



CONFERENCE CALL RESULTS 9M 2020

November 6, 2020

Nicolas-Fabian Schweizer (CEO)

Marc Bunz (CFO)

AGENDA

Introduction

Financials 9M 2020

Outlook



SCHWEIZER

AGENDA



Introduction

Financials 9M 2020

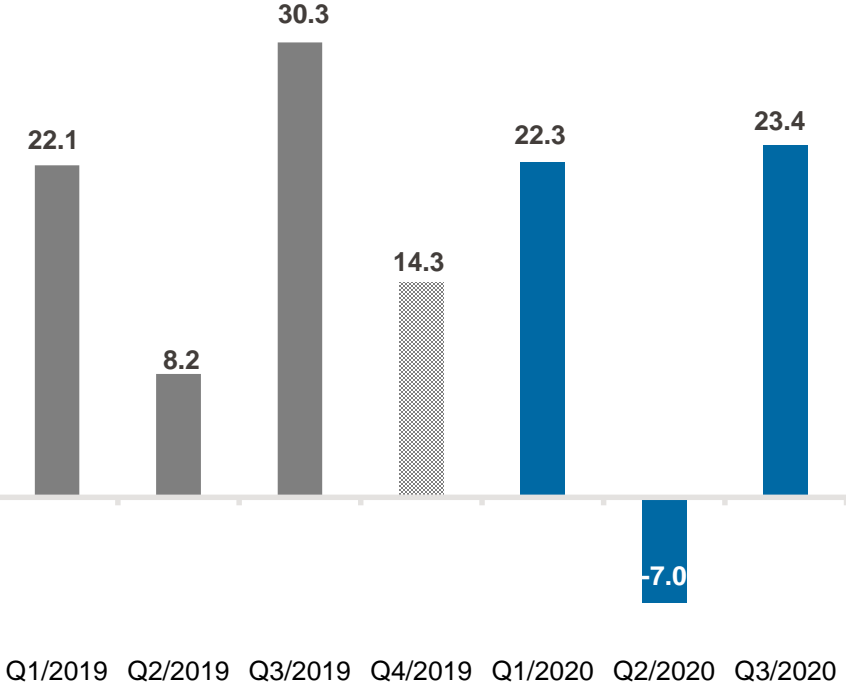
Outlook

FINANCIALS 9M 2020



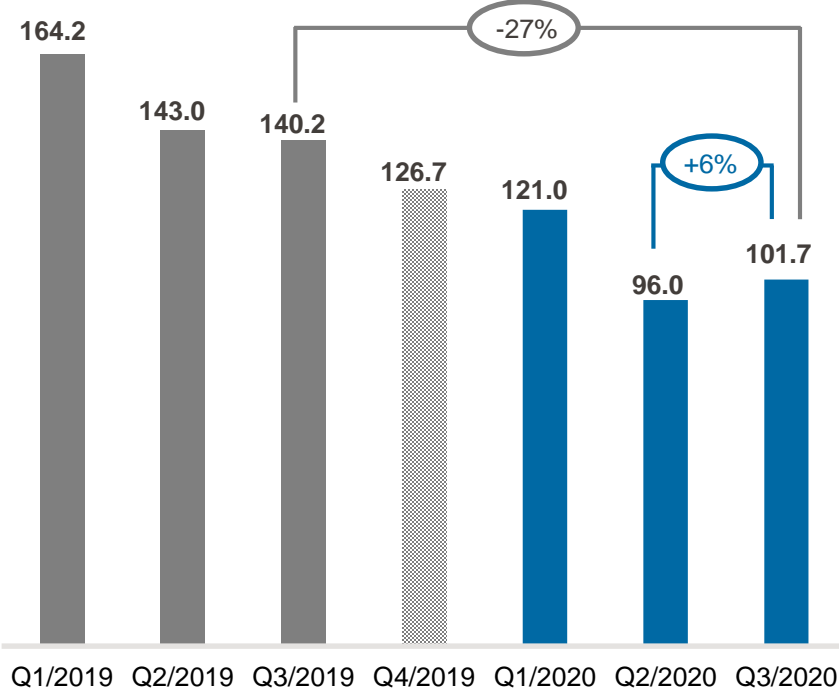
Order Intake

million EUR



Open Orders

