Half-year 2022
Presentation for Investors, Analysts, Media

August 18, 2022

MEYER BURGER

Agenda

1	Financial Statements and Business Review H1 2022	Gunter Erfurt, CEO
2	Sales and Marketing Update	Moritz Borgmann, CCO
3	Outlook	Gunter Erfurt, CEO

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Financial statements and business review H1 2022

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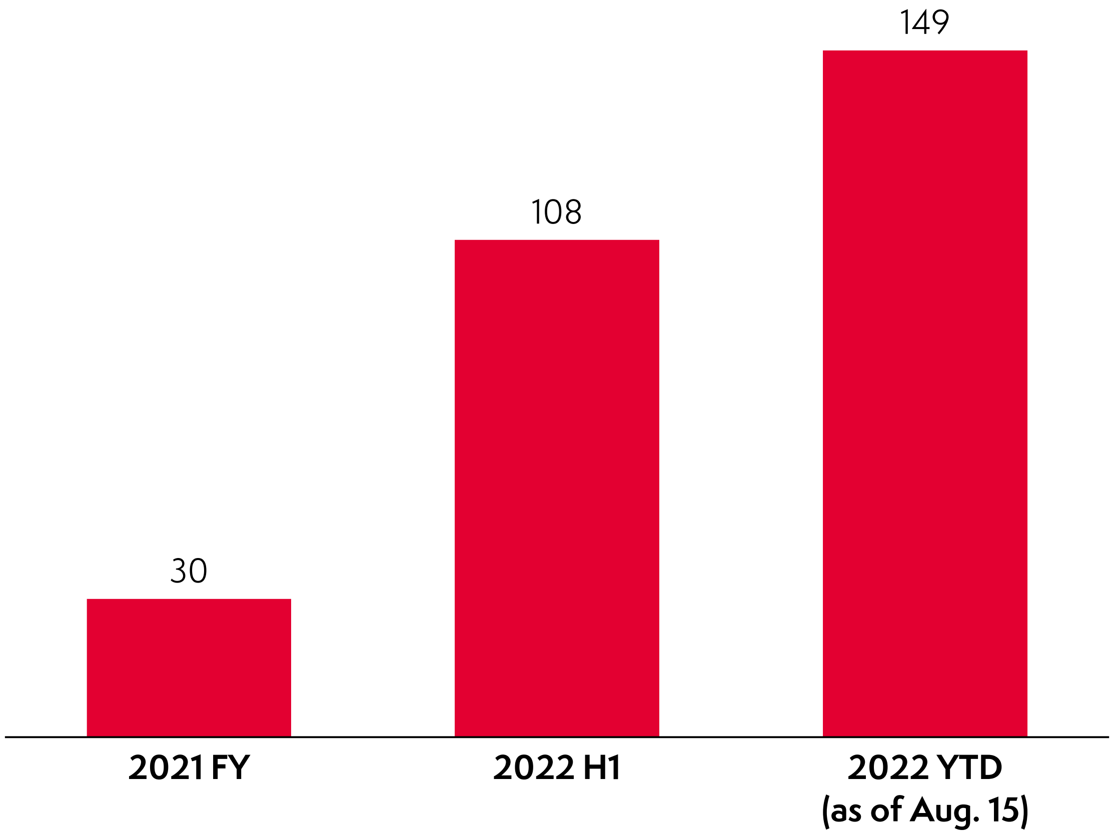
Production continuously running, supply chains being further de-risked

Modules produced [MWp]

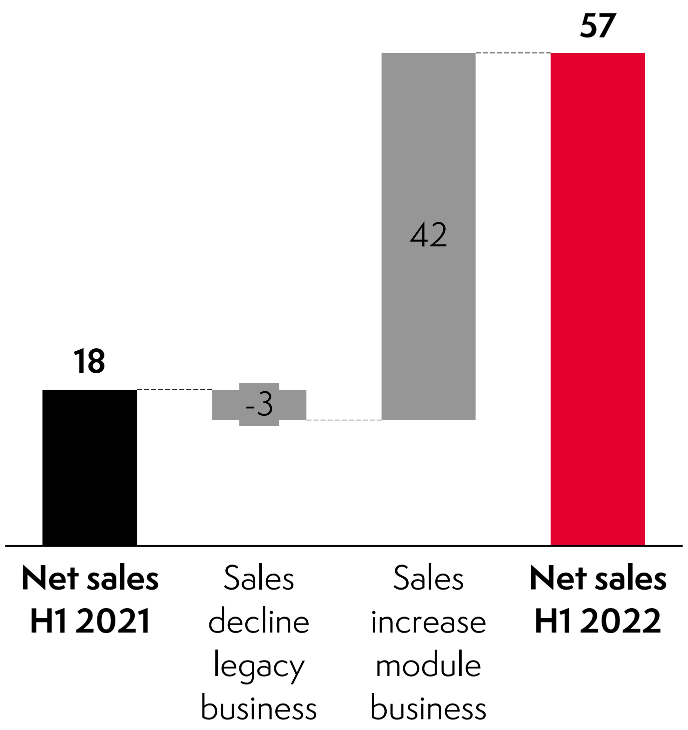


Ongoing production and parallel capacity expansion on track

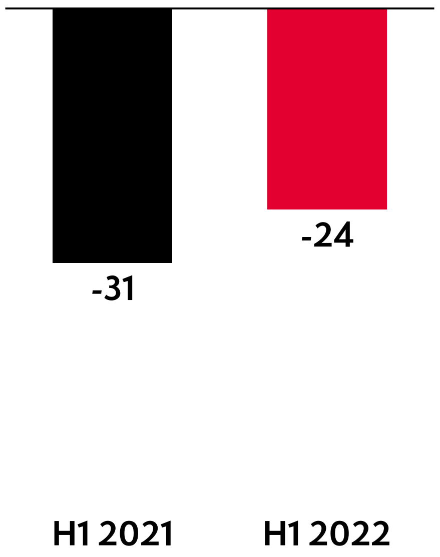
- Taking into account inventory effects, 87 MW sold in H1
- The current line operation concept, sequential production campaigns for three products and commissioning of equipment are factors currently limiting the overall throughput
- Additional production lines (as part of the ongoing 1.4 GW expansion) are expected to eliminate bottlenecks and improve operational performance
- Supply chain risks are being actively managed in order to maintain continuous production and enable timely ramp-up
- Meyer Burger continues to de-risk its supply chain (e.g., first European wafer supply contract signed)

Key figures P&L H1 2022

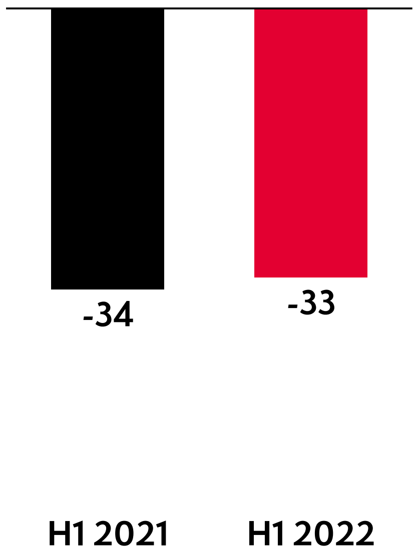
Net sales
[CHF m]



