



JOURNÉES ROMANDES DES ARTS ET MÉTIERS

Verbier, 26.06.2017

PORTRAIT



BOBST is world's leading supplier of equipment and services to **packaging** and **label manufacturers** in the folding carton, corrugated board and flexible materials industries



PORTRAIT

- Founded in 1890, BOBST celebrated its **125 years** in 2015
- **5'050 FTEs** in 2016 (1'733 in Switzerland)
- Employee average stay with Bobst Mex SA: **19,6 years**
- **265 apprentices** educated worldwide every year (182 in Switzerland)



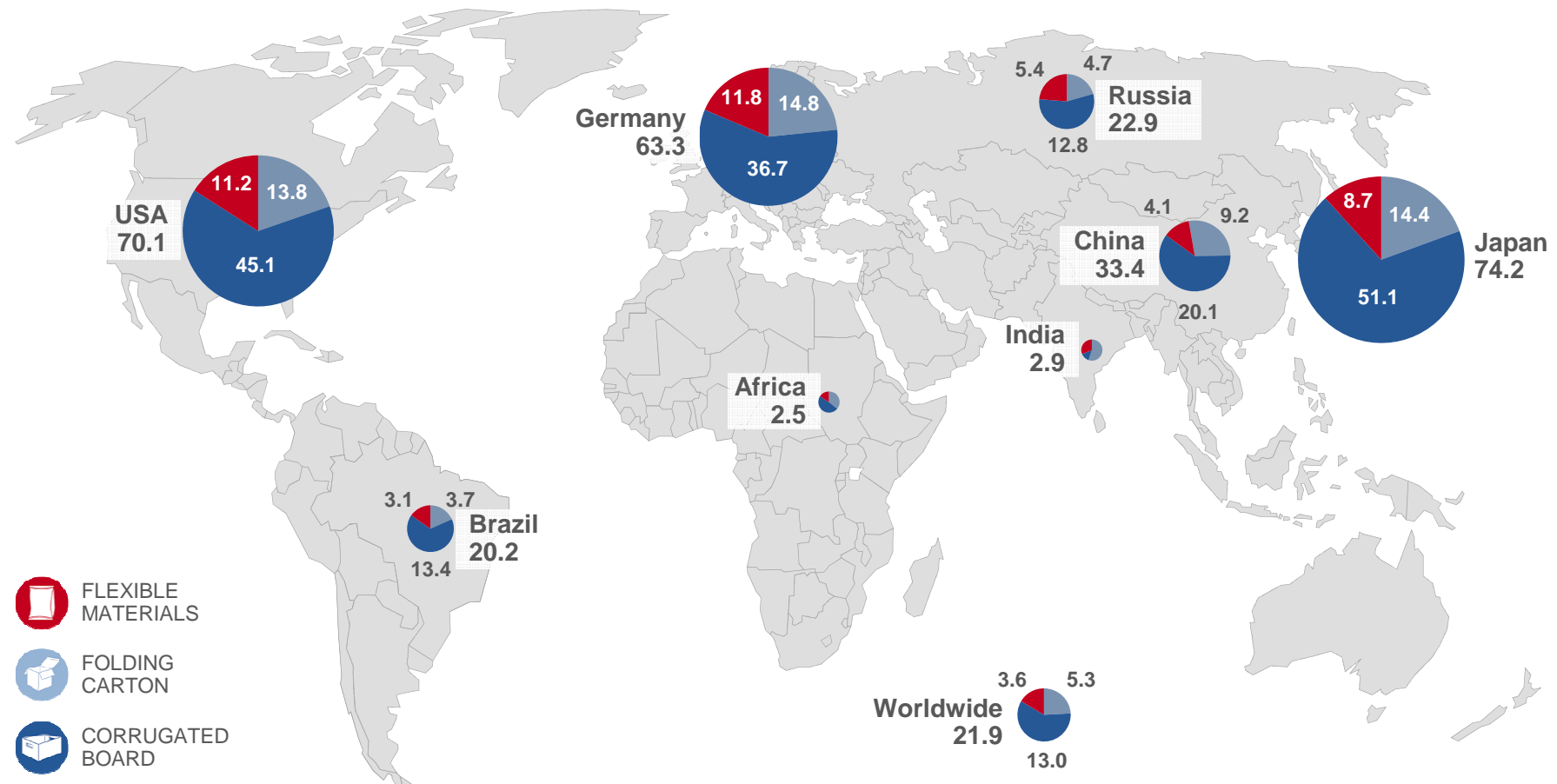
PORTRAIT



PACKAGING INDUSTRY

Annual packaging consumption per capita [kg]

