

DRIVING AUTOMATION FORWARD

komax

Swiss Equities Conference, 16 January 2020

About Komax

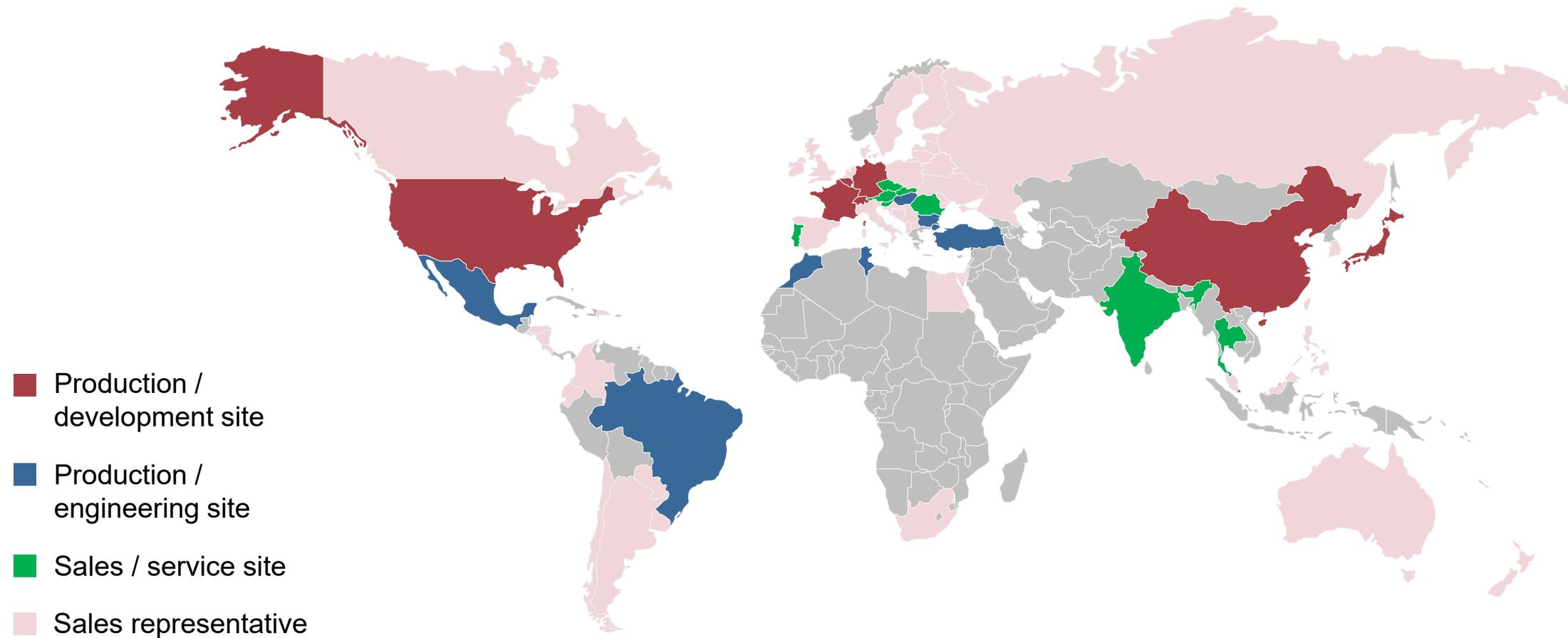
Brief profile

- Founded by Max Koch in 1975
- Strong innovative drive: technology and market leader
- Around 2,300 employees
- Seven brands



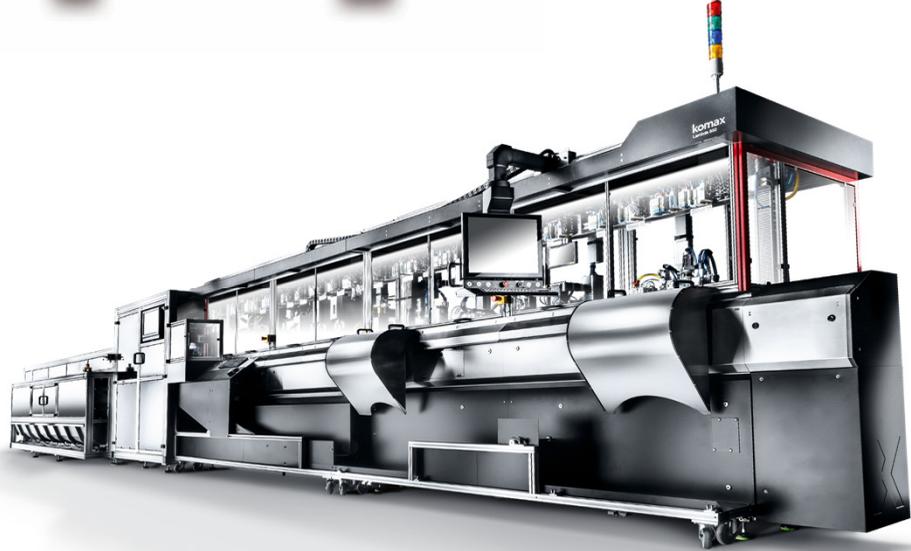
Global presence

Unique sales, engineering, and service network

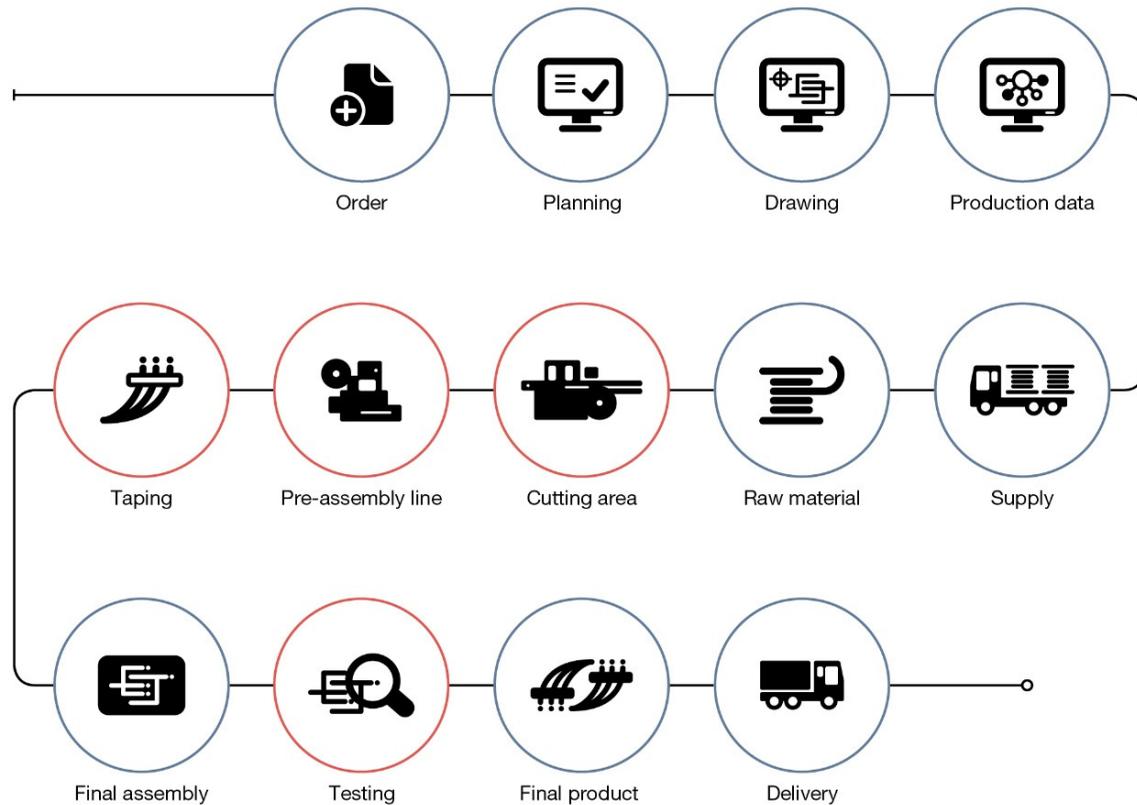


What does Komax produce?

