

Investor & Analyst Conference Call

Results 1st Quarter 2014
April 30, 2014

Dr. Marc Schweizer (CEO) | Marc Bunz (CFO)

Agenda

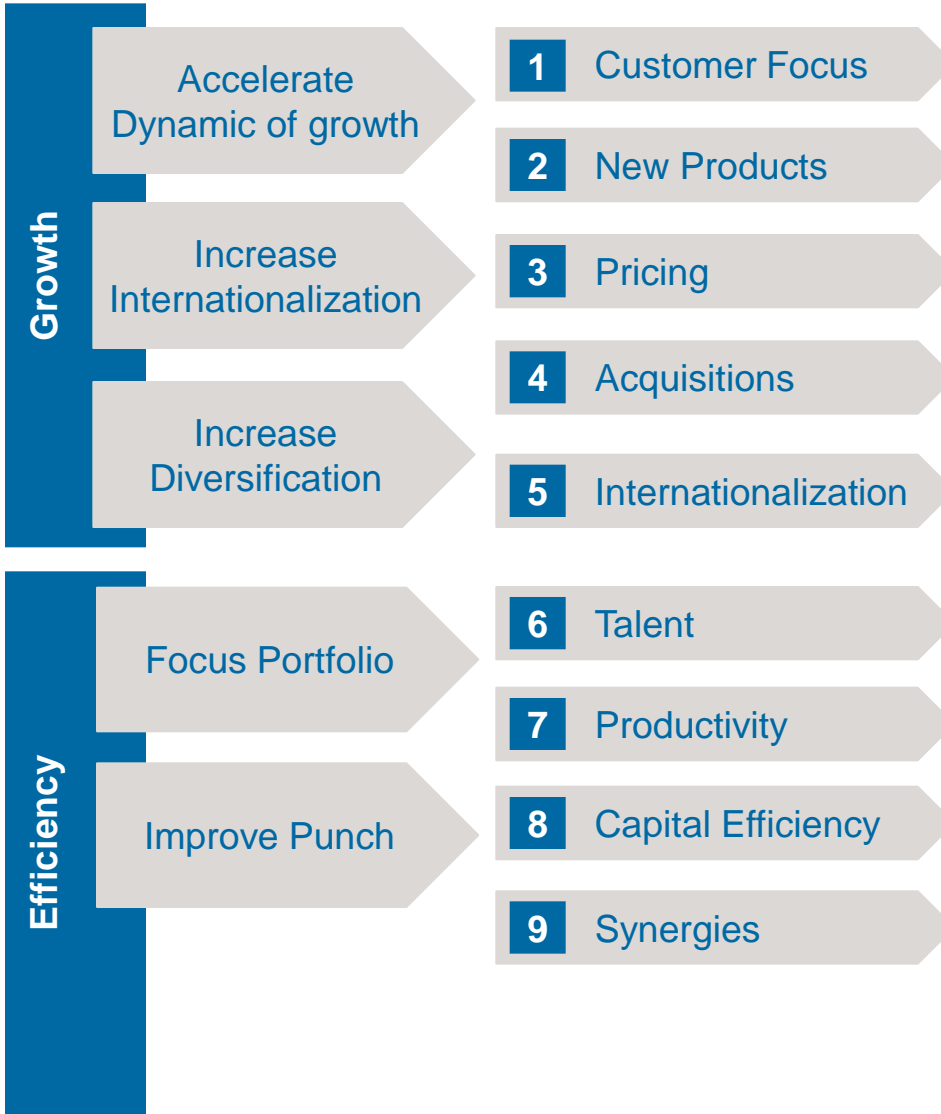
Market & Strategy Update

Financials 2013

Financials Q1 2014

SCHWEIZER Share

Outlook



Be or become one of the top 3 companies customers want to buy from in all our target segments



SCHWEIZER

Value Proposition

A Value Proposition you can measure us by

Our value proposition defines the framework for our strategy and our actions. Its purpose is to paint a picture of who we are and whose interest in our company it all serves to convey the values and guiding themes which make up the pillars of our success.

Vision

We are a global "creative class" technology company. Our products give us resources for the future of our studies.

We are a leading manufacturer of premium PCBs and a recognized manufacturer of energy-efficient and environmentally friendly products and services.

Mission

It is our mission to contribute to the success of our customers – and in doing so achieve success ourselves!

Our customers' goals, their trust and the pleasure we derive from continually expanding the limits of what is possible, are the drivers of our success.

In order to achieve this, we apply our wealth of experience, state-of-the-art technology, production methods and processes, as well as our expert knowledge of our target markets.

The focus is on customer and promising business opportunities, treating us as a family-run business with a long tradition, we are geared towards sustainable, long-term success. Our employees are at the heart of this success.

Values

The values we stand for and which determine everything we do are: Quality, speed, creativity, openness.

