



Zurich
November 9, 2022

www.bobst.com

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

 **BOBST**

Agenda

November 9, 2022

1

Review 2022

- Public Tender Offer
- Industry vision

2

Strategic focus

- Digitalization

3

Sustainability

- Sustainable packaging

4

What's coming...

- Market trends

5

Financial results guidance 2022

- Backlog
- Consolidated turnover & EBIT

6

Outlook

- Trends 2023
- Long term outlook
- Agenda 2023

Review 2022

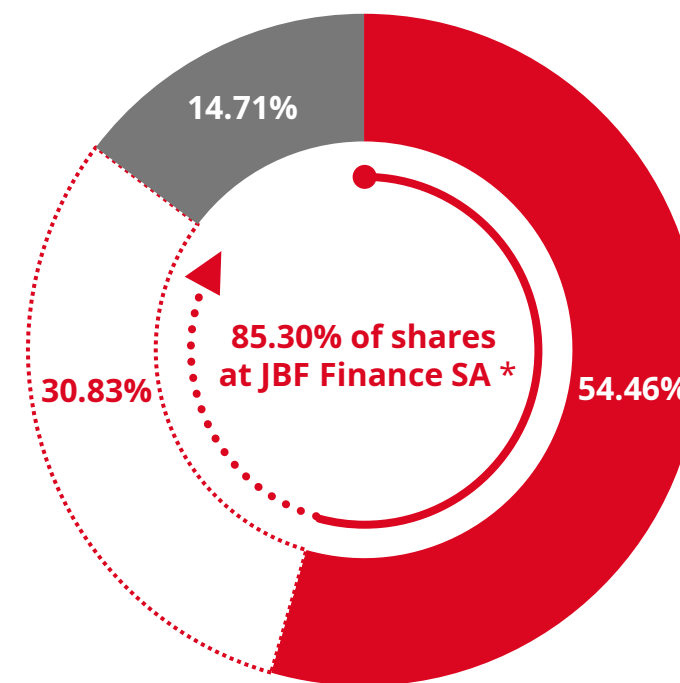
Review 2022

Public Tender Offer

On July 25, 2022, **JBF Finance SA** has announced a **Public Tender Offer** for all publicly held shares of Bobst Group SA. JBF has announced that it will pay **CHF 78.-** in cash per Bobst Group share

Transaction highlights include

- Bobst Group continues to be managed by **independent board members and family board members**, as it is today
- Bobst Group will enjoy the **best possible conditions to transform the business** into a digitized, connected and sustainable packaging supply chain
- Bobst Group **keeps its strategy** and mid-long term targets
- Shareholders had the opportunity to realize their investment at an **attractive price**



