

THE WAY TO MAKE IT

Global market leader with strong innovative drive

Baader Helvea – Swiss Equities Conference 2017



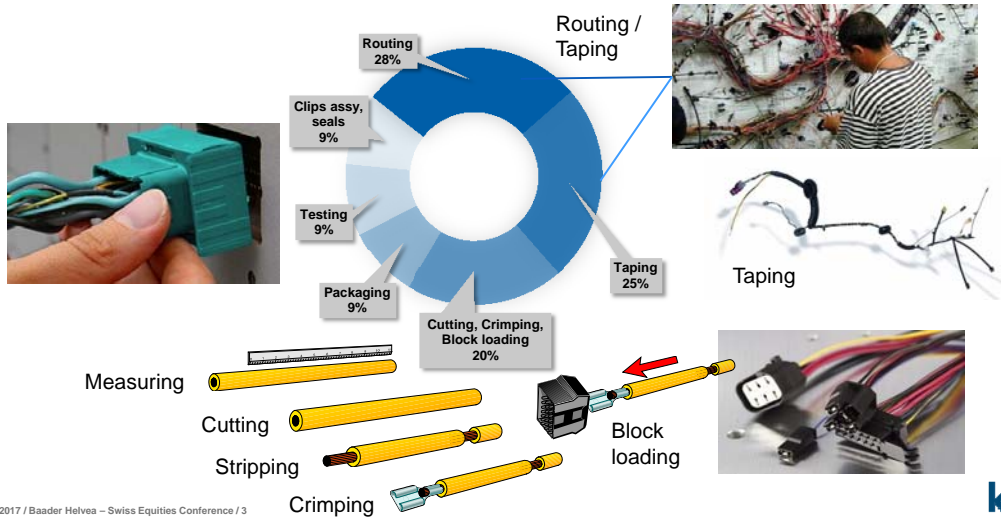
Komax Group – in a nutshell



- › Founded in 1975
- › Global presence
- › Focus on growth markets:
Leading manufacturer of innovative and high-quality solutions for the automation of wire processing and testing of wire harnesses, particularly for automotive suppliers: standard machines, customer-specific solutions, software, services
- › Strong innovative drive: technology and market leader
- › Around 1,600 employees
- › Highly profitable and solidly financed



Proportion of time spent per cable harness



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The power supply network in a premium class car



- › Approx. 2,000 cables, of which approx. 20% twisted cables
- › Approx. 10 fibre-optic cables
- › Approx. 3,500 crimp contacts
- › Approx. 250 plug housings
- › Minimum cable cross-section 0.13 mm²
- › Maximum cable cross-section (copper) 80 mm²
- › Cabling materials: copper and aluminium
- › Total length of cabling up to approx. 4 km
- › Maximum individual cable length 8 m
- › Approx. 30 electric motors
- › Weight of the cable harness approx. 35 kg
- › Cable harness: the biggest external cost factor for OEMs



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Megatrends support Komax's business



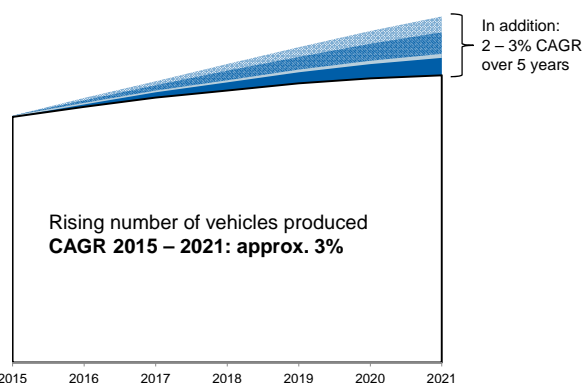
The benefits for Komax

- › Continuous growth ⇒ number of vehicles produced and sold
- › Increasing complexity of vehicle power supply systems ⇒ processing increasingly automated
- › Greater quality and efficiency demands ⇒ can only be met by automated solutions
- › "Electrification" ⇒ marked increase in amount of cabling per vehicle

