



KATEK
Lead the category

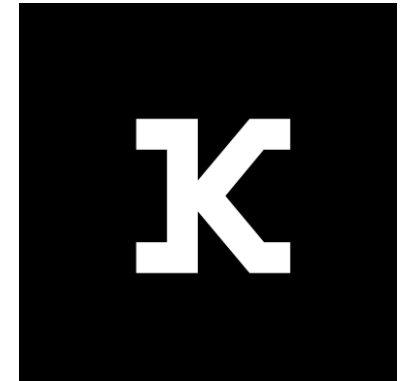
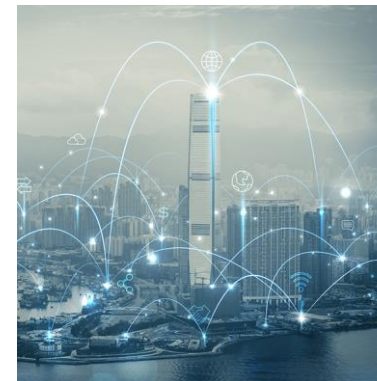
The Making of an European Power House in High Value Electronics
YTD Q3 2022

Clear Vision for the Future

To make KATEK the leading
European power house for
high-value electronics (HVE)

Mission Statement

We are a leader in the field of HVE
targeting attractive growth markets
such as eMobility, Solar, and
Healthcare



37% growth in Q3 2022, operating earnings YTD at prior year level – acquisition of Nextek in USA announced today

Q3/22 Highlights

Growth

- Sales in Q3/2022 with accelerated growth up 37,3% yoy, adding to volume YTD 495,7 MEUR (+ 23,3 %)
- Once again strong growth impulses from high-value electronics areas renewables/solar (+131,8% yoy) and tele-care/healthcare (+170,6% yoy)

Operating Margin

- Operating result (EBITDA adj.) YTD at 21,2 MEUR on same level as prior year despite headwinds (margin pressure)
- KATEK management confirms forecast FY 2022 despite challenges in supply chain and macroeconomy

Management

- KATEK expands management team with two top managers
- CSO Klauspeter Bader to tackle organic growth objectives
- CTRO Petra Becker to bundle groupwide measures of supply chain management, margin protection measures

M&A

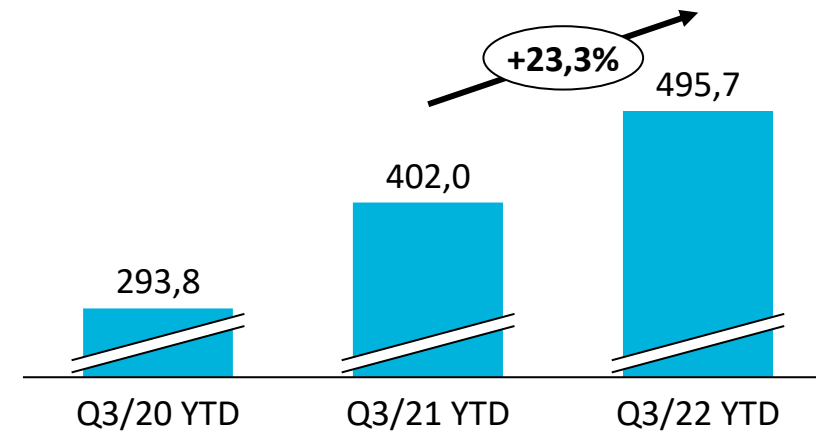
- Acquisition of Canadian SigmaPoint in PMI process
- Planned acquisition of US-based Nextec Inc. announced – high-tech profile in aerospace and defense, excellent customer logos, perfect add-on to Canadian SigmaPoint

KATEK speeds up growth despite supply chain challenges – gross margin diluted by successfully passing on of additional cost

