



Half-year 2021/22 Result presentation

Marc Aeschlimann CEO / Christian Herren CFO

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This communication contains statements that constitute “forward-looking statements”, including, but not limited to, statements relating to the implementation of strategic initiatives, and other statements relating to our future business development and economic performance.

While these forward-looking statements represent our judgments and future expectations concerning the development of our business, a number of risks, uncertainties and other important factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, (1) general market, macro-economic, governmental and regulatory trends, (2) movements in currency exchange rates and interest rates, (3) competitive pressures, (4) technological developments, (5) changes in the financial position or credit worthiness of our customers, and counterparties and developments in the markets in which they operate, (6) legislative developments, (7) management changes and changes to our Business structure and (8) other key factors that we have indicated could adversely affect our business and financial performance which are contained in other parts of this document and in our past and future filings and reports, including those filed with the SIX Swiss Exchange.

More detailed information about those factors is set forth elsewhere in this document and in documents furnished by Schaffner Group, including Schaffner Holding's Annual Report for the year ended 30 September 2021 and the Interim Report for the period ended 31 March 2022. Schaffner Group is not under any obligation to (and expressly disclaims any such obligations to) update or alter its forward-looking statements whether as a result of new information, future events, or otherwise.

Agenda

Business Review

Marc Aeschlimann, CEO

Financials H1 2021/22

Christian Herren, CFO

Schaffner Branding

Marc Aeschlimann, CEO

Outlook

Marc Aeschlimann, CEO

Q&A

Substantial growth in all regions

Net sales

78.9 mCHF

Order intake

90.9 mCHF

EBIT

7.1 mCHF

9.0%

Net result

5.2 mCHF

6.5%

- Strong demand in all industrial markets and regions resulted in double digit growth in continuing operations
- Capacity substantially increased to match demand
- Automotive business impacted by component shortage
- Raw material price increase and logistic challenges
- Price increases to partially offset raising cost
- Transfer of products from Hungary to Asia completed
- New projects won in strategic markets
- Strong balance sheet with equity ratio >57%

Schaffner Group: Double digit profitable growth

In CHF	HY 2021/22	HY 2020/21 (Cont. operation)	Δ PY	HY 2020/21 (incl. PM)
Order intake	90.9	82.1	10.8%	95.0
Net sales	78.9	70.2	12.5%	88.1
EBIT	7.1	6.4	11.3%	7.0
EBIT margin	9.0%	9.1%		8.0%
EBITDA	9.6	9.0	6.4%	
EBITDA margin	12.1%	12.8%		

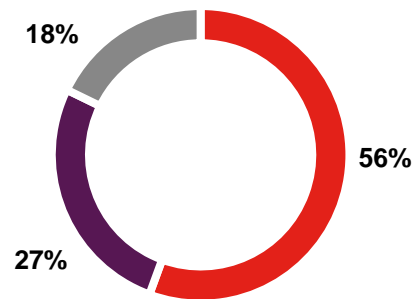
- Net sales CHF 78.9 million (+14.2% currency adjusted)
- All regions contributed to growth
- Major capacity increase in factories
- Availability of products supported growth
- Substantially increased logistic cost impacted profitability
- Price increase implemented to offset higher cost
- EBIT margin kept on previous year level

Industrial: Very strong demand in all regions

In CHF	HY 2021/22	HY 2020/21	Δ PY
Order intake	75.0	59.6	25.7%
Net sales	63.6	48.3	31.6%

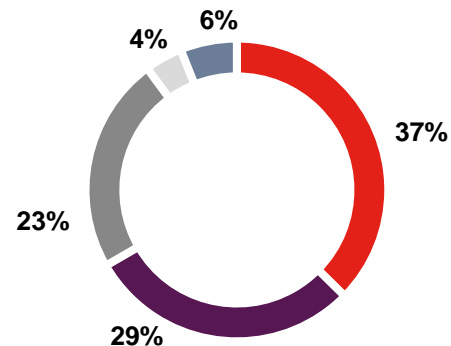
- Continued very strong demand in all regions and markets
- Net sales CHF 63.6 million (+31.6%)
- Strong growth in Europe, Asia; USA nearly doubled
- Covid and Ukraine crisis didn't affect availability of products
- New projects won in strategic initiatives EV-charging, Robotics and Lighting

