



SCHWEIZER

EARNINGS CALL RESULTS Q1 2021

MAY 7, 2021

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



SCHWEIZER – MORE THAN PCBs

The smart answer to
the challenges of
today and tomorrow

- » SECURE CONTINENTAL SUPPLY CHAIN
- » PROCESS COMPETENCE & VALUE FOR MONEY
- » TAKING RESPONSIBILITY
- » WITH OUR DEVELOPMENT EXPERTISE
EXPANDING THE LIMITS OF THE FEASIBLE

SECURE CONTINENTAL SUPPLY CHAIN



SCHWEIZER SECURES A
STRATEGIC AUTONOMY ON
THE CONTINENT
WHILE SIMULTANEOUSLY
REMAINING OPEN TO GLOBAL
TRADE.

PROCESS COMPETENCE & VALUE FOR MONEY



SCHWEIZER COMBINES
PROCESS COMPETENCE
AND VALUE FOR MONEY
THROUGH ITS GERMAN-
CHINESE PRODUCTION
NETWORK - THUS ENABLING
COMPETITIVE ADVANTAGES.

TAKING RESPONSIBILITY



SCHWEIZER TAKES THE CAREFUL USE OF RESOURCES AND SUSTAINABLE BUSINESS SERIOUSLY.

THE RESULT – BENEFITS FOR OUR CUSTOMERS AND SCHWEIZER.



**WITH OUR
DEVELOPMENT
EXPERTISE –
EXPANDING THE
LIMITS OF
THE FEASIBLE**

SCHWEIZER OFFERS
EUROPEAN DEVELOPMENT
EXPERTISE FOR THE
HIGHEST TECHNOLOGICAL
REQUIREMENTS.

AGENDA



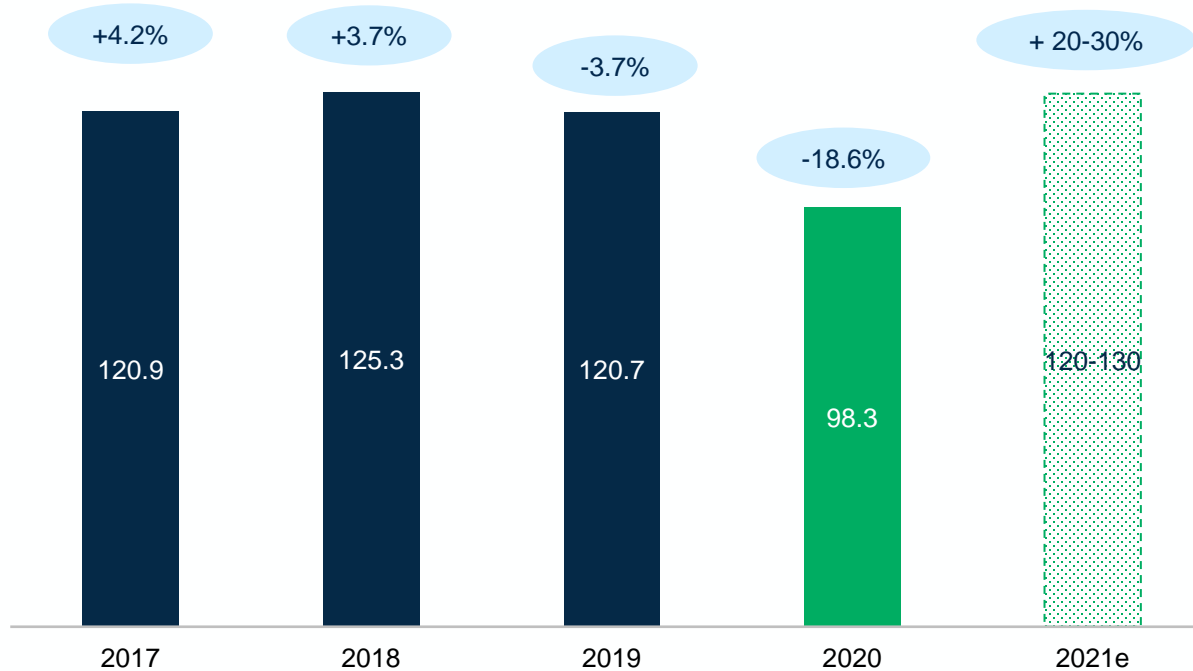
- Introduction
- **Financials 2020**
- Financials Q1 2021
- Outlook
- SCHWEIZER Share

