

2023 HALF-YEAR RESULTS

komax

17 August 2023

1st half of 2023 in brief

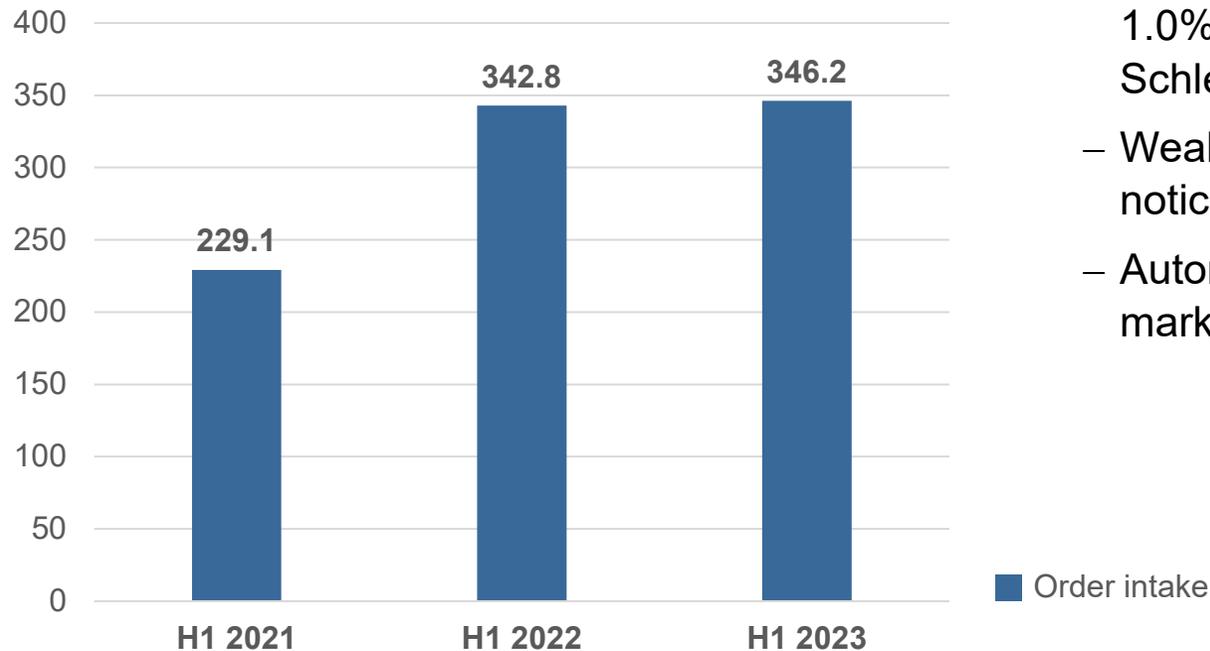
High organic growth

- **Gratifying organic growth in challenging environment**
 - Higher order intake – Ukraine one-off effect more than compensated due to combination with Schleuniger
 - Significant increase in revenues and EBIT, despite negative foreign currency effect
- **Volatile markets**
 - Trend towards automation remains clearly apparent
 - Rising interest rates and muted economic outlook delay investment decision-making processes
 - Business development in China significantly weaker than the first six months of 2022
- **Integration of Schleuniger proceeding well**
 - Collaboration continuously intensified
 - Optimization of the global distribution and service network

Order intake slightly increased

Automation trend continues

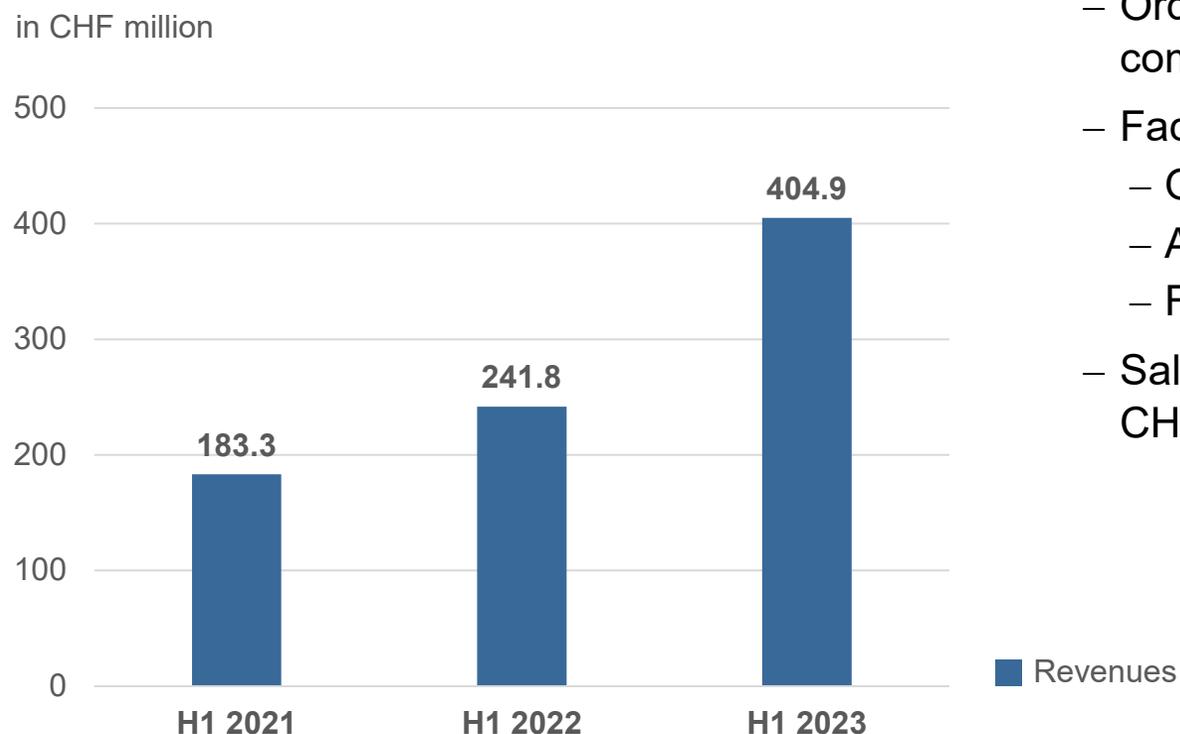
in CHF million



- Discontinuation of one-off effect from Ukraine war of around CHF 70 million
- Record order intake of previous year exceeded by 1.0% – mainly due to the combination with Schleuniger
- Weak market development in China clearly noticeable
- Automation trend in the automotive and industrial market segments ongoing