The guiding principles based on our values which determine everything we do:

We are

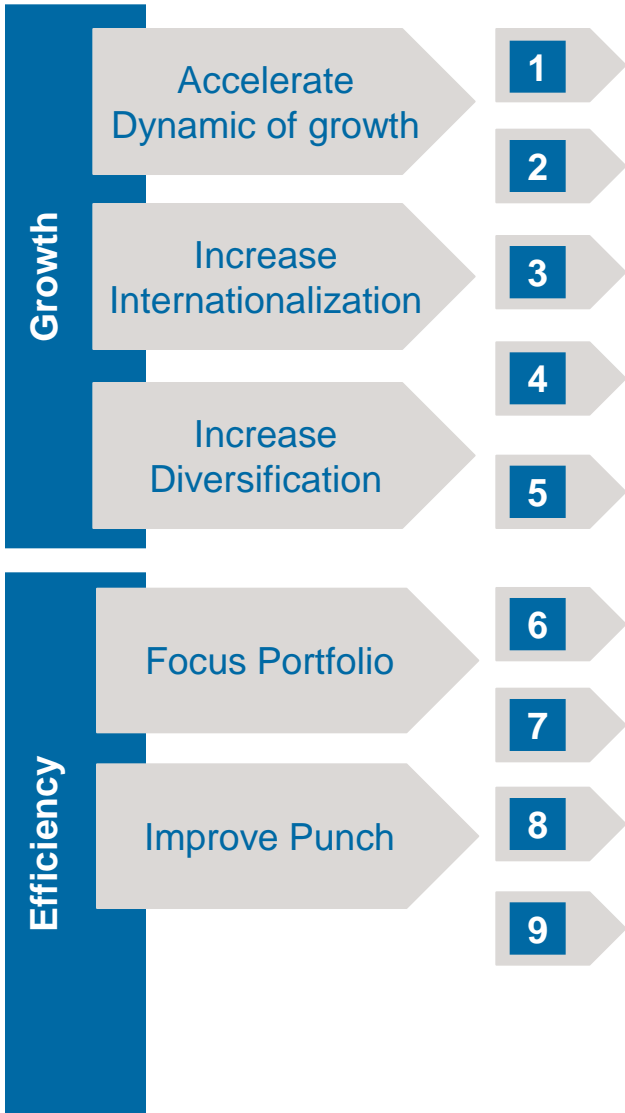
Customer Oriented
The most successful technology company is determined by the customer. To succeed, we must first win the hearts of our customers. We respond to our customers' needs.

Creatively Successful
Our innovative products and developments set benchmarks. As a leader in quality, we offer products, services and consulting of the highest standards. In doing so, we are extraordinarily successful, in turn enabling us to be a long-term, stable partner for our customers, guarantee job security to our employees and generate an appropriate return for our shareholders.

Closely Aligned
We are a global business with a global vision. We have put in place global strategies and a common framework to work. We must apply and leverage these in order to win against our global competitors. To do so requires global teamwork and discipline. Close cooperation within our group and with our partners is the best way to succeed. We utilize different backgrounds in experience and culture, whilst acknowledging that "differences" may arise. This is as it should be because we believe that businesses need different viewpoints to cultivate conviction and purpose.

Diverse
We believe in the value of teams and in diversity within those teams. We strive for individuality in the pursuit of the team goal. We believe that creativity and individual contribution can and must flourish for us to succeed.

Competent and Cooperative
Our employees are qualified, motivated, committed and full of ideas. They hold the keys of our integration with our local teams and full resources. How we interact with each other is based on openness, honesty, trust and mutual respect. Our success



Electronic Division

1. Expanding the leading technological position in power electronics, system cost reduction and high frequency(HF) applications
2. Intensifying the cooperation with our partners
3. Continuing our process of internationalisation
4. Achieving an increase of our production capacity in Vietnam and a technology extension in Germany

Systems Division

1. Establishing partnerships with semiconductor companies.
2. Market launch of new technologies in key applications and growth markets.
3. Substitution of currently used products by SCHWEIZER's technological solutions in already existing markets

