

6 February 2018

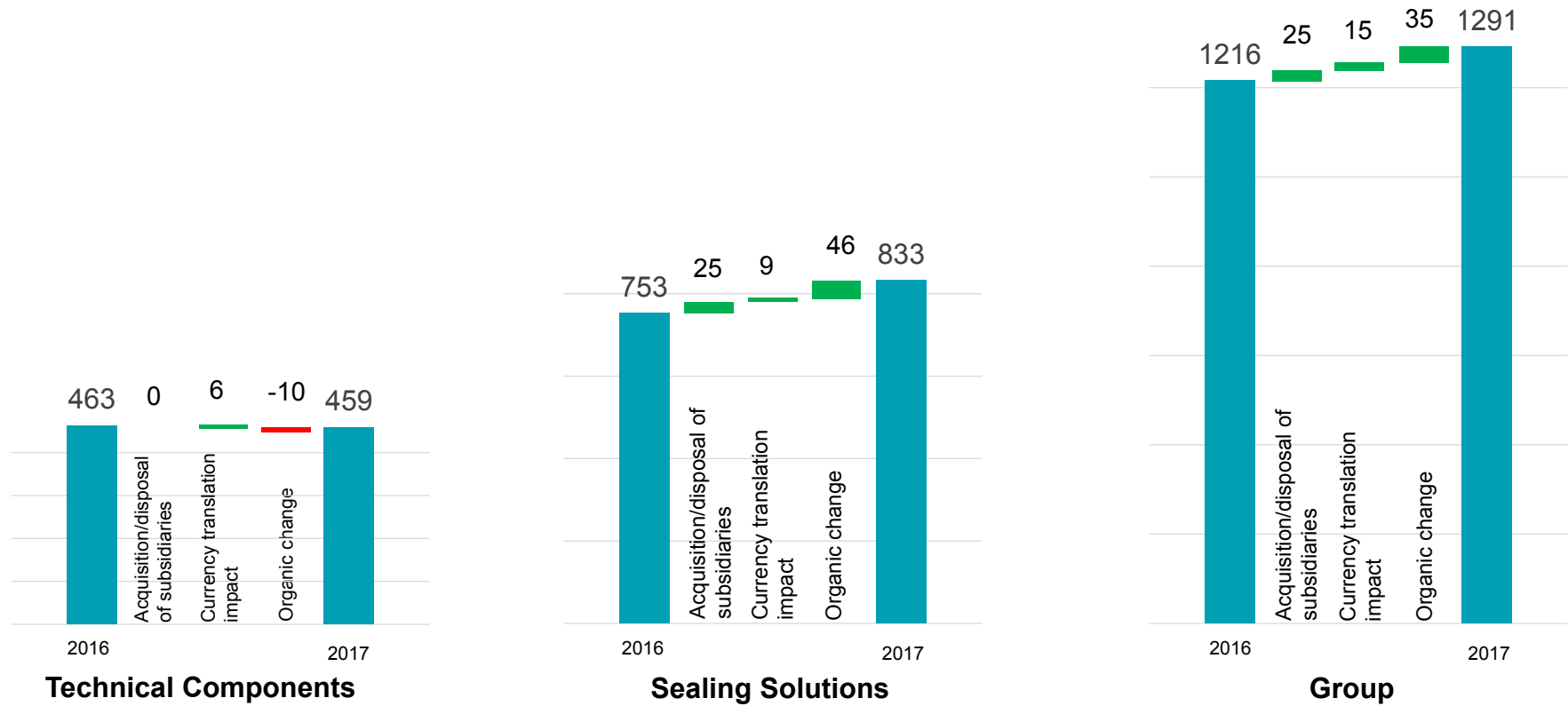
Welcome to the
**Annual Results Press Conference
and Analysts Presentation of the
Datwyler Group**



Consolidated income statement

in CHF millions	2017	2016	Δ in %
Net revenue	1 291.4	1 215.8	6.2%
Costs of goods sold	(961.7)	(895.6)	7.4%
Gross profit	329.7	320.2	3.0%
Research and development expenses	(26.1)	(23.6)	10.6%
Marketing and selling expenses	(88.4)	(87.9)	0.6%
General and administrative expenses	(70.3)	(76.8)	(8.5%)
Other operating income	18.2	14.8	23.0%
Other operating expenses	(0.5)	(0.6)	(16.7%)
Operating result before interest and taxes (EBIT)	162.6	146.1	11.3%
Net finance result	(7.8)	(50.4)	(84.5%)
Earnings before tax (EBT)	154.8	95.7	61.8%
Income tax expenses	(31.1)	(38.1)	(18.4%)
Net result	123.7	57.6	114.8%
Net result per bearer share entitled to dividend (in CHF)	7.28	3.47	109.8%

