

kontron

Explore the Kontron Group

We are a fast-moving multinational technology leader.



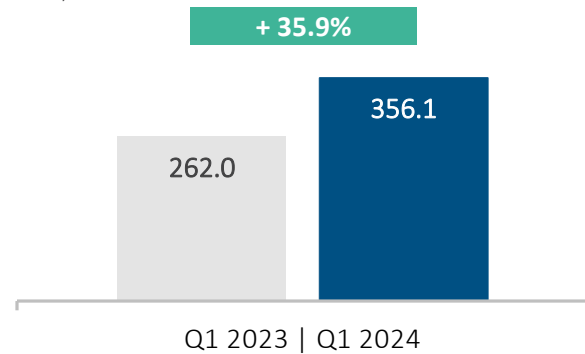
Q1 2024 Results



KPIs Q1 2024

Revenue

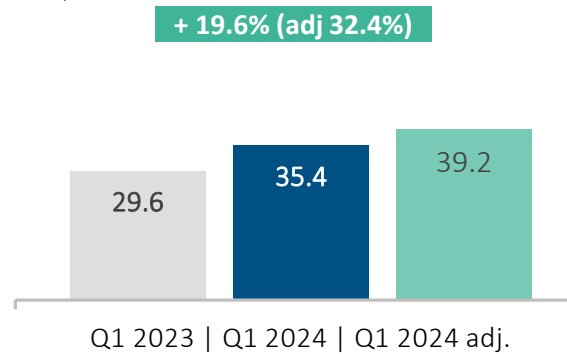
(in EUR m)



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

EBITDA

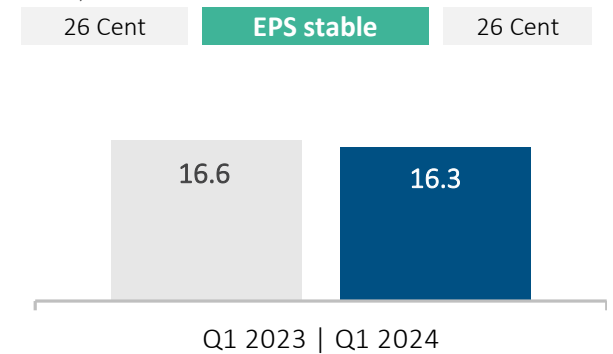
(in EUR m)



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

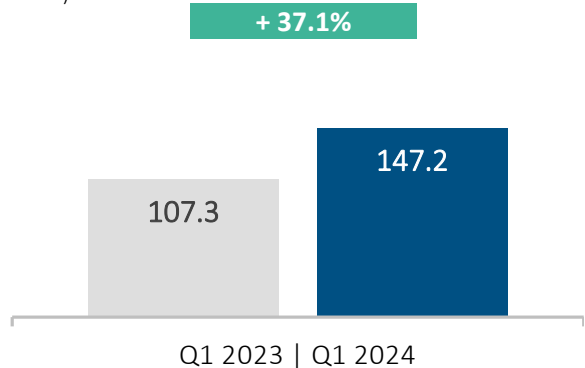
Net Result after NCI*

(in EUR m)



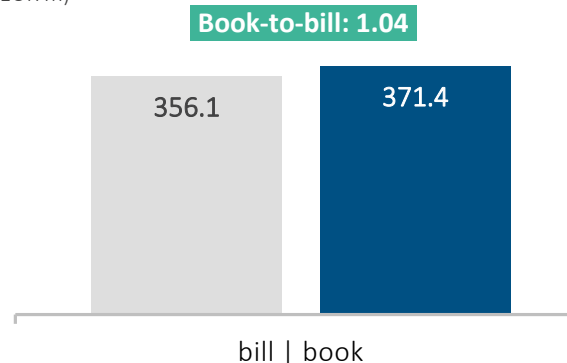
Gross Margin

(in EUR m)



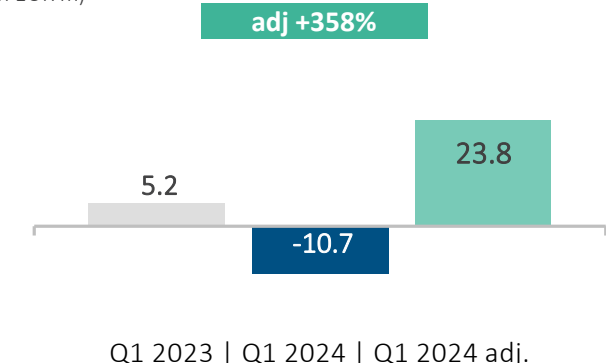
Order Entry vs. Revenues

(in EUR m)



