



May 2022

# Investors Presentation

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# Pioneering industrial technology

**+GF+**



1802: Johann Conrad Fischer | 1864: Malleable iron fitting | 1897: As of 1900 GF develops wheels made of cast steel for trucks and cars | 1921: GF acquires the Machine Factory Rauschenbach for agricultural machinery



# Today GF stays at the forefront of new technologies

**+GF+**



Sales CHF 3'722 million, EBIT CHF 278 million and 15'111 employees in 2021



Our core strength lies in applying **state-of-the-art industrial technologies**



We are specialists in developing tailored solutions to meet the **needs of our customers**



We operate in markets with high technology, complex processes and certification requirements

**53%**

GF Piping  
Systems

**24%**

GF Casting  
Solutions

**23%**

GF Machining  
Solutions



# Strong presence in all important regions

**+GF+**

Present in 41 countries



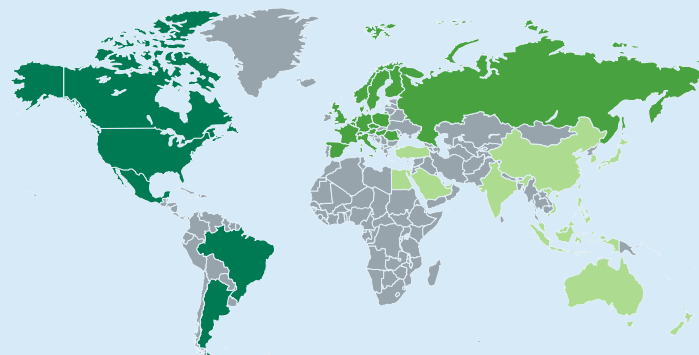
83 production sites



115 sales sites



11 R&D centers



