SCHWEIZER

EARNINGS CALL RESULTS Q1 2025

MAY 7, 2025

MARC BUNZ (CFO)

MARC MOOSMANN
(DIRECTOR FINANCE & CONTROLLING)

AGENDA

- **Highlights 2025**
- Financials 2024
- Outlook 2025
- Financials Q1 2025

HIGHLIGHTS 2025

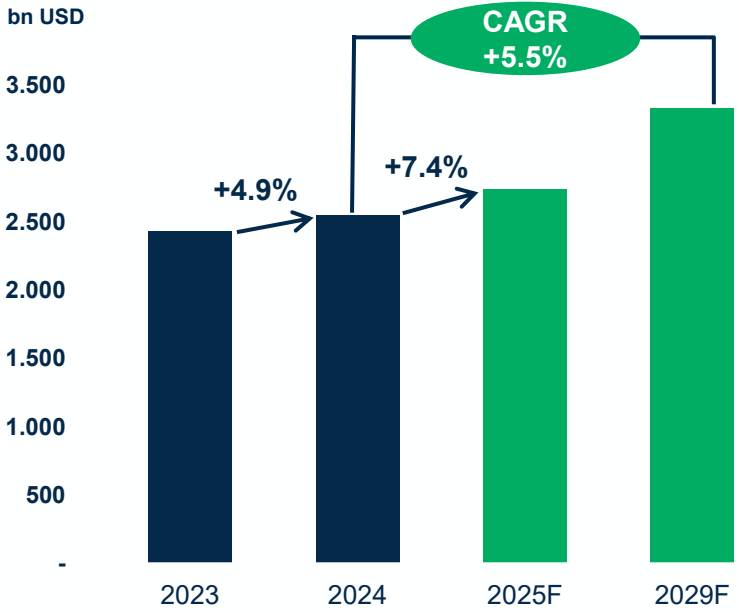
- Growth path intact – 39.4 Mill. EUR highest quarterly revenue so far
- Fab-Light strategy increasingly successful – trading was 65% of sales in Q1
- Demand for embedding products continues to rise – 12.6 Mill.€ in Q1

- High pressure on margins due to customs burden and decreasing earnings of automotive OEMs / Tier 1
- Weak capacity utilization of Schweizer in-house production

- A project was initiated with the aim of making Schweizer more attractive to non-mobility customers, increasing the efficiency of in-house production and adapting cost structures to the new market conditions.

MARKET DEVELOPMENT

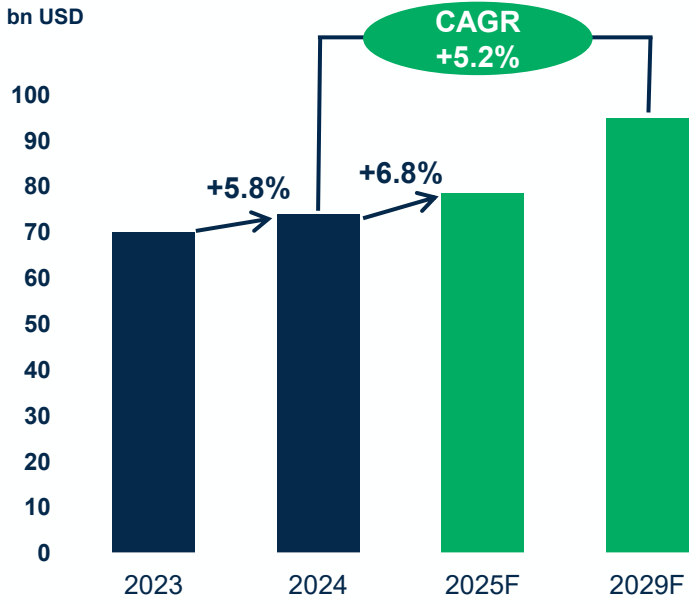
ELECTRONIC SYSTEMS MARKET



Forecast CAGR 2024 - 2029 at 5.5%

Data Storage 11.2% / Defense 6.0% / Industrial 5.8% / Automotive 5.2%

PCB MARKET



After weak years, the global PCB market is showing signs of recovery (78bn$ > 95 bn$)

