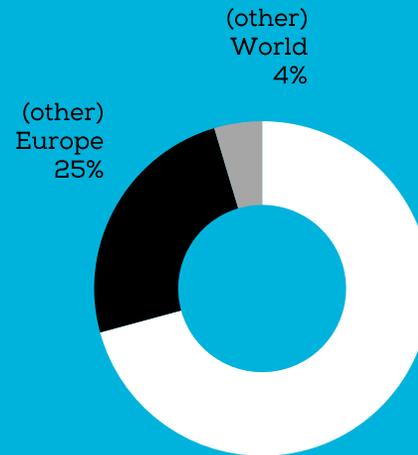
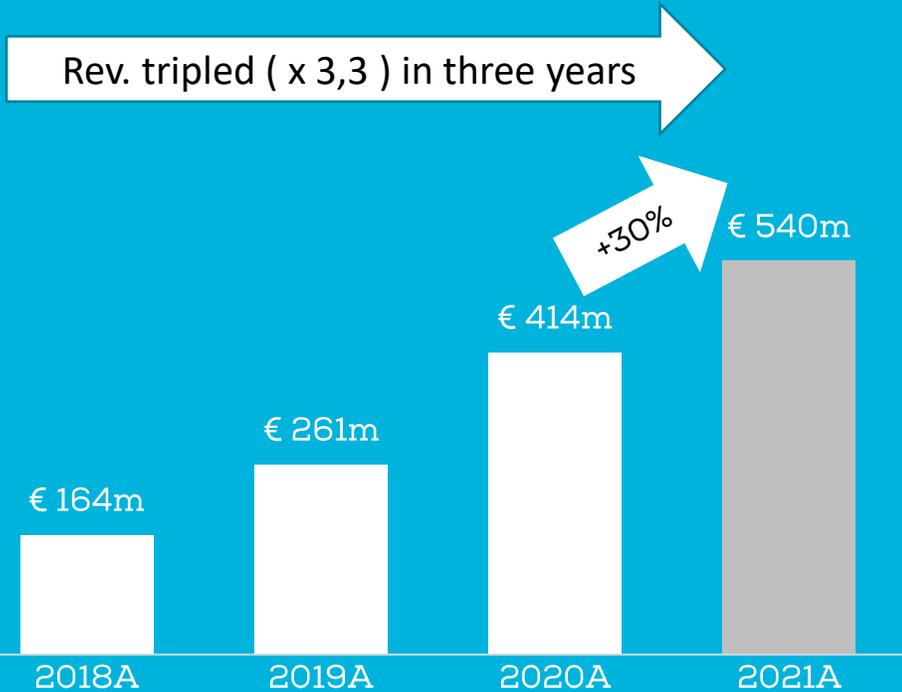


**KATEK**  
Lead the category

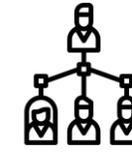
KATEK – The Making of an European Power House in High Value Electronics  
(Earnings Call FY 2021)

# KATEK - #2 in Germany and #3 in Europe

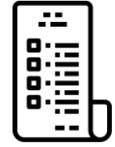
Strong double digit growth, reaching more than half a billion in sales while continuously improving EBITDA (adj.).



Germany  
71%



1.406  
Customers & Sales  
Pipeline of 2"2 TCV;  
Orderbook 660m<sup>1)</sup>



93% Revenues with  
Repeat Customers  
(multi-year retention rate)



Adj. EBITDA margin  
FY 21 5,6%,  
with expansion  
potential to >10%



HQ Munich &  
International  
Footprint  
(DE, CZ, HU, BG, SG, CH, MYS)