## Americas



12



13



2

## Europe



32



43



7

## Asia Pacific



39



59



2

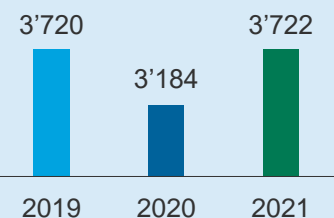


# FY 2021 key financial figures – three years overview

+GF+

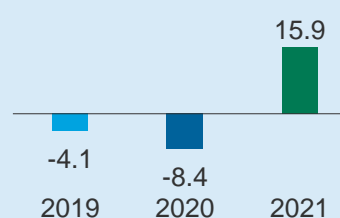
3'722

**Sales**  
in CHF million



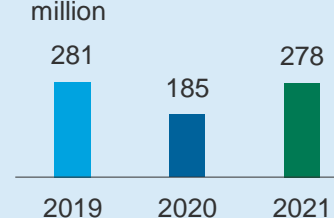
15.9

**Organic growth**  
in %



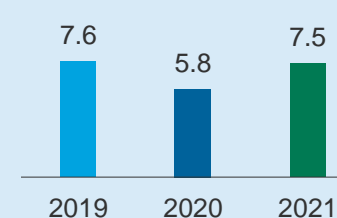
278

**EBIT**  
before one-offs in CHF  
million



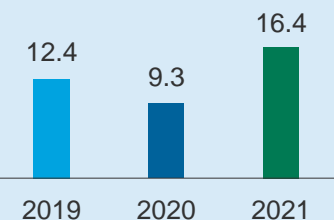
7.5

**EBIT margin**  
before one-offs in %



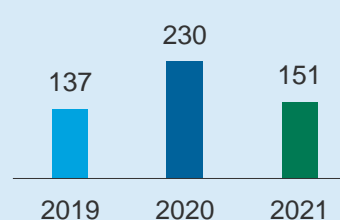
16.4

**ROIC**  
in %



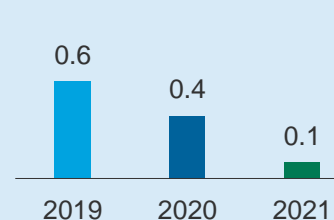
151

**FCF bef. acq./divest.**  
in CHF million



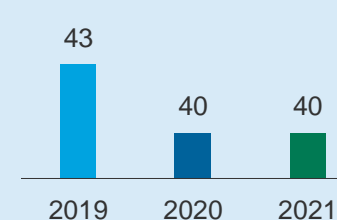
0.1

**Net debt / EBITDA**  
(multiple)



40

**Equity ratio**  
in %



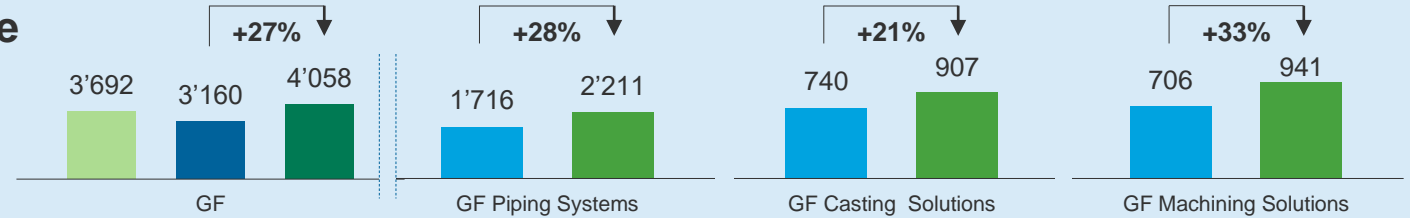


# Strong recovery in all divisions in FY 2021

**+GF+**

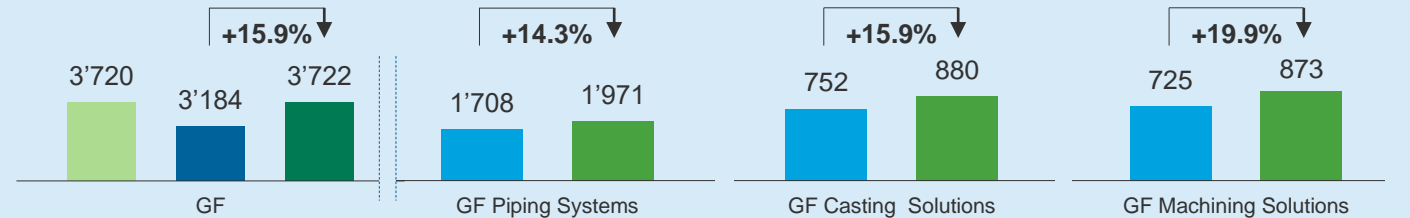
## Order intake

in CHF million



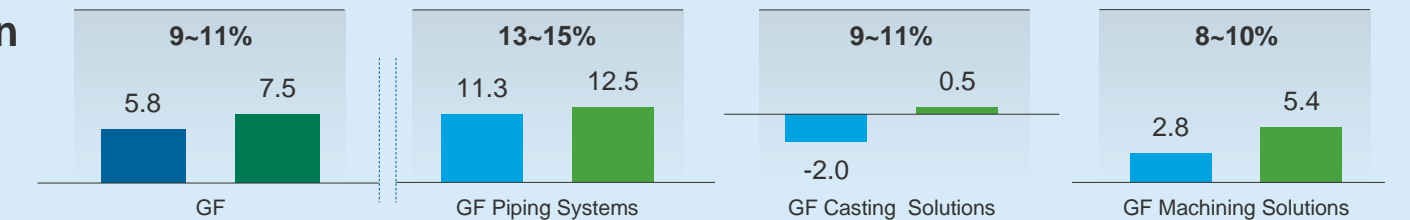
## Sales

in CHF million



## EBIT margin

in %