Gratifying revenue growth

Reliability of supply chains improved

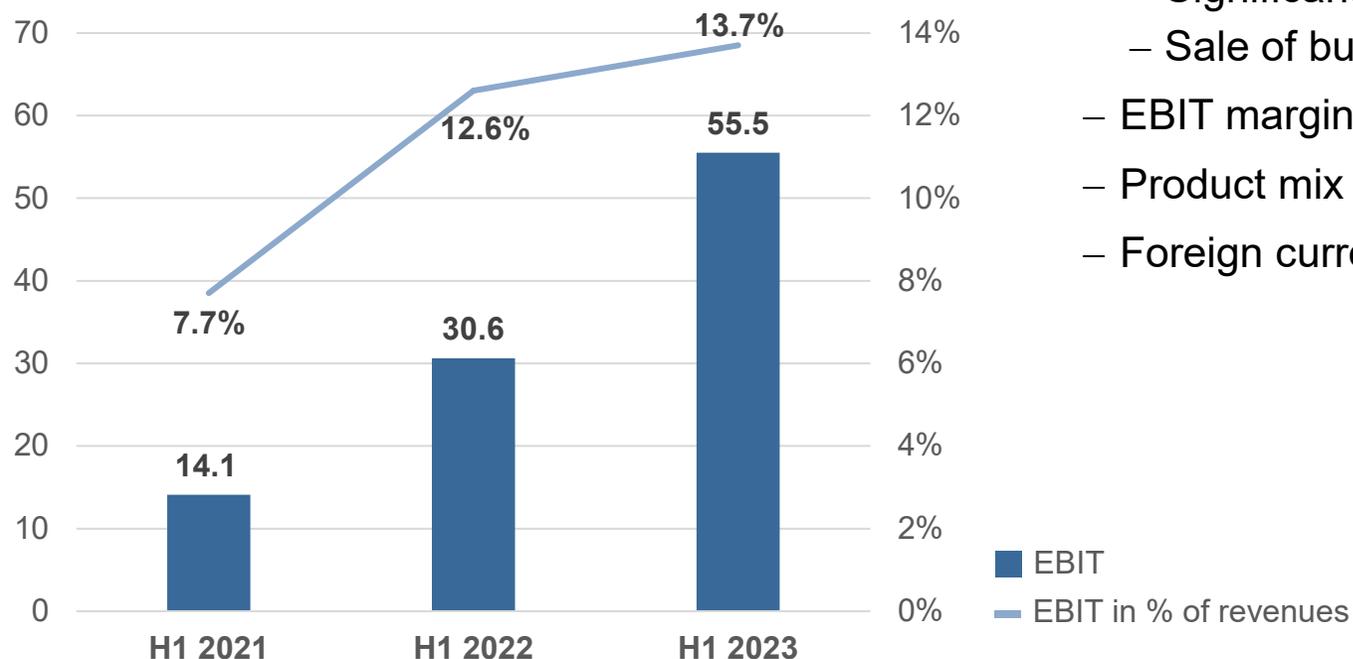


- Revenues up by 67.5%
- Order backlog continuously reduced to a level commensurate with previous years
- Factors behind development of revenues
 - Organic growth: +11.2%
 - Acquisition growth: +54.2%
 - Foreign currency impact: –2.6%
- Sale of building in Rotkreuz increases revenues by CHF 11.1 million

Positive EBIT development

Influenced by various factors

in CHF million



- EBIT increased by 81.5%
- Main factors behind positive EBIT development
 - Significant growth of revenues
 - Sale of building in Rotkreuz (CHF 11.1 million)
- EBIT margin without sale of building at 11.3%
- Product mix less advantageous than previous year
- Foreign currency development clearly negative

