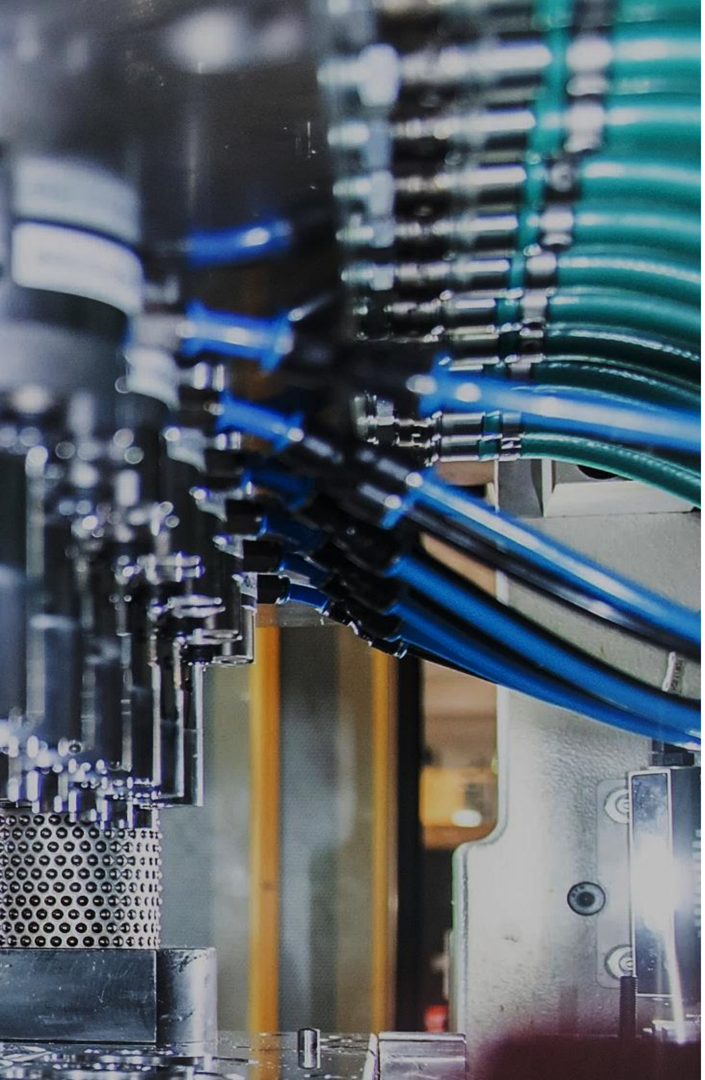
Half Year 2025 Results

Webstream Conference | July 22, 2025



Agenda

Half-year 2025 Business Review

Volker Cwielong, CEO

Half-year 2025 Financial Review

Dr. Judith van Walsum, CFO

Market Expectations and Outlook

Volker Cwielong, CEO

Q&A

DATWYLER

Half Year 2025 Business Review

Volker Cwielong, CEO

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Datwyler gained important momentum in first half of 2025 with growth in Healthcare and improved EBIT margin

- **Net revenues** slightly dipped to **CHF 563.0m** (-1.7% vs. PY) primarily due to large FX impacts, currency-adjusted growth of 1.3%
- **Significant momentum in Healthcare**, solid growth in segment Food&Beverage, softened demand in Automotive and Industry
- **EBIT margin increased** to 12.2% (+ 0.4 pp vs. PY), primarily driven by volume recovery and product mix in Healthcare
- **Operational improvements** and cost adjustment across all segments, limited direct impacts of tariff conflicts successfully mitigated

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New business wins prioritize innovation and high-value offerings, transformation program ForwardNow is on track

- Attractive **new project wins** in both divisions with strong focus on innovative, **high-value products** with superior customer value
- **Flawless production ramp-up** for GLP-1 and enhanced traction for NeoFlex products in Healthcare, new co-engineered programs in Industrial with large share in high-voltage applications

- Four **ForwardNow** action areas are being rapidly advanced through twenty targeted initiatives and coordinated by dedicated transformation team
- **Early efficiency gains** from initiatives are already visible, putting 2025 program targets well within reach

Healthcare market with strong momentum, softened demand in Automotive and Industry segments, continued growth in F&B

