DATWYLER

System-Critical Components for Demanding Industries Worldwide

Volker Cwielong
CEO

Swiss Quality and Values.
Global Reach and Presence.

A leading co-development partner and manufacturer for system-critical components in advanced healthcare and industrial applications

Serves **global innovation leaders**

> CHF **1'100 million** revenue

25 production sites across **4** continents

> 7'500 employees

Founded **1915** in Switzerland

Entrepreneurial anchor shareholder **Pema Holding AG**

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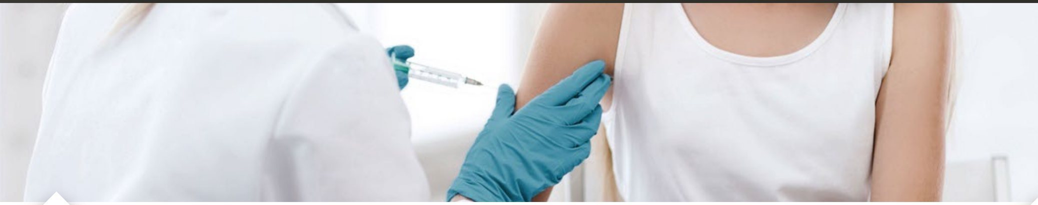
First half 2025: Datwyler gained important momentum with growth in Healthcare and improved EBIT margin

- **Net revenues** slightly dipped to **CHF 563.0m** (-1.7% vs. PY) primarily due to large FX impacts, currency-adjusted growth of 1.3% Optimized solutions from early collaboration
- **Significant momentum in Healthcare**, solid growth in segment Food&Beverage, softened demand in Automotive and Industry
- **EBIT margin increased** to 12.2% (+ 0.4 pp vs. PY), primarily driven by volume recovery and product mix in Healthcare
- **Operational improvements** and cost adjustment across all segments, limited direct impacts of tariff conflicts successfully mitigated

We Maintain Leading Positions in Attractive and Diversified Markets Characterized by Enduring Growth Trends

Datwyler Division **Healthcare**	Datwyler Division **Industrial**		
			
42%*	27%*	20%*	11%*
Healthcare Pharma, Biotech, System and Contract Manufacturers	**Automotive** Vehicle Manufacturers, Tier 1 and 2 Suppliers	**Food & Beverage** Capsule Coffee Providers	**Industries** System Manufac-turers and Energy Producers

* Revenue share in first half year 2025

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Our System-Critical Components are Fundamental to the Reliability and Performance of Customer Applications

Datwyler Division **Healthcare**

Plungers, Needle Shields, Combiseals, Stoppers, Aluminium Caps, Coating Technologies

Revenue 2024: 446.0 CHF million
EBIT 2024: 61.8 CHF million

Datwyler Division **Industrial**

Housings, Seals, Gaskets, Grommets, Overmolds, Custom Molded Seals, 2K Parts, Aluminum Capsules with LSR or Paper Seals

Revenue 2024: 664.8 CHF million
EBIT 2024: 56.3 CHF million

Through a Global Production Presence, We Ensure Local-for-Local Supply Tailored to Regional Needs

