



Zurich  
November 8, 2019

[www.bobst.com](http://www.bobst.com)

# **Conference for financial analysts and the media**

 **BOBST**

# Agenda

Zurich, November 8, 2019

1

## Review 2019

- Evolution for Bobst Group

2

## Industry 4.0 matters

- Printing & converting workflow
- Our offering

3

## Sustainability

- Brand owners
- Recyclable packaging

4

## Financial results guidance 2019

- Backlog
- Consolidated turnover
- Operating result (EBIT)

5

## Outlook

- Long term targets
- Agenda 2020
- Q&A

# Review 2019

# Review 2019

## Evolution for Bobst Group

### Full year 2019: guidance will be met despite challenging market conditions

- Strengthening and confirming our strategy 2020
- Measures taken to mitigate slowdown in orders intake (-10% yoy October)

### Technical leadership – Industry 4.0

- Major evolutions in process digitalization, Services, myBOBST and digital printing journey
- Technical novelties, machines and services aligned with customers quest and improved their TCO
- Successful use of Mouvent digital printing technology into new BOBST Flexo label machine

### Sustainability and recyclable packaging

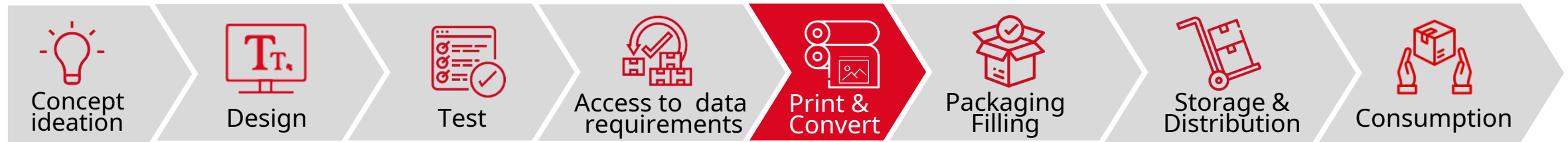
- New solutions presented at K Show 2019, BOBST is partnering with industry leaders and adapting its offerings to propose comprehensive solutions to the newest trends in recyclable packaging

# Industry 4.0 matters

# Industry 4.0 matters

## Packaging world

Time scale →



### Value chain schematic for a product production process [eg a pharma box, a pouch of sweets]

- The **printing and converting** only represent one step in the entire packaging production chain
- The challenge is not only to get printing and converting done faster but to **change the entire value chain**
- Packaging production needs to be part of the product production process and not isolated

