

# Stifel Swiss Equities Conference 2022

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# Cautionary statement regarding Forward Looking Statements

This document contains forward-looking statements about the Comet Group that may be subject to uncertainty and risk. Readers should therefore be aware that such statements may deviate from actual future outcomes or events. Forward-looking statements in this document are projections of possible future developments. All forward-looking statements are made on the basis of data available to Comet at the time of preparation of this document. The Comet Group assumes no obligation whatsoever to update or revise forward-looking statements in this document, whether as a result of new information, future events or otherwise.

# Comet: market leader in RF power and x-ray technology

**#1**

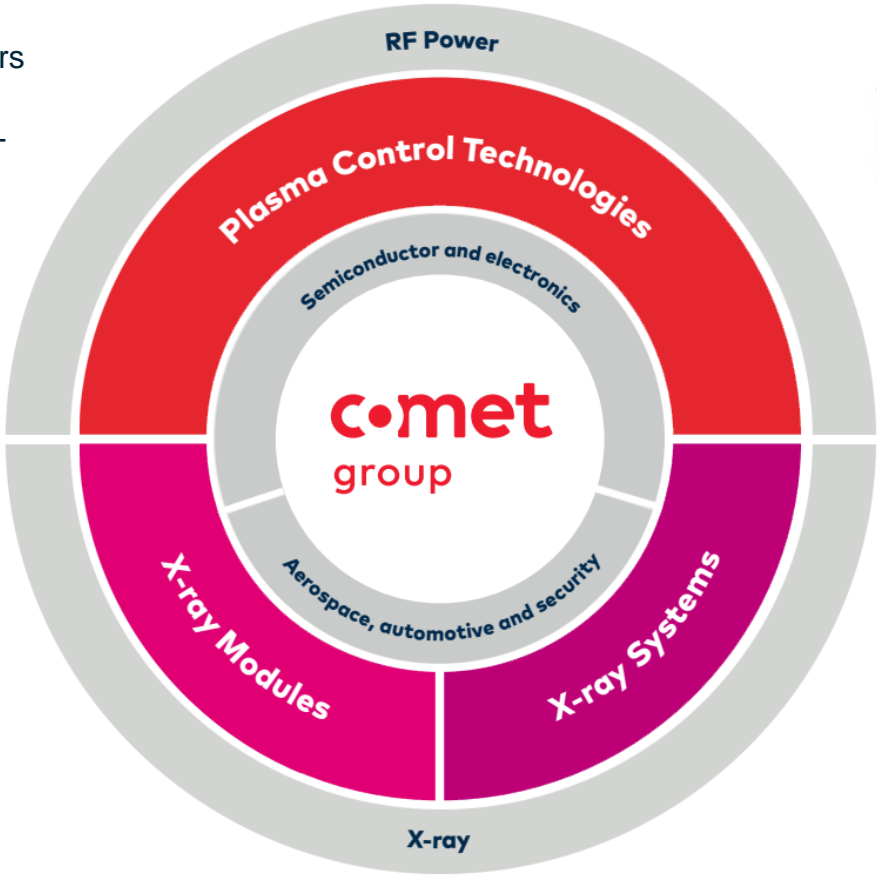
in vacuum capacitors  
and matchboxes

**59% group sales**

**#1**

in ceramic x-ray tubes

**13% group sales**



**Top 3**

in served markets

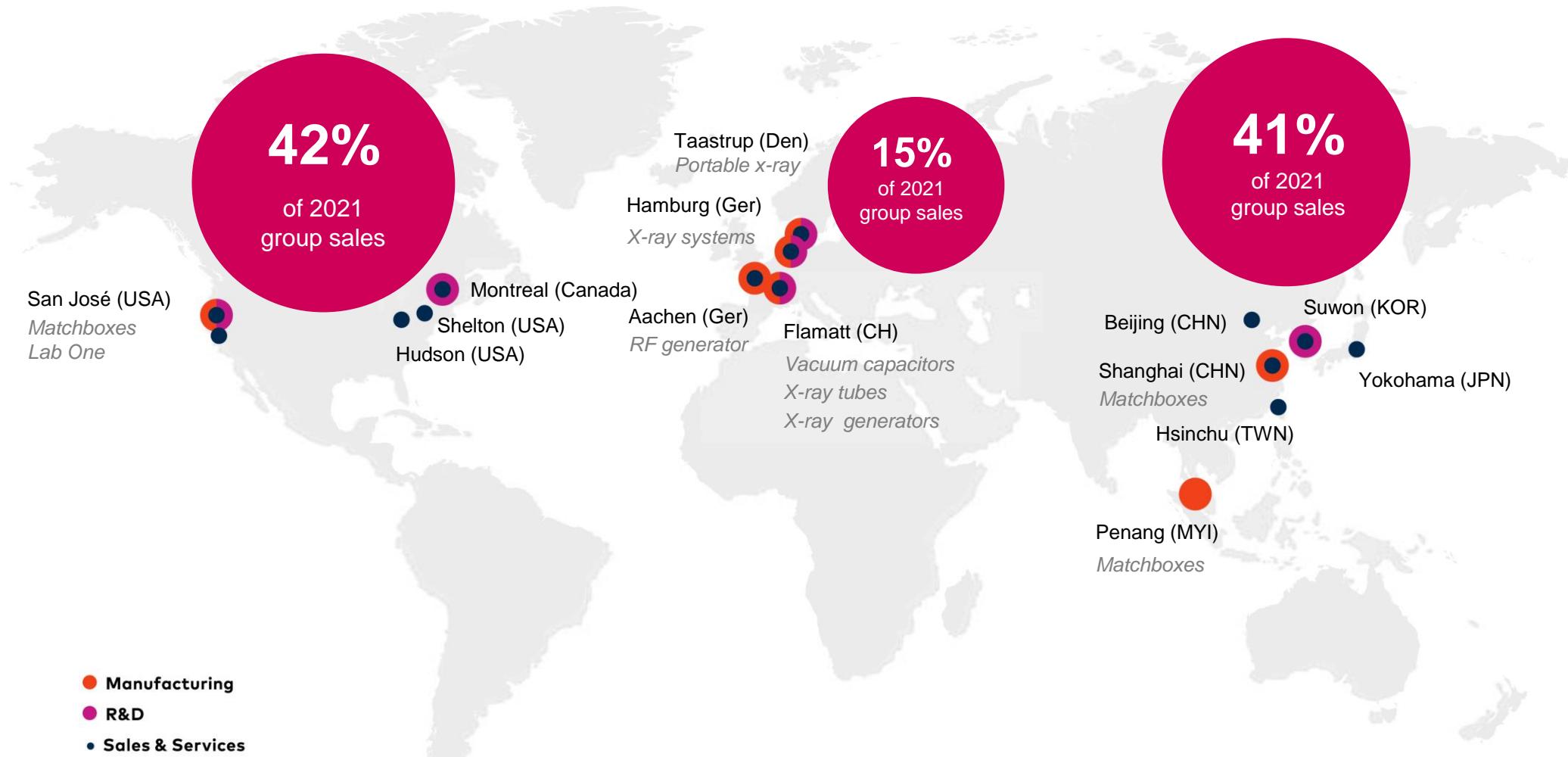
**28% group sales**



# Global presence close to our customers



1'500 employees  
15 locations worldwide  
HQ in Switzerland

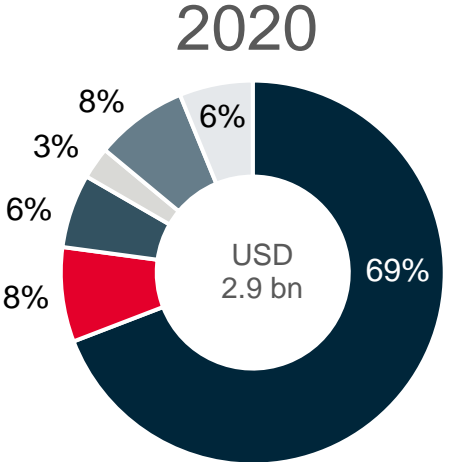


- Manufacturing
- R&D
- Sales & Services

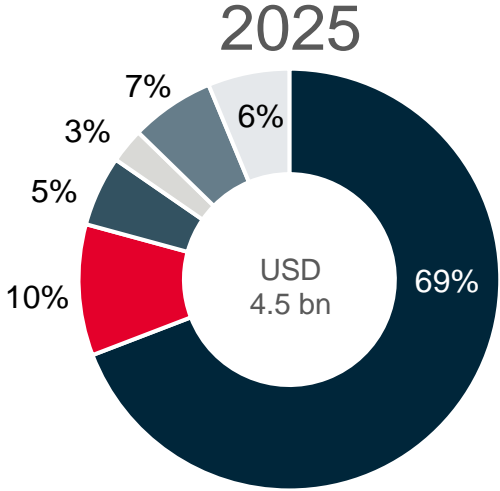
# Served available market growth outpaces overall industry

Driven by semiconductors and electronics

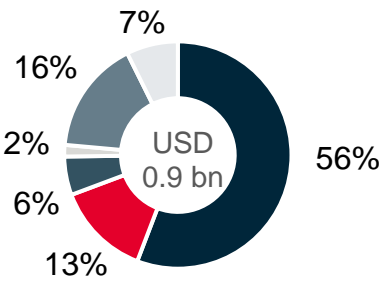
TAM



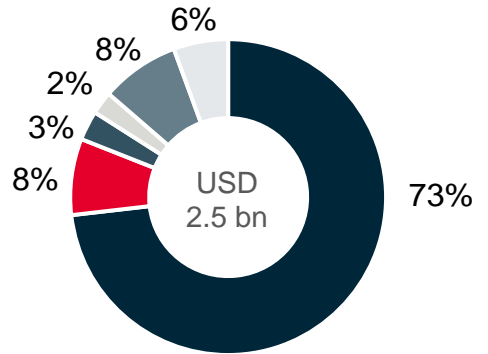
1.5X



SAM

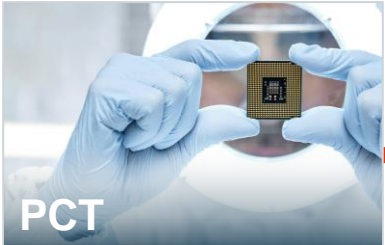


2.7X



■ Semi/Electronics ■ Automotive ■ Aerospace ■ Security ■ SnM (inc. Medical) ■ Other

# A full pipeline of opportunities



## Semiconductor supercycle

### New products:

- RF generator
- New match controller
- Improved vaccaps

**Geographic expansion (Asia)**



## Realignment

### New product offerings:

- New/improved X-ray systems
- Software platforms
- AI-based workflows

**Advanced Packaging**



## Bolster offerings for:

- Electronics
- Semiconductors
- Batteries
- High-end CT

# RF generator completes a state-of-the-art RF subsystem offering

## Products

### Vacuum Capacitors



### Impedance matching networks (matchboxes)



### Radio-frequency generator



Ready for volume production

## Market share

~80% <sup>1)</sup>

39% <sup>2)</sup>

target **10%**  
(FY 2025)

