

Investora

September 2023, Zurich

Beat Neukom, CFO

Agenda

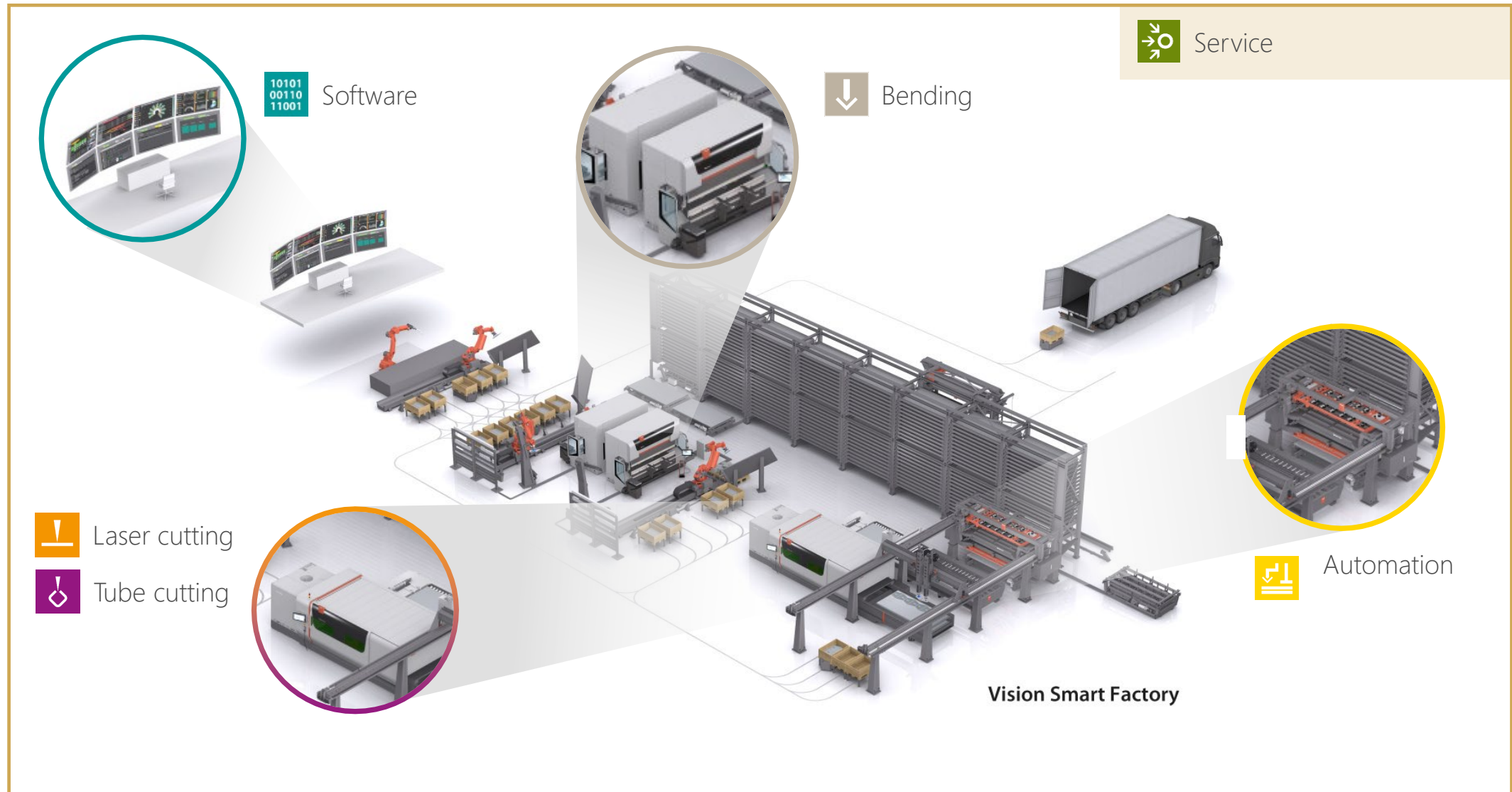
Who we are

Our strategy

Recent performance

Q&A

We manage the entire material and data flow in a factory processing sheet metal



We create value for our customers as a market leader in the sheet metal processing industry