> 2,700  
Employees



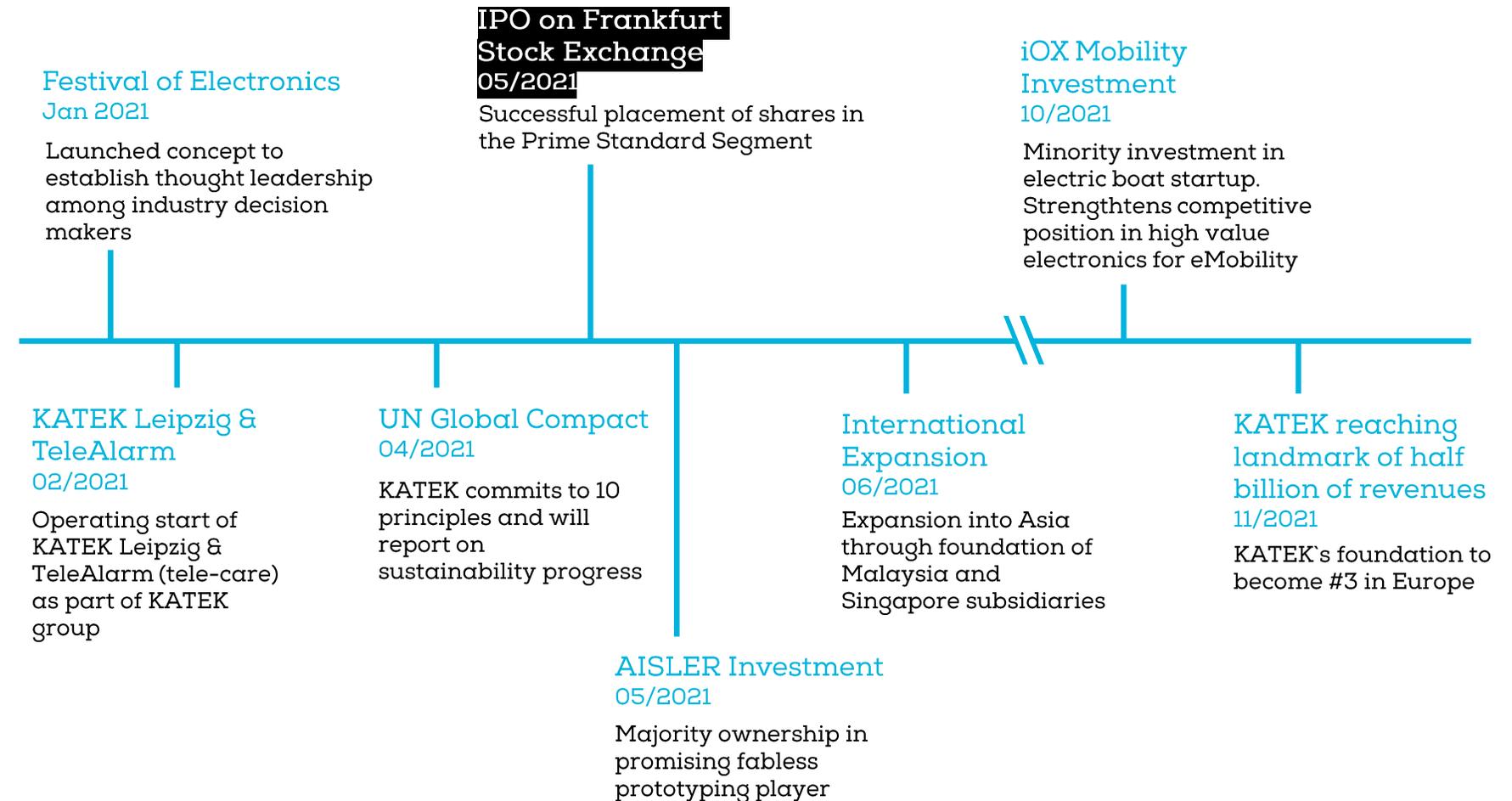
Firm Focus on Growth  
Markets (eMobility,  
Renewables, Aging  
Society -> + 65%)