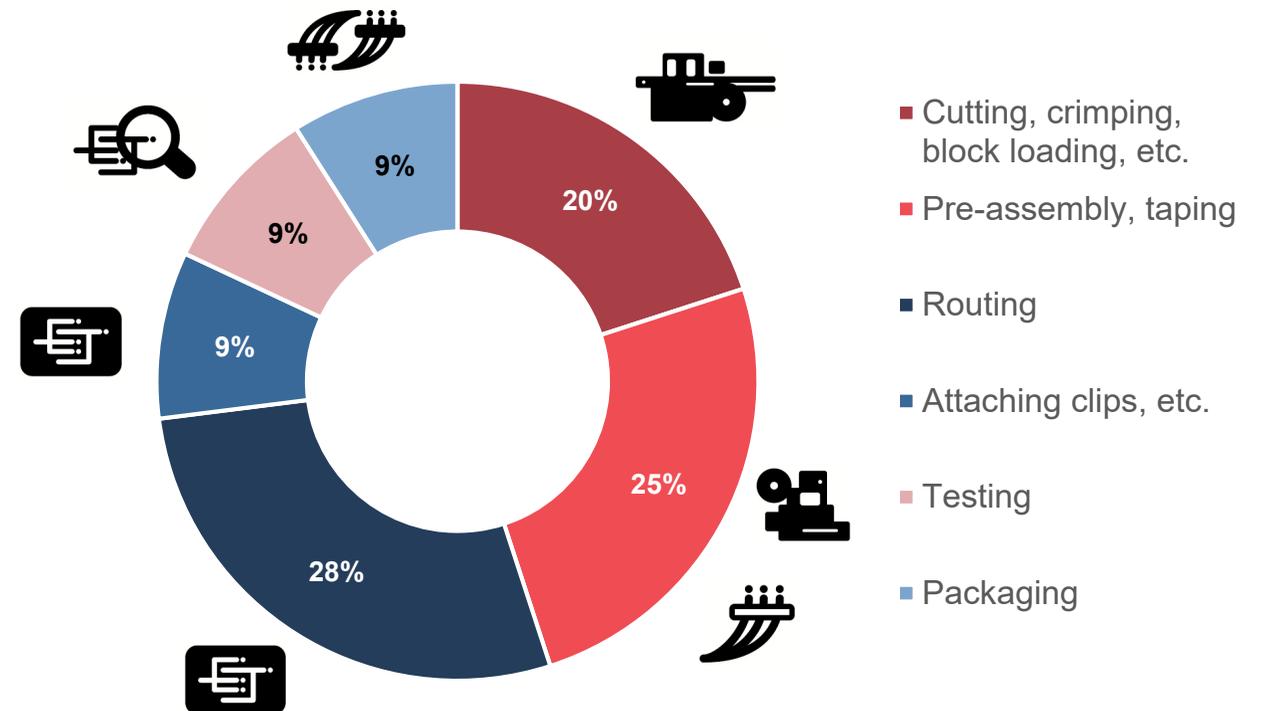
Automation solutions for wire processing



Komax offers solutions for every stage of customers' value chain



Proportion of time spent per wire harness

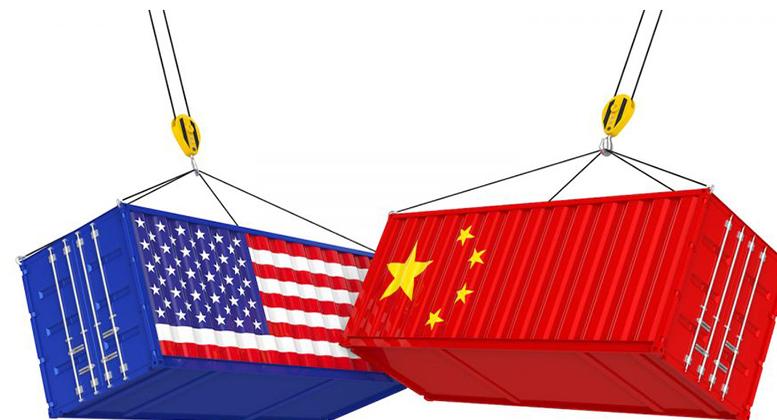


CURRENT SITUATION

2019 in brief

General uncertainty weighing on investment climate

- Phase of weakness for automotive industry
- Investment in R&D maintained at a high level – expansion of technological and market leadership
- Increasing global customer proximity: acquisitions of Artos Engineering and Exmore and founding of Komax Thailand
- Targeted cost control
- Ready to increase production capacity within a short period of time
- and...



