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

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# Agenda

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## 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



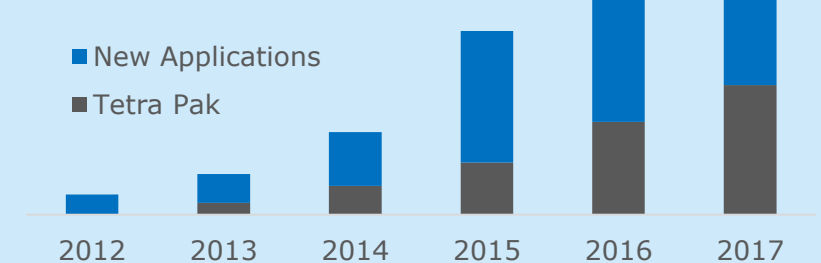
Team of 14 employees focusing on new product concepts for new applications

## Business development according to plan

CAGR 100% (2012 -2014)

Tetra Pak Share ~40%

~2% of COMET Group sales in 2014



## Technical challenges



### Challenges

Energy	200	→	300kV	for more penetration
Power	4	→	20kW	for higher throughput
Beam length	400	→	1200mm	for wider webs

## 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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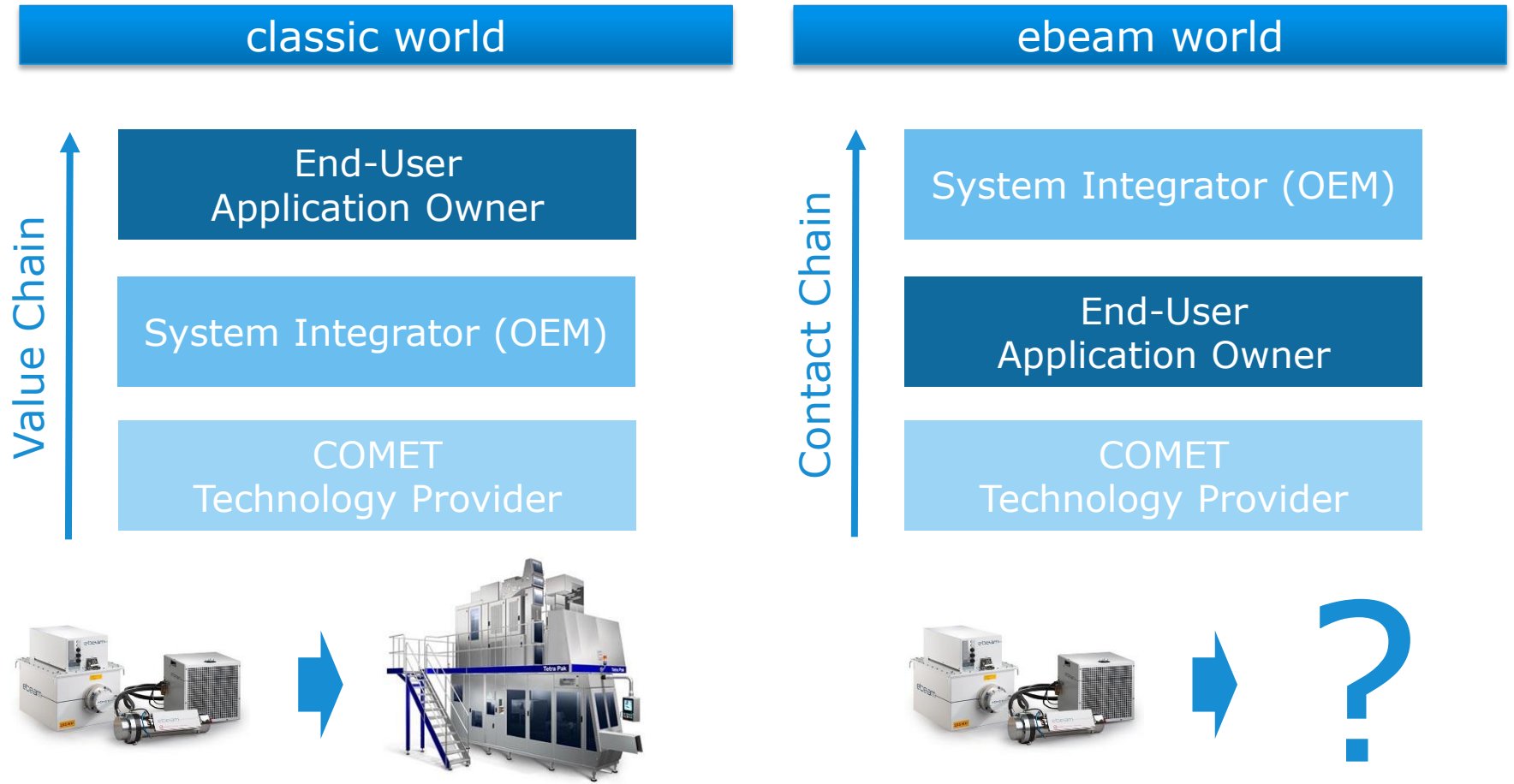
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# Market Access

