



CONFERENCE FOR FINANCIAL ANALYSTS AND THE MEDIA

Zurich, November 9, 2017

AGENDA

Zurich, November 9, 2017

We are building our future

- Printing expert
- Converting & logistic expert

Mid-long term outlook

- Financial targets

Financial trends 2017

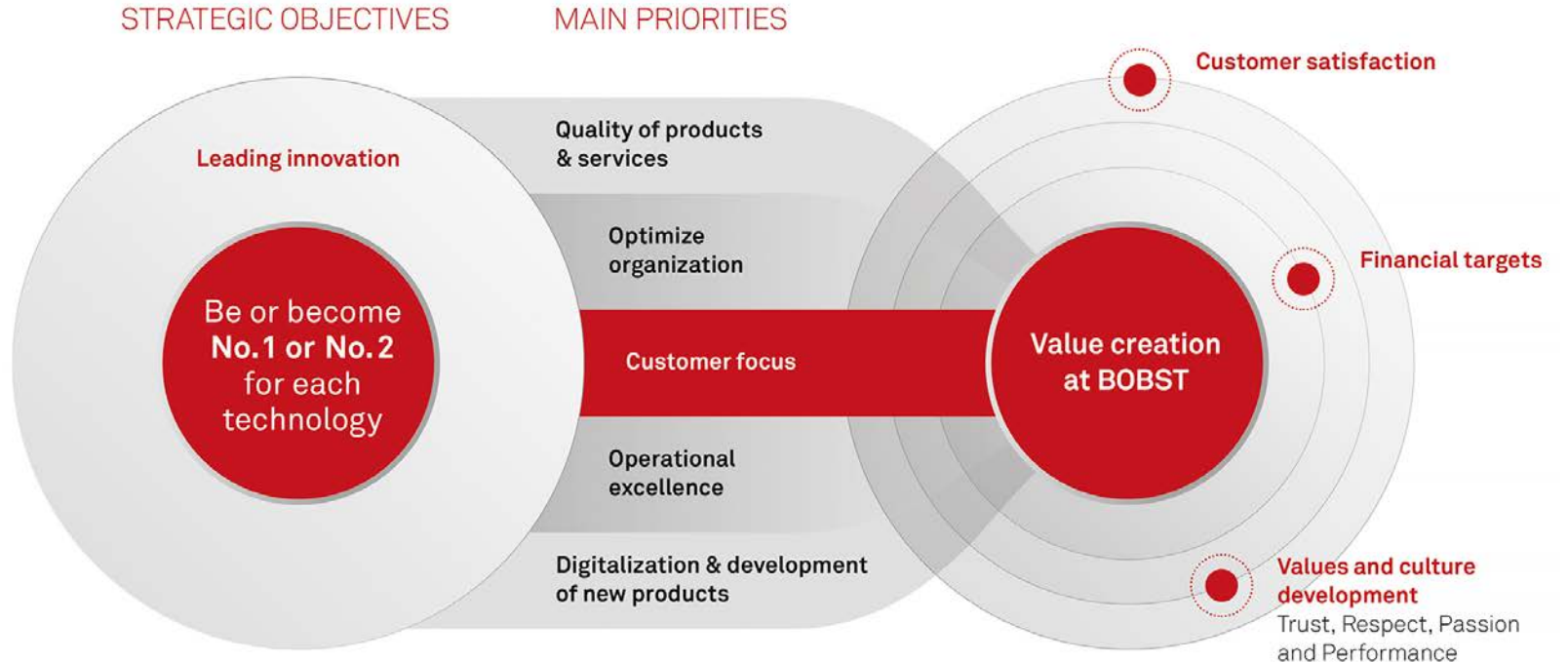
- Backlog
- Consolidated turnover
- Operating result (EBIT)

Agenda 2018

WE ARE BUILDING
OUR FUTURE

WE ARE BUILDING OUR FUTURE

Strategic objectives



- BOBST will **pursue its investments** to support its global strategy
- **Increase presence** in China and South East Asia

