Zurich, 17 March 2016

Presentation of results for the full year 2015

Ronald Fehlmann, CEO
Markus Portmann, CFO

Agenda

1 COMET Group at a Glance  R. Fehlmann
2 Review 2015  R. Fehlmann
   Business Segments
3 Financial Results  M. Portmann
4 Outlook 2016  R. Fehlmann
5 Questions & Answers  all
COMET Group at a glance

Swiss company with leading technologies and global presence

~1100

EMPLOYEES WORLDWIDE

13

LOCATIONS WORLDWIDE

Swiss company with leading technologies and global presence

RF power
X-ray
ebeam

~40% of Group sales*
~54% of Group sales*
~6% of Group sales*

With our core technologies we support customers in various industries to improve their products and make their processes more resource efficient

Plasma control
Semiconductor
Flat panel
(O)LED & solar
(Micro-) electronics

Non-destructive testing
& Security
Cargo & luggage inspection

Surface treatment
Sterilization of food and pharmacy packaging, curing and cross-linking of materials
## Agenda

<table>
<thead>
<tr>
<th></th>
<th>COMET Group at a Glance</th>
<th>R. Fehlmann</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Review 2015</td>
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</tr>
<tr>
<td></td>
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<td></td>
</tr>
<tr>
<td>2</td>
<td>Financial Results</td>
<td>M. Portmann</td>
</tr>
<tr>
<td>3</td>
<td>Outlook 2016</td>
<td>R. Fehlmann</td>
</tr>
<tr>
<td>4</td>
<td>Questions &amp; Answers</td>
<td>all</td>
</tr>
</tbody>
</table>

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### 2015 - The second strongest results in history - Important foundation laid for the future

- **152** Sound balance sheet and cash flow figures
- **HEXAGON** Strong partners for attractive opportunities and future growth
- **BÜHLMER** Acquisition of ebeam system integrator PCT Engineered Systems, USA
- **MIRTEC** Sharpening of Strategy 2020
- **2020** Building permit granted to expand production capacity in Flamatt
2015: Second strongest year in a demanding environment

<table>
<thead>
<tr>
<th>Metric</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales in CHF</td>
<td>-1.9% vs. previous year from 287.9m to 282.3m</td>
</tr>
<tr>
<td>Net income in CHF</td>
<td>-34.9% vs. previous year due to one-time tax effects, fx translation losses and one-time cost of acquisition from 26.3m to 17.1m</td>
</tr>
<tr>
<td>EBITDA in CHF</td>
<td>-10.2% vs. previous year from 39.8m to 35.7m</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>in line with guidance, influenced by one-time cost of acquisition and fx development from 13.8% to 12.7%</td>
</tr>
</tbody>
</table>

2015: Solid balance sheet figures; Strong operating cash flow of 12.6% of sales

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<th>Description</th>
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</thead>
<tbody>
<tr>
<td>Operating cash flow in CHF</td>
<td>+16.7% vs. previous year from 30.6m to 35.7m</td>
</tr>
<tr>
<td>Net cash position in CHF</td>
<td>improved vs. previous year from -2.0m to +2.3m</td>
</tr>
<tr>
<td>ROCE</td>
<td>decreased from 15.6% to 11.7%</td>
</tr>
<tr>
<td>Equity ratio</td>
<td>-1.6% vs. previous year from 65% to 63.4%</td>
</tr>
</tbody>
</table>
### 2015: Mixed sales development per segment

<table>
<thead>
<tr>
<th>Segment</th>
<th>Net Sales in CHF</th>
<th>EBITDA margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Plasma Control Technologies</td>
<td>111.9m (2014: 105.8m)</td>
<td>19.3% (2014: 17.3%)</td>
</tr>
<tr>
<td>X-Ray Systems</td>
<td>101.4m (2014: 124.7m)</td>
<td>12.9% (2014: 12.9%)</td>
</tr>
<tr>
<td>X-Ray &amp; ebeam Technologies</td>
<td>81.6m (2014: 74.1m)</td>
<td>3.7%* (2014: 9.9%)</td>
</tr>
</tbody>
</table>