Net sales per region



▪ Europe ▪ Asia ▪ America

Net sales per market



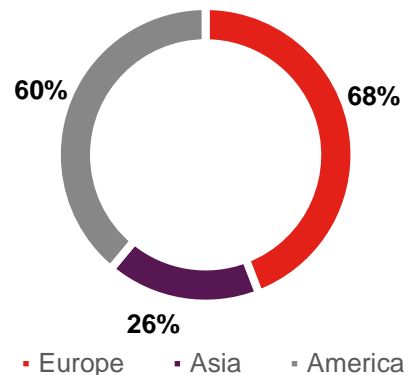
▪ Drive Systems ▪ Power supply
 ▪ Machinery & Robotics ▪ Renewable
 ▪ Others

Automotive: Net sales impacted by component shortage

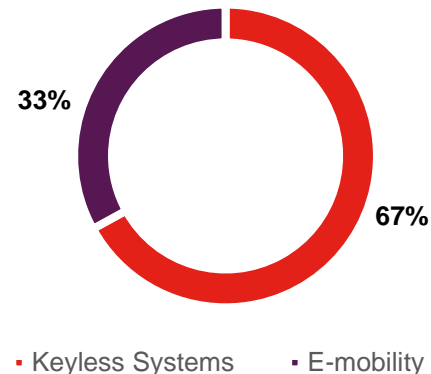
In CHF	HY 2021/22	HY 2020/21	Δ PY
Order intake	16.0	22.4	-28.9%
Net sales	15.3	21.8	-30.1%

- Automotive business heavily affected by component shortages and narrow customer base
- Europe and USA mostly impacted; China relatively stable
- Net sales CHF 15.3 million (-30.1% compared to strong previous year)
- Low visibility and insufficient customer forecasts
- New projects won for e-mobility platforms