Investment in four new production and development sites



Burghaun



Kabatec

Grafenau



Komax SLE



Dierikon



Headquarters

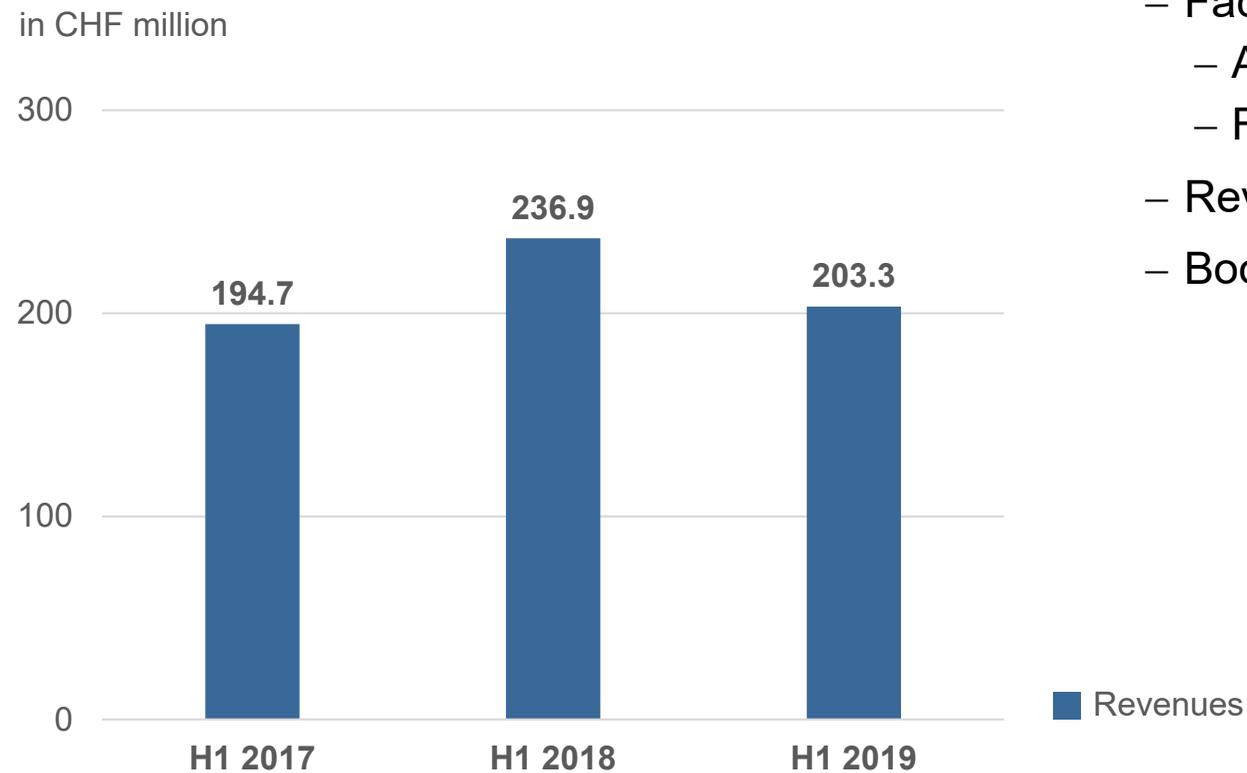
Budakeszi



Komax Thonauer

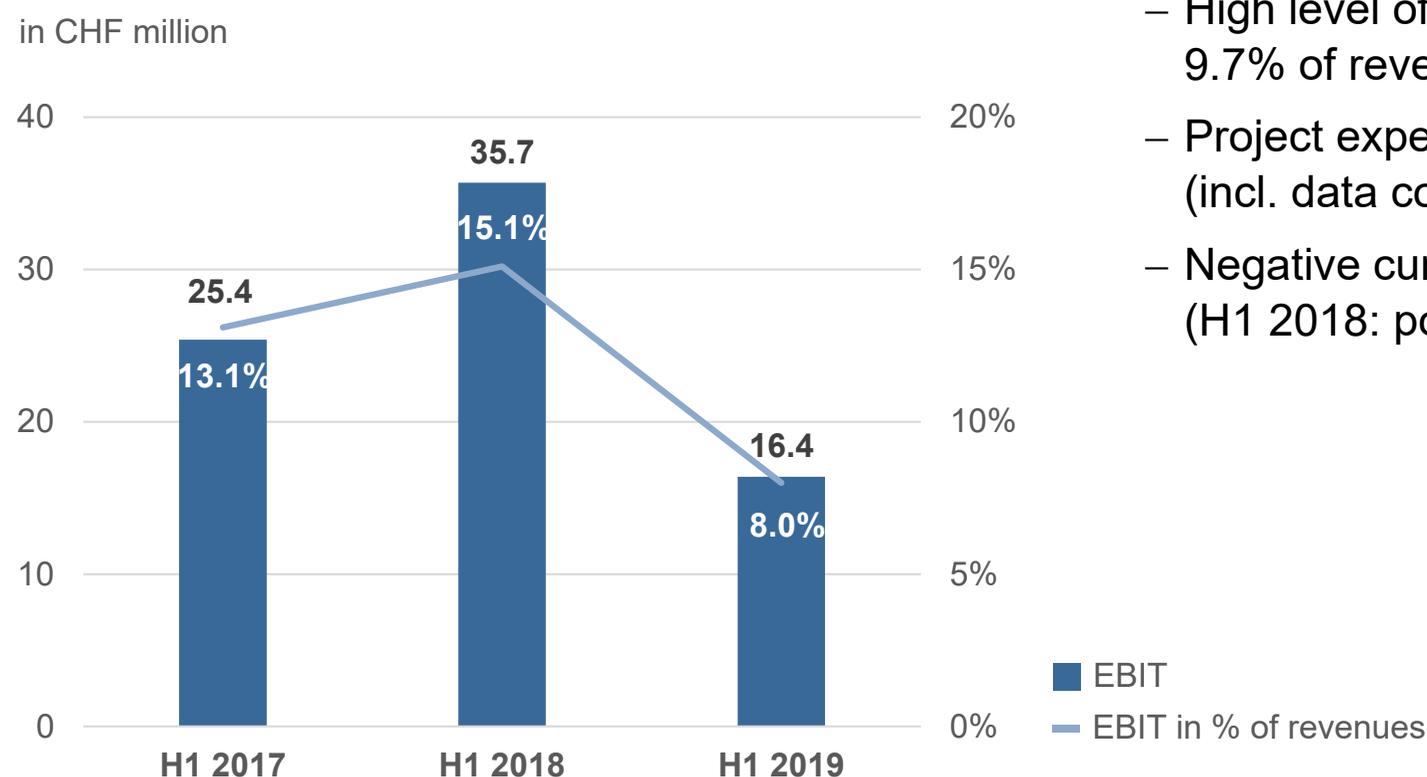


Revenues fall back to level of H1 2017



- Revenues decrease by 14.2%
- Factors behind development of revenues
 - Acquisition-related growth: +1.3%
 - Foreign currency impact: –1.9%
- Revenues 4.4% higher than in H1 2017
- Book-to-bill ratio: 1.02

EBIT significantly lower than record figure last year

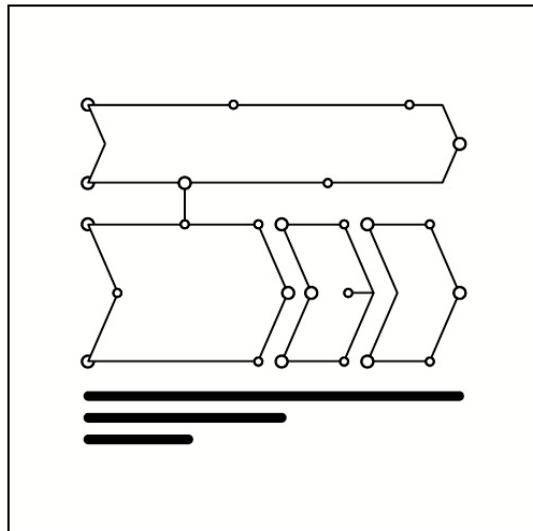


- Decline in volume business
- High level of investment in R&D: 9.7% of revenues (H1 2018: 8.7%)
- Project expenditure in new areas of application (incl. data connectivity and aerospace)
- Negative currency effect: –1.1% ppts (H1 2018: positive currency effect: +1.3% ppts)

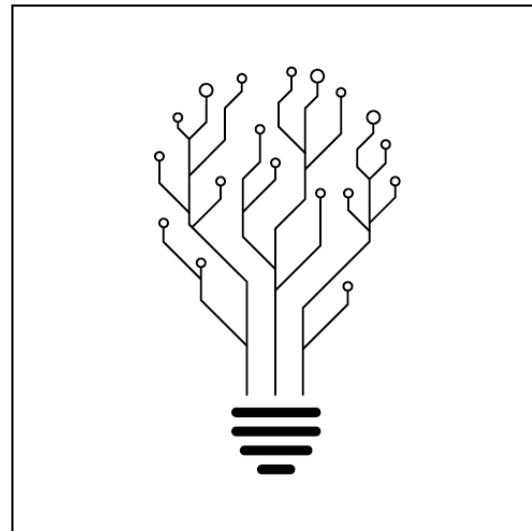
OUR STRATEGY

Focused strategy

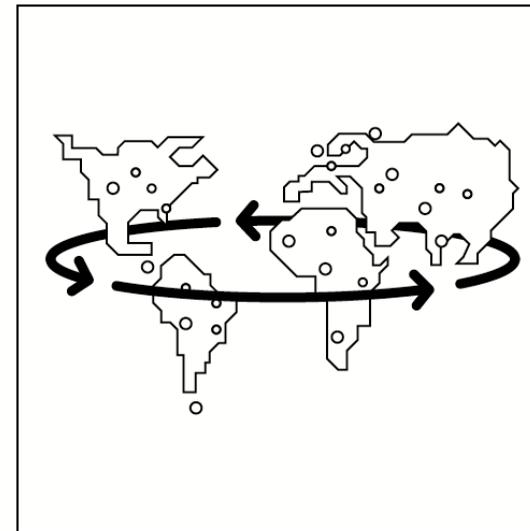
Four key priorities for the automation of wire processing



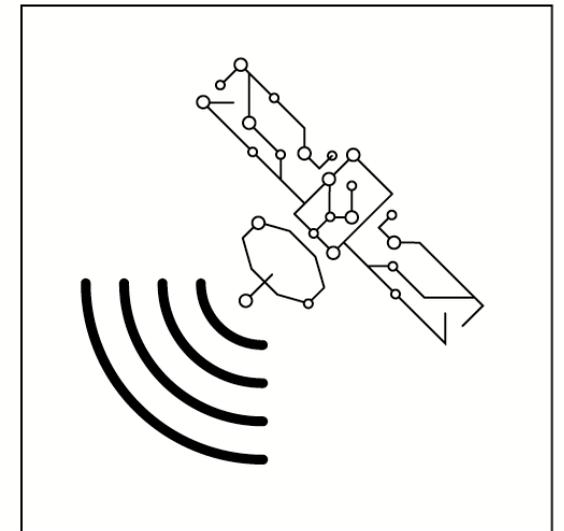
Solutions along the value chain



Innovative production concepts



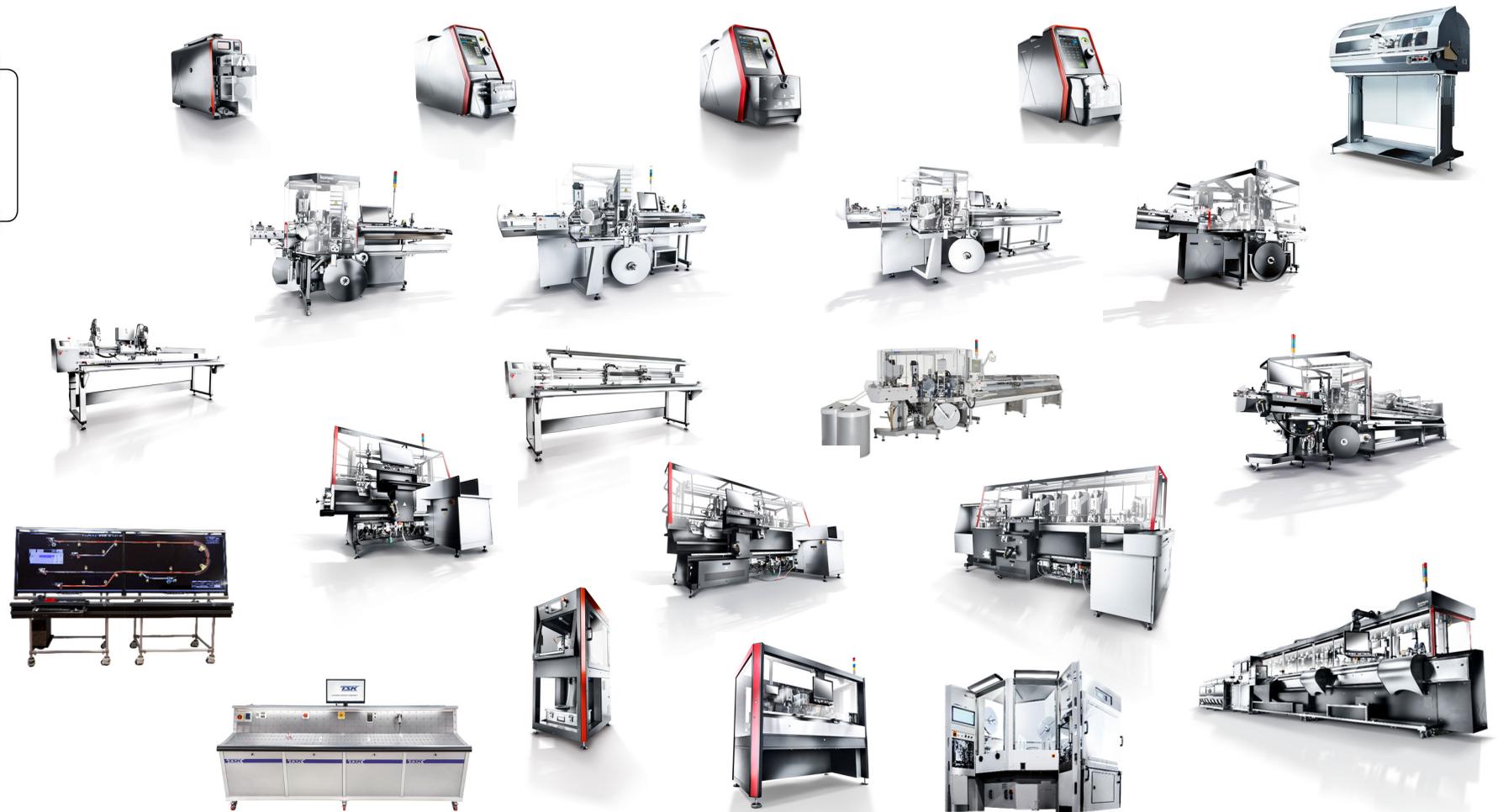
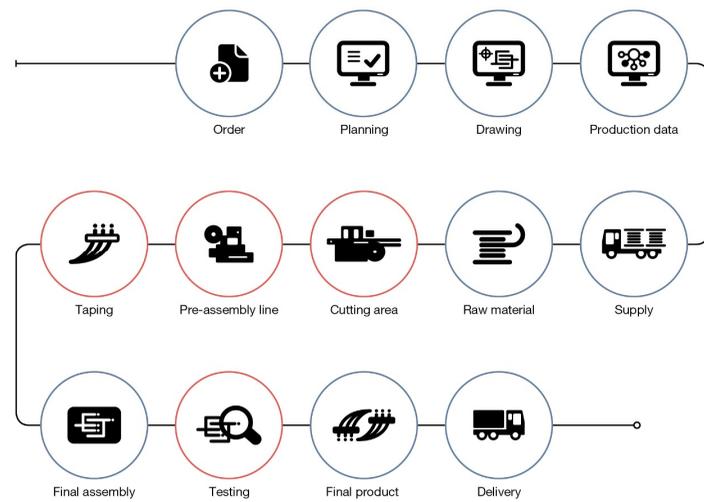
Global customer proximity



