

ZKB Swiss Equities Conference

Zurich, November 7, 2024

Domenico Iacovelli, CEO
Beat Neukom, CFO



About



Born 1976



Swiss national



20 years of experience in the sheet metal industry



Started his career as software engineer



Was CEO of Schuler AG in one of his last positions

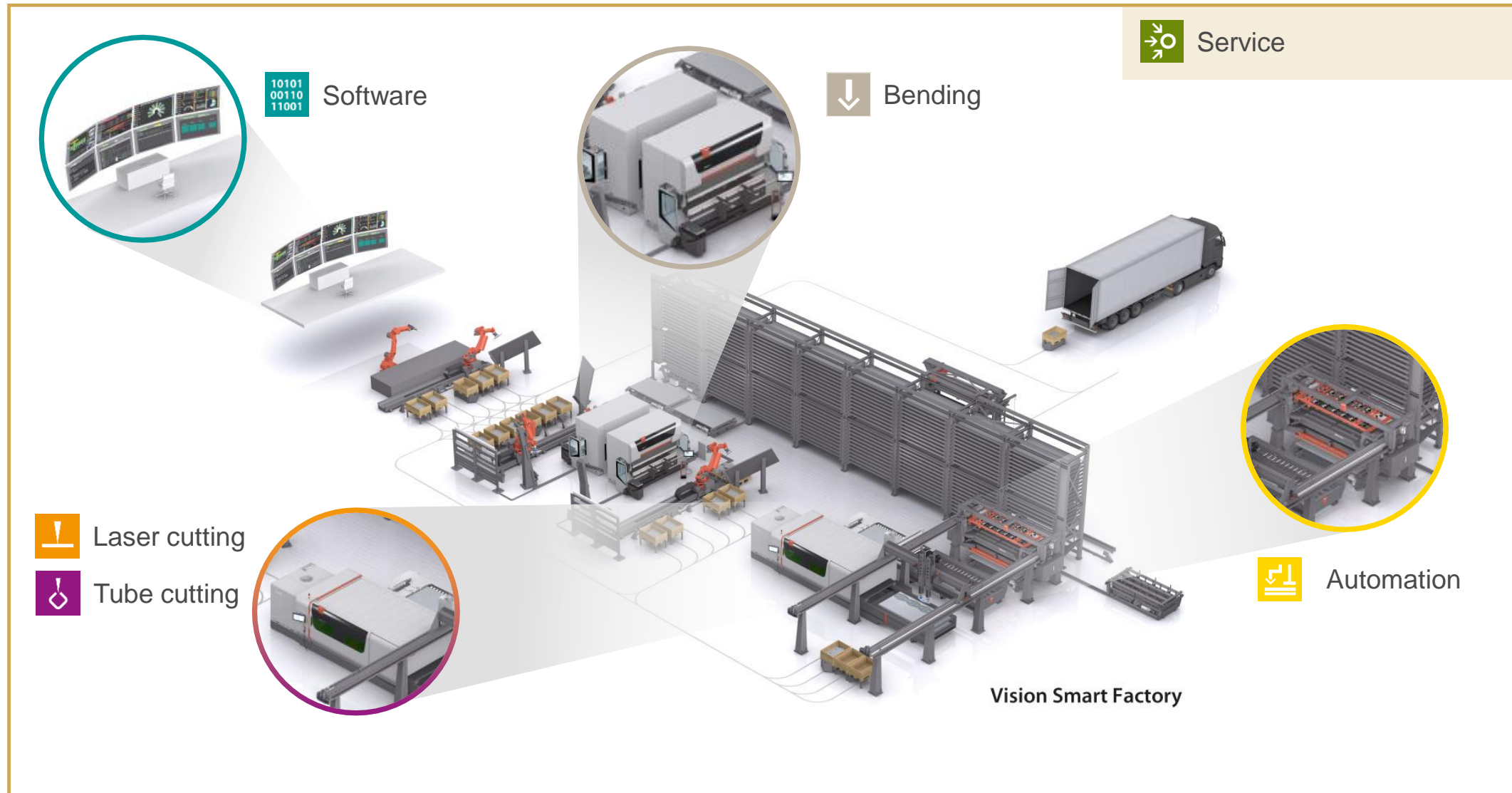


Was a member of the Executive Committee at listed ANDRITZ group



Joined Bystronic in June 2024 and took over the responsibility as CEO as of July 2024

In a nutshell – who we are: we manage the entire material and data flow in a sheet metal factory



We are on track with our recently announced restructuring program

Overview of key measures...



