



# Datwyler Half-Year Results 2024

23 July 2024



# Agenda

## **Business review**

Volker Cwielong, CEO

## **Financial review**

Judith van Walsum, CFO

## **Outlook**

Volker Cwielong, CEO

## **Questions and Answers**

Volker Cwielong, CEO

Judith van Walsum, CFO

# New CEO and CFO

With broad experience in global leadership roles



**Volker Cwielong**  
Group CEO as of 1 April 2024

20 years in global management positions in industrial groups and automotive suppliers, last in CEO role for the Purem by Eberspächer division, M.Sc. Mechanical Engineering and MBA

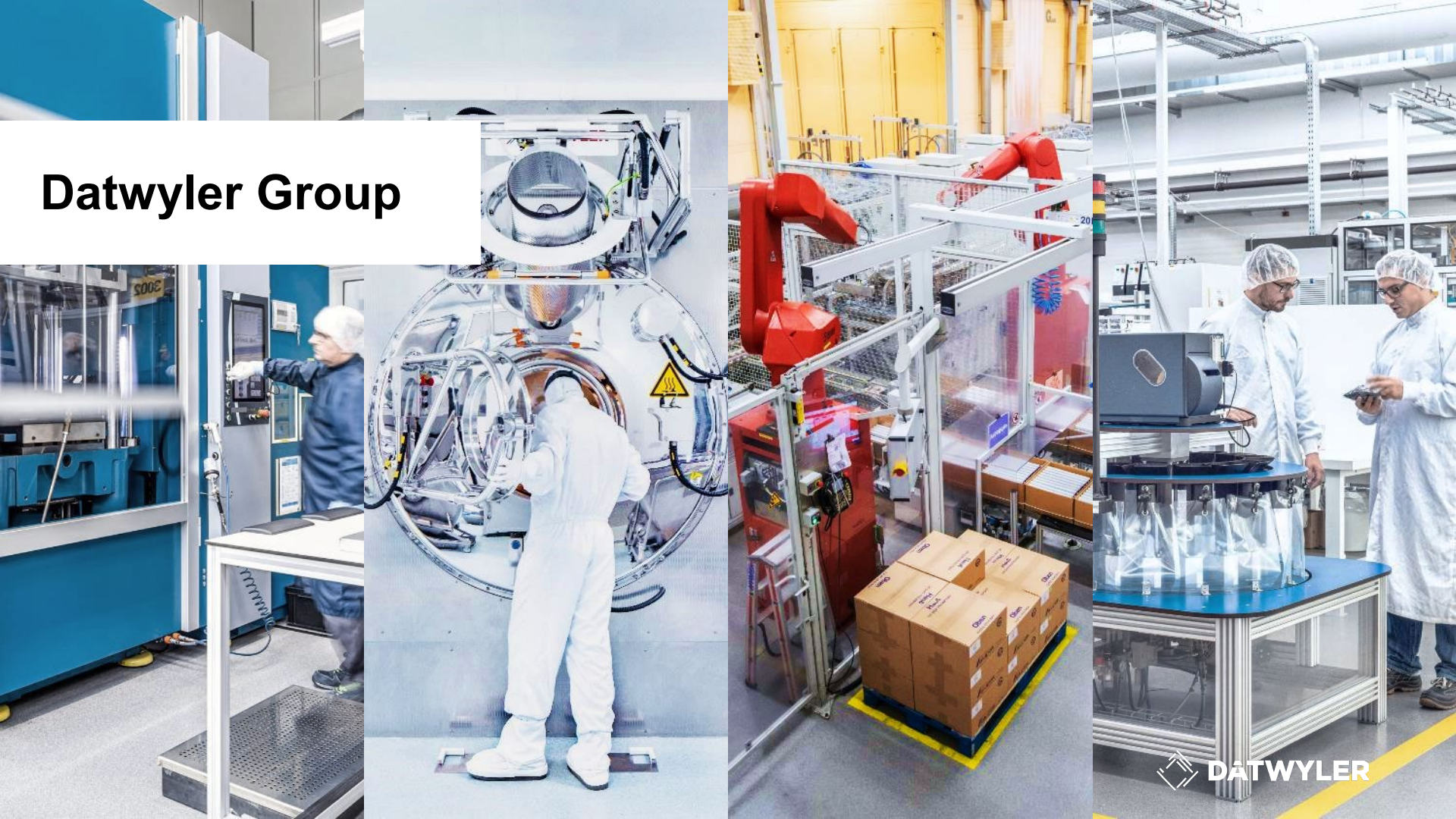


**Judith van Walsum**  
Group CFO as of 1 June 2024

20 years in global management positions at Roche, last as CFO and Head of IT at Roche Diabetes Care, PhD in international political economy



# Datwyler Group



# Datwyler half year 2024

## Increased profitability in a weak market environment

Net revenue CHF

**572.5M**

-5.0% (-2.4%)<sup>1</sup>

CAGR 5 years

**+3.6%**

(+6.5%)<sup>1</sup>

Datwyler Group HY1 net revenue has declined by 5.0% to CHF 572.5 million (currency adjusted net revenue decline of 2.4%)

EBIT increased by 11.6% (15.3% currency adjusted) to CHF 67.5 million. EBIT margin climbed by 180 basis points to 11.8%

EBIT