■ FY 2019 ■ FY 2020 ■ FY 2021 — Organic growth





# Our Vision

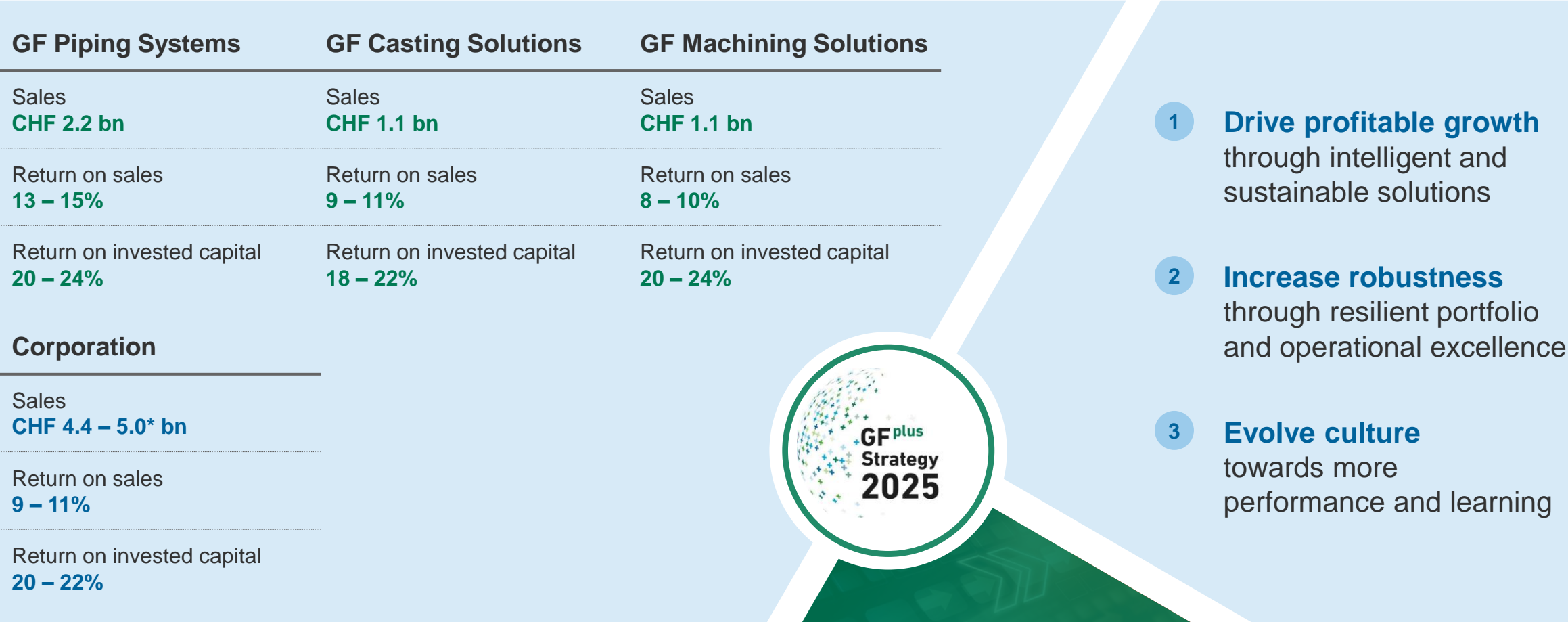
#1



**GF is a sustainability  
and innovation leader providing  
superior customer value**



# Our strategy is about profitable growth with emphasis on resilience and learning







# GF proactively captures global opportunities





# Sustainability investments in production facilities world-wide...



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A water balance program that includes investment in **tanks, reuse of water** at GF Piping Systems site in Jawa Barat (Indonesia)

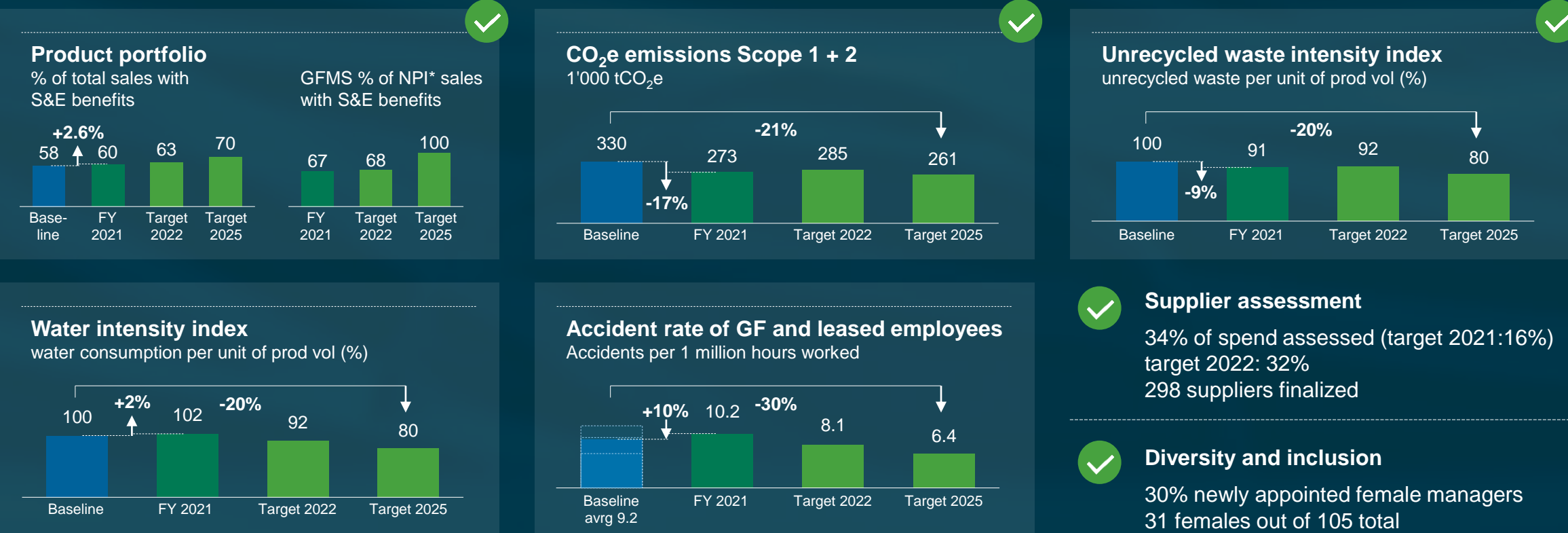
**2'000 efficient LED lights installed** that reduce electricity consumption by half compared to previous lights at GF Piping Systems site in Schaffhausen (Switzerland)

**PV installations** planned for major sites in CH, DE, China and AT, **24% renewable energy** consumption in 2021 worldwide

**Silver certification** under the **LEED** rating system to be applied for by GF Casting Solutions site in Shenyang (China)