# The current status for packaging Opportunities



Flexible materials



Labels



Folding carton

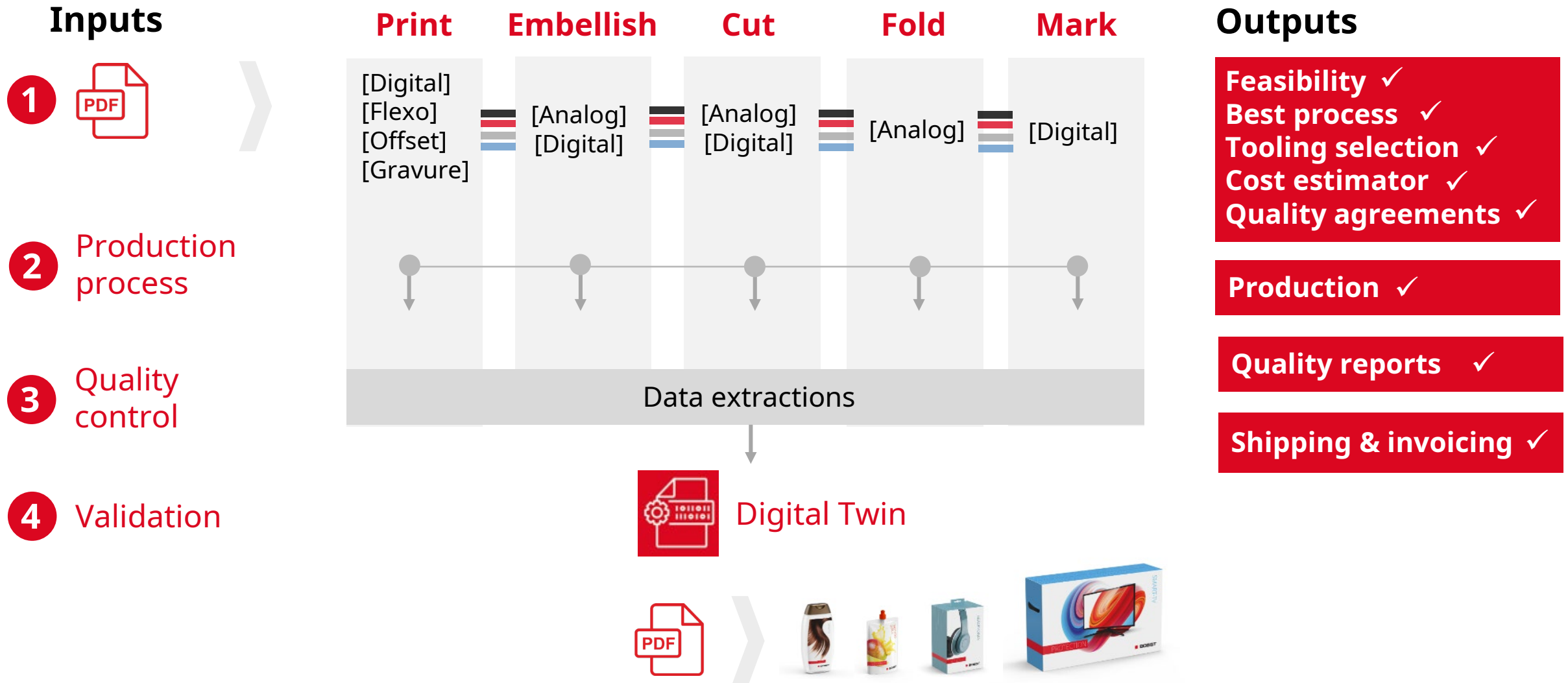


Corrugated board



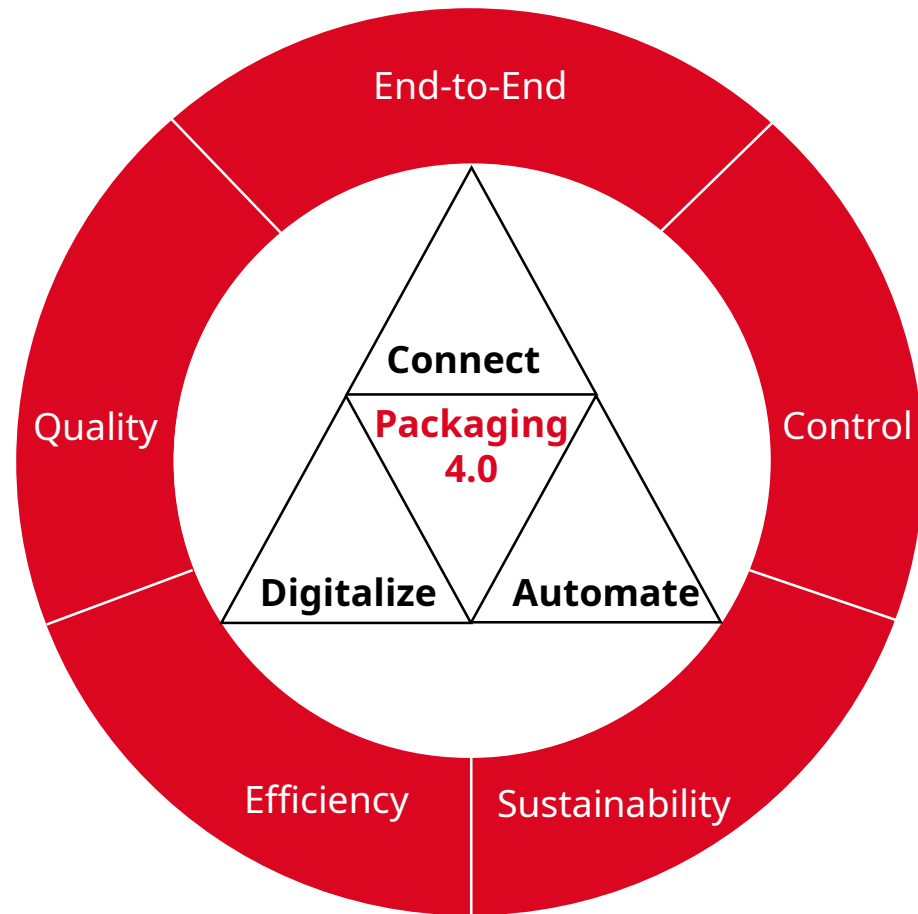
# Printing and converting workflow

## From the PDF to the final product



# BOBST

## Industry vision



## Packaging production 4.0

Across labels, flexible packaging, folding carton and corrugated board, BOBST drives the future of packaging production.

All stakeholders are connected to a **digitalized** and **automated workflow**, accessing cloud-based information anytime anywhere – for a flexible and agile collaborative operation.

# The largest labels & flexible packaging product portfolio

## Packaging 4.0 compliant




### Print

[Digital]  
[Flexo]  
[Offset]  
[Gravure]


### Embellish

 [Analog]  
[Digital]

### Cut

 [Analog]  
[Digital]

### Fold

 [Analog]

### Mark

 [Digital]

**Feasibility**  
**Best process**  
**Tooling selection**  
**Cost estimator**  
**Quality agreements**



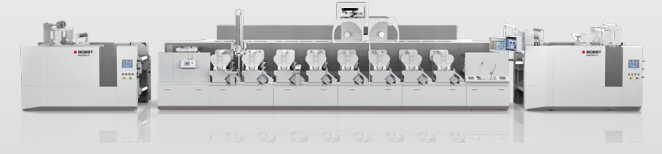
**UV - READY**



**WB - Q1'20**



**NEW - Q1'20**



# Sustainability

# Packaging consumption

## Sustainability challenges

### Brand owners

- Sustainability pledges
- Move towards circular economy
- 3R priorities (Reduce, Reuse, Recycle)



### Recyclable packaging

- High barrier
- Replace multi-material structures
- Innovation

# The sustainability pledges

## Reusable, recyclable or compostable packaging by 2025

**Milestone - Main press releases on sustainability started in early 2018**

**Eleven companies take major step towards a New Plastics Economy**

**11 leading brands, retailers, and packaging companies work towards 100% reusable, recyclable or compostable packaging by 2025 or earlier**

