Bystronic

ZKB Swiss Equity Conference

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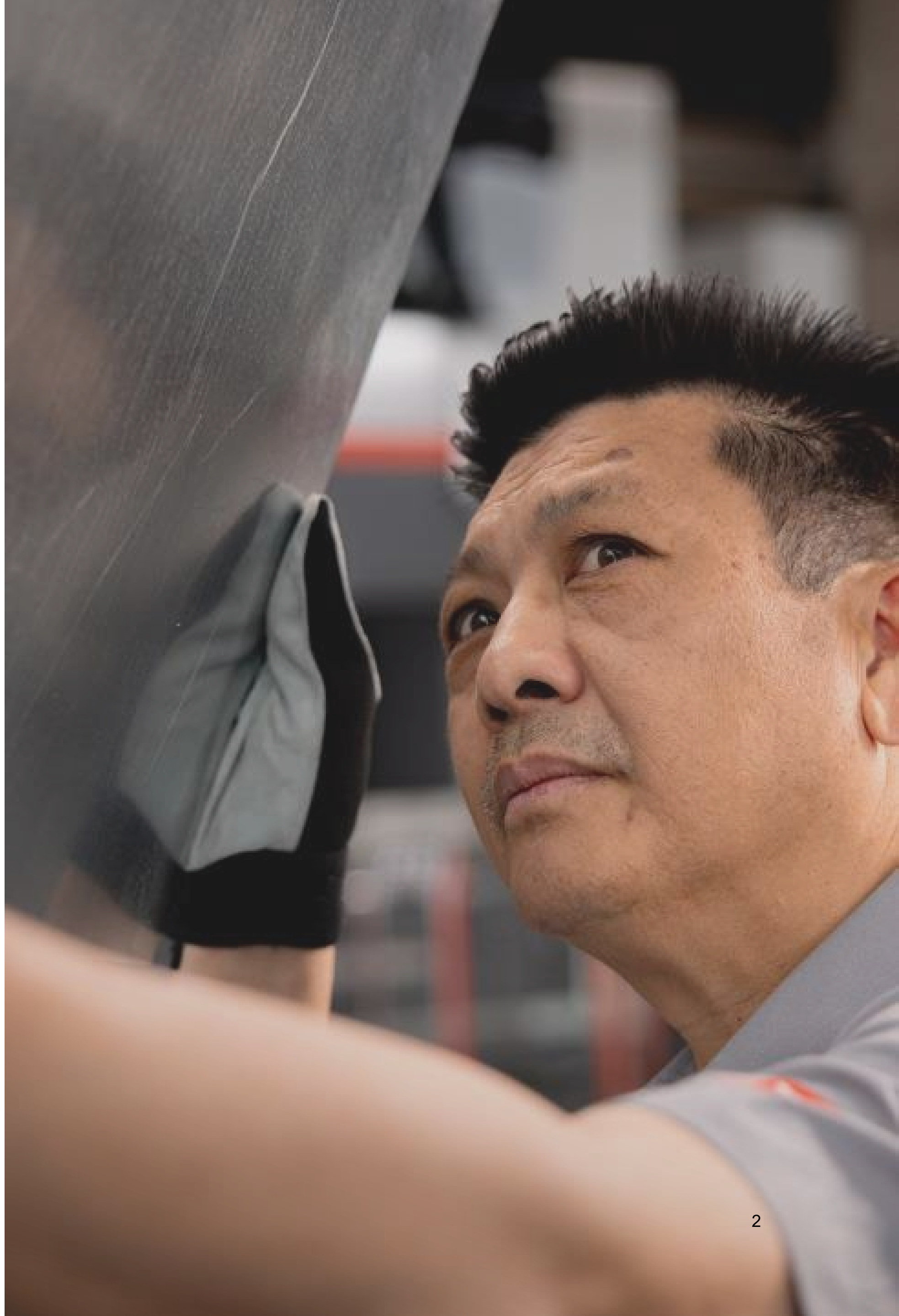
Agenda

- Who we are
- M&A strategy and recent transaction
- Update 9M 2025
- Tariff situation