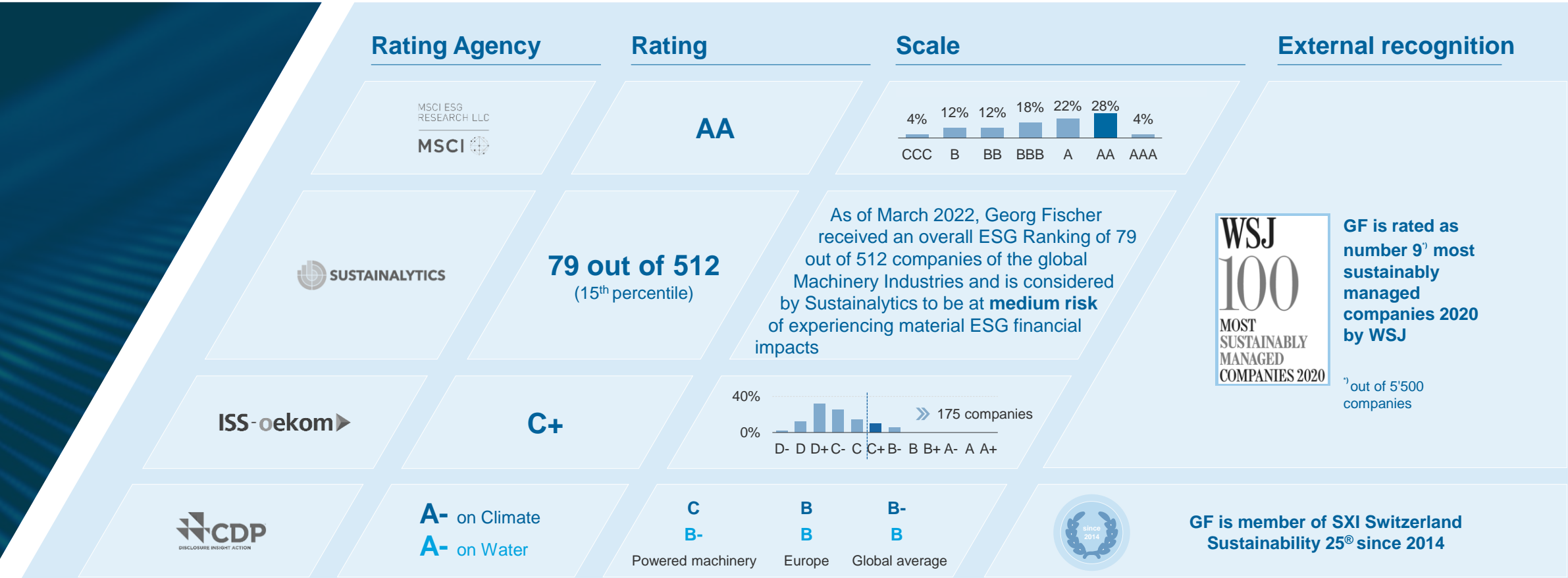
# ... with a real impact towards our targets 2025



The baseline covers the average of 2018 – 2020 for all targets except the product portfolio and the CO2e targets.



# Our ESG efforts are clearly recognized by leading agencies







# GF Piping Systems





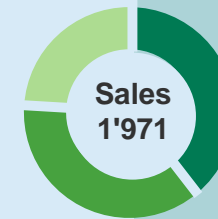
# Business overview



## Industry

**Position:** International market leader

**Major competitors:** Simona, Aliaxis, Spears, Watts Water, Sekisui, Asahi, Yukizai, Agru



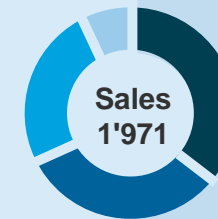
- 39% Industry
- 37% Utility
- 24% Building Technology



## Utility

**Position:** World #1 for PE electrofusion fittings

**Major competitors:** AVK, Lesso, Vasen, Hubbell



- 36% Europe
- 32% Asia
- 24% Americas
- 8% Rest of World



## Building Technology

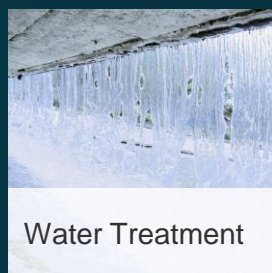
**Position:** Switzerland #1, Leading in selected markets

