



Zurich  
November 8, 2023

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

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

 **BOBST**

# Agenda

November 8, 2023

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**Strategic focus**

Digitalization

Sustainability

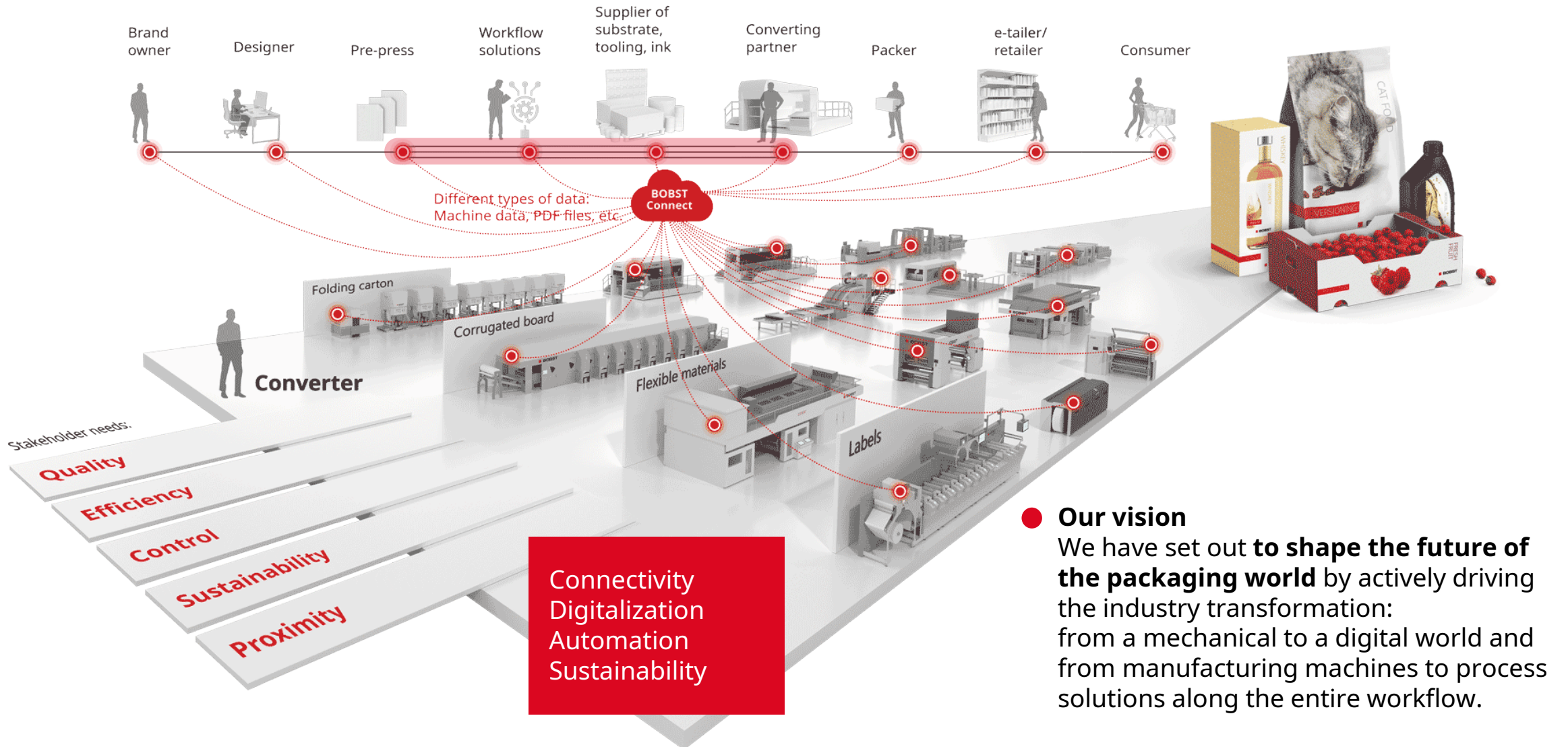
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**Financial guidance 2023**

# Review 2023

# BOBST Industry Vision

## Shaping the future of the packaging world



# Bobst Group 2023

## Highlights and lowlights



Labelexpo Brussels



Corrugated Fefco

January February March **April** May June July August **September** **October** November December



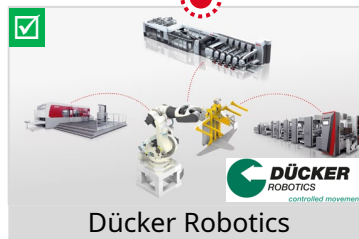
China for China



LinkedIn 100K Followers



Bielefeld OH



Dücker Robotics



Competence 23



Corrugated 23 - Jumbo

# BOBST Vision deployment

## Flexible packaging



## Commitment to a circular economy



- oneBARRIER PrimeCycle**
- **Cost effective** high & ultra-high barrier PE solution.
  - **Higher mono-material content** to support recyclability.
  - **AluBond metallized & AIOx transparent** solutions.

- oneBARRIER FibreCycle**
- High barrier **paper-based** solution.
  - Synergy between **wet dispersion coating** and **dry vacuum coating**.
  - **High fibre content** to support recyclability.

- Recyclability certification**
- 1<sup>st</sup> certificate for oneBARRIER PrimeCycle MDOPE – AIOx.
  - Certified with 98% recyclability.