**67.5M**

+11.6% (+15.3%)<sup>1</sup>

EBIT margin

**11.8%**

+180 basis points

Weak markets in most businesses cause production over-capacities: delayed EV volume growth, low demands in the Oil&Gas sector and ongoing de-stocking effects in Healthcare

Improved profitability driven by optimization of cost and profit structures, price adjustments and lower energy costs

Net result CHF

**38.6M**

+20.2%

Net result per bearer share in CHF

**2.27**

+0.38

Net result has increased by 20.2% to CHF 38.6 million, the net result per bearer share accordingly moved up from 1.89 CHF to 2.27 CHF

<sup>1</sup> FX adjusted

# Healthcare Solutions





# Healthcare Solutions

Maintained profitability level despite lower revenue

Net revenue CHF

**230.7M**

-9.1% (-6.4%)<sup>1</sup>

CAGR 5 years

**+2.7%**

(+6.5%)<sup>1</sup>

EBIT

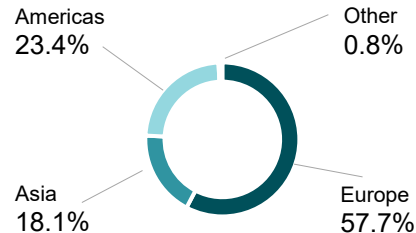
**35.6M**

-10.6% (-8.0%)<sup>1</sup>

EBIT margin

**15.4%**

-30 basis points



<sup>1</sup> FX adjusted



# Industrial Solutions



# Industrial Solutions

## Higher profitability on a stable revenue level

Net revenue CHF

**343.4M**

-2.4% (+0.2%)<sup>1</sup>

CAGR 5 years

**+4.3%**

(+6.5%)<sup>1</sup>

EBIT

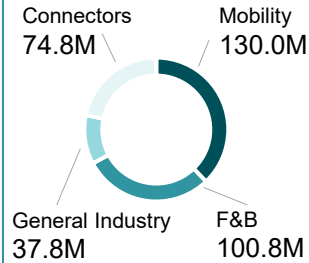
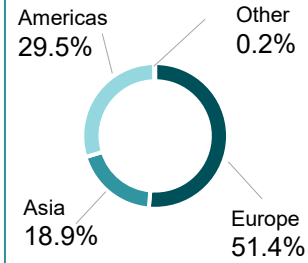
**31.9M**

