KONTRON
RESULTS PRESENTATION

Q1/2016

Rolf Schwirz, CEO
April 28, 2016

KONTRON
RESULTS PRESENTATION

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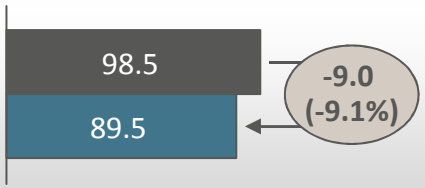
01 FINANCIAL OVERVIEW Q1/2016

SLOW START TO THE 2016 FISCAL YEAR

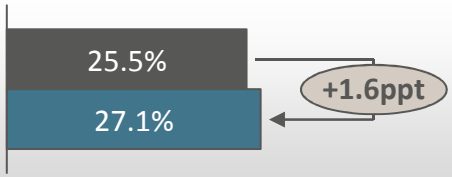
In € m and % / rounded figures

Q1/2015
Q1/2016

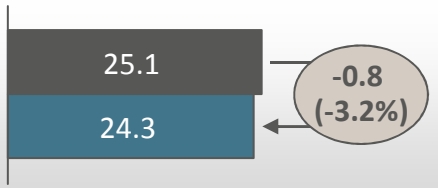
Revenue



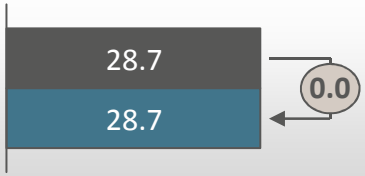
Gross Margin



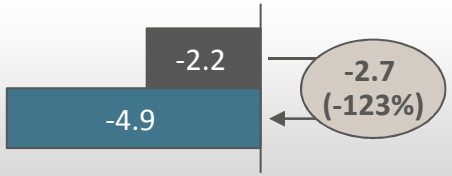
Gross Profit



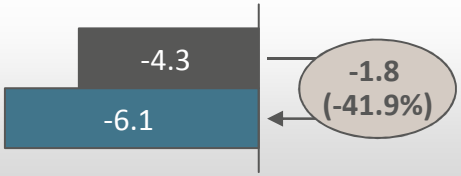
OPEX



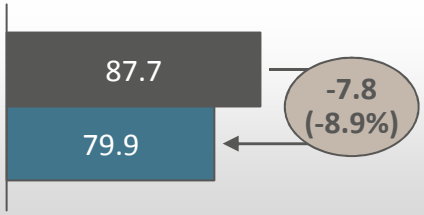
EBIT (adj.)



EBIT (rep.)



Order Intake



02 DEVELOPMENT OF KEY FINANCIALS FOR GLOBAL BU's

Q1/2016

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In € m and % / rounded figures

Order Intake	Q1/2016	Q1/2015	Δ
Industrial	34.7	50.6	-31%
Communication	19.7	12.5	58%
Avionics/ Transportation/ Defense	25.5	24.6	4%
Total	**79.9**	**87.7**	**-9%**

Revenues	Q1/2016	Q1/2015	Δ
Industrial	48.6	47.0	3%
Communications	18.8	22.0	-15%
Avionics/ Transportation/ Defense	22.1	29.5	-25%
Total	**89.5**	**98.5**	**-9%**

03 PROFIT & LOSS STATEMENT

Q1/2016

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In € m and % / rounded figures

	Q1/2016	Q1/2015	Δ
Order Intake	79.9	87.7	-8.9%
Order Backlog	255.1	338.1	24.6%
Revenues	89.5	98.5	-9.1%
Gross Margin	24.3	25.1	-3.2%
in %	27.1%	25.5%	1.6ppt
OPEX	28.7	28.7	0
EBIT (adjusted)	-4.9	-2.2	-2.7
in %	-5.5%	-2.2%	-3.3ppt
Restructuring costs	1.1	2.1	-1.0
EBIT (reported)	-6.1	-4.3	-1.8
in %	-6.8%	-4.4%	-2.4ppt
Net Income (reported)	-6.5	-4.1	2.4

04 CASH FLOW STATEMENT

Q1/2016

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In € m	Q1/2016	Q1/2015
Cash Flow from operating activities	6.9	13.5
Cash Flow from investing activities	-4.3	-7.4
Net Cash (Net Debt)	22,8	(-12.8)

05 OPERATIONAL UPDATE

Q1/2016

- **CLOSING ACHIEVED**: STRATEGIC PARTNERSHIP WITH ENNOCONN
  - April 1, 2016 payment of the price of $57.3m (approximately € 52.5m) to Kontron AG
- **SAP IMPLEMENTATION** SUCCESSFULLY COMPLETED
  - Global SAP-ERP system operational since beginning of April 2016
- **APAC REVENUE GROWTH** CONTINUES:
  - APAC growth 8% yoy
  - China: + 25% yoy = 5,5 Mio (Q1/2016)

06. GUIDANCE FOR FISCAL YEAR 2016

Guidance 2016:

- Revenues: € 460 - 480 Mio.
- Gross margin: > 25%
- Adjusted EBIT margin: 3 - 5%

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Due to rounding, numbers presented throughout this document may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

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