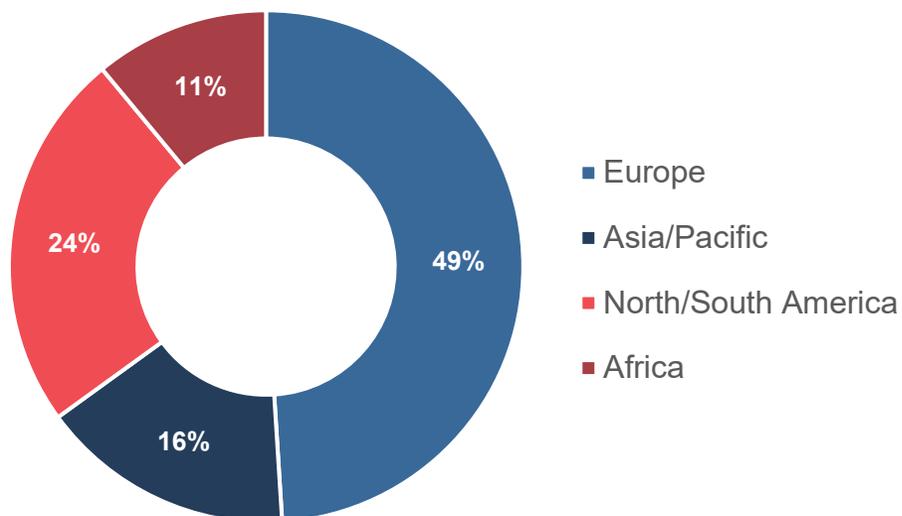
AGENDA

- 1 Financial performance**
- 2 Priorities and Outlook 2023
- 3 Questions

Revenues development by region

Significant reduction of Asia/Pacific's share of revenues

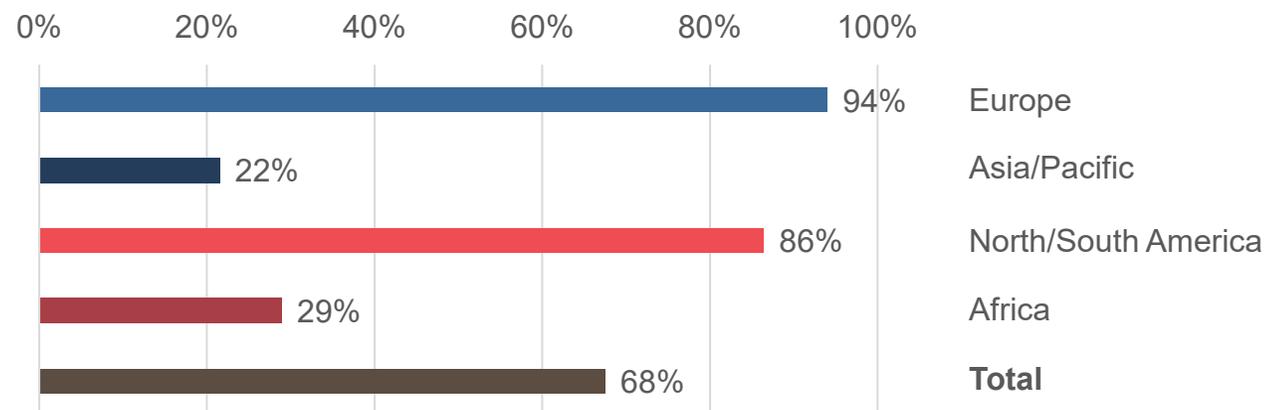
Revenues by region first half 2023



Revenues by region first half 2022

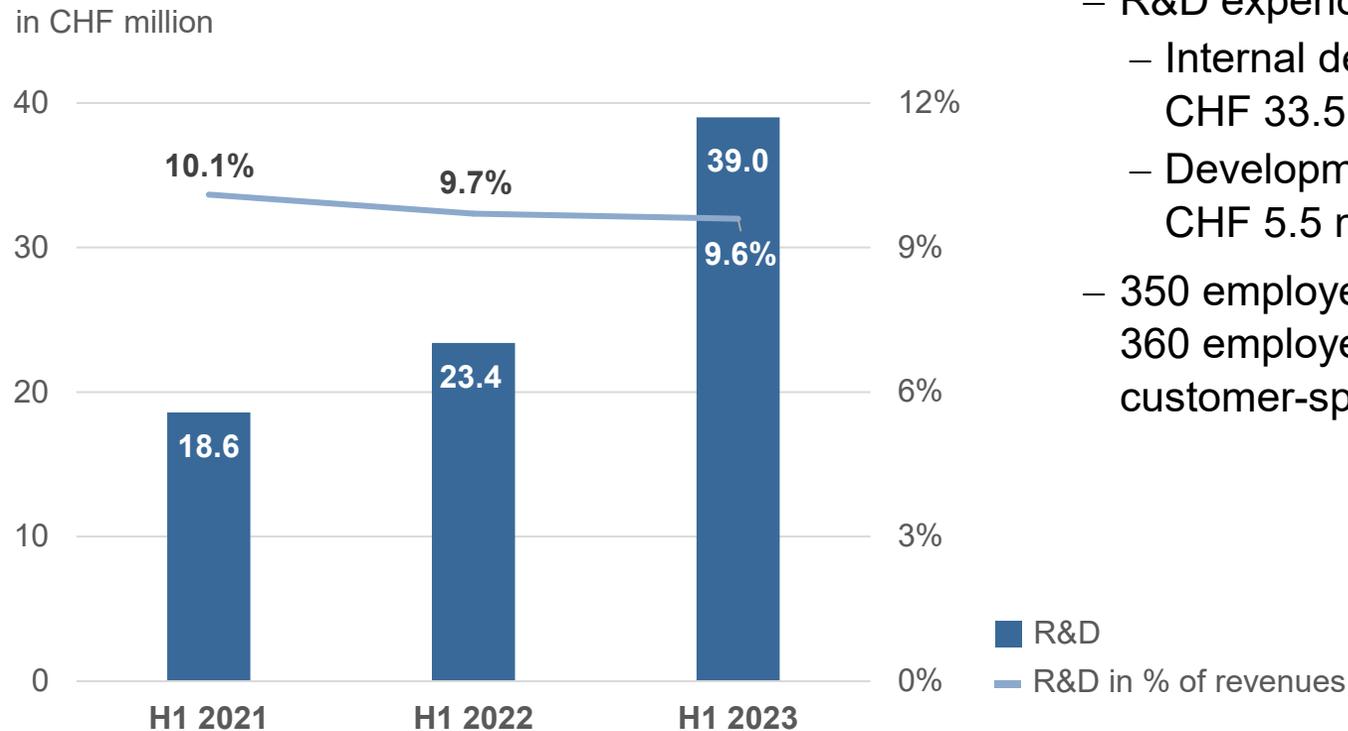
- Europe 42%
- Asia/Pacific 22%
- North/South America 22%
- Africa 14%