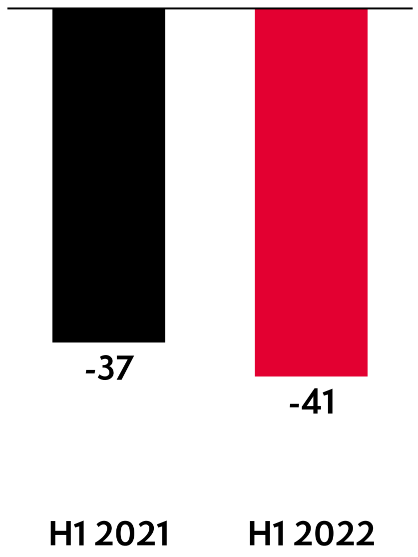
EBITDA
[CHF m]



EBIT
[CHF m]

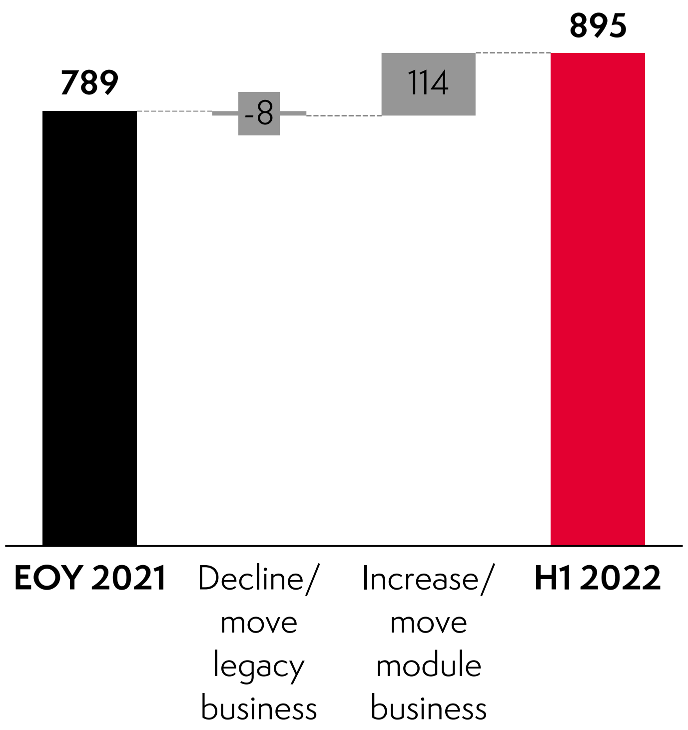


Net result
[CHF m]

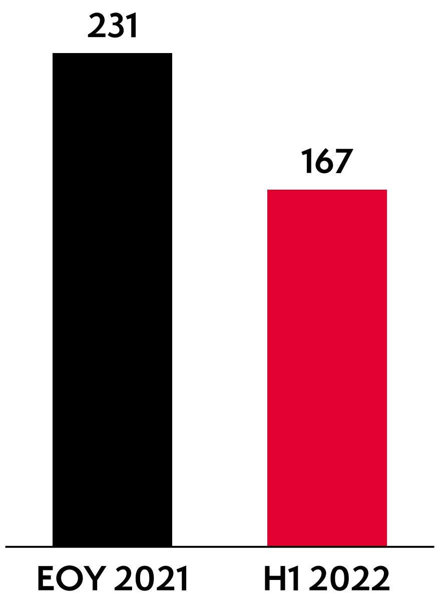


Key metrics H1 2022

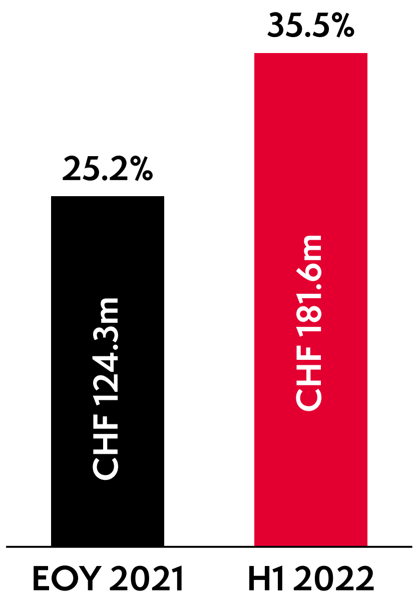
FTEs



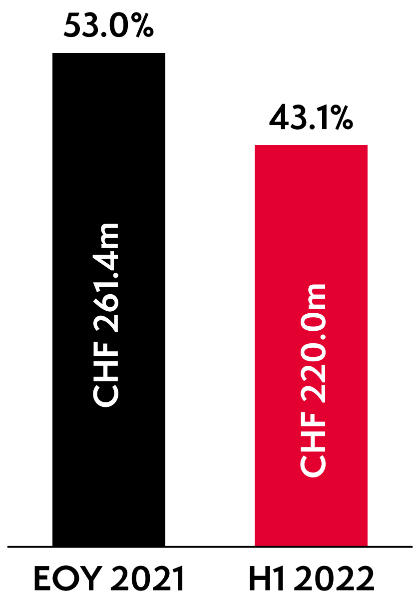
Cash & cash equivalents
[CHF m]



