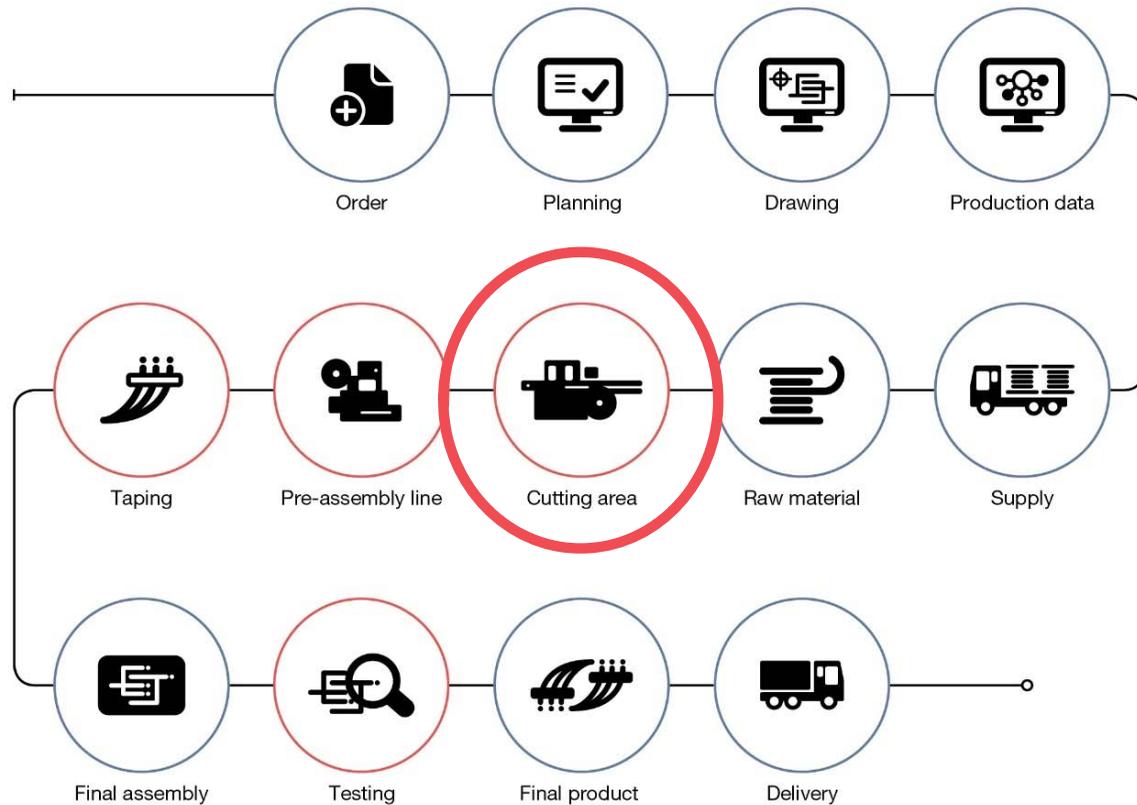


PIONEER, MARKET AND TECHNOLOGY LEADER

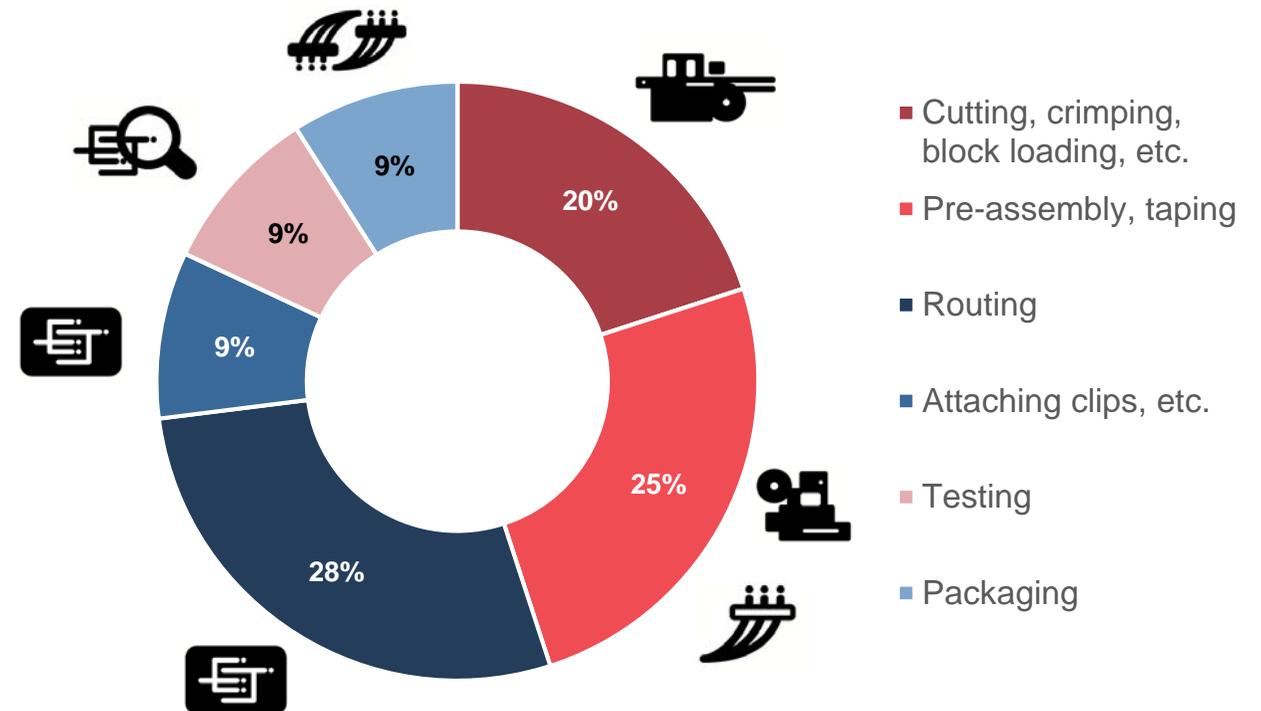
komax

Investors Day, 26 October 2018

Komax offers solutions for every stage of customers' value chain

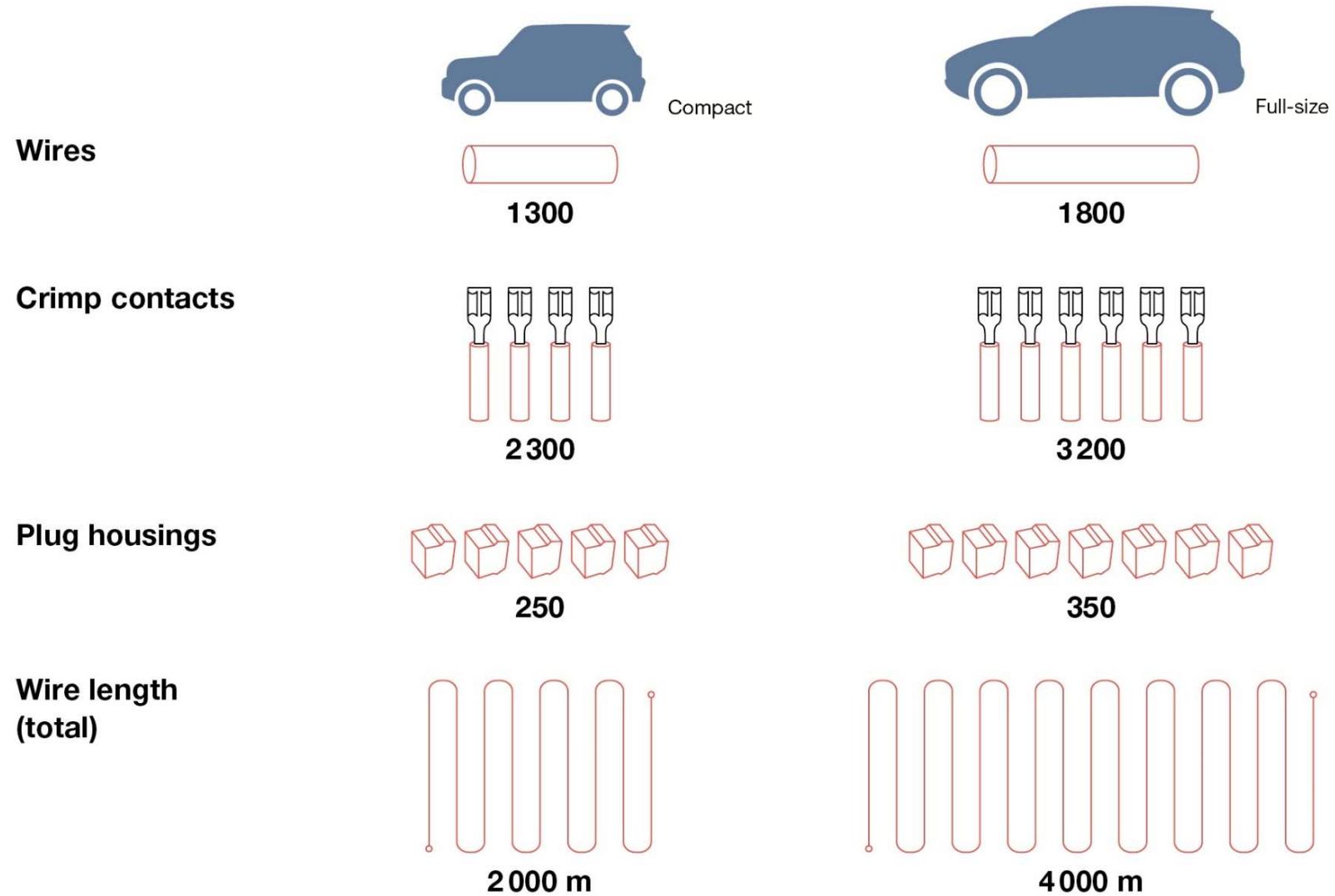


Proportion of time spent per wire harness

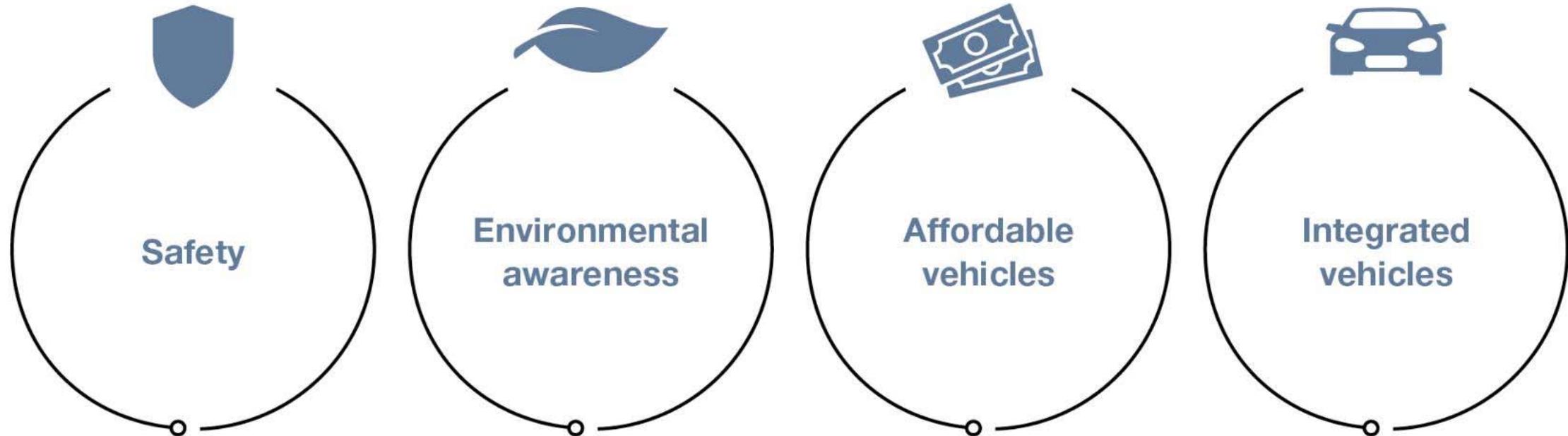


○ Komax automation solutions at work
 — Komax MES – Manufacturing Execution System

Increasing electrification



