

November 23, 2016

COMET Group Investor Day 2016

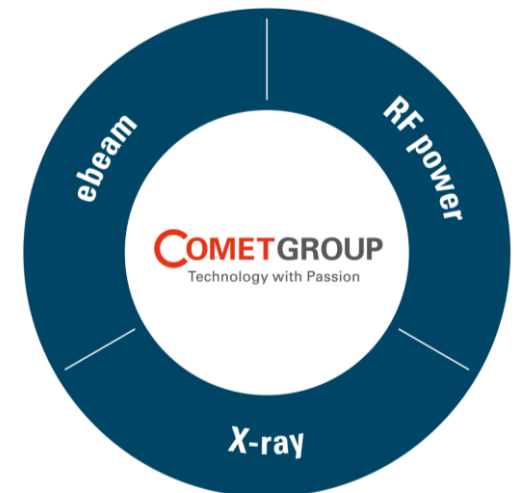


Ronald Fehlmann, CEO

Agenda

- 1 COMET Group at a Glance
- 2 Our Building Blocks for Growth
- 3 Our Growth Engine
- 4 Summary and Q&A

We are a Swiss company with three leading technologies and a global presence



Employees
worldwide

~1200

~ 200 in R&D

Net sales expected in
2016, in CHF million

300-320

Sales outside
Switzerland

99%

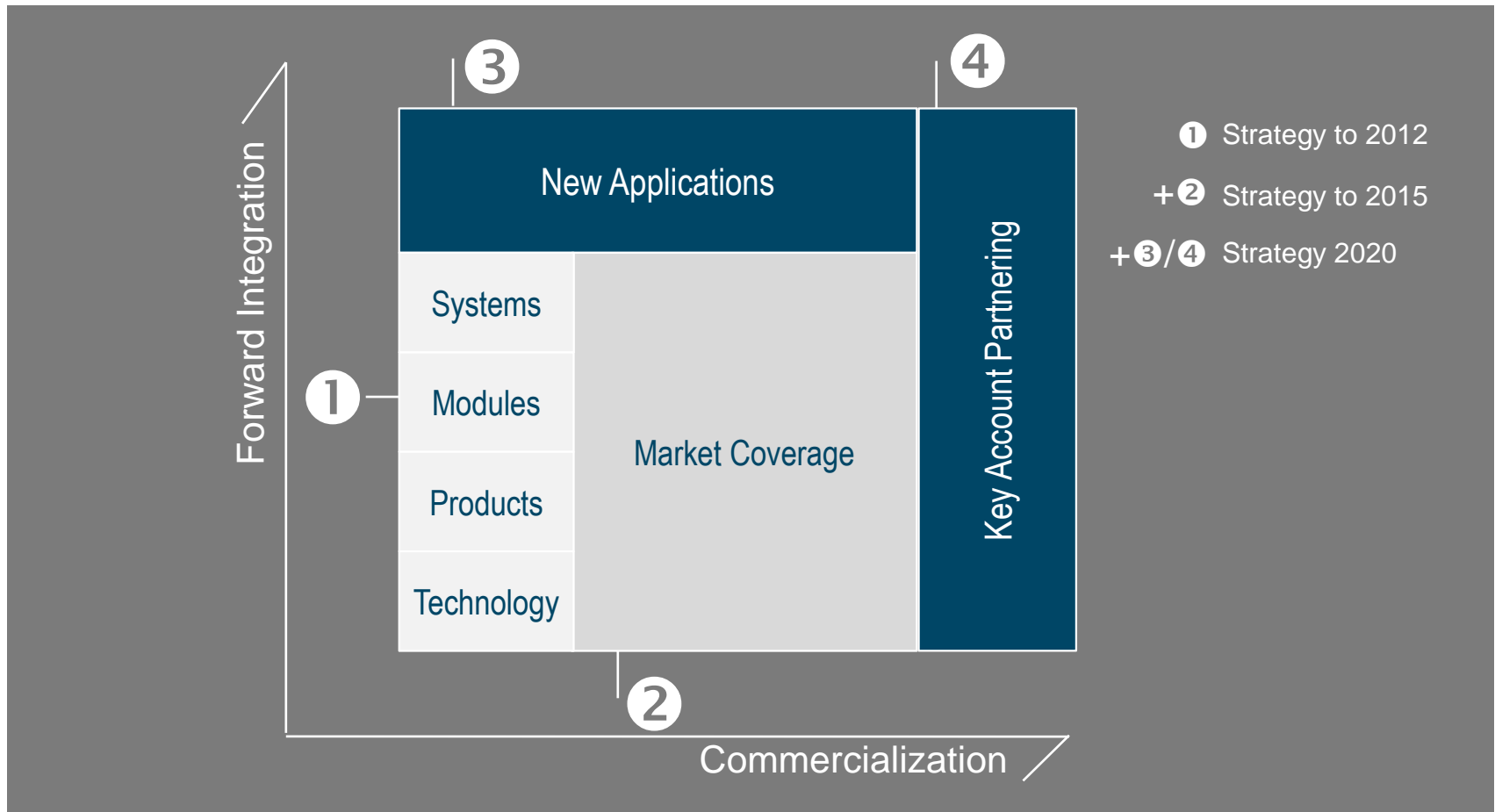
With its clear focus on strategy 2020, COMET is ideally positioned for strong profitable growth



