METALL ZUG AG - WELCOME

Investor Presentation Half-year Results 2023









Matthias Rey, CEO
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METALL ZUG GROUP WELCOME REMARKS



- Overall pleasing organic sales growth but drop in EBIT and Net Result in HY 1/23
- Deconsolidation of Schleuniger Group in August 2022 main reason for decrease in Net Sales and EBIT
- BUs Medical Devices and Infection Control with drop in order entry in HY 1/23
- BU Medical Devices with significantly lower EBIT in HY 1/23; higher investments in R&D
- BUs Infection Control and Belimed Life Science with improvements in EBIT
- Technologycluster & Infrastructure progressed with major real estate projects SHL-Südtor, Pi and CreaTower I

METALL ZUG GROUP



What we planned for 2023 and what we achieved in HY 1/23

HAAC STREIT	 Maintain Gross Profit Margin despite inflationary environment and price pressure on input side 	✓
HAAG-STREIT GROUP	- Efficiency improvements in operations through further automation	\bigcirc
	 R&D push: Further development of microscopy (analogue and digital), renewal of Octopus 910 and further development of Eyestar 900 	Q
Beli _/ ued	 Compensate pressure on material, freight and labor prices with higher sales prices 	Q
Infection Control	- Further increase the share of recurring revenues (service, consumables),	✓
	integration of Amity products in the Belimed Protect portfolio – Assess inorganic growth opportunities and further strategic alliances	Q
11. Trou	 Selection of winning project refactory 	V .
TECH CLUSTER ZUG	 Start construction of SHL-Südtor 	V
	 Conclude final agreement and define construction plan for project CreaTower I 	✓
Others	- Create sustainable positive single digit EBIT margin Strongth on strategic focus of Cobrig Group	Q
	 Strengthen strategic focus of Gehrig Group 	\bigcirc

METALL ZUG GROUP

CONTENT



- 1. Group Financial Report HY 1/23
- 2. Business Units
 - Infection Control
 - Medical Devices
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GROUP FINANCIAL REPORT HY 1/23

METALL ZUG GROUP

OVERVIEW HY 1/23



- Group net sales of CHF 228.4 million (HY 1/22: CHF 324.4 million; CHF 207.5 excl. Schleuniger), organic sales increase 9.5%
 - Negative FX effect of CHF –6.8 million (-2.1%), Acquisition- & divestment effect of CHF -120.1 million (-37.0%)
 - Infection Control: Positive organic sales growth in all segments (organic growth 23.5%) mainly due to high order backlog at the end of 2022
 - Medical Devices: Lower sales as a result of challenges in the US market, mainly due to destocking on distributors side which resulted in low order entry
 - Belimed Life Science: significantly higher sales compared to HY 1/22
 - Gehrig Group: higher sales mainly due to service business
- Operating result (EBIT) of CHF 7.6 million (HY 1/22 : CHF 23.5 million)
 - Infection Control: Higher but still negative EBIT due to inflation-related wage increases and higher costs in R&D
 - Medical Devices: sharp decrease in EBIT as a result of lower net sales and increased strategic expenses in R&D
 - Belimed Life Science: EBIT in HY 1/23 above HY 1/22 and reached profit zone
 - Gehrig Group: slightly negative EBIT
- Net result of CHF 13.3 million (HY 1/22 : CHF 19.1 million)

INCOME STATEMENT



CHF million	HY 1/23	in %	HY 1/22 excl. Schleuniger (pro-forma)*	HY 1/22 (reported)	in %	Comment
Net sales	228.4	100.0	207.5	324.4	100.0	
Cost of Goods and Services sold	-151.6	-66.4	-135.6	-203.8	-62.8	
Gross profit	76.8	33.6	71.9	120.6	37.2	
Maketing and sales expenses	-28.0	-12.2	-27.2	-39.9	-12.3	
Research and development expenses	-19.6	-8.6	-17.6	-30.1	-9.3	
Administration expenses	-26.9	-11.8	-24.7	-34.7	-10.7	HY 1/22: includes CHF 2.5 million release of pension provision UK (BU Medical Devices)
Other operating income	6.6	2.9	7.1	7.9	2.4	HY 1/22: includes CHF 1.6 million from release of provision for legal case Belimed Infection Control.
Other operating expenses	-1.3	-0.6	-0.1	-0.3	-0.1	HY 1/23: CO ₂ -fund contribution of CHF 1.3 million whereof CHF 0.7 million allocation by Metall Zug AG as decided by the Annual General Meeting.
Operating result (EBIT)	7.6	3.3	9.4	23.5	7.2	
Financial result	8.7	3.8	10.8	2.2	0.7	HY 1/23: includes result from associated companies of CHF 9.7 million (HY 1/22: CHF 1.7 million)
Result before taxes	16.3	7.1	20.2	25.7	7.9	
Taxes	-3.0	-1.3	-4.1	-6.6	-2.0	
Net result	13.3	5.8	16.1	19.1	5.9	
Thereof attributable to:						
- Shareholders of Metall Zug AG	10.0		11.7	14.7		
- Non-controlling interest holders	3.3		4.4	4.4		