**CEFLEX**

The first CI Flexo surface printed pouch with barrier, produced using **rPP household collected recycle** on the market.

# BOBST Vision deployment Labels



**Expanded Die-Cutting Portfolio**  
Design to fit different production needs



**DIGITAL MASTER series update**  
All-in-one label press



**BOBST SPHERE**  
Designed with Ease-of-Use in mind



## Digital & All-in-One solutions

The most modular and upgradable label production lines with the highest digital and analogue integration and automation

## Inline flexo solutions

Digitalized & automated printing & converting solutions to maximize productivity on a wide range of applications

## BOBST Digital Inkjet Technology

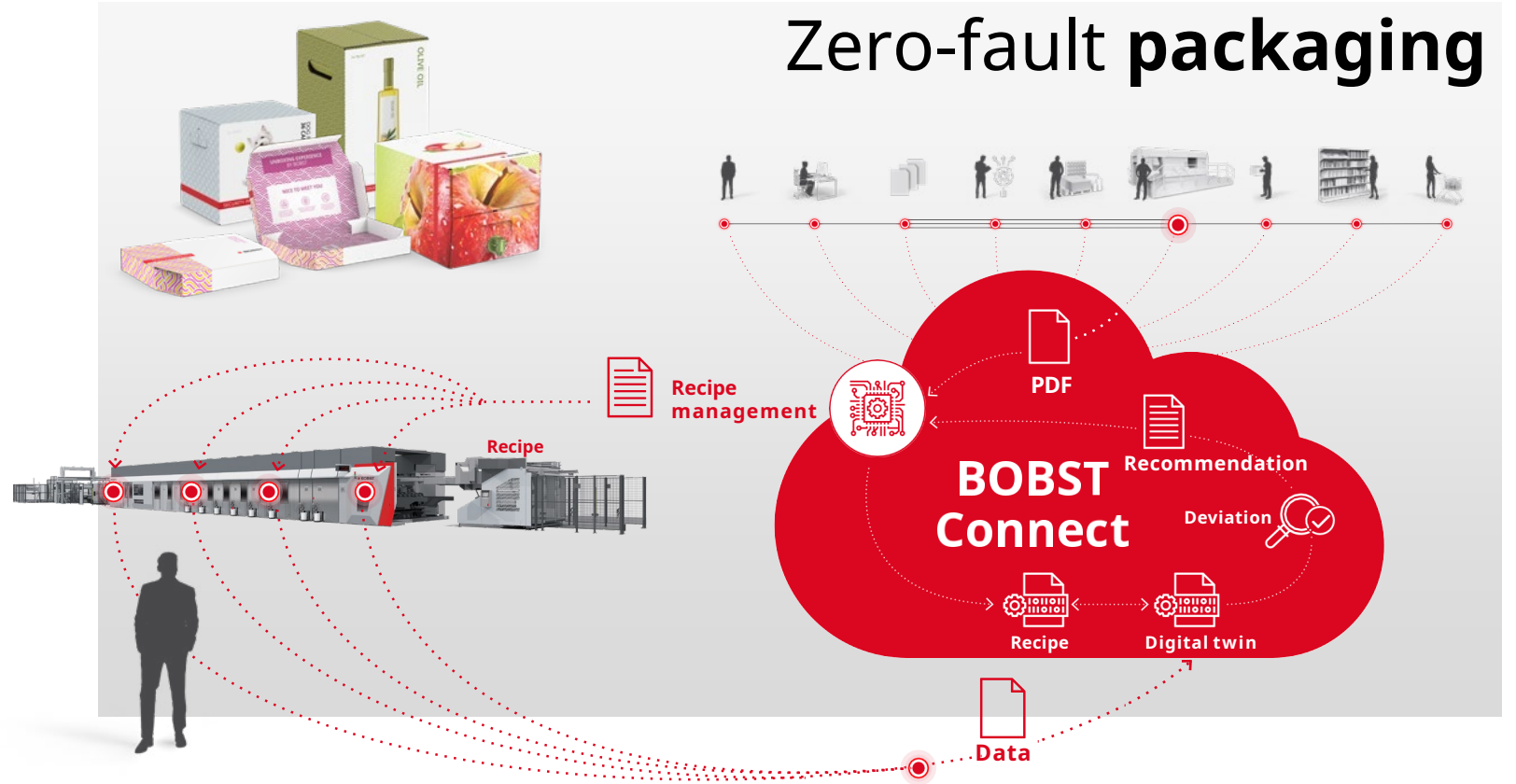
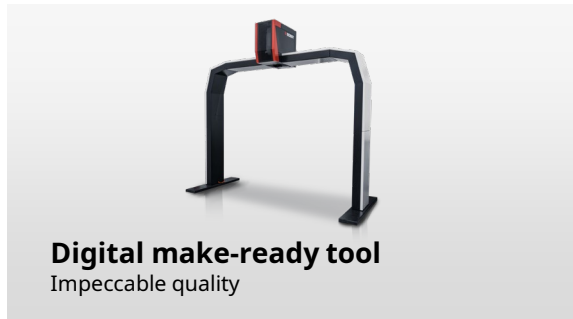
The most compact and performant inkjet technology with electronics, mechanics and ink supply system integrated in the cluster