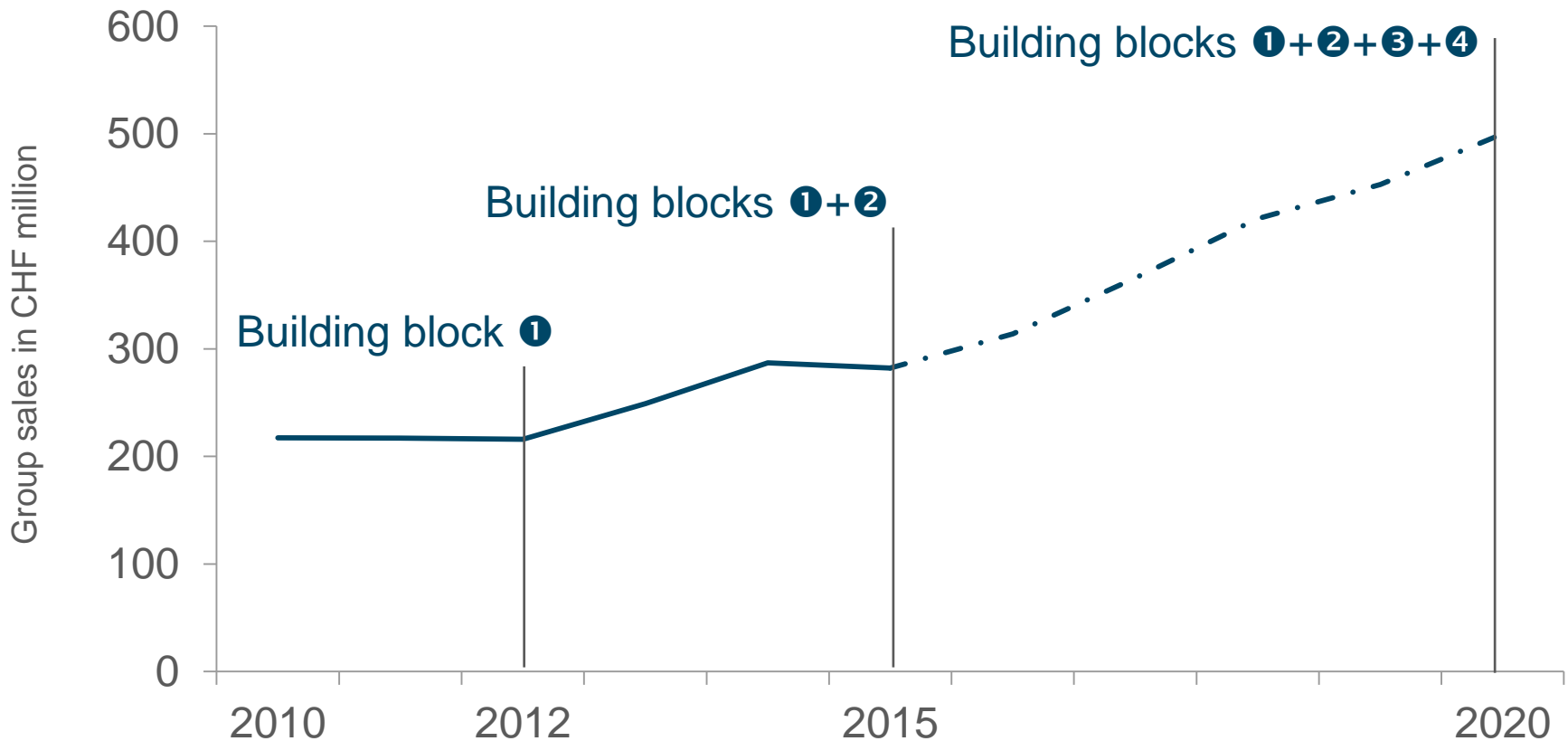
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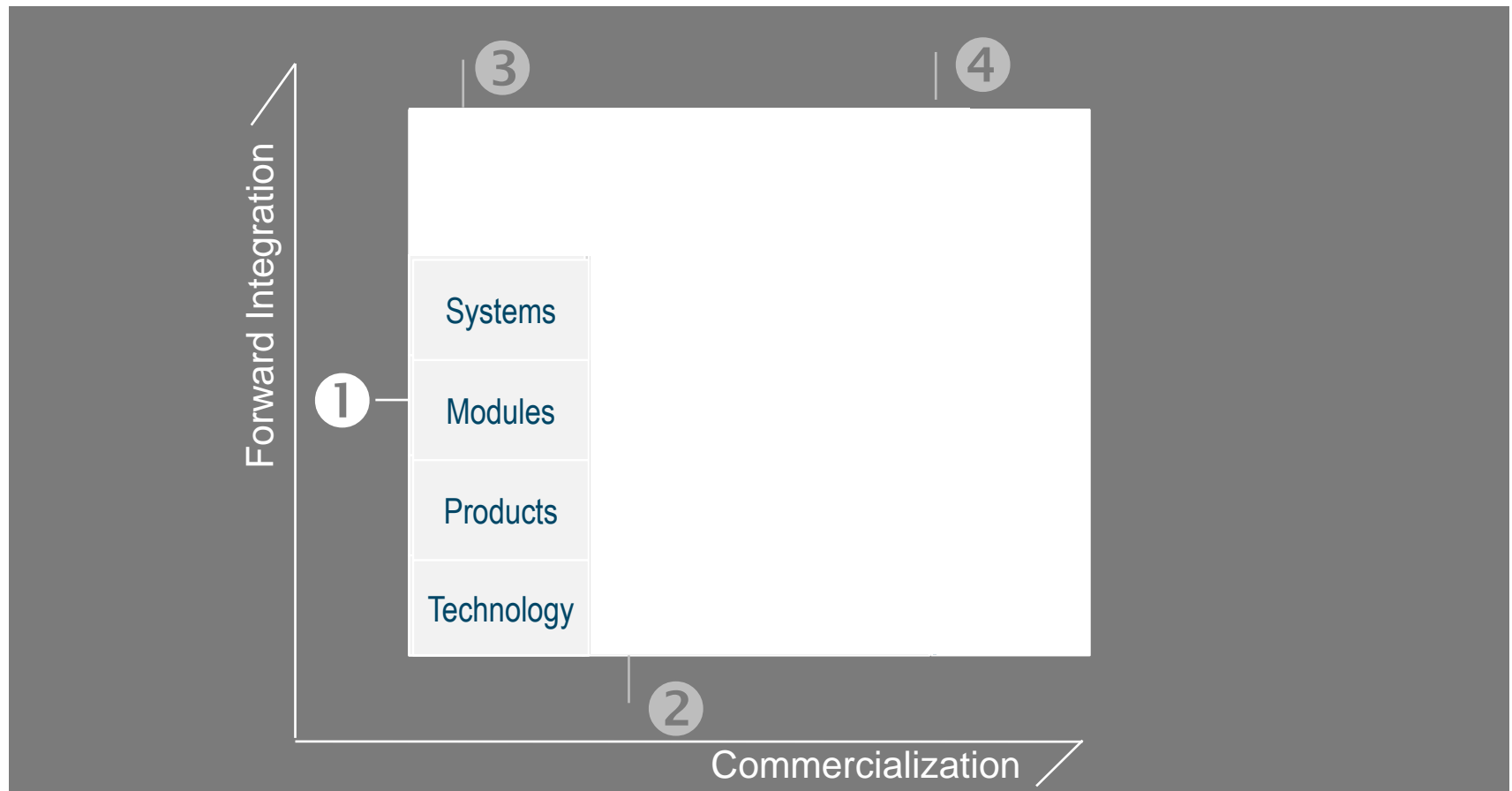
The COMET Group building blocks for growth