- JBF Finance SA
- Tender offer
- Public Shareholders

*Definitive results as of 27 October 2022
Pending final settlement

Review 2022

Public Tender Offer

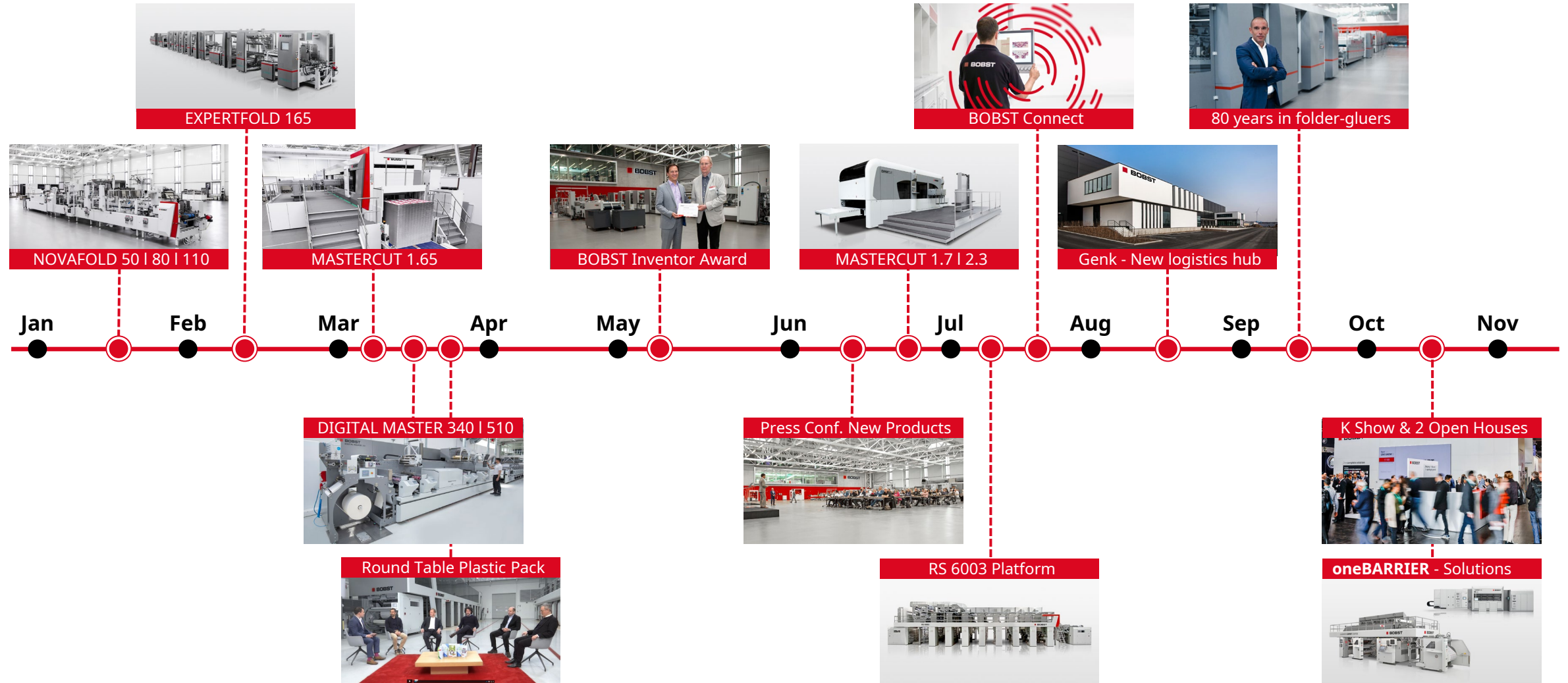
Next steps

- The Board of Directors of Bobst Group will **decide until end of November** about the delisting
- Announcement will be made to SIX and the delisting can **take from 5 days to few months**
- An **OTC market** will be organized for all shareholders to be able to buy and sell BOBST shares