^{*} To ensure comparability, the HY 1/22 pro-forma figures are presented as if the merger between Schleuniger and Komax had already taken place on January 1, 2022.

ASSOCIATED COMPANIES



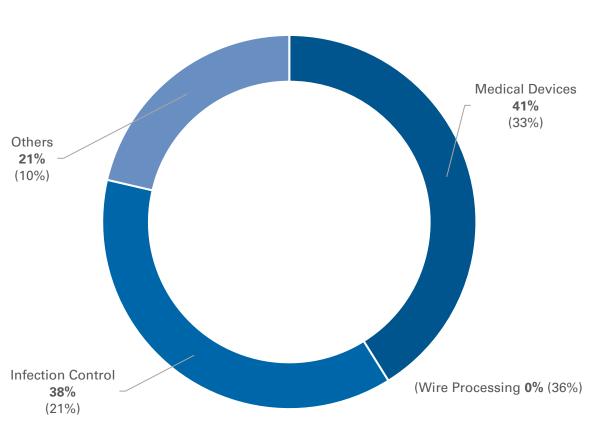
In CHF million

HY 1/23	Komax	V-ZUG	Total
Pro rata net result HY 1	10.0	1.3	11.3
Adjustment to previous year's			
actual result	-0.3	-1.2	-1.6
Total result	9.7	0.1	9.7
Book value (proportional equity)	107.1	138.2	245.3
Market value (share price as of June 30)	297.7	139.2	436.9
HY 1/22	Komax	V-ZUG	Total
Pro rata net result HY 1	n/a		
Adjustment to previous year's	11/ CI	1.1	1.1
rajustificiti to providuo your s	11/4	1.1	1.1
actual result	n/a	0.5	0.5
actual result	n/a	0.5	0.5

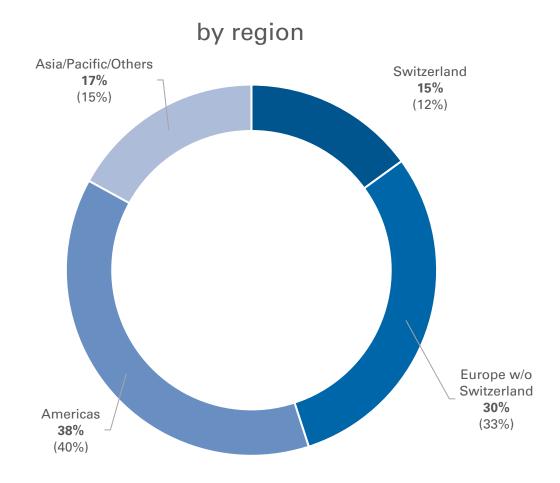
NET SALES HY 1/23



by Business Unit



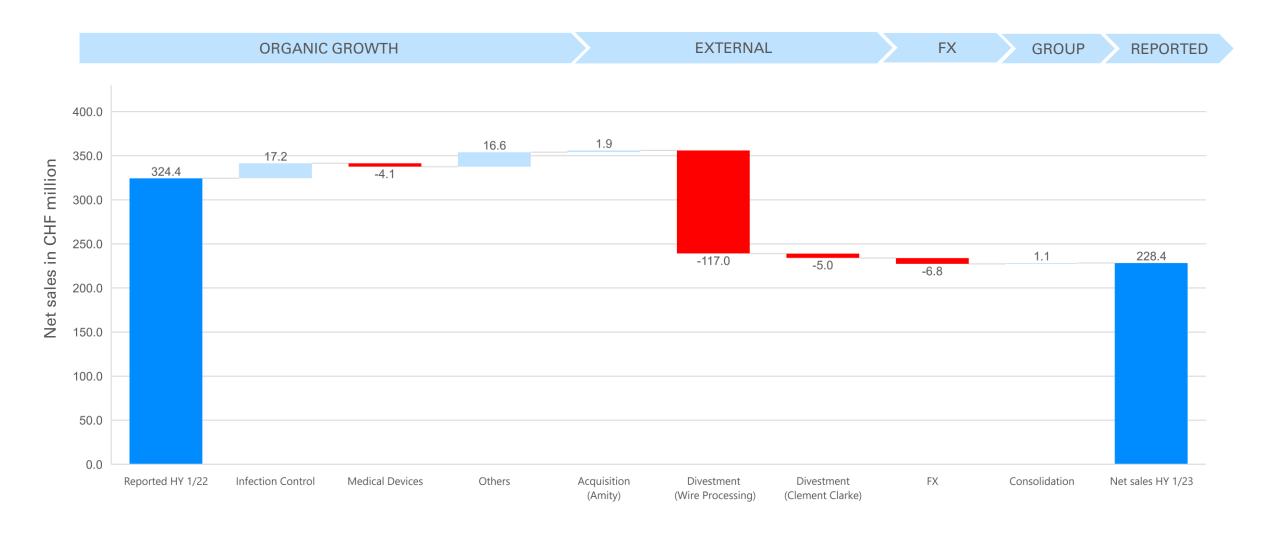
(Previous year's values in brackets)



