

KONTRON GROUP

With constant profitable growth, Kontron Group is fast-moving multinational technology leader focused on IoT solutions. Based on longstanding, industry-leading expertise, we are well-placed to help businesses achieve their industrial transformation and digitalization goals.

Financial calendar 2023 : 29.03. Annual report 2022 | 04.05. Q1-statement | 22.05. Annual shareholder meeting | 03.08. Half-year report | 03.11. Q3-statement

OUR INDUSTRIES & SOLUTIONS

Kontron Group is your perfect investment choice for long-term growth of your assets in the IoT solutions business.



susietec | www.susietec.com

Unique IoT Toolset: Tailored and scalable combination of software, hardware & expertise for digital transformation.



Industrial Automation

Empower tomorrow's Industrial production and smart automation.



Medical Technologies

Creating connected healthcare solutions using IoT on Artificial Intelligence.



Public Transport

Building safe, secure, and smart IoT services for digitalization of public transportation.



Energy Supply

Enabling smart grid, smart metering and energy efficient, secure solutions for energy suppliers and industrial customers.



Telecommunications

Digital transformation solutions for telecommunication operators ensuring fast deployments and significant CAPEX reduction.



Aviation

Added intelligence and connectivity for commercial and business aerospace.



Public Institutions

As a trusted partner, Kontron Group supports a large number of governmental customers in their digitalization journey.

BUSINESS SEGMENTS

We are committed to steady and profitable growth by providing **smart digitalization solutions** to a growing demand on a global scale in our three segments. After closing the sale of major parts of the IT services business, segment reporting will be adjusted accordingly in 2023.

Kontron Group

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IoT Solutions Europe

Kontron is one of the leading providers of smart industrial solutions. In our major segment "IoT Solutions Europe" we are developing proprietary technologies and secure and connected solutions for growing markets such as industrial automation, medical and communications technology, smart energy, and public transport.

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IoT Solutions America

Our product range in the „IoT Solutions America“ segment (former „Embedded Systems“) is constantly growing its software share. Its operations focus on smart solutions for the vertical markets of transportation, aviation, and communications.

s&t

IT Services

Our slogan "We love IT" is a promise that S&T keeps to its customers every day: First-class and dedicated IT services that help to create the necessary freedom for innovation.

WHY INVEST IN KONTRON?

- SUCCESSFUL STRATEGY OF SUSTAINED LONG-TERM GROWTH**
 - > Meeting/exceeding annual forecasts since relaunch in 2011
 - > Continuous profitable GM & EBITDA
- TRANSFORMING INTO ONE OF THE LEADING (I)IOT SOFTWARE PLAYERS**
 - > Sustainable business model: portfolio addressing future trends in Digitalization
 - > Increasing Software portfolio: proprietary IoT Toolset susietec®
- STRONG BACKBONE**
 - > Financially strong position: liquidity of EUR 296.5m with free cash flow of EUR 48.3m by end of 2021
 - > High diversification of markets and regions
- TECHNOLOGY LEADERSHIP**
 - > IoT solutions: connectivity, machine learning (AI), 5G IoT WAN Networks, autonomous driving - and many more!
 - > Engineering excellence: more than 3,000 engineers worldwide

THE KONTRON SHARE

Stock Exchange	Frankfurt, Germany (Prime Standard)
Sector	SDAX®
ISIN, WKN	AT0000A0E9W5, A0X9EJ
Ticker	KTN
Shares outstanding	63.630.568
Dividend for FY 2021	EUR 0.35/share

