

SMT Scharf AG

Munich Capital Markets Conference
November 13, 2024

Management with proven expertise



LIU Jun

- + Chief Executive Officer (CEO) (since September 19, 2024)
- + Responsible for international strategic business development, M&A and integration
- + 25 years of experience in management and international business from various functions and international leadership positions in the Yankuang Group
- + Master of Business Administration from Northwest University in Xi'an, Shanxi Province, China



Volker WEISS

- + Chief Financial Officer (CFO) (since November 1, 2023)
- + Departments: Finance & Controlling, Compliance, Human Resources, IR and IT
- + More than 25 years of relevant professional experience in the mining sector
- + Many years of national and international experience in change management and leadership at well-known mining suppliers

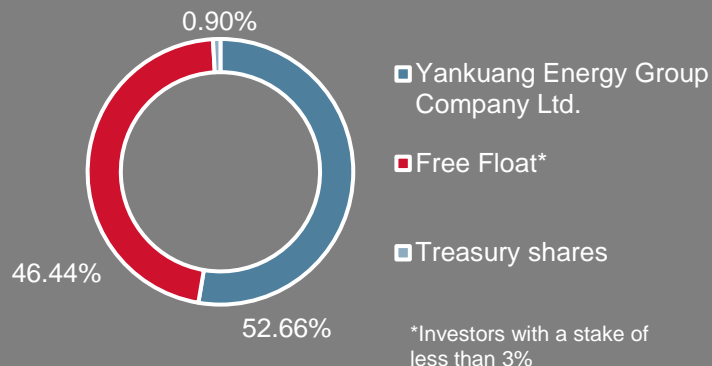


Reinhard REINARTZ

- + Chief Operating Officer (COO) (since 01.03.2024)
- + Departments: Strategic Corporate Development, Sales, Product Development, Construction, Production, Purchasing, QA and M&A
- + More than 45 years of relevant professional experience in the mining sector
- + Many years of national and international experience in operational management, leadership, change management and R&D

Highlights 2024

Yankuang Energy new strategic investor



Return to the Regulated Market

Listed since 2007, back on the Regulated Market (Prime Standard) of the Frankfurt Stock Exchange since September 2024



First-time consolidation of Xinsha Monorail

Xinsha to be fully consolidated as of November 1, 2024, positive effect on revenues and EBIT in 2024



Forecast raised for 2024

Consolidated revenue between EUR 87 million and EUR 97 million, Operating earnings (EBIT) between EUR 2.8 million and EUR 4.6 million

SAFETY FIRST

SMT Scharf's objective is **zero** harm to our people, the environment we work in, our customers and our suppliers.

	<p>PROTECTIVE EQUIPMENT</p>		<p>FIRST AID KIT</p>		<p>ALARM</p>
	<p>EMERGENCY NUMBER</p>		<p>EMERGENCY EXIT</p>		<p>ASSEMBLY POINT</p>
	<p>HEALTH & WELLBEING</p>		<p>CYBER SECURITY</p>		<p>CSRD</p>