Sources: Smithers Pira

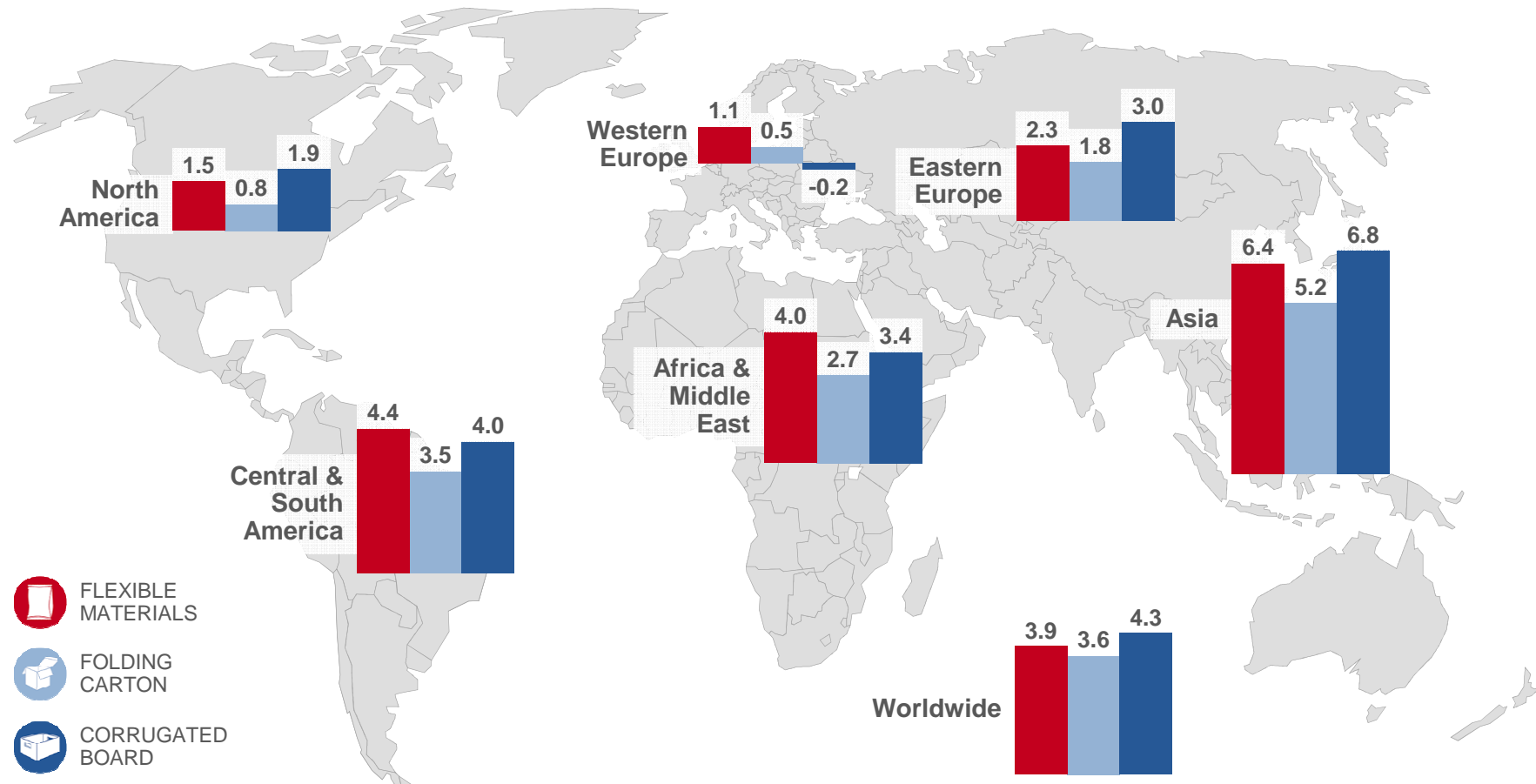


PACKAGING INDUSTRY

Growth forecast of packaging consumption

