

**KATEK**  
Lead the category

The Making of an European Leader in Electronics  
- FY2022 -

# 2022 Highlights & Outlook 2023

Almost 27% growth FY 2022, operating earnings at prior year level, positive trends in Q4 and successfully executing M&A agenda in CAN and USA

## Growth

- Sales 2022 despite all disruption at a strong 26,5%, adding to a total volume of 683 MEUR – Q4 extremely strong
- Once again strongest growth impulses from high-value electronics areas renewables/solar, tele-care, eMobility/charging which grew overproportionally by 45%

## Operating Margin & Cash

- Operating result (EBITDA adj.) at 32,0 MEUR despite headwinds (margin pressure)
- Supply chain mgt program begins to show in numbers – inventory decrease by >10 MEUR vs. peak

## M&A

- KATEK Canada in operational ramp up after acquisition and PMI process
- US-based Nextec Inc. still in closing phase (expected Q2/23) – high-tech profile in aerospace and defense, excellent customer portfolio, perfect add-on to KATEK Canada

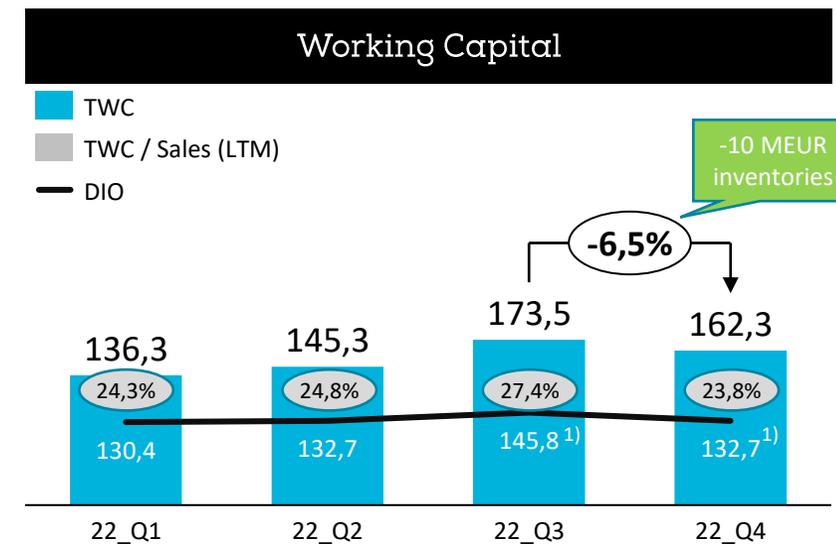
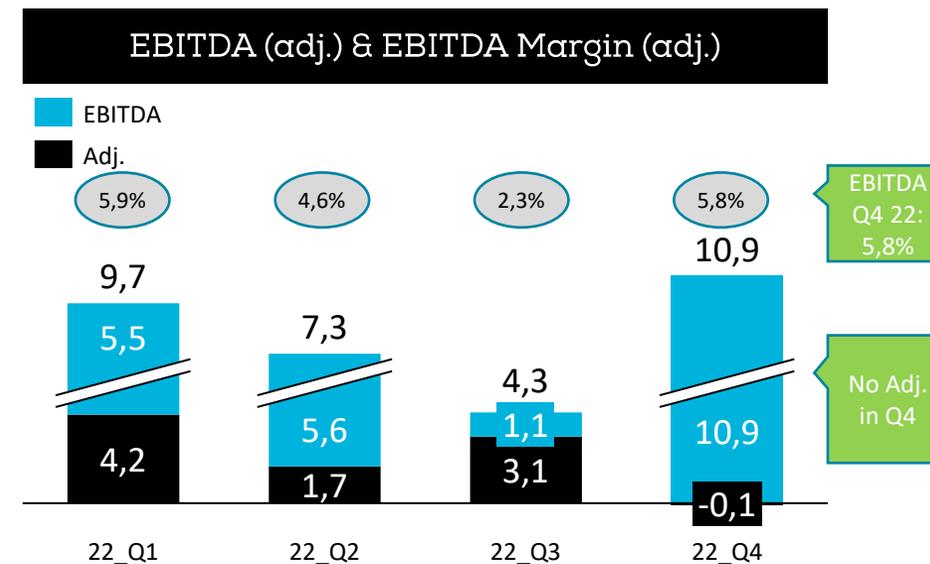
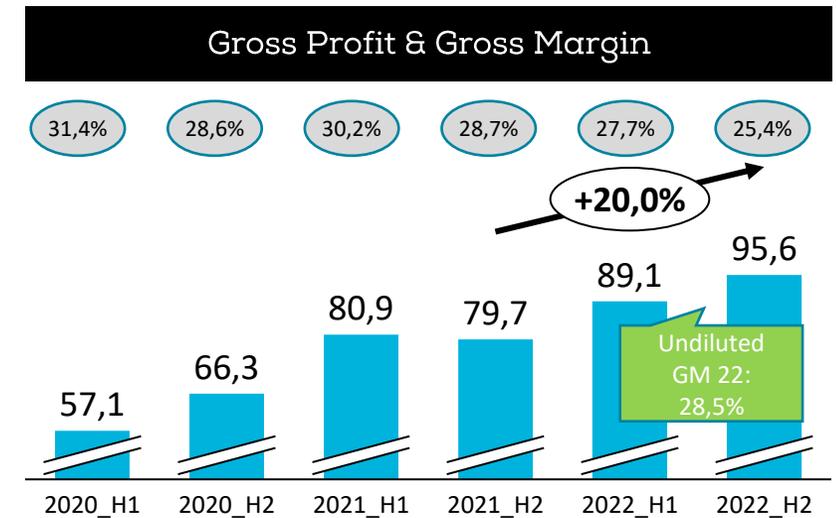
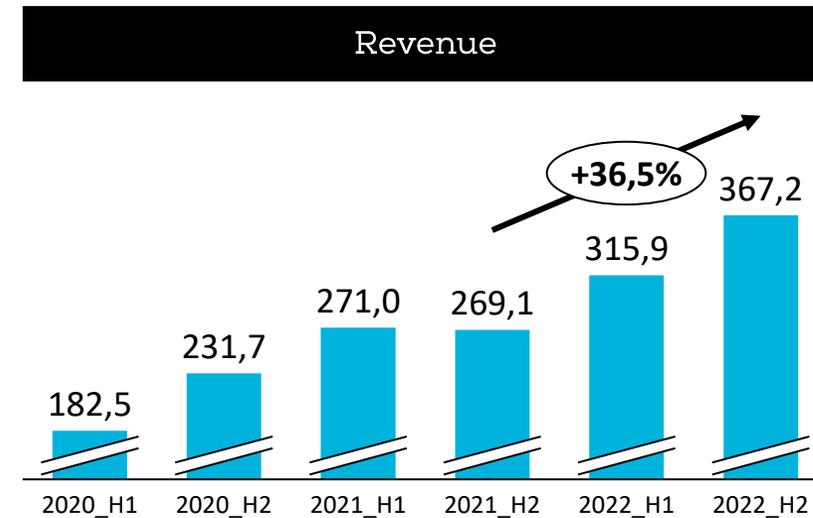
## Outlook 2023

