

BOBST Next

2024



BOBST

Our vision for the Bobst Group

Shaping

As a leading technology company in the packaging world, we shape the industry, with BOBST holding the No. 1 or 2 position in each segment. All members of the Group are leading and ensure continuous innovation.

We shape the future by developing new business models.

We anticipate the transformation of the packaging world by expanding our technology reach. Across labels, flexible packaging, folding carton and corrugated board, we gain insights to sustainably support our customers to answer the current and future consumer needs – and to respond to the challenges of brand owners, retailers and e-tailers across a flexible and agile workflow.

BOBST Connect

the future

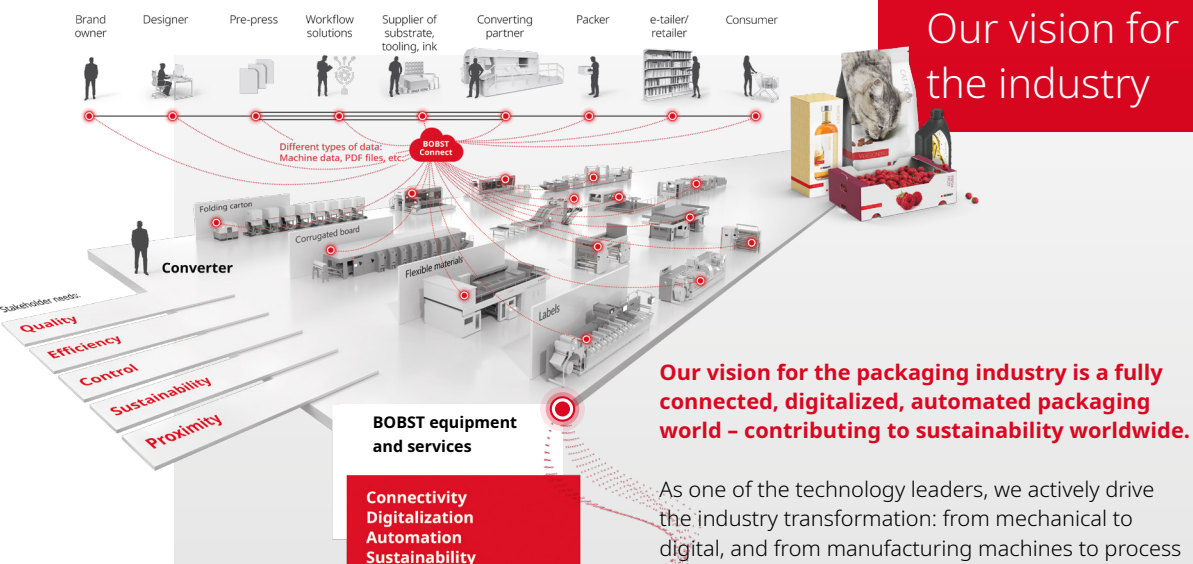
of the packaging world

Our expertise

We offer comprehensive and integrated solutions for the packaging industry – including machines, equipment, services and software. Our offering covers the entire value chain – from ideas to finished goods. Our expertise ranges from pre-press, software, data analytics, connectivity and chemistry to printing and converting to logistics – for all substrates in packaging. We cover all needs, from entry-level to high-end solutions.

We understand the packaging world and contribute to the increasingly collaborative and connected environment of our customers with smart, connected machines, software and services. BOBST is committed to sustainability – as a key component of how packages are designed, produced, distributed, used and recycled.

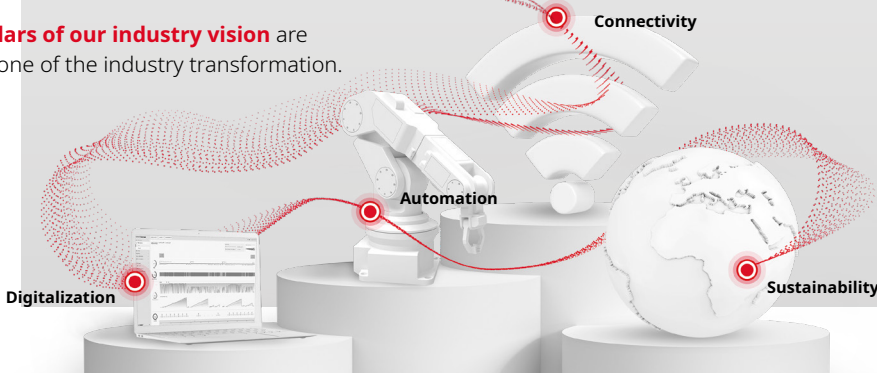
Our vision for the industry



Our vision for the packaging industry is a fully connected, digitalized, automated packaging world – contributing to sustainability worldwide.

As one of the technology leaders, we actively drive the industry transformation: from mechanical to digital, and from manufacturing machines to process solutions along the entire workflow.

The four pillars of our industry vision are the cornerstone of the industry transformation.



Connectivity
BOBST is driving connectivity: in a fully connected packaging production, all machines, tooling and systems will “talk” to each other. Stakeholders can access and share data, through a cloud-based platform.