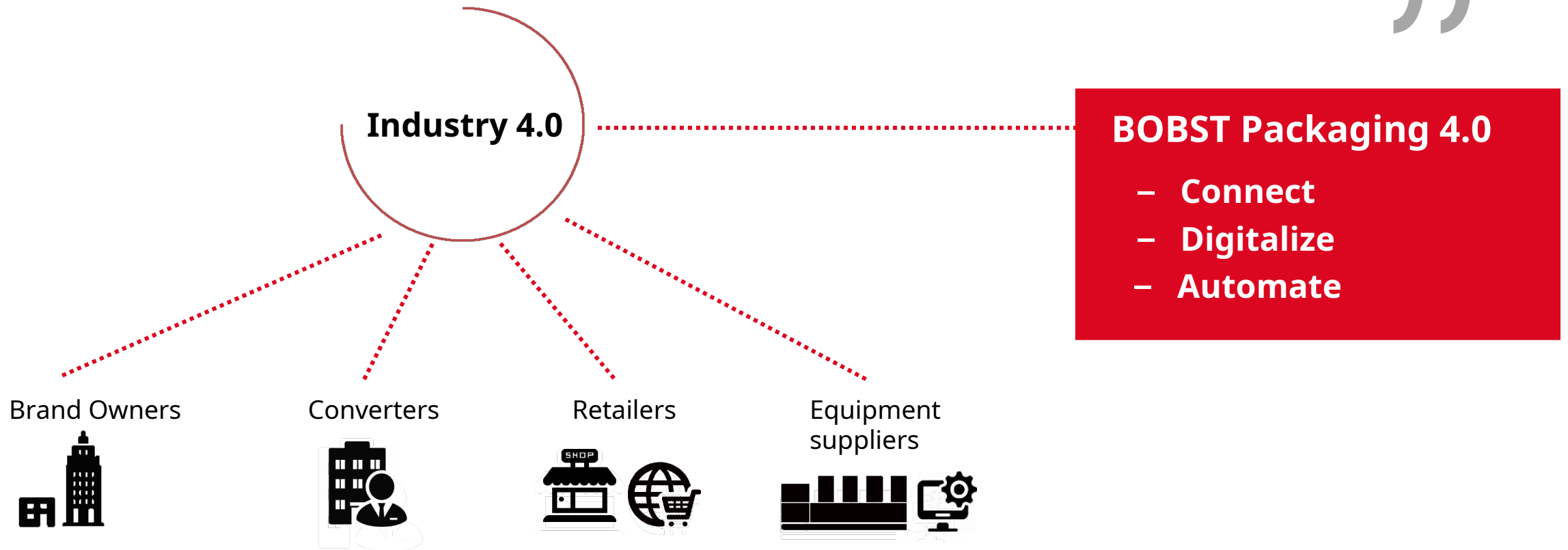
Review 2022

Year in review



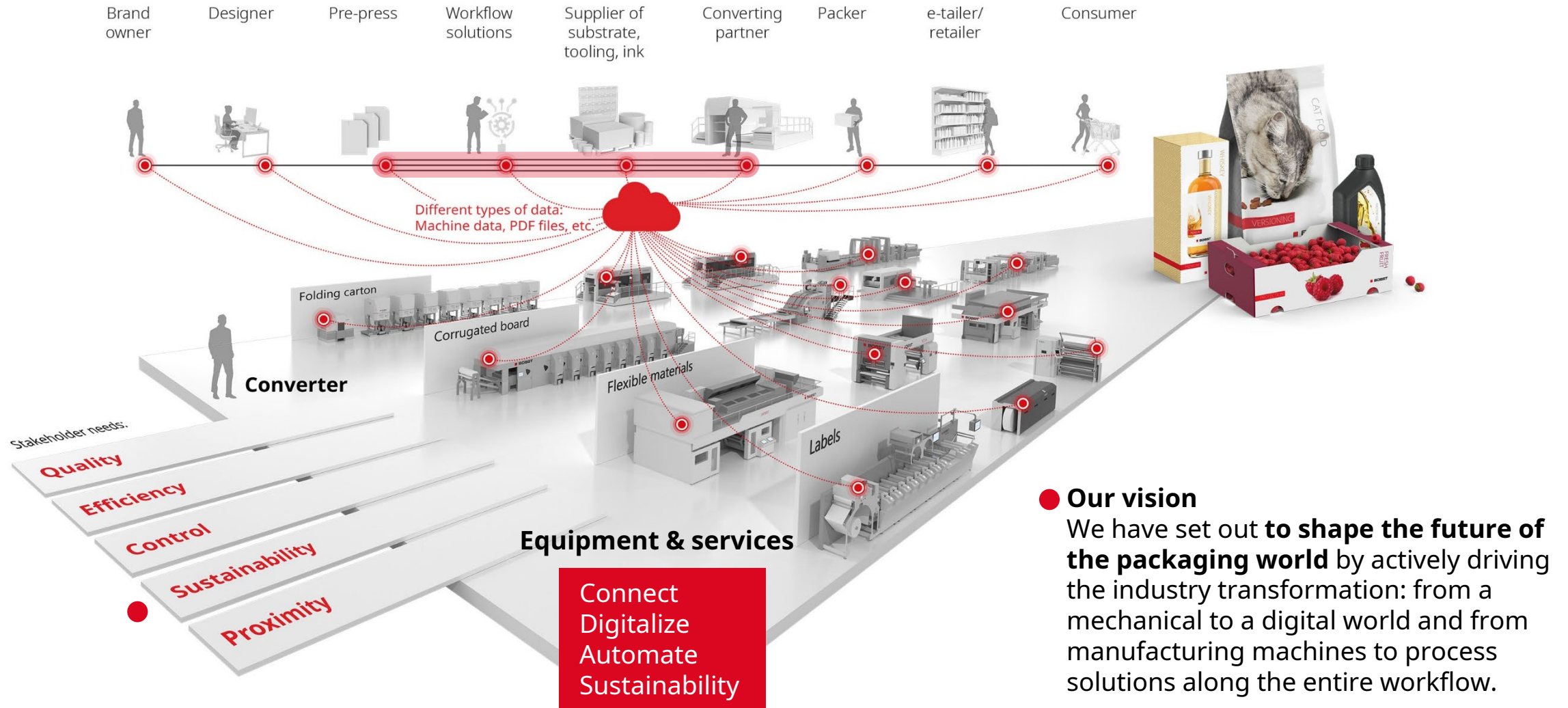
Packaging Industry 4.0 Challenges

“ The **digital revolution** is forcing every company to move from business models focused on products and services to **additional models that leverage networks, platforms to deliver new business models** ”