(Previous year's values in brackets – excluding Wire Processing)

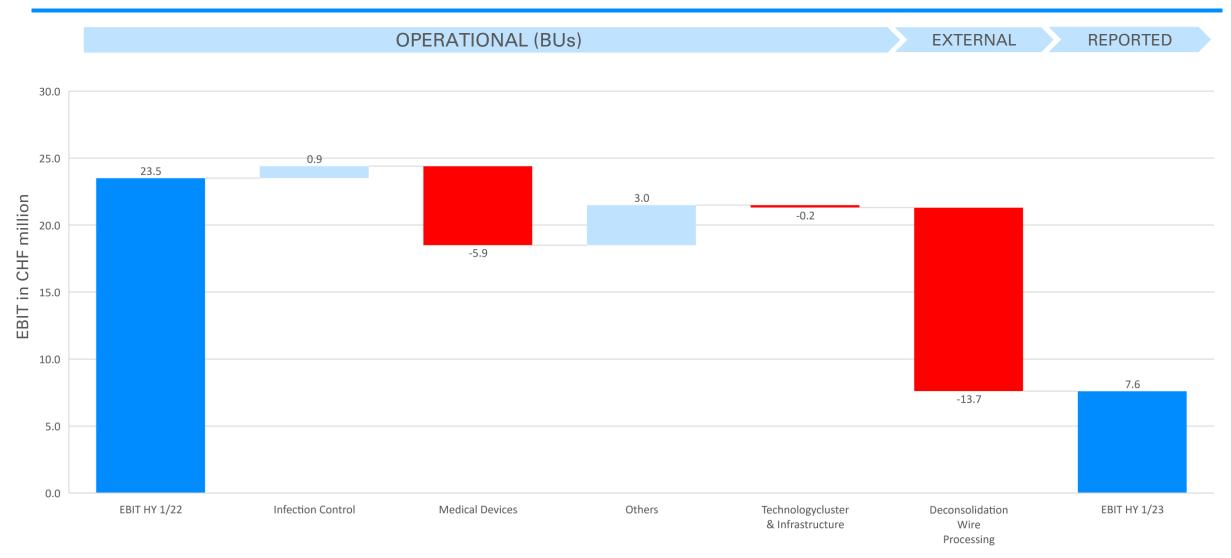
NET SALES ANALYSIS





METALL ZUG

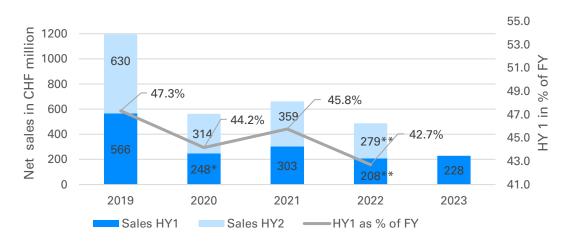
OPERATING RESULT (EBIT) ANALYSIS



METALL ZUG GROUP SEASONALITY

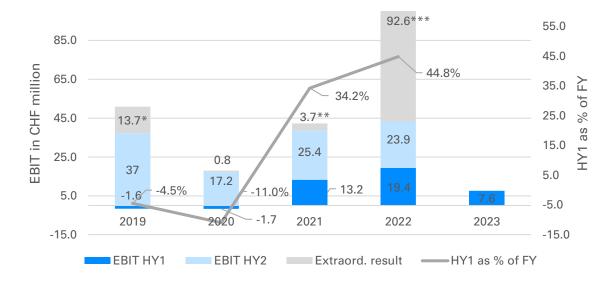


Net sales



- * Excluding V-ZUG
- ** Excluding Schleuniger

EBIT



- * HY 1/19: Provision for soil remediation
- ** HY 1/21: Partial dissolution of pension provision CHF 3.7 million
- *** Includes the following effects:
 - + Gain on contribution of Schleuniger Group into Komax Group of CHF 89.7 million
 - + Gain on sale of fixed assets CHF 3.6 million
 - + Dissolution of provision for legal claim CHF 1.6 million (from HY1)
 - Pension provision CHF -2.4 million (HY1 dissolution of CHF 2.5 million and HY2 increase of CHF -4.9 million)

