

# LEADING TODAY AND IN THE FUTURE

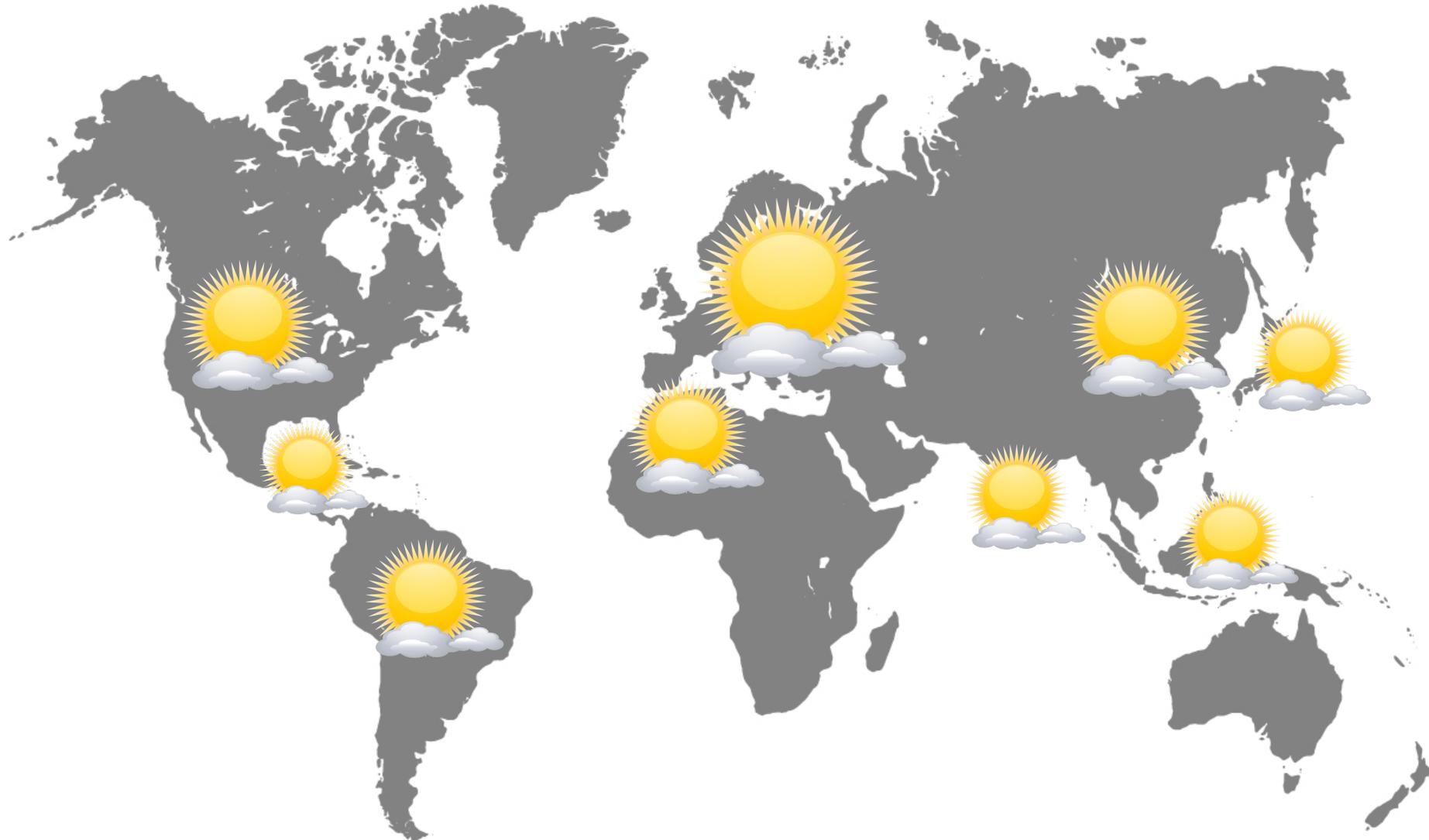
**komax**

Investors Day, 28 October 2022

# AGENDA

- 09:00 – 10:30 Presentation / Q&A
- 10:30 – 10:45 Transfer to the WirePro Expo exhibition
- 10:45 – 12:30 Presentation of innovation
- 12:30 – 13:45 Lunch
- 13:45 – 14:45 Factory tour

# Current market situation



# Increase in revenue guidance

## Trend toward increasing automation continues

- **Supply chain challenges**
  - Material procurement remains a significant challenge, nevertheless, production volumes could be increased somewhat
- **Order intake**
  - Still many orders from all regions, keeping order backlog high
- **New revenues forecast for 2022**
  - Forecast: about CHF 600 million (previously CHF 560 to 580 million)
  - EBIT margin remains unchanged at around 11%
  - Schleuniger contributes to the result during 4 months