Forecast CAGR 2024 - 2029 at 5.2%

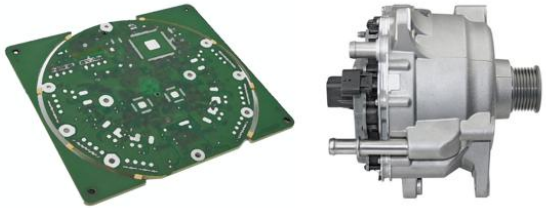
TECHNOLOGY UPDATE

P² PACK STATUS GEN 1 / 48 V

SUCCESSFUL PRODUCTION RAMP FROM 2 LOCATIONS

OEM1

Starter Generator (P0)



SCHAEFFLER Infineon SCHWEIZER

OEM 2

Integrated Starter Generator (P2)

SCHAEFFLER Infineon SCHWEIZER

Embedded Chips / Standard-cells:

> 19,000,000 Devices

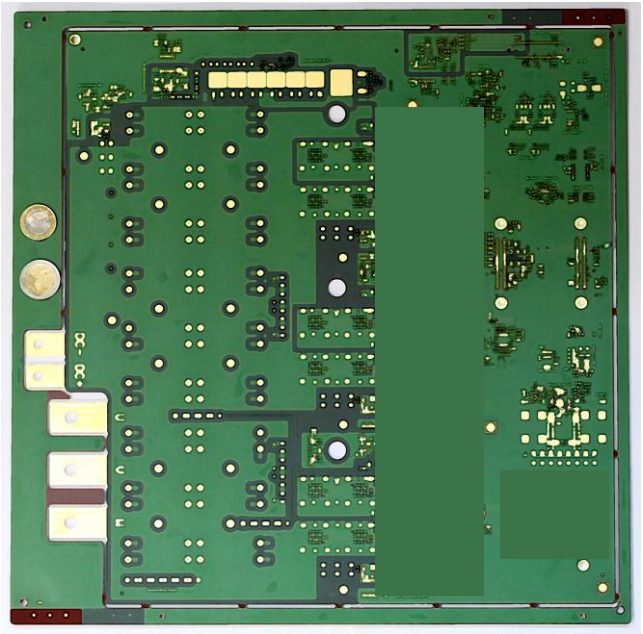
Shipped p² Packs > 1,600,000

Field returns, relative: 0.0 %

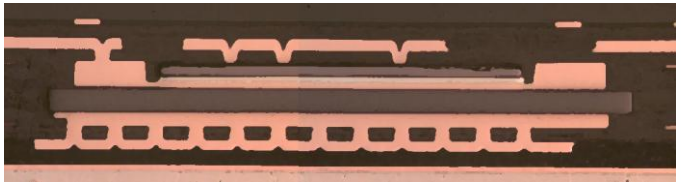
Field returns, absolute: 0

TECHNOLOGY UPDATE - HV p² PACK

DEVELOPMENT GEN 2 AND GEN 3 ON TRACK



GEN 2 HV-SiC 800 V
Theoretical ≥ 1 MW possible
(1000kW, 1360 PS)



GEN 3:
Ceramic lead frame
High voltage isolation
Superior heat dissipation

Demonstrator GEN 3 HV-SiC 800 V
Thermal performance and
thermal cycling reliability proven

