

# kontron

The Power of IoT



## Investor Presentation

June 2024



# Who we are

Leader of Smart Industrial IoT Solutions

7,800 Employees\*      1.9bn Revenue (EUR)\*      190m Invested R&D (EUR)\*

190m EBITDA(EUR)\*      100m Net Result (EUR)\*      >10% Organic growth\*

Member of SDAX®  
Member of TecDAX®

HQ in Austria; listed in Germany

\*Management estimates for 2024 and organic growth mid-term guidance.

## Focused on large and growing B2B-IoT market

Number of connected IoT devices grows globally by 30%

## Fully integrated technology platform

Integrated (SW+HW) solutions

## Driven by customers success, blue-chip customers

>4,500 customers in total

## Leading provider of disruptive IoT technologies

Real time 5G/6G connectivity, susietec® toolset, KontronOS, Kontron Grid

# At the heart of many disruptive industries



High-speed trains



Autonomous Driving



In-flight communication systems



Smart Factory



Smart Solar & GreenTec

# The IoT Market

## Key Metrics

64 billion

connected IoT devices by 2025 worldwide (from 29 billion in 2022)

\$ 254 billion

Industrial IoT revenues in FY23; expected 13% CAGR (2024-2028)

31% growth

machines connected to the Internet by 2025

21% adoption

of 5G across mobile internet connections by 2025



## Focus Industries

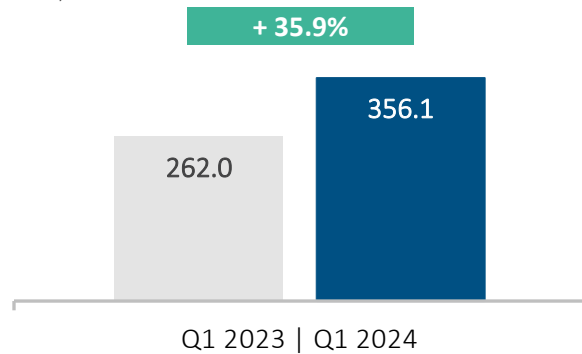


High entry barriers: single source customization – real time software – expensive customer products with low volume

# KPIs Q1 2024

## Revenue

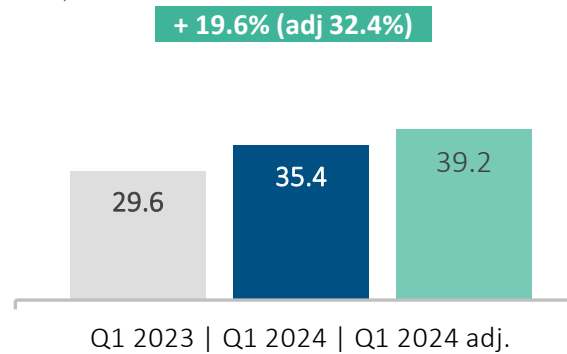
(in EUR m)



Adjustment of Q1 23 revenues due to changed assessment of principal/agent status

## EBITDA

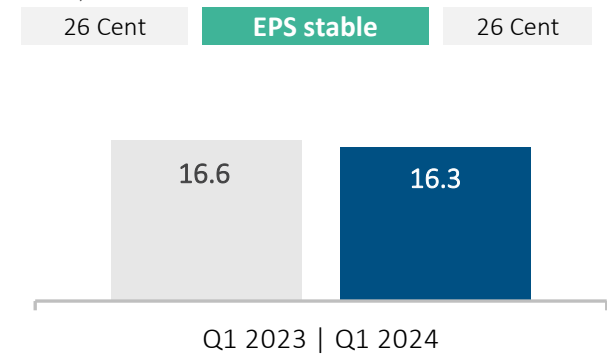
(in EUR m)



\* Q1 2024 burdened by EUR 3.8m M&A and one time effects

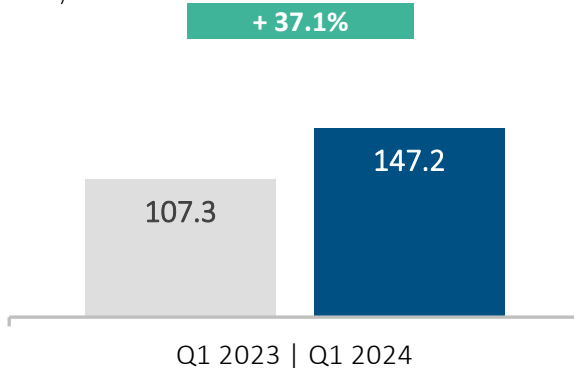
## Net Result after NCI\*

(in EUR m)



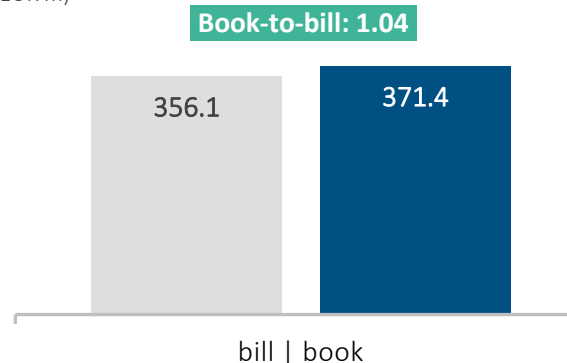
## Gross Margin

(in EUR m)



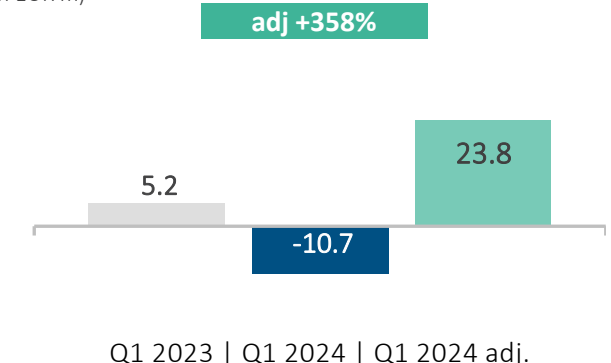
## Order Entry vs. Revenues

(in EUR m)



## Operating Cash Flow

(in EUR m)

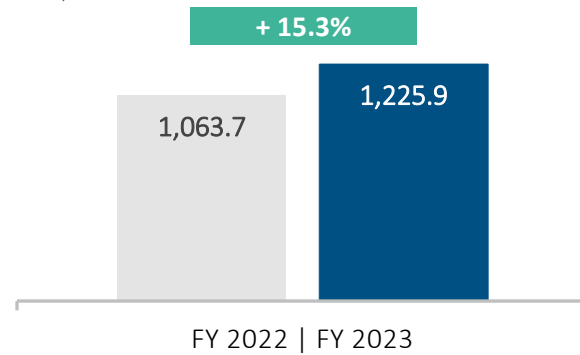


\* adjusted for the reduced factoring and a deferral effect for 2023

# KPIs FY 2023

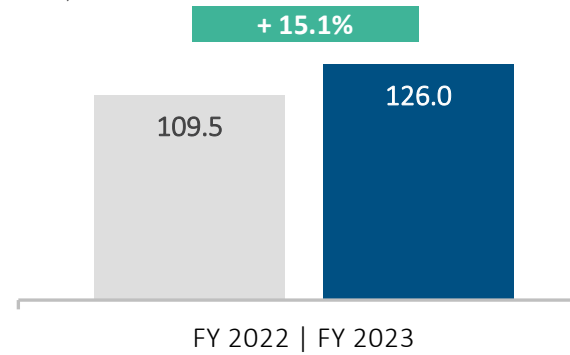
## Revenue

(in EUR m)