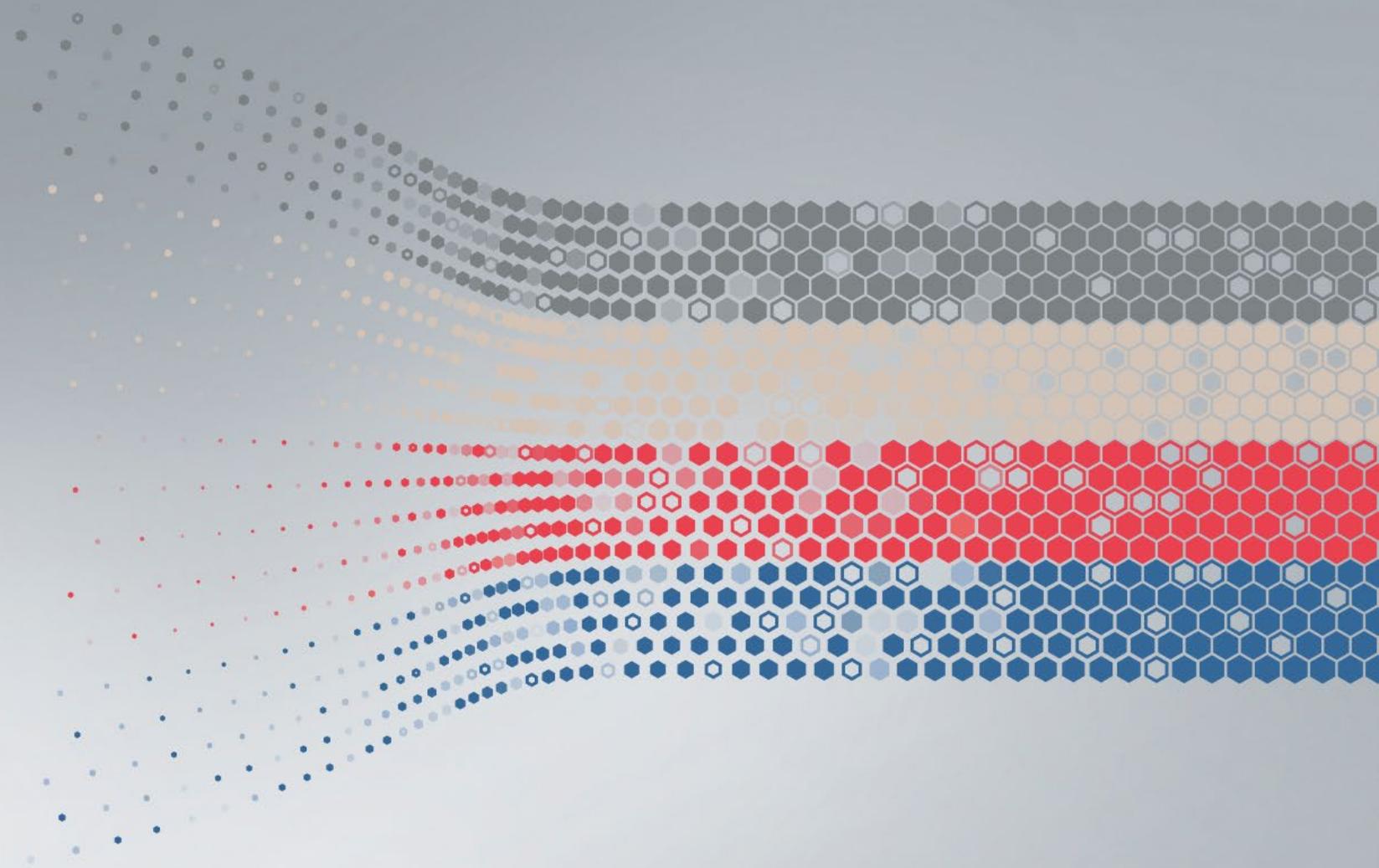


# WirePro EXPO

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25 – 27 October 2022  
Komax | Dierikon, Switzerland

Join us to shape the future  
of wire processing



# Good market sentiment

More than 1000 visitors from over 40 countries at WirePro Expo

**komax**



**FOCUS ON THE  
KOMAX BRAND**

The first name in wire processing  
**ARTOS** ENGINEERING COMPANY **exmore** A KOMAX COMPANY **thonauer** A KOMAX COMPANY

**KABATEC** A KOMAX COMPANY **lasetec** A KOMAX COMPANY **TSK** A KOMAX GROUP COMPANY



**komax**

**komax**



**Schleuniger**

# Mid-term targets up to 2023 (excl. Schleuniger) **komax**

## REVENUES

CHF

**450–550**

million

- Primarily organic growth
- Increase in number of vehicles produced from 2021
- Increase in level of automation (CAGR: 2%–3%)

## EBIT

CHF

**50–80**

million

- EBIT dependent on product mix
- EBIT strongly influenced by volume business (crimp-to-crimp)
- Low revenues (CHF 450 million) resulting in low EBIT (CHF 50 million)

## PAYOUT

**50%–60%**

of EAT

- Shareholders benefiting from sustained generation of value
- Attractive dividend policy
- Dividend dependent on business performance; no minimum dividend