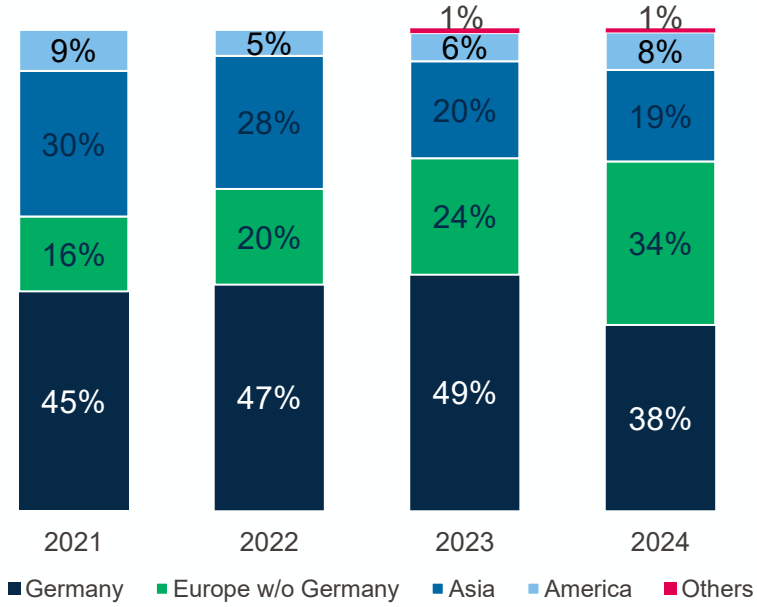
AGENDA

- Highlights 2025
- **Financials 2024**
- Outlook 2025
- Financials Q1 2025

FINANCIALS 2024

Highest turnover in the company's history - company benefits from successful series launch its chip embedding technology, which has been successfully integrated into the automotive industry's innovative drive technology.

Sales by Region

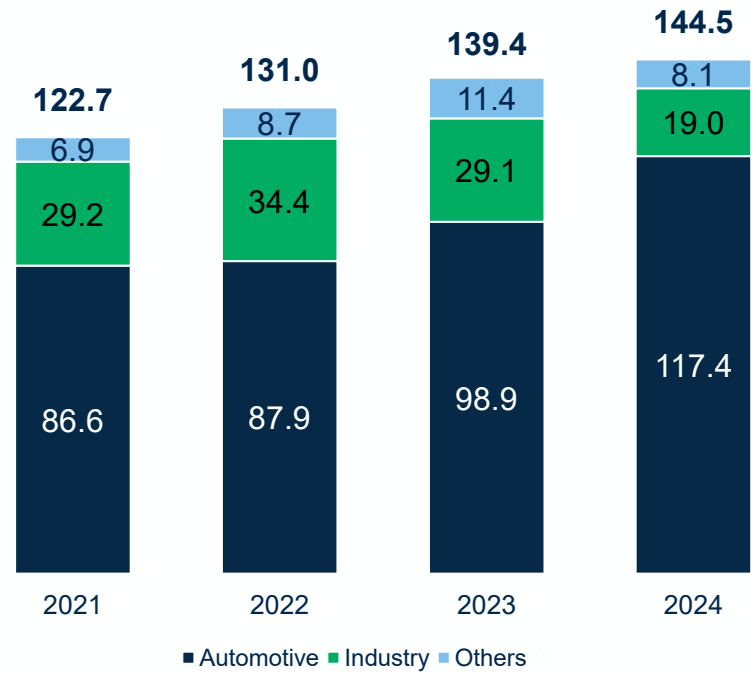


in million EUR	2024	2023
Germany	55.6	68.0
Europe (w/o Germany)	48.9	33.7
Asia	27.5	28.1
America	11.2	8.2
Others	1.3	1.4
	144.5	**139.4**

FINANCIALS 2024

Embedded technology led to a further increase (+18,7%) in sales in the automotive market.

Sales by Customer Segment



in million EUR	2024	2023
Automotive	117.4	98.9
Industry	19.0	29.1
Others	8.1	11.4
	144.5	**139.4**

FINANCIALS 2024

Growth strategy confirmed with continued increase in topline.