DIVISION HEALTHCARE

HEALTHCARE

Destocking trends tapered off supported by steady increase of demand and orders in Q2

42%

DIVISION INDUSTRIAL

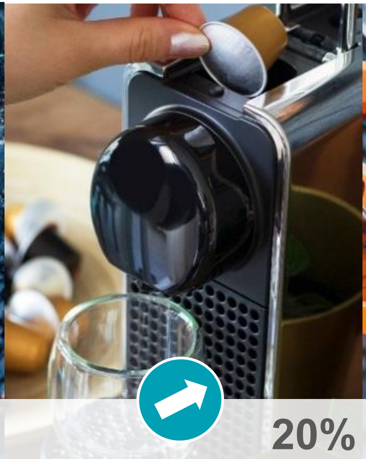
AUTOMOTIVE

Subdued demand conditions in Europe and Americas due to ongoing tariff conflicts

27%

F&B

Solid demand and increased order volumes from business with strategic partner



20%

INDUSTRIES

Tariff conflicts still softening demand and investments, slight recovery in Energy

11%

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Half Year 2025 Financial Review

Dr. Judith van Walsum, CFO

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Datwyler Group: half year net revenue at CHF 563m, currency adjusted +1.3%, EBIT margin improved by 0.4pp to 12.2%

Profit and Loss Statement

	in CHF M	HY2025 ACT	HY2024 ACT	Δ in %
1	**Net revenue**	**563.0**	**572.5**	-1.7%
	Costs of goods sold	(432.8)	(444.9)	-2.7%
2	**Gross profit**	**130.2**	**127.6**	**2.0%**
	Operating Expenses	(61.3)	(60.1)	2.0%
3	**EBIT**	**68.9**	**67.5**	**2.1%**
4	Net finance result	(12.7)	(12.4)	2.4%
	Earnings before tax (EBT)	**56.2**	**55.1**	**2.0%**
5	Income tax expenses	(18.3)	(16.5)	10.9%
6	**Net result**	**37.9**	**38.6**	**-1.8%**
	in % of net revenue			**Δ in pp**
	Gross profit	23.1%	22.3%	0.8pp
	EBIT-margin	12.2%	11.8%	0.4pp
	in CHF			**Δ in %**
	Net result per bearer share	2.23	2.27	-1.8%

Key highlights

1. Currency adjusted net revenue growth driven by Healthcare and F&B Challenging market conditions notably in Automotive and Industry
2. Gross profit margin improvement due to favorable product mix in Healthcare and tight cost control
3. Reported EBIT at CHF 68.9M, 2.1% above PY
4. Turbulent Forex development led to slightly higher net finance result
5. Higher income tax expenses, also due to non-recognition of DTAs
6. Net result at 6.7% of net revenues as in prior year

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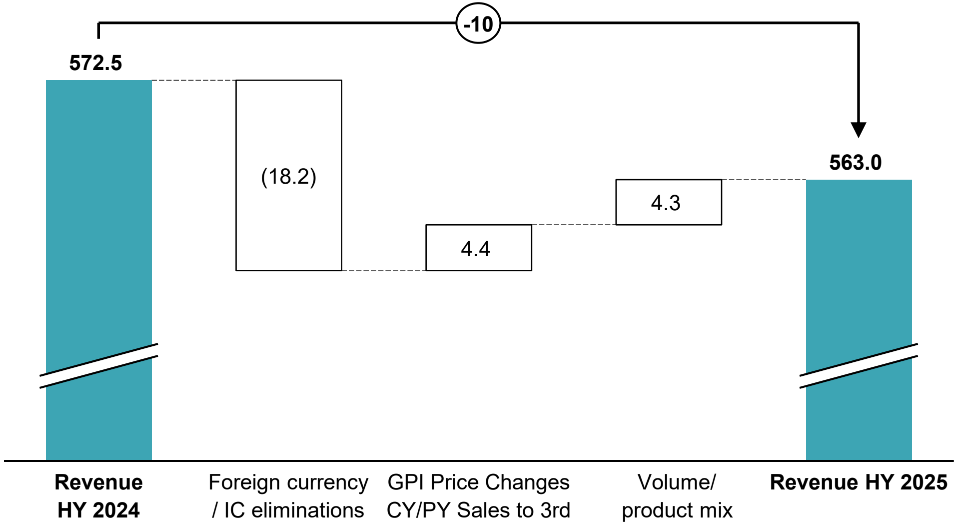
Currency-adjusted growth driven by Healthcare and F&B, reported revenue unfavorably impacted by FX headwinds