Change from first half 2022



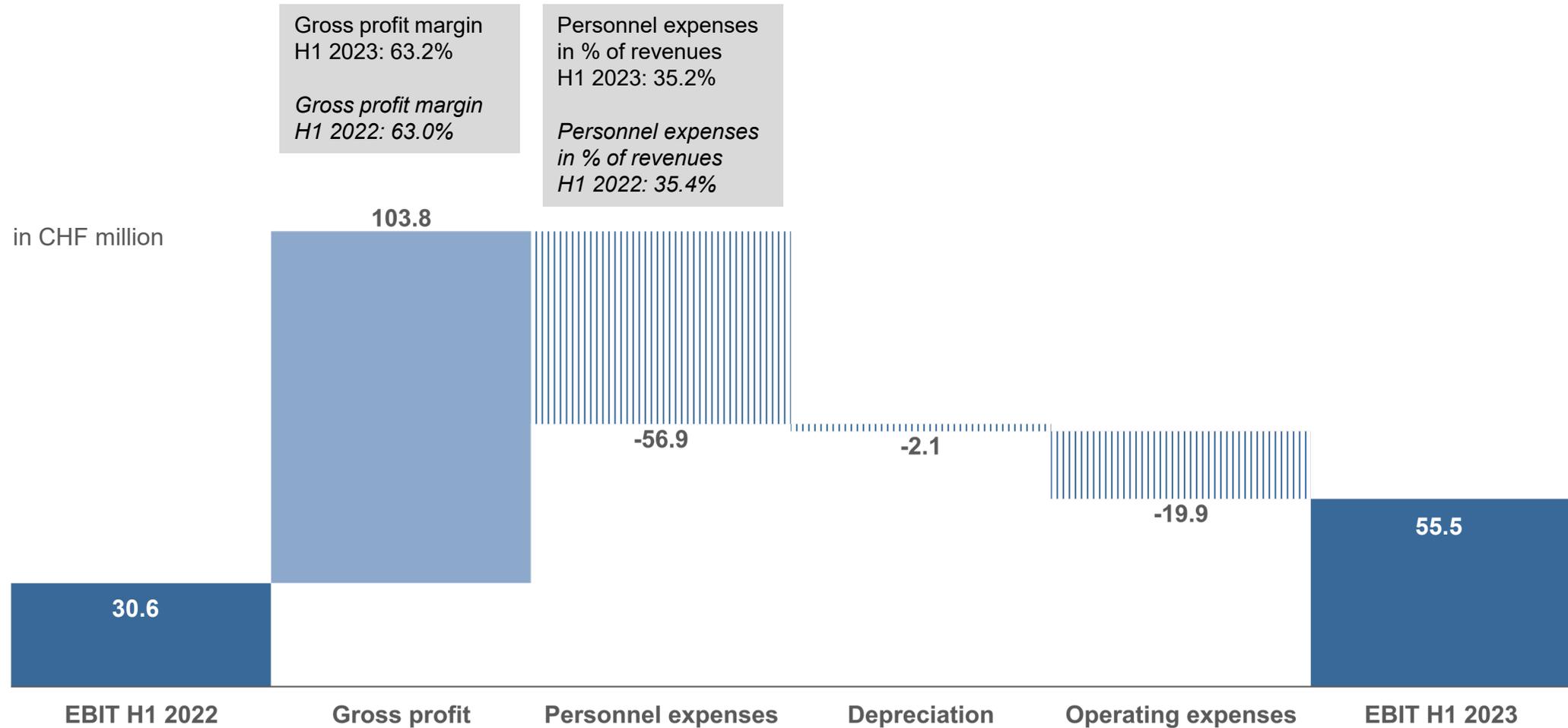
R&D expenditure remains high

Technological shift creating opportunities for unique selling propositions



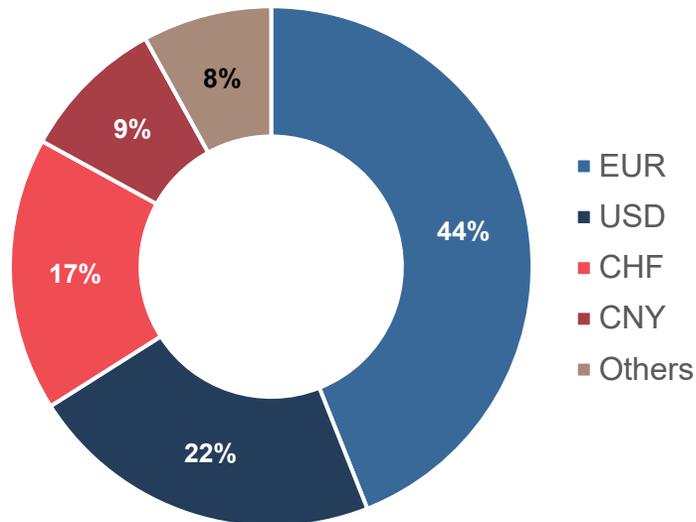
- Planned annual R&D expenditure: 8–9%
- R&D expenditure consists of
 - Internal development services of CHF 33.5 million (H1 2022: CHF 20.3 million)
 - Development services of third parties of CHF 5.5 million (H1 2022: CHF 3.1 million)
- 350 employees in R&D plus 360 employees in engineering for customer-specific solutions

EBIT further increased



Negative currency effect

Revenues by currency first half 2023



Revenues by currency first half 2022

- EUR 47%
- USD 18%
- CHF 9%
- CNY 15%
- Others 11%

Exchange rates

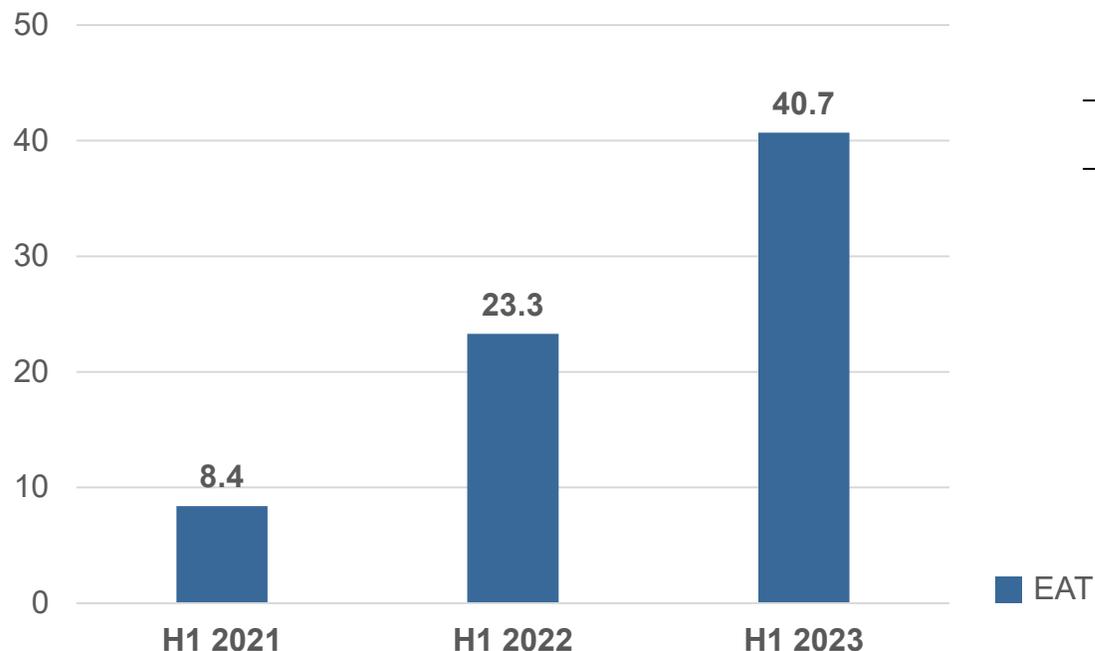
| Currency | Rate on 30.06.2023 | Average rate in first half 2023 | Rate on 30.06.2022 | Average rate in first half 2022 |
|----------|--------------------|---------------------------------|--------------------|---------------------------------|
| USD | 0.910 | 0.930 | 0.960 | 0.940 |
| EUR | 0.990 | 1.000 | 1.010 | 1.050 |
| CNY | 0.125 | 0.135 | 0.144 | 0.147 |