**Major competitors:** Geberit, Aalberts, Viega / Nussbaum, Firat, Lesso



EBIT: 247 MCHF      Order intake: 2'211 MCHF  
ROS: 12.5%      Employees: 7'686

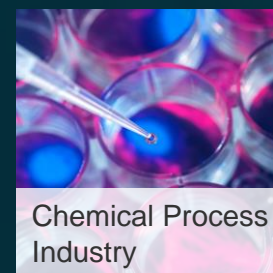
# + Business segments



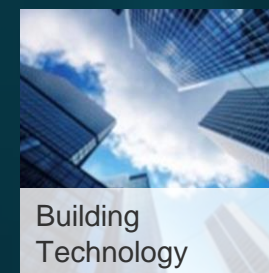
Water Treatment



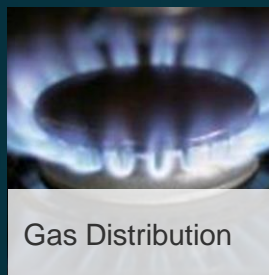
Water Distribution



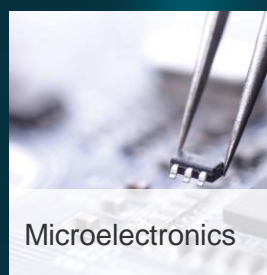
Chemical Process Industry



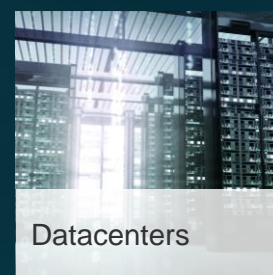
Building Technology



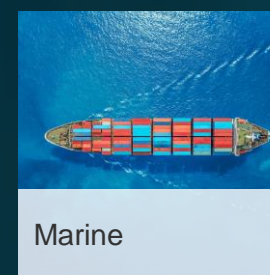
Gas Distribution



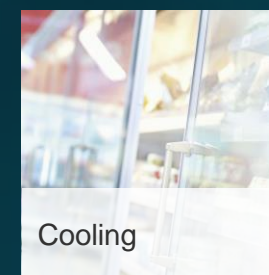
Microelectronics



Datacenters



Marine



Cooling

## Competitive Advantages



Global presence



Brand recognition



Customized solutions



Strong set of market segments / applications / product portfolio



Prefabrication





# "Antonie" – First green hydrogen-powered cargo ship

- Dutch inland shipping must reach zero emission by 2050
- First green hydrogen-powered cargo ship to be launched in 2023
- All piping systems for fuel cell supplied by GF in PROGEF Standard

## 3 piping loops needed in the ship



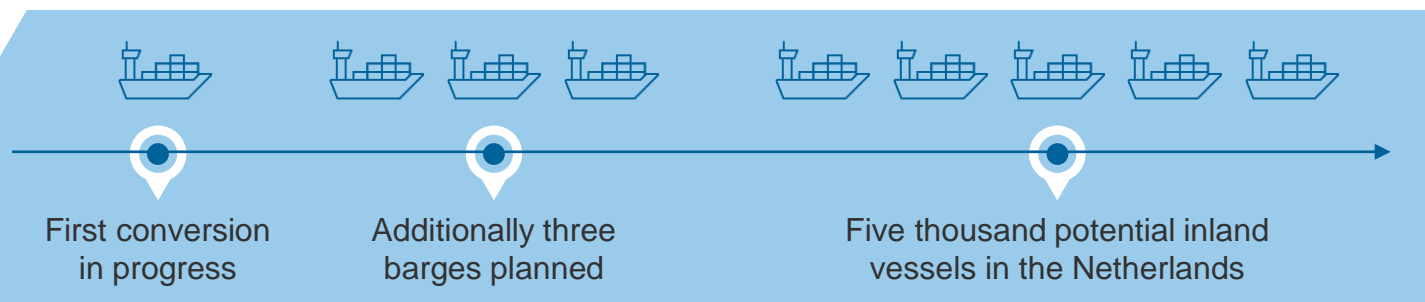
Water (cooling)



