R&S Group Full Year 2023 Results

Presentation for investors, analysts and financial media

17 April 2024



Disclaimer

This presentation contains certain forward-looking statements. Such forward-looking statements reflect the current views of management and are subject to known and unknown risks, uncertainties, assumptions and other factors that may cause actual results, performance or achievements of the Group to differ materially from those expressed or implied herein. Although R&S Group is convinced that the forward-looking statements are based on reasonable assumptions, R&S Group cannot guarantee that these expectations will be realized.

Should such risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described in this presentation.

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Today's speakers



Markus Laesser Group CEO



Matthias P. Weibel Group CFO



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Highlights



Successful year 2023 marked by strong sales and record profitability results. Net sales (adjusted) up by 40% on an organic basis.



Solid order intake and strong order backlog.



Secular tailwinds for the electricity distribution sector driving multidimensional future growth.



Strong operational results turning into remarkable cash conversion.



Achievements delivered as promised in FY 2023 guidance.



Listing on SIX Swiss Exchange on 13 December 2023 under the symbol «RSGN».

R&S Group is well positioned with its footprint

R&S has the DNA of a quality local champion with the necessary scale

Growth

driver in modernisation, decarbonisation and decentralisation 100+

years of experience in production¹

Strong market position

with leadership in niches, engineering and ability for small batches

6 factories

in Switzerland, Italy, Poland and UAE

Various industries²

enabled to generate power, focusing on windfarms, PV and Datacenters

600+

highly skilled & empowered employees

120+ distribution partners worldwide



Source: Management information

Industries include photovoltaic and wind (renewables), e-mobility, and Datacenters



Founded in 2012, R&S was built on a company from 1919

Our highly reliable transformer portfolio



Reliable and highly efficient electrical infrastructure products

Power transformers

Up to 145 kV & 120 MVA



Distribution transformers
Up to 36 kV & 2.5 MVA



Cast resin transformers



Continued significant investment in 2023 to boost future growth





















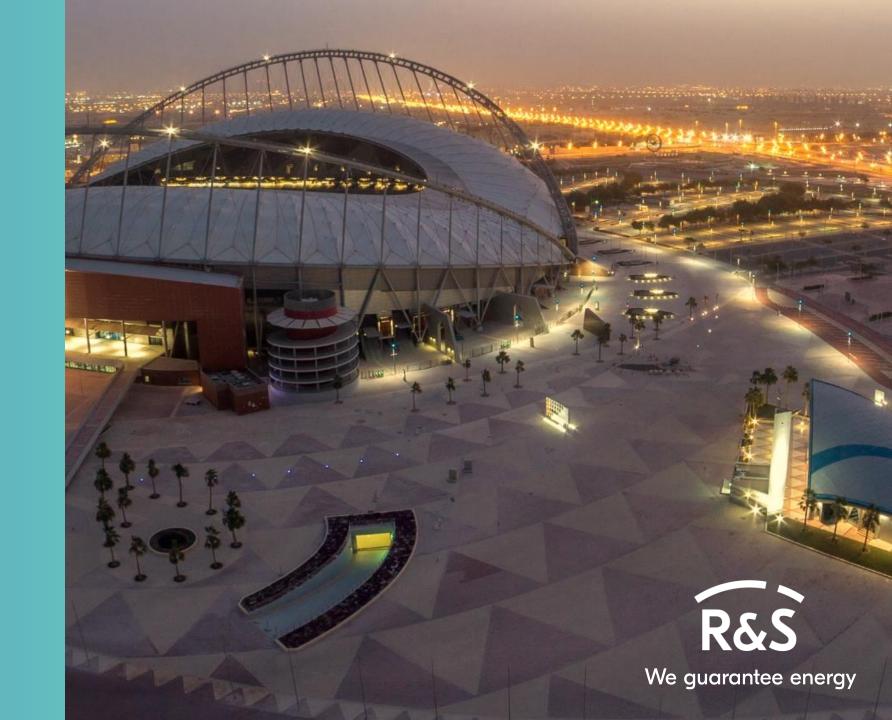






Strategy

Markus Laesser | Group CEO



Strong secular market tailwinds for increased electricity demand

Secular tailwinds...