FINANCIALS 2020



Revenues

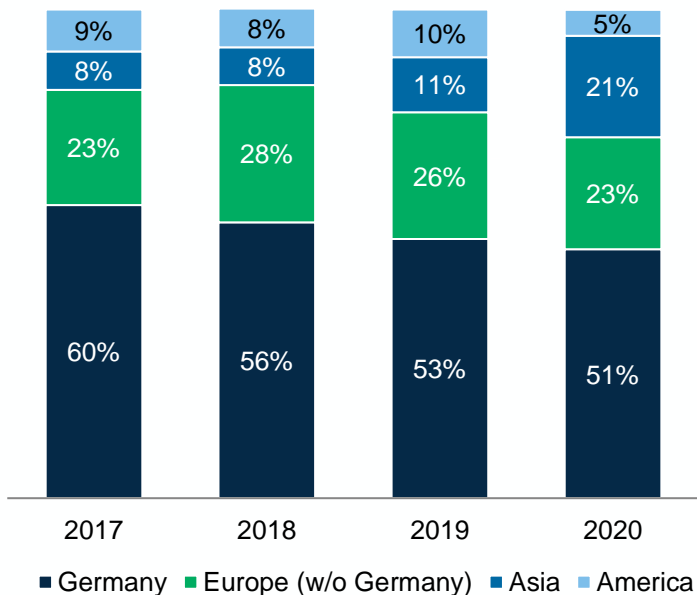
in million Euro / Growth rate



FINANCIALS 2020



Sales by Region

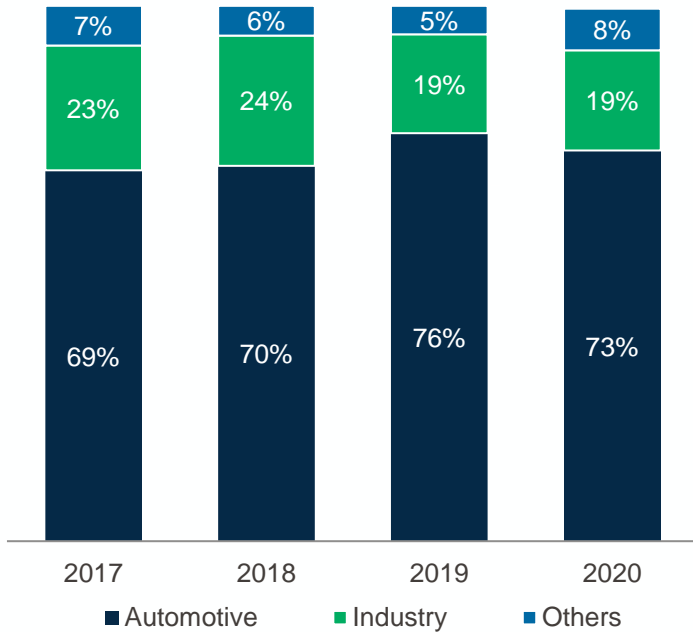


in million EUR	2020	2019
Germany	49.9	63.8
Europe (w/o Germany)	22.4	31.2
Asia	20.3	13.6
America	5.2	11.7
Others	0.5	0.4
	98.3	120.7

FINANCIALS 2020



Sales by Customer Segment



in million EUR	2020	2019
Automotive	72.3	92.0
Industry	18.4	22.3
Others	7.6	6.4
	98.3	120.7