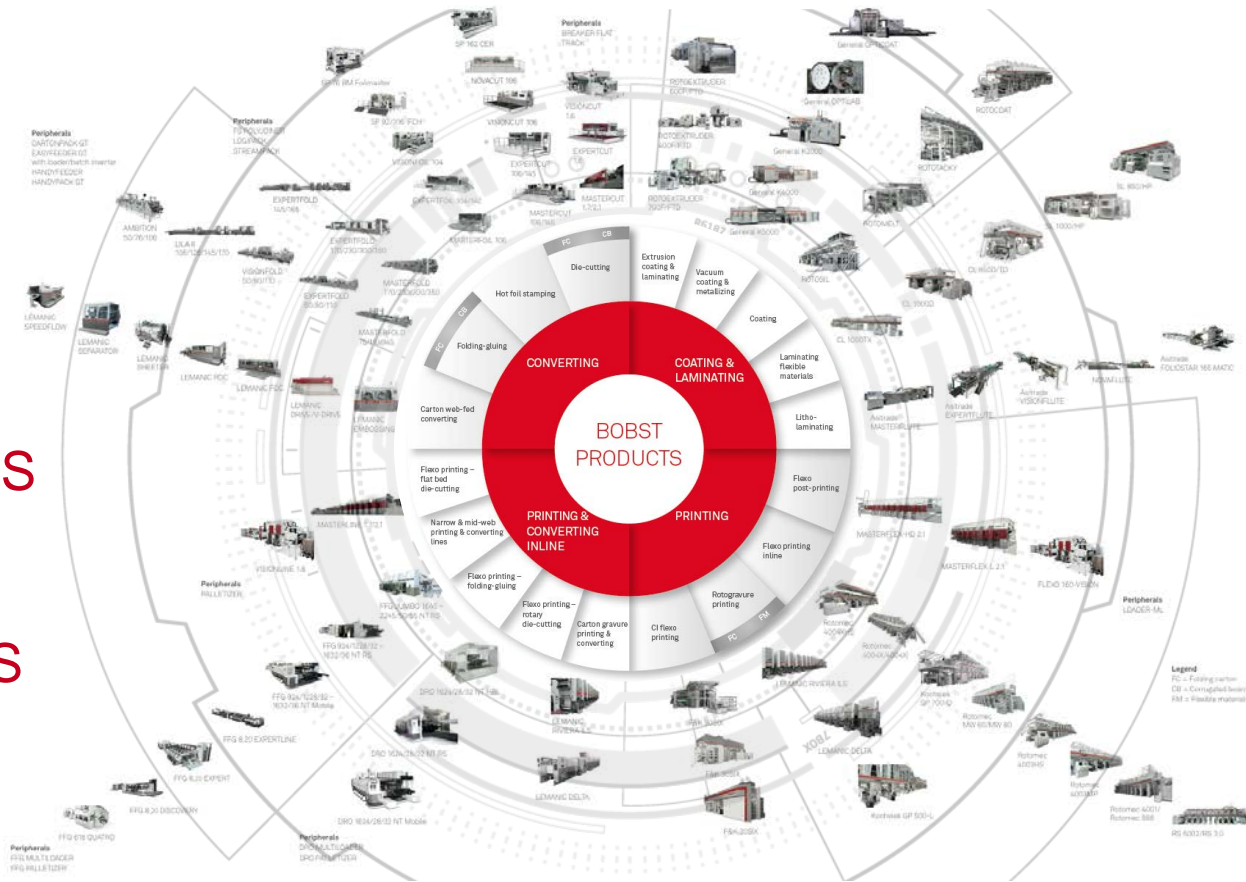
WE ARE BUILDING OUR FUTURE

Product range & Services

Extend technologies, current, digital and hybrid

DREAM MACHINES

DREAM SERVICES



WE ARE BUILDING OUR FUTURE

Printing expert

- Corrugated flexo innovation
- Film & folding carton flexo innovation
- Digital printing Mouvent

Converting & logistic expert

PRINTING EXPERT

Products innovation range for packaging & labels*



CORRUGATED

FLEXO



MASTERFLEX-HD

MASTERFLEX-XL THQ

GRAVURE

DIGITAL mouvent

To be launched



FOLDING CARTON



LEMANIC FLEXO ILS

M8 Line



LEMANIC DELTA

LEMANIC RIVIERA ILS

To be launched

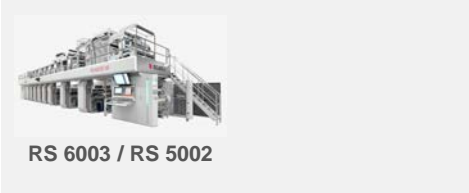


FLEXIBLE



20SIX / 40SIX / 90SIX

M6 / M8 Lines



RS 6003 / RS 5002

To be launched



LABELS



M6 Digital flexo REVO

M5 Line

* This page does not display the full range of products portfolio



LB 702 - UV

LB 702 - UV / WB

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Converting & logistic expert

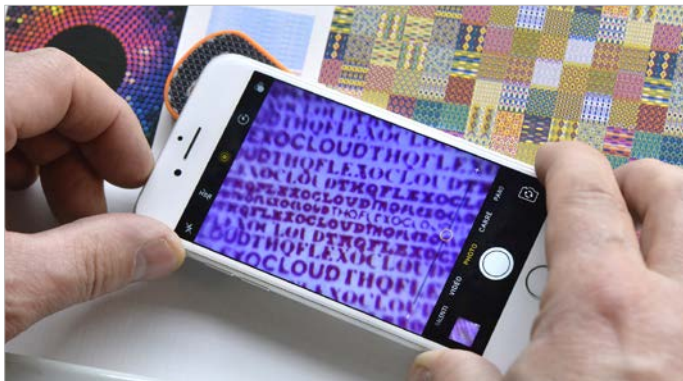
PRINTING EXPERT

Corrugated flexo innovation - Brand owners view



High Graphic need

- Secondary packaging's quality should reflect primary packaging
- Differentiation is a must
- Ensure the best consumer experience
- Get closer to consumers thanks to personalized packaging