27%
Americas
CHF 296.2M*
revenue

53%
EMEA
CHF 590.3M*
revenue

20%
Asia
CHF 221.2.0M*
revenue

*Reporting year 2024

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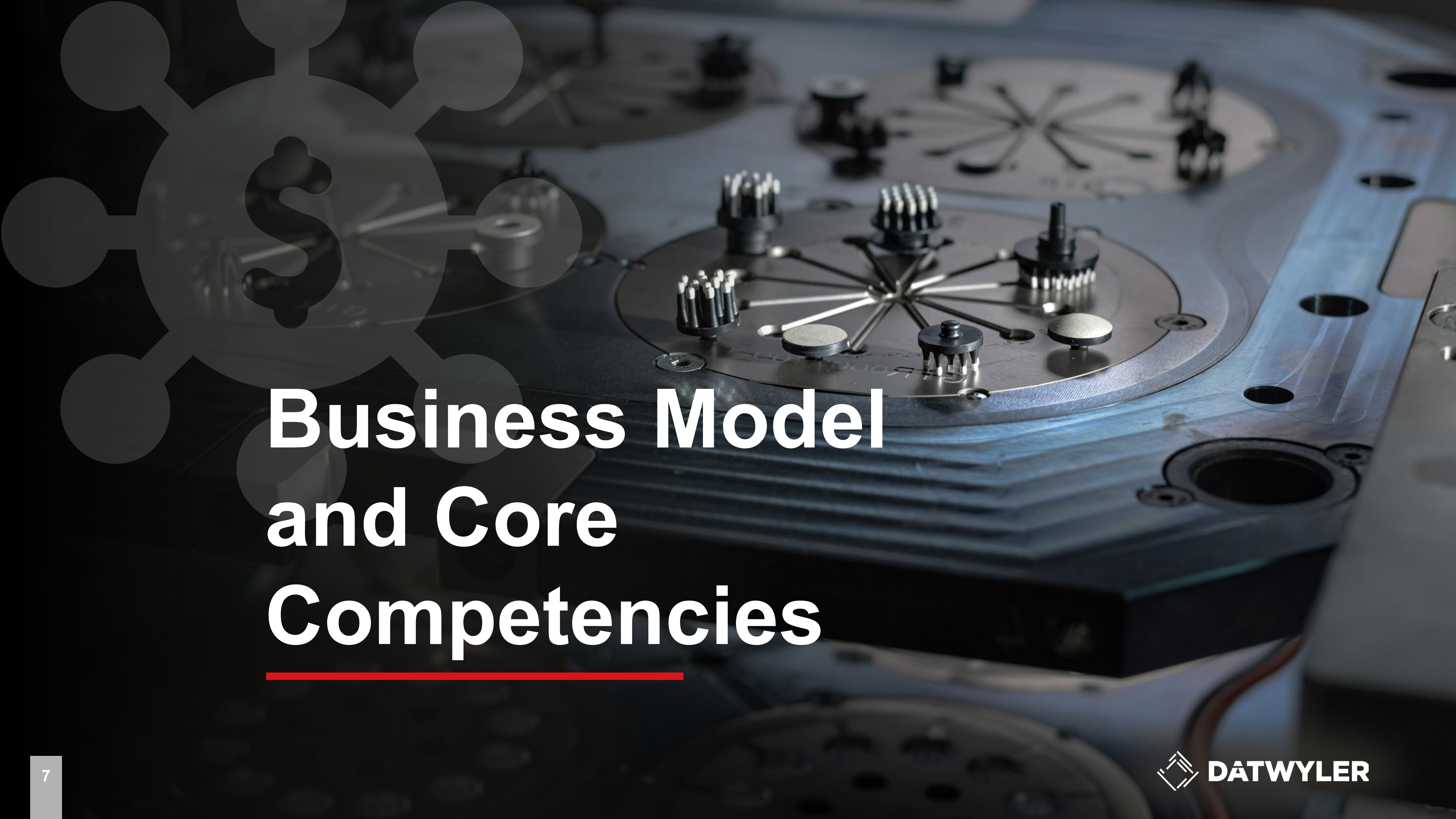

Business Model and Core Competencies

Our Business Model is Built Around our Core Competencies to Consistently Deliver Exceptional Customer Value

Material Expertise

With competence centers for materials and surface technology in Europe, US and China we deliver superior performance.

Solution Design

We create co-developed solutions by uniting functional integration, advanced simulation and focused technology development.

Product Industrialization

We realize reliable, high quality and high-volume product industrialization in our state-of-the-art manufacturing site network across four continents.

Outstanding Examples for System-Critical Components that Enable Advanced Applications in Demanding Industries

Components that guarantee the highest quality and performance of prefilled syringes

The most advanced needle shields, plungers, and coating technologies ensure that prefilled syringes remain sealed while functioning perfectly during administration.