Foreign currency impact

| Year | Revenues | Gross profit margin | EBIT margin |
|---------|----------|---------------------|-------------|
| H1 2023 | -2.6% | -1.6%ppts | -0.6%ppts |
| H1 2022 | -1.2% | -0.6%ppts | -0.4%ppts |

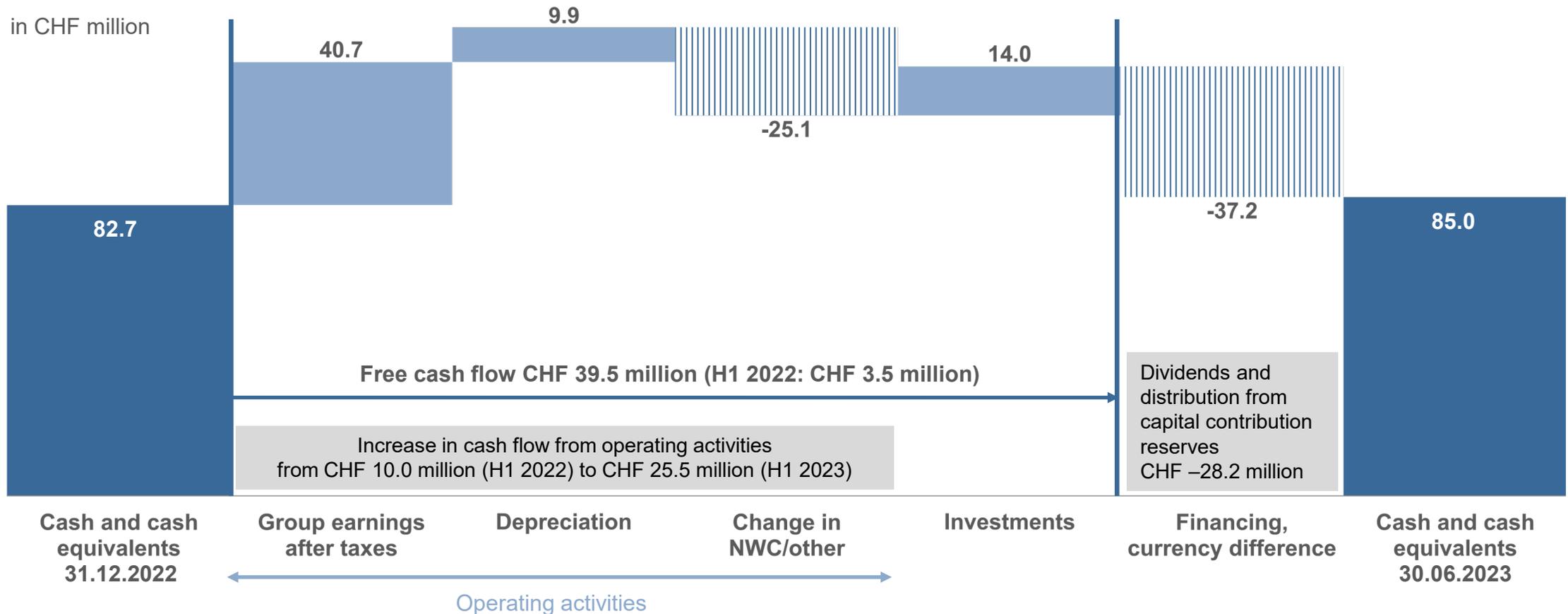
Group earnings after taxes (EAT) increased significantly

in CHF million



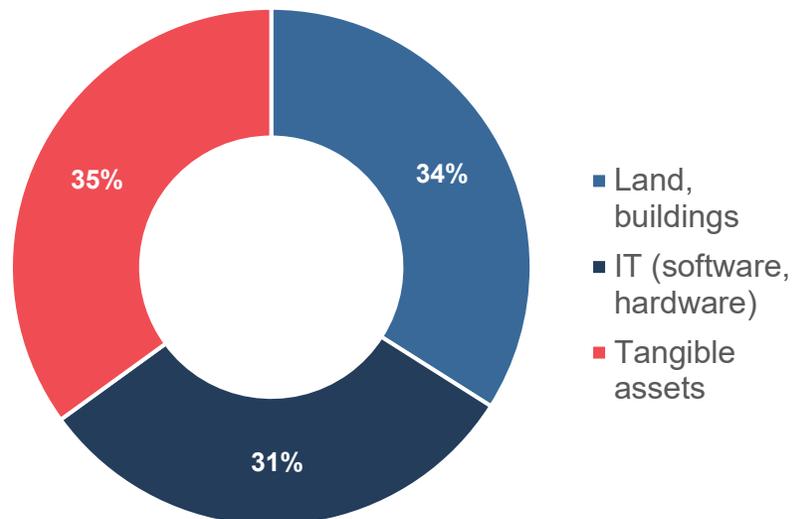
- Sale of building in Rotkreuz contributes CHF 9.7 million
- Basic earnings per share: CHF 7.93 (H1 2022: CHF 6.05)
- Tax rate in % of EBT: 20.3% (H1 2022: 17.3%)
- Tax rate expected over medium term: around 20%

