

# KONTRON GROUP

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

Financial calendar 2022 : 21.03. Annual report 2021 | 05.05. Q1-statement | 06.05. Annual shareholder meeting | 04.08. Half-year report | 03.11. Q3-statement

## OUR INDUSTRIES & SOLUTIONS

Kontron Group is your **perfect investment choice for the long-term growth** of your assets in the IoT and smart IT solutions based on our leading solutions and involvement in growing industries:



susietec | [www.susietec.com](http://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.



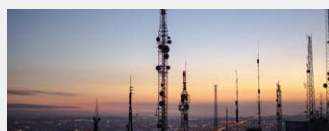
**Public Transport**

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.



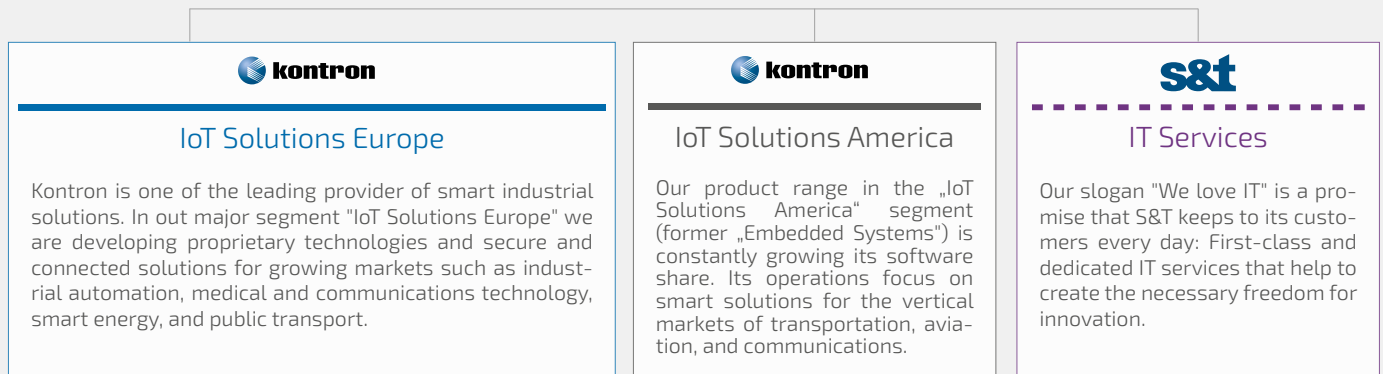
**Public Institutions**

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.

### Kontron Group



## WHY INVEST IN KONTRON?

- + SUCCESSFUL STRATEGY OF SUSTAINED LONG-TERM GROWTH**
  - › Meeting/exceeding annual forecasts since relaunch in 2011
  - › Continuous profitable Gross Margin & EBITDA margins growth
- + TRANSFORMING INTO ONE OF THE LEADING (I)IOT SOFTWARE PLAYERS**
  - › Sustainable business model: Portfolio addressing future trends in Industrialization/Digitalization
  - › Increasing Software product portfolio: Proprietary IoT Software framework susietec
- + STRONG BACKBONE**
  - › Financially strong position: Liquidity of EUR 296.5 Mio. with free cash flow of EUR 48.3 Mio. by end of 2021
  - › High diversification in different markets and regions
- + TECHNOLOGY LEADERSHIP**
  - › Solutions addressing IoT trends for connectivity, machine learning (AI), 5G IoT WAN Networks, autonomous driving - and many more!
  - › Engineering excellence: 3,260 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

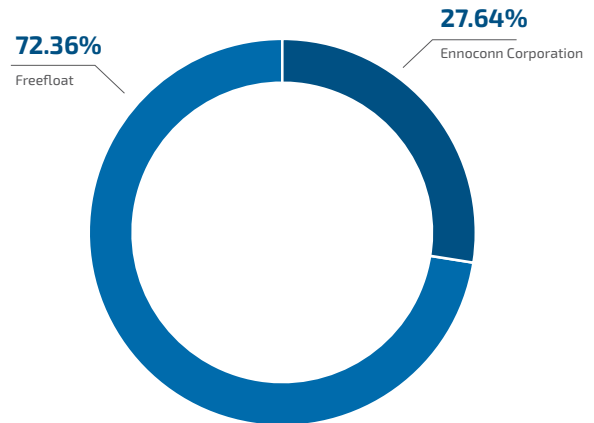
AlsterResearch	BUY: EUR 32.00
Hauck & Aufhäuser	BUY: EUR 27.00
Jefferies	BUY: EUR 24.00
Kepler	BUY: EUR 24.00
Pareto Securities	BUY: EUR 28.00
Stifel	BUY: EUR 25.50
Warburg Research	BUY: EUR 24.00

Status: 16.08.2022

## KONTRON COMPANY KEY FIGURES

IN EUR MIO.	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 <sup>1)</sup>	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 <sup>2)</sup>	48.3	106.9	56.3
Earnings per share <sup>3)</sup>	75 cent	86 cent	75 cent

## SHAREHOLDER STRUCTURE



IN EUR MIO.	31.12.2021	31.12.2020	31.12.2019
Cash and cash equivalents	296.5	281.9	312.3
Net Cash (+) / Net debt (-) <sup>4)</sup>	-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 1,342.0 Mio.  
 EBITDA: EUR 126.3 Mio.

### Guidance 2022\*

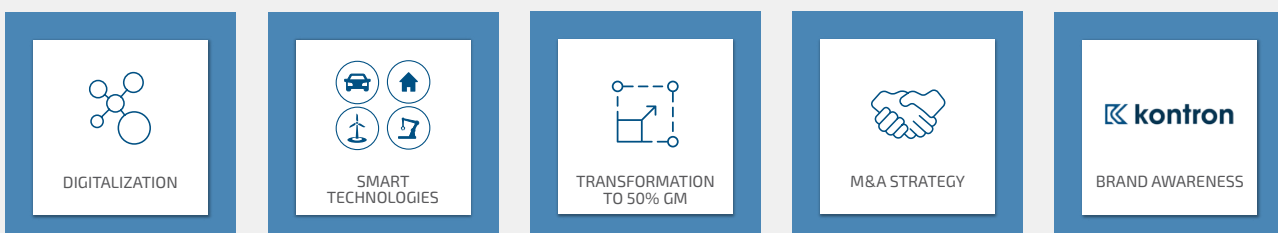
Revenue: EUR 1,120 Mio.  
 EBITDA: EUR 112 Mio.

### AGENDA 2025 INCL. PROJECT FOCUS

	2018act	2022fc	2022act*	2025p
Revenues	990 Mio.	1,500 Mio.	1,120 Mio.	2,000 Mio.
EBITDA	91 Mio.	150 Mio.	112 Mio.	260 Mio.

\*Cont. operations

## Vision 2030



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

## INVESTOR CONTACT

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