



## **Datwyler half year results 2021**

### **Accelerated profitable growth shows potential for the future**

11 August 2021



# Agenda

## **Business Review**

Dirk Lambrecht, CEO

## **Financial Review**

Walter Scherz, CFO

## **Outlook**

Dirk Lambrecht, CEO

## **Questions and Answers**

# Datwyler half year 2021 (continuing operations)

## Strong sales growth and high profit increase

Continuing operations with dynamic revenue growth of 20.8% compared to the pandemic-ridden prior-year period

Clear double-digit sales growth in almost all markets

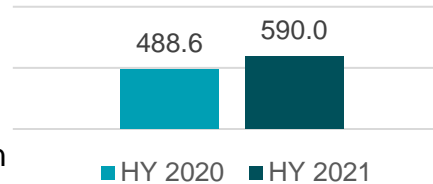
High EBIT increase of 53.3% to CHF 98.9 million thanks to high-capacity utilization and cost discipline

Improvement of EBIT margin to 16.8%

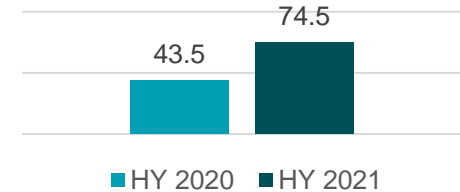
Net result increased by 71.3% to CHF 74.5 million or CHF 4.38 per share

Revenue and EBIT already 8.0% and 7.4% above pre-pandemic levels of first half of 2019