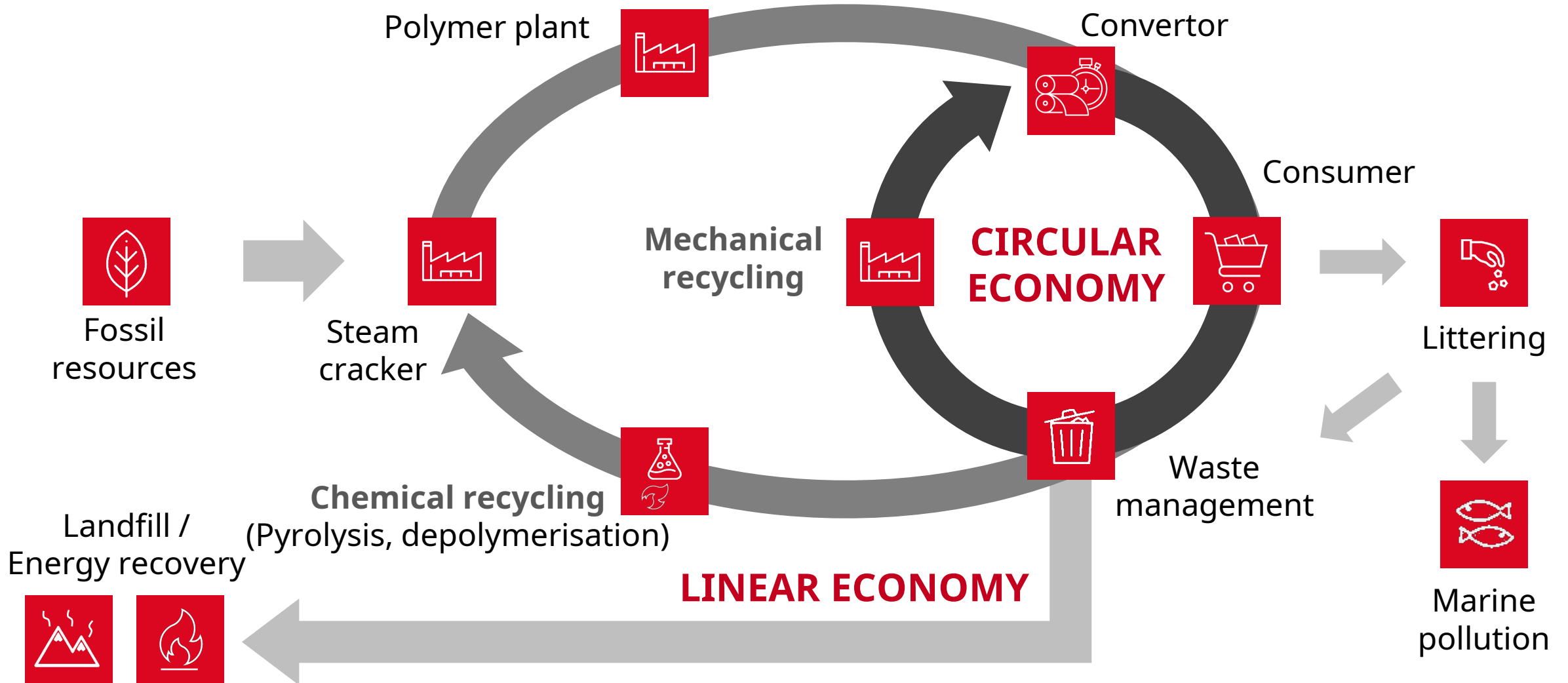
[www.ellenmacarthurfoundation.org/news/11-companies-take-major-step-towards-a-new-plastics-economy](http://www.ellenmacarthurfoundation.org/news/11-companies-take-major-step-towards-a-new-plastics-economy)

The **Ellen MacArthur Foundation** announced at the World Economic Forum in Davos that the list of leading brands, retailers, and packaging companies working towards using **100% reusable, recyclable or compostable packaging by 2025** or earlier has grown to 11 – **Amcor, Ecover, evian, L'Oréal, Mars, M&S, PepsiCo, The Coca-Cola Company, Unilever, Walmart, and Werner & Mertz** – Together representing more than **6 million tons of plastic packaging per year**



