

The background of the slide is a close-up, artistic photograph of a laboratory setting. It features several glass pipettes in the foreground, angled towards a multi-well microplate. The microplate contains a pinkish-purple liquid in some of its wells. The entire scene is bathed in a strong blue light, creating a high-tech, scientific atmosphere. The text is overlaid on this background.

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SKAN Group AG Presentation of the HY 2025 Financial Results

19 August 2025

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Agenda

1. Overview of HY 2025
2. Financial Results HY 2025
3. Outlook 2025
4. Questions and discussions

Thomas Huber (CEO)

Burim Maraj (CFO)

Thomas Huber (CEO)

Highlights of the first half year

Order Intake
in CHF million

213.0

+20.2%⁽¹⁾

EBITDA
in CHF million

0.9

-95.7%⁽¹⁾

Investments
in CHF million

21.5

-3.2%⁽¹⁾

Net Sales
in CHF million

134.6

-17.8%⁽¹⁾

EBITDA-Margin
as % of Net Sales

0.7

-12.4pp^(1, 3)

Order Backlog
in CHF million

386.4

+21.4%⁽²⁾

- SKAN recorded strong order intake in the first half year.
- Order backlog climbed to a new record high and book-to-bill ratio at 1.6 provides good visibility.
- Net sales and EBITDA are below the previous year's levels due to project postponements, which reflect the highly cyclical nature of SKAN's equipment business.
- Full order books and a high-quality order pipeline will enable the company in the second half of the year to compensate for the temporary shortfalls and achieve its growth targets.
- Total investments of CHF 21.5 million mainly related to the strategic initiative Pre-Approved Services.

Both segments drive strategic initiatives forward



Equipment & Solutions

- Strong order intake in the first half of 2025 (+28.4%).
- Lower net sales and negative segment EBITDA due to project postponements and continued investments in strategic initiatives.
- R&D expenses (9.8% of sales) were mainly allocated to Integrated Process Solutions (flexible integrated systems for smaller batches) and standardization.

Services & Consumables

- Steady order intake and net sales as well as lower margin due to high comparative basis from H1 2024 (large order for high-margin AT consumables).
- Thanks to many new service orders and growing installed base, service business is expected to pick up in H2 2025.
- The development of Pre-Approved Services was driven forward in H1 2025 and is on track for regulatory approval in Q1 2026.

Stronger customer proximity through accelerated decentralization and expanded offering

Allschwil CH

Headquarters / production sites

Engineering, sales, service, assembly, R&D, laboratories



Stein CH

Production site

Prototype construction, steelwork, ebeam competence



São Paulo BR

Sales & services office

Sales and life cycle support South America



Raleigh US

Sales & services office

Sales and life cycle support US



Görlitz DE

Production site

Focus: steelwork, production, assembly, qualification



Okinawa JP

Production site

Sales, assembly, and life cycle support Far East



ABC Transfer®

Chambray-lès-Tours FR

Transfer-Systems & Betabag

Designing, manufacturing and distributing sterile transfer solutions for pharmaceutical applications



Aseptic Technologies

Gembloux & Ans BE

Aseptic manufacturing process

Aseptic Filling equipment & Closed Vial® Technology

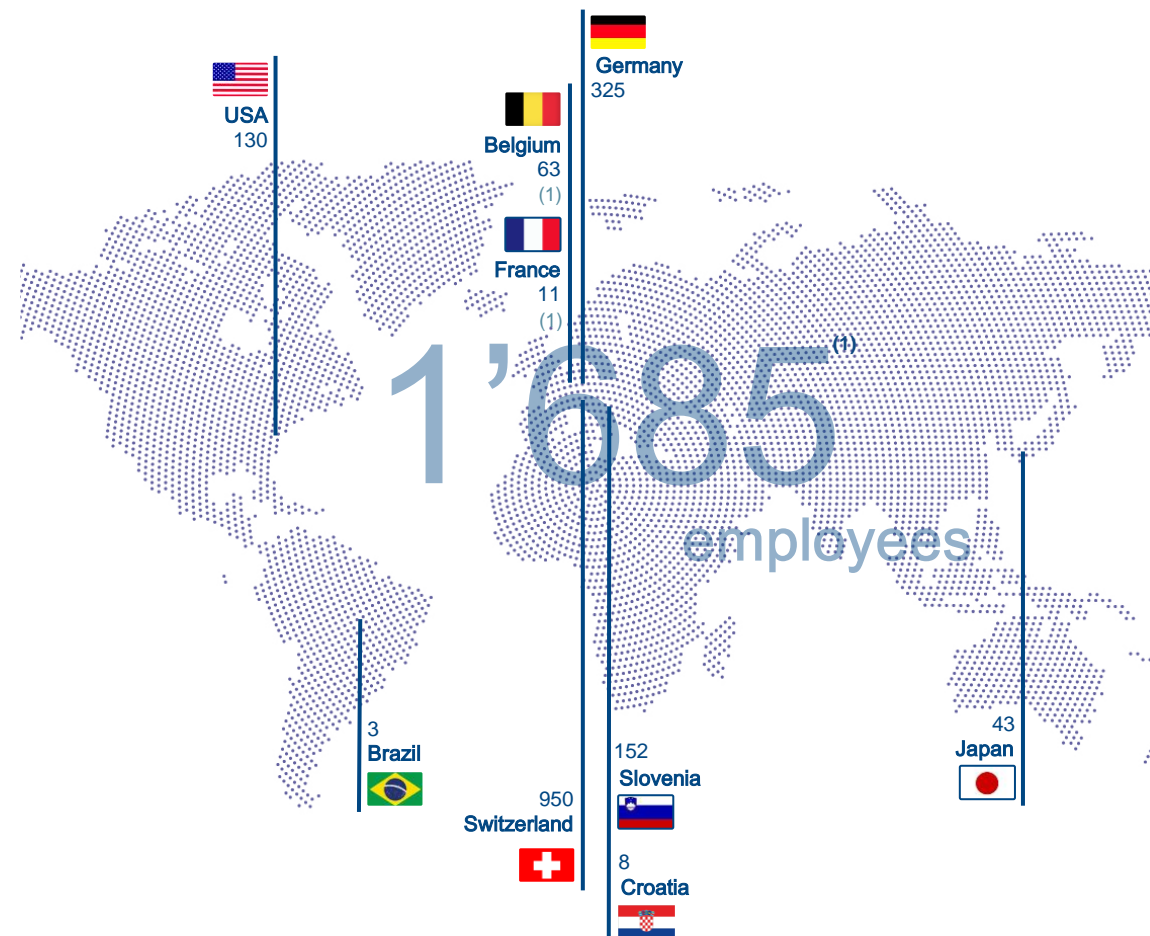


Metronik

Ljubljana SI & Zagreb HR

Software solutions

Manufacturing digitalization of life-sciences industry (Manufacturing Execution System (MES))