Compliance

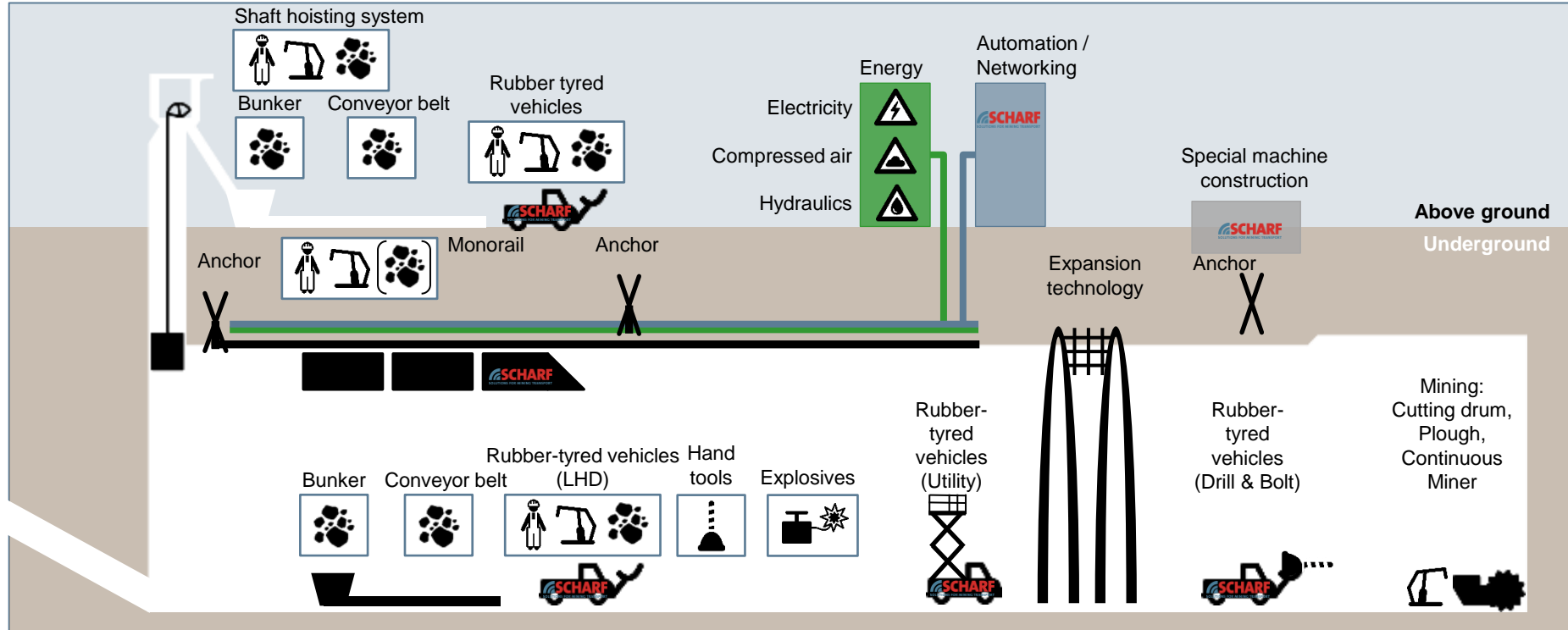
Compliance, conformity, agreement

We've always been committed to conducting business with high integrity and in a legal and ethical manner.

We embrace our corporate responsibility to combat corruption!



Where we are and what we do



Specialized in the transport requirement of underground mining

Modular solutions for underground mining

Railway systems



Chairlifts



Rubber-tyred vehicles



After-Sales (Spare parts and service)



Modular product portfolio for customized transport solutions

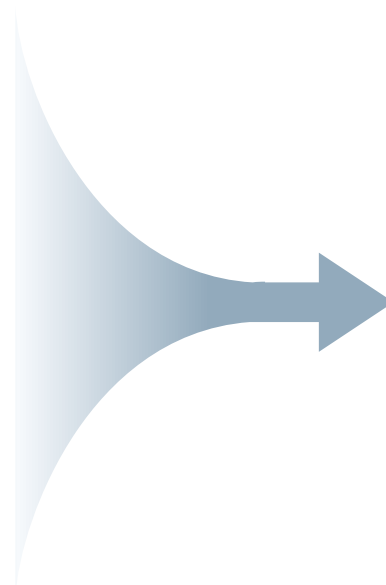
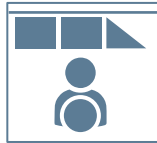
Core competencies



Customer demands



Product and service range

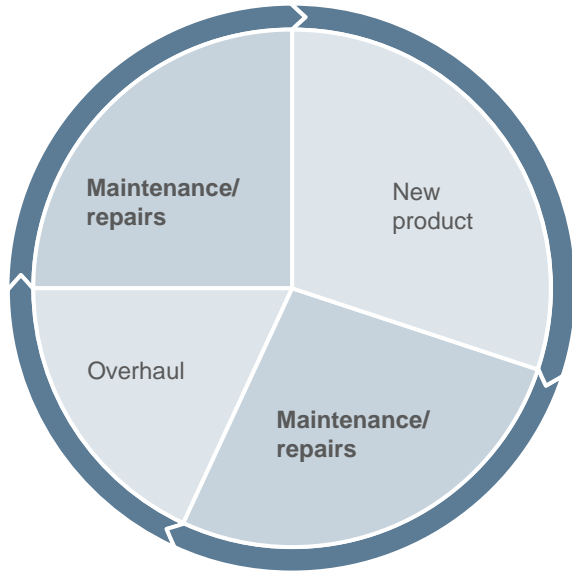


Customized transport solutions (systems)