CAGR 2015-2020 in %

Sources: Smithers Pira



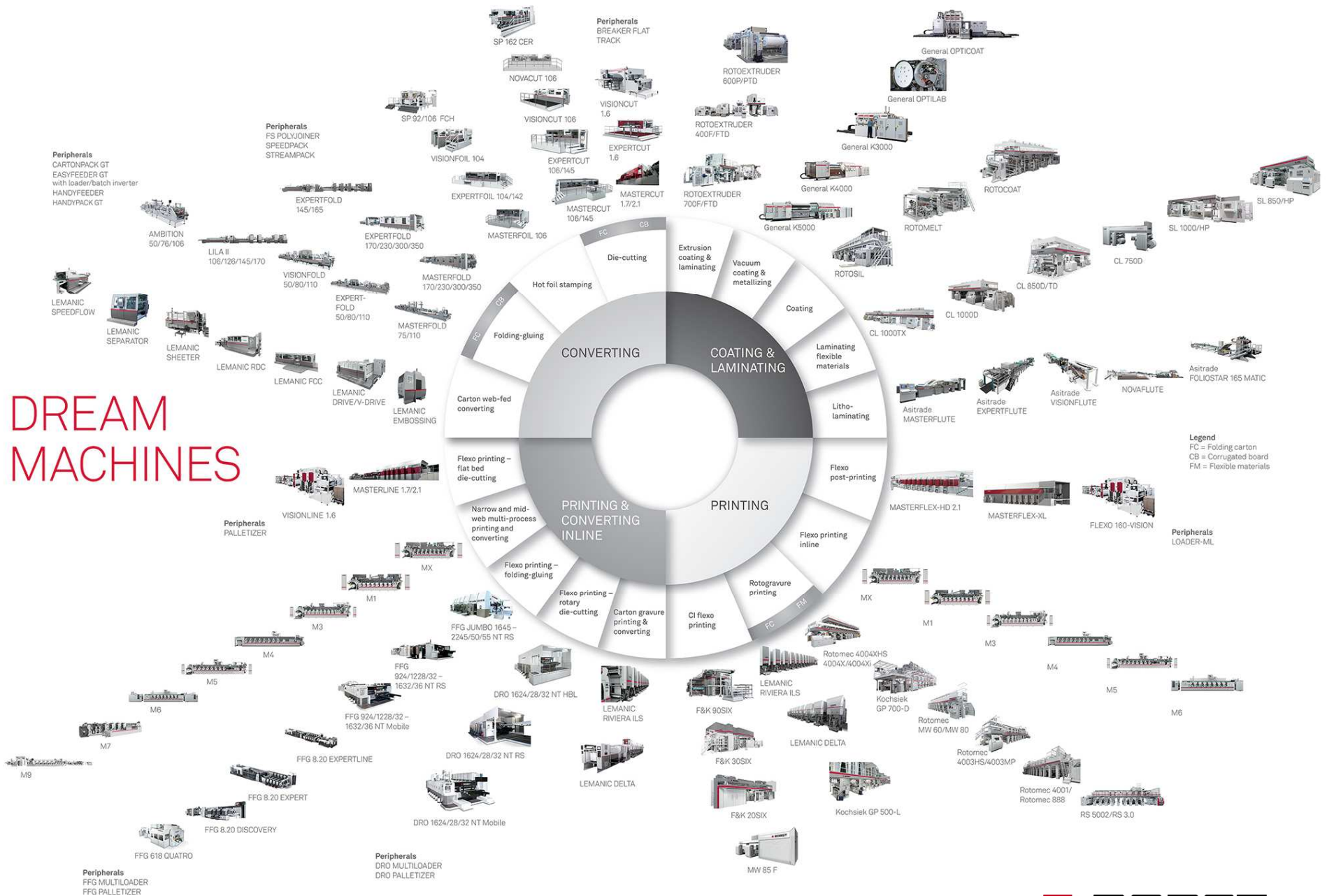
PACKAGING INDUSTRY

Which cookies would you buy?