Laser cutting



Tube cutting



Bending



Automation

We innovate and produce **systems** for **sheet metal processing** applications



Software

We develop and implement **software solutions** for automated production cycles



Service

We deliver world-class **service** to ensure customer up-time

Net sales
CHF 1,016 m
in 2022

EBIT margin
4.7%
in 2022

RONOA
15.1%
in 2022

Employees
~ 3,500

9
development and
production sites

31
sales and service
entities

Our comprehensive portfolio offers solutions for all price segments

Historically, strong footprint in gold segment with leading technologies

Expansion into silver and entry-level segment since several years

Core competency to leverage know-how between regions and segments



Gold segment



Silver segment

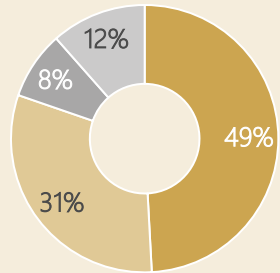


Entry-level segment



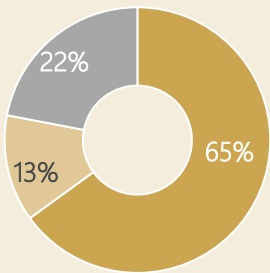
We have a global presence for research and development, production and sales

Sales per region in 2022

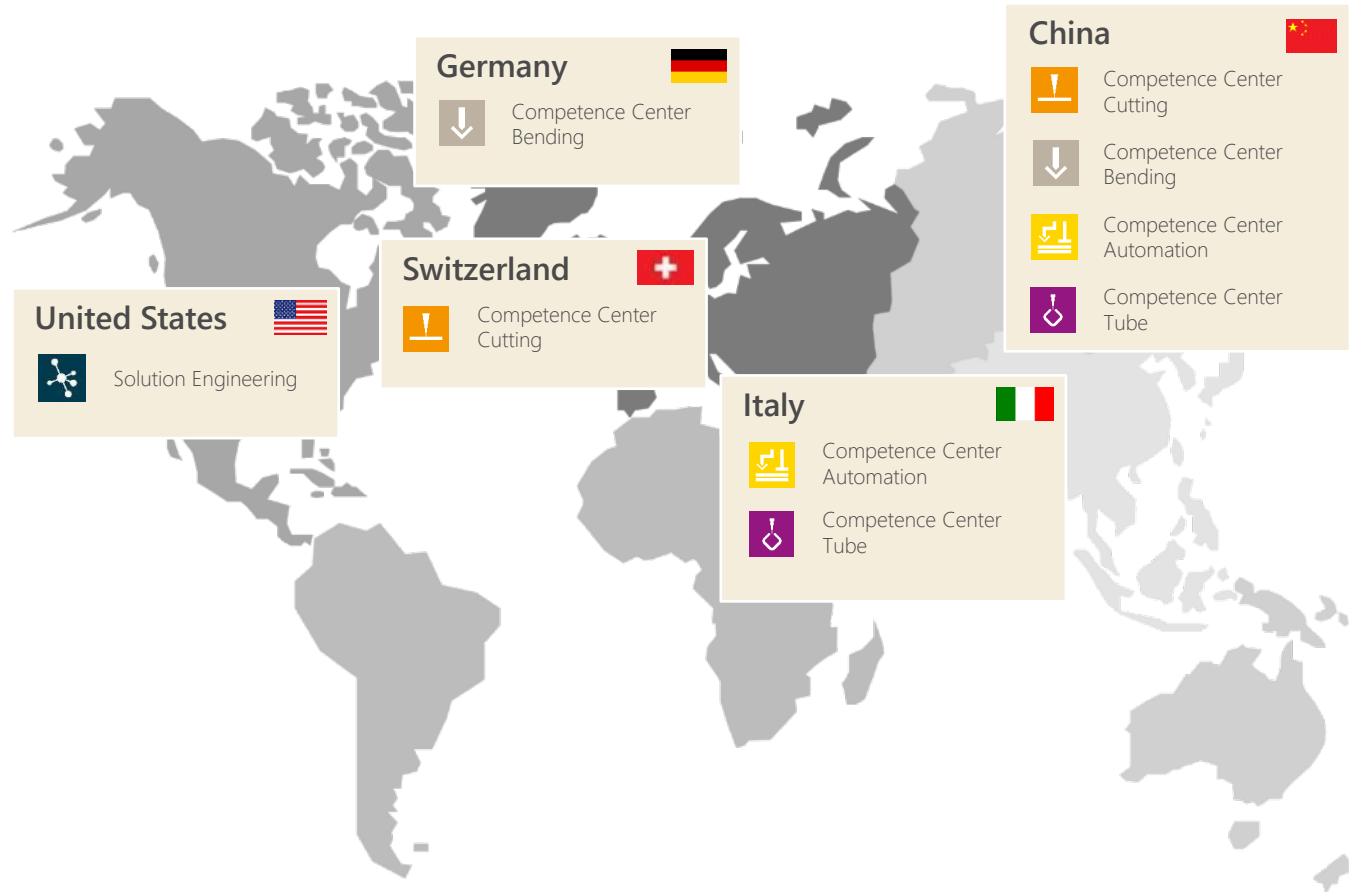


EMEA Americas China APAC

Sales per application in 2022



Cutting Bending Services



Sheet metal enables growth for a wide range of industries and products around the globe



Transportation