Energy Division

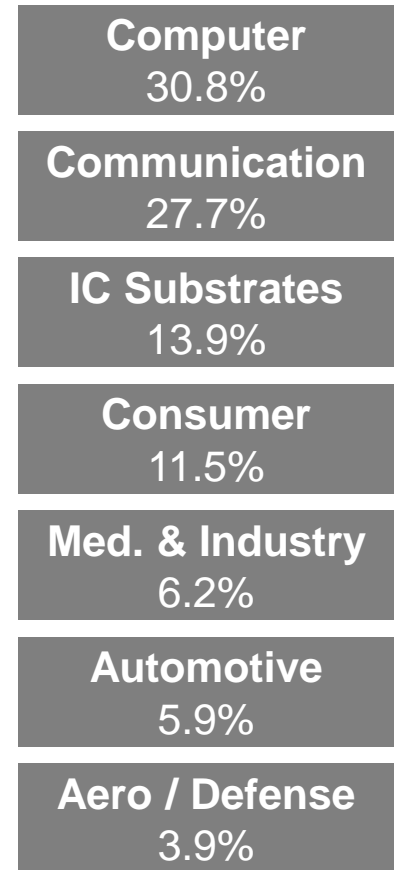
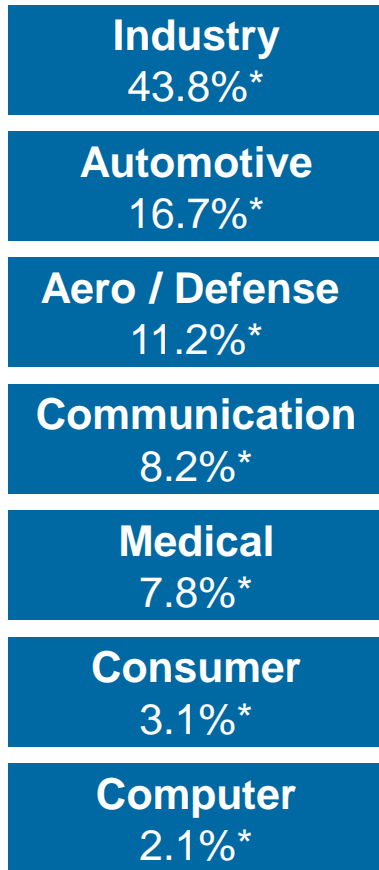
1. Using the next possible door for a market entry together with an industrial Asian investor

The PCB Word in 2013 (Production)

Different Regions - with different Market Drivers

Europe: ~ 2.19 Billion US\$

World: ~ 55.2 Billion US\$



Source: Prismark Q4 2013 preliminary figures, *ZVEI 2013 figures

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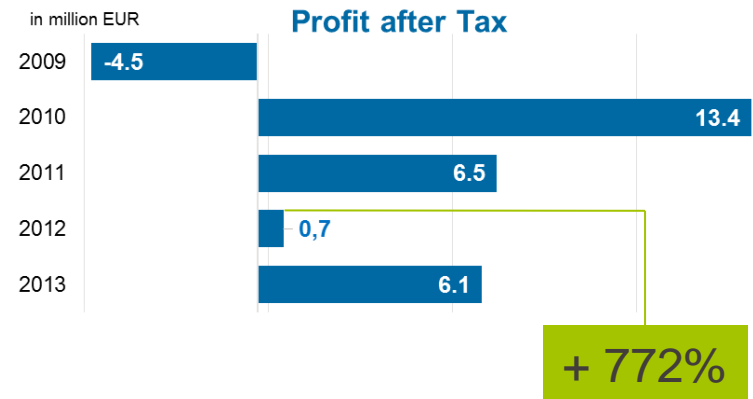
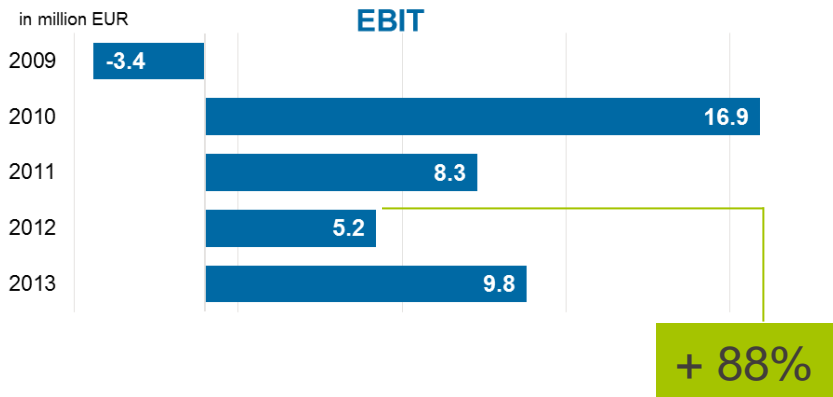
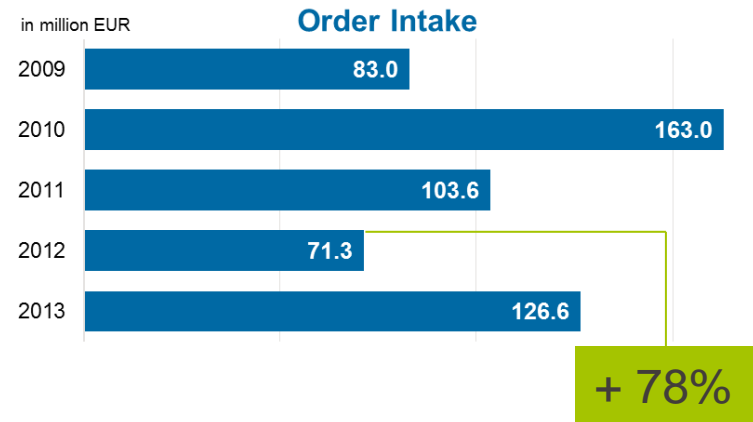
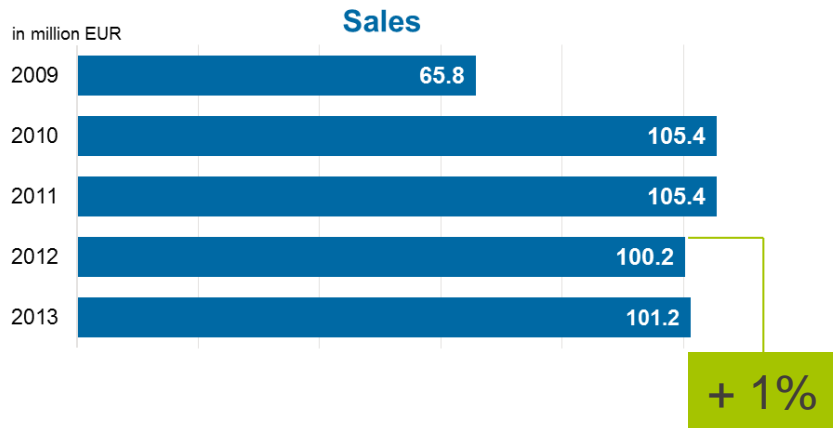
Market & Strategy Update