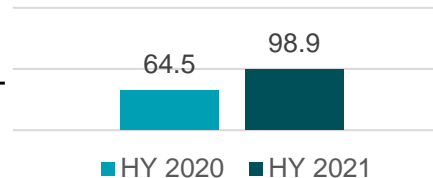
Net revenue  
in MCHF



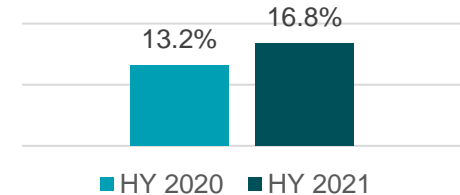
Net result  
in MCHF



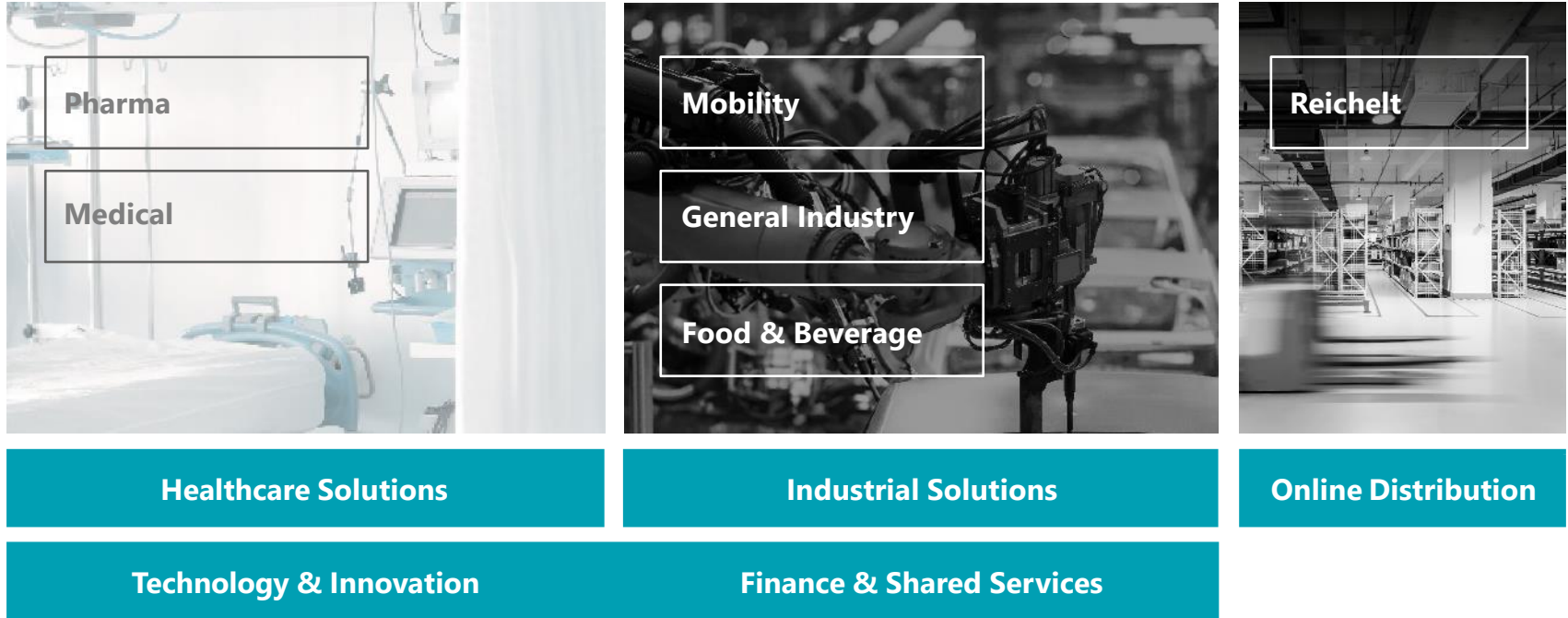
EBIT  
in MCHF



EBIT  
margin



# Strategic realignment indicates promising potential for the future – core business with a 18.3% EBIT margin



# Healthcare Solutions



# Healthcare Solutions half year 2021

## EBIT rise by more than 50% – attracting new customers

238.7

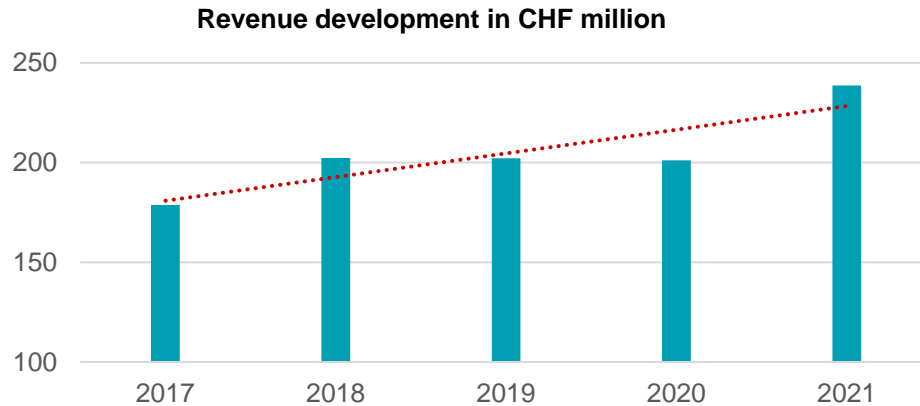
CHF million  
revenue

23.8%

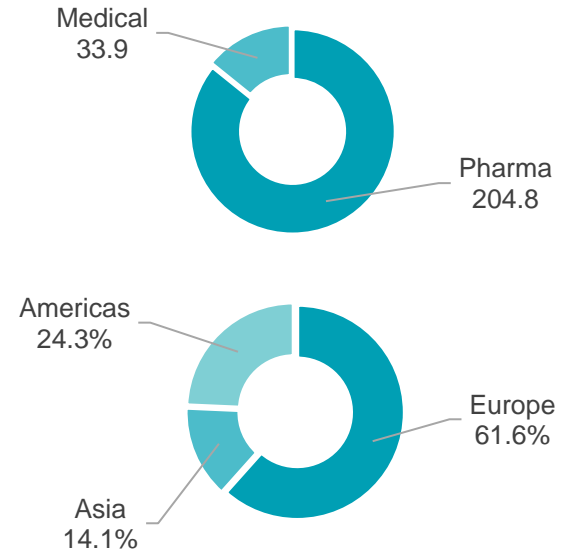
EBIT  
margin

2'386

employees  
(FTE)



Revenue split in CHF million  
(by destination)





# Industrial Solutions



# Industrial Solutions half year 2021

## Clear demand recovery and strengthening of earning power

249.3

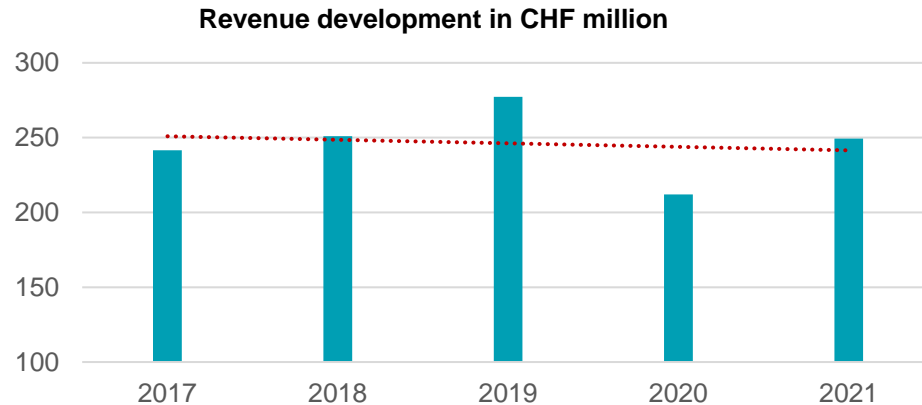
CHF million  
revenue

12.8%

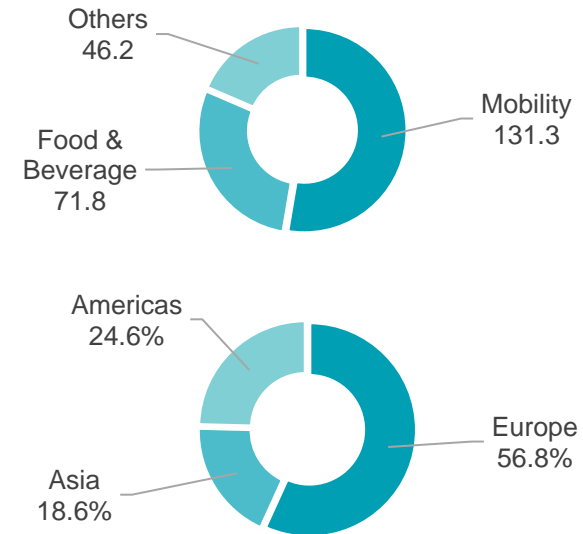
EBIT  
margin

4'217

Employees  
(FTE)



Revenue split in CHF million  
(by destination)