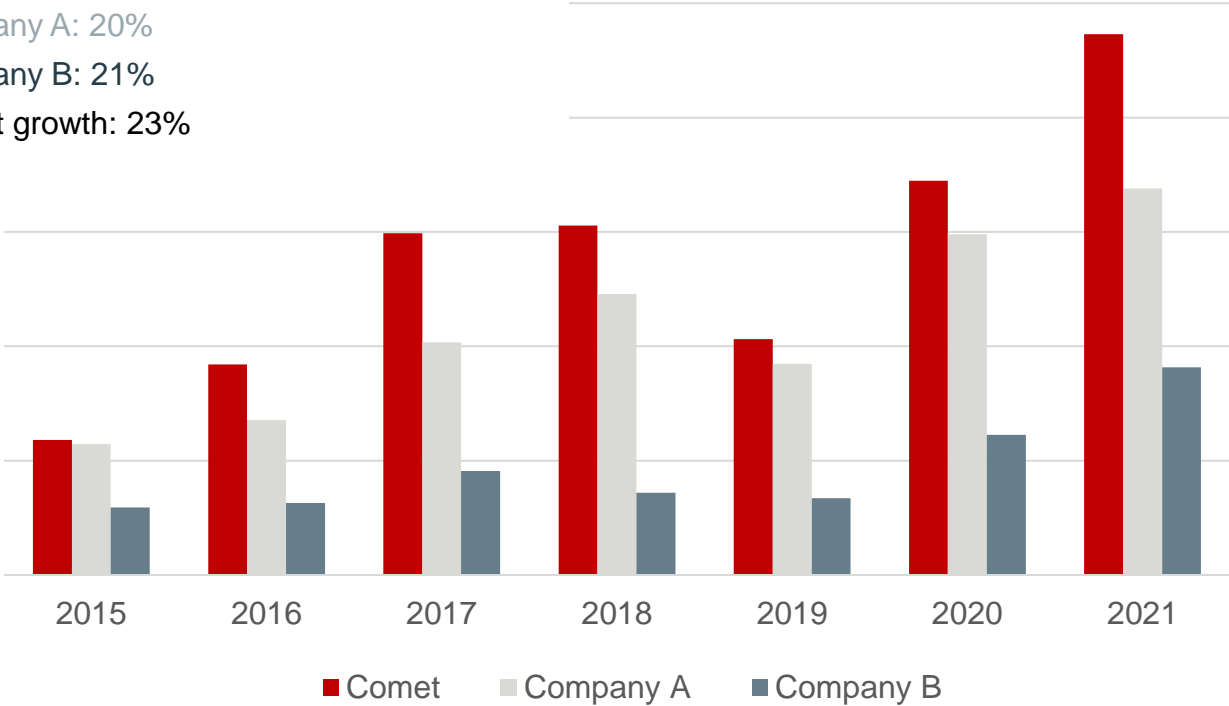
# Comet: growing faster than the market and its main competitors for years