- Growth of at least 10% (more than twice the market) to get to > 750m € in 2023
- Double the speed of margin improvement: >20% increase of operational margin (EBITDA adj.) in 2023

# Strong Q4 2022 – Speed up in growth with positive trends on margin and cash – already significant reductions of inventories

## Key Financials Q4/2022

- Growth
- Operating Margin & Cash
- M&A
- Outlook 2023

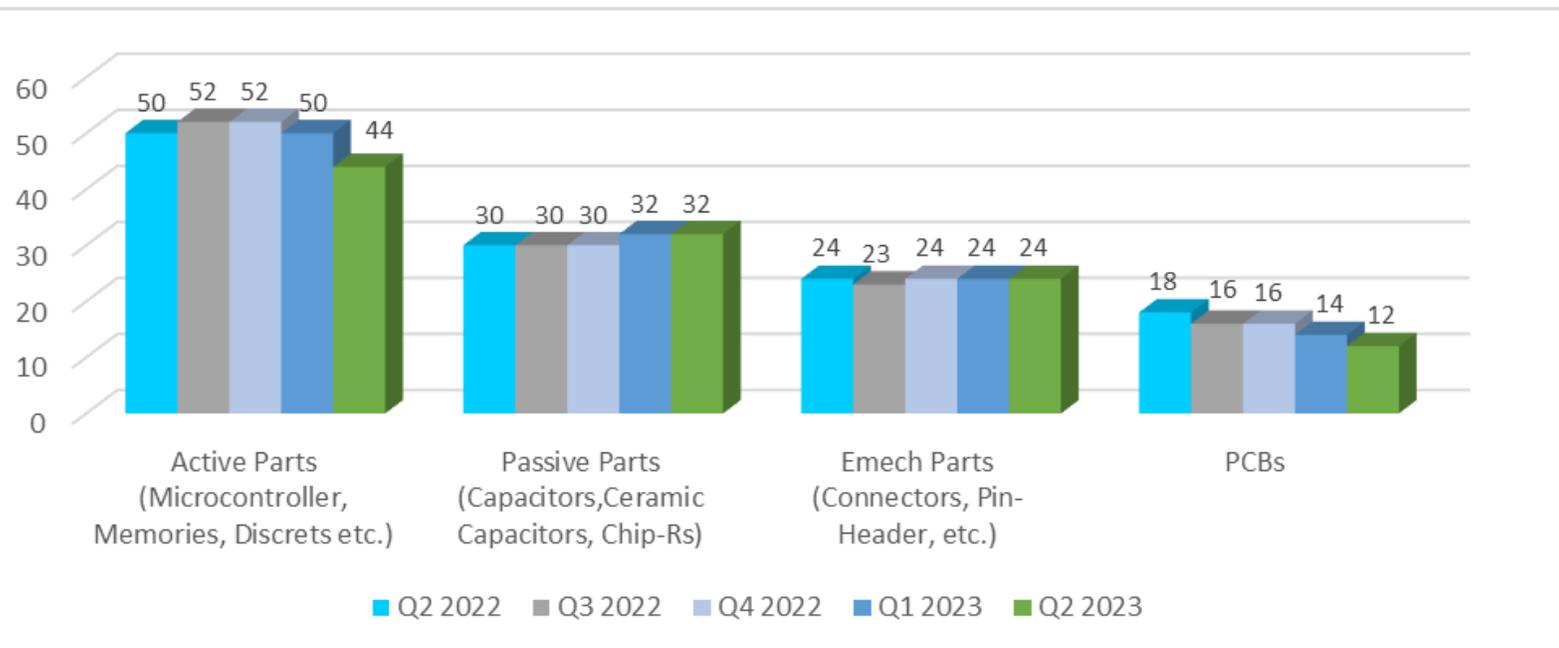


FX effects regrouped to financial result (see annual report)

In €m unless otherwise stated  
1) DIO under recognition of M&A effect (as if)

The Trend is our Friend: As Leadtimes in most Categories, including Active Parts, are coming down in the meanwhile we regard 2022 as the Peak of the Shortage and look with some optimism into the future