# Online Distribution



# Online distributor Reichelt half year 2021

## Continued strong growth and EBIT improvement

105.0

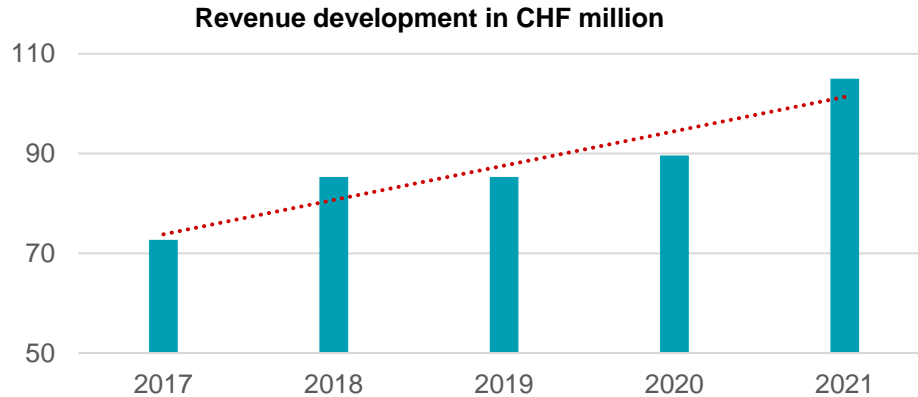
CHF million  
revenue

9.6%

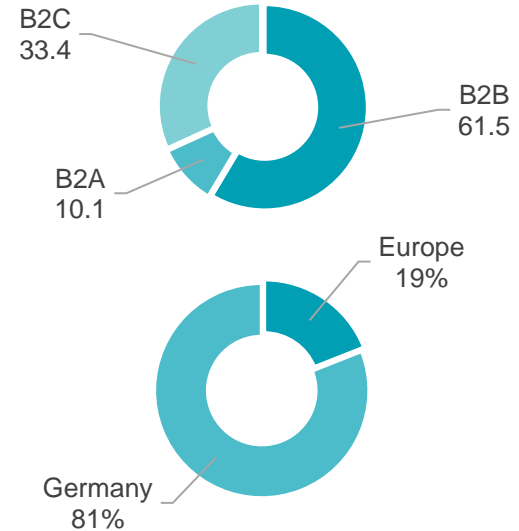
EBIT  
margin

277

employees  
(FTE)



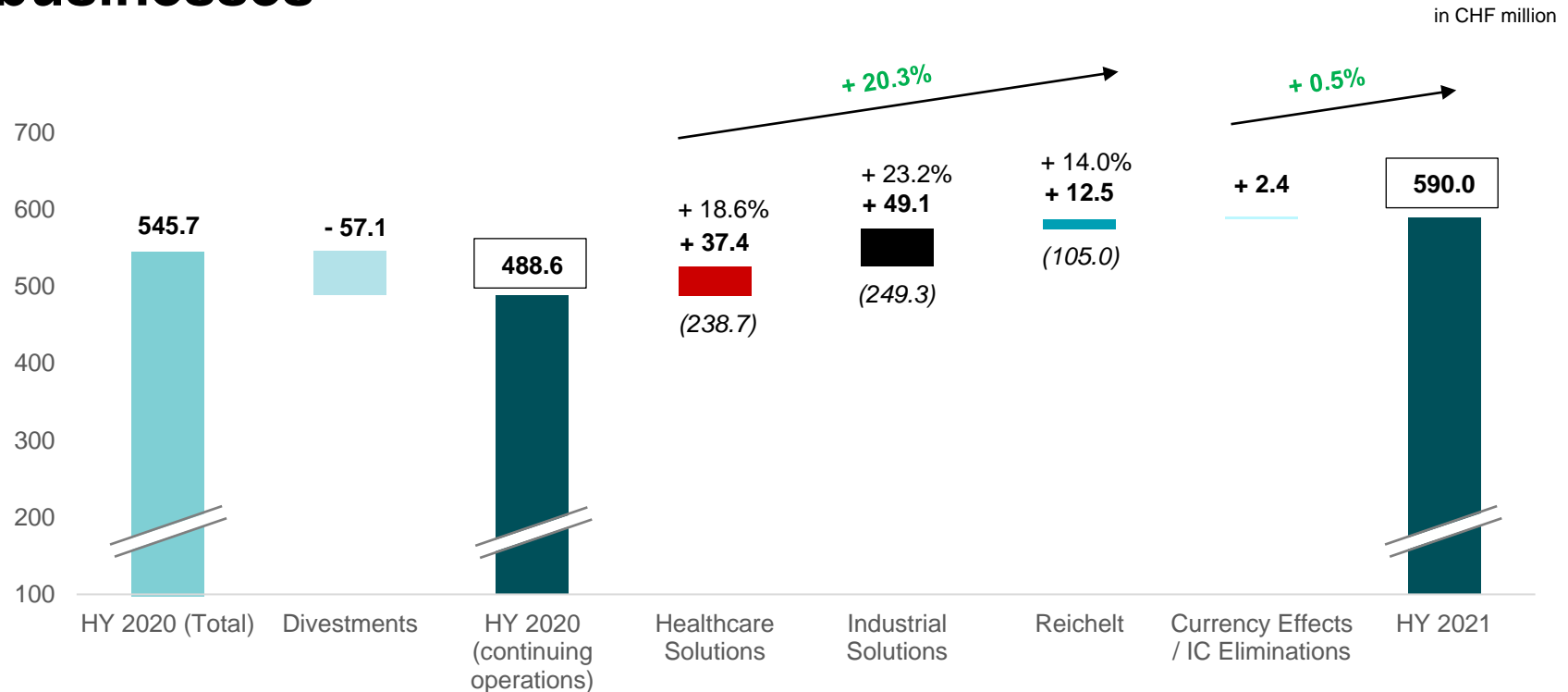
Revenue split in CHF million  
(by destination)