BALANCE SHEET



CHF million	06/30/2023	in %	12/31/2022	in %	Comment
Cash and cash equivalents / securities	32.4	4.6	31.7	4.5	
Other current assets	247.0	34.9	254.2	36.2	
Current assets	279.3	39.5	285.9	40.8	
Tangible assets	168.0	23.8	154.9	22.1	
Financial assets	256.5	36.3	256.0	36.5	Includes participation (equity value) in: - V-ZUG (CHF 138.2 million) - Komax (CHF 107.1 million)
Intangible assets	3.6	0.5	4.4	0.6	
Fixed assets	428.1	60.5	415.3	59.2	
Total assets	707.5	100.0	701.2	100.0	
Current & long-term financial liabilities	31.3	4.4	17.0	2.4	
Other liabilities	161.7	22.9	165.9	23.7	
Total liabilities	193.0	27.3	182.9	26.1	
Shareholders' equity	514.5	72.7	518.3	73.9	
Total liabilities and shareholders' equity	707.5	100.0	701.2	100.0	
Net cash position	1.1	0.1	14.7	2.1	

CASH FLOW STATEMENT



CHF million	HY 1/23	HY 1/22 excl. Schleuniger (pro-forma)*	HY 1/22 (reported)	Comment
Cash flow from operating activities	6.9	-6.5	-13.4	HY 1/22: significant increase in NWC (mainly inventory)
Cash flow from investing activities	-7.8	-5.8	-20.9	
- of which investments in tangible assets	-21.2	-11.7	-12.9	HY 1/23: investments in real estate projects of Tech Cluster as well as purchase of building in Mannheim, DE (BU Medical Devices)
- of which investments in intangible assets - of which investment in group companies, net cash	-0.2	0.0	-0.9 -7.7	HY 1/22: acquisition of remaining non-controlling interests of 40% in adaptronic Prüftechnik GmbH, Wertheim (DE). Final payment of CHF 3.9 million in July 2022.
- of which disposal of group companies, net cash	6.4	0.0	0.0	HY 1/23: purchase price payment for Clement Clarke International Ltd. (sold in December 2022)
- of which disposal of tangible assets	0.1	0.1	0.2	
- dividends received	7.1	5.8	0.0	HY 1/23: dividend from Komax Holding AG
Cash flow from financing activities	-14.2	-17.2	-17.6	
- of which cash dividends	-15.7	-17.2	-17.2	
- of which sale of treasury shares	1.5	-		
Currency translation effects	1.3	-1.5	-0.3	
Change in "Net cash and cash equivalents"	-13.7	-31.0	-52.3	
Free cash flow	-0.9	-12.3	-34.4	

^{*} To ensure comparability, the HY 1/22 pro-forma figures are presented as if the merger between Schleuniger and Komax had already taken place on January 1, 2022.



BUSINESS UNITS

INFECTION CONTROL



HY 1/23: NET SALES CHF 88.5 MILLION; EBIT CHF -3.7 MILLION



INFECTION CONTROL

KEY FIGURES AND OVERVIEW



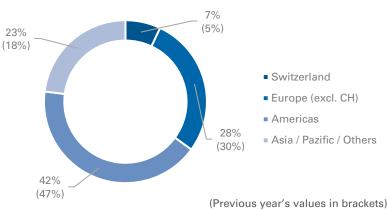
CHF million	HY 1/23	HY 1/22	Δ
Net sales	88.5	73.1	21.1%
Operating result (EBIT)	-3.7	-4.6 ²⁾	19.4%
EBIT margin in %	-4.2	-6.3	+210bp

