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1 Group overview

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The Mikron Group
Creating value with passion for precision

Mikron Machining
Machining systems and solutions, cutting tools

Mikron Automation
Assembly systems and automation solutions
Our major milestones

1908
Foundation of Maschinenfabrik Mikron AG in Biel/Bienne.

1962
Acquisition of Haesler SA of Boudry, Switzerland.

1978
Opening of sales company in South Norwalk, CT/USA. Four years later, relocation as a production site to Monroe, CT/USA.

1983
Mikron becomes a 100% public corporation.

1986
Acquisition of Albe SA, Agno, Switzerland with a sales branch in Tokyo, Japan.

1988
Launch of Mikron Multistar 3K-24 machining systems for the writing industry.

1990
Establishment of Mikron GmbH, Rottweil, Germany.

1998
Establishment of Mikron Tool SA, Agno, and acquisition of CEI Automation Inc., Denver, CO/USA.

1999
Launch of CrazyDrill high-performance carbide drill with premium-quality coating.

2000
Launch of high-performance linear assembly system Mikron G05.

2002
Launch of Mikromat Precision Milling Centers.

2005
Launch of MIKRON MK60-SD.

2007
Launch of Mikron Multistep XF250 and MiQuDrill profile cutters.

2007
Opening of production site in Singapore.

2010
Opening of subsidiary in Shanghai, China.

2012
Acquisition of IMA Automation Berlin GmbH, Germany.

2015
Opening of the new and larger production facility in Denver area, USA.

2016
Market introduction of the object oriented control software for automation systems.
THE STRATEGY OF MIKRON

THE MOST PRODUCTIVE ASSEMBLY
AND MANUFACTURING SYSTEMS

CUSTOMER PROXIMITY

CONTINUOUS DEVELOPMENT
OF TECHNICAL SKILLS AND
PROJECT TEAMS

LONG-TERM PARTNER
Strategic focus
The most productive assembly and manufacturing systems

Innovative systems, e.g. Mikron VX-10
Innovative tools, e.g. control software
Effective project management
Strategic focus
Long-term partner

Service 24/7
Continuous improvement of products and systems
Engineering with the customer
Long-term partner
The business model
Strategic focus
Customer proximity

Worldwide presence
Expansion in the USA
Tool business in the FTZ Shanghai
Strategic focus
Continuous development of technical skills and project teams

Over 60 apprentices, also in the USA
Technology Center of Mikron Tool in Agno
Leadership trainings
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Ownership of Mikron Holding AG

- Ammann Group Holding AG: 41.6%
- Rudolf Maag: 14.1%
- Veraison SICAV: 10.0%
- Other public shareholders: 34.3%
Board of Directors

Heinrich Spoerry
Chairman, non-executive, since 2001

Eduard Rikli
Vice-Chairman, non-executive, since 2010

Patrick Kilchmann
Member, non-executive, since 2011

Andreas Casutt
Member, non-executive, since 2013

Hans-Michael Hauser
Member, non-executive, since 2016

Paul Zumbühl
Member, non-executive, since 2018
Group Management

Bruno Cathomen
CEO Mikron Group & COO Mikron Machining
Dipl. Ing. ETH
25 years of industry experience

Rolf Rihs
COO Mikron Automation
Dipl. Ing. ETH
25 years of industry experience

Javier Perez-Freije
CFO Mikron Group
MBA, M Eng.
20 years of finance experience
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**Order intake**

**Mikron Group**
in CHF million

<table>
<thead>
<tr>
<th>Year</th>
<th>Order intake</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>246</td>
</tr>
<tr>
<td>2014</td>
<td>245</td>
</tr>
<tr>
<td>2015</td>
<td>265</td>
</tr>
<tr>
<td>2016</td>
<td>244</td>
</tr>
<tr>
<td>2017</td>
<td>279</td>
</tr>
</tbody>
</table>

Order intake +14.5% vs. 2016
Mikron Group: Net sales in CHF million

- Net sales 2013: 241 million
- Net sales 2014: 249 million
- Net sales 2015: 229 million
- Net sales 2016: 256 million

Net sales 2017: 248.5 million

Net sales decreased by 3% compared to 2016.
End user markets

Mikron Group: Sales by market segment in %
Total CHF 248.5 million (2017)

- Consumer Goods: 6%
- Writing: 7%
- Others: 19%
- Automotive: 32%
- Pharma/Medtech: 36%
Geographical markets

Mikron Group: Sales by region in %
Total CHF 248.5 million (2017)

Others: 2%
Asia/Pacific: 17%
North America: 17%
Europe: 64%
Profitability

Mikron Group: EBIT in CHF million

2014: 4.6
2015: 2.5
2016: 4.1
2017: 2.8

EBIT-Margin: 1.1%
Solid equity position

Mikron Group: Shareholder’s equity
At year-end (2017)