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The expected number of wires to be processed in vehicles is increasing continuously



Source: IHS 2015, Light Vehicle Production Forecast, Komax Market Research

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Strong growth in wires requiring processing

- › Two additional factors are doubling the volume growth that comes from the increase in vehicle production:
 - Rise in number of wires in vehicles
 - Pressure for automation



Key strategic priorities



Solutions along the value chain



Innovative production concepts



Increase in global reach



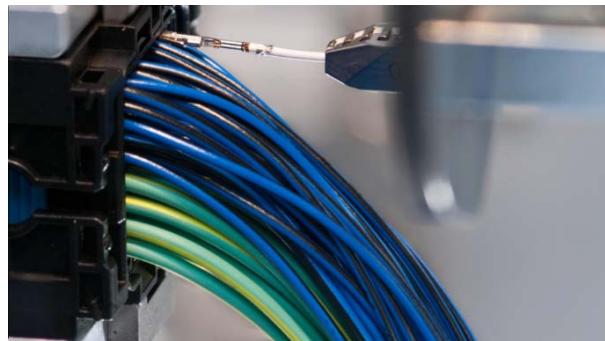
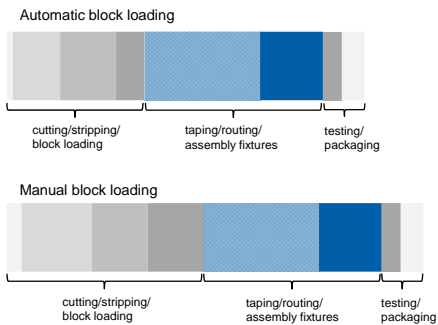
Development of non-automotive markets



Solutions along the value chain



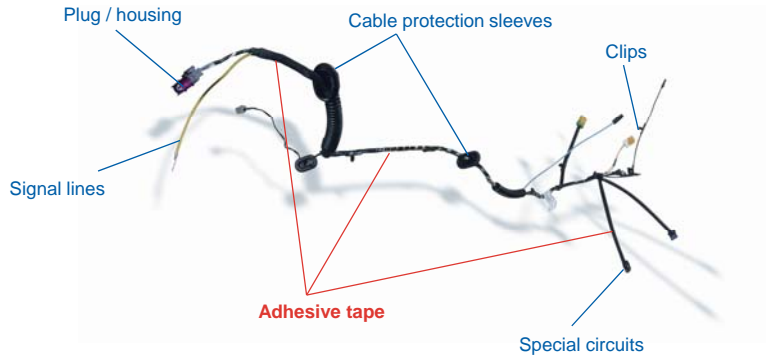
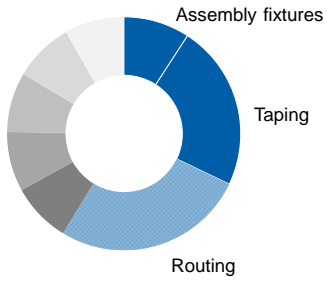
Time requirement Zeta vs. manual block loading Reduction by around 20%