Trains (cladding, doors, electrical housings)

Automobile (parts for chassis, battery housings)

Elevators

Trailers

Shipyards

Recreation



Real estate

Kitchen appliances

Tube column constructions for fairs

Storage systems

Clean rooms

HVAC



Electronics

Electrical cabinets

Storage for data centers

Electrical housings for telecommunications

Electrical components for wind turbines

Coffee machines



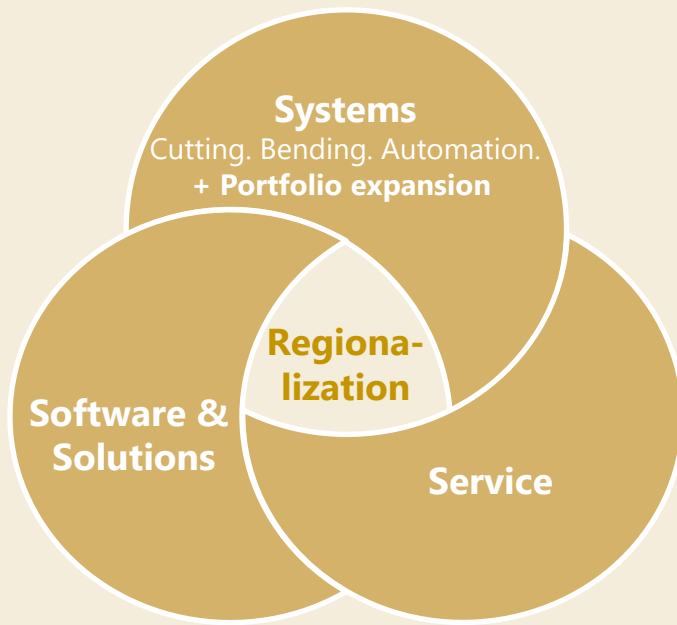
Agriculture

Tractors

Harvesters

Construction equipment

Our strategy in a nutshell



Organic growth complemented with selective M&A to expand portfolio

Systems

Create added value for our customer by continuously innovating its product portfolio for all market segments and regions

Software & solutions

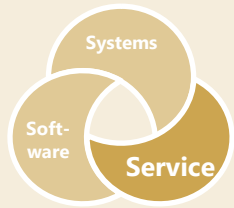
Offer software solutions for automated and digitalized manufacturing process, which boosts our customer's productivity

Service

Offer our customer a global, standardized, and modular service program to ensure highest productivity and longevity of the machines



Our modular service packages enhance our customers' productivity and efficiency



Maintenance is key and we have a **close customers relationship** ...



