

PRESS RELEASE

Newways records slightly lower turnover in Q1, order intake down

Son (the Netherlands), 16 April 2020 – Newways Electronics International N.V. (Euronext: NEWAY) (“Newways”) today publishes its trading update for the first quarter (Q1) ending on 31 March 2020.

HIGHLIGHTS

- Net turnover came in at € 127.2 million in Q1-20, a decline of 4.3% compared to Q1-19, primarily due to lower turnover in automotive;
- Order intake stood at € 118.6 million in Q1-20; a decline of 41.0% mainly due to the demand drop in automotive, which in contrast saw a very high intake last year;
- Order book amounted to € 282.7 million at end-March 2020, a slight 3.0% decline compared to year-end 2019 and staying at a good level;
- Turnover and results expected to be lower in the first half of 2020 due to the impact of COVID-19.

KEY FIGURES

€ mln unless stated otherwise	Q1-20	Q1-19	Δ
Net turnover	127.2	132.9	-4.3%
Order intake	118.6	201.1	-41.0%
Book-to-bill (ratio)	0.93	1.51	

DEVELOPMENTS IN THE FIRST QUARTER

In the first quarter, net turnover declined by 4.3% to € 127.2 million, compared to the first quarter in 2019. The decline was due entirely to lower sales in automotive. This drop was primarily driven by the decline in demand from the automotive sector, where a number of OEMs have announced or effected the temporary closure of their production facilities.

The book-to-bill ratio came in at 0.93 in the first quarter, also as a consequence of the lower demand from automotive customers. Order levels are stable in the sectors semiconductor and medical, in industrial there was a small decline. Newways’ order book stood at € 282.7 million at the end of the first quarter, a decline of 24.0% compared with end-March 2019 (€ 372.2 million) and a decline of 3.0% compared with year-end 2019 (€ 291.4 million).

Given the lower order intake and the increased volatility in the market as a consequence of COVID-19, we are taking into account lower turnover and a decline in results in the first half of this year compared with the first half of 2019. In anticipation of this, Newways has taken a package of measures as outlined in the press release dated 30 March 2020.

CEO STATEMENT

Eric Stodel, CEO: “Newways has activated a number of contingency plans and mobilised taskforce teams to take proactive measures to protect the health and safety of our employees. Our teams delivered an outstanding performance. Thanks to their combined efforts, the vast majority of our staff across the globe have continued their work for our customers in a responsible and safe manner. Safeguarding the health and well-being of our employees and supporting our customers remains our top priority. In addition, we have taken a range of precautionary measures to safeguard the continuity of our operating processes, taking into account the expected lower demand in the second quarter as a result of the COVID-19 pandemic. We have intensified our cooperation with our clients and suppliers. Where possible, we are helping each other, with the majority of the initiatives focused on maximising prevention of disruptions in the chain. In the current circumstances and within the parameters we have set, we will continue full steam ahead with the earlier initiated measures to improve our operating processes, safeguard our cash-position and continued roll-out of our strategic initiatives.”



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ABOUT NEWWAYS

Newways Electronics International N.V. (Newways) is an international company active in the EMS (Electronic Manufacturing Services) market. Newways offers its clients custom-made solutions for the complete product life cycle (from product development to after-sales service) of both electronic components and complete (box-built) electronic control systems. Newways operates in a niche of the EMS market and focuses primarily on small to medium-sized specialist series, in which quality, flexibility and time-to-market play a crucial role. Newways products are used in sectors such as the semiconductor, medical, automotive and general industry. Newways has operating companies in the Netherlands, Germany, the Czech Republic, Slovakia and China, and the United States with a total of 2,808 employees at 31 December 2019. Newways recorded net turnover of € 533.4 million in 2019. Newways shares are listed on the Euronext Amsterdam stock exchange (symbol: NEWAY). www.newayselectronics.com

IMPORTANT DATES

16 April 2020 (Today)	Publication trading update
16 April 2020 (Today)	Annual General Meeting
27 August 2020	Publication half year results 2020
29 October 2020	Publication trading update

FOR MORE INFORMATION

Eric Stodel (CEO) / Paul de Koning (CFO)
Tel: + 31 (0)40 – 267 9205

Newways Electronics International N.V.
Postbus 69, 5690 AB SON
www.newayselectronics.com

FORWARD-LOOKING INFORMATION / DISCLAIMER

This press release includes forward-looking statements. Other than reported financial results and historical information, all statements included in this press release, including, without limitation, those regarding our financial position, business strategy and management plans and objectives for future operations, are forward-looking statements. These forward-looking statements are based on our current expectations and projections about future events and are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in the forward-looking statements. Many of these risks and uncertainties relate to factors that are beyond Newways' ability to control or estimate precisely, such as future market conditions, the behaviour of other market participants and the actions of governmental regulators. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this press release and are subject to change without notice. Other than as required by applicable law or the applicable rules of any exchange on which our securities may be traded, we have no intention or obligation to update forward-looking statements.