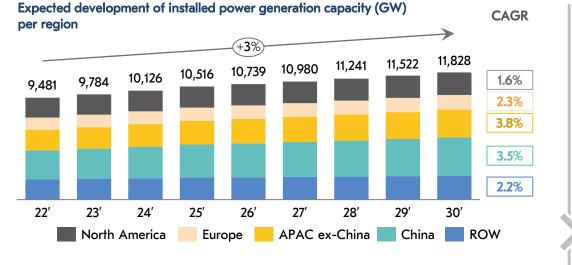




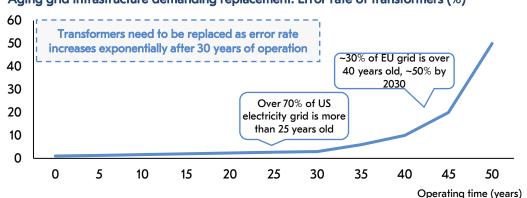
Changing consumer behavior



...combined with massive replacement requirements....

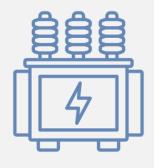


Aging grid infrastructure demanding replacement: Error rate of transformers (%)



...drive accelerated transformer market growth

1 MW of new power capacity leads to ~3 MVA in transformer capacity given energy is transformed several times





Well-positioned to capture growth from the ubiquity of electrification



Decarbonisation



Decentralisation



Modernisation



Changing electricity consumption

Rise in traditional demand and the upgrading of grid infrastructure as well as the emergence of new demand through electrification



Expansion of large-scale renewables

Growth of centralised renewables creating the need for long distance transmission and a flexible grid. In this context CHF18bn from the Cohesion Policy fund is invested into renewable energy sources



Growth of distributed renewables

Including residential and commercial generation, requiring grid upgrades for bi-directional flows (supported by EU CHF40bn fund aimed to support low carbon, nascent technologies)



Aging grid infrastructure

Increasing number of replacements needed for equipment, as well as growing maintenance needs with currently 30% and by 2030 about 50% of the EU grid being over 40 years old



Increasing reliability and resiliency concerns

Cybersecurity, weather & climate changes and geopolitical challenges all require improved resiliency and reliability in the grid

Strategic roadmap of ongoing & future upside levers

Focus on what we have and accelerate. Create long-term value, based on leading M&A potential positions with selected products and specific countries. Focus on what we do best and offer our engineering expertise, quality and reliability to new markets. **Acquisitions Portfolio** Proven ability **Sales** to effectively excellence consolidate Serving targets **Operational** customers in excellence Market new markets Potential to share growth pursue selective Market opportunities Growth Continuing to Increase in Penetration of produce high output through new markets performing & efficiency reasonably Growth in new Decentralisation applications priced Secure quality transformers Decarbonisation Margin Increase in Poland as a Aging improvement customer share production hub Infrastructure of wallet for other Growth in cash geographies Urbanisation conversion (e.g. Nordics)

Culture as a key driver for value creation and growth



Strategic Initiatives already executed

Initiated groupwide workflow optimization and process efficiency. Strict purchase & cost management, incl. NWC.

Drive Operational Excellence

Strengthened product portfolio by expansion of product range and introduction of new applications.

Push Innovation Insourcing of core production.

Drive
Production
Excellence

Listing at Swiss Stock Exchange SIX (Dec- 2023)

> Going Public

Successful market entry into Nordics, the Baltics and Germany through first customer wins.

Expansion Into New Geographies Opening
Rauscher &
Stöcklin Plant in
Bochnia/PL
(Mid 2024)

Expand
Production
Capacity

2022 2023 2024

Sharpened business model with production lines geared towards small batches and customizations

Improved Business Model Initiated cultural transformation on all Group levels with aim to empower our people. Continuous trainings on leadership.

> Cultural Transformation

Launched initiative to increase penetration of existing markets

> Build Market Share

100% acquisition of Tesar Gulf.

Build Market

Share

Strengthen BoD and Management expertise

Strengthened Governance Disposal of non-core SERW (Dec. 2023)

(Environmental Product Declaration)

50693

Tesar.