Progress in all building blocks ensures achievement of strategic goals by 2020

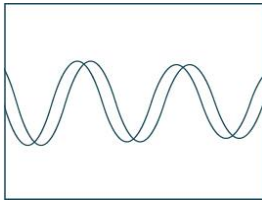


Building block 1: Forward integration – From technology to solutions



We are creating value-adding solutions based on three leading core technologies

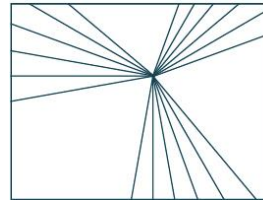
RF power



COMET

About 40%*

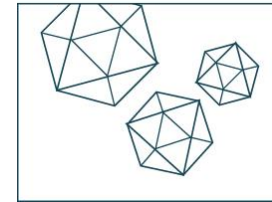
X-ray



COMET / YXLON

About 54%*

ebeam

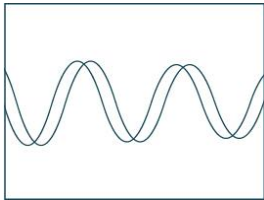


ebeam

About 6%*

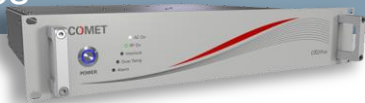
We continue to develop attractive solutions in each core technology

RF power

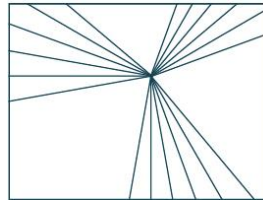


Example 1

New cito plus generator for demanding RF processes

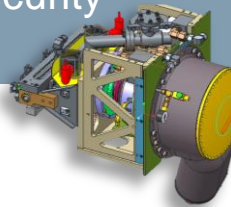


X-ray



Example 2

Prototypes for next generation security applications

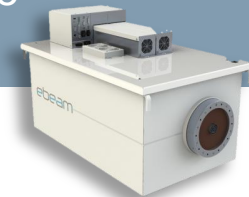


ebeam



Example 3

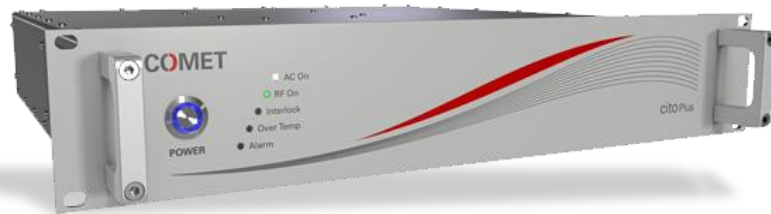
New generators for higher performance



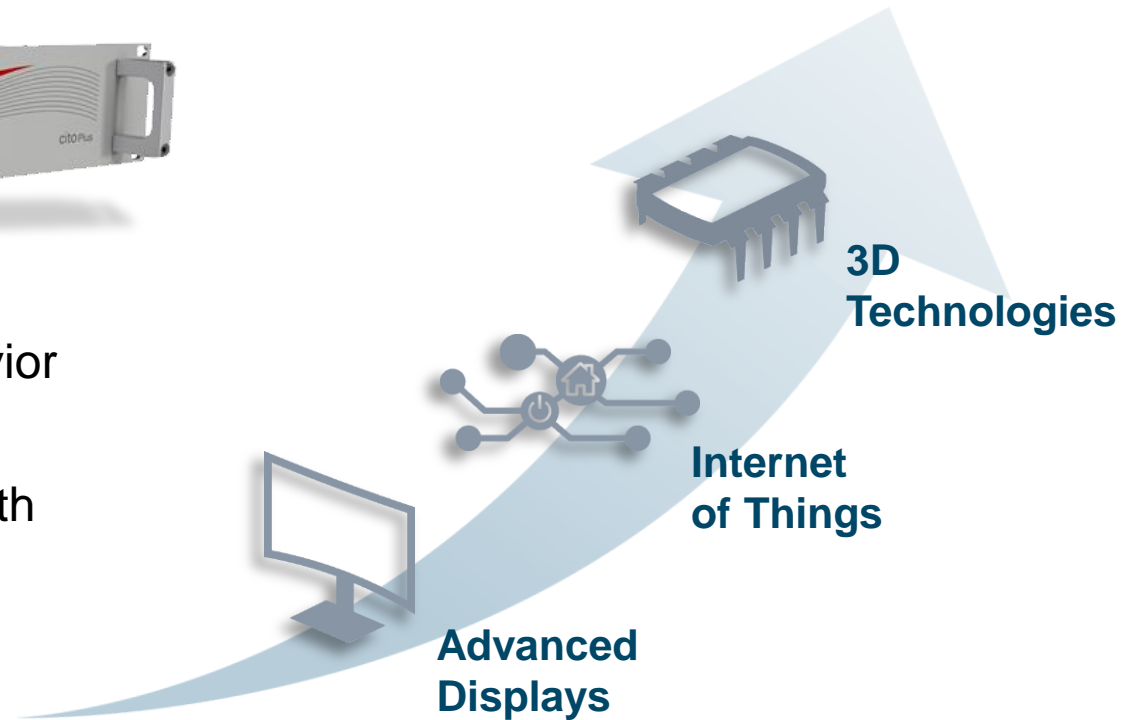
Example 1

We exploit opportunities in fast growing markets with our new RF generator technology

Cito Plus generator – a major milestone



- Predictable plasma behavior
- Repeatable wafer results
- Encouraging pilot tests with several customers



→ learn more about this from M. Kammerer

Example 2

With our existing & new high-end technology we support faster and accurate screening of carry-on

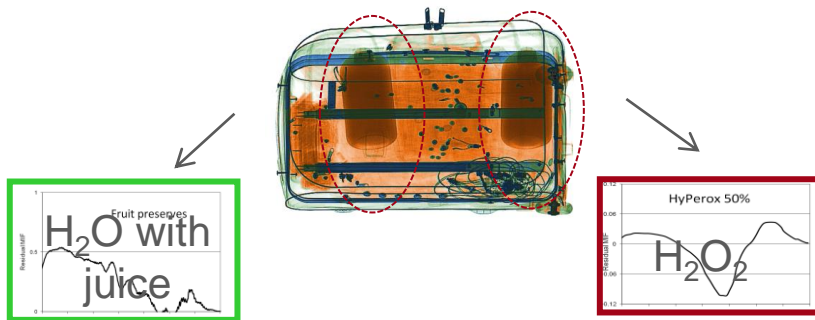


New product / smart technology:
automated, fast and accurate



Finger print of material can be recognized for exact identification

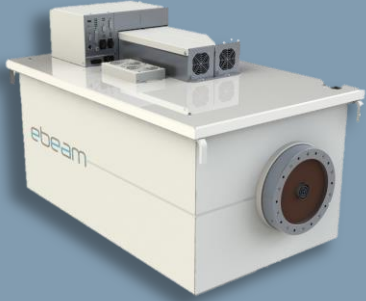
Remote data management with passenger risk profiles