Impacts on net revenue by division



EBITDA / EBIT by division

EBITDA	2017		2016	
	EBITDA CHF millions	<i>EBITDA margin</i>	EBITDA CHF millions	<i>EBITDA margin</i>
Sealing Solutions	197.3	23.7%	182.8	24.3%
Technical Components	22.5	4.9%	21.5	4.6%
Group total	219.8	17.0%	204.3	16.8%

EBIT	2017		2016	
	EBIT CHF millions	<i>EBIT margin</i>	EBIT CHF millions	<i>EBIT margin</i>
Sealing Solutions	151.6	18.2%	136.7	18.1%
Technical Components	11.0	2.4%	9.4	2.0%
Group total	162.6	12.6%	146.1	12.0%
Group total, adjusted ¹⁾	172.5	13.4%	157.6	13.0%

1) Adjusted for one-off items

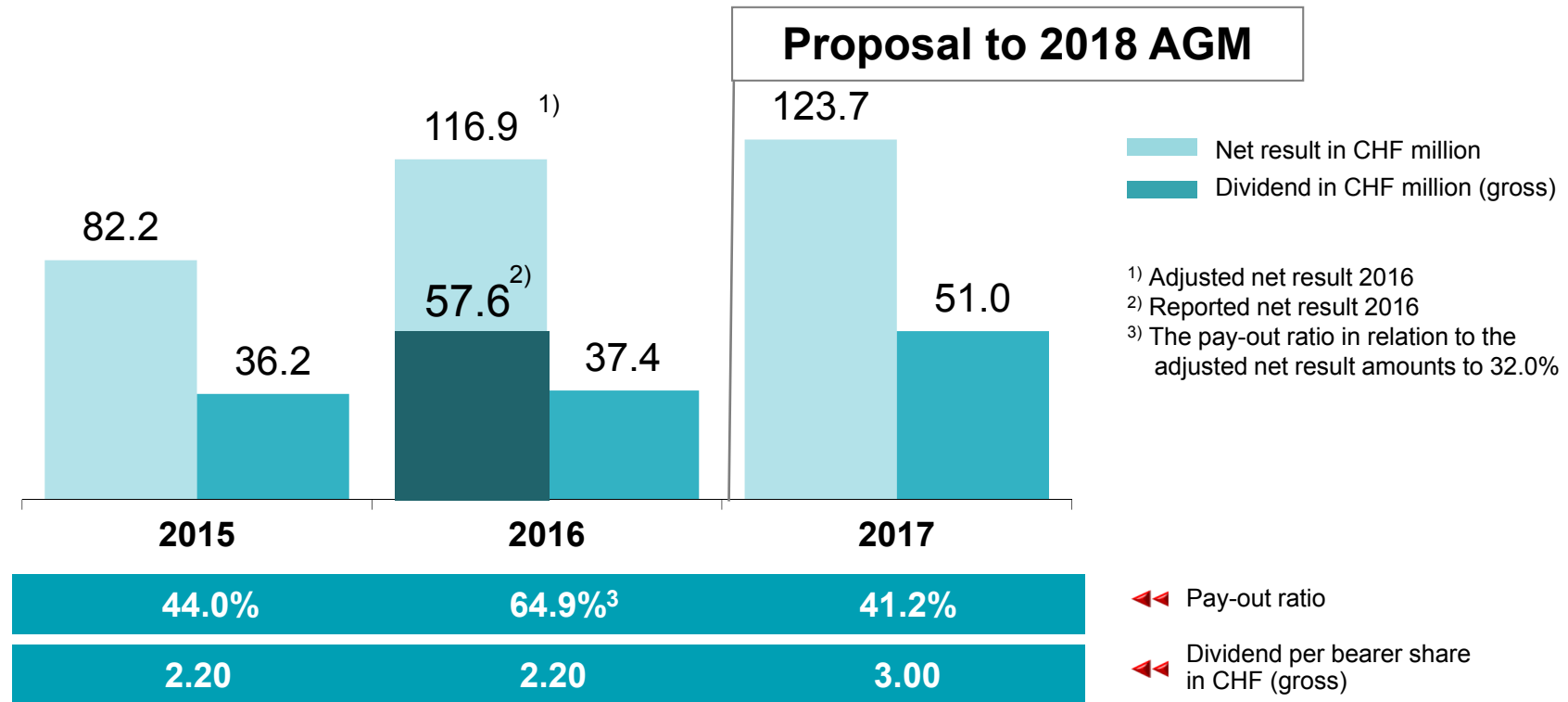
Finance result & income tax expenses

Finance result	in CHF millions	Total 2017	Total 2016
Interest expense, net		(2.2)	(2.2)
Net foreign exchange losses on cash, intercompany & bank loans after hedging		(4.5)	(42.6)
Other finance expenses, net		(1.1)	(5.6)
Net finance result (expenses, net) ¹⁾		(7.8)	(50.4)