Global megatrends in the automotive industry



We stand for...

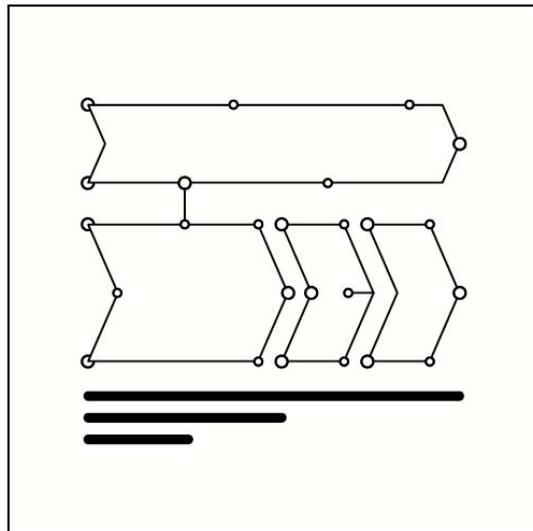
komax

komax

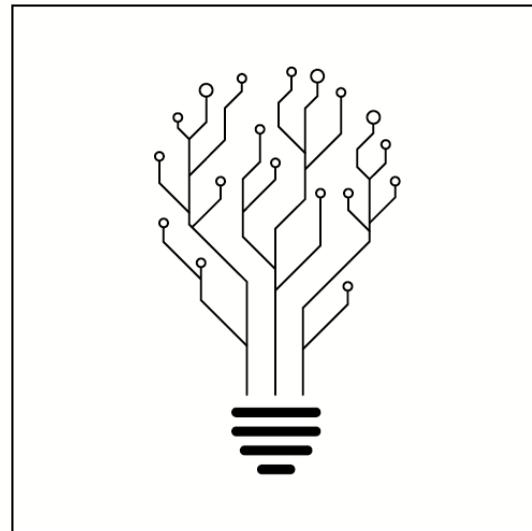
**PREDICTABILITY
FOCUSED
STRATEGY**

Focused strategy

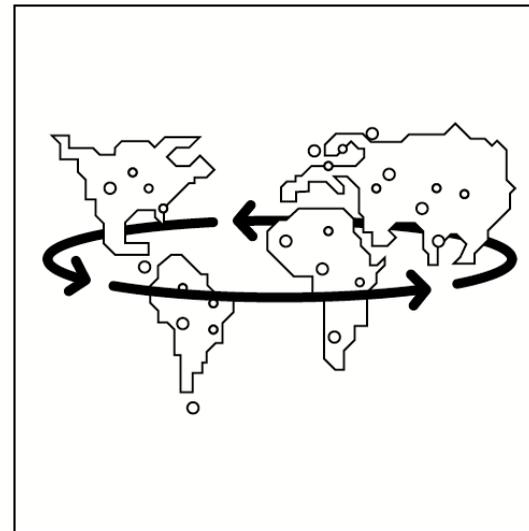
Four key priorities for the automation of wire processing



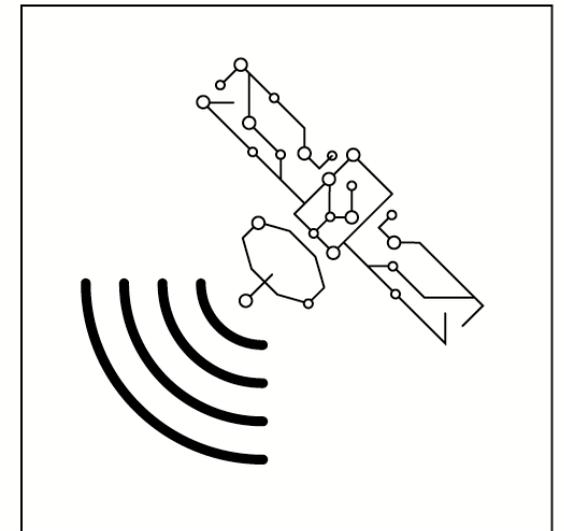
Solutions along the value chain



Innovative production concepts



Global customer proximity



Development of non-automotive markets

We stand for...



