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 & IoT 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.

Smart Automation

Empower tomorrow's Industrial production and smart automation with a focus on smart factories.

Medical Technologies

Creating connected healthcare solutions using IoT on Artificial Intelligence.

Public Transport

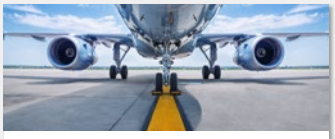
Building safe, secure, and smart IoT services for digitalization of public transportation.

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

kontron

Europe

Industrial | Telecom | Services

Revenue* FC 2023: EUR 810m

Targets
EBITDA** 11% | GM 40% | Growth p.a. 10%

Global

North America | Asia

Revenue* FC 2023: EUR 260m

Targets
EBITDA** 8% | GM 30% | Growth p.a. 12%

Software & Solutions

Software | Transport

Revenue* FC 2023: EUR 230m

Targets
EBITDA** 15% | GM 60% | Growth p.a. 16%

* incl. I/C revenues | ** before HQ-fee distribution

Why invest in Kontron?

Successful strategy of sustained long-term growth

- Meeting/exceeding annual forecasts since relaunch in 2011
- Continues growth of profitability

Transforming into a Leading (I)IoT software player

- Sustainable business model: portfolio addressing future trends in Digitalization
- Increasing Software portfolio: proprietary IoT Toolset susietec®

Strong backbone

- Financially strong position after sale of majority of IT Services business for EUR 392,3m
- High diversification of markets and regions

Technology Leadership

- IoT solutions: connectivity, 5G IoT WAN Networks, autonomous driving - and many more!
- Engineering excellence: more than 3,000 engineers worldwide

The Kontron Share

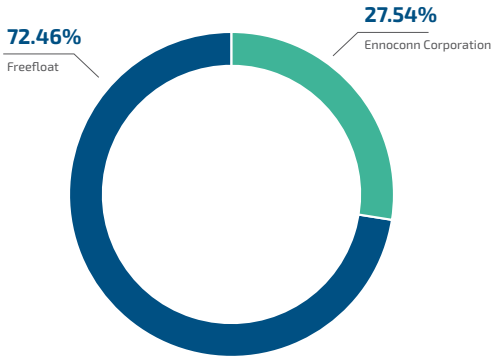
Stock Exchange	Frankfurt, Germany (Prime Standard)
Sector	SDAX® and TecDAX® member
ISIN, WKN	AT0000A0E9W5, A0X9EJ
Ticker	KTN
Shares outstanding	63.860.568
Dividend for FY 2022	EUR 1.00/share

Analyst Recommendation

AlsterResearch	BUY: EUR 31.00
Erste Group	BUY: EUR 24.50
Hauck & Aufhäuser	BUY: EUR 29.50
Jefferies	BUY: EUR 27.00
Kepler	BUY: EUR 24.00
Pareto Securities	BUY: EUR 28.00
Stifel	BUY: EUR 25.50
Warburg Research	BUY: EUR 26.00

Status: 30.05.2023

Shareholder structure



Kontron Company Key Figures

	S&T AG 2021	New Kontron 2023*	Comment
Revenues (EUR M)	1,342	~1,200	Reflects divestment of EUR 387m in IT service and EUR 40m in Russia
Order backlog	1,334 (1160 CO)	1,460 (Dec-22)	IT divestment already replaced by new IoT orders
Design win pipeline	3,367 (Dec-21)	3,407 (Dec-22)	Strong IoT design win pipeline
Gross margin (%)	36%	> 40%	Change in product mix, will increase margins starting 2023
Net profit (EUR M)	48.3 (3.6%)	66 (5,5%)	Will increase in 2023 despite divested IT services
Employees	6,206	4,475	Decline driven by project "Focus" and departure from Russia
Entities (as of operative)	78 (78)	48 (32)	Much less complex structure with no relevant minorities
Exposure CIS region	7% CIS	3%	Not material anymore, further reduction in 2023
Equity ratio	32%	44%	
Cash and cash equivalents (EUR M)	296	438 + 138 (Dec-22)	Important in current interest rate increases

*Management estimates

Guidance and Outlook

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

Guidance 2023/ Outlook Agenda 2025	2023E	2025E
Revenues	EUR 1,200m	EUR 2,000m
EBITDA	~11%	13%
Net Profit	66m	140m

Vision 2030: Transformation to IoTaaS / SLAs to boost Net Earnings close to 10%

- DIGITALIZATION
- SMART TECHNOLOGIES
- TRANSFORMATION TO 50% GM
- M&A STRATEGY
- kontron BRAND AWARENESS

INVESTOR CONTACT
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