



FY2021 Financial Results

March 4, 2022

Kevin Crofton, CEO
Lisa Pataki, CFO

Comet AG
Herrengasse 10
CH-3175 Flamatt

T +41 31 744 90 00
www.comet.tech

Cautionary statement regarding Forward Looking Statements

This document contains forward-looking statements about the Comet Group that may be subject to uncertainty and risk. Readers should therefore be aware that such statements may deviate from actual future outcomes or events. Forward-looking statements in this document are projections of possible future developments. All forward-looking statements are made on the basis of data available to Comet at the time of preparation of this document. The Comet Group assumes no obligation whatsoever to update or revise forward-looking statements in this document, whether as a result of new information, future events or otherwise.

Agenda

01 Business & Industry Review

02 Financial Results

03 Outlook 2022

Maintained focus in 2021: record results

Record financial results

Improvement in all key financial metrics

Continued progress toward mid-term targets

- launched new products and services into target markets
- strengthened our proximity to customers in Asia
- raised our production efficiency
- developed our corporate culture sharpening our values
- published first sustainability report (GRI)

Overcame challenges

- focused on health of workforce during the pandemic
- managed supply chain proactively and aggressively
- ensured the ability to supply our customers

513.7

Net sales in CHF million
(+29.8% vs. 2020)

20.0%

EBITDA margin
(FY2020: 14.8%)

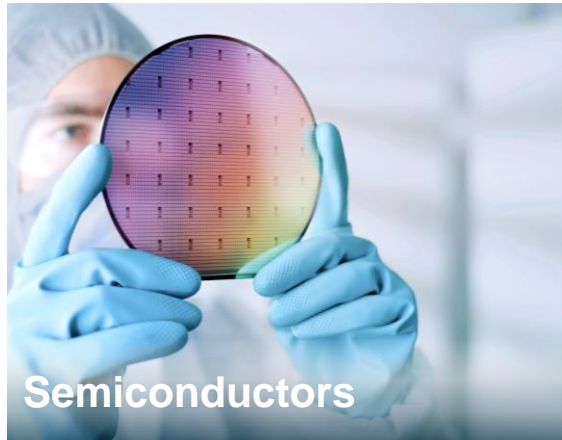
57.8

Free cash flow in CHF million
(FY2020: CHF 41.6 million)

26.8%

Return on capital employed
(FY2020: 13.6%)

Improving end market conditions, despite chip shortage



Supercycle in full swing

Wafer fabrication equipment spend rose 34% in FY21⁽¹⁾



Production improving

Passenger car fleet electrification accelerated



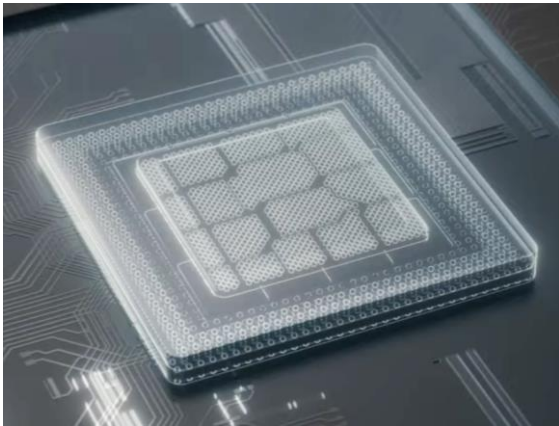
Global passenger air traffic continues to recover



In-line recovery with increased mobility and higher trade activity

⁽¹⁾ source: TechInsights/VLSI

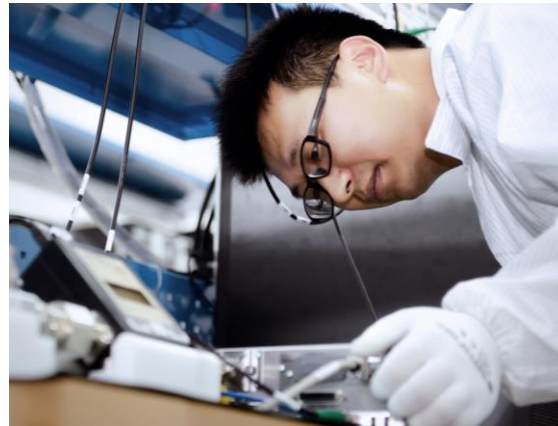
Comet Group in FY21: important steps towards our long-term goals