Unexpected maintenance interrupts tight production timelines



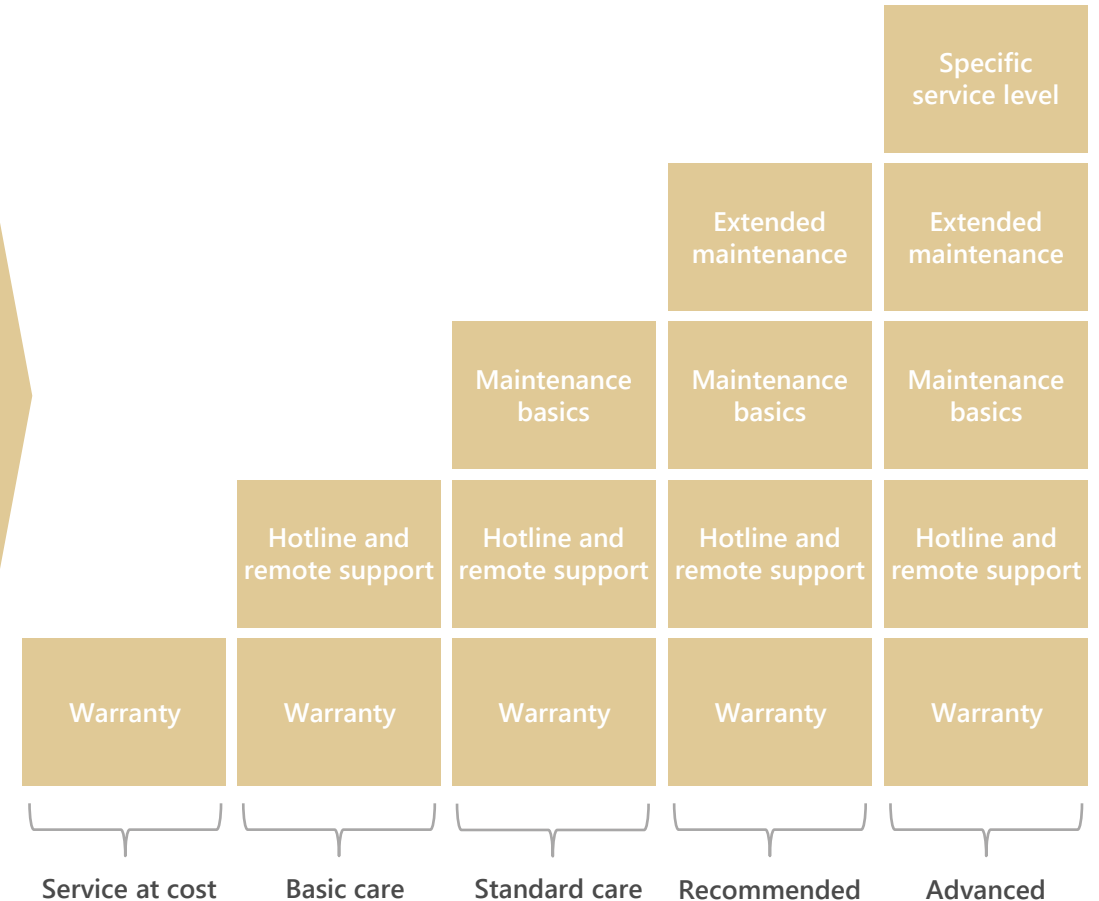
Customers have limited in-house know-how and expertise for maintenance



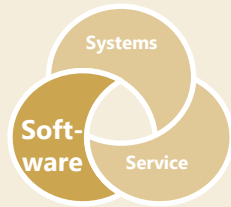
Maintenance and spare parts are not from a single source



... by offering **service solutions** and **ensuring peace of mind** for our customer



Our software digitizes the workflows in the sheet metal processing industry



Our **potential** to make our customers' daily work easier...

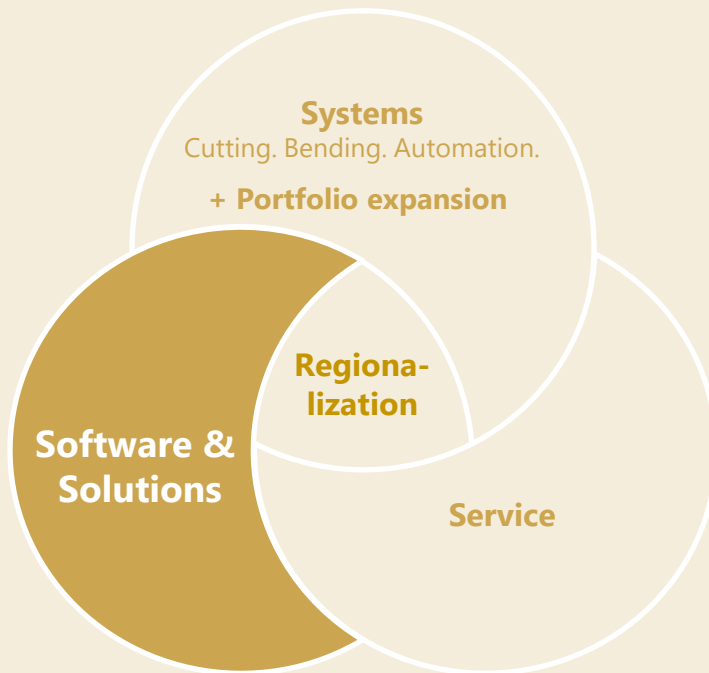
💡 ... by having their **production under control** and **full transparency in real time**



About our most recent activities



Software



Pushing our Smart Factory solutions...