Revenue Bridge Half Year 2025 in CHF M



Key highlights

- Top line significantly impacted by negative currency effect due to the strong Swiss Franc: CHF 16.7M FX (-2.9%). Changes in interdivisional sales at CHF 1.5M
- Healthcare's higher volumes and improved product mix, as well as F&B continued growth at double digit EBIT margin offset decline in T&E

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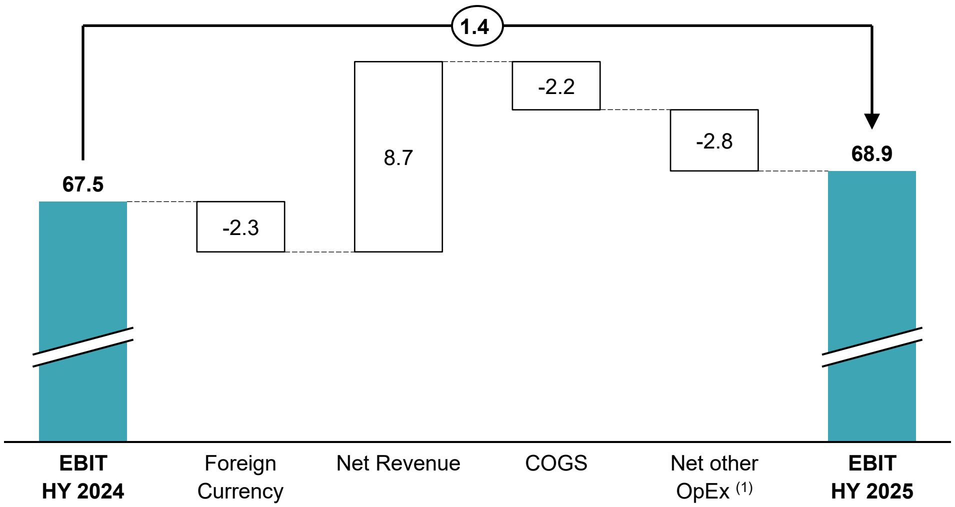
Higher volumes and better product mix in Healthcare lead to growth, improved gross profit margin and increased EBIT

EBIT Bridge Half Year 2025 in CHF M



Key highlights

- Reported EBIT at 12.2% of net revenues (+0.4pp vs PY) despite slow start to the year and weak demand in Transport & Electronics
- Sales grew faster than COGS due to improved product mix in Healthcare, resulting in higher profit contribution
- COGS growth kept in check thanks to lower material cost and reduced expenses
- Slight increase in Opex in absolute terms (inflation, build up capabilities), yet staying stable as % of revenues

(1) Net other Operating Expenses includes Research and Development (R&D), Marketing and Selling (M&S) and General and Administrative (G&A).

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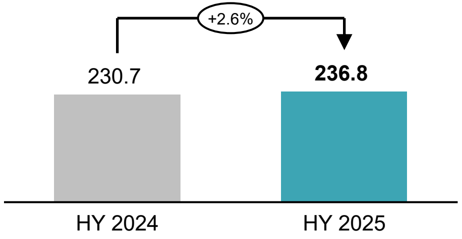
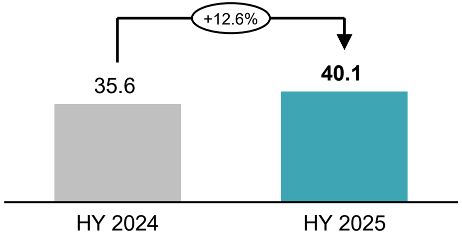
Division Healthcare: Strong momentum after slow start in Q1, solid growth and improved product mix in Q2