Financials 2013

Financials Q1 2014

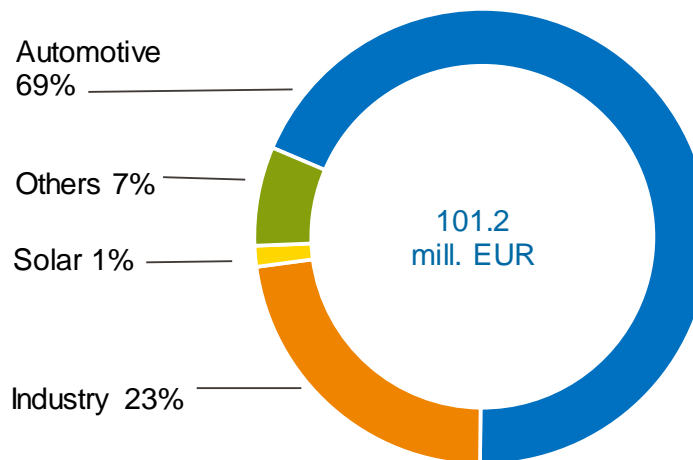
SCHWEIZER Share

Outlook



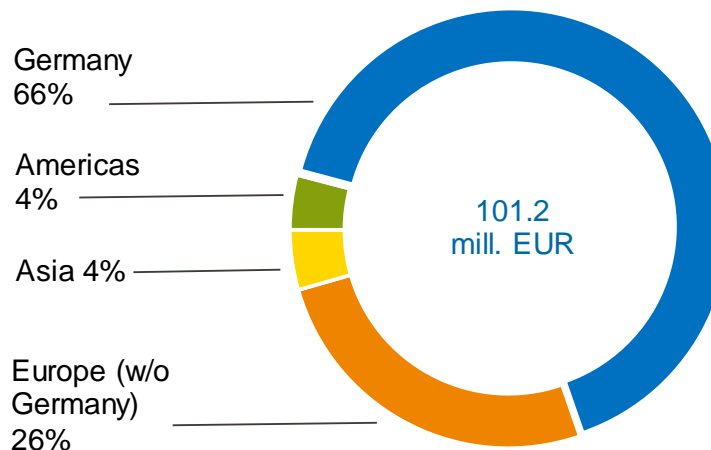
Sales per Customer Segment

mill. EUR	2013	2012
Automotive	69.6	65.3
Industry	23.0	21.6
Solar	1.5	5.6
Others	7.1	7.7
	101.2	100.2