ANALYST RECOMMENDATION

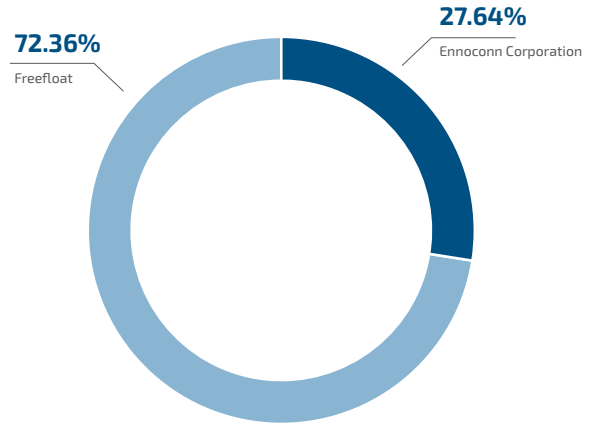
AlsterResearch	BUY: EUR 30.00
Hauck & Aufhäuser	BUY: EUR 27.00
Jefferies	BUY: EUR 24.00
Kepler	BUY: EUR 24.00
Pareto Securities	BUY: EUR 28.00
Stifel	BUY: EUR 25.50
Warburg Research	BUY: EUR 24.00

Status: 04.11.2022

KONTRON COMPANY KEY FIGURES

IN MEUR	2021	2020	2019
Revenues	1,342.0	1,254.8	1,122.9
Gross profit	490.2	455.8	407.5
EBITDA	126.3	130.0	111.7
Amortisation and depreciation	63.6	61.5	49.9
EBIT before PPA amortisation ¹⁾	73.2	81.7	70.1
Result after non-controlling interests	48.3	55.6	49.1
Operating cash flow	95.3	140.8	83.4
Free cash flow ²⁾	48.3	106.9	56.3
Earnings per share ³⁾	75 cent	86 cent	75 cent

SHAREHOLDER STRUCTURE



IN MEUR	31.12.2021	31.12.2020	31.12.2019
Cash and cash equivalents	296.5	281.9	312.3
Net Cash (+) / Net debt (-) ⁴⁾	-14.2	20.3	29.5
Backlog	1,334.9	927.2	841.5
Project-pipeline	3,367.0	2,702.3	2,157.5
Employees	6,206	6,067	4,934

1) EBIT before amortisation from purchase price allocation
 2) Operating cash flow less purchase of non-current non-financial assets
 3) Earnings per share diluted
 4) Cash and cash equivalents less non-current and current financial liabilities

VISION 2030

With a clear growth strategy and overachieving performance we are your optimal investment choice for long-term secure growth!

FY 2021

Revenue: EUR 1,340m
 EBITDA: EUR 126m

Guidance 2022*

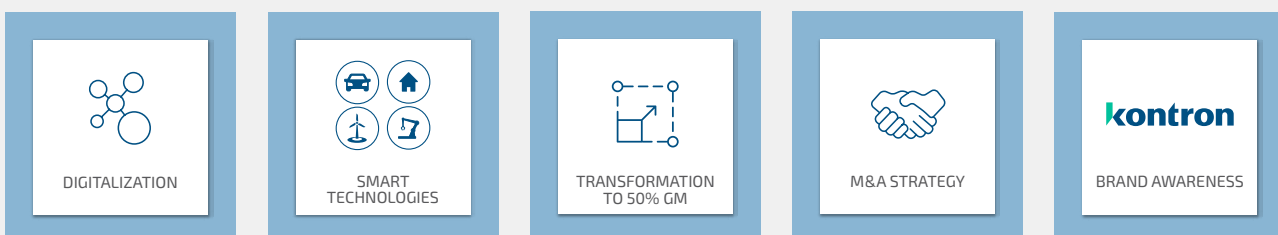
Revenue: EUR 1,100m
 EBITDA: EUR 111m

AGENDA 2025 INCL. PROJECT FOCUS

	2018act	2022fc	2022act*	2025p
Revenues	990m	1,500m	1,110m	2,000m
EBITDA	91m	150m	112m	260m

*after closing of sale of majority of IT services business (expected end of 2022)

Vision 2030



Vision 2030: Based on product mix transformation GM will exceed 50% and EBITDA margin 15%

INVESTOR CONTACT

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