ISO 14025 / 7 EN

Certification @

Divestment
Non-Core
Business

Drive ESG Excellence



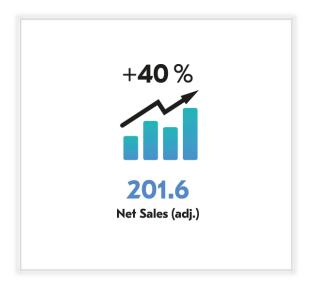
Full year 2023 financial results

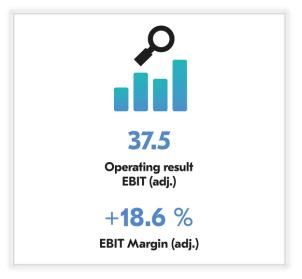
Matthias P. Weibel | Group CFO

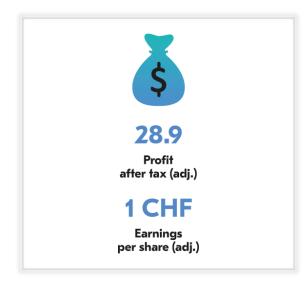


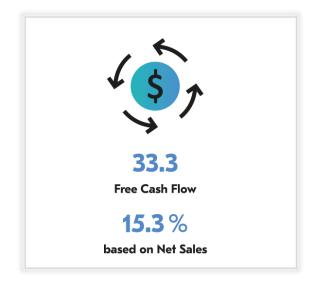
Key messages per 31 December 2023

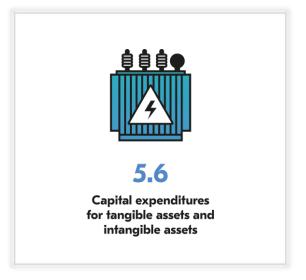


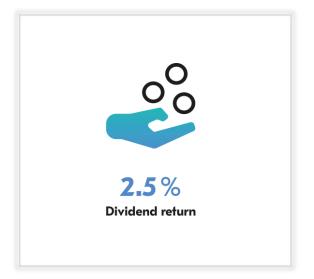














Key financial figures 2023 (adjusted)

Consolidated key financial	2022 reported	2022 adjusted ¹	2023 reported	adjusted	Change in adjusted figures
	MCHF	MCHF	MCHF	MCHF	in%
Order intake	240.9	231.6	264.6	245.0 ²	6 %
Order backlog	158.9	151.9	185.7	185.7	22%
Net sales	155.1	144.3	216.9	201.6 ²	40%
Operating result (EBIT)	7.7	9.1	28.7	37.5 ³	312 %
as % of net sales	5.0%	6.3%	13.2%	18.6%	
Profit after tax	4.3	5.9	11.6	28.9 ⁴	391 %
Earnings per share in CHF	0.15	0.20	0.40	1.00	391 %
Net financial position ⁵	4.7	7.0	6.7	6.7 ⁶	-5%
Dividend per share in CHF	n.a.	n.a.	0.25	0.25 ⁷	
Year-end Number of full-time equivalent	ents 712	540	616	616	14 %

¹ without figures of plant in Czech Republic (SERW), which was divested on 5 December 2023



² adjusted for figures of divested plant in Czech Republic (SERW)

³ adjusted for MCHF 9.5 loss from sale of SERW including disposed net assets of MCHF 4.0 and recycling of historic goodwill of SERW in the amount of MCHF 5.5 included in «Other Operating Expenses»

⁴ adjusted for MCHF 9.5 loss from sale of SERW (see footnote 2) and non-operating listing costs from initial business combination of MCHF 8.0

⁵ defined as cash and equivalents less (interest-bearing) short- and long-term liabilities

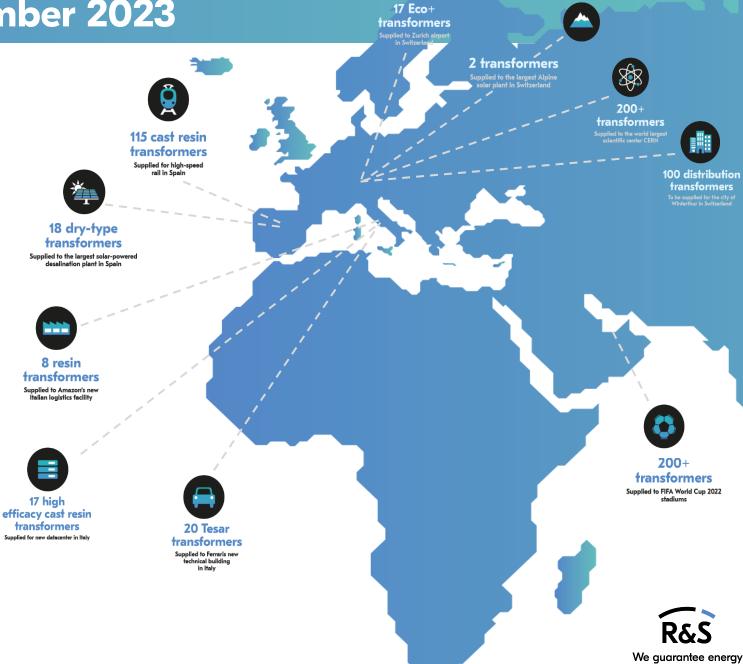
⁶ including MCHF 38.7 financial debt of R&S Group Holding AG (former VT5)

⁷ proposal of the Board of Directors to the AGM on 28 May 2024

Key messages per 31 December 2023

- In 2023, we managed to grow in all of our core markets, both geographically and by product group.
- The share of sales from long-term manufacturing orders (PoC projects) reached over 20% of total sales.