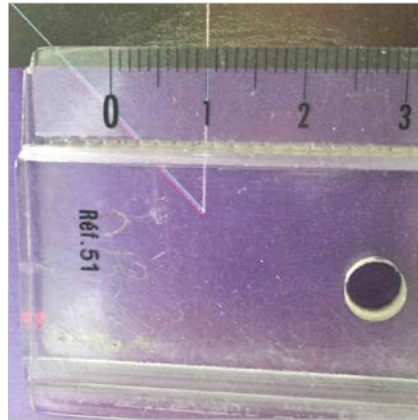
Anti-counterfeit security printing

- Invisible coded messages
- Ultra-high resolution for brand protection and tracking

PRINTING EXPERT

Corrugated flexo innovation - THQ FlexoCloud

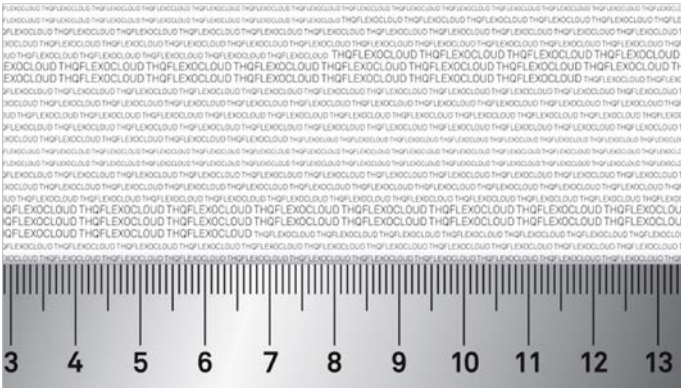
A quantum quality shift



PRINTING EXPERT

Corrugated flexo innovation - THQ FlexoCloud

A quantum quality shift



Ultra high precision

Accuracy

- Repeatability of orders
- Positive and negative line printing
- Smooth transitions, from 0 to 100%

Anti-counterfeit security printing

- Invisible coded messages
- Ultra-high resolution for brand protection and tracking

WE ARE BUILDING OUR FUTURE

Printing expert

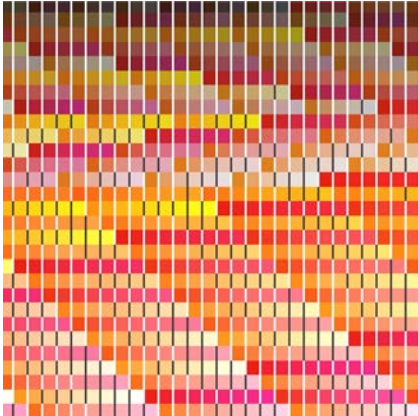
- Corrugated flexo innovation
- Film & folding carton flexo innovation
- Digital printing Mouvent

Converting & logistic expert

PRINTING EXPERT

Film & FC flexo innovation - REVO

Higher print quality



PRINTING EXPERT

Film & FC flexo innovation - REVO

Advantages of REVO



- Quality & consistency worldwide
- Digitally controlled operations
- Flexibility
- Multi PANTONE
- More uptime & less consumables

PRINTING EXPERT

Film & FC flexo innovation - REVO

Quality & consistency worldwide



- ECG with 7 colors
- CMYK + Orange/ Green/ Violet
- HD flexo
- Higher density solids
- Process parameters are digitalized
- Anilox inks & substrates are optimized

WE ARE BUILDING OUR FUTURE

Printing expert

- Corrugated flexo innovation
- Film & folding carton flexo innovation
- Digital printing Mouvent