Net sales per region



Net sales per market



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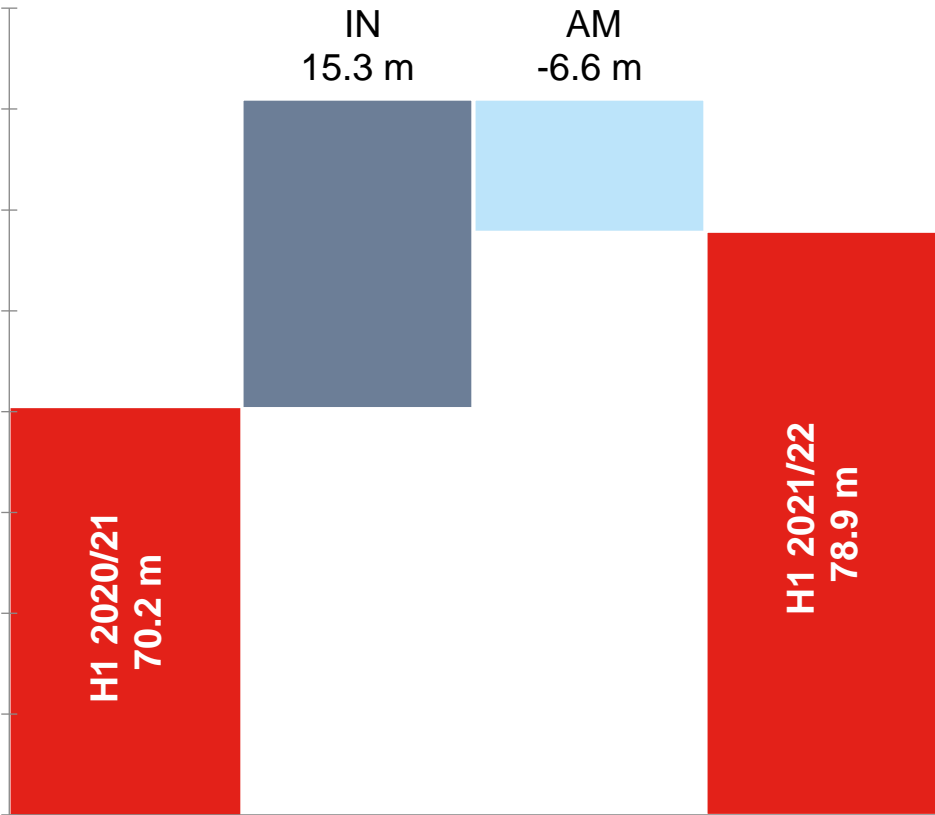
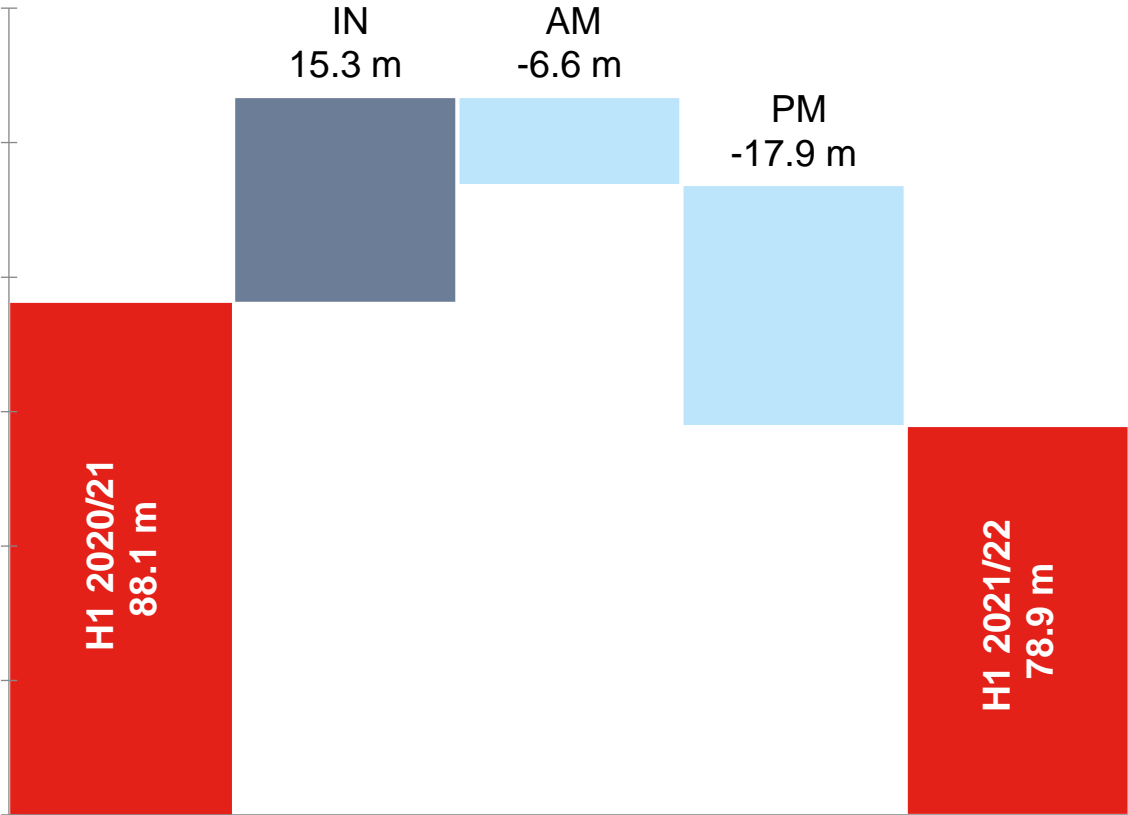
Outlook