Seals that make electrical connectors high performing and durable

Designed for durability, our grommets and seals maintain the integrity of electrical and high-voltage connectors, even in extreme conditions.

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Built-in Entry Barriers Strengthen our Competitive Position and Support Durable, Long-Term Returns

Market entry barriers	DATWYLER
High investment requirements	Financial strength and credibility thanks to Swiss anchor shareholder
Know-how, long **learning curve**	100 years of Swiss-rooted expertise in materials and manufacturing
Quality standards	Meeting highest quality standards to ensure customer product safety
Local manufacturing capacities	Local presence secures resilient and responsive supply chains
Regulatory requirements	Full compliance reduces customer risks and accelerates approvals
High switching costs for customers	Long-term trusted partnerships driving shared success

Markets and Trends

Our Positioning Aligns with Global Megatrends, Enabling Us to Participate in Structural, Long-Term Growth Across Key Markets

Demographics & Health

Rising demand for injectables driven by an aging population with chronic conditions and the pharmaceutical shift toward biologic drugs

Technology & Innovation

Industry trend toward smart materials, digital platforms, functional surfaces, integrated components, IoT connectivity, and robotic automation

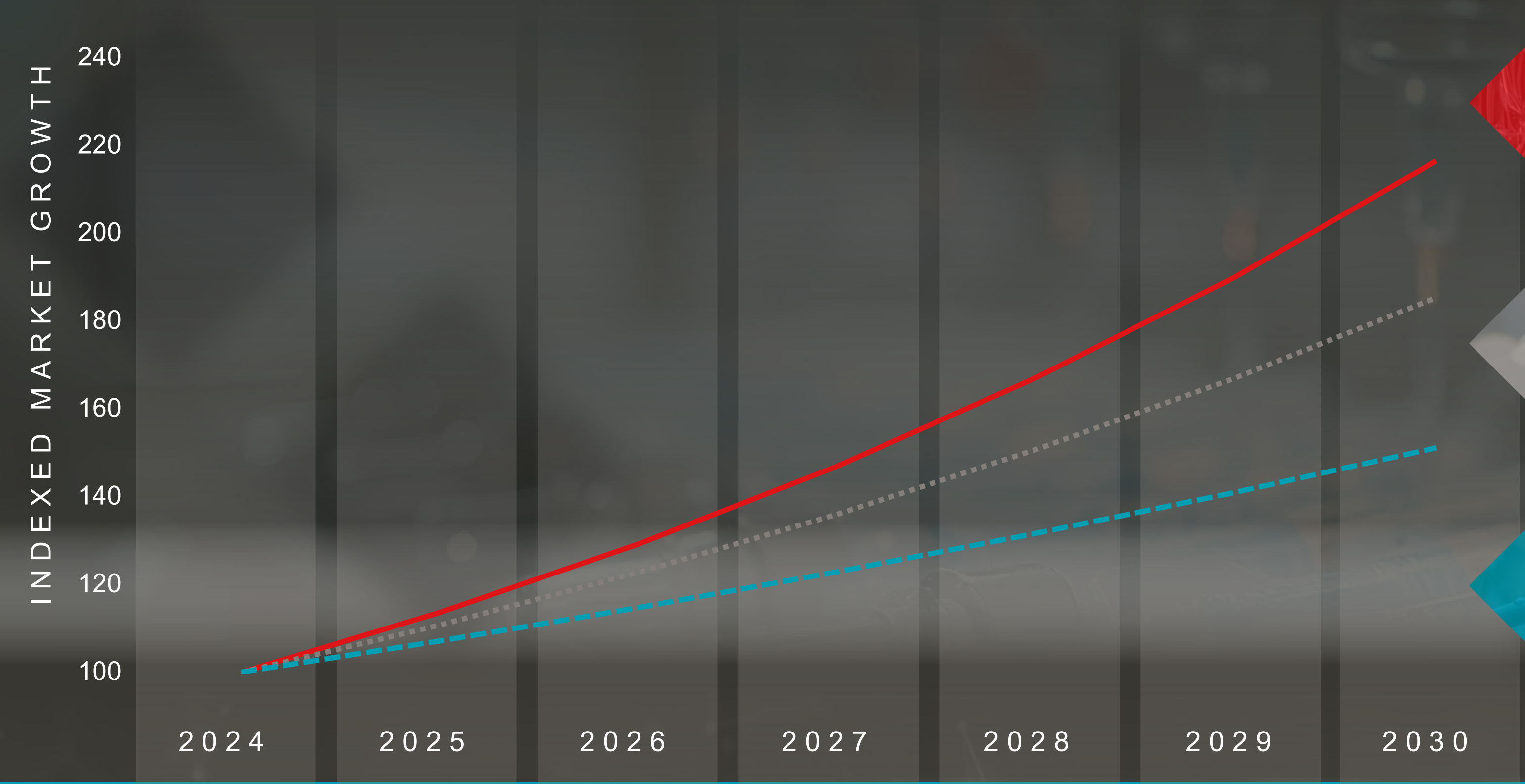
Geopolitical Shifts