## Simplifying label production



# BOBST Vision deployment

## Folding Carton



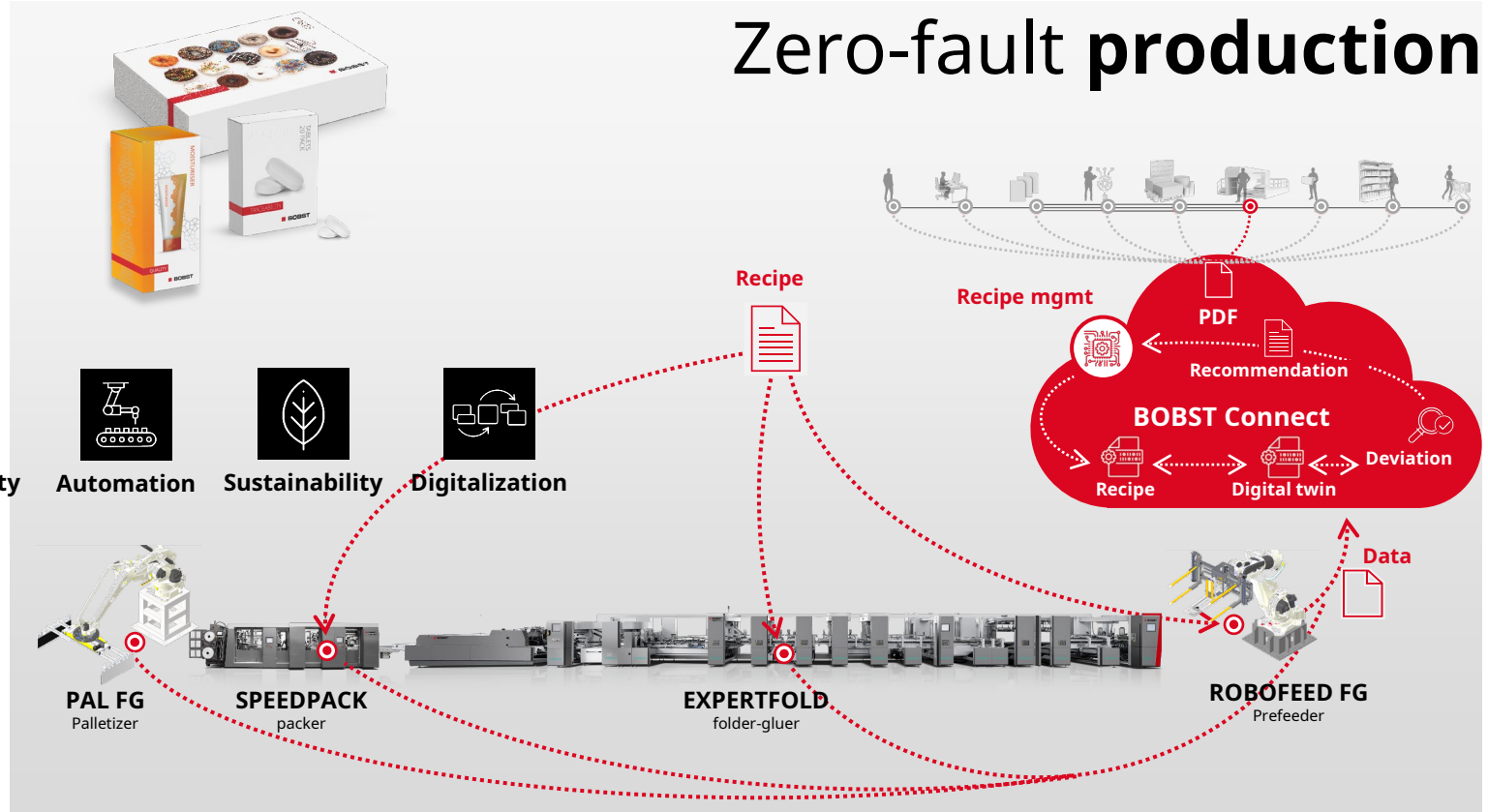
Versatile and efficient solutions launched **in direct response to growing needs in sustainability**

On-board **automation** fulfills shortened **makeready** requirements and **short time-to-market** expectations

Thanks to **connectivity** and **digitalization**, BOBST solutions deliver **controlled and sustainable efficiency**

# BOBST Vision deployment

## Corrugated Board



Versatile and efficient solutions launched **in direct response to growing needs in sustainability and e-commerce**

