



EARNINGS CALL RESULTS Q1 2022

MAY 6, 2022

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



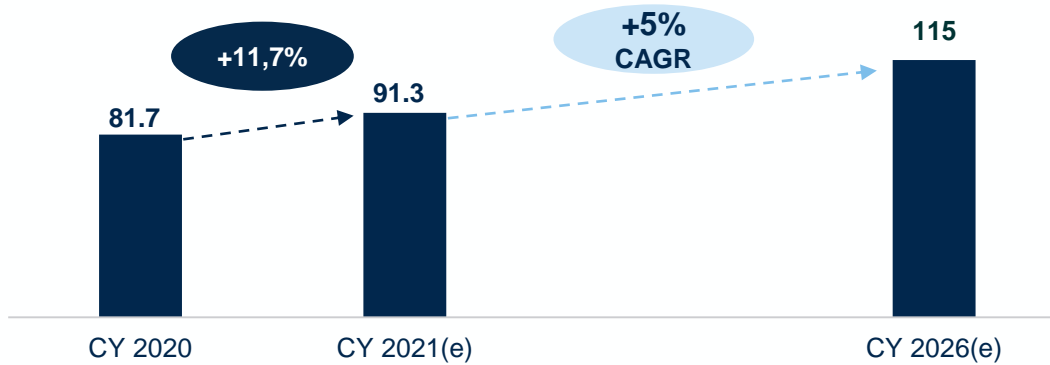


SCHWEIZER – MORE THAN PCBs

The smart answer to
the challenges of
today and tomorrow

MARKET GROWTH*

Market size in \$bn



	YOY growth	CAGR
Automotive	+23%	+7%
Communication	+17%	+6%
Medical	+14%	+4%
Consumer	+22%	+3%
Aviation	+13%	+3%
Industrial	+22%	+2%
Computer	+22%	+2%

* Source NTI, Sept 2021
incl. assembly by PCB makers
Company information

AGENDA



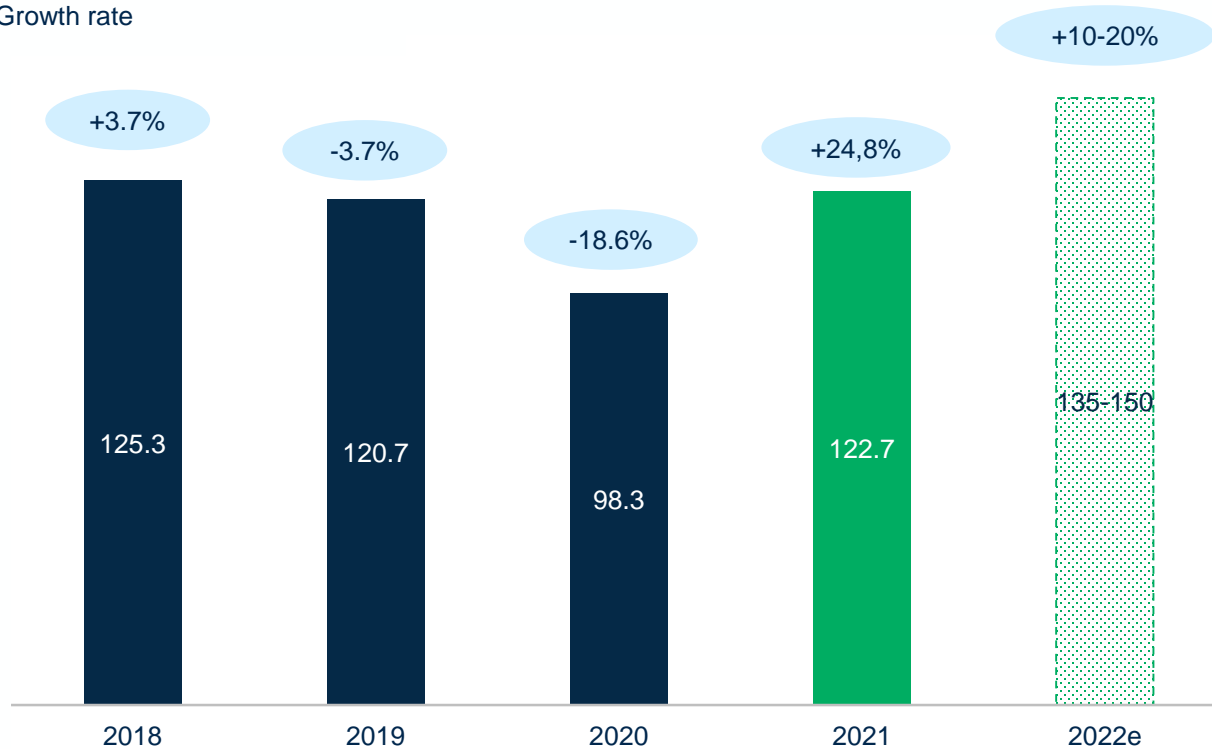
- Introduction
- **Financials 2021**
- Financials Q1 2022
- Outlook
- SCHWEIZER Share