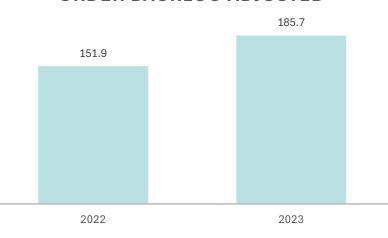
Sales per regions RoW 1% Asia 10% Western Europe 35%

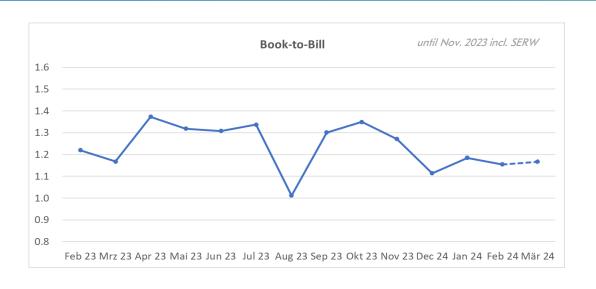


Strong growth of order intake and backlog









- Stable backlog 2024 with strong Value Added; continuously high monthly order intake; no margin erosion expected in 2024 in key markets (CH, GER, IT)
- Low pressure on prices as long as material prices remain stable; build-up of new capacities and competitors that calculate very tight might change the overall picture only in the short term
- Since 3 months avg. Book-to-bill flat > 1.1 (see graph above)
- High backlog for Oil-Distribution and Power Transformers until mid of 2025, normal backlog for Cast Resin Transformers until mid of 2024

Consolidated group results 2023 were impacted by three items

Three adjustments at holding level had a significant impact on the annual financial statements.



According to FER 24/22, transaction costs may not be offset against equity, but must be expensed as "Listing costs" in financial expenses.

Negative impact of 8 MCHF on net income.

Initial Business Combination (IBC) led to goodwill offset of CHF 17.7 million against equity



From a *legal* perspective, VT5, later renamed to RSG, took over the existing R&S group. From an *accounting* perspective, however, the existing R&S (i.e. R&S International Holding AG) bought VT5. For this reason, a specific amount of goodwill resulted, which was booked against equity (acc. to FER 30).



Historic goodwill of SERW to be fully amortized via P&L.

Negative impact of an additional MCHF 5.52 on EBITDA (total of MCHF 9.5 in other operating expenses).

Consolidated profit & loss statement 2023

(with comparatives from prior year)

		2023	2022
	Notes	TCHF	TCHF
Net sales	4	216'907	155'114
Changes in semi- / finished goods		-114	4'684
Other operating income	5	691	127
Operating income		217'485	159'926
Material costs		-124'226	-105'310
Personnel costs D	6	-38'413	-32'561
Operating expenses	7	-13'891	-11'507
Other operating expenses ¹	8	-9'938	-640
Operating result before amortisation and depreciation (EBITDA)		31'017	9'908
Depreciation of tangible assets and amortisation of intangible assets	16	-2'332	-2'229
Operating result (EBIT)		28'684	7'678
Financial result	9	-9'572	-1'655
Profit before income taxes		19'112	6'023
Tax expenses	10	-7'478	-1'771
Profit		11'634	4'252
Basic earnings per share in CHF	11	0.40	0.15
Diluted earnings per share in CHF	11	0.40	0.15

Other operating expenses include CHF 9.5 million loss on disposal of SERW Spol. S.r.o. after goodwill recycling under Swiss GAAP FER 30.17 (refer to Note 30)