Raised our production efficiency

Improved gross margin

Raised productivity



Strengthened our proximity to customers in Asia

Regional shift: Asia at 41% of Group revenues (FY20: 33%)

Rapid growth in Taiwan, China



Product and service portfolio expanded in all three divisions

Launched new products into our target markets

IXM and IXS focused on growth in semi/electronics



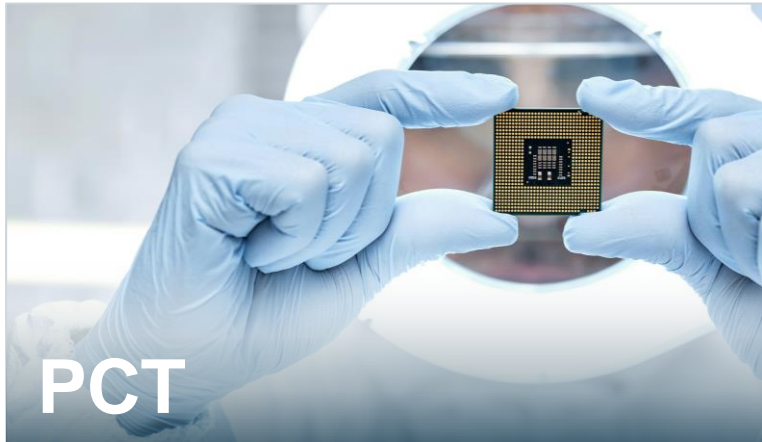
Further developed corporate culture sharpening our values

Invested in our team

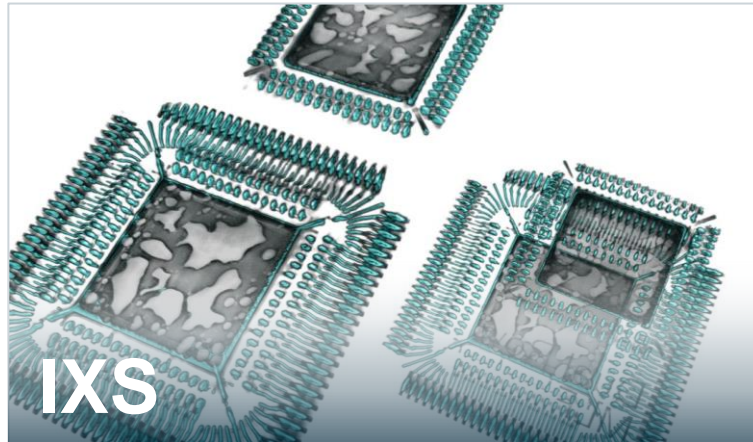
Sharpened our values

Published first sustainability report

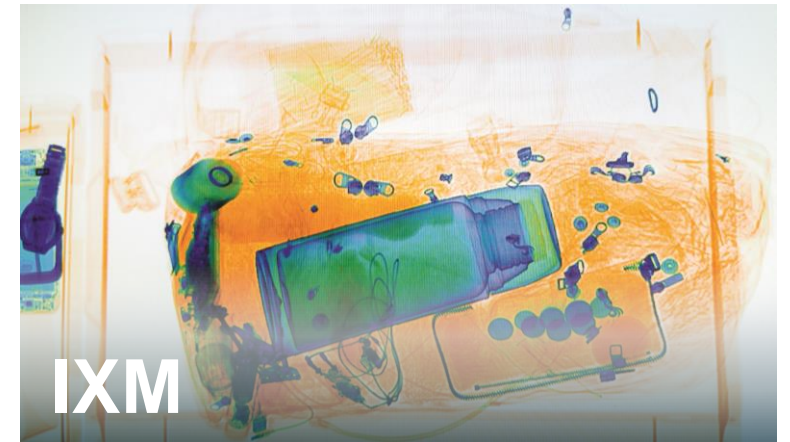
Divisions performed above expectations in 2021



- First purchase order of Synertia™ RF generator
- Expanded our market share in vaccaps and matches: 16 design wins
- Product transfer to Penang on track