PP&E in % of total assets

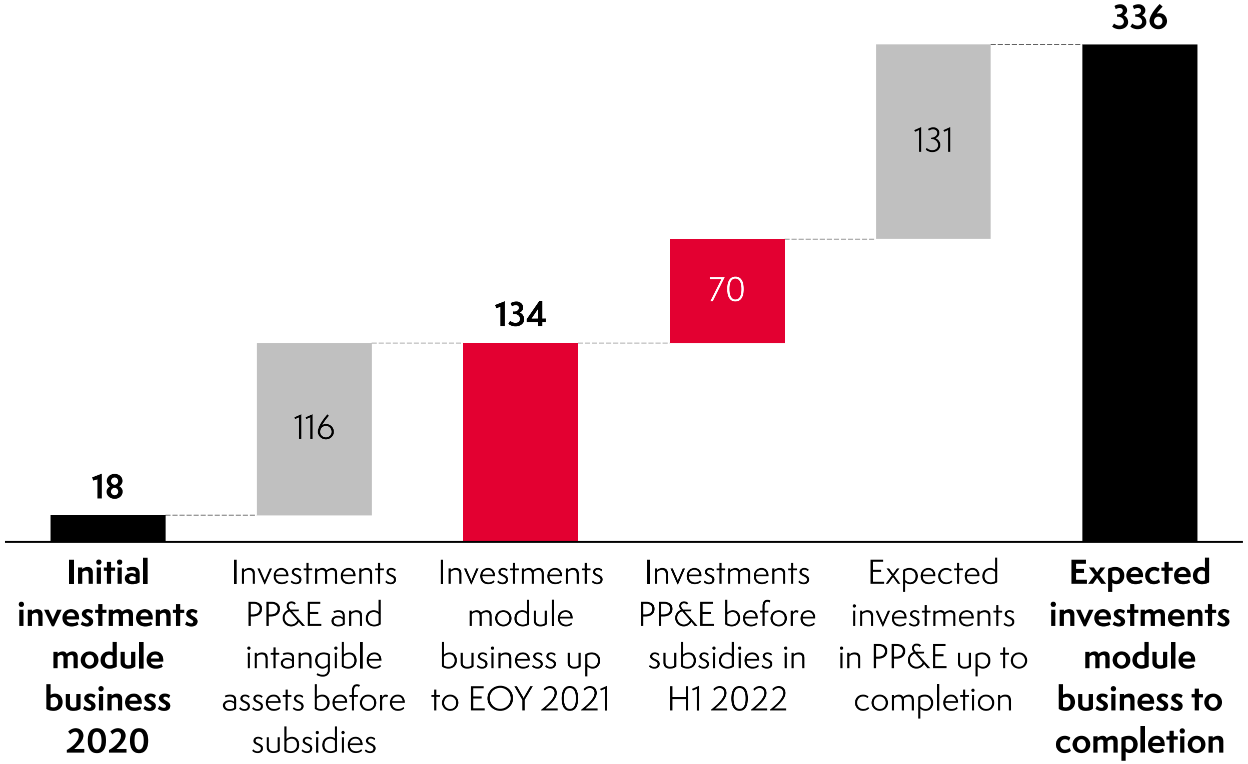


Equity in % of total liabilities and equity



Investments for expansion to full 1.4 GW capacity ongoing

Investments made up to H1 2022 and expected needs to achieve 1.4 GW production capacity [CHF m]

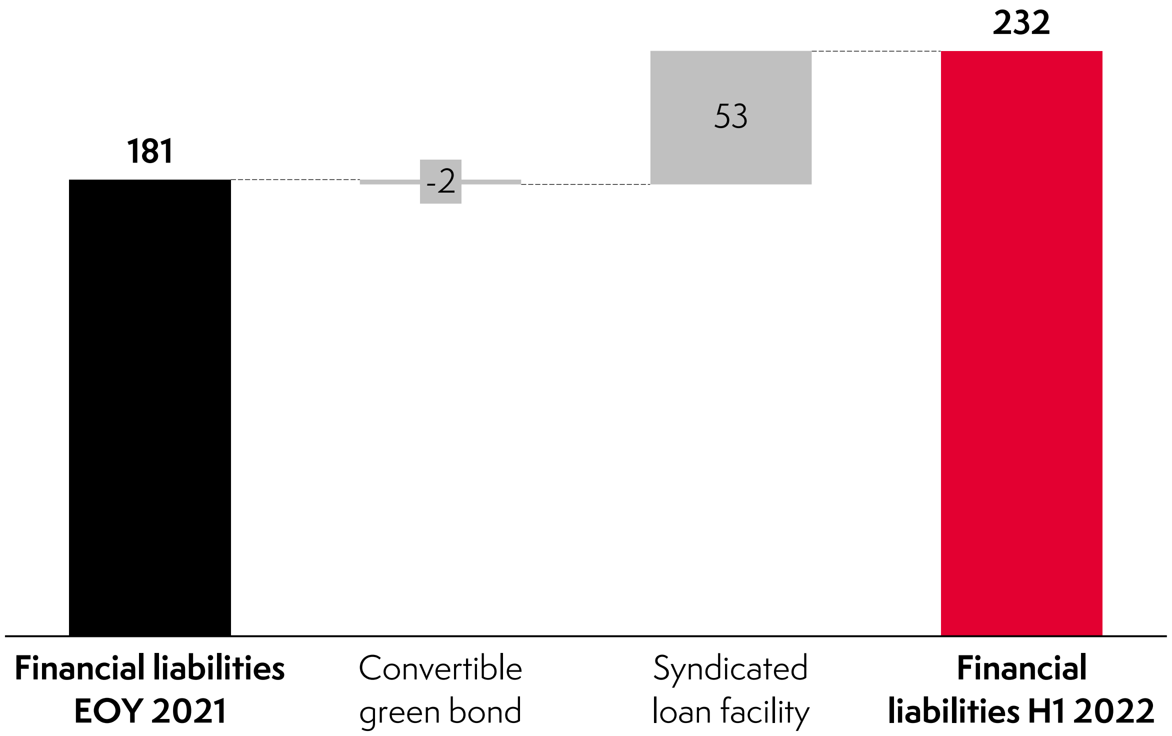


Further milestones achieved in H1 2022

- The ramp-up of the first line of 0.4 GW nominal annual cell and module production capacity is technically complete
- Investments are made in both equipment produced by Meyer Burger (captive business model) as well as third-party equipment
- The ramp-up of the remaining capacity of the announced 1.4 GW is expected to start in September 2022, resulting in an expected production volume of 1.0–1.2 GW in 2023 (previously 1.35 GW)

Financial liabilities at end of H1 2022 consist of green bond and syndicated loan facility

Interest-bearing financial liabilities as of 30 June 2022 [CHF m]

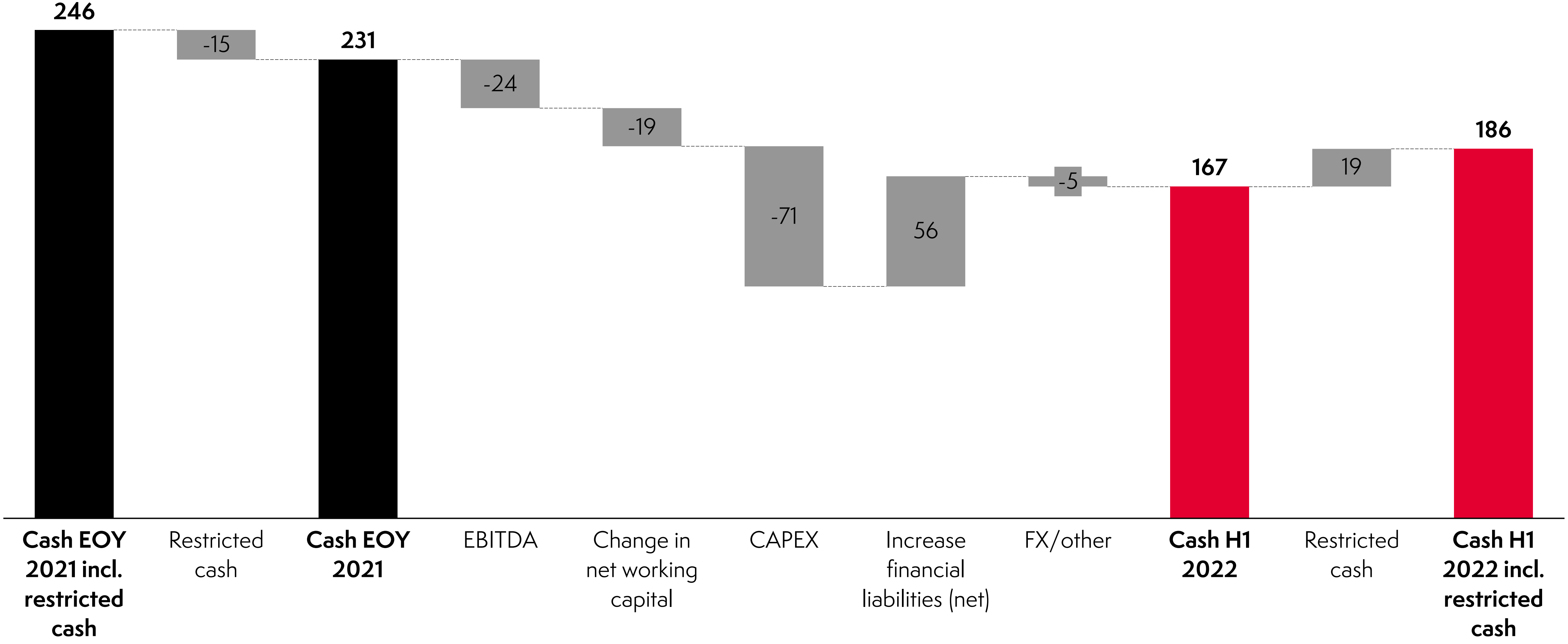


Two sources of third-party financial liabilities

- Total convertible green bond funding amounted to EUR 145 million gross, of which EUR 25 million were allocated to the capital reserves, representing the corresponding equity share. The movements reflect the impact of accrued and paid interest and the calculated discount factor
- Of the total syndicated loan facility, an initial drawdown of EUR 60 million (gross) was effected in 2021. In 2022 further drawdown of EUR 55 million were made to fund Meyer Burger's investment needs. First repayments will be due in the second half of 2022
- In addition, the factoring facility is being used