Development of non-automotive markets

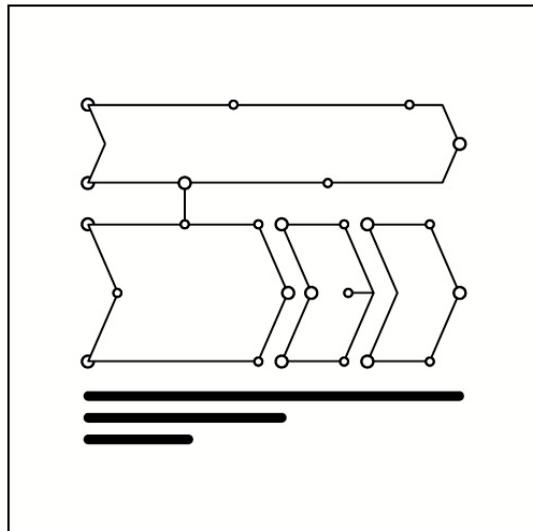
Broadest product portfolio

Prepared to meet changing market needs

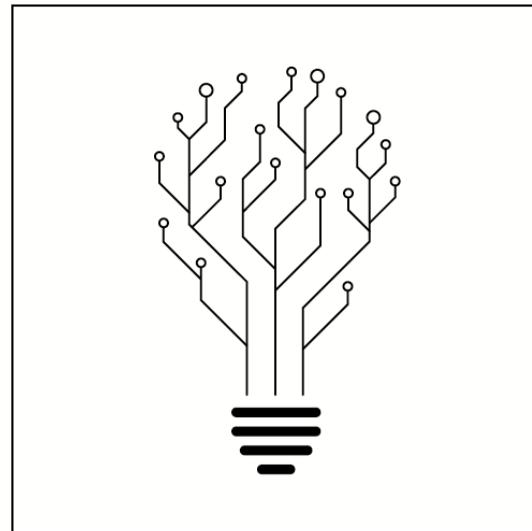


Focused strategy

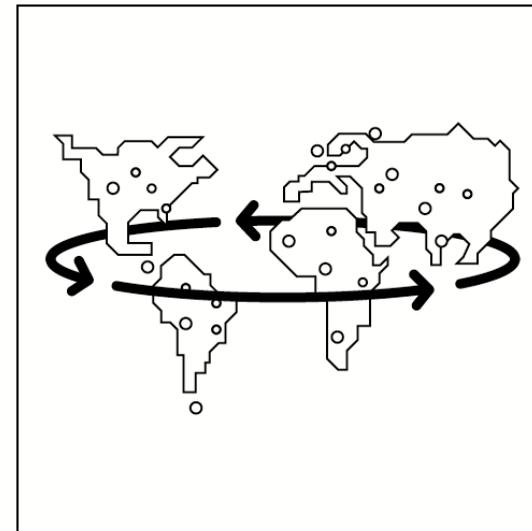
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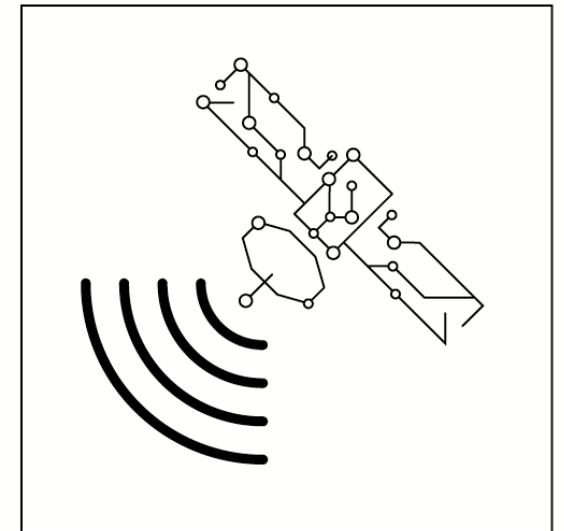
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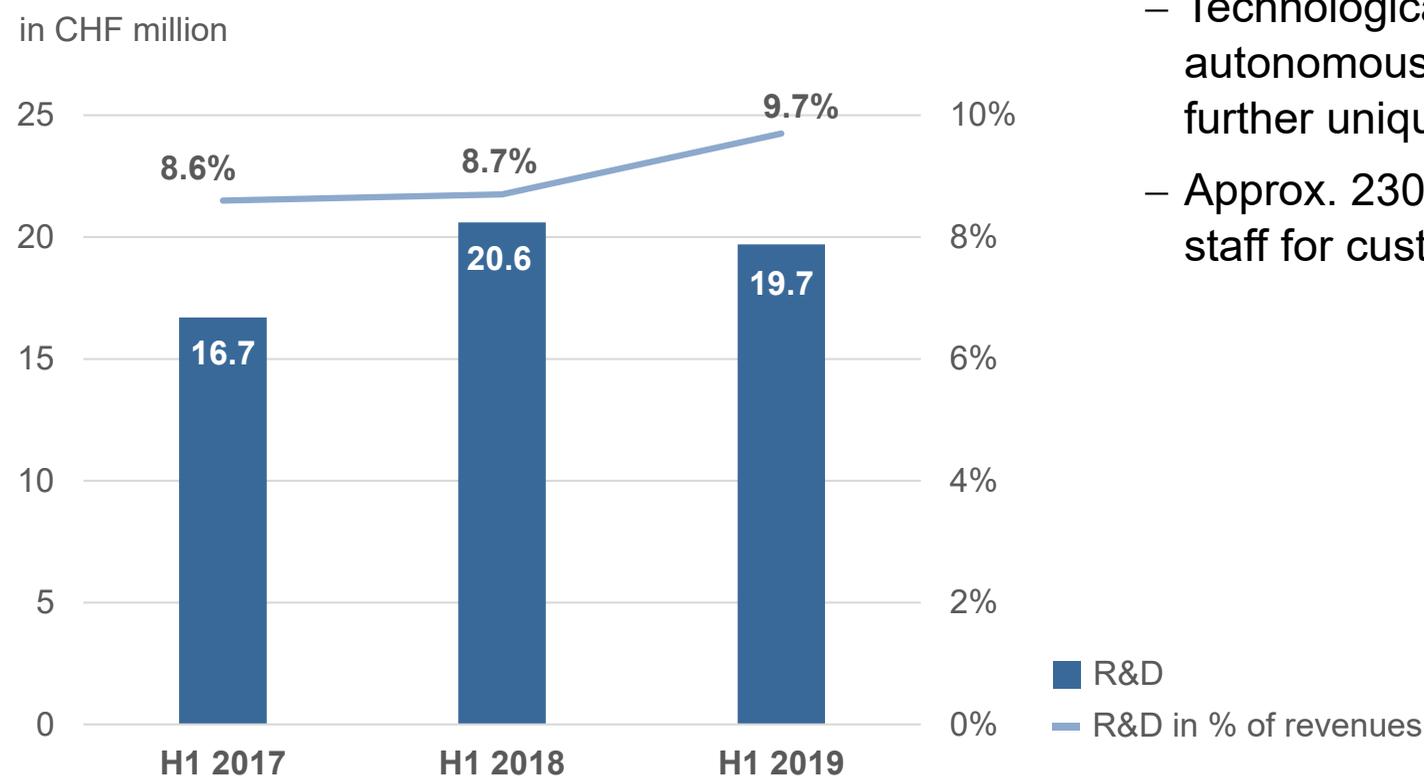
Global customer proximity