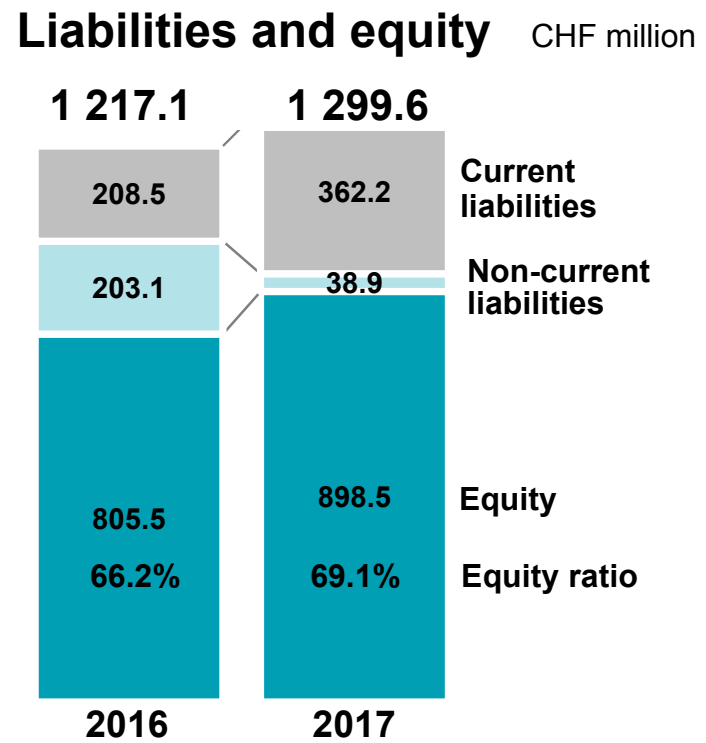
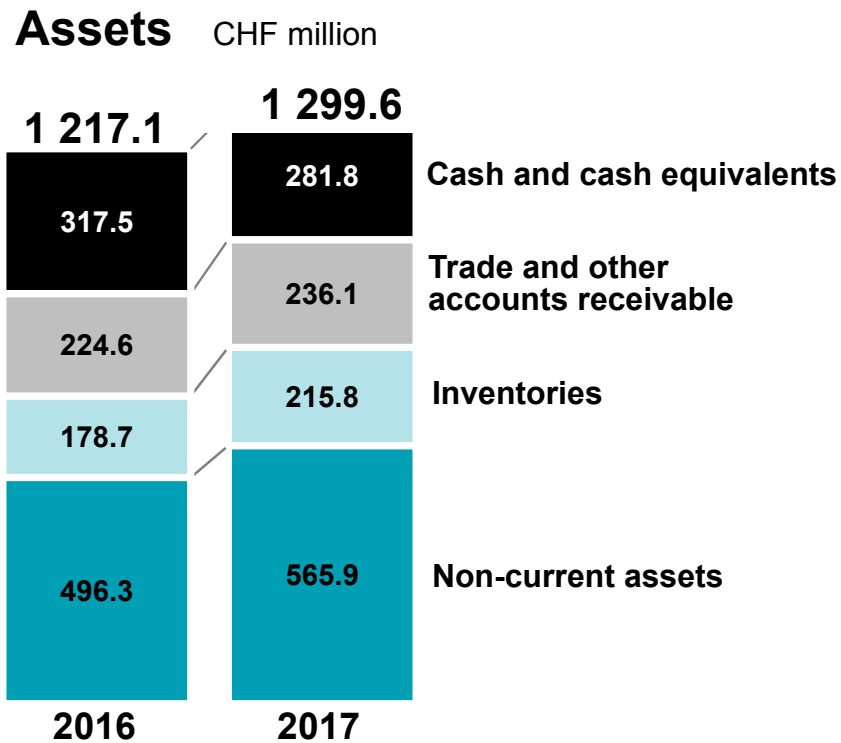
Income tax expenses	in CHF millions	Total 2017	Total 2016
Earnings before tax (EBT)		154.8	95.7
Income tax expenses as reported		31.1	38.1
<i>Tax ratio as reported</i>		20.1%	39.8%
Reconciliation items, net		6.2	(5.8)
Income tax expense at the weighted average income tax rate		37.3	32.3
<i>Weighted average income tax rate</i>		24.1%	33.8%

1) Includes one-off costs due to the intended acquisition of Premier Farnell of CHF 44.1 m.