- Realignment gained momentum
- First purchase order for x-ray system for advanced packaging



- Successful launch of new products in parallel with market recovery
- Inroads into new end markets progressed: semi, electronics and battery

Summary 2021

- Our strategy is bearing fruit
- PCT: staying ahead of the rapid growth in semi
- X-ray: capitalizing on rebounding market conditions
- Successful collaboration with our partners to overcome challenges



Agenda

01 Business & Industry Review

02 Financial Results

03 Outlook 2022

Financial highlights



Historical revenue growth, solid margin expansion

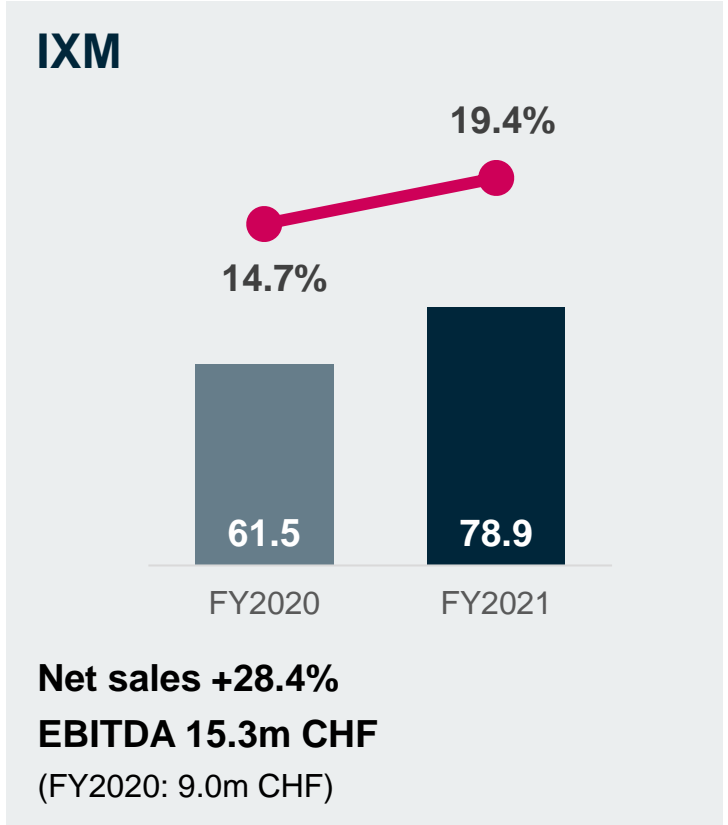
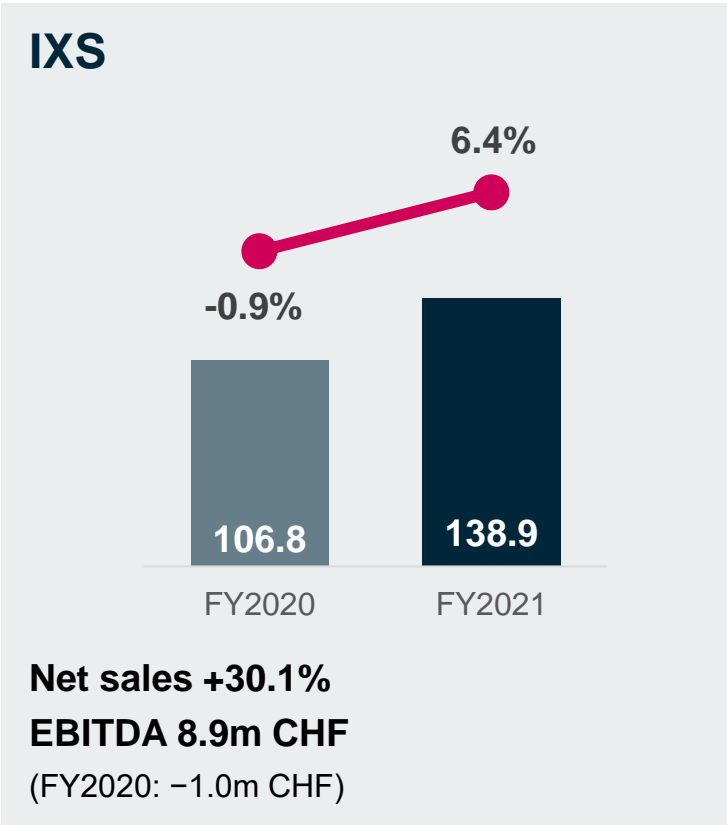
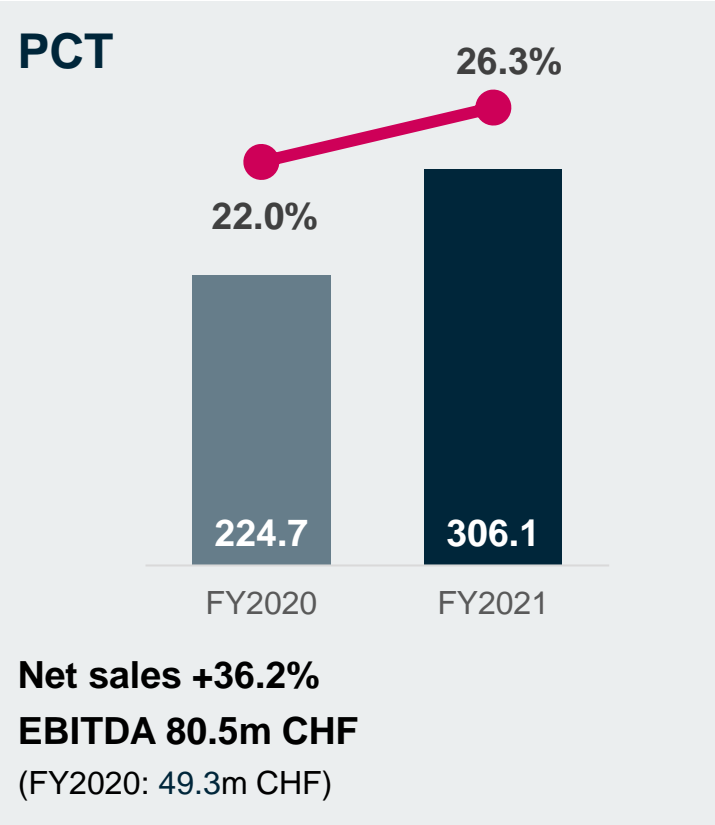
in CHF millions	2021	2020	Y-O-Y ⁽³⁾
Net sales	513.7	395.8	+29.8%
Gross margin	43.4%	39.8%	+360 bps
EBITDA	102.7	58.6	+75.3%
EBITDA margin	20.0%	14.8%	+520 bps
Net income	67.4	27.7	+143.8%
Free cash flow ⁽¹⁾	57.8	41.6	+38.7%
Return on capital employed (ROCE) ⁽²⁾	26.8%	13.6%	+1 320 bps

