

The equity story of CEOTRONICS AG



CEOTRONICS
when it counts



Mission

Communication **under all conditions.**

CEOTRONICS develops and produces highly specialized communication systems that ensure secure communication even under the most adverse environmental conditions. For the people who matter. And for the situations when it counts.

When it counts.

When it counts

The CEOTRONICS AG

Trouble-free communication ensures smooth processes in police, fire, rescue and defense operations or in industry and saves lives in an emergency.

This is why CEOTRONICS AG was founded:

To develop communication solutions for the people who matter. And for the situations when it matters. For example, in very noisy environments, when wearing protective equipment or when operating several communication media at the same time.



CEOTRONICS AG

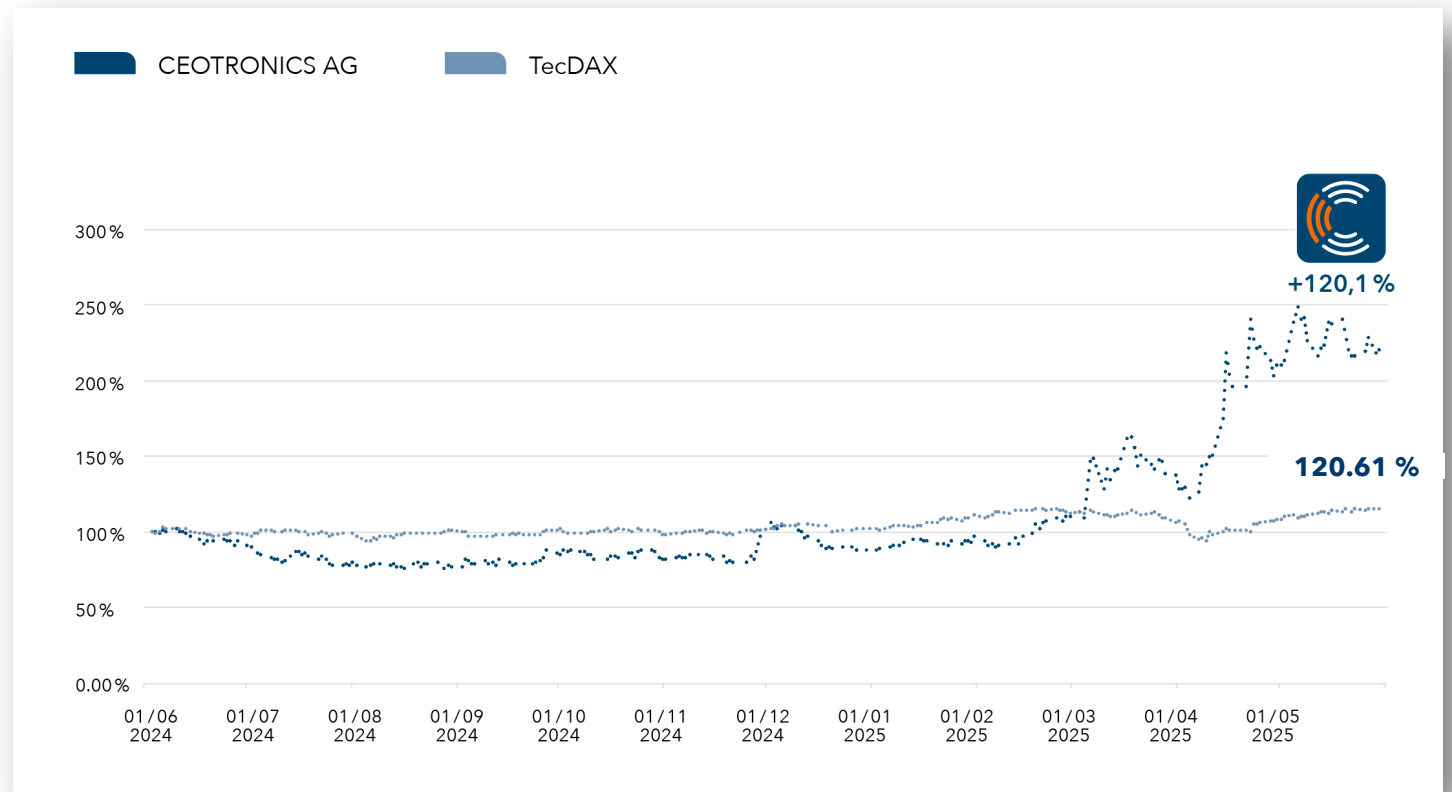
Research & further information

Montega AG, 4.6.2025:

- Price target: € 12.00
- Valuation result: Hold

BankM AG, 10.6.2025:

- Price target : € 15.71
- Valuation result: Buy
- Share (Open Market, Basic Board;
WKN 540740; XETRA)
- Dividend proposal to the Annual General
Meeting (7.11.2025): € 0.20 per share



Made in Germany

Internationally in action

CEOTRONICS **develops 100 percent** of its innovative products in Germany, in its own research and development unit.

All CEOTRONICS products are manufactured, programmed, and quality-tested 100 percent in Germany.

German content (the German share of manufacturing costs) is 94 percent, and European content is 96.1 percent.

(Status FY 2024/25 as of 31st May 2025)

Distributed internationally, the products are used in countries that meet CEOTRONICS' strict compliance rules and are the focus of sales.



Personally present

National and international

Individual advice and customer proximity

have always been a matter of course for CEOTRONICS. This is ensured by the strong national sales team as well as the international area sales managers and branches in Spain and the USA.

Our priority markets are in the EU, Norway, Switzerland and the USA.



The success of CEOTRONICS AG

The reasons

Efficient and scalable production

- Software Defined Products: Consistent, pre-produceable hardware - customized, scalable software
- Faster assembling of the CT-MultiPTTs and the CT-DECT Multi
- Drastic reduction or outsourcing of vertical integration for these products
- Machines for the production, quality control and programming of these products replace manual labor
- With only 6-8 months lead time, additional production lines can be set up

A "perfect match" for over 6 years

- Superior CEOTRONICS product portfolio
- More efficient production processes
- Special economic situation "internal and external security"

In action for the defense

Incoming orders German Armed Forces

For the