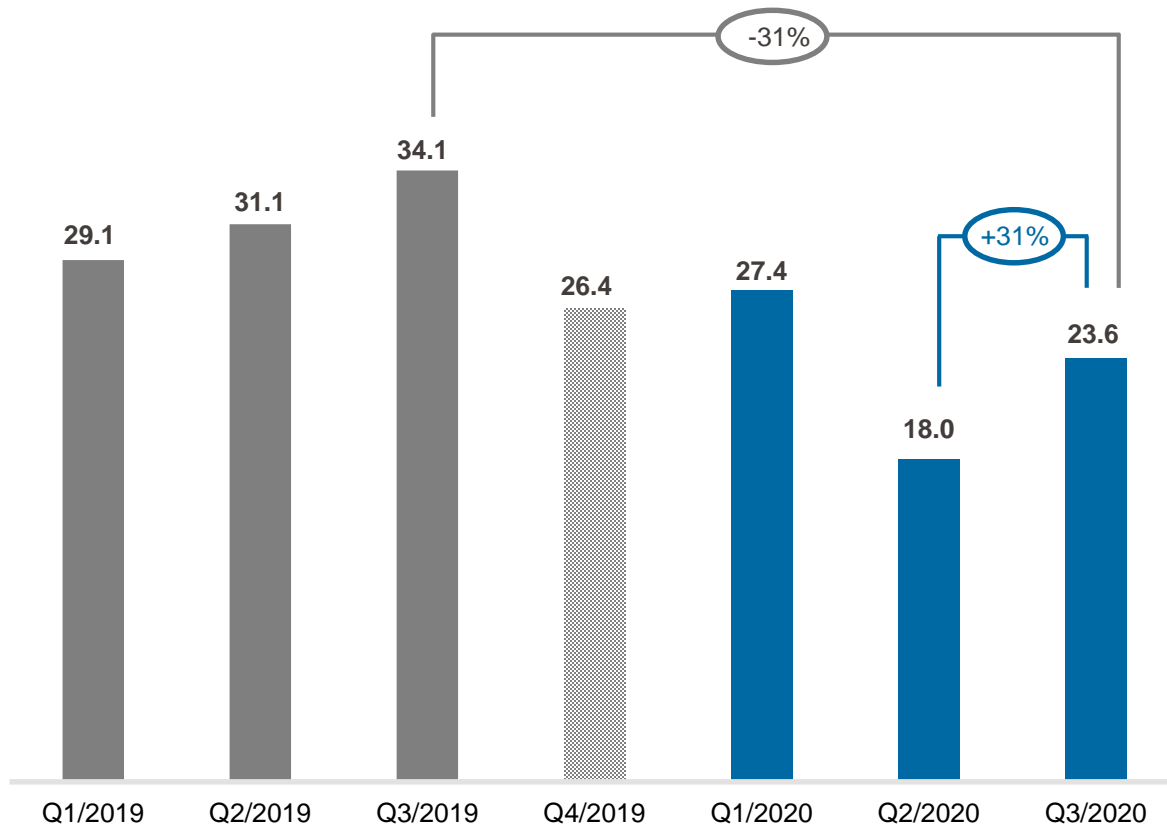
million EUR



FINANCIALS 9M 2020



Revenues
in Mio. Euro

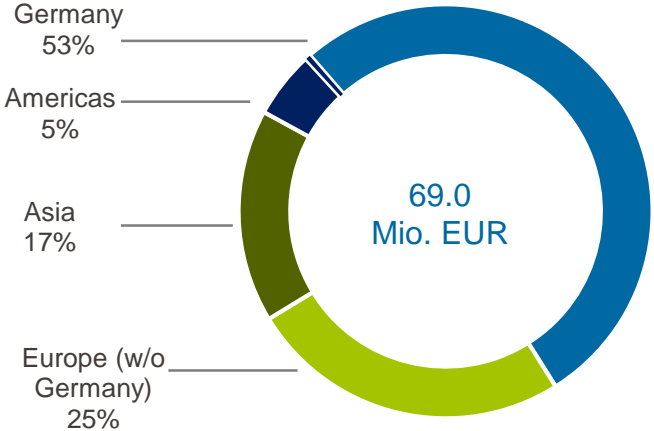


FINANCIALS 9M 2020



Sales by Region

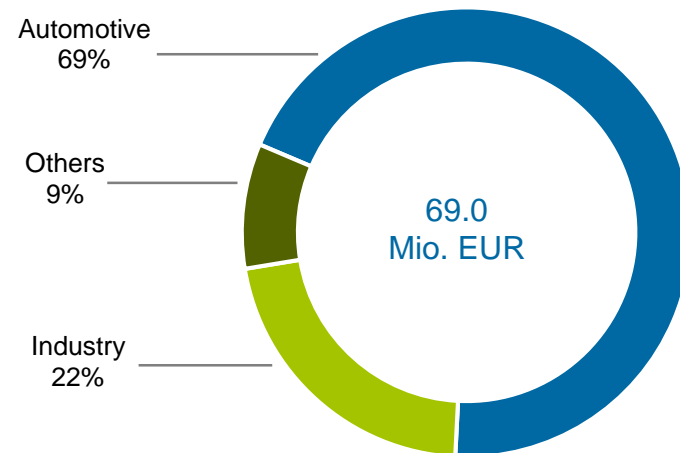
million EUR	01-09 2020	01-09 2019
Germany	36.2	49.8
Europe (w/o Germany)	17.4	24.3
Asia	11.5	11.2
Americas	3.6	8.8
Others	0.3	0.2
	69.0	94.3