Stable After Sales business thanks to long product life cycle

Typical product life cycle



- + After sales revenues constitute a major part of SMT's business model
- + ~ 40 % of SMT's revenues (core business) are attributable to after sales services
 - **Spare parts**
 - **Maintenance & repair services**
 - **Product overhaul (after 5-8 years of operation)**
- + Successful introduction of service contracts with dedicated customers
- + Generation of recurring revenue during the product lifecycle
- + High customer satisfaction → replacement with new SMT products, starting a new cycle

Present worldwide: Developing of new sales regions and continuing further market penetration



Significant growth expected in the mining equipment market

Megatrends worldwide increase demand for mining



Growing world population and global economic growth lead to increasing demand for raw materials



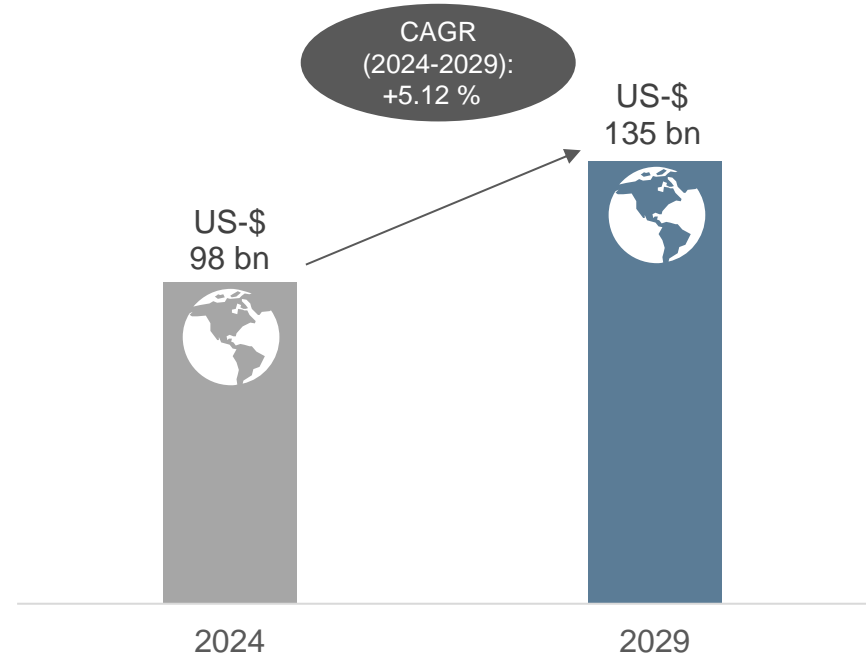
Raw materials boom through automation, digitalisation and mechanisation



Extensive urban development and expansion of infrastructure worldwide



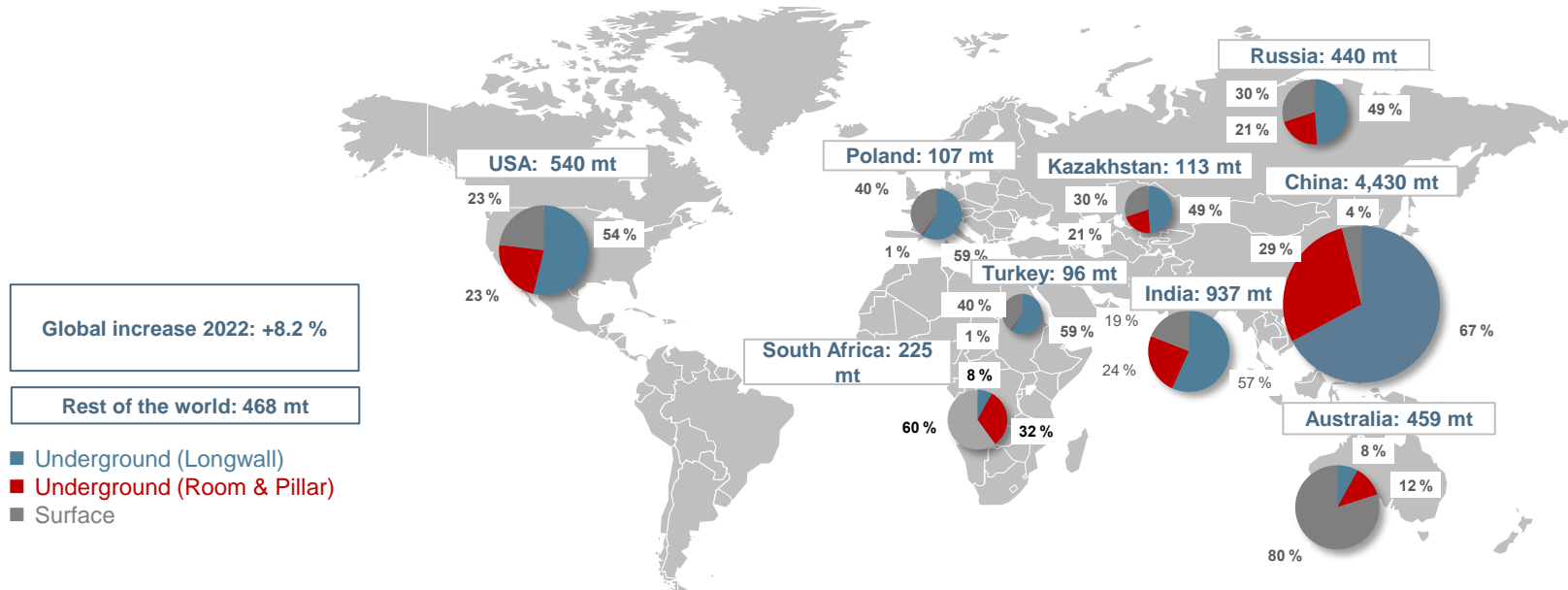
Digitalisation promotes operational efficiency and demand for innovative solutions in mining