Development of non-automotive markets

High investment in R&D

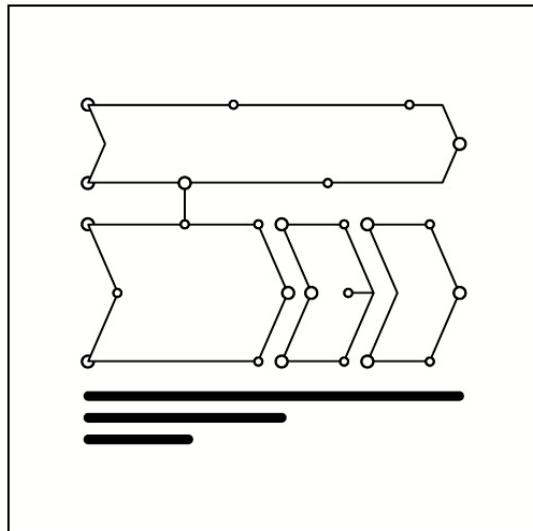
Foundation of future success



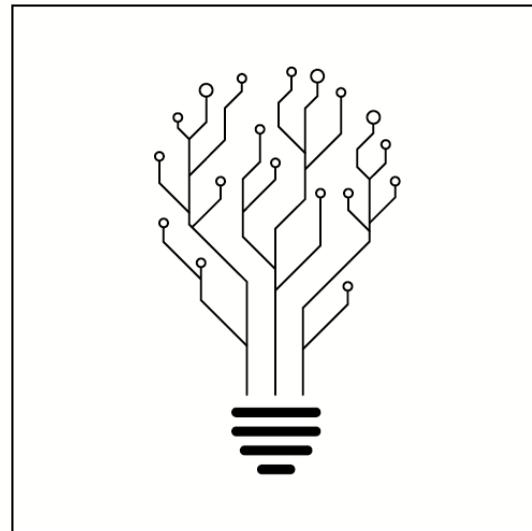
- Planned annual R&D spending: 8%–9%
- Technological shift in automotive industry (e-mobility, autonomous driving, etc.) creating opportunities for further unique selling propositions
- Approx. 230 R&D staff; plus around 200 engineering staff for customer-specific solutions

Focused strategy

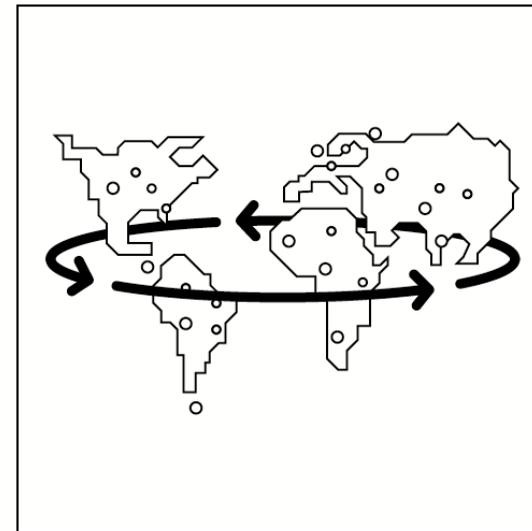
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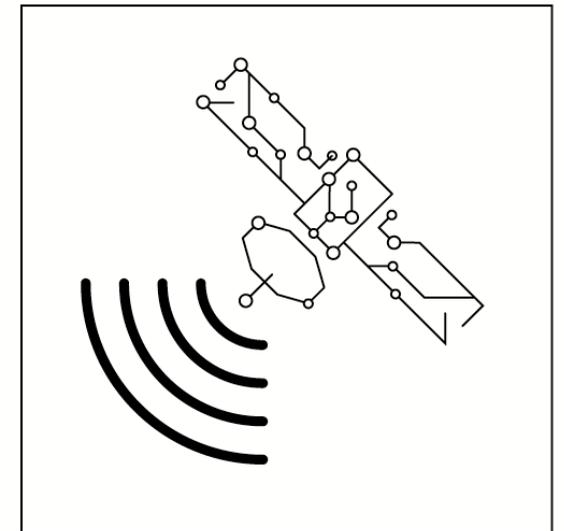
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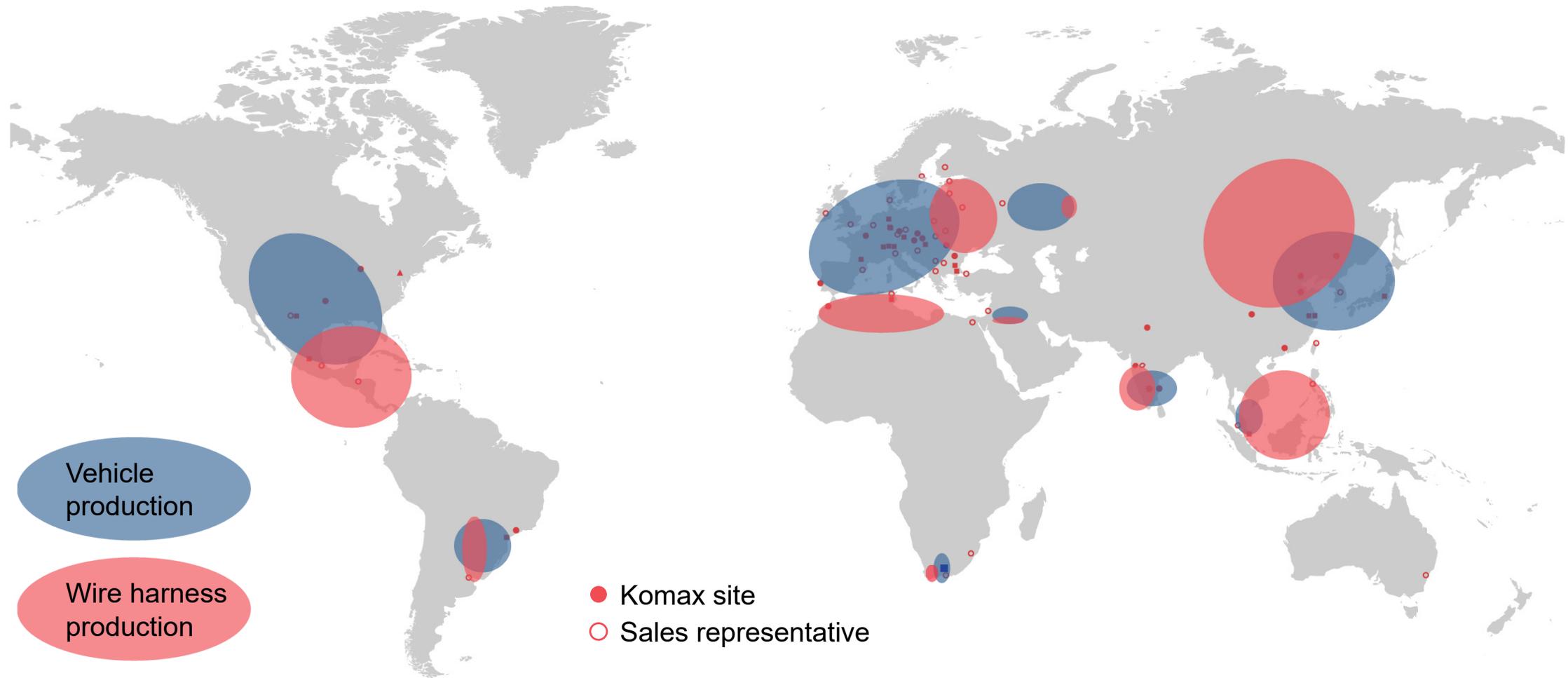
Global customer proximity



