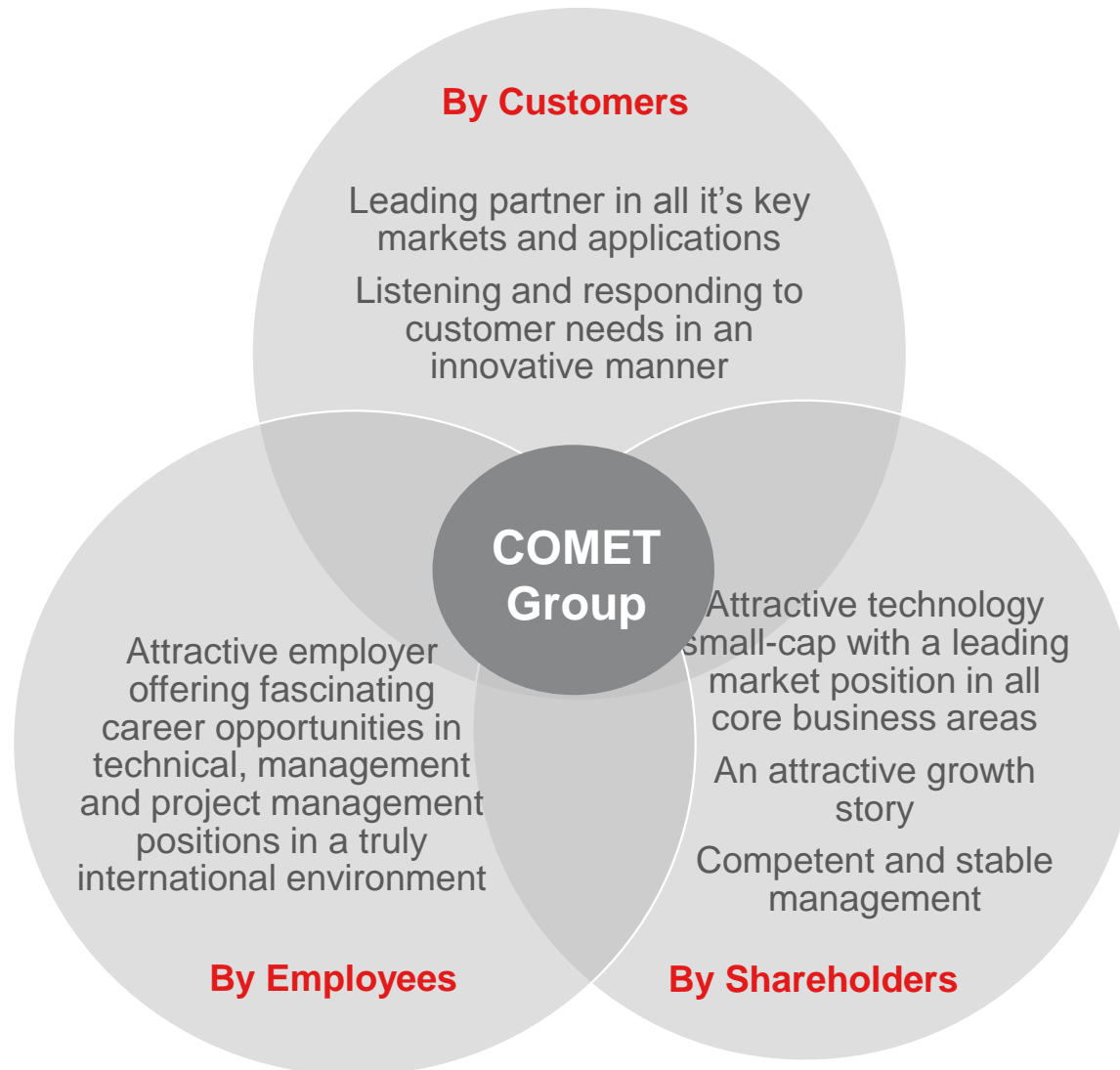


COMET Group
Investor Day 2012
Strategy Review 2012-2015
Ronald Fehlmann, CEO

Agenda

- 1 The framework of our strategy: Our vision and our values
- 2 What we do best: Our strengths
- 3 Strategy 2015
- 4 Summary

Vision: How do we want to be perceived?



Values: What is important to us?