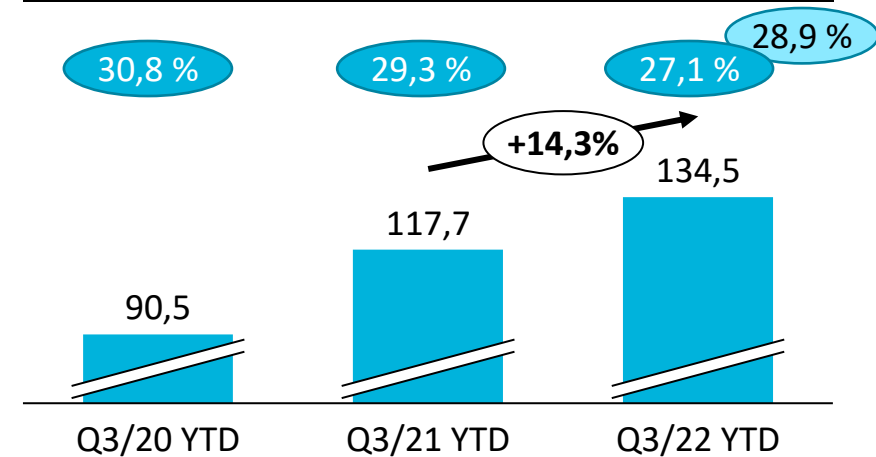
Key Financials Q3/2022

- Growth
- Operating Margin
- Management
- M&A

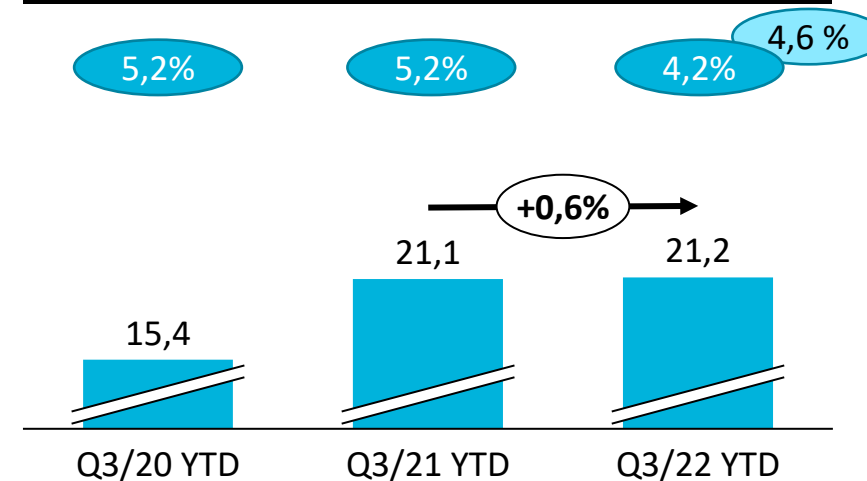
Revenue



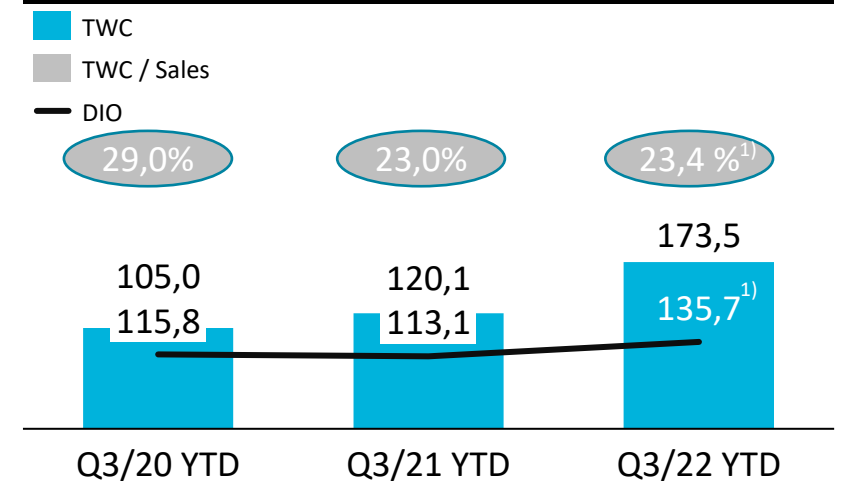
Gross Profit & Gross Margin



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



Working Capital

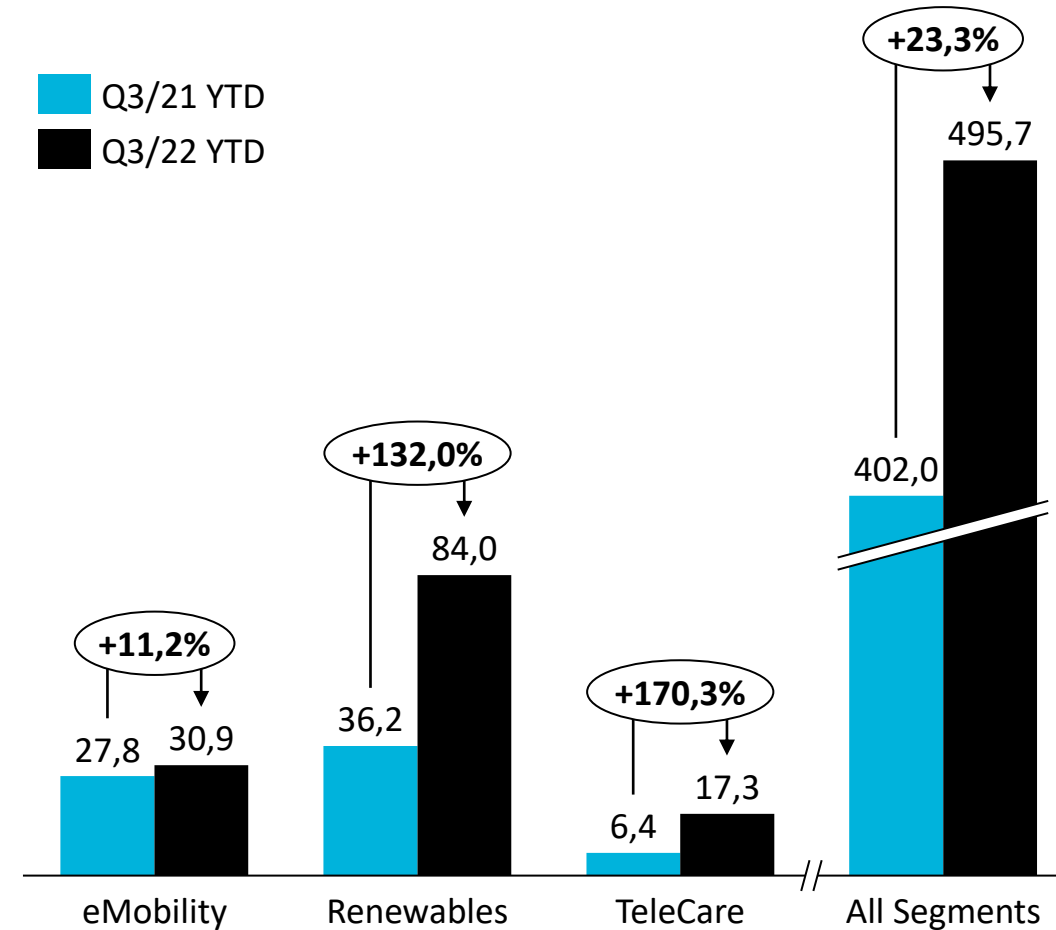


In €m unless otherwise stated
 1) without M&A effect / consolidation SigmaPoint

High Growth YTD massively pushed by ongoing Success in High Growth Markets like Renewables and TeleCare

Strong Position in High Growth Segments Based on Mega Trends

- Growth
- Operating Margin
- Management
- M&A




- Sales in Renewables particularly strong due to wide implementation of green deal policies and gas shortage; further strong growth expected 2023 due to new customer wins and still growing order books
- Solid growth in eMobility despite production process disruptions of KATEK customers. Further significant growth expected with launch of KATEK whitelabel wallbox starting 2023 (promising negotiations with signature customers ongoing).
- TeleCare sales boosted by ability to deliver (coverage of full value chain) and introduction of new models.

Expansion of management team to tackle growth objectives and master supply chain challenges


Management Team

- Growth
- Operating Margin
- Management
- M&A

Executive Board



Rainer Koppitz
CEO & Co-Founder KATEK SE



Dr. Johannes Fues
CFO

Group Management



Dr. Marc Achhammer
COO | CHRO



Petra Becker
CTRO



Christoph Antener
CPO



Klauspeter Bader
CSO

Start: Nov. 22
Task: supply chain mgt., margin protection

Start: Jan. 23
Task: Continuation of growth path

High-tech profile in aerospace and defense

Acquisition of Nextek Inc.

- Growth
- Operating Margin
- Management
- M&A

Site



Customers (selection)



Team



Kristie Jones
CFO



John Roberts
CEO



Rick Gunn
VP, Engineering &
CTO

KATEK deal rationale

- Dedicated focus on prototyping and low-volume production in the area of high value electronics
- Great activity in A&D and box-built
- ITAR (military) and medical certification
- Benchmark in quality assurance and technical analysis
- High technical competence
- Opportunity to outsource larger series that exceed Nextek's capacity to SigmaPoint