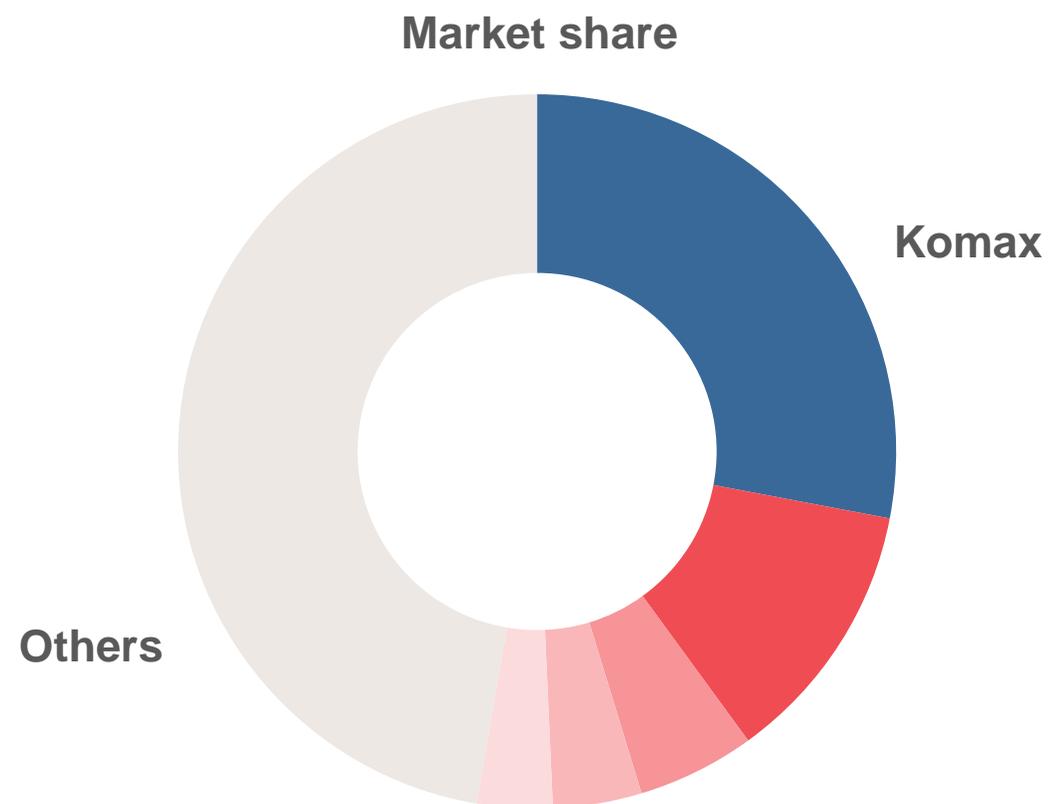
PREDICTABILITY
FOCUSED
STRATEGY

ROBUSTNESS
MARKET
LEADER

Market leader

Clear advantage over competitors

- Komax is more than twice the size of its biggest competitor
- Net sales in 1st half of 2018
CHF 235.7 million vs. CHF 98.0 million

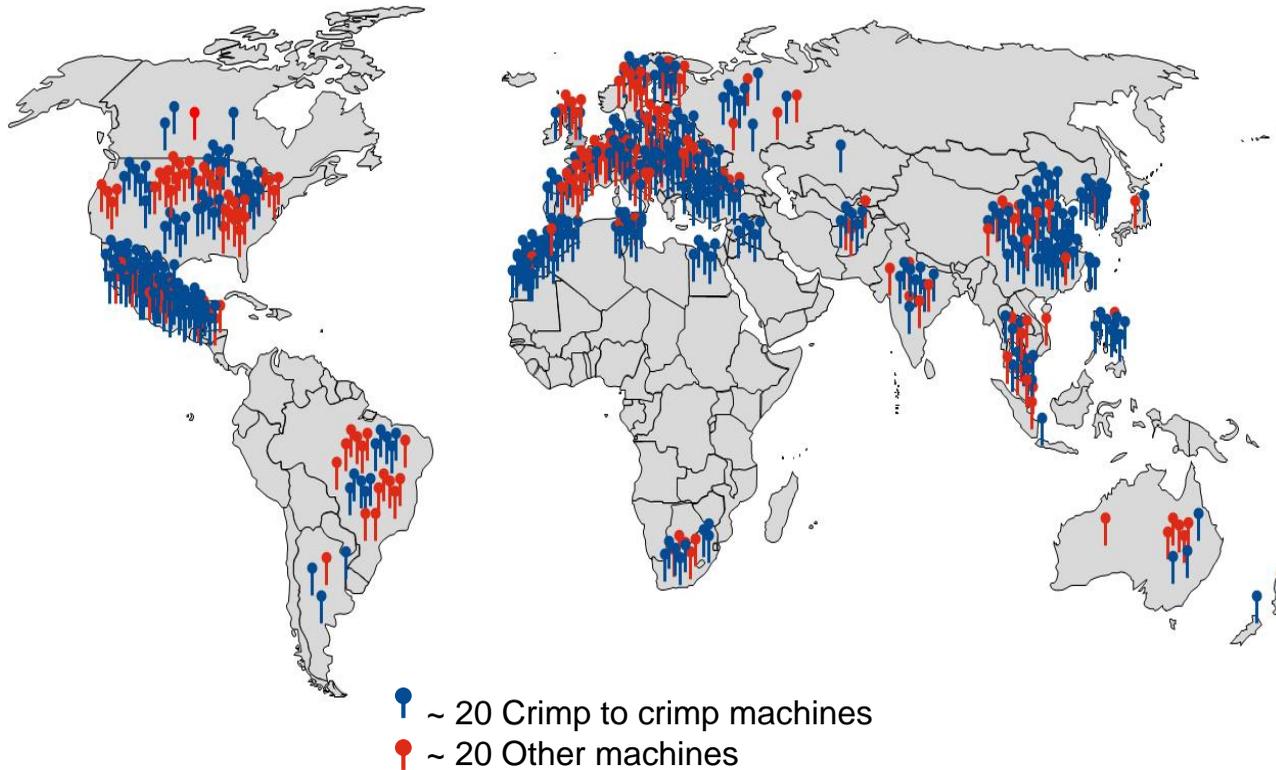


Market leader

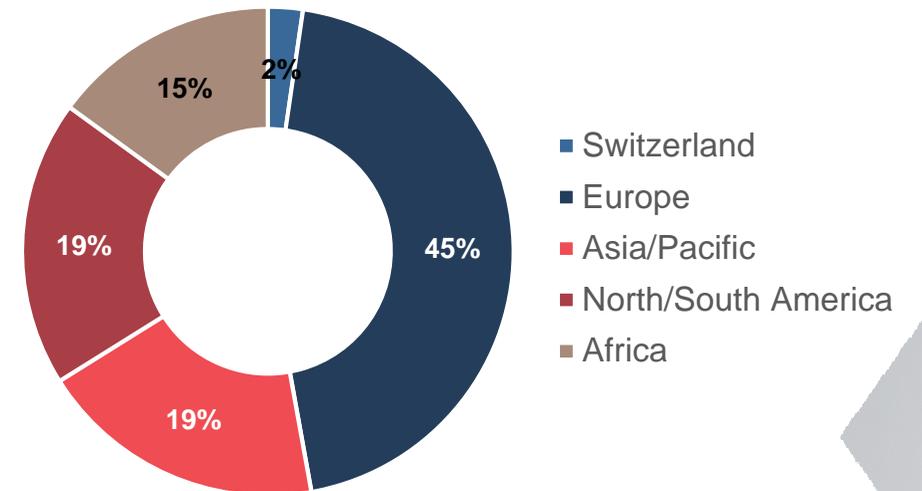
The largest installed base in the world



- Continuous recurring earnings create stability – even during brief downturns
- Diversified customer portfolio (including key accounts, small regional companies, all OEMs)



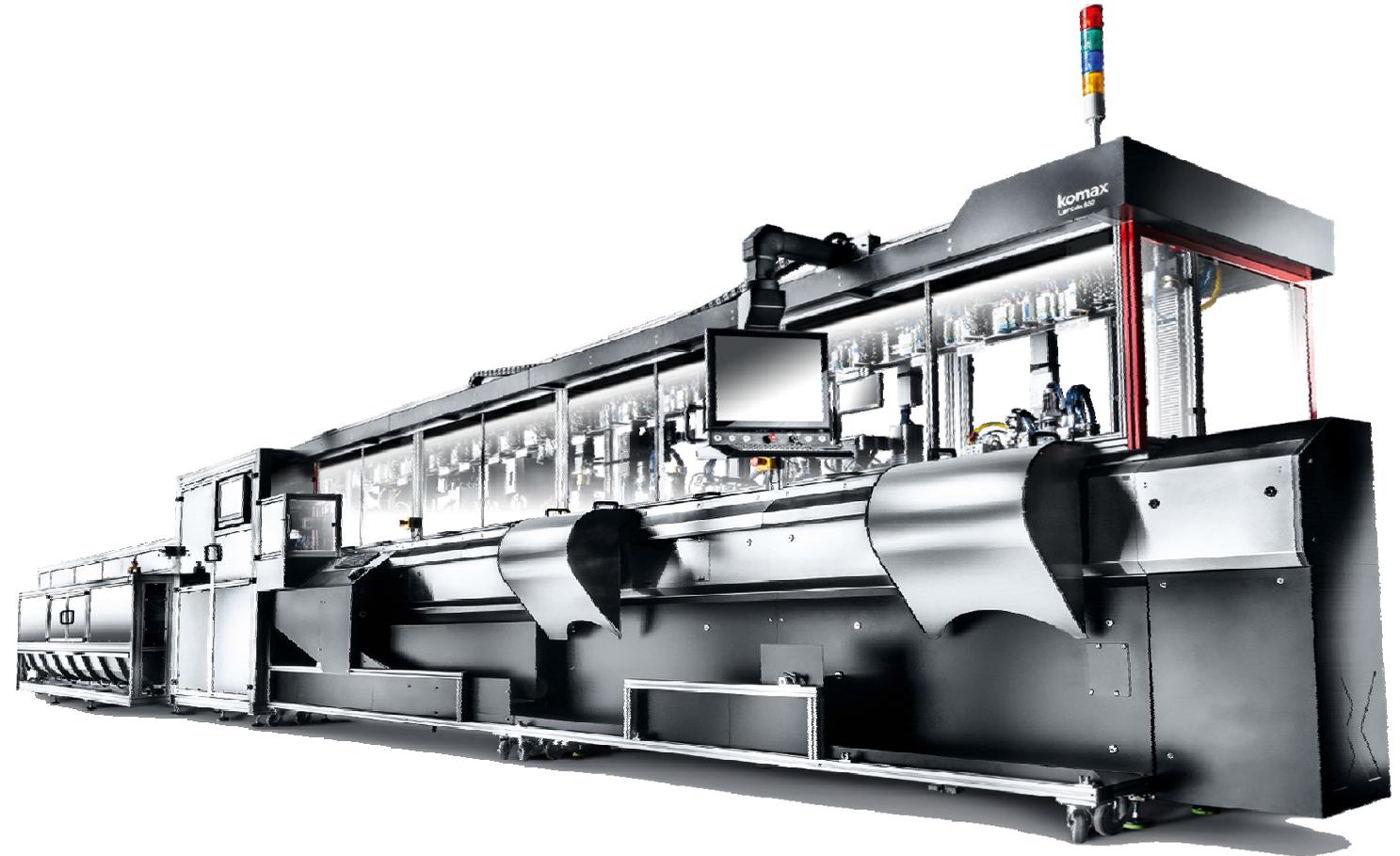
Revenues by region H1 2018



Market leader

The broadest product portfolio to meet changing market needs

komax

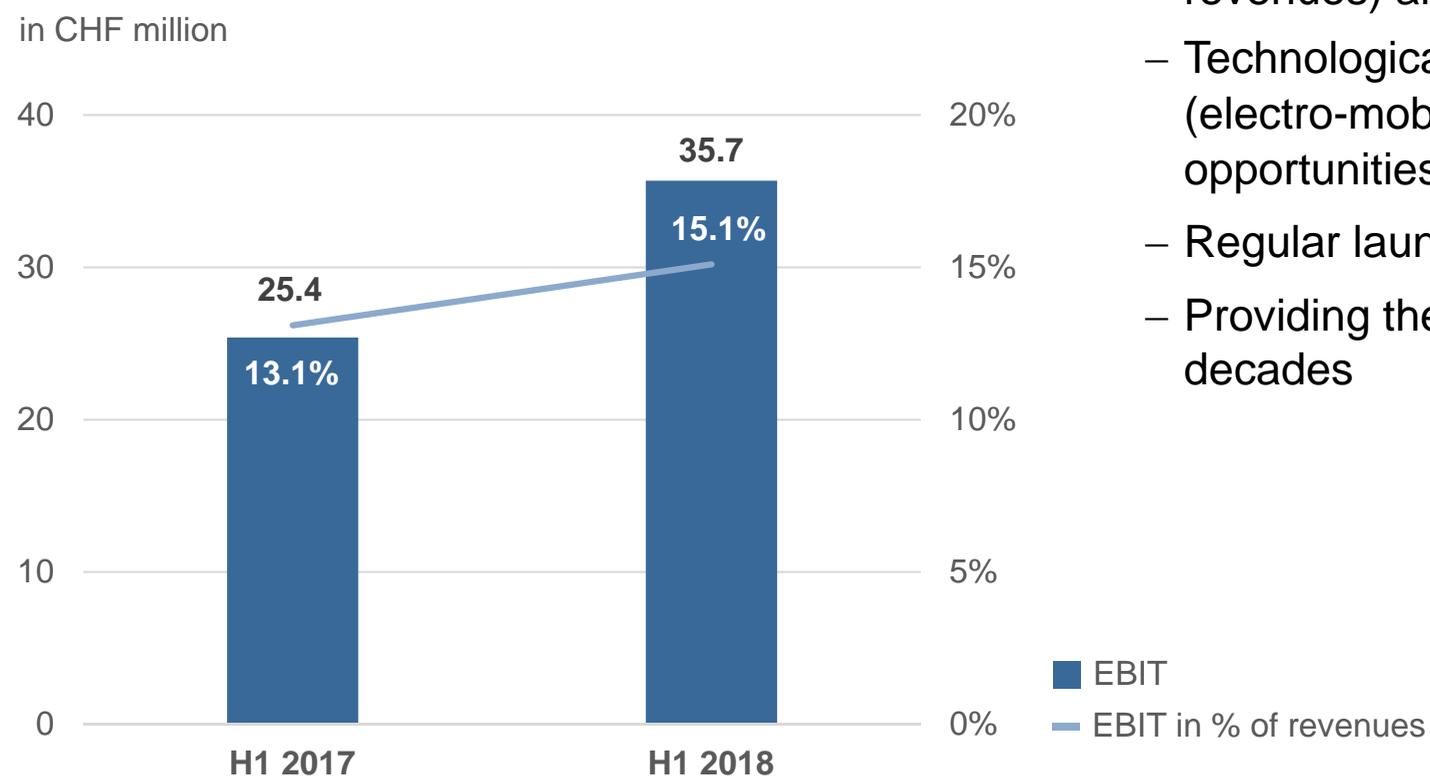


We stand for...



Brand strength

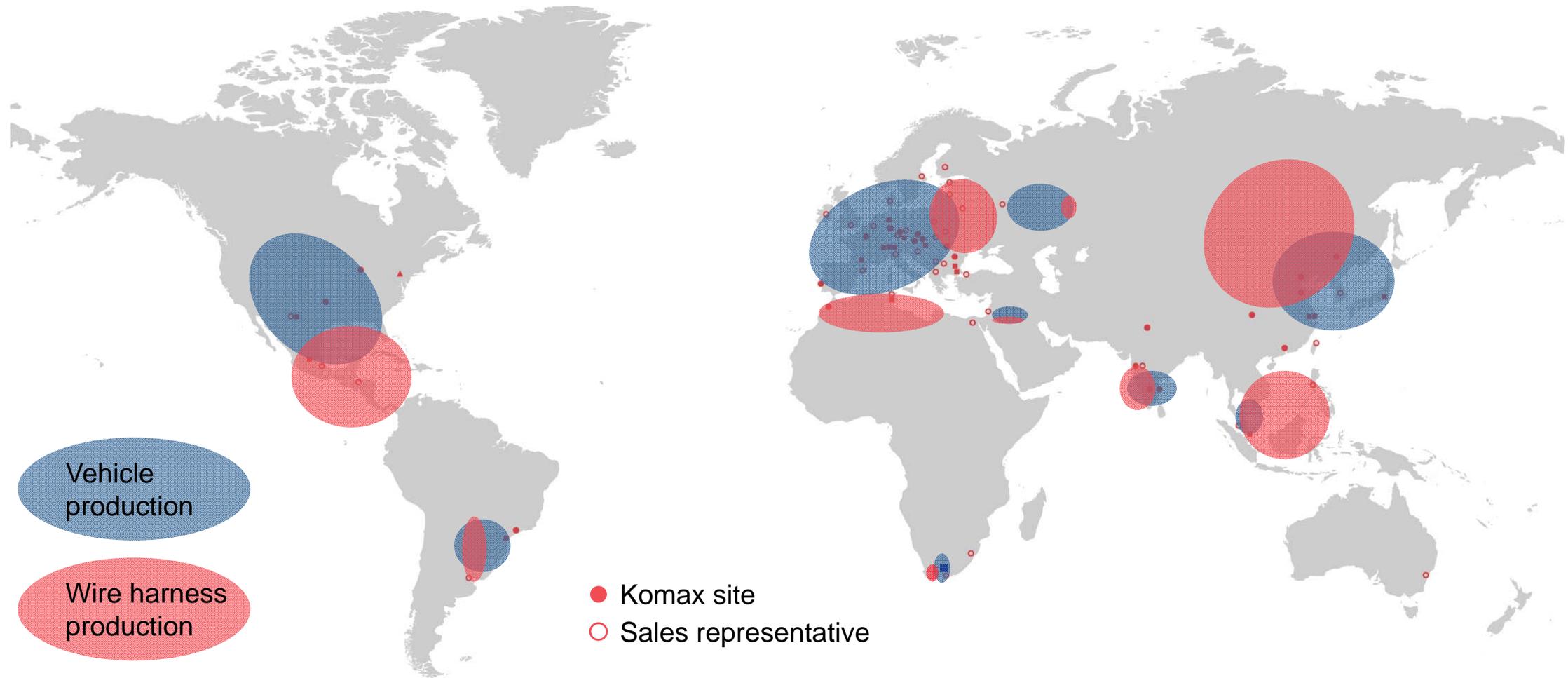
Increasing profitability thanks to technology leadership



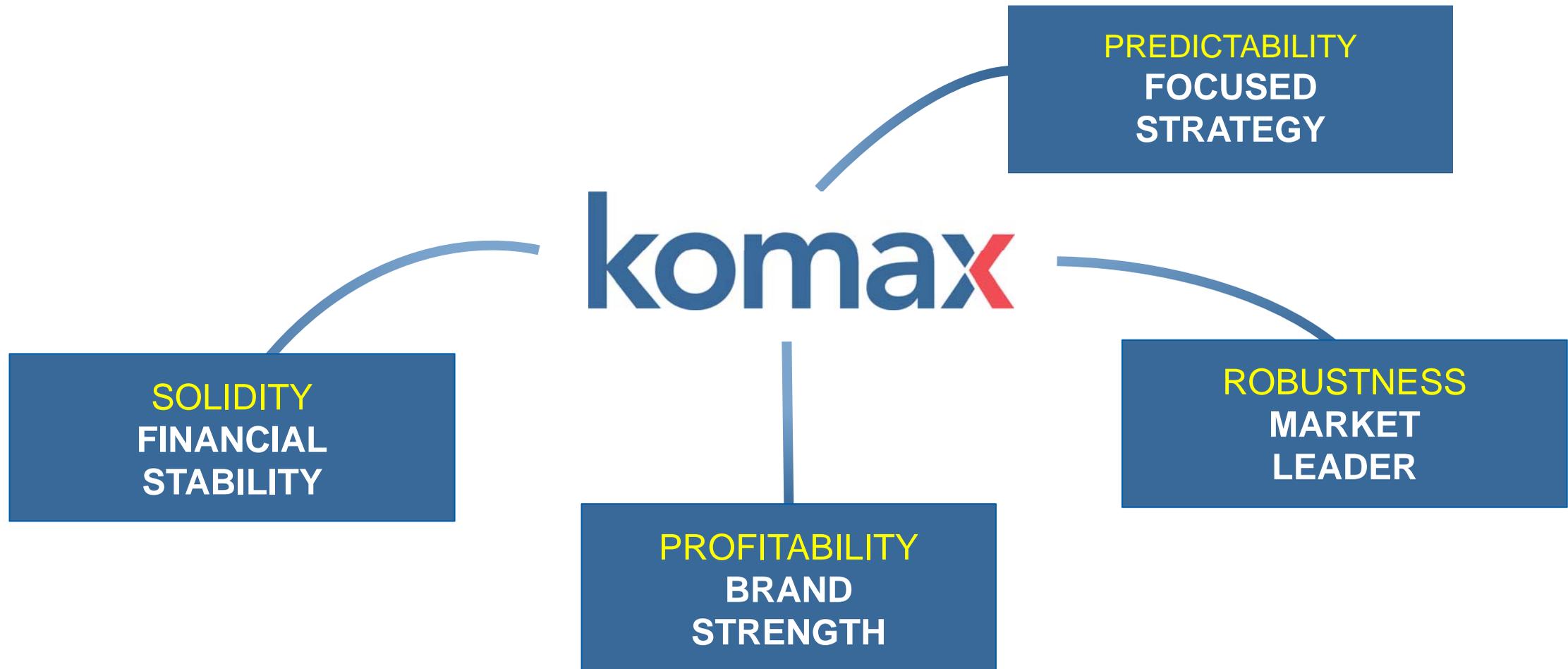
- Consistent investment in R&D (8%–9% of annual revenues) and investment in marketing
- Technological shift in automotive industry (electro-mobility, autonomous driving, etc.) creating opportunities for further unique selling propositions
- Regular launches of new products and services
- Providing the highest quality and reliability for decades

Brand strength

The world's largest sales and service network



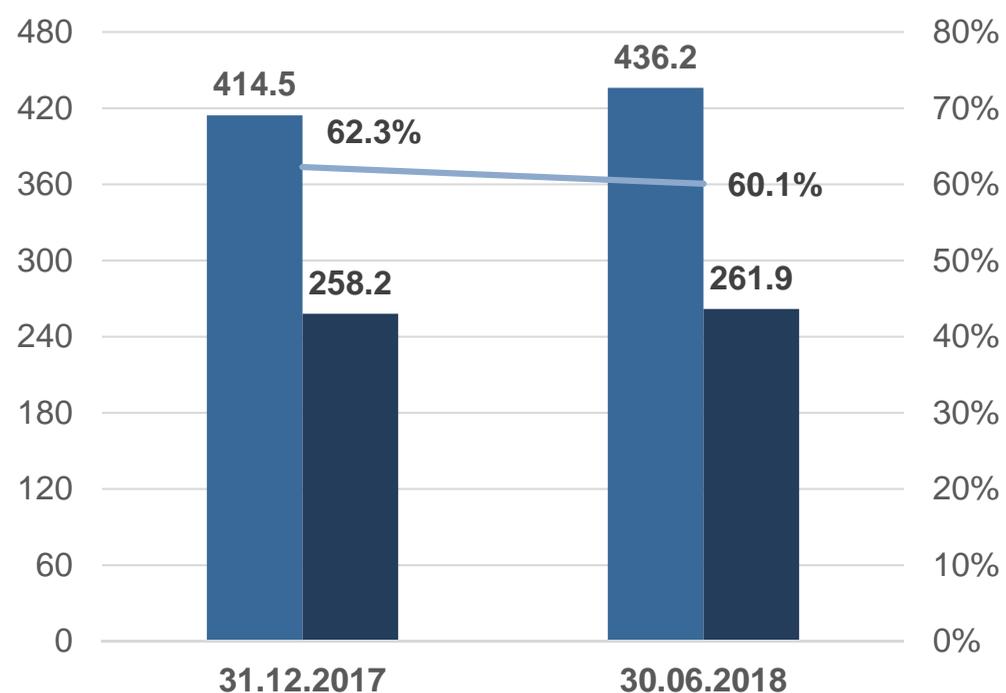
We stand for...



Financial stability

High equity ratio

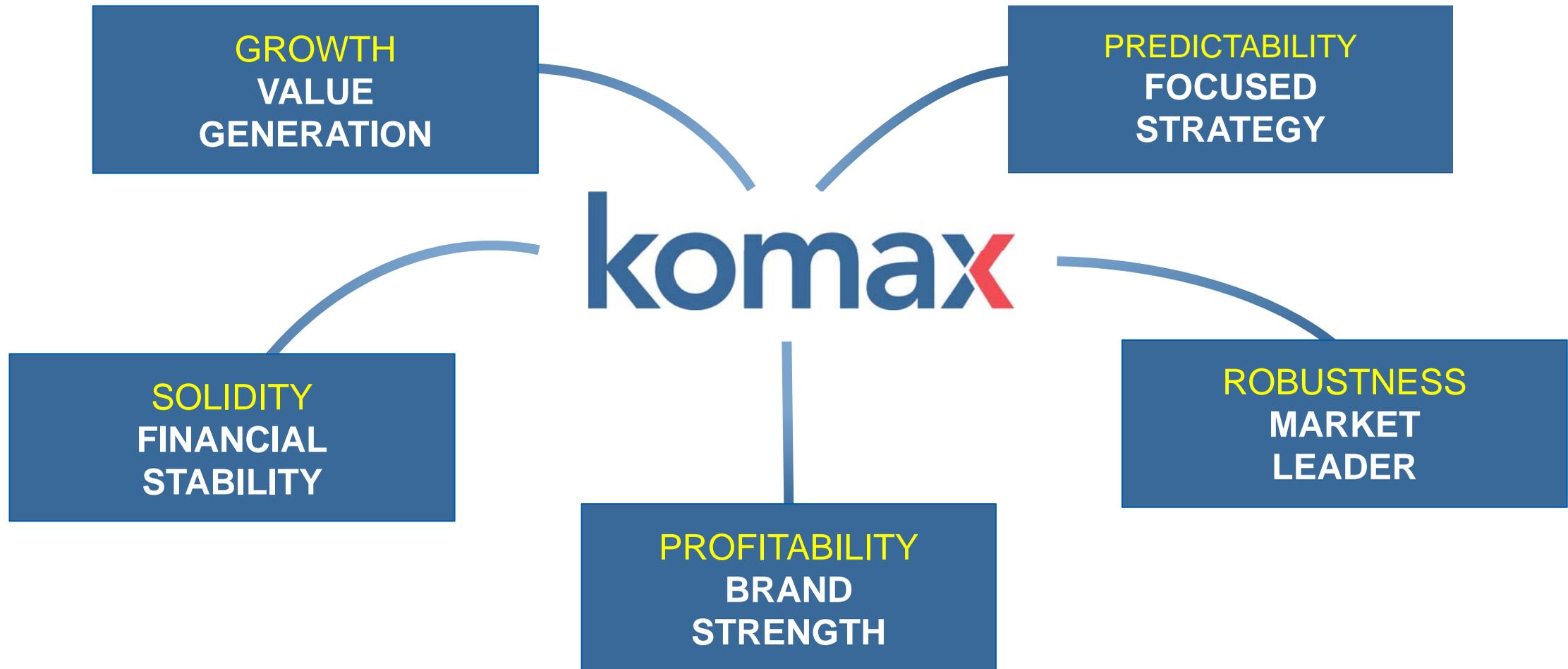
in CHF million



- Net debt of CHF 31.2 million
(31.12.2017: CHF 10.5 million)
- Retained earnings of CHF 240.0 million
(31.12.2017: CHF 233.2 million)

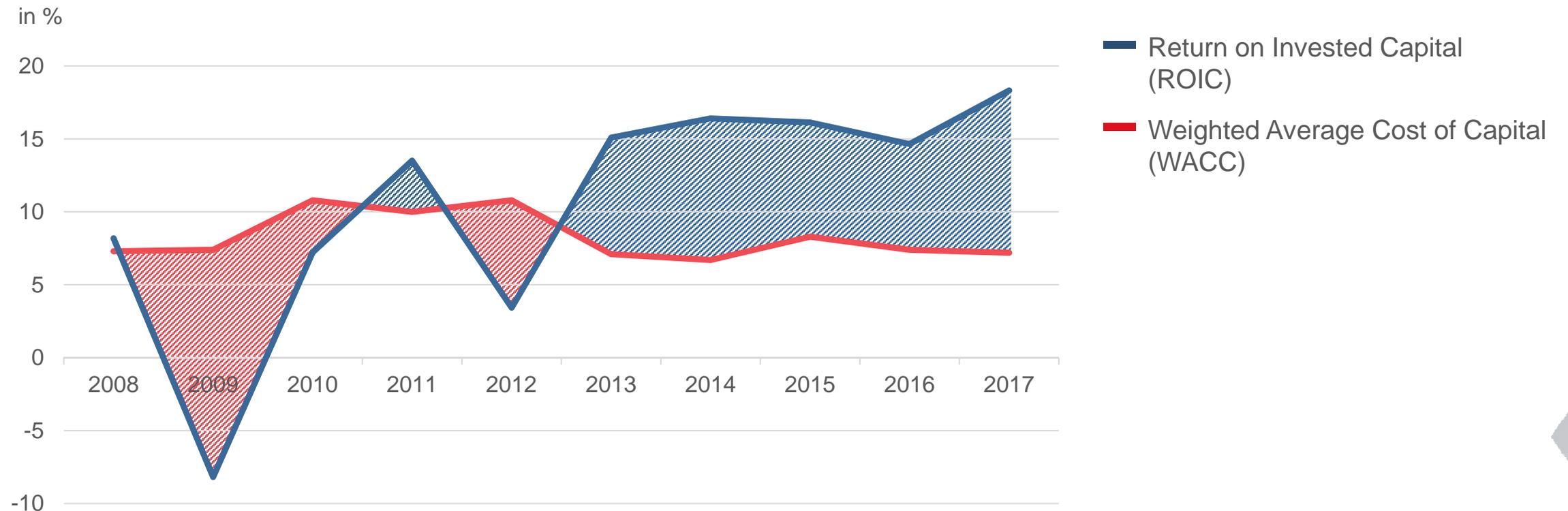
■ Total assets
 ■ Shareholders' equity
 — Equity ratio in % of total assets

We stand for...



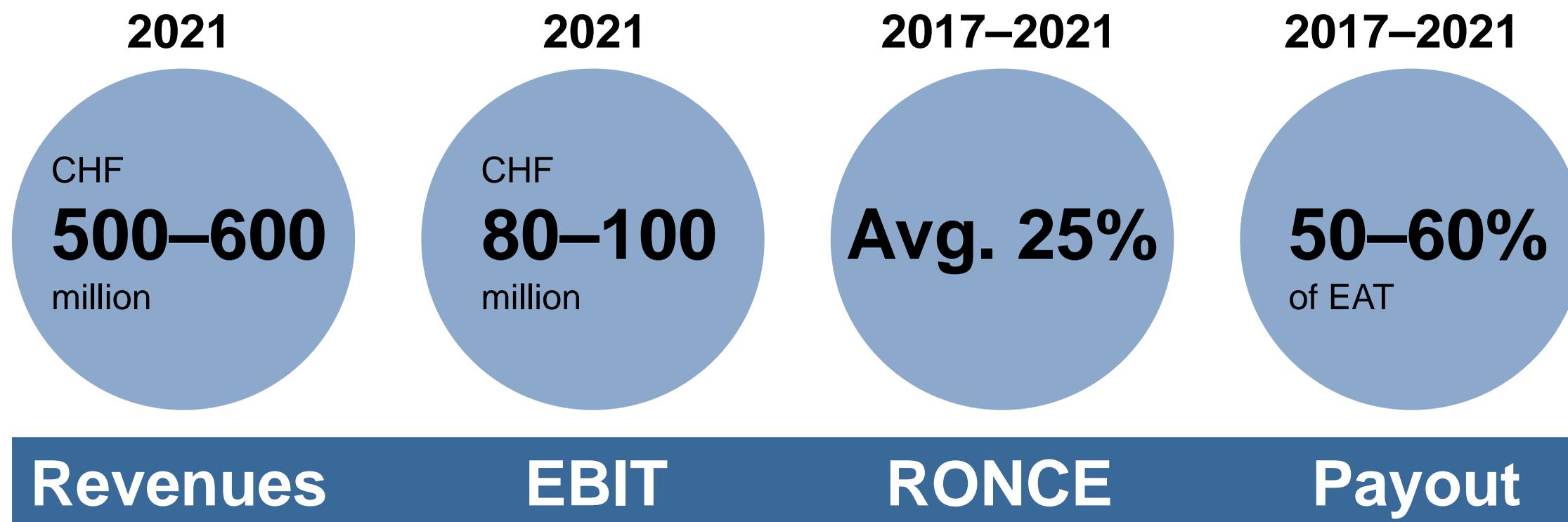
Value generation

Komax is growing sustainably



Value generation

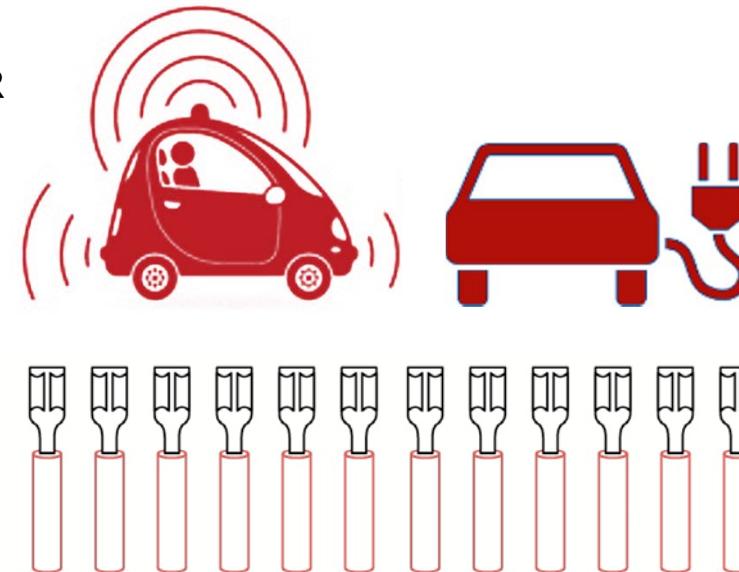
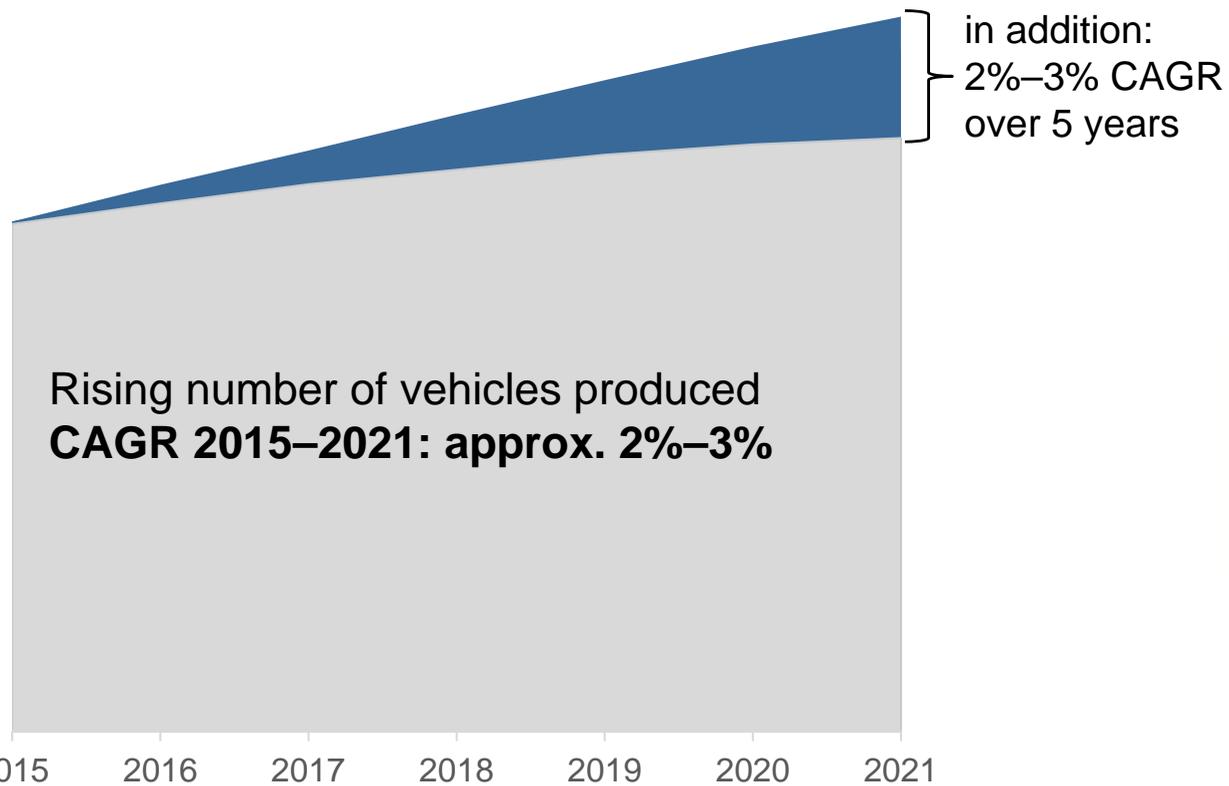
2017–2021 strategy – ambitious targets, attractive dividend policy



WHAT'S NEXT?

Constant rise in pressure to automate

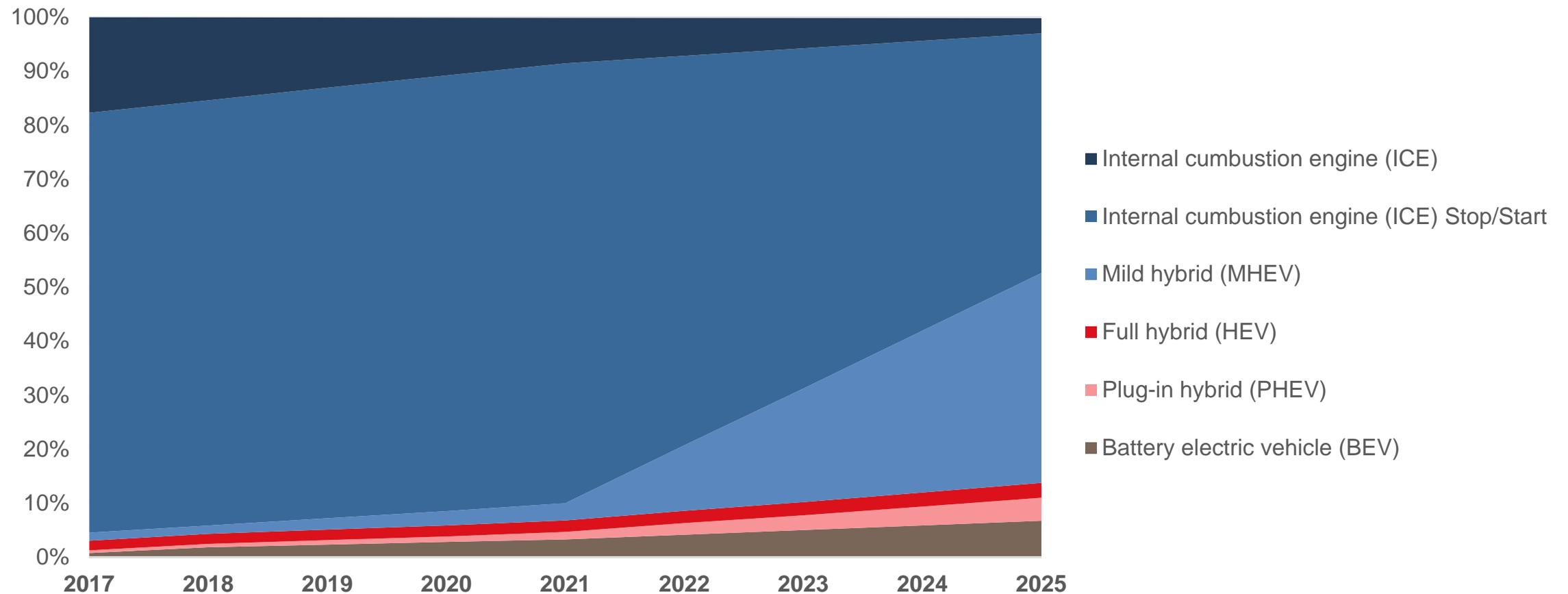
Reasons



Source: IHS Markit, Komax Market Research

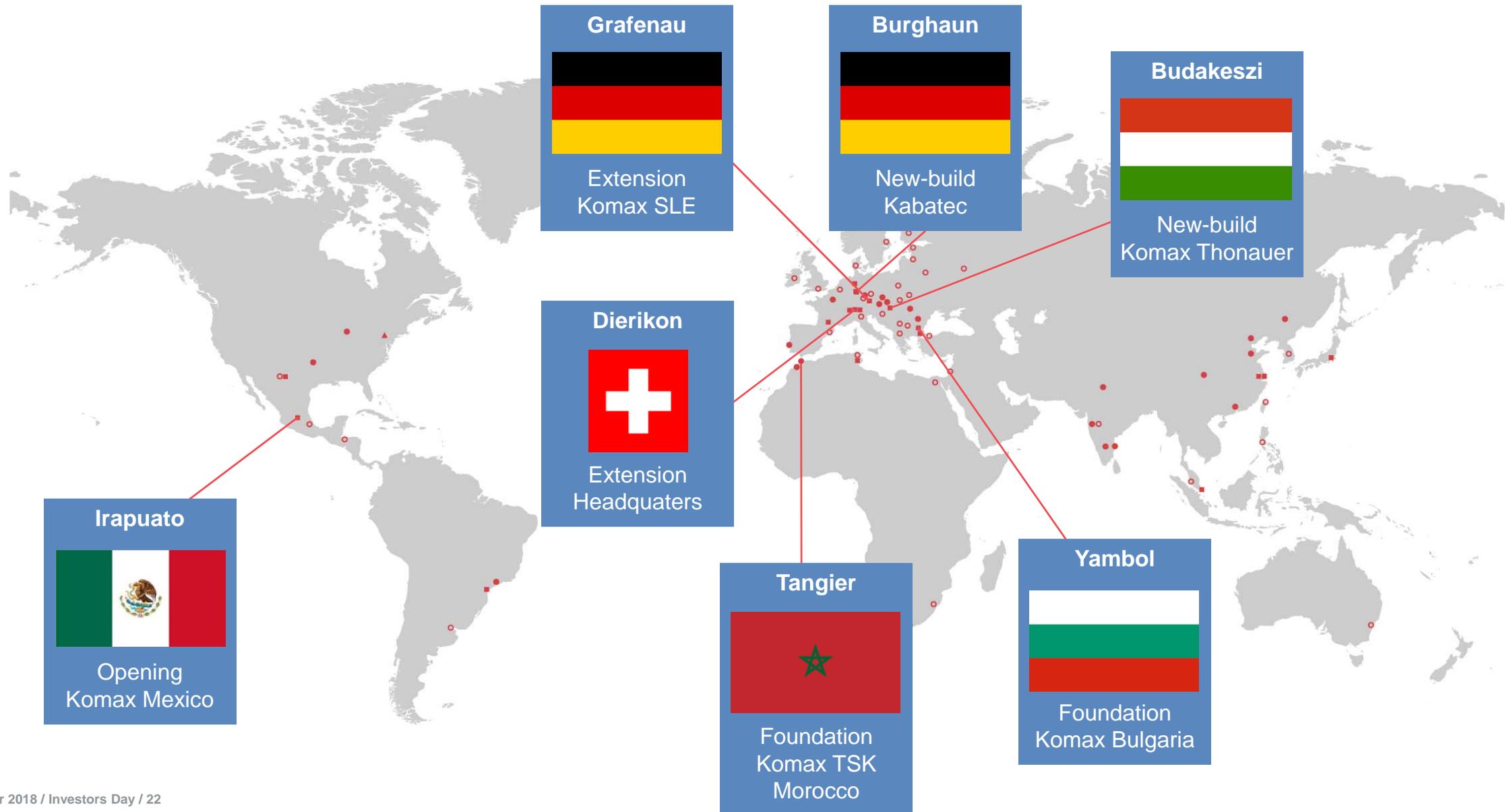
Development of electro-mobility

sharp increase by 2025



Source: IHS Markit / Komax

Investments for a successful future





PIONEER, MARKET AND TECHNOLOGY LEADER

komax

Investors Day, 26 October 2018