FINANCIALS 2020



Key Figures

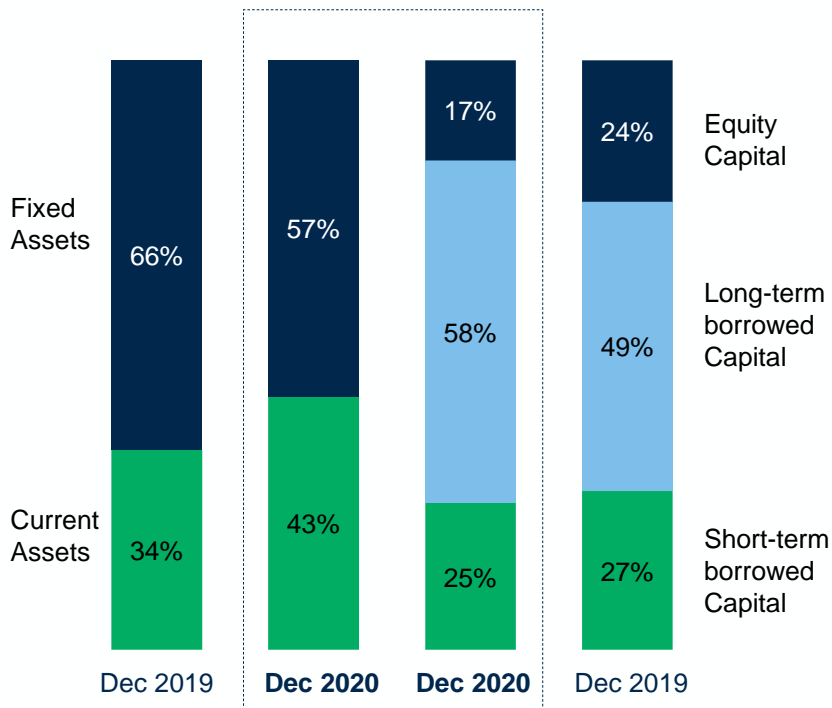
in million EUR

	2020	2019	
Revenues	98.3	120.7	-18.6%
EBITDA	-9,5	0.1	n/a
EBITDA Margin (%)	-9.7	0.1	
EBIT	-18.5	-6.5	n/a
EBIT Margin (%)	-18.8	-5.4	
Profit after Tax	-17.9	-5.6	>100%
EPS (EUR)	-4.74	-1.48	>100%
Order Intake	78.4	74.9	+4.6%
	31.12.2020	31.12.2019	
Open Orders	109.2	126.7	-13.8%
Equity Ratio (%)	17.4	24.1	-6.7pp
Net Gearing (%)	180.8	60.7	+120.1pp

FINANCIALS 2020



Balance Structure



in million EUR

	2020	2019
Assets	196.7	228.9
Equity	34.3	55.2
Equity Ratio (%)	17.4	24.1
Net Gearing (%)	180.8	60.7

FINANCIALS 2020



Cashflow

in million EUR	2020	2019
Cashflow from Operating Activities	-8.0	5.3
Cashflow from Investments	-15.5	-42.0
Cashflow from Financing Activities	12.9	40.9

Working Capital

in million EUR	2020	2019
Inventory (incl. contract assets)	17.6	18.9
Accounts Receivables	44.5	25.3
Accounts Payables	43.7	57.5
Working Capital	18.4	-13.3