→ learn more about this from S. Haferl

Example 3

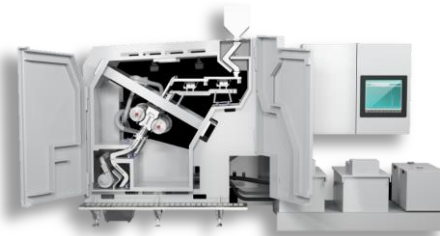
We created new generators to enable higher performance for various ebeam applications



- Design to cost
- Higher speed
- Higher performance
- IoT capable



Tetra Pak filling machine

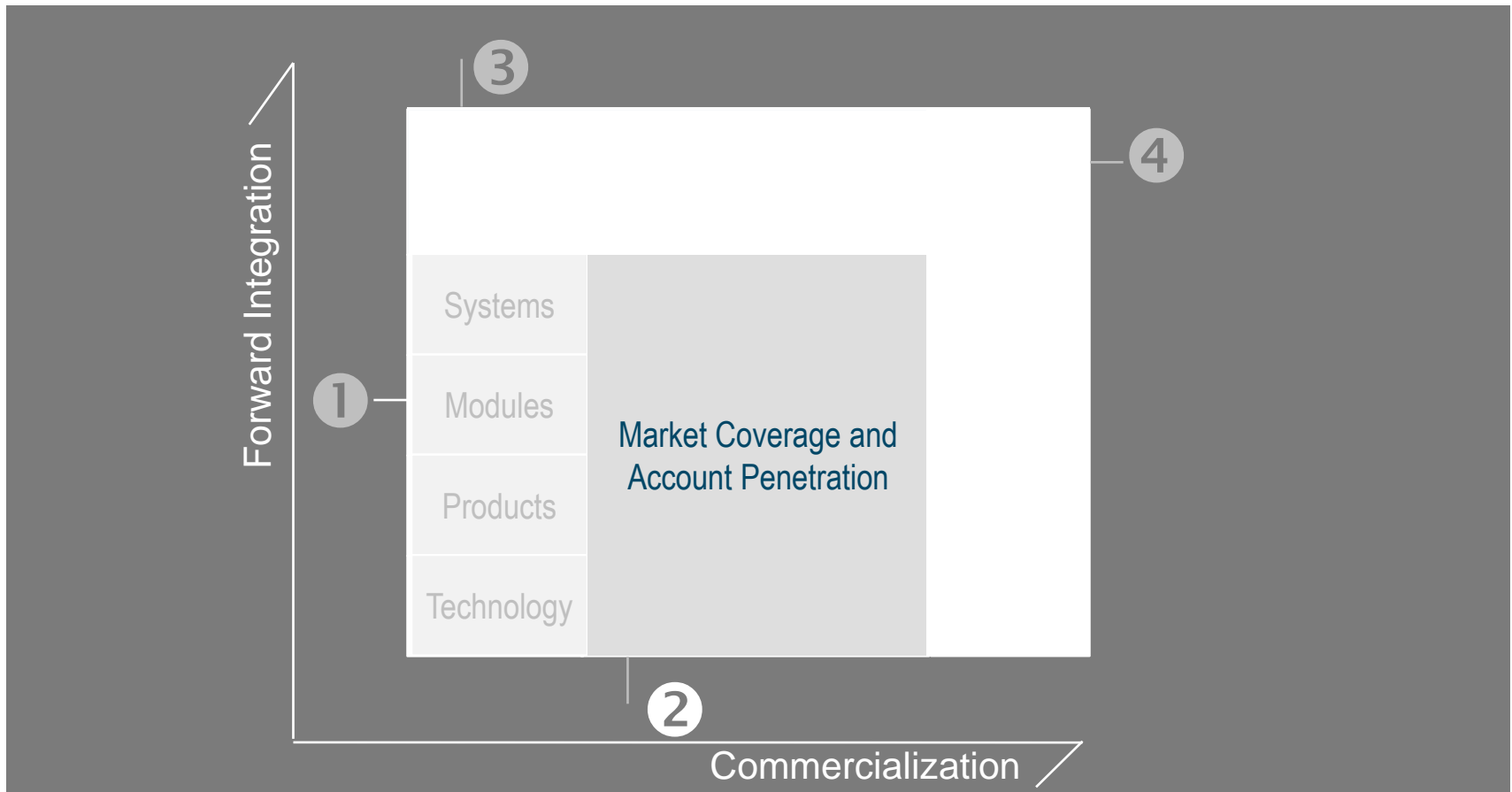


Demonstrator for inactivation of dry food developed with Bühler



ebeam inkjet dryer (EID)

Building block 2: Commercialization – strengthening the front end



We are exploiting existing solutions, intensifying marketing in attractive existing and new markets

RF power



X-ray



ebeam



Reaching out to untouched markets by leveraging existing portfolio – two examples

ASIA

- Market expansion with ebeam systems from Davenport (USA) into China
- Successful entry into electronics market with x-ray inspection systems in Japan