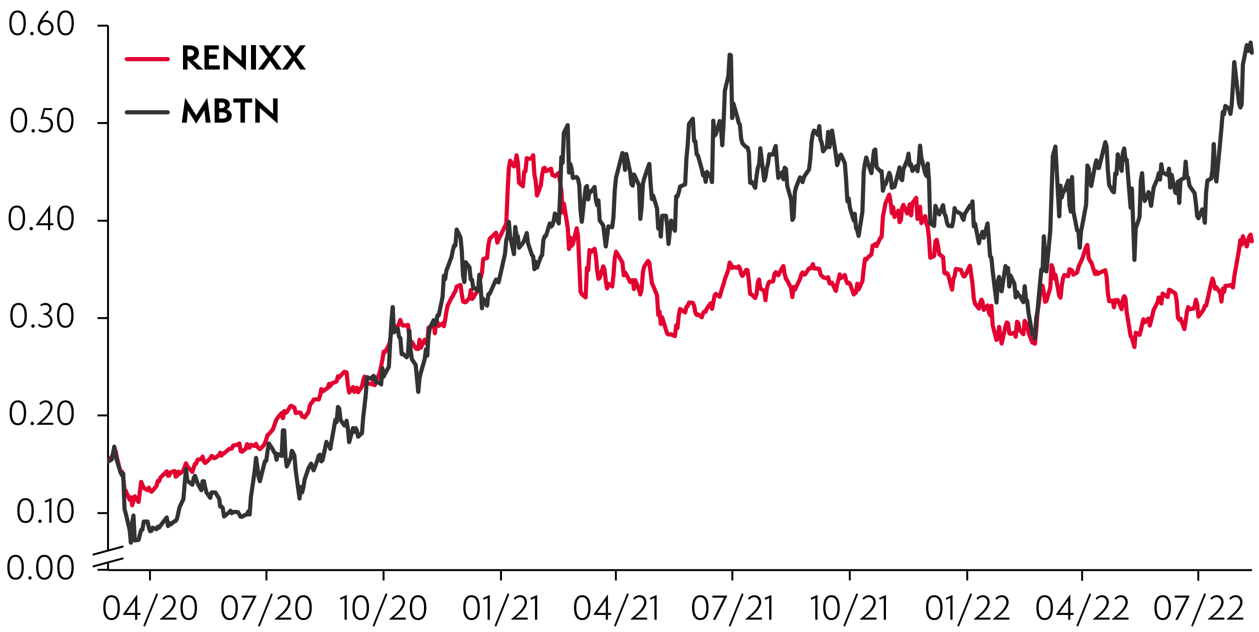
Cash bridge

[CHF m]



Meyer Burger share (MBTN) continues to outperform RENIXX renewable energy index

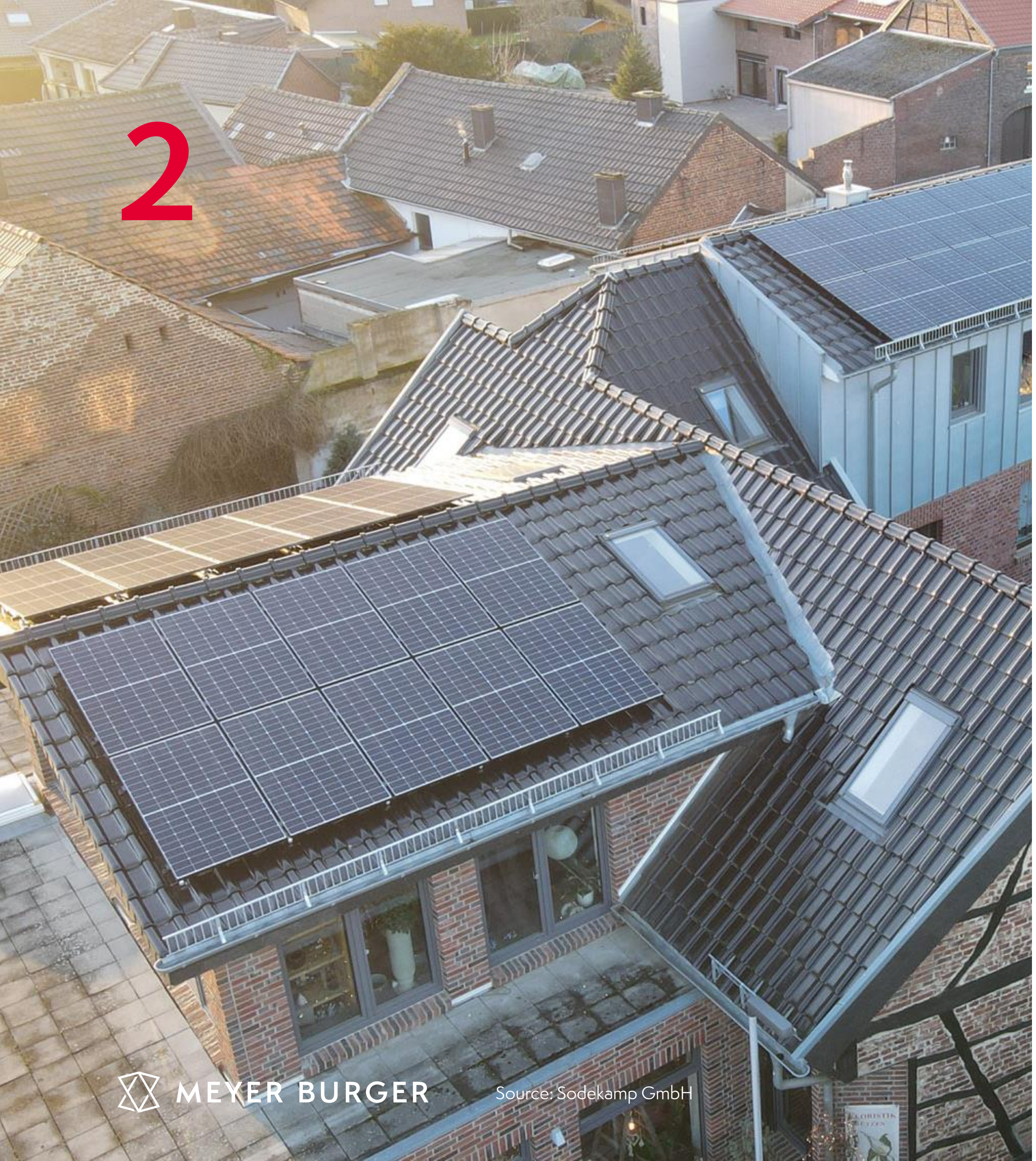
MBTN share price since first announcement of business model change [CHF] vs. RENIXX (rel.)