FINANCIALS 2021



Revenues

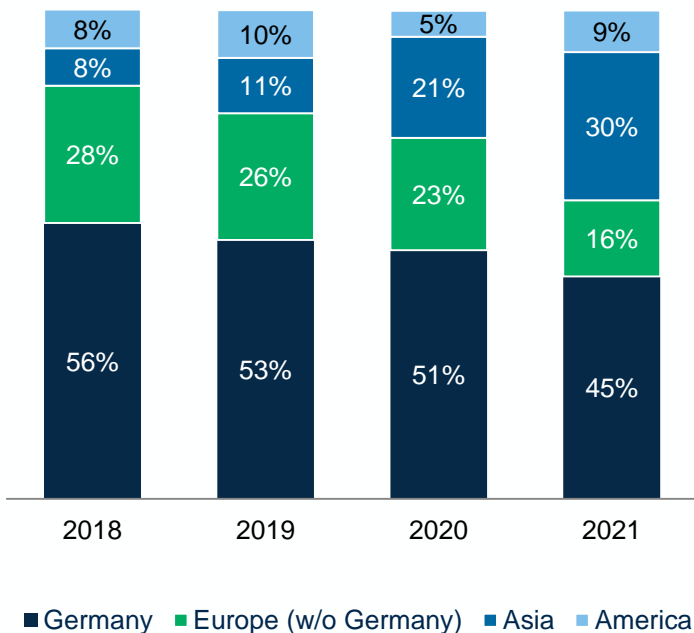
in million Euro / Growth rate



FINANCIALS 2021



Sales by Region



in million EUR	2021	2020
Germany	55.7	49.9
Europe (w/o Germany)	19.1	22.5
Asia	37.0	20.3
America	10.4	5.2
Others	0.5	0.4
	122.7	98.3

FINANCIALS 2021



Key Figures

in million EUR

	2021	2020	
Revenues	122.7	98.3	+24.8%
EBITDA	-8,5	-9.5	+11.3%
EBITDA Margin (%)	-6.9	-9.7	+2.8pp
EBIT	-19.8	-18.5	-6.9%
EBIT Margin (%)	-16.1	-18.8	-2.7pp
Profit after Tax	-26.2	-17.9	-46.4%
EPS (EUR)	-6.95	-4.74	-46.4%
Order Intake	175.2	78.4	+123.5%
Open Orders	191.8	109.2	+75.6%
	31.12.2021	31.12.2020	
Equity Ratio (%)	5.3	17.4	-12.1pp
Net Gearing (%)	822.5	180.8	>100

FINANCIALS 2021



Cashflow*

in million EUR	2021	2020
Cashflow from Operating Activities	-14.8	-8.0
Cashflow from Investments	1.2	-15.5
Cashflow from Financing Activities	3.6	12.9

*without currency effect

Working Capital

in million EUR	2021	2020
Inventory (incl. contract assets)	25.6	17.6
Accounts Receivables	25.3	44.5
Accounts Payables	41.9	43.7
Working Capital	9.0	18.4

