

Corporate Banker Digital Platform

Transform Your Client Experience

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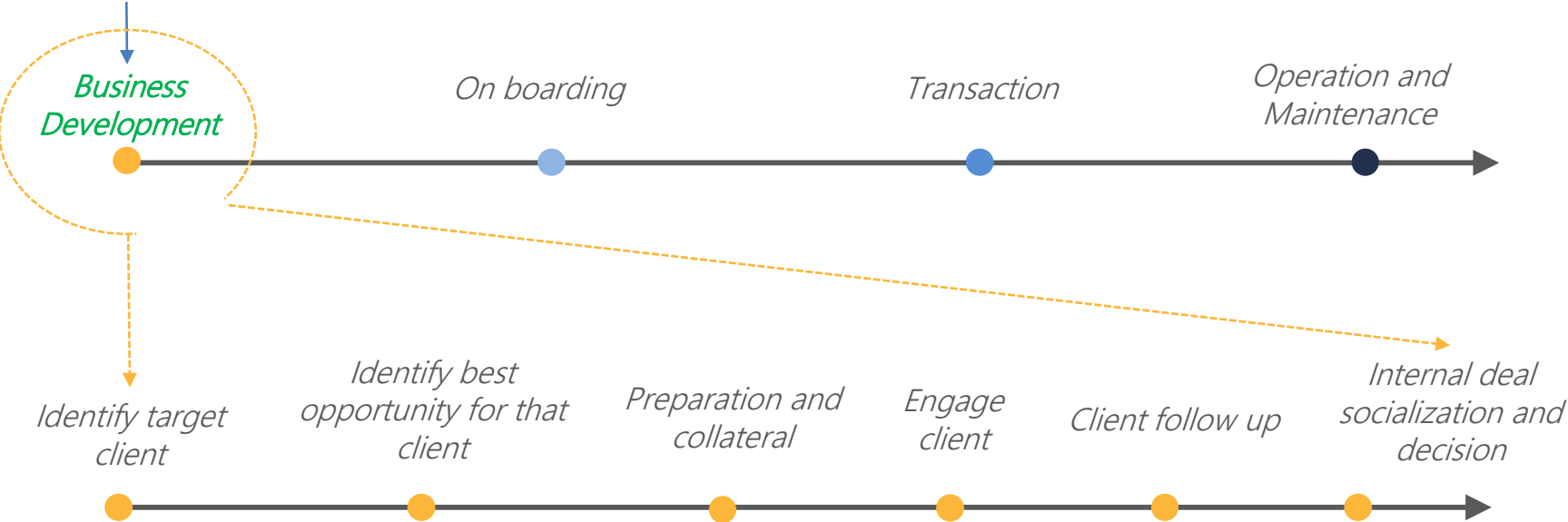
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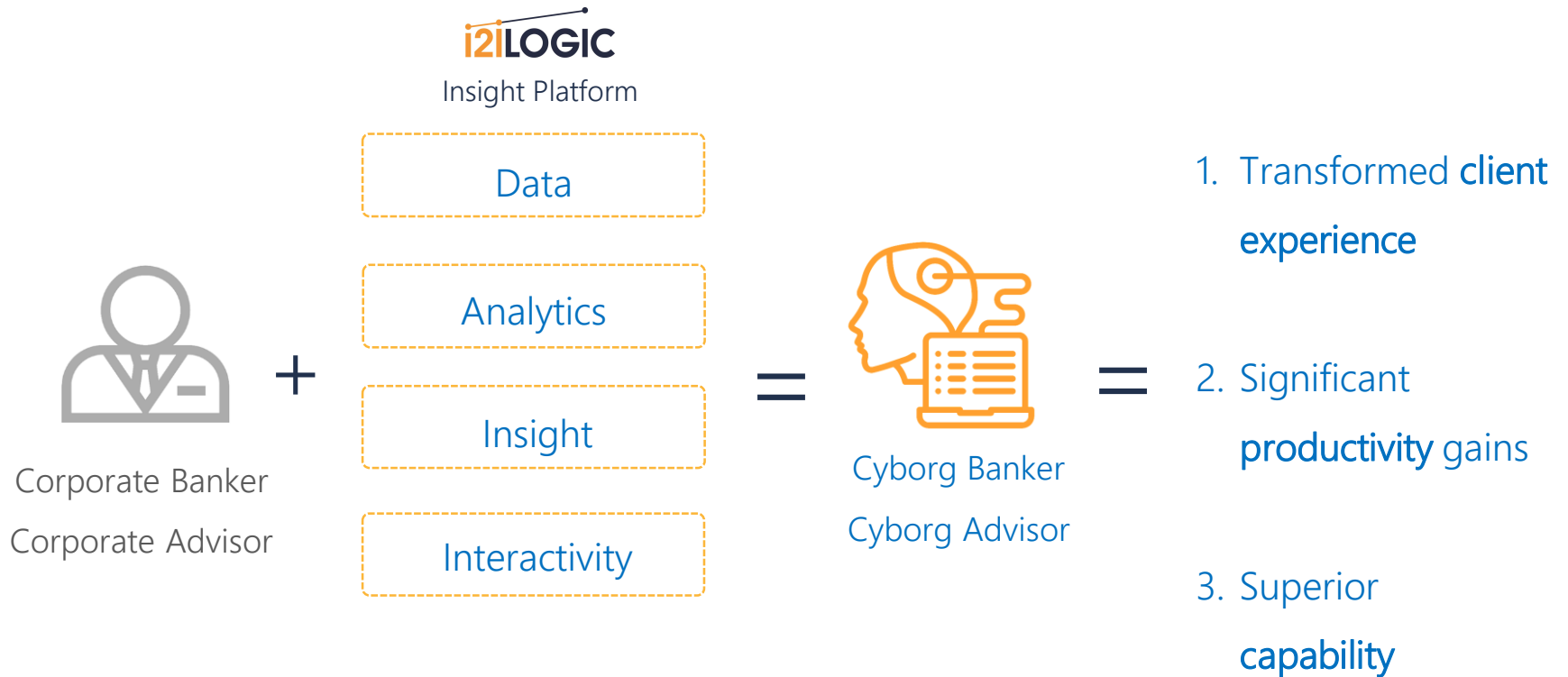
- i2i Logic
- Client engagement workflow
- Cyborg banker ingredients
- Digital platform
- Auto-generated insights
- Provide insights to clients
- Funding requirement interactive scenario
- Instantaneous report generation
- Transaction banking & risk management
- Transform your corporate bankers