## EBITDA

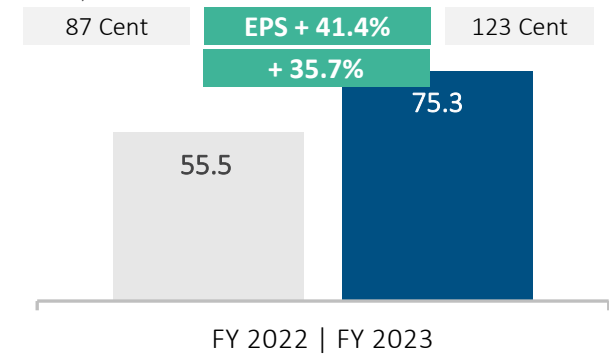
(in EUR m)



\* 2022 adj for DCO/sold IT, reported EBITDA EUR 70.0 Mio.

## Operating Net Income after NCI\*

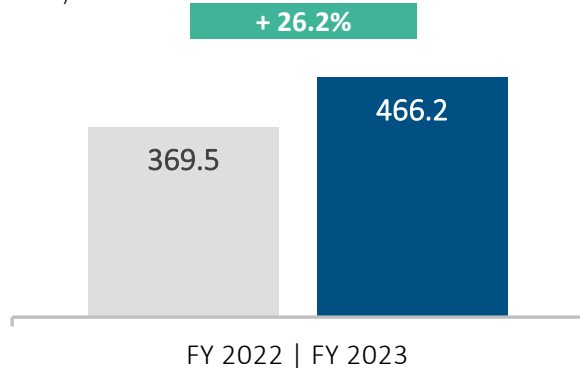
(in EUR m)



\* 2022 adj for DCO/sold IT, reported Net Income EUR -12.3 Mio.

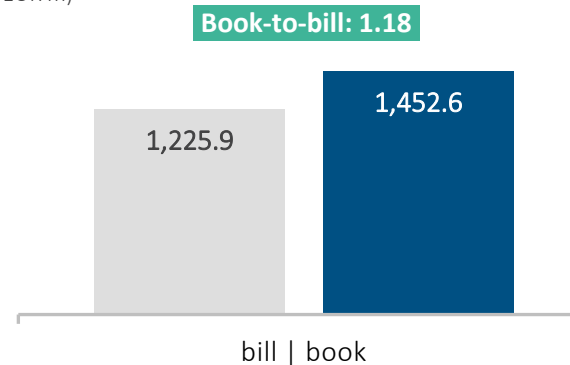
## Gross Margin

(in EUR m)



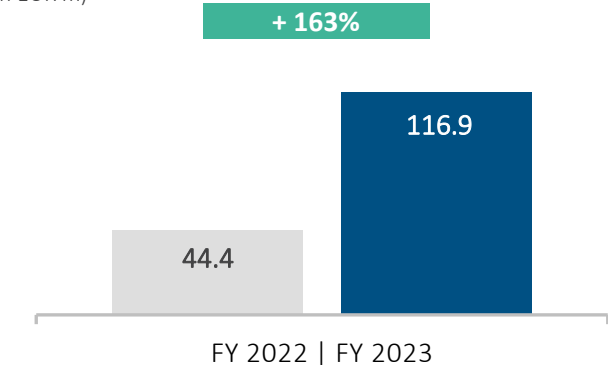
## Order Entry vs. Revenues

(in EUR m)



## Operating Cash Flow

(in EUR m)




# Kontron Group Balance Sheet

Equity and liquidity very strong

in m EUR	3/31/2024	12/31/2023
<b>NON-CURRENT ASSETS</b>	<b>716.2</b>	<b>492.5</b>
Tangible assets	224.5	110.4
Intangible assets	146.0	102.4
Goodwill	273.7	216.6
Other assets	72.0	63.0
<b>CURRENT ASSETS</b>	<b>1,168.1</b>	<b>878.2</b>
Inventories	443.8	229.1
Trade receivables	239.0	213.6
Contract assets from customers	53.3	38.1
Cash and cash equivalents	356.2	332.2
Other receivables and prepayments	75.8	65.2
Assets classified as held for sales	0.0	0.0
<b>Total assets</b>	<b>1,884.4</b>	<b>1,370.7</b>

in m EUR	3/31/2024	12/31/2023
<b>EQUITY</b>	<b>670.2</b>	<b>604.0</b>
Accumulated results	479.1	462.8
as of treasury shares	-44.7	-43.0
<b>NON-CURRENT LIABILITIES</b>	<b>388.4</b>	<b>136.1</b>
Long-term loans and borrowings	233.5	60.1
Other liabilities and provisions	154.9	76.0
<b>CURRENT LIABILITIES</b>	<b>825.8</b>	<b>630.6</b>
Trade payables	325.0	273.1
Contract liabilities from customers	77.5	69.6
Short-term loans and borrowings	204.0	150.9
Other liabilities and provisions	219.2	137.0
Liabilities classified as held for sale	0.0	0.0
<b>Total liabilities &amp; equity</b>	<b>1,884.4</b>	<b>1,370.7</b>

<b>Equity ratio</b>	<b>35.6%</b>	<b>44.1%</b>
<b>Total net cash/(net debt)*</b>	<b>-81.4</b>	<b>121.2</b>
<b>Working capital**</b>	<b>357.8</b>	<b>169.6</b>

 Still EUR 356m cash after paying Katek price


\* Definition Net Cash: Cash and cash equivalents less non-current and current financing liabilities (excl. liabilities from leasing according to IFRS 16)

\*\* Definition Working Capital: Inventories plus trade receivables less trade payables (excl. IFRS 15 contract assets and liabilities)

# Additional disclosures

## Q1 2024

Katek share in Q1 results In EUR m	Kontron Q1/24	Katek share Q1/24 (March)
Reported revenues	356.1	54.1
Gross margin (in %)	41.3%	35.8%
EBITDA (adjusted)	39.2	5.3
Net result	16.3	0.6
Inventory	443.8	211.0
Cash	356.2	28.6
Financing debt	-437.6	-105.2
Order backlog	1,842	140
Design wins	5,347	1,346