Operating Cash Flow

(in EUR m)



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

Kontron Group Balance Sheet

Equity and liquidity very strong

in m EUR	3/31/2024	12/31/2023
NON-CURRENT ASSETS	716.2	492.5
Tangible assets	224.5	110.4
Intangible assets	146.0	102.4
Goodwill	273.7	216.6
Other assets	72.0	63.0
CURRENT ASSETS	1,168.1	878.2
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
Total assets	1,884.4	1,370.7

in m EUR	3/31/2024	12/31/2023
EQUITY	670.2	604.0
Accumulated results	479.1	462.8
as of treasury shares	-44.7	-43.0
NON-CURRENT LIABILITIES	388.4	136.1
Long-term loans and borrowings	233.5	60.1
Other liabilities and provisions	154.9	76.0
CURRENT LIABILITIES	825.8	630.6
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
Total liabilities & equity	1,884.4	1,370.7

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

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

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

in EUR m	Result	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

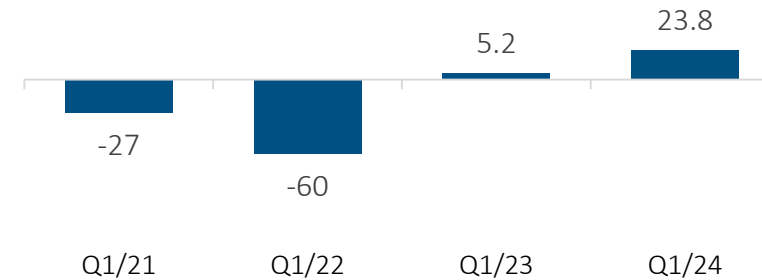
- › Rule: Spend 50% of net earnings in Dividend or SBB
- › EUR 31m: Proposed dividend

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

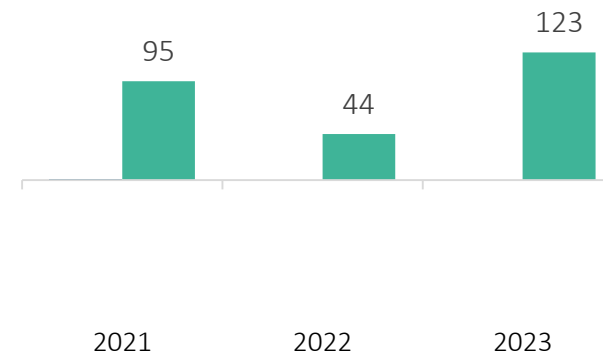
2023: special dividend of EUR 1/share due to the sale of the IT service business; 2022: EUR 0.35, 2021: EUR 0.30

Cash generation per quarter Q1 (operating Cash Flow)

(In EUR m)



Cash generation per year (operating Cash Flow)



Design win volume increases to EUR 5.4 billion



Backlog rose to EUR 1.8 billion

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.

The construction extends the existing GSM-R digital radio network op-

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

Contract win - Kontron signs contracts with romanian railways

13.09.2023 | Austria

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

A milestone in the further development of railways in Romania has been set. With this project the rail communications will be expanded. The safety of the commercial traffic will increase on the rail lines "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 strong capability to deploy mission-critical communication sys-

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

29.06.2023 | Austria

Contract in the mid double-digit million range between Kontron and Speed Connect Austria signed

Kontron group contributes to the access to modern fibre-to-the-home networks by implementing the active network equipment for Speed Connect Austria's fibre-to-the-home solution.

The contract in the mid double-digit million range between Speed

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 construction and maintenance of the net-

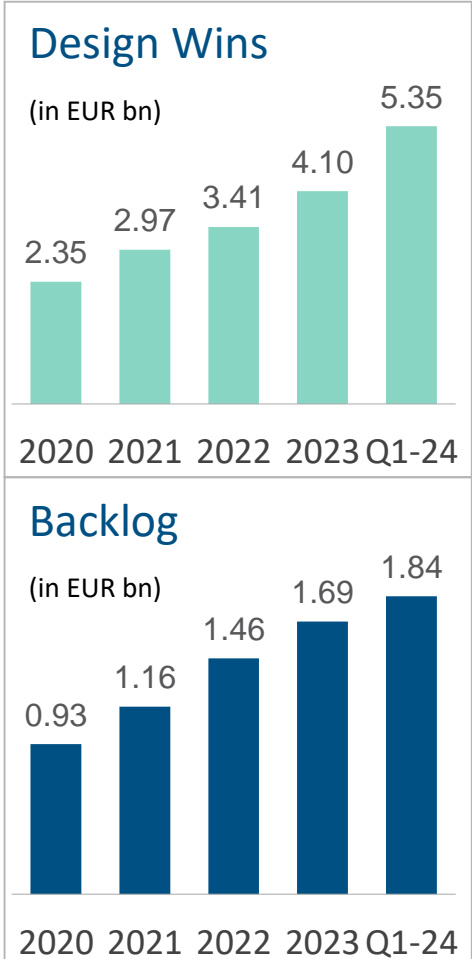
Strong growth in the avionics market: Kontron announces two design wins amounting to a total volume of EUR 100m

