

# PIONEER, MARKET AND TECHNOLOGY LEADER

**komax**

Swiss Equities Conference, 10 January 2019

# About Komax

## Brief profile

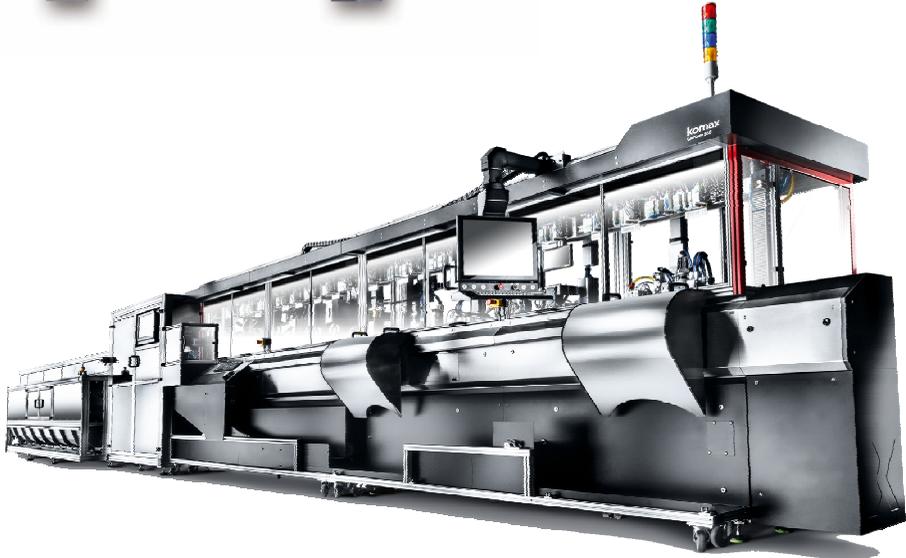
- Founded by Max Koch in 1975
- Global presence
  - production sites in Europe, Asia, North and South America, and Africa
  - sales and service support in more than 60 countries
- Strong innovative drive: technology and market leader
- Around 2,000 employees
- Highly profitable and solidly financed

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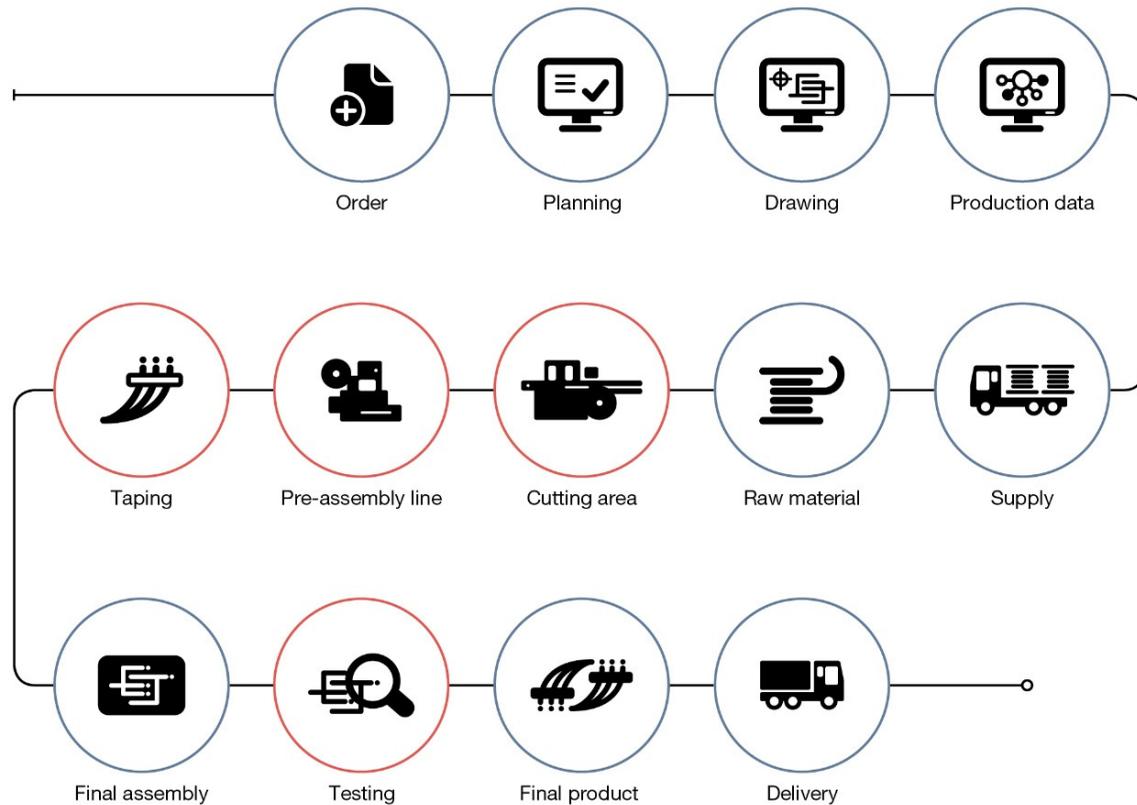


# What does Komax produce?

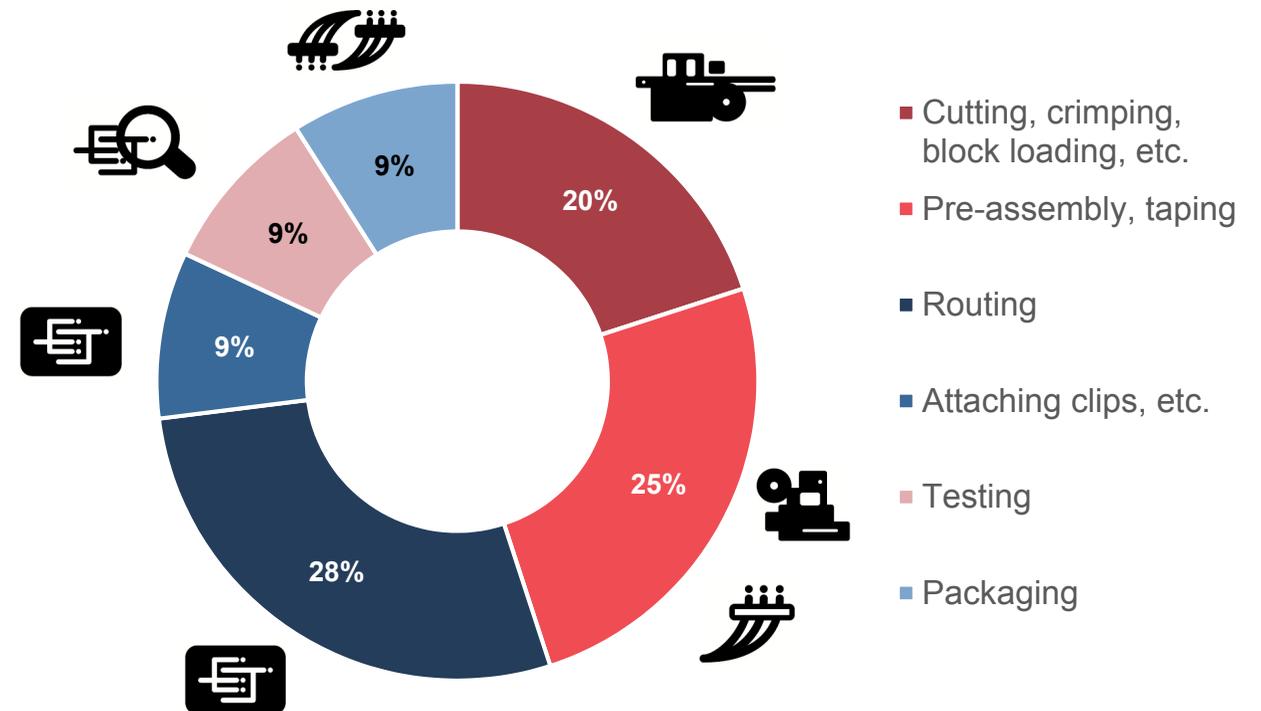
Automation solutions for wire processing



