

# Agenda

Time	Торіс	Speaker			
09:00	Arrival in Niederönz and registration				
09:30	Markets and Strategy 2025	Alex Waser, Chief Executive Officer			
	Innovation and technology	Christoph Rüttimann, Chief Technology Officer			
	Smart Factory solutions	Alberto Martinez, Chief Digital Officer			
	Service as a business	Eamon Doherty, Chief Service Officer			
10:45	Coffee break				
11:05	ESG roadmap	Michael Präger, Chief ESG & Communications Officer			
	Finance update	Beat Neukom, Chief Financial Officer			
	Q&A session				
	Closing remarks	Alex Waser, Chief Executive Officer			
12:15	Lunch				
13:00	Visits at production and Smart Factory locations				
15:30	End of Capital Markets Day				



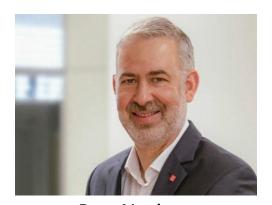
# Today's speakers



Alex Waser
Chief Executive Officer
joined Bystronic in 2013



Alberto Martinez
Chief Digital Officer
joined Bystronic in 2018



**Beat Neukom**Chief Financial Officer
joined Bystronic in 2021



**Eamon Doherty**Chief Service Officer
joined Bystronic in 2016



**Christoph Rüttimann**Chief Technology Officer
joined Bystronic in 2017



Michael Präger
Chief Communications & ESG Officer
joined Bystronic in 2021

# Markets and Strategy 2025



Alex Waser
Chief Executive Officer

joined Bystronic in 2013 Swiss citizen We are well positioned in attractive growth industries



We have laid the **foundation for future growth** 



We are **on track to deliver** on our 2025 strategic and financial targets



# We have transformed into a pure-play innovation leader in the sheet metal processing market

- 1 We are an **innovation leader** creating value for our customers
- We are well positioned in attractive end markets with potential for sustainable growth
- We strive for industry-leading profitability based on our asset-light business model
- Our strong balance sheet offers both attractive shareholder returns and M&A firepower to complement our portfolio
- Our **experienced global management team** is characterized by a strong entrepreneurial spirit

# We create customer value with our systems, software and services



We innovate and produce systems for sheet metal processing applications

# CHF 801 million

net sales in 2020

7% EBIT margin

in the first half of 2021



We develop and implement software solutions for automated production cycles

20% RONOA

in the first half of 2021

**~3,500** employees



We deliver world-class service to ensure customer up-time

9

development and production sites

31

sales and service entities

# Sheet metal is more relevant than ever and enables growth for countless everyday products

#### What is sheet metal?



Available in sheets



Available in coils



Wide range of materials such as stainless steel, steel, aluminum, brass, copper, nickel, and titanium



Stainless and corrosion-resistant

#### What makes sheet metal so versatile?



Ideal balance between high strength and relatively light weight



Broader range of applications and enhanced formability (bending, rolling, pressing) compared to other materials



Easy to manufacture (weld, fold, press, screw)



Highly recyclable

#### Our business is well-diversified across end-industries ...

# Early-cycle

- Transportation
- Industrials
- Agriculture
- Capital goods
- Construction equipment
- Real estate

# Mid-cycle

- Technology
- Communication services
- Energy

# Late-cycle

- Materials
- Utilities
- Governmental programs

... as we serve sectors in all stages and are thus well balanced through the cycle

# Sheet metal enables growth for a wide range of industries and products around the globe



#### **Transportation**

- Trains (cladding, doors, electrical housings)
- Automobile (parts for chassis, battery housings)
- Elevators
- Trailers
- Shipyards
- Recreation



#### Real estate

- Kitchen appliances
- Tube column constructions for fairs
- Storage systems
- Clean rooms
- HVAC



#### **Electronics**

- Electrical cabinets
- Storage for data centers
- Electrical housings for telecommunications
- Electrical components for wind turbines
- Coffee machines



#### Agriculture

- Tractors
- Harvesters
- Construction equipment

# We are active in a large, growing market – aligned with global mega trends

#### Megatrends drive growth for sheet metal industry

#### E-mobility boom

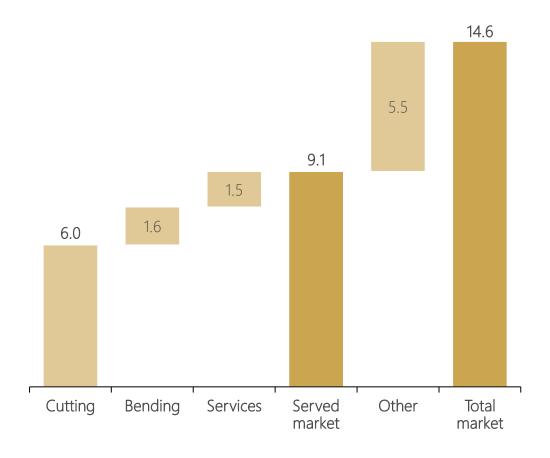
- Charging stations
- Laminates for motors
- Battery housings

#### **Electronics**

- Enclosers for various electronic applications
- Semiconductor industry: cabinets, data centers
- + Urbanization and smart cities
- + Digitalization
- + Climate change
- ~ 2-4% market growth<sup>2</sup>

#### Estimated market size

in CHF billion <sup>1</sup>



<sup>&</sup>lt;sup>1</sup>According to Bystronic's 2019 market assessment

# Sweet spot with strong positions in service and software - expansion potential for applications

	TRUMPF	Bystronic	Few mid-sized players	Long tail of various players
Market share <sup>1</sup>	~20%	~15%		
Range of applications (e.g. cutting, bending)		Expansion potential	Focus on selected applications	Focus on selected applications
Range of market segments		Gold, silver, entry-leve	Focus on 1-2 segments	Expansion based on entry-level
Service		Standardized modules	Partial offering	Limited offering
Solutions & software		Integration of third party systems	Partial offering	Limited offering

Size of bullets represent presence and size in respective market

1 In Bystronic's served markets for comparable applications, management estimates

# Enabling growth for our diversified customer base in the growing sheet metal processing industry

# Job shops

Contract manufacturers with or without their own products



To be successful, our customers need automated solutions to ensure

... flexible production cycles

... varying lot sizes

... high speeds

... day and night shifts



Our top 10 customers account for ~5% of sales

# Large companies

Including:

#### **CATERPILLAR®**











# Building blocks for value creation are in place – focusing on delivery

# Targets by 2025

> 5% annual organic sales growth

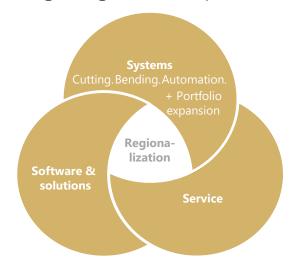
> 12% EBIT margin

> 25% RONOA



#### Strategy 2025

Organic growth complemented with selective M&A to expand portfolio



#### **Systems**

Lead in core technologies and create customer value through regionalization and segment-specific offers

#### **Software & solutions**

Expand industry-leading solutions with fully integrated software and automation

#### Service

Grow recurring revenues with global, standardized, modular service program

# Innovation and technology



Christoph Rüttimann Chief Technology Officer

joined Bystronic in 2017 Swiss citizen **Innovation is the lifeblood** of Bystronic and it is what makes our customers successful in their business



Our innovation strategy ensures that we remain at the forefront of the latest technologies



We are **expanding our addressable markets** by creating new segments and leveraging our know-how from different applications and regions



# We focus on customers to develop solutions for present and future challenges



#### Right products...

Our customers need the best products for their manufacturing business and automation processes



... in different price segments

Our customers want to choose their systems from different segments according to their individual budgets and applications



... based on future-oriented technologies

Our customers make high investments; therefore, our solutions must be modular, scalable and oriented towards future trends like sustainability and digitalization

# Our innovation strategy ensures that we remain at the forefront of the latest technologies

#### **Spotting**

Our technology radar constantly screens the market to identify the latest trends and developments

#### Developing

With our corporate venturing program, we invest in early-stage technologies and start-ups

#### Creating

We exchange know-how across our regions and co-create with customers and value chain partners



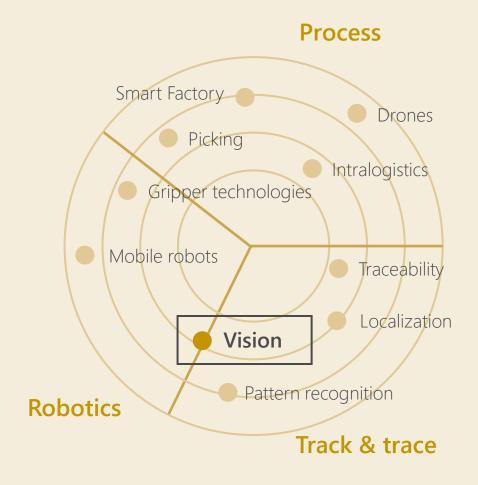




Global agile organization to create solutions that make our customers successful in their business

# We monitor trends in technology to build them out as a business

# Trends in the field of automation Example radar



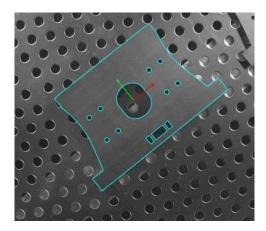
Our R&D teams constantly **screen market developments** 

# Case study

**Detection of defective parts** is key to automated manufacturing processes

Based on the trend "Vision" from our radar in 2019, we developed a **camera that analyzes** whether the produced parts conform to specifications – if not, they are removed from the process

In 2022, we will **offer** this as a **feature** for our bending automation solutions





## Our objectives

Early access to new and disruptive technologies



Strengthen collaboration with potential M&A targets



Actively adapt future technologies to Bystronic's needs



# Our proof point with embotech

Equity investment in 2018 with a low single-digit-million

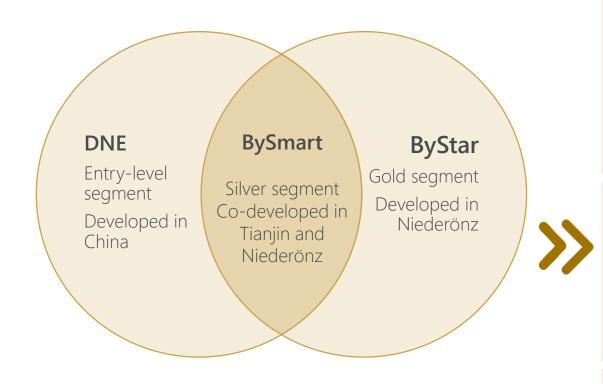
Co-innovation to develop the Quick-Cut feature for tube cutting systems

Rapid time-to-market and commercialization since 2020

#### About embotech\*

- Founded in 2014 as a spin-off from ETH Zurich
- Leading developer of decision-making software to solve optimization problems for industrial applications
- Won the Swiss Technology Award as "Rising Star" in November 2021

# We open up new market segments by leveraging our know-how from different regions



**Combination of know-how** from high-end laser cutting systems and entry-level products from DNE to serve customers **globally** with a **silver segment** product



We have already launched **bending and tube processing solutions** in the silver and entry-level segments



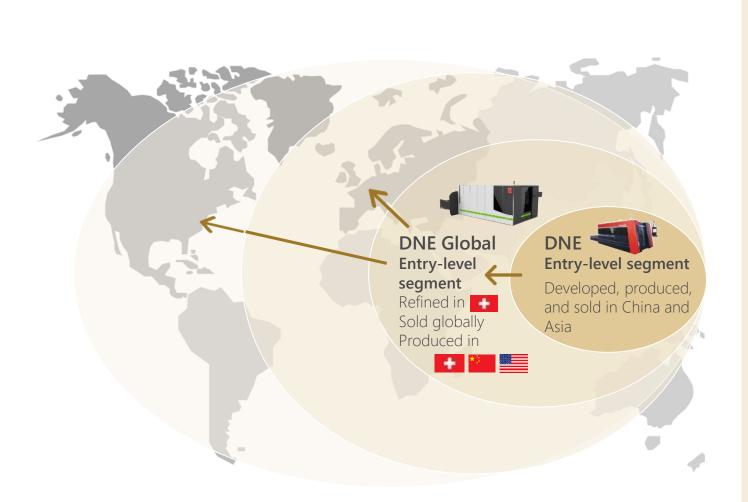


We are currently developing a similar approach for **automation solutions** 





# Our regional R&D organization leverages our acquisition of DNE in China



We combine DNE's know-how on local Chinese systems with Bystronic's global experience...