ISIN:	CH0108503795
Outstanding shares:	2,670,491,011 (as of July 5, 2021)
Market capitalization:	approx. CHF 1.5b (as of August 17, 2022)

Solar modules designed in Switzerland and manufactured in Germany

- Currently the only Western, technologically autonomous, scalable solar company in the dominant silicon-based segment of the PV industry.
- Innovation leader with proprietary heterojunction and SmartWire Connection technology.
- Technology that provides up to 20% more energy yield per area.
- Value-oriented segment strategy, initially focusing on premium residential rooftop segment and subsequently C&I and utility segment.
- Clear and IP-secured technology roadmap with next-generation products (e.g. IBC, utility-scale products, solar roof tiles, tandem cells).



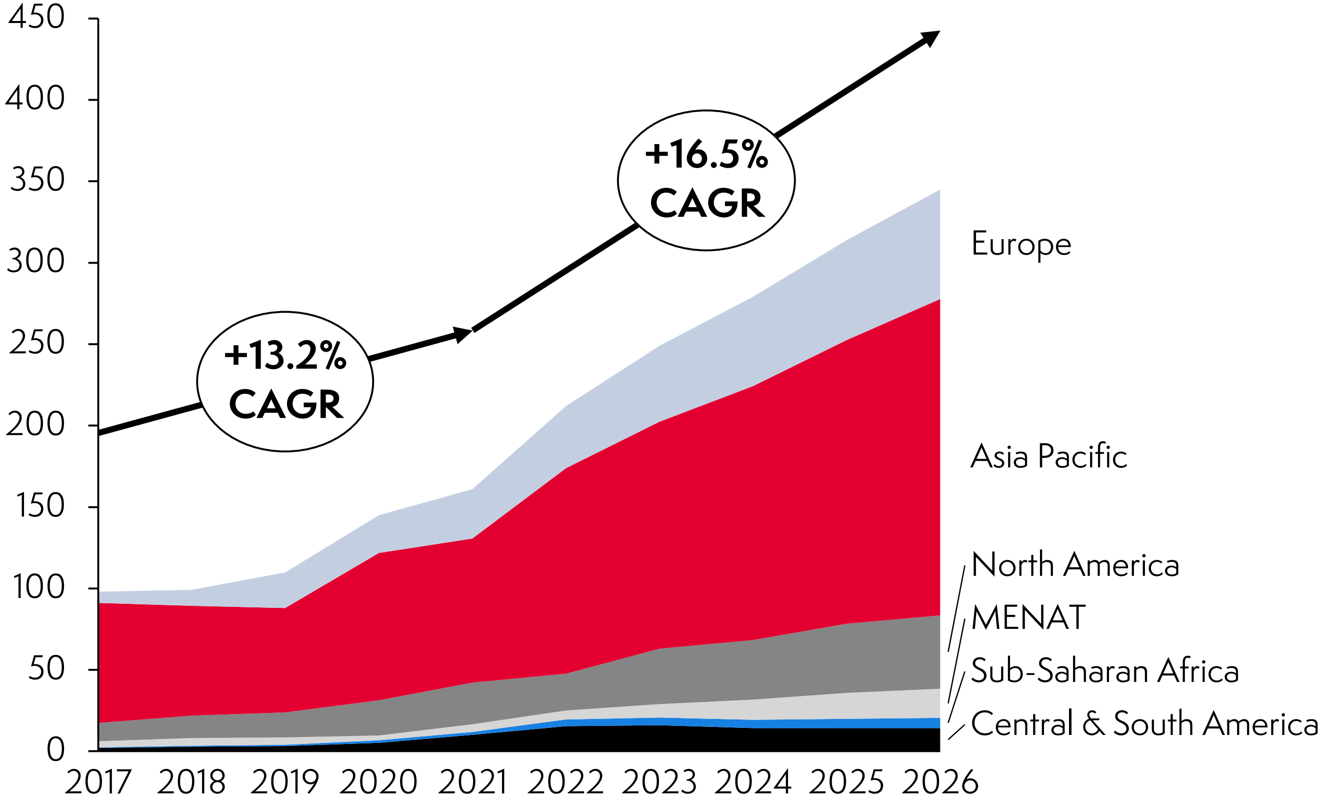
Sales & marketing update

Global energy crisis drives further growth in renewable energies, especially in the solar sector

Solar energy propelled by energy crisis, but global supply chains need to become more resilient

- Solar demand has shown to be robust despite significant uptick in cost of all system components, including modules, as well as supply chain disruptions
- Cost increase is driven by high materials prices. Polysilicon as key driver remains around ten-year high
- War in Ukraine, gas shortage and high energy prices are even further fueling demand for solar
- Almost exclusive regional concentration of PV supply chain in Asia and the resulting high degree of dependency is becoming a concern for many customers

Expected global solar market size by region [GW]



Source: Apricum – The Cleantech Advisory, Q1 2022, center scenario

Binding long-term offtake of 3.75–5 GW with DESRI marks a strategic milestone

Facts and figures on offtake

- **Customer:** D. E. Shaw Renewable Investments (member of D. E. Shaw group, USD 60b investments and committed capital)
- **Volume:** 3.75 GW of utility modules with right of first refusal for DESRI to increase to 5 GW
- **Term:** Supply between 2024 and 2029, extension of term and volume possible
- **Down payments:** Substantial recurring annual down payments