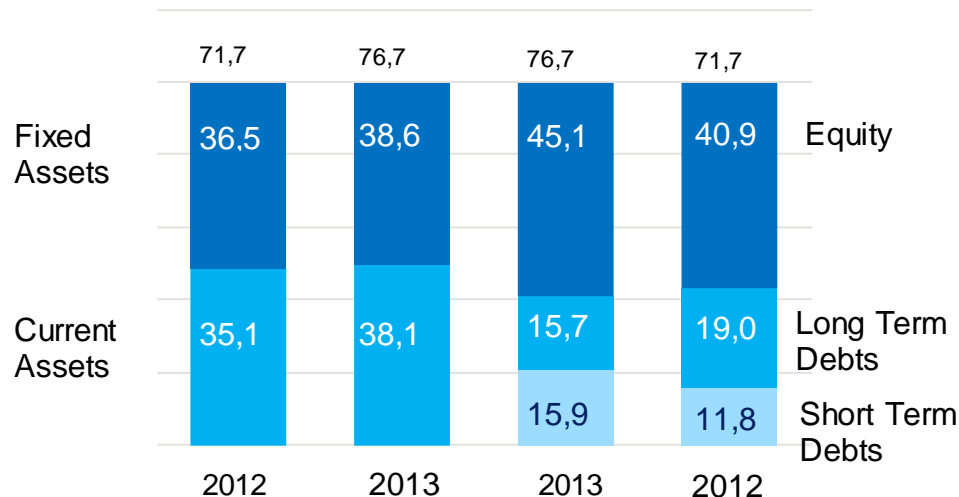
Sales by Region

mill. EUR	2013	2012
Germany	66.3	61.3
Europe (w/o Germany)	26.2	28.4
Asia	4.5	4.7
Americas	4.1	5.5
Others	0.1	0.3
	101.2	100.2



in million EUR

Balance Structure



	2013	2012
Equity Ratio	58,8%	57,1%
Net Gearing	3,3%	2,4%

Working Capital

mill. EUR	2013	2012	Delta
Inventory	13.5	9.9	36%
Accounts Receivables	15.6	13.7	14%
Accounts Payables	7.9	6.5	22%
Working Capital	21.2	17.1	24%

Cashflow

mill. EUR	2013	2012
Cashflow from Operating Activities	8.8	7.2
Cashflow from Investments	-6.9	-7.5
Cashflow from Financing Activities	-4.5	1.7
	9	11.6

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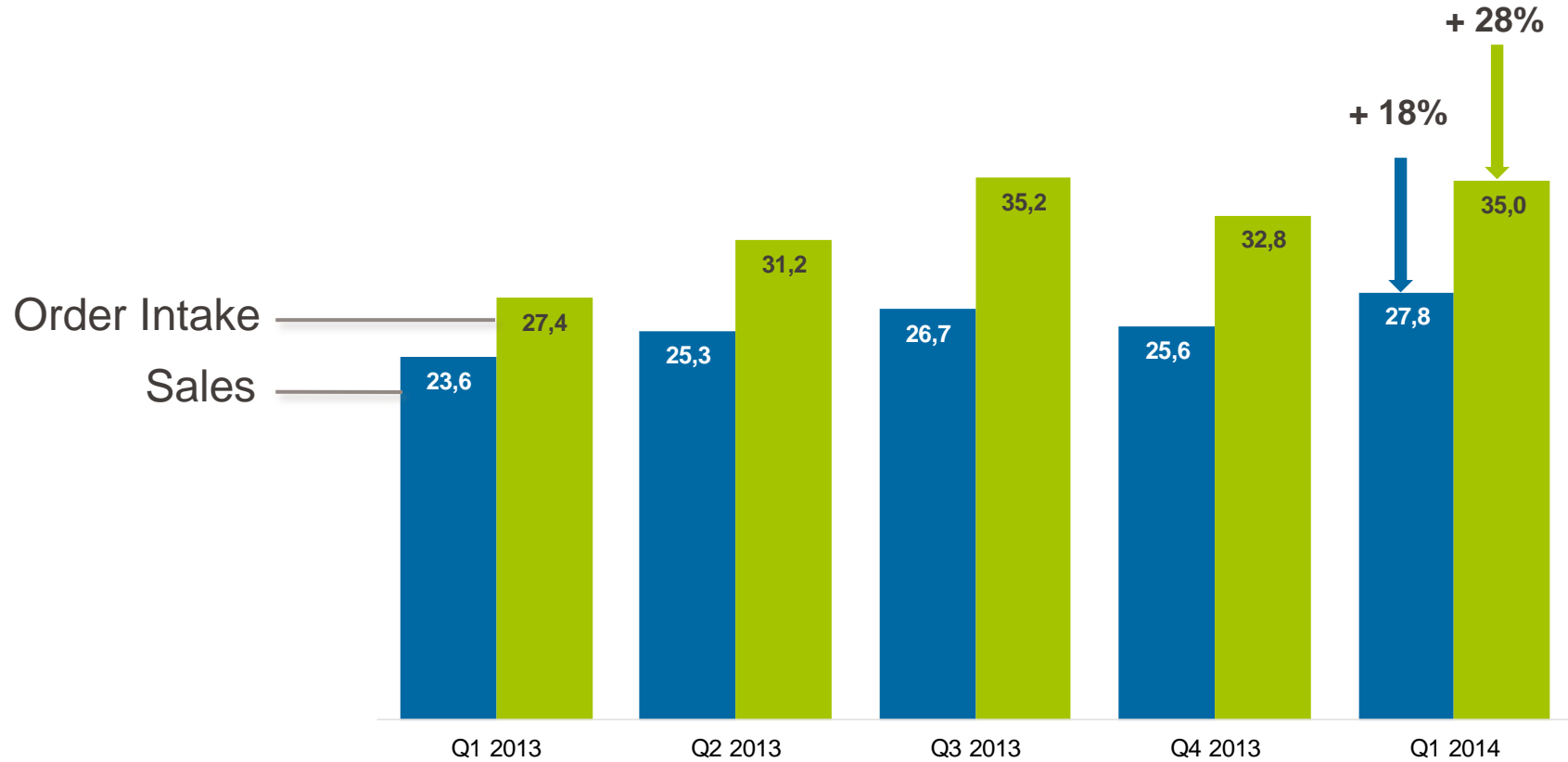
Financials 2013