# Creation of a basis of trust and respect

**komax**

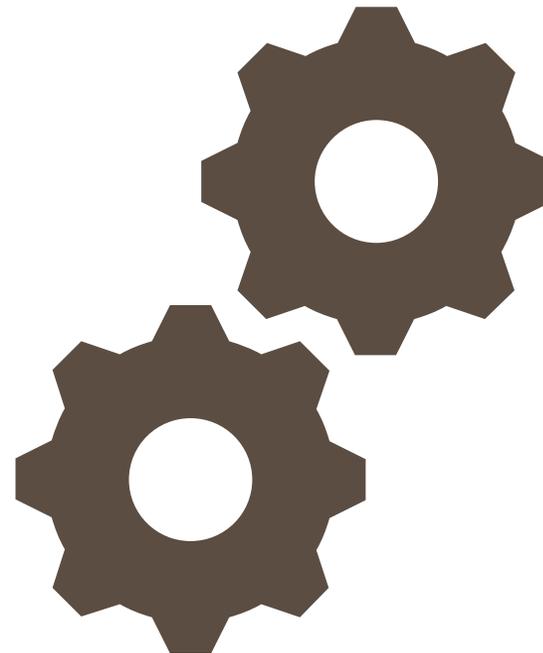


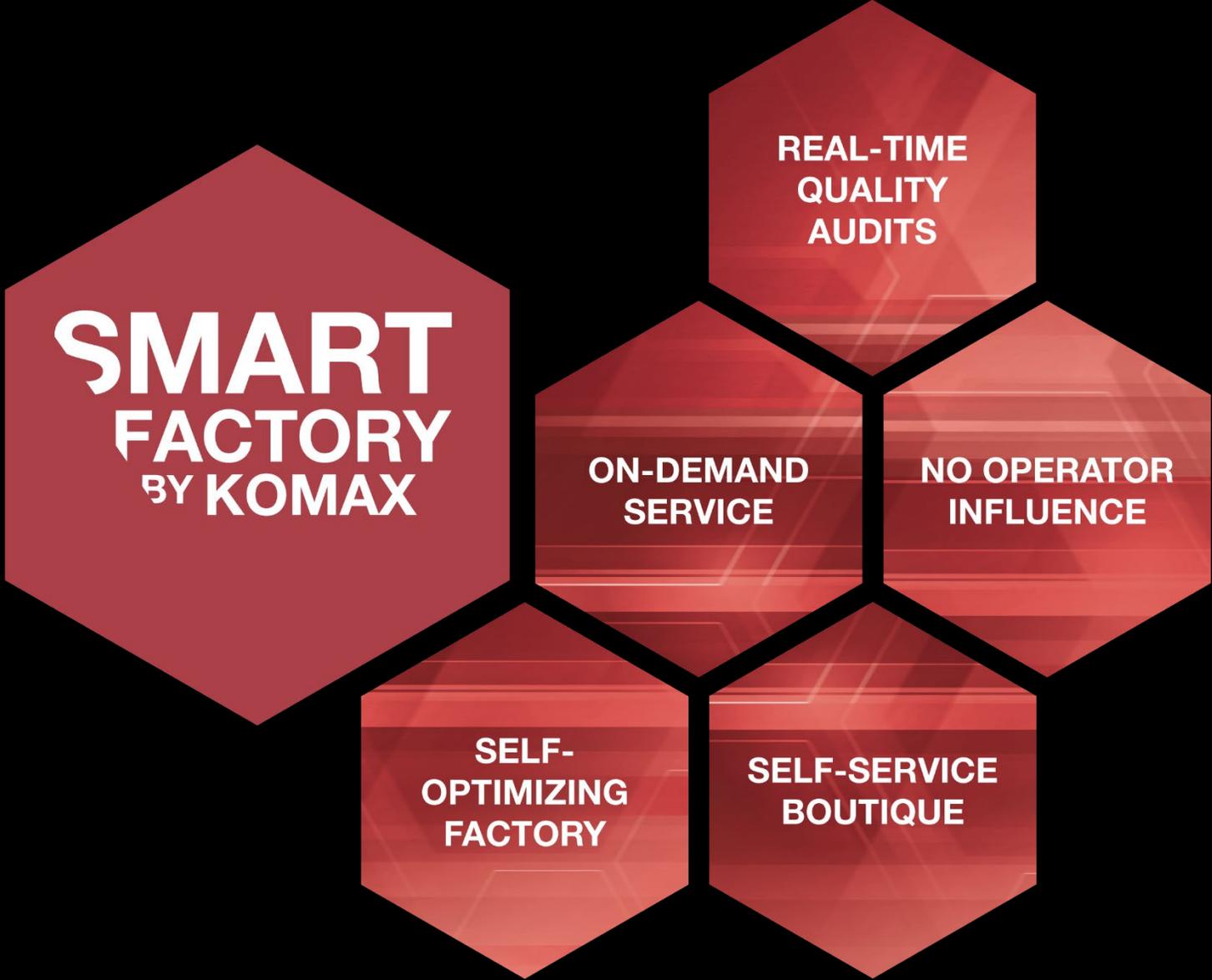
# Growth drivers

## External drivers



## Internal drivers





**SMART  
FACTORY  
BY KOMAX**

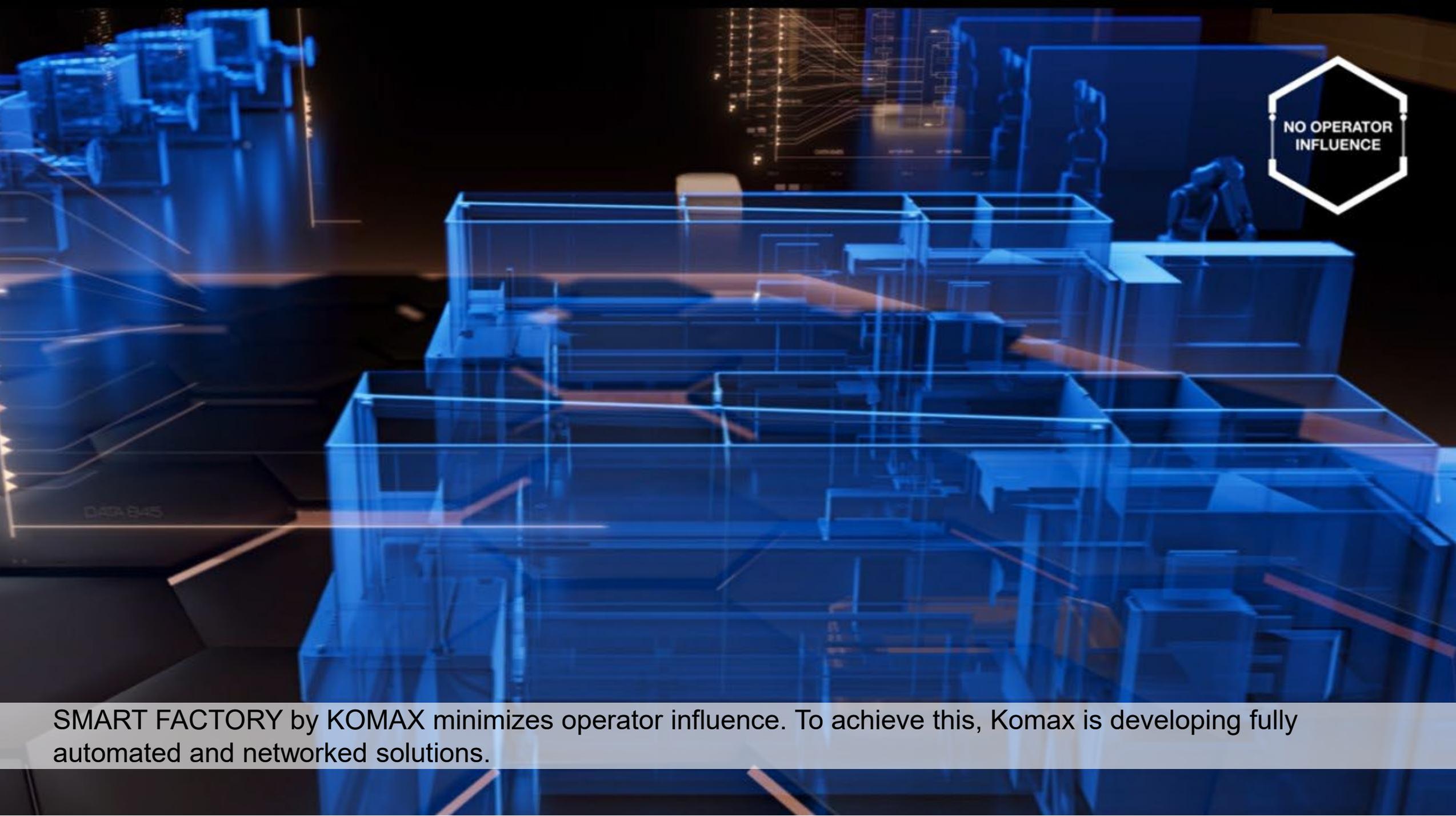
**REAL-TIME  
QUALITY  
AUDITS**

**ON-DEMAND  
SERVICE**