## KATEK BI-system analysis: Lead-Time Average by Commodity Group Q2/2022 to Q1/2023

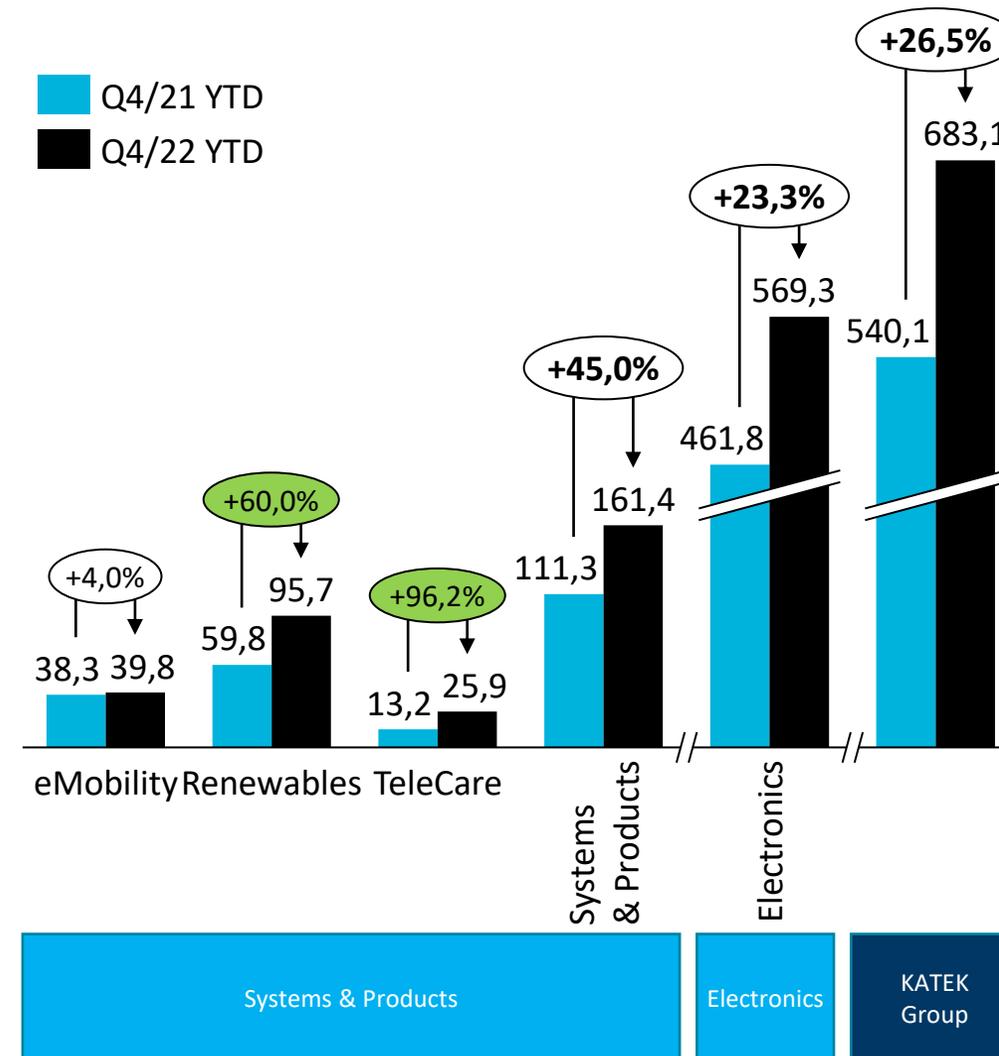


- Lead-Times still on a high level
- Significant changes in Lead-Times for PCBs
- Emech still stable
- Passive slightly growing
- Active Parts coming down (except some really critical suppliers like TI)
- ➔ less broker costs, less disturbance in operations, less working capital

## Systems & products with 45% growth 2022, growing almost with twice the speed than Electronics – eMobility will follow based on the major wins recently

## Growth across KATEK segments

- Growth
- Operating Margin & Cash
- M&A
- Outlook 2023



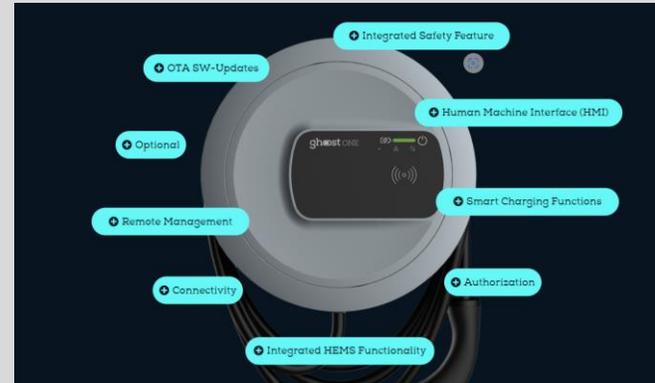
- Sales in Renewables remain particularly strong due to wide implementation of green deal policies; further strong growth expected 2023 due to new customer wins and still growing order books, capacity increase in Bulgaria ongoing
- Growth in eMobility 22 limited by supply chain hick ups & disruptions of KATEK customers. Further significant growth expected with launch of KATEK whitelabel wallbox ghostONE starting Q3/2023 with three major deals being won since sales started in Nov 202.
- TeleCare sales boosted by introduction of new models and proven ability to deliver – strategic cooperations under negotiation will further boost the business