Development of non-automotive markets

Global local

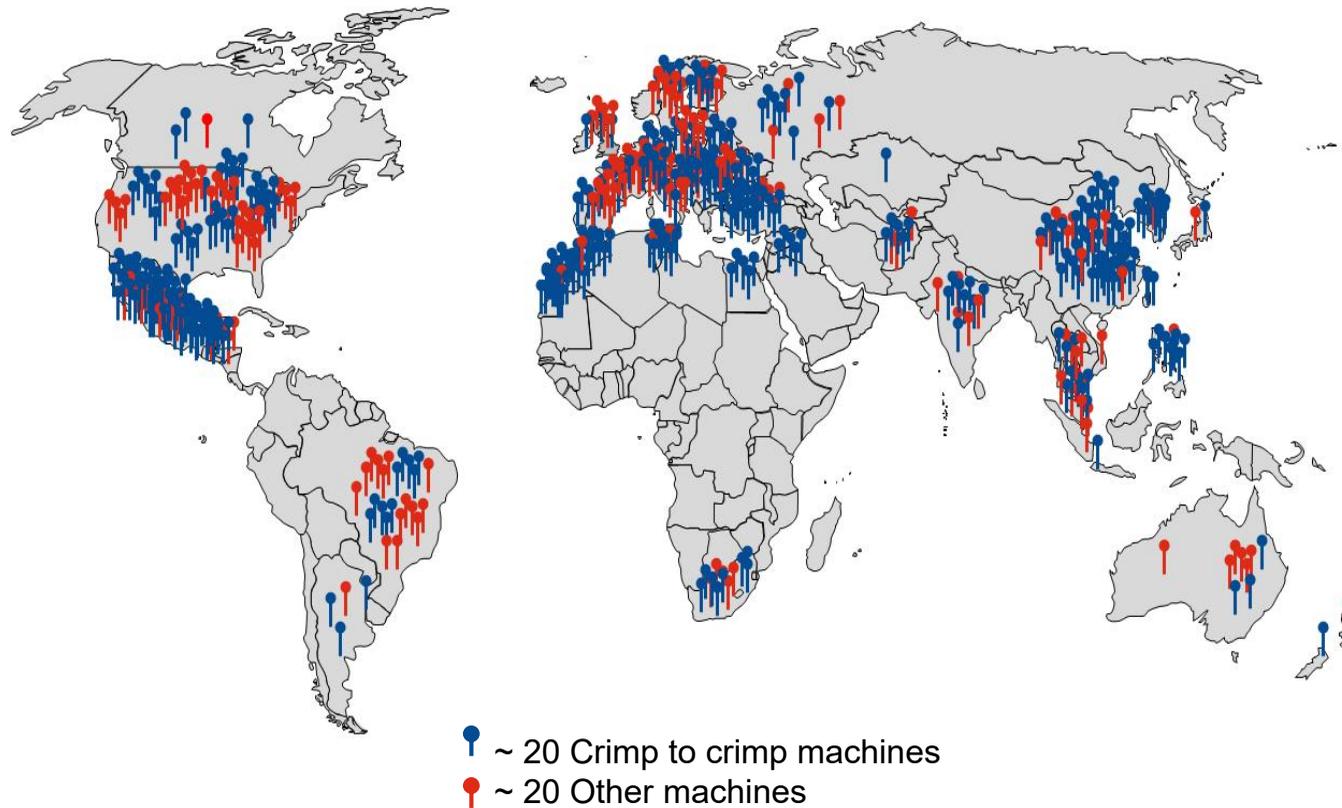
Customer proximity together with short reaction and supply times



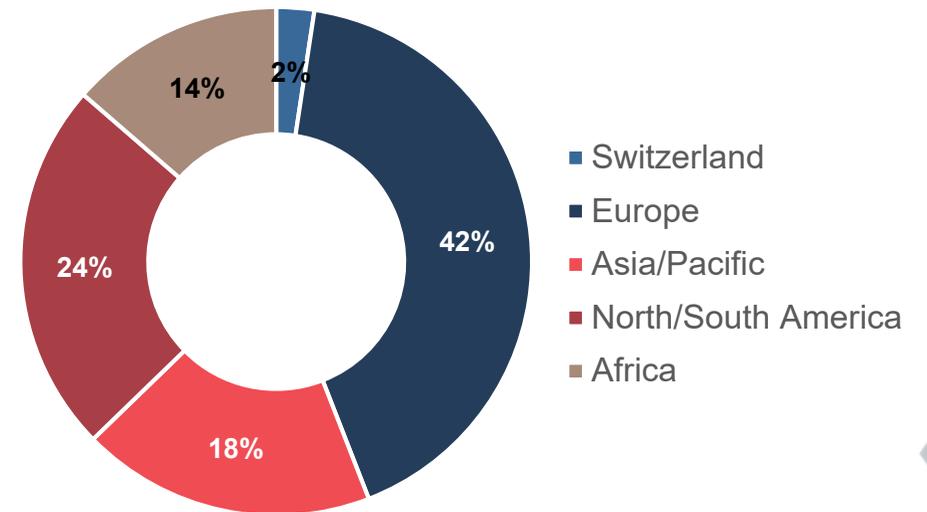
Market leader

The largest installed base in the world

Diversified customer portfolio (including key accounts, small regional companies, all OEMs)

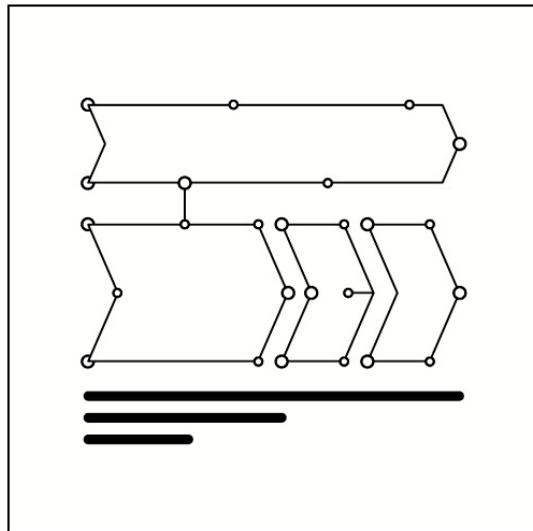


Revenues by region H1 2019

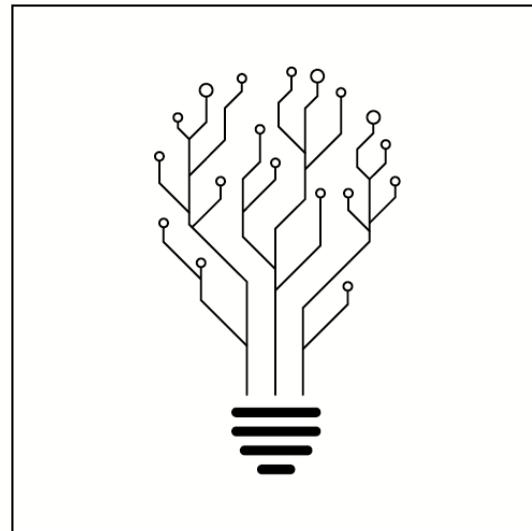


Focused strategy

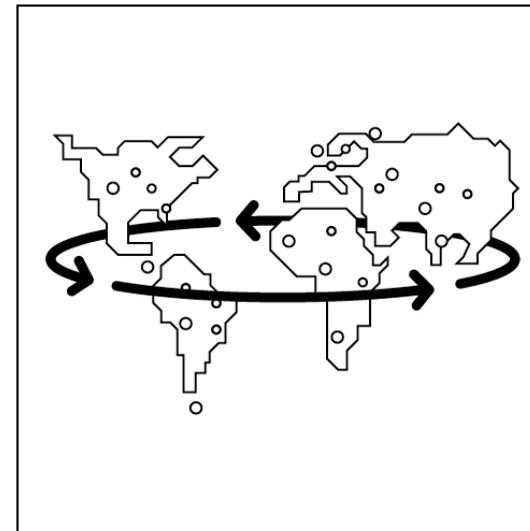
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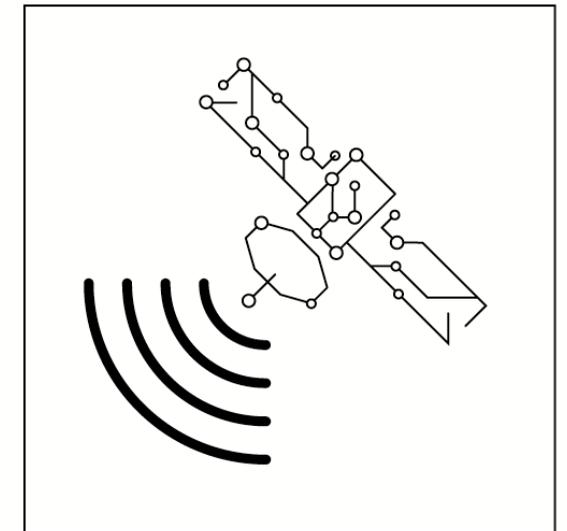
Solutions along the value chain