Fairness

Sustainability

Customer delight

Challenge and empower

Quality first

Respect

Trust

Integrity

Passion

COMET

Agenda

-
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-

COMET Group: Our strengths

✓ **Technology with passion:
Our employees**

✓ **Competence in selected technologies**

✓ **Competence in turning technologies into
high quality products**

✓ **Competence in turning high quality
products into value adding solutions**

✓ **Strong customer base & proximity to
customers**



Highly competent and engaged employees



> 700
employees worldwide

> 100
employees in R&D



Competence in 3 core technologies

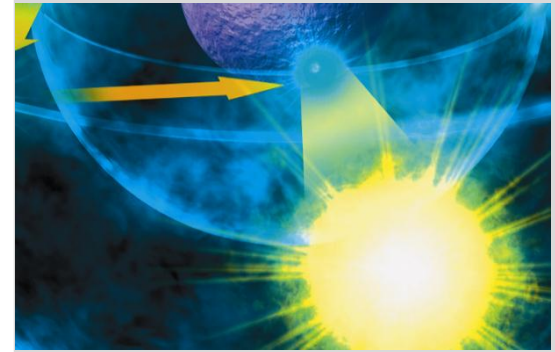
X-ray



Radio
frequency



E-beam



Competence in product development: Turning core technologies into innovative products

X-ray

Industrial x-ray
inspection sources and
systems

Image processing /
creation chain



RF

VacCap, match box
and generator
design, testing,
manufacturing



E-beam

Compact high
performance e-beam
design



Competence in application: Turning products into value adding solutions

X-ray

Non-destructive testing
Inspection, quality control in
automotive, electronics and
other industries

Security

Cargo & luggage inspection



RF

Plasma control
Semiconductor
Thin film solar
Medical



E-beam

Sterilization
Food and pharma
packaging



Competence in partnering up with customers: Worldwide presence and customer base



■ Main locations **■ Subsidiaries** **■ Sales & service locations**

Agenda

-
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COMET Group: Review Strategy 2013

- COMET Group is on track with the implementation of the 2013 strategic activities

Forward Integration ✓	Asia ✓	Innovative Products ✓	Process Effectivity and Efficiency ✓
Acquisition and integration of HF generator business (Stolberg) Development of new X-ray generator line (Launch 2013)	NDT: Investment in sales channels (application centers) and services Plasma Control: design gains with match boxes and generator in solar market	E-beam technology proven by Tetra Pak; commitment for roll-out Design gains and increased sales with high energy (Aerospace, security) No. 1 with built-to-spec design gains at 3 top US OEM's Very high frequency generator up to 600 Mhz	Improved profitability of Systems division (7.6% vs. -1% EBITDA margin H1 2012 vs. 2010) Significantly improved operational excellence through lean production and lean administration Service share of sales in systems business improved

Strategy 2015: Focusing growth on strengths

More solid growth needed to manage exchange rate fluctuations and semi cycles

- Scaling existing innovative products and technologies
- Accelerating emerging businesses for long-term growth
- Increasing productivity and profitability

Global trends as enablers of strong growth



Smart mobility

More and more people all over the world want to have smart mobile devices. COMET's RF technologies enable more

efficient

and cheaper production of smart phones, tablet PCs and large screens



Environment & saving resources

40% of CO₂ can be reduced in sterilization processes using COMET's compact e-beam source

90% electricity can be saved by LED which will be produced more and more using COMET's HF technology

25% more efficiency can be achieved with hetero junction solar cells coated using COMET technology

Safety, secure & efficient processes

Safety & performance are relying more and more on reliable inspection processes powered by COMET's x-ray and image processing technologies as security is achieved as part of the production process and less through material and design