Benchmark agreement enables next growth step

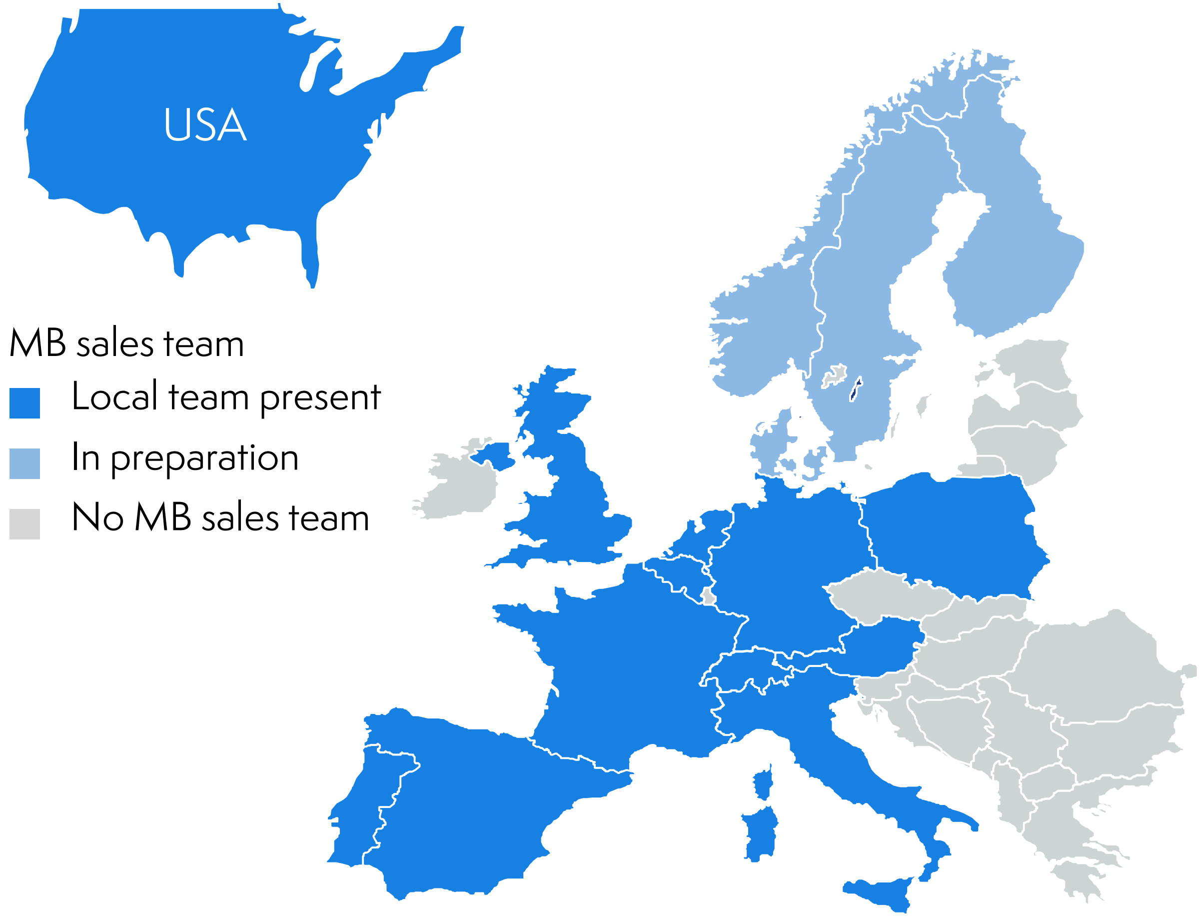
- Meyer Burger can commence the rapid expansion of its U.S. manufacturing on this new basis, expected to reach ~3 GW of global nominal production capacity (Germany and U.S.) by around mid-2024 (contingent upon completing financing)
- Facilitates bankability for utility product
- Resulting segment split with about two thirds residential optimizes overall margin
- Annual down payments as well as long-term visibility enable Meyer Burger to establish and expand more secure and even more sustainable supply chains and to optimize costs
- Negotiations with further strategic offtake partners in the U.S. and Europe on the back of this benchmark offtake agreement are ongoing

Advanced manufacturing tax credit in U.S.

Provides for USD 7 ct/W OPEX support

- On August 16, 2022, President Joe Biden signed the Inflation Reduction Act into law
- The legislation contains landmark provisions designed to support domestic U.S. manufacturing of clean energy components
- It provides for continuous OPEX support through a federal tax credit
- In particular, for the production of solar modules, the tax credit amounts to USD 7 ct multiplied by the nominal power of the module
- This credit is phased out starting in 2029, scheduled to end in 2032. It is expected to be available for direct pay for the first five years under broad conditions, and the credits are transferable

In allocation mode through Q2/23, ready to scale sales operations to 1.4 GW annual production

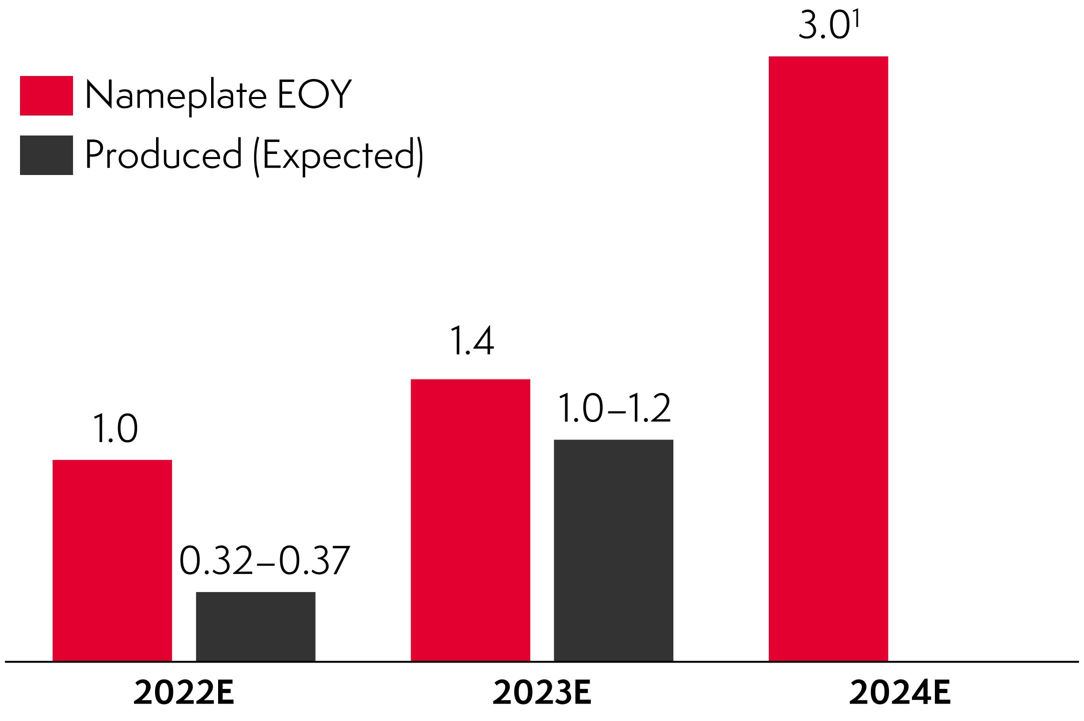


- **In allocation mode:** demand by far exceeds supply. Are no longer taking proactive orders, instead allocating volumes to existing customers. Currently allocating Q2/2023
- **Premium pricing:** consistently achieving premium prices, passing through materials cost increases
- **Focus on residential:** due to high demand, focusing on highest-value residential segment
- **U.S. shipments:** started supplying the U.S. market in Q2. Very high-price environment, provides FX hedge against materials sourced in USD
- **Ready to scale:** sales team well established, ready to scale to 1.4 GW annual output through distribution channels in European and U.S. markets

Outlook

Unique opportunity to accelerate growth based on a utility offtake agreement and strong residential business

Expected available nameplate capacity, volume produced [GW]



1) Approximate capacity

Approximately 3 GW nameplate by EOY 2024 with 1/3 utility and 2/3 residential split

- 1.4 GW cumulative capacity at the Thalheim (cell) and Freiberg (module) sites currently being prepared, with 400 MW operational and remainder planned to come online stepwise in 2022 and 2023
- Immediate continuation of expansion to approximately 3 GW planned at Thalheim and Goodyear (AZ) sites (1 GW utility, 0.5 GW rooftop), expected to come online in 2024, subject to financing
- Contemplating potential capital increase of approximately CHF 250 million to be launched in the next months for purposes, inter alia, of financing the planned accelerated capacity expansion

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Ready to shine.