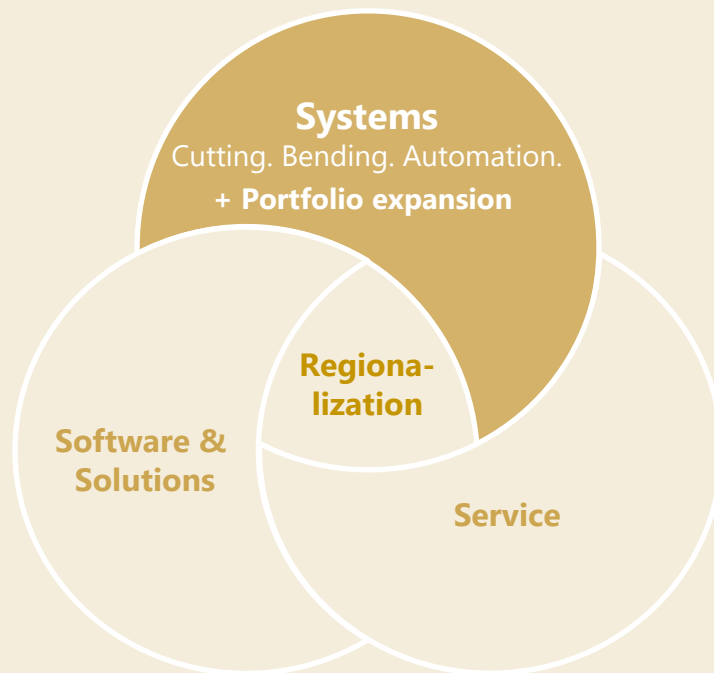


- Lighthouse project with our customer VDL in the Netherlands
- Fully digitized material flow between production and warehouse (with 37 towers and two elevators!)
- Software as the brain of the Smart Factory – controlled by our latest modules

About our most recent activities



Innovation

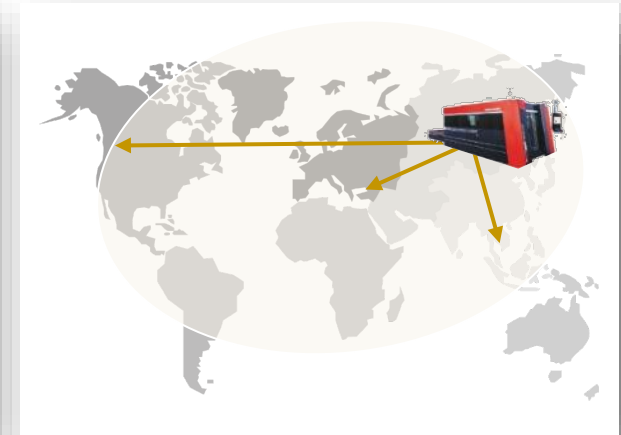


We are strengthening our portfolio...



New product platform

- One platform for all machines reduces complexity
- Scalability and interchangeable components lead to higher cost efficiency
- Allows for better regionalization and assembly at various sites



DNE goes global

- High demand for entry-level solutions
- Global sale of DNE products out of China leads to good capacity utilization of Chinese factories