...to develop products for **new market segments** and thereby **expand our addressable market** 

Launch of DNE Global in 2022



#### **About DNE**

- Strategic rationale: access to Chinese entry-level market
- Gradual increase of equity stake until full acquisition in 2020
- Sales of ~CHF 100 million in 2021

# Our global agile organization is close to our customers to ensure speed to market



Our global R&D organization serves all regions through dedicated regional Competence Centers and innovates to improve end-to-end processes for our customers

- Design-to-Cost
- Simultaneous engineering
- Sustainable engineering
- Local and innovation partnerships

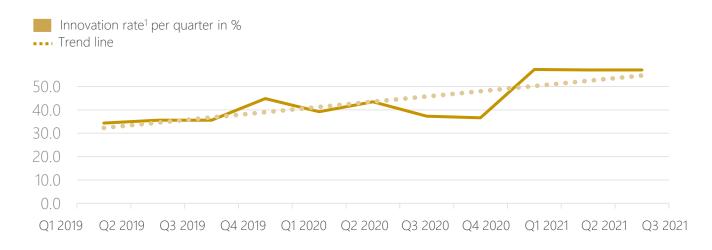
#### Track record of our innovation mindset

10% of our employees are active in research & development

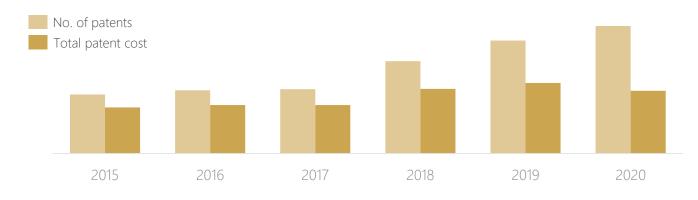
**80%** of innovations are cocreated with customers and partners

**30%** of product innovations with positive SDG impact

**50%** of our systems were launched on the market < **3 years** ago



Over the **past 5 years**, we more than **doubled** the number of patents at stable costs



<sup>&</sup>lt;sup>1</sup> Innovation rate = no. of products on the market with age < 3 years dividend by total no. of products © Bystronic | Capital Markets Day 2021

# Innovation is a key element of our Strategy 2025

## Targets by 2025

> 5% annual organic sales growth

> 12% EBIT margin

> 25% RONOA



# Contribution to targets

#### > 50% innovation ratio

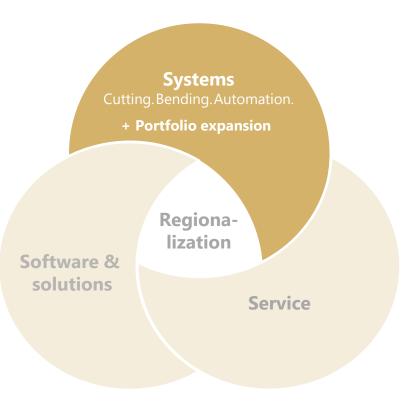
ensures rapid innovation capabilities and drives sales and profitability

#### **Efficiency gains**

thanks to Design-to-Cost

#### 80% of innovations co-created

to make our customers successful



# **Smart Factory solutions**



Alberto Martinez Chief Digital Officer

joined Bystronic in 2018 Spanish citizen We offer **solutions from a single source** for customers in different stages of digital maturity



We **digitalize our customers** to increase their efficiency and flexibility to adapt to unexpected changes



With our solutions business, we **strengthen existing customer relationships** and **attract new customers** – increasing our sales of both systems and software solutions



# We understand the challenges our customers face in their day-to-day business



#### Heterogenity

- Systems, software and technologies from different suppliers on single shop floor
- Different data sources and systems



#### Speed and planning

- Job shops are dependent on fast and accurate quoting to achieve maximum productivity
- Larger customers focus on the efficient planning of production cycles



#### **Limited communication**

- Information exchange between back office, planning and production
- Low degree of integration between customers and suppliers



#### **Human subjectivity**

- Decisions are based on intuition, not on actual data
- Limited analysis of future optimization potential

# We join our customers on their journey from individual systems to the Smart Factory

#### System

- Cutting
- Bending
- Tube
- Third-party applications

#### **Key factors**

Innovation, technology leadership, and high-quality systems





#### **Production Cell**

- Automation for cutting or bending processes
- Material flow
- For example, automated storage, loading, cutting and sorting

#### **Key factors**

Full scalability and modularity to optimize productivity





#### **Smart Factory**

- Smart Factory =
   interoperability of all
   processes within a company
- Data flow
- End-to-end solutions
- Fully digitalized production flow

#### **Key factors**

Seamless integration of all sheet metal processing workflows



# We offer solutions for all our customers, no matter their stage of digital maturity

# Digital maturity of our customers Player Champion Starter Number of customers

#### System

#### System software

- Device controls
- Easy to operate, intuitive, and userfriendly interface

#### **Production cell**

#### **Automation software**

- "BySoft" cell control
- "BySoft" shop floor
- Modular and scalable packages for production control