- Transforming the client experience...
- Generating new revenue...
- Engaging more clients more often...
- Stop pitching at your client...Start a conversation...

Client Engagement Workflow





Prospecting



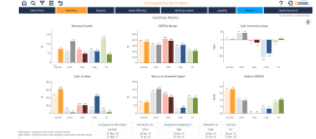
Data driven prospecting to identify next best target, next best solution and run campaigns

Insights



Auto generated insights for every company. With suggestions for conversations and opportunities

Analysis



Financial and operating metric analysis with interactive benchmarking against industries and peers

Interactive



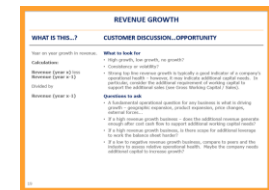
Interactive conversation modules lead the banker / advisor and their client through relevant analytical scenarios to uncover needs and opportunities

Reports



Collateral generated in < 1 minute. Client pitch packs, credit profile reports, account planning reports – to share with clients and colleagues

Learning



Supported by extensive learning material to reinforce corporate finance and insights based client engagement



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Komax Holding AG

Latest results (LTM) : 30 June 2019

Start an insights driven conversation...



Top insights for this company..

Has indicative forecast funding deficit

The Company could have a funding deficit of **CHF19.9M**, if the latest period's performance was repeated over the next **12 months**

How would the Company fund its deficit of **CHF19.9M**?

Is spending more on capex vs the industry

The Company recorded capex to sales of **9.9%** vs the global industry median of **3.1%**

Is the capex to drive future growth? Does the Company require external capital to fund?

May be motivated to acquire

The Company has made acquisitions in the past. Suggesting the desire to grow via acquisitions.

Does the company have debt capacity or excess cash to fund the acquisitions?

Provide Insights to Clients



Komax Holding AG



- Select Peers
- Summary
- Margins
- Asset Efficiency
- Working Capital
- Liquidity
- Returns
- Capital Structure

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Select up to 4 peers for Komax Holding AG

Companies marked * include non cash D&A in COGS leading to lower reported GPM, PD and ID.

Company	Country	Primary Industry	Revenues (M, USD)	Last Reported
<input checked="" type="checkbox"/> Komax Holding AG	... Switzerland	Industrial Machinery	\$456.0	30 Jun, 19
Close Fit Peers : Revenue and Industry				
<input type="checkbox"/> Burckhardt Compression Holding AG	* ... Switzerland	Industrial Machinery	\$618.8	30 Sep, 19
<input type="checkbox"/> Interroll Holding AG	... Switzerland	Industrial Machinery	\$594.3	30 Jun, 19
<input type="checkbox"/> VAT Group AG	... Switzerland	Industrial Machinery	\$588.8	30 Jun, 19
<input type="checkbox"/> Meier Tobler Group AG	* ... Switzerland	Industrial Machinery	\$525.9	30 Jun, 19
<input checked="" type="checkbox"/> Kardex AG	* ... Switzerland	Industrial Machinery	\$521.1	30 Jun, 19
<input type="checkbox"/> HANSA-FLEX AG	... Germany	Industrial Machinery	\$481.3	31 Dec, 17
<input type="checkbox"/> LMT GmbH & Co. KG	... Germany	Industrial Machinery	\$479.8	31 Dec, 17
<input type="checkbox"/> NMB Technologies Corporation	... Germany	Industrial Machinery	\$479.1	31 Mar, 18
<input type="checkbox"/> WITTENSTEIN SE	... Germany	Industrial Machinery	\$474.5	31 Mar, 18
<input checked="" type="checkbox"/> WashTec AG	... Germany	Industrial Machinery	\$472.7	30 Sep, 19
<input type="checkbox"/> Beijer Alma AB (publ)	* ... Sweden	Industrial Machinery	\$468.5	30 Sep, 19
<input type="checkbox"/> Alimak Group AB (publ)	* ... Sweden	Industrial Machinery	\$467.5	30 Sep, 19
<input type="checkbox"/> Schindler France	... France	Industrial Machinery	\$461.9	31 Dec, 18
<input type="checkbox"/> Luxfer Holdings PLC	* ... United Kingdom	Industrial Machinery	\$454.9	29 Sep, 19
<input type="checkbox"/> Hilti France SA	... France	Industrial Machinery	\$454.7	31 Dec, 18
<input type="checkbox"/> Coperion GmbH	... Germany	Industrial Machinery	\$442.8	30 Sep, 18
<input checked="" type="checkbox"/> NSK Deutschland GmbH	... Germany	Industrial Machinery	\$439.9	31 Mar, 18
<input checked="" type="checkbox"/> Joh. Winkhofer Beteiligungs GmbH & Co. Kg	... Germany	Industrial Machinery	\$434.0	31 Dec, 17

D.a

Funding Requirement Interactive Scenario

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Create a Forecast Operating Profile