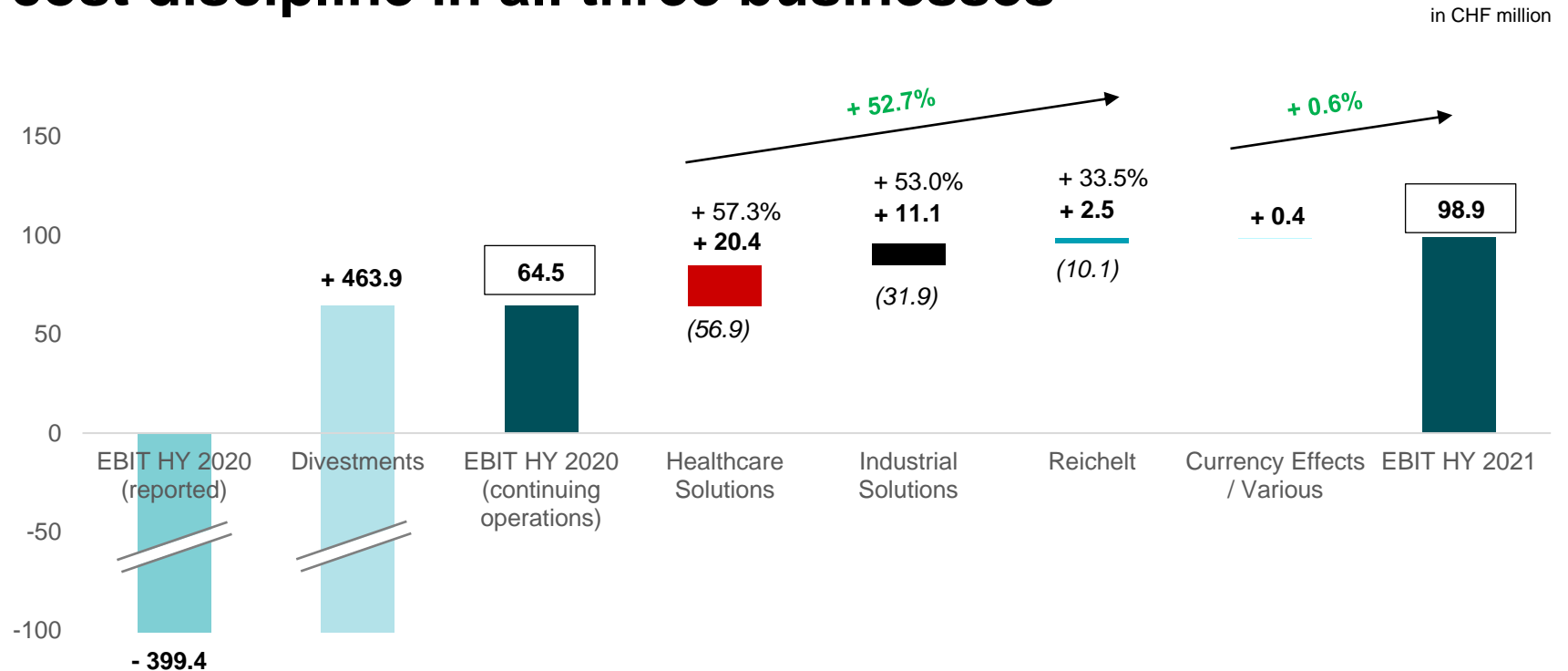
# Financial Review

Walter Scherz, CFO

# Substantial organic revenue growth in all three businesses

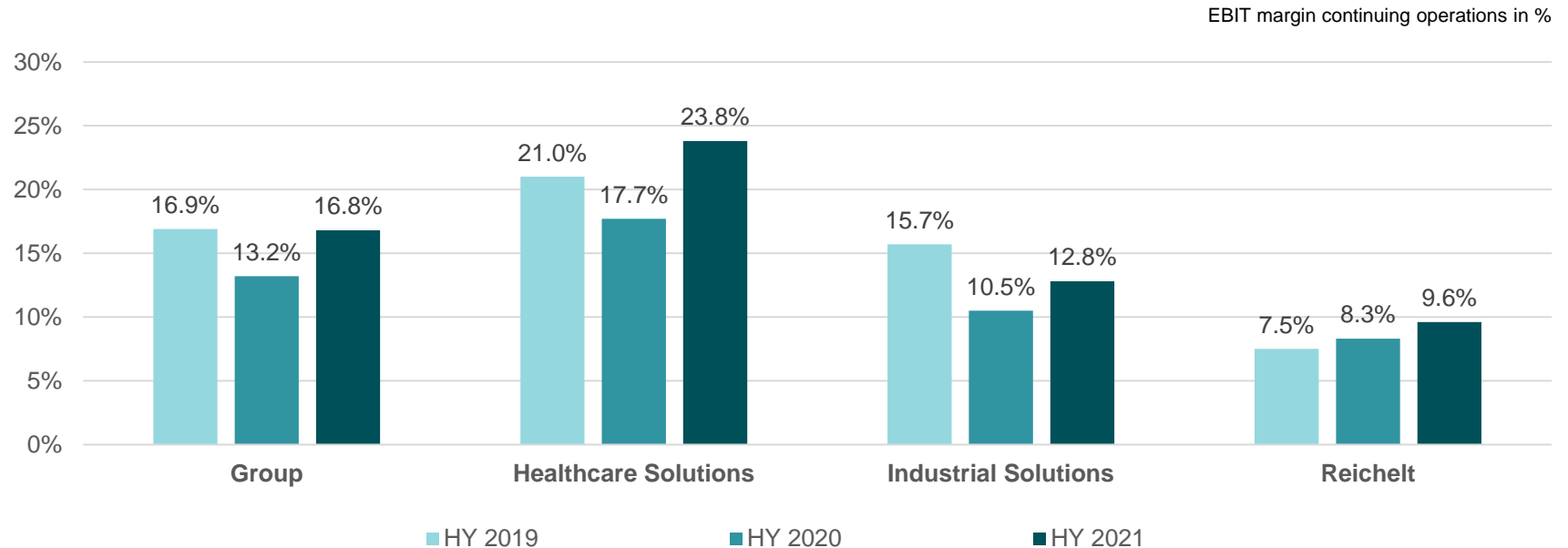


# 53.3% EBIT increase thanks to strong net revenue and cost discipline in all three businesses





# Robust track record in operating profitability thanks to leading market positions and customer intimacy

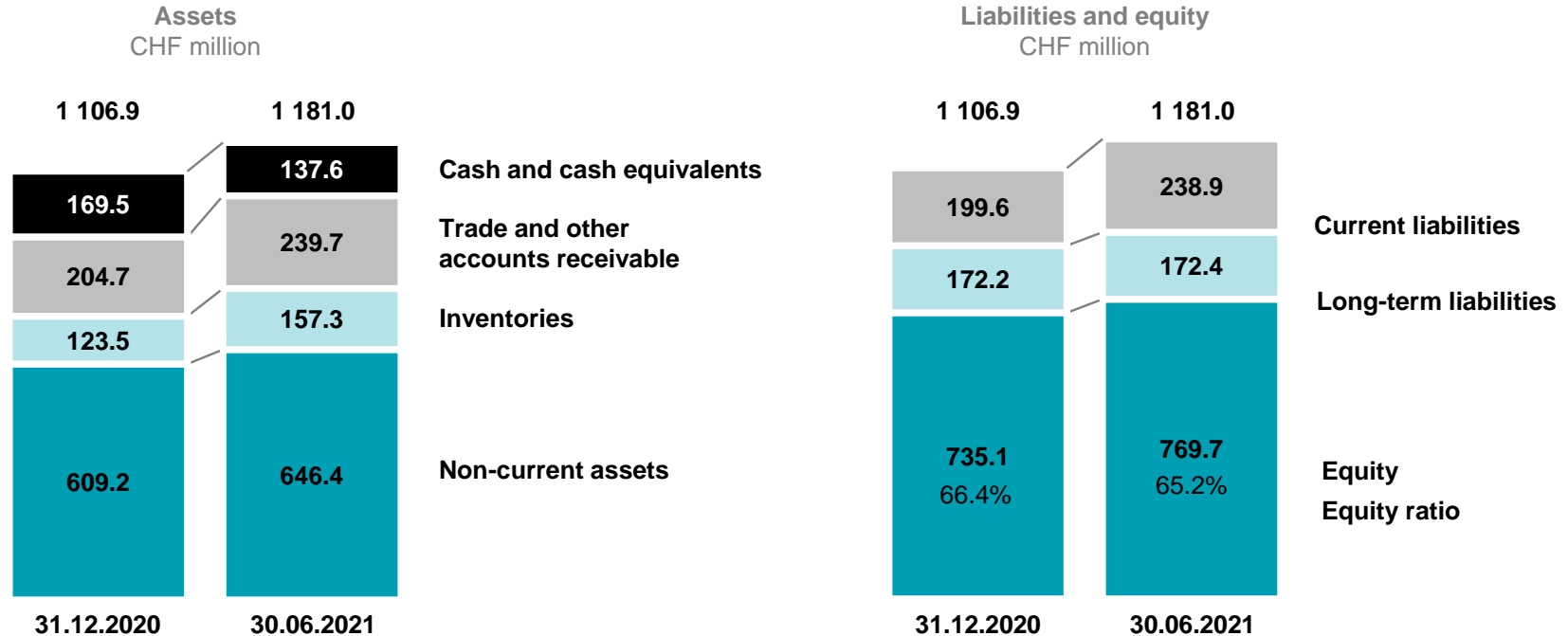


# Consolidated income statement

Unaudited in CHF million	Total 30.06.2021	Continuing 1) 30.06.2020	Discontinued 2) 30.06.2020	Total 30.06.2020
<b>Net revenue</b>	<b>590.0</b>	<b>488.6</b>	<b>57.1</b>	<b>545.7</b>
Costs of goods sold	(432.3)	(370.3)	(46.5)	(416.8)
<b>Gross profit</b>	<b>157.7</b>	<b>118.3</b>	<b>10.6</b>	<b>128.9</b>
Research and development expenses	(12.9)	(11.1)	(0.9)	(12.0)