Key Figures
in million EUR

	2024	2023	Change in %
Revenues	144.5	139.4	3.7
EBITDA	-0.3	47.4	n/a
EBITDA Ratio (%)	-0.2	34.0	-34.2pp
EBITDA adj.	-0.3	8.9[1)]	n/a
EBITDA Ratio adj. (%)	-0.2	6.4[1)]	-6.6pp
Profit after Tax	-9.0	34.9	n/a
EPS (EUR)	-2.40	9.25	n/a
Cash flow - operating activities	7.0	9.9	-29.4
	31.12.2024	**31.12.2023**	
Open Orders	220.4	251.3	-12.3
Equity Ratio (%)	21.1	26.7	-5.6pp
Net Gearing (%)	62.8	56.5	+6.3pp

[1)] excluding SEC sales Jan to Apr 2023 and deconsolidation gain

AGENDA

- Highlights 2025
- Financials 2024
- **Outlook 2025**
- Financials Q1 2025

OUTLOOK

The outlook for 2025 is associated with a disproportionately high level of uncertainty due to global tensions.

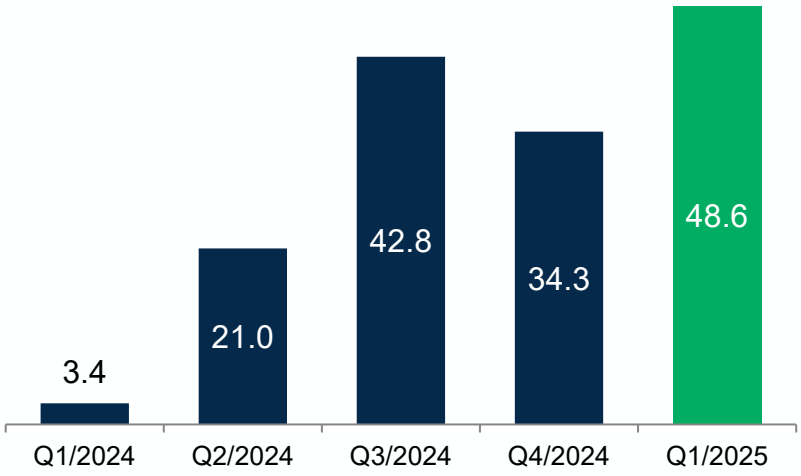
	Actual 2024	Target 2025
Sales	144.5 mill. EUR	130 to 165 mill. EUR
EBITDA Margin	-0.3 mill. EUR	3 to 8 mill. EUR
Working Capital	10.1 mill. EUR	15 mill. EUR
Net Gearing	62.8%	200% to 250%
Equity Ratio	21.1%	9% to 15%

AGENDA

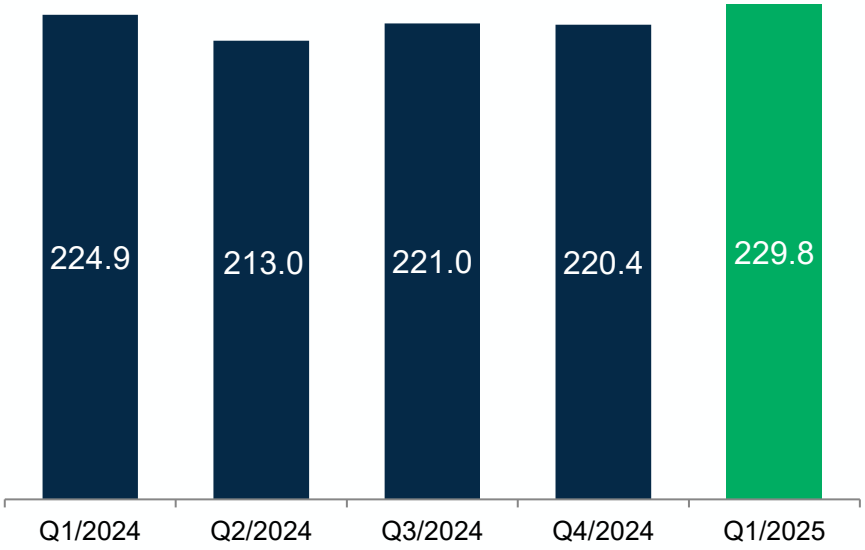
- Highlights 2025
- Financials 2024
- Outlook 2025
- **Financials Q1 2025**