# Komax offers solutions for every stage of customers' value chain



Proportion of time spent per wire harness

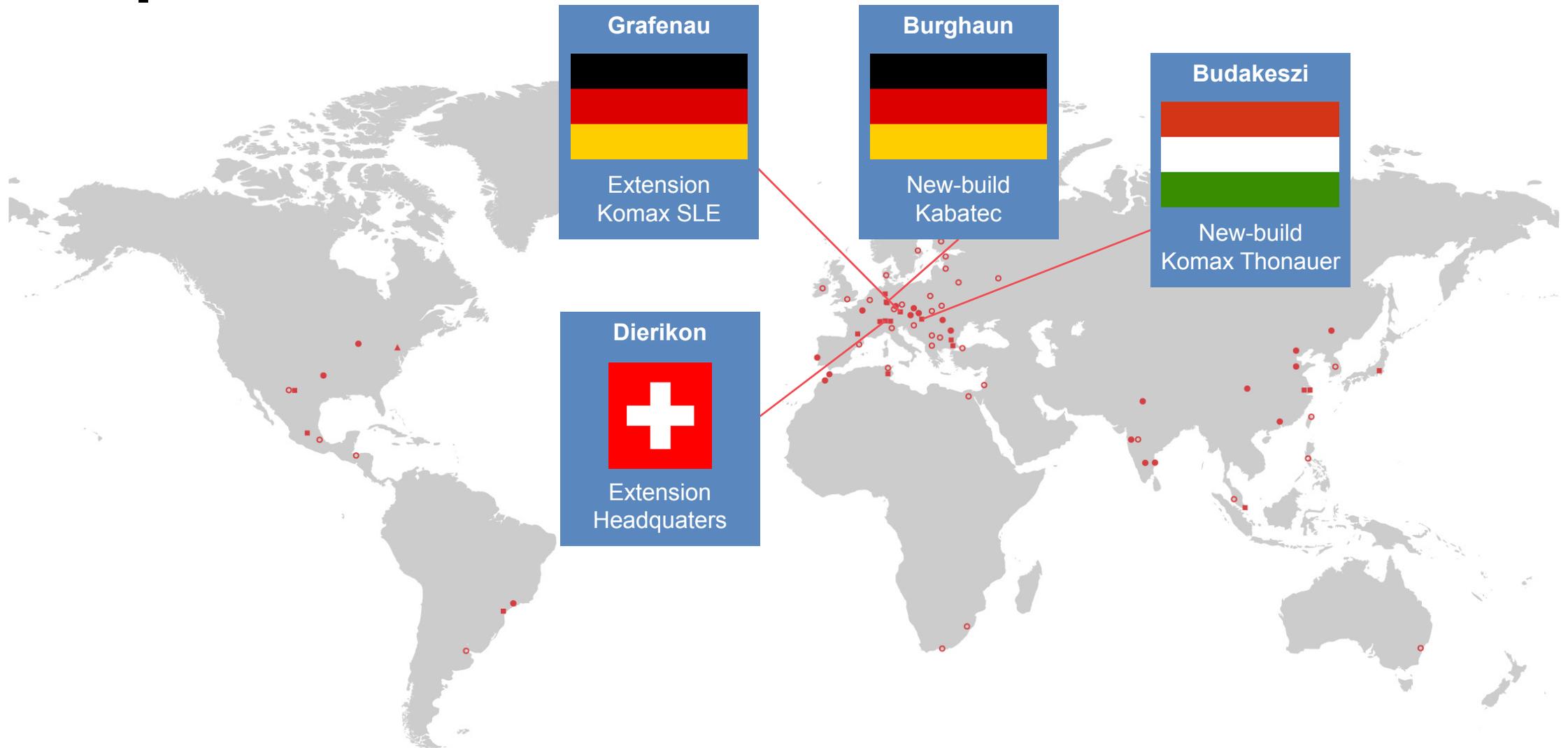


# 2018 in brief

- Increasing pressure for automation
- Expansion of global market position
- Foundation of Komax TSK Maroc in Tangier, asset deal with TX Mechatronics
- Successful integration of companies and employees acquired in 2017 (Laselec and Practical Solutions)
- Increasing productivity
- Launch of several new solutions along customers' value chain
- Strongly fluctuating foreign currencies
- ...