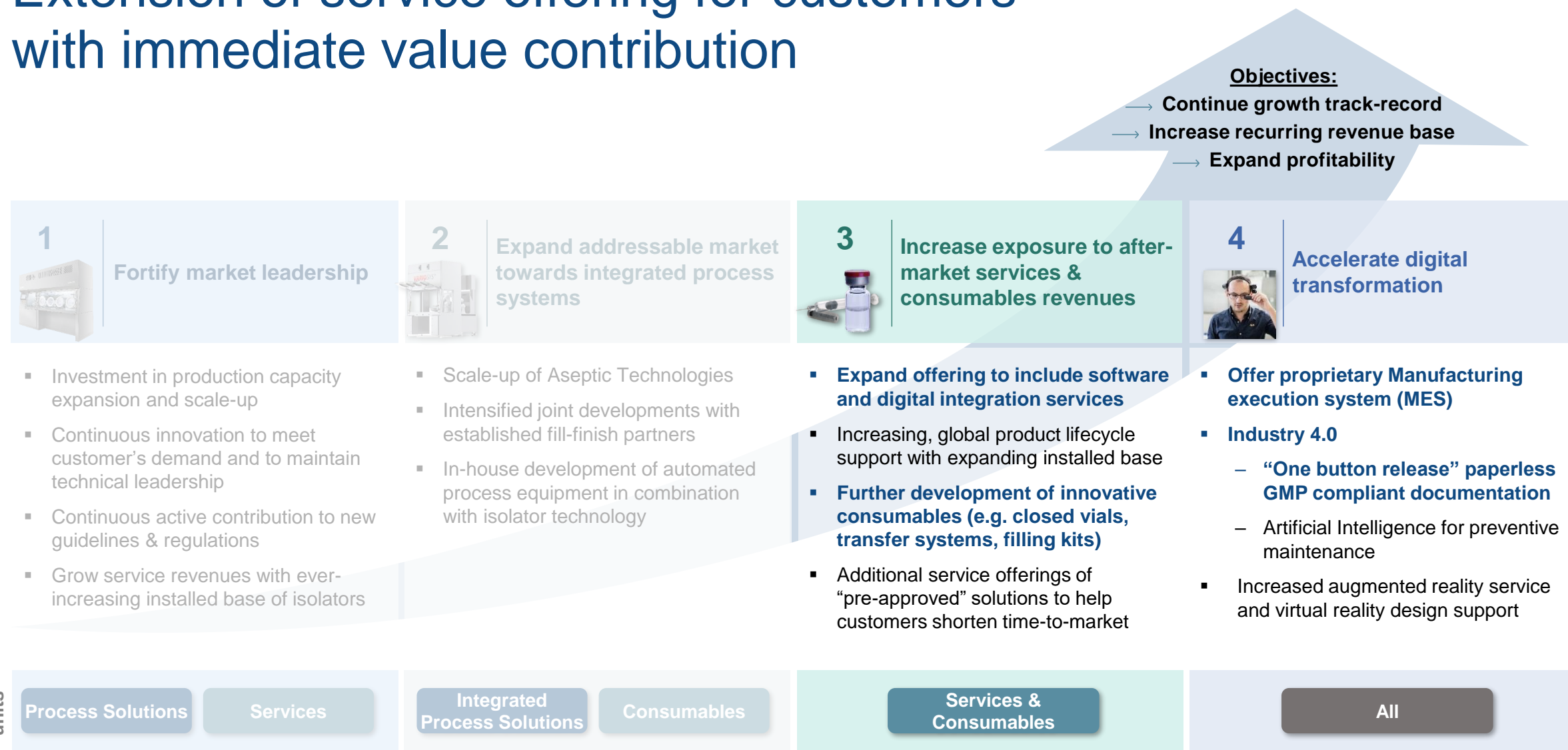
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abc
transfer
RAPID
TRANSFER
SYSTEMS

Another step towards the «one-stop-shop»
solution provider for our customers

Extension of service offering for customers with immediate value contribution

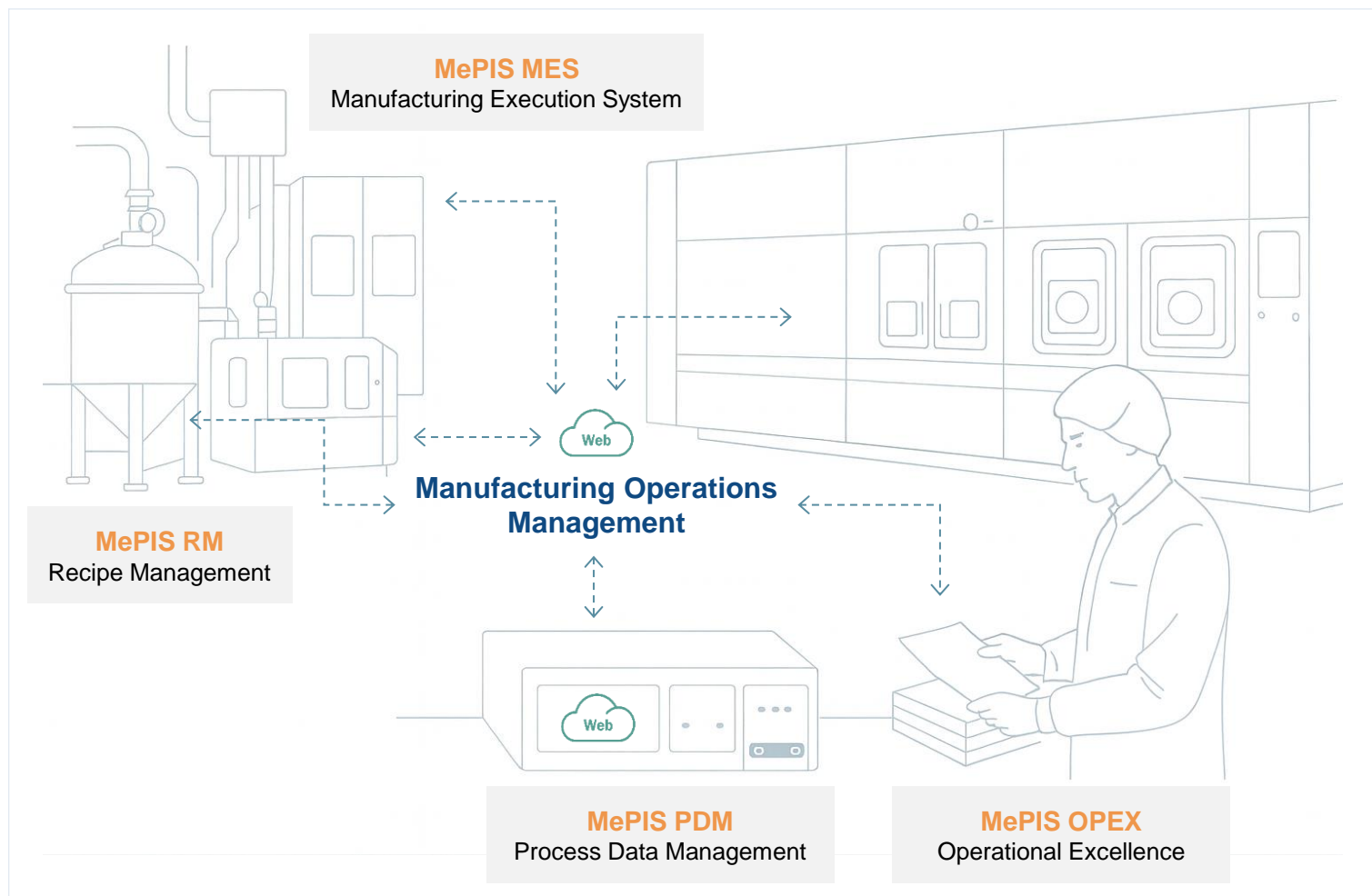


Metronik – a leading software provider and integrator for production processes in the life science industry