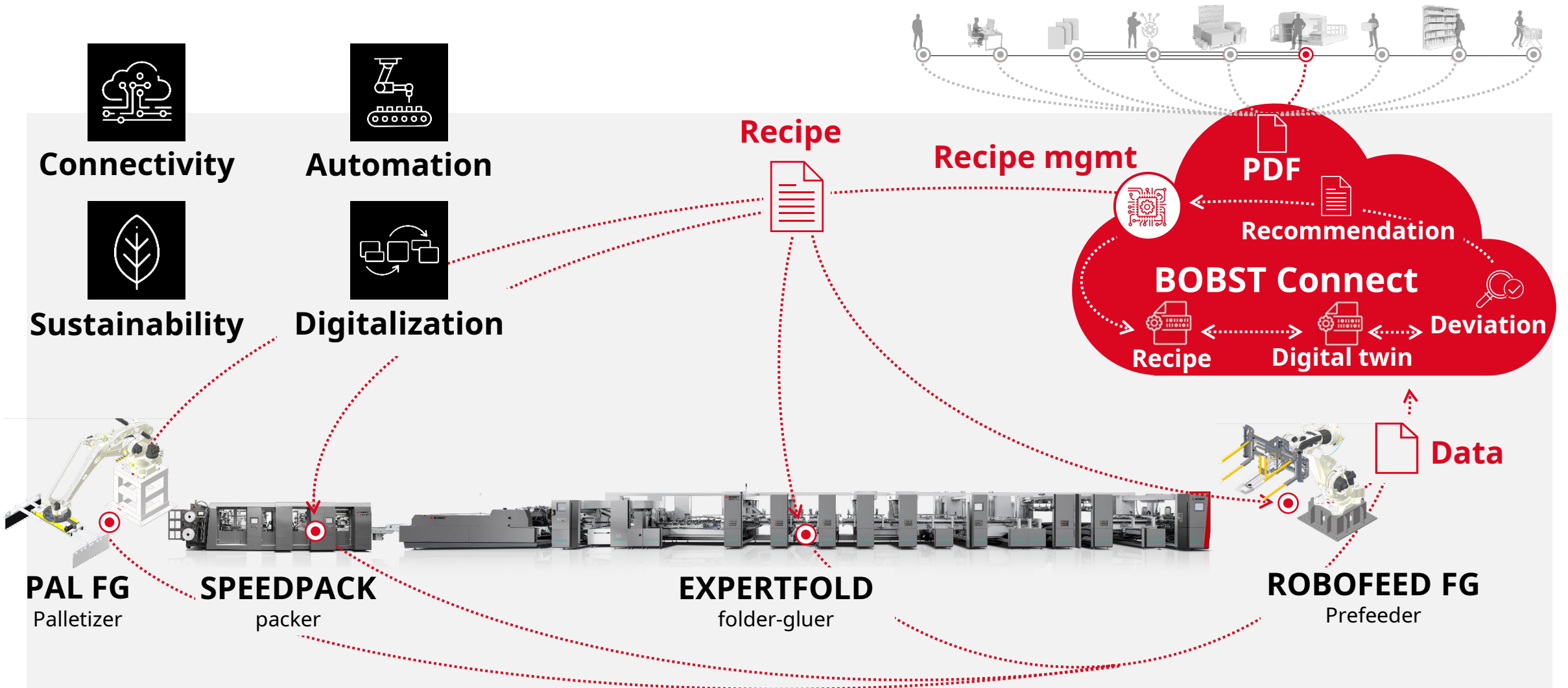
On-board **automation** fulfills **shortened makeready** requirements and **short time-to-market** expectations

Thanks to **connectivity** and **digitalization**, BOBST solutions deliver **controlled and sustainable efficiency**

# Strategic focus Digitalization

# BOBST Vision deployment

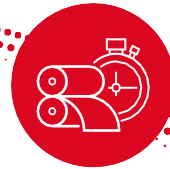
## BOBST Connect: expend solutions



# Our expertise

## Prepare

Solutions to enable efficient data flow between pre-press and physical equipment are set to leverage digital information, improve make-ready times, and automate jobs' preparation.



## Produce

Solutions to access the most accurate and actionable data from a job running on a BOBST machine, as well as to improve efficiency, control, and data knowledge.

## React

Solutions providing a full range of remote assistance services to solve the vast majority of problems directly online and with the support of BOBST experts.



## Optimize

Solutions to fully optimize production and overall equipment efficiency and leverage factual data-driven insights.