New set-up for entering China with ebeam systems

USA

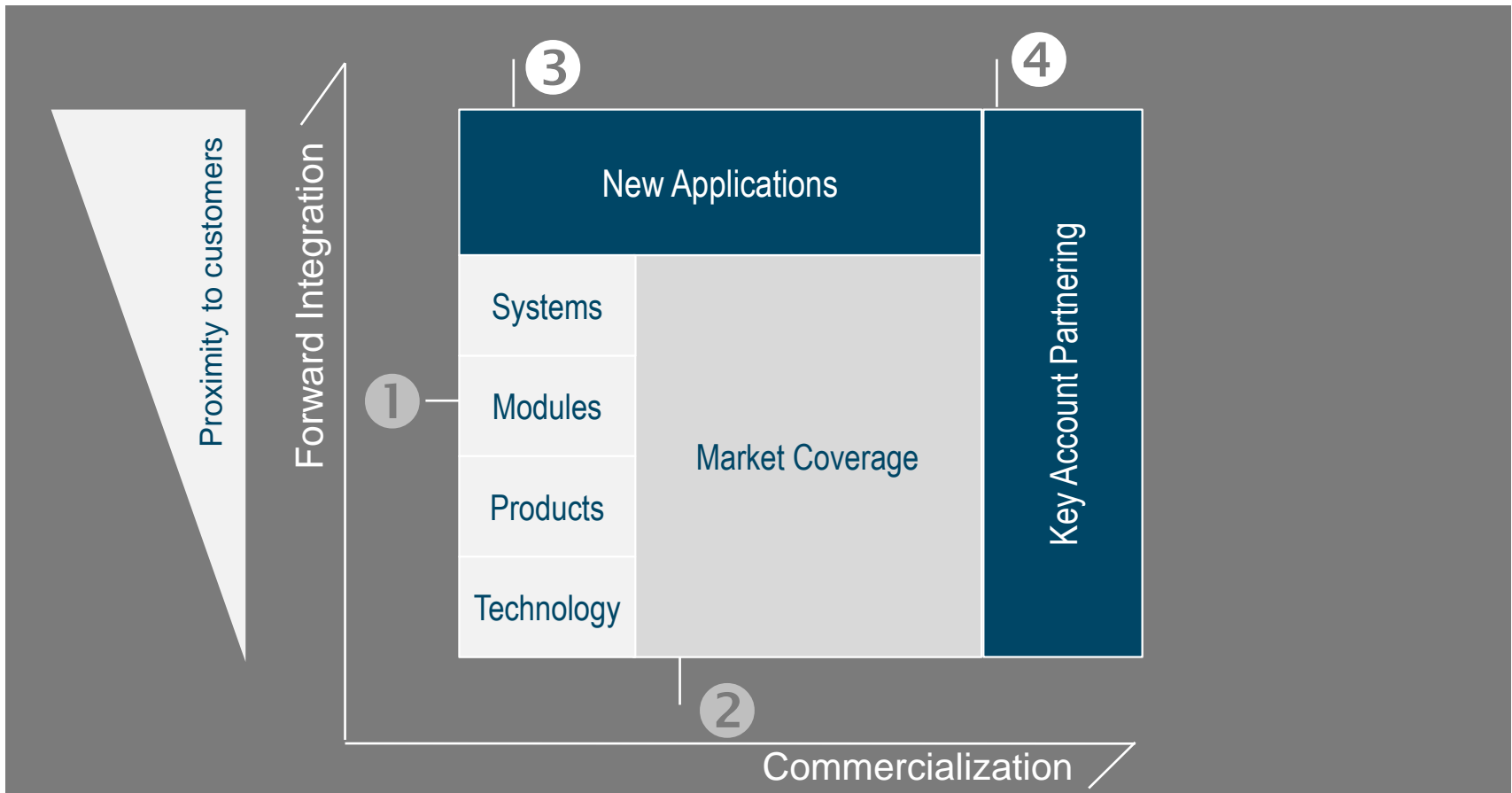
- Re-industrialization of USA opens up further opportunities to grow with x-ray solutions under COMET and YXLON brands for the foundry industry

Sales team strengthened for foundry industry



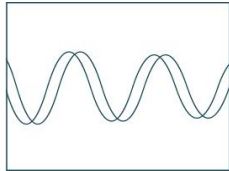
Building blocks 3 and 4

New applications and key account partnering



COMET group is exploring several new applications together with leading global partners

RF power

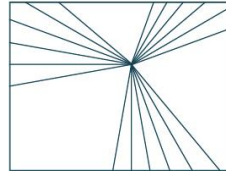


Example 1

Projects with key accounts to stay ahead of technology developments



X-ray

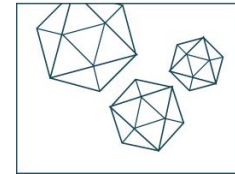


Example 2

Projects for next-generation security and to develop metrology application



ebeam



Examples 3 to 5

Rollout on track



Project for inactivation of dry food



Project to develop digital printing as new application

We are working on a new set-up to enable projects with Lam in the semiconductor market

**New applications /
technology inflections**

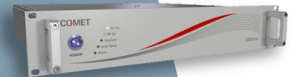


**RF power
challenges**

Innovation
Speed
Quality
Cost
Reliability

COMET's answer

**Innovative
solutions**
**Expanding
our software
capabilities**
**New forms
of collabo-
ration with
customers**



→ learn more about this from M. Kammerer and D. Meakin

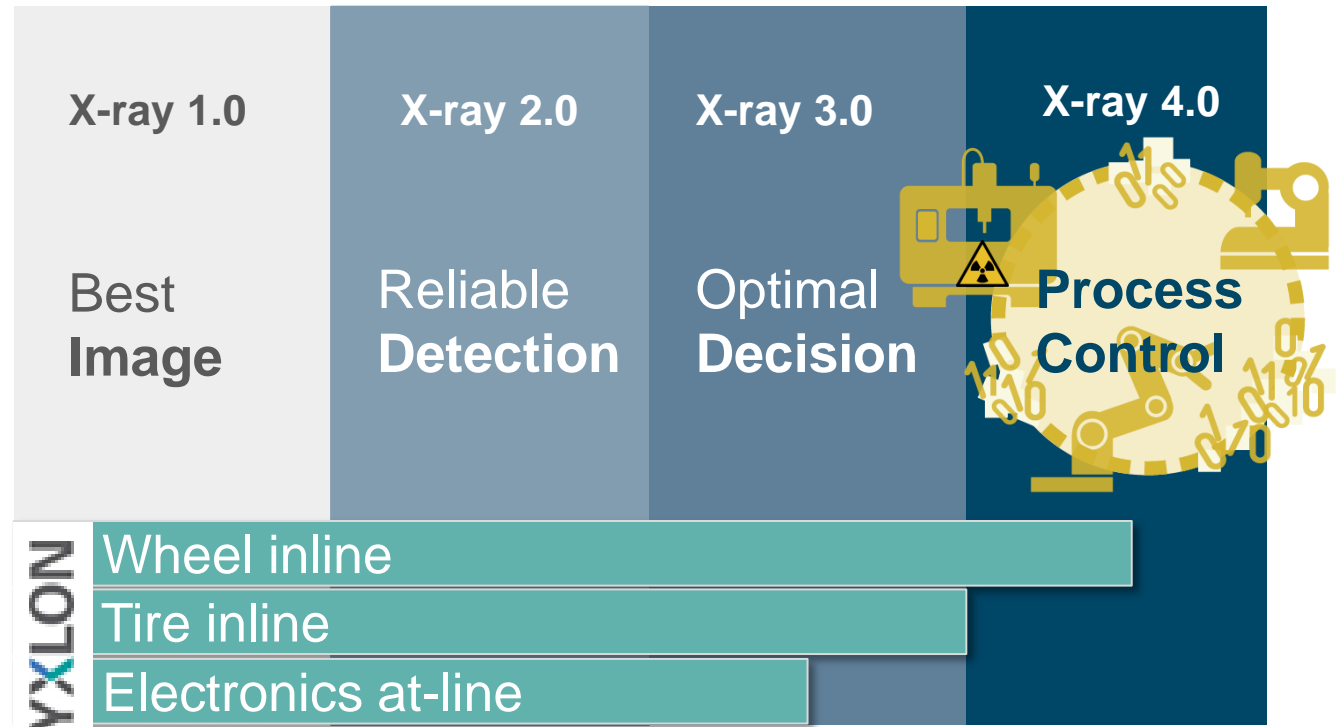
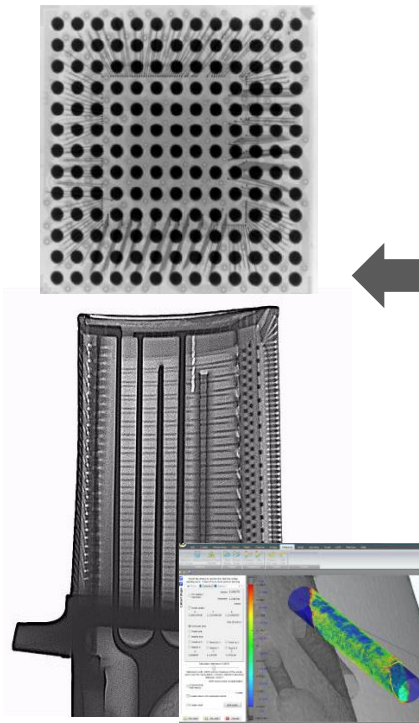
Example X-ray