#### **Smart Factory**

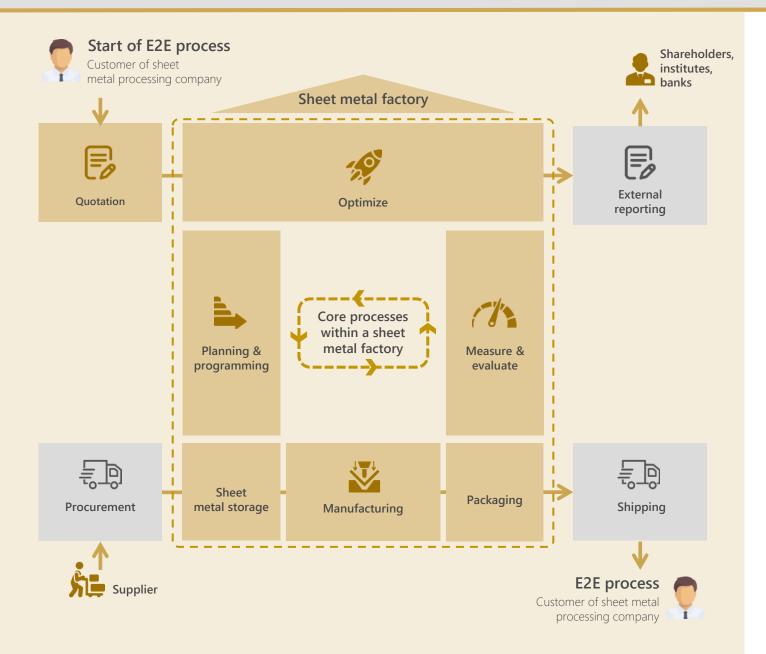
#### **Smart Factory software**

- "BySoft" business
- "BySoft" insights
- Modular and scalable packages for the management of sheet metal processing companies

High growth potential as most customers are in the "starter" and "explorer" stages



# Our Smart Factory software covers all the relevant steps of our customers' production processes



#### Our solution

... **combines** systems and automation **from any brand** into a flexible network

... **synchronizes** material and data flows

... **digitalizes** processes and makes workflows **more productive** 

... offers **full transparency** of the entire network – at any time and from anywhere

... provides a high level of cybersecurity





Our potential to make our customers' daily work easier...





... by having their production under control and full transparency in real time

# Successful partnership and joint innovation with KURAG SOFTW

December 2019 September 2020 March 2021 **Today** First half-year 2022 **Product** Acquisition Software launch First customers development • Bystronic and Kurago • Joint development • Bystronic acquires Tests with selected Launch of software scheduled for the first pursue a joint vision and improvement of 100% of Kurago customers for a Smart Factory "BySoft" software half of 2022 shares Establishment of Complementary Kurago gains Kurago remains on dedicated sales Attract new Microsoft Gold the market as an fields of expertise organizations in customers with partner certification form the ideal independent brand Europe, Asia, and "softwarefoundation for first" approach – also America 52 Kurago employees First Smart Factory as a door opener for collaboration and test center in join Bystronic • Kurago now has 65 sales of new systems innovation Oberbipp (CH) employees resulting from the joint vision

# Roadmap to leverage our cloud-based Smart Factory solutions



**Business model** 

(1) Subscription / pay-per-use

Subscription



Software customization for individual factory



Deployment of automatic updates from the cloud

#### **Benefits**

Subscription model, resulting in operating expenses for the customer, but low initial investment

Business model (2) On premise

Software purchase



Software customization for individual factory



Maintenance to receive regular software updates

#### Benefit

Single cash outlay for software purchase and customization, maintenance as required on a case-by-case basis

# Our Smart Factory solutions are key elements of our Strategy 2025

## Targets by 2025

> 5% annual organic sales growth

> 12% EBIT margin

> 25% RONOA



# Contribution to targets

#### **Attract new customers**

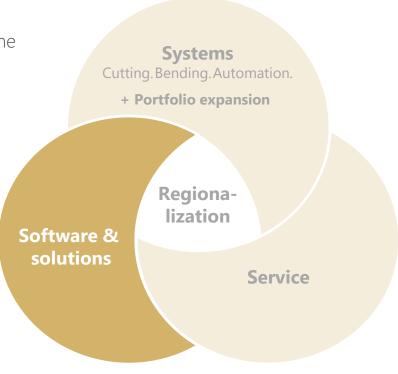
with software solutions and expand relationship to generate additional sales of systems

#### Revenues

in the single-digit millions during the first years

#### Margin accretive

from 2023 onwards



#### Service as a business



**Eamon Doherty Chief Service Officer** 

joined Bystronic in 2016 Irish citizen Our **modular service portfolio** covers the entire product lifecycle and ensures **peace of mind** for our customers



Our service business is a key element to **remain close to our customers** and strengthen our relationship with them



We aim to achieve **strong growth** in our service business at **accretive margins** – following the first years' investments



# We understand the challenges our customers face in their daily business



# Downtime is costly

In manufacturing environments, speed is key and downtime significantly impacts productivity



Tight production timelines

Unexpected maintenance interrupts tight production timelines



Limited in-house know-how

Customers have limited in-house know-how and expertise for maintenance



# Complexity

Maintenance and spare parts are not from a single source

#### Be the trusted partner for customers

#### **Proactive**

Our ByCare Program and 360° Customer Advisor ensure a close partnership, reducing downtime.



We are building up capabilities to enhance the prediction of downtime by coupling the connectivity of our systems with analytical tools such as the "Uptime Analyzer".



Our employees are dedicated, experienced, and well-trained enabling them to provide customer-oriented support.







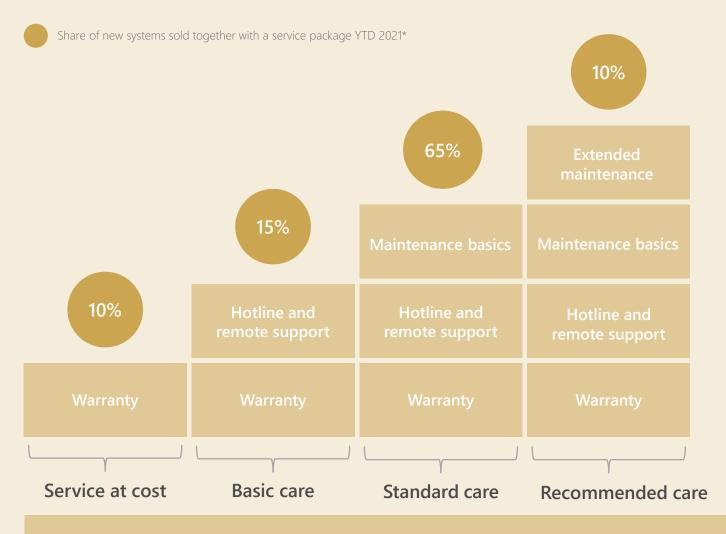




Vision to enhance our customers' productivity and efficiency



### Our modular service packages ensure customers' peace of mind



Service products are **standardized** and available across markets and segments\*