**NO OPERATOR  
INFLUENCE**

**SELF-  
OPTIMIZING  
FACTORY**

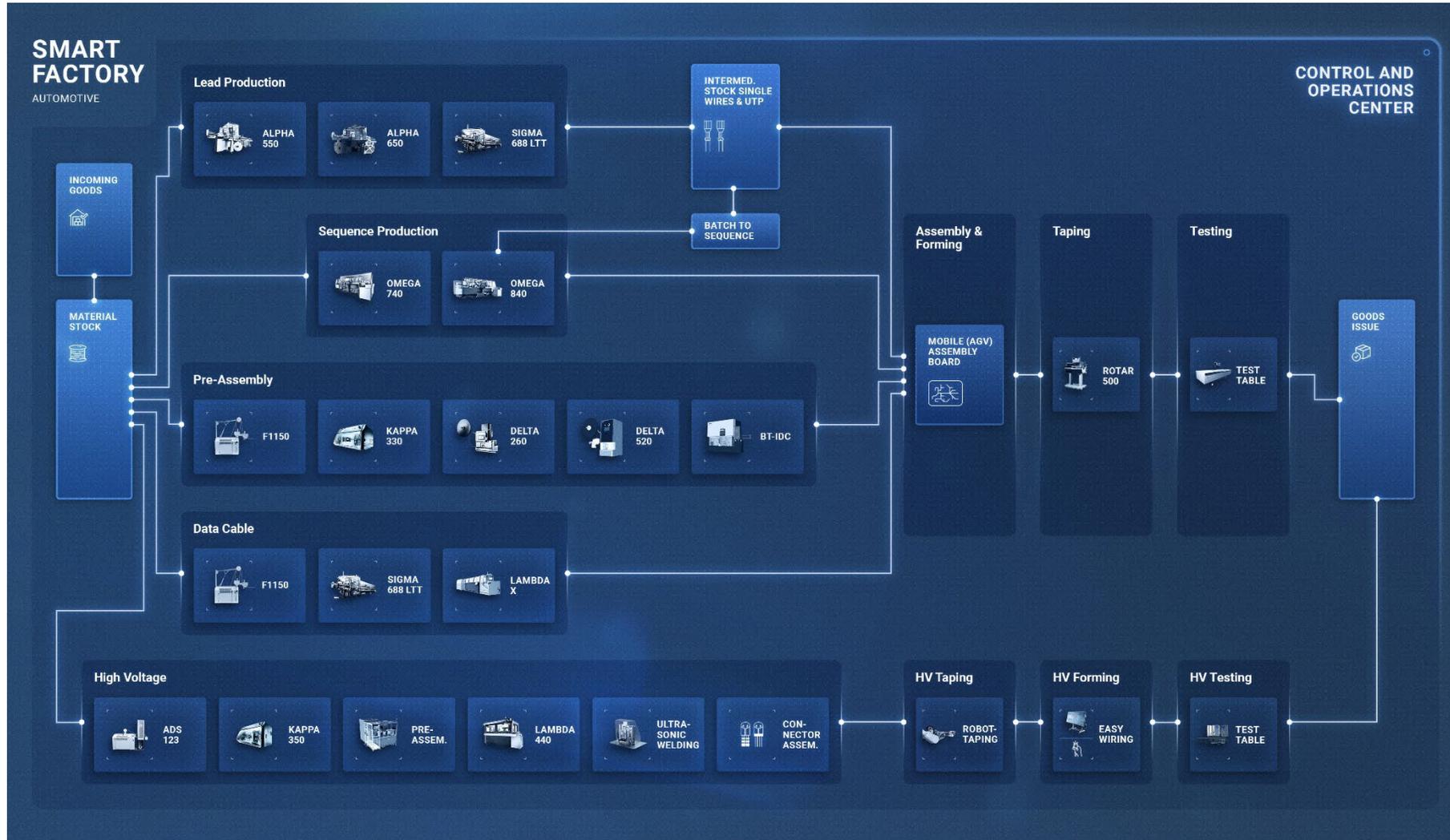
**SELF-SERVICE  
BOUTIQUE**



NO OPERATOR  
INFLUENCE

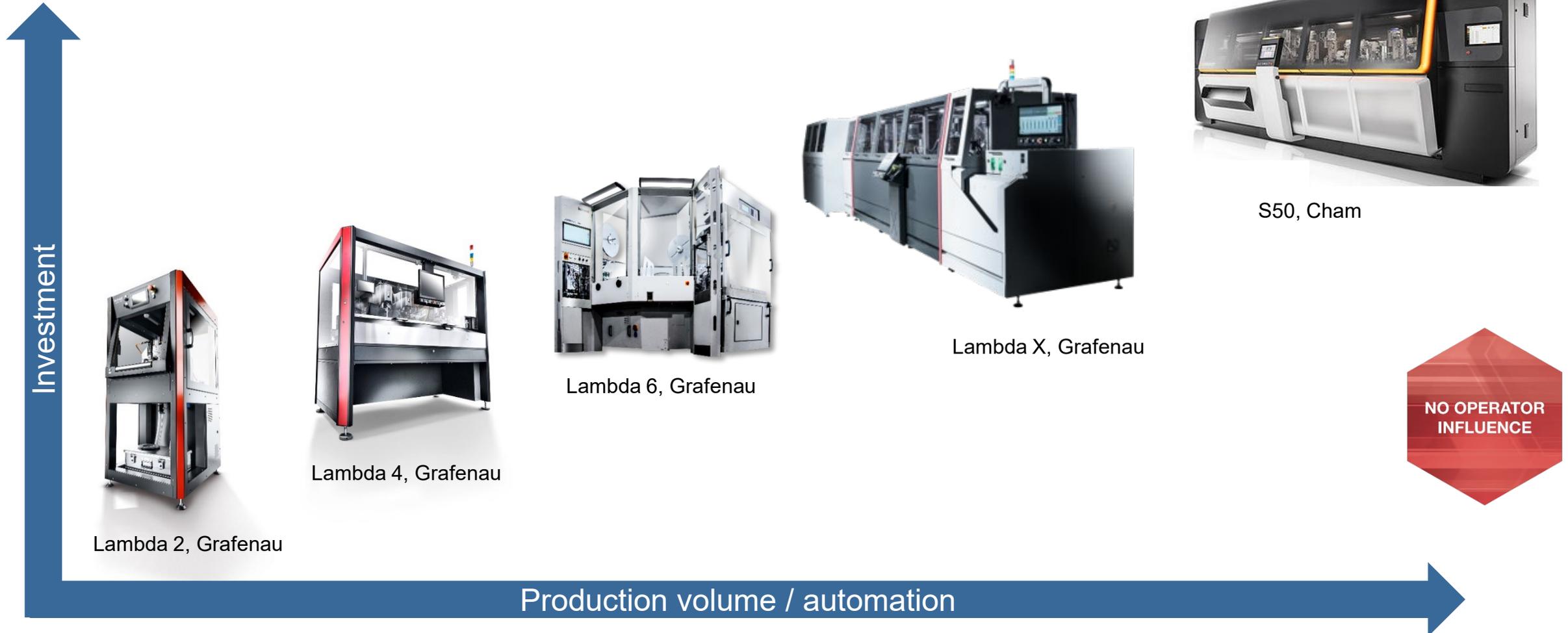
SMART FACTORY by KOMAX minimizes operator influence. To achieve this, Komax is developing fully automated and networked solutions.

