

**EARNINGS CALL
RESULTS Q1 2023
MAY 10, 2023**

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

AGENDA



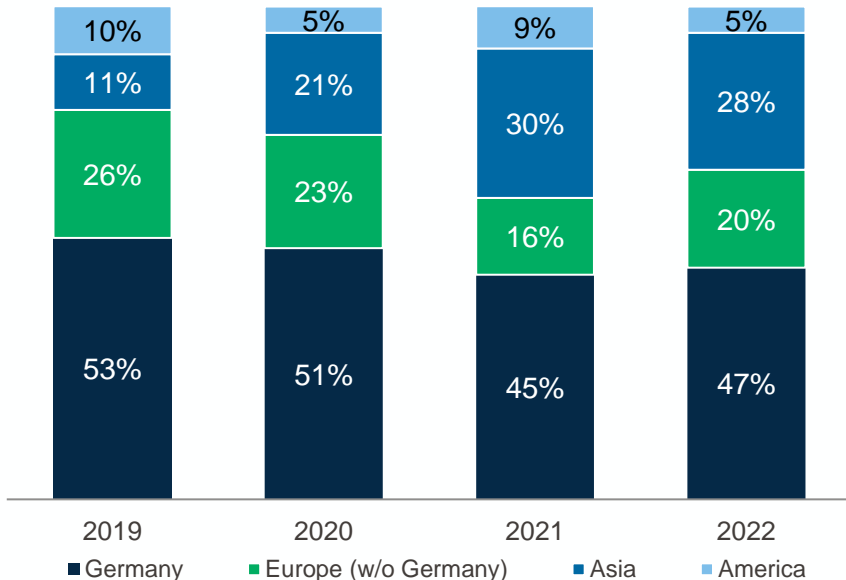
- Introduction
- Financials 2022
- Outlook
- Financials Q1 2023
- SCHWEIZER Share

FINANCIALS 2022



Revenues increased by 6.8% - driven by strong growth in Europe (+17%). Regional sourcing gains momentum!

Sales by Region



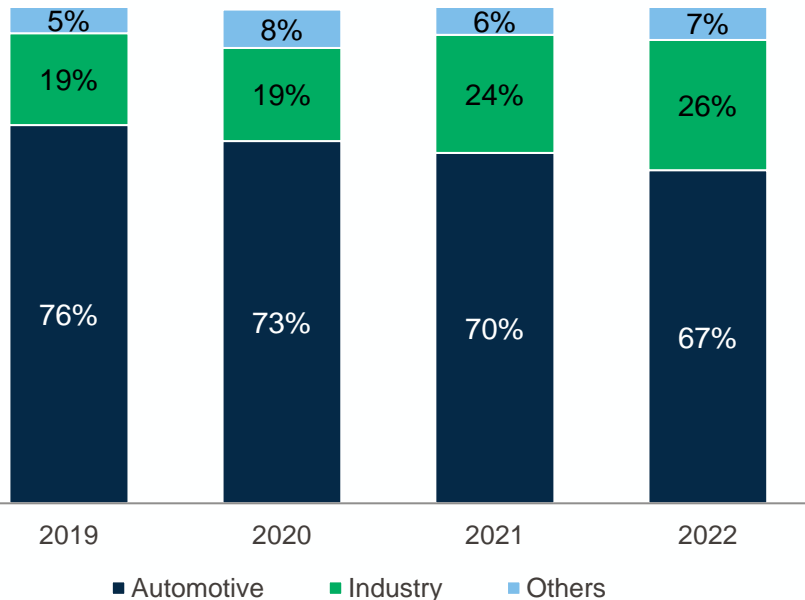
in million EUR	2022	2021
Germany	61.3	55.7
Europe (w/o Germany)	26.0	19.1
Asia	36.2	37.0
America	7.0	10.4
Others	0.5	0.5
	131.0	122.7

FINANCIALS 2022



Revenues increased by 6.8% - driven by strong growth in non-mobility customer segment (+19%). Diversification of customer base ongoing.

Sales by Customer Segment



in million EUR	2022	2021
Automotive	87.9	86.6
Industry	34.4	29.2
Others	8.7	6.9
	131.0	122.7

FINANCIALS 2022



Although Revenue growth, Profitability and Balance Sheet deteriorated due to Schweizer China losses and cost increases (Energy, Material).