+54.1% (+60.4%)<sup>1</sup>

EBIT margin

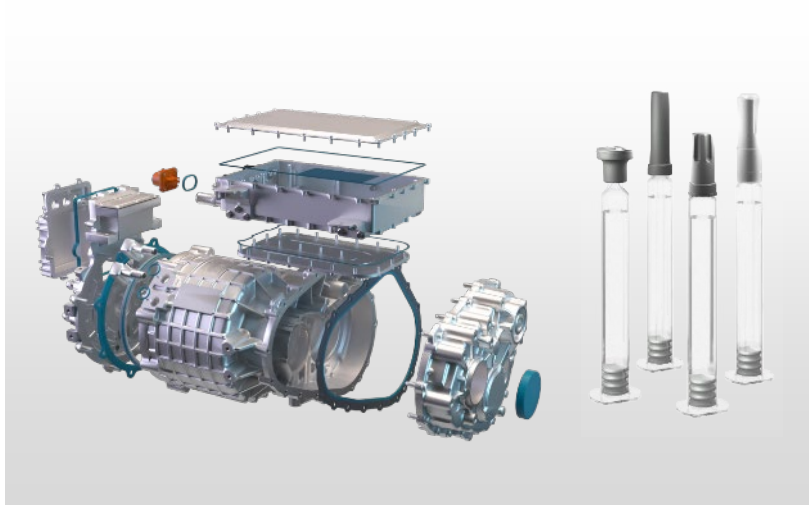
**9.3%**

+340 basis points



<sup>1</sup> FX adjusted

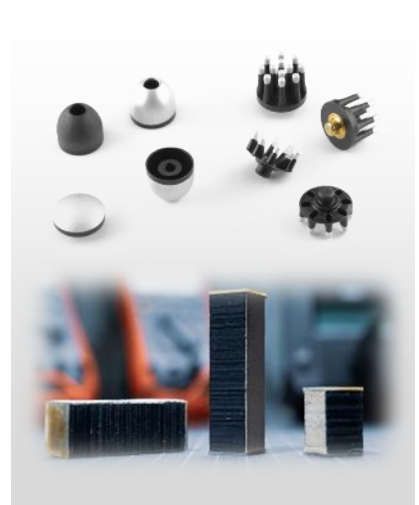
# Datwyler Highlights Half-Year 2024



**Strong new business intake for profitable growth in attractive segments in both Datwyler Business Areas Healthcare and Industrial Solutions**