 **2024 we expect EUR 13m net profit from Katek**

Organic growth Q1 - 2024	Q1-2024	Q1-2023
Reported revenues	356.1	262.0
Acquisitions in Q1-2024	-88.1	
Divestments of Q1-2023		-18.7
Organic growth = 10.2%	268.0	243.3

in EUR m	Result	EBITDA - extraordinary Effects
EBITDA (reported)	35.4	
Adjustment	3.8	M&A and one-time effects
EBITDA (adjusted)	39.2	

in EUR m	Result	Cash flow - extraordinary Effects
Op Cashflow(reported)	-10.7	
Adjustment	18.9	Year-end turn effect 2023 (see EC 2023)
Reduction Factoring	15.6	
Op. Cashflow (adjusted)	23.8	



# Strong cash generation

## Liquidity further expanded

### Status liquidity

- › EUR 356m cash and cash equivalents
- › EUR 19m ST receivables from Vinci (in Q2)
- › EUR 130m available lines
- › EUR 90m additional lines amidst Katek integration

➤ **Liquidity amounts to EUR 600m but only to be used cautiously in strengthening of business**

### Shareholder participation

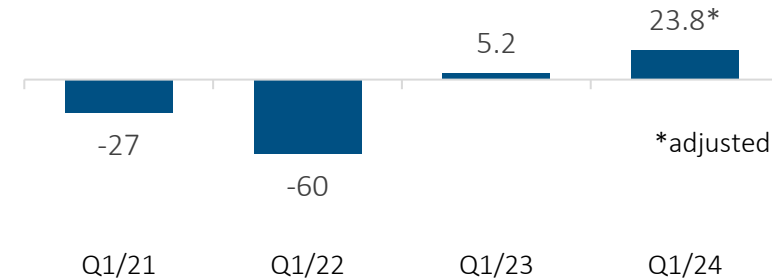
- › Rule: Spend 50% of net earnings in Dividend or SBB
- › EUR 31m: Dividend paid out in 2024

➤ **2024 dividend of 50 EUR Cent/share in May (+43% vs 2022)**

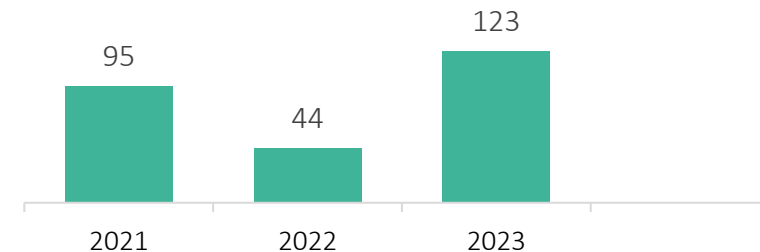
2023: special dividend of EUR 1/share due to the sale of the IT service business; 2022: EUR 0.35, 2021: EUR 0.30

### Cash generation per quarter Q1 (operating Cash Flow)

(In EUR m)



### Cash generation per year (operating Cash Flow)



# Kontron: Major KPIs

## Strong operational development

in EUR m	Q1 2024	Q1 2023	Comment
Revenues	356.1	262.0	+35.9%; Katek contributed EUR 54m
Gross Margin (in %)	41.3%	41.0%	Strong gross margin result of the strategic realignment towards IoT
EBITDA	35.4	29.6	Q1 2004 includes 3.8m M&A costs and one-off effects
Net profit	16.2	16.6	Q1 2024 Includes M&A costs and one-off effects
Equity ratio	35.6%	44.1% (YE23)	Back to 40% in 2025
Working Capital	357.8	169.6 (YE23)	Increase in inventories from Katek
Operating CF (adj.)	23.8	5.2	Adjusted for factoring and year-end turn effect 2023
FTE	7,838	4,838 (YE23)	Majority are engineers
Net cash(+)/debt(-)	-81.4	121.2 (YE23)	Target: back to net cash in 2025

# Design win volume increases to EUR 5.4 billion

## Backlog rose to EUR 1.8 billion

### Major order for smart wallboxes

21.05.2024 | Austria

Kontron AG, a global leader in IoT technology, has been greenlit to supply smart charging stations for electric

### Kontron signs a contract over EUR 30m for optical network solutions

05.12.2023 | Austria

Kontron, a pioneering force in IoT technology, announces the signing of a contract exceeding EUR 30m for fiber optic solutions. The new client is a significant player in the telecommunications sector in Germany. Kontron's Slovenian subsidiary for broadband solutions will support the Telco operator with cutting-edge server systems and software for the operation and optimization of the opti-

### Strong growth in the aviation market: Kontron announces design wins amounting to volume of EUR 100m

10.10.2023 | Austria

Kontron announces the securing of two design wins with a combined volume of approximately EUR 100m. The new contracts are for Kontron providing IFEC systems to be installed on aircraft operated by multiple airlines, including one that utilizes our advanced technology.

### Kontron wins a EUR 34 Mio contract for a GSM-R system in the Czech Republic

13.03.2024 | Austria

Kontron Transportation, a company of Kontron group won the public procurement for the construction of a GSM-R (Global System for Mobile Communication-Railways) system in the Czech Republic.

### Kontron: Another design win of over EUR 50 million from a heavy machinery manufacturer – Design win volume increases to EUR 3.7 billion

23.11.2023 | Austria

• Development contract for autonomous driving and operational

### Contract win - Kontron signs contracts with Romanian

13.09.2023 | Austria

Kontron and Thales GTS România S.R.L. signed a contract in the lower double-digit million range on implementing a new system in Romania.

A milestone in the further development of railway communication has been set. With this project the rail communication system will be set.

The safety of the commercial traffic will increase. The contract in the mid double-digit million range covers the "Lugoj – Timisiora East" and "Cluj Napoca–Oradea–Episcopia Bihor".

### Fibre-to-the-home for households in Austria

29.06.2023 | Austria

Contract in the mid double-digit million range for Speed Connect Austria signed

Kontron group contributes to the access to home networks by implementing the active Speed Connect Austria's fibre-to-the-home

The contract in the mid double-digit million range covers the "Lugoj – Timisiora East" and "Cluj Napoca–Oradea–Episcopia Bihor".

### Contract wins: Kontron signs 3 major railway contracts worth exceeding EUR 100m

07.02.2024 | Austria

Vienna, February 07, 2024 – Kontron announces contract wins in Ireland, Austria, and Slovenia worth exceeding EUR 100m. With these milestone contracts, Kontron Transportation underlines its

### Kontron announces two design wins in the field of energy management amounting to a total of EUR 25 million

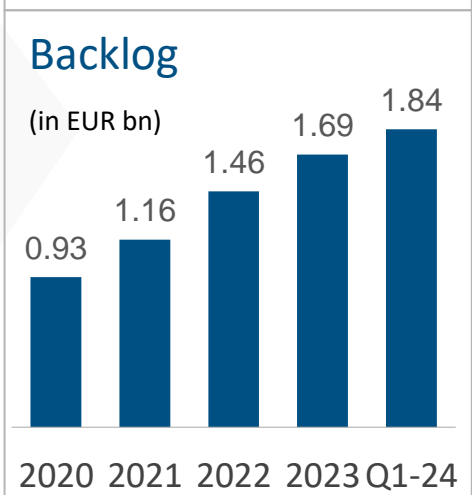
23.10.2023 | Austria

Kontron is pleased to announce two design wins with combined lifetime revenues of approximately EUR 25 million, Kontron will support its customers with solutions in the field of energy