Innovative production concepts



Global customer proximity



Development of non-automotive markets

Development of non-automotive markets

Focus on three market segments



Aerospce



Data/Telecom

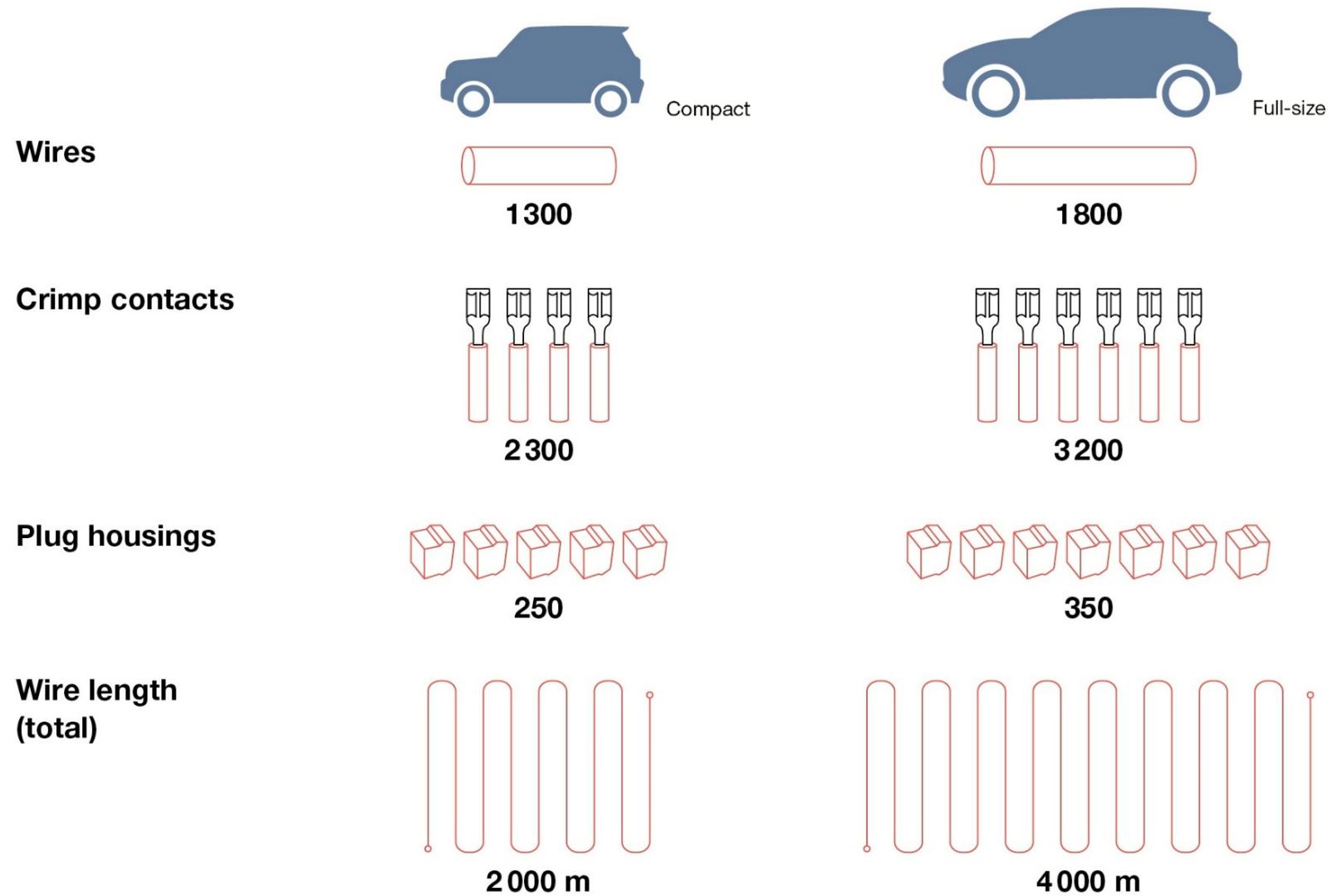


Industrial

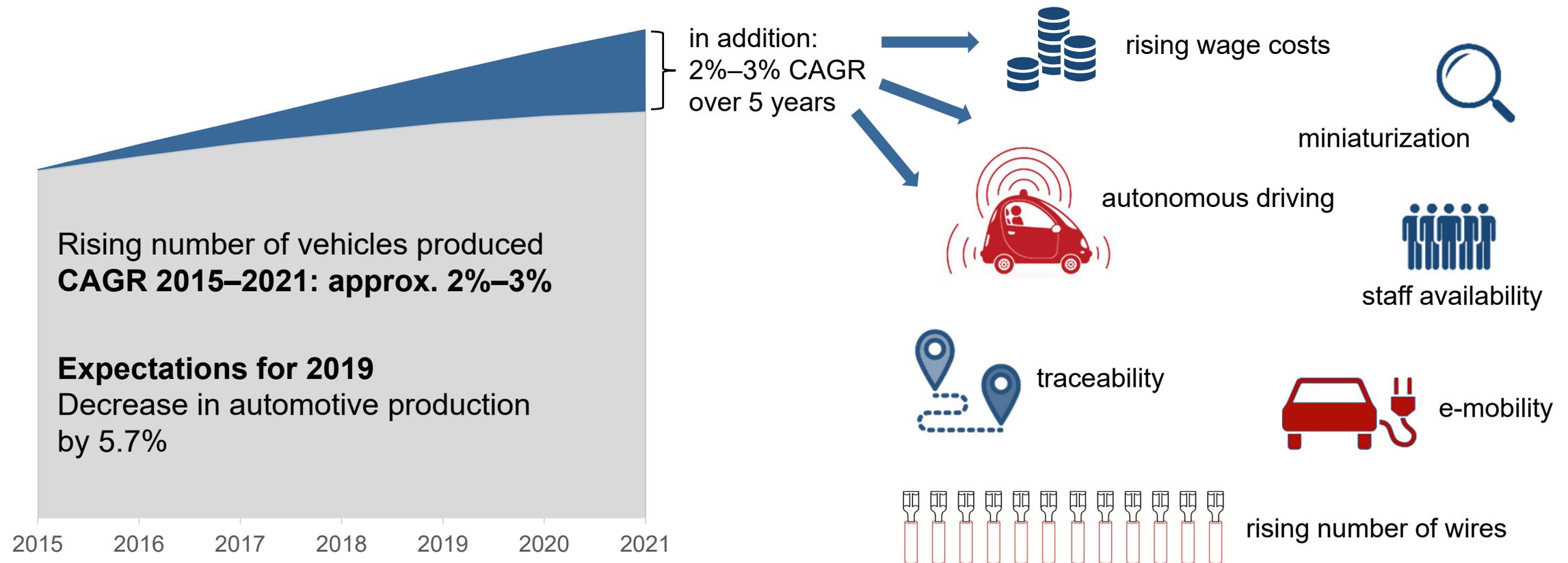
- Non-automotive markets make a substantial contribution to revenues, accounting for less than 20%
- Selective and complementary build-up of competencies in non-automotive areas supports success of core business

WHAT'S NEXT?

Increasing electrification

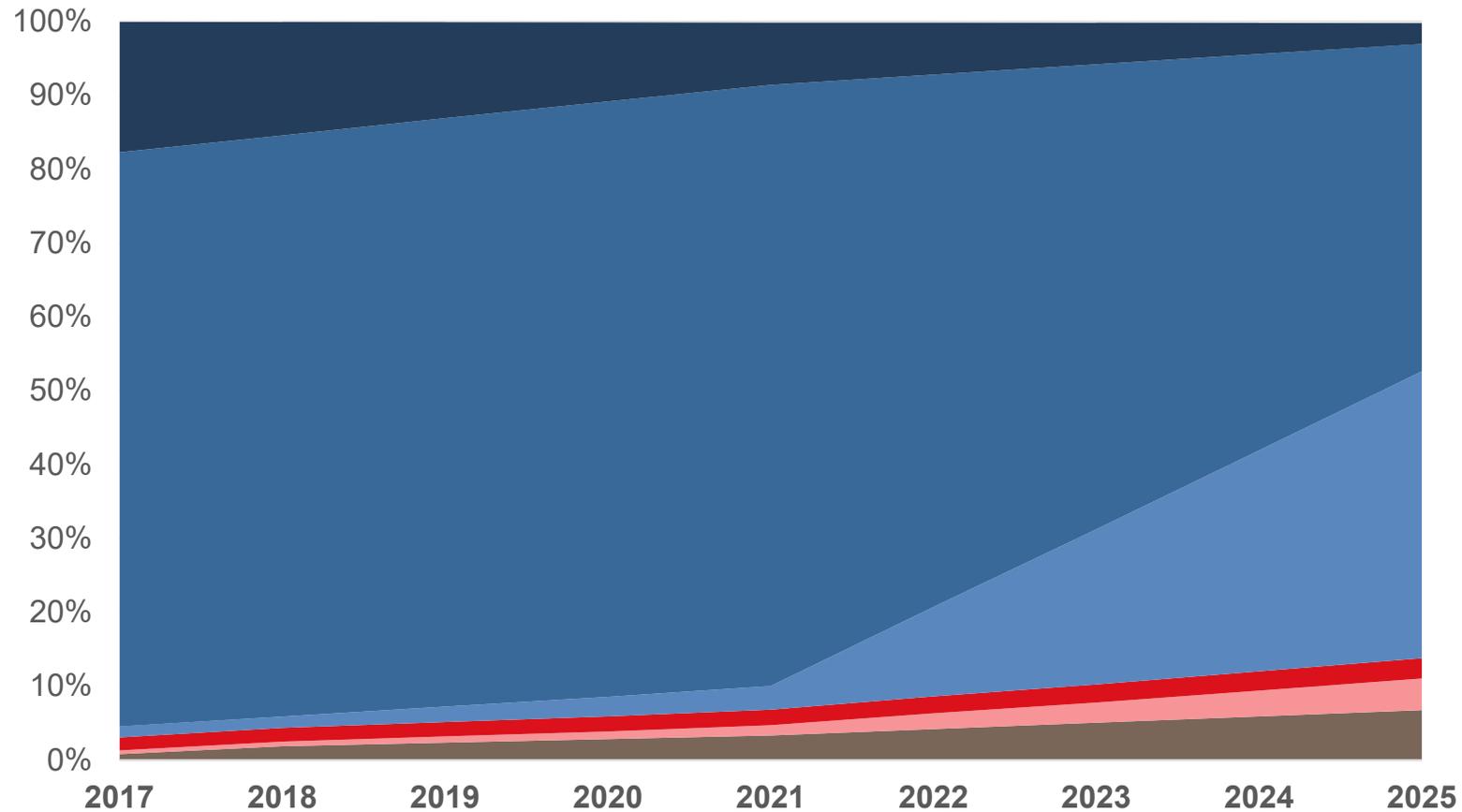


Reasons why the degree of automation is continually rising



Source: IHS Markit, Komax Market Research

Development of e-mobility sharp increase by 2025



- Internal combustion engine (ICE)
- Internal combustion engine (ICE) Stop/Start
- Mild hybrid (MHEV)
- Full hybrid (HEV)
- Plug-in hybrid (PHEV)
- Battery electric vehicle (BEV)