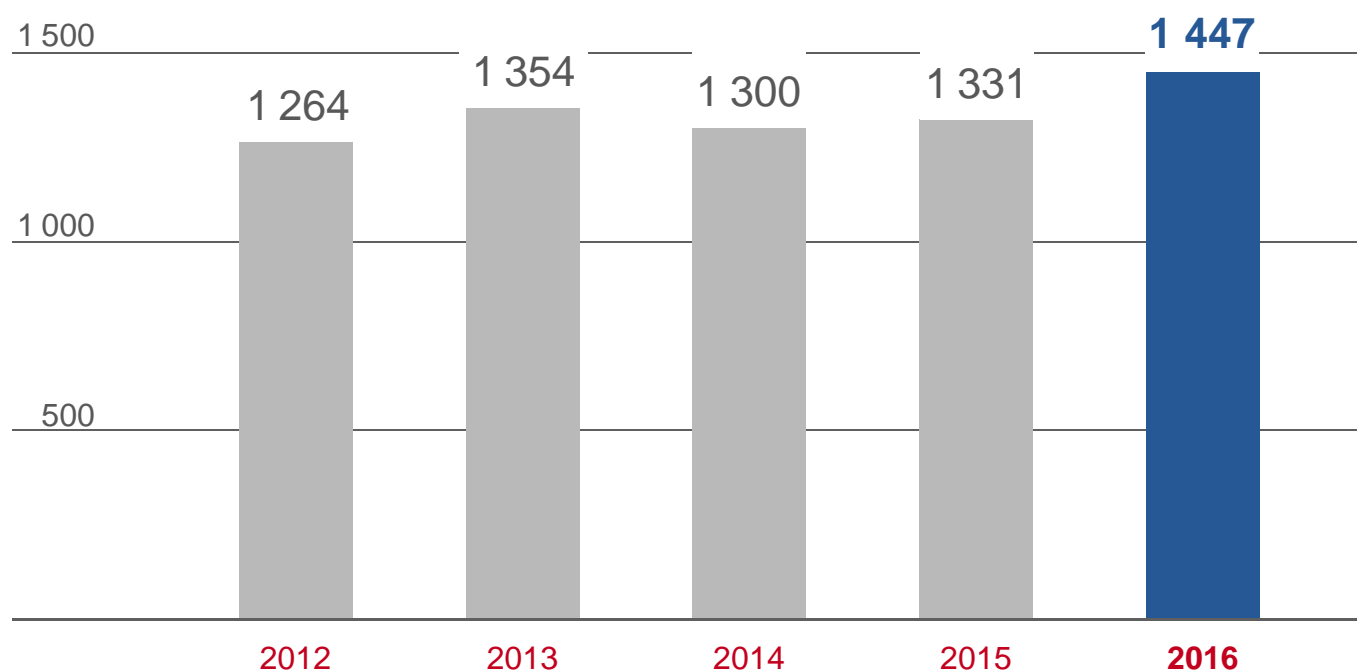
68% of purchases are influenced and decided at Point of Sale

DREAM MACHINES



FINANCIAL RESULTS 2016

Consolidated sales in million CHF



FINANCIAL RESULTS 2016

Consolidated sales in million CHF

Sales by geographical distribution	2016	2015	Δ%
Europe	661.4	652.5	1.4
Americas	426.6	385.2	10.7
Asia & Oceania	307.3	264.7	16.1
Africa	51.3	28.5	80.2
Total	1 446.6	1 330.9	8.7

INNOVATION

BOBST **invests over 90 MCHF (or 6%) of its turnover in R&D** with a staff of 520 FTEs, and holds **over 2'100 Intellectual Property rights**



INNOVATION

Company relies on **strong internal global R&D network**, with 7 R&D centers in Europe and 3 in Asia



INNOVATION

11 new models in 2016



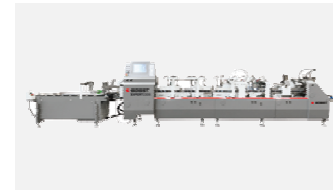
FOLDING CARTON



MASTERCUT 106 PER
Autoplaten® die-cutter



VISIONCUT LER
Autoplaten® die-cutter



EXPERTCODE
Digital serialization solution



MASTERFOLD 75/110
Folder-gluers



CORRUGATED BOARD



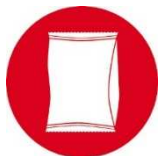
SPEEDPACK
Automated packing solution



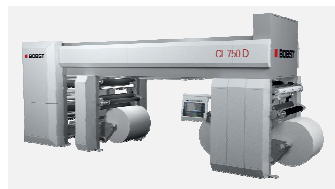
MASTERFLEX-XL
Flexo printing press



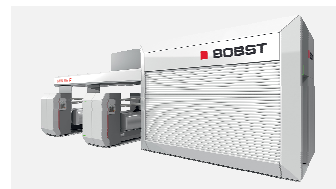
EXPERTCODE
Digital serialization



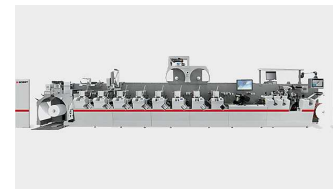
FLEXIBLE MATERIALS



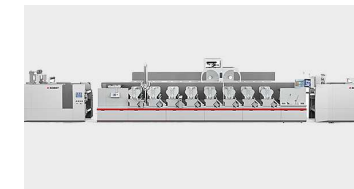
CL 750D
Compact laminator



MW 85 F
CI flexo press



M5
In-line narrow web press



M6
UV flexo mid-web press

INNOVATION

Within the scope of Research & Development activities,
NEW PRODUCT DEVELOPMENT and **INNOVATION** are
fostered to remain ahead of competition