Modular service portfolio to attract and support a wide range of customer requirements

Services in high demand – > 90% of new systems sold with a service package since beginning of 2021\*

Coverage of installed base with service products in the **low double-digits** 

Launch of our ByCare maintenance packages started in 2021 – further packages in 2022



### Our 360° Customer Advisor program ensures uptime

We offer our customers a health check for their systems and add value to customer visits

- 1 Identify the problem and need for interventions
- 2 Recommend action to ensure continued uptime
- 3 Highlight the benefits of the early intervention



### Our people enable our customers' success

#### Global support – local implementation

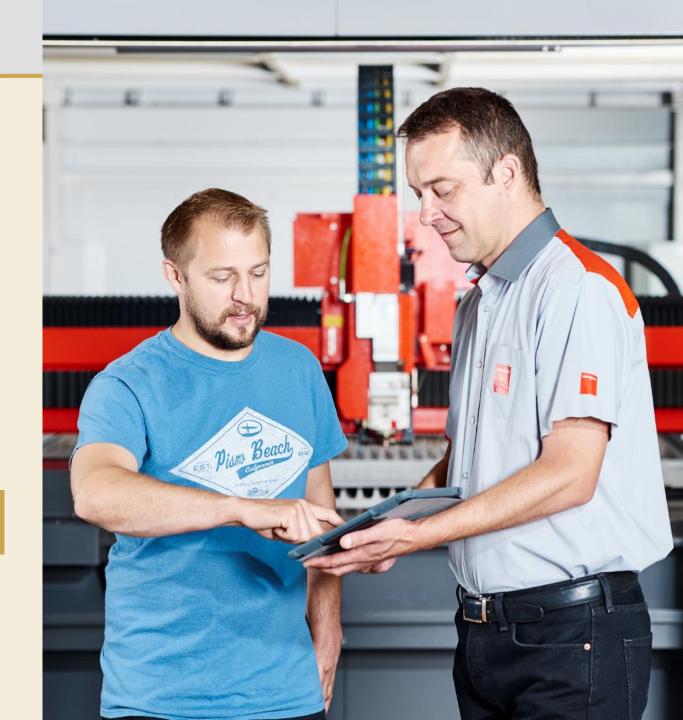
- > 70 service technicians hired in 2021
- ~100 additional technicians to be hired in 2022

#### Global training function established

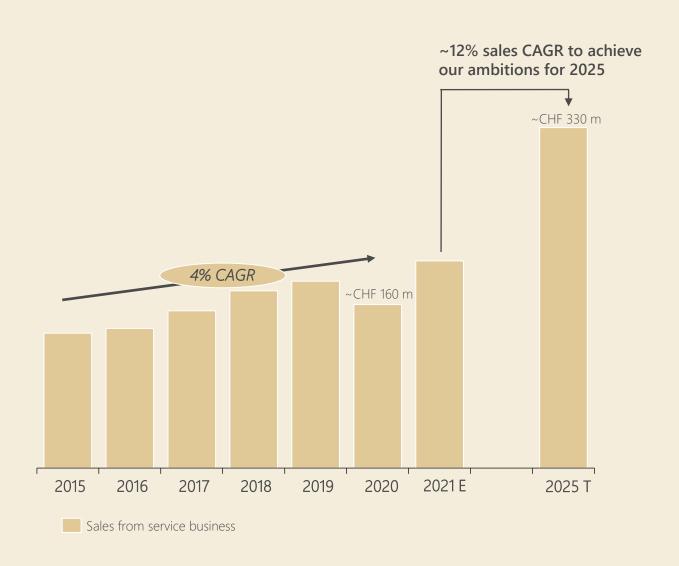
We are transitioning from product-focused training to skills and competency based training

Enabling our people to offer the ultimate customer experience





### Our service business has laid the foundations for future growth



#### Service portfolio covers

- after-sales
- consumables
- maintenance
- spare parts

#### **High ambitions**

to accelerate our sales growth based on launch of modular service programs

**EBIT margin > than Group average** after initial investments in people

### Our service business is a key element of our Strategy 2025

### Targets by 2025

> 5% annual organic sales growth

> 12% EBIT margin

> 25% RONOA



### Contribution to targets

#### Recurring revenues provide resilience

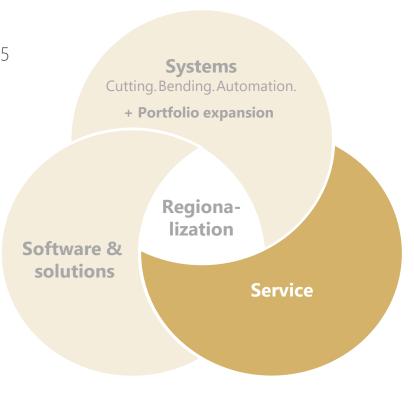
and overproportional growth over the cycle

#### ~CHF 330 million

sales from service business by 2025

#### Margin accretive

after initial investments to expand service organization



### ESG roadmap – Sustainability is at the core of our strategy 2025



Michael Präger
Chief ESG & Communications Officer

joined Bystronic in 2021 German citizen Sustainability is the foundation for our business and we **strive to create a real impact** 



Our innovation is focused on helping customers and the sheet metal industry to **become sustainable** 



We will report on our progress in our **first Sustainability Report** in 2022



### What does sustainability mean for Bystronic?



#### Our organization

We strive to create real impact and intend to become truly sustainable in everything we do as an organization



Our customers & value chain

We enable our customers and our value chain to become more sustainable and ready for the future

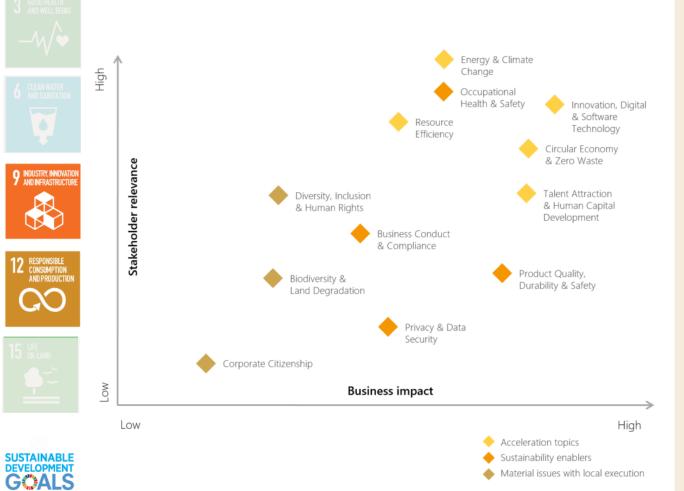


Our industry & ecosystem

We co-create with partners throughout our ecosystem to advance sustainable, circular, and resource-efficient solutions and business models