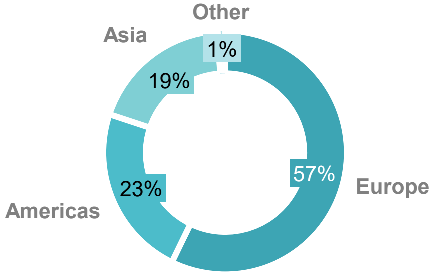
Revenue in CHF M



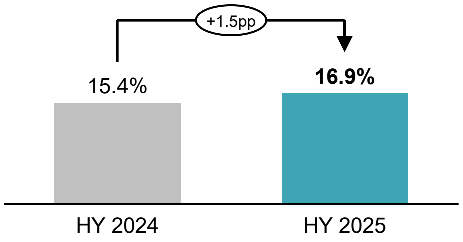
EBIT in CHF M



Revenue split by regions in %



EBIT margin in %

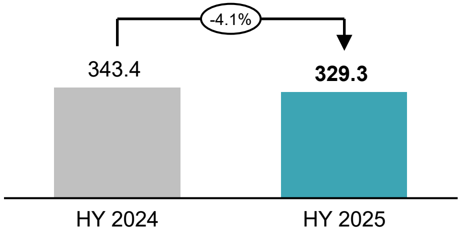


Key highlights

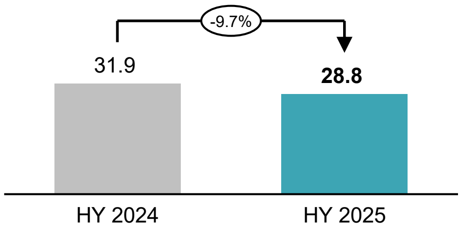
- Currency-adjusted revenues at +5.8% above PY. Org change CHF +13.4M
- The GP margin increased from 22.7% in the PY to 24.8% in the current year, reflecting better product mix, higher capacity utilization and strict cost control
- Higher Opex reflecting wage inflation & build up capabilities, partially offset by income from services
- Several transformation projects ongoing to streamline operations and improve productivity

Division Industrial: Solid performance despite challenging market conditions, continued growth in Food & Beverage

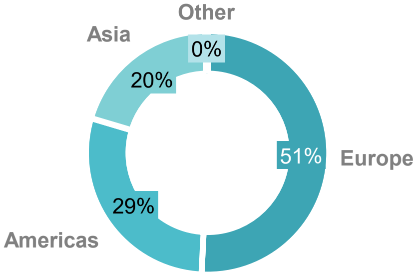
Revenue in CHF M



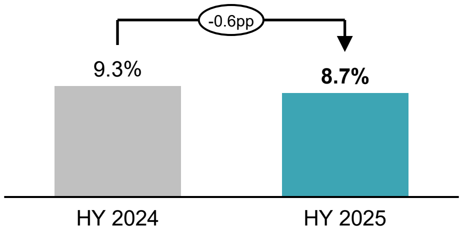
EBIT in CHF M



Revenue split by regions in %



EBIT margin in %



Key highlights

- Currency-adjusted revenue dropped by -1.4%. F&B with solid growth. Weaker demand particularly in automotive
- Despite headwinds, the gross profit margin remained stable at 21.7%
- Stringent cost control and efficiency gains enabled Industrial Division to keep a solid profit margin (8.7%)
- Strong focus on several initiatives transformation projects notably on foot print consolidation and SKU streamlining

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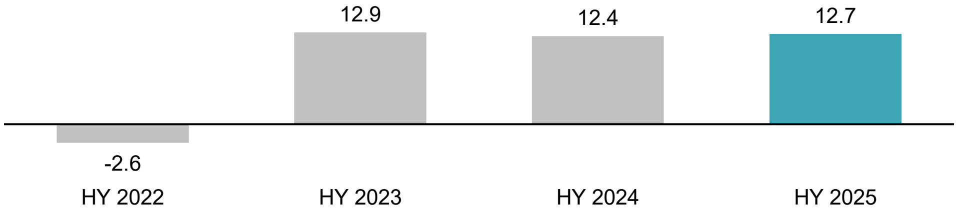
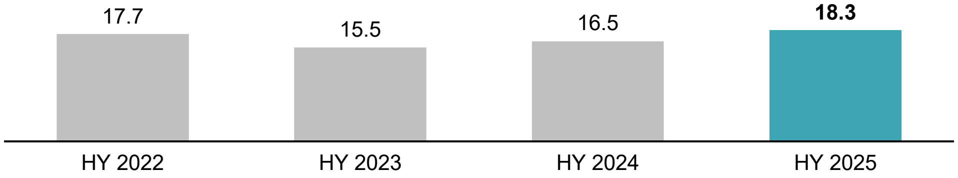
Net interest expenses reduced due to debt repayments, active hedging limited FX volatility

