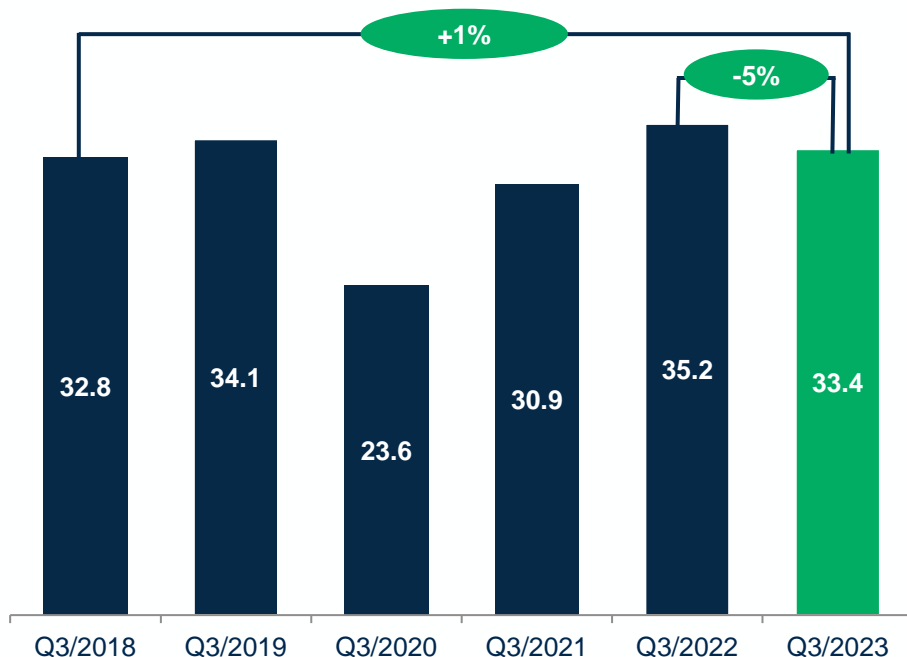
FINANCIALS 9M 2023



SCHWEIZER profits from the global mega trends and slightly increased business level of Q3 2018 before automotive business decline began.

Revenues

in million EUR



YoY Sales -5.1%:
adj. for Chinese subsidiary +4.7%

- Sales Volumes jump in Germany (+7%), in Europe (+29%) in America (+74%) compared to Quarter 1-3, 2022
- Due to Transition Process of SEC, Asia sales decreased by -35%

Automotive Customers grow stronger than Non-Mobility

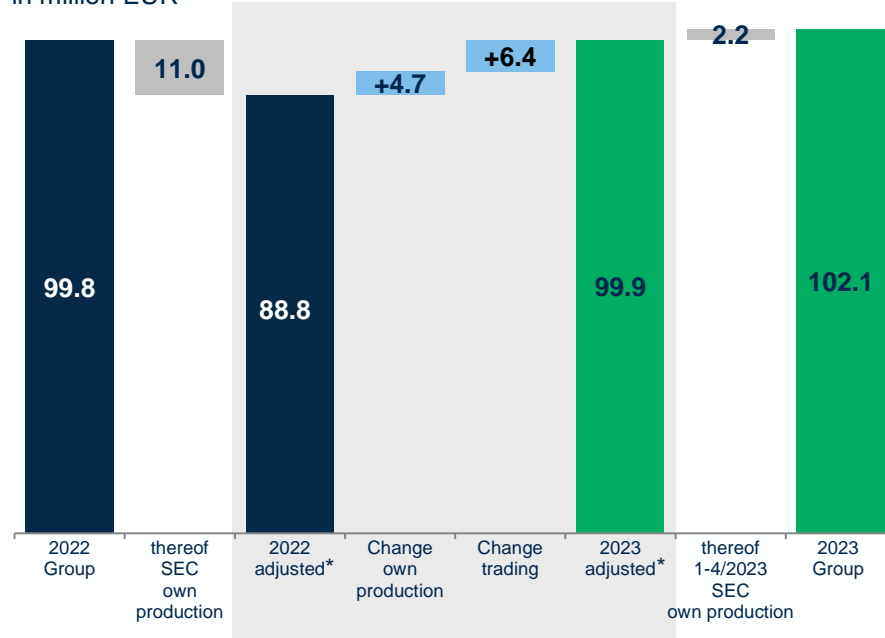
FINANCIALS 9M 2023



SCHWEIZER's sales show strong dynamic growth in a stagnating market, our fab-light strategy is gaining momentum

Revenues

in million EUR



YoY cumulated Sales +2.4%:
adj. for Chinese subsidiary +12.5%

- Sales Volumes of Own Production Germany increases by +8%
- Sales Volumes of Trading increases by +23%

compared to Quarter 1-3, 2022.