Intro

Who we are

Laser Cutting

Press Brakes

Tube Processing

Automation

Software

Services

Solutions

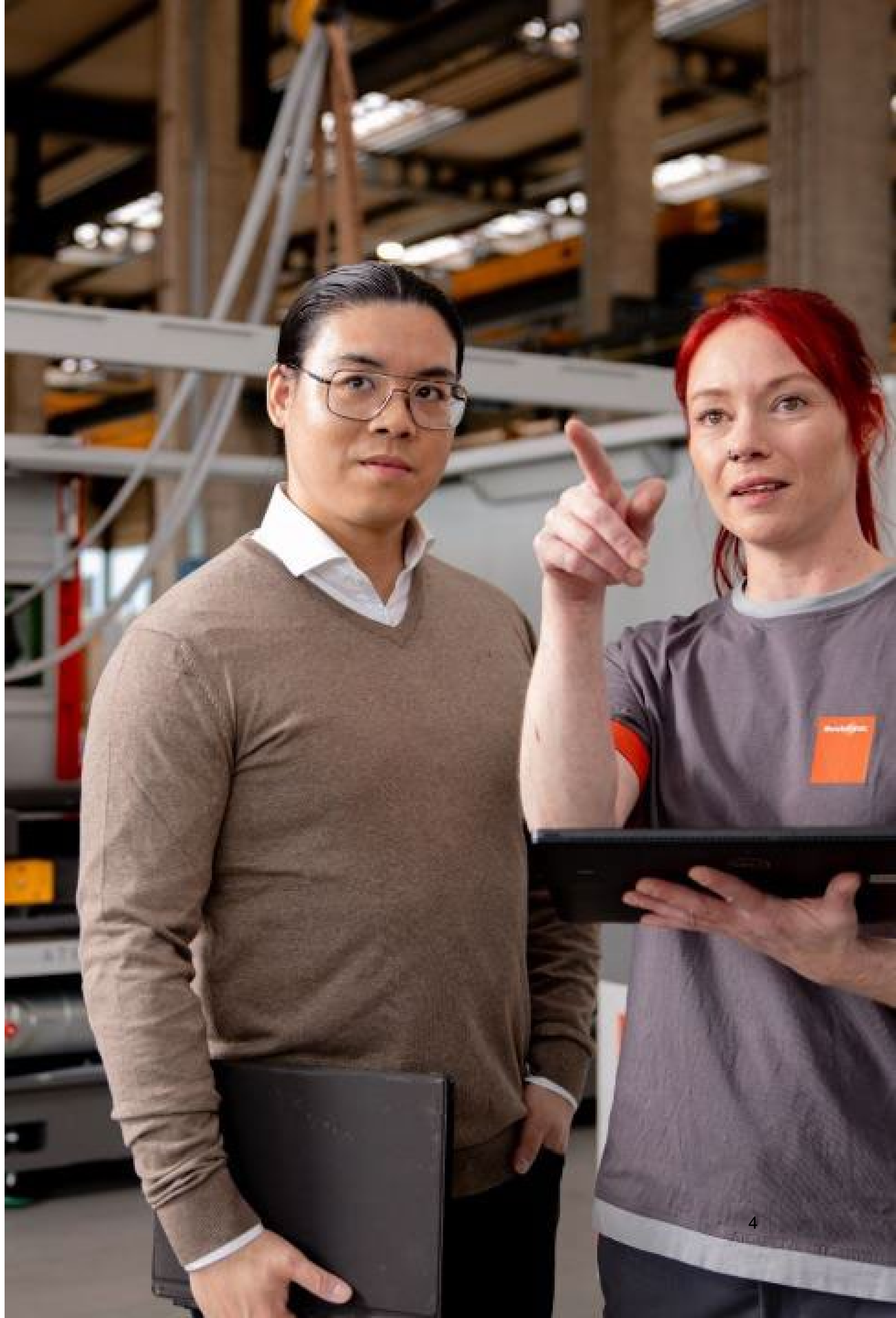
Our M&A strategy has two goals to strengthen our business

What we are looking at

1. Complete portfolio and expand market presence

2. Diversify into adjacent businesses

! Recent acquisition of Rofin



Signed an agreement to acquire a well-established global leader in laser technology