Marketing and selling expenses	(25.8)	(24.5)	(6.5)	(31.0)
General and administrative expenses	(29.9)	(29.6)	(2.8)	(32.4)
Other operating income	10.1	11.5	0.2	11.7
Other operating expenses	(0.3)	(0.1)	(0.0)	(0.1)
Loss on sale of subsidiaries	-	-	(464.5)	(464.5)
<b>Operating result</b>	<b>98.9</b>	<b>64.5</b>	<b>(463.9)</b>	<b>(399.4)</b>
Net finance result	(1.2)	(6.6)	(0.3)	(6.9)
<b>Earnings before tax (EBT)</b>	<b>97.7</b>	<b>57.9</b>	<b>(464.2)</b>	<b>(406.3)</b>
Income tax expenses	(23.2)	(14.4)	(1.0)	(15.4)
<b>Net result</b>	<b>74.5</b>	<b>43.5</b>	<b>(465.2)</b>	<b>(421.7)</b>
<b>Net result per bearer share (in CHF)</b>	<b>4.38</b>	<b>2.56</b>	<b>(27.36)</b>	<b>(24.80)</b>

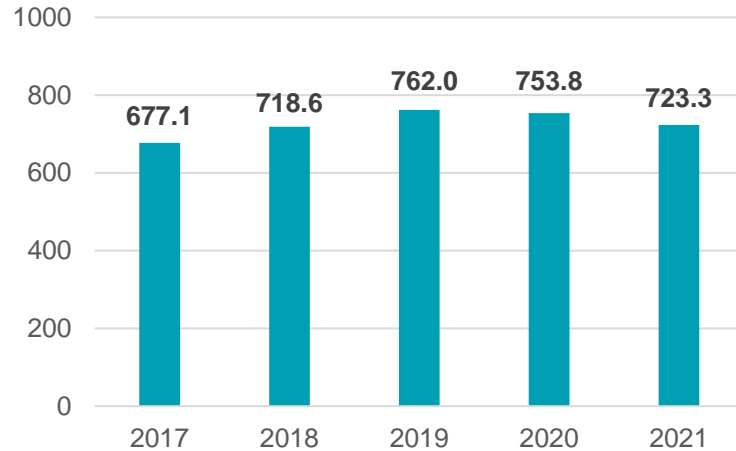
1) Continuing operations    2) Discontinued operations