### Kontron AG: New year begins with major new orders and new brand identity

10.01.2023 | Austria

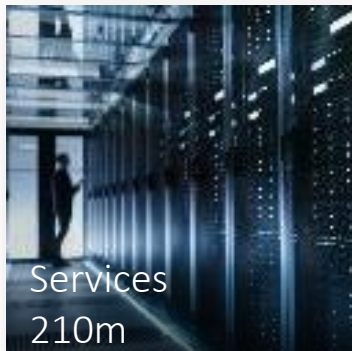
Linz, 10.01.2023: Technology group Kontron (www.kontron.com, ISIN AT0000A0E9W5, WKN AOX9EJ, KTN) has seen a successful end to the business year. In addition to signing major new strategic contracts, Kontron completed the sale of the majority of its IT services business to VINCI Energies S.A., which is a global information and communications technology group through its Axians brand. With this sale,



# Kontron 2024 structure

10 divisions in 3 segments

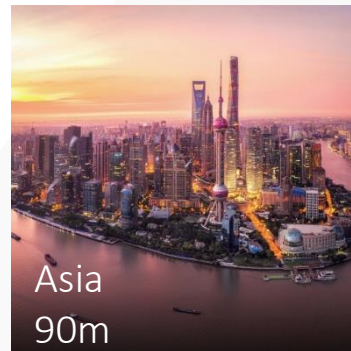
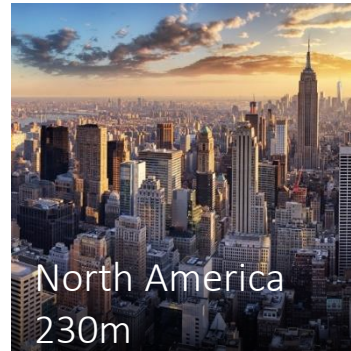
## Europe



Rev FC 24\*      EBITDA\*\*    10%  
GM                    35%

**€ 1,350m**

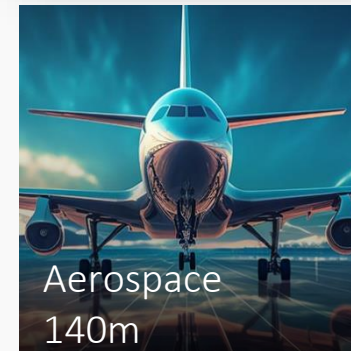
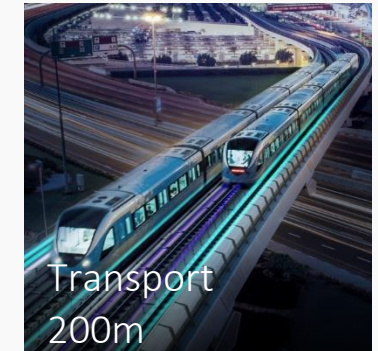
## Global



Rev FC24\*      EBITDA\*\*    8%  
GM                    30%

**€ 320m**

## Software + Solutions



Rev FC24\*      EBITDA\*\*    15%  
GM                    50%

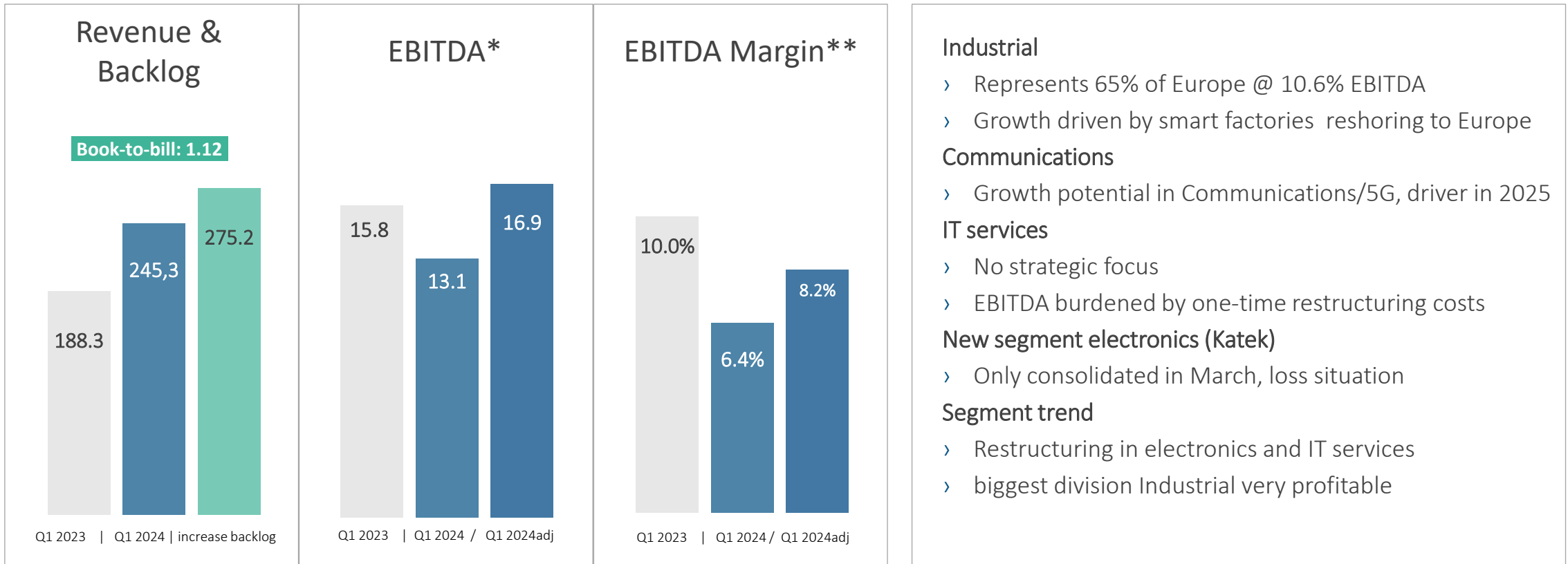
**€ 750m**

\* incl. EUR 1,900m external and EUR 520m IC revenues

\*\* Margin on external revenues

before HQ fee in % of external revenue

# Europe: Strong growth in industrial IoT technology



## Industrial

- › Represents 65% of Europe @ 10.6% EBITDA
- › Growth driven by smart factories reshoring to Europe

