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.

Our Industries & IoT Solutions

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

- **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 airspace.

- **Public Transport**
  - Building safe, secure, and smart IoT services for digitalization of public transportation.

- **Medical Technologies**
  - Creating connected healthcare solutions using IoT on Artificial Intelligence.

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

- **Smart Automation**
  - Empower tomorrow’s industrial production and smart automation with a focus on smart factories.

- **susietec**
  - www.susietec.com
  - Unique IoT toolset: Tailored and scalable combination of software, hardware & expertise for digital transformation.

- **Engineering excellence**
  - Unmatched R&D power of 3,200 engineers and annual investment of approx. 14% of revenues
  - Cost efficient in-house engineering resources in CEE (average salary: 45k p.a.) as an attractive Western employer
  - Increasing share of software in portfolio: proprietary IoT toolset susietec®
  - Customized IoT solutions for Industrial, Medical, Defense, 5G Connectivity, Avionics, Transportation, Electricity sectors

- **Attractive shareholder return**
  - Strong cash generating business
  - 50% of net income distributed as a dividend and/or to use for share buybacks
  - Record dividend of EUR 1 per share paid out in 2023

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

Follow [linkedin.com/company/kontronag](https://www.linkedin.com/company/kontronag) for financial updates.
### Analyst Recommendation

<table>
<thead>
<tr>
<th>Analyst</th>
<th>Recommendation</th>
<th>Target Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alster Research</td>
<td>BUY</td>
<td>EUR 32.00</td>
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<tr>
<td>Erste Group</td>
<td>BUY</td>
<td>EUR 25.00</td>
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<td>Hauck &amp; Aufhäuser</td>
<td>BUY</td>
<td>EUR 30.00</td>
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<td>Jefferies</td>
<td>BUY</td>
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<td>Kepler Cheuvreux</td>
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<td>Pareto Securities</td>
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<td>Stifel</td>
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<td>Warburg Research</td>
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</table>

**Median Target Share Price**

EUR 27.50

*Status: 23.08.2023*

### Shareholder structure

- **60.4%** Other Freefloat
- **27.5%** Ennoconn Corporation
- **6.8%** Nanova B.V (PPF Holdings B.V.)
- **5.3%** Kontron Management

### Business Segments

#### Europe

- Industrial
- Telecom
- Services

**Revenue* FC 2023:** EUR 810m

**Targets**

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

* incl. I/C revenues | ** EBITDA before HQ fee in % of external revenues

#### 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%

### Guidance and Outlook

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

<table>
<thead>
<tr>
<th>Guidance 2023/Outlook Agenda 2025</th>
<th>2023E</th>
<th>2025E</th>
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</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>EUR 1,200m</td>
<td>EUR 2,000m*</td>
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<tr>
<td>EBITDA margin</td>
<td>11%</td>
<td>13%</td>
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<tr>
<td>Net Profit</td>
<td>EUR &gt;66m</td>
<td>EUR 140m</td>
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</tbody>
</table>

* incl. M&A

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

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