



Schaffner – MORE POWER TO YOU

Investora 2022

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schaffner
MORE POWER TO YOU



Agenda

Schaffner positioning

Schaffner markets

Schaffner strategy

Schaffner for investors

Schaffner in current environment

Schaffner positioning

Our vision is to play a vital role in building a sustainable and electrified society – by shaping electrical power.

Our stakeholders share the same vision

We empower our stakeholders to play an active role in building a sustainable and electrified society.

By adding value to each of our stakeholders

- Our customers get their electromagnetic challenges solved and enabled to focus on their great inventions.
- Our employees work together with passionate and inspiring colleagues on solutions alongside mega trends.
- Our investors benefit from a future-oriented business in attractive growth markets.

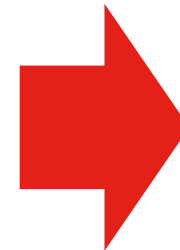
MORE POWER TO YOU

Active in future-oriented markets with broad product portfolio

Schaffner is active alongside mega-trends...

Our modern society is becoming increasingly electrified and connected – sustainability, electrification and e-mobility are mega-trends. That means:

- Technological progress requires electrical networks
- Digitization multiplies electronic systems
- E-mobility will play a dominant role
- Efficient use of electrical energy fundamental for sustainability



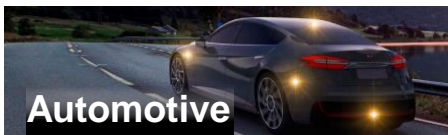
**Increasing demand
for EMC solutions**

...those are reflected in our six growth industries



Main industries linked to most attractive markets

Industries



Markets

Motor Drive – Factory Automation – Machinery – Robotics

HVAC – Elevators – Lighting

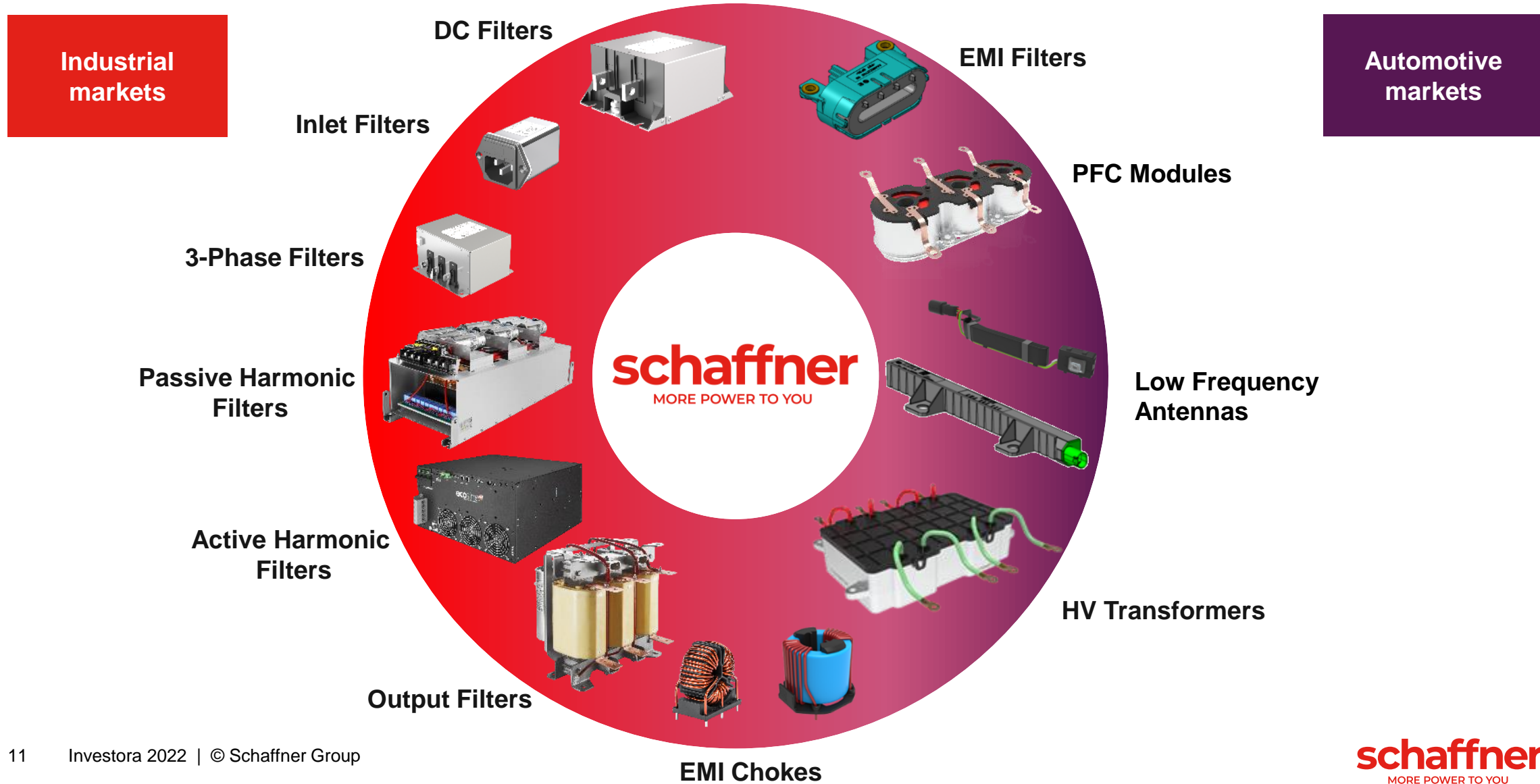
Renewable Energy – EV Charging – Energy Storage – Power Supply – UPS