*adjusted for the Chinese subsidiary

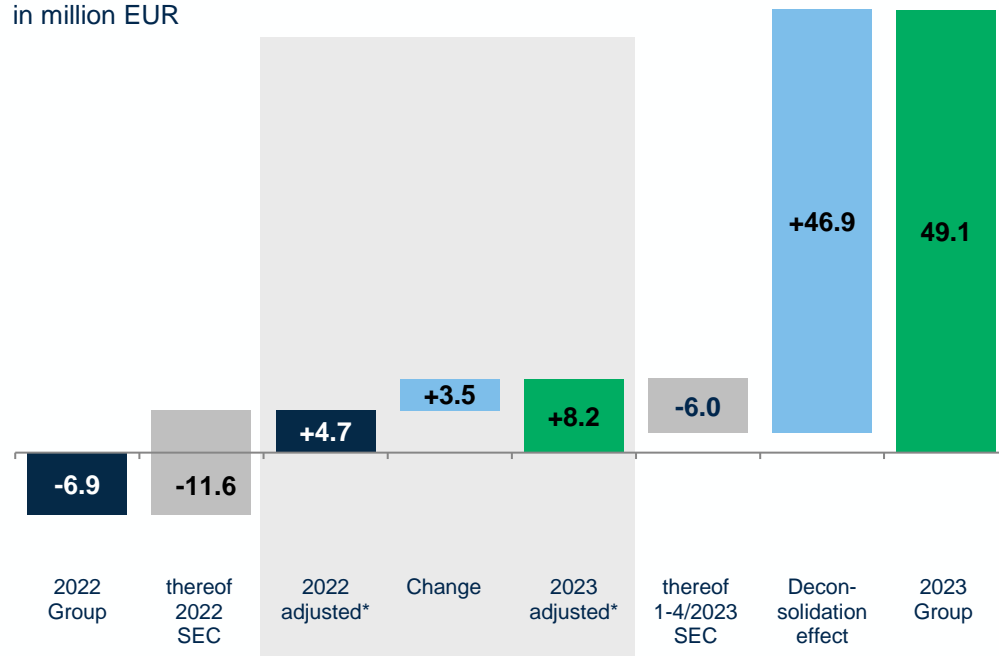
FINANCIALS 9M 2023



Positive EBITDA of 2.2 Mio. EUR despite of consolidates losses of Chinese subsidiary, strong EBITDA-growth w/o China by +3.5 mill. EUR (+75%)

EBITDA

in million EUR



- EBITDA including consolidated Chinese subsidiary from 1-4/2023 and deconsolidation gain +49.1 mill. EUR
- operating EBITDA-Swing with China +9.1 mill. EUR
- increase operating EBITDA of Group w/o China +3.5 mill. EUR

*adjusted for the Chinese subsidiary and deconsolidation effect

FINANCIALS 9M 2023 - OVERVIEW



Key Figures

in million EUR

	Q1-3 2023	Q1-3 2022	Change
Revenues	102.1	99.8	+2.4%
EBITDA	49.1	-6.9	n/a
EBITDA Ratio	48.1%	-6.9%	+55.0pp
EBITDA adjusted*	8.2	4.7	+75%
EBITDA Ratio adjusted*	8.2%	5.7%	+2.5pp
EBIT	44.1	-16.2	n/a
EBIT Ratio	43.2%	-16.3%	+59.5pp
EBIT adjusted*	5.5	0.0	n/a
EBIT Ratio adjusted*	5.5%	0.0%	+5.5pp
Order Income	154.6	152.7	+1.2%
	30.09.2023	31.12.2022	
Open Orders	254.4	234.4	+8.5%
Equity Ratio	28.5%	-5.5	+34.0pp
Net Gearing (%)	59.2	n/a (neg. Equity)	

Strongly improved operating financial performance as per Quarter 3

*adjusted for the Chinese subsidiary and deconsolidation effect

AGENDA



- Introduction
- Financials 9M 2023
- **Outlook**

OUTLOOK



	actual 2022	actual Q1-3 2023	Target 2023 (July 2023)	Target 2023 (adjusted Nov 2023)
Sales / Growth Rate	131.0 mill. EUR / +6.8%	+2.4%	0% to +5%	+2% to +3%
EBITDA Margin	-9.4%	+8.2% (adjusted*)	+6% to +9% (adjusted*)	+7% to +9% (adjusted*)
		48.1%	35% to 40%	37% to 40%
Working Capital	-1.6 mill. EUR	22.9 mill. EUR	15 to 20 mill. EUR	18 to 22 mill. EUR
Net Gearing	n/a (neg.Equity)	59.2%	50% to 80%	50% to 70%
Equity Ratio	-5.5%	28.5%	25% to 30%	27% to 29%

*adjusted for the Chinese subsidiary and deconsolidation effect



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, Finance & Controlling, Global Supply Chain, Information Technologies and Investor Relations.





FINANCIAL CALENDAR

Date	Publication/Event
2023-11-03	Interim Report 3rd Quarter
2024-04-29	Annual Report 2023
2024-05-08	Interim Report 1st Quarter
2024-06-28	Annual General Meeting
2024-08-09	Financial Report (half-year)
2024-11-08	Interim Report 3rd Quarter

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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