⁽¹⁾ Free cash flow = operating cash flow – net investing activities

⁽²⁾ NOPAT/capital employed ⁽³⁾ rounding differences may occur

All divisions capitalized on profitable growth

■ Net sales [in CHF million] ● EBITDA margin



Maintained net working capital discipline

in CHF million, otherwise indicated	2021	2020	Y-O-Y ⁽³⁾
Cash and cash equivalents	115.5	74.7	+54.7%
CapEx ⁽¹⁾	11.5	13.6	-15.5%
CapEx as % of sales	2.2%	3.4%	-120 bps
Net working capital	99.5	69.4	+43.2%
Net working capital as % of sales ⁽²⁾	17.8%	21.8%	-400 bps
Net debt	-36.1	7.1	-
Net debt / EBITDA	-0.4	0.1	-0.5

⁽¹⁾ tangible and intangible items, excl. other items included in net cash flow from investing activities

⁽²⁾ measured on a 12 months average basis

⁽³⁾ rounding differences may occur

Stronger return to shareholders

	2021	2020	Y-O-Y ⁽²⁾
Equity (in million CHF)	275.0	215.0	+27.9%
Equity ratio ⁽¹⁾	56.1%	50.1%	+600 bps
Earnings per share (in CHF)	8.68	3.56	+143.8%
Dividend per share (in CHF)	3.50	1.30	+169.2%
Pay-out ratio	40%	37%	+300 bps