INNOVATION

BOBST R&D relies on competence centers with deep technical know-how in wide range of topics



OPTICAL SENSOR MICROSYSTEMS



NUMERICAL SIMULATIONS



INDUSTRIAL VISION



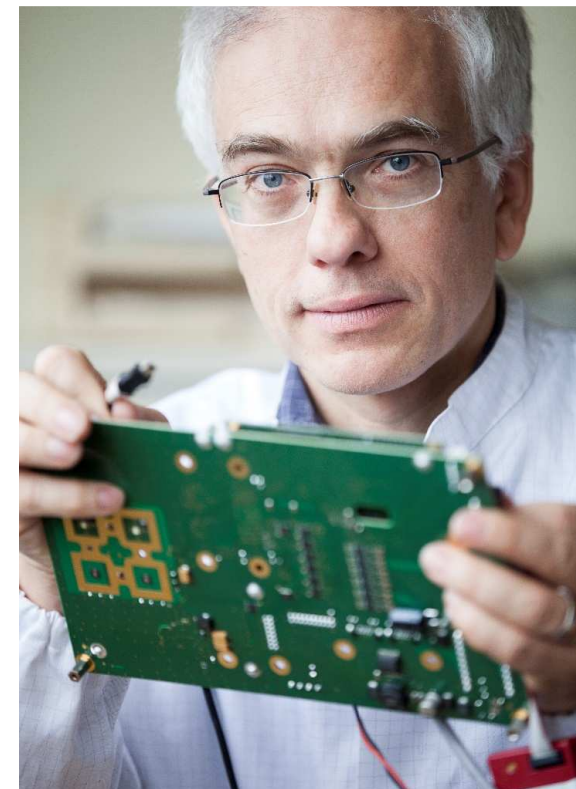
MACHINE CONNECTIVITY



MACHINE ELECTRICITY



REAL-TIME SOFTWARE



INNOVATION

For example, BOBST develops dedicated optical sensors to **integrate value-added features on its machines**



INNOVATION

To nurture innovation, BOBST **collaborates with leading academic partners**, such as

csem



Hes·SO
Haute Ecole Spécialisée
de Suisse occidentale



INSA | INSTITUT NATIONAL
DES SCIENCES
APPLIQUÉES
LYON



INNOVATION

BOBST also **collaborates with network of dynamic SMEs to boost its innovation**, including



BCD microtechnique SA



INNOVATION

BOBST **leverages the strengths of SMEs** to reinforce and accelerate its own developments

● AGILITY

● SPECIALIZED SKILLS

● INNOVATIVE SPIRIT

● LITTLE BUREAUCRACY



INNOVATION

BOBST is for example **working with BCD microtechnique SA** to accelerate its own developments

Collaboration started with sensor development 30 years ago and evolved to this day. Success factors were





a multi-talented team



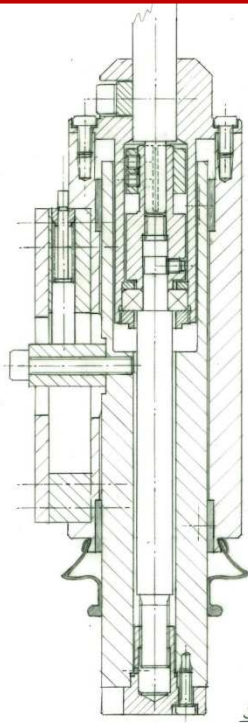
We are



BCD microtechnique SA

INNOVATION

1985



MOTEX
Support tête optique
Etude
BD 23.5.85

2000



2017



INNOVATION

Ingredients for successful collaboration



TRUST



MODERN TOOLS



SHARED VALUES



COMPLEMENTARITY



SKILLED TEAM

INNOVATION

Example 1: development of an **advanced optical sensor microsystem** combining lighting technologies developed at BOBST and a sensor chip developed in partnership between BOBST and CSEM