* Including investments in ebeam

### ... and per region

- **USA** -2.7%*
- **Europe** +7.0%*
- **Asia** -5.1%*
- **RoW** +17.1%*

**Geographical distribution of net sales**

- **Europe** 24%
- **USA** 34%
- **Asia** 37%
- **RoW** 5%

* *Local currencies*
Plasma Control Technologies (PCT)

Record sales – market position further strengthened with high-end solutions

2.6% sales increase in local currencies based on expanded business with existing customers
- successful expansion in flat panel market
- growth of latest 3D-NAND memory chips market especially in H1, deferred business in Asia in H2
- organization further adapted to improve operational excellence and support global growth

EBITDA margin improved by 2%-points thanks to
- continued improvement of operational excellence and revenue growth

Plasma Control Technologies

Further increase in net sales at higher profitability

Net sales
(Increase of 5.9%; 2.6% in LC* )

<table>
<thead>
<tr>
<th></th>
<th>FY 2014</th>
<th>FY 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales (CHF millions)</td>
<td>105.8</td>
<td>111.9</td>
</tr>
<tr>
<td>Growth (CHF millions)</td>
<td>52.6</td>
<td>58.0</td>
</tr>
</tbody>
</table>

EBITDA

<table>
<thead>
<tr>
<th></th>
<th>FY 2014</th>
<th>FY 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA (CHF millions)</td>
<td>18.3</td>
<td>21.6</td>
</tr>
<tr>
<td>Margin (%)</td>
<td>17.3%</td>
<td>19.3%</td>
</tr>
</tbody>
</table>

* at constant exchange rates
Gross profit margin improved; strong CHF and declining Chinese tire market put pressure on sales

13.6% decrease in sales in local currencies due to divergent market trends
- growth with 3D imaging solutions (CT) in electronic and foundry market
- collapse in Chinese tire market due to changed government regulations
- incoming order situation with customized systems recovered after reorganization of unit last year
- important partnerships with Hexagon and Mirtec for opening up new applications (e.g. metrology)

EBITDA margin held steady at 12.9% despite lower volume due to
- increased gross profit margin and supported by positive fx effects

EBITDA-margin held steady despite decreasing sales

* at constant exchange rates
XET: Challenging markets and currency conditions in x-ray business; ebeam on track

14.1% growth in local currencies including the acquisition of PCT Engineered Systems LLC

- Security: new partner opens door to new application in Asia (hand luggage screening) → superior COMET technology meets stricter regulations
- Sluggish demand in pipeline, sorting and steel industries as planned investments were postponed due to low oil and gas price

EBITDA margin at 3.7% (2014: 9.9%)
- mainly due to acquisition (one-time effect), strategic investments in ebeam business and adverse fx effects

Increase in net sales due to acquisition; investment in ebeam reduces EBITDA margin

<table>
<thead>
<tr>
<th>FY 2014</th>
<th>FY 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales (CHF millions)</td>
<td>Net sales (Increase of 10.1%; 14.1.% in LC*)</td>
</tr>
<tr>
<td>74.1</td>
<td>81.6</td>
</tr>
<tr>
<td>EBITDA (CHF millions)</td>
<td>EBITDA-Margin (FY 2014: 9.9%)</td>
</tr>
<tr>
<td>7.3</td>
<td>1.5</td>
</tr>
</tbody>
</table>

* at constant exchange rates
XET: ebeam unit reached major milestones - now global powerhouse for low-energy ebeam

Acquisition of PCT Engineered Systems allows
- to expand market access to end customers
- to complement product portfolio enabling XET to address new applications like treatment of plastic film, pressure sensitive adhesives or decor paper