AGENDA



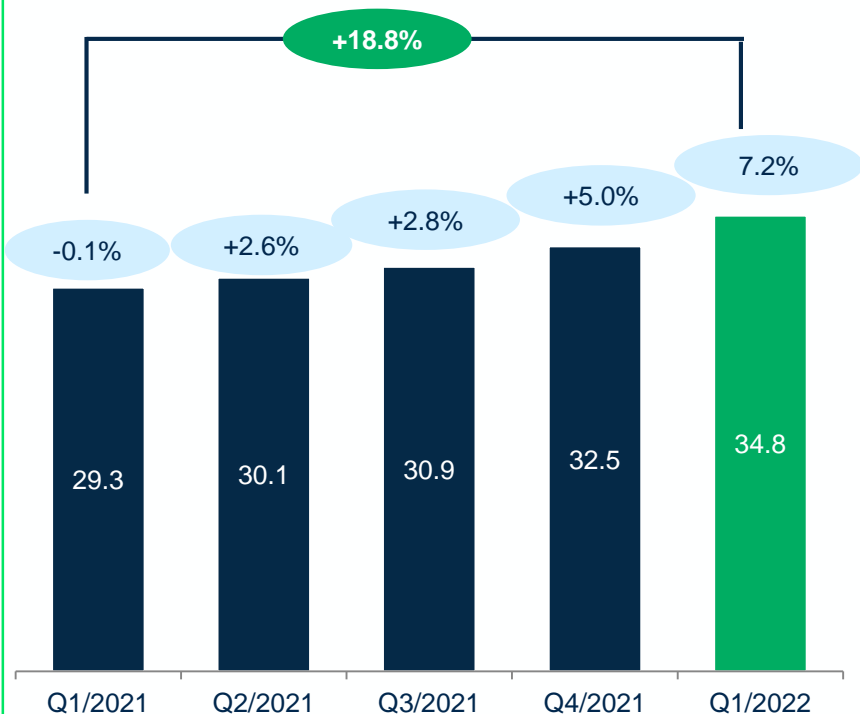
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FINANCIALS Q1 2022