Marc Aeschlimann, CEO

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Strong net sales growth in Industrial Division

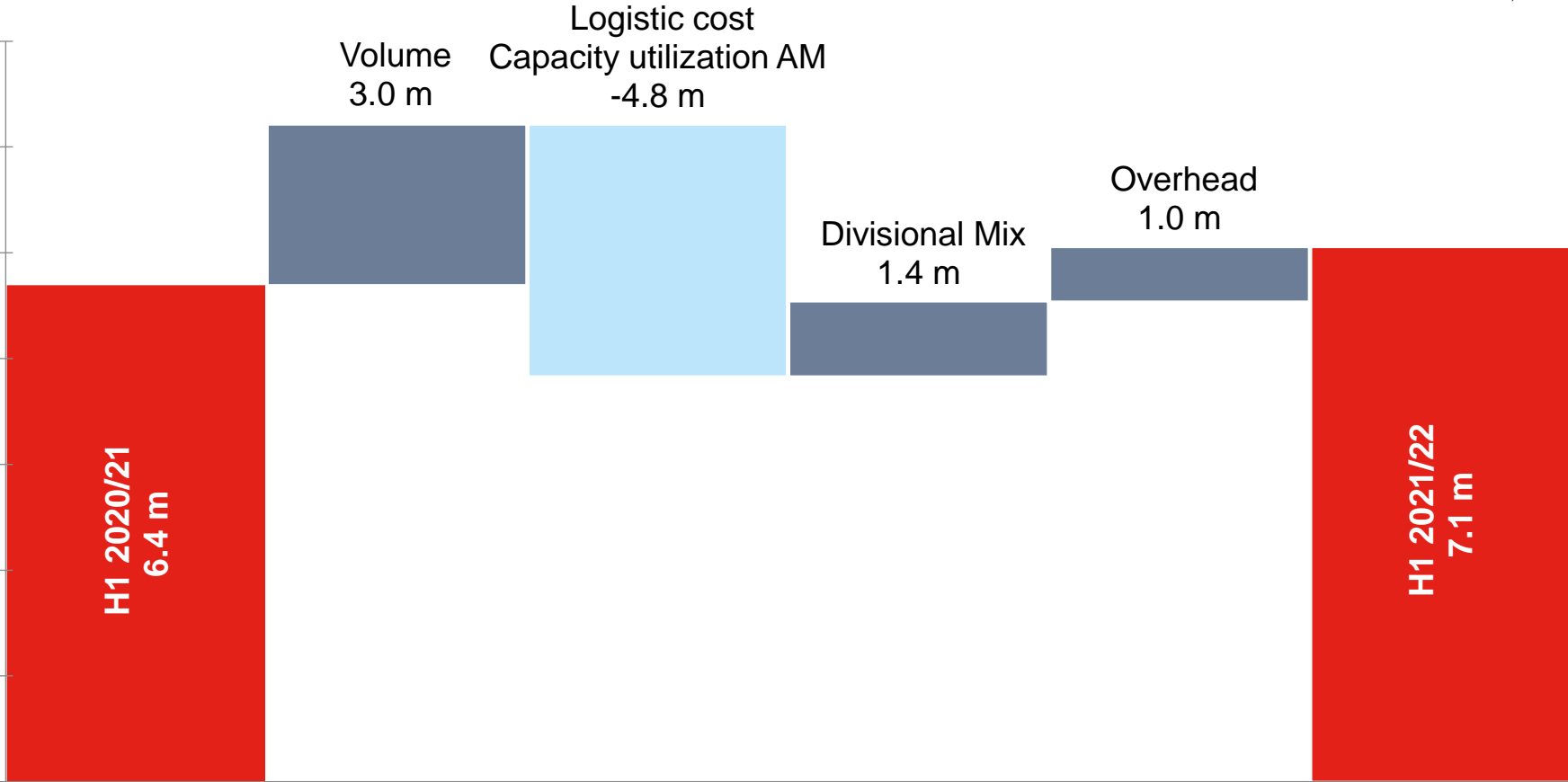