Converting & logistic expert

INDUSTRY NEEDS EVOLUTIONS

So do we

Customer needs



**Shorter
lead time**



**Reduce steps
between creation
and job printing**



**Mass customization,
Variability, short runs**



**Extended
packaging**

BOBST evolution

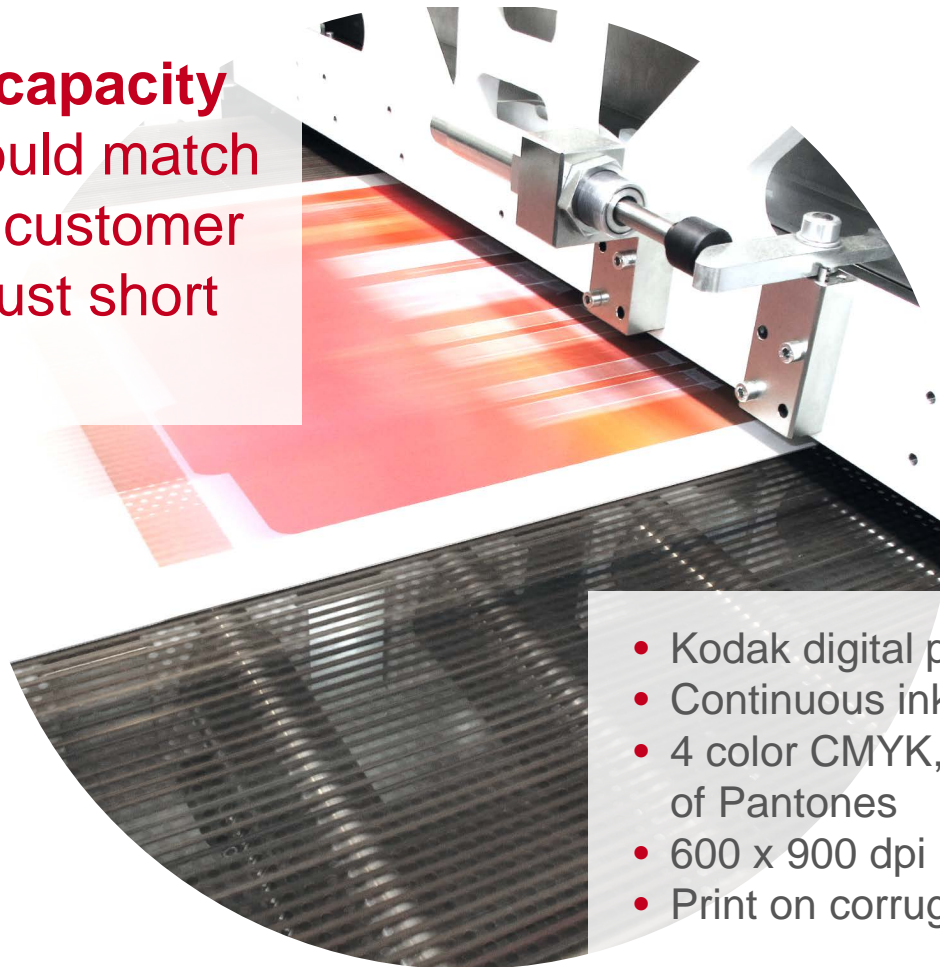
BOBST Digital Transformation

- Customer focus solutions
- Versatile products range and technologies
- Global workflow and frontend solutions
- Cost competitive solutions

STRATEGY PHASE 1

„World record“ for corrugated board

Building a **high-capacity machine** that could match productivity and customer demands – not just short runs



- Kodak digital printing heads
- Continuous ink-jet, water based ink
- 4 color CMYK, matching over 70% of Pantones
- 600 x 900 dpi
- Print on corrugated board and film

BOBST DIGITAL TRANSFORMATION

Our key success factors

Workflow	Enter into a partnership with suppliers to create a customized “BOBST front end and workflow”
Vision / IQ	Develop comprehensive IQ system, from entry to high tech solutions
Chemistry / Inks	Master ink formulation and small-scale production
Print Engine	Integrate various print-heads → integrating print-heads / Hardware / Fluidic into an in-house developed solution
Machines	Develop “industrial machines” with digital bottom up mind set DNA
Software / Electronics	Competencies in software and electronics → integrating print-heads / SW into an in-house developed solution
Contactless coating	Developments of contactless coating have not yet reached marketability → Will be developed in-house

Integration

Brand Owners – Customers' needs
BOBST comes closer to Brand Owners to develop digital applications based on fast market evolutions and customer **needs**

BOBST DIGITAL TRANSFORMATION

A new company is born

**Being
developers,
not integrators**

**A NEW
COMPANY
IS BORN**

**Mastering
the global
digital printing
processes**

**Expanding our
expertise
by acquisition
of small expert
companies**

History of Mouvent AG


- **2013 – Radex** was founded
- **2013-2017** – Radex develops a DOD inkjet technology that can be used in any printing market and on any substrate
- **June 2017** – joint venture between Radex and Bobst, rebrand of Radex into **Mouvent**
 - **80** employees, **5** sites in Switzerland
 - Shareholder structure
 - 50.1%** Bobst Group
 - 49.9%** Radex and key people from ink- and machine development
- **July 6th, 2017** – official launch of the **Mouvent brand**