Dividend of CHF 3.00 per bearer share



Balance sheet structure



Consolidated balance sheet, assets

in CHF millions	31.12.2017	31.12.2016
Cash and cash equivalents	281.8	317.5
Trade accounts receivable	201.9	191.0
Inventories	215.8	178.7
Other receivables	23.2	25.3
Prepayments made and accrued income	11.0	8.3
Current assets	733.7	720.8
Property, plant and equipment	491.9	412.8
Intangible Assets	21.7	19.5
Financial assets: Deferred income tax assets & misc. financial assets	52.3	64.0
Non-current assets	565.9	496.3
Total assets	1 299.6	1 217.1

Consolidated balance sheet, liabilities & equity

in CHF millions	31.12.2017	31.12.2016
Trade accounts payable	78.5	63.7
Short-term bank debt	4.3	4.0
1.125% bond 2012 - 2018	150.0	–
Current provisions	18.0	24.6
Other current liabilities, accrued expenses and deferred income	111.4	116.2
Current liabilities	362.2	208.5
Long-term bank debt	7.3	7.5
1.125% bond 2012 - 2018	–	149.9
Long-term provisions	10.3	12.1
Deferred income tax liabilities	14.9	27.9
Pension liabilities and other long-term liabilities	6.4	5.7
Long-term liabilities	38.9	203.1
Total liabilities	401.1	411.6
Equity	898.5	805.5
Total liabilities and equity	1 299.6	1 217.1

Net working capital

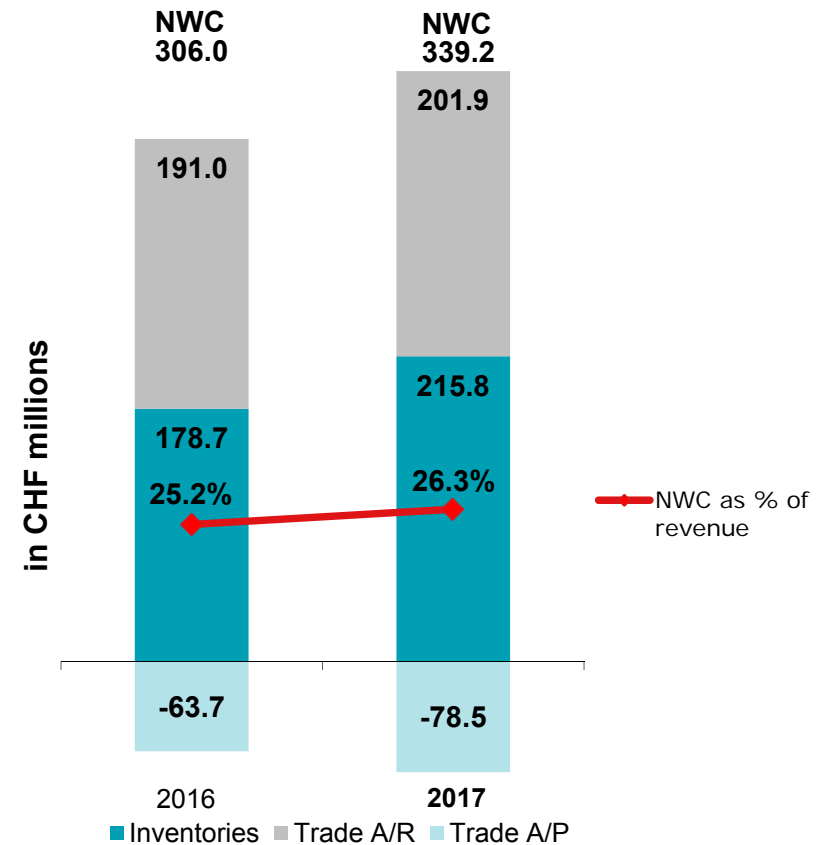
Development of key elements

Increase in net working capital of CHF +33.2 Mio. (+10.8%)

Increase in trade accounts receivable of CHF +10.9 Mio. (+5.7%)

Increase in inventories of CHF +37.1 Mio. (+20.8%)

Increase in trade accounts payable of CHF +14.8 Mio. (+23.2%)