Digitalization & automation
Through digitalization and automation, BOBST is changing the way packaging is produced. End-to-end digitalized solutions are being developed offering a seamless quality of production, enabling more productivity, reducing waste and an ever-increasing quality.

Sustainability
Through its sustainability strategy under three work streams – operations, equipment, and packaging use & end-of-life – BOBST is committed to make progress with relevant business indicators and build important partnerships.

Global impact

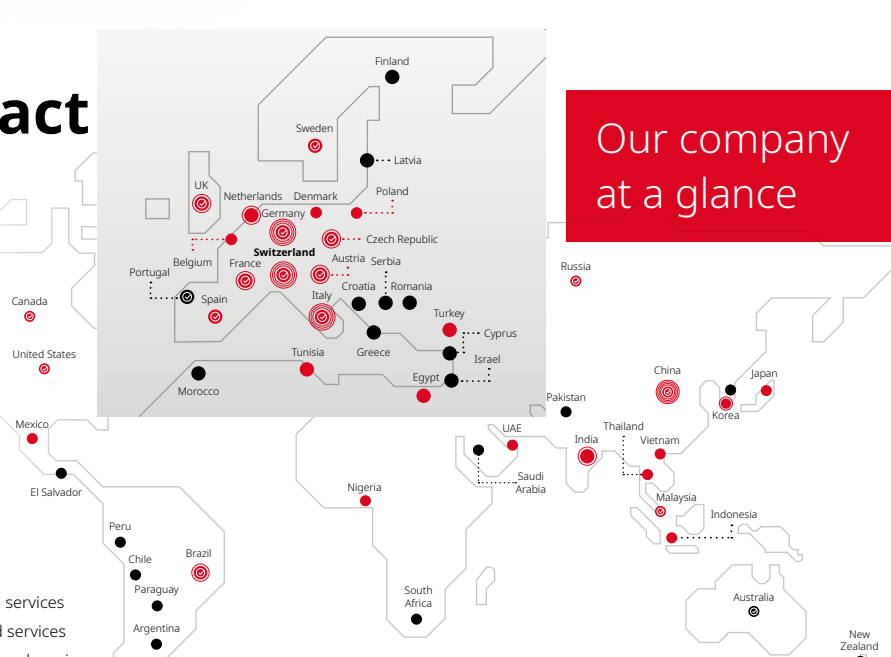
- Delivering innovation worldwide**
- 21 production sites
 - Present in >50 countries
 - 11 Packaging Centers: 6 in Europe, 3 in Asia, 2 in the US
 - >6300 employees

Visit our Packaging Centers



- Group companies' offices for sale and services
- Group production sites with sales and services
- Agencies an representatives for sales and services
- ⊙ Certified die-makers

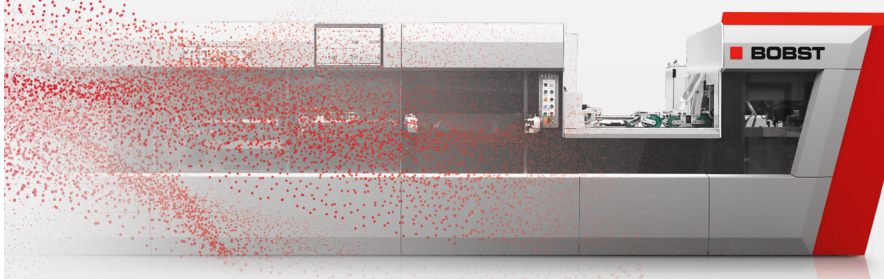
Our company at a glance



What BOBST can do for you, today and in the future

From vision to reality

BOBST has the recipe for your success; we ensure an efficient dataflow between the physical and the digital world, with an automated and digitalized production flow, orchestrated by BOBST Connect.



Services and performance

Powering performance with expertise and digitalization

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.

Optimize

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

BOBST Connect

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

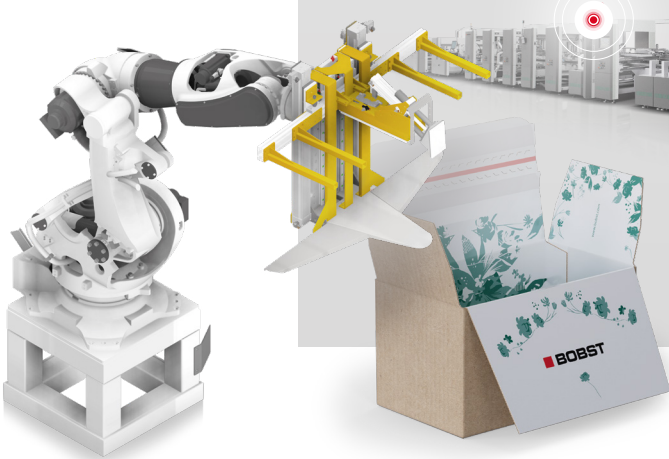
Solutions providing a full range of remote assistance services to solve the vast majority of problems directly online and with the support of BOBST experts.

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.

Corrugated board

Boosting end-to-end efficiency



What if ...

you could maximize machine productivity while reducing the overall workload by 90%?