BOBST Industry Vision

Shaping the future of the packaging world

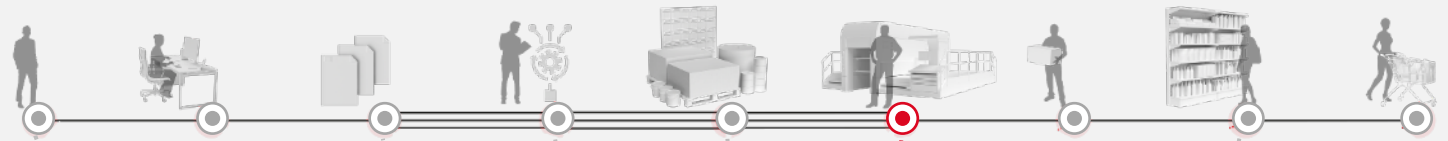


Strategic focus Digitalization

ACCUCHECK Recipe Management

BOBST Vision deployment for folder gluers

**MASTERFOLD 110 line
with ACCUCHECK**



Recipe mgmt



PDF



Recipe



Recommendation

BOBST Connect



Deviation



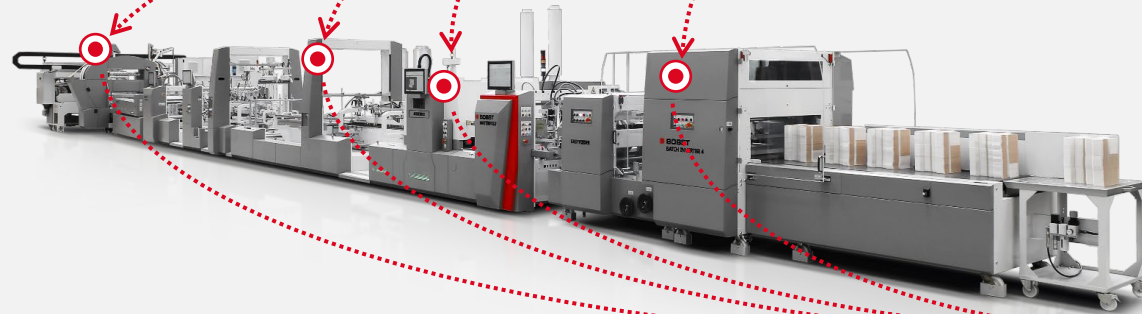
Recipe



Digital twin

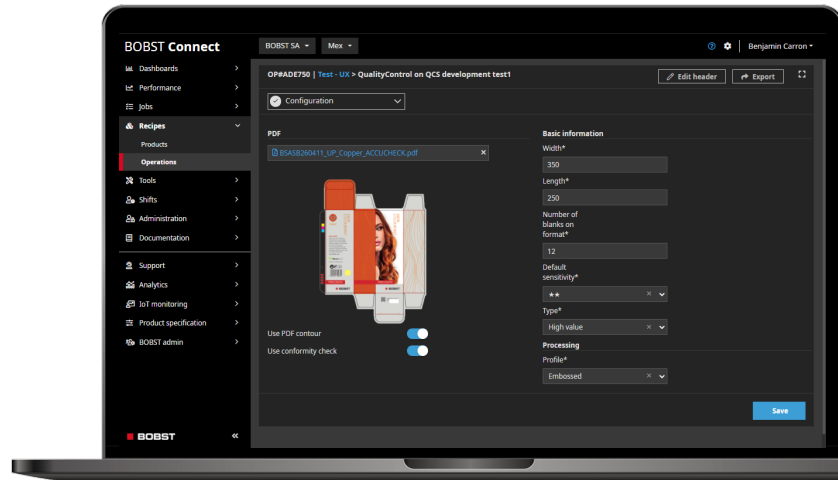


Data



ACCUCHECK Recipe Management

Setting the ACCUCHECK remotely from BOBST Connect cloud



Inspection recipe sent to the folder gluer through **BOBST Connect**



Technology Solutions

New products

BOBST Connect

oneLABEL Portfolio



DM 340 - Modular label press



DM 510 - Modular label press



MASTER DM5 - Digital & flexo press

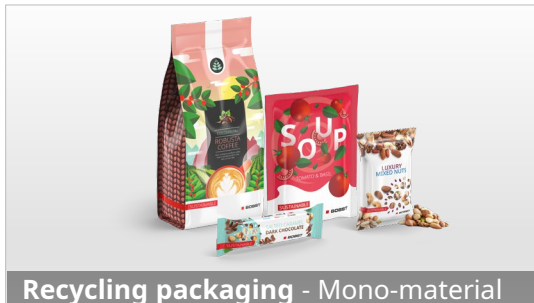
Flexible packaging



oneBARRIER - Integrated solutions

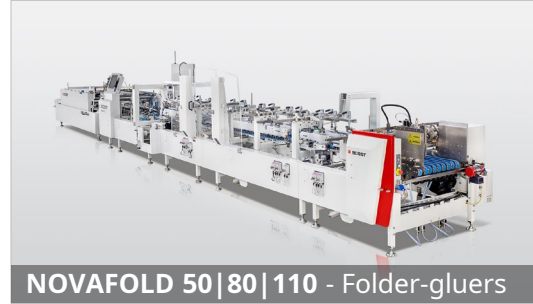


RS 6003 - Gravure printing platform



Recycling packaging - Mono-material

Folding carton



NOVAFOLD 50 | 80 | 110 - Folder-gluers



ACCUCHECK - Inline inspection system



NOVAFOIL 106 - Hot foil stamper

Corrugated board



EXPERTFOLD 145 | 165 - Folder-gluers



MASTERCUT 1.65 - Die-cutter



EXPERTLINE DRO - Flexo printing press

Sustainability

- The energy in flexible packaging

- **Demands & expectations** from converters, brand owners, activists, governments
- **Innovation, science and discovery** by key industry players including converters, brand owners, OEM's
- **Vibrant energy** through the industry; everyone seems to have something new to say and show



BOBST flexible packaging solutions

Targeting the three pillars of sustainable flexible packaging

Mono



Mono-material polyolefin (PP/PE)

- CEFLEX D4ACE guidelines
- Launched July 2020
- PP/PE: > 90%
- Coatings/inks/adhesives: max. 5% each
- **Compatible with current mechanical recycling**



Paper



Paper/fibre-based

- **Compatible with paper recycling stream**
- Challenging barrier and flexibility targets
- Retail products: Nestlé Nesquik & Smarties & dried soup packs



Bio



Compostable, biodegradable & bio-based

- From natural and renewable resources
- PLA, PHA, PHB & PHV
- Cellophane
- Industrial & **home composting**



The common target



Replace traditional multi-material structures with new sustainable duplex & triplex, **mono-material**, & **alternative material**, high and ultra-high barrier packaging structures

Sustainable packaging



Barrier



Existing solutions



Quality & consistency



Economical



HERO SAMPLES 1.0

A unique combination of **BOBST vacuum metallizing and coating solutions** and high-level R&D expertise embraced the momentous turning point in the flexible packaging market



Bringing together key industry partners for a sustainable future

HERO SAMPLES 2.0

Expanding partnerships, intensifying research and development for **mono-material alternatives designed for recycling** that meet all industry requirements in terms of processability, barrier, safety and optical quality



Finding sustainable and viable alternatives to non-recyclable plastics

HERO SAMPLES 3.0

Transforming our R&D Hero solutions into **real applications**, converted and printed on real scale equipment, and **assuring quality and barrier performance** along every successive conversion phase



Moving from the laboratory to production on real scale equipment

Packaging use & end-of-life

BOBST oneBARRIER family

Pillars of sustainable flexible packaging

Mono



Mono-material polyolefin (PP/PE)

- CEFLEX D4ACE guidelines
- PP/PE: > 90%
- Compatible with current mechanical recycling

one**BARRIER**

PrimeCycle



one**BARRIER** family

Paper



Paper/fibre-based

- Compatible with paper recycling stream

one**BARRIER**

FibreCycle

HUHTAMAKI

New functional paper from Huhtamaki and partners, with outstanding barrier performance that is **comparable to today's aluminium-based applications**. Tailored for various product types and needs in the Food and Beverages segments