Very high free cash flow: CHF 39.5 million



Higher investment volume due to building renovation at headquarters

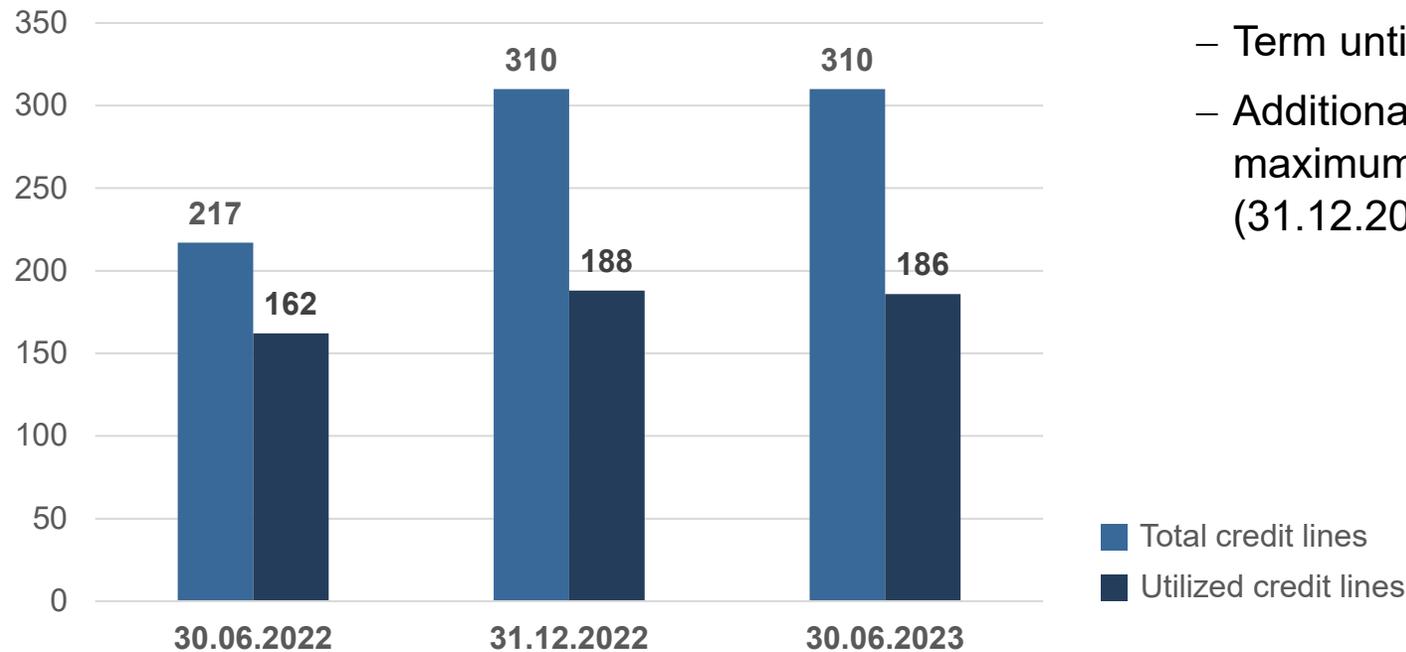
Gross investments



- Gross investments: CHF 13.3 million (H1 2022: CHF 5.5 million)
 - Tangible assets: CHF 9.8 million (H1 2022: CHF 3.7 million)
 - Intangible assets: CHF 3.5 million (H1 2022: CHF 1.8 million)
- Investment in participation: CHF 2.1 million (H1 2022: CHF 1.2 million)
- Divestment (sale building in Rotkreuz): around CHF 28 million
- Planned investment volume going forward (excl. acquisition and sale of companies): around 3% of revenues annually

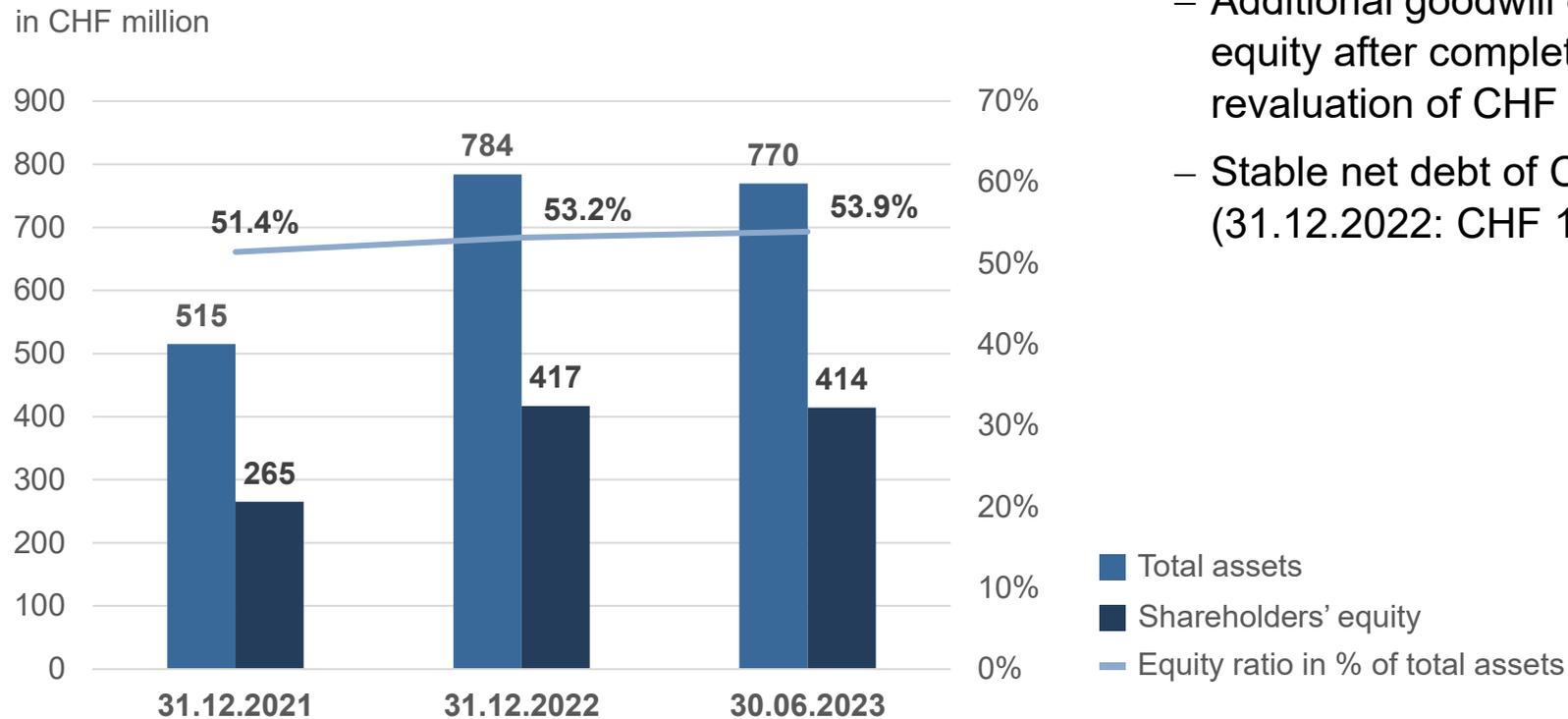
Credit line gives financial freedom of maneuver