# Smart Factory overview



# Processing special wires

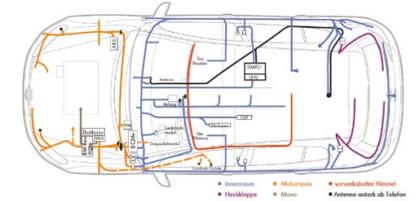
## Automation for each volume



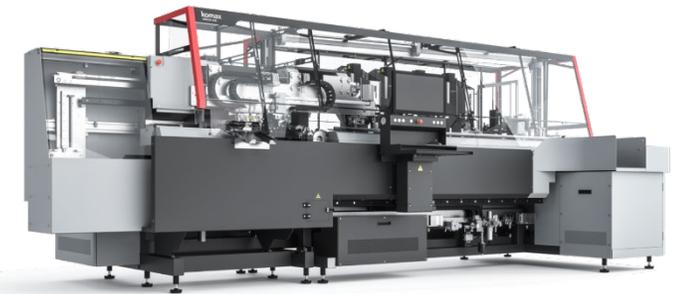
# Autarkic harness: near line automation

## Harness types & business specifics

Small and not very complex topology, high volume and less modification during lifetime (door, seats, cockpits, and sub-assemblies of body harness).



Material Flow



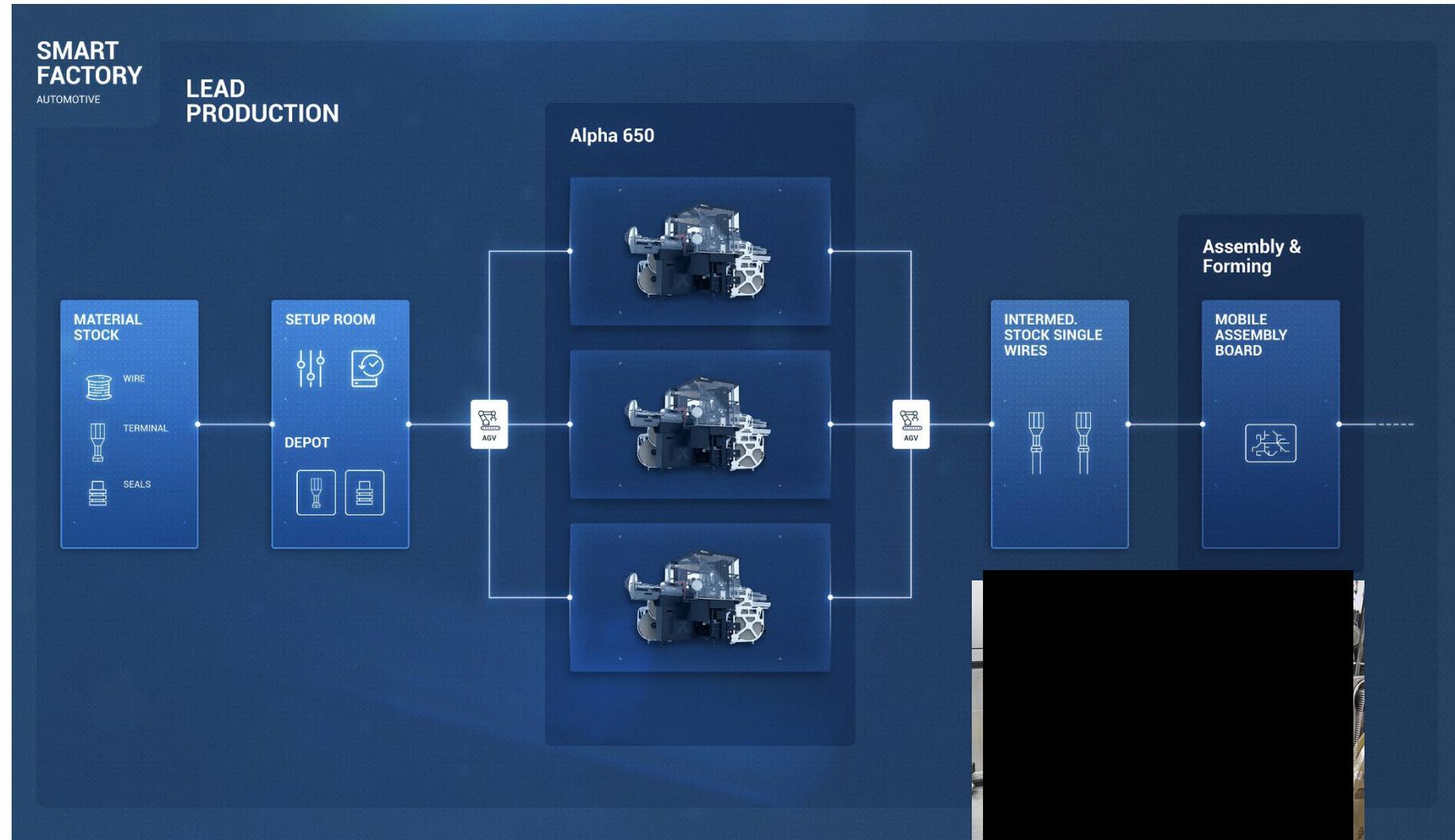
Data Flow



NO OPERATOR INFLUENCE

# Smart Factory – automatic changeover

NO OPERATOR  
INFLUENCE





SELF-  
OPTIMIZING  
FACTORY

The self-optimizing factory improves productivity while also reducing quality costs. To achieve this, Komax provides cloud-based algorithms based on production and behavioral data.

# Komax Connect as a first step



Continuous innovation

**Visualizing**

**Monitoring**

**Alerting**

Meaningful features to grant insights to your installed base of your shopfloor for further analysis.

**Indicating**

**Assisting**

Support the user directly to take certain actions to optimize his local installation.

**Optimizing**

Software driven, automatic optimization of installed base of your shopfloor.