- Leading provider of software for the digitization, automation and control of production and building management processes.
- Modular, proprietary and web-based software for manufacturing operations management and execution systems (MES).
- Proven expertise with >100 life sciences clients – including Novartis, Sandoz and Stada – and >1'000 completed projects.
- Extensive expertise in software development, process automation, IoT⁽¹⁾ integration and energy management.
- Entrepreneurial culture with uncompromising customer focus.
- Headquartered in Ljubljana, Slovenia, with a subsidiary in Zagreb, Croatia, and partners across Europe.

Digital backbone of modern pharma production environments



MePIS is a suite of **modular software solutions** that enable manufacturing companies **to digitalize and optimize production processes** and facility buildings, while achieving full data integrity and regulatory compliance .



MePIS provide cutting edge solutions in **manufacturing operations and execution management (all-inclusive MES)**, in the acquisition, archiving and analysis of process data, as well as in recipe management, operational excellence, Track & Trace, serialization and aggregation, advanced process control and building management systems.



MePIS features unique technology for **integration of Supervisory/Control level with MES (IT/OT integration layer)**.



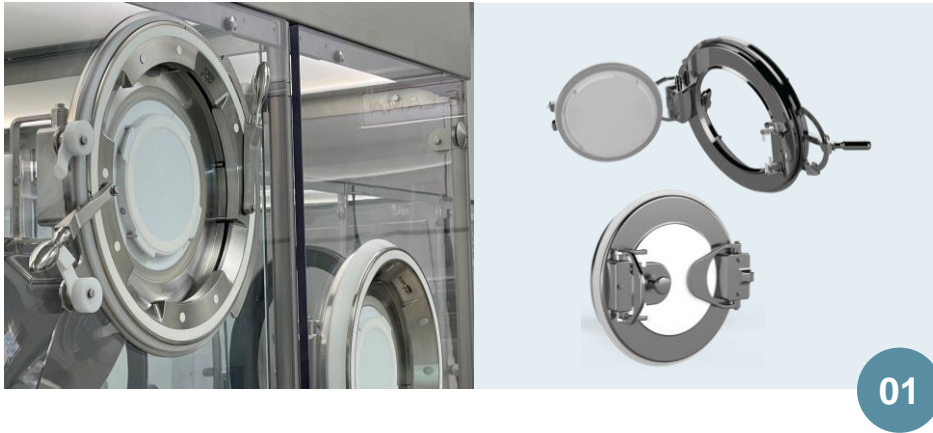
MePIS is **100% web-based** and can be **easily implemented and integrated into existing infrastructure**.

ABC Transfer – specialized in transfer systems for the aseptic filling of pharmaceuticals



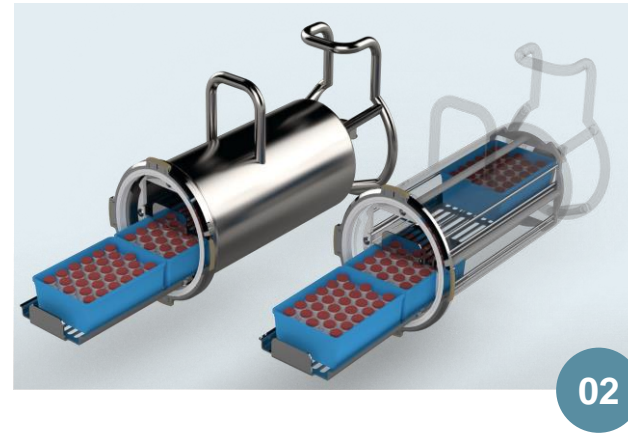
- Leading innovator in patented secure rapid transfer systems, enhancing efficiency in pharmaceutical production.
- Offers several types of registered products: sterile transfer ports, sterile transfer bags and sterile containers, widely compatible with existing market solutions and meeting Annex 1 requirements.
- >5'000 single-use Betacleanbag™ and >200 Alpha Ports sold, recurring revenues are well anchored.
- >75 customers, including renowned blue-chip clients such as GSK, Sanofi, Lilly and Merck.
- Entrepreneurial culture with uncompromising customer focus.
- Headquartered in Tours, France.

Transfer systems for sterile pharmaceutical manufacturing



Alpha port

- Stainless steel port integrated into isolators
- Connects to beta containers or beta bags



Beta container

- Connects to alpha port
- Ensures the safe transfer of sterilized tools or components into isolator filling lines



Single-use beta bags

- Connects to alpha port
- Ensures the safe transfer of stoppers, media plates or other components into filling lines



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Thomas Huber (CEO)

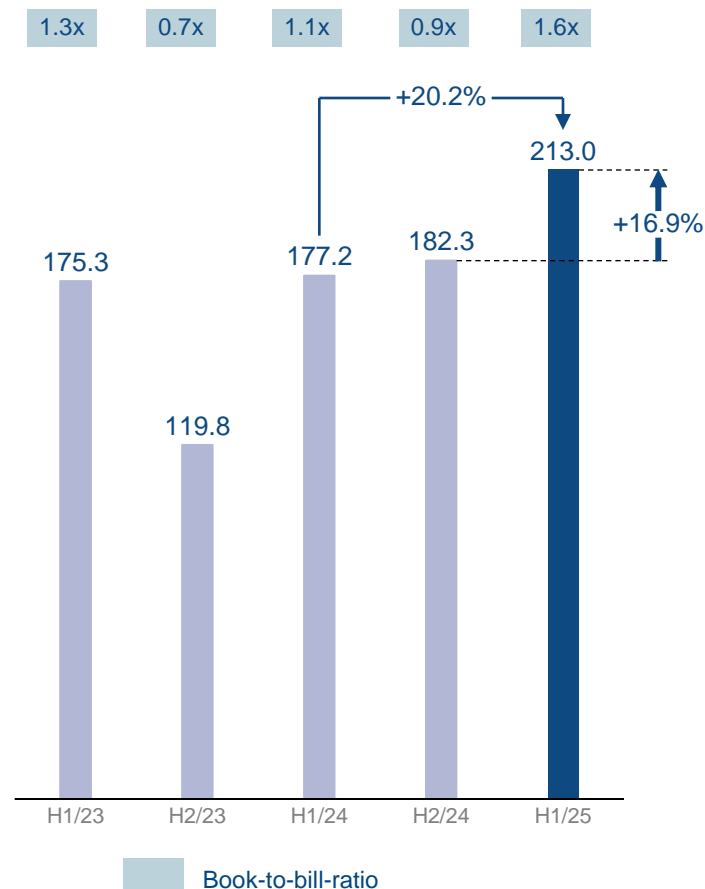
Burim Maraj (CFO)