# The sustainability targets

## Moving from a linear to a circular economy – Flexible packaging



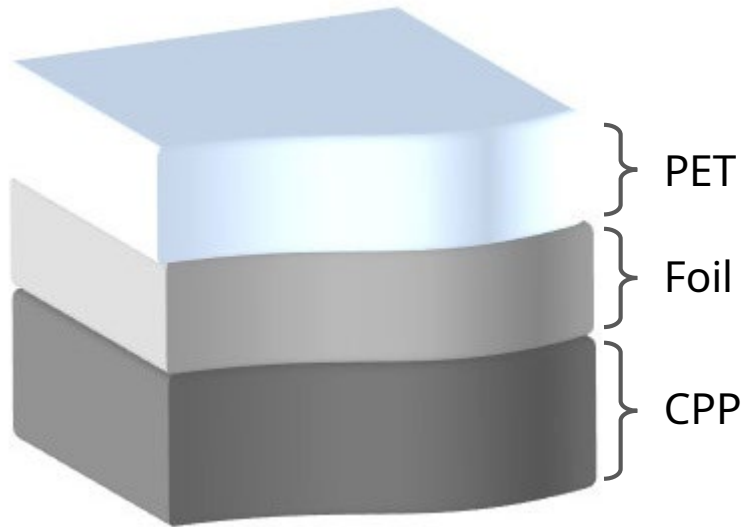
# BOBST enabling technology

## Foil replacement

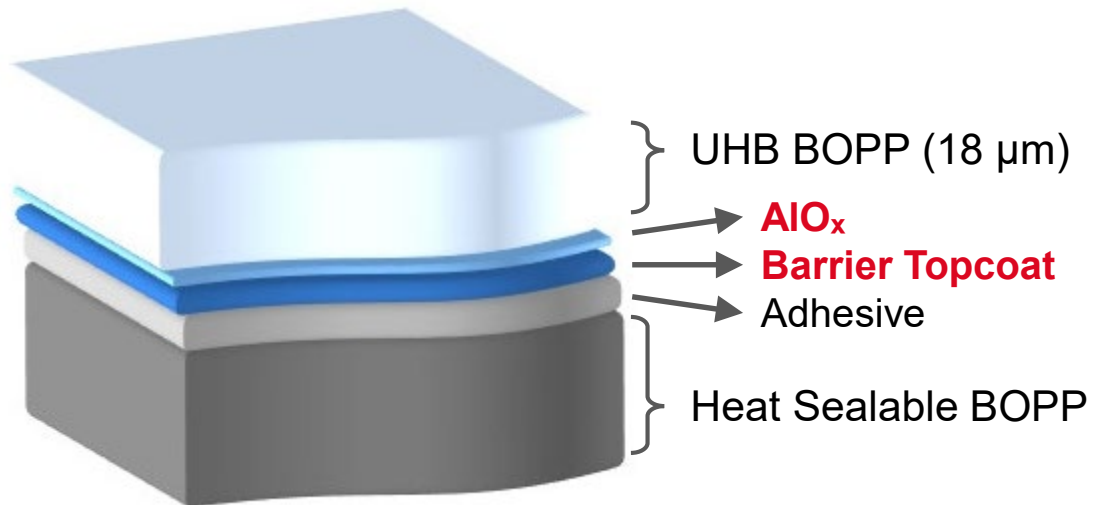
3 Layers Mixed Material



2 Layer Mono Material



OTR: <math><0.1 \text{ cc/m}^2/\text{day}</math>  
WVTR: <math><0.1 \text{ gm/m}^2/\text{day}</math>



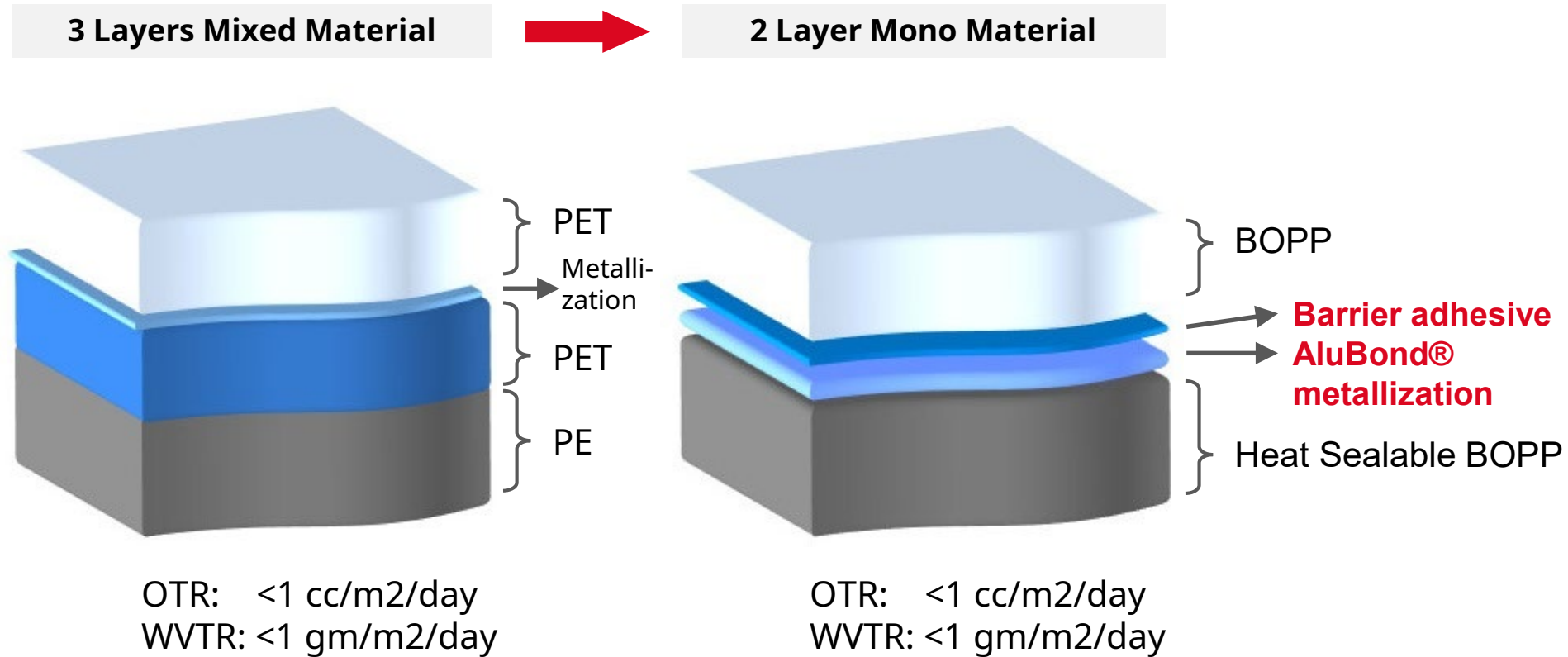
OTR: <math><0.1 \text{ cc/m}^2/\text{day}</math>  
WVTR: <math><0.1 \text{ gm/m}^2/\text{day}</math>