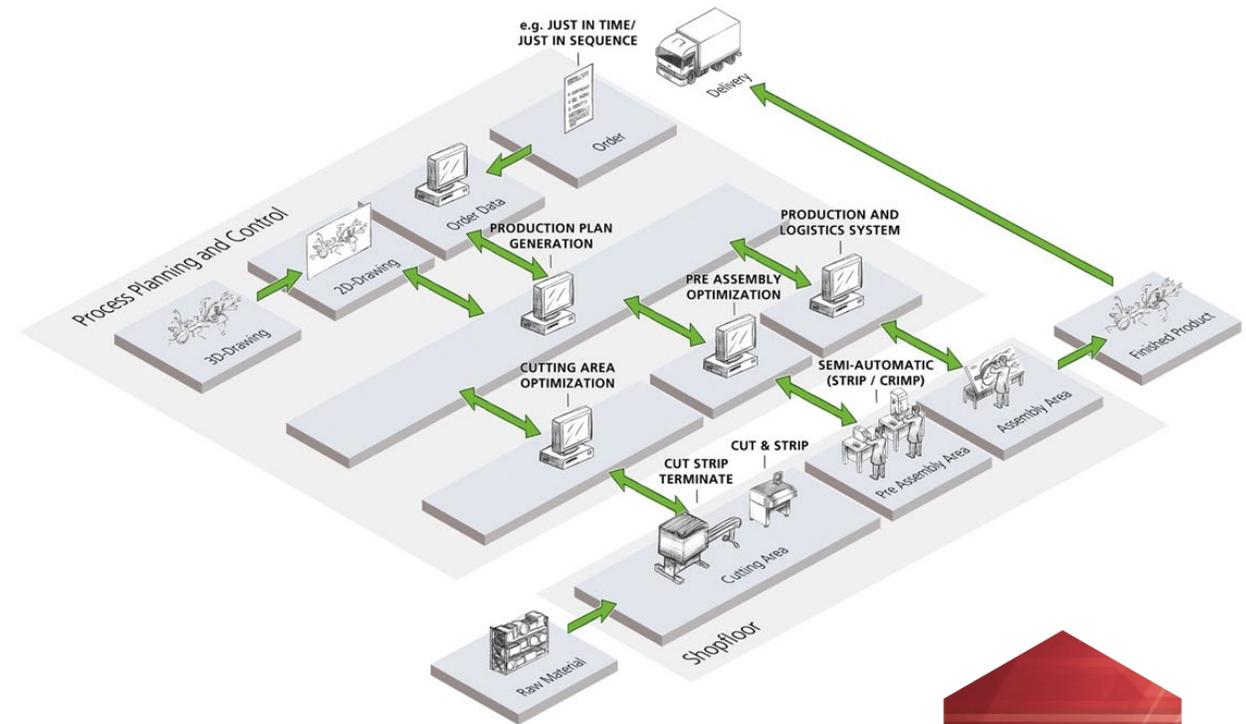
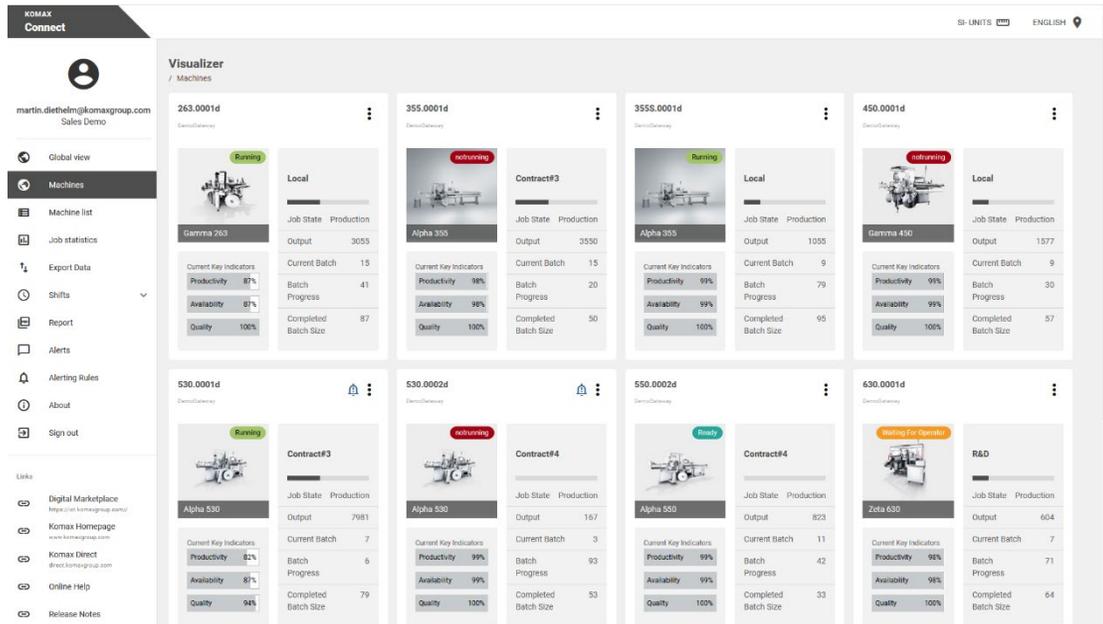
**Preventing Predicting**

Software driven actions to prevent your system of unwanted damages by operation.