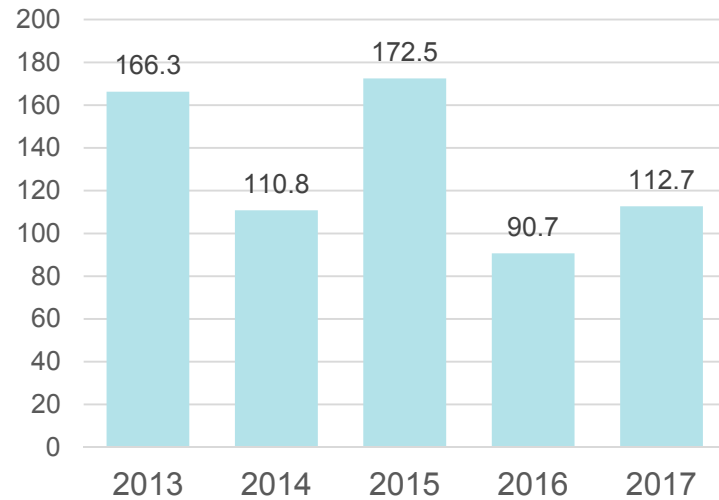


Consolidated cash flow statement

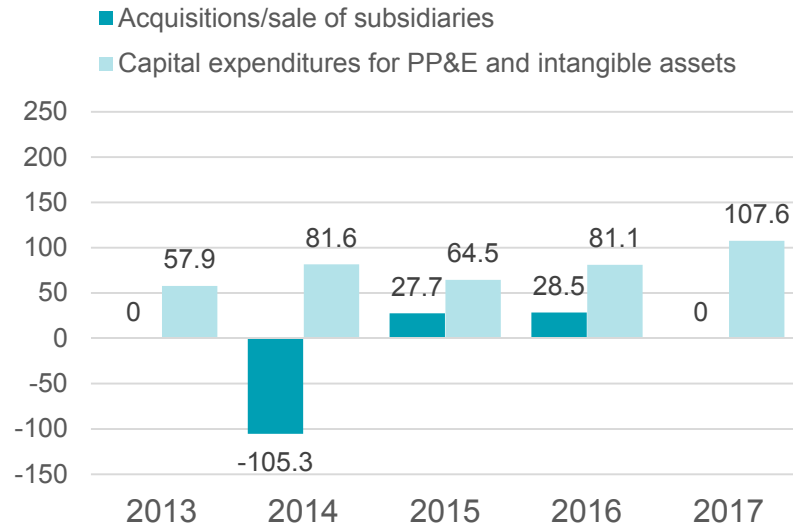
in CHF millions	2017	2016
Net cash from operating activities	112.7	90.7
- Of which change in net working capital	(77.3)	(66.5)
Net cash used in investing activities	(110.0)	(51.3)
- Of which property, plant and equipment	(99.7)	(71.5)
- Of which subsidiaries (net of cash & cash equivalents)	–	(28.5)
- Of which proceeds from sale of money market investments	–	60.0
Free Cash Flow	2.7	39.4
Net cash provided by/(used in) financing activities	(41.2)	37.4
- Of which proceeds/repayment of bank debt, net	(0.5)	0.1
- Of which dividend payment	(37.4)	(36.2)
- Of which proceeds from sale of treasury shares	(3.2)	73.8
- Effect of exchange rate changes on cash and cash equivalents	2.8	(1.3)
Net change in cash and cash equivalents	(38.5)	76.8

Overview cash from operating activities, capex, acquisitions

Cash from operating activities

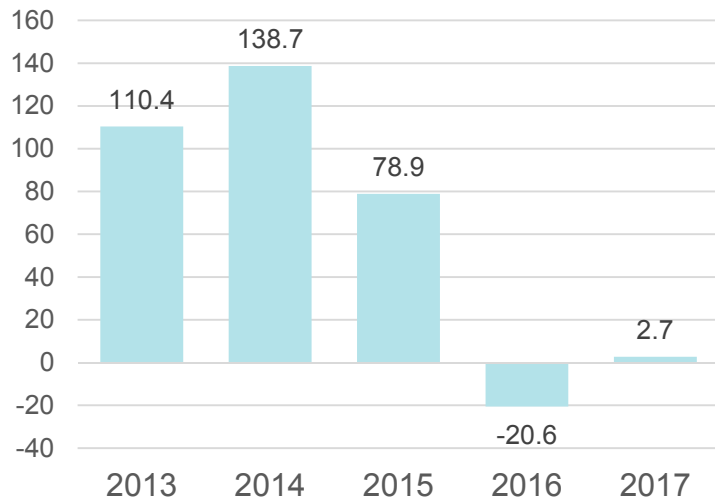


Capital expenditures/acquisitions/sale of subs.