Thomas Huber (CEO)

Strong order intake momentum in the reporting period

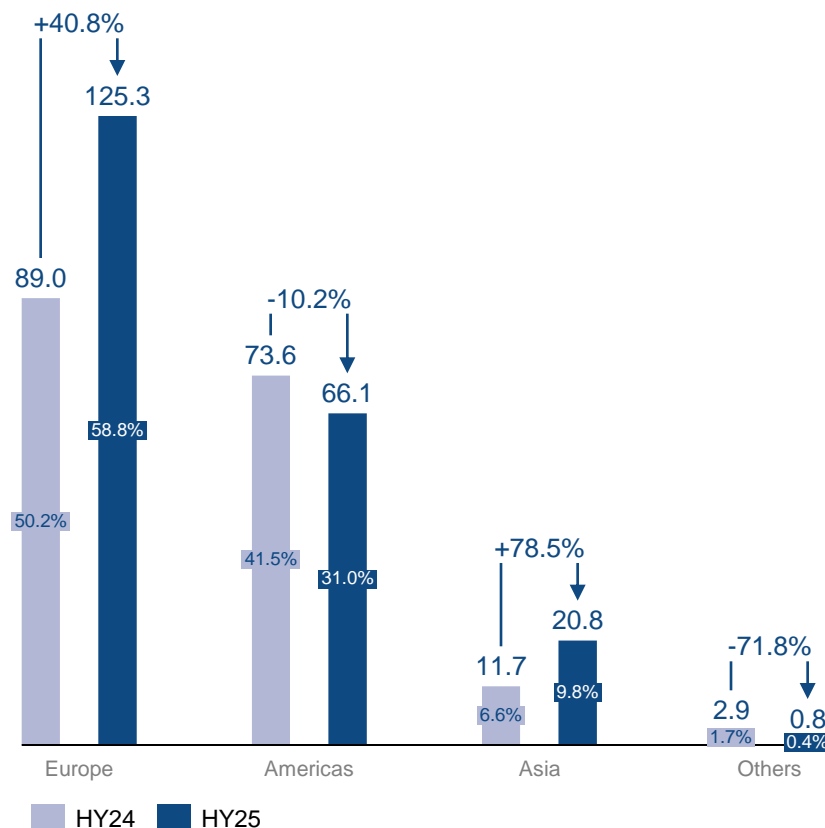
Order intake

(CHFm and Δ in %)



Order intake by regions

(CHFm and Δ in %)



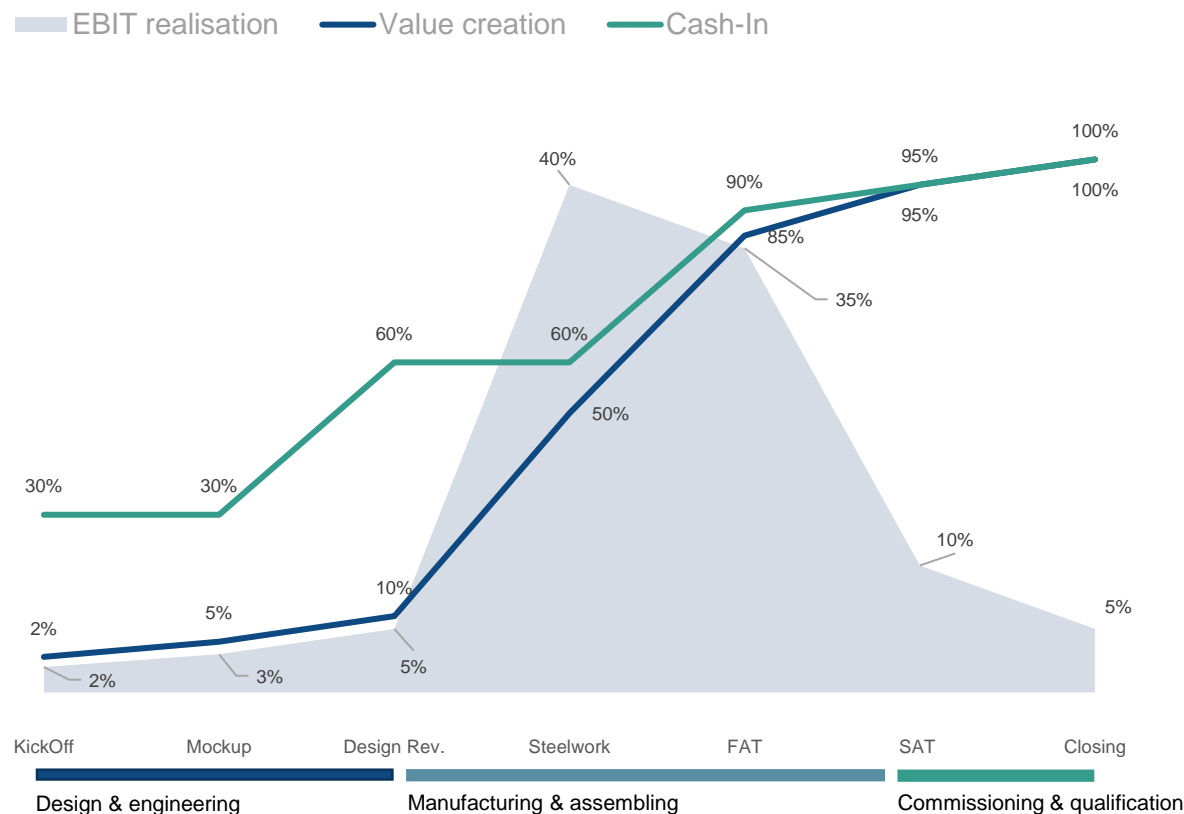
Comments

- Robust growth fueled by high demand for ADC (Antibody Drug Conjugates) filling lines.
- With a book-to-bill ratio of 1.6x, visibility for net sales development remains strong.
- The order pipeline remains at a high level, and the win rate exceeded 40%, reinforcing confidence in continued growth.
- Strong European order growth fueled by significant capacity expansions at our customers.
- US demand potential remains high, with decision-making expected to pick up following a cautious start to the year.
- Asian market at 9.8% of total volume with fluctuations caused by a few larger individual orders.