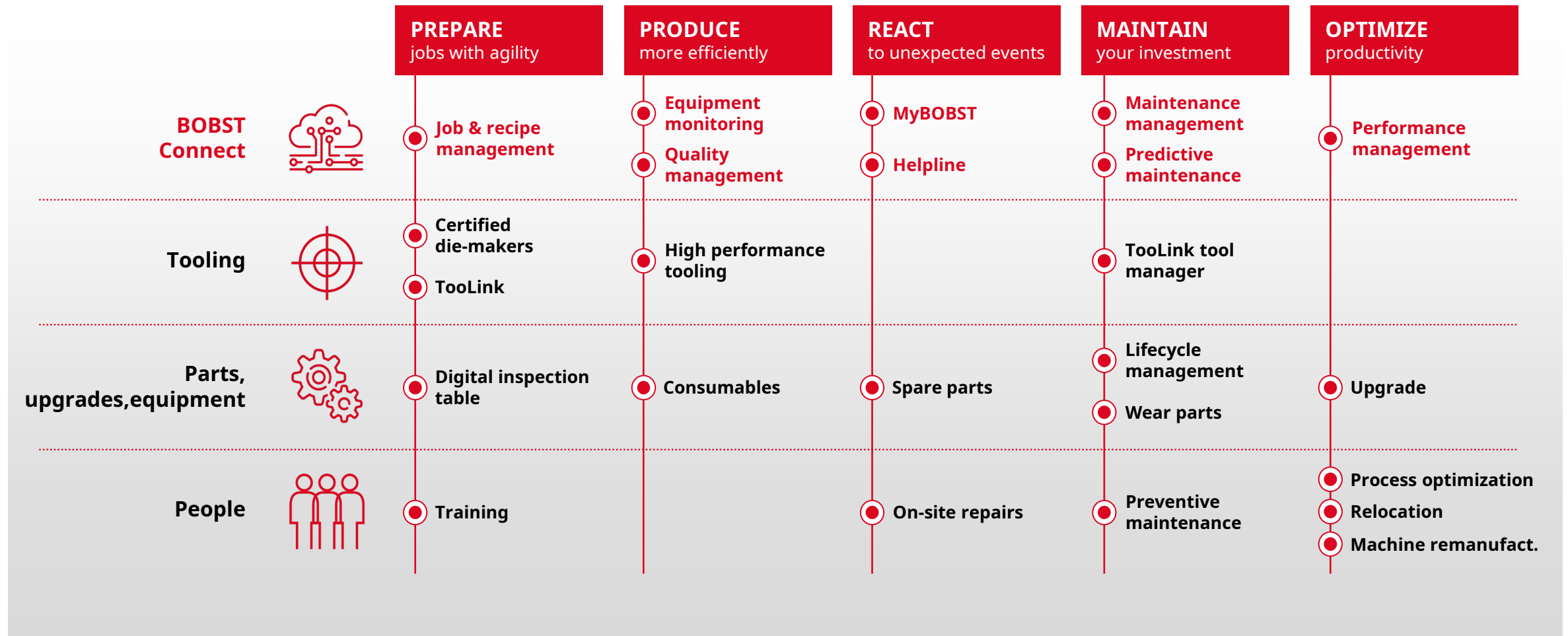
## Maintain

Solutions for accessing all relevant spare parts, consumables and useful documentation. Based on BOBST machine monitoring data, the right maintenance decisions can be made at the right time.