The growing importance of business continuity and robust supply chains trigger global production strategies with local-for-local footprint

Sustainability

Sustainable products aligned with circular economy principles and materials that comply with environmental and regulatory requirements

Technologically Demanding New Applications Provide Attractive Growth Opportunities for High-Quality Sealing Components



CAGR 2024–2030:

E-MOBILITY **15.8%**

PRE-FILLED SYRINGES **10.3%**

HIGH VOLTAGE CONNECTORS **7.6%**

Sources: Global Data, Q2 2025, Research and Markets, Sept. 2025, Verified Market Research, Jan 2025

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Datwyler Holds Leading Positions in diversified Market Niches with the Potential of Exceeding the Market Sectors' Growth

	Market	CAGR 2024-35, Relevant Market Sector	Factors Driving Datwyler's Above-Market Sector Growth
	**Healthcare**	5% - 7%	Unique portfolio and **pure component strategy** to deliver added value for fastest growing niches and customer groups
	**Automotive**	2% - 4%	Co-development benefits and **clear focus** on winning customers in growing applications and geographies
	**F&B**	2% - 3%	Close partnerships with **market leading customers** and new EU regulation supporting trend from plastic to aluminum
	**Industries**	2% - 3%	**Core competencies** to provide high value sealing solutions to carefully selected niches and customers

Datwyler estimates

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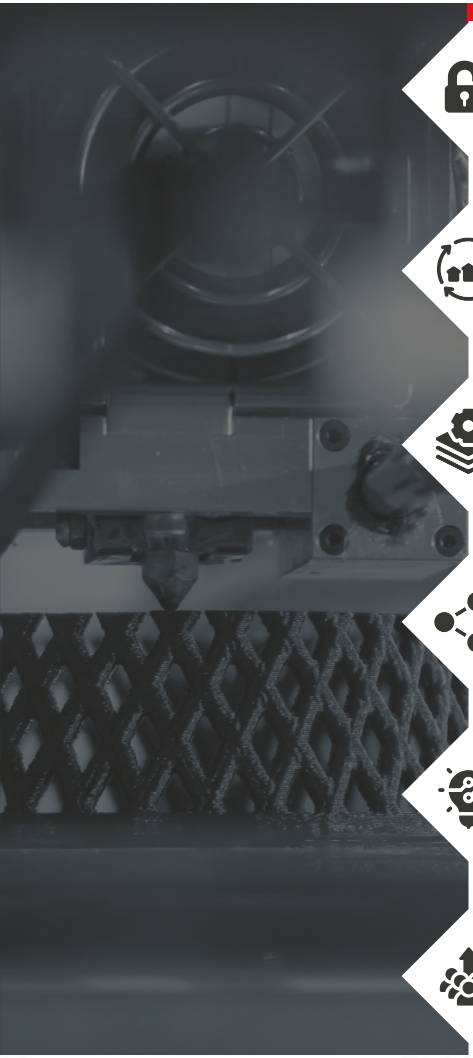
Growth Strategy