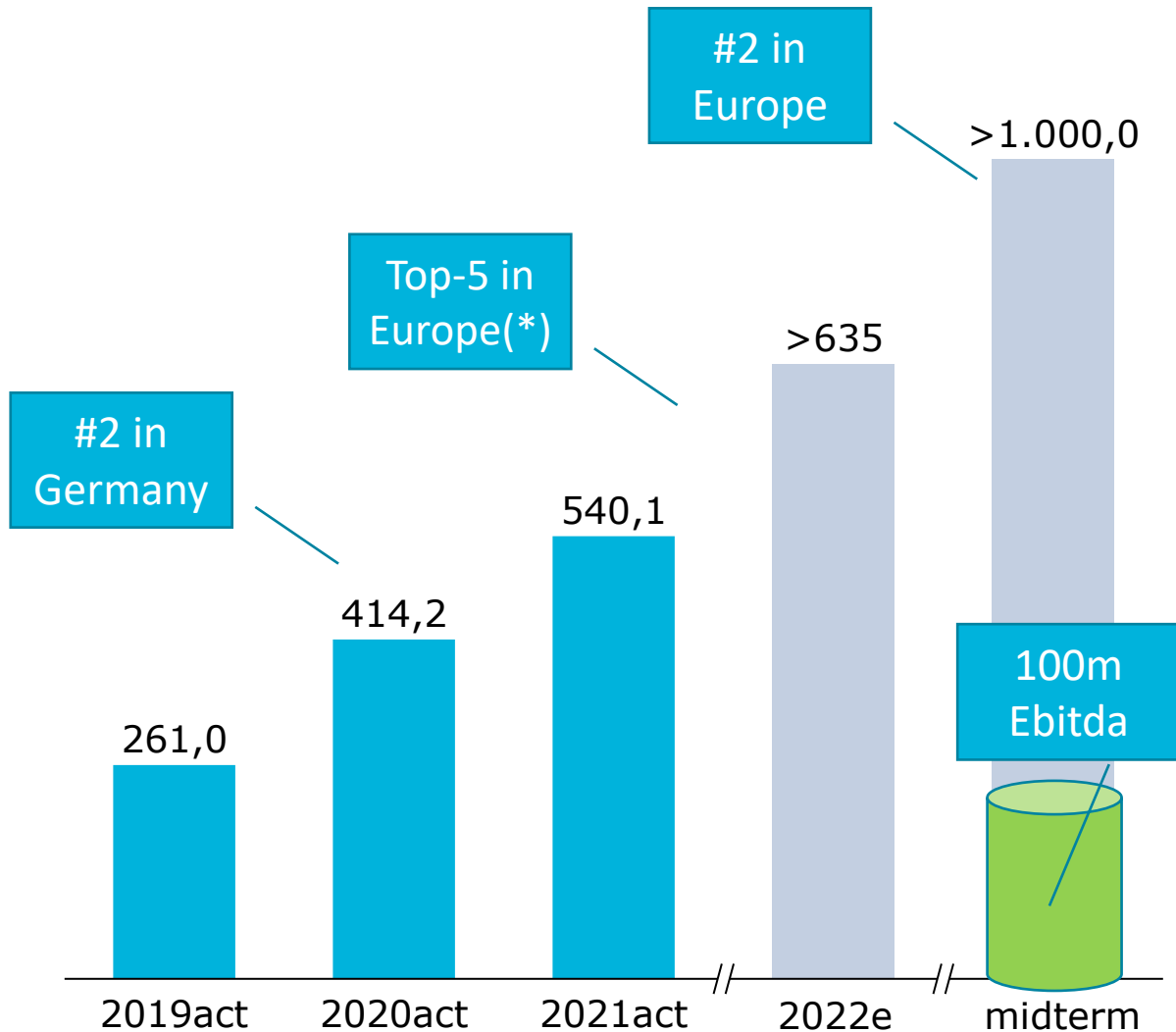
„Speedboats in a Strong Fleet” – Agile Entities combined with a powerful & lean strategic Holding

KATEK Group Set-up



All agile Speed Boats drive the operational business, led by entrepreneurial MDs

KATEK – Quo Vadis? One Billion Revenues ahead... & Margins will go up with Economies of Scale and Portfolio Mix 😊



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

Strategic Initiatives

- Continue path of profitable growth (> 10% p.a. organically)
- Implementation of Production Network Optimization Strategy
- Strategic Cooperations 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
- Margin protection/improvement program (e.g. broad based price increases and `energy cost extra-charge`)
=> „roadmap to 10% EBITDA adj. margin“
- Further strengthening of central purchasing to ...
 - Superior access to rare components & sales of excess material
 - Get to savings and bonuses wherever possible again (systematic benchmarking)
- More centralized Sales with CSO from Jan 1st to drive cross-/upselling, win signature new logos in core industries and drive project profitability

Thank you!