Financials Q1 2014

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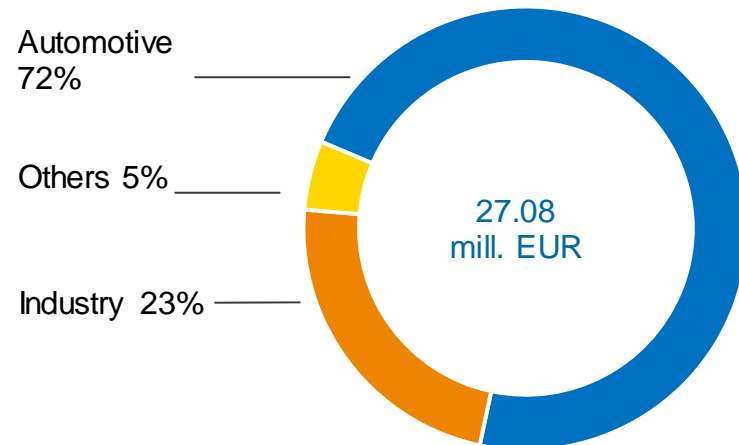
Sales and Order Intake

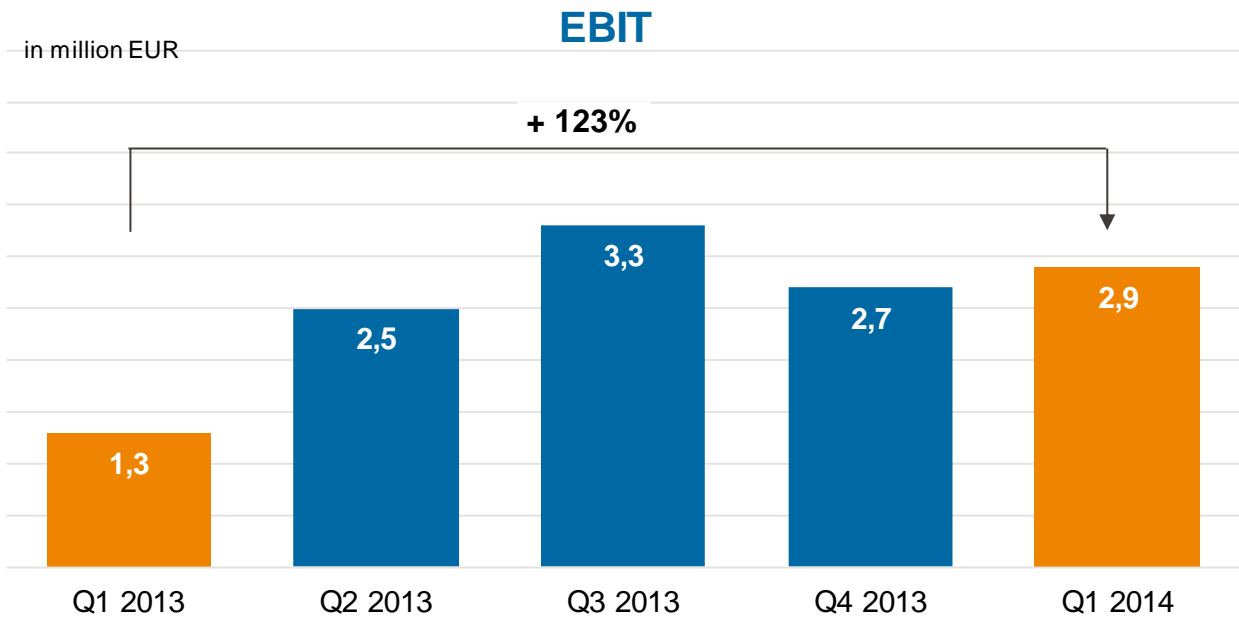


Order Book	93,4	→				121,4
Book-to Bill	1,2	1,2	1,3	1,3	1,3	

Sales per Customer Segment

mill. EUR	Q1 2014	Q1 2013
Automotive	20.0	16.4
Industry	6.4	5.8
Others	1.4	1.1
	27.8	23.9