**Successfully completed important milestones on our sustainability journey**



**Powerful progress in our next generation of product solutions**

# Financial Review

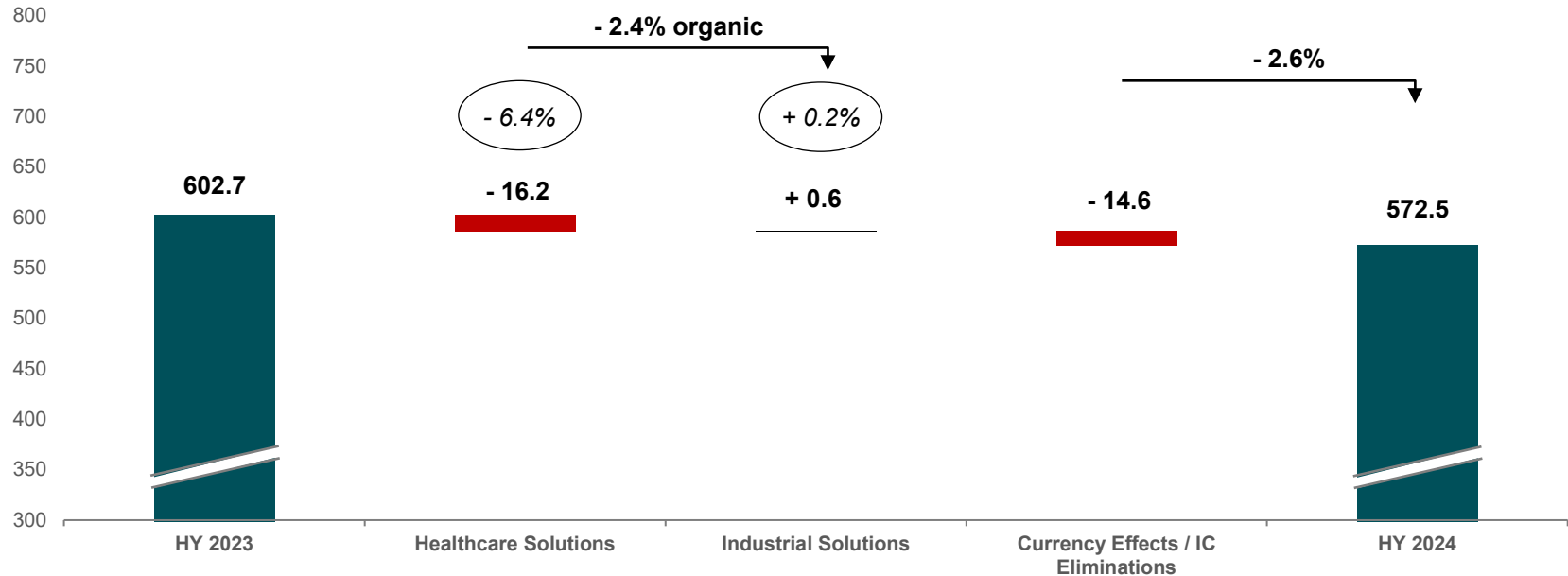
Judith van Walsum, Group CFO



# Datwyler Group Revenue 5.0% below HY 2023

HS sales decline while IS remaining stable, unfavorable FX impact