With our X-ray 4.0 initiatives we are supporting absolute process control in ever more industries

Extreme, complex designs

YXLON can contribute to product safety enabling process control in more and more industries

Partners:   HEXAGON



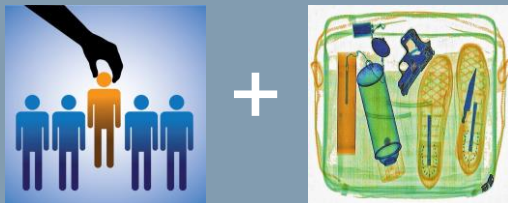
→ learn more about this from D. Steck

With our partners we enable new solutions in security applications and carry-on screening

More volume:
Need for speed



Smart, automated inspection



COMET



NUCTECH

Rapiscan
systems

smiths detection
bringing technology to life

→ learn more about this from S. Haferl

Example ebeam

Bühler has recognized ebeam with its innovation partnership award; prototype field tests for inactivating dehydrated food in 2017



→ more about this from C. Flükiger and break out session

We have developed an ebeam-based, food-safe digital printing solution for new applications



After the launch at drupa:

- Encouraging customer feedback
- Now searching for a strong partner to develop application

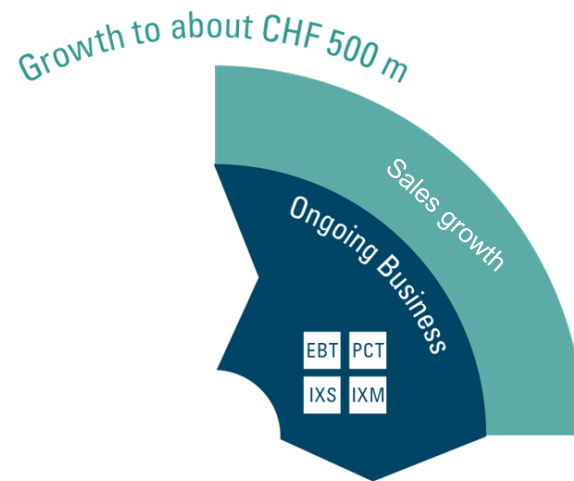
→ more about this from C. Flükiger and in break out session

How to steer these and other growth projects with focus and ensure 2020 targets are reached?

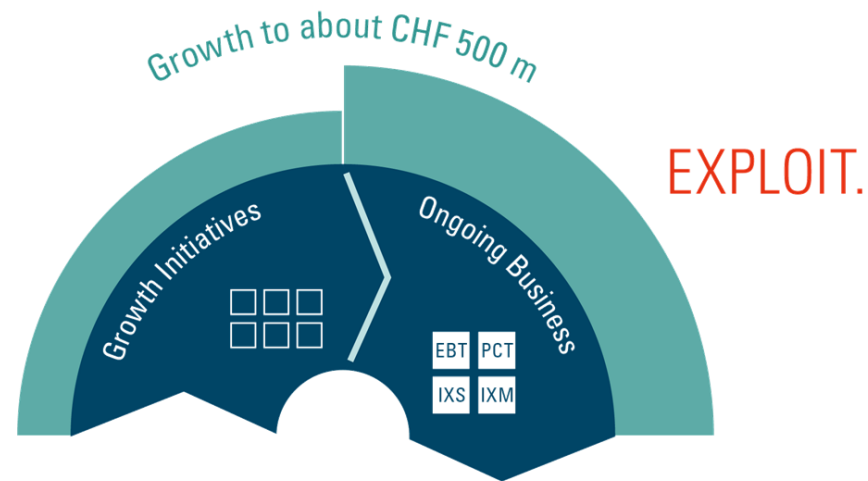
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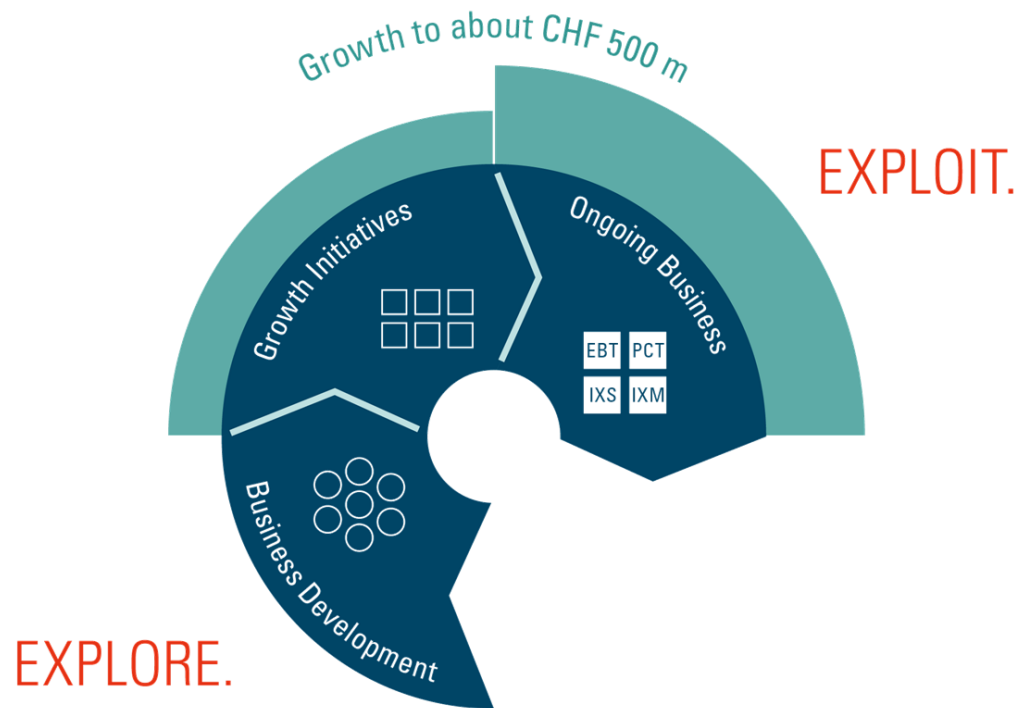
We will generate most of our growth exploiting existing technologies in our ongoing business