Mouvent

A joint venture of Radex and BOBST



The basic technology: The cluster coup



A testimony to the spirit and the power of innovation

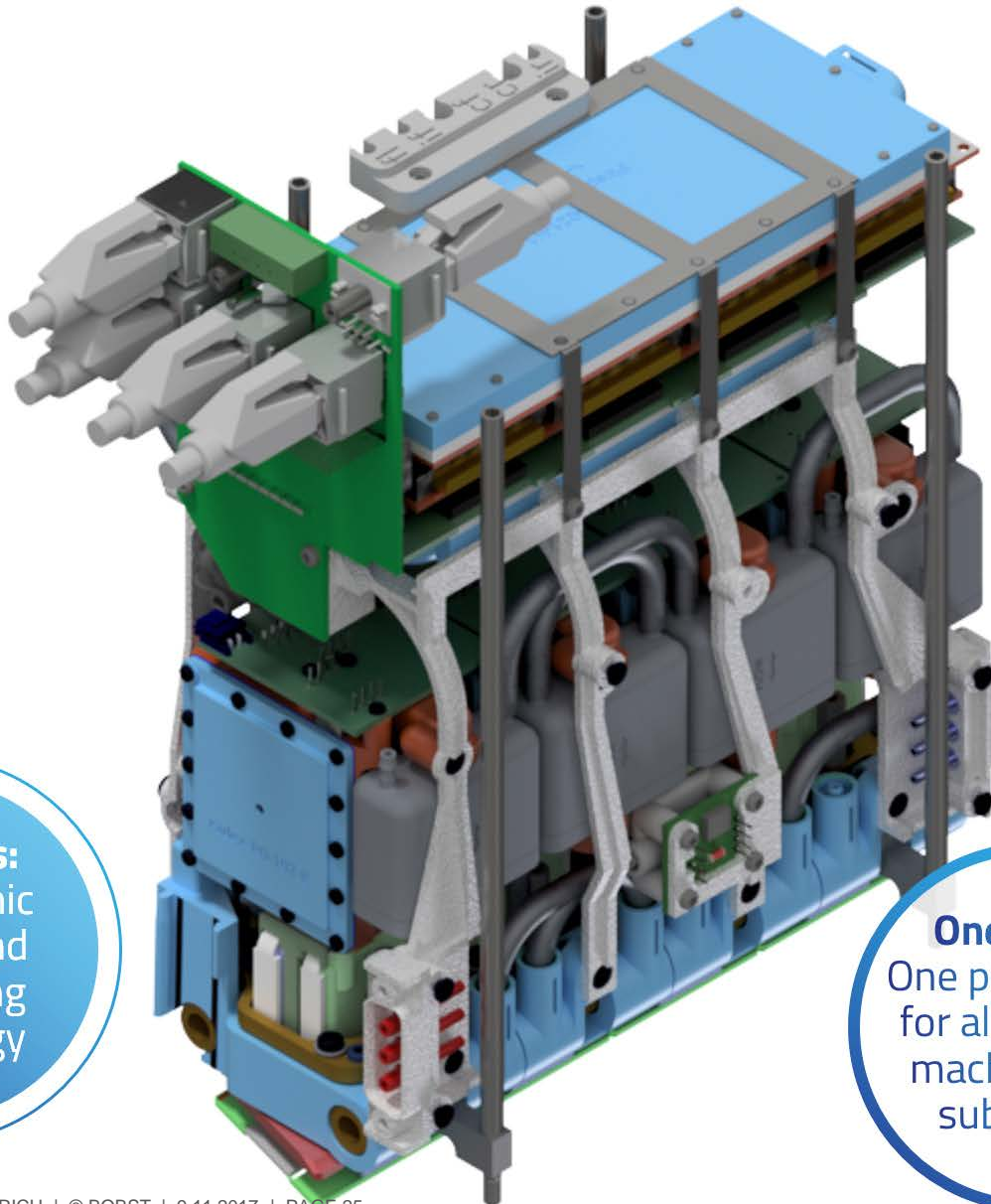
The Mouvent™ Cluster Technology

Low
integration
cost

Lowest
weight
< 2kg

Smallest
footprint

Key parts:
Using bionic
design and
3D printing
technology

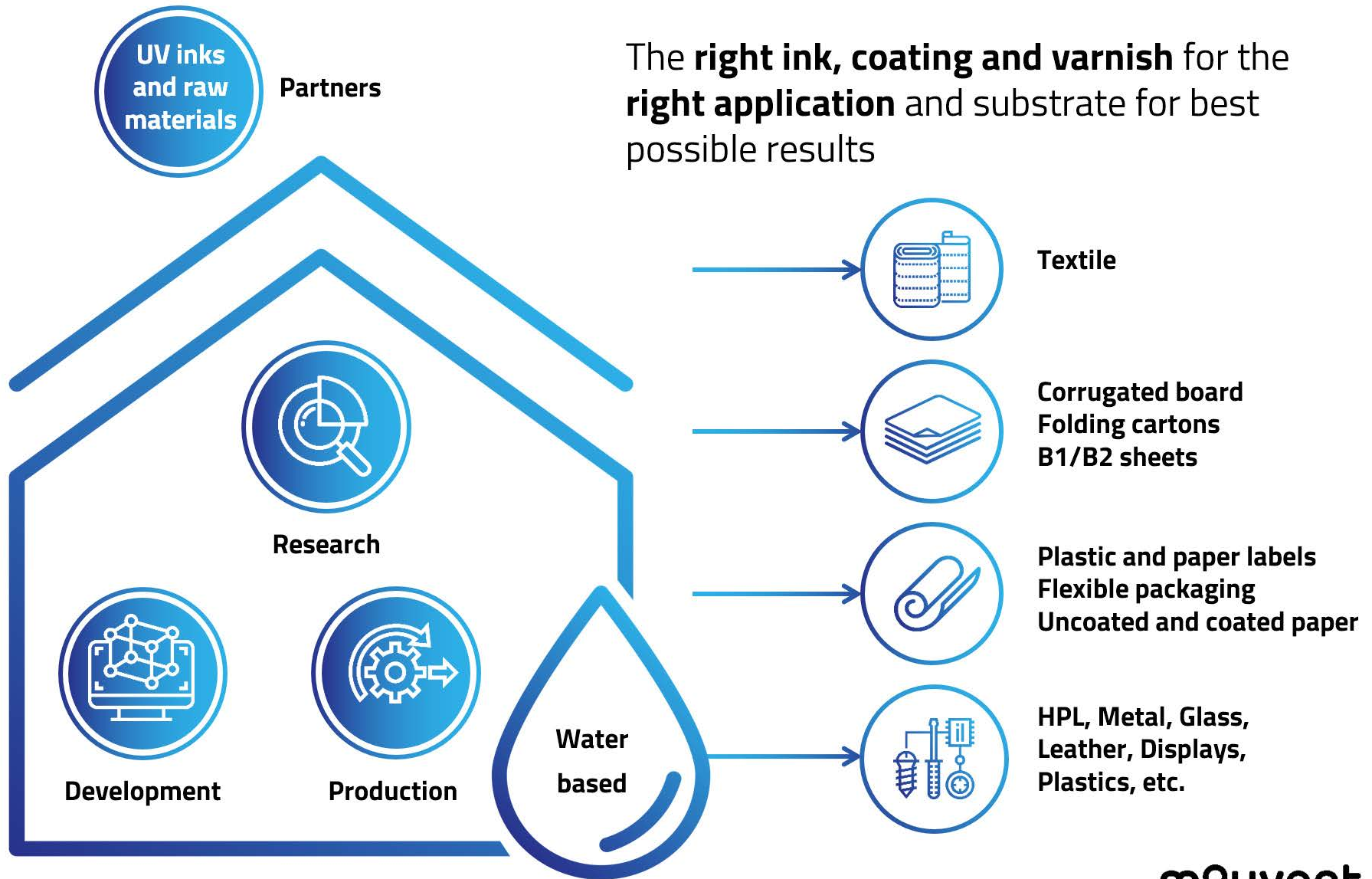


Up to
100 meters
per minute

High quality:
1200 x 1200 dpi
optical 2000 dpi

One for all:
One print engine
for all markets,
machines and
substrates

Ink and other fluids: in-house & partners

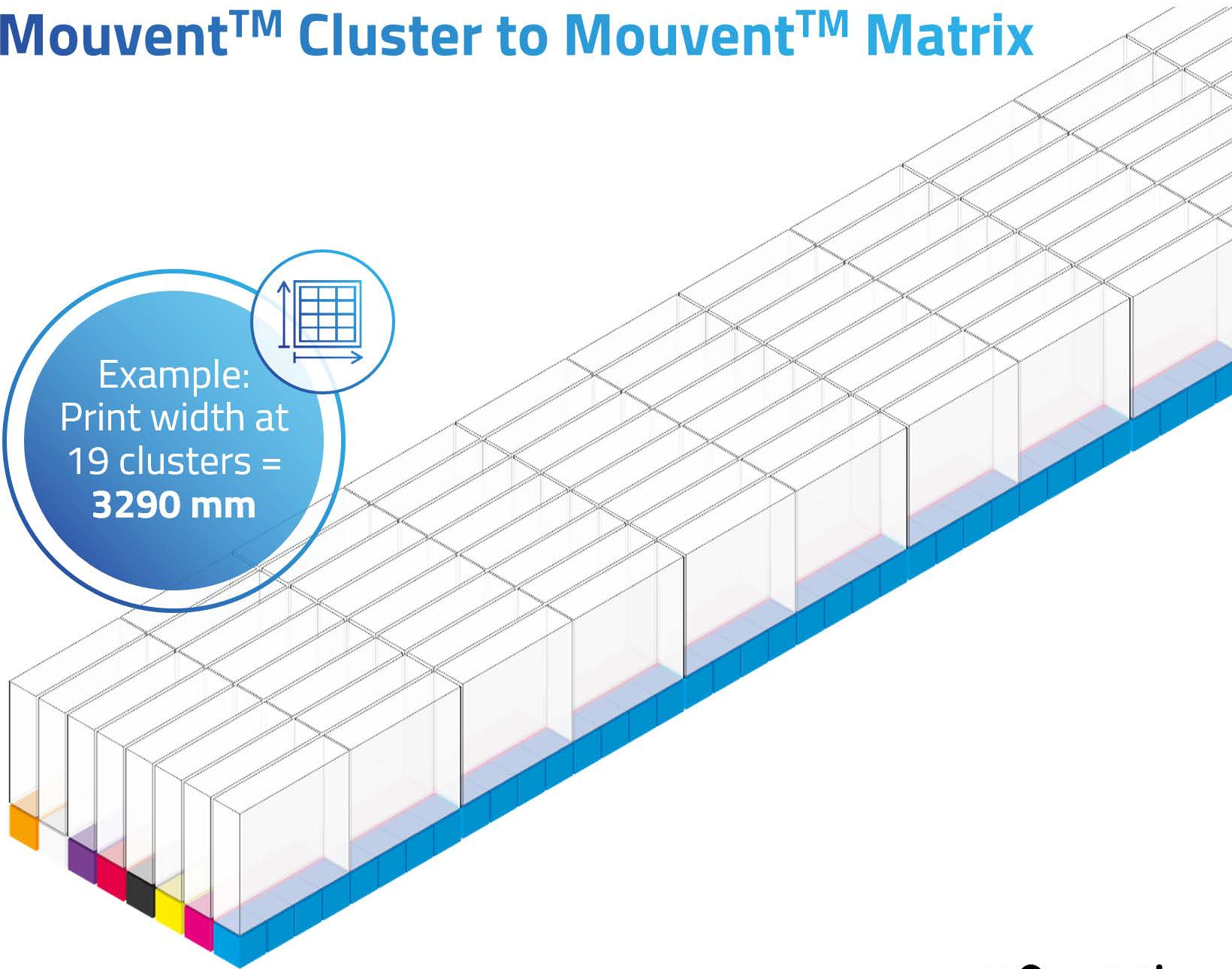
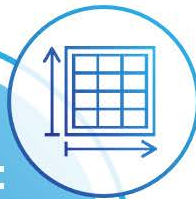