Source: IHS Markit / Komax

There are many opportunities for us

We have a lot of potential in the future



Smart City



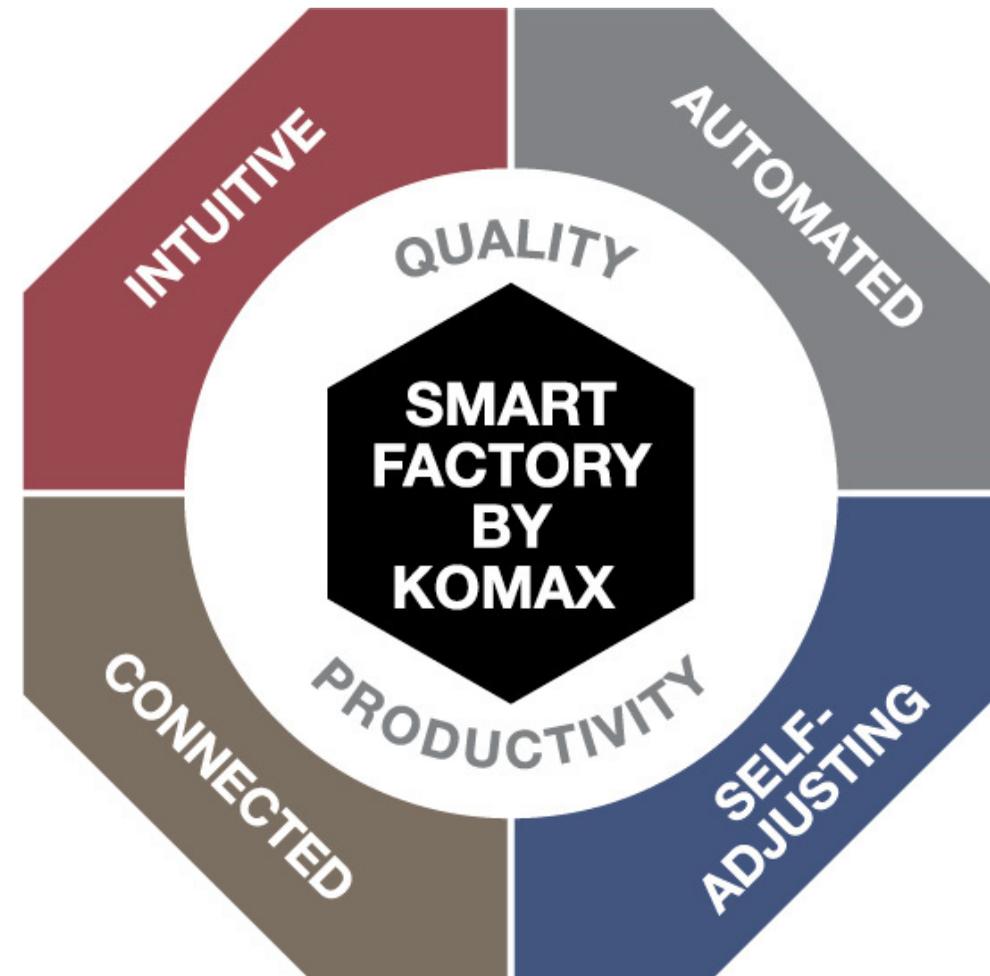
Smart Mobility

SMART FACTORY by KOMAX

Simpler, more convenient, and safer



We develop and produce intelligent, reliable, and optimally cost-effective wiring solutions for smart mobility and smart city applications. We work closely with our customers to make life simpler, more convenient, and safer.



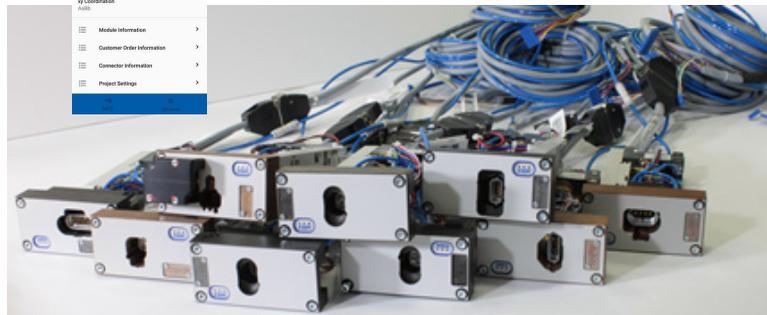
Various SMART FACTORY products already launched



Sigma 688 ST



Komax Connect



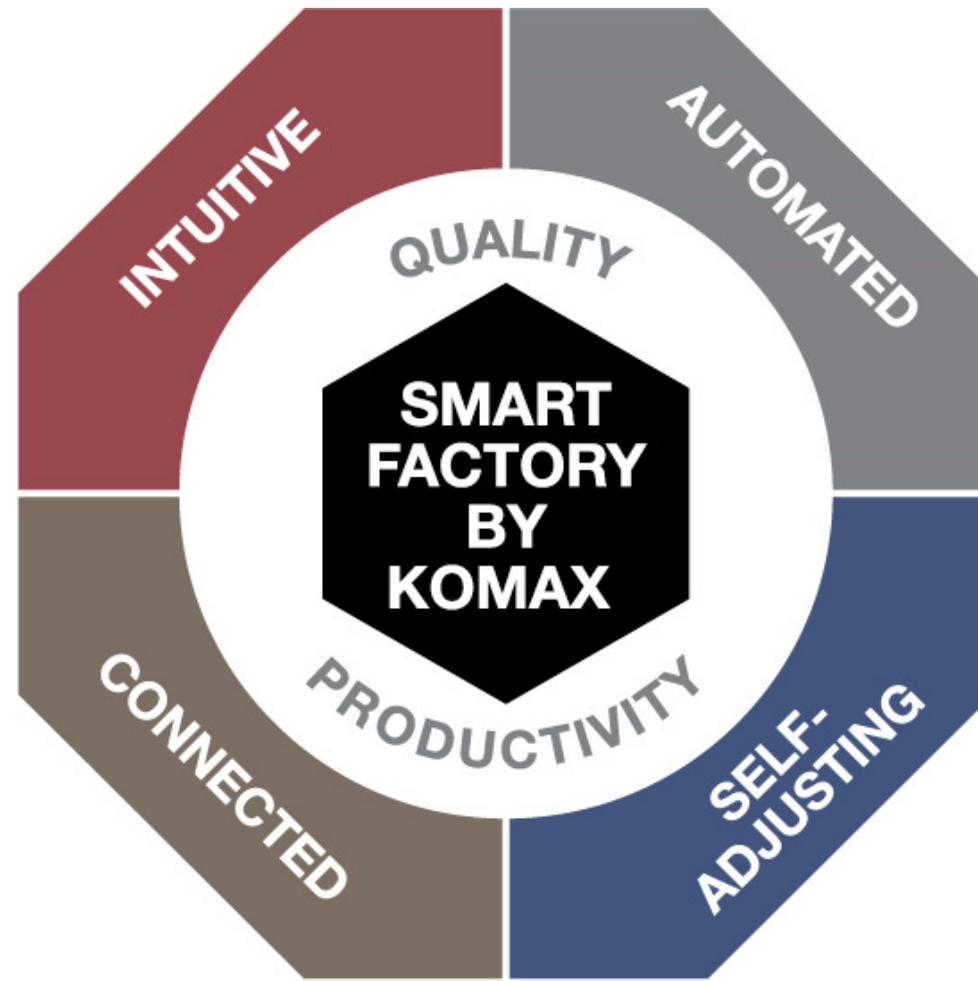
TSK Connect



Q1250

SMART FACTORY by KOMAX

Further new products will follow...



Contact / Financial calendar



Contact

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Financial calendar

Preliminary information on 2019 financial year	28 January 2020
Annual media and analyst conference on the 2019 financial results	17 March 2020
Annual General Meeting	21 April 2020
Half-year results 2020	18 August 2020
Investor Day	23 October 2020

Disclaimer



This presentation contains forward-looking statements in relation to Komax which are based on current assumptions and expectations. Unforeseeable events and developments could cause actual results to differ materially from those anticipated. Examples include: changes in the economic and legal environment, the outcome of legal disputes, exchange rate fluctuations, unexpected market behavior on the part of our competitors, negative publicity and the departure of members of management. The forward-looking statements are pure assumptions, made on the basis of information that is currently available.

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