Surpassing Market Sector Growth Through a Targeted Alignment of Six Drivers



Unlock production capacity	**Streamline** the product and customer portfolio
Improve product mix	Focus on **high value** products and services
Strengthen co-development	**Raise entry barriers** through early integration in customers' R&D processes
Increase share of wallet	**Cross-sell** complementary components and services
Accelerate commercialization of innovations	Build scalable **technology platforms**
Targeted inorganic growth	**Selective acquisitions** in high-margin niches

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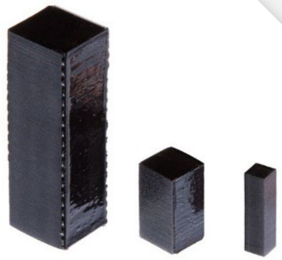
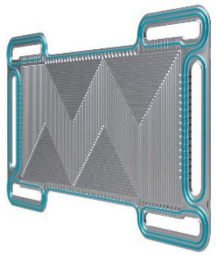
Innovation Pipeline is Stocked with Next-Generation Product Technologies



Electroactive polymers



Solutions for hydrogen

Magnetically active polymers

Soft dry electrodes

- **Platform technologies** with integrated functions for a wide range of applications
- Soft sensing and actuation solutions based on **magnetically and electroactive polymers**
- **Soft dry electrodes** for bio signal monitoring and stimulation
- High-performance components to ensure safe and reliable operations along the full **hydrogen value chain**
- **Sustainable alternative materials** with lower carbon footprint

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Financial Targets

Transformation Program "ForwardNow" to Accelerate Planned Revenue Growth and Enhance Profitability

Production network	Optimization for faster, more competitive market access
Commercial excellence	Positioning as preferred development partner to capture more value
Product portfolio	Streamlining for clarity, simplicity, and stronger value contribution
Target operating model	Implementing a lean structure and global standards to drive agility, efficiency and scalable growth