E-Mobility – Authentication Systems

Medical Equipment – Laboratory and Analyzer Equipment

Datacenter – Networks

Broad product portfolio for attractive markets



Schaffner strategy for profitable growth

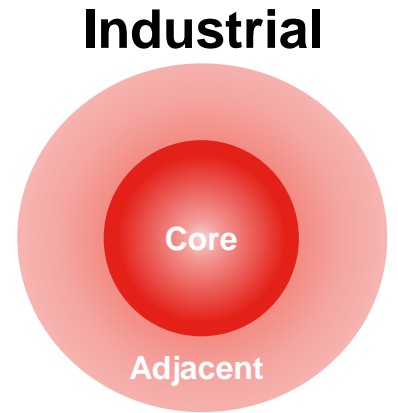
Our strategy to accelerate profitable growth

We fully focus on our core competence EMC solutions and gain further momentum through the continued execution of our growth initiatives!

- To strengthen our position in selected markets and regions
- To build up new legs to further expand our business
- To generate sustainable organic growth of >5% per annum
- To evaluate potential acquisitions in our target markets
- To achieve EBIT margin in the range of 10-12%

Strategies to further strengthen Industrial business

- We strengthen our strategic industrial markets with EMI filter solutions and magnetic components through penetration and expansion of our product portfolio (Core)
- We expand into additional growth markets around our core business with new technologies and solutions (Adjacent)



Selected growth markets:



Robotics



EV Charging



LED Lighting

Focused approaches to accelerate growth

Approaches to grow selected strategic markets (Robotics, EV Charging, Lighting)

- Global and regional set up to coordinate and drive initiatives
- Systematic approach to the main players in the market
- Expansion of product portfolio to best meet market requirements
- Winning design-ins in strategic projects
- Today market size CHF 10-30m (each)
- Schaffner growth potential >20% p.a.