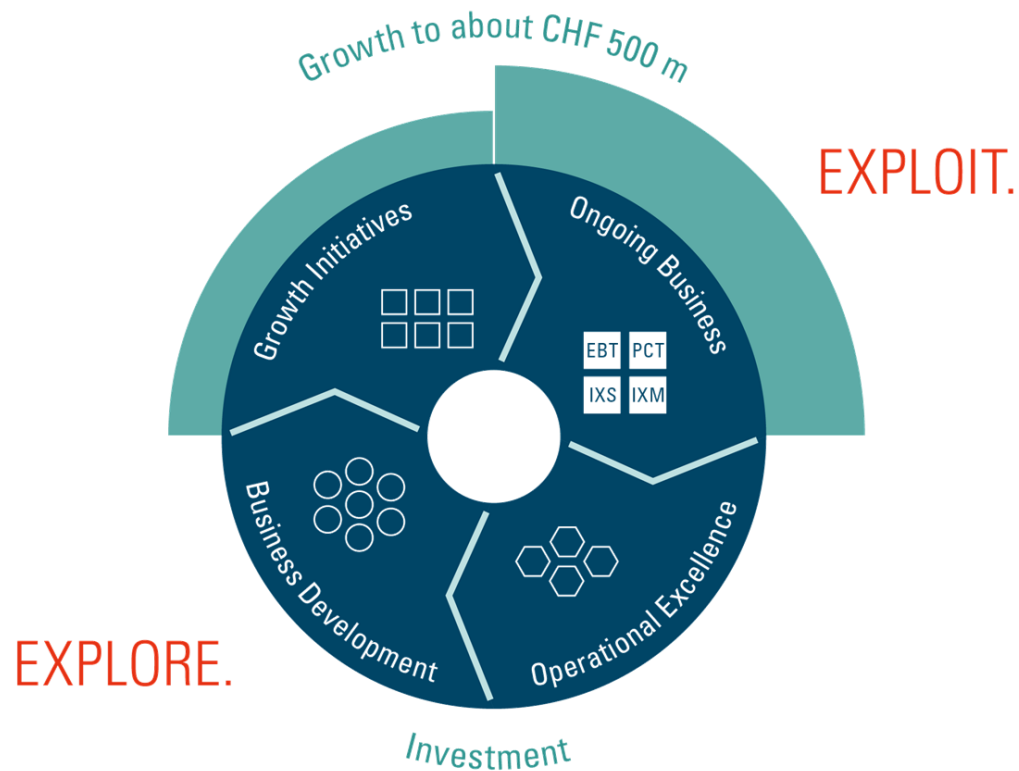
Another substantial part of growth will be generated by the specified growth initiatives



A funnel of Business Development activities spurs growth through Growth Initiatives



Ongoing Business and Operational Excellence projects generate resources for Business Development activities



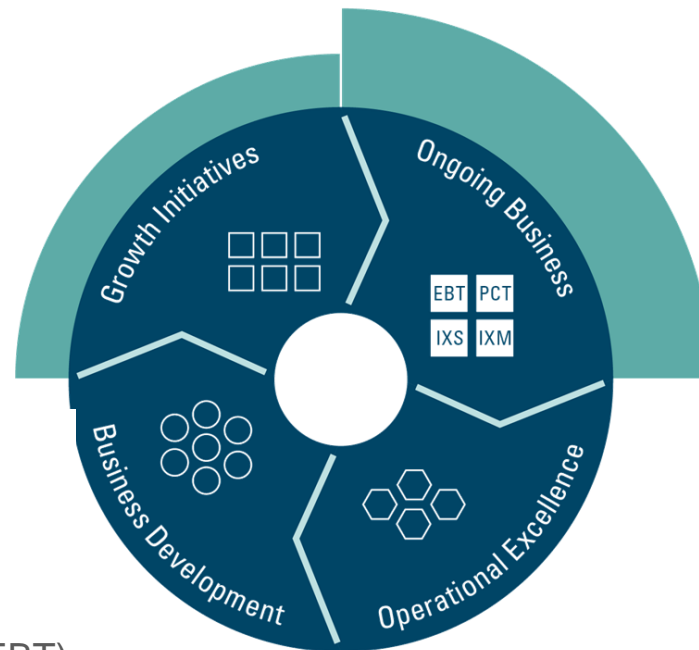
The COMET Group growth engine: driving the expansion to 2020 and beyond

Growth Initiatives (examples 2016)

Internet of Things (PCT)
Metrology (IXS)
Tetra Pak rollout (EBT)

Business Development (examples 2016)

Project with Bühler (EBT)
Digital printing (EBT)
Further ebeam applications (EBT)
X-ray 4.0 (CT-Inline IXS)
Security (IXM)



Ongoing Business (examples 2016)

Market expansion
KAM
Growth initiatives at
segment level

Operational Excellence (examples 2016)

Improve gross margin
Strengthen supply chain
Leadership
Expand management
toolbox