Tetra Pak rollout on track
- first market-ready, ebeam-equipped filling machine introduced by Tetra Pak at Fispal 2015
- Flamatt facility equipped with cell to scale up production as needed, building expansion started

Strategic partnership with Bühler to develop
- solutions in the area of the inactivation of dry food

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Financial Results

Strong results impacted by currency fluctuations and acquisition effect

<table>
<thead>
<tr>
<th>FY</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>in CHF thousands</td>
<td>2015</td>
</tr>
<tr>
<td>Incoming orders</td>
<td>296'059</td>
</tr>
<tr>
<td>Backlog</td>
<td>80'355</td>
</tr>
<tr>
<td>Book-to-bill</td>
<td>1.05</td>
</tr>
<tr>
<td><strong>Net sales</strong></td>
<td><strong>282'321</strong></td>
</tr>
<tr>
<td>Cost of sales</td>
<td>-174'625</td>
</tr>
<tr>
<td>Gross profit</td>
<td>107'696</td>
</tr>
<tr>
<td>Gross profit margin in %</td>
<td>38.1%</td>
</tr>
<tr>
<td>Other operating income</td>
<td>5'539</td>
</tr>
<tr>
<td>Development expenses</td>
<td>-28'922</td>
</tr>
<tr>
<td>SG&amp;A</td>
<td>-58'825</td>
</tr>
<tr>
<td><strong>Operating income (EBIT)</strong></td>
<td><strong>25'488</strong></td>
</tr>
<tr>
<td>Financing result and income taxes</td>
<td>-8'382</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td>17'106</td>
</tr>
<tr>
<td>EPS in CHF</td>
<td>22.13</td>
</tr>
</tbody>
</table>

Net USD exposure of CHF 65m YTD 2015, other currencies mostly hedged

- Stronger USD and weaker EUR (at average rates) had the following impacts on Sales and EBIT
- The negative net impact of all currencies on sales summed up to CHF -4.7m, with a USD impact of CHF +7.5m, a EUR impact of CHF -11.9m
- At EBITDA level the positive net impact added up to CHF +2.2m mainly driven by the USD.
Financial Results

Net sales driven by negative currency effects and positive contribution of acquisition

Volume effect in local currencies
CHF -0.9m

Negative currency effect
CHF -4.7m

Sales Growth in %
-4.7% -4.7% -1.6% -6.3% 4.4% -1.9%

Sales
287.9 -13.6 274.3

EBITDA Margin in %
13.8% -0.2% 13.6% 1.0% 14.6% -1.9% 12.7% -1.1%

Bridge Dec YTD 2015 vs. PY

<table>
<thead>
<tr>
<th>Bridge Dec YTD 2015</th>
<th>as reported</th>
<th>@ constant FX rates, w/o M&amp;A</th>
<th>@ current FX rates, w/o M&amp;A</th>
<th>as reported</th>
<th>Actual vs. PY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec YTD</td>
<td>Δ</td>
<td>Dec YTD</td>
<td>Δ</td>
<td>Dec YTD</td>
<td>Δ</td>
</tr>
<tr>
<td>Sales</td>
<td>287.9</td>
<td>-13.6</td>
<td>274.3</td>
<td>-4.7</td>
<td>269.6</td>
</tr>
<tr>
<td>EBITDA</td>
<td>39.8</td>
<td>-3.6</td>
<td>37.2</td>
<td>2.2</td>
<td>39.3</td>
</tr>
<tr>
<td>Financial expense</td>
<td>-0.9</td>
<td>-0.1</td>
<td>-1.0</td>
<td>-2.4</td>
<td>-3.4</td>
</tr>
<tr>
<td>Total income tax</td>
<td>-2.5</td>
<td>-3.3</td>
<td>-5.8</td>
<td>-0.6</td>
<td>-6.4</td>
</tr>
<tr>
<td>Net income</td>
<td>26.3</td>
<td>-5.5</td>
<td>20.8</td>
<td>-1.0</td>
<td>19.8</td>
</tr>
<tr>
<td>Sales Growth in %</td>
<td>-4.7%</td>
<td>-4.7%</td>
<td>-1.6%</td>
<td>-6.3%</td>
<td>4.4%</td>
</tr>
<tr>
<td>EBITDA Margin in %</td>
<td>13.8%</td>
<td>-0.2%</td>
<td>13.6%</td>
<td>1.0%</td>
<td>14.6%</td>
</tr>
</tbody>
</table>