Electronics revenues include internal revenues

# ghostONE winning first three Major Accounts in 2023, main Volume expected from 2024 - KATEK aiming to become European Market Leader in this Major Market

ghostONE

## Smart features



## Customizability

ghost ONE	ghost CORE	ghost EXCLUSIVE
<b>White Label Solution</b> <ul style="list-style-type: none"> <li>Holistic solution using our white label wallbox design</li> <li>Corporate specific changes to the design will be implemented (Logo, web-Interface, etc.)</li> </ul>	<b>Electronics only (Hardware/Software)</b> <ul style="list-style-type: none"> <li>Using only our electronics including software in your individual custom design</li> <li>Benefit from our system solution in your own housing</li> </ul>	<b>Custom Design Solution</b> <ul style="list-style-type: none"> <li>Commission the development and the production of your housing design to eSystems</li> <li>Development of a holistic solution using your requirements and our components</li> </ul>

## Product portfolio

ghost ONE	ghost ONE MID	ghost ONE ERK
22kW Charging cable 4.5m / 7m Available 01-2023	LTE-Functionality MID-Conformity 22kW Charging cable 4.5m / 7m Available 02-2023	LTE-Functionality "Eichrecht"-Conformity Socket Outlet with Shutter Available 02-2023

## Customer wins

- Adressing wide range of OEMs, energy and building infrastructure and others
- First major business wins with volume >1,3 M pieces



## Sales in Renewables remain particularly strong due to wide implementation of green deal policies

## Solar / Renewables

### Products



### Customer Demand

- Business Volume 2022 96 MEUR
- Customer Demand 2023 +49%, potentially only limited by material availability and capacity
- Capacity increase in Bulgaria underway

+49%

TeleCare sales boosted by introduction of new models and proven ability to deliver – new strategic initiatives will give further boost

## Medical Alert Systems

### Products



Carephone Products



NurseCall Systems



Control Centre Management System

### Customer Demand

- Business Volume 2022 up 96% to 26 MEUR
- Customer Demand remains on high level
- Strategic cooperations under negotiation will further boost the business
- M&A under consideration