Key Figures in million EUR	2022	2021¹⁾	Change
Revenues	131.0	122.7	+6.8%
EBITDA	-12.3	-9.8	-24.8%
EBITDA Ratio (%)	-9.4	-8.0	-1.4pp
EBIT	-24.5	-21.2	-15.6%
EBIT Ratio (%)	-18.7	-17.3	-1.4pp
Profit after Tax	-33.5	-27.6	-21.5%
EPS (EUR)	-7.85	-7.31	-7.4%
Order Income	166.3	175.2	-5.1%
	31.12.2022	31.12.2021	
Open Orders	254.8	234.4	8.7%
Equity Ratio (%)	-5.5	4.6	-10.1pp
Net Gearing (%)	n/a (neg. Equity)	959.2	

¹⁾ Correction according to IAS 8

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OUTLOOK



Strong Turnaround expected for 2023. After de-consolidation of Schweizer Electronic Jiangsu (SEC), return to profitability and solidity with significant growth perspective.

	Actual 2022	Target 2023
Sales / Growth Rate	131.0 mill. EUR / +6.8%	+5% to 10%
EBITDA Margin	-9.4%	+4% to +6%
Working Capital	-1.6 mill. EUR	disproportionate to sales
Net Gearing	n/a (neg.Equity)	About 150%
Equity Ratio	-5.5%	+25% to 30%

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FINANCIALS Q1 2023



Financial results improved in Quarter 1. Schweizer Electronic Jiangsu (SEC) still consolidated in the Group.

Key Figures

in million EUR

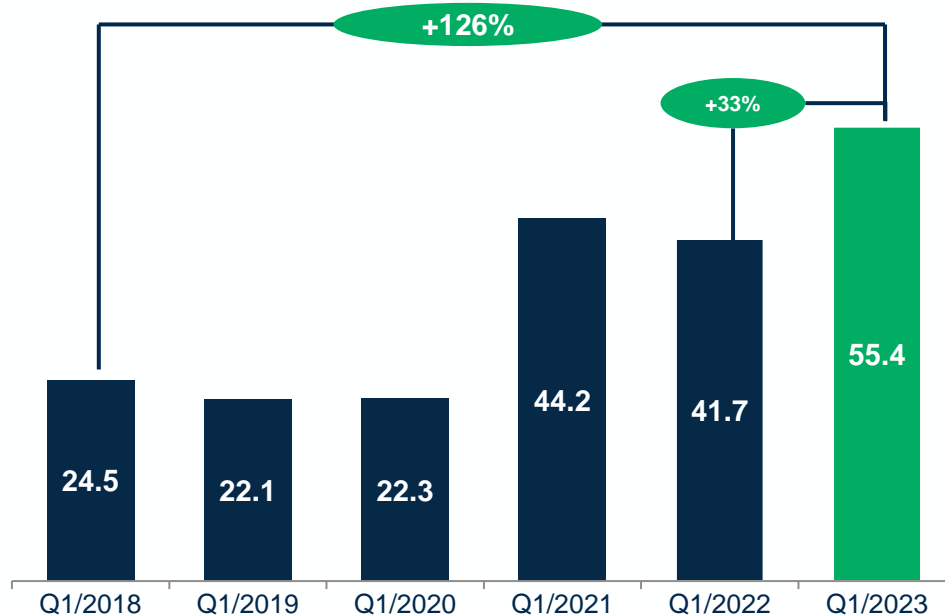
	Q1 2023	Q1 2022	
Revenues	37.1	34.8	+7%
EBITDA	0.4	-2.1	
EBITDA Margin (%)	1.0	-6.0	+7.0pp
EBIT	-2.6	-5.2	-50%
EBIT Margin (%)	-6.9	-14.8	+7.9pp
Profit after Tax	-4.0	-6.2	+35%
Order Intake	55.4	41.7	+33%
Open Orders	254.8	196.3	+30%
	31.03.2022	31.12.2022	
Equity Ratio (%)	-7.9	-5,5	-2.4pp

FINANCIALS Q1 2023



Order activity was exceptionally strong in Quarter 1 due to high demand in Embedding and HF technologies.