Ultra-high barrier paper flexible packaging to protect food & the planet

Recyclability certification



Institut Cyclos-HTP GmbH

1st certificate for oneBARRIER PrimeCycle - MDOPE - AIOx

BOBST flexible packaging solutions

Strong Partners

Reifenhäuser
BLOWN FILM

BOREALIS

DOW

ELBA

SunChemical

ZERMATT

BASF
We create chemistry

Mitsui Chemicals Group

UPM SPECIALTY PAPERS

BRÜCKNER MASCHINENBAU

HOSOKAWA ALPINE

kuraray

polibak

UFLEX

BOBST

Flint Group

SIEGWERK

Huhtamaki

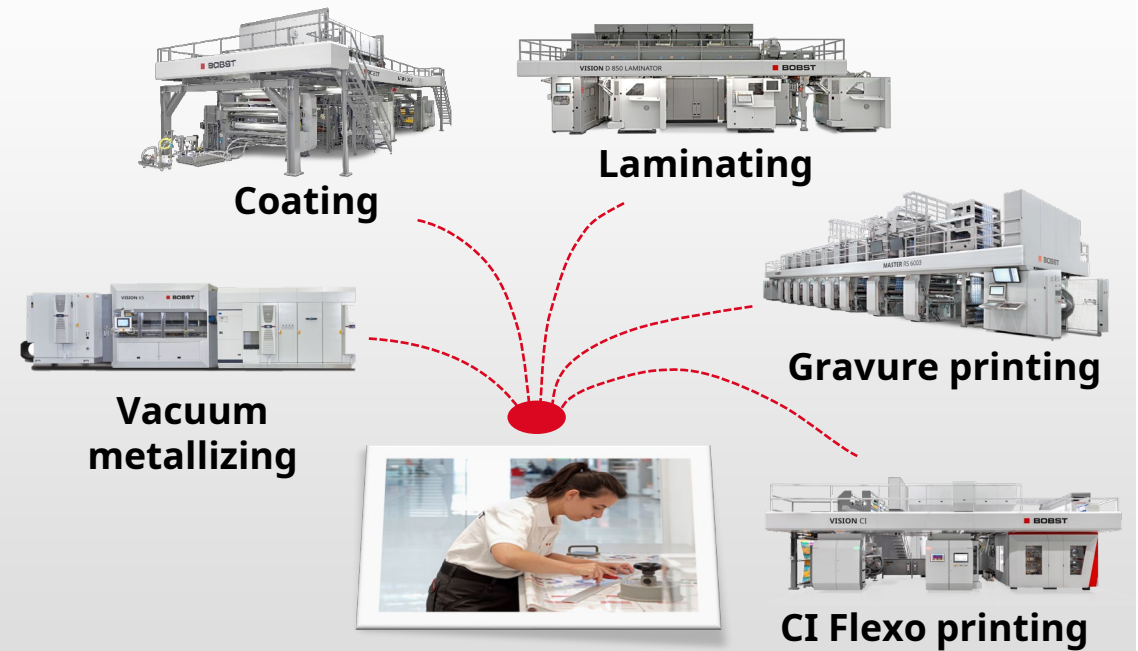
MICHELMAN

UPM

Brand Owners

Retailers

End-to-end Expertise



From vision to strategy

ESG initiatives 2021-2025

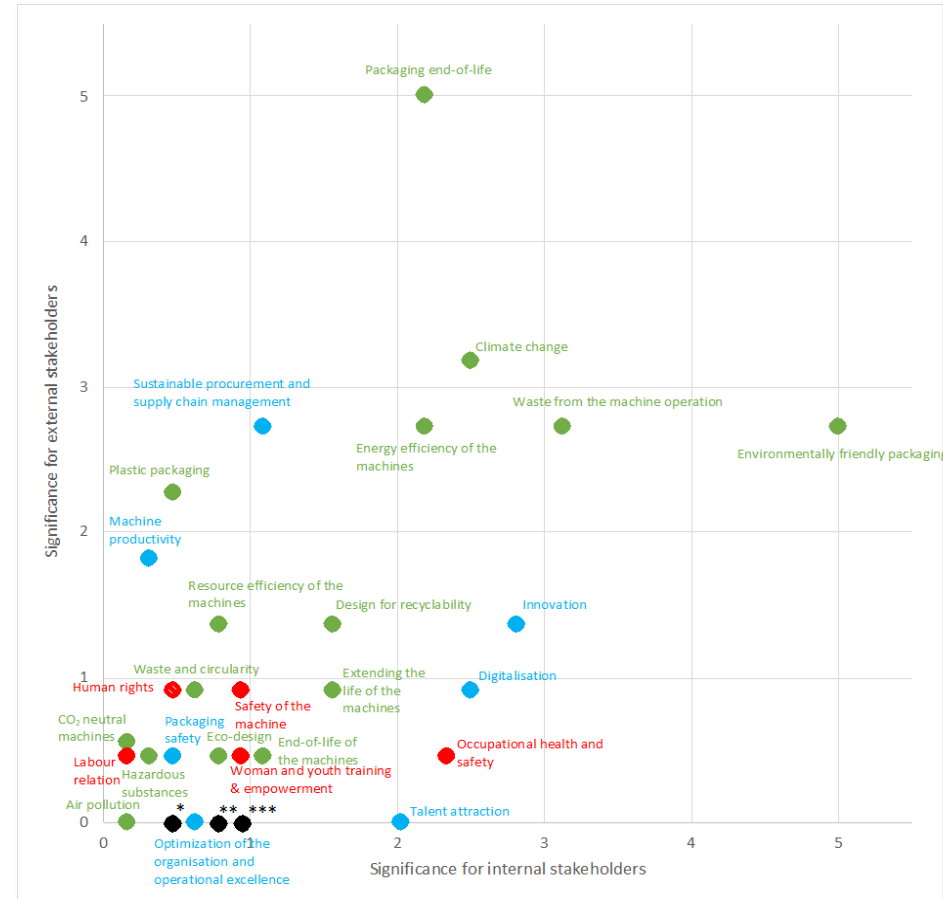
Achievements 2021

- Prepare comprehensive **strategy** & objectives MT 2022-2025
- **Prepare carbon accounting** with commitment to LT objective SBTi (Science Based Target Initiative)