# BOBST Connect

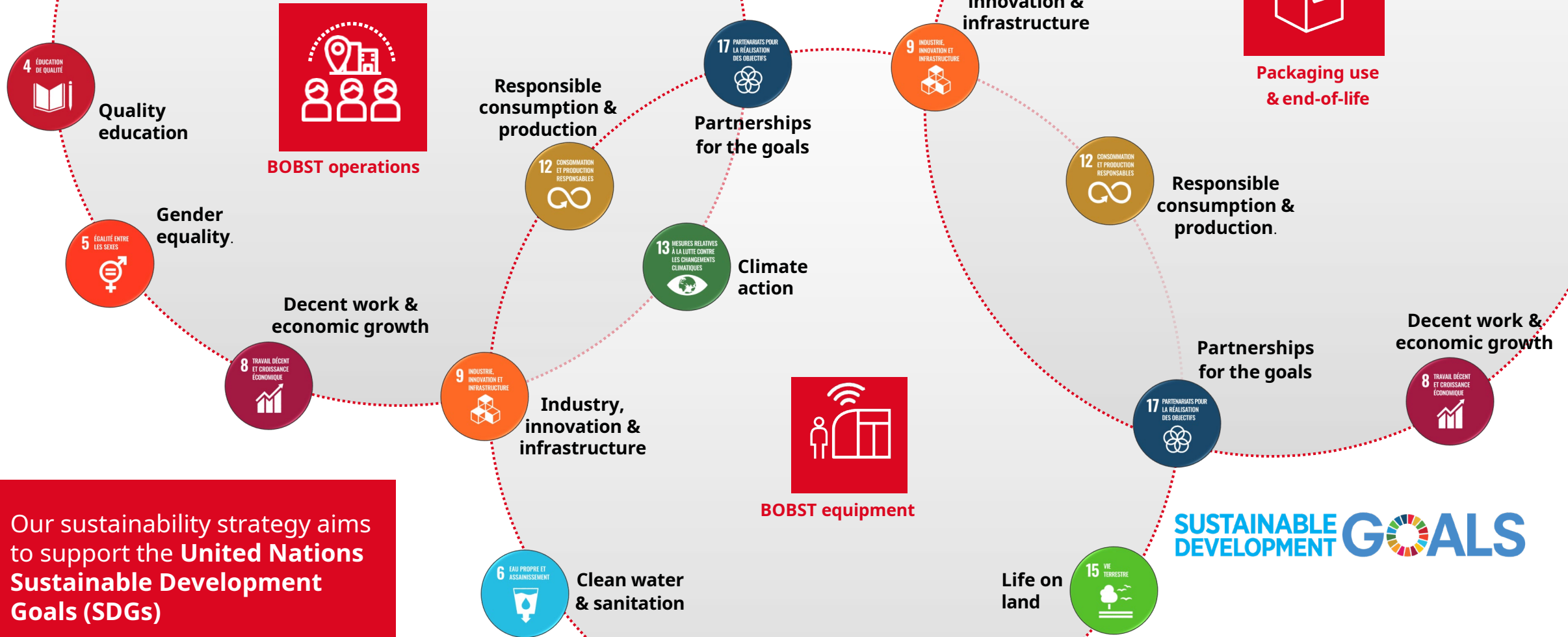
## Making the difference



# Sustainability

# For the next generation

## Sustainable development goals

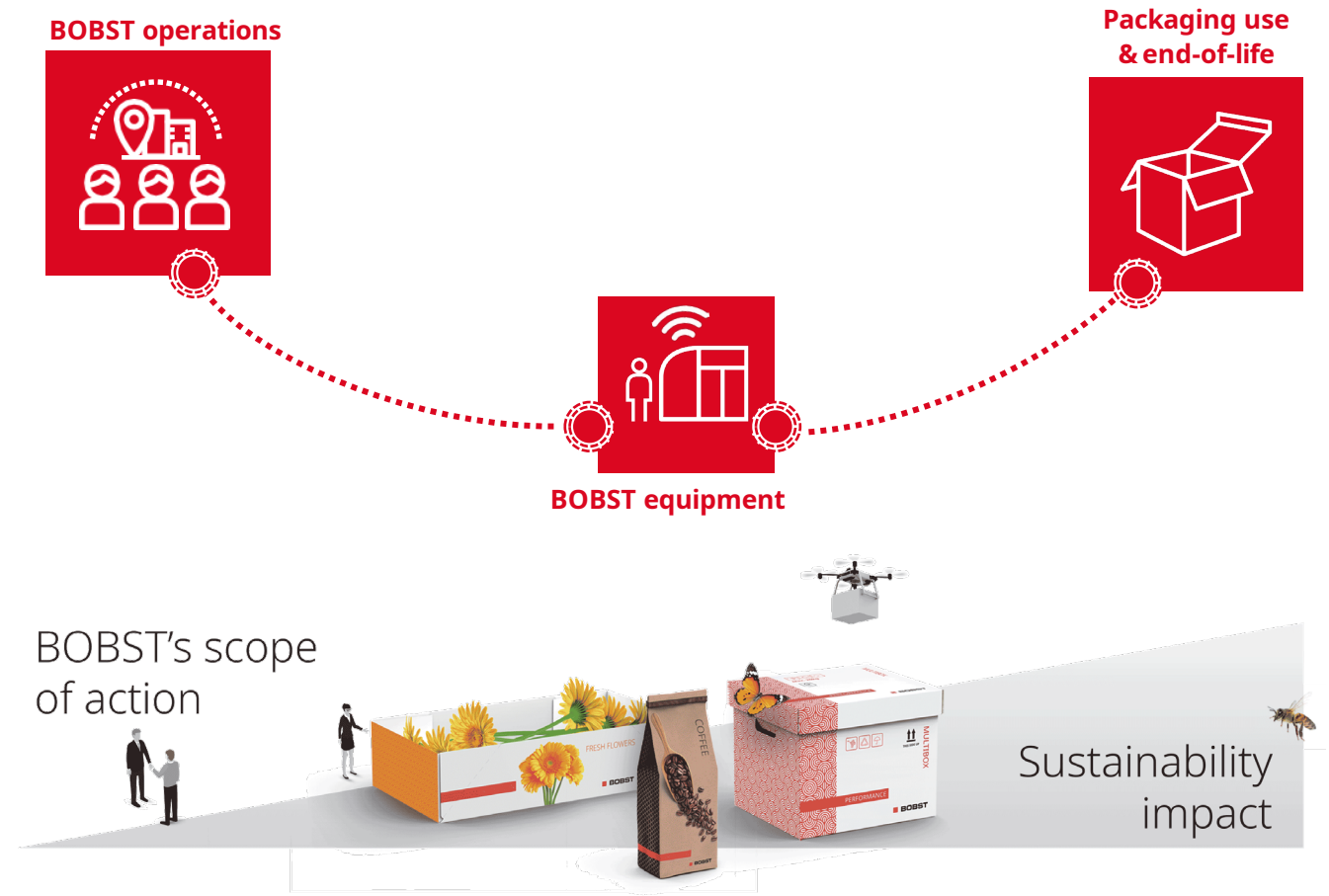
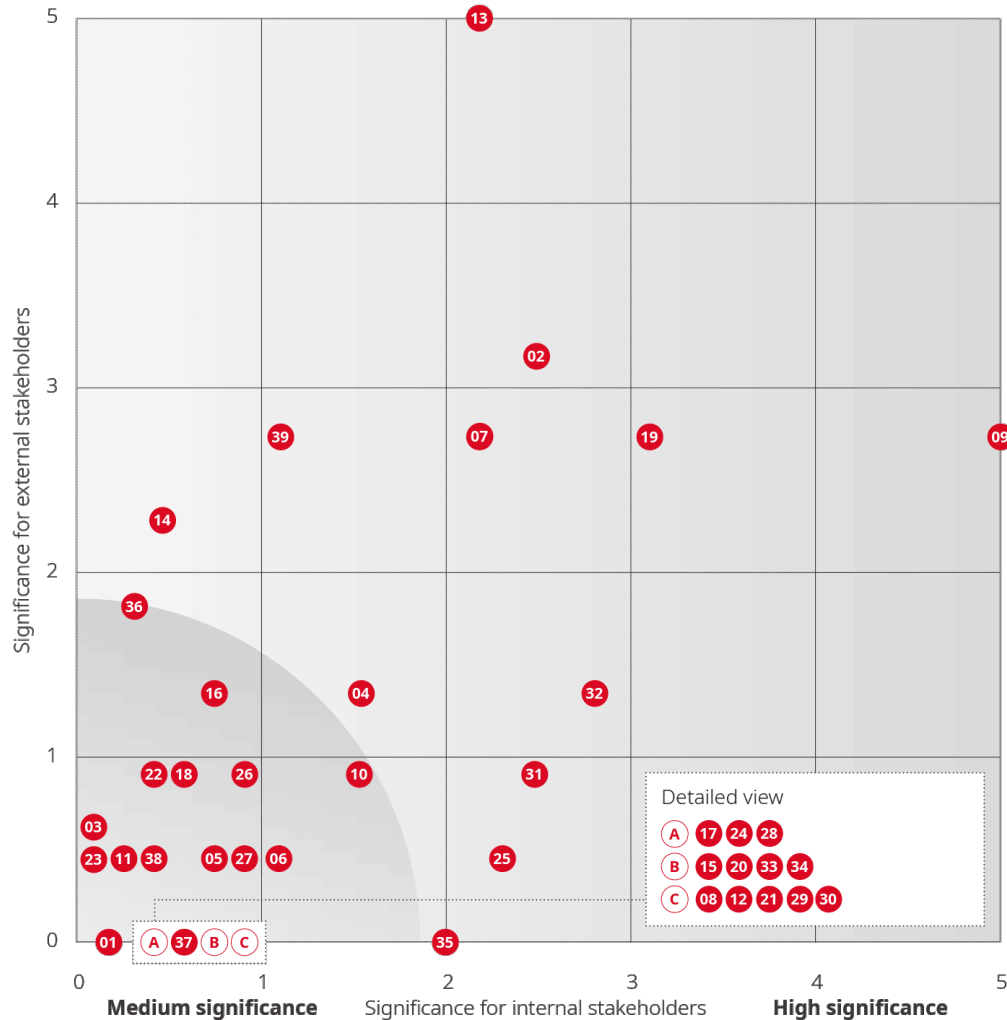