## Communications

- › Growth potential in Communications/5G, driver in 2025

## IT services

- › No strategic focus
- › EBITDA burdened by one-time restructuring costs

## New segment electronics (Katek)

- › Only consolidated in March, loss situation

## Segment trend

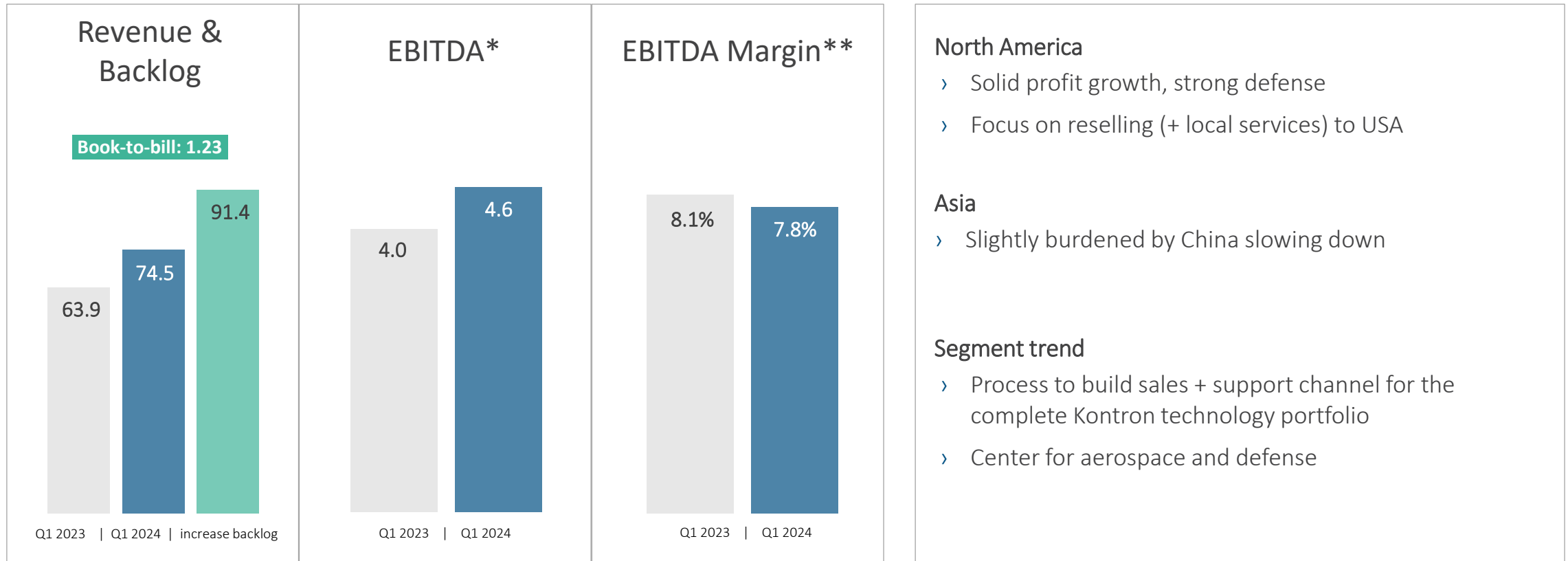
- › Restructuring in electronics and IT services
- › biggest division Industrial very profitable

## Cash cow for Kontron Group

\* EBITDA before Intercompany HQ fees (part of Europe Segment)  
 \*\* EBITDA before HQ fee in % of external revenue

# Global: Back to normal profitability

Sales channel to sell European technology & customizing

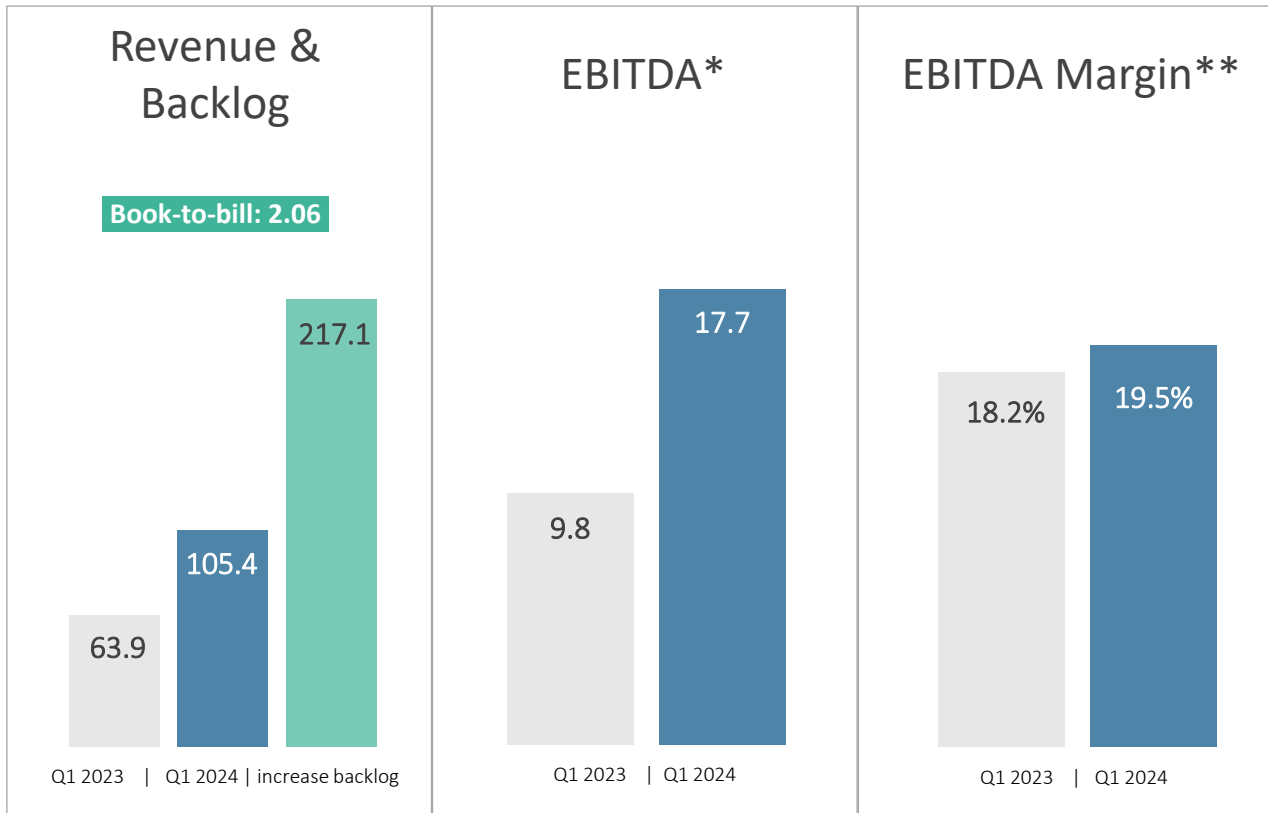


➤ America performs well in solutions segment in defense

\* EBITDA before Intercompany HQ fees (part of Europe Segment)  
\*\* EBITDA before HQ fee in % of external revenue

# Software + Solutions: Fast growing

Strongest growing segment with strongest margin



## Software (susietec®)

- › Launch KontronOS and KontronGrid
- › Become Windows standard for machines

## Transportation (high-speed trains)

- › political support, Q1 150m wins: CZ, SLO, AT, IRL
- › Market leader for GSM-R, EUR 130m design wins

## Defense and aerospace

- › Strong growth in defense communications and high performance VPX systems

## New segment GreenTec

- › Only consolidated in March
- › Extreme growth potential due to strong political support