Objectives 2022

- **Prepare RBI** (Responsible Business Initiative) compliance plan for 2022
- **Publish GRI** (Global Reporting Initiative) reporting upgrade, prepare TCFD (Task force on Climate related Financial Disclosures)
- **Rating:** Ecovadis >50
- **Set objectives 2025-2030, incl. SBTi**

BOBST materiality assessment

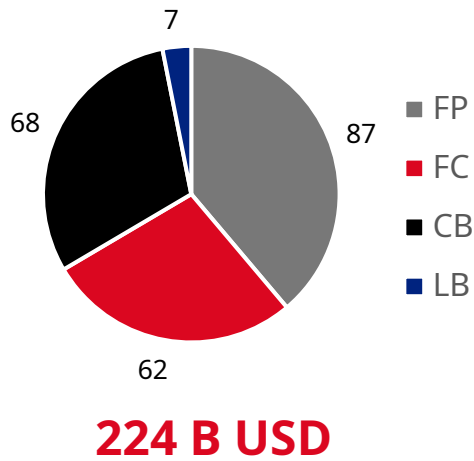


What's coming...

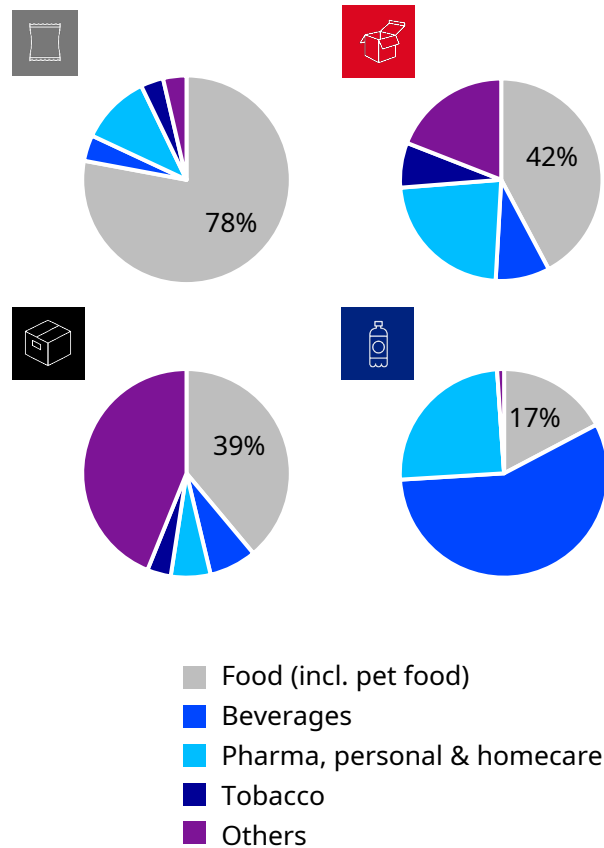
Market Trends

Food End-User: 49% of total packaging value

Packaging value by industry:



Packaging volume by industry:



Main applications:

- Dry food boxes (3.3 M tons 2020 & 6.3% CAGR 21-26)
- Frozen food pouches (2.3 M tons 2020 & 5.9% CAGR 21-26)
- Chilled food pouches
- Shrink sleeves
- In-mold labels

Main sales channels:

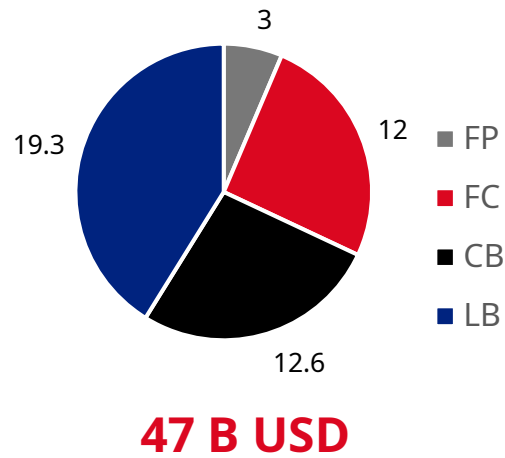
- 90% (2020-2025: 80%)
- 10% (2020-2025: 20%)