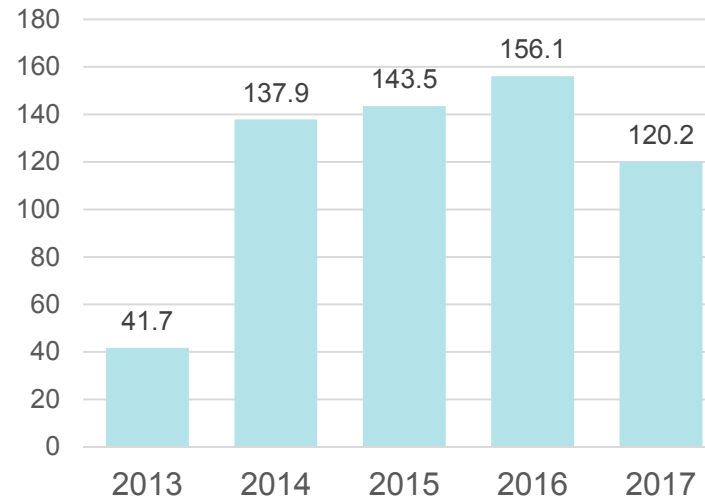


Overview free cash flow and net cash/net debt

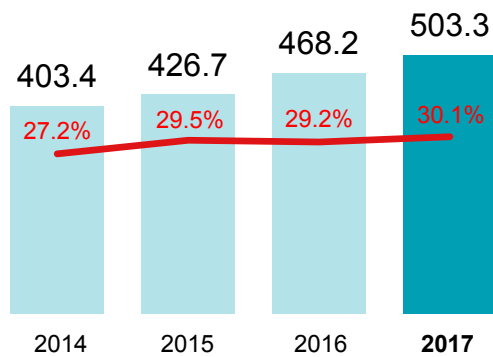
Free Cash Flow (before changes in money market investments)



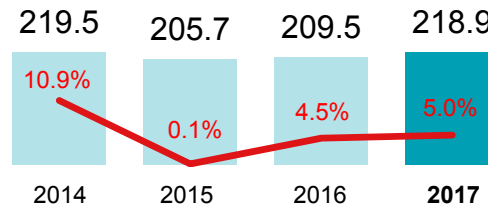
Net Cash / Net Debt



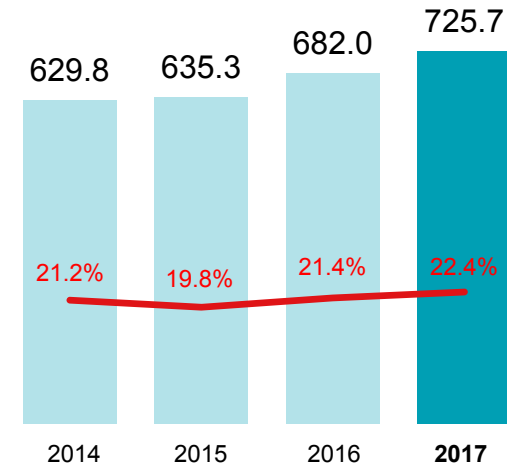
Return on Capital Employed (ROCE) (EBIT / Capital Employed)