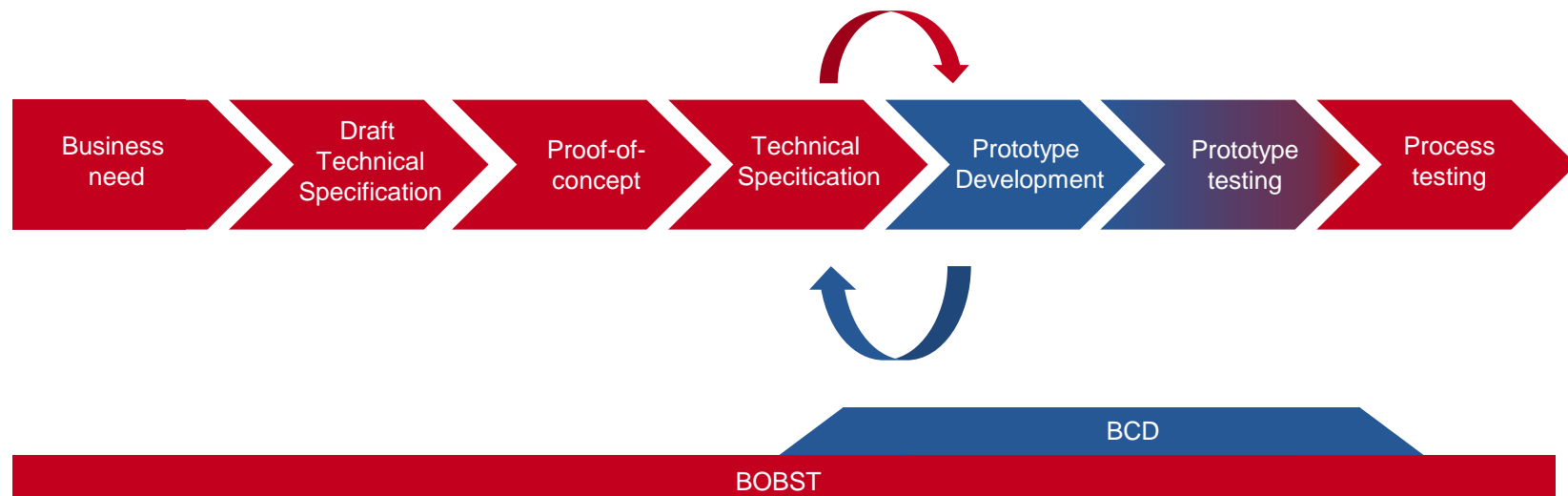
Due to lack of R&D capacity, BOBST worked in close collaboration with



BCD microtechnique SA

INNOVATION

Specification of innovation projects usually cannot be defined precisely. **Flexibility was built into the collaboration**, allowing adaptations of specifications along the way



INNOVATION

Project outcome was a compact **sensor microsystem able to detect small marks on wide spectrum of substrates**