SKAN's project business characterized by non-linearity of value creation and cash-in

General value creation structure

(in % per project milestone)

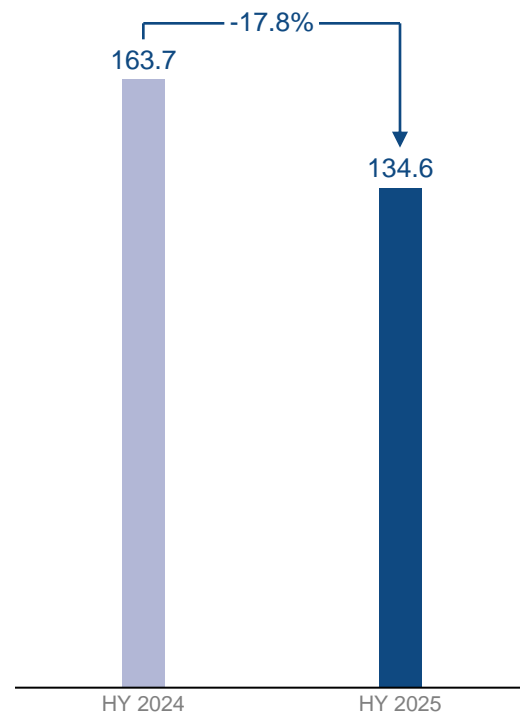


- **Net sales and EBIT recognition is closely linked to value creation** based on project progress using the cost-to-cost PoC method.
- During the design & development phase, value added is low and accordingly net sales and EBIT are also lower.
- **During value-added manufacturing & assembly, the net sales and EBIT curve rises steeply**, while it flattens out again towards the end of a project.
- **Cash-in through advance payments from customers** at the beginning of a project and at milestones (start of manufacturing, factory acceptance test, site acceptance test, project completion).

Record backlog drives growth outlook for H2 and beyond

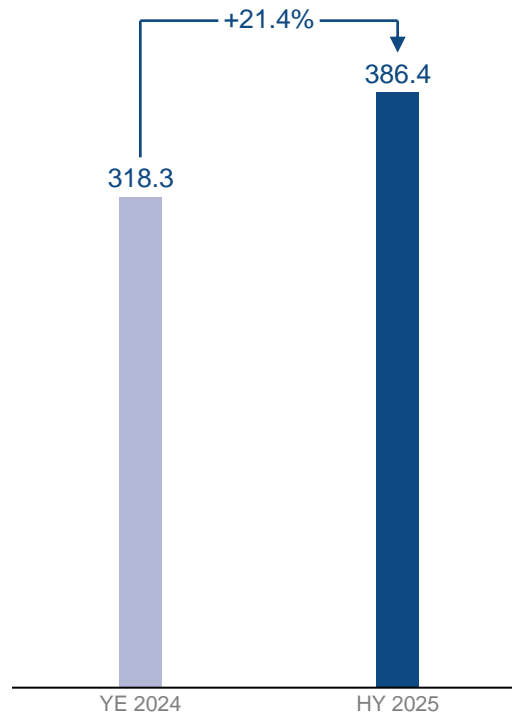
Net sales

(CHFm and Δ in%)



Order backlog

(CHFm and Δ in%)



Comments

- Net sales decrease mainly driven by project postponements.
- Additionally, more projects in lower value creation phases weighed on net sales.
- Adjusted for currency effects, the net sales decline amounted to -16.9%.
- **Record CHF 386.4m backlog provides good visibility for the rest of the year and beyond.**

Growth target on track for H2 despite temporary margin dip

Expenses

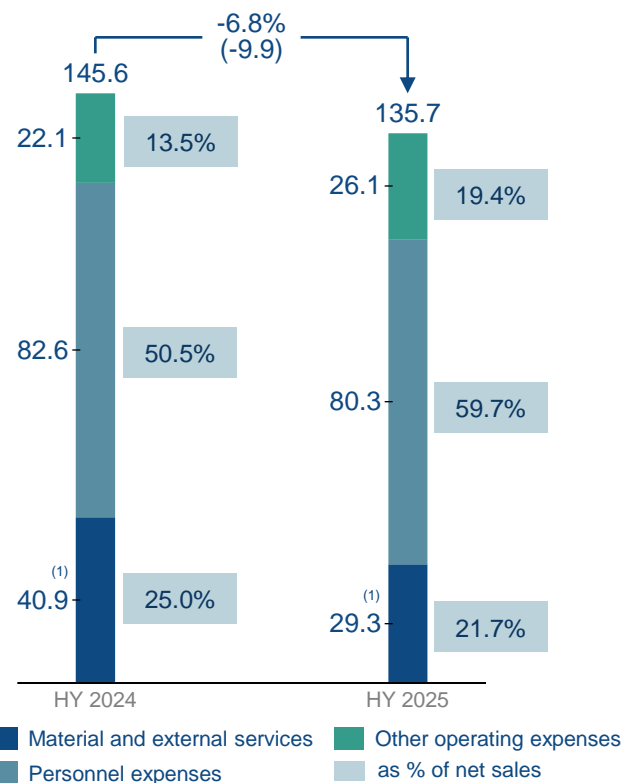
(CHFm)



+31

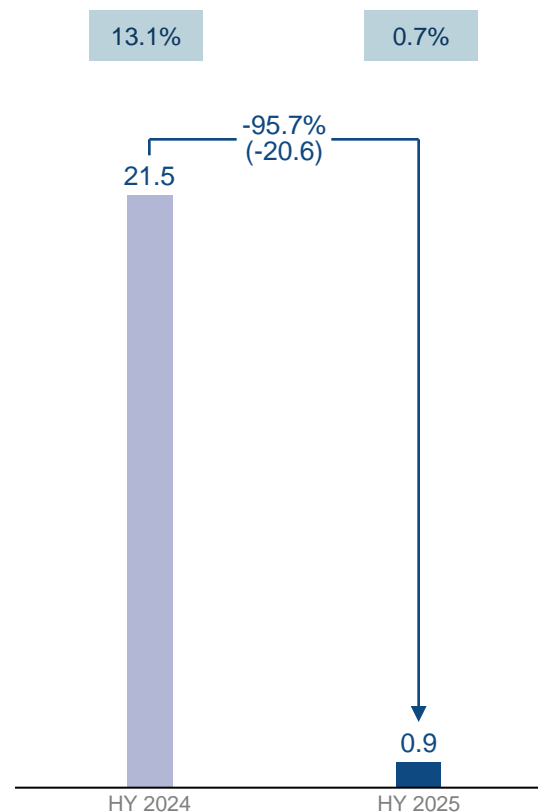


+33



EBITDA

(CHFm and margin in %)