Strategies to build up strong Automotive business

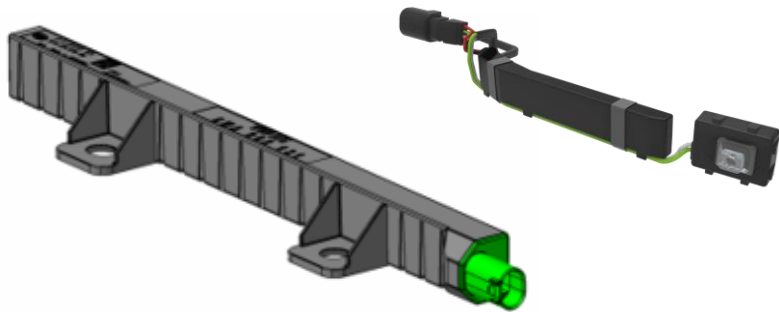
- We strengthen our antenna business with new designs for electrical and non-electrical car platforms (high volumes, automated lines).
- We build a strong pillar in e-mobility with EMI filter solutions and magnetic components based on existing and new customer relations.

Automotive

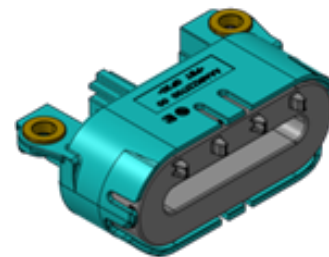
Keyless
systems

EMC-solutions
for e-mobility

Main Automotive products:



Antennas for keyless authentication systems



EMI Filters and magnetic components for e-mobility

Strengthening two pillars in Automotive

Approaches to build two strong Automotive pillars

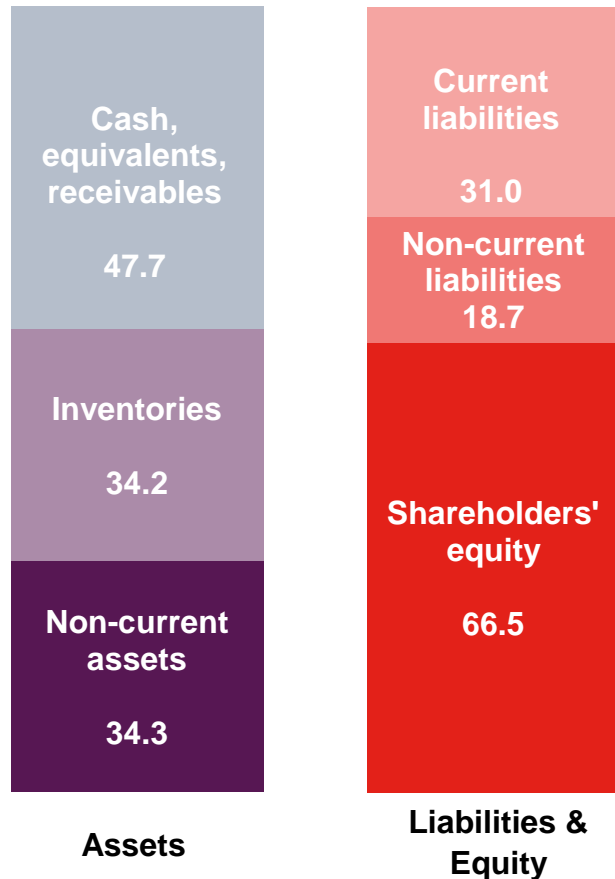
- Broadening global customer base (platforms)
- Design-ins for EMI filters and magnetic components mainly for on-board-charges for different platforms (CHF 30-100m over lifetime per product per platform)
- Building up Automotive manufacturing in China to better cover local market
- Antenna designs for higher quantity platforms with automated assembly lines (CHF 20-50m over lifetime per platform)



Attractiveness for investors

Solid balance sheet

Total assets CHF 116.2 Mio.
(March 31, 2022)