⁽¹⁾ equity/total assets

⁽²⁾ rounding differences may occur

Agenda

01 Business & Industry Review

02 Financial Results

03 Outlook 2022

Strong market conditions supply chain bottlenecks remain



Semi market remains strong throughout 2022, likely '23

Industry expects record WFE capex growth of 15% to 20% ⁽¹⁾, surpassing USD 100 bn in FY22



Continued steady recovery in production through 2022, passenger car production expected to grow by 9% ⁽²⁾

Electrification is making progress



Continuation of recovery in civil aviation; private aviation and defense remain robust

Asia lags, but is long-term structural growth driver



Projected strength in security: long-term growth in global goods trade

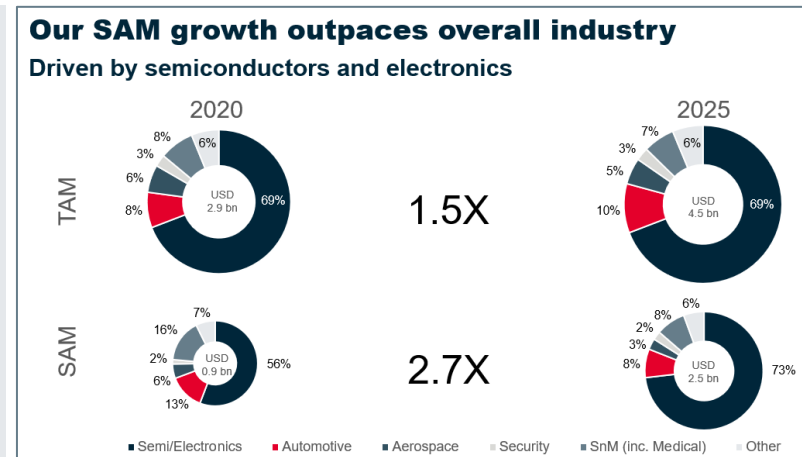
Structural growth in travel in Asia

⁽¹⁾ peer comments Q4 reports

⁽²⁾ estimate IHS Markit, January 2022

Play to strengths, seize opportunities in 2022

<p>PCT</p>	<ul style="list-style-type: none"> • keep pace with fast-growing customer demand • release new Synertia™ RF Generator variants to beta-testing in 2022 • expand market share in RF matchbox, maintain vaccaps share • continue to ramp-up Penang plant with volume production
<p>IXS</p>	<ul style="list-style-type: none"> • continue the transformation • grow sales with high quality businesses, improve EBITDA • invest in systems for semi, electronics and advanced packaging applications • grow share in semi and electronics, protect share in aerospace and automotive
<p>IXM</p>	<ul style="list-style-type: none"> • grow share in traditional markets • continue to harvest on product launches and operational efficiency • invest into cutting-edge products for semi, electronics, batteries • strengthen presence in the Asian markets



2022: another year of growth

Robust industry drivers ... geopolitics drive uncertainties

Growth, efficiency and culture

- continue to vigorously implement focus strategy
- advance sustainability goals
- strengthen digital landscape, lean production, cybersecurity
- enhance employer attractiveness

Address challenges

- recruit skilled workforce to satisfy rising demand
- manage supply chain challenges expected to persist through 2022
- mitigate rising energy and logistic costs

Guidance FY22

Revenue (in million CHF)

570 to 610

EBITDA margin (in %)

21.0 to 23.0

Q & A

Appendix

Consolidated statement of income

in thousands of CHF	FY 2021	FY 2020	Y-O-Y
Net sales	513,721	395,816	+29.8%
Gross profit	222,800	157,567	+41.4%
• Other operating income	3,682	5,428	-32.2%
• Development expenses	(55,344)	(53,220)	+4.0%
• Marketing and Selling expenses	(47,637)	(43,369)	+9.8%
• G&A expenses	(39,416)	(31,063)	+26.9%
• Gain on disposal of businesses	-	3,986	-
Operating income	84,085	39,329	+113.8%
• Financial result	(1,877)	(5,841)	-67.9%
Income before tax	82,208	33,487	+145.5%
• Income tax	(14,771)	(5,827)	+153.5%
Net income	67,437	27,661	+143.8%
• Earnings per share (CHF)	8.68	3.56	+143.8%
Operating income	84,085	39,329	+113.8%
• Depreciation & Amortization	18,663	19,287	-3.2%
EBITDA	102,749	58,616	+75.3%