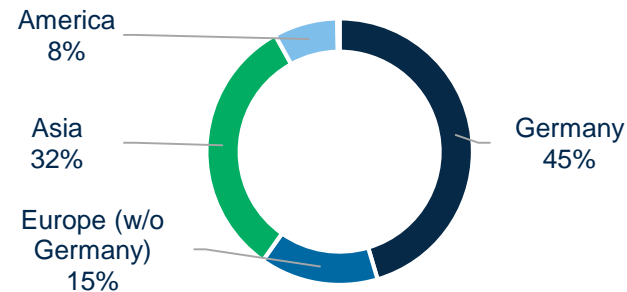


Revenues

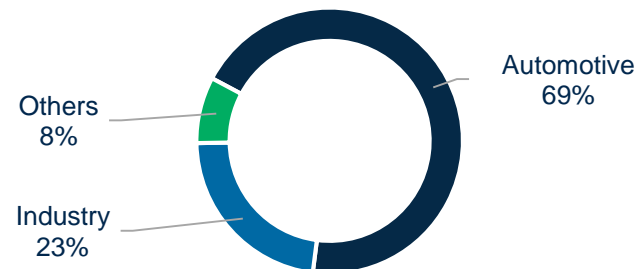
in million Euro / Growth rate



by Region



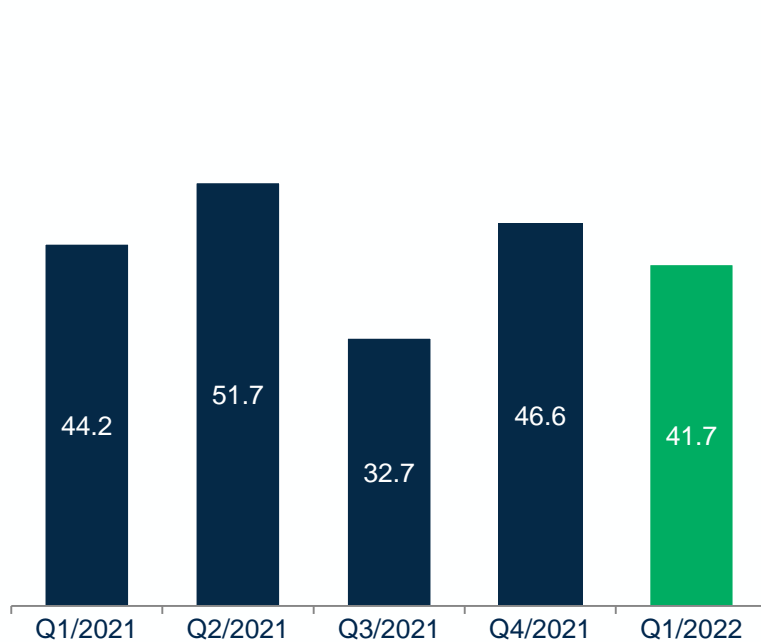
by Customer Segment



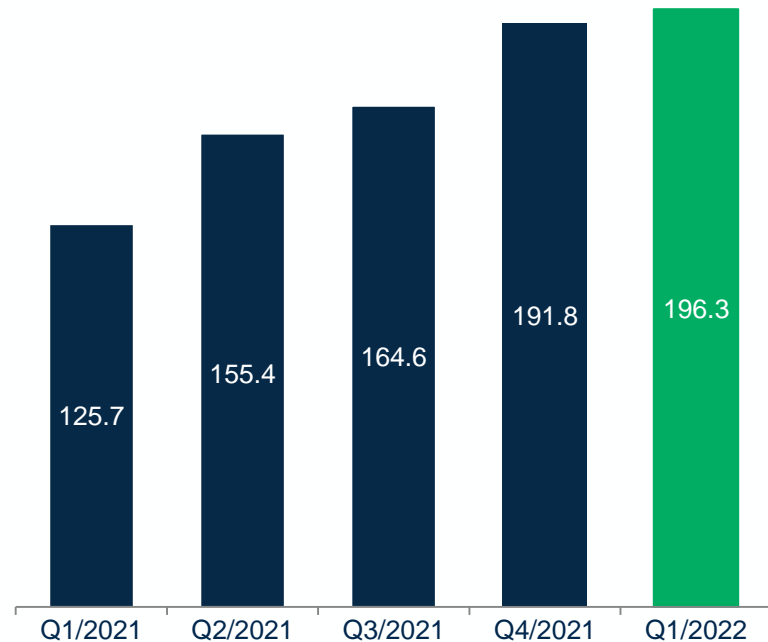
FINANCIALS Q1 2022



Order Intake in million Euro



Open Orders in million EUR



FINANCIALS Q1 2022



Key Figures

in million EUR

	Q1 2022	Q1 2021	
Revenues	34.8	29.3	+19%
EBITDA	-2.1	-1.8	-15%
EBITDA Margin (%)	-6.0	-6.2	+0.2pp
EBIT	-5.2	-4.5	-14%
EBIT Margin (%)	-14.8	-15.4	+0.6pp
Profit after Tax	-6.2	-5.2	-18%
Order Intake	41.7	44.2	-6%
Open Orders	196.3	125.7	+56%
	31.03.2022	31.12.2021	
Equity Ratio (%)	7.1	5.3	+1.8pp
Net Gearing (%)	619.3	822.5	>100pp

AGENDA



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- **Outlook**
- SCHWEIZER Share

OUTLOOK



	Actual 2021	Target 2022
Sales / Growth Rate	122.7 mill. EUR / +24.8%	+10% to 20%
EBITDA Margin	-6.9%	-4% to +1%
Working Capital	9.0 mill. EUR	slightly disproportionate to sales
Net Gearing	823%	stable
Equity Ratio	5.3%	6% to 11%

AGENDA



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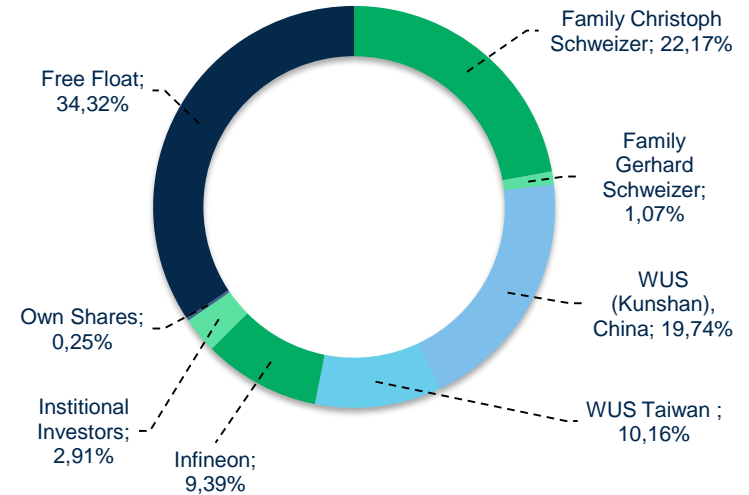
SCHWEIZER SHARE



Share Price 01 Jan 2021 – 30 Apr 2022



Shareholder Structure (Dec 2021)





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 2023.

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





FINANCIAL CALENDAR

Date	Publication/Event
2022-05-06	Interim Report 1st Quarter 2022
2022-06-24	Annual General Meeting
2022-08-05	Financial Report (half-year)
2022-11-04	Interim Report 3rd Quarter 2022

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.

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