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



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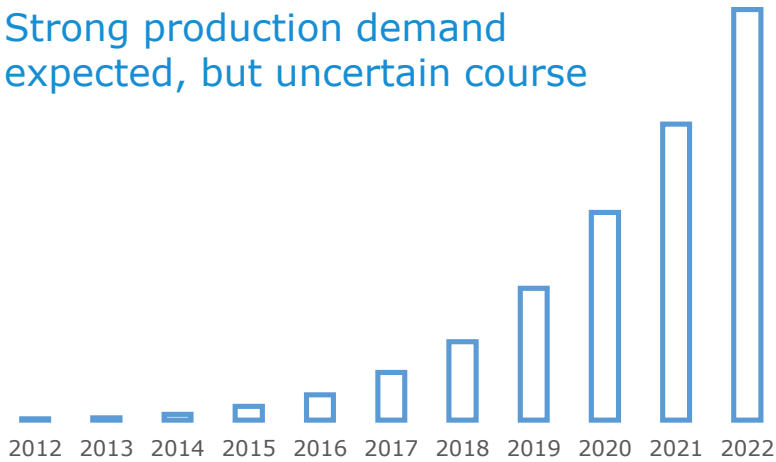
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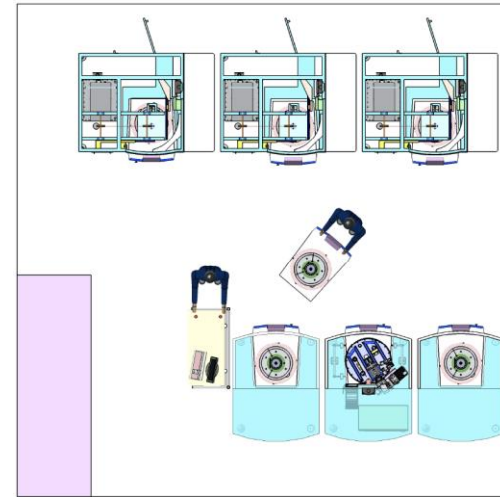


# Scalable production concept

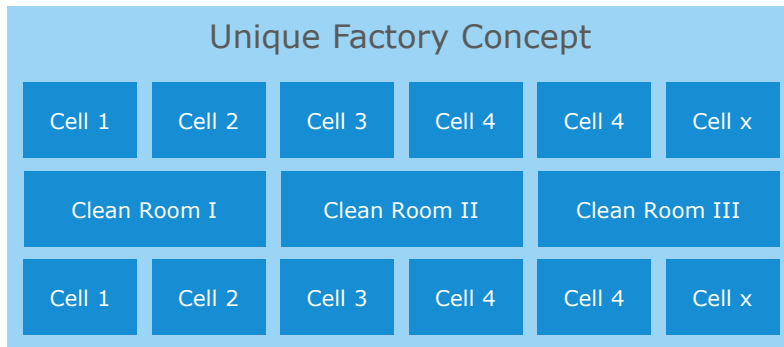
Strong production demand expected, but uncertain course



## Production Cell



## Unique Factory Concept

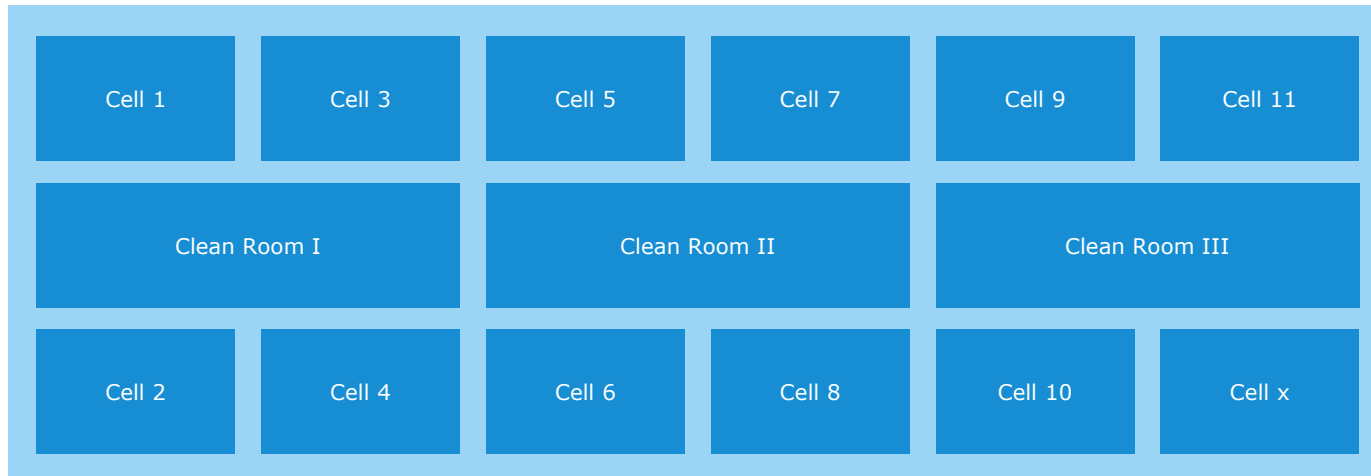


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# Scalable production concept

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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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