## Segment trend

- › Highest amount of recurring revenues and SLAs

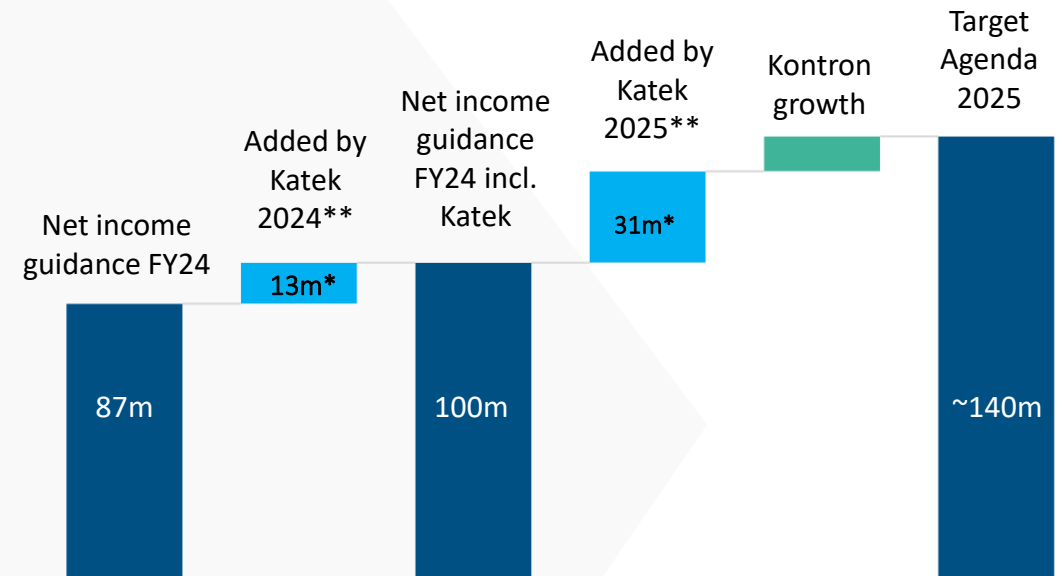
➤ most profitable and strongest growth segment, generated 50% of Group EBITDA in Q1 2024

# Katek integration

## Margin step forward

Jan 18	Signing: 60% in Katek for EUR 129m	✓
March	Closing & consolidation	✓
March	EUR 125m acquisition loan	✓
April 15	EUR 15/share tender offer launched	✓
mid May	Tender offer completed & delisting	✓
Q2 2024	Integration completed	
2025/26	Potentially Squeeze out	

## Road to Net Income improvement Kontron



\* Minorities remaining \*\* Based on Kontron technology

→ Katek is a game changer for increasing profit and revenues

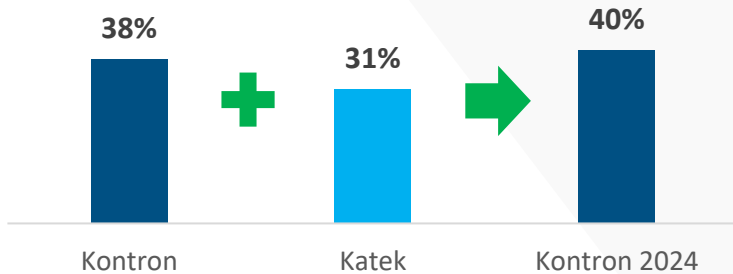


# Why is Katek a good acquisition ?

Transforming Green Technologies with IoT software



## Product Synergies (Gross Margin)

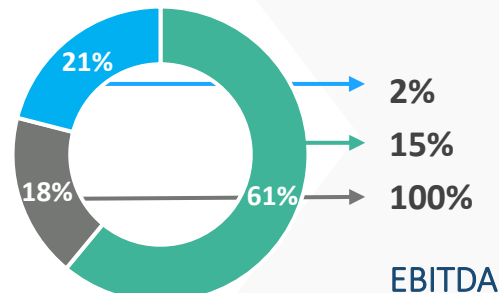
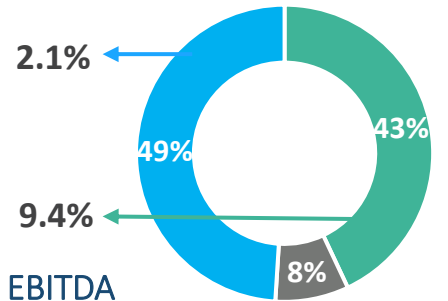


## Huge product synergies (we expect +5% GM = EUR 32m)

- › Katek’s solar and EV charger products are highly profitable
- › Adding intelligence and IoT connectivity will increase customer benefits and EBITDA margin significantly
- › Kontron will utilize 40% of Kateks manufacturing capacity and increase further – “made in Europe” politically supported

## Katek 2023 Revenues

## Katek 2024 Revenues



## Cost synergies (EUR 12m)

- › Benefitting from favorable financing terms of Kontron
- › Only one stock exchange listing
- › Administrative cost savings

➤ GreenTec Division will achieve 15% EBITDA in 2024 for Kontron’s Software + Solutions segment

# Strong brainpower for disruptive applications

3,000 engineers = highest engineering power in the industry

## Software for all IoT end devices

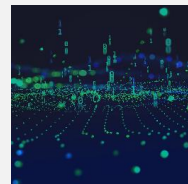
- High margins and long-term service contracts

### Basic IoT software (“Windows for machines”)

- ✓ KontronOS (highest security standard, remote maintenance/control)
- ✓ Kontron Grid connects up to 1mn devices to smart grids
- ✓ Many new products for killer applications
- ✓ Division S+S started 4 years ago, currently achieves >50% GM (at very fast growth)
- **Target: install on all Kontron and other IoT devices**

### Artificial Intelligence

- ✓ HAILO chips for customized scalable applications
- ✓ Video surveillance, defect detection, robotics
- **Target: get IoT applications smarter and simpler to operate**



## Smart solutions for vertical markets

- High margins and long-term service contracts

### Mission-critical control systems for high-speed trains

- ✓ European Train Control System Level 3
- ✓ New standard FRMCS will accelerate migration and requires 5G



### GreenTec with IoT software

- ✓ Solar systems connected to the IoT grid (smart home)
- ✓ Smart e-mobility chargers connected to the grid



### Aerospace and defense

- ✓ Mission critical
- ✓ VPX - highest performance for defense
- ✓ SGOS installed in 4,000 planes