Input new operating profile



STEP 4: Forecast D&A

12.0



Reset

Figures are in (M, CHF)	LTM	Forecast	Variance
Revenue	445.0	445.0	0.0%
COGS	(181.4)	(181.4)	0.0%
Gross Profit Margin	59.2%	59.2%	0.0%
Gross Profit	263.6	263.6	0.0%
SG&A (and Other Opex)	(204.5)	(204.5)	0.0%
SG&A (and Other Opex) Margin	45.9%	45.9%	0.0%
less : D&A (IS)	(12.0)	(12.0)	0.0%
Operating Income	48.3	48.3	0.0%
add : D&A (CF)	12.0	12.0	0.0%
EBITDA	60.2	60.2	0.0%

LTM : 30 Jun, 19

G.b

Trend Analysis & Industry Benchmarking

Komax Holding AG

	Trend	31 Dec 18	30 Jun 19	Industry Median	Quartile
Revenue Growth	Down	17.2 %	(1.0 %)	10.1 %	4

This table is based on the following:

Company financial year ended 30 Jun 19

Industry profile:

Industry: Industrial Machinery

Region: Global

Number of industry companies: 2,337

Note: All quartile positions are based on LTM = 30 Jun 19

Komax Holding AG

edit Profile Report

12 November 2019

Forecast Profile: Summary Financials

Komax Holding AG

Summary Financials (in CHF M)

Income Statement	31 Dec 17	31 Dec 18	30 Jun 19	Forecast 30 Jun 20	Fcst vs Prev Variance
Revenues	408	478	445	494	11%
COGS	(166)	(197)	(181)	(201)	11%
SG&A (and Other Opex)	(176)	(204)	(204)	(224)	10%
EBITDA	67	79	60	70	16%
Operating Income	56	68	48	58	20%
Currency Gain/(Loss)	(1)	(4)	(4)	0	(100%)
Interest Expense	(1)	(1)	(1)	(1)	(13%)
Net Income	42	52	34	45	33%

Balance Sheet

Total Cash & Cash Equivalents	59	51	49	54	11%
Receivables	100	125	98	108	11%
Inventory	92	103	119	132	11%
Payables	22	25	23	50	119%
Gross Working Capital	153	178	165	162	(2%)
Total Debt	70	90	120	198	66%
Total Equity	258	282	257	274	6%

Cash Flow

Maintenance Capex	n/a	n/a	n/a	(30)	0%
Growth Capex	n/a	n/a	n/a	(75)	0%
Total Capex	(19)	(36)	(44)	(105)	139%
(Acquisitions)/Divestments	(17)	(7)	(15)	0	(100%)
Equity Raising/(Repurchase)	5	1	1	0	(100%)
Dividends Paid	(25)	(25)	(27)	(30)	11%

Komax Holding AG

Create reports for Komax Holding AG

Reports will include the following:

- Overview: Company financial statements and metric calculations
- Insights: Insights and conversation ideas for the Company
- Reports: Generate high-quality reports
- Add Future Period: Add and save a forecast period to the Company

Benchmarking | Funding & Capital Structure | Working Capital & Supply Chain | Markets | Acquisitions & Divestments

- FX to Revenue Exporters: Illustrate the risk and impact of change in FX rates
- FX to Costs Importers: Illustrate the risk and impact of change in FX rates
- Commodity Producers: Illustrate the risk and impact of change in commodity prices
- Commodity Consumers: Illustrate the risk and impact of change in commodity prices
- Interest Rates: Illustrate the risk and impact of change in interest rates

Komax Holding AG

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Benchmarking | Funding & Capital Structure | Working Capital & Supply Chain | Markets | Acquisitions & Divestments

- Working Capital Efficiency: Illustrate the impact of working capital efficiency
- Receivables Finance Company Impact: Illustrate the impact of RF
- Supplier Terms & PF Company Impact: Illustrate the impact of PF
- Supplier Terms & PF Supplier Impact: Illustrate the impact of PF to a supplier
- Transaction Banking Solutions: Illustrate the impact of TB solutions

Selected Supplier : None

Peers:

- ju. Winkler, Beratungs GmbH & Co. AG
- Kardex AG
- Komax Holding AG
- NSK Deutschland GmbH
- WashTec AG



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