FINANCIALS 9M 2020

Sales by Customer Segment

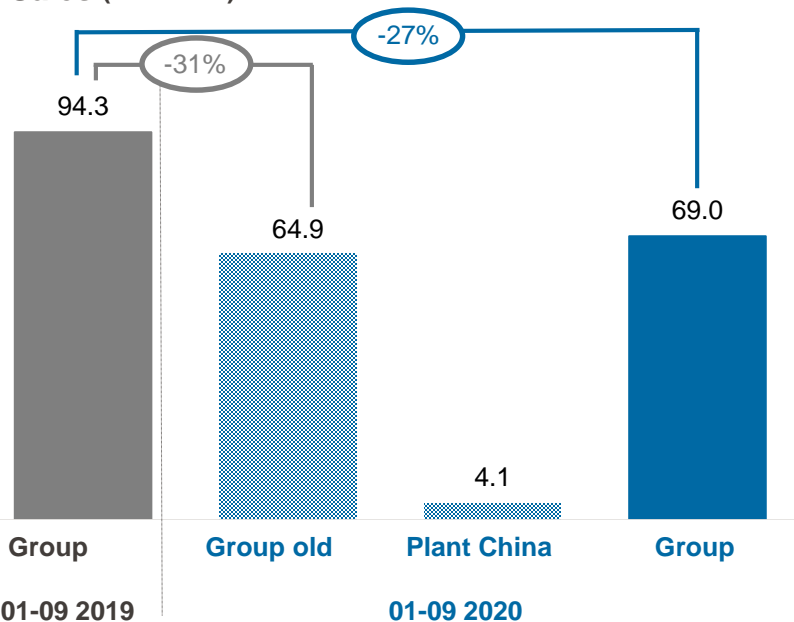
million EUR	01-09 2020	01-09 2019
Automotive	47.9	71.2
Industry	14.9	17.5
Others	6.2	5.6
	69.0	94.3



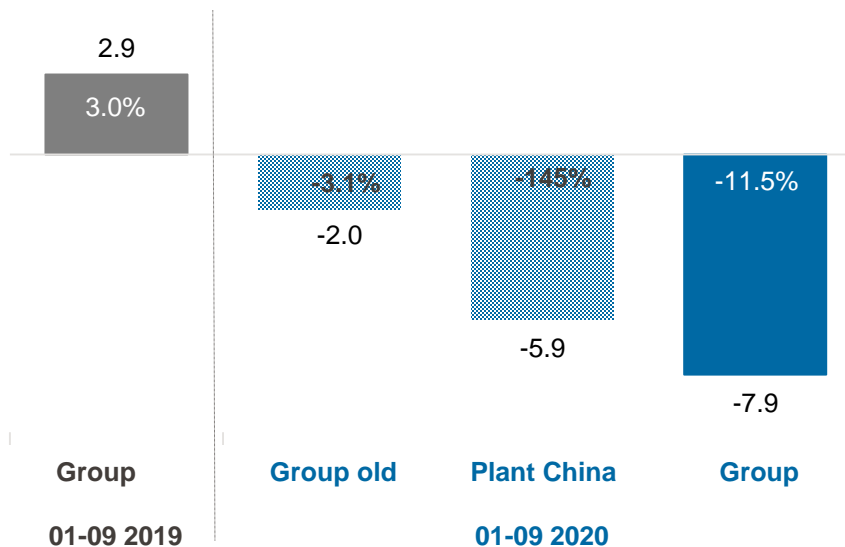
FINANCIALS 9M 2020



Sales (mill. EUR)