# Revenues potential for disruptive applications

Extremely strong growth in upcoming years

## Software for all IoT end devices

- High margins and long-term service contracts

### Basic IoT software

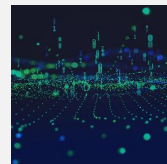


EUR 80m



6x in 5 years

### Artificial Intelligence



EUR 30m



20x in 5 years

## Smart solutions for vertical markets

- High margins and long-term service contracts

### Mission-critical control systems for high-speed trains

EUR 200m



3x in 5 years



### GreenTec with IoT software

EUR 330m



6x in 5 years



### Aerospace and defense

EUR 140m

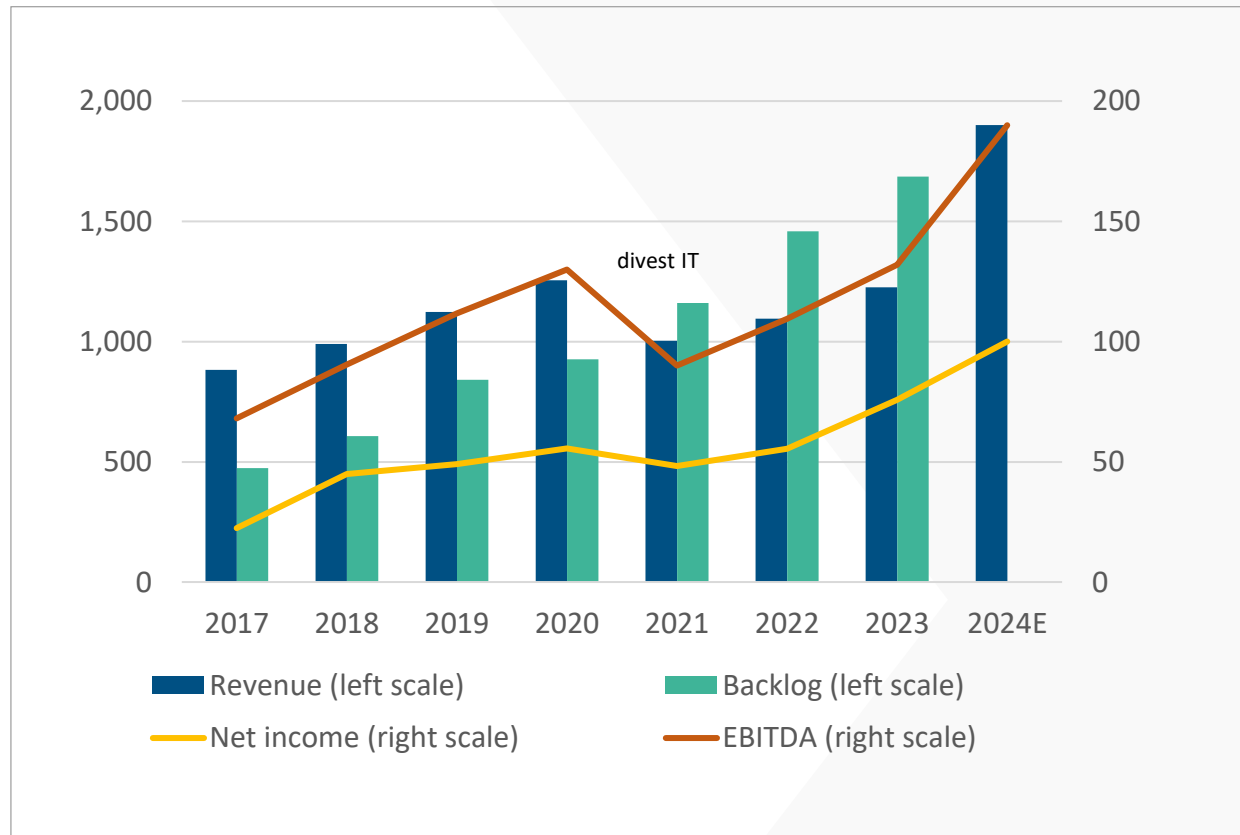


2x in 3 years



# History and 2024 forecast

Continuous strong growth of revenues and net income

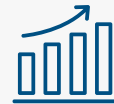


(in EUR million)	Guidance 2024	Y-o-y growth
Revenue	1,900	55%
EBITDA	190	51%
Net Income	100	33%

➤ **Agenda 2025 (released 2022) targeted EUR 2bn revenues and EUR 140m net income -> appears realistic**

# Why invest in Kontron?

## Profitable long-term growth



- › Present in several high growth markets – disruptive technologies
- › Margin improvement of GreenTec products by IoT software
- › Utilise European technology and security worldwide
- › Highly diversified, global and long-term customer base in a niche market with high entry barriers

## Engineering excellence



- › Unmatched R&D power of 3,000 engineers and annual spending of EUR 190m
- › Cost-efficient in-house engineering resources in CEE (average salary: 51k p.a.) as an attractive Western employer

## Strong financial position



- › Cash conversion rate target of 75%
- › Solid tax shield in Austria
- › Low debt profile in high-interest environment
- › <0.75x Net debt/EBITDA expected, will improve in view of planned inventory reduction

## Attractive shareholder return



- › Strong cash-generating business
- › 50% of net income distributed to shareholders
- › Dividend in 2024 of EUR 0.50 per share
- › Upside potential: PE ratio of 13.7 (2024E)\*

# **kontron**

The Power of IoT

**Q&A**

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This document includes 'forward-looking statements'. Forward-looking statements are all statements, which do not describe facts of the past, but containing the words "believe", "estimate", "expect", "anticipate", "assume", "plan", "intend", "could", and words of similar meaning. These forward-looking statements are subject to inherent risks and uncertainties since they relate to future events and are based on current assumptions and estimates of Kontron AG, which might not occur at all or occur not as assumed. They therefore do not constitute a guarantee for the occurrence of future results or performances of Kontron AG. The actual financial position and the actual results of Kontron AG, as well as the overall economic development and the regulatory environment may differ materially from the expectations, which are assumed explicitly or implicitly in the forward-looking statements and do not comply to them. Analysts and investors, and any other person or entity that may need to take decisions or prepare or release opinions about the shares / securities issued by Kontron AG are cautioned not to place undue reliance on those forward-looking statements, which speak only as of the date of this document. Past performance cannot be relied upon as a guide to future performance.

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**kontron**  
The Power of IoT

**APPENDIX**

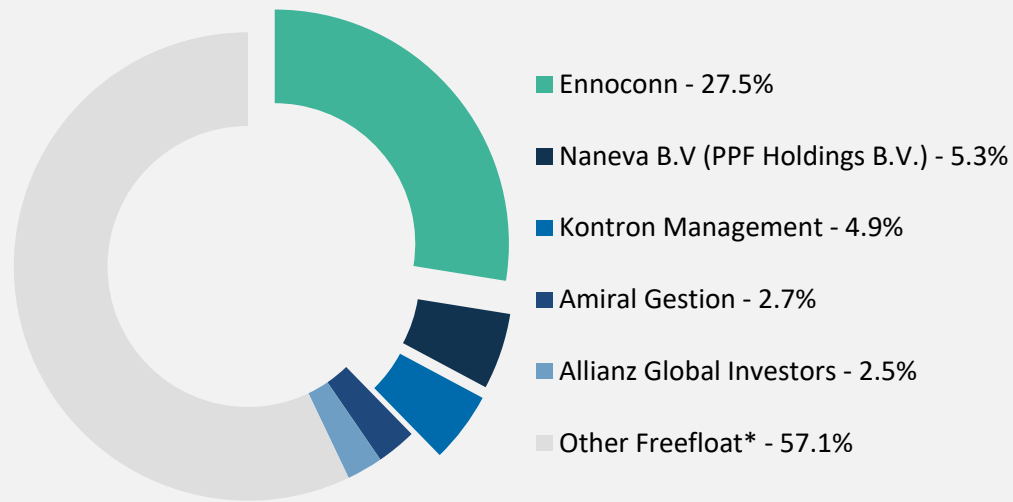
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# The Kontron Share