- 1) Includes acquisition effect Amity Ltd. of CHF 1.9 million
- 2) Includes positive one-time impact of CHF 1.6 million; adjusted EBIT CHF -6.2 million
- High order backlog at the beginning of 2022 in medical segment (equipment) but lower order intake compared to HY 1/22
- Net sales above previous year; adjusted for the acquisition effect (Amity) 2.6% and FX effect of -5.1%, sales increased by 23.5%
- Positive organic sales growth in all segments (equipment, service, consumables and digitalization)
- EBIT above HY 1/22, due to higher net sales, despite inflation-related wage increases and higher costs in R&D; EBIT HY 1/22 included positive one-off effect of CHF 1.6 million from release of provision for a legal case, adjusted for this effect, EBIT rose by 39.9%

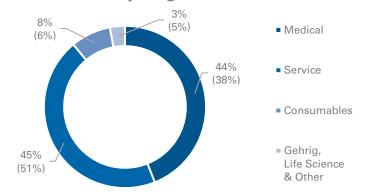
Highlights

- Amity successfully integrated into the group → expansion of chemical business gains momentum
- Belimed China received multiple awards for its washers and disinfection equipment
- Digitalization: on track to achieve goal of connecting 1 000 customer devices via cloud in 2023





Net Sales by Segment



(Previous year's values in brackets)

STRATEGIC PRIORITIES

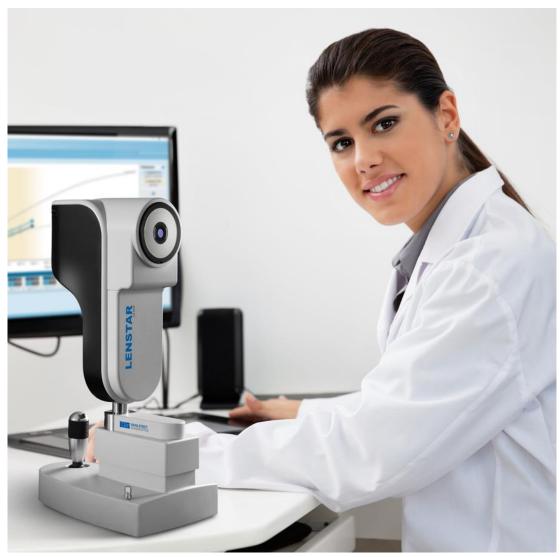


- Benefit from reduced complexity of the business structure and processes as a pure player
- Organic sales growth in equipment, consumables and service above market
- Strengthen market position and product mix with chemistry/consumables from Amity
- Continuously build and evolve a differentiating added value through digital tools that provide meaningful data to Belimed customers

MEDICAL DEVICES



HY 1/23: NET SALES CHF 93.9 MILLION; EBIT CHF 12.6 MILLION



MEDICAL DEVICES

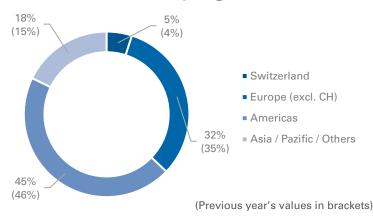
KEY FIGURES AND OVERVIEW

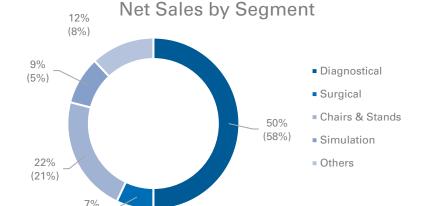
METALL	ZUG

CHF million	HY 1/23	HY 1/22	Δ
Net sales	93.9	105.9	-11.3%
Operating result (EBIT)	12.6	18.4	-31.8%
EBIT margin in %	13.4	17.4	-400bp

- 1) Includes divestment effect Clement Clarke International CHF -5.0 million
- 2) Includes CHF +2.5 million pension provision release; adjusted EBIT CHF 16.0 million
- High order backlog at end of 2022 but significantly lower order entry in HY 1/23 compared to HY 1/22 mainly due to destocking on distributors side; demand for simulators and microscopes remains high, while microscope deliveries are delayed due to capacity constraints
- Lower sales compared to previous years reporting period; (Divestment effect Clement Clarke -4.7%, FX impact -2.7%, organic sales decline -3.9%)
- EBIT in HY 1/23 significantly below previous year's level, due to lower gross margin as consequence of decrease in net sales and increased R&D expenses; cost savings measures implemented in other areas could not fully compensate for this.
- Highlights
 - Excellent feedback from market regarding image quality of Imaging Module IM 910
 - Demand for the Anterior Suite to the Eyestar 900 developing positively
 - Digitalization is progressing according to plan in all areas of product development

Net Sales by region





(Previous year's values in brackets)