## KATEK M&A achieved important milestones with acquisitions in North America – and M&A pipeline is fully loaded

### KATEK M&A

- Growth
- Operating Margin & Cash
- M&A
- Outlook 2023

#### Canada

KATEK Canada / SigmaPoint,  
Cornwall ON

- PMI process accomplished
- operational ramp up phase

#### USA

Nextek Inc.,  
Madison AL

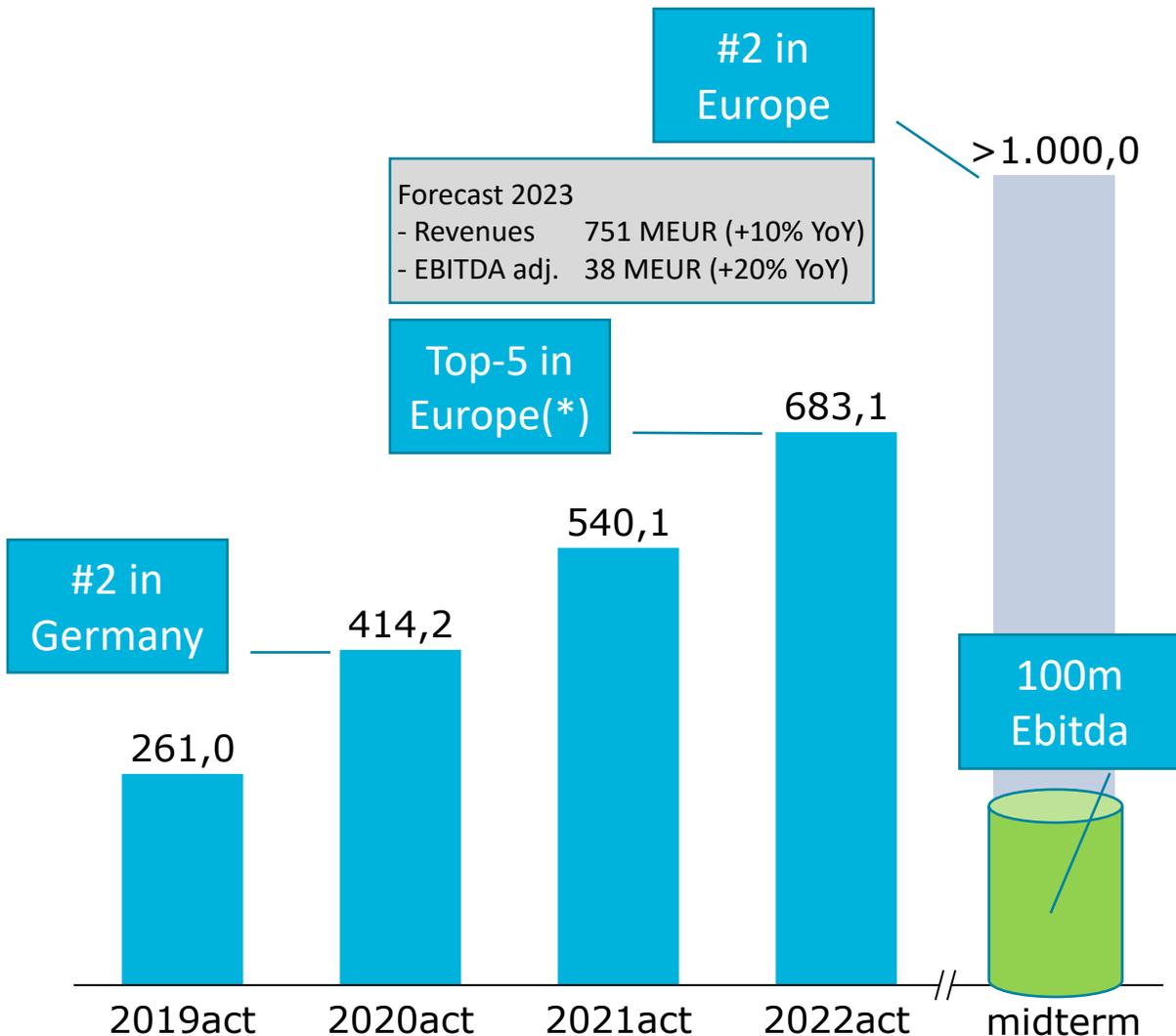
- Closing phase;  
finalization of formal process  
(CFIUS) expected Q2 23

#### M&A Pipeline

- M&A add ons in areas of TeleCare, eMobility under evaluation
- Several Electronics outsourcing projects in advanced project stage
- Geographical expansion to Nordics

# KATEK – Quo Vadis? One Billion Revenues ahead...

Margins will go up with relief in Supply Chain, Economies of Scale & improving Portfolio Mix 😊



Forecast 2023  
- Revenues 751 MEUR (+10% YoY)  
- EBITDA adj. 38 MEUR (+20% YoY)

Top-5 in Europe(\*)

#2 in Europe

#2 in Germany

## Strategic Initiatives

- Continue path of profitable growth (> 10% p.a. at least)
- Implementation of Production Network Optimization Strategy (push to Eastern Europe, increase robotization, focus of locations on industries)
- Strategic Cooperation (and M&A?) in Growth Markets (esp. Solar, eMobility, Tele-Care)
- M&A:
  - further enhance geographical footprint (USA, Scandics, Asia)
  - Strategic Outsourcing Deals in Europe

## Operational Performance & Mastering the Crisis

- WC reduction program (CTRO with „licence to kill“) & strict cash management → target 50m CF by inventory reduction within next 18m
- Margin protection/improvement program (e.g. broad based price increases and `energy cost extra-charge`)  
=> Price increases combined with outphasing of unprofitable customers
- Central purchasing to ...
  - Drive cost down in material (target 1% in 23) in addition to availability
  - Initiate DTC and re-design together with customers to get savings
- Centralized Sales with CSO started Jan 1st to drive cross-/upselling, win signature new logos in core industries and drive project profitability through price increases and phase out of non-profitable customers

(\*) Ranking Oct 22: Zollner, Enics/GPV, Scanfil, KATEK

Thank you!