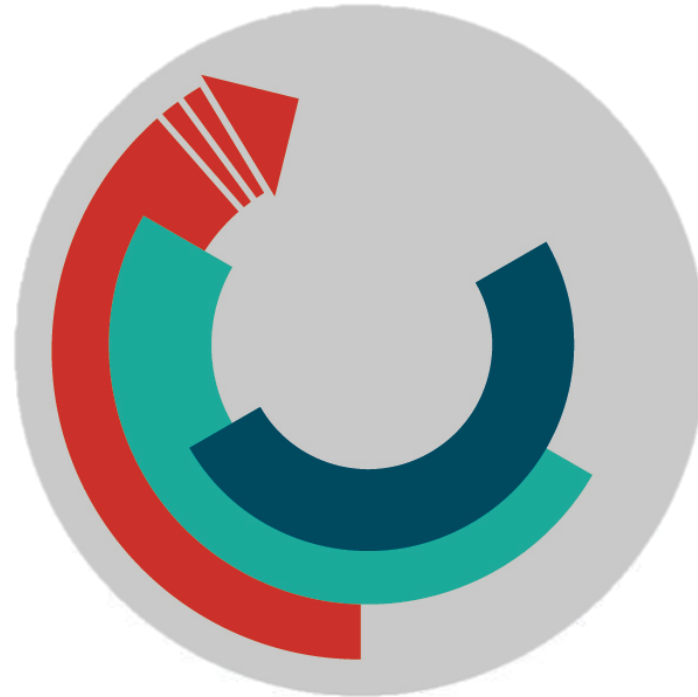


Miniaturization



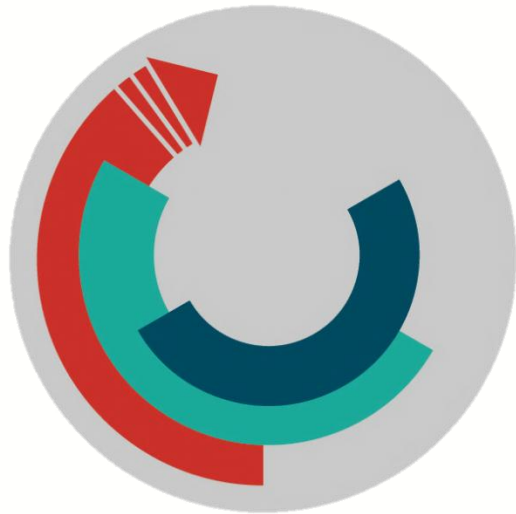
Objects are becoming ever **smaller** and more **complex** carrying more and more functional elements. Freedom from defects in these multifunctional objects increases productivity and is supported by COMET & YXLON x-ray and imaging technologies

Strategy 2015



**FOCUSING
GROWTH ON
STRENGTHS**

Strategic objectives 2015



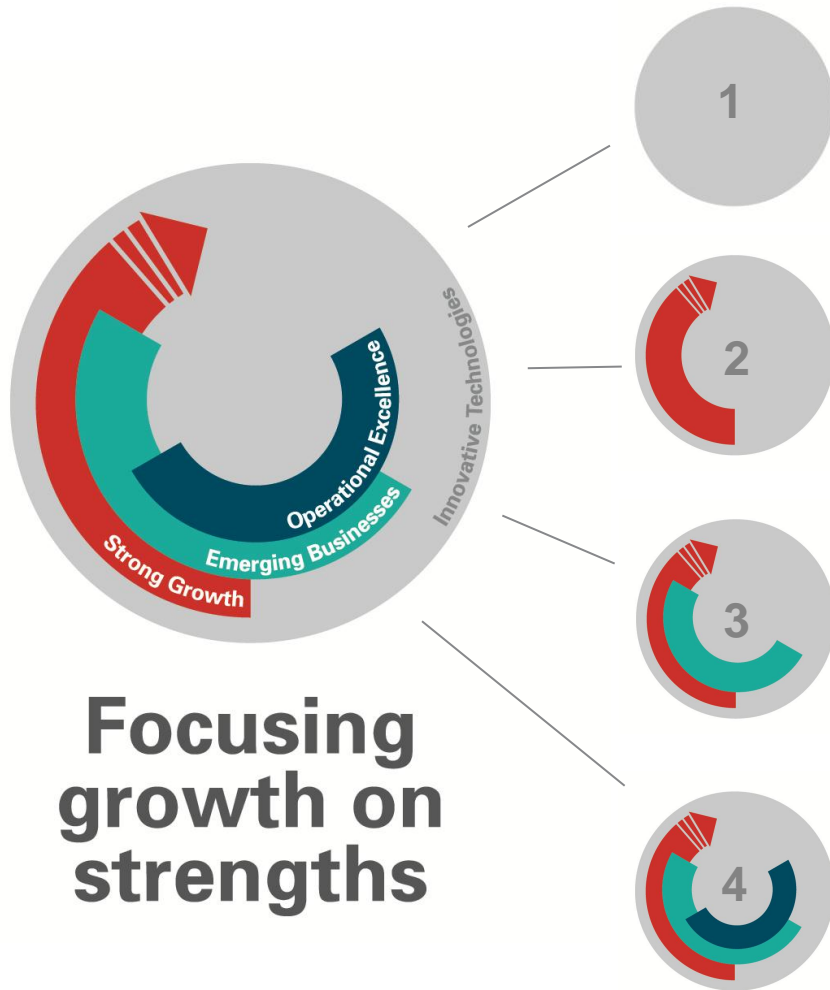
**Focusing
growth on
strengths**

Net sales of 300m CHF

EBITDA 2015: 15%

	2011	2015
Sales in million CHF	217.0	300
EBITDA (%)	12.6%	15%

Strategic building blocks



1

Build on innovative technologies

Exploiting global market trends

2

Promote strong organic growth

Based on scaling of existing products and technologies, exploiting global market trends