Introduced a divisional organizational structure



Reduced Executive Board to four members



Consolidated production sites: closure of Automation business in Italy



Planned headcount reduction: ~500 FTEs globally, thereof 80 in Switzerland

... because we want to



Move closer to our customers



Improve project execution capabilities and quality of products




Realize annualized savings in the mid double-digit million range




Ensure profitability over the entire economic cycle

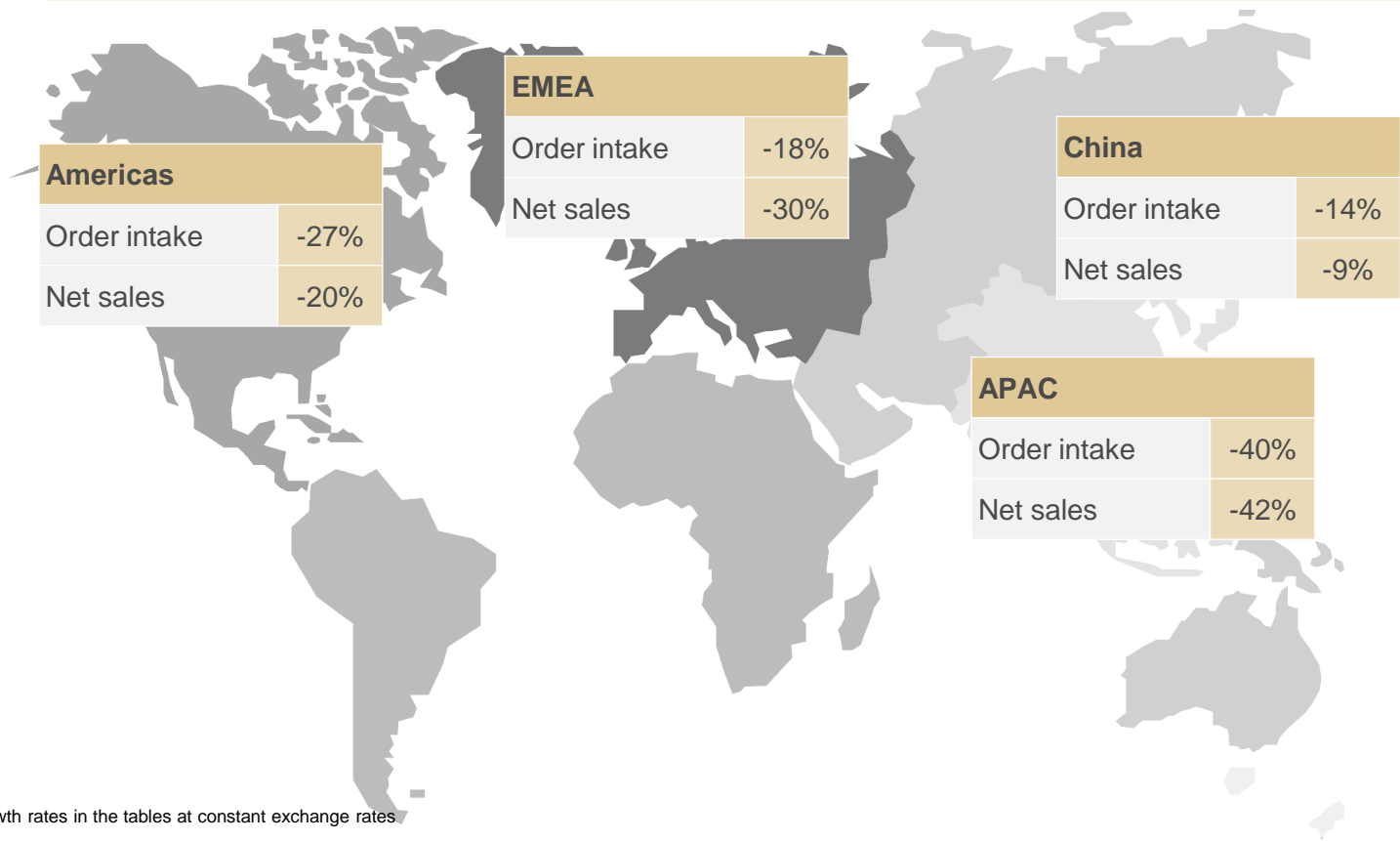
Performance in the first nine months 2024



Order intake -25% to CHF 467 million (-23% at constant exchange rates)
– but improving versus both previous quarters in 2024



Net sales -28% to CHF 488 million (-26% at constant exchange rates)



Comments

- Due to customers’ restrained investment activity, new orders declined in all regions
- Compared to Q1 and Q2, the third quarter was slightly better due to positive developments in the APAC and China regions
- Customers are still cautious and not operating at full capacity – but seem to be slightly more positive than a few months ago

Outlook unchanged

Market conditions remain challenging, and Bystronic does not expect recovery in the second half of 2024. As a result, the Group expects order intake and sales below previous year levels and accordingly, a significant loss for full year 2024.

Growth rates in the tables at constant exchange rates

Questions & Answers

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