AGENDA



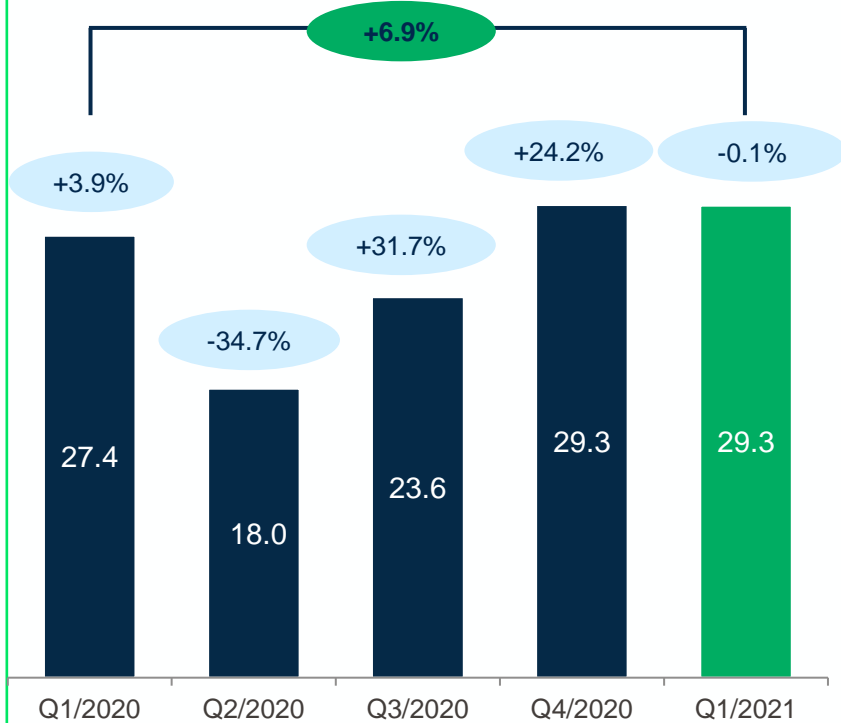
- Introduction
- Financials 2020
- **Financials Q1 2021**
- Outlook
- SCHWEIZER Share