Consolidated statement of cash flows

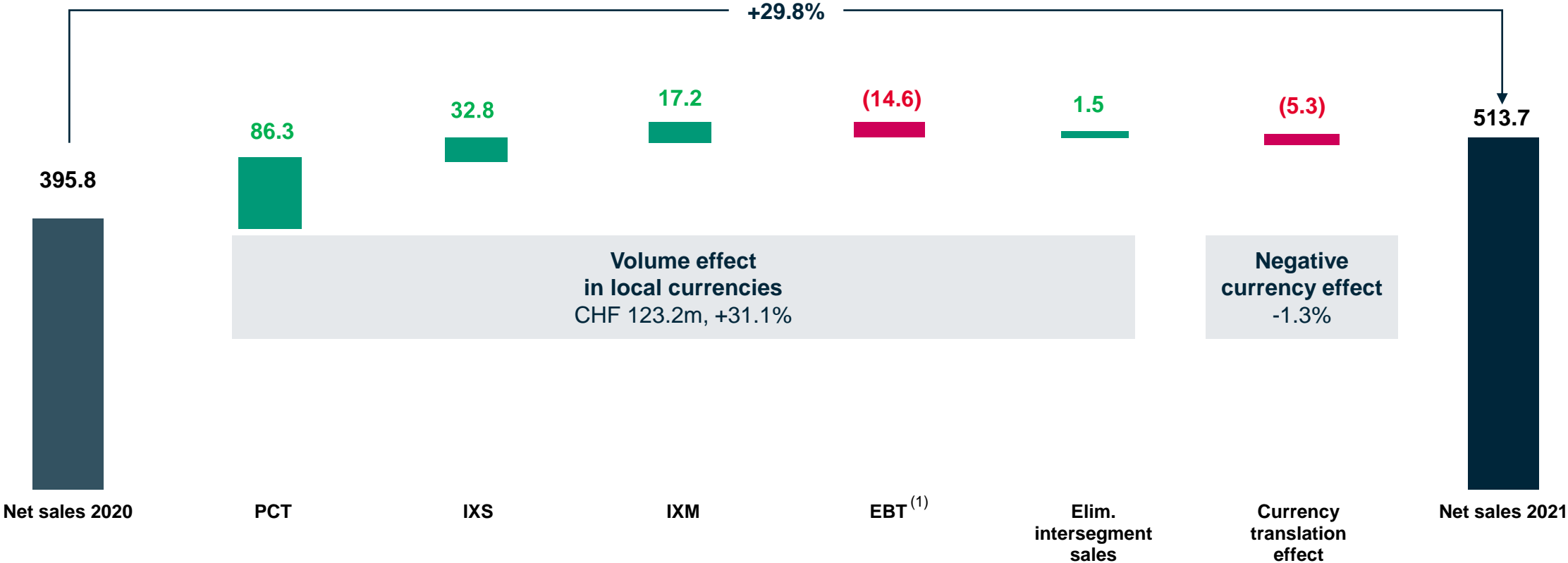
in thousands of CHF	2021	2020	Y-O-Y
Net cash provided by operating activities	70,489	57,045	+23.6%
In % of net sales	13.7%	14.4 %	-70 bps
Net cash (used in) investing activities	(12,722)	(15,396)	-17.4%
Free cash flow	57,767	41,649	+38.7%
In % of net sales	11.2%	10.5%	+70 bps
Net cash (used in) financing activities	(17,219)	(26,326)	-34.6%
Net increase in cash and cash equivalents	40,548	15,323	+164.6%
FX translation differences on cash and cash equivalents	304	(897)	-
Cash and cash equivalents at Jan 1	74,681	60,255	+23.9%
Cash and cash equivalents at Dec 31	115,533	74,681	+54.7%