Order Intake
in million Euro



YoY growth of 33%

Order Book at 255 Mill. EUR

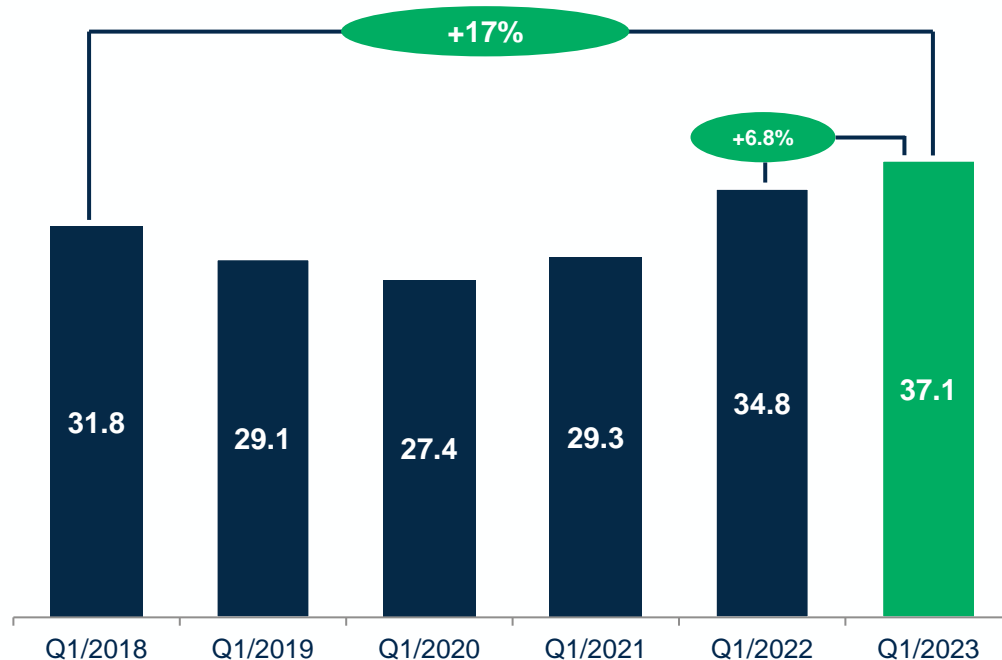
- thereof 109 Mill. EUR for 2023
- more than 130 Mill. for 2024, whereas rd 40% account for Chip-Embedding technology!

FINANCIALS Q1 2023



Schweizer profits from the global mega trends and significantly outperforms the global market growth. 17% above 2018 level!

Revenues in million EUR



YoY Sales plus 6.8%:

- Sales Volumes jump in Germany (+11%), in Europe (+66%) in America (+16%) compared to Quarter 1, 2022.
- Due to Transition Process of SEC, Asia sales decreased by 28%.

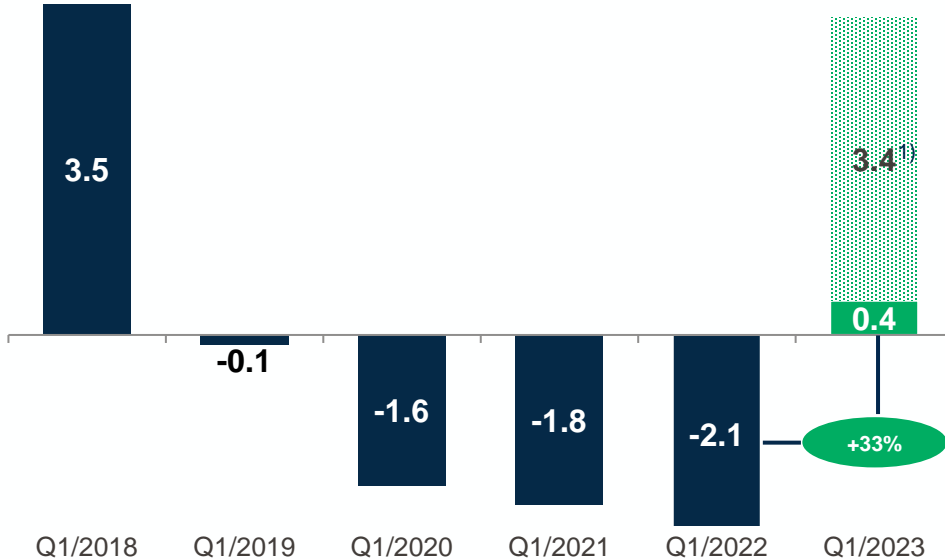
Non-Mobility grows stronger than Automotive Customers

FINANCIALS Q1 2023



EBITDA (without SEC China) reaches level of 2018 and represents one of the top figures of the last 15 years. Turnaround!