Total interest and finance expenses in CHF M



Income tax expense in CHF M



Key highlights

- Interest expenses (net) reduced to CHF 4.0M, PY CHF 4.7M, due to debt repayments
- Net CHF 8.3M fair value losses on forward contracts of CHF 36.5M, offset by CHF 28.2M gains on hedging derivatives
- The tax expense is higher because of non-recognition of DTAs in selected sites, tax provisions and non-recoverable withholding taxes on dividends and intercompany charges

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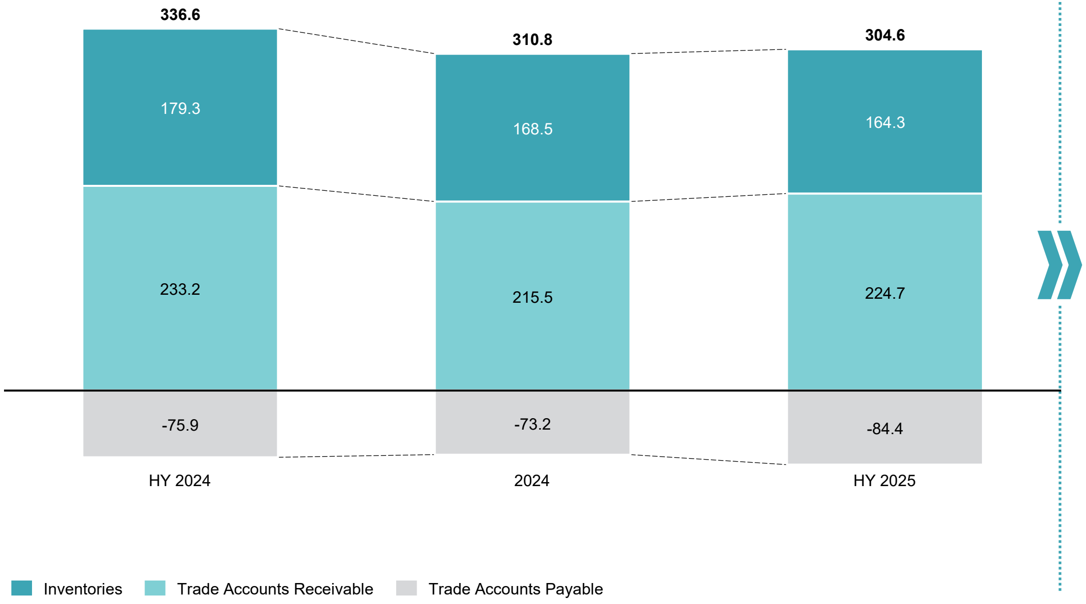
Net working capital improving as a result of cash improvement initiatives in execution

Net Working Capital in CHF M



Key highlights

- Net working capital improving; cash conversion cycle from 128 to 116 days YoY
- Trade Accounts Receivables increased in line with higher sales in Healthcare. Cash collection optimization project running
- Trade Accounts Payables have seen the most improvements in recent months, due to higher effectiveness of Procurement as a result of the ongoing transformation
- Inventory has consistently decreased in the past months, and we see further potential