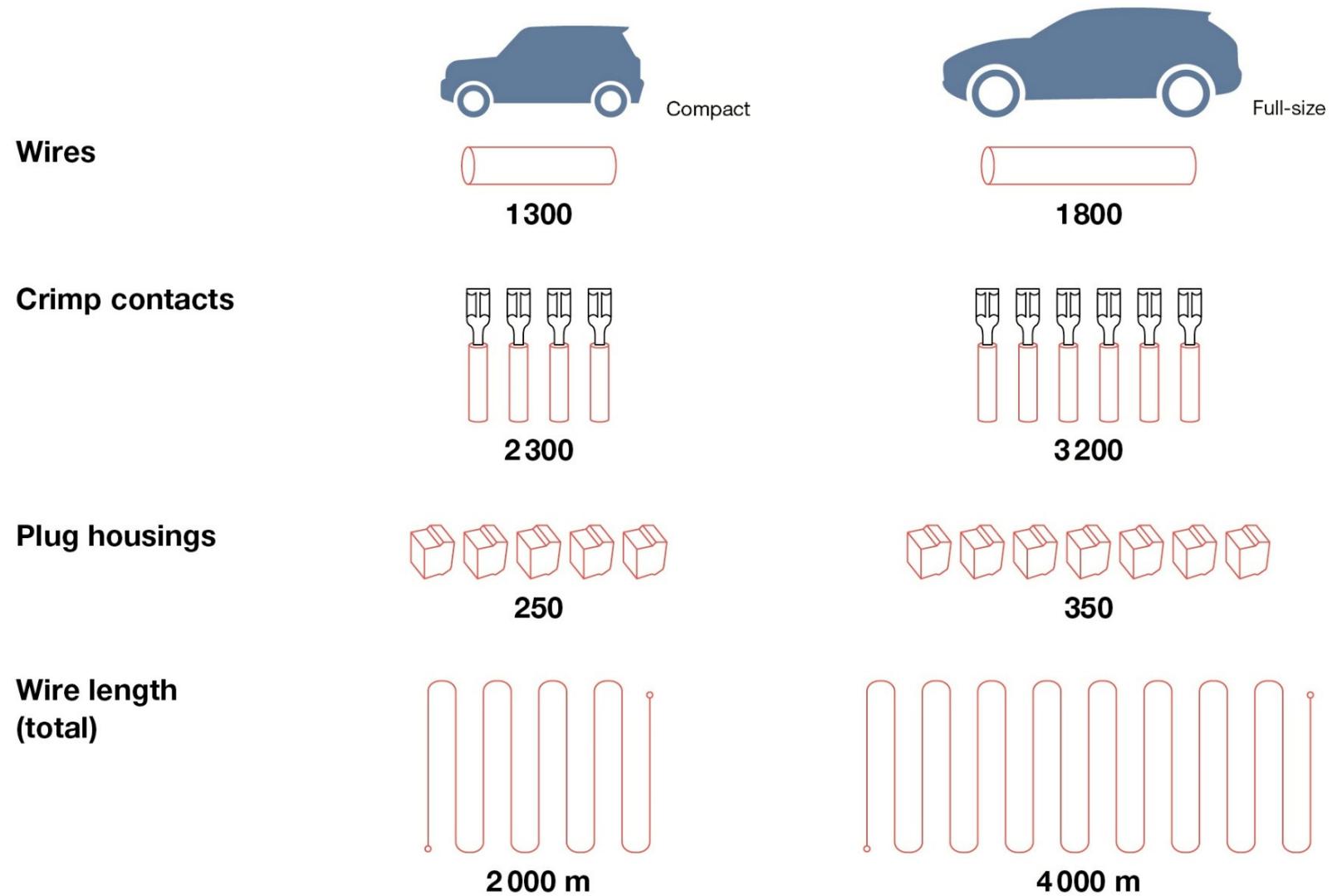


# ...Investments in production and development sites

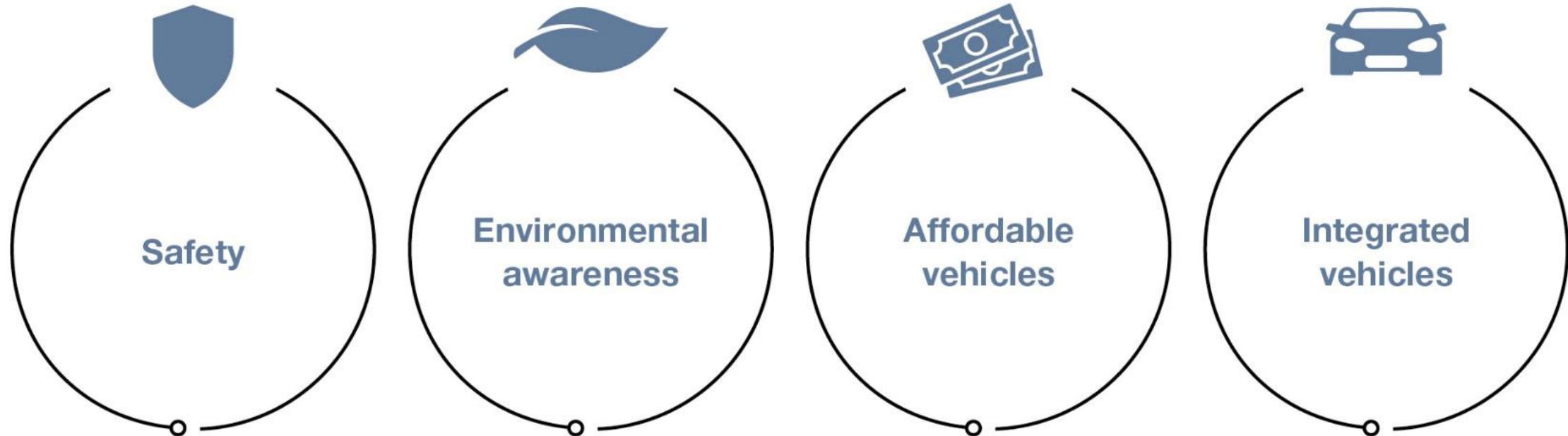




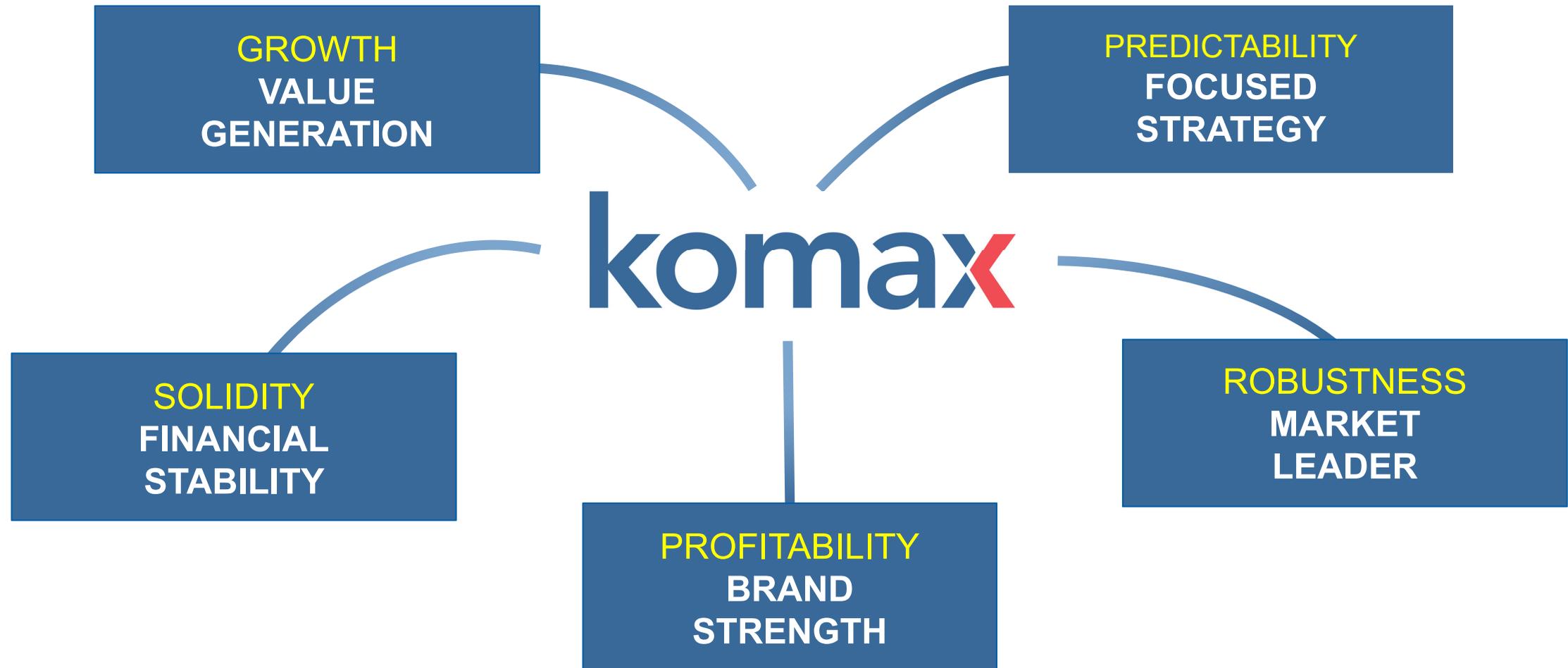
# Increasing electrification



# Global megatrends in the automotive industry



# We stand for...



# We stand for...

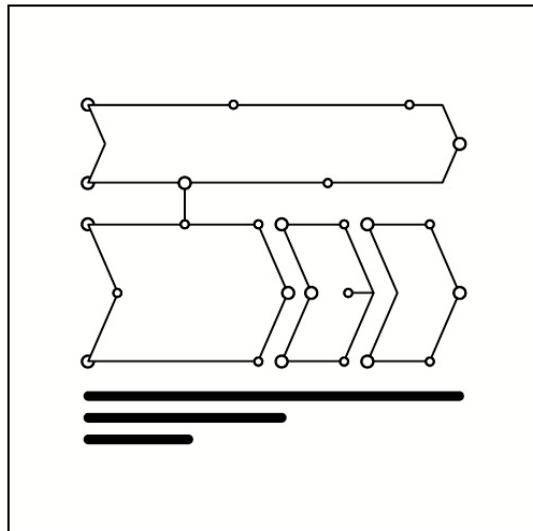


PREDICTABILITY  
FOCUSED  
STRATEGY

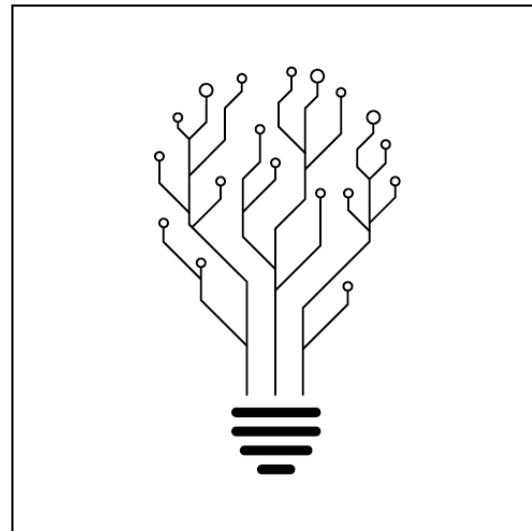


# Focused strategy

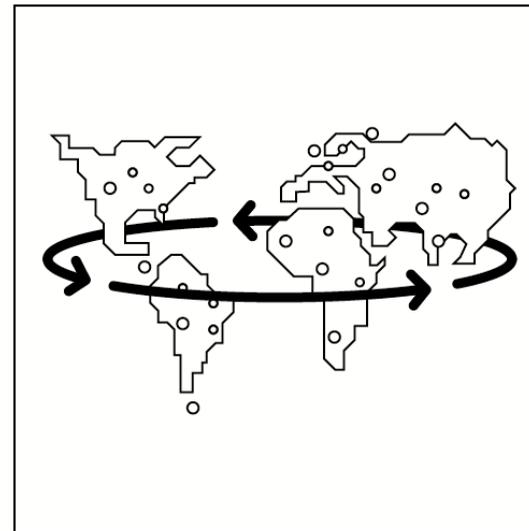
## Four key priorities for the automation of wire processing