Source: Smithers Pira

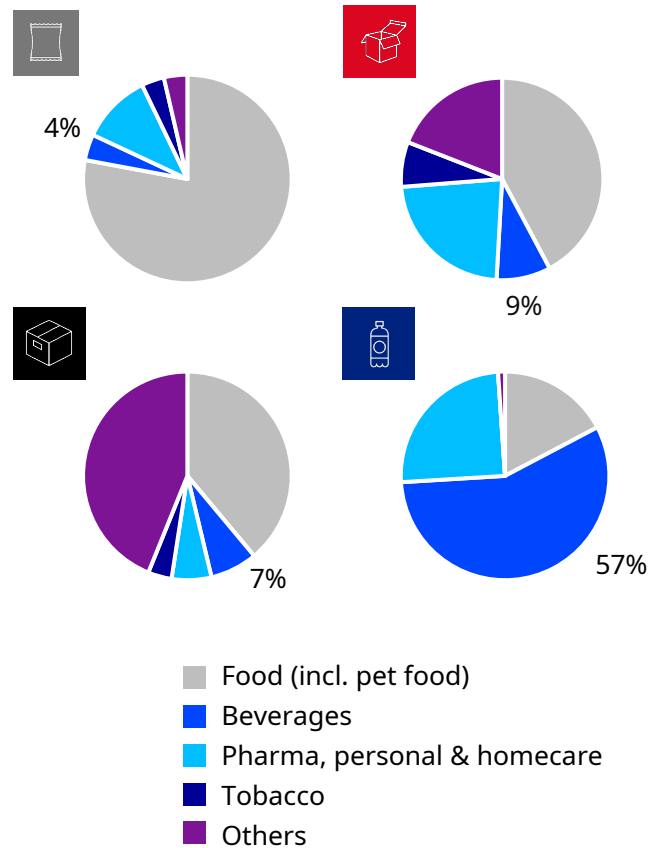
Market Trends

Beverage End-User: 10% of total packaging value

Packaging value by industry:



Packaging volume by industry:



Main applications:

- Wet-glue
- Pressure sensitive labels
- Sleeves
- 6-pack carrier
- Wine box
- Can carrier tray
- Bag-in-a-box

Main sales channels:

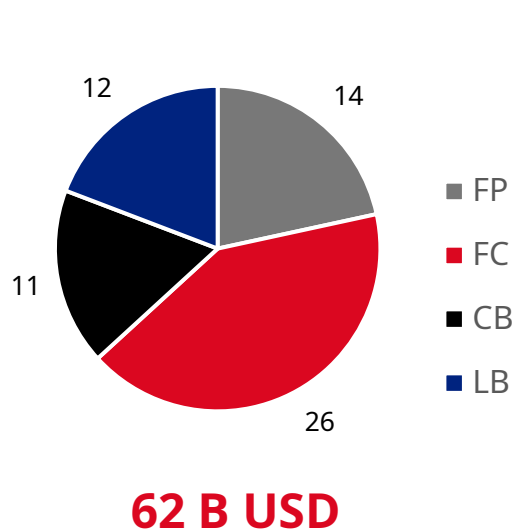
- 90% (2020-2025: 80%)
- 10% (2020-2025: 20%)

Source: Smithers Pira

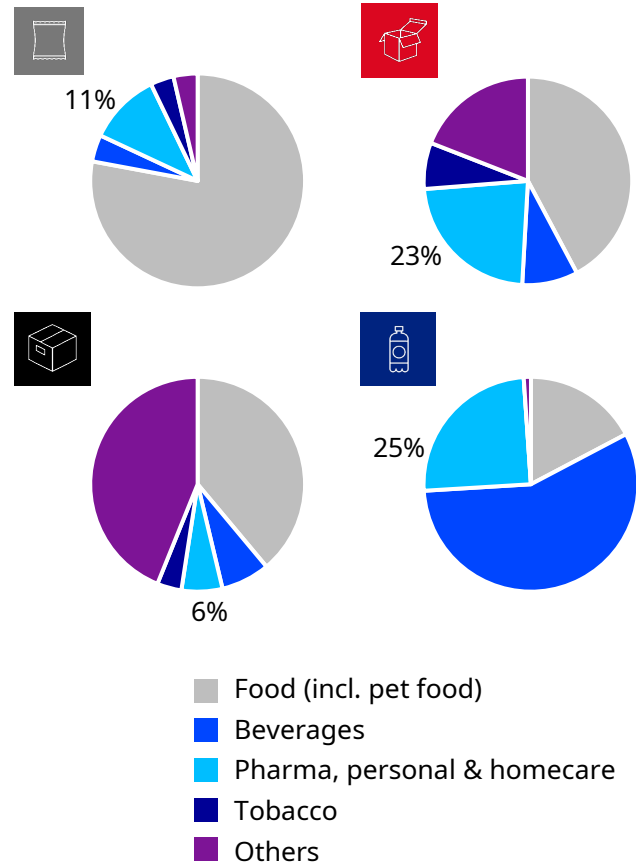
Market Trends

Pharma, personal & homecare End-User: 14% of total packaging value

Packaging value by industry:



Packaging volume by industry:



Main applications:

- Blister foil
- Pharma box
- Sachets
- PSL (pressure sensitive)
- Stick packs

Main sales channels:

- 85% (2025: 80%)
- 15% (2025: 20%)