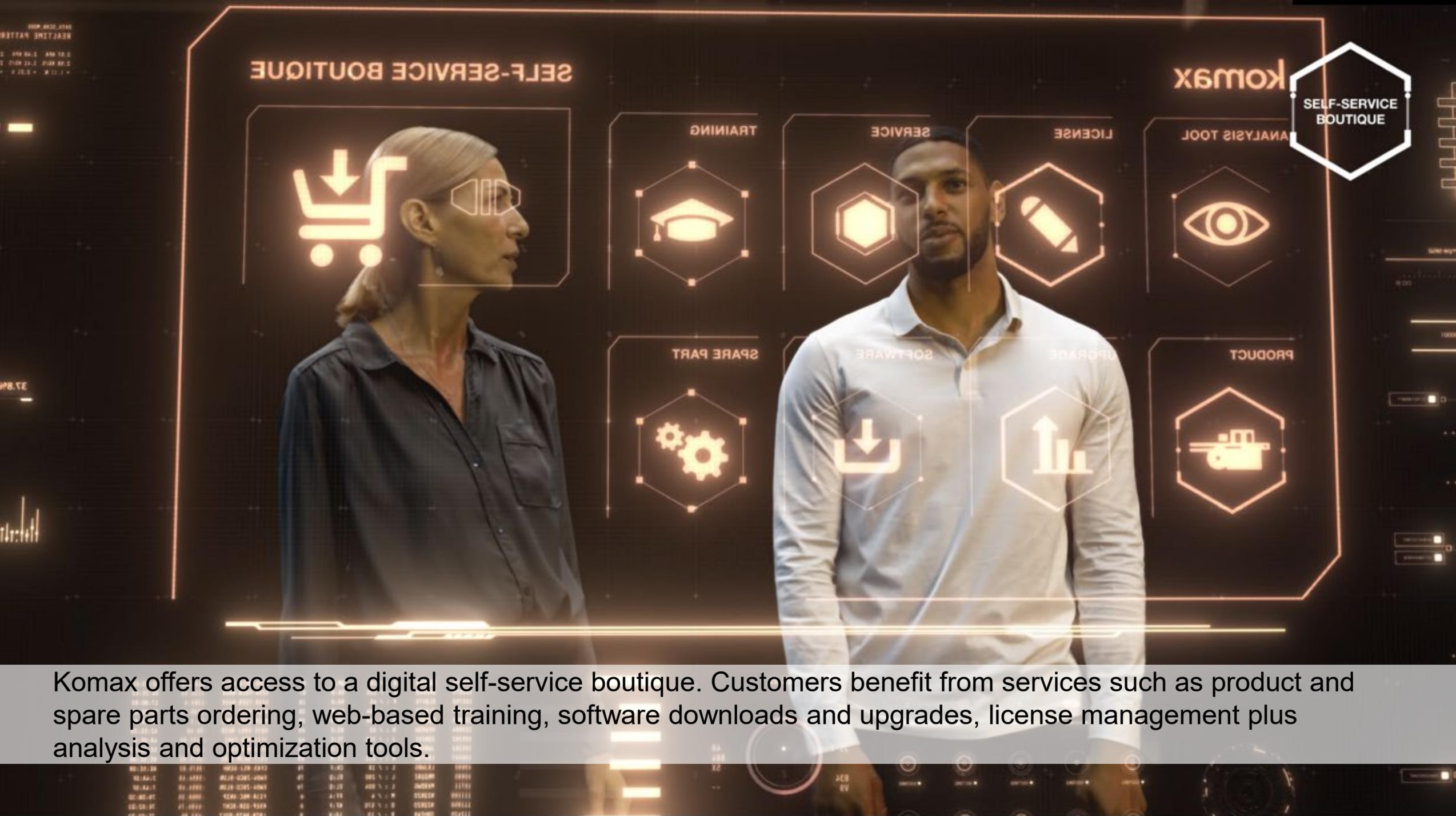
**Self-learning**

Self-learning cloud interface for continuous improvement of your installed base.

# Komax Connect as a first step



**SELF-OPTIMIZING FACTORY**



SELF-SERVICE BOUTIQUE

Komax

SELF-SERVICE BOUTIQUE

TRAINING

SERVICE

LICENSE

ANALYSIS TOOL

SPARE PART

SOFTWARE

UPGRADE

PRODUCT

Komax offers access to a digital self-service boutique. Customers benefit from services such as product and spare parts ordering, web-based training, software downloads and upgrades, license management plus analysis and optimization tools.

# New website – ready for self-service



The screenshot displays the Komax website interface. At the top, a dark navigation bar contains the 'komax' logo on the left and menu items: 'EXPERTISE', 'SERVICES', 'PRODUCTS', 'CAREERS', and 'MORE' with a hamburger menu icon. On the right side of the navigation bar, there is a search icon, a user profile icon with a hand cursor over it, and a location/language selector showing 'Switzerland' and 'English' with a location pin icon.

A white modal window is open over the main content area. It is titled 'My Komax' and features the subtitle 'Unified Digital Experience'. Below this, there are three bullet points with checkmarks: 'Your local Contact Person', 'One Login, all Komax Services', and 'Self-manage all your Requests'. At the bottom of the modal, there is a link 'Create an Account →'.

To the right of the modal, a login form is visible. It includes an 'E-Mail' field with the value 'matijas.meyer@komaxgroup.com', a 'Password' field with masked characters '.....|', a 'Remember me' checkbox, a 'Forgot Password' link, and a dark 'Login' button.

The background of the website shows a large banner with the text 'WIRE PROCESSING SOLUTIONS' and 'ALONG THE ENTIRE'.



BUY  
komax

LEASE

PAY-  
PER-USE

SERVICES

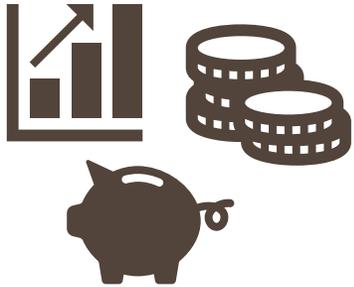
MAINTENANCE

CONSULTING

TRAINING

Komax offers solutions and services on demand. These include performance or usage-based payment for systems, financing and leasing services, or procurement of production capacities, for example, to handle production peaks.