Performance in the first half 2023



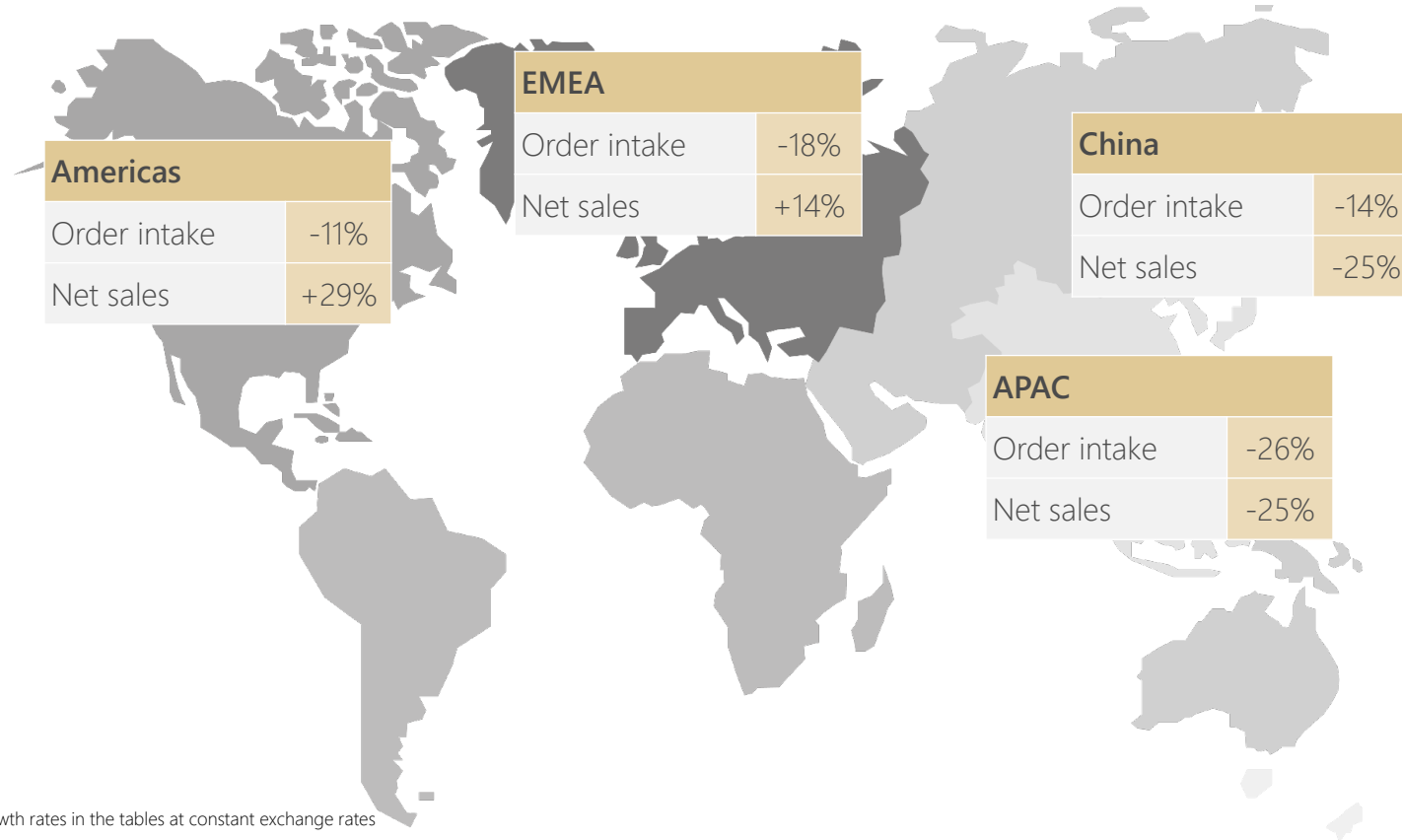
Order intake -22% to CHF 421 million (-16% at constant exchange rates)



Net sales +3% to CHF 468 million (+10% at constant exchange rates)



Strongly improved profitability: 5.4% EBIT margin (vs. 2.3% in H1 2022)



Growth rates in the tables at constant exchange rates

Comments

- Restraint customer activities due to economic uncertainties, especially in EMEA region
- Overall supply chain situation showed signs of easing - this allowed clearing of high order backlog (still at CHF 354 m)
- Continued growth in service business
- Improved profitability from higher volumes, implemented price increases and saving measures

Outlook

Confirmed outlook for full year 2023, expecting

- a decline in order intake
- a growing service business, and
- a higher operating result (EBIT) with an overall slight decline in net sales

The background of the slide is a close-up, high-angle shot of a white industrial robotic arm. The arm is positioned over a metal worktable with a grid of holes. The arm's end effector is a blue tool, possibly a drill or a punch, which is currently positioned over one of the holes. The lighting is bright, creating a clean, professional look.

Questions & Answers

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Financial calendar

2023

| | |
|--------------|---|
| September 18 | Baader Investment conference in Munich |
| October 13 | 9M Trading Update |
| November 2 | ZKB Swiss Equity und Real Estate Conference in Zurich |
| November 16 | Credit Suisse Equity Forum Switzerland in Zurich |

2024

| | |
|-------------|----------------------------------|
| February 29 | 2023 Full-year results in Zurich |
| April 15 | 3M Trading Update |
| April 17 | Annual General Meeting in Zurich |

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