### We have identified where we can make the biggest impact in line with our Strategy 2025





#### Our material topics

- Energy & Climate Change
- Innovation, Digital & Software Technology
- Talent Attraction & Human Capital Development
- Resource Efficiency
- Circular Economy & Zero Waste

### We integrate sustainability in everything we do



#### Organizational capabilities

- Executive Program: True Business Sustainability at Institute for Business Sustainability (IBS)
- Establishment of Group Sustainability Council
- Individual ESG target setting for top management as of 2022



#### **Employee engagement**

- Electromobility days (sustainable employee experiences)
- "Be safe" campaigns
- 2021 Employee engagement survey with response rate > 93% and overall engagement > 82%



#### **Talent management**

- Global leadership and young professionals development programs
- Employee development board at management level





### We drive sustainable engineering to decarbonize our customers' business (Scope 3 emissions)



#### **Energy-efficient solutions**

- 40% increase in energy efficiency from CO<sub>2</sub> lasers -> fiber laser technology
- Energy-efficient bending technologies
- Automation & software are drivers of energy efficiency gains



#### Resource efficiency

- Modular machine design
- Material reduction program
- Life cycle management



#### Circular business models

- Reuse, reduce, recycle approach
- Re-manufacturing programs
- 100% recycling and zero waste approach







R&D linked to SDG & Scope 3 benefits

30%

### We advance sustainability services for the sheet metal industry through ecosystem partnerships



















#### **Sustainability Services**

- Digital (hybrid) event for Bystronic customers
- 6 ecosystem partners on stage
- Focus on sustainable engineering and net zero manufacturing
- Addressing customers' needs for energy efficiency and CO<sub>2</sub> reduction
- 1,700+ customers reached



### We are committed to decarbonizing the sheet metal industry

#### Our carbon footprint

For the first time, we calculated our carbon footprint (Scope 1 & 2) for the Bystronic Group in 2021

#### Scope 1 emissions

2019: 6,077 tons

2020: 6,296 tons

#### Scope 2 emissions 1

2019: 4,845 tons

2020: 4,728 tons



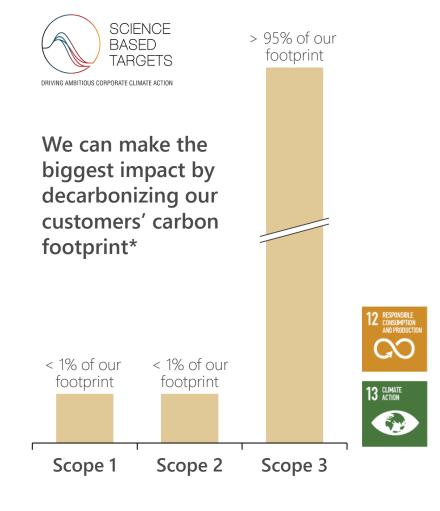
#### **Decarbonization strategy**

- Building Scope 3 emissions roadmap
- Execution acceleration
- Renewables, PV installations, emobility, process improvements

#### **Targets**

We are in the process of officially committing to **reducing** absolute **Scope 1 and 2** GHG emissions **42% by 2030** vs. 2019 inline with the SBTi





<sup>&</sup>lt;sup>1</sup> Market-based

### We have implemented a governance structure for sustainability to accelerate impact



#### Changes in the Board proposed

- Chairman Heinz Baumgartner
- Member Inge Delobelle

Regular **ESG updates** in the Board of Directors

Established **Sustainability Council** and **decentralized ESG** into the organization for maximum speed and impact

Implementing **ESG targets in compensation plan** as of January 2022

Building **partnerships** throughout the value-chain and offering **sustainability services** for customers and suppliers



Sustainability reporting (GRI) for 2021

### Our ESG roadmap

## **Actions completed**

#### Governance structure implemented

- Regular Board updates
- Clear management accountabilities
- Dedicated Sustainability Council

#### Decarbonization strategy in place

- Set reduction targets
- Initiatives to reduce emissions launched

#### Sustainable engineering and services

- Green subsidies management
- Value-chain collaboration

# **Next steps**



Define **ESG management compensation targets** as of January 2022



Develop **strategy, ambitions, and targets** in line with materiality and UN Sustainable Development Goals



Publish **first Sustainability Report** in 2022 Closing ESG rating gaps

### Sustainability is an enabler to achieve the targets of our Strategy 2025

### Targets by 2025

> 5% annual organic sales growth

> 12% EBIT margin

> 25% RONOA



### Contribution to targets

#### **Future-oriented business model**

with sustainability as the foundation of everything we do and a strong stakeholder co-creation approach

#### **Decarbonization strategy**

Accelerating sustainability for our customers and our industry

#### **Human Capital development**

Making our people future-fit

### Finance update



**Beat Neukom**Chief Financial Officer

joined Bystronic in 2021 Swiss citizen We drive top- and bottom-line growth by means of **innovation**, **operational excellence** and **regionalization** 



We pursue an **asset-light business model** with high returns on net operating assets

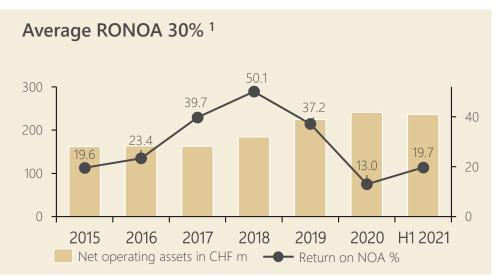


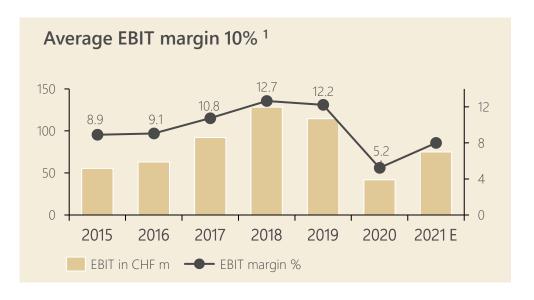
Thanks to our strong balance sheet, we have further headroom for **M&A** to expand our portfolio