EBITDA
in million EUR



YoY improvement of +2.5 Mill. EUR

Without SEC, EBITDA reaches pre-crisis level.

EBIT without SEC at 2.0 Mill. EUR.

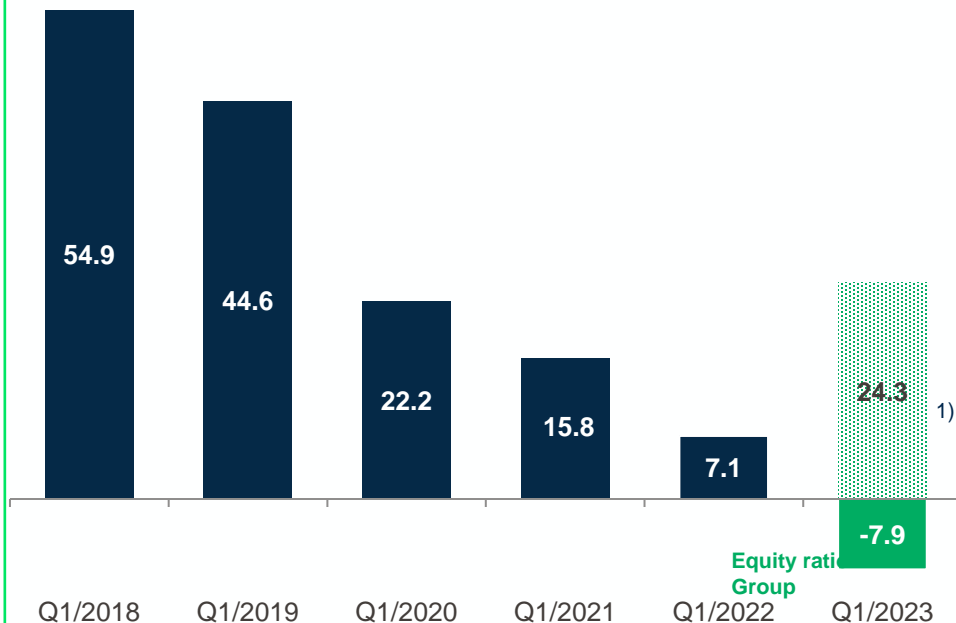
FINANCIALS Q1 2022



Negative Equity due to SEC China. Group without SEC coming back to more solid Balance Sheet ratios.

Equity ratio

in %



Group Equity Ratio -7.9 % due to loss of SEC China of -5.3 Mill. EUR in Q1

Excluding SEC, equity ratio returns to more than 24%.

1) Equity ratio is a preliminary estimate before deconsolidation effects of SEC

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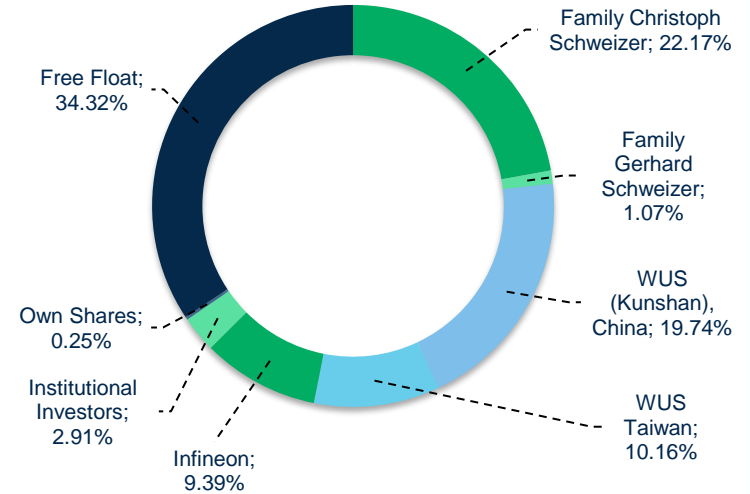
SCHWEIZER SHARE



Share Price 01 Jan 2022 – 5 May 2023



Shareholder Structure (Dec 2022)





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
2023-05-10	Interim Report 1st Quarter 2023
2023-06-27	Annual General Meeting
2023-08-04	Financial Report (half-year)
2023-11-03	Interim Report 3rd Quarter 2023

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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