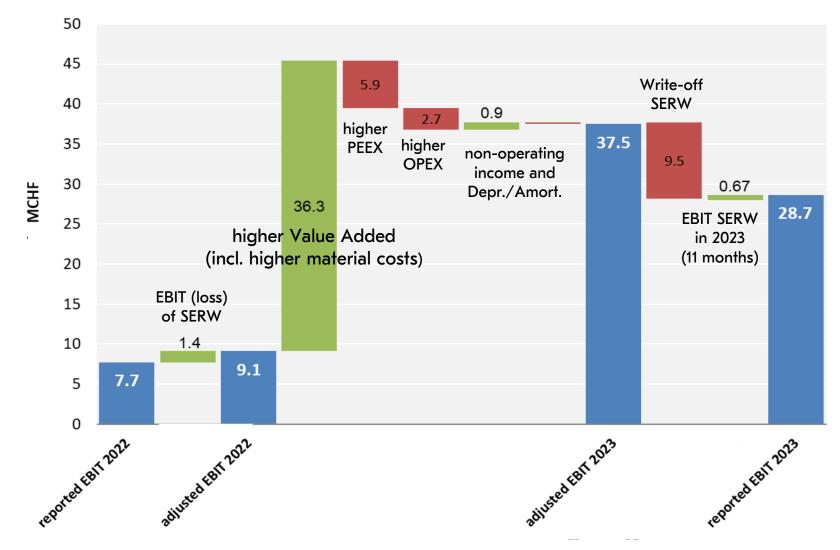
adjusted EPS at 1.0 CHF

A Net sales

- adjusted net sales without SERW 201.6 MCHF (+40%)
- small FX impact: based on prior year avg. exchange rates net sales would have been 1.9% higher; mainly due to stronger CHF vs. EUR
- B Semi-/ finished goods decreased in 2023 as all plants, except ZREW, were able to reduce their semi/ finished goods
- Material costs decreased continuously in 2023 and with good availability of key materials. Low materials ratio at 57% at the end of the year (previous year 68%).
- Personnel costs in relation to sales down from previous year from 21% to 18%, but higher in absolute terms (+17.8%) due to salary inflation (especially in Poland) and increase number of employees to address business growth and strategic expansion of capacities (new plant in Poland)
- **Other operating expenses** includes write-off of historic goodwill (5.52 MCHF) and the disposed net assets (4 MCHF) of SERW
- Financial result listing costs
 - According to FER 24/22, the ransaction costs for «going public» may not be offset against equity, but must be reported as expenses in «Financial Expenses»
 - For 2024, the costs of «being public» will be recorded in operating expenses.
- G Tax expenses increased due to higher profit and continued consumption of tax loss carryforwards (most of the available losses were consumed in 2023) and expired tax exemptions for Tesar PL.

EBIT margin significantly improved

Derivation of EBIT bridge (reported to adjusted)





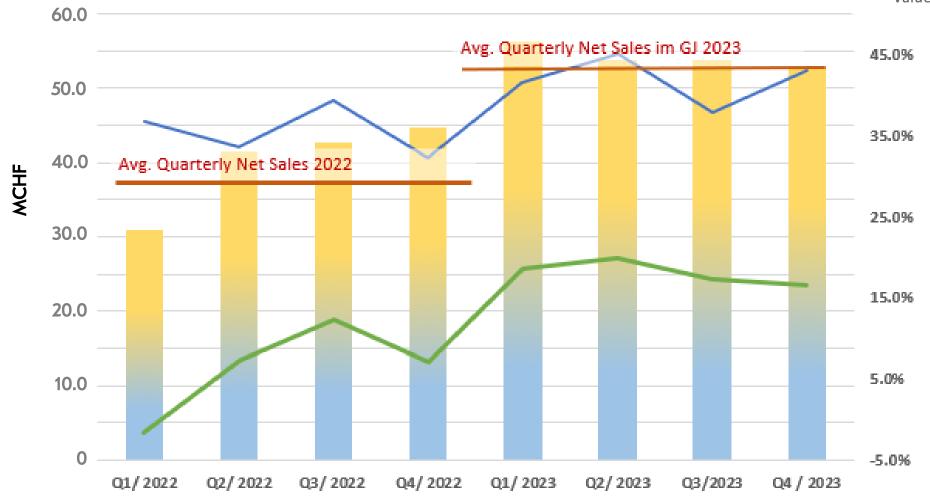
Continuously increased levels of revenue and value add

Quarterly performance illustrates how operating performance and margins have continuously improved over the last two years.