FINANCIALS Q1 2025

Order Intake
in million Euro

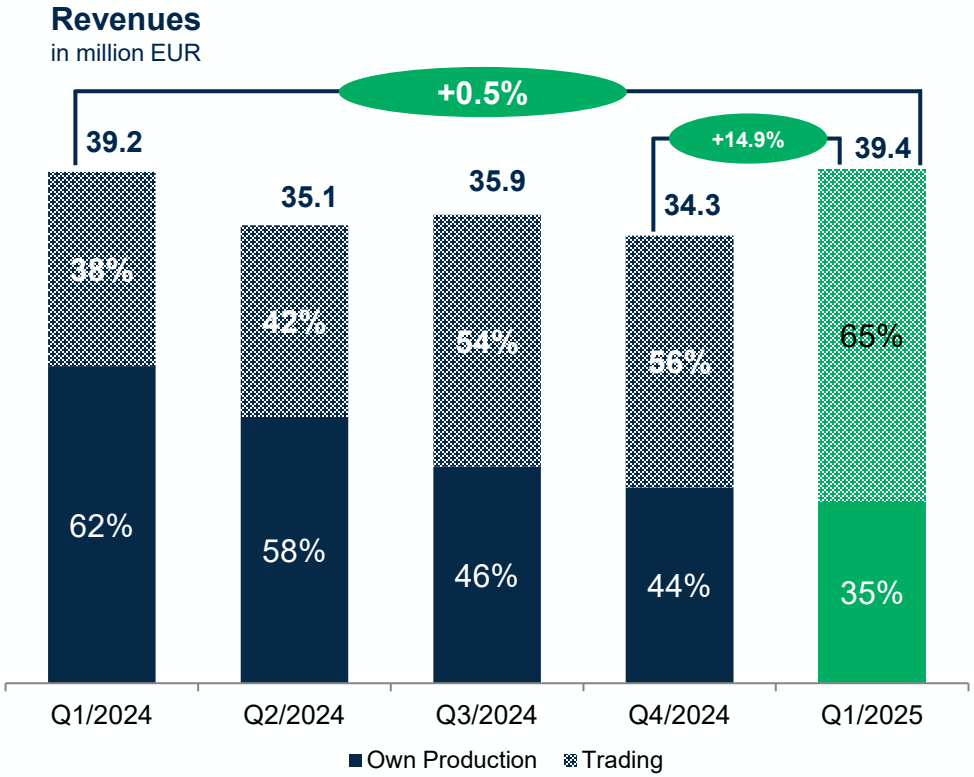


Order Book
in million Euro



FINANCIALS Q1 2025

Own production / Trading



Sales increase vs. Q4 2024 14,9% and vs. Q1 2024 also +0,5%

- Sales Volumes movements
  in Europe (-6,7%)
  in America (+24.6%)
  in Asia (+39.5%)
  compared to Quarter 1, 2024

- Strongest growth in Automotive sector with a total share of 84,7%

FINANCIALS Q1 2025

The highest revenue quarter in the company's history (Q1 2024) was exceeded once again in Q1 2025.

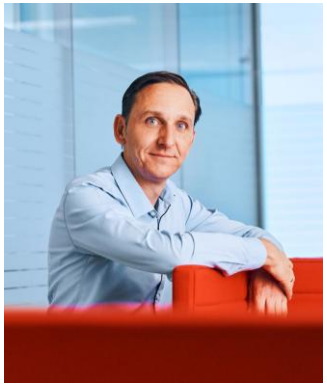
Key Figures
in million EUR

	Q1 2025	Q1 2024	Change in %
Revenues	39.4	39.2	+0.5
EBITDA	-1.5	2.1	n/a
EBITDA Ratio (%)	-3.7	5.2	-8.9pp
EBIT	-2.8	0.6	n/a
EBIT Ratio (%)	-7.2	1.6	-8.8pp
Cash-Flow - operating activities	3.0	-0.2	n/a
	31.03.2025	**31.12.2024**	
Open Orders	229.8	220.4	+4.3
Equity Ratio (%)	16.5	21.1	-4.6pp

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.

Responsible for Sales & Marketing, 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.

Responsible for Trading & Supply Chain, Finance & Controlling, Information Technologie and Investor Relations.