Equity ratio: 59%

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>155</td>
</tr>
<tr>
<td>2015</td>
<td>155</td>
</tr>
<tr>
<td>2016</td>
<td>156</td>
</tr>
<tr>
<td>2017</td>
<td>157</td>
</tr>
</tbody>
</table>
### Key figures in CHF million

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order intake</td>
<td>246.4</td>
<td>244.8</td>
<td>264.6</td>
<td>243.6</td>
<td>278.9</td>
</tr>
<tr>
<td>Net sales</td>
<td>241.1</td>
<td>249.1</td>
<td>228.6</td>
<td>256.0</td>
<td>248.5</td>
</tr>
<tr>
<td>Order backlog</td>
<td>122.4</td>
<td>117.4</td>
<td>142.9</td>
<td>122.9</td>
<td>157.2</td>
</tr>
<tr>
<td>Operating result</td>
<td>3.0</td>
<td>2.7</td>
<td>1.1</td>
<td>2.8</td>
<td>1.3</td>
</tr>
<tr>
<td>EBIT</td>
<td>5.2</td>
<td>4.6</td>
<td>2.5</td>
<td>4.1</td>
<td>2.8</td>
</tr>
<tr>
<td>Cash flow</td>
<td>10.6</td>
<td>6.7</td>
<td>15.5</td>
<td>12.8</td>
<td>15.6</td>
</tr>
<tr>
<td>Number of employees</td>
<td>1,109</td>
<td>1,162</td>
<td>1,181</td>
<td>1,249</td>
<td>1,275</td>
</tr>
<tr>
<td>Shareholders' equity</td>
<td>153.5</td>
<td>155.3</td>
<td>154.6</td>
<td>156.3</td>
<td>157.3</td>
</tr>
</tbody>
</table>
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Machining systems
We are the leading supplier of customized, highly productive machining systems for the manufacture of complex high-precision components made of metal.
Customized and highly productive machining systems

Machining systems  Cutting tools  Services
For the manufacture of complex high-precision components made of metal

Guide for fuel injection  Compressor housing  Connector pin
Mikron Machining in the field

Peak performance in everyday life

From the moment it starts writing the ballpoint pen can travel up to ten kilometers. Without stopping. With consistent quality. Accordingly challenging is the production of the ballpoint pen tips. 95% of them are made on Mikron machines.
# Mikron Machining – key facts

<table>
<thead>
<tr>
<th><strong>Headquarters</strong></th>
<th>Mikron SA Agno</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Experience</strong></td>
<td>Over 100 years worldwide</td>
</tr>
<tr>
<td><strong>Number of employees</strong></td>
<td>627 FTE (31.12.2017)</td>
</tr>
</tbody>
</table>
| **Net sales**             | 2017: CHF 124 million  
                          | 2016: CHF 116 million  |
| **Main end user markets** | Automotive, writing instruments, consumer goods |
| **Main markets**          | Europe, Asia & Pacific, North America |
| **Recent innovations**    | VX-10, MTP XT-One, Crazy Drill XL, Crazy Mill Cool (patented) |
| **Systems installed**     | More than 7,000 |
| **Order value**           | CHF 0.4 to 6.0 million |
| **Projects per year**     | 80 to 150 (machines) |
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Automation solutions
We are one of the world’s leading manufacturers of customized, highly productive automation solutions for the assembly and testing of complex products.
Customized and highly productive automation solutions

Engineering and project management
Process integration
Documentation and services
For the assembly and testing of complex products

Autoinjector for growth hormones

Gazoline injector

Cosmetic dispenser
Fear of medical syringes is common. But it could soon become a thing of the past. **Thanks to autoinjectors.** Mikron supports the manufacturers through the entire lifecycle of their products. From the manual assembly station during the validation phase to the mass production.
# Mikron Automation – key facts

<table>
<thead>
<tr>
<th>Headquarters</th>
<th>Mikron SA Boudry</th>
</tr>
</thead>
<tbody>
<tr>
<td>Experience</td>
<td>40 years worldwide</td>
</tr>
<tr>
<td>Number of employees</td>
<td>622 FTE (31.12.2017)</td>
</tr>
<tr>
<td>Net sales</td>
<td>2017: CHF 127 million</td>
</tr>
<tr>
<td></td>
<td>2016: CHF 140 million</td>
</tr>
<tr>
<td>Main end user markets</td>
<td>Pharma/Medtech, automotive</td>
</tr>
<tr>
<td>Main markets</td>
<td>Europe, North America, South East Asia &amp; China</td>
</tr>
<tr>
<td>Recent Innovations</td>
<td>Control Software MOOS, Transport System (patented)</td>
</tr>
<tr>
<td>Systems installed</td>
<td>More than 3,000</td>
</tr>
<tr>
<td>Order value</td>
<td>CHF 0.5 to 15 million</td>
</tr>
<tr>
<td>Projects per year</td>
<td>More than 60</td>
</tr>
</tbody>
</table>
For more information visit our website www.mikron.com
Creating value with passion for precision