# Solid equity and strong financial flexibility helps to pursue future opportunities

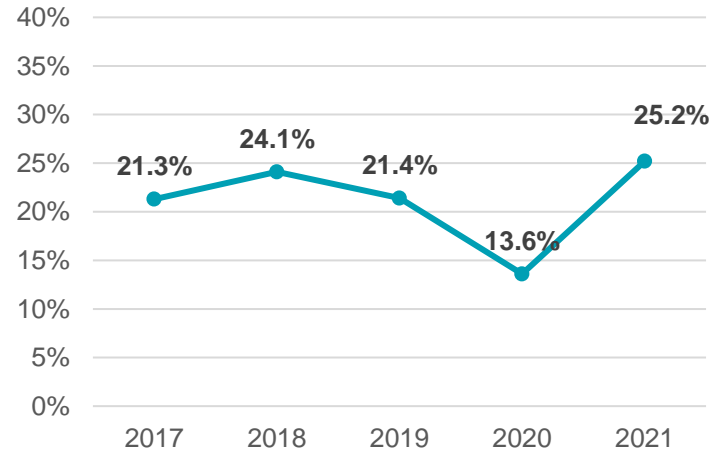


# EBIT is the driver for improvement in Return on Capital

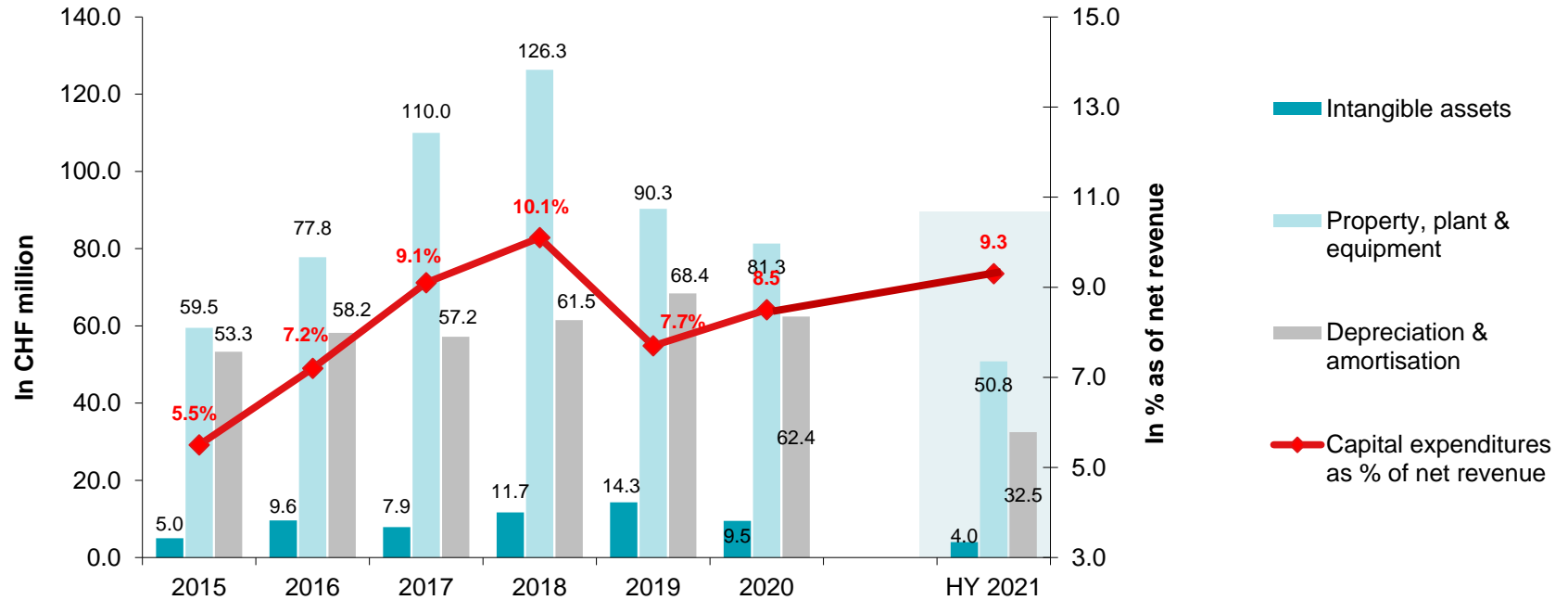
Average capital employed



ROCE (LTM)



