

# Investor Day 2017

**Trends in the market**

**Update on projects and new cases**

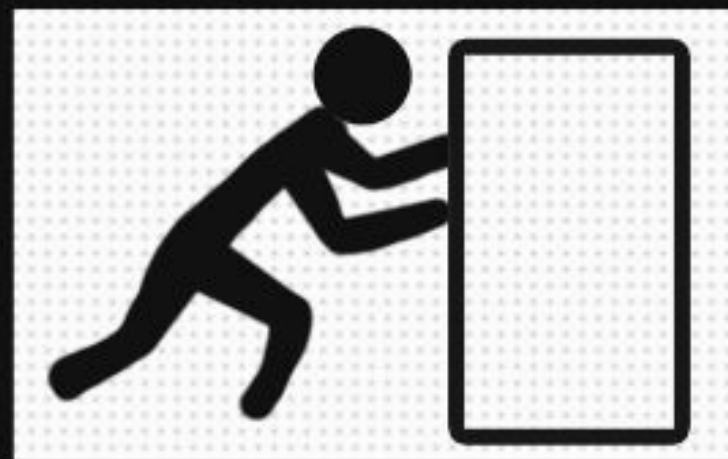
**Ian Roberts**  
CTO at Bühler

**Aldo Peretti**  
CEO at Uteco Converting

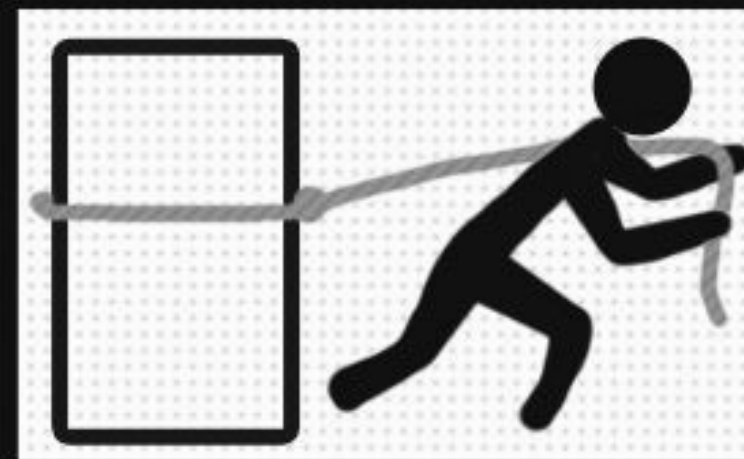
**Investor Day 2017**

## Trends in the market:

- 1) From push to pull
- 2) Powerhouse works
- 3) Partners adapt



**PUSH**



**PULL**

# Tetra Pak

Tetra Pak

Market demands  
innovation on  
shapes & materials



Tetra Pak

ebeam as a  
technology  
cornerstone for  
further  
developments



# Bühler

Welcome  
Ian Roberts,  
CTO Bühler AG





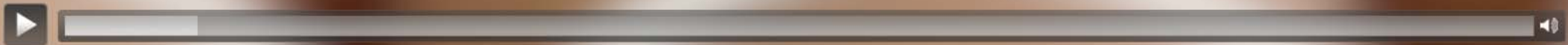
# New Case

# MARKET POTENTIAL FOR EGGS

The global egg market is growing

Global egg production: 1200 billion per year

Hatching eggs: 115 billion eggs per year



# New partnership with Bell Food Group AG

Inactivate bacteria on the  
surface of hatching eggs



# The egg case – takeaway messages

## WHO

Bell Food Group AG and ebeam Technologies, a brand of the Comet Group

## WHAT

Demonstrator to inactivate microorganisms on eggs (Evonta Technologies)

Full scale field tests (Bell Food Group AG)

## HOW

Bell Food Group AG enables industrial access at Stöckli AG from Q1 2018 onwards

## WHY

- Market potential hatchery:
  - Global egg production: 1200 billion per year.
  - Hatching eggs: 115 billion eggs per year.
- Regulatory entry barrier: none (hatching eggs are not food)
- Current standards harm product and value chain

## EXPECTED POSITIVE IMPACT:

- No fumigation
- No or less antibiotic
- No disease transmission
- Increase in body weight per time
- Improved chick quality
- Increased chicken health
- Better feed intake
- Better feed conversion rate

# Agroscope Schweiz

- National research centre in Switzerland
- Focus on food
- Currently working with: Bühler AG and Bell Food Group AG
- Building future ebeam experts



# Digital Printing



### Global Packaging: The Situation



Market Size

US\$ 400b



Annual Growth  
Digital Printing

11 %



Main Packaging  
Material: Plastic Film

37%



Packaging for Food  
and Beverages:

69%

# Digital Printing

# Welcome Aldo Peretti

«ebeam will set us  
apart from the  
competition.»





## Outlook

- Results egg case
- Print4All May 2018
- Product launch with Bühler May 2018
- Which is the next application outside of food & printing?