3

Accelerate emerging businesses

To fully exploit the high potential (e-Beam, HF generators, Portable x-ray)

4

Enhance operational excellence

Increase productivity and profitability

Strategic building blocks



1

Build on innovative
technologies

Exploiting global market trends

Build on innovative technologies

1

Focus on

COMET technology

Smart Mobility

- **RF technology** for precise control of plasma processes enables the production of larger wafers (450 mm) and thus the production of cheaper memory chips (core of all mobile devices)

Environment &
Saving
Resources

- **E-beam technology** which enables completely new environmentally friendly processes
- **RF technology** which increases the efficiency of current solutions (e.g. LED)

Build on innovative technologies

1

Focus on

COMET technology

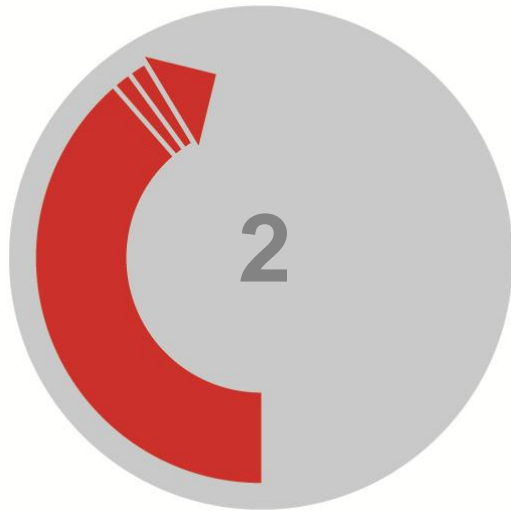
Miniaturization

- **X-ray inspection technology** which ensures the quality and reliability of ever smaller products (Microfocus, CT)
- **RF & vacuum technology** allows the production of ever smaller and higher performing electronical parts (e.g. TSV Chips)

Safety, secure
& efficient
processes

- **In-line x-ray** inspection solutions promoting digital 3D imaging software, ADR, high speed
- **Portable x-ray** inspection solutions for maintenance of pipes or field testing

Strategic building blocks



Promote strong
organic growth

Investment in front-end: Expand market reach & local competence



Focus on

Initiatives

Scale products

- Develop efficient sales channels for standard products (e.g. generators, VacCaps)
- Create new and expand existing sales channels to reach new existing customers
- Strengthen value proposition e.g. with service

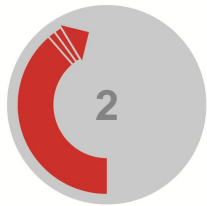
Scale technologies

- Increase front-end competence (e.g. application) to transfer innovative technologies into value adding solutions (sorting, security, RF industrial lasers, e-beam applications)

Presence in Asia

- Invest in local competence in Korea, Taiwan and China (cust. dev., application, sales, service)

Investment in front-end: Expand market reach & local competence



Focus on

Initiatives

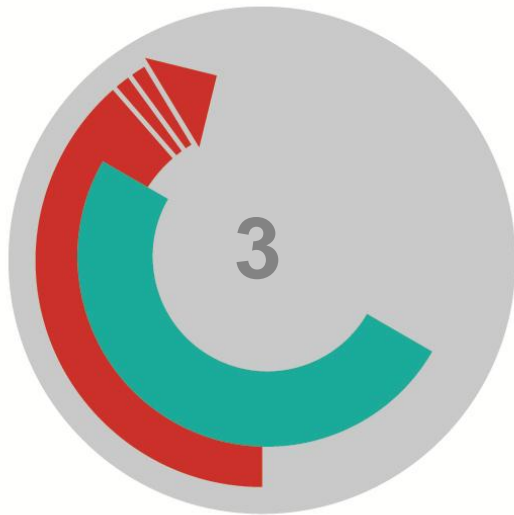
The right customers

- Enhance marketing to enable potential-based sales steering
- Optimize sales channels (e.g. KAM)
- Introduce market reach controlling (KPIs)

Service

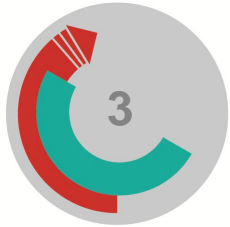
- Service to strengthen value proposition for existing products
- Service to excite customers
- Service as after market service (e.g. IXS software upgrades)

Strategic building blocks



Accelerate emerging
businesses

Develop start-up initiatives more aggressively



Focus on

Initiatives

e-beam

- Create a venture environment
- Focus on business development with independent and clear organizational set-up and allocated responsibilities and thus
- Increase group management attention