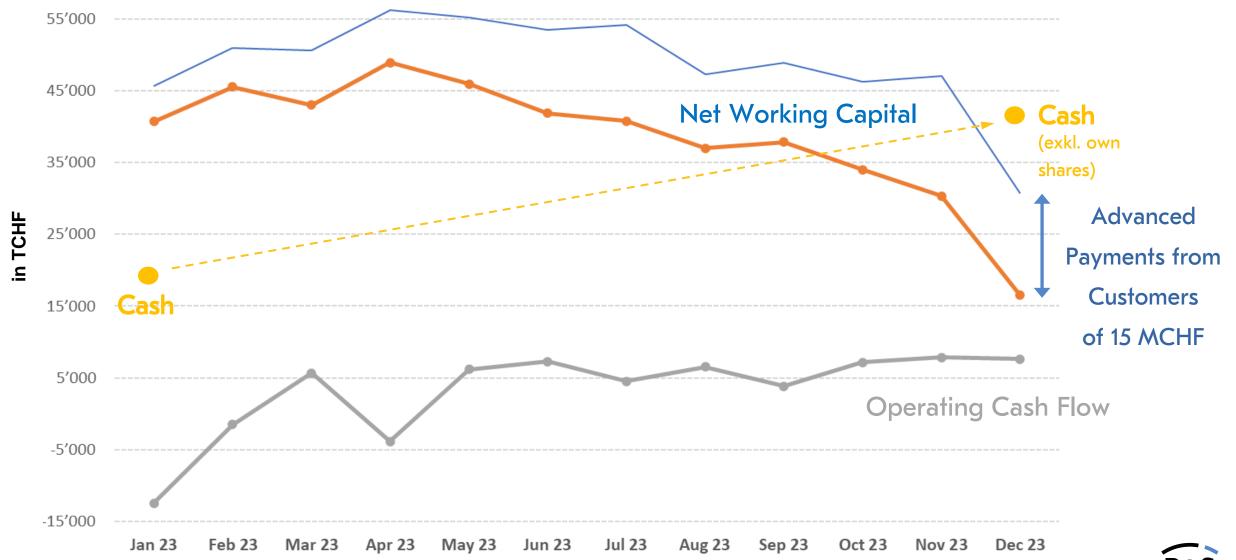
EBITDA (Betriebsgewinn, rechte Skala)







Balance sheet and Cash flow: reduction of NWC unlocked cash



Guidance



R&S to deliver profitable growth on a sustainable basis

	2023 target	2024 outlook	Mid-term outlook ²	Commentary
Net sales growth	>CHF200m	9-12%	~10% p.a	 Mid-term outlook organic growth over the cycle Strong tailwind from global electrification demand, decarbonization, decentralization and aged grids
EBIT margin	~18% of net sales	16-18% of net sales	Mid-teens double- digit as % of net sales	 Resilient gross profit margin profile Economies of scale from continued net sales growth Operational excellence supporting margin expansion
Free cash flow margin	Mid to high single- digit as % of net sales	Mid to high single- digit as % of net sales	~10% of net sales	FCF equals cash flow from operating activities minus cash flow from investing activities
Dividend policy	CHF7m	Return ~50% of free cash flow to shareholders	Return ~50% of free cash flow to shareholders	 Dividend growth Actual year financial target to be paid out in the following calendar year

¹ Latest guidance for 2024 (announced on January 24, 2024

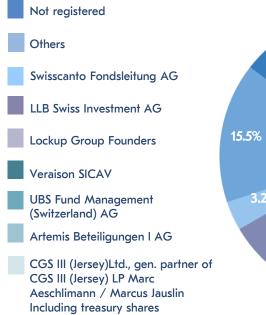


² Based on current mid-term plan

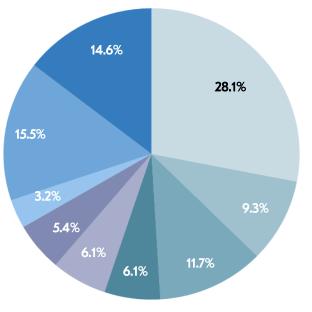
Stable shareholder base



Free float of 50.5%

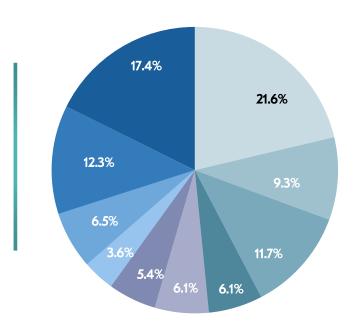


650 shareholders per end of 2023





Free float of 57%



Not registered

Others

Janus Henderson Group Plc

Swisscanto Fondsleitung AG

LLB Swiss Investment AG

Lockup Group Founders

Veraison SICAV in Liquidation

UBS Fund Management (Switzerland) AG

Artemis Beteiligungen I AG

CGS III (Jersey)Ltd., gen. partner of CGS III (Jersey) LP Marc Aeschlimann / Marcus Jauslin Including treasury shares