Our sustainability strategy aims to support the **United Nations Sustainable Development Goals (SDGs)**

**SUSTAINABLE DEVELOPMENT GOALS**

# Sustainability Strategy

## Prioritizing challenges through materiality



# Packaging use & end-of-life cycle

## Commitment to a circular economy



### oneBARRIER PrimeCycle

- **Cost effective** high & ultra-high barrier PE solution
- **Higher mono-material content** to support recyclability
- **AluBond metallized & AlOx transparent** solutions



### oneBARRIER FibreCycle

- High barrier **paper-based** solution
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### Recyclability certification

- 1<sup>st</sup> certificate for oneBARRIER PrimeCycle MDOPE – AlOx
- Certified with 98% recyclability



### CEFLEX

- The first CI Flexo surface printed pouch with barrier, produced using **rPP household collected** recycle on the market

*rPP: recycled Polypropylene*

# SBTi - Science-Based Target Initiative

## Executive Summary

SBTi is a comprehensive framework to determine CO2 reduction targets aligned to the Paris agreements, which are also the basis for the Swiss national targets.

- In 2022, BOBST committed to the Science-based target initiative
- SBTi requires a reduction of 42% on scope 1+2 and 25% on scope 3 (baseline 2022, target year 2030).
- BOBST targets :
  - Scope 1+2 targets: - 42% by 2030\*
  - Scope 3 : - 25% by 2030\*

\*aligned with Government, Industry & Brand Owner guidance and expectation

### What is SBTi (reminder)

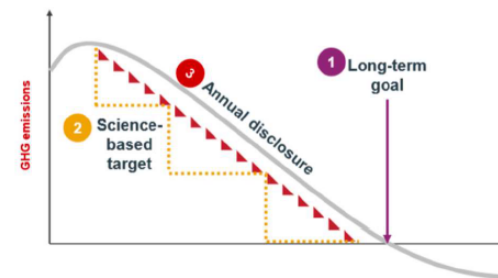
Setting climate goals in line with the Paris Agreement

Science-based targets are « GHG emissions reduction targets that are consistent with the level of decarbonization that, according to climate science, is required to keep global temperature increase within 1.5° to 2°C compared to pre-industrial temperatures levels »

Possibility to adopt near-term targets (5-10yrs) and/or long-term and net-zero targets (2040-50).

SBTi is aligned with the Paris Agreement, and therefore with various national climate targets, including those of Switzerland.

- ✓ **Scientific** : Aligned with the latest climate science
- ✓ **Quantitative** : Define how much and how quickly companies need to cut emissions
- ✓ **Transparent** : Give companies a clear vision of where they need to be in the future
- ✓ **Compliant** : SBTi is a way to anticipate and contribute to national targets of signatories of the Paris Agreement