EBIT Margin	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Q1 2014
	6%	10%	12%	11%	10%

Financial Metrics

	Q1 2014	Q1 2013	Delta	
			in mill. EUR	in %
Sales (mill. EUR)	27.8	23.6	4.2	18
Order Book (mill. EUR)	121.4	93.4	28	30
EBITDA (mill. EUR)	4.0	2.5	1.5	60
EBITDA Margin (%)	14	11		
EBIT (mill. EUR)	2.9	1.3	1.6	123
EBIT Margin (%)	10	6		
Result for the Period	2.0	0.9	1.1	122
EPS (EUR)	0.53	0.25	0.28	
Assets (mill. EUR)	81.2	75.2	6.0	8
Equity (mill. EUR)	46.9	41.9	5.0	12
Net Debt (%)	6	6		
Working Capital (mill. EUR)	23.0	18.8	4.2	23
Operating Cashflow (mill. EUR)	2.5	1.0	1.5	150

- Sales + 18%
- Profit after Tax + 122%
- EBITDA + 60%
- EBIT raises + 123%
- Order Book + 30%
- Order Intake + 28%
- Operating Cashflow + 150%

- Net Debt stable
- Equity Ratio slightly improve

- Working Capital +23%

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Financials 2013

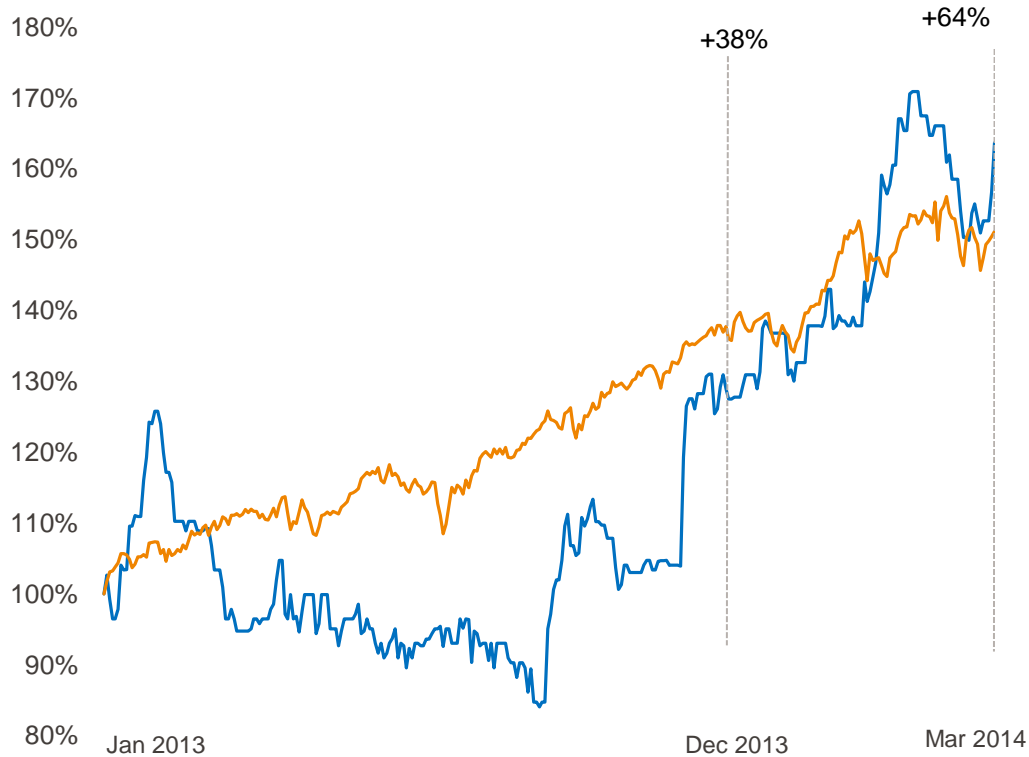
Financials Q1 2014

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Outlook

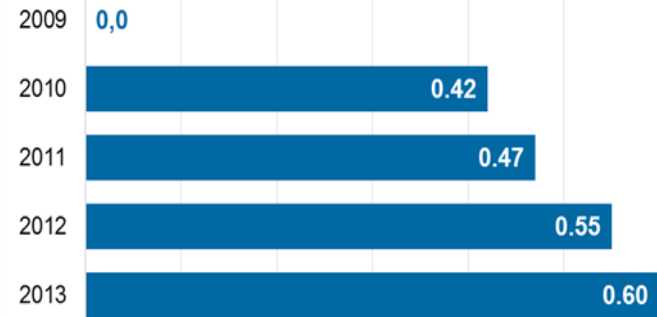
Share Price

January 01, 2013 - March 31, 2014

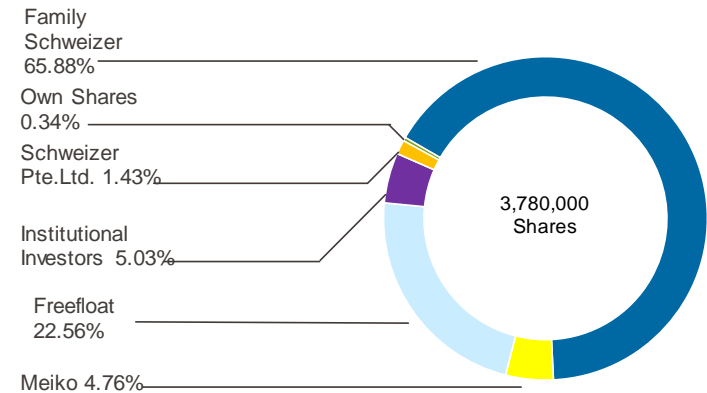


Dividend

in EUR



Shareholder Structure



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Based on positive forecasts for the global economic development as well as for SCHWEIZER's market segments, the company this year expects revenues to boost by 3% to 7 % and a slight increase of its net profit in 2014.

⇒ **Guidance confirmed**

Q & A

Appendix

Date	Publication / Event
2014-04-30	Interim Report 1st Quarter 2014
2014-04-30	Analysts' Conference
2014-07-04	Annual General Meeting
2014-07-07	Planned Dividend Payment Date
2014-08-14	Financial Report (half-year)
2014-11-07	Interim Report 3rd Quarter 2014
2015-07-03	Annual General Meeting



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Safe Harbour Statement

This information contains forward-looking statements and information, i.e. statements on processes happening in the future, not in the past. These forward-looking statements can be recognized by phrasings such as “expect”, “want”, “anticipate”, “intend”, “plan”, “believe”, “aim at”, “estimate”, “will” or similar terms. Such forward-looking statements are based on current expectations and certain assumptions. Thus they carry a number of risks and uncertainties. A multitude of factors, numerous of which are beyond SCHWEIZER’s range of influence, have effect upon business activities, the