Location: Munich

Employees: 400 in 15+ countries

Global Customer Base: 600+

Sales[1]**:** ~ USD 100m

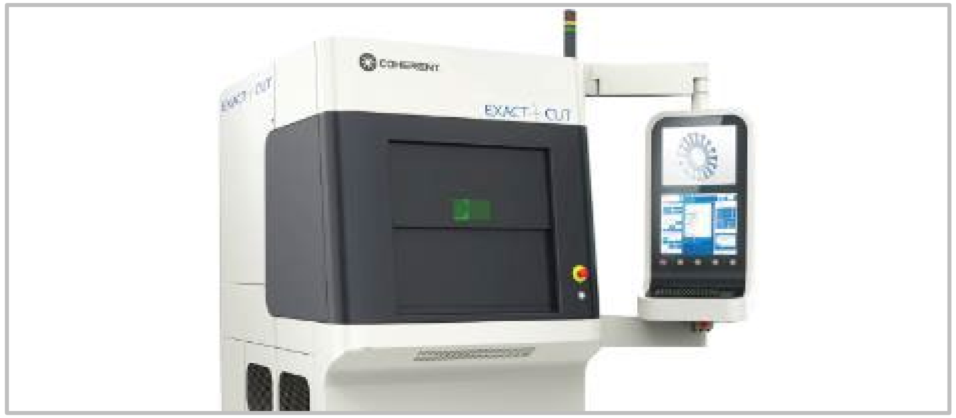
Brand: Rofin brand part of acquisition rofin

"Tools for Materials Processing" is a business unit of Coherent

Headquarters in Gilching (near Munich, Germany)

[1] Fiscal year is from July to June.

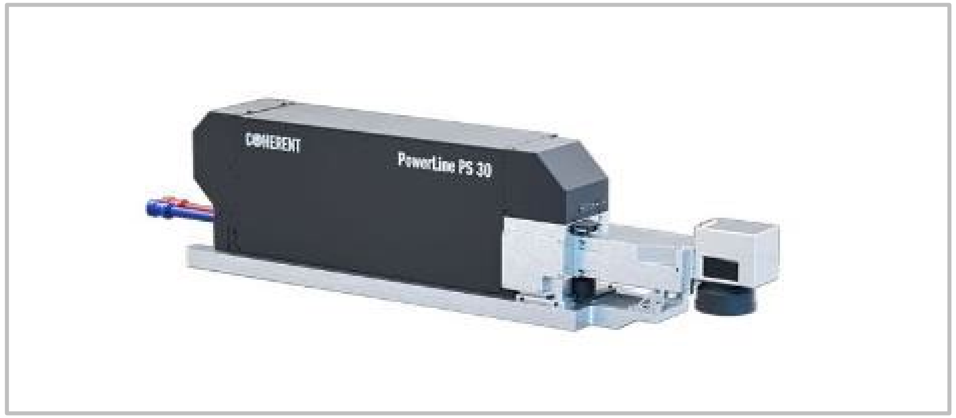
Expanding into adjacent applications



Cutting, Welding & Marking Systems

Manual Welders

Dedicated Systems



Laser Sub-Systems

Entering attractive growth markets

Industry	Example application
1. Medical device	• Cutting (stents, catheters, hypotubes) • Marking (implants, dental aligners) • Welding (guide wires)
2. Semiconductor	• Surface processing (wafer marking, wafer dicing, wafer planarization)
3. General manufacturing	• Marking (ear tags, electronic housings, consumer goods) • Cutting (shoes, watch industry) • Welding (battery welding) • Cleaning • Surface (de-isolation, foil cutting)

BU Tools for Materials Processing fits perfectly with Bystronic

Similar DNA in laser technology: Bystronic for macro applications and the new Tools for Materials Processing business unit for micro applications. Both have deep expertise in laser applications, materials processing, software and manufacturing machines

The acquisition extends Bystronic's reach to other **attractive growth markets**

The new Bystronic Rofin business unit will offer a **variety of applications** and are used not only for metal, but also polymer, glass, ceramics, silicone and organic material processing

Similar history, decades of experience, from a local business to a global player

Synergies in procurement, and benefits from strong R&D know-how

Tense market situation continues to slow recovery

Order intake

+3.2% [1]

Order intake of CHF 467.5 m around last year's level

Net sales

-5.9% [1]