Source: Mordor Intelligence 2023

Continued great potential in underground coal production

Global coal production approx. 8,820 mt



Global increase 2022: +8.2 %

Rest of the world: 468 mt

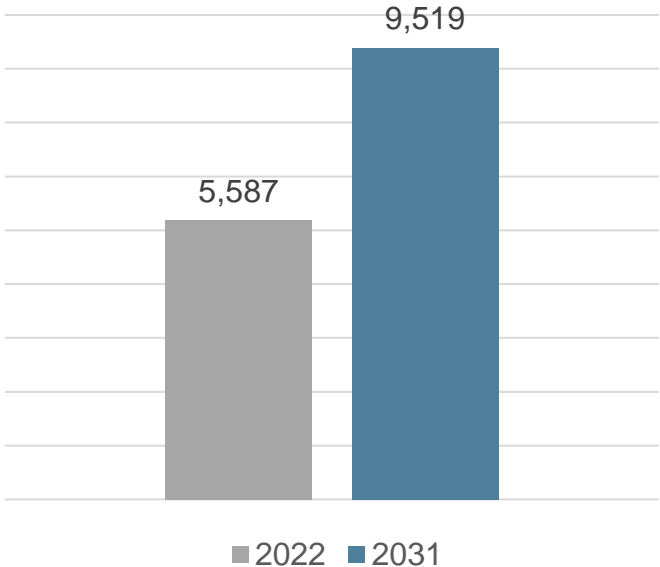
- Underground (Longwall)
- Underground (Room & Pillar)
- Surface

Source: <https://energiestatistik.enerdata.net>, December 2022; own estimation May 2024

Global tunnelling market offers long-term growth potential

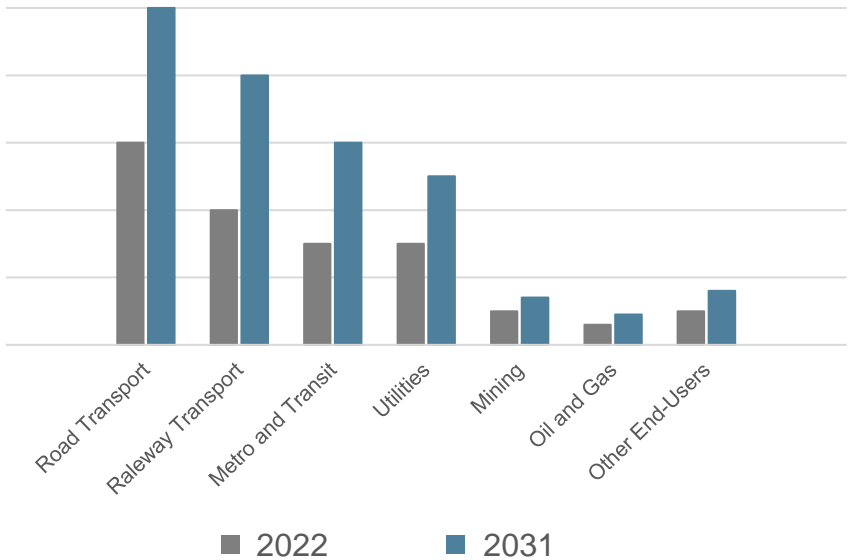
Strong growth expected in the market for tunnelling machines with a CAGR of 6.2% from 2022 to 2031