10.10.2023 | Austria

Kontron announces the securing of two design wins with a combined volume of approximately EUR 100m. These wins involve Kontron AG: New year begins with major new orders and new brand identity

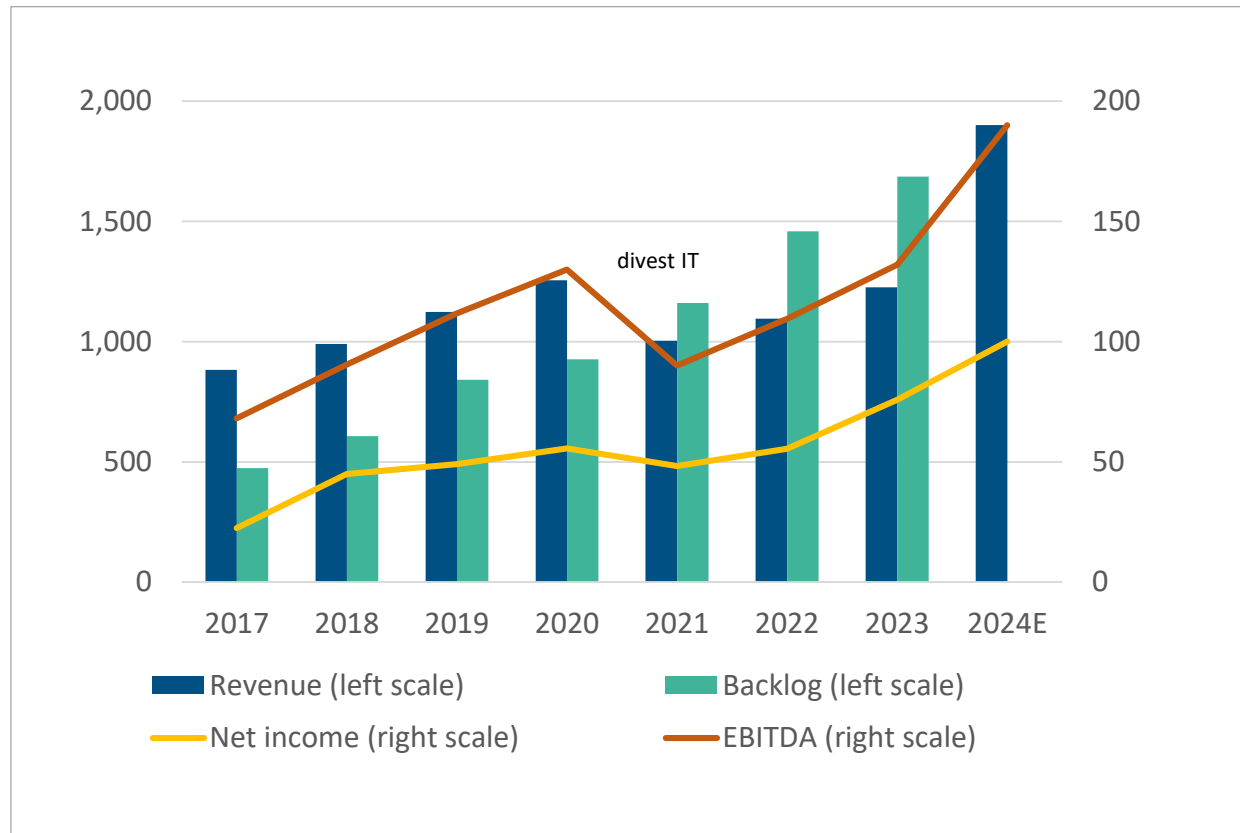
10.01.2023 | Austria

LinZ, 10.01.2023: Technology group Kontron (www.kontron.com, ISIN AT0000A0E9W5, WKN A0X9EJ, 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,



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



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