# Datwyler allocates capital expenditures to future growth markets

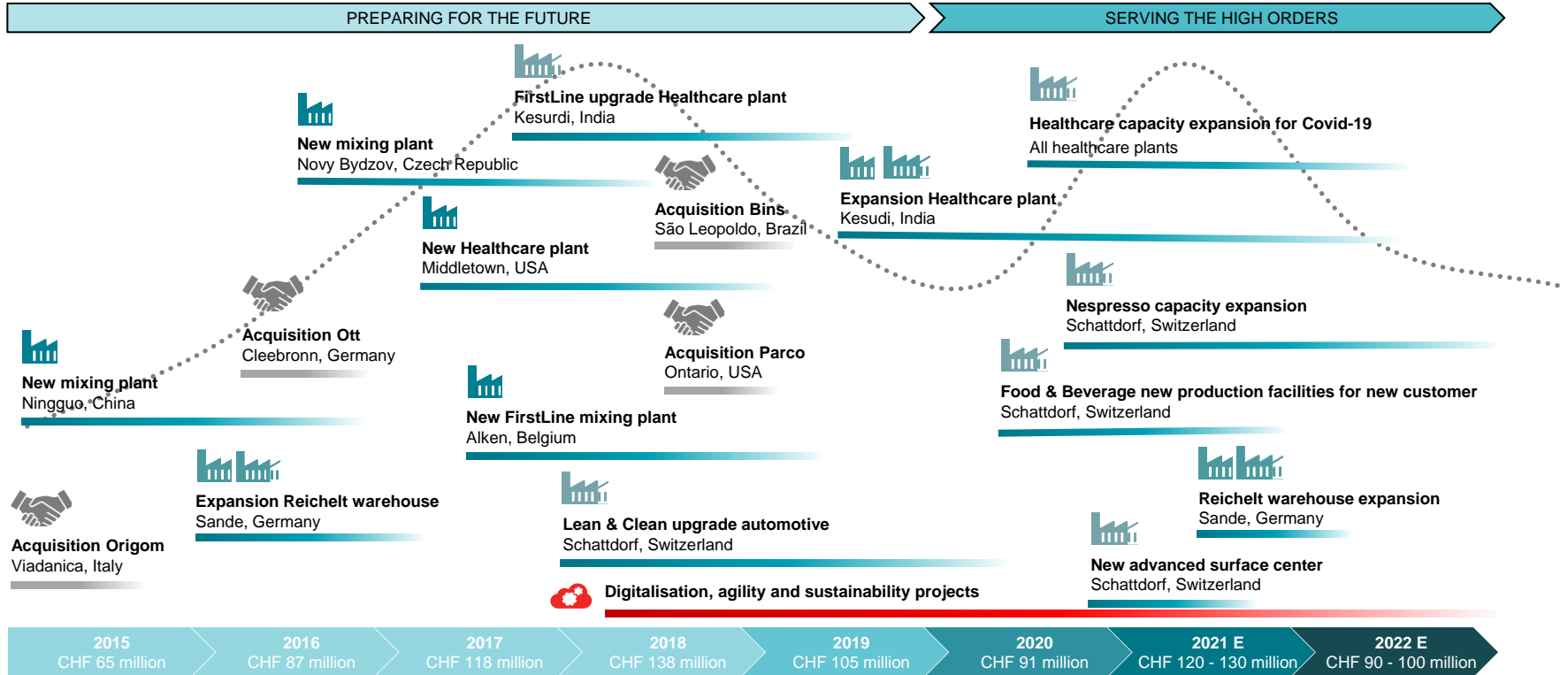




# Condensed consolidated cash flow statement

in CHF million	30.06.2021 unaudited	30.06.2020 unaudited
<b>Net cash from operating activities</b>	<b>78.6</b>	<b>79.1</b>
- Of which change in net working capital	(44.9)	(24.1)
<b>Net cash used in investing activities</b>	<b>(53.3)</b>	<b>(18.5)</b>
- Of which property, plant and equipment, net	(53.1)	(37.7)
- Of which disposal of subsidiaries (net of cash disposed of)	-	19.3
<b>Free Cash Flow</b>	<b>25.3</b>	<b>60.6</b>
<b>Net cash used in financing activities</b>	<b>(60.6)</b>	<b>(79.8)</b>
- Of which proceeds from/(repayment of) bank debt, net	0.8	(25.0)
- Of which net repayment of loan payable to Pema Holding AG	(3.0)	(1.5)
- Of which dividend payment	(54.4)	(51.0)
- Of which purchase of treasury shares	(3.9)	(1.6)
- Effect of exchange rate changes on cash and cash equivalents	3.4	(4.0)
<b>Net change in cash and cash equivalents</b>	<b>(35.3)</b>	<b>(19.2)</b>
<b>Cash and cash equivalents (end of period)</b>	<b>137.6</b>	<b>168.7</b>

# Investments to serve the high orders and drive growth



Investment figures excluding acquisitions

**Capital Market Day**  
**Thursday 30 September 2021**  
at our plant in Schattdorf, Switzerland