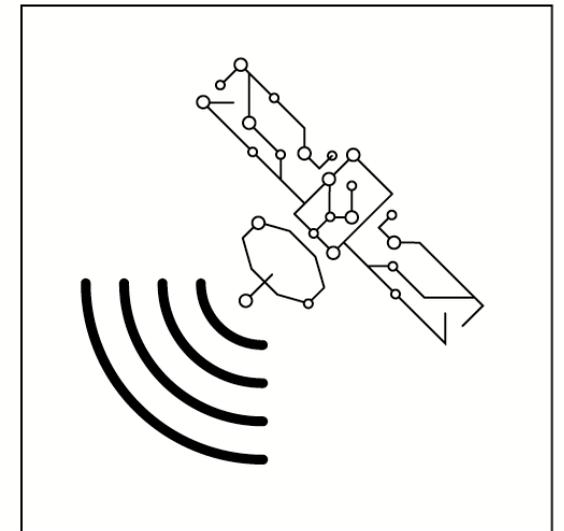
**Solutions along the value chain**



**Innovative production concepts**



**Global customer proximity**



**Development of non-automotive markets**

# We stand for...

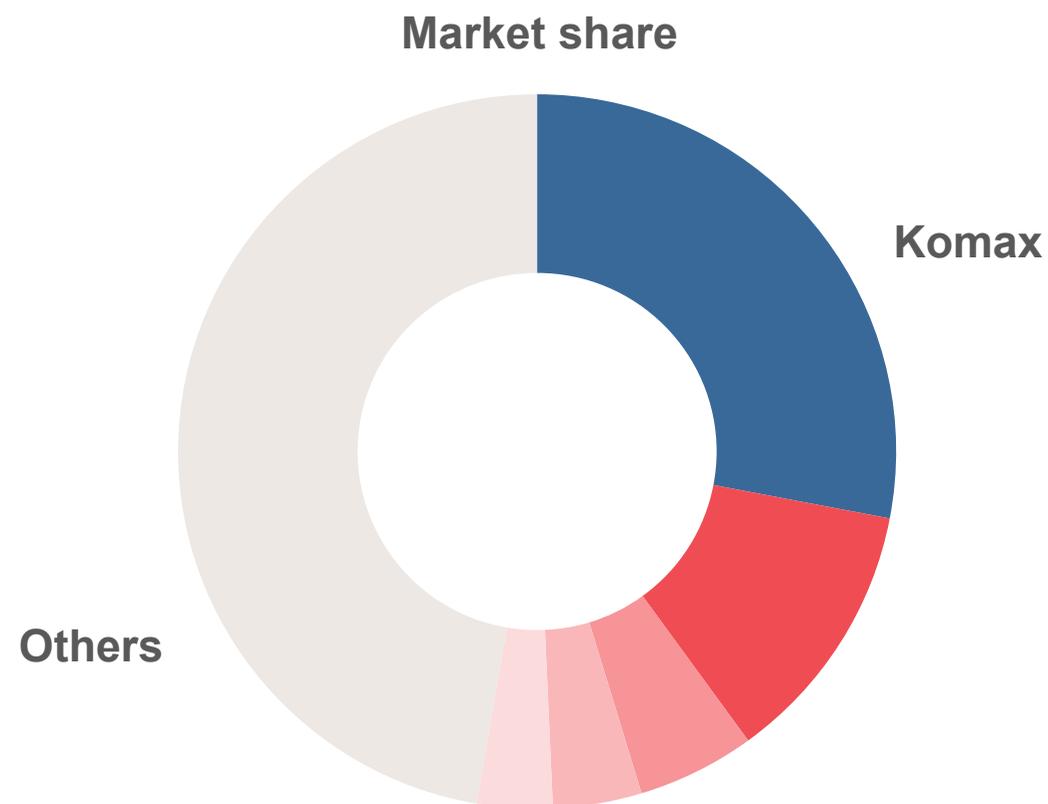
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# Market leader

## 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

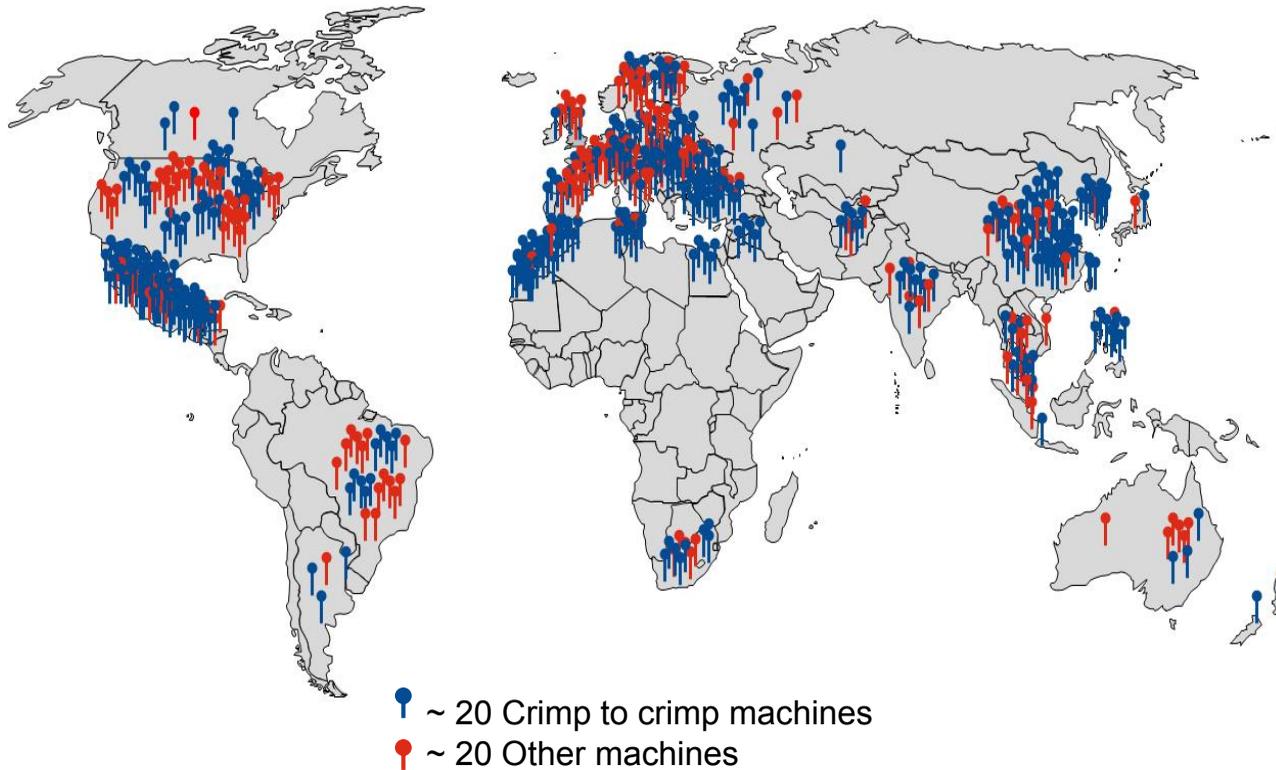


# Market leader

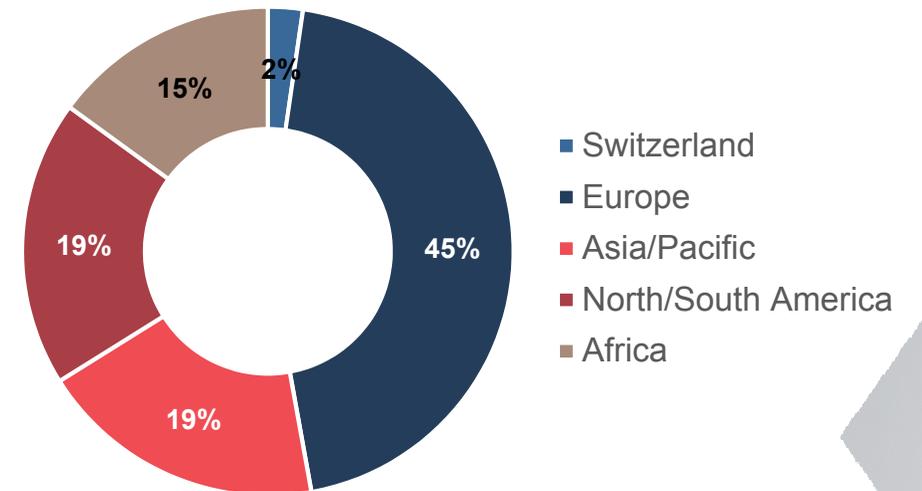
## The largest installed base in the world