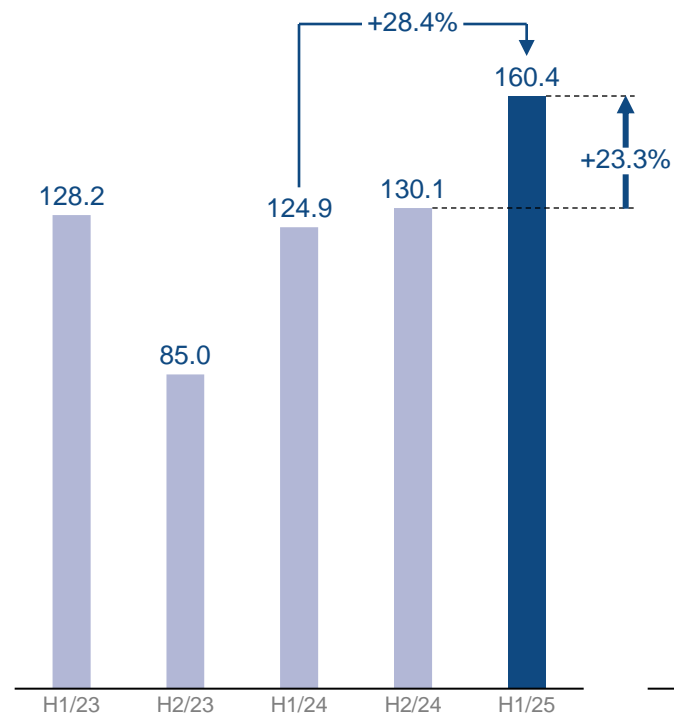
Comments

- EBITDA declined to CHF 0.9m, resulting in a margin of 0.7%, primarily driven by **non-linearity of value creation** of the project business.
- **Development of cost elements:**
 - Material costs are below prior-year levels due to project phase timing, with an increase expected in H2 as projects move into production and boost net sales and margin.
 - Personnel expenses below prior year due to lower provision requirements.
 - Other operating expenses rose mainly due to higher travel activity, increased maintenance and IT-related costs, reflecting the continued expansion of SKAN's operational activities.
 - Continued investments (9.8% of net sales) in strategic initiatives directly expensed.

Segment Equipment & Solutions (E&S)

Order intake

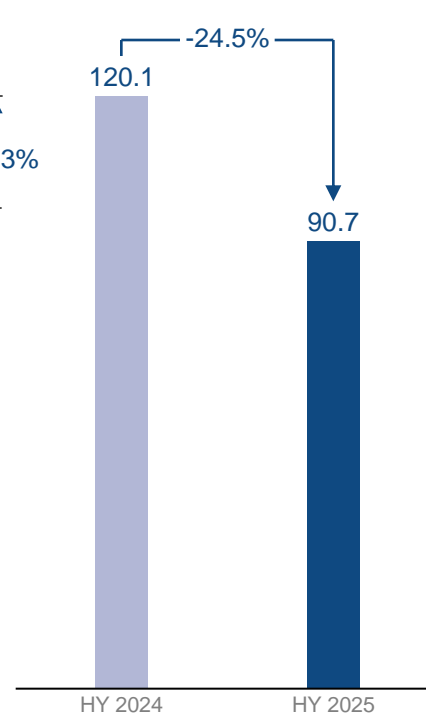
(CHFm)



■ cum. Order backlog (CHFm)

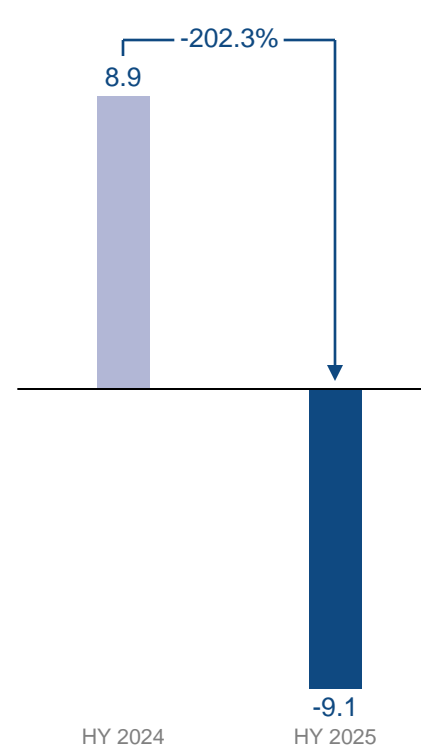
Net sales

(CHFm and as of % of Group net sales)



EBITDA

(CHFm and margin in %)



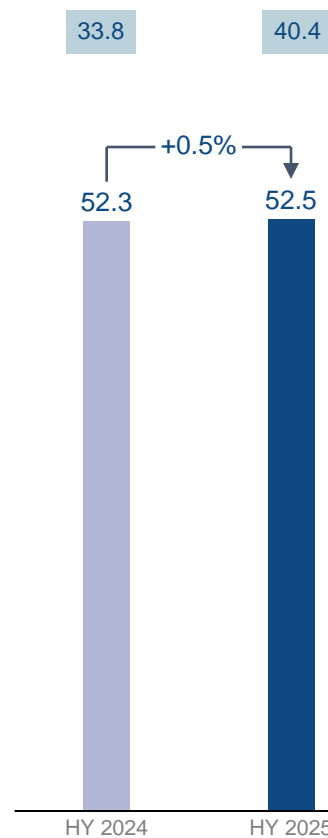
Comments

- Strong increase of +28.4% YoY in order intake reflecting strong demand.
- Net sales & EBITDA impacted by the postponement of a major order scheduled for the value-intensive phase in H1, along with the shift of multiple projects currently in the lower value-intensive commissioning and qualification phase.
- As a result, approximately 20% of net sales and corresponding margin recognition have been shifted.
- Increased order backlog of CHF 346.0m (+22.3%) provides good visibility for H2 and beyond.

Segment Services & Consumables (S&C)

Order intake

(CHFm)

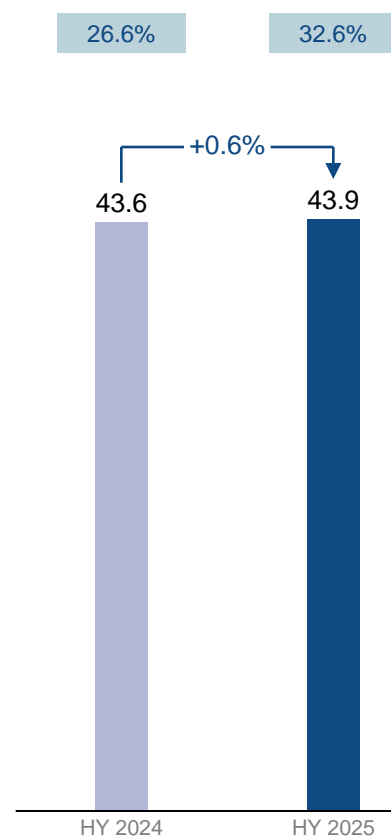


33.8

40.4

Net sales

(CHFm and as of % of Group net sales)

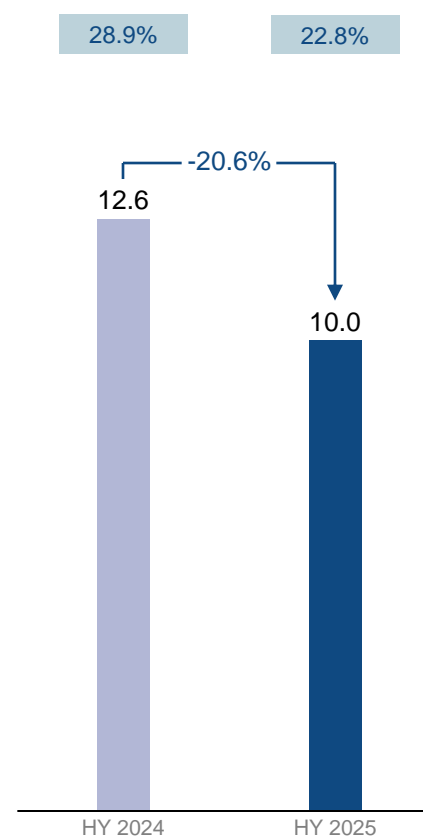


26.6%

32.6%

EBITDA

(CHFm and margin in %)