1) 12 month order book

# Our 2021 figures are the result of the tireless dedication of Team BLUE

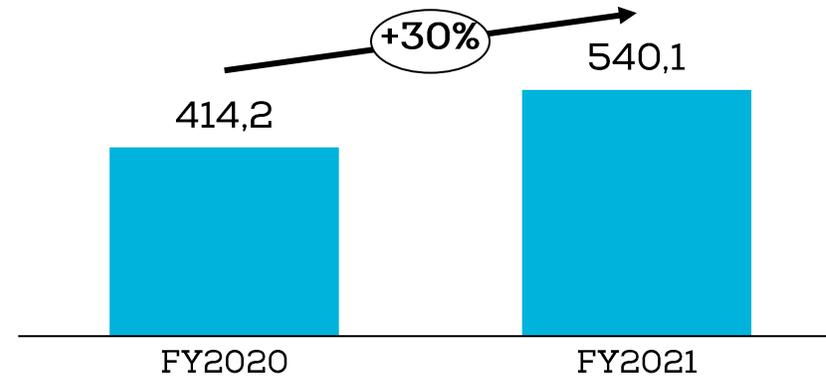
## Selection of milestones 2021

## 2021 milestones

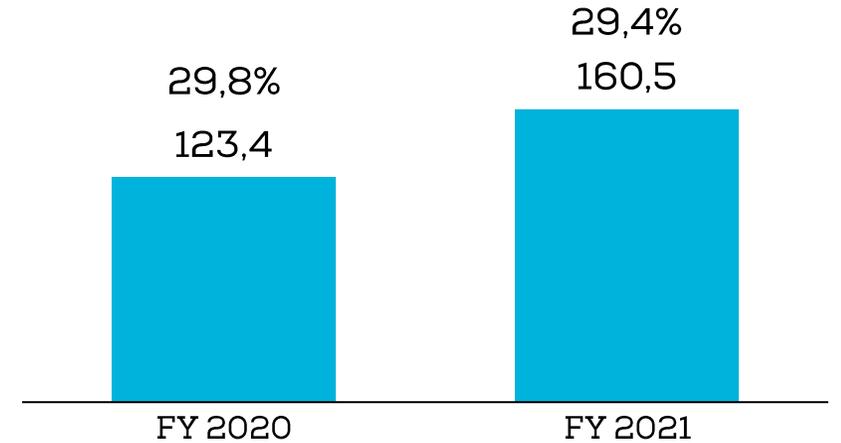


# Strong Growth & Consistent Improvements in Operating Performance

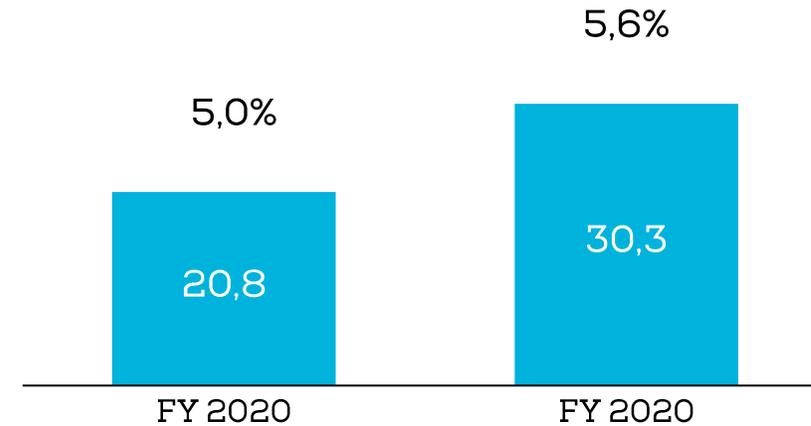
Revenue



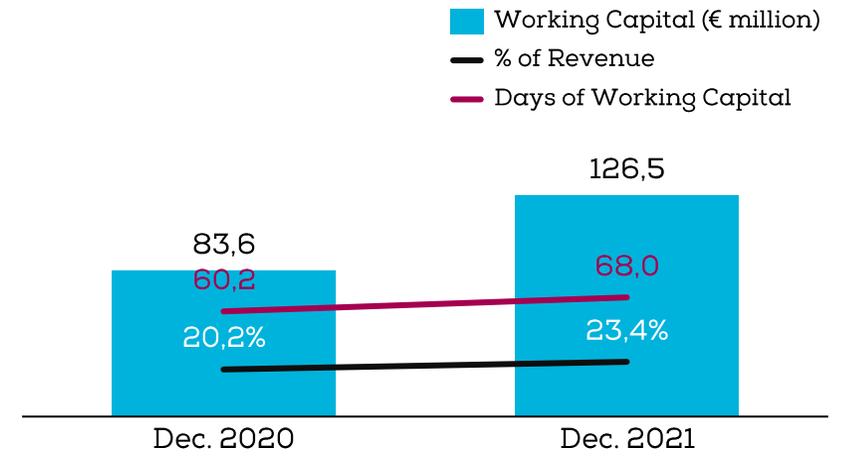
Gross Profit & Gross Margin



EBITDA (adj.) & EBITDA Margin (adj.)