*one-time cost: PPA in Cogs 1.4m (WIP) / earn-out provision in G&A 1.5m / transaction costs in G&A 0.6m
COMET again generated economic profit and therefore value for its shareholders

- Economic profit of CHF 4.6m realized in 2015, equaling a return on capital employed of 12% (cost of capital at 9%).
- All segments (excl. ebeam due to increased investments) contributed to a positive economic profit.

Net income below prior year driven by currency and tax impacts as well as one-time acquisition effects

- Operating income CHF 25.5m (PY CHF 29.7m)
- Net financing expenses CHF 3.4m (PY CHF 0.9m)
- Income tax expense CHF 5.0m (PY CHF 2.5m)
Higher finance costs related to strong CHF

Net financing items amounted to an expense of CHF 3.4m (PY CHF 0.9m), reflecting the following factors:

- Interest expenses decreased to CHF 1.0m (PY CHF 1.2m) due to further repayment of fixed-rate bank borrowings
- The appreciation of the USD in the second half of 2015 only partly compensated for the weaker EUR in the aftermath of the Swiss National Bank’s decision to discontinue the minimum exchange rate on the Swiss franc. The net currency translation loss recorded in the income statement amounted to CHF 2.4m (PY profit of CHF 0.3m)
- Almost naturally hedge for most currencies other than the USD
- Net exposure in USD partly hedged by forward exchange contracts

Currency impact on balance sheet:

- A currency translation loss of CHF 5.0m was directly recorded into equity (related to net investments in foreign entities)

Income tax rate at a low 23% supported by the recognition of R&D related tax credits

- Applying the expected Group tax rate of 28%, the EBT of CHF 22.1m would lead to an expected tax expense of CHF 6.2m
- Total income tax expense reported sums up to CHF 5.0m. The difference to the expected tax expense of CHF 1.2m is explained as follows:
  - R&D related US tax credits: CHF 1.8m
  - Partial tax exemption by Canton of Fribourg: CHF 0.5m
  - Sum of other impacts totaled CHF -1.1m:
    - effect of tax rates other than base tax rate
    - other previous year impacts and non refundable withholding tax
- The expected effective tax rate for 2016 is at approx. 30%
Financial Results

Ongoing sound balance sheet ratios despite significant FX translation impacts

<table>
<thead>
<tr>
<th>In CHF millions</th>
<th>FY 2015</th>
<th>FY 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current assets</td>
<td>137.7</td>
<td>134.9</td>
</tr>
<tr>
<td>Non-current assets</td>
<td>117.9</td>
<td>111.0</td>
</tr>
<tr>
<td>Total assets</td>
<td>255.6</td>
<td>245.9</td>
</tr>
<tr>
<td>Liabilities</td>
<td>93.4</td>
<td>86.1</td>
</tr>
<tr>
<td>Equity</td>
<td>162.2</td>
<td>159.8</td>
</tr>
<tr>
<td>Total liability and equity</td>
<td>255.6</td>
<td>245.9</td>
</tr>
</tbody>
</table>

- Increase in total assets driven by the acquisition and a higher cash position, despite decreasing working capital
- Absolute increase in equity, despite significant negative currency translation differences. Slight decrease of the equity ratio to 63.4% related to the balance sheet growth

Financial Results

Solid operating cash flow based on a profitable business and intensified working capital management

![Diagram showing cash flows and key financial metrics]

- CF provided by operating activities CHF 35.7m
- CF used in investing activities CHF -22.0m
- Free cash flow CHF = 13.7m
- CF used in financing activities CHF -7.7m