Hydrogen

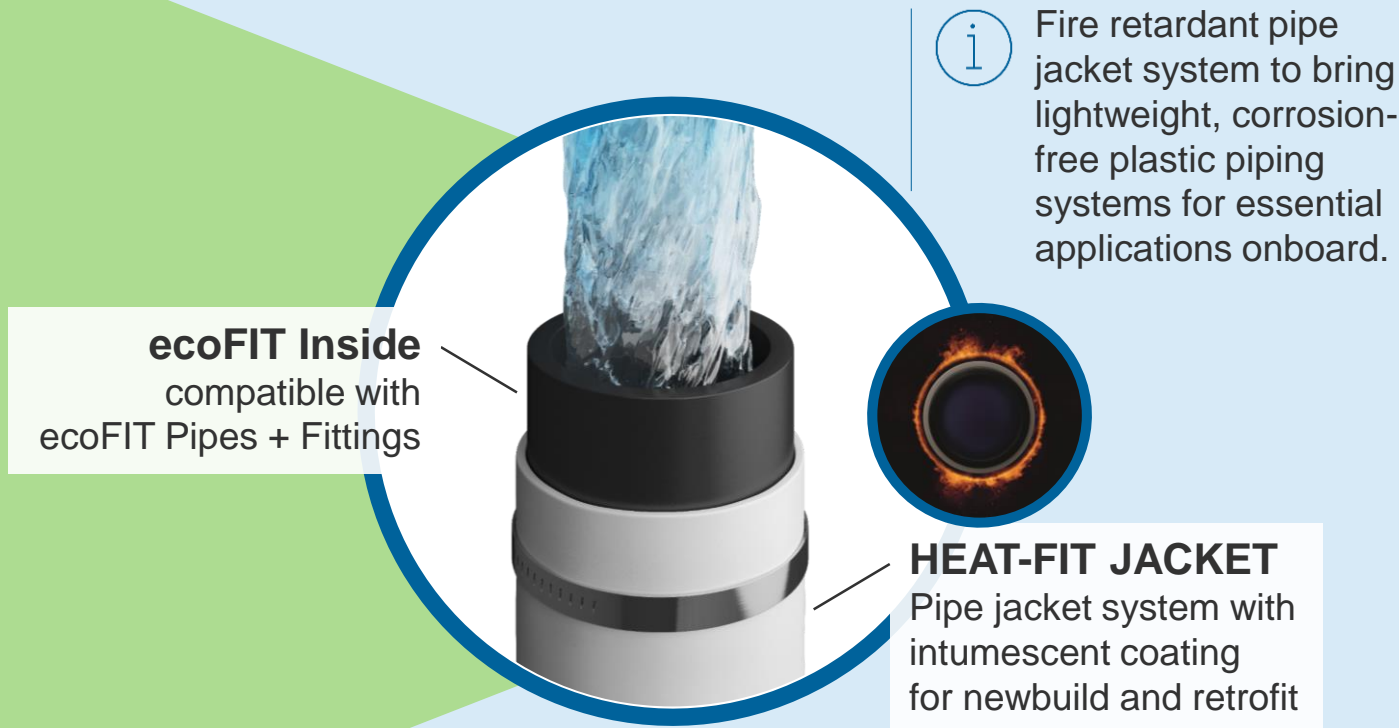


Air





# HEAT-FIT - Ultimate fire protection



1

## 30% less weight

Ultra light alternative to standard metal piping systems.

2

## Zero hazardous materials

HEAT-FIT does not include any environmentally hazardous materials (Green Ship Passport)

3

## 1'000° C

Protects Plastic Piping Systems from fire up to 1'000°C for up to 30 Minutes (3 bar)



# **GF Casting Solutions**



# Business overview

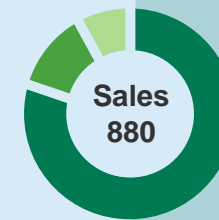


## Automotive

**Position:** Europe Top 3

### Major competitors:

Light-metal: Nemak, Handtmann, DGS, KSM  
Castings, Bocar, Ryobi, Meridian  
Iron: Fujiwa Machinery Industry, Infun



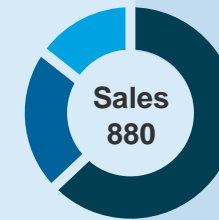
80% Automotive  
12% Industrial Applications  
8% Aerospace / Energy



## Industrial Applications

**Position:** Europe Top 3

**Major competitors:** Eisenwerk  
Martinlamitz, Luitpoldhütte, Arrowcast,



63% Europe  
22% Asia  
15% Americas



## Aerospace / Energy

**Position:** Europe Top 3

**Major competitors:** CPP, Howmet,  
Doncaster, PCC



EBIT: 5 MCHF  
ROS: 0.5%

Order intake: 907 MCHF  
Employees: 4'008



# + Business segments



Light Vehicle



E-Mobility



Off Highway & Trucks



Industrial Applications



Aerospace



Energy

## Competitive Advantages



Global presence



Light Metal competence



Development partner



Sustainable logistics



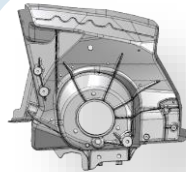
Solution provider



# Strong expertise in e-drive solutions and lightweight structural parts



**Transmission Housing**  
VW MEB Platform



**Shock Tower**  
Audi E-Tron



**Rear Door Frame**  
Mercedes-Benz EQC



**Cross Car Beam**  
Jaguar I-Pace

Source: VW, Audi, Mercedes Benz, Jaguar



# Visible magnesium parts with A surface quality

The very high surface quality requirements can only be met through long-standing experience in Magnesium casting and very reliable manufacturing processes.