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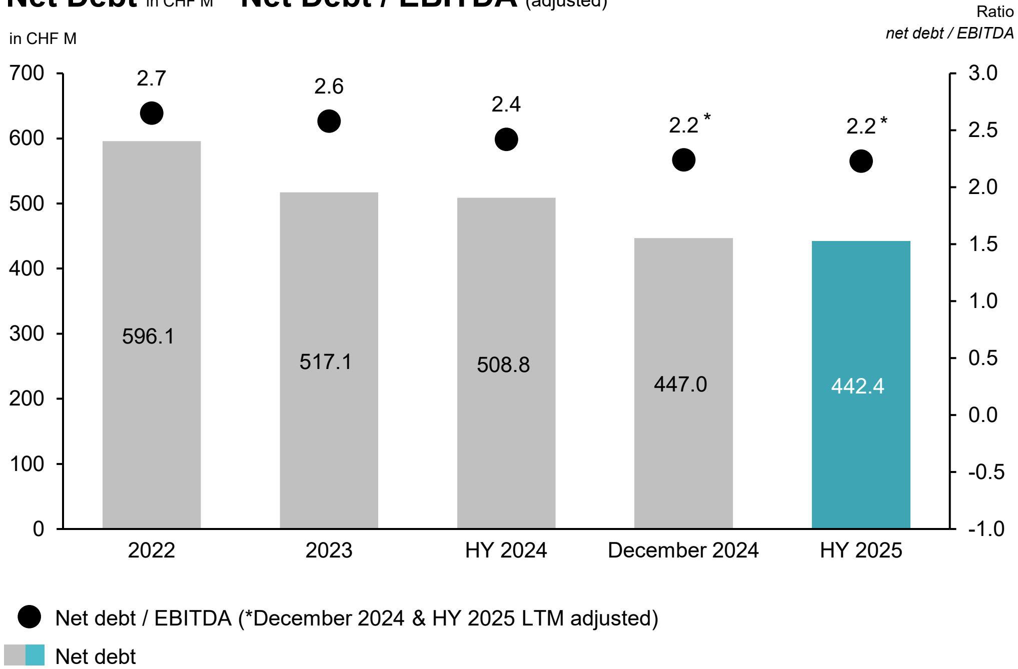
Continued repayment of loans leads to lower net debt and improved leverage vs. PY

Net Debt in CHF M **Net Debt / EBITDA** (adjusted)



Key highlights

- Net debt improved materially vs PY
- All remaining third-party debt paid off in HY2 2024; further repayments of PEMA loans, including 25M in HY1 2025
- Net debt / adjusted LTM EBITDA at 2.2, improved vs HY1 2024, even vs adjusted year-end 2024

Free Cash Flow remained strong in absolute terms, allowing for continued reduction of liabilities to anchor shareholder

Free Cash Flow

in CHF M	HY2025 ACT	HY2024 ACT
Net cash from operating activities	**90.3**	**86.3**
Net cash used in investing activities	(25.3)	(20.5)
Free cash flow (FCF)	**65.0**	**65.8**
Net cash used by financing activities	(81.0)	(91.4)

Key highlights

- Solid operating cash flow, improved compared to PY by CHF 4.0M. Strong sales, notably in Q2, in Healthcare and Food & Beverages leading to higher receivables
- Capital expenditures in HY1 of CHF 25.3M higher than in the PY but still at relatively low levels (~4.5% of sales)
- Financing activities include the dividend payment of CHF 54.4M and debt repayment Pema loan CHF 25.0M in 2025

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2025 Market Expectations and Outlook

Volker Cwielong, CEO

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Outlook 2025: We anticipate steady recovery in Healthcare and remaining uncertainty for Automotive in Europe and Americas

	Market Expectations for HY2 2025	Datwyler Positioning
Healthcare 	▪ With a strong order book, we expect the recovery to continue and destocking effect to fully phase out ▪ Return to long-term growth trend in the higher single-digit percentage range for injectables projected	▪ Datwyler is ready to scale volumes with its state-of-the-art manufacturing sites ▪ Intensified collaboration with pharma companies and system integrators ▪ Successful production ramp-up for GLP-1 applications and NeoFlex products
Automotive 	▪ Passenger car production in Western Europe and US underperforming ▪ China remains important market for EV`s with above average segment growth ▪ Sentiment depends largely on how trade and tariff conflicts develop	▪ Continous portfolio streamlining and effective cost measures in place ▪ Strong position and momentum for new business wins in China ▪ Attractive product portfolio and local-for-local production set-up

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Outlook 2025: Industry markets expected to recover gradually, Food & Beverage to continue on growth path

	Market Expectations for HY2 2025	Datwyler Positioning
Industries 	▪ Demand likely to be influenced by cautious sentiment, target sectors are expected to rebound i.e. connectivity ▪ Policy driven recovery in the US energy market may be delayed by oil price development	▪ Recent project wins in outperforming segments will enhance strong position ▪ Proprietary certified elastomer compounds and optimized manufacturing capabilities ▪ Strong base to benefit from the next US energy growth cycle
F&B 	▪ Continuous growth in the end market for single-serve coffee capsules anticipated with aluminum as material of choice - supported by EU packaging regulation	▪ Continuous ramp up of additional capacity based on our supply agreements ▪ Specialized on processing of aluminium with a recycling ratio of higher than 90%