BOBST Coating  
& lamination  
technology  
(AlOx & Barrier  
Topcoat)

Film courtesy of Indopoly Films, Indonesia

# BOBST enabling technology

## MPET replacement



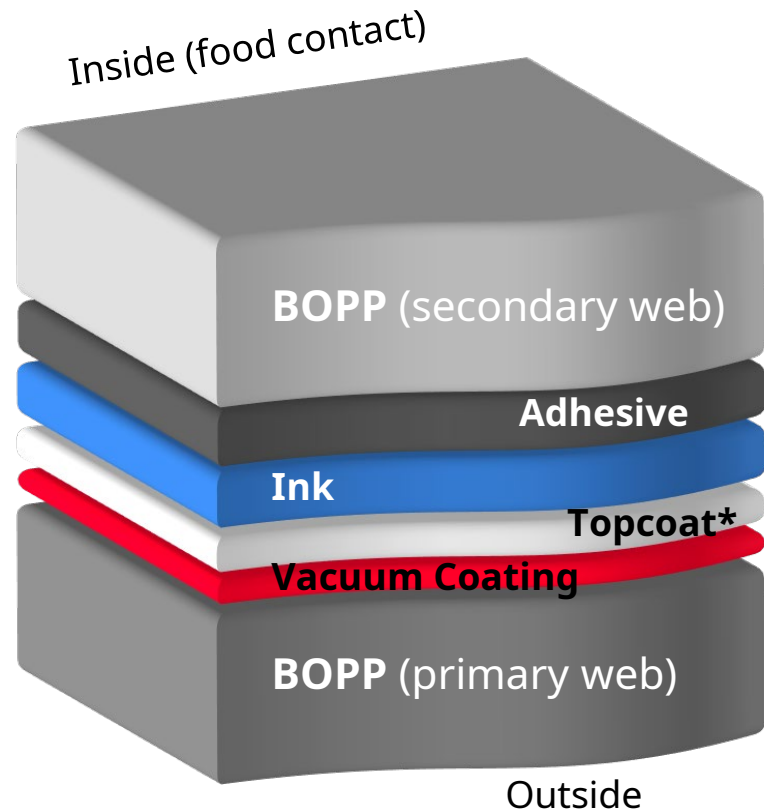
BOBST  
AluBond® &  
lamination  
technology

Film courtesy of Flex Films, division of Uflex

# Partners sustainability - Packaging solutions

## Equipment overview

Whole conversion chain investigated (topcoating, flexo printing & lamination)



\* (Where applicable)

Lamination



VISION CL 850



Printing (reverse print)