MEDICAL DEVICES

STRATEGIC PRIORITIES



- Focus on ophthalmology
- Complementing and expanding solution portfolio including digitalization, artificial intelligence and data processing
- Expanding training portfolio by increasing simulation and training opportunities for ophthalmologists, ophthalmic surgeons and optometrists
- Ensure additional growth opportunities through customer proximity as well as focused and aligned market development as a group
- Explore growth opportunities by suitable acquisitions and strategic partnerships
- Continuous improvement of margins by increasing operational efficiency as well as effective and aligned cooperation between all areas within the Haag-Streit Group

OTHERS: BELIMED LIFE SCIENCE, GEHRIG GROUP, METALL ZUG AG (CORPORATE)



HY 1/23: NET SALES CHF 50.1 MILLION; EBIT CHF -2.1 MILLION





OTHERS



KEY FIGURES AND OVERVIEW

CHF million	HY 1/23	HY 1/22	Δ
Net sales	50.1	33.8	48.3%
Operating result (EBIT)	-2.1	-5.0	58.7%
EBIT margin in %	-4.1	-14.9	+1080bp

BELIMED LIFE SCIENCE

- High order backlog at end of 2022 and pleasing order entry in HY 1/23 due to continued relocations of pharmaceutical factories and respective investments
- Significantly higher sales of CHF 32.9 million (HY 1/22: CHF 17.9 million)
- General positive trend continues to be negatively affected by tense supply situation for certain electronic components and ongoing shortage of skilled workers
- Thanks to the higher sales level, EBIT in HY 1/23 above HY 1/22 and reached profit zone
- Higher energy and salary costs had negative impact on the result; gross margin continued to be negatively affected by inflation due to long project lead times
- Expansion of vertical integration by insourcing production of components and pressure vessel in Sulgen successfully completed
- New sterilizer PST.2 successfully launched on the market

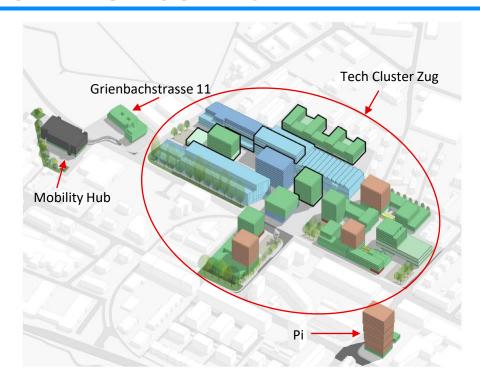
GEHRIG GROUP

- Sales of CHF 17.2 million above previous year (HY 1/22: CHF 15.9 million) mainly due to increased sales in service business
- Ongoing shortage of skilled staff, in particular of service employees
- EBIT slightly negative despite increase of sales due to higher costs associated with the strategical termination of "Care & Hygiene" division

TECHNOLOGYCLUSTER & INFRASTRUCTURE



HY 1/23: EBIT CHF 0.8 MILLION

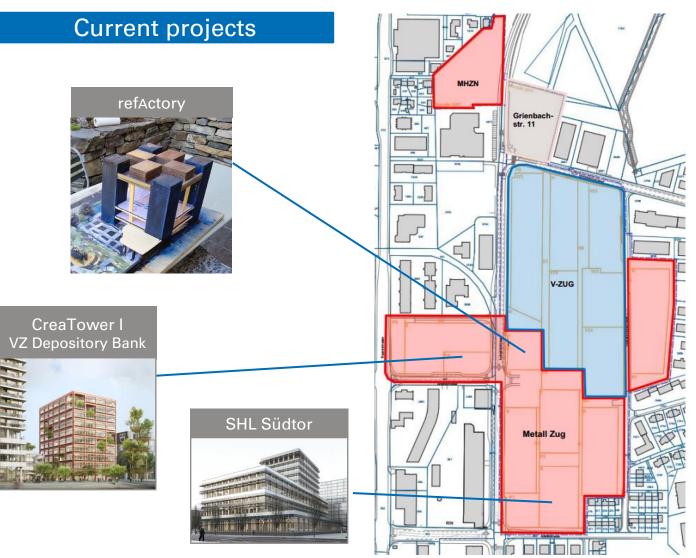




CHF million	HY 1/23	HY 1/22	Δ
Net sales	0.0	0.0	n/a
Operating result (EBIT)	0.8	1.0	-21.8%
EBIT margin in %	n/a	n/a	n/a