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Summary



Net sales in CHFm

~500

EBITDA%

16-18

Strategic building blocks



Growth engine for focused steering of initiatives



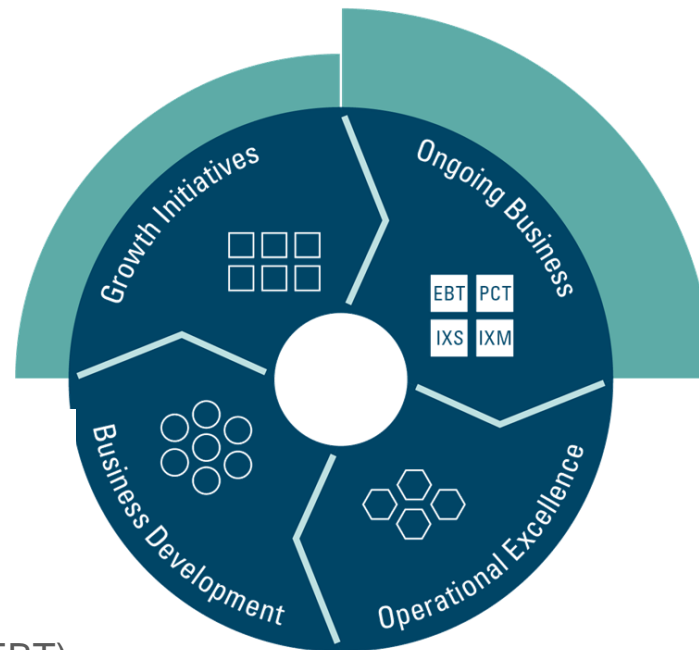
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Ongoing Business (examples 2016)

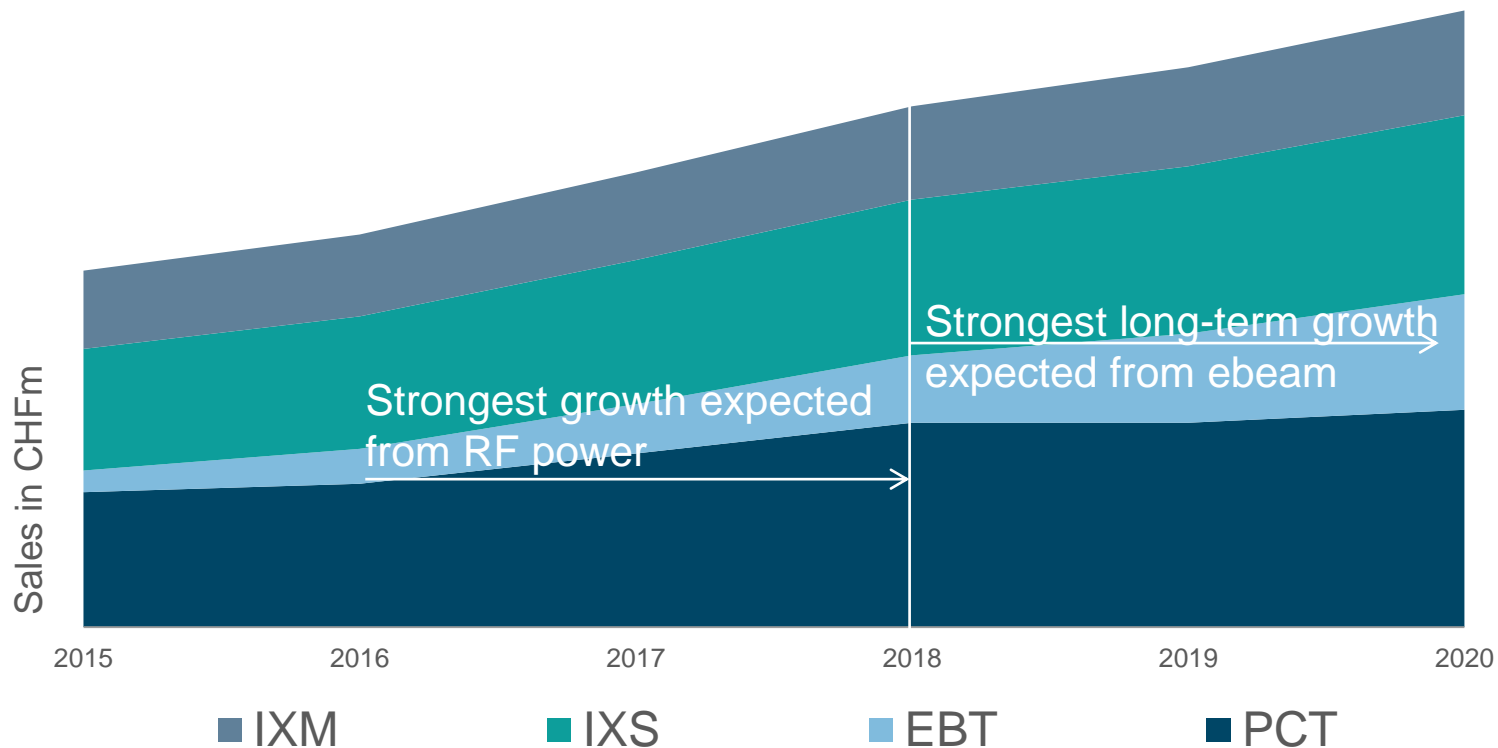
Market expansion
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segment level

Operational Excellence (examples 2016)

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Summary

Strongest growth until 2018 expected from PCT, strongest long-term growth after 2018 from EBT



Strategy 2020 stands for a sharpened focus on ...



- Existing growth drivers
- Forward integration in new applications and stepped-up key account partnering
- Combining internal strengths to leverage competencies
- All segments will contribute to growth; main growth drivers are RF and ebeam technology
- Organic growth is to be complemented by acquisitions if this leads to more strength

2015	2016	2020*
Net sales in CHFm 282.3	Net sales in CHFm 300-320	Net sales in CHFm ~500
EBITDA in % 12.7	EBITDA in % 11-13	EBITDA in % 16-18

Outlook for 2016: Sales and EBITDA margin at upper end of forecast range

Given the strong development to date, COMET Group expects sales and EBITDA margin at the upper end of the announced range of

- sales growth to CHF 300m to CHF 320m, and
- an EBITDA margin between 11% and 13%

Based on foreign exchange rates of

- CHF 0.95 per USD
- CHF 1.05 per EURO

Questions and Answers

Thank you for joining us!

The Investor Day presentations will be available at www.comet-group.com