737 shareholders per 31.03.2024



Sustainability

Matthias P. Weibel | Group CFO



Report on non-financial matters

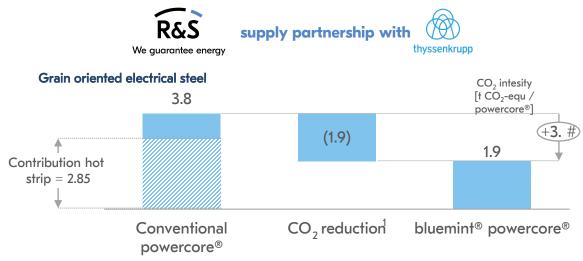


- The non-financial report is separated from the annual report and has been established in accordance with Art. 964a et seqq. of the Swiss Code of Obligations.
- We recognize the environmental footprint of our operations and seek to avoid, minimize and mitigate our adverse environmental impact, regarding greenhouse gas (GHG) emissions, the use of water, electricity, natural resources and soil pollution.
- We continue to consider ways to understand different metrics for measuring Scope 1, 2 and 3 GHG emissions and tracking our impact on decarbonization.
- We've set the target to reduce GHG emissions by 33% by 2033 versus 2023 levels, and to be climate neutral by 2050, in accordance with the Swiss Climate and Innovation Act.
- We pursue a zero-tolerance policy with regard to child labour within the Group and does not import or process an annual quantity of conflict minerals.



Implementation of sustainability initiatives across our transformer value chain

Everything from the materials that transformers are made from...



- Flagship project demonstrated low energy losses in use and low CO₂ in production
- Minimising supply chain impact with bluemint® materials provided from nearby sites in Europe

Transformers produced with a demonstrable sustainable impact

...to how products are designed and perform



production partnership with

هیئة کهریاء ومیاه دبی Dubai Electricity&Water Authority



 Product design optimisation and use of better performing materials



• ≥80% of the final product consists of metals, of which the majority is recyclable



• The life expectancy of the product is ~20 years on average, with some products still in operation today after 35+ years



 Demonstrated results with 25% annual energy savings for products vs. the first product supplied in 1993²



Cast resin transformers produced with a circular economy approach

Sources: Thyssenkrupp, Management information

Refers to energy savings in KWh/year for 1,500 kVA transformer; for the calculation of the saved load loss, assumes a transformer loaded to 80% of the full load for 24h/day working 365 days/year



Outlook & take aways

Markus Laesser | Group CEO



Investment summary for future value creation

- Strong secular tailwinds for the electricity distribution sector driving multi-dimensional future growth
 - Well-established leadership positions in selected products and geographies provide a platform to replicate success in attractive new end markets and geographies



3 High quality products delivered through a dynamic, customer-centric business model, underpinning the "right to win"

- We guarantee energy
 - 4 Ongoing and targeted sustainability initiatives across the R&S transformer value chain
 - Targeted accelerated growth and profitability improvement through growing demand and commercial and operational excellence
 - 6 Credible roadmap of ongoing & future upside levers



Outlook & take aways

Focus on what we do best and offer our engineering expertise, quality and reliability to new markets.

1



With our ongoing measures to boost productivity, we have built a solid foundation for commercial success and accelerate growth.

2

Well-positioned to capture growth from the ubiquity of electrification



3



4



Our leading market shares in selected countries and products, provide us with a platform for replicating our success in new markets.



Q&A

Thank you for your attention.

We are now happy to answer your questions.



Financial calendar | Contacts

Financial Calendar

Annual General Meeting
Trading update half-year sales
Half-year results 2024
Capital Markets Day

28 May 2024 24 July 2024

11 September 2024 31 October 2024

Contacts

Investor Relations:

Doris Rudischhauser

Phone: +41 79 410 81 88

Email: investors@the-rsgroup.com

Media:

Nicolas Weidmann

Phone: +41 79 372 29 81

Email: media@the-rsgroup.com





We guarantee energy

Appendix



Consolidated profit & loss statement 2023

(with comparatives from prior year)

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Consolidated Balance Sheet per 31 Dec 2023

Assets	31.12.2023 TCHF	31.12.2022 TCHF
Cash and cash equivalents	A 52'999	21'527
Accounts receivable	29'864	20'279
Other short-term receivables	2'569	650
Inventories	A 31'663	44'084
Prepaid expenses	761	754
Total current assets	117'856	87'295
Tangible assets	18'791	18'964
Financial assets	1'975	3'499
Intangible assets	597	730
Total non-current assets	21'363	23'193
Total assets	139'219	110'488

- Increase of cash due to intensive NWC-Mgmt, incl. high advances from customers
- In connection with the IBC: 9.8 MCHF short-term bank loans and 30 MCHF long-term liabs.
- R&S International Holding AG as accounting acquirer absorbed the net liabilities of VT5 Acquisition Company AG, which subsequently changed its name to R&S Group Holding AG. The Goodwill was determined as difference between the liabilities assumed and the net assets acquired and amounts to CHF 17.7 million. In accordance with Swiss GAAP FER 30, the Goodwill was offset with equity.
 - ⇒ See detailed calculation on next slide or in notes 29