# Addressing customer needs beyond equipment



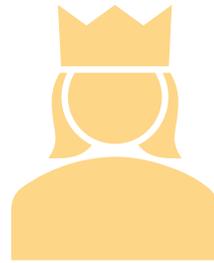
**FINANCING**



**TECHNICAL SUPPORT**



**Flexibility**



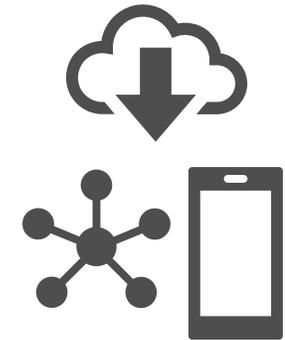
**Performance**



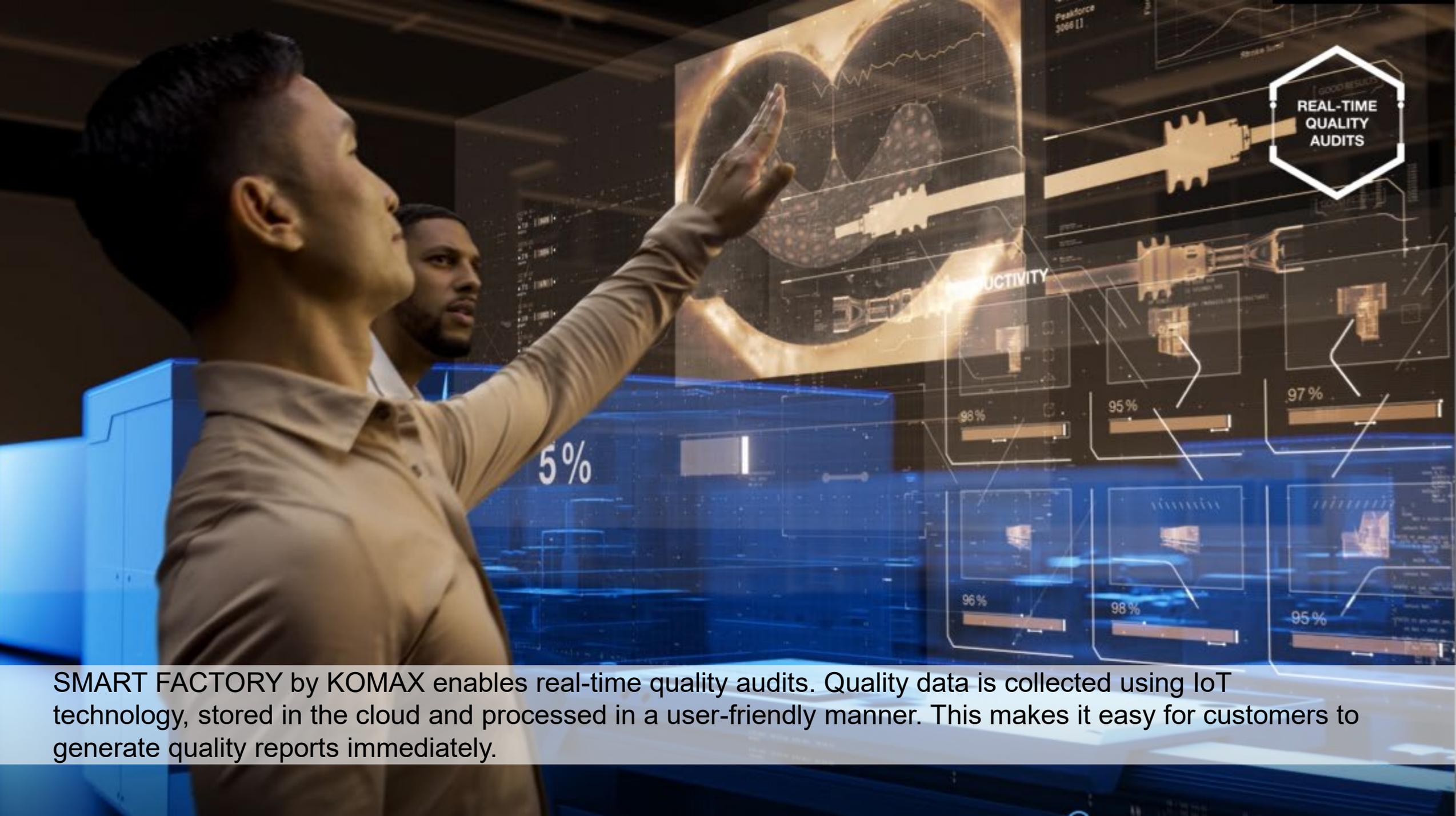
**Availability**



**EQUIPMENT**



**DIGITAL SERVICES**



GOOD RESULTS  
**REAL-TIME  
QUALITY  
AUDITS**

5%

96%

95%

97%

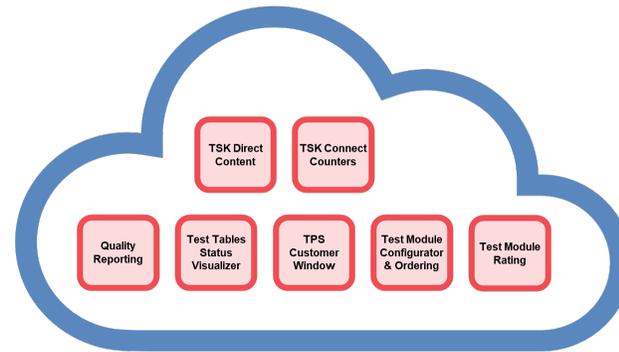
96%

98%

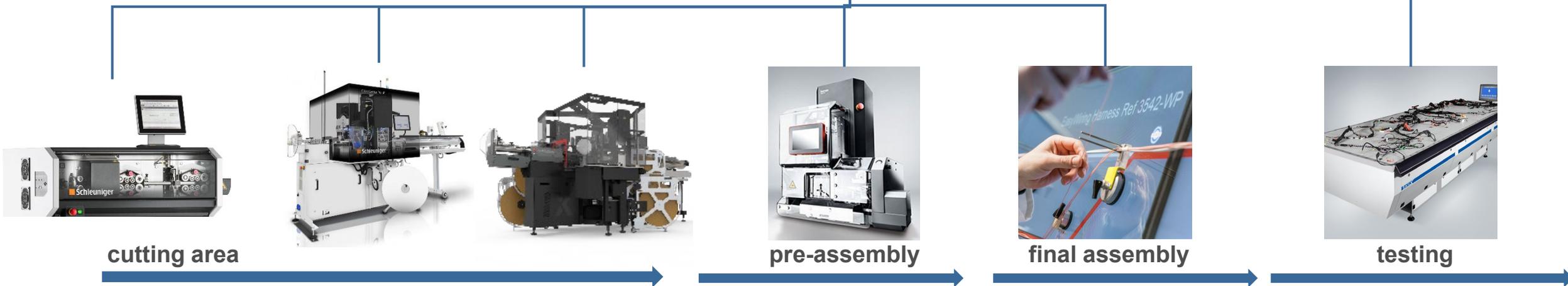
95%

SMART FACTORY by KOMAX enables real-time quality audits. Quality data is collected using IoT technology, stored in the cloud and processed in a user-friendly manner. This makes it easy for customers to generate quality reports immediately.

# Real-time quality audits



quality relevant parameters



# **SMART FACTORY BY KOMAX**

**REAL-TIME  
QUALITY  
AUDITS**

**ON-DEMAND  
SERVICE**

**NO OPERATOR  
INFLUENCE**

**SELF-  
OPTIMIZING  
FACTORY**

**SELF-SERVICE  
BOUTIQUE**

# Contact / Financial calendar



## Contact

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## Financial calendar

Preliminary information on 2022 financial year	24 January 2023
Annual media and analyst conference on the 2022 financial results	14 March 2023
Annual General Meeting	12 April 2023
Half-year results 2023	17 August 2023

# 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.

QUESTIONS?

**komax**