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The ForwardNow transformation program was successfully rolled out with 20+ initiatives across four action areas

PRODUCTION NETWORK

Optimization for faster, more competitive market access

COMMERCIAL EXCELLENCE

Positioning as preferred development partner to capture more value

PRODUCT PORTFOLIO

Streamlining for clarity, simplicity, and stronger value contribution

TARGET OPERATING MODEL

Implementing a lean structure and global standards to drive agility, efficiency and scalable growth

3 years

Project period from 2025-2027

52.0 mCHF

Cumulative positive earnings effects within the project period

24.0 mCHF

Annual earnings improvement after completion of all project initiatives

One-time negative effect of 37.9 mCHF in the reporting year 2024

With multiple ForwardNow initiatives in progress, we are on track to meet our 2025 contribution goals

Corporate functions reduced from five to four

- Group Executive Committee consists of Chief Executive Officer, Division Healthcare Division Industrial, Finance and Technology and Innovation
- Sustainability and Operational Excellence integrated into existing functions from June

Organizational synergies in the Industrial division

- Business Units Connectors and Mobility have been merged to Transportation & Electronics
- Modular organization model to accelerate time to market and leverage important synergies along the entire value chain

Streamlined production network and product portfolio

- Products from Vandalia site will be relocated to two Datwyler U.S. production sites, Vandalia to close by September 2025
- Industrial division has made solid progress in sharpeneing its product portfolio, effectively reducing overall complexity

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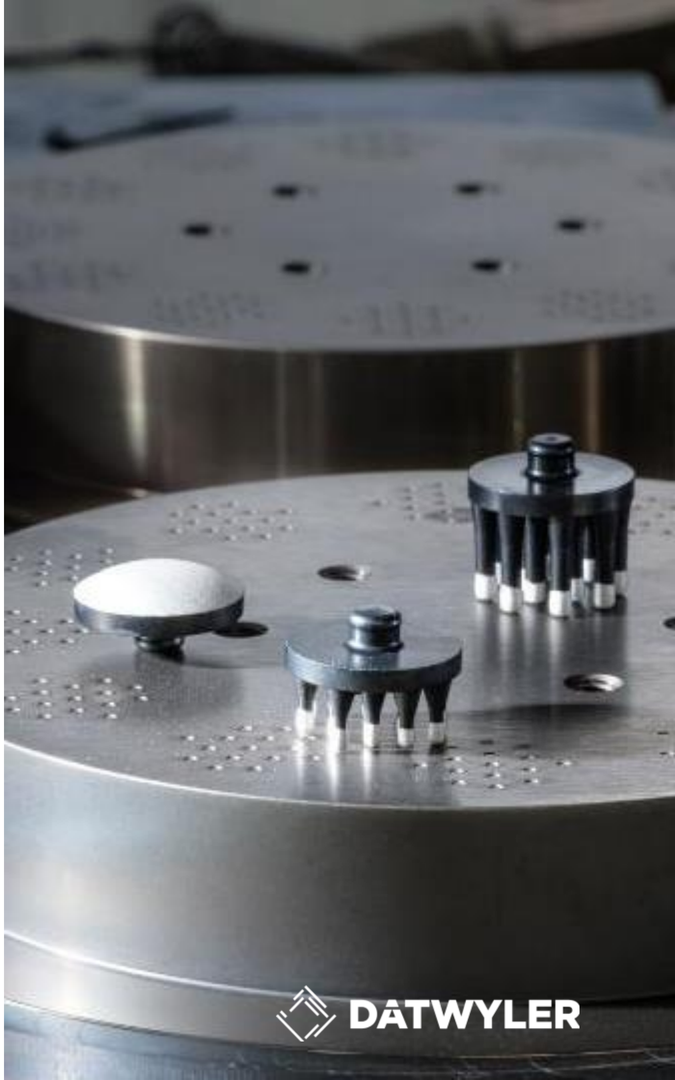
Mid-term targets under normal operating market conditions