Consolidated balance sheet

in thousands of CHF	2021	in %	2020	in %
Current assets	304,373	62.1	238,308	55.5
Non-current assets	186,042	37.9	190,963	44.5
Total assets	490,415	100.0	429,271	100.0
Current liabilities	126,033	25.7	180,649	42.1
Non-current liabilities	89,402	18.2	33,666	7.8
Total liabilities	215,435	43.9	214,315	49.9
Total equity attributable to shareholders of Comet	274,981	56.1	214,956	50.1
Total liabilities and shareholders' equity	490,415	100.0	429,271	100.0

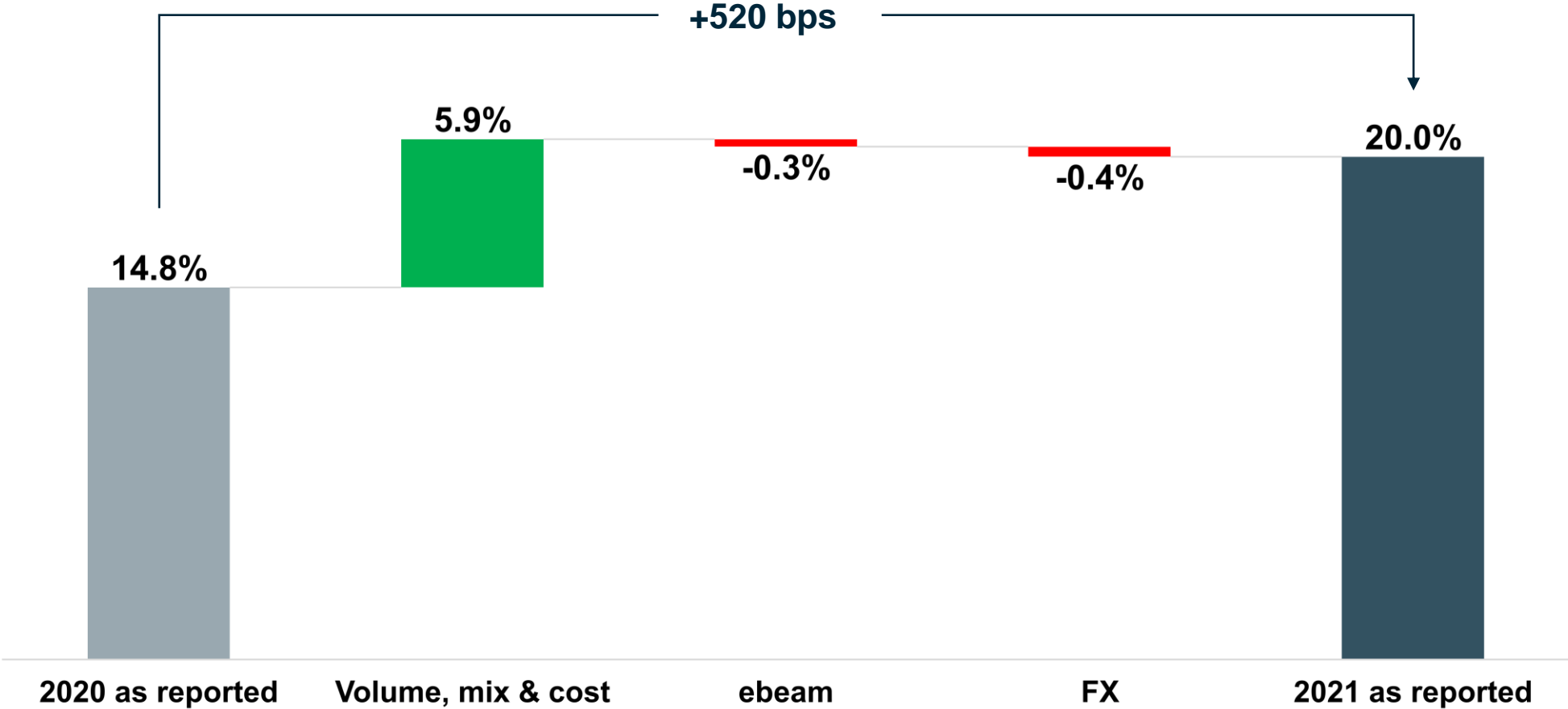
Y-O-Y Net Sales Walk

in million CHF



(1) Comet sold the ebeam lamp business effective November 30, 2020. No sales activities incurred in 2021.

Y-O-Y EBITDA Margin Walk



c•met
group