28.9%

22.8%

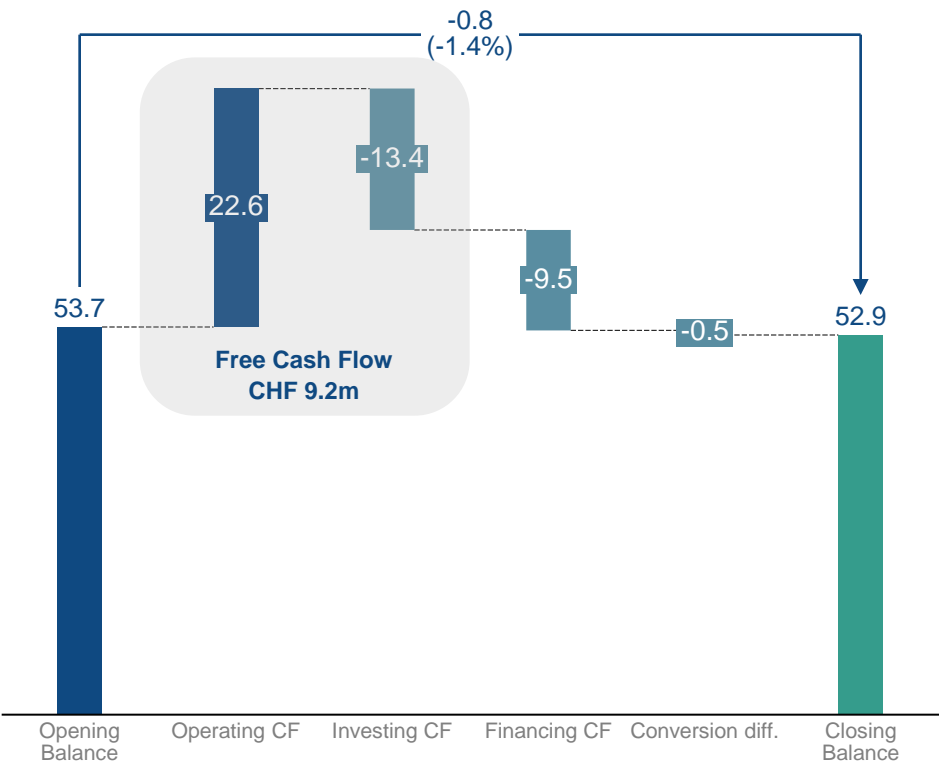
Comments

- Stable **order intake** and **net sales** mainly due to high comparative basis from H1 2024:
 - extraordinary performance of Aseptic Technologies.
 - Large single orders of spare parts packages.
- **Net sales** impacted by the timing of maintenance contracts and retrofit projects execution, which are scheduled for the second half of the year. This increased **order backlog** to CHF 40.4m (+19.5%)
- **EBITDA margin** decline impacted by the product mix, with a rebound anticipated in H2 2025.

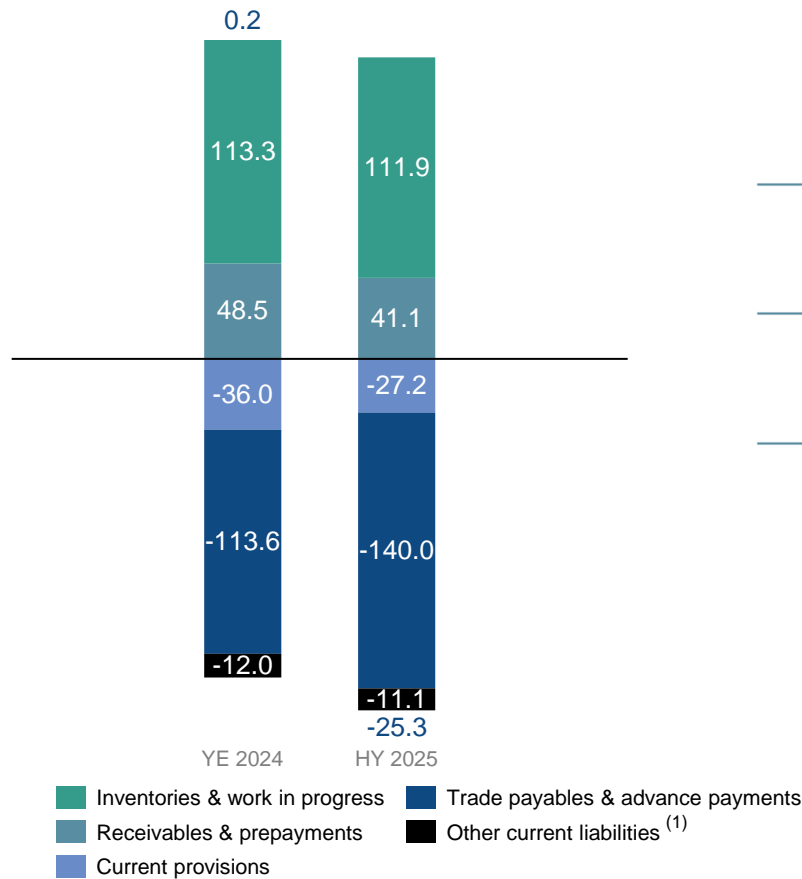
■ cum. Order backlog (CHFm)

Cash flow driven by non-linearity of projects

Cash flow (CHFm)



Net-working-capital (NWC) (CHFm and in %)