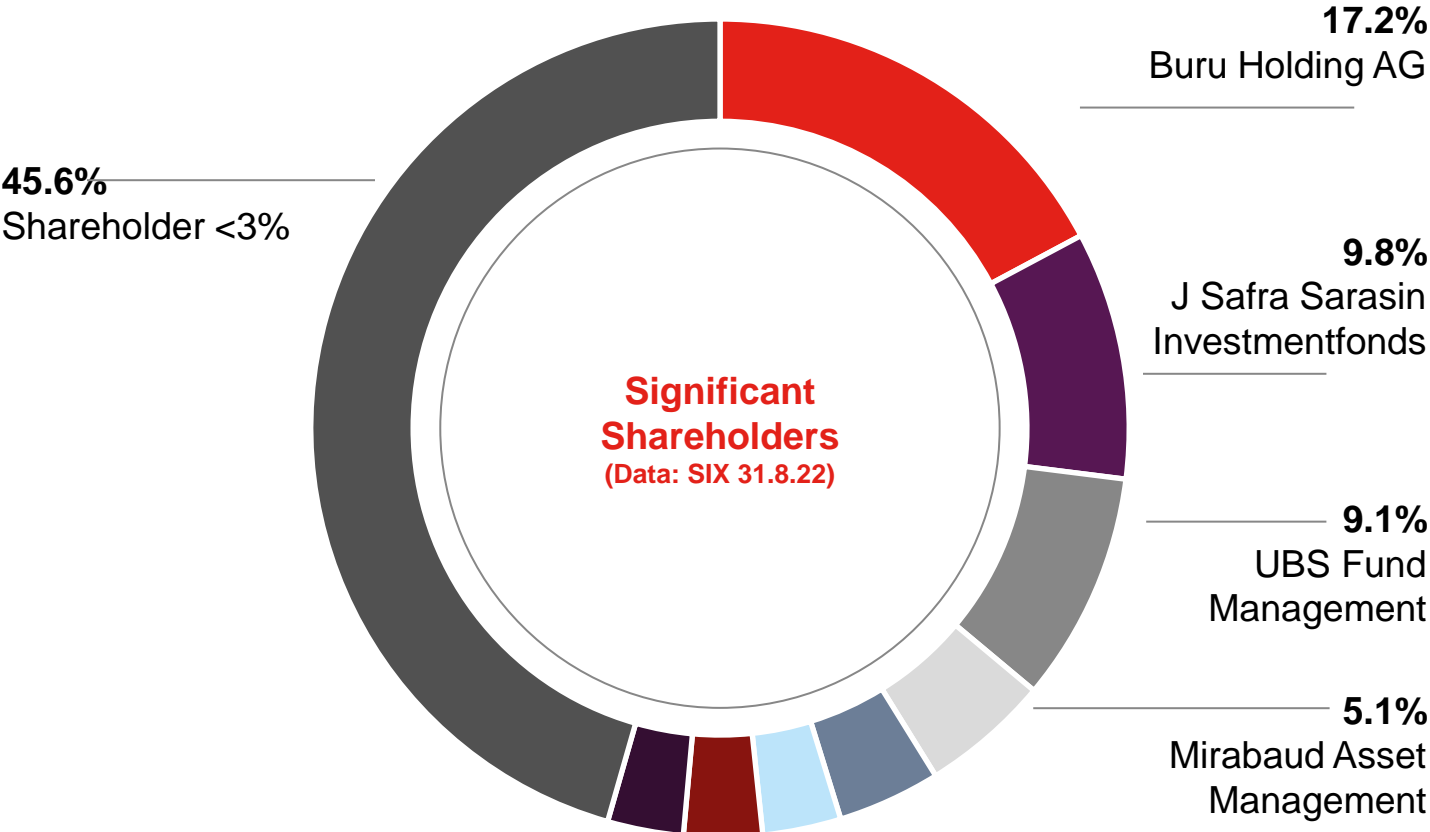
- Equity ratio: 57%
- Solid NWC management
- No goodwill
- Net cash position