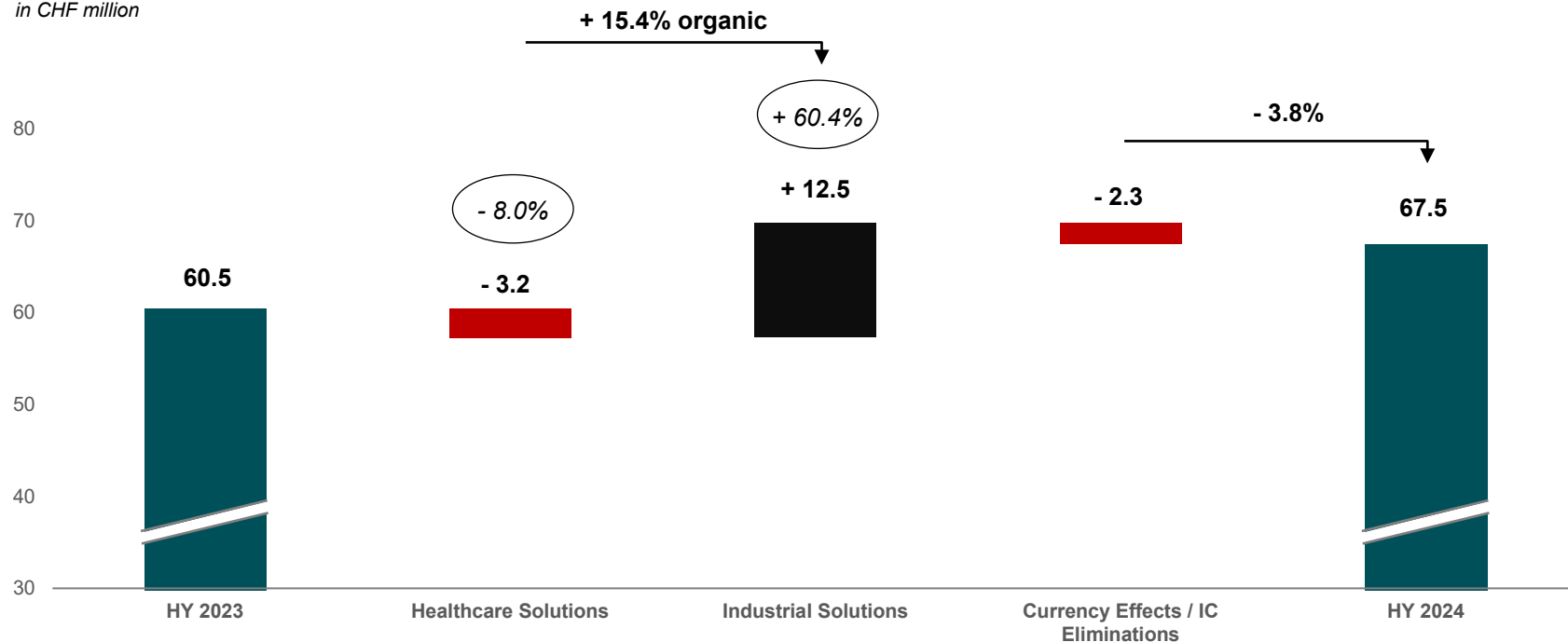
in CHF million



# Group EBIT growing at 11.6% compared to HY 2023

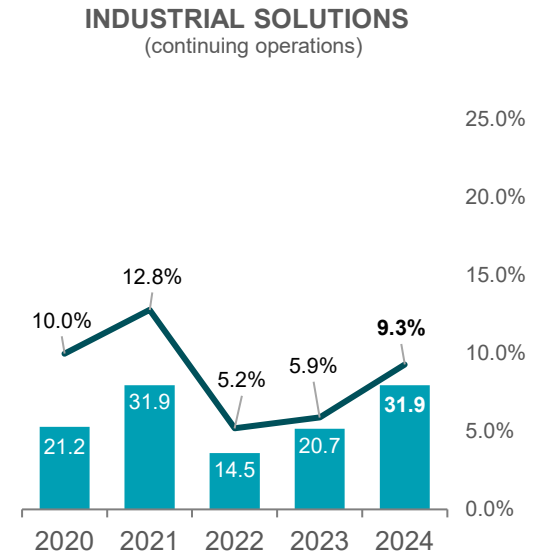
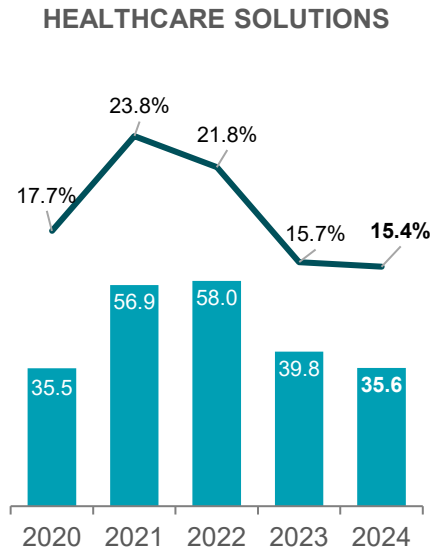
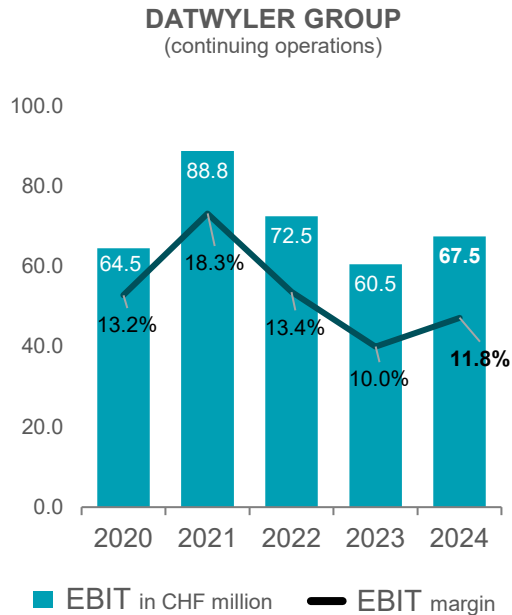
## Industrial Solutions drives Group EBIT-improvement