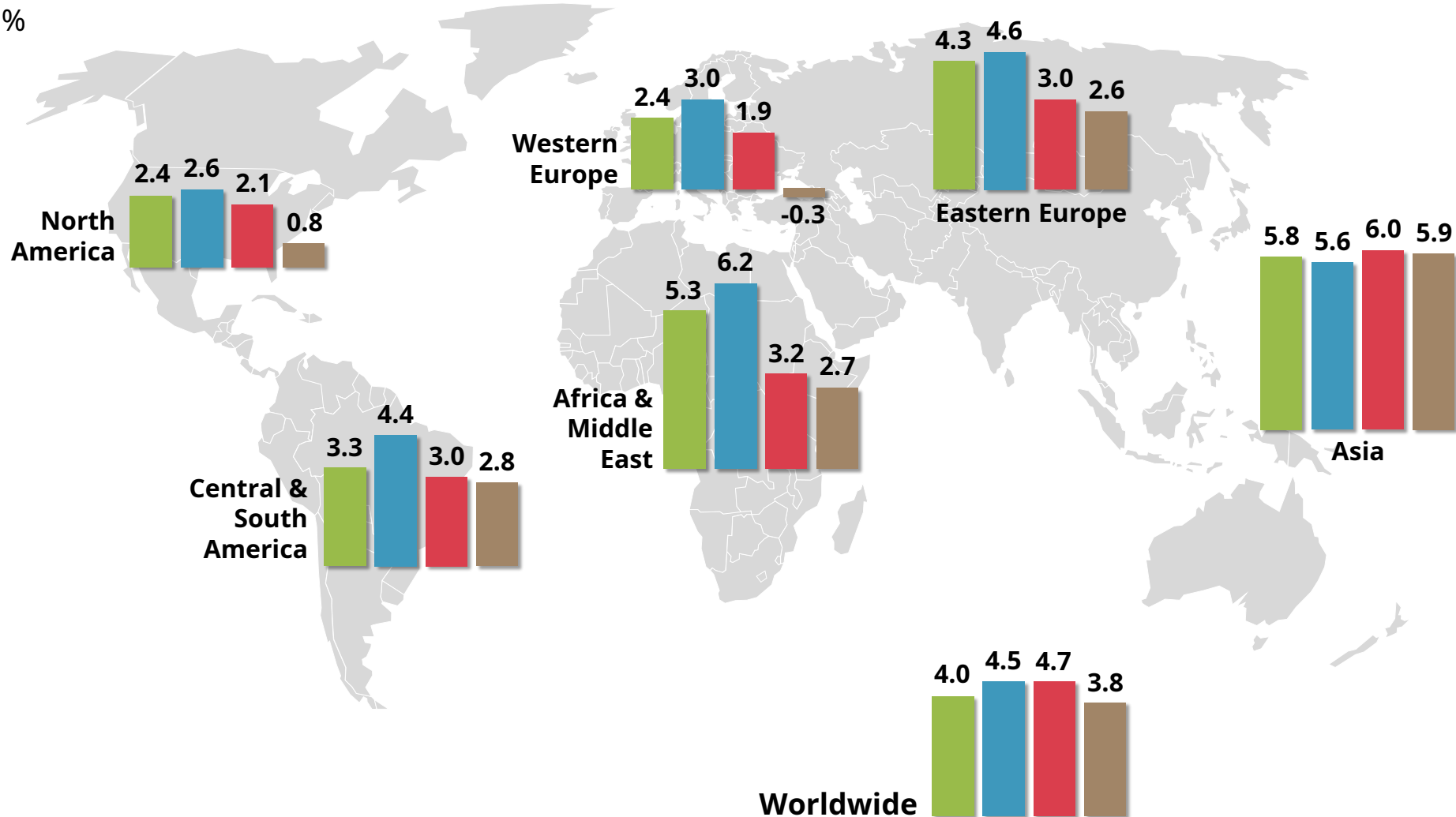
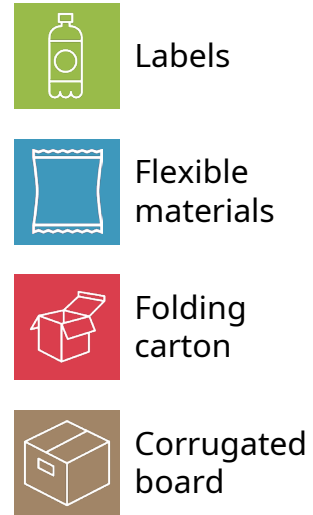


# What's coming...

# Market trends

## Forecast & strategy

CAGR 2021-2026 in %




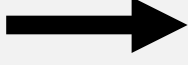

Source: Smithers Pira

# Financial guidance 2023

# Outlook 2023

## Consolidated turnover

In million CHF	2018	2019	2020	2021	2022	2023
Sales	1 635	1 636	1 372	1 563	1 841	<b>Similar to 2022</b>

Organic growth	
Scope of consolidation	
Exchange rate impact	

Assumptions: EUR 0.96 / USD 0.89

# Outlook 2023

## Operating result (EBIT)

As % of sales	2018	2019	2020	2021	2022	2023
Operating result (EBIT) margin	5.3%	5.0%	3.2%	6.3%	7.7%	<b>Slightly lower than 2022</b>

Assumptions: EUR 0.96 / USD 0.89

# Outlook 2023

## Long-term financial targets

### Financial ratios

Sales (mCHF)	<b>1 800 - 1 900</b>
Operating result (EBIT) margin	<b>min. 8%</b>
Return on capital employed (ROCE)	<b>min. 20%</b>
Payout ratio	<b>min. 50%</b>
Equity ratio	<b>30 - 35%</b>

# Agenda

## Save the date

### 2024

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**February 27**

Publication of the 2023 financial statements

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Conference for financial analysts and the media in Mex

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**March 28**

Annual General Meeting at 09:00 in Mex

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**July 24**

Publication of the half-year results

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Teleconference for financial analysts and the media

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**November 6**

Conference for financial analysts and the media in Zurich

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# Investors and media relations

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- investors@bobst.com

For more detailed information on Bobst Group

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



# Shaping the future of the packaging world

A hand is shown pointing upwards towards the center of the page. The background is a light gray with several glowing white circles of varying sizes. Red dotted lines form curved paths across the scene, some connecting the glowing circles. The overall aesthetic is clean, modern, and futuristic.

Our vision for  
the Bobst Group

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