Market volume in USD million



Consistently increasing demand from end customers

Project potential by application



Source: Straits Research April 2024, company expectation May 2024

Three-pillar strategy for further growth



Vision: Expanded product range in underground logistics

External growth

- “Buy & build” within the niche market
- Possibility to expand core positioning

Organic growth

- Starting a “controlled offensive”:
- Expansion into new regions
- Hard Rock business
- Expansion of product range

Operational excellence

- Localization of value chain largely finished
- Increase in organizational and operational efficiency according to local market development

Core competencies

- + Stable core business with solid margins and growth opportunities
- + Evolved expertise in machine engineering with maximum customer focus
- + Management expertise in mining

Operating earnings (EBIT) burdened by external services and increased personnel costs

Revenue
EUR 47.9 m

(9M 2023: EUR 54.1 m)

Operating performance
EUR 57.9 m

(9M 2023: EUR 61.7 m)

Operating profit (EBIT)
EUR -1.3 m

(9M 2023: EUR 4.1 m)

Net income
EUR -1.1 m

(9M 2023: EUR 4.1 m)

Earnings per share
EUR -0.15

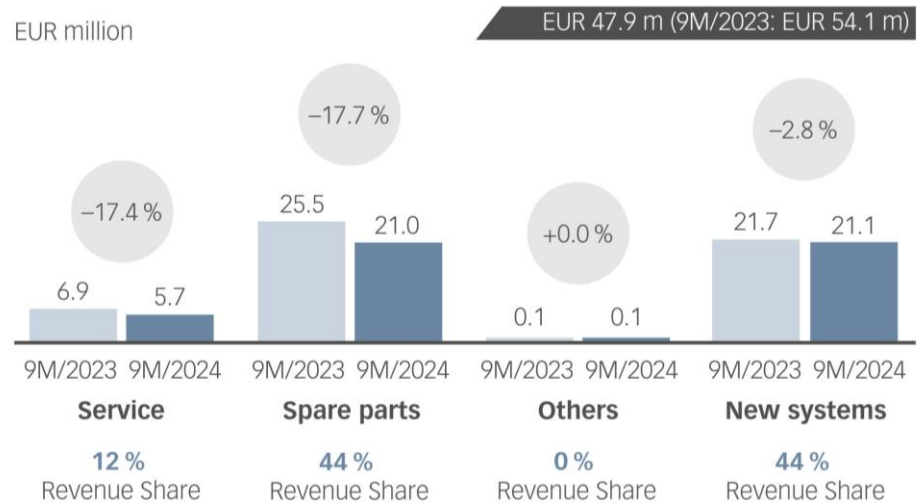
(9M 2023: EUR 0.83)

Equity ratio
67 %

(30/09/2023: 68 %)

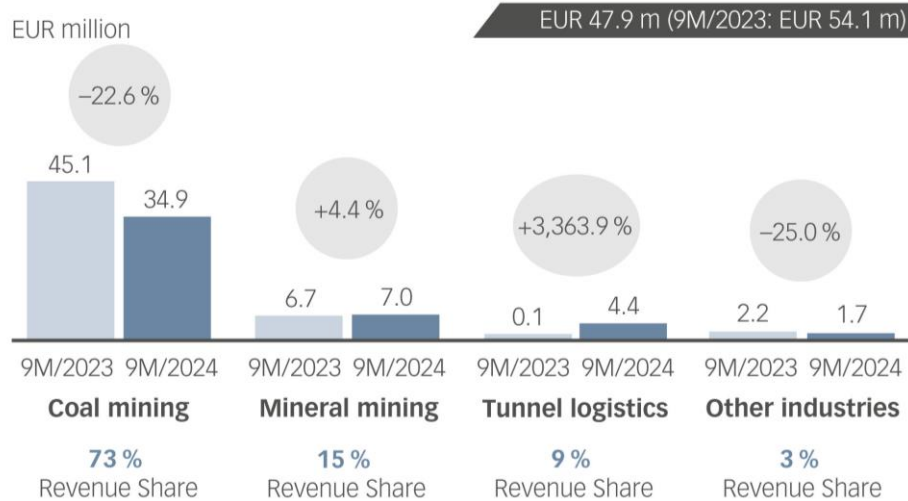
9M 2024: Reluctance to invest in New equipment and After-sales

