Comet Group – a status update

Dr. René Lenggenhager
CEO, Comet Group
Agenda

1. The Group’s Three Core Technologies
2. Comet Group Strategy and Outlook
We are a Swiss company with high competency in three leading technologies enabling faster, more efficient processes and safer products in many industries.
The Comet Group at a glance

RF power

Semiconductors
Microchips & Sensors
Displays

48% of 2017 Group sales
Technology overview

RF power business model

Example: Memory chips for tablets and smart phones

RF plasma chamber ➔ Wafer ➔ Chip

COMET
Power Supply Unit

RF generator ➔ RF Match box ➔ Vacuum capacitor

RF generator
RF Match box
Vacuum capacitor
The Data Economy as driver of the business - By 2020 our customers expect 67 zettabytes of generated data

Trend

Source: AMAT
RF generator as driver of future growth - customers are waiting

“We are highly interested in the new RF power generator to replace the old ones in our fabs.” Asian Customer

“Generator market

700m

TEL

LAM

AMAT

Concept eval.
Development
Verification & validation
Introduction
Partnerships are key: Collaboration and expansion in China progressing.

Value Contribution Award from Beijing Naura.
The Comet Group at a glance

X-ray

Electronics
Automotive / Foundries
Aerospace
Security

45% of 2017 Group sales
Technology overview

X-ray business model

Example: Inspection of turbine blades

Turbine blade

Turbine

Comet Group

X-ray Image

Inspection software

Yxlon X-ray system

Comet X-ray source
The Comet Group at a glance

**X-Ray systems**

- Non-destructive testing, computed tomography
- Security inspections
- Treatment of surfaces
- Stabilization of surfaces
- R.F. power
- Plasma control

Electronics
Automotive / Foundries
Aerospace

45% of 2017 Group sales
Digitalization as a huge opportunity to create value for the customers with x-ray systems

Low cost
High speed
100% quality
Status update

IXS is creating value: At-line
Status update

In future IXS also wants to create value with Industry 4.0: In-line
At-line system launch:

FF CT 85 system – next member of the new generation of CT systems offering customers maximum flexibility and usability
Successful launch of FF CT 85 system at Control trade show

Continued investment in product portfolio renewal

“... unique combination of component size and resolution quality... We have not found another company that can accommodate such a broad component size spectrum while maintaining such a high resolution...”

Development Engineering and Lab Management at the Siemens gas turbine plant in Berlin
The Comet Group at a glance

X-Ray components

Electronics
Automotive / Foundries
Aerospace
Security

45% of 2017 Group sales
Market introduction of iVario

IoT capable, for many different applications
Market intro of IoT capable iVario - customer roadshow ongoing
The Comet Group at a glance

ebeam

Food Printing

7% of 2017 Group sales
Technology overview

ebeam business model

Example: Curing of food packaging

Inkjet Printing Machine ➔ ebeam engine by Comet ➔ food packaging
Addressing the increasing needs of the industry for cost efficient, sustainable solutions

- High constant performance
- Without chemicals or photoinitiators
- Energy efficient, without heat
Ongoing investment in developing new applications with our partners
Printing: ebeam based digital printing machine in partnership with UTECO

ebeam-based digital printing machine GAIA:
- developed within 10 months
- launched September 2017 at LabelExpo
- launch with higher resolution & more speed at Print4All 2018

Market size packaging: US$ 400b
Annual growth in digital printing: 11%
Packaging for food and beverages: 69%
Main material: Plastic film with 37%
The typical printing process

1. Priming
2. Drying/Curing with heat/UV
3. Analog or digital print
4. Drying/Curing with heat/UV
5. Finishing: Laminating
ebeam helps to save process steps
Digital Printing system now introduced with higher resolution, more colours and higher speed.

- **25m/min**
  - LabelExpo 2017

- **100m/min**
  - Print4All 2018
Inactivation of dry granular food in partnership with Bühler

- Demonstrator built 2016
- Successful field tests at Kündig, Germany 2017
- Networking event around Ipack-Ima 2018
- Goal commercialization
Updated strategy to integrate ebeam in new product generation will lead to a delay in sales revenue

- From family packs to single use packs with different caps, closures, shapes and capacity
- ebeam cornerstone of Tetra Pak’s new product generation
New application for ebeam: Hatching eggs in partnership with Bell Food Group AG

- Demonstrator to inactivate microorganisms on eggs
- Machine set up H1 2018
- Field tests

**Expected 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
# Agenda

1. The Group’s Three Core Technologies – an Update
2. Comet Group Strategy and Outlook
Our four levers for growth beyond 2020

**Digitalization**
- Smart factory
- Smart products & services
- Smart processes

**Go-to-Market**
- Customer centricity
- Market access
- Cross-selling (Lab One)

**Diversification**
- Regions
- Applications
- Products & Services

**Speed & Agility**
- Leadership
- Culture
- Processes
- Competencies
### Outlook

<table>
<thead>
<tr>
<th>2018</th>
<th>2019</th>
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<tbody>
<tr>
<td><strong>Sales</strong></td>
<td><strong>Sales</strong></td>
</tr>
<tr>
<td>in CHFm</td>
<td>in CHFm</td>
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<tr>
<td>460-490</td>
<td>500</td>
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<tr>
<td><strong>ROCE</strong></td>
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<tr>
<td>in %</td>
<td></td>
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<td>17-20</td>
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<tr>
<td><strong>EBITDA margin:</strong></td>
<td></td>
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<td></td>
<td></td>
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<tr>
<td>Fx assumptions:</td>
<td>EBITDA margin:</td>
</tr>
<tr>
<td>1.15 €/CHF, 0.93 $/CHF</td>
<td>14-16%</td>
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<tr>
<td></td>
<td>EBITDA margin:</td>
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<tr>
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<td>16-18%</td>
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Space for growth: Building expansion on track and expected to be handed over in summer
Q&A
Thank you for your interest!
Our set up