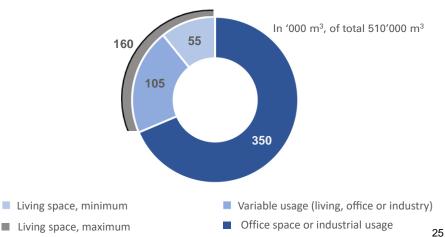


TECH CLUSTER ZUG - SIGNIFICANT DEVELOPMENT POTENTIAL



Total area potential

- Development area (ground): approx. 54'000 m², plus Grienbachstrasse (5'500 m²)
- Building volume TCZ: Up to 1'045'500 m³ incl. V-ZUG and Mobility Hub Zug Nord, resulting in a building volume for MZ of up to 510'000 m³
- Minimum industrial usage requirements of development plan are fulfilled by V-ZUG
- Flexible development options:



TECHNOLOGYCLUSTER & INFRASTRUCTURE



TECH CLUSTER ZUG – MAJOR RENTAL PROJECTS

	SHL Südtor	refActory
Project size	102'632 m ³ building volume 11'015 m ² production area 5'014 m ² office space 93 parking lots	41′300 m³ building volume 45 parking lots
Usage	Combined production and office	Showroom and museum V-ZUG, canteen, office
Purpose	Long term rental property with SHL Medical AG	Long term rental property with V-ZUG and third party tenants
Project status	LOI signed, project selected, Rental contract signed	Study contract, Pre-project
Expected finalization	June, 2026	2028



TECH CLUSTER ZUG / OTHERS – MAJOR SALES PROJECTS

CreaTower I



Project size

35'700 m³ building volume 899 m² ground to be sold 6'863 m² office space 100 parking lots

Usage

Office building, Headquarter of VZ Depository Bank

Purpose

Sale of building to VZ Depository Bank

Project status

- LOI signed
- Purchase pre-contract signed
- architectural design competition completed (Gigon Guyer selected)

Expected finalization

2027

Project Pi(not part of TCZ development plan area)



96'000 m³ building volume Approx. 16'500 m² living space (One of the highest wooden high-rise in Europe)

- Living space (partially affordable housing)
- Bistro/commercial usage on ground floor

LOI for sale of apartments to V-ZUG pension/welfare fund and GEWOBA (TCZ remains owner of ground)

- Project selected, in planning phase
- Area development plan pending

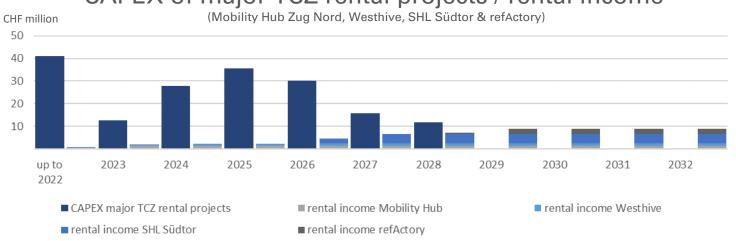
2027

TECHNOLOGYCLUSTER & INFRASTRUCTURE

INVESTMENTS IN REAL ESTATE DEVELOPMENT PROJECTS







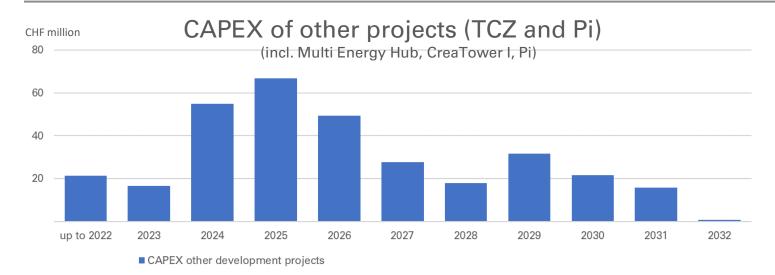
In the current environment, Metall Zug is aiming for a net return of around 3% also taking into account investments in infrastructure and market value of the land.

Total CAPEX major rental projects

CHF 175 million¹⁾

Target rental income

Office space: 320-400 CHF/m² p.a. Industrial usage: 120-220 CHF/m² p.a. Living space: 380-500 CHF/m² p.a.



Total CAPEX other projects

CHF 324 million gross up to 2032

(excluding proceeds from sale of projects, including CreaTower I and Pi)

1) Does not include investments in general infrastructure projects of TCZ (e.g. Multi Energy Hub); Project specific construction costs only

TECHNOLOGYCLUSTER & INFRASTRUCTURE

REALIZATION OF PROPERTY VALUE



- Land currently recognized at cost (CHF 24.9 million, respectively CHF 36.0 million including Grienbachstrasse 11 and Pi)
- Fair value of Tech Cluster significantly above cost; strongly impacted by building volume, type of usage and timing of development
- The current real estate projects do not yet reflect the full value creation potential of TCZ
- Realization of Fair Value from Group's accounting perspective (Swiss GAAP FER):
 - At time of sale of a property project (e.g. CreaTower I VZ Depository Bank and Pi), or;
 - At time of reclassification as Investment Property, measured at Fair Value (initial adjustment through Equity)
- Decision to classify the Tech Cluster as Investment Property will be made at a later stage of the area transformation



