



**Mikron**

Branchen Talk May 2025



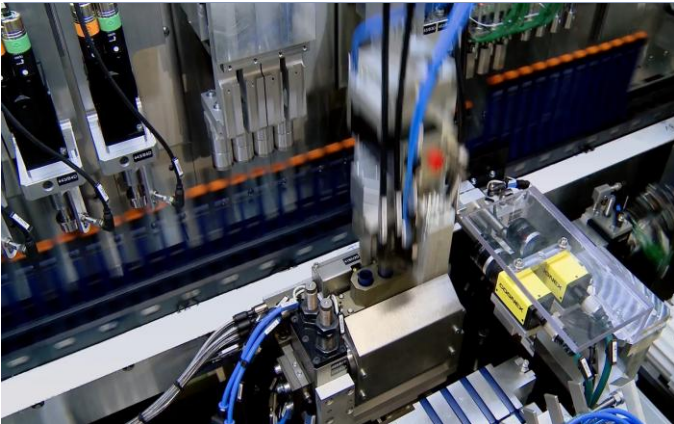
# Mikron Group

## 3 Global Divisions – Solutions supplier

**Segment Automation**  
CHF 230+m

**Mikron Automation**

**Advanced assembly solutions** with  
focus on Pharma MedTech



**Segment Machining Solutions**  
CHF 140+m

**Mikron Machining**

**High performance machining systems**  
with focus on complexe and precise parts



**Mikron Tool**

**High precision cutting solutions** with  
focus on difficult to cut materials



# Mikron in your daily life

You may not know us but we are daily with you



# Mikron's Key Success Factors

Mikron is more resilient and learned how to manage complexity

## Strategy



Multi-products,  
Multi-industries  
Manage cycles

As much synergies  
as possible, as  
specific as necessary

Clear 2030 strategy  
adaptative but no  
compromise on  
targets

## Organisation



Global business  
management with  
local decision power

Compliant and  
sustainable by  
culture

Cross Divisions  
functions  
communities

## Positioning



Premium high  
performance  
production solutions  
suppliers

Solution offering  
through partners  
and integration  
power

Technology and  
excellence as main  
ICD

## People



Attract and develop  
talents on value-add  
tasks

Mikronians are  
developing at  
Mikron

Improve, align and  
automize processes  
– modern industrial  
technology group

## Service



Extend services  
solutions

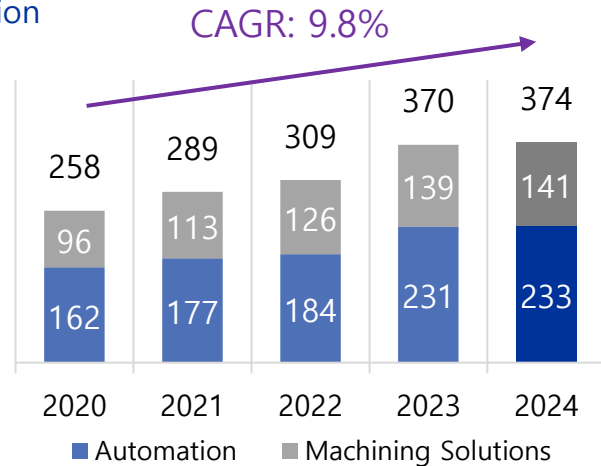
Support Life-Cycle-  
Assessment &  
Production

Implement Digital  
Services and  
Consulting

# High-end production solutions. Focus on medical

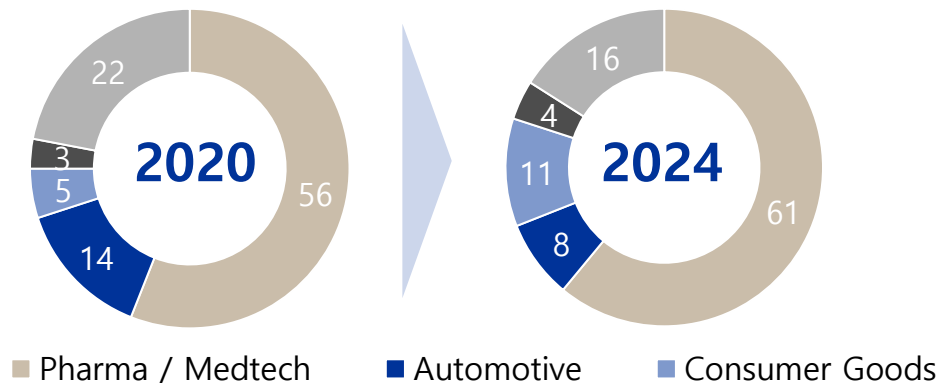
## Net sales

CHF million



## Net sales by industry

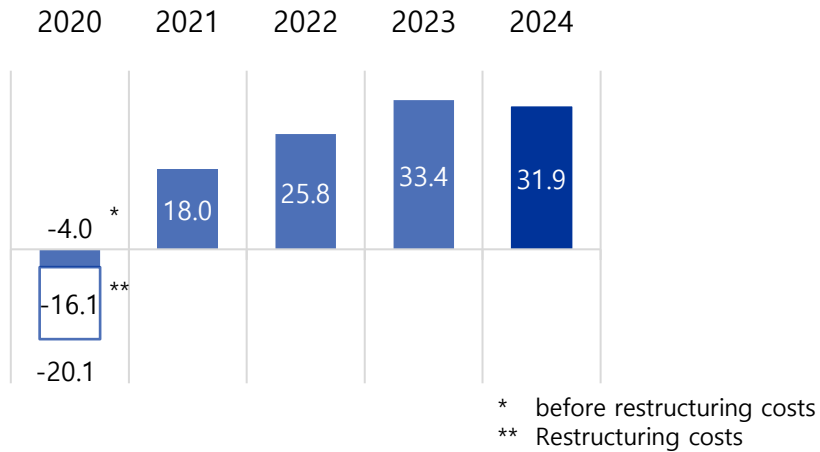
in %



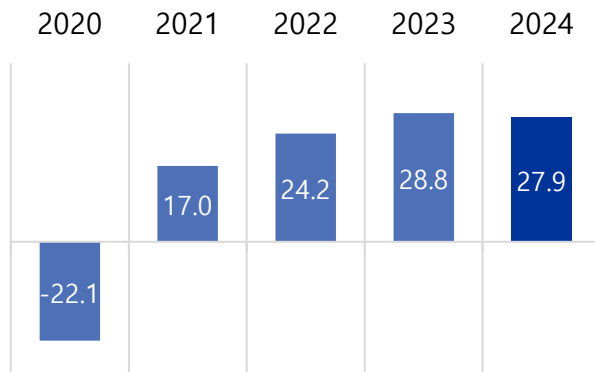
- Automation (> CHF 230m) is 94% Pharma/Medtech
- Tools with continuous growth in Medical. Develop market with specific products (e.g. titanium, other delicate components in medical)
- Machining enters the Medtech market with first big orders in 2025
- Strategic analysis for entry into similar high-end applications e.g. Aero
- Innovation and product portfolio adaptation for the future – more flexible, digital and energy saving oriented solutions
- Target sales growth 5% p.a.

# Sustainable high single digit operating profit margins

## Operating profit in CHF million



## Net profit in CHF million



- Operating profit margin 8.5% in 2024 (9.0% in 2023)
- Sharp decline in the US Automation business
- Europe experienced high demand
- Machining Solutions with a good result given the market uncertainties particularly in Europe
- Operating profit margin goal: 7-10%, sustainable
- Dividend target: 1/3 of «normalized» net profit

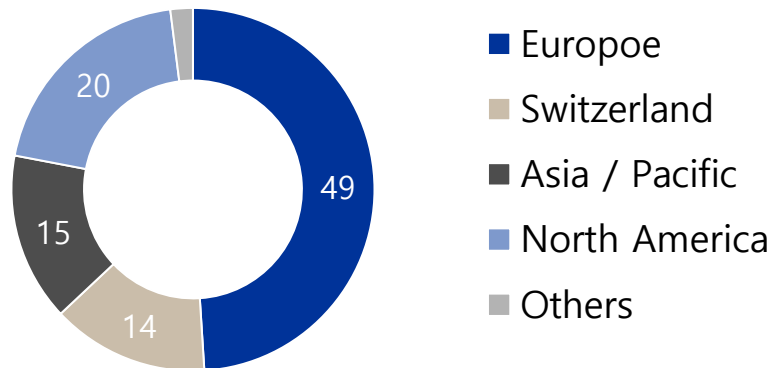


# High US tariffs may impact Mikron's results

20% of Mikron sales are in the U.S. (22% Automation; 17% Machining Solution)

## Net sales by region 2024

in %



## Mitigation Strategy

### Automation:

- Full vertically integrated manufacturing site in Denver, CO
- Subassemblies imported into the US. Shift to US?
- Pass tariffs on to Customers (B2B, capital goods)

### Tool:

- Currently manufactured in Switzerland (and Germany)
- Pass tariffs on to Customers (B2B)
- Review footprint in the US to reduce lead time of products and enable service growth (independent from tariffs)

### Machining:

- Manufactured in Switzerland
- Pass tariffs on to Customers (B2B, capital goods)

Impact 2025: CHF "mid-single digit" reduction of operating profit in the scenario "31%"