Revenue by type of business



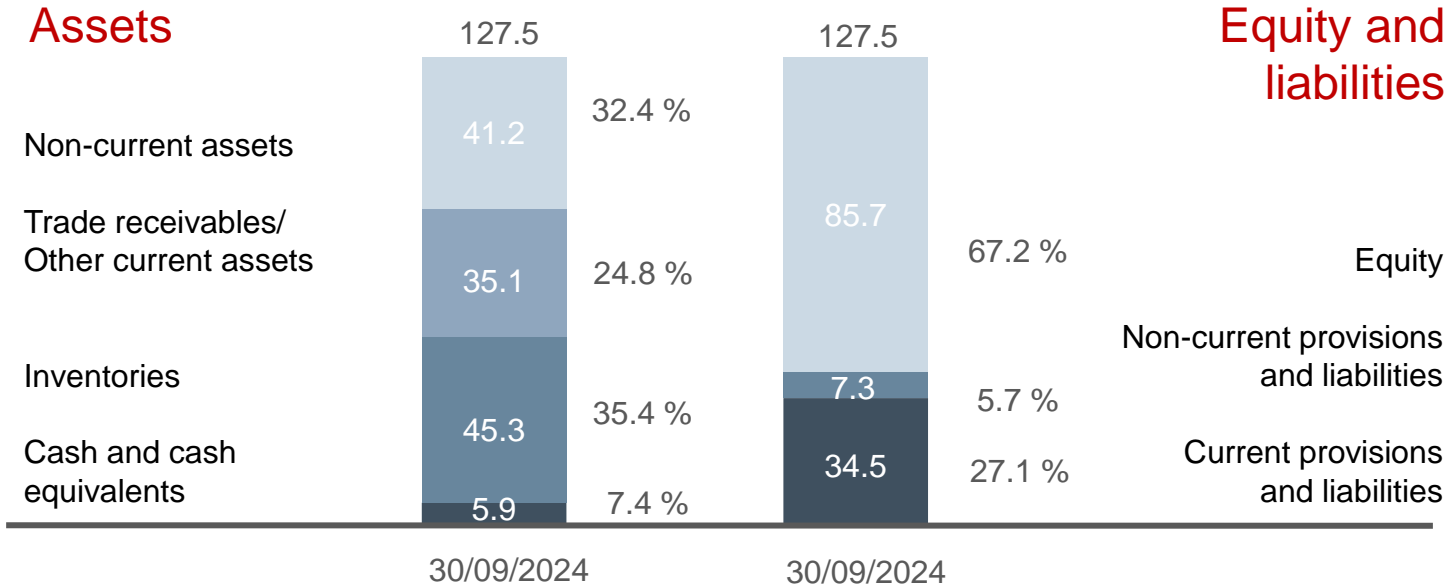
9M 2024: Tunnel logistics with significant revenue growth

Revenue by segment

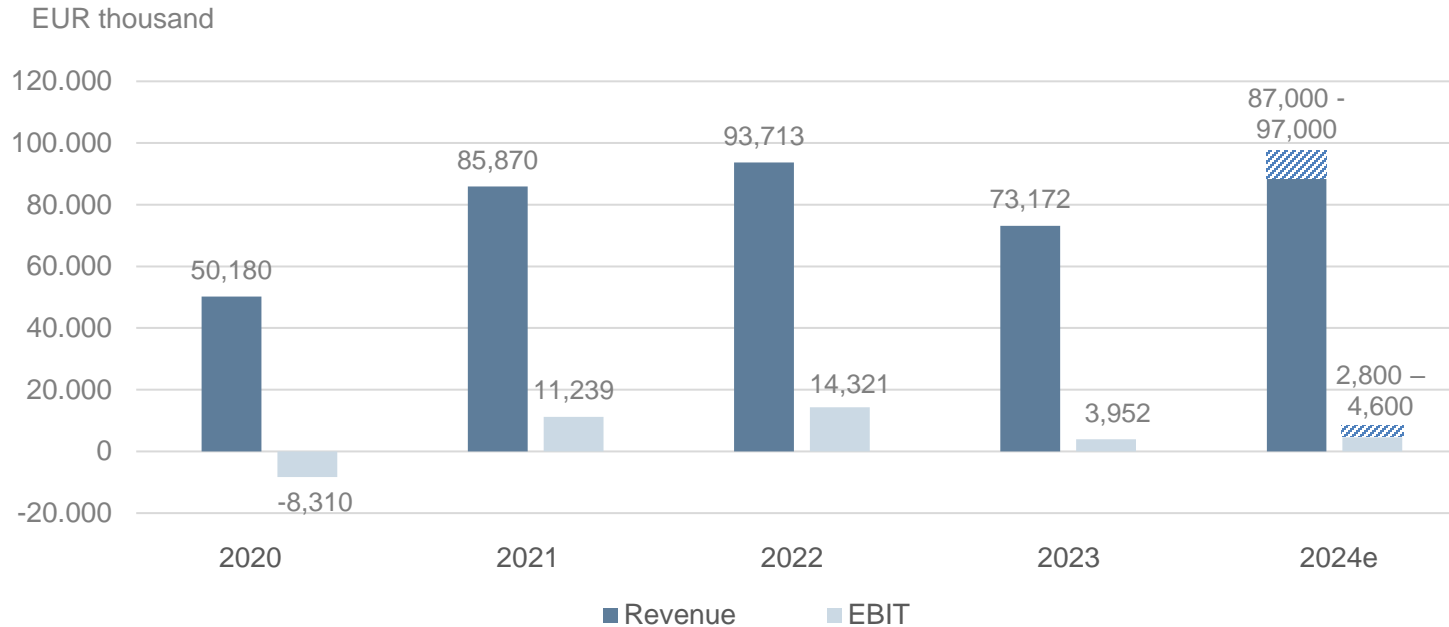


SMT Scharf Group with solid balance sheet

EUR million



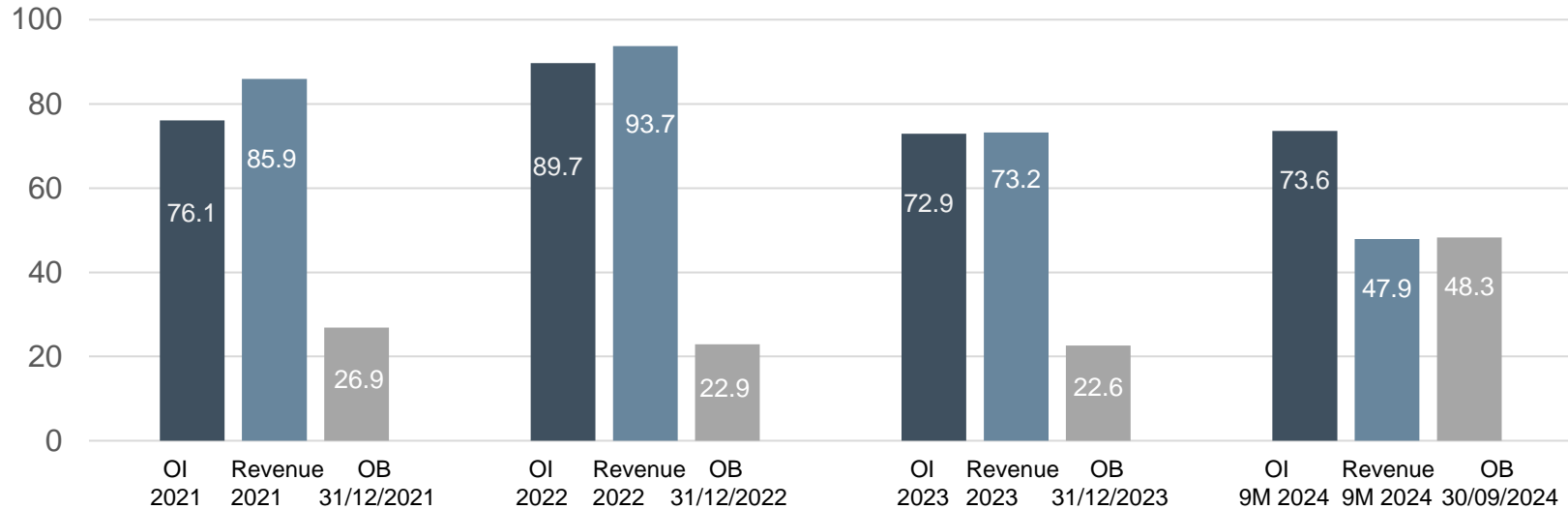
Revenue and Earnings forecast significantly raised



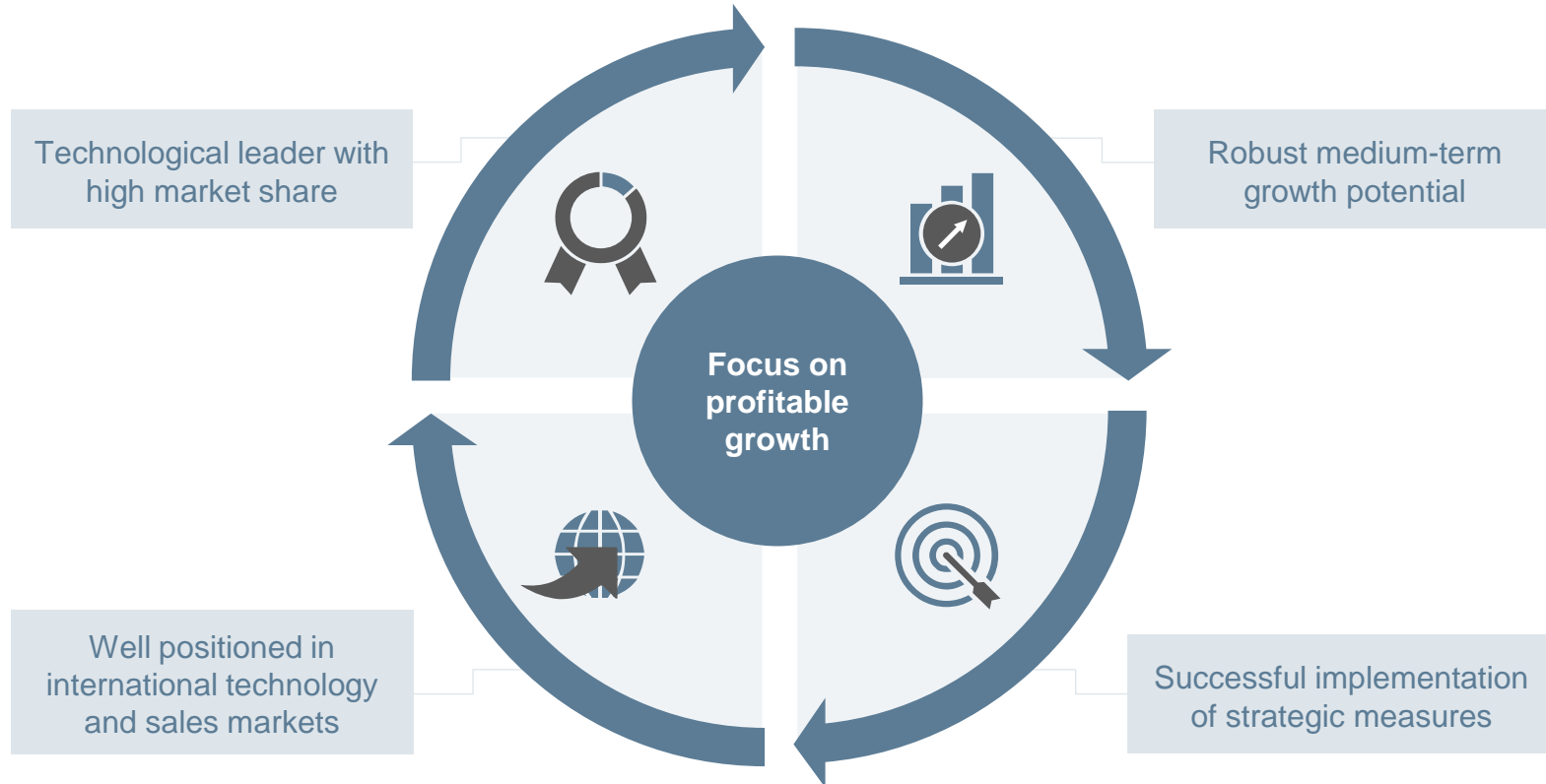
Order Situation: major orders in the tunnelling segment provide a tailwind

Development of the order backlog

EUR million



What sets us apart



Thank you for your attention

Glück Auf!