Continuing operations +12.5%



Values in CHF

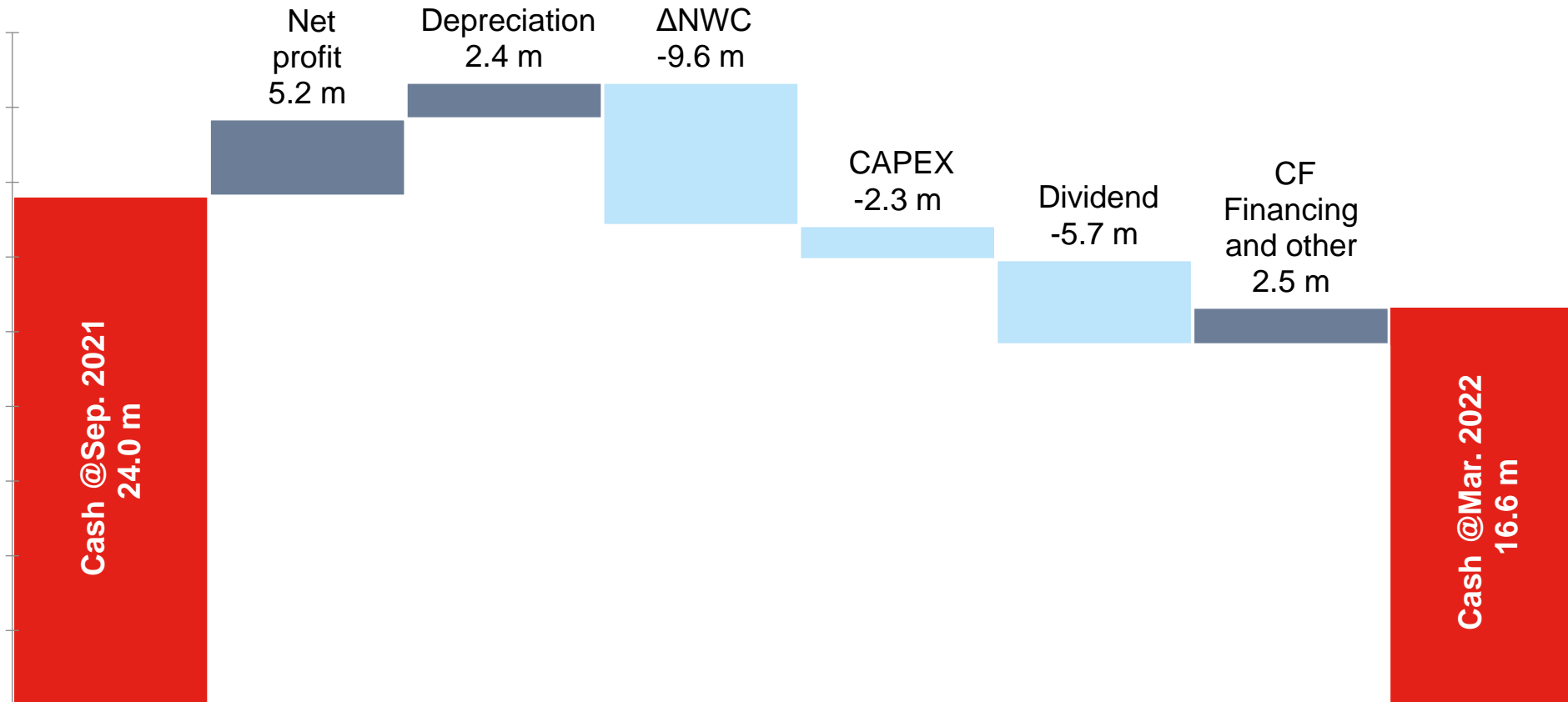
EBIT driven by higher volume and affected by logistics costs