Sealing Solutions



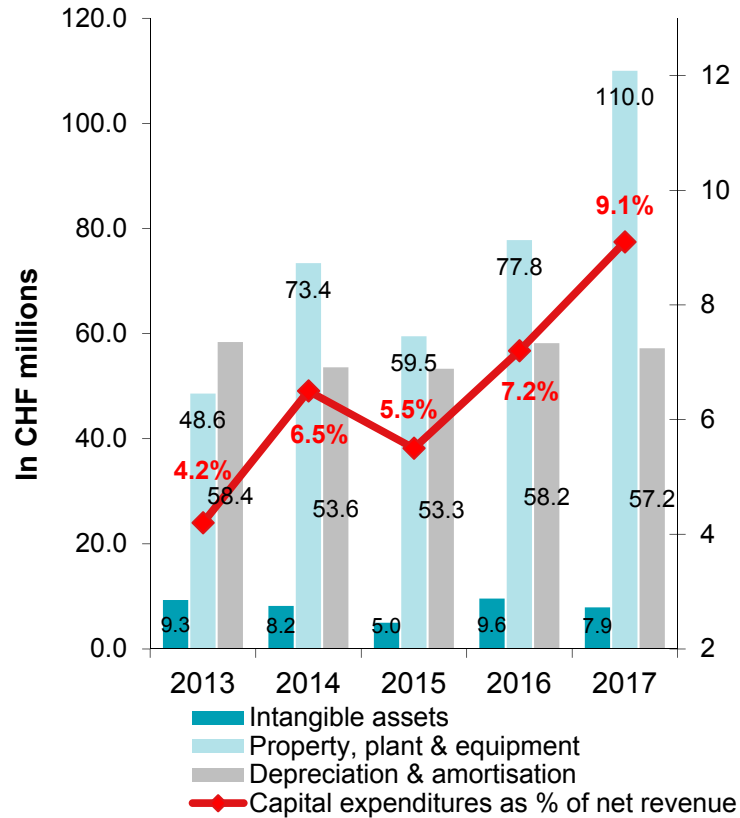
Technical Components



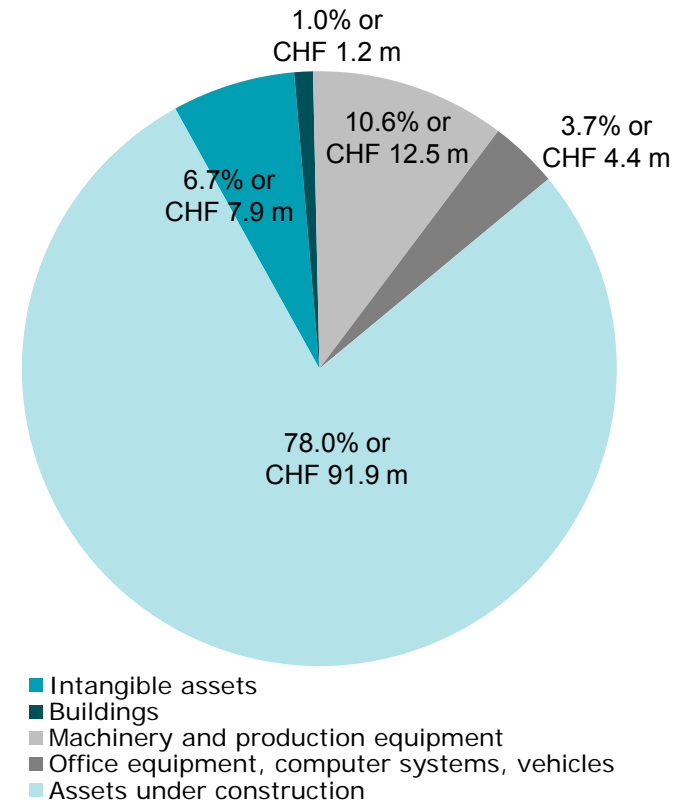
Group

In CHF million

Capital expenditures

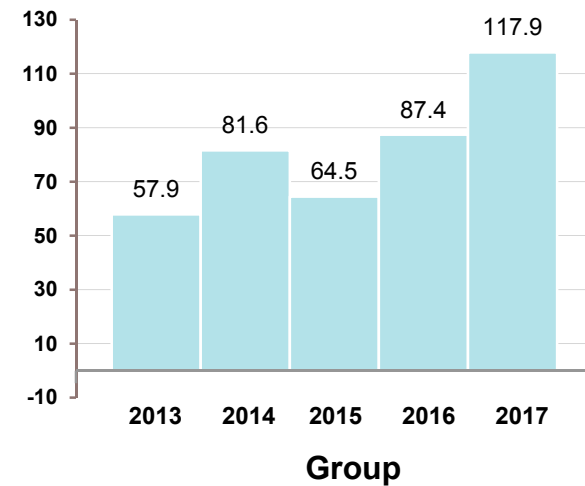
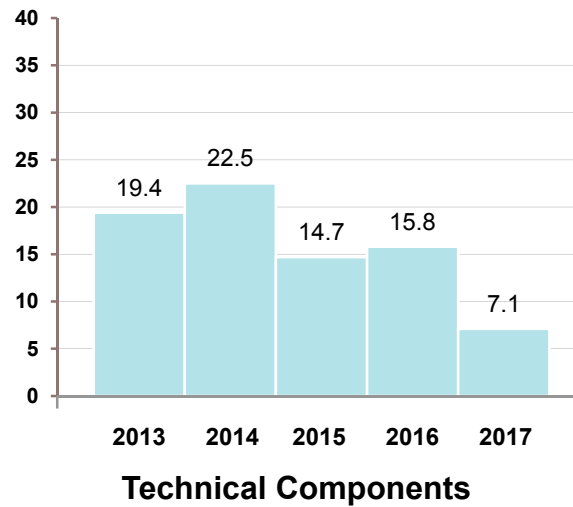
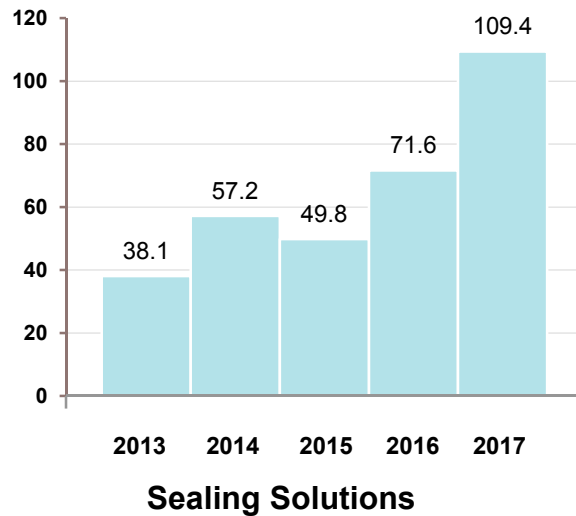