in CHF million



# EBIT-Margin stable in HS and improving in IS

Improved cost and profitability structures drive margin recovery





# Consolidated Income Statement

## Higher gross profit margin fuels profitability

unaudited in CHF million	Total 30.06.2024	Total 30.06.2023	Change
<b>Net revenue</b>	<b>572.5</b>	<b>602.7</b>	<b>-5.0%</b>
Costs of goods sold	-444.9	-479.6	-7.2%
<b>Gross profit</b>	<b>127.6</b>	<b>123.1</b>	<b>+3.7%</b>
<b>Gross profit in % of net revenue</b>	<b>22.3%</b>	<b>20.4%</b>	<b>n/a</b>
Research and development expenses	-21.6	-21.8	-0.9%
Marketing and selling expenses	-16.0	-17.1	-6.4%
General and administrative expenses	-33.8	-34.7	-2.6%
Other operating income/expenses (net)	11.3	11.0	+2.7%
<b>EBIT</b>	<b>67.5</b>	<b>60.5</b>	<b>+11.6%</b>
<b>EBIT in % of net revenue</b>	<b>11.8%</b>	<b>10.0%</b>	
Net finance result	-12.4	-12.9	-3.9%
<b>Earnings before tax (EBT)</b>	<b>55.1</b>	<b>47.6</b>	<b>+15.8%</b>
Income tax expenses	-16.5	-15.5	+6.5%
<b>Net result</b>	<b>38.6</b>	<b>32.1</b>	<b>+20.2%</b>
<b>Net result per bearer share (in CHF)</b>	<b>2.27</b>	<b>1.89</b>	<b>+0.38</b>

### EBT improving by 15.8%

Slight improvement in Net Finance Result due to further reduction of interest expense

### Net Result improving by 20.2%

High effective tax rate in HY due to non-recoverable withholding taxes and surtax US foreign controlled entities