Revenue

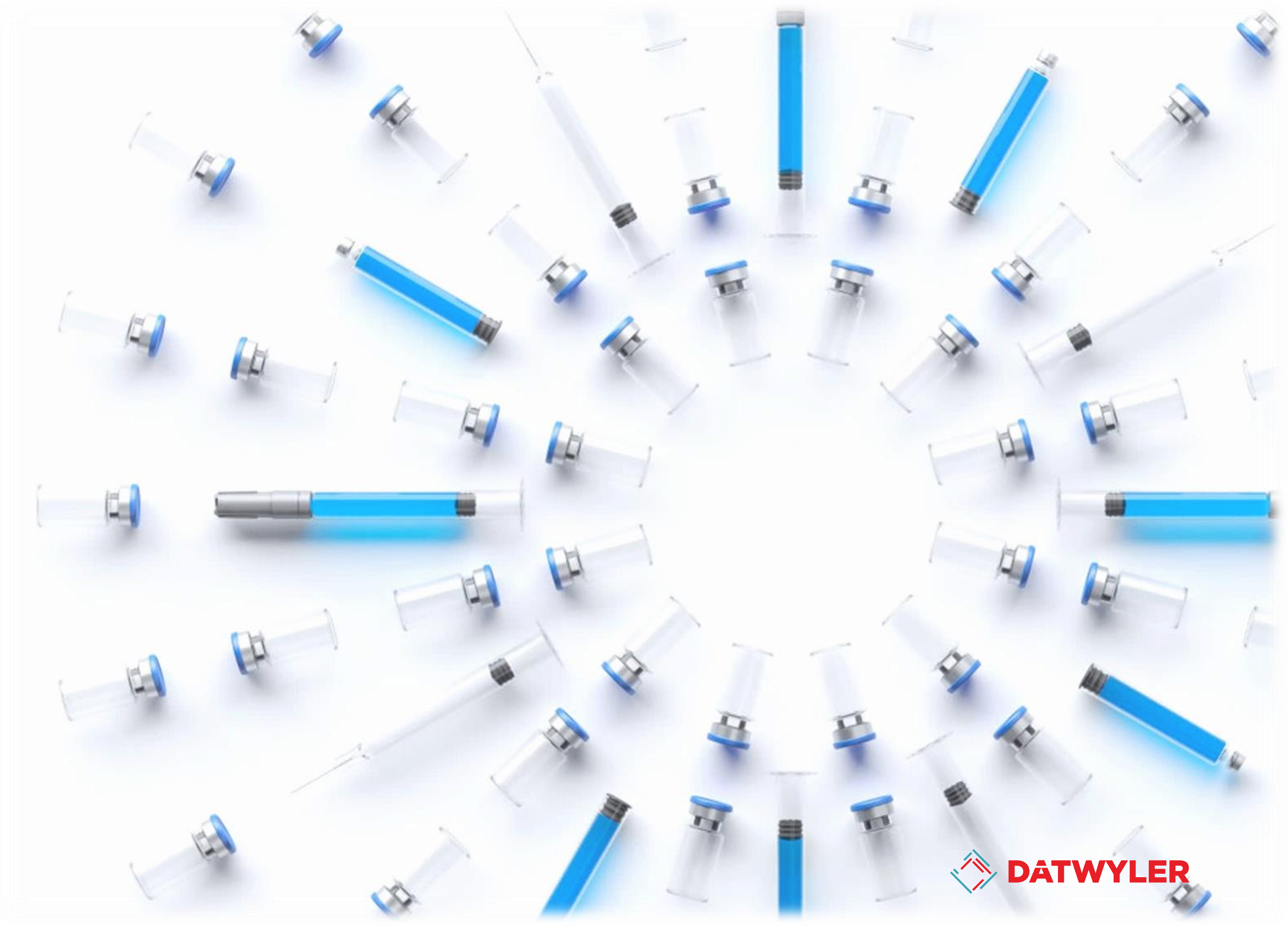
Annual organic growth in the higher single-digit percentage range

EBIT margin

17% plus



Q&A



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Financial Calendar 2025

Company events

28 Aug.	Roadshow Zurich
2 Sept.	Roadshow London
3 Sept.	Roadshow Frankfurt
4 Sept.	Roadshow Geneva
19 Nov.	Capital Market Day

Investor conferences

23 Sept.	UBS, virtual
5-7 Nov.	ZKB, Zurich

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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.

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