Net sales decline to CHF 445.7 m as expected

Outlook

confirmed

Slightly lower sales and improved operating results vs. previous year

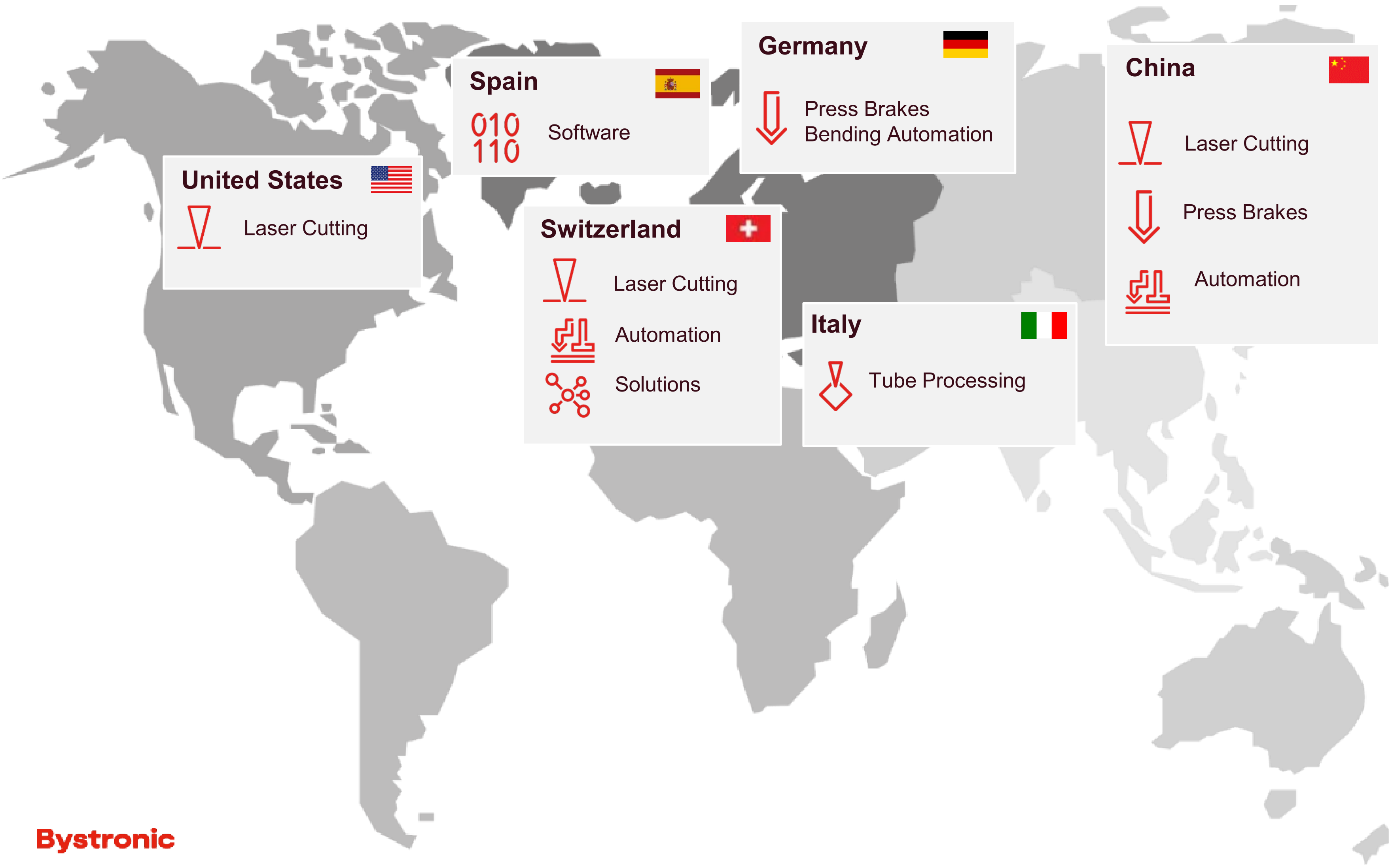
Comments

- No noticeable economic recovery in EMEA and APAC
- Regions Americas and China lost momentum compared to half-year 2025 due to tariff discussions
- Division Systems increased new orders driven by successful tube laser and DNE businesses
- Division Service declined due to (1) lower customer capacity utilization and (2) targeted measures to regain customer confidence