SUSTAINABILITY @ MZ

MEDIUM-TERM SUSTAINABILITY TARGETS



Climate & Resources



Metall Zug achieves the goal of net zero emissions in scope 1 and 2 with its own efforts and effective, good quality reduction certificates

To increase awareness and to include the "climate cost", CO₂ emissions at Metall Zug are given a price

Support of systemic approaches for a transformation towards a climate friendly economy under consideration of different compensation methods

Employees



Placing people at the center of the company

Develop own managers and skilled workers

Increase and maintain employee satisfaction

Less occupational accidents

Promote equality

Products & Services



Maintain durability and reparability, expand circularity

Use multi-use & renewable packaging materials

Achieve effective improvements in the supply chain

Society & Value Creation



Protecting the integrity of the company

Create local jobs

Contributing to quality location development



METALL ZUG GROUP 2023

METALL ZUG GROUP OUTLOOK



The significantly lower order intake in the first half of 2023 and the planned further increase in strategic investments in research and development in the Medical Devices Business Unit will impact the profitability of the Metall Zug Group. Overall, we therefore expect a restrained business development and a lower operating result in the second half of the year compared to the first half.

Investor Presentation - March 13, 2023

METALL ZUG GROUP

METALL ZUG

A SOLID INVESTMENT WITH POTENTIAL

- As a strategic and long-term anchor shareholder, Metall Zug AG will focus on the strategic management and profit from the value creation of its investments including V-ZUG and Komax
- All Business Units, primarily active in the med tech industry, are well positioned in attractive markets with growth potential based on competitive product portfolios, strong customer relationships and opportunities related to digital business and processes
- Earnings growth drivers are
 - Grow sales of Infection Control
 - Foster operational excellence and explore the full growth potential of Medical Devices
 - Exploit the potential of an innovative Technology Cluster on the 60'000 sqm-site in the city of Zug
 - Focus on profitable project business in Belimed Life Science, improve operational excellence, develop the service and retrofit business and benefit from the market growth
- The stable shareholder base with an entrepreneurial family as its main shareholder pursues a decidedly long-term perspective creating sustainable value for all stakeholders
- Strong balance sheet enabling investments in internal and external growth



INFORMATION FOR INVESTORS

SHARE PRICE DEVELOPMENT





METALL ZUG GROUP



RECONCILIATION OF PRO-FORMA FINANCIAL INFORMATION (HY 1/22)

INCOME STATEMENT:

- The Income Statement was adjusted for the contribution of Schleuniger as follows: Net Sales CHF -117.0 million, EBIT CHF -13.7 million, Financial result CHF 1.0 million, Income before taxes CHF -12.7 million, Net income CHF -10.2 million. Additionally, intercompany recharges (i.e. management fees and interest) were neutralized as follows: EBIT CHF -0.4 million, Financial result CHF -0.7 million, Income before taxes CHF -1.1 million, Net income CHF -1.1 million. Pro-forma contribution of 25% stake in KOMAX Group including Schleuniger (as if the spin-off had happened at the beginning of 2022, combining the net result of both companies) considered as follows: Financial Result CHF +8.4 million, Income before taxes CHF +8.4 million, Net income CHF +8.4 million. FTEs were deducted by the Schleuniger FTEs by -1031.

STATEMENT OF CASH FLOWS:

- The Statement of Cash Flows was adjusted for the contribution of Schleuniger as follows: Cash flow from operating activities CHF +6.8 million, Cash flow from investing activities CHF +9.3 million, of which investments (w/o financial assets, M&A) CHF +1.5 million, Cash flow from financing activities CHF -15.6 million. Additionally, intercompany payments were neutralized as follows: Cash flow from operating activities CHF -0.1 million, Cash flow from financing activities CHF +16.0 million. Pro-forma consideration of 25% of the distributed dividends of KOMAX Group including Schleuniger (as if the spin-off had happened at the beginning of 2022, considering the dividends distributed of both companies): Cash flow from investing activities CHF +5.8 million.

METALL ZUG GROUP FINANCIAL CALENDAR



March 11, 2024 Publication Annual Report

April 26, 2024 Expected date for ordinary Annual General Meeting of Shareholders 2024

August 8, 2024 Half Year Results 2024

METALL ZUG GROUP CONTACT



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