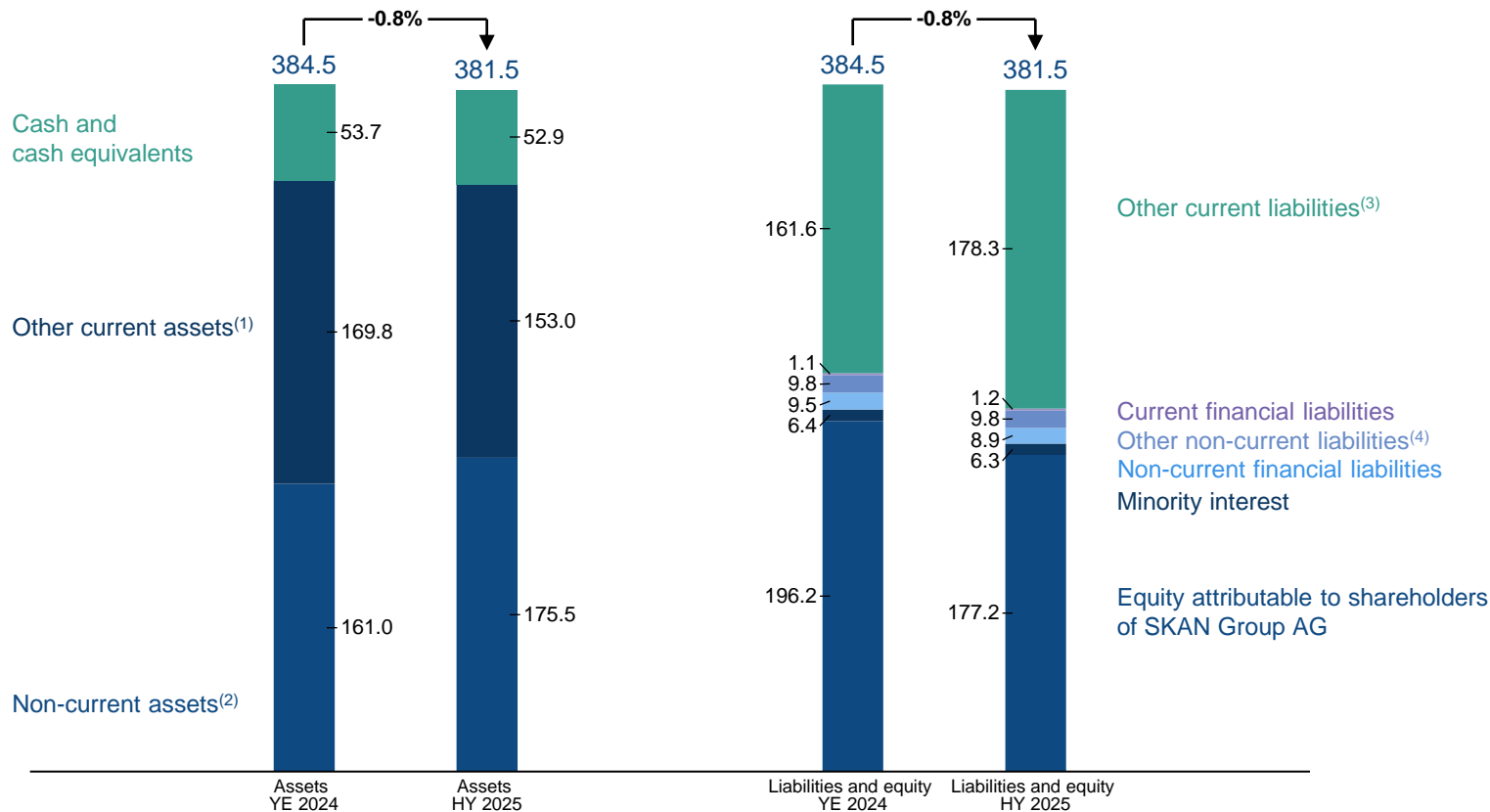
Comments

- **Operating CF** and the significantly **negative NWC of CHF 25.3m** reflect the non-linear project business, with lower work-in-progress and strong order intake leading to higher customer advance payments.
- **Investments** primarily allocated to the strategic initiative Pre-Approved-Services.
- **Free cash flow** reached CHF 9.2m, compared to CHF -29.5m in the same period last year.
- **Financing CF** is mainly driven by the payout of the dividend in May.

Strong balance sheet & finance structure

Balance sheet as of 30th June 2025

(CHFm)



Comments

- SKAN Group posts a **net cash position of CHF 42.9 million** as of 30th June 2025. As a result, the SKAN's net liquidity remained stable.
- Total equity amounted to CHF 183.4 million, which corresponds to a **very solid equity ratio of 48.1%**.
- Financial structure remains strong post-acquisitions.

Note: Rounding differences may occur.

(1) Includes trade receivables, other current receivables, inventories, work in progress and prepayments & accrued income.

(2) Includes property, plant and equipment, financial assets, intangible assets and deferred tax assets.

(3) Includes trade payables, advance payments from customers, other current liabilities, current provisions, and accrued liabilities & deferred income.

(4) Includes other non-current liabilities, deferred tax liabilities and non-current provisions.

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Confident market and business outlook

Market development

- SKAN continues to operate in a structurally growing market. Main drivers are:
 - The underlying growth of the global pharmaceutical and biotech market;
 - The reinforcing trend towards injectable drugs (three quarters of drugs in development are designed for injectable dosage form);
 - The shift from traditional cleanrooms to the safer and more sustainable isolator technology;
 - The reshoring of pharmaceutical production.
- As a consequence, demand for process solutions for the aseptic filling of drugs and for the associated services and consumables will continue.

Business development

- Even though the cyclical nature of the first half of the year, which is typical for the business, was more pronounced than in previous years, we are confident that in the second half of the year the temporary gaps in net sales and EBITDA caused by project postponements will be closed.
- Optimism is fueled by the strong order intake, the high order backlog and the full pipeline of requests for quotations.
- In addition, pre-production of standard isolators can be sold in the second half of the year.
- Together with Metronik, SKAN can now offer customers a comprehensive solution along the entire pharmaceutical value chain – from isolator technology and automation to fully digitalized and integrated manufacturing processes.

Expanding the SKAN location in the US

→ **Stability**

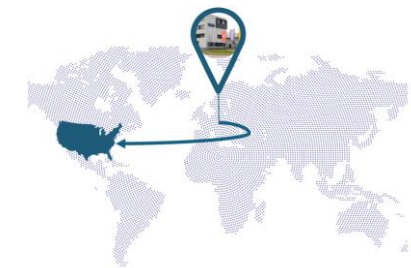
With our global presence and focus on customer proximity, SKAN is well positioned to ensure stability and delivery reliability even under changing trade and customs regulations.

→ **Strategic relevance**

Current developments in US customs policy confirm the strategic relevance of our plan to expand the SKAN location in the US and establish local production. We are currently reviewing suitable options.

→ **Supply of US customers from Görlitz (DE)**

We will continue to reliably supply our US customers from our location in Görlitz (DE). This allows SKAN to export to the US on the same terms as its competitors, all of whom are based in the EU.





Financial targets and guidance confirmed





skan

- 1 Group net sales growth
- 2 Segment net sales growth ⁽²⁾
- 3 EBITDA margin

2025 Guidance ⁽¹⁾

Mid-teens
 E&S  S&C
14 - 16%

Confirmed Mid-term Targets

Mid- to upper teens
 E&S  S&C
Gradually increase profitability level to upper teens in the mid-term. Potential for further increase beyond mid-term period.

Together always
one step ahead!

Together always one step ahead

skan

Abbreviations and Definitions

Alternative Financial Performance Measures (APM)

- **EBITDA:** Operating result (EBIT) plus depreciation, amortisation.
- **EBITDA margin:** EBITDA as a percentage of net sales from goods.
- **EBT:** Profit before income taxes.
- **Equity ratio:** Equity at the end of the period divided by total assets at the end of the period.
- **Headcount:** Number of people employed by SKAN Group at the time indicated (i.e. excluding contractors).
- **Book-to-bill ratio:** Order intake divided by net sales.
- **Net Cash:** Cash and cash equivalents including liquid funds investment less current and non-current financial liabilities.
- **Net working capital (NWC):** Total current assets (excluding cash and cash equivalents) minus trade payables, advance payments from customers, other current liabilities, current provisions and accrued liabilities and deferred income.
- **Operating result (EBIT):** Earnings before total financial result and income taxes.
- **Return on capital employed (ROCE):** Operating result (EBIT) divided by the sum of the average total assets minus the average current liabilities, expressed as a percentage.