EXPERT CI

Topcoating



NOVA CO 750



EXPERT K5

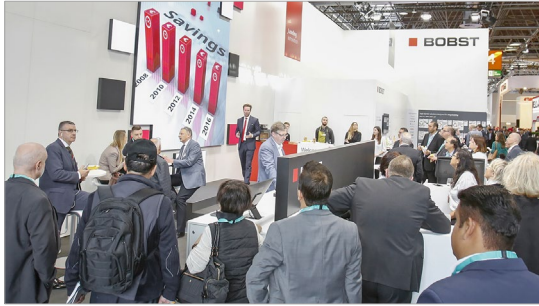
Vacuum coating



# The largest labels & flexible packaging product portfolio

## Events & Open houses

**K Show**  
Dusseldorf



**Advancing sustainability** with partnership and collaboration

**OH Barrier solutions**  
Bobst Manchester



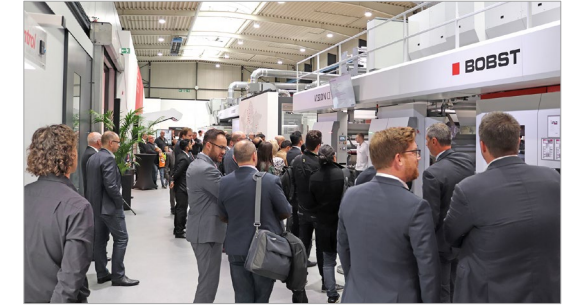
Showcasing how their **barrier performance** can be optimized through coating combinations in air and vacuum

**OH coating**  
Bobst Italia



Introducing the full size Coating **Pilot Line**, a solution using different configurations without interrupting your production

**OH CI flexo**  
Bobst Bielefeld



Introducing the latest **CI flexo**, most technically advanced press taking accuracy and repeatability of performance to a new level