# Outlook

Dirk Lambrecht, CEO

# Our strategic priorities

DRIVE  
PROFITABLE  
**GROWTH**

ADVANCE  
SUSTAINABILITY

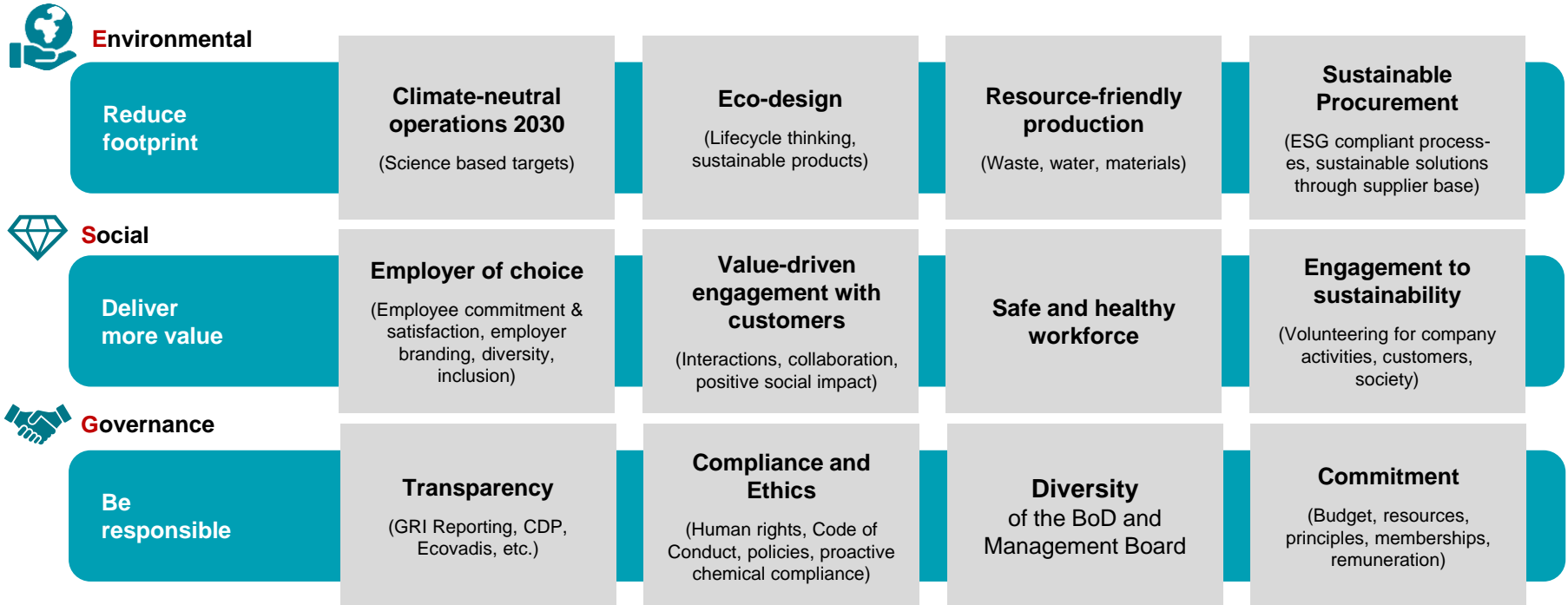
INCREASE  
**AGILITY**

ACCELERATE  
**DIGITALISATION**





# New Datwyler ESG landscape for enhancing sustainability





## **Outlook 2021**

Healthcare Solutions: significant double-digit revenue growth

Unchanged high growth rate in Food & Beverage business unit

Shortage of electronic components could slow down sales growth of Mobility and Reichelt

Challenge to procure certain raw materials and a shortage of logistical capacities

Group: Revenue growth to above CHF 1'150 million, EBIT margin of above 16%

# Strong foundation for future success

Focus on system-critical elastomer components.

Superior customer value based on core competencies.

Leading positions in markets driven by megatrends.

Dedication to talent development and sustainable growth.

Track record of strong performance and financial stability.

# Questions and Answers

Dirk Lambrecht, CEO

Walter Scherz, CFO

**Thank you**





## **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, Switzerland

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

info@datwyler.com, www.datwyler.com