SDAX® & TecDAX® member

## Shareholder Structure



**Target: Increase strategic shareholder base**

## Coverage\*\*

Erste Group	Buy: EUR 26.50
Hauck & Aufhäuser	Buy: EUR 36.50
Jefferies	Buy: EUR 29.00
Kepler Cheuvreux	Buy: EUR 25.00
mwb research (prev. Alster)	Buy: EUR 34.00
Pareto Securities	Buy: EUR 29.00
Stifel	Buy: EUR 27.00
Warburg Research	Buy: EUR 26.00

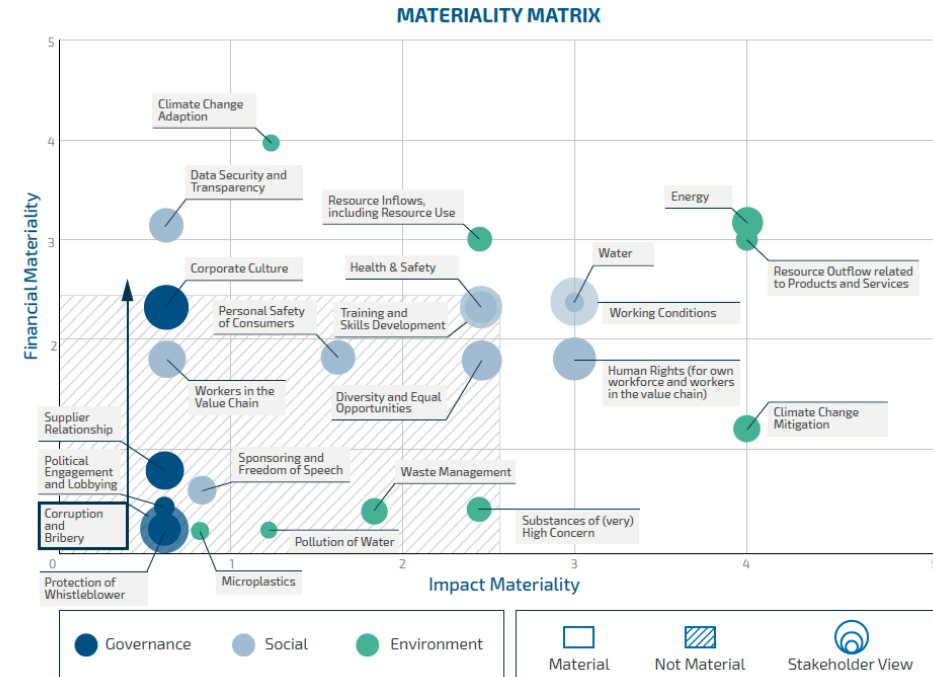
**Average Target Share Price** **EUR 29.30**

**1 additional analyst will take on coverage of Kontron**

# Update on ESG: Achievements

## Recognition of Kontron's ESG efforts

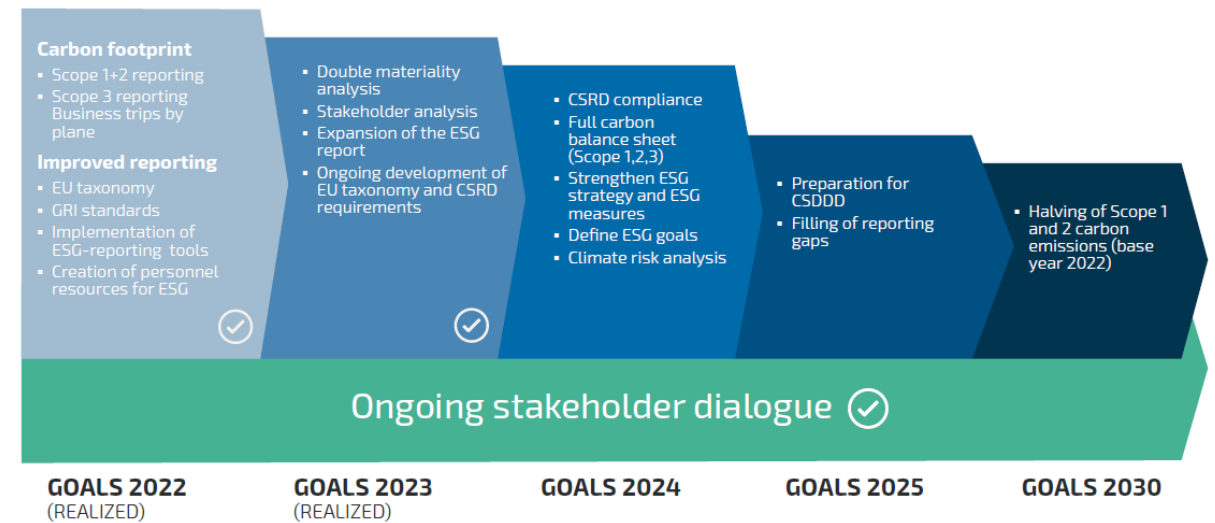
- › MSCI: BBB (stable since 2021)
- › EcoVadis: 50 - rated above industry average
- › Sustainalytics: 20.2 (low risk starts at 20)
- › Moody's: 38 – improvement by 4 points since 2022
- › ISS ESG: stable



- › Double Materiality Analysis (CSRD requirement) was completed – 10 material topics identified
- › Education  
Kontron Sustainable Leadership Academy 2024 (focus on female employees)  
Data Security Training Focus
- › Employee Survey – conducted among approx. 4,700 employees

# Update on ESG: Outlook & Targets

- › Corporate Carbon Footprint (Full disclosure on Scope I, II, III)
- › Climate Risk Analysis
- › EU Taxonomy alignment
- › CSRD compliance – Sustainability Statement 2024 (ESRS) based on Double Materiality Analysis
- › Connecting sustainable Energy and ESG for higher performance
- › GreenTec – Upgrading GreenTec with IoT
- › CSDDD preparation



# Competitive landscape

FY 2023 results

## Leap forward in 2024

Selected competitors in Industrial IoT	Revenue (in USD m)	Region
Curtiss Wright*	2,845	North America
<b>Kontron</b>	<b>2,100</b>	<b>Europe</b>
Advantech	2,000	Europe
Beckhoff**	1,600	Europe
ABB B&R	1,100	Europe
Mercury*	1,000	North America
Adlink	370	Asia
Seco	230	Europe
Eurotech	100	Europe
% as of total market (USD 254bn)	4%	

\* Also not Industrial IoT revenues

\*\* FY22 revenues

## Our distinctive competitive advantages

- › Unmatched R&D scale: EUR 190m annual investments
- › Cost efficient solutions: EUR 51k p.a. average salary
- › Differentiated technology platform for high-value low-volume use cases
- › Tech Alliance with Foxconn, Ennoconn, Sharp, ARM