With constant profitable growth, Kontron Group is a 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.

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

**Our Industries & IoT Solutions**

Kontron Group developing smart, secure, and connected solutions in numerous industries.

- **Energy Supply**
  - Enabling smart grid, smart metering and energy-efficient solutions for energy suppliers and industrial customers.

- **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.

- **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.

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**Why invest in Kontron?**

- **Profitable long-term growth**
  - Excellent position to profit from the megatrends - digitalization, AI and sustainability via IoT products
  - Expand high-margin high-growth software business
  - Utilize European technology worldwide
  - Highly diversified, global and long-term customer base in a niche market with high entry barriers
  - Track record of value-accretive M&A

- **Strong financial position**
  - Cash conversion rate target of 75%
  - Solid tax shield in Austria for the next 2 years
  - Favorable low debt profile in high interest environment
  - High cash position after sale of majority of IT Services business for EUR 392m in December 2023
  - Active partner and minority shareholder Ennoconn

- **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

Follow linkedin.com/company/kontronag for financial updates.
The Kontron Share

**Analyst Recommendation**

<table>
<thead>
<tr>
<th>Analyst</th>
<th>Recommendation</th>
<th>Target Share Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>AlsterResearch</td>
<td>BUY</td>
<td>EUR 32.00</td>
</tr>
<tr>
<td>Erste Group</td>
<td>BUY</td>
<td>EUR 26.50</td>
</tr>
<tr>
<td>Hauck &amp; Aufhäuser</td>
<td>BUY</td>
<td>EUR 30.00</td>
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<tr>
<td>Jefferies</td>
<td>BUY</td>
<td>EUR 29.00</td>
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<td>Kepler Cheuvreux</td>
<td>BUY</td>
<td>EUR 25.00</td>
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<td>Pareto Securities</td>
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<td>Stifel</td>
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<tr>
<td>Warburg Research</td>
<td>BUY</td>
<td>EUR 26.00</td>
</tr>
</tbody>
</table>

**Median Target Share Price**

EUR 27.50

Status: 07.11.2023

**Shareholder structure**

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

**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>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>EUR 1,200m</td>
<td>EUR 2,000m*</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>&gt;11%</td>
<td>13%</td>
</tr>
<tr>
<td>Net Profit</td>
<td>EUR &gt;72m</td>
<td>EUR 140m</td>
</tr>
</tbody>
</table>

* incl. M&A

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