The added-value chain has further potential



Time spent in producing cable harnesses



Key strategic priorities



Solutions along the value chain



Innovative production concepts



Increase in global reach



Development of non-automotive markets



Special circuit solutions



Antennae



Infotainment



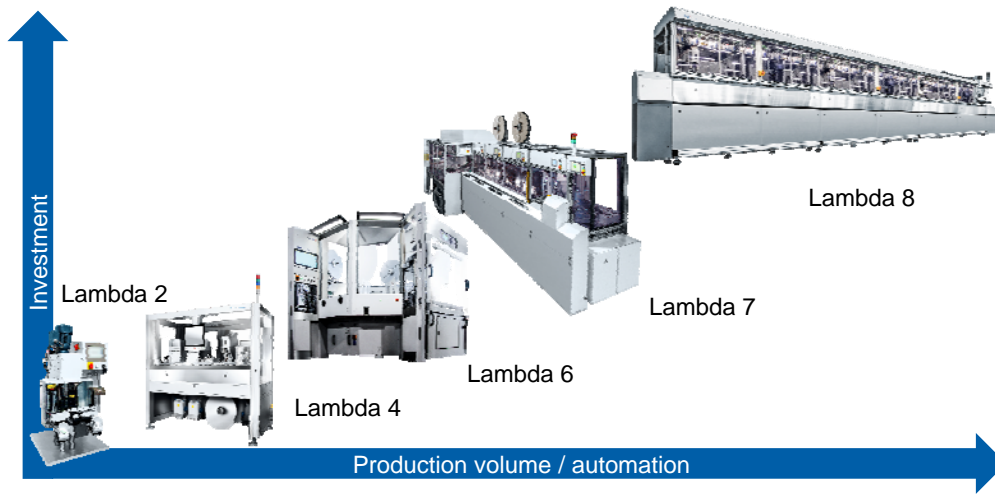
Data transmission / sensors / airbags



E-mobility



Just the thing for every production volume



Key strategic priorities



Solutions along the value chain



Innovative production concepts



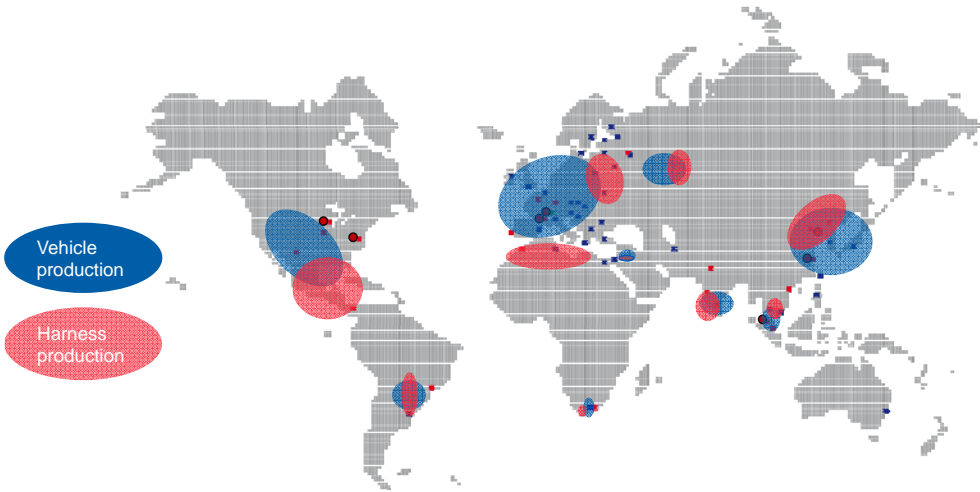
Increase in global reach



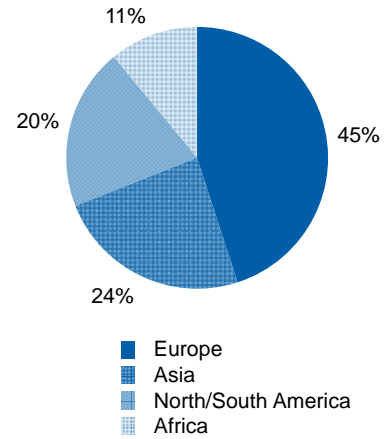
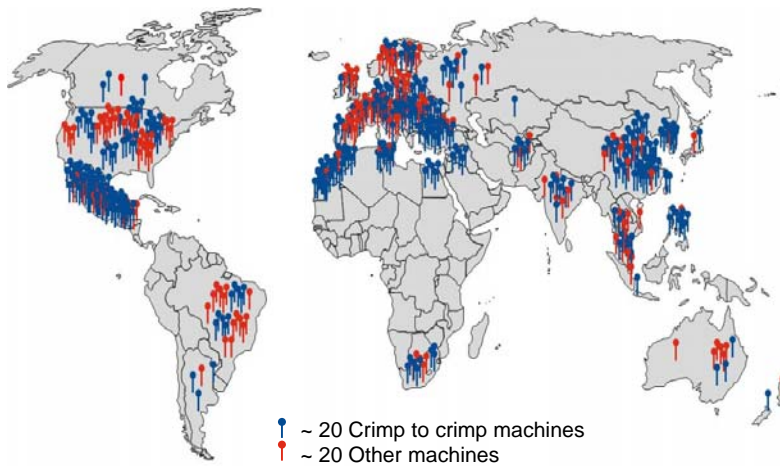
Development of non-automotive markets