**Comet CAGR 2015 to 2021: 26%**

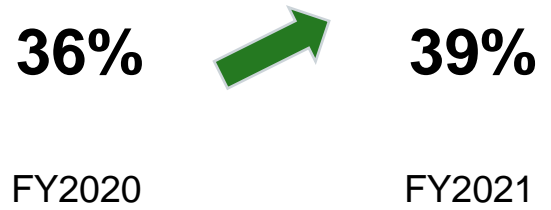
Company A: 20%

Company B: 21%

Market growth: 23%



**Further expansion of market share**



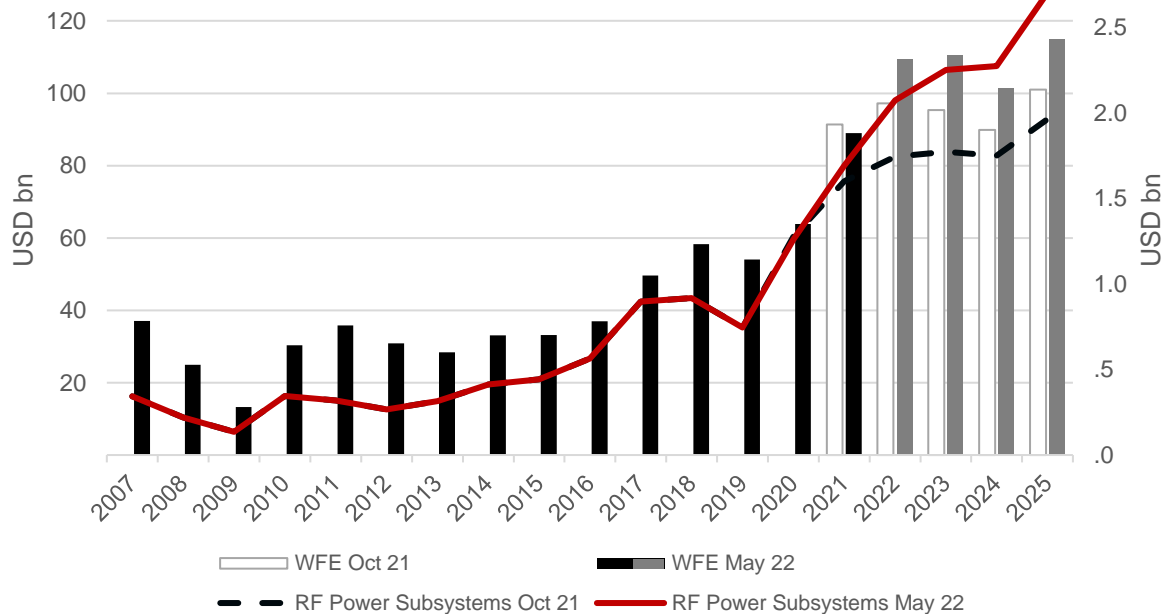
Source: TechInsights (VLSI) April 22



# Repeated acceleration in wafer fab equipment forecast

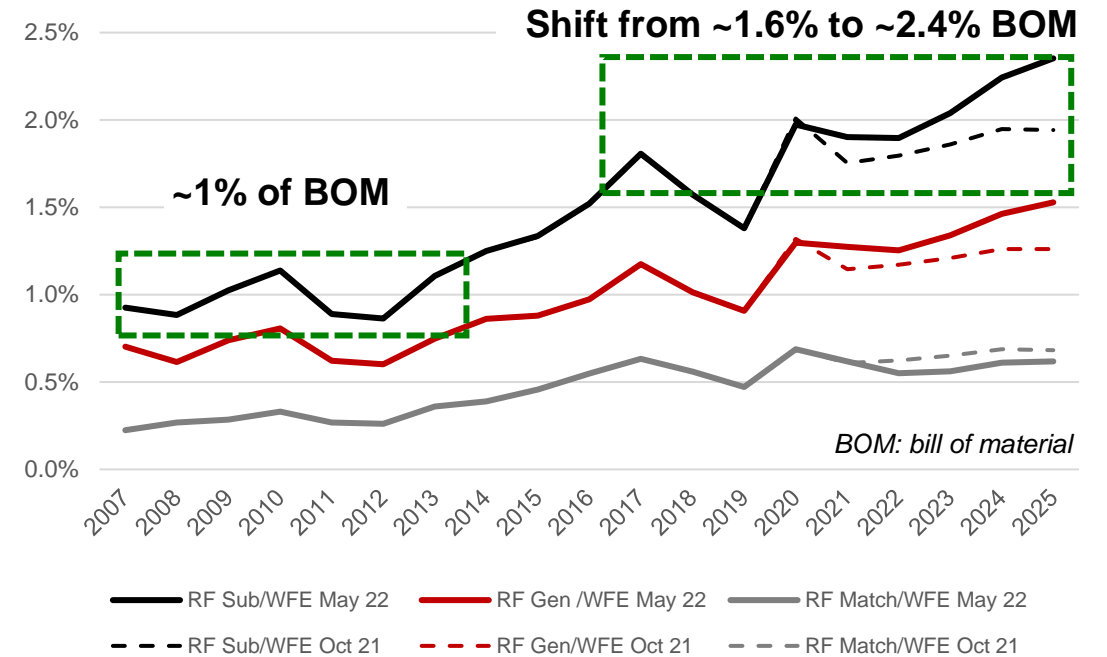
Chip (device) complexity requires more plasma-based equipment – and RF power subsystems