in CHF million



- Syndicated loan facility of CHF 250 million (31.12.2022: CHF 250 million)
- Option to expand by additional CHF 60 million
- Term until January 2028
- Additional bilateral credit lines in the amount of maximum CHF 60 million (31.12.2022: CHF 60 million)

Financial base remains strong



- Equity ratio of 53.9%
- Additional goodwill offset with shareholders' equity after completion of Schleuniger revaluation of CHF 3.4 million
- Stable net debt of CHF 101.3 million (31.12.2022: CHF 105.5 million)

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Integration of Schleuniger

Proceeding well



- Integration of the Schleuniger Group has turned out very well so far
- Numerous teams already collaborating successfully
- Optimization of global distribution and service network ongoing
 - Sale of Komax Portugal on 1 July 2023 to Estanflux, distribution partner for Komax in Spain and recently also for Schleuniger

Acquisition of WUSTEC



Services in automated wire prefabrication

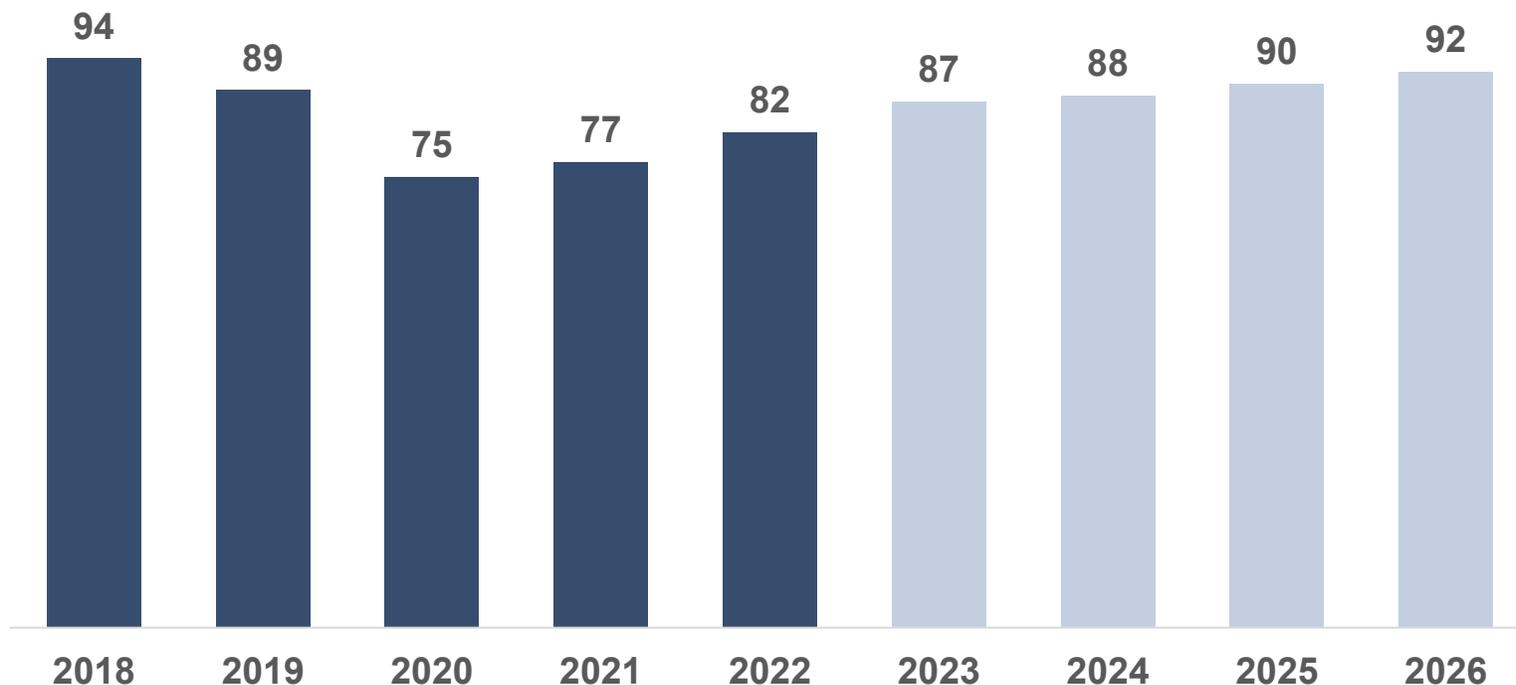
- Consolidated with effect from 1 January 2023
- Expansion of offering in growing industrial segment
 - Digital platform that enables small and mid-sized companies active in control cabinet and machine building to source prefabricated wire sets
- Element of realization of the SMART FACTORY by KOMAX vision
 - The digital platform contributes to the expansion of the on-demand service offered to customers in respect of solutions and services