Global production: vehicles and harnesses



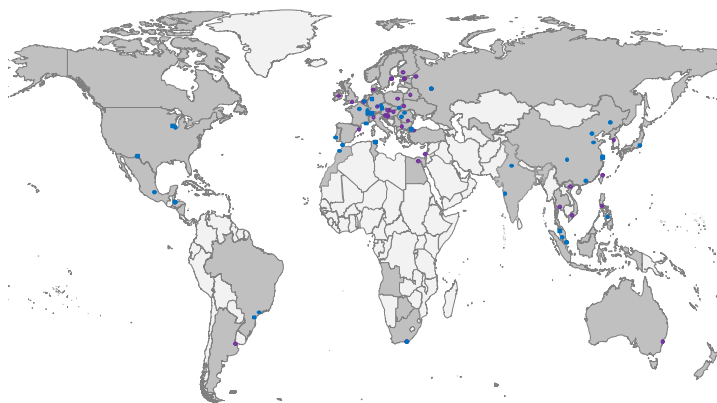
Geographic markets



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Unique global presence: Komax is close to its customers



- › Production plants in Europe, North and South America, Asia and Africa
- › Incomparable customer proximity: global distribution and service network with representative offices in some 60 countries
- › Local expertise: service organization with some 150 employees worldwide
- › Standardized service processes
- › Short response and delivery times
- › Around 25,000 Komax machines installed worldwide
- › Komax Direct (E-Commerce)
- › Komax Academy

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Key strategic priorities



Solutions along the value chain



Innovative production concepts



Increase in global reach



Development of non-automotive markets

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Development of non-automotive markets



Aerospace

- › Safety
- › Lightweight construction
- › Reduction of emissions



Telecom/Datacom

- › Multimedia
- › Connected cars
- › Autonomous driving



Industrial

- › Small batches
- › E-mobility
- › Integrated production / industry 4.0

- › Selective and complementary build-up of competencies in non-automotive areas supports success of core business

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komet

Aerospace laser technology for the automotive industry



Cutting challenging cable insulation



Cutting sensitive aluminium foil



Close cooperation with the best partners



Komax is a universal contact partner for all wire processing requirements:

- › Standard machinery or customer-specific solutions
- › Accessories such as quality monitoring modules and integration solutions
- › Testing systems
- › Products of partners

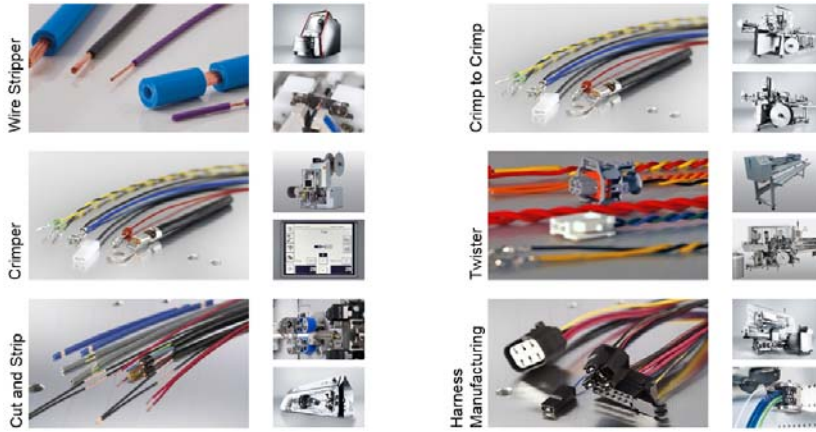
Unparalleled network of partners



Komax has changed...