Wafer fabrication equipment and RF power subsystems spend



Source: VLSI

RF Power Ratio to WFE



Sources: VLSI, company data

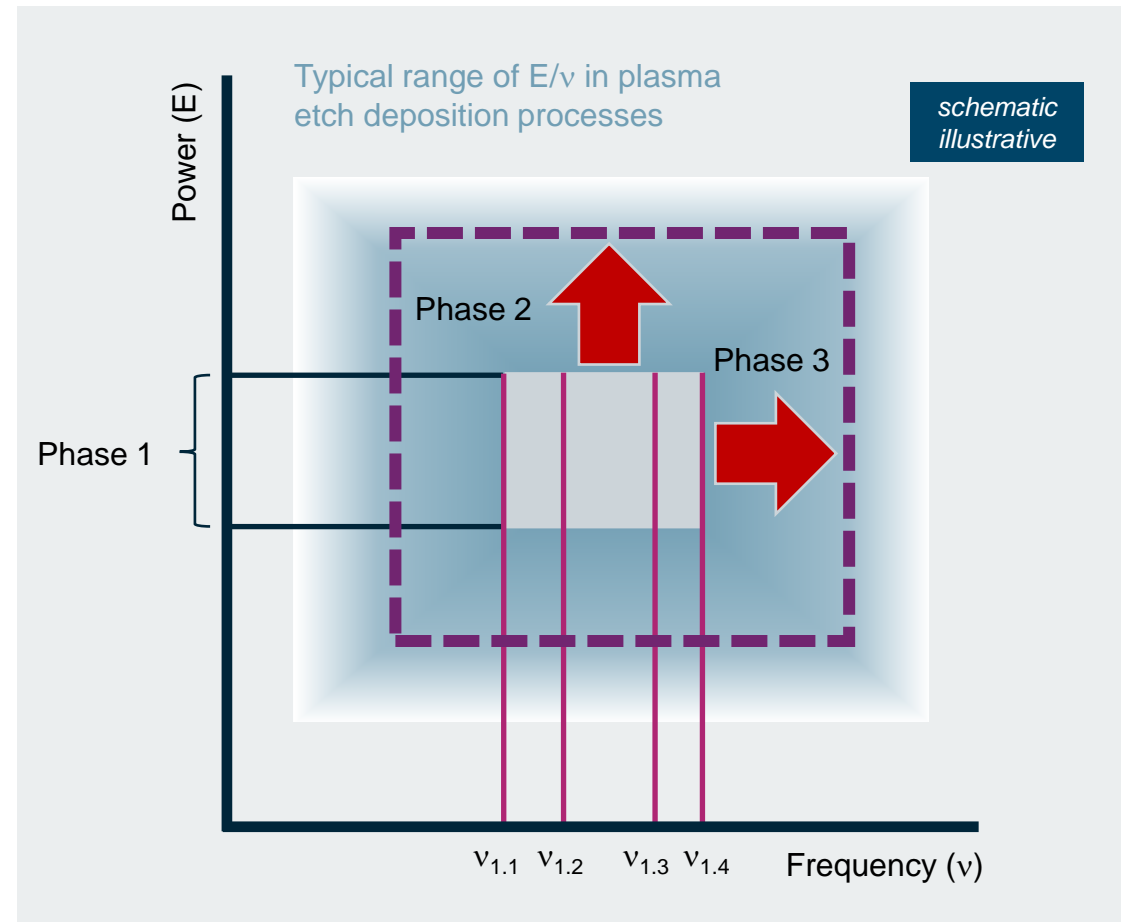
# RF Generator: step-by-step progressing to cover full range of energy-frequency regimes

New RF generator: product family, each type covers different power/frequency ranges

Phase 1 (2021/2022): most common E /  $\nu$  range, full market introduction imminent

Phase 2: beta tests in 2022

Target: more beta test phases to cover majority of common E /  $\nu$  ranges in plasma processing



# Multiple opportunities, manageable challenges



Recruiting  
Retention



Trade  
conflicts



Supply  
chain



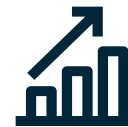
Inflation



New products  
and markets



Financial  
flexibility



Favorable  
markets



Mindset  
change

# 2022: another year of growth

## Q1 2022: a good start into the year

- strong performance of fiscal year 2021 continued
- book-to-bill-ratio of 1.4 end of Q1 signals strength in our end markets
- operational flexibility: managed persistent supply chain challenges, protected ability to generate sales
- China zero-COVID policy: some sales shifted from H1 into H2 2022

## FY22: geopolitics continue to drive uncertainties

- continue to vigorously implement focus strategy
- address challenges: workforce recruitment, supply chain disruptions, rising energy and logistic costs

## Guidance FY22

Revenue (in million CHF)

**570 to 610**

EBITDA margin (in %)

**21.0 to 23.0**

# Confident in our 2025 ambitions

>830 CHFm sales / ~25% EBITDA margin / ~30% ROCE



c•met  
group