**CEO**
R. Lenggenhager

**CIO**
E. Dubuis

**CFO**
M. Portmann

**CHRO**
P. Hafner

**Communications**
I. Najorka

**COO**
T. Polzer

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**Plasma Control Technologies**
M. Kammerer

**X-Ray Systems**
D. Steck

**X-Ray Modules**
S. Haferl

**ebeam Technologies**
a.i. R. Lenggenhager
Information for investors

Stock information – Comet Holding AG

<table>
<thead>
<tr>
<th>Stock market</th>
<th>SIX Swiss Exchange</th>
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<tbody>
<tr>
<td>ISIN</td>
<td>CH00036082699</td>
</tr>
<tr>
<td>Security number</td>
<td>382575</td>
</tr>
<tr>
<td>Ticker symbol</td>
<td>COTN</td>
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<tr>
<td>Industry</td>
<td>Manufacturing systems, engineering</td>
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<tr>
<td>Currency</td>
<td>CHF</td>
</tr>
<tr>
<td>Category</td>
<td>Registered shares</td>
</tr>
<tr>
<td>Shareholder's equity in CHF (31.12.2017)</td>
<td>206.4 mCHF</td>
</tr>
<tr>
<td>Number of shares (31.12.2017)</td>
<td>7’753’658</td>
</tr>
<tr>
<td>Market capitalization (31.12.2017)</td>
<td>1’189.4 mCHF</td>
</tr>
<tr>
<td>Stock exchange</td>
<td>Zurich</td>
</tr>
<tr>
<td>Accounting standards</td>
<td>IFRS</td>
</tr>
<tr>
<td>End of fiscal year</td>
<td>December, 31</td>
</tr>
<tr>
<td>Head Quarter</td>
<td>Flamatt</td>
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<tr>
<td>Country</td>
<td>Switzerland</td>
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Development of share price over the last 3 years
## Significant shareholders

<table>
<thead>
<tr>
<th>Direct Shareholder</th>
<th>Beneficial owner</th>
<th>Share of voting rights &gt; 3%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tringle Investment Pte Ltd</td>
<td>Haldor Foundation</td>
<td>10.13%</td>
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<tr>
<td>Camox Master Fund</td>
<td>Cologny Advisors LLP</td>
<td>3.26%</td>
</tr>
</tbody>
</table>
## Development of Stock

### Capital stock
- **2017**: CHF 7,753,658
- **2016**: CHF 7,745,430
- **2015**: CHF 7,738,010
- **2014**: CHF 7,720,860
- **2013**: CHF 7,700,880

### Number of shares (Dec. 31)
- **2017**: 7,753,658
- **2016**: 7,745,430
- **2015**: 7,738,010
- **2014**: 7,720,860
- **2013**: 7,700,880

### Weighted average number of shares outstanding
- **2017**: 7,750,232
- **2016**: 7,742,190
- **2015**: 7,730,780
- **2014**: 7,712,369
- **2013**: 7,564,580

### Stock price (adjusted)
- **High for the year (Oct. 16, 2017)**: CHF 165.40
- **Low for the year (Jan. 23, 2017)**: CHF 95.40
- **Year-end (Dec. 31)**: CHF 153.40

### Earnings per share
- **2017**: CHF 4.58
- **2016**: 100.7
- **2015**: 85.65
- **2014**: 67.0
- **2013**: 47.68

### Distribution per share¹
- **2017**: CHF 1.50
- **2016**: 56.2
- **2015**: 54.8
- **2014**: 42.85
- **2013**: 21.00

### P/E ratio (at year-end price)
- **2017**: 34
- **2016**: 100.5
- **2015**: 72.75
- **2014**: 64.60
- **2013**: 46.95

### Distribution yield (at year-end price)
- **2017**: 1.0%
- **2016**: 1.2%
- **2015**: 1.5%
- **2014**: 1.7%
- **2013**: 1.7%

### Equity per share²
- **2017**: CHF 26.6
- **2016**: 22.8
- **2015**: 21.0
- **2014**: 20.7
- **2013**: 18.2

### Market capitalization (Dec. 31)
- **2017**: CHF m 1,189.4
- **2016**: 778.4
- **2015**: 562.9
- **2014**: 498.8
- **2013**: 361.6

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Numbers of shares and per-share data from before the ten-for-one stock split in April 2017 are restated for comparability with the data from after the stock split.

¹ 2017: Proposal by the Board of Directors for the year under review.

² Shareholders’ equity divided by the weighted average number of shares outstanding.
Information for investors

## Analyst Coverage

<table>
<thead>
<tr>
<th>Company</th>
<th>Analyst</th>
<th>Contact Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Helvea AG</td>
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<td></td>
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<td></td>
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<td>Bank Vontobel AG</td>
<td>Michael Foeth</td>
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<td>Michael Inauen</td>
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</tr>
</tbody>
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# Financial calendar for the Comet Group

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
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<tbody>
<tr>
<td>August 16, 2018</td>
<td>Publication of half-year report</td>
</tr>
<tr>
<td>November 13, 2018</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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