From product-oriented...



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Komax has changed...



... to market segment oriented



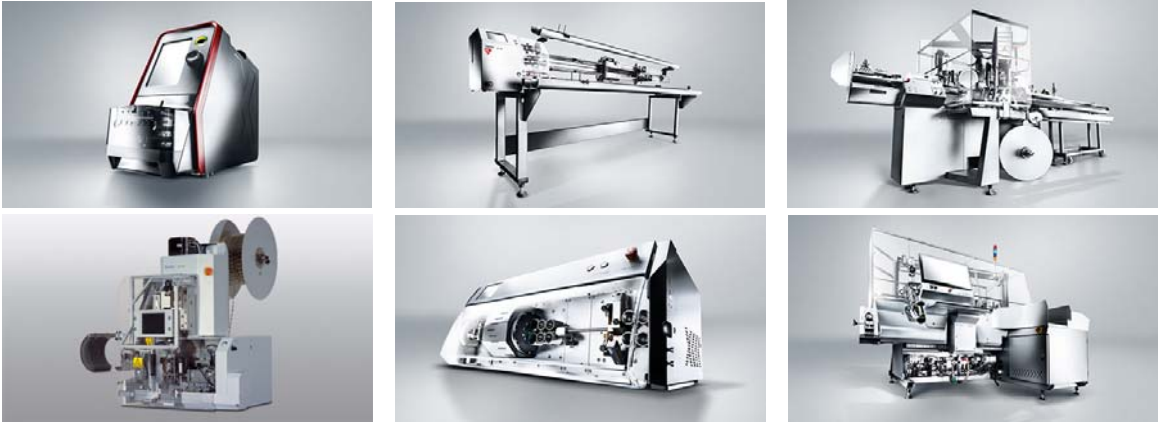
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Komax has changed...



From stand-alone machines...



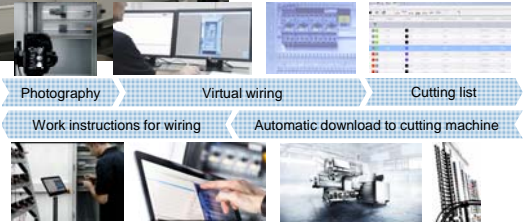
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Komax has changed...



... to integrated solutions



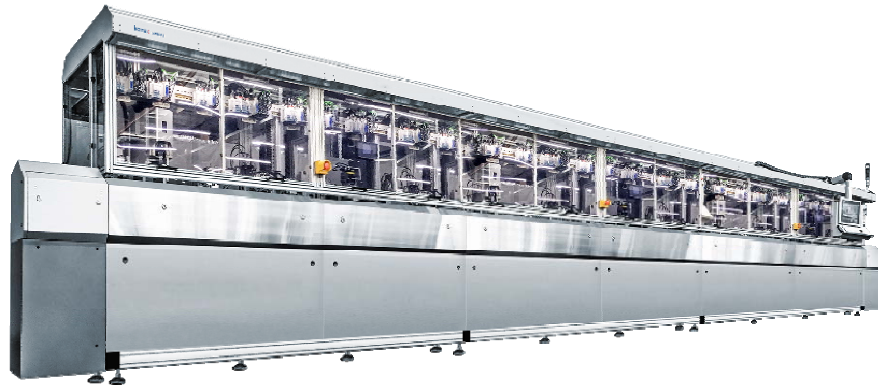
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Komax has changed...



From capital goods...



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Komax has changed...