FINANCIALS Q1 2021

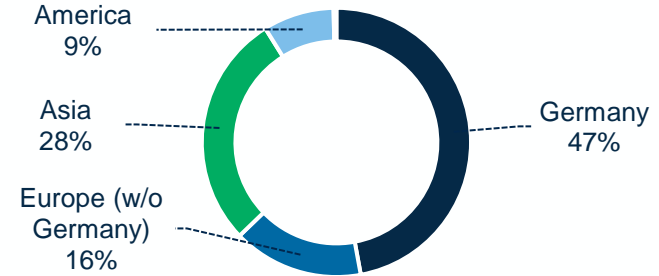


Revenues

in million Euro / Growth rate



by Region



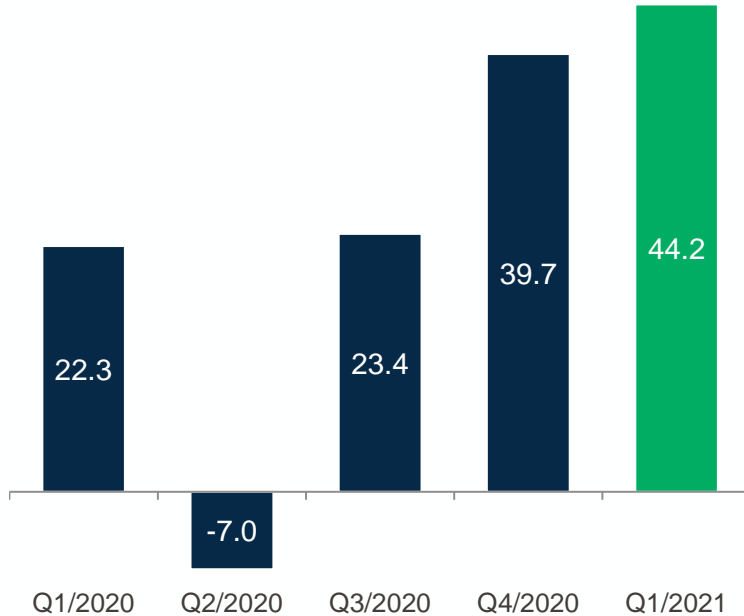
by Customer Segment



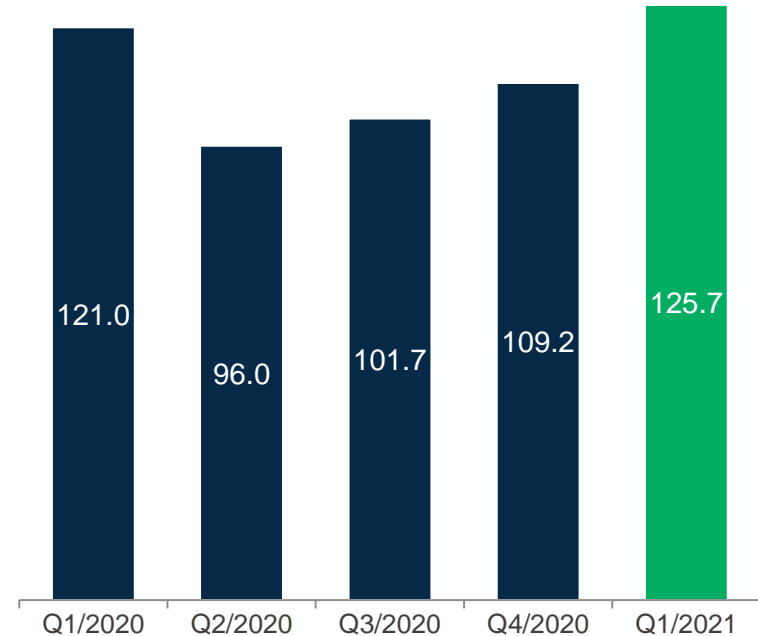
FINANCIALS Q1 2021



Order Intake
in million Euro



Open Orders
in million EUR



FINANCIALS Q1 2021



Key Figures

in million EUR

	Q1 2021	Q1 2020	
Revenues	29.3	27.4	+6.9%
EBITDA	-1.8	-1.6	-17.0%
EBITDA Margin (%)	-6.2	-5.7	
EBIT	-4.5	-3.1	-44.2%
EBIT Margin (%)	-15.4	-11.4	
Profit after Tax	-5.2	-3.0	-73.2%
Order Intake	44.2	22.3	+97.9%
	31.03.2021	31.12.2020	
Open Orders	125.7	109.2	+15.1%
Equity Ratio (%)	15.8	17.4	-1.6pp
Net Gearing (%)	241.8	180.8	+61.0pp

AGENDA



- Introduction
- Financials 2020
- Financials Q1 2021
- **Outlook**
- SCHWEIZER Share

OUTLOOK



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

AGENDA



- Introduction
- Financials 2020
- Financials Q1 2021
- Outlook
- **SCHWEIZER Share**

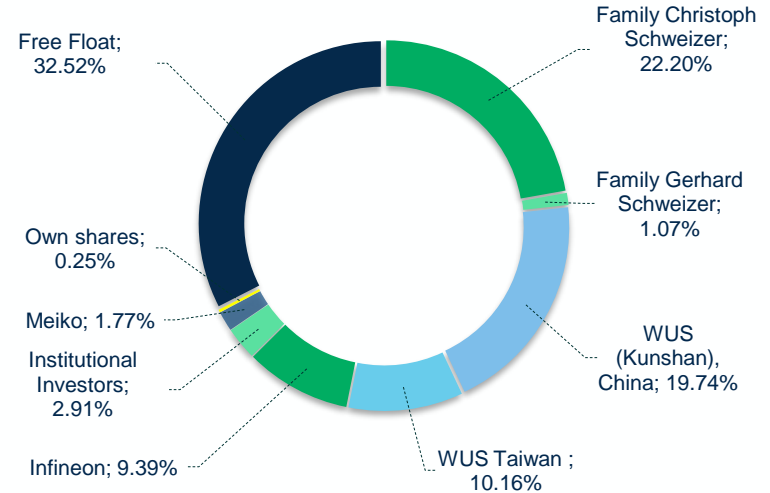
SCHWEIZER SHARE



Share Price 01 Jan 2020 – 30 Apr 2021



Shareholder Structure (Dec 2020)





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 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

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

IR CONTACT

Elisabeth Trik
Investor Relations
Schweizer Electronic AG
Einsteinstrasse 10
78713 Schramberg
Germany

Phone: +49 7422 512 302

Fax: +49 7422 512 777 302

e-mail: ir@schweizer.ag

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