Working Capital



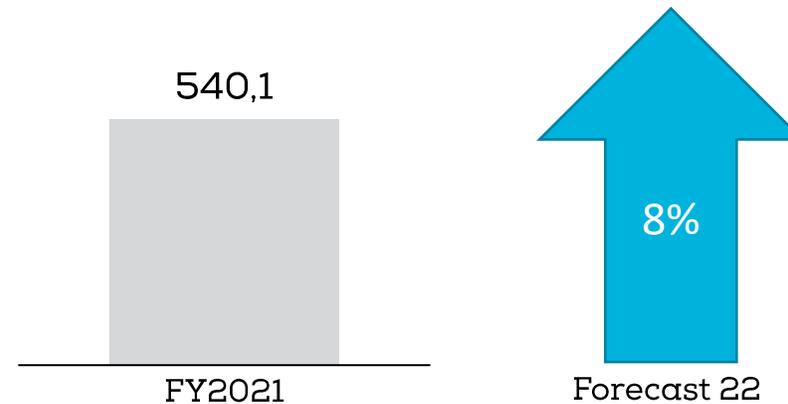
In €m unless otherwise stated

## Key Financials FY 2021

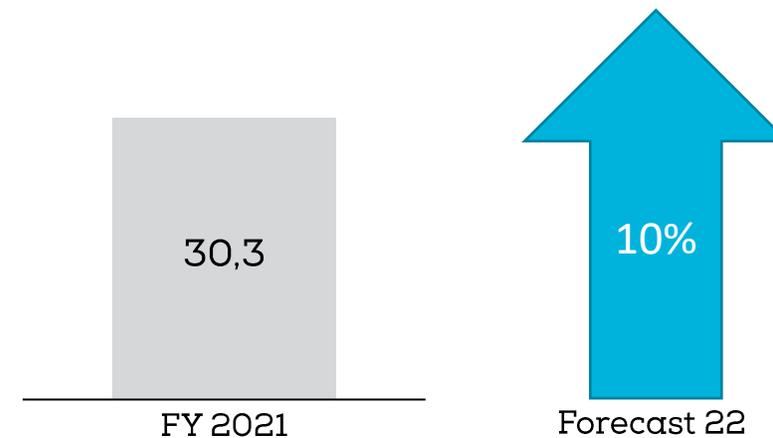
# KATEK to continue its path of profitable growth – confirmation of midterm management targets despite cautious outlook 2022

## Outlook

### Organic Revenue growth



### EBITDA (adj.) development



Structural aspects of our business model are unchanged positive

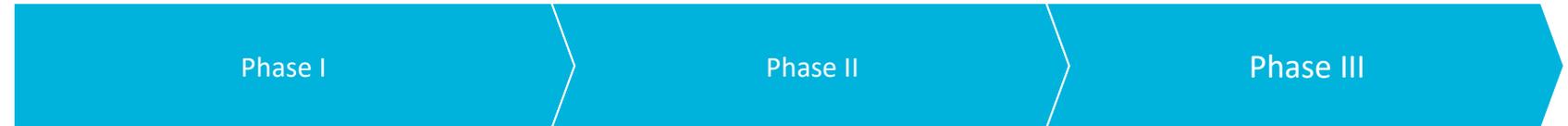
- „Electronification of the world“ to provide basic growth; additional growth impulses from projects addressing mega trends - e-Mobility, Renewables, TeleCare increased by 64,8% in 2021
- Current back log resulting from material availability of appr. 50 €m to be realized in 2022; Book to bill ratio of 1.25 with booked volume of 660 m€ in next 12 months