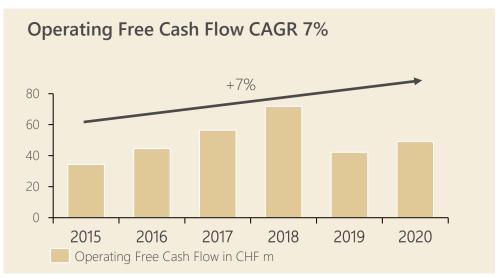


#### Our financial track record









### Reiterating our mid-term targets

### Sales

# Profitability

### **Capital efficiency**

>5%

annual organic sales growth<sup>1</sup> from 2019 to 2025

~26% of revenues from services

>12%

EBIT margin

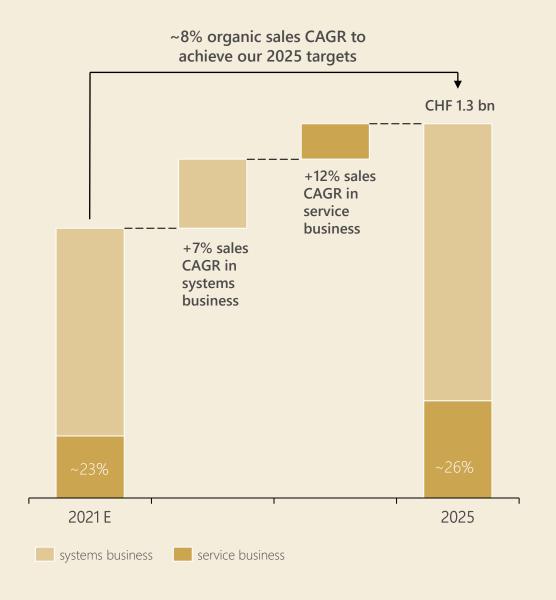
Industry-leading profitability

>25%

RONOA

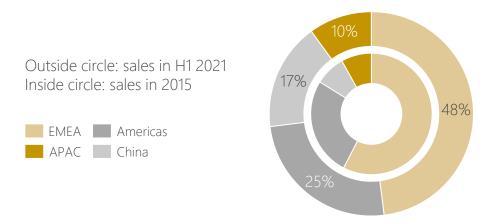
Attractive returns on net operating assets

### We target >5% annual organic sales growth in the cycle from 2019 to 2025



#### Growth drivers in systems business

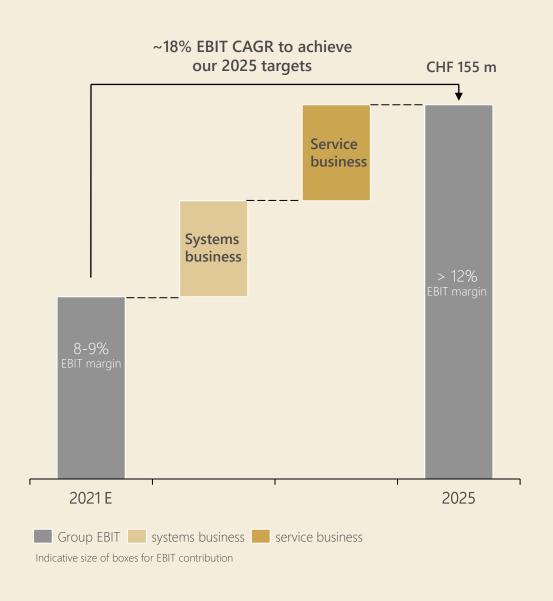
- Strongest growth expected in **automation and solutions**
- New customers in **different market segments**
- Leverage **broader market presence** with closer customer proximity



#### Growth drivers in service business

- Sales of recently launched **modular service packages**
- Increase in service contract **coverage for installed base**

### We focus on service, innovation and operational efficiency to drive bottom-line growth



#### Margin drivers

- Strong growth of **service** business
- Launch of new **innovations** and features
- Focus on **operational efficiency** and local sourcing

#### First half-year 2021

Net sales	100%
Material expenses	
Components with fixed prices for agreed volumes  • Mechatronic components  • Laser sources  • Automation systems  • Optics  Raw materials, mainly steel	s, e.g. - 45%
Personnel expenses	- 28%
Depreciation and amortization	- 1%
Other operating expenses	
Transport Other variable OPEX (e.g. warranty, assembly) Energy Other fixed OPEX (e.g. R&D, travel, sales, rent, cor	- 19% porate center)
EBIT	7%

### Our asset-light business model results in an attractive RONOA

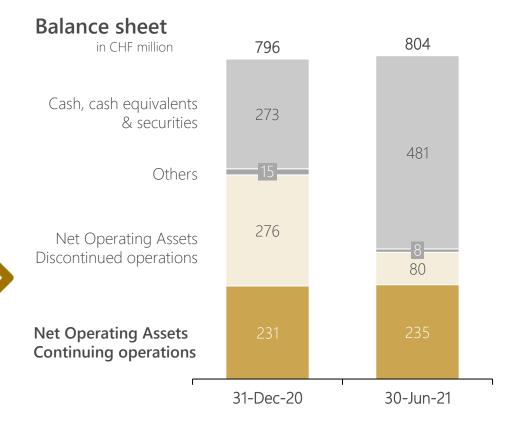
### Lean production

- We only manufacture after an order has been placed
- Inventories are limited to mainly raw materials, components and spare parts

### Advanced payments

- Financing of production with advanced customer payments
- Up to four payments from customers per order