Key financial metrics:

- a) Cash as per 1.1.2015
- b) Net income FY 2015
- c) Other non-cash income/expenses incl. depreciation/amortization
- d) Decrease in NWC
- e) Income tax, taxes paid
- f) Acquisition of subsidiary
- g) Net investment in PP&E and intangibles
- h) Net increase of debt
- i) Interest paid and distribution to shareholders
- j) Foreign currency translations loss
- k) Cash as per 31.12.2015
Financial Results

Strong operating key ratios per share

After having successfully reduced net debt, ongoing strong free cash flow is allowing to (i) continue significant investments in the business and (ii) to keep up distributions to shareholders.

Financial Results

Ongoing focus on working capital ratios

Working capital ratios

- Total net working capital in the balance sheet decreased by CHF 9.1m
- Monthly average net working capital in % of net sales reached 25.7% (PY 24.3%), reflecting the increased DIO (days inventory outstanding)
- Inventories increased to CHF 65.8m (PY CHF 56.6m). DIO (monthly average days inventory outstanding) reached 85 days (PY 70 days)
- Decrease in trade receivables (net of prepayments by customers) to CHF 19.9m (PY CHF 41.1m) reflecting the collection pattern of the newly acquired business in the US. DSO (monthly average days sales outstanding) reached 27 days (PY 39 days)

Liquidity on a comfortable level

- Liquidity increased by CHF 5.7m despite continuous investments in fixed assets, dividend payment, and substantial repayments of interest-bearing debt (undrawn credit facilities of CHF 23.1m)
Financial Results

Non-current assets influenced by capital expenditure and the acquisition in the US

Non-current assets increased by CHF 6.9m or 6.2%
- Compared to prior year-end property, plant and equipment and intangible assets increased by CHF 7.8m
- Non-current assets acquired totaled CHF 8.4m (tangibles CHF 1.5m, intangibles CHF 6.9m)
- Cash capital expenditures as a mixture of replacement and capacity increases totaled CHF 13.8m, divestments CHF -0.9m
- Depreciation of non-current assets totaled CHF 7.7m; amortization: CHF 2.5m
- Negative translation effects totaled CHF 3.3m
- Pension assets decreased to CHF 1.0m (PY CHF 3.1m) as a result of the further decreased interest rates (higher present value of obligation) in the Swiss plans (not affecting profit)
- Deferred tax assets increased to CHF 7.6m (PY CHF 6.5m) mainly due to the recognition of CHF 1.8m DTA on R&D tax credits

Equity increased in absolute terms despite currency translation losses

Current liabilities increased by CHF 10.7m, mainly driven by:
- Increase in prepayments from customers, current debt and other financial liabilities

Non-current liabilities fell by CHF 3.4m, mainly due to:
- Non-current debt becoming current (total interest-bearing debt increased by CHF 1.4m)

Equity ratio decreased from 65.0% to 63.4%:
- Total comprehensive income of CHF 10.5m for the FY 2015
- Net income at CHF 17.1m
- Actuarial loss on defined benefit plans net of tax CHF -1.6m
- Foreign currency translation losses CHF -5.0m
- Share-based payments of CHF 0.4m (variable compensation 2015)
- Distribution to shareholders of CHF 11.00 per share totaling CHF -8.5m
Solid operating results in combination with focus on generating cash flow allowed, despite a cash settled acquisition to further reduce net debt and to generate a net cash positive situation.