Thomas Gottwald
Chief Technology Officer

Dipl. Ing (FH) Thomas Gottwald is member of the Board since May 2024 and appointed until April 2027.

Responsible for Operations (Production Germany), Technology and R&D.

FINANCIAL CALENDAR

Date	Publication/Event
2025-05-07	Interim Report 1st Quarter 2025
2025-06-27	Annual General Meeting
2025-08-08	Financial Report (half-year)
2025-11-07	Interim Report 3rd Quarter 2025

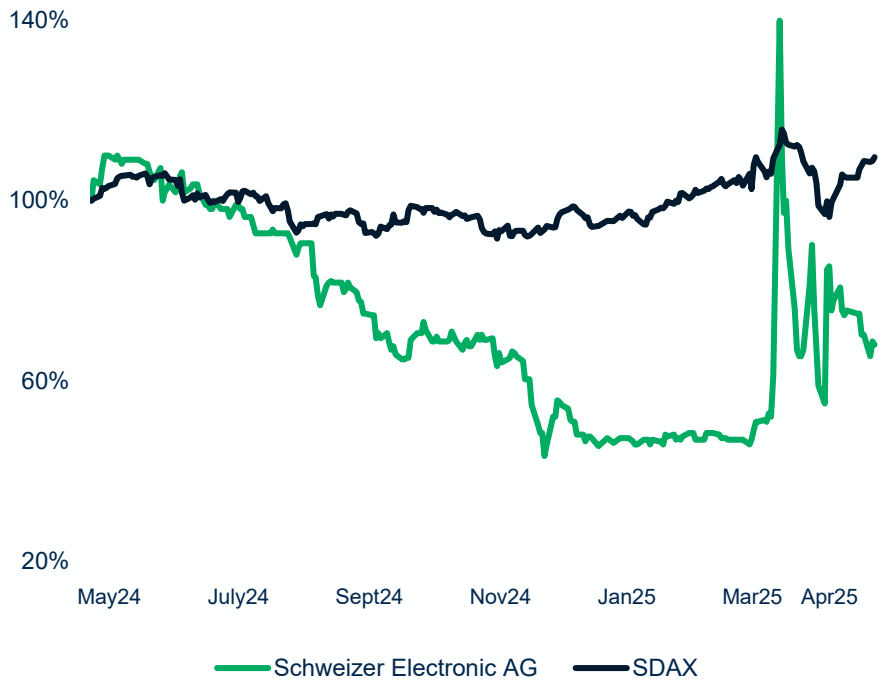
IR CONTACT

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

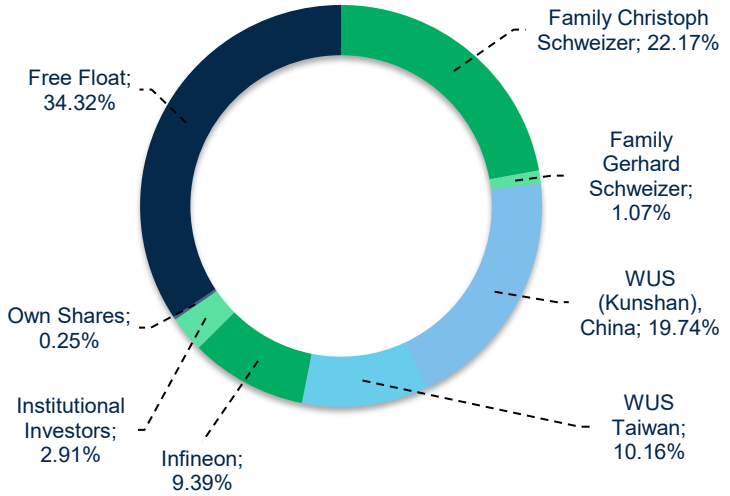
Phone: +49 7422 512 302
Fax: +49 7422 512 777 302
e-mail: ir@schweizer.ag

SCHWEIZER SHARE

Share Price May 2024 – April 2025



Shareholder Structure (March 2025)



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.

SCHWEIZER

MORE THAN PCBs