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



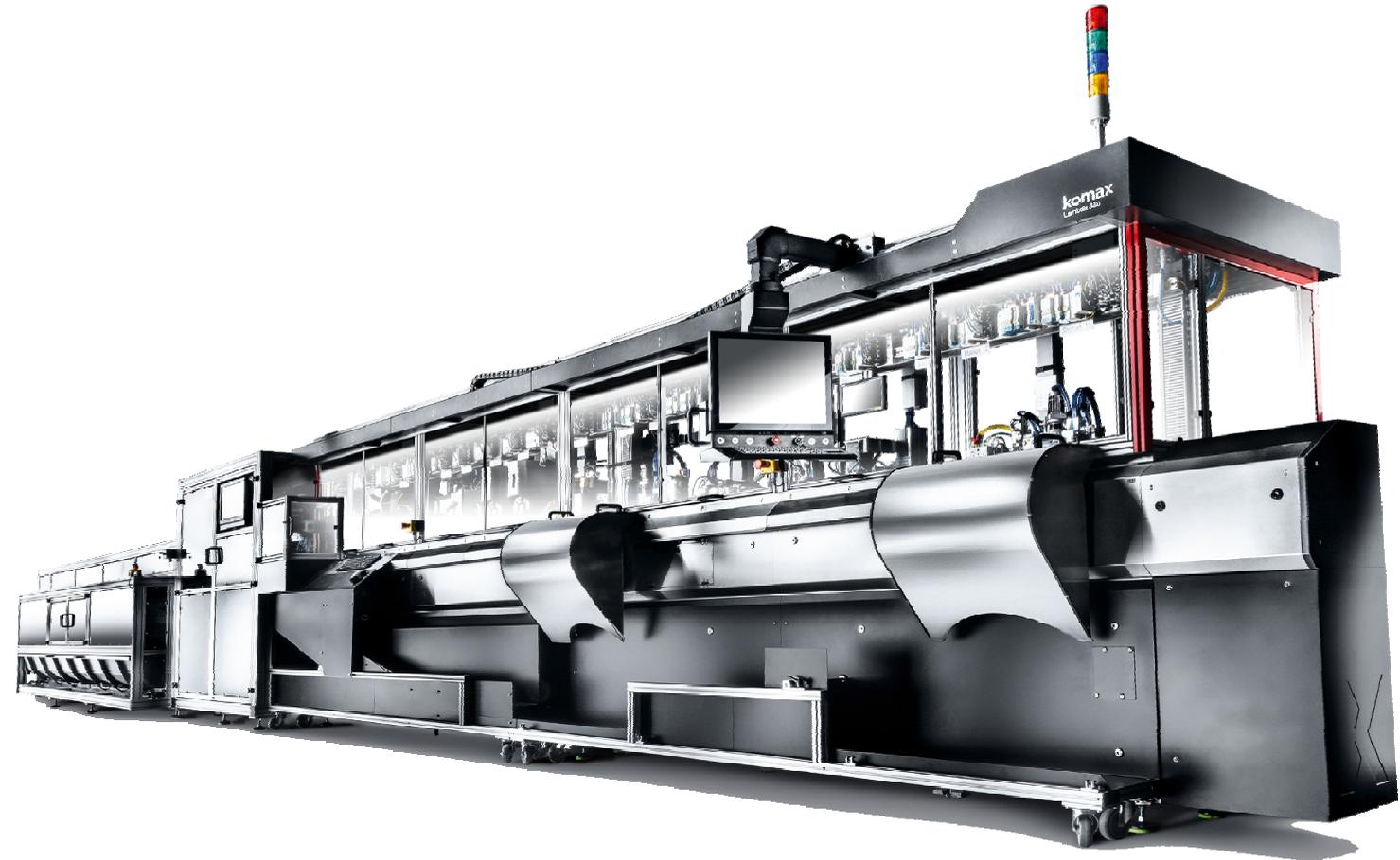
Revenues by region H1 2018



# Market leader

The broadest product portfolio to meet changing market needs

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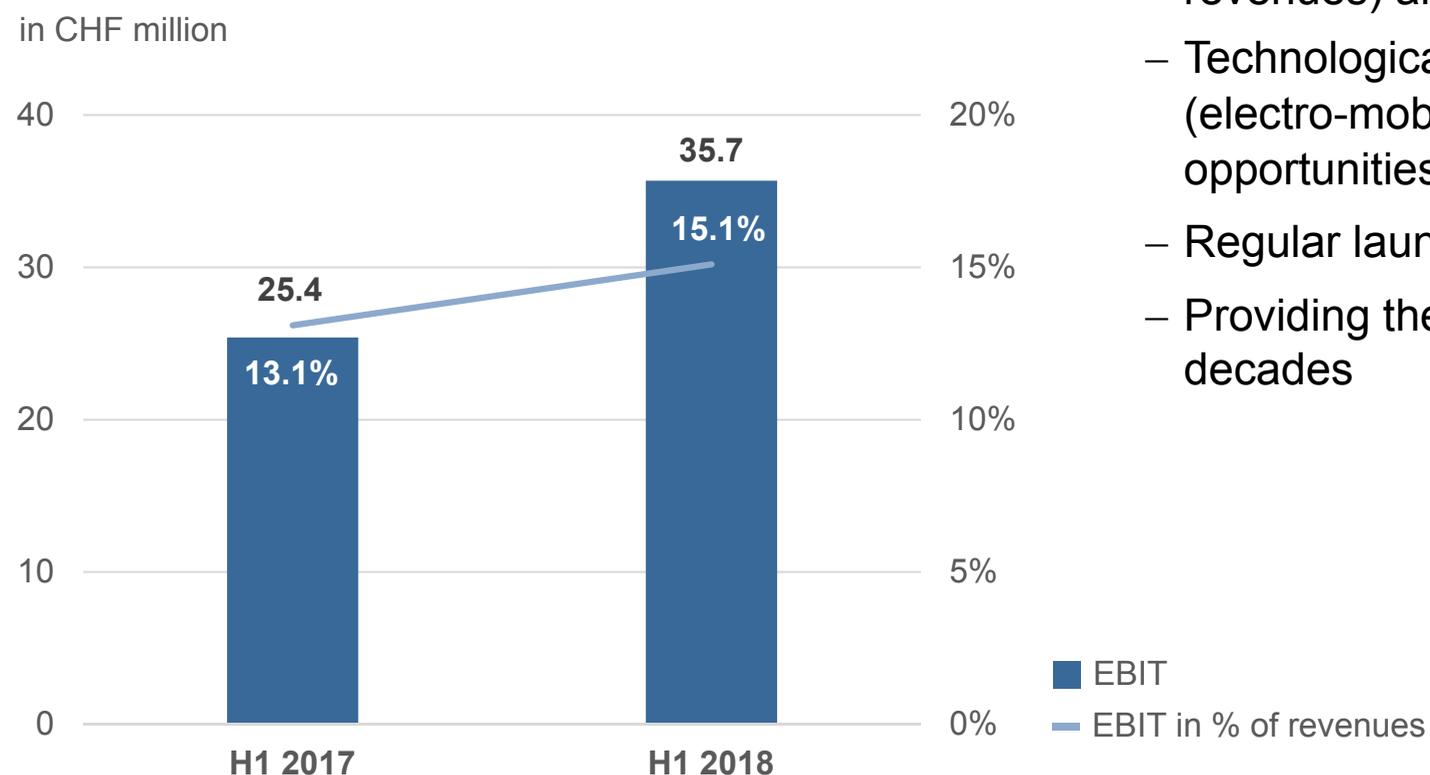