CHF 117.9 m capital expenditure 2017

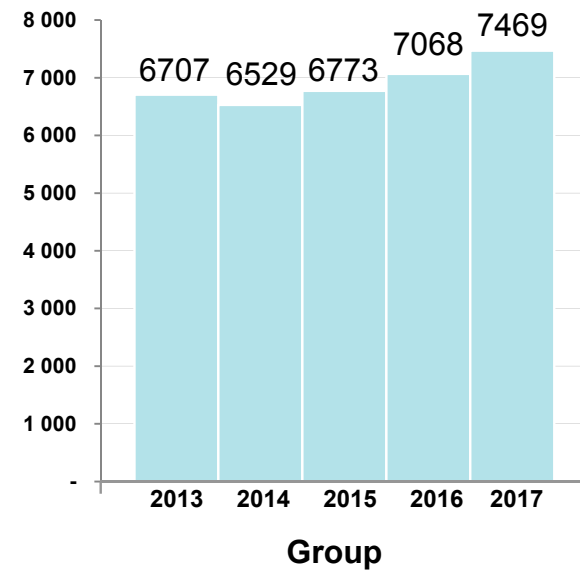
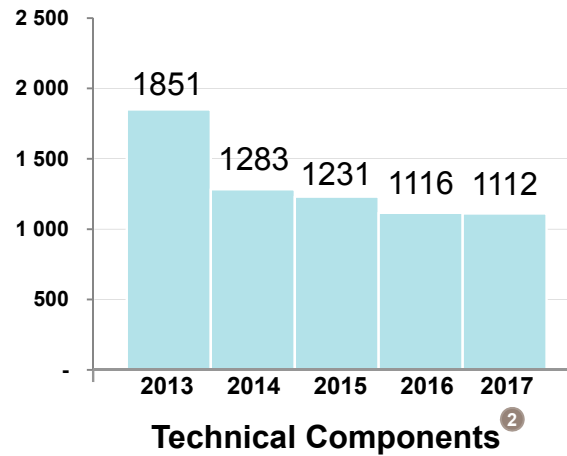
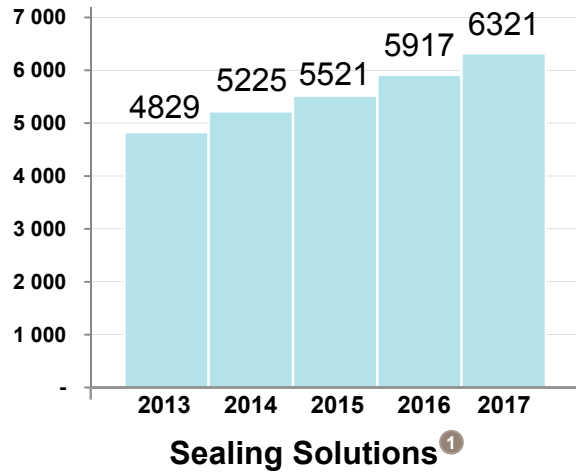


Capital expenditures by division

in CHF millions



Full-time equivalents by division (at year-end)



¹ Sealing Solutions: 2014: Acquisition Columbia Engineered Rubber; 2015: Acquisition Origom; 2016: Acquisition Ott

² Technical Components: 2014 Sale of Maagtechnic

Haftungsausschluss

Diese Präsentation enthält vorausschauende Aussagen. Diese widerspiegeln die aktuelle Einschätzung des Konzerns bezüglich Marktbedingungen und zukünftiger Ereignisse und sind daher bestimmten Risiken, Unsicherheiten und Annahmen unterworfen. Unvorhersehbare Ereignisse könnten zu einer Abweichung der tatsächlichen Ergebnisse von den in dieser Präsentation gemachten Voraussagen und publizierten Informationen führen. Insoweit sind sämtliche in dieser Präsentation enthaltenen vorausschauenden Aussagen mit diesem Vorbehalt versehen.

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