The **right ink, coating and varnish** for the **right application** and substrate for best possible results

**Modular and truly scalable a
bottom up design from
the cluster to any machine**

From Mouvent™ Cluster to Mouvent™ Matrix

Example:
Print width at
19 clusters =
3290 mm



Meet our first printers

Textile industry

Infinite options of applications



- Fashion
- Curtains
- Home decoration
- Flags & Banners

Textile industry: Mouvent TX801

Output up to
200 sqm/h



Precisely
2000 dpi

Multi
pass



8 colors for
extended
gamut
printing



1800 mm
width

Digital
printing on any
kind of fabric



Label industry

Infinite options of applications



- Stickers
- IM Labels
- Ink buckets
- All wet glue
- Self-adhesive
- Car consumables
- POS
- Posters
- Packaging
- Cosmetics
- Pharma

Label industry: Mouvent LB701-UV – 170mm

“Small size, big yield”

Productivity
up to 100 m/min
at 2000 dpi

Wide gamut: 6 colors + white

Roll-to-roll or roll-to-finish

Digital printing on label

Robust UV ink

Mouvent LB701-UV
Small size, big yield

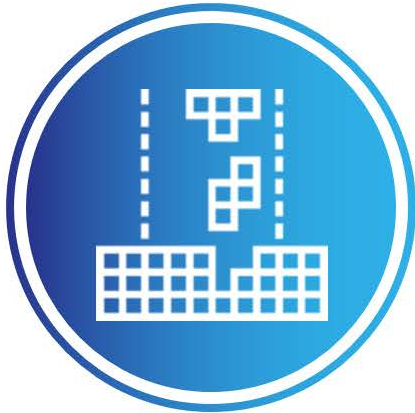
- ⊗ Unique Mouvent™ Cluster Technology
- ⊕ Print quality with up to 2000 dpi optical resolution
- ⊕ Production speeds of up to 100 m/min
- ⊕ Net output up to 1 800 000 sqm/year
- ⊕ Tiniest footprint in the market
- ⊕ Lowest production costs

Corrugated board



Why Mouvent ?