BOBST Robotic solutions streamline and automate strenuous manual operations, such as feeding and palletizing. These automated solutions significantly increase productivity of the converting lines, increasing by 20%. Moreover, they simplify material handling, reducing the overall workload by an impressive 90%.

Folding carton

Zero-fault packaging

What if ...

you could reduce patching by 80%?

Based on BOBST's extensive experience in die-cutting technologies, we have designed the perfect platen engineered to minimize the time spent on patching. This addresses one of the biggest challenges in the folding carton industry.



Flexible packaging

Innovating for a sustainable future



What if ...

you could increase the recyclability of your applications to 100%, optimize process control and minimize waste and time?

The magic lies in the synergy of our barrier-specific solutions, EXPERT K5 metallizer, oneBARRIER COATER, and key partnerships. Today we are working with the industry to align to demands for a more circular economy. Plus, when adding our new intelligent metallization assistant, it is possible to optimize controls and save up to 100 tons of metallized film waste per year.

Labels

Simplifying label production

What if ...

you could fulfill all your label production needs with only one supplier and one service point of contact?

Converters face challenges to produce faster, at higher quality and more competitive cost. BOBST covers a complete portfolio of digital, flexo and All-in-One solutions. It allows you to integrate a wide range of embellishment, quality control and die-cutting modules, for a wide variety of applications in one single press, all from BOBST.



Creating value

Key figures

1.96 billion

CHF turnover

24.9%

return on capital employed

147.2 million

CHF operating result (EBIT)

12.6%

net working capital/sales

7.5%

as percentage of sales

CHF 5

dividend per share

119.3 million

CHF net result

5%

of turnover Investment in R&D

ESG

EcoVadis

Silver Award Rating (63)

SBTi

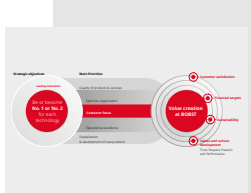
targets set for 2030

UN Global Compact

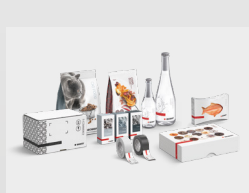
commitment



People & values



Strategy



Sustainability



Investor relations

Investors@bobst.com

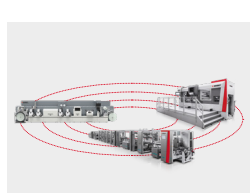
Tel. +41 21 547 16 97



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Bobst Group SA

P.O. Box

CH-1001 Lausanne, Switzerland

Concept & design: Markenfels AG

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BOBST at a glance

Long-term financial targets

- Sales (in million CHF) 1800 – 1900
- Operating result (EBIT) min. 8%
- Return on capital employed (ROCE) min. 20%
- Payout ratio min. 50%
- Equity ratio 30 – 35%

In million CHF	2023		2022		2021		2020		2019	
Assets										
Non-current assets	463.4	26%	469.4	24%	479.4	26%	453.0	29%	489.9	32%
Current assets	1 305.4	74%	1 457.7	76%	1 362.9	74%	1 089.7	71%	1 034.9	68%
	1 768.8	100%	1 927.1	100%	1 842.3	100%	1 542.7	100%	1 524.8	100%
Liabilities										
Equity	454.6	26%	556.8	29%	595.4	32%	511.6	33%	559.2	37%
Non-current liabilities	293.4	16%	437.8	23%	440.6	24%	418.8	27%	234.6	15%
Current liabilities	1 020.8	58%	932.5	48%	806.3	44%	612.3	40%	731.0	48%
	1 768.8	100%	1 927.1	100%	1 842.3	100%	1 542.7	100%	1 524.8	100%
Net working capital (NWC)	247.3		113.2		77.2		177.0		254.9	
Net cash/Net debt	(133.8)		67.0		153.9		3.9		(58.6)	
Sales	1 960.3		1 840.9		1 563.4		1 372.0		1 636.3	
Operating result (EBIT)	147.2		141.3		99.0		43.7		81.0	
As % of sales	7.5%		7.7%		6.3%		3.2%		5.0%	
Net result	119.3		115.3		93.4		17.3		52.6	
As % of sales	6.1%		6.3%		6.0%		1.3%		3.2%	
As % of equity	26.2%		20.7%		15.7%		3.5%		9.4%	
Capital expenditure (CAPEX)	38.0		41.3		38.8		43.2		57.1	
Return on capital employed (ROCE)	24.9%		28.7%		22.0%		8.3%		12.9%	
Share income										
Share price at the end of the year	64.6		57.3		82.9		53.5		56.4	
Market capitalization	1 067.1		946.5		1 369.4		882.9		930.8	
EPS (16 518 478 shares)	7.19		6.92		5.51		1.85		4.12	
Price-earnings ratio	9.0		8.3		15.1		28.9		13.7	
Dividend paid:										
– total, in million CHF	82.6		165.2		132.1		0.0		24.8	
– payout ratio	69.2%		143.3%		141.5%				47.1%	
– dividend yield	7.7%		17.5%		9.6%				2.7%	
Headcount	6 363		6 111		5 809		5 662		5 555	
% change compared to previous year	4.1%		5.2%		2.6%		1.9%		(1.9%)	