# Acknowledgements

## Partners / collaborators



**HOSOKAWA  
ALPINE**

**BRÜCKNER  
MASCHINENBAU** **B**

**ilene**<sup>®</sup>  
QUALITY PACKAGING FILMS



*'A Part of your daily life'*



**BOBST**

**danaflex**  
creating relations

**SunChemical**<sup>®</sup>  
a member of the DIC group **DIC**  
Color & Comfort



**Constantia  
Flexibles**

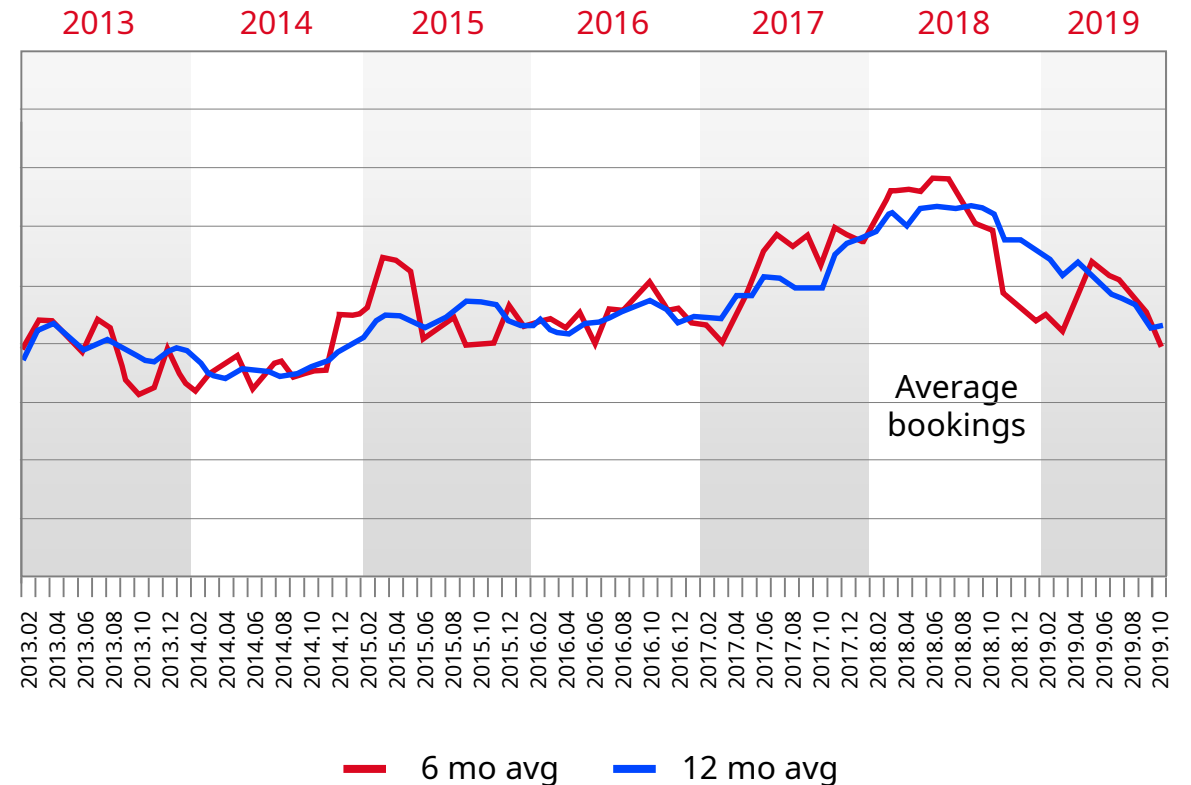
**MICHELMAN**<sup>®</sup>

# 2019 Financial results guidance

# Financial trends 2019





## Evolution of the Group's business

- 2019 started with a high level of backlog
- Order entries lower than in previous year (-10% yoy October)
- Estimated backlog 2019 year end will be lower than last year, machines backlog around 5 months in average



# Financial trends 2019

## Consolidated turnover

In million CHF	2014	2015	2016	2017	2018	2019
Sales	1 300	1 331	1 447	1 529	1 635	
				Organic growth		
				Scope of consolidation		
				Exchange rate impact		

- Assumptions: € 1.10 / \$ 0.99

# Financial trends 2019

## Operating result (EBIT)

In million CHF	2014	2015	2016	2017	2018	2019
EBIT	81.7	83.9	103.7	118.7	86.5	Lower than 5 %

– Assumptions: € 1.10 / \$ 0.99

# Outlook

# Long term outlook

## Financial targets

### Financial ratios

Turnover (mCHF)	<b>1 700 - 1 800</b>
Operating result (EBIT) margin	<b>min. 8%</b>
Return on capital employed (ROCE)	<b>min. 20%</b>
Payout ratio	<b>30 - 50%</b>
Equity ratio	<b>40 - 45%</b>

# Agenda

## 2020

---

**March 2**

Publication of the 2019 financial statements

---

Conference for financial analysts and the media in Mex

---

**April 7**

Annual General Meeting at 5.00 p.m. in Mex

---

**July 27**

Publication of the half-year results

---

Teleconference for financial analysts and the media

---

**November 6**

Conference for financial analysts and the media in Zurich

---

# Investors and media relations

## Stefano Bianchi

- +41 21 621 27 57
- investors@bobst.com

For more detailed information on Bobst Group

- www.bobst.com
- investors.bobst.com



# **- A step ahead with performance and sustainability**

Are you with us?

# Disclaimer

Bobst Group SA and its affiliated companies operate in a rapidly changing environment. Some of the inherent risks are beyond the control of the company. Certain statements and the material which accompany this presentation by Bobst Group SA are by their very nature forward-looking. The actual results of Bobst Group SA and its consolidated results may differ materially from those predicted in these presentations. While reasonable efforts have been made to ensure that the information provided in the presentation gives a correct picture of the performance, this presentation is only a summary of the performance of Bobst Group and its affiliated companies. Bobst Group has used reasonable efforts to ensure the accuracy and timeliness of the data included in this presentation as of the day when it is made. Bobst Group SA makes no representation or warranty as to the continued accuracy of the data provided and has no obligation to update the data shown in this presentation, as operational changes may occur as time goes by.

The contents of this presentation are the copyright Bobst Group SA, and may not be reproduced, transferred, or stored without prior written permission from Bobst Group SA.