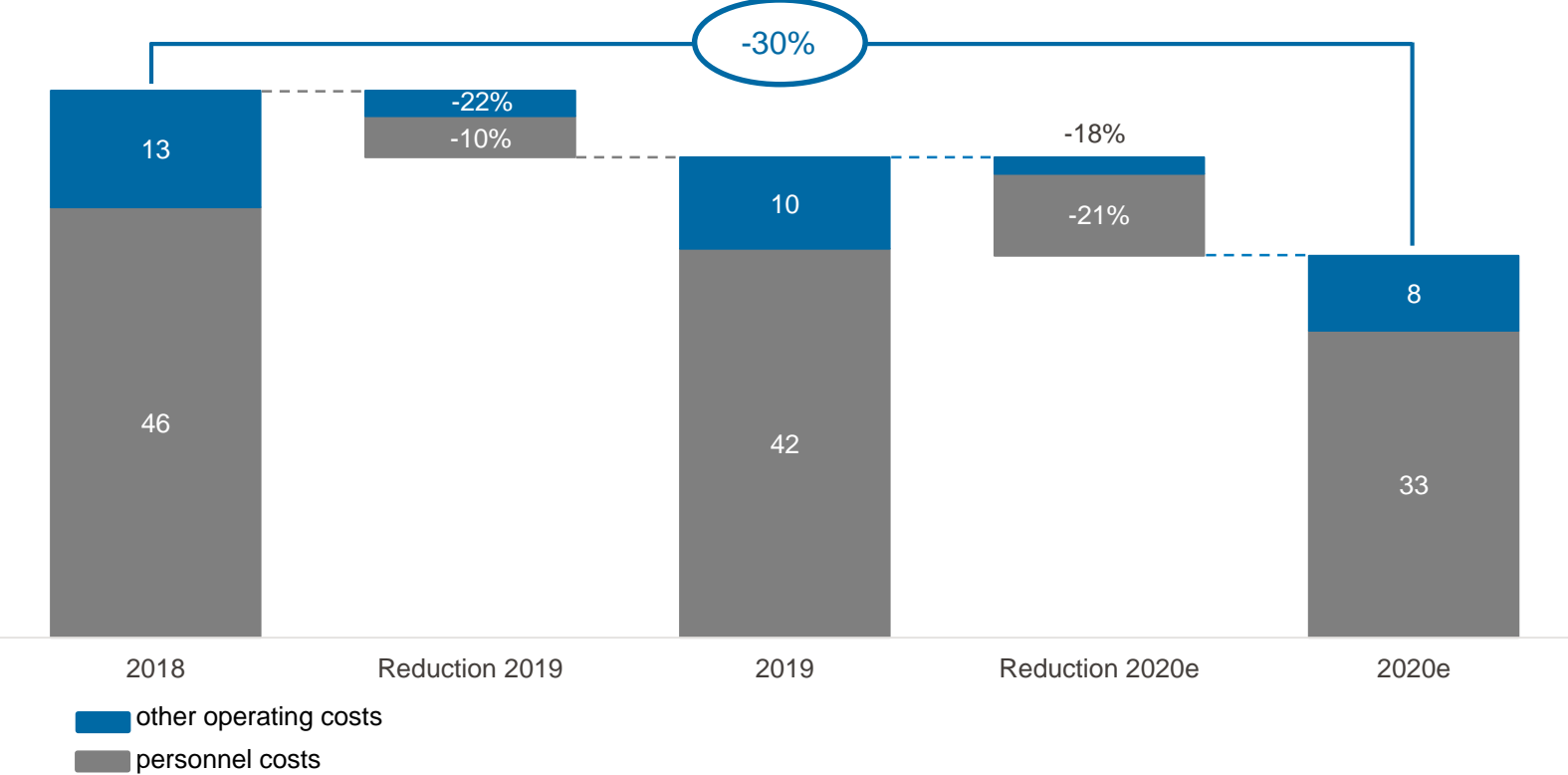


EBITDA (mill. EUR / Margin)



RESTRUCTURING SCHRAMBERG – REDUCE BREAK-EVEN LEVEL

in mill. EUR



AGENDA

Market & Strategy Update
Financials 9M 2020
Outlook

OUTLOOK



	Actual 2019	as of Sept 30, 2020	Target 2020 (July 2020)
Sales / Growth Rate	120.7 Mio EUR / -3.7%	-27%	-23% to -28%
EBITDA Margin	0.1%	-11.5%	-8% to -12%
Net Gearing	61%	165%	significant increase
Equity Ratio	24%	18%	significant reduction
Working Capital	-13.3 Mio EUR	14.5 Mio EUR	significant increase

STAYHEALTHY

APPENDIX

Key Figures

million EUR	01-09 2020	01-09 2019	
Revenues	69.0	94.3	-27%
EBITDA	-7.9	2.9	n/a
EBITDA Margin (%)	-11.5	3.1	
EBIT	-14.2	-2.0	
EBIT Margin (%)	-20.6	-2.1	
Profit after Tax	-15.1	-1.6	
Order Intake	38.7	60.6	-36%

FINANCIAL CALENDAR

Date	Publication/Event
2020-11-06	Interim Report 3 rd Quarter
2021-04-23	Annual Report 2020
2021-05-07	Interim Report 1 st Quarter
2021-05-07	Analysts' Conference
2021-06-25	Annual General Meeting
2021-08-06	Financial Report (half-year)
2021-11-05	Interim Report 3 rd Quarter



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