### Net Result per bearer share

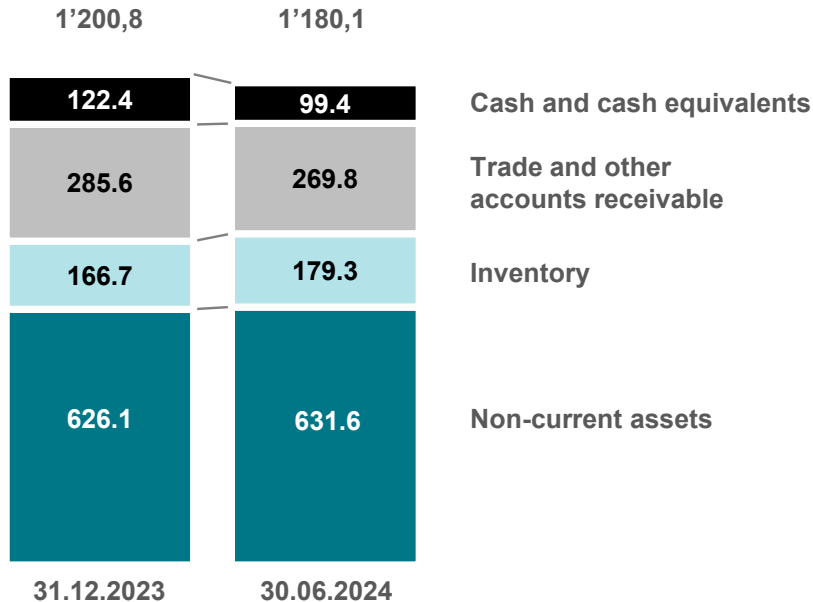
Increasing from 1.89 to 2.27 CHF

# Balance Sheet

## Bond refinancing reduced current liabilities

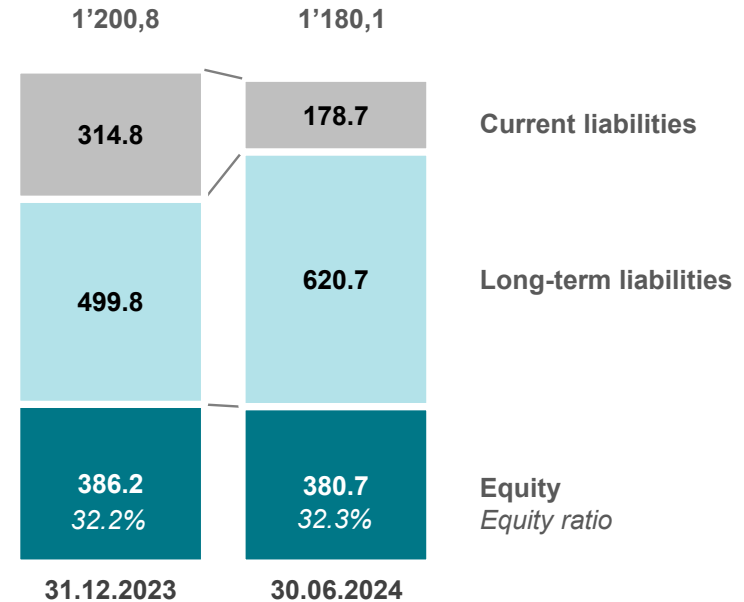
### ASSETS

in CHF million



### LIABILITIES AND EQUITY

in CHF million

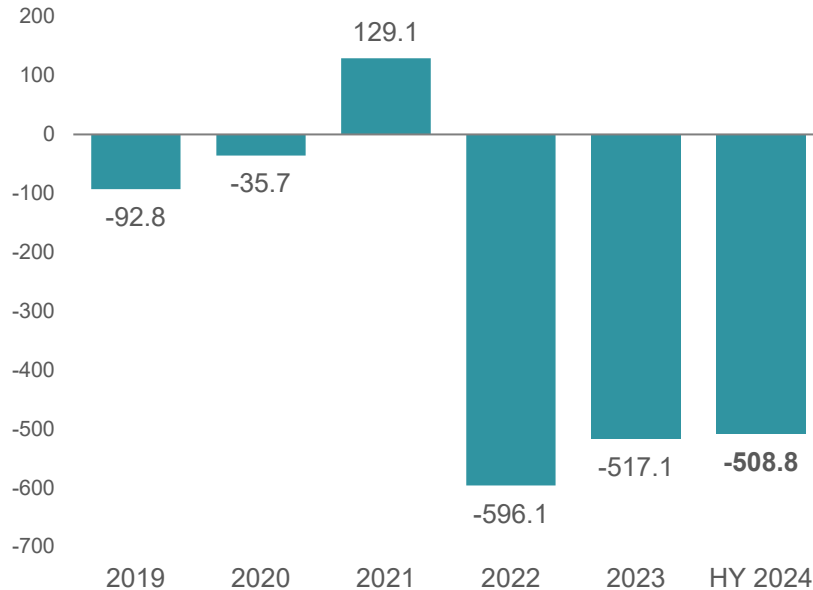


# Group Net Debt Development

## Repayment of bank debt even in challenging markets

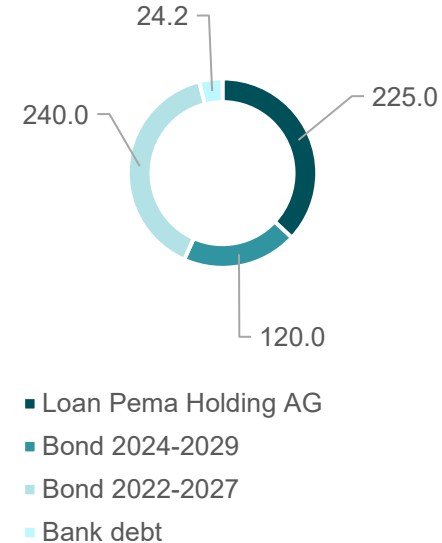
### NET CASH | NET DEBT

in CHF million



### EXTERNAL DEBTS | 30.06.2024

in CHF million



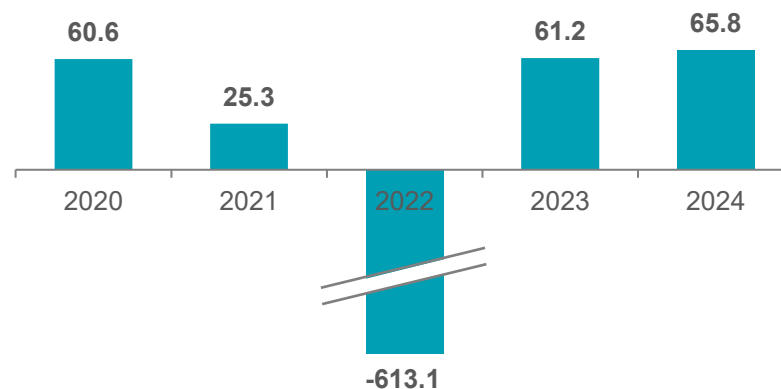


# Condensed Consolidated Cash Flow Statement

## Further increase in Free Cash Flow

in CHF million	30.06.2024 unaudited	30.06.2023 unaudited
Net cash from operating activities	86.3	95.9
Net cash used in investing activities	-20.5	-34.7
<b>Free cash flow</b>	<b>65.8</b>	<b>61.2</b>
Net cash used in financing activities	-91.4	-70.5
Net change in cash and cash equivalents	-25.6	-9.3
Cash and cash equivalents (end of period)	99.4	90.2

**FREE CASH FLOW HALF YEAR**  
in CHF million



# Outlook

Volker Cwielong, Group CEO

## Outlook 2024

In the short-term, unchanged weak markets, de-stocking by healthcare customers and underutilized capacities lead to the following guidance for full year 2024:

- EBIT-margin above prior year
- Revenue in the range of prior year





# Strategic Positioning for Long-Term Success

## HEALTHCARE SOLUTIONS

- largest **technology portfolio** for elastomer components in injectable drug packaging
- quality-by-design, cGMP compliant **FirstLine plants** available in USA, Belgium and India
- exclusive "**pure-play**" positioning towards system suppliers as strategic advantage

## INDUSTRIAL SOLUTIONS

- **co-engineered** system-critical components for demanding applications in Mobility, Connectors, F&B and General Industry