Continuing operations: EBIT increase from CHF 6.4 m to CHF 7.1 m



Values in CHF

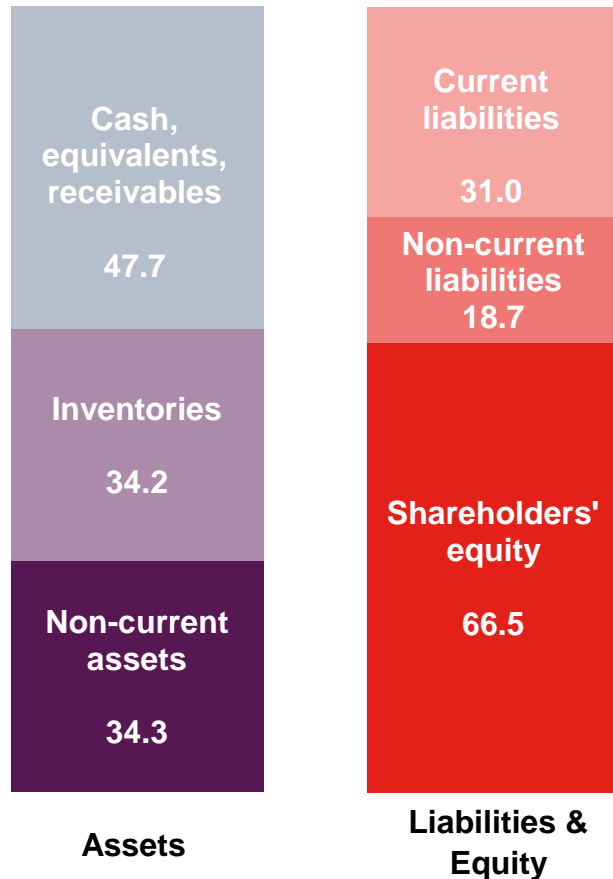
NWC impacted by increased inventories



Values in CHF

Solid balance sheet

Total assets CHF 116.2 Mio.
(March 31, 2022)



- Equity ratio: 57.3% (30.9.2021: 56.3%)
- Inventories increased due to difficult logistical situation and high demand in Industrial Division
- Overdue on receivables further reduced and no bad debts
Days sales outstanding (DSO): 56 days
(30.9.2021: 58 days)

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Motivation

- Our modern society is becoming increasingly electrified and connected – sustainability, electrification and e-mobility are mega-trends.
- Everything from the smallest device to the largest system must function reliably and efficiently – without electromagnetic interferences.
- With our expertise and the focus on EMC-filter solutions, Schaffner is active in future-oriented markets and plays an active role in shaping these trends.
- With the new Branding we underline our expertise, our added value, our growth ambitions and our differentiation to raise visibility and relevance to all our stakeholders.

Vision – Mission – Values

Vision

Our vision is to play a vital role in building a sustainable and electrified society – by shaping electrical power.

Mission

We provide our customers with electromagnetic solutions to operate their electronic systems reliably and efficiently, empowering them to focus on great inventions.

Values

Customer Focus, Passion, Ownership, Openness, Leadership

Schaffner's added value and brand promise

How Schaffner adds value to its stakeholders

- Our customers get their electromagnetic challenges solved and enabled to focus on their great inventions.
- Our employees work together with passionate and inspiring colleagues alongside mega trends.
- Our investors benefit from a future-oriented business in attractive growth markets.

This is how we deliver

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Market trends

- High uncertainty due to local covid lockdowns in China, Ukraine crisis, inflation
- Continued momentum in strategic industrial markets
- Strong order backlog in Industrial to be realized in H2
- Component shortages further impact automotive business
- Shanghai lockdown expected to end mid of May
- Logistic situation stabilized but short-term impact expected after Shanghai lockdown
- Additional price increase implemented to offset cost increase

Our Guidance for FY 2021/22

- We expect net sales to remain on high level in H2
- We expect to achieve EBIT-margin at lower end of the target range of 10-12%

Q&A

Thank you for your attention

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