

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.

Financial calendar 2024: 28.03. Annual report 2023 | 03.05. Q1-statement | 06.05. Annual shareholder meeting | 07.08. Half-year report | 06.11. Q3-statement

Our Industries & IoT Solutions

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



susietec | www.susietec.com

Unique IoT toolset: Tailored and scalable combination of software, hardware & expertise for digital transformation.



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.



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.

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



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



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



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

The Kontron Share



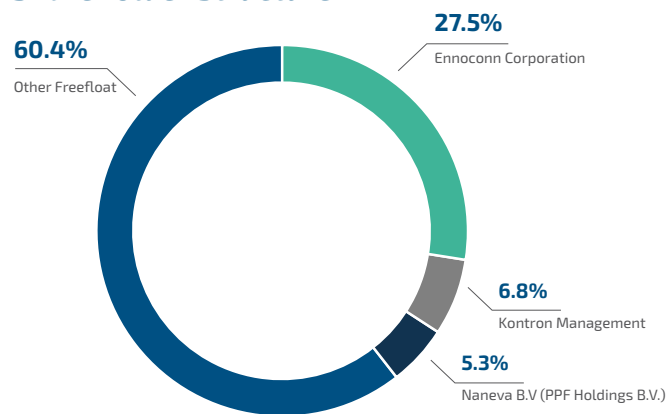
Stock Exchange	Frankfurt, Germany (Prime Standard)
Sector	SDAX® and TecDAX® member
ISIN, WKN	AT0000A0E9W5, A0X9EJ
Ticker	KTN
Shares outstanding	63.860.568
Dividend for FY 2022	EUR 1.00/share

Analyst Recommendation

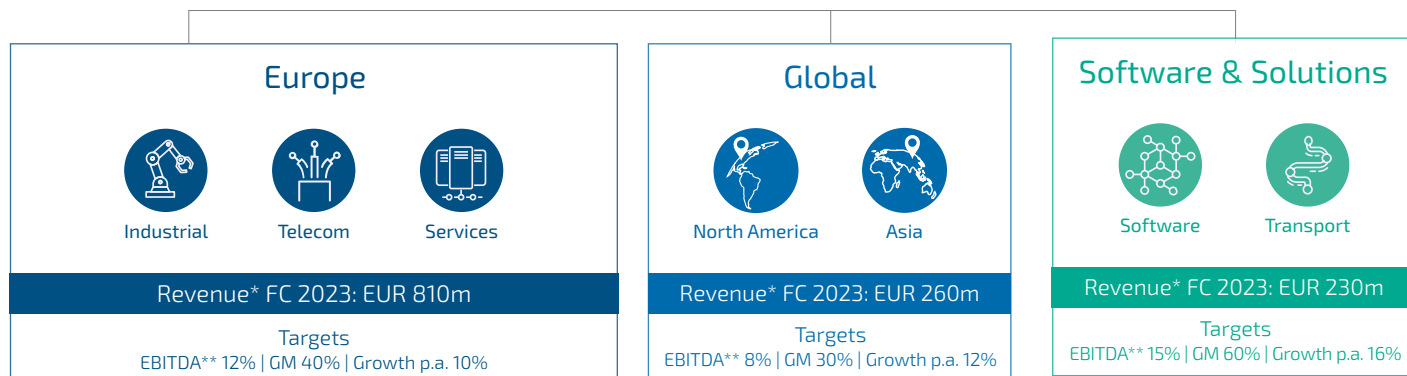
AlsterResearch	BUY: EUR 32.00
Erste Group	BUY: EUR 26.50
Hauck & Aufhäuser	BUY: EUR 30.00
Jefferies	BUY: EUR 29.00
Kepler Cheuvreux	BUY: EUR 25.00
Pareto Securities	BUY: EUR 28.00
Stifel	BUY: EUR 27.00
Warburg Research	BUY: EUR 26.00
Median Target Share Price	EUR 27.50

Status: 07.11.2023

Shareholder structure



Business Segments



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

Guidance and Outlook

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

Guidance 2023/Outlook Agenda 2025	2023E	2025E
Revenues	EUR 1,200m	EUR 2,000m*
EBITDA margin	>11%	13%
Net Profit	EUR >72m	EUR 140m

* incl. M&A

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



INVESTOR CONTACT

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