[1] at constant exchange rates

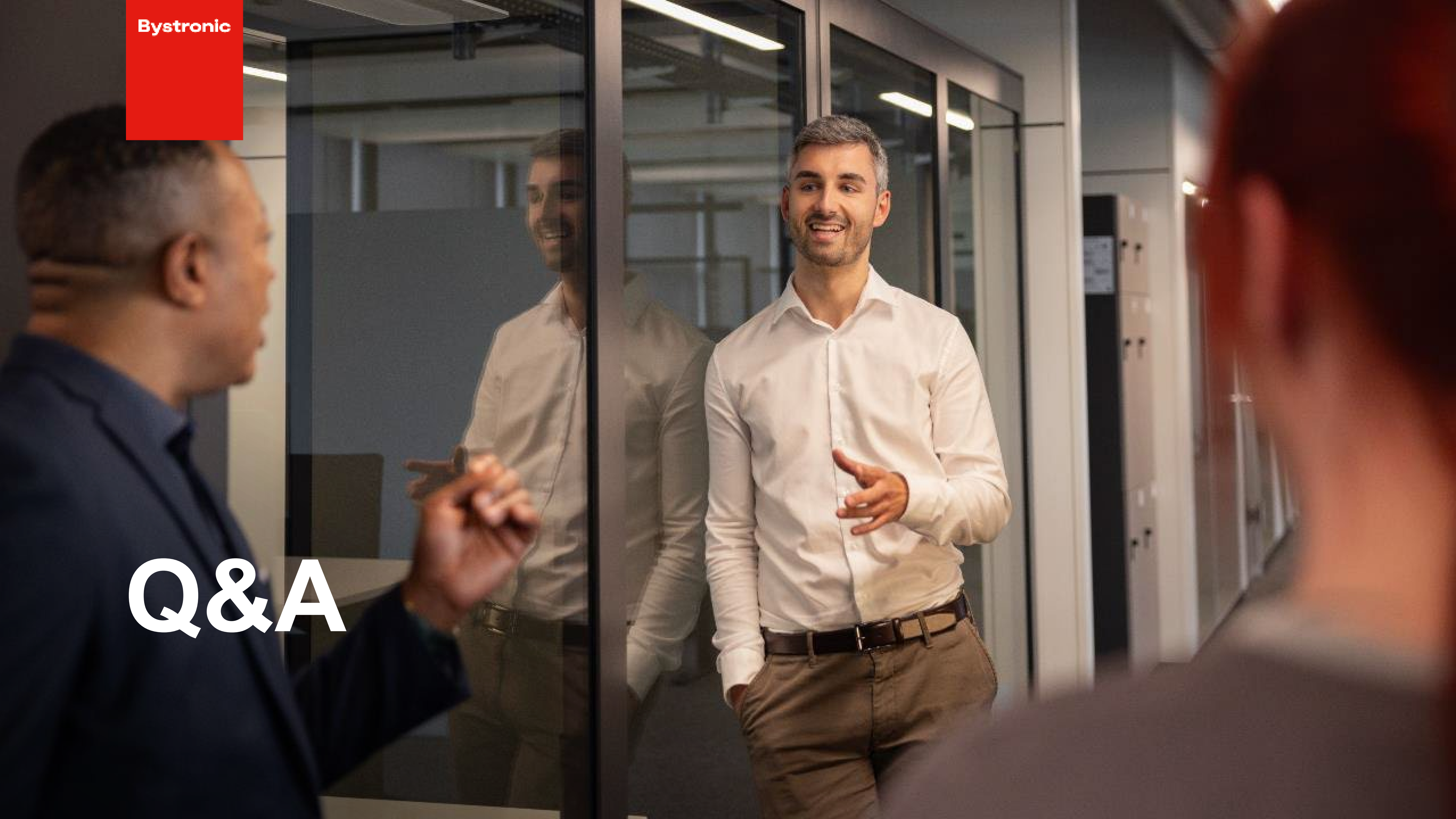
Tariff situation

Our global production footprint offers opportunities to mitigate tariff impacts



- US as an **important market** for Bystronic
- Large investments **in US production site** over the past years
- **Mid-single digit million cost impact** expected for 2025

Bystronic



Q&A

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