## Defender – Land Rover

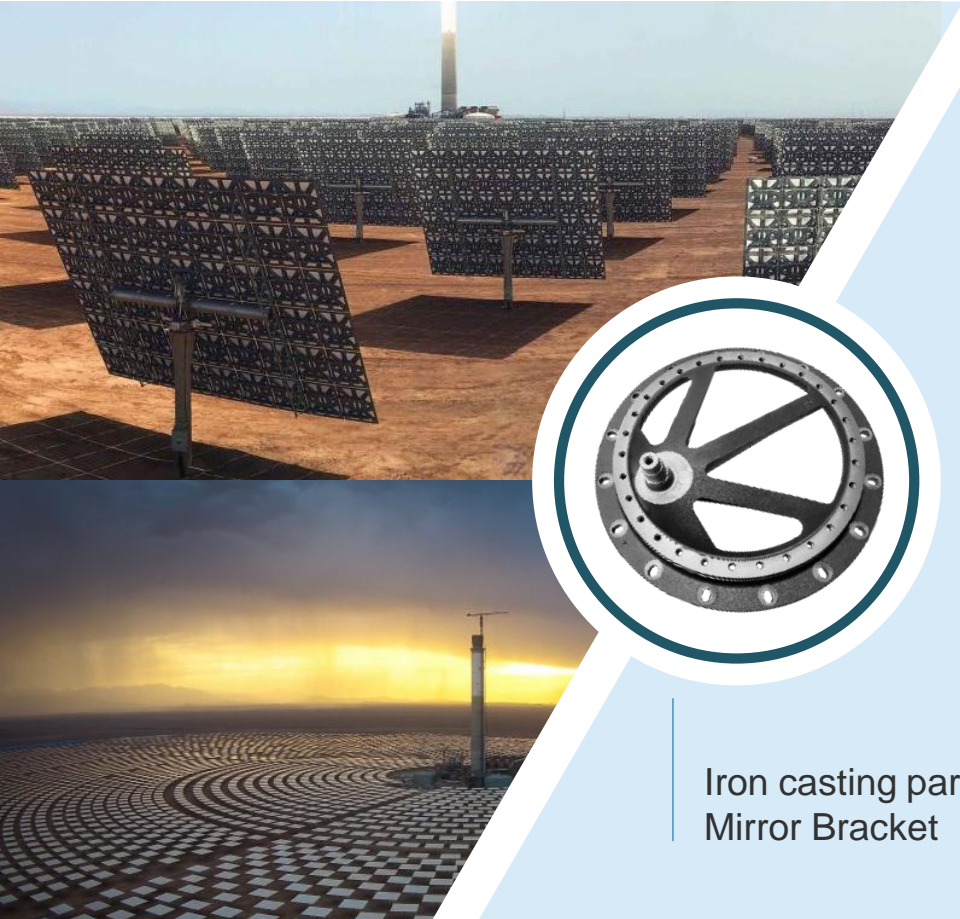
- High surface requirements
- Visible edges partly ready cast and punched without post-processing
- High fitting accuracy & gap dimensions
- High coating requirements
- Complex tool maintenance concept

lightweight structural solution with a set of five visible A surface quality Magnesium parts





# Noor III – Stable foundation in rough terrain



Iron casting part  
Mirror Bracket

## Noor III Project - Marocco

- 250m high tower, surrounded by 7'400 heliostats
- Each heliostats with a reflective area of ~ 175m<sup>2</sup>
- Turbine Power: 150 Megawatt
- Continues to provide energy for 7 hours after sunset
- Provides power for 1.2 million people
- Averts annual emissions of 130'000 metric tons of CO<sub>2</sub>

Source: <https://www.energy.sener/project/central-receiver-plant-nooro-iii>

A close-up photograph of a laser cutting process. A bright, intense light source is focused on a metal mesh, creating a series of sparks that radiate outwards. The mesh is composed of a repeating pattern of hexagonal or diamond-shaped openings. The background is a soft, out-of-focus grey, suggesting an industrial setting.

# **GF Machining Solutions**



# Business overview



## EDM

**Position:** Top 3

**Major competitors:** Sodick, Fanuc, Mitsubishi, Makino

## Milling

**Position:** HSM Top 5

**Major competitors:** Makino, Hermle, Rödgers, DMG Mori, Exeron

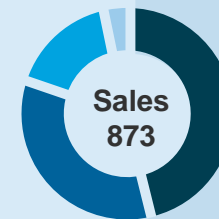
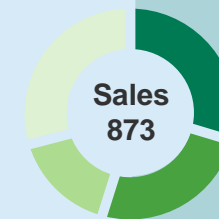
## Adv. Manufacturing / Automation & Tooling