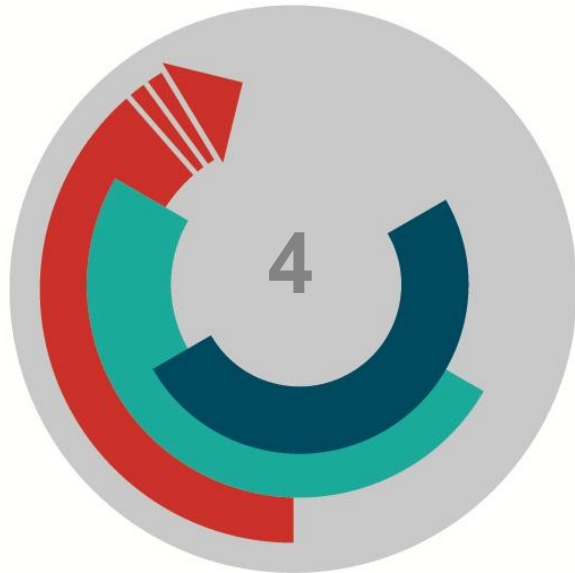
HF
generators

- Establish clear responsibility for business development
- Develop market approach for standard products
- Find and address new applications

Portable
X-ray

- Create an entrepreneurial environment
- Establish clear responsibility for business development
- Increased group management attention

Strategic building blocks



Enhance operational
excellence

Increase profitability & productivity through focus and simplicity



Focus on

Initiatives

Transparency

- Reinforce controlling in the businesses
- Introduce the right KPI's

More simplicity

- Streamline processes (IXS)
- Further establish leadership and clear responsibilities (IXS)

Eliminate redundancies & waste

- Lean administration
- Lean production
- Design to cost

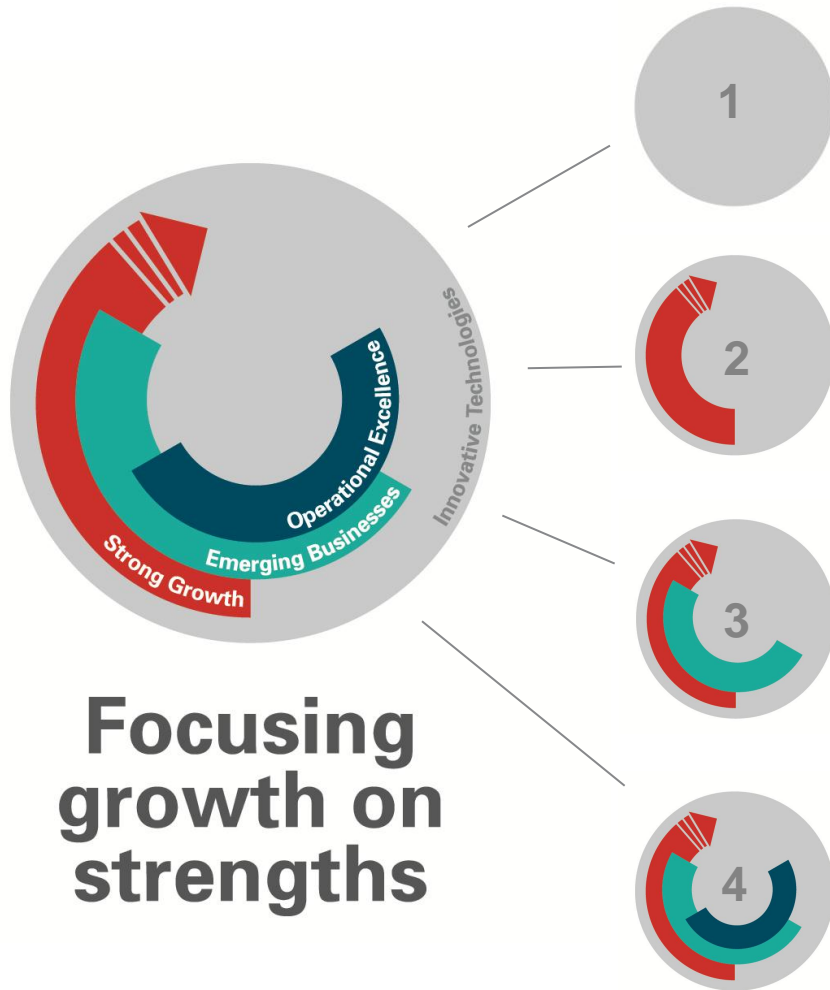
Effectiveness

- Right market segmentation
- Right customers
- Right products and development projects

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Increase productivity and profitability