* The Board of Directors proposes to distribute CHF 11.00 per share from distributable paid-in capital (pay-out ratio 50%)
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## Outlook

COMET Group confirms mid-term goals and accelerates investments in growth initiatives

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<thead>
<tr>
<th>Net sales in CHFm</th>
<th>EBITDA %</th>
</tr>
</thead>
<tbody>
<tr>
<td>~500</td>
<td>16-18</td>
</tr>
</tbody>
</table>

by 2020
Outlook

Growth mainly to be achieved through strategic projects

### Innovative Technologies
- **X-ray**
  - Improved image chain
  - iVario
- **RF power**
  - Generator portfolio
  - New generation of VacCaps
- **ebeam**
  - Generator platform
  - Customization

### New Applications
- Surface treatment
- Measuring
- IoT, Service 4.0
- In-line testing
- Sterilization
- Curing

### Key Acct Partnering
- Selected key partners worldwide
- Hot spot Silicon Valley
- Emerging new technology hubs

### Operational Excellence
- Increase gross profit margin
- Optimize processes alongside building expansion in CH
- Supply chain with increasing importance (single source, key strategic partner)

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Outlook

2016: COMET will return to growth and accelerates planned investments

- Furthermore challenging environment expected
- Timely benefit of attractive opportunities is key to meet mid-term goals

To meet objectives 2020, BoD and management decided to accelerate investments in
- new projects within the ebeam segment
- additional investments in the group’s product portfolio to offer leading solutions for selected applications
- further improving operational excellence

EBITDA margin 2016 expected to be on previous year level
Outlook

Decision to increase and accelerate investments in ...

**Strategic initiatives**

**EBT:** new opportunities in food / digital printing; accelerated development of ebeam system business

**PCT:** Increased investment in IoT and advanced displays including relevant product portfolio

**IXS:** Accelerated exploration of metrology opportunities

**IXM:** Exploration of business opportunities with Chinese partner and in carry-on security

**Operational excellence**

- Strengthening of groupwide supply chain
- Further improvement of lean organization in China and USA
- Implementation of process oriented management throughout the group:
  - Introduction of SAP in Beijing and Davenport
  - Introduction of a groupwide BI solution

**Organizational set up**

- Adjustments on Executive Committee level:
  - Thomas Polzer, COO
  - Detlef Steck, President IXS

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Outlook

Executive Committee strengthened to support implementation of 2020 goals

**Thomas Polzer appointed COO responsible for the global supply chain of COMET Group**

Thomas Polzer (50), before CEO of Carl Zeiss Jena (subsidiary Carl Zeiss AG), with many years of experience relating to the supply chain, production and technology development in an international environment

**Detlef Steck appointed President IXS to ensure front-end focus and growth of X-ray system business**

Detlef Steck (50), before Region Division Manager Discrete Automation and Motion ABB Central Europe, with 18 years experience in several leading positions at ABB in a technology environment
New set up

New organizational set up creating optimal conditions for implementation of Strategy 2020

- **CEO**
  - R. Fehlmann

- **CHRO**
  - C. Bärtschi

- **CFO**
  - M. Portmann

- **CDO**
  - T. Potzer
  - E. Dubuis

**Plasma Control Technologies**
- M. Kammerer

**X-Ray Systems**
- D. Steck

**X-Ray Modules**
- a.i. R. Fehlmann

**ebeam Technologies**
- C. Flükiger

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Separate segments since the splitting of the XET in January 2016

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Outlook

2016: Returning to sales growth

For 2016, COMET Group expects
- sales growth to CHF 300m to CHF 320m, and
- an EBITDA margin between 11% and 13% due to increased investments in strategic initiatives and operational excellence

Based on foreign exchange rates of
- CHF 0.95 per USD
- CHF 1.05 per EURO

- Planned building expansion in Flamatt to be financed via bond issue
Q&A

Analyst Coverage

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Steinfels, Josefstrasse 222, 8005 Zürich
Financial calendar for the COMET Group

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>21 April, 2016</td>
<td>General Assembly in Berne</td>
</tr>
<tr>
<td>18 August, 2016</td>
<td>Publication of the half-year report</td>
</tr>
<tr>
<td>23 November, 2016</td>
<td>Investor Day</td>
</tr>
</tbody>
</table>

For more details on business development and financial data please see our annual report at http://www.comet-group.com or contact

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