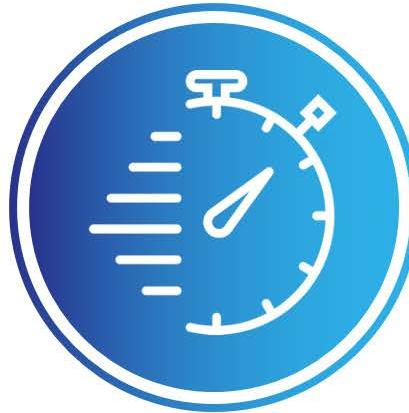
Why Mouvent



**Modular and
Flexible**



**High
print quality**



**Robust
productivity**



**Your best
TCO**

mouvent

A Bobst Group company

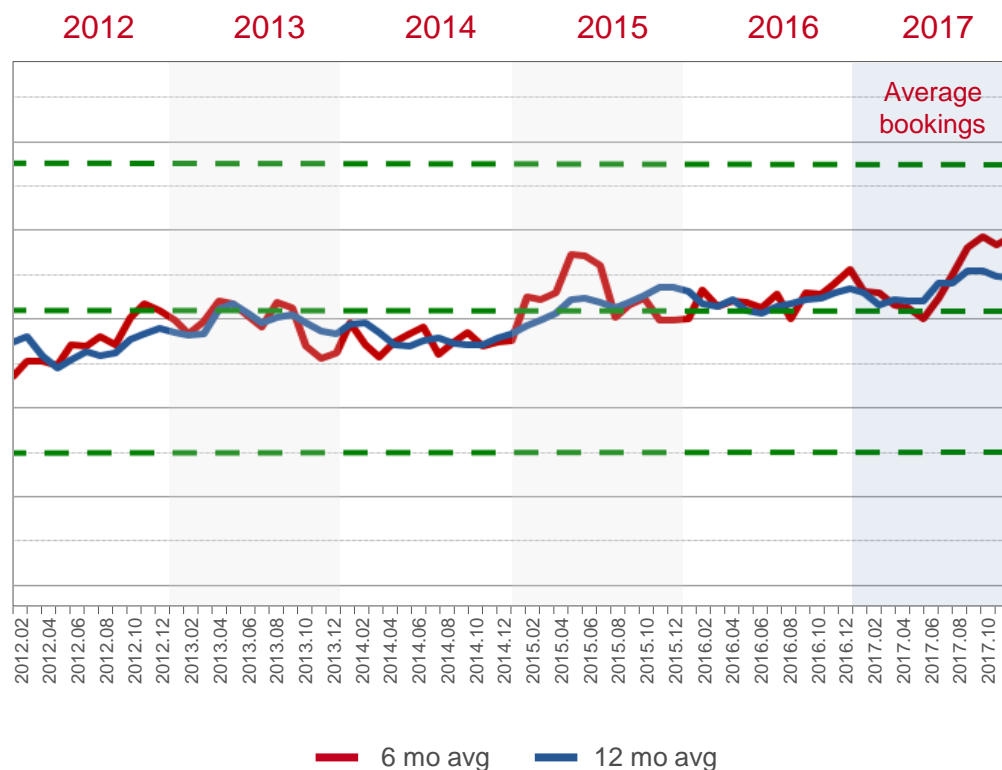
AGILITY AND INNOVATION THE SUCCESS FACTOR FOR SWISS COMPANY

FINANCIAL TRENDS 2017

FINANCIAL TRENDS 2017

Evolution of the Group's business




- 2017 started with a slightly lower level of backlog than the year before
- Order entries higher than in previous year due to strong BUSF performance, BUWF similar to 2016
- Estimated backlog 2017 year end should be higher for both machine BU's
- Machines backlog around 6 months in average



FINANCIAL TRENDS 2017

Consolidated turnover

In million CHF	2012	2013	2014	2015	2016	2017
Sales	1 264	1 354	1 300	1 331	1 447	4 to 6% higher than 2016

Organic growth	
Scope of consolidation	
Exchange rate impact	

Assumptions: € 1.10 / \$ 0.98
current level of global economy but no recession.

FINANCIAL TRENDS 2017

Operating result (EBIT)

In million CHF	2012	2013	2014	2015	2016	2017
Published	19.0	60.3	81.7	83.9	103.7	Close to 8% of Sales

Assumptions: € 1.10 / \$ 0.98
current level of global economy but no recession.

MID-LONG TERM OUTLOOK

MID-LONG TERM OUTLOOK

Financial targets

Financial ratios

Turnover (mCHF)	1 400 - 1 500
Operating result (EBIT) margin	min. 8%
Return on capital employed (ROCE)	min. 15%
Payout ratio	30 - 50%
Equity ratio	40 - 45%

AGENDA 2018

AGENDA 2018

Save the date

February 27, 2018

- Publication of the 2017 financial statements
- Conference for financial analysts and the media in Mex

March 28, 2018

- Annual General Meeting at 5.00 p.m. in Mex

July 25, 2018

- Publication of the half-year results
- Teleconference for financial analysts and the media

November 7, 2018

- Conference for financial analysts and the media in Zurich

INQUIRIES

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For more detailed information on Bobst Group, please refer to our websites:

- www.bobst.com
- <http://investors.bobst.com>

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