Vehicle production increases steadily

Four million more vehicles produced than in first half 2022

Production of passenger cars and light commercial vehicles
in million vehicles

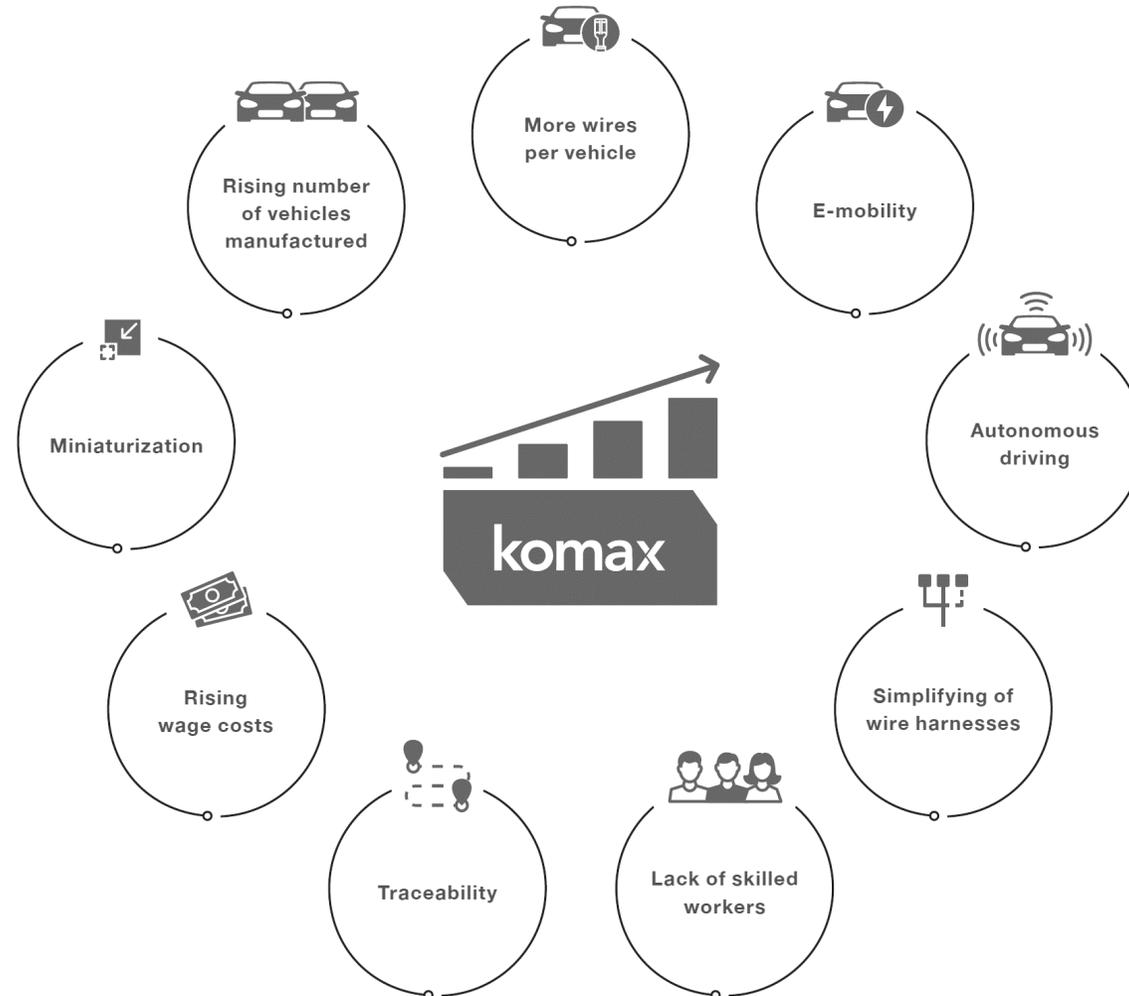


- H1 2023: 43 million vehicles
- H1 2022: 39 million vehicles
- H1 2021: 39 million vehicles

Source: S&P Global (IHS Markit), August 2023

Megatrends accelerate growth

Key growth drivers of the Komax Group



Christian Mäder – CFO from 1 October

With the Komax Group since beginning of August 2023



- Christian Mäder will succeed Andreas Wolfisberg as CFO and member of the Executive Committee from 1 October 2023
- Andreas Wolfisberg will start his retirement at the end of 2023
- Christian Mäder is Swiss Certified Expert in Accounting and Controlling
- Various management positions in international companies (KPMG, AFRY); former CFO of Swisslog Group and of Artemis Group, where he was also responsible for Artemis Asset Management Group as CEO/President

Priorities 2023

Continue to drive the integration process

- Further optimization of the global distribution and service network
- Merging IT systems

First joint trade fair appearances of Komax and Schleuniger

- productronica in Munich (14–17 November 2023)
- SPS in Nuremberg (14–16 November 2023)

New strategy of the Komax Group

- Finalization of the new strategy and financial targets for the year 2028
- Communication of the new strategy: 28 September 2023

Further development of ESG activities

Communication of targets and measures at the Investor Day

Milestones 2023

- Establishment of Sustainability and Innovation Committee at Board of Directors level following the Annual General Meeting in April 2023
- Adoption of ESG strategy and ESG targets
- Communication of ESG key figures for entire Komax Group (including Schleuniger) at the Investor Day on 28 September 2023

Outlook 2024

- Publication of an ESG in accordance with GRI Standards with the 2023 annual report

Outlook

Forecast provided in March confirmed

- Looking ahead to the remainder of 2023, the Komax Group is confident of being able to deliver on its March forecast for the full 2023 financial year.
- In other words, it continues to predict revenues amounting to around CHF 770 million in total and an EBIT margin of around 11% (excluding the sale of the Rotkreuz building). The company is aware that the market environment is very challenging at the moment and that selling capital goods requires considerable effort.
- Nonetheless, as the fundamental trend towards greater automation in wire processing remains intact and the Komax Group is expecting the market situation in China to improve somewhat in the second half of 2023, the Group is expecting to deliver on its ambitious financial guidance.

Contact / Financial calendar



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Financial calendar

| | |
|---|-------------------|
| Investor Day | 28 September 2023 |
| Preliminary information on 2023 financial year | 23 January 2024 |
| Annual media and analyst conference on the 2023 financial results | 12 March 2024 |
| Annual General Meeting | 17 April 2024 |
| Half-year results 2024 | 13 August 2024 |

Disclaimer

This presentation contains forward-looking statements in relation to the Komax Group which are based on current assumptions and expectations. Unforeseeable events and developments could cause actual results to differ materially from those anticipated. Examples include: changes in the economic and legal environment, the outcome of legal disputes, exchange rate fluctuations, unexpected market behavior on the part of our competitors, negative publicity and the departure of members of management. The forward-looking statements are pure assumptions, made on the basis of information that is currently available.

QUESTIONS?

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