- customer-specific **material design and development** competence ready to support megatrends i.e. e-mobility, new energy, IoT



### DIVERSIFIED IN ATTRACTIVE MARKETS

... we focus on strategic market segments with high barriers of entry and long-term growth perspectives



### SUPERIOR QUALITY AND RELIABILITY

... our system-critical elastomer components create high customer value through functionality while taking a low cost share in the systems



### PARTNER FOR THE ENTIRE VALUE CHAIN

... we master our product from solution design, material development, process engineering to serial delivery at highest operational excellence



### GLOBAL PRESENCE

... over 8.000 Datwyler employees at more than 25 sites on four continents serve customers in over 100 countries with outstanding products

# Setting Datwyler up for the Future



Unlock additional opportunities by enhancing commercial and operational excellence in the entire Datwyler organization



Accelerate commercialization of new Datwyler product solutions and foster our next generation materials and product technology



Further integrate sustainability into products, processes, supply chains to protect our planet and for the benefit of our stakeholders

# Questions and Answers

Volker Cwielong, CEO

Judith van Walsum, CFO

## **Disclaimer**

This presentation contains forward-looking statements that reflect the Group's current expectations regarding market conditions and future events and are therefore subject to a number of risks, uncertainties and assumptions.

Unanticipated events could cause actual results to differ from those predicted and from the information contained in this presentation. All forward-looking statements in this presentation are qualified in their entirety by the foregoing.

## **Dätwyler Holding Inc.**

Gotthardstrasse 31, 6460 Altdorf

T +41 41 875 11 00, F + 41 41 875 12 05

info@datwyler.com, www.datwyler.com