Attractive dividend policy

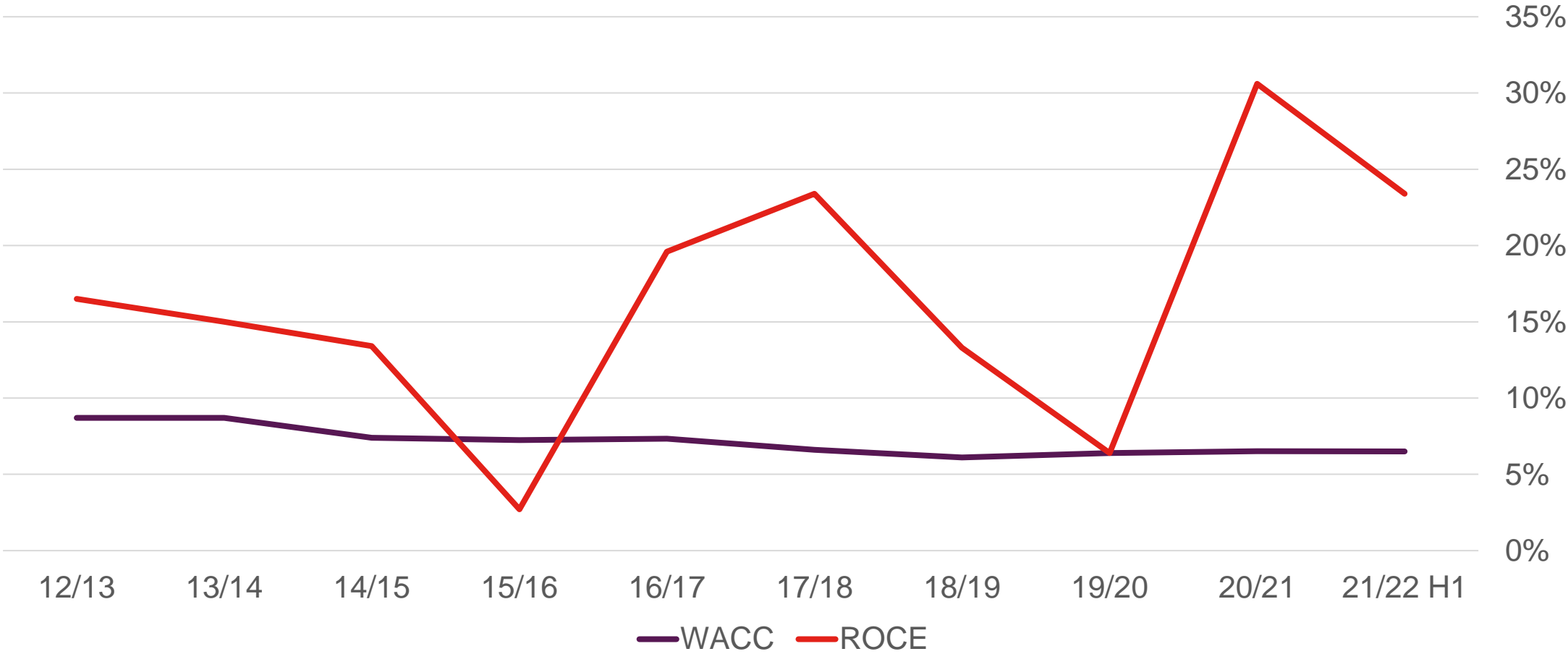
- Income-oriented dividend distribution
- Target range for payout 40-50% of net result
- FY20/21 highest ordinary dividend since going public of CHF 9.00



Strong and committed anchor shareholder



Schaffner earnings sustainably exceed capital cost



Current environment

Schaffner – good positioned in demanding times

- Uncertainty and poor visibility in the markets, mainly due to continued component shortage, increasing energy prices and high inflation
- Schaffner good positioned to navigate through demanding times:
 - Continued good demand in Industrial markets
 - Increasing demand in Automotive market
 - Resilient supply chain to provide high availability of products
 - Manufacturing sites in locations which are less affected by energy price increases
 - Good momentum in attractive markets (strategic initiatives)

Schaffner Group – key success factors



- 1) Core competence EMC solutions of high importance for mega trends sustainability and electrification
- 2) Market leadership with broadest product portfolio for Industrial markets
- 3) Schaffner's electro-magnetic competence being leveraged into e-mobility
- 4) Potential to move into adjacent growth markets through innovation and/or bolt-on acquisitions
- 5) Mid-term topline growth potential to boost margin expansion
- 6) Committed anchor shareholder with long-term perspective

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