Consolidated balance sheet

in CHF T	30.6.2022	31.12.2021	Movement
Assets			
Current assets			
Cash and cash equivalents	167 073	231 391	-64 318
Trade receivables and net receivables from production contracts	20 284	16 274	4 010
Other current receivables and prepaid expenses	48 565	45 813	2 752
Inventories	60 966	41 190	19 776
Total current assets	**296 888**	**334 668**	**-37 780**
Non-current assets			
Financial assets	26 244	27 501	-1 257
Property, plant and equipment	181 560	124 271	57 289
Intangible assets	5 770	6 082	-312
Deferred tax assets	264	200	64
Total non-current assets	**213 838**	**158 054**	**55 784**
Total assets	**510 726**	**492 722**	**18 004**

Cash and cash equivalents
Cash and cash equivalents were positively impacted by the draw of the second tranche of the credit facility in the amount of EUR 55.0 million.

Trade working capital
Increase in trade receivables, inventories and trade payables in line with the ramp-up of the two new facilities in Thalheim, Germany and Freiberg, Germany and related module sales. Inventory increase results from additional build-up due to challenging supply chain situation.

Property, plant and equipment
Investments of CHF 70 million, net of subsidies, were made in H1 2022 in the new facilities.

Financial assets
Financial assets mainly refer to the investment in Oxford PV.

in CHF T	30.6.2022	31.12.2021	Movement
Liabilities			
Current liabilities			
Financial liabilities	23 202	34	23 168
Trade payables and net liabilities from production contracts	30 222	24 060	6 162
Customer prepayments	3 356	3 813	-457
Other liabilities and accrued expenses	17 505	15 680	1 825
Provisions	3 552	2 554	998
Total current liabilities	**77 837**	**46 141**	**31 696**
Non-current liabilities			
Financial liabilities	209 199	181 155	28 044
Other liabilities	411	567	-156
Provisions	1 110	1 159	-49
Deferred tax liabilities	2 181	2 270	-89
Total non-current liabilities	**212 901**	**185 151**	**27 750**
Total liabilities	**290 738**	**231 292**	**59 446**
Equity			
Total equity	**219 988**	**261 430**	**-41 442**
Total liabilities and equity	**510 726**	**492 722**	**18 004**

Financial liabilities
Financial liabilities increased by an additional tranche of the credit facility of EUR 55.0 million. With this, the credit facility line has been fully drawn. Current financial liabilities mainly include the portion of the credit facility that has to be repaid within the next 12 months, amounting to EUR 23.0 million.

Provisions
Current and non-current provisions increased from CHF 3.7 million to CHF 4.7 million, mainly due to provisions for expected warranties of CHF 3.3 million per H1 2022.

Consolidated income statement

in CHF T	1.1.-30.6. 2022	1.1.-30.6. 2021	Movement
Net sales	**56 700**	**17 966**	**38'734**
Other operating income	1 506	1 508	-2
Currency translation effects trade	–408	383	-791
Total income	**57 798**	**19 857**	**37 941**
Changes in inventories	3 815	–9 390	13 205
Cost of products and work in process	–57 530	–16 770	-40 760
Capitalized goods and services	21 316	20 534	782
Operating income after costs of products and services	**25 399**	**14 231**	**11 168**
Personnel expenses	–33 176	–27 686	-5 490
Operating expenses	–16 657	–17 461	804
Earnings before interests, taxes, depreciation and amortization (EBITDA)	**–24 434**	**–30 916**	**6 482**
Depreciation and impairment on property, plant and equipment	–7 761	–2 093	-5 668
Amortization and impairment on intangible assets and goodwill	–479	–1 104	625
Earnings before interests and taxes (EBIT)	**–32 674**	**–34 113**	**1 439**
Financial result	–8 377	1 313	-9 690
Result from investment in associates	–	–2 192	2 192
Ordinary result	**–41 051**	**–34 992**	**-6 059**
Non-operating result	37	53	-16
Earnings before income taxes	**–41 014**	**–34 939**	**-6 075**
Income taxes	5	–2 289	2 294
Result	**–41 009**	**–37 228**	**-3 781**

Net sales
Net sales mainly increased due to the ramp up of Meyer Burger´s module production and related sales, which made up CHF 42.2 million of total income. The close out of old projects contributed a total of CHF 4.8 million revenues.

Cost of products
Cost of product and work in progress increased as a result of higher sales volumes. These costs are partially offset for externally sourced goods used in the manufacturing of own machines in the line capitalized goods and services.

Operations
Personnel expenses increased based on the ramp-up of the two new production sites. The decrease in operating expenses reflects the success of the strict cost management and restructuring measures of the previous years weighted against the additional costs for the ramp-up.

Depreciation, amortization & impairment
The strong increase of depreciation, amortization & impairment is based on the increase in property, plant and equipment due to the expansion of the production facilities.

Financial result
The net financial result of CHF -8.4 million is primarily driven by interest on the convertible bond of CHF 4.9 million, interest on the credit facility of CHF 1.0 million, negative foreign exchange effects of CHF 1.8 million, the positive result on derivative financial assets of CH 1.2 million and other financial expenses of CHF 1.8 million, which mainly included guarantee premiums for the credit facility.

Consolidated cash flow statement

in CHF T	1.1.-30.6. 2022	1.1.-30.6. 2021	Movement
Result	–41 009	–37 228	-3 781
Non-cash effective adjustments	14 291	7 779	6 512
Decrease/(increase) of net working capital	–19 236	4 241	-24 525
Cash flow from operating activities	**–45 954**	**–25 208**	**-21 794**
Investments in property, plant and equipment	–70 417	–52 484	-17 933
Investment subsidies received	1 490	–	1 490
Sale of property, plant and equipment	470	555	-85
Sale of investment property	1 174	1 698	-524
Investments in intangible assets	–382	–1 164	782
Decrease of deposits with limited availability	864	8 603	-7 739
Increase of bank deposits with limited availability	–4 806	–3 191	-1615
Cash flow from investment activities	**–71 607**	**–45 983**	**-25 624**
			0
Borrowing of (current) financial liabilities	265	–	265
Repayment of (current) financial liabilities	–	–123	123
Borrowing of (non-current) financial liabilities	55 318	–	55 318
Borrowing cost of financial liabilities	–	–3 117	3117
Costs of increase in share capital	–	–13	13
Cash flow from financing activities	**55 583**	**–3 253**	**58 836**
Change in cash and cash equivalents	**–61 978**	**–74 444**	**11 418**
Cash and cash equivalents at beginning of period	231 391	139 739	
CTA on cash and cash equivalents	–2 340	1 209	
Cash and cash equivalents end of the period	**167 073**	**66 504**	

Cash and cash equivalents at end of period
As a net result of negative cash flows from operating activities and investment activities and a positive cash flow from financing activities, the total cash balance decreased by CHF 65.3 million compared to December 31, 2021, thereof CHF-2.3 million due to currency translation adjustments on cash balances.