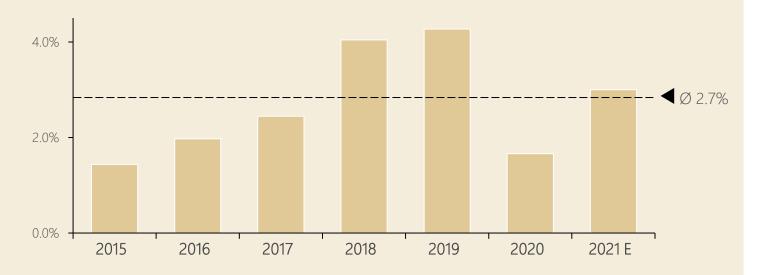


Sales grew by **18%** in H1 2021, while Net Operating Assets remained **stable** – resulting in a **higher RONOA of 20%** 

### Our asset-light business model drives Free Cash Flow generation

#### Low capex-to-sales ratio

proves asset-light business model



### We continue to invest in further growth in all regions

- ✓ DNE manufacturing expansion
- ✓ Brand Experience Center and assembly in the US
- → Brand Experience Center in Korea
- → Competence Center Automation for silver and entry-level in China
- → Global Brand Experience Center in Niederönz (CH)

Mid-term ~3% capex-to-sales ratio

Investments for expansion mainly relating to

- Brand Experience Centers
- Competence Centers
- Production and assembly



### Our strong balance sheet offers opportunities for shareholder returns and M&A



We have **liquid assets** ~ CHF 480 m



Solid **equity ratio at ~70%** 



High net cash position



**Balanced approach** between shareholder returns and M&A



**Dividend:** The Board will state its position as part of the 2021 annual reporting

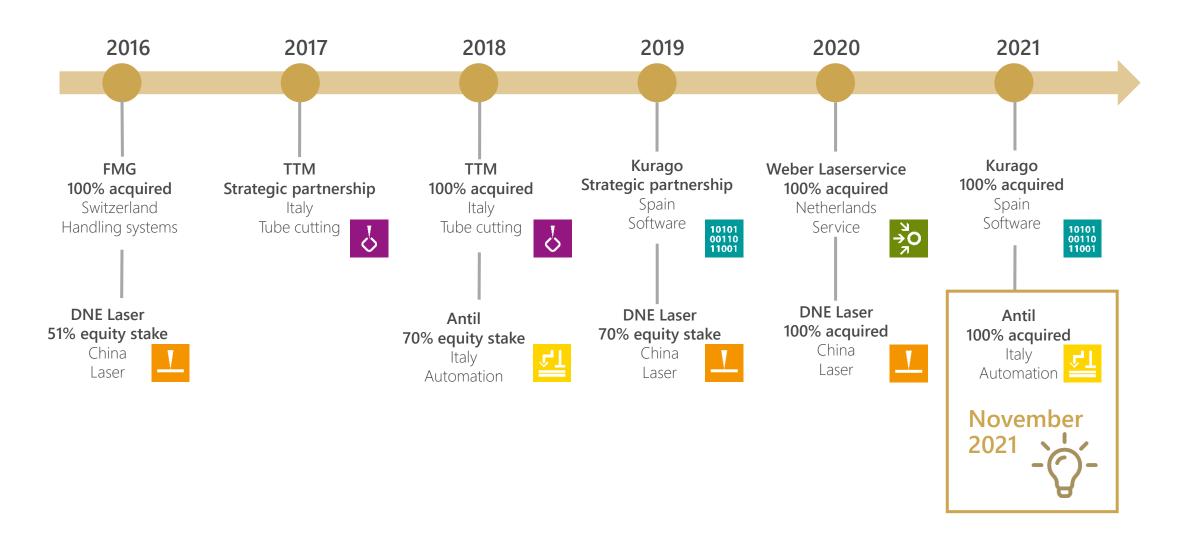
#### **Balance sheet**

as per June 30, 2021

Cash and cash equivalents	420.8	Trade payables	92.6
Securities	60.0	Advance payments from customers	87.3
Trade receivables	128.4	Short-term provisions	21.3
Inventories	235.1	Accrued expenses and deferred income	75.8
Other current assets	71.5	Other short-term liabilities	48.6
Fixed assets	125.6	Long-term provisions	19.5
Other non-current assets	18.4	Other non-current liabilities	13.4
Financial assets	103.2	Total equity	804.4
Total assets	1,162.9	Total equity and liabilities	1,162.9

Net Operating Assets of CHF 235 million

### Successful track record of strengthening and expanding our capabilities through M&A



### We are screening M&A opportunities to selectively strengthen our portfolio

### **Current portfolio**



Laser



Acquire additional applications



Tube



Strenghten service organization



Bending



**Automation** 



Expand software capabilities



**Software** 



**Services** 



Invest in tooling / integration

#### Criteria

- ✓ Sheet metal processing industry
- ✓ Bolt-on acquisitions or medium-size
- ✓ Profitable business no restructuring cases
- ✓ Solid margin levels for same application or capability
- √ Synergy potential

# Reiterating our guidance and mid-term targets

Financial indications	2021	Mid-term
Sales	~ 15%	> 5% organically per year
FX impact	~ 1%	-
EBIT margin	8-9%	> 12%
Tax rate	~ 21%	21-23%
Capex	~ <b>3%</b> of sales	~ <b>3%</b> of sales

### We have transformed into a pure-play innovation leader in the sheet metal processing market

- 1 We are an **innovation leader** creating value for our customers
- We are well positioned in attractive end markets with potential for sustainable growth
- We strive for industry-leading profitability based on our asset-light business model
- Our strong balance sheet offers both attractive shareholder returns and M&A firepower to complement our portfolio
- Our **experienced global management team** is characterized by a strong entrepreneurial spirit

# Financial calendar

2022	
Jan 14, 2022	Baader Helv <mark>e</mark> a S <mark>w</mark> iss Equities Conference
Feb 4, 2022	Trading upda <mark>te 12</mark> M
March 15, 2022	Full-year 2021 results
April 14, 2022	Trading update Q1
April 26, 2022	AGM

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#### Disclaimer

The information in this presentation about the business performance of the Bystronic Group is of a summary nature only. The information published in the Annual Report 2020 of Conzzeta AG, the company that preceded Bystronic AG until the end of April 2021, the half-year report 2021 of Bystronic AG and the information on the website www.bystronic.com prevails.

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