... to services



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Continuous strengthening of market position through targeted complementary acquisitions



Acquisitions

Expansion of range of products and solutions

2012

TSK Gruppe

Testing systems for wire harnesses

MCM Cosmic

Automatic stripping equipment for the entry-level segment and for the processing of coaxial cables

2014

SLE quality engineering

Processing of coaxial cables and four-wire circuits; systems for crimp force monitoring; micrograph labs

2015

Laselec (20%)

Laser-assisted cable stripping and marking systems, particularly for the aerospace industry; intelligent laying boards

2016

Thonauer Gruppe

Market access to Eastern Europe; solution provider; local application development

SLE Electronics USA

Market access to Mexico; solution provider; local application development

Ondal Tape Processing

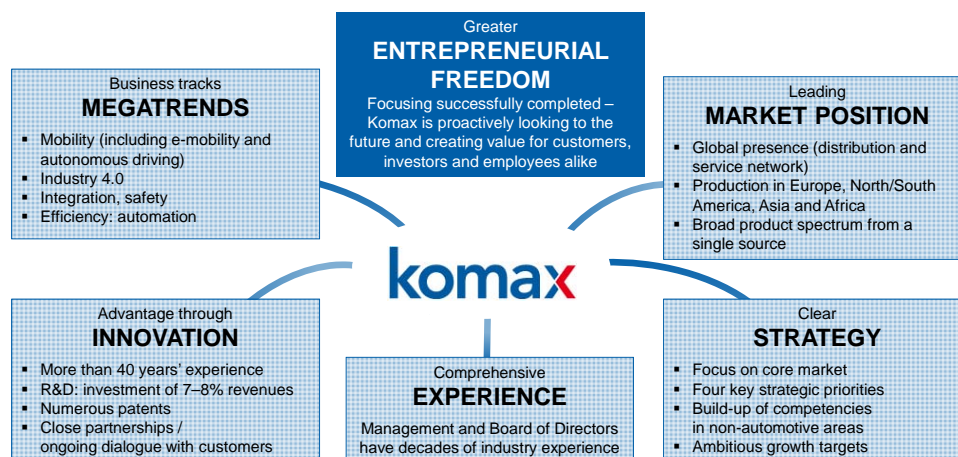
Taping and bundling

Kabatec

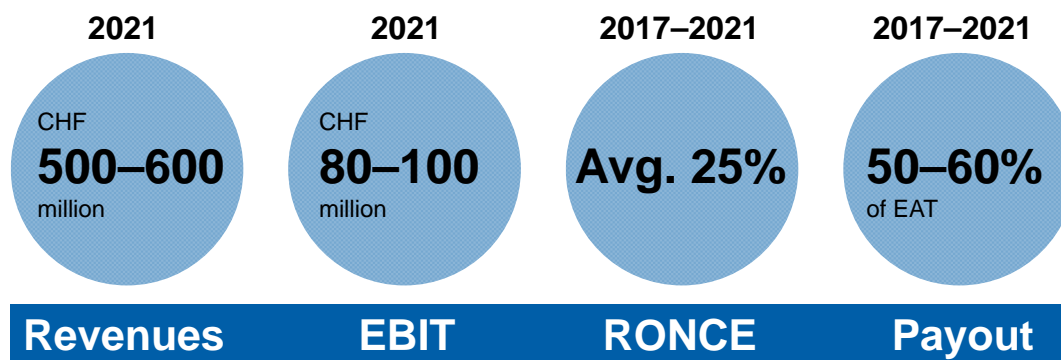
Taping and bundling



Consolidation of leading position in core market



2017–2021: Ambitious targets, attractive dividend policy



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Contact / financial calendar



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Financial calendar

First information on the year 2016	17 January 2017
Annual media and analyst conference of 2016 financial statements	21 March 2017
Annual General Meeting	12 May 2017
Half-year results 2017	24 August 2017

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Forward-looking statements



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 behaviour on the part of our competitors, negative publicity and the departure of management-level employees. The forward-looking statements are pure assumptions, made on the basis of information that is currently available.

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