**Position:** World #1

**Major competitors:** Erowa, Hirschmann, F-Tool, Zimmer & Kreim, Fastems

## Customer Service

**Position:** #1 Coated Wire Sales

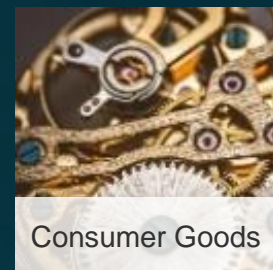
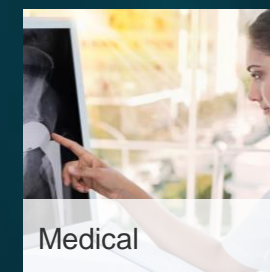
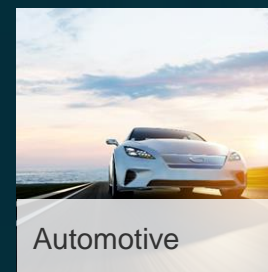
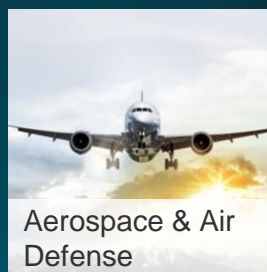


EBIT: 47 MCHF  
ROS: 5.4%

Order intake: 941 MCHF  
Employees: 3'282



# + Business segments



## Competitive Advantages



Automation



Global presence



Integrated technical solution provider



Center of competence



Customer proximity



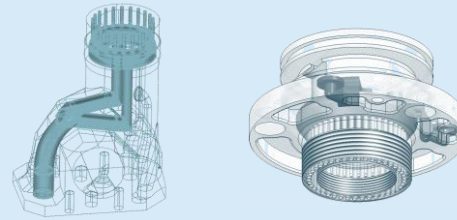
Customer Service



# Ultra-high contour accuracy and surface quality

## Die-Cutting tools for packaging lid

CUT X 350 - The most precise machine of GF Machining Solutions



Revolutionary new design of the heads using Additive Manufacturing

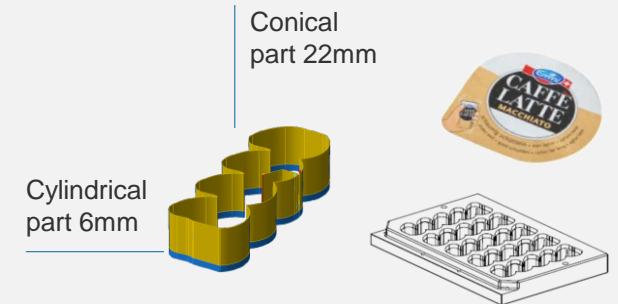


Optimized flushing channels



Key to improve the cleaning conditions during cutting

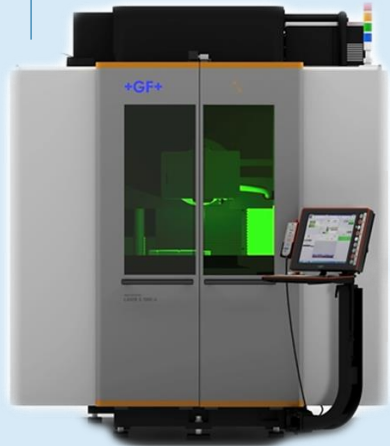
- Extreme contour accuracy in complex shapes
- Homogeneous surface quality
- Tighter tolerances between punch and die and homogeneous surface finishing
- Enlarge the tooling life-time and increases productivity





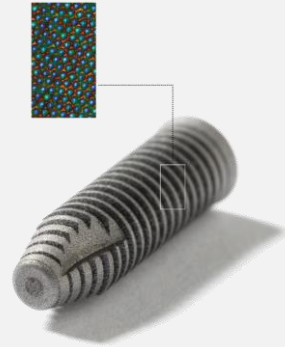
# Laser texturing – functional surfaces with digital precision

Laser S 1000



- Replaces manual sandblasting with a digital machine process
- Avoids manual work
- No contamination by chemical components
- 100% Reproducibility

- No fading of the logo and UDI marking
- Functional surface (hydrophobic / lotus effect)
- Low-reflection marked / labeled areas "deep black"





# GF at a glance

**+GF+**

**Investment  
proposition**



**Strategy focus on profitable growth with emphasis on resilience and learning** through intelligent and sustainable solutions, a resilient portfolio, operational excellence and evolving culture towards more performance and learning



**Products and services addressing demand of global mega trends** global mega trends with direct business impact in all three divisions



**Industry-leading technology provider** with more than 200 years of industrial know-how. Well balanced geographical presence with a Swiss quality brand and technology with worldwide local production



**Focus on solutions for our customers for their sustainable business** creating value to society and contributing to a sustainable development



**Focus on long-term value creation and return on invested capital** value generation for our shareholders and other stakeholders





# Our Purpose



**+GF+**

**Becoming better  
every day – since 1802**



A group of four business professionals (three men and one woman) are seated in a modern, glass-walled meeting room. They are engaged in a conversation, with one man on the left and another on the right, both in blue armchairs. Two women are seated in the center, also in blue armchairs. The room has large windows and a wooden floor. A white rectangular table is visible in the foreground on the right.

**Thank you!**



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