➔ No change of mid term management targets

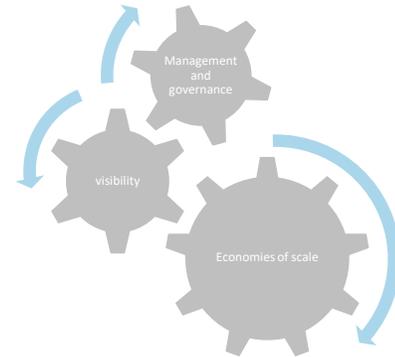
(as reflected in management presentations in Oct./Nov. 2021, example)

Organic growth	▪ Continue strong organic growth in existing business – Target: Always grow “double digit” & “twice-the-market”
M&A	▪ At least one (better two or three 😊) major acquisition(s) to accelerate way to #2 in Europe (e.g filling the gaps in the Nordics, Asia and NA)
Strategic initiatives	▪ Sales Push: Fully exploit “green” market potential ▪ Continue to streamline KATEK operations (e.g. engineering, production) ▪ Adapt management measures POST material crisis (cost & cash)

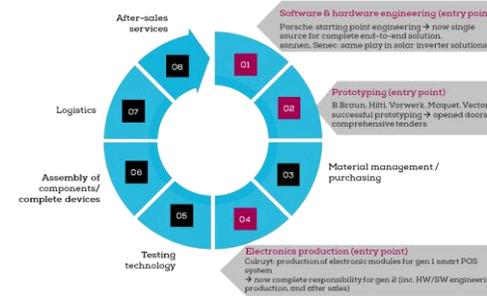
# M&A continues to be important part of KATEK DNA, leading the consolidation of the market



Phase I  
Getting size & visibility



Phase II  
Build-up of competencies, completion of electronic value chain



Phase III  
Geographic footprint, selective outsourcing deals



KATEK to acquire 100% of SigmaPoint (Canada) to open up NA market and serve customers L2L

M&A Strategy & Update

## KATEK SE: KATEK plans acquisition of SigmaPoint

04/06/2022 | 03:02am EDT



DGAP-News: KATEK SE / Key word(s): Letter of Intent/Mergers & Acquisitions  
KATEK SE: KATEK plans acquisition of SigmaPoint

06.04.2022 / 09:00

The issuer is solely responsible for the content of this announcement.

### KATEK plans acquisition of SigmaPoint

**KATEK intends to acquire SigmaPoint Technologies Inc., one of Canada's leading suppliers of high-value electronics manufacturing services. This expands KATEK's presence in the industry to include Homeland Security & Defense and strengthens the offering for KATEK's European customers in North America as well.**

Munich, April 6, 2022 - KATEK SE has signed a comprehensive, exclusive term sheet with SigmaPoint Technologies Inc. in Cornwall, Canada, for the acquisition of all shares in the Canadian company. The negotiation of the associated share purchase agreement should be concluded shortly with the closing planned for the end of Q2 at the latest. The transaction is subject to the necessary official approvals, such as the competition authorities.

SigmaPoint is one of the leading electronics service providers in Canada and is known for its decades of high quality production based on strict lean principles in the field of high-value electronics. In addition to the medical, industrial controls, embedded electronics and IoT sectors, SigmaPoint is opening new markets for KATEK in the homeland security and defense sectors.

In the medium term, SigmaPoint is planning annual sales of over USD 100 million and is currently benefiting greatly from the reshoring trend in North America, which is being driven by the current disruptions to supply chains due to the pandemic and by economic and geopolitical tensions. SigmaPoint currently employs 280 people.

SigmaPoint's largest customer in North America is already one of KATEK's top 5 customers in Europe. Among other things, this will lead to significant advantages for both companies on the procurement market.

The investment is part of KATEK's strategy of opening additional markets for HVE (high-value electronics) in addition to its strong presence in Europe. Rainer Koppitz, CEO of KATEK: "As the number three electronics service provider in Europe, we are making good on the promise to our European customers of a presence on the North American continent." At the same time KATEK is opening their first Asian plant in Malaysia, the gap in North America will be closed and the 'local-for-local' approach now will be offered on another continent.

Thank you!