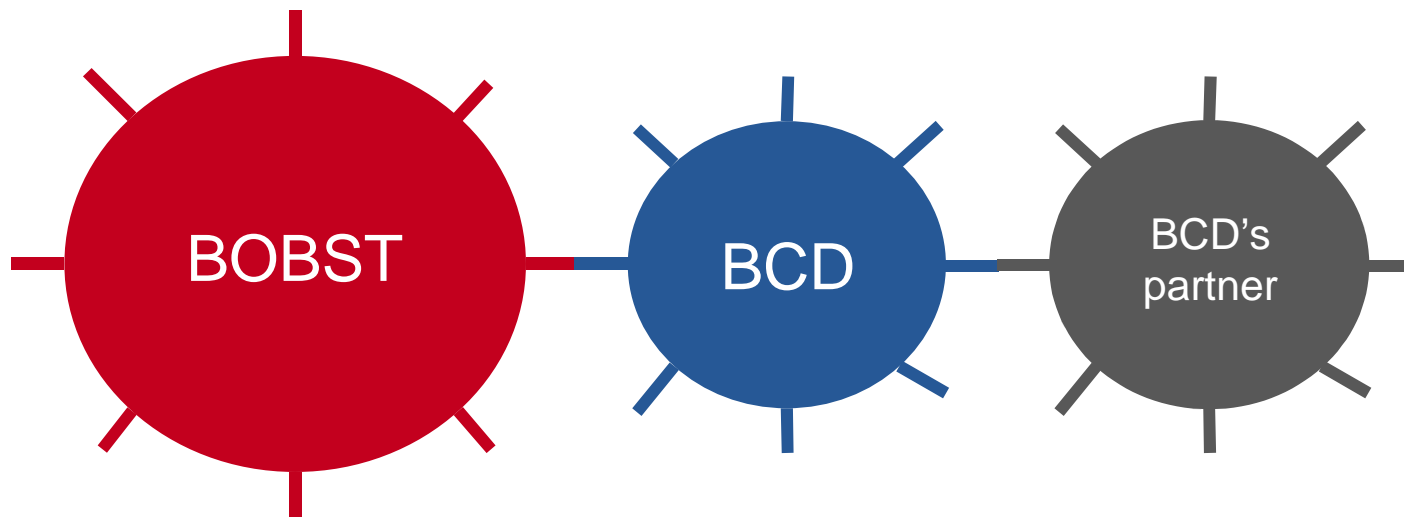
INNOVATION

Within 6 months, **BCD delivered fully functional prototype** that will serve as basis for next-generation control systems



INNOVATION

Innovative solutions were found through BCD's network, e.g.
for sensor thermal management



INNOVATION

Example 2: next-generation quality control system



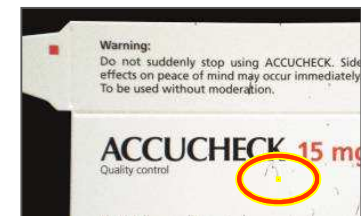
Defects on codes



Text defects



Print to cut



Oil, water splashes



Carton damage



Colour measurement

INNOVATION

Development of **next-generation quality control system based** on BOBST innovative lighting concept

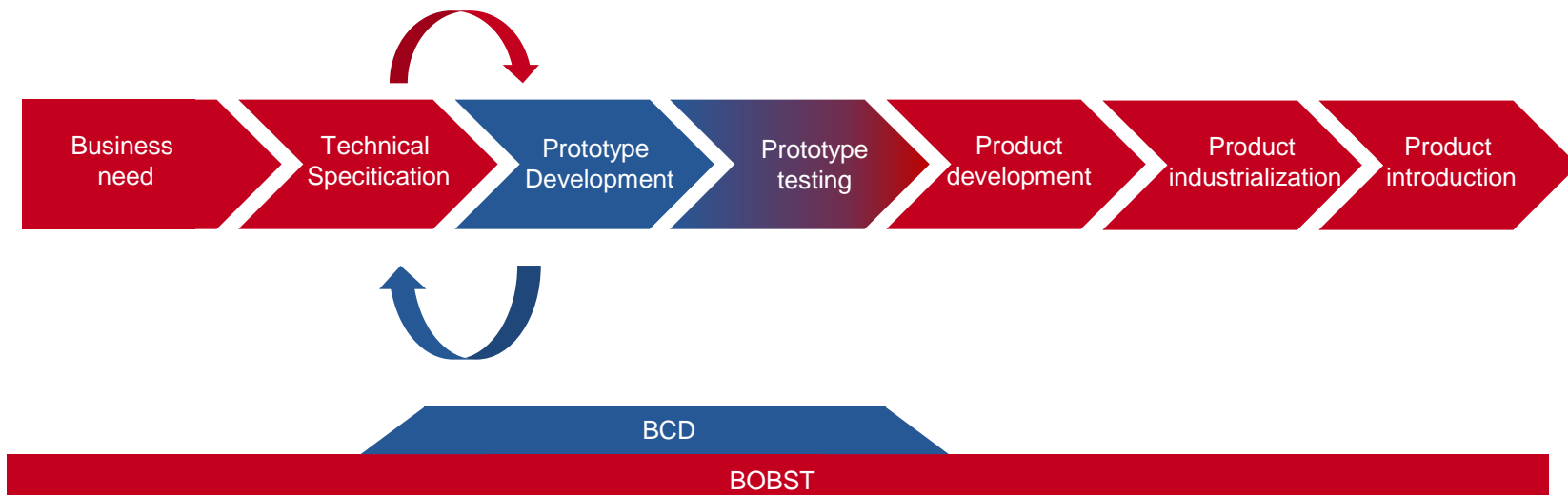
To accelerate its development effort, BOBST collaborated with



