ebeam – update on Tetra Pak & accelerated market access for new applications
Agenda

Presentations (15"

A Update
Business Development & Tetra Pak

B Market access

C Scalable production concept

Focus: on the factory floor (45"

1 Market access via integrators
Ian Bland
VP BD & Sales

2 Inactivation technology
Vincent Ducret
Senior Project Manager

3 New production cell
Vinzent Burgherr
Director of Production
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**Business Update**

### Key experts on board and committed
- **7 experts** with more than 150 years of experience in our chosen 4 key market segments
- **Core team of 12 employees** focusing on 10y supply chain concept and Tetra Pak rollout
- **Team of 14 employees** focusing on new product concepts for new applications

### Business development according to plan
- CAGR 100% (2012 - 2014)
- Tetra Pak Share ~40%
- ~2% of COMET Group sales in 2014

### Business development according to plan

<table>
<thead>
<tr>
<th></th>
<th>New Applications</th>
<th>Tetra Pak</th>
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<tbody>
<tr>
<td>2012</td>
<td>[Bar chart]</td>
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<tr>
<td>2013</td>
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<td>2014</td>
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<td>2015</td>
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<td>2016</td>
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<td>2017</td>
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### Technical challenges

<table>
<thead>
<tr>
<th>Challenges</th>
<th>200 → 300kV</th>
<th>20kW → 1200mm</th>
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</thead>
<tbody>
<tr>
<td>Energy</td>
<td>for more penetration</td>
<td>for wider webs</td>
</tr>
<tr>
<td>Power</td>
<td>for higher throughput</td>
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<tr>
<td>Beam length</td>
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### Top 5 Business Challenges

- Market Access
- Access to C-Suite
- Brand & Technology recognition
- Time to Money
- Cost-Management
ebeam for Tetra Pak Aseptic Fillers
We continue to make strong progress

- Tetra Pak & COMET have jointly developed ebeam technology for aseptic packaging applications

- We have a strong IPR portfolio and have met all ebeam performance and lifetime criteria

- Tetra Pak customers have produced & sold 100M+ packages using ebeam-based aseptic technology in Europe & Japan

- The COMET & Tetra Pak partnership is moving from a development, to a supply-based relationship
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Market Access

*value chain ≠ contact chain; there is a missing layer*

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**classic world**

- End-User Application Owner
- System Integrator (OEM)
- COMET Technology Provider

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**ebeam world**

- System Integrator (OEM)
- End-User Application Owner
- COMET Technology Provider

Investor Day 2014 - Blue is the new Green
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Scalable production concept

Strong production demand expected, but uncertain course
Scalable production concept

At ebeam we use the German phrase “atmende fabrik” to describe our unique factory concept.

It translates as “breathing factory” and it means that we have developed a highly flexible, agile production process that allows us to scale production up and down as needed.
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