	31.12.2023	31.12.2022
Liabilities and equity	TCHF	TCHF
Liabilities		
Short-term financial liabilities	B 12'629	14'850
Accounts payable	30'812	30'030
Other short-term liabilities	A 14'391	8'272
Short-term provisions	6'970	3'224
Accruals	2'230	1'356
Total current liabilities	67'032	<i>5</i> 7'731
Long-term financial liabilities	B 33'690	2'000
Pension liability	712	774
Long-term provisions	3'947	4'219
Total non-current liabilities	38'349	6'992
Total liabilities	105'381	64'724
Equity		
Share capital	2'893	44'822
Capital reserves	48'414	5'835
Own shares	-10'000	0
Accumulated profit/losses	-3'880	-2'372
Cumulative currency translation reserve	-3'589	-2'521
Total equity	G 33'838	45'764
Total Liabilities and equity	139'219	110'488

previous year 2022: «old» R&S group without acquired VT5



Goodwill calculation in detail & consolidated Equity per 31 Dec 2023

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	2023
	TCHF
Assets acquired at 13.12.2023	23'232
Cash	3'741
Own shares	10'000
Other receivables and prepaid expenses	9'491
Liabilities assumed at 13.12.2023	40'911
Bank loan	38'700
Accounts payable and accruals	2'211
Consideration paid (neither cash nor shares)	0
Goodwill at 13.12.2023, offset with retained earnings	17'678

	Share capital	Capital reserve	Own shares	Exchange rate impacf	Accumulated losses	Total
	TCHF	TCHF	TCHF	TCHF	TCHF	TCHF
As of 31.12.2021	44'822	<i>5</i> '835	0	-1'034	-6'624	42'999
Net profit 2022					4'252	4'252
Exchange rate impact				-1'487		-1'487
As of 31.12.2022	44'822	5'835	0	-2'521	-2'372	45'764
Net profit 2023					11'634	11'634
Exchange rate impact				-1'068		-1'068
Reclassification due to business combination	-41'929	41'929				0
Own shares acquired in business combination			-10'000			-10'000
Offsetting of Goodwill from business combination					-17'678	-17'678
Recycling of SERW goodwill ¹					5'520	5'520
Recycling of SERW Cumulative currency translation reserve					-984	-984
Share Based Payment		651				651
As of 31.12.2023	2'893	48'415	-10'000	-3'589	-3'881	33'838

¹Goodwill recycling upon disposal of SERW Spol. S.r.o. under Swiss GAAP FER 30.17 (refer to Note 30)

Consolidated Cash Flow Statement 2023

	2023	2022
	TCHF	TCHF
Profit of the year	11'634	4'252
Amortisation and depreciation	2'332	2'229
Profit (-)/Loss (+) on sale of tangible assets	-3	4
Change in provisions/reserves	A 6'167	1'495
Other non-cash items	B 5'520	0
Cash flow from operating activities before changes in net working capital	25'650	7'980
Change in inventories	6'766	-14'714
Change in accounts receivable	C -12'422	-3'004
Change in other receivables and prepaid expenses	7'617	-260
Change in accounts payable	2'173	12'439
Change in other current liabilities and accruals	E 8'269	1'271
Cash flow from operations	38'053	3'712
Investments in tangible assets	-5'233	-3'665
Divestments of tangible assets	75	40
Investments in financial assets	-7	-62
Divestments of financial assets	689	0
Investments in intangible assets	-326	-216
Cash flow from investment activities	-4'801	-3'903
Free cash flow	33'252	-191
Issuance (+)/repayment (-) of short-term financial liabilities	G -8'629	3'594
Issuance (+)/repayment (-) of long-term financial liabilities	1'792	-3'476
Cash flow from financing activities	-6'837	118

- mainly attributable to higher tax provisions as a result of the overall increase of the business volume and operational profit, higher accrual for bonus and customer claim
- B write-off of recycled goodwill from acquisition of SERW, initially directly offset against equity, (refer to Note 30)
- © increased accounts receivables as a result of the overall increase in operations
- including CHF 8 millions of prepaid IBC transaction costs (listing expenses)
- positive impact of increase in advance payments from customers (CHF 6.7 million in other current liabilities and CHF 8 million in net inventories (WIP PoC business)
- © Capex in new core cutting machines in Italy, new vertical winding machines in Poland, SAP- and IT-upgrades etc.
- G decrease in short-term financial liabilities mainly attributable to reduction of bank overdrafts in Italy (CHF 7.0 million)

previous year 2022: «old» R&S group without acquired VT5