BCD microtechnique SA

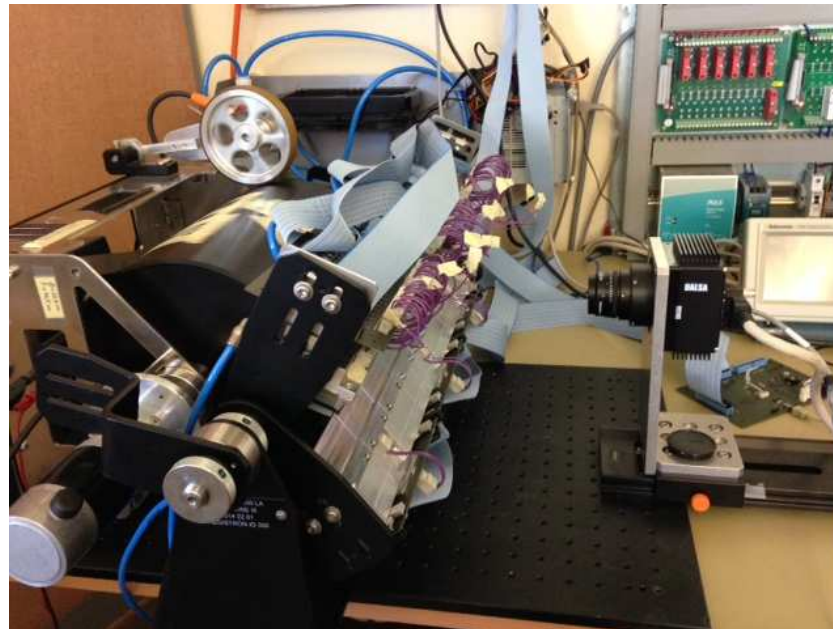
INNOVATION

BOBST leveraged technical skills and agility of BCD to quickly demonstrate feasibility of the BOBST lighting concept



INNOVATION

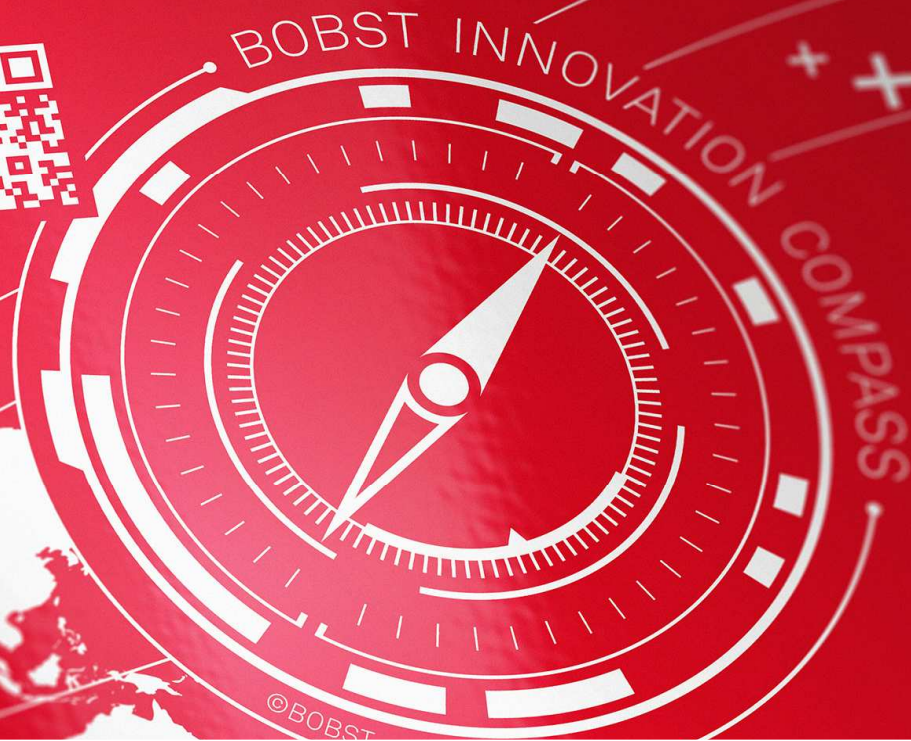
Within 5 months in late 2014, **BCD delivered a fully functional lighting prototype** that served to demonstrate the new concept to selected BOBST customers



INNOVATION

Based on positive results from prototype, BOBST further developed and industrialized the concept, leading to a **product introduction in Q4 2017**





Innovation is key for long-term success. Multinationals like BOBST strive by **combining forces where necessary with an ecosystem of innovative and agile SMEs**