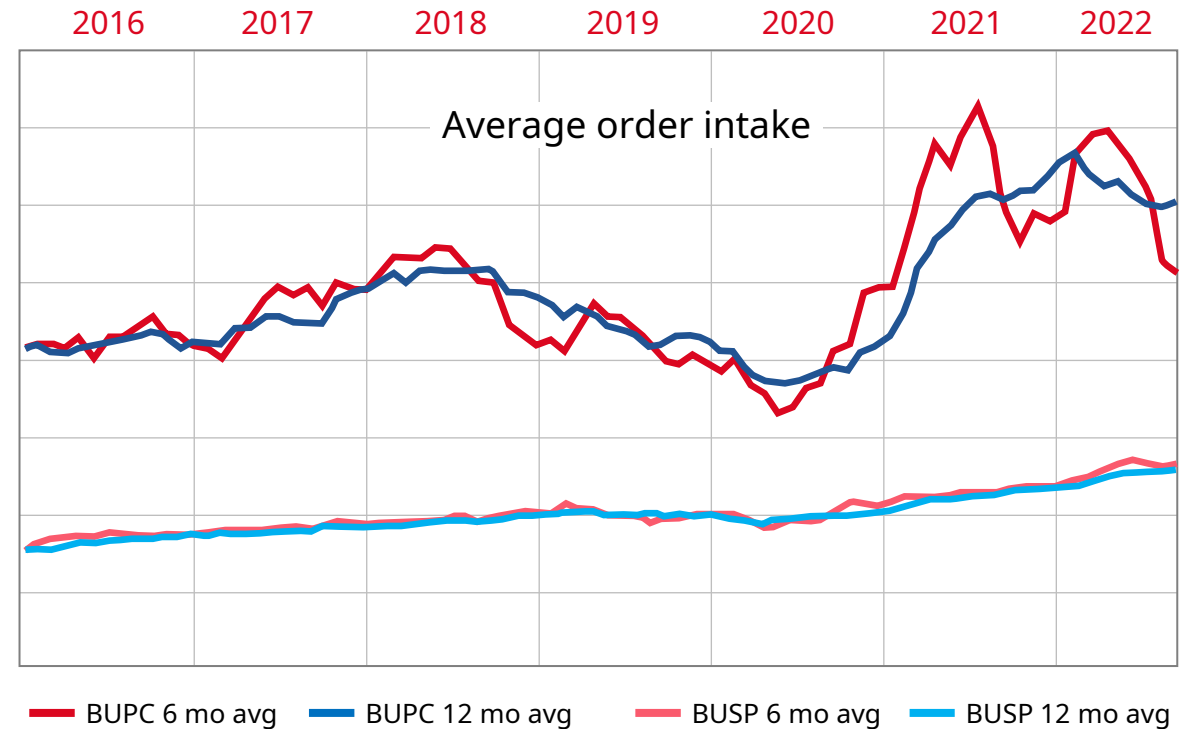
Source: Smithers Pira

Financial results guidance 2022

Financial results guidance 2022

Evolution of the Group's business

- Order intake for machines slightly lower than in previous year (- 5% yoy September)
- Steady growth of Services order intake

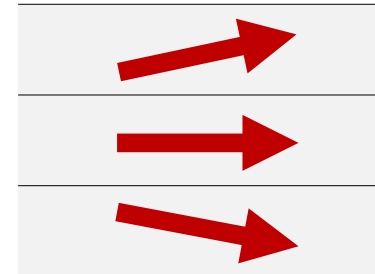


Financial results guidance 2022

Consolidated turnover

In million CHF	2017	2018	2019	2020	2021	2022
Sales	1 529	1 635	1 636	1 372	1 563	1 700 - 1 800

Organic growth
Scope of consolidation
Exchange rate impact



Assumptions: EUR 0.99 / USD 0.95

Financial results guidance 2022

Operating result (EBIT)

In million CHF	2017	2018	2019	2020	2021	2022
EBIT	118.7	86.5	81.0	43.7	99.0	7 - 8%

- As announced on 25 February, the Group expects **sales of CHF 1.7 to 1.8 billion** and an **operating result (EBIT) margin of 7% to 8%** for the full year 2022
- On 25 July, the Group's current assessment was that it is still possible to reach these targets if some improvements in the supply chain occur in the second half of the year
- To reach the profit guidance is still possible but very ambitious

Assumptions: EUR 0.99 / USD 0.95

Outlook

Outlook

Trends 2023

- 2023 starting **machines backlog** will be very high, around 12 months expected sales (different per product lines)
- **Order entries** for machines expected to be at good level (similar to 2018) despite lower EUR and USD
- **Service business** expected to be similar as 2022
- **Salaries, raw material, components and energy costs** impact due to inflation
- **Supply chain** situation should further improve but still not to normal levels
- **Energy availability** limited impact on Group
- More information will be provided on Feb 27th 2023

Long term outlook

Financial targets confirmed

Financial ratios

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

Agenda

Save the date

2023

February 27

Publication of the 2022 financial statements

Conference for financial analysts and the media in Mex

March 30

Annual General Meeting at 5.00 p.m. in Mex

July 26

Publication of the half-year results

Teleconference for financial analysts and the media

November 9

Conference for financial analysts and the media in Zurich

Investors and media relations

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For more detailed information on Bobst Group

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



Shaping the future of the packaging world

A hand is shown pointing upwards towards the center of the slide. The background is a light gray with several glowing white circles of varying sizes and red dotted lines that form curved paths across the scene, suggesting a digital or futuristic environment.

Our vision for
the Bobst Group

Disclaimer

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