3 years
Project period from 2025-2027

52 mCHF
Cumulative positive earnings effects within the project period

24 mCHF
Annual earnings improvement after completion of all project initiatives

One-time negative effect of 37.9 mCHF in the reporting year 2024

Mid-term Targets Under Normal Operating Market Conditions

Revenue

Annual organic growth
in the higher single-digit percentage range

EBIT margin

17% plus

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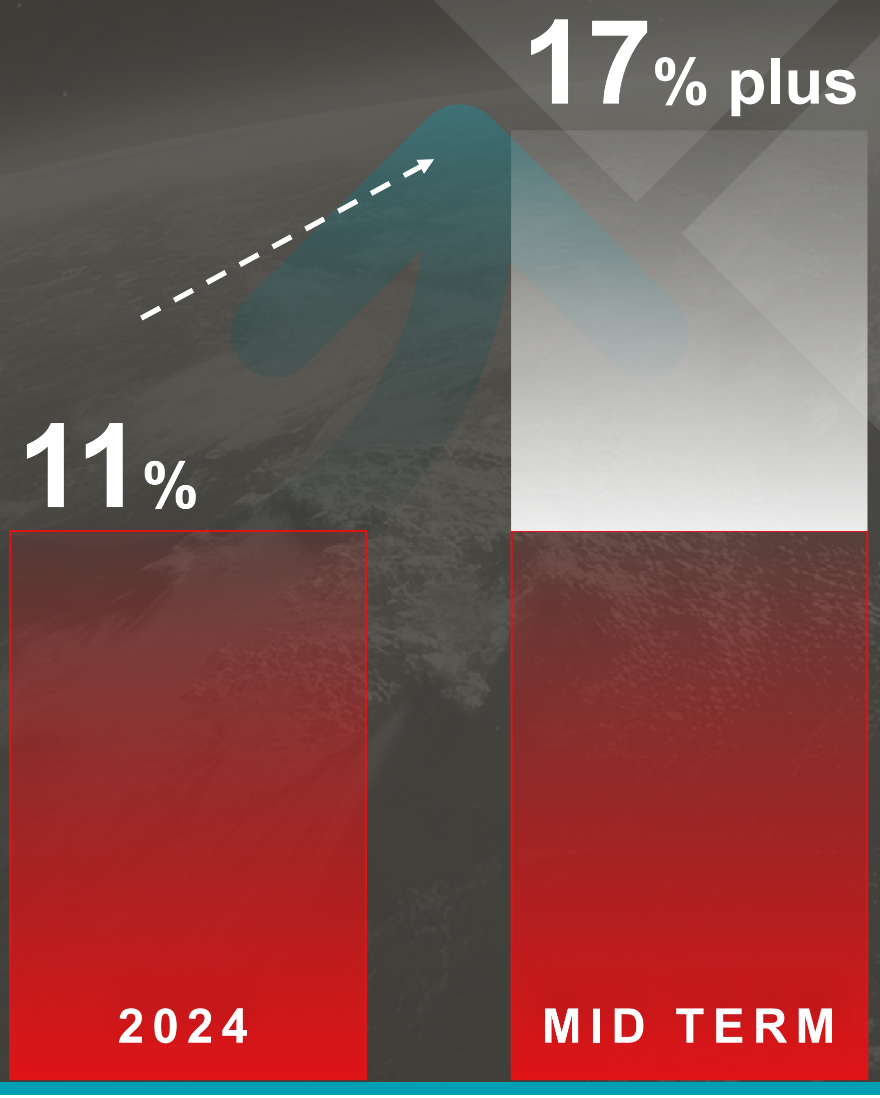
Several Interlinked Drivers will Increase EBIT Margin

- Significant operational leverage from underutilized capacity
- Optimization of the production network
- Streamlining the product and customer portfolio
- Capture synergies via centralized standards and processes
- Value pricing and mix improvement towards high-value products and services



Reasons to Invest in Datwyler

Transformation
as a margin catalyst

Global platform
geared for scalable growth

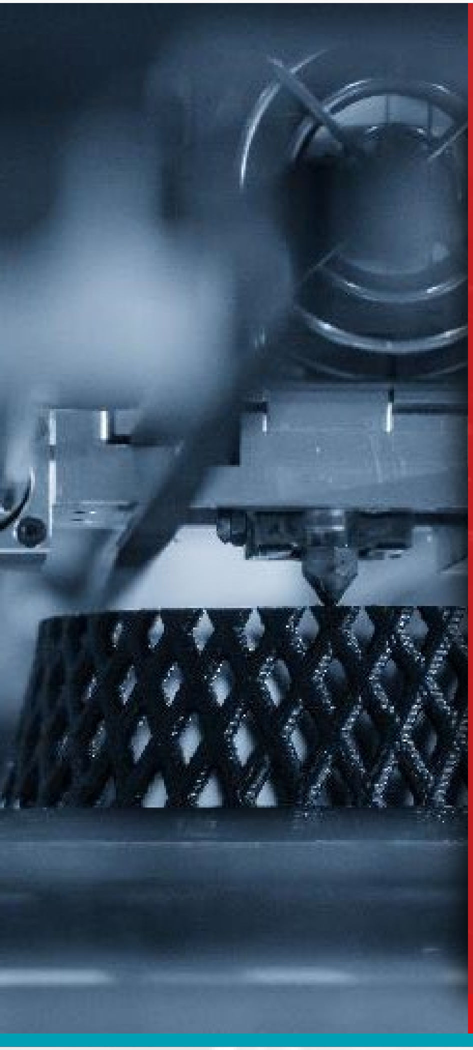
Core competencies
raise entry barriers

System-critical components
with low cost-contribution to customer applications

Exposure to structurally growing, high-margin markets

Trusted partner
for global innovation leaders

Optimized cyclicality
through portfolio diversification



Disclaimer

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