success, the business strategy and the results of SCHWEIZER. These factors can lead to the possibility that the actual results, successes and performance of SCHWEIZER Group may significantly deviate from explicit or implicit indications expressed in the forward-looking statements on results, successes or performance. As far as we are concerned, those uncertainties, amongst others, particularly result from the following factors: changes in the general economic and business situation (including development of margins in the most important business areas), challenging integrations of important acquisitions and implementation of Joint Ventures and other significant measures related to portfolio, changes in currency exchange rates and interest rates, introduction of competing products or technology by other companies, lacking acceptance of new products and services by SCHWEIZER’s targeted customer groups, changes in the business strategy as well as various other factors. Should one or several of these risks or uncertainties be realized or the underlain assumptions be proven as not having been correct, the actual results can both positively as well as negatively differ significantly from those results that had been mentioned in the forward-looking statements as expected, anticipated, intended, planned, believed, projected or estimated results. SCHWEIZER does not accept obligation for and does not intend to so in future, to update these forward-looking statements or to correct them in case the development differs from expectations.

Financial Metrics

	2013	2012	Delta	
			in mill. EUR	in %
Sales (mill. EUR)	101.2	100.2	1	1
Order Book (mill. EUR)	114.2	89.8	24.4	27
EBITDA (mill. EUR)	14.2	10	4.2	42
EBITDA Margin (%)	14	10		
EBIT (mill. EUR)	9.8	5.2	4.6	88
EBIT Margin (%)	9.7	5.2		
Profit after Tax (mill. EUR)	6.1	0.7	5.4	782
EPS (EUR)	1.62	0.18	1.44	
Dividend (EUR)	0.60*	0.55	0.05	9
Assets (mill. EUR)	76.7	71.7	5	7
Capex (mill. EUR)	6.9	7.5	-0.6	-8
Equity (mill. EUR)	45.1	40.9	4.2	10
Equity Ratio (%)	58.8	57.1		
Net Debt (%)	3	2		
Working Capital (mill. EUR)	21.2	17.1	4.1	24
Operating Cashflow (mill. EUR)	8.8	7.2	1.6	22
Employees**	736	663	73	11

*Proposal to AGM July 04,2014

** At year-end

- EBIT raises + 88%
- Share Price + 38%
- Dividend increase to 0.60 EUR
- Order Intake + 78%
- Operating Cashflow + 22%

- Sales stable
- Net Debt stable
- Equity Ratio slightly improve

- Working Capital +24%
- Sales Share outside Europe -2.2%