# We stand for...



# Brand strength

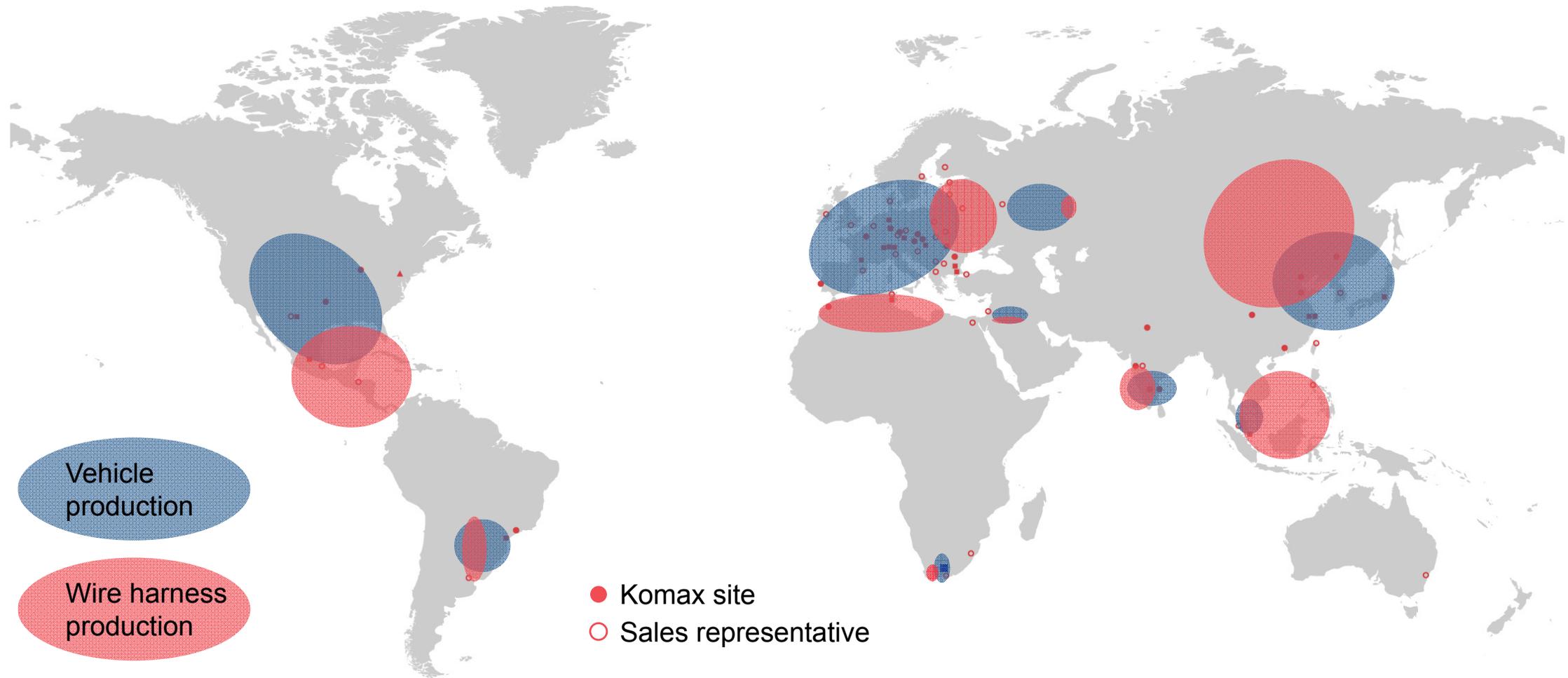
## Increasing profitability thanks to technology leadership



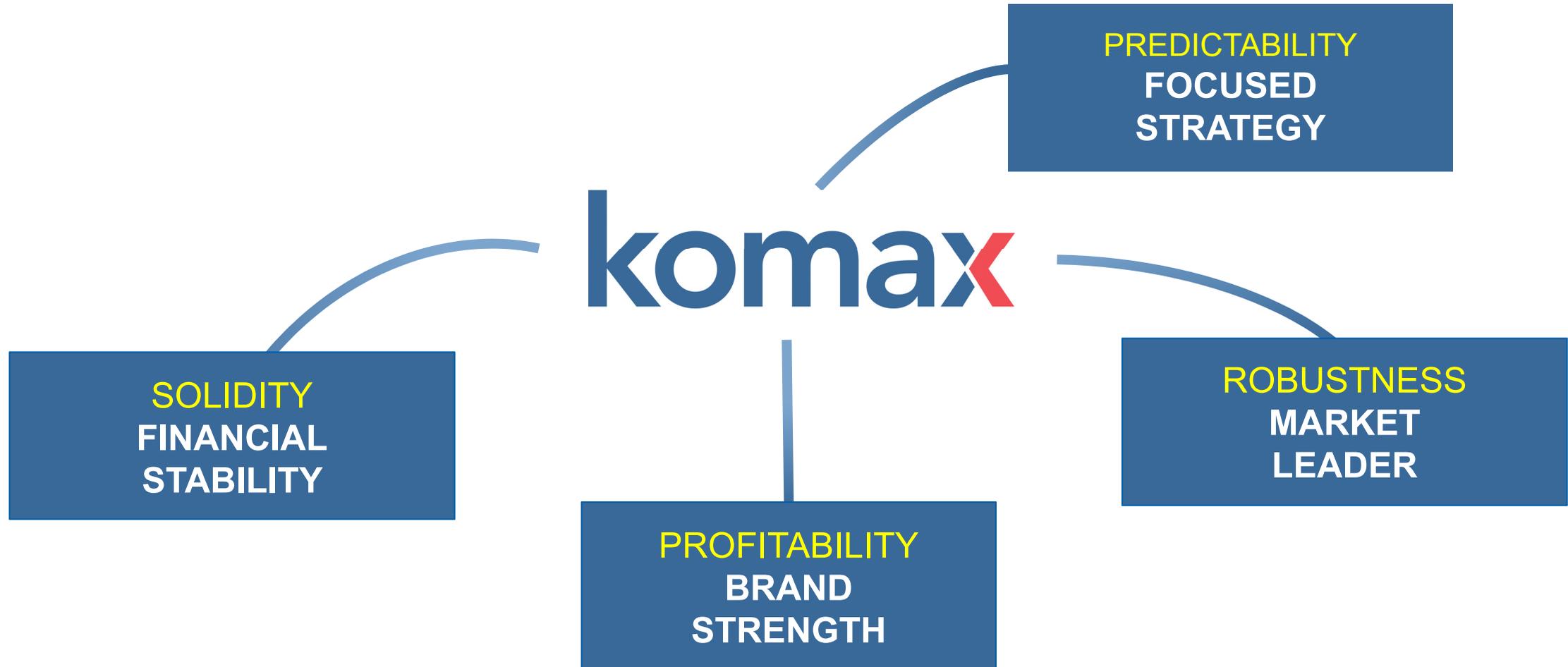
- Consistent investment in R&D (8%–9% of annual revenues) and investment in marketing
- Technological shift in automotive industry (electro-mobility, autonomous driving, etc.) creating opportunities for further unique selling propositions
- Regular launches of new products and services
- Providing the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

# Brand strength

The world's largest sales and service network



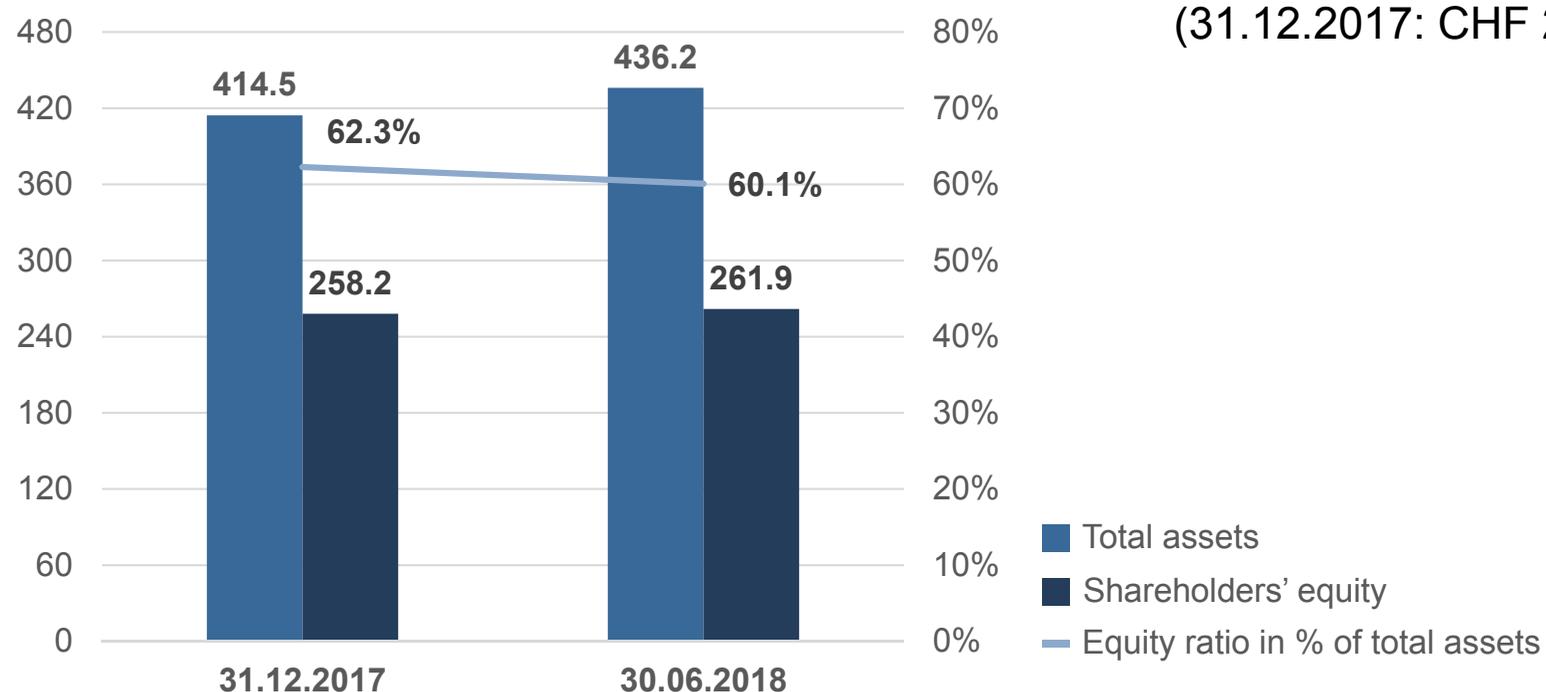
# We stand for...



# Financial stability

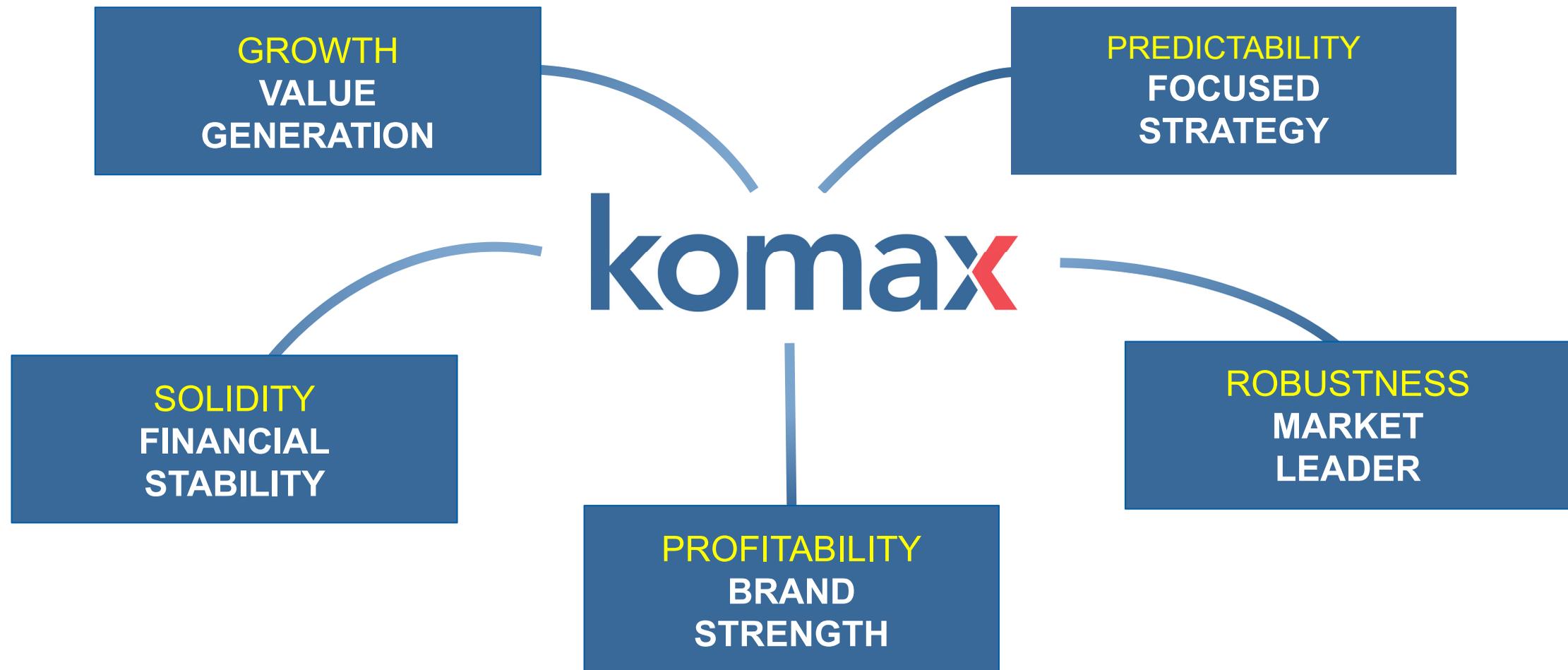
## High equity ratio

in CHF million



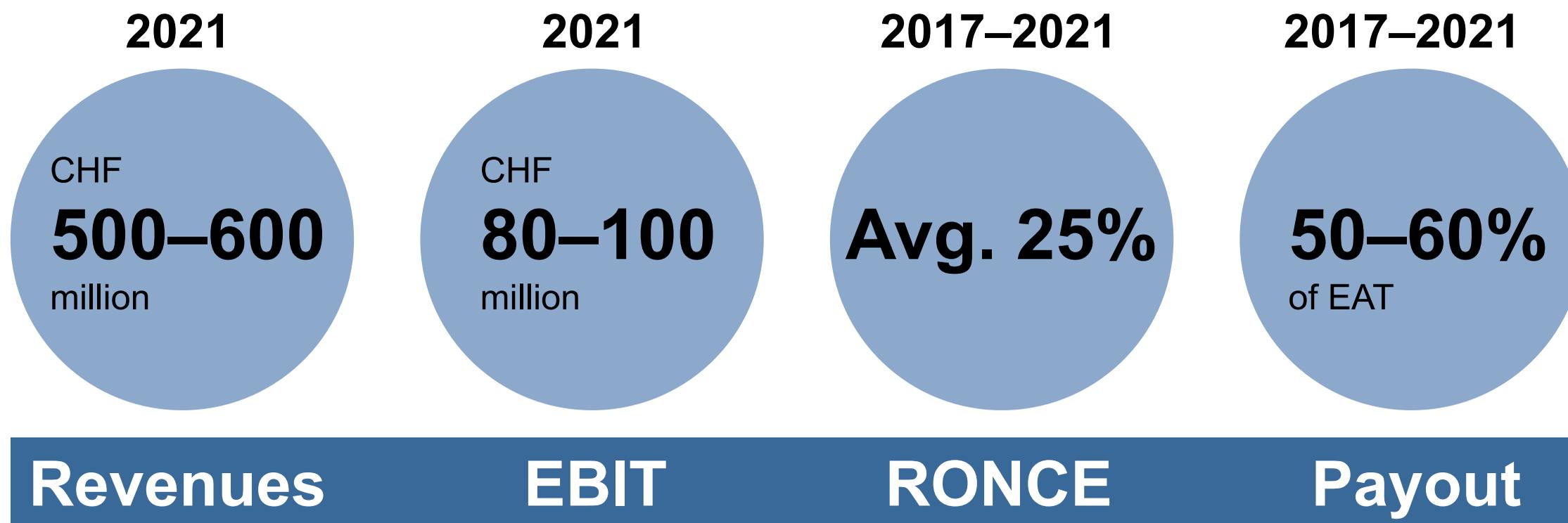
- Net debt of CHF 31.2 million (31.12.2017: CHF 10.5 million)
- Retained earnings of CHF 240.0 million (31.12.2017: CHF 233.2 million)

# We stand for...



# Value generation

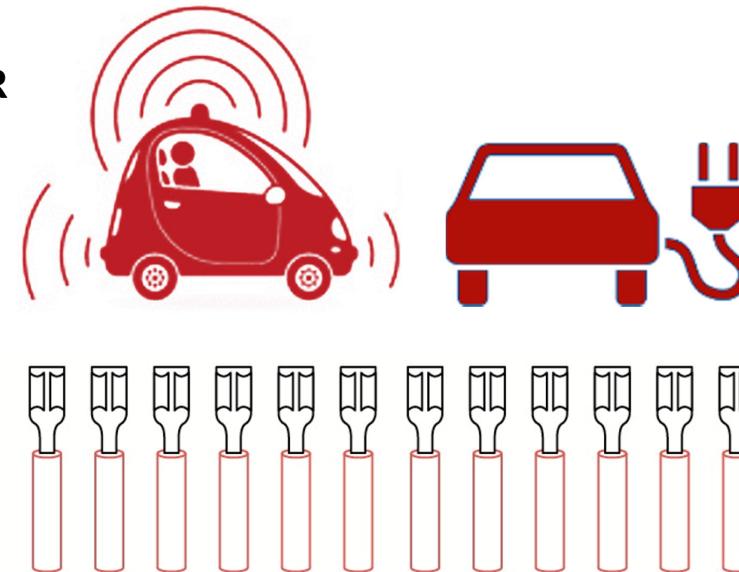
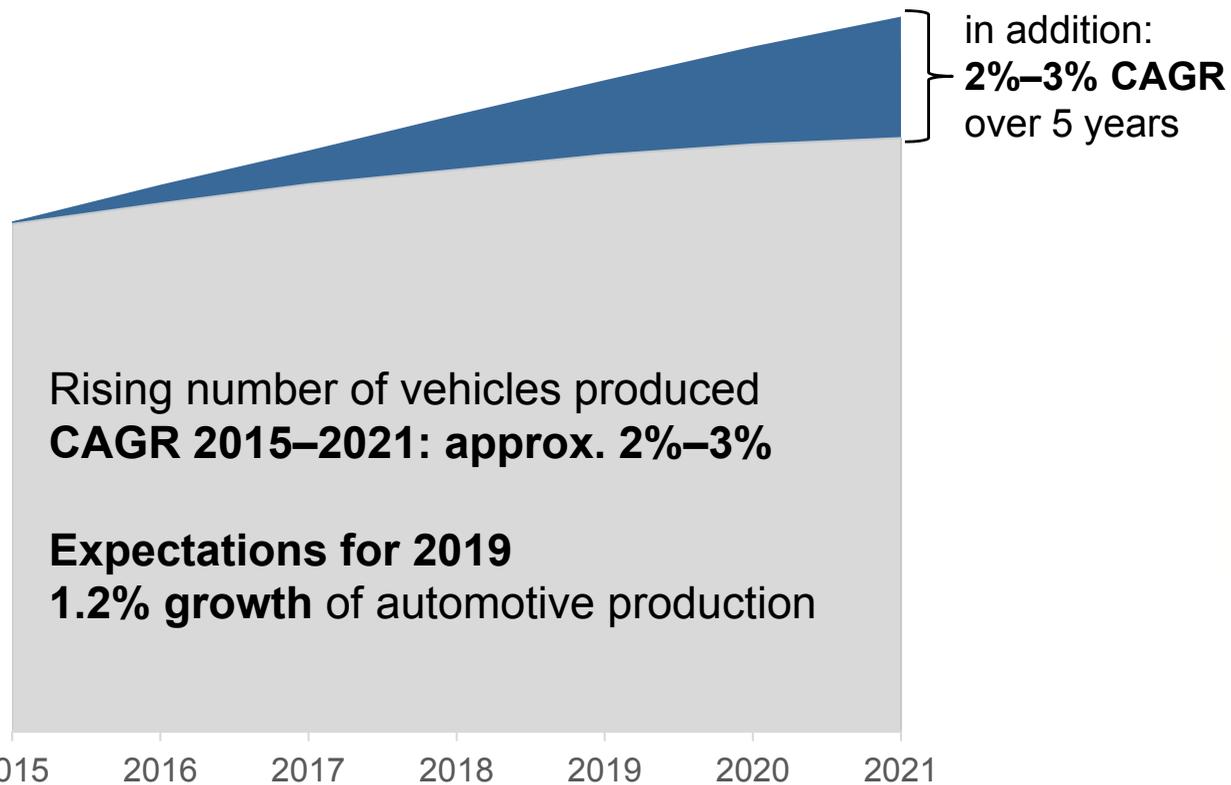
2017–2021 strategy – ambitious targets, attractive dividend policy



**WHAT'S NEXT?**

# Constant rise in pressure to automate

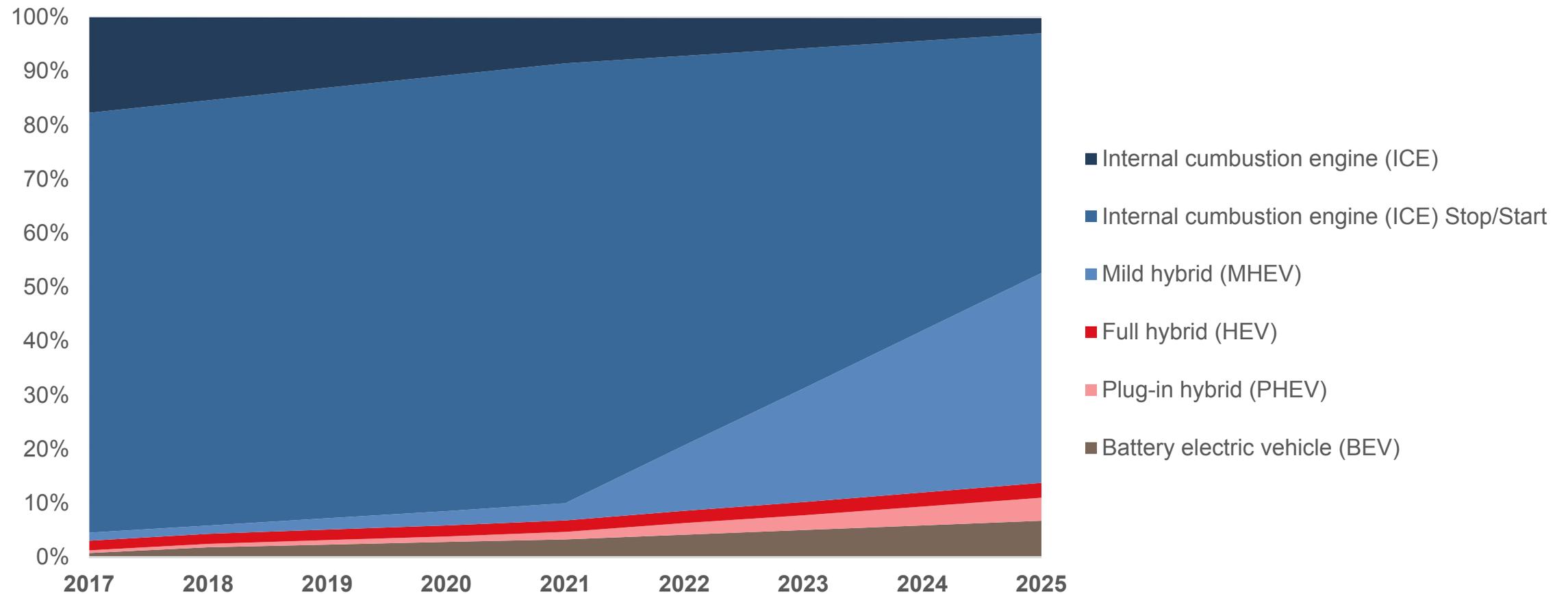
## Reasons



Source: IHS Markit, Komax Market Research

# Development of electro-mobility

## sharp increase by 2025



Source: IHS Markit / Komax

# Launch of new products and digital solutions for all market segments

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**Automotive**



**Aerospace**



**Data-/Telecom**



**Industrial**

# Contact / Financial calendar



## Contact

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## Financial calendar

Preliminary information on 2018 financial year	22 January 2019
Annual media and analyst conference on the 2018 financial results	14 March 2019
Annual General Meeting	16 April 2019
2019 half-year results	20 August 2019

# 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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