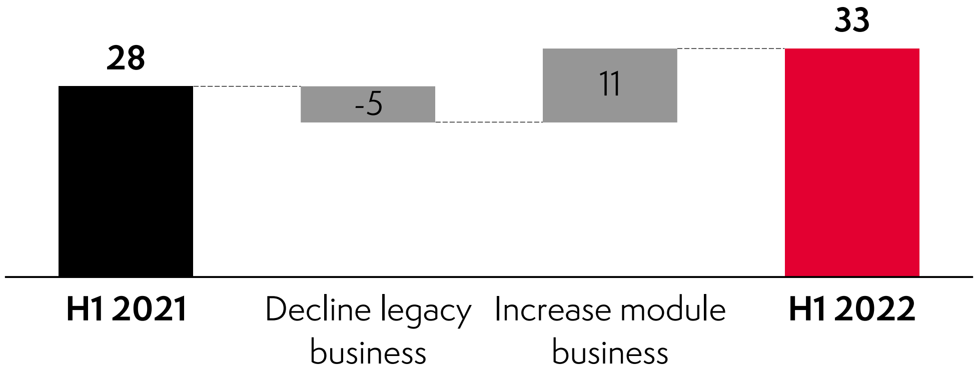
Cash flow from operating activities
Cash flow from operating activities is negatively impacted by the loss incurred in the first half year 2022 and the increase of working capital, which was mainly caused by the rise of inventories as reaction to challenging supply chains. Non-cash effective adjustments relate to diverse effects such as the correction for depreciation, amortization and impairment.

Cash flow from investment activities
Cash flow from investment activities was negative due to large-scale investments necessary for the production ramp-up in Bitterfeld-Thalheim and Freiberg.

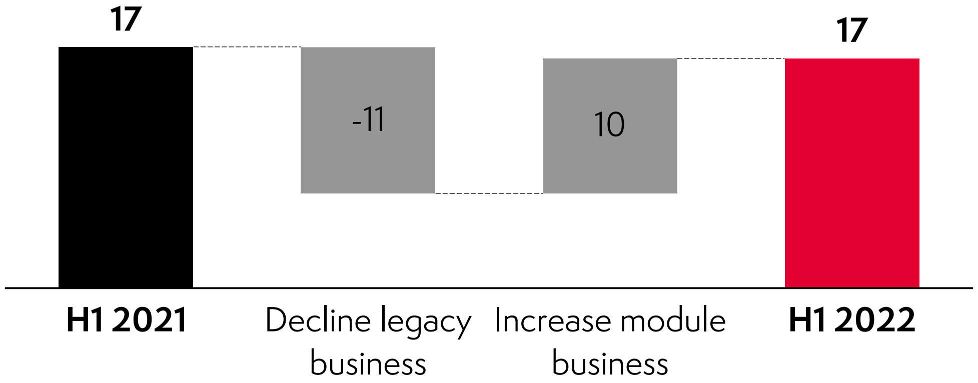
Cash flow from financing activities
An additional tranche of the credit facility of EUR 55.0 million was drawn in the first half year of 2022 and was the main reason for the positive cash flow from financing activities.

Personnel and operating expenses

Personnel expenses [CHF m]



Operating expenses [CHF m]



Personnel expenses

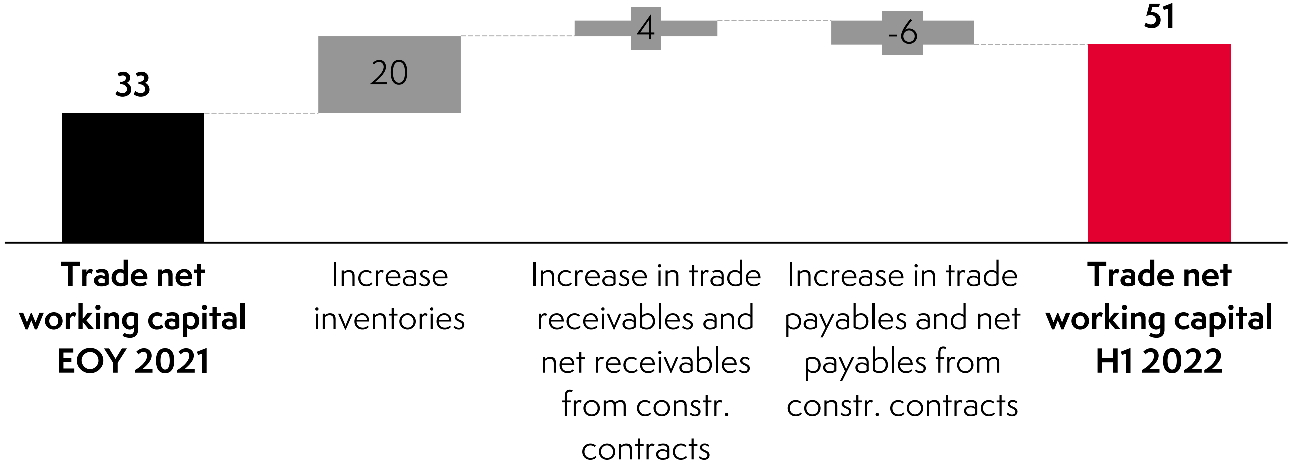
Increase in personnel expenses reflect the business transformation and are driven by a step-up in personnel expenses in the module business, partially offset by the decline of costs from the legacy business.

Operating expenses

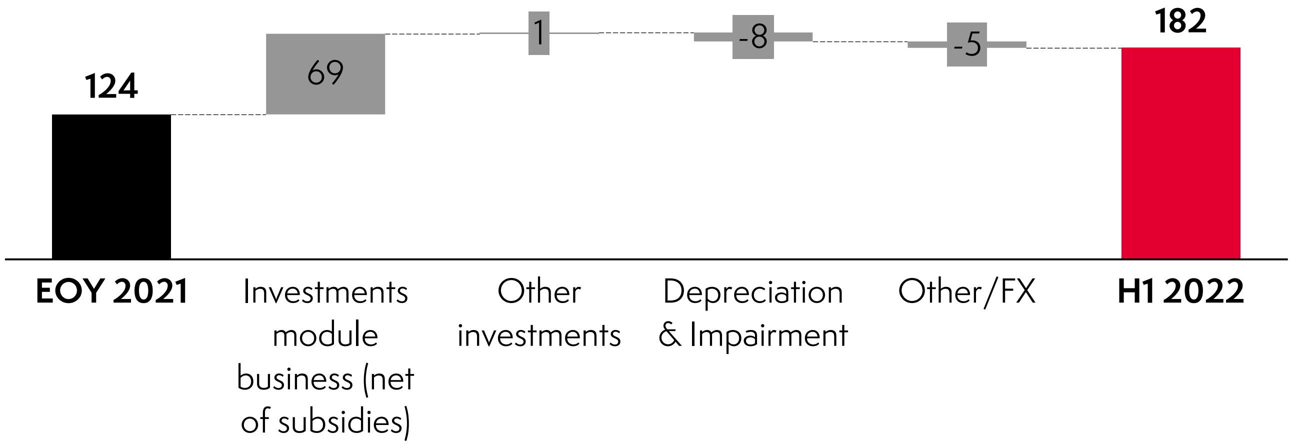
Operating expenses are driven by higher operating costs in the module business, more than offset by the decline of costs in the legacy business.

Trade net working capital and PP&E development

Trade net working capital [CHF m]



Property, plant and equipment (PP&E) [CHF m]



Trade net working capital

Trade working capital increased based on increase in inventories and trade receivables, offset by a decrease in trade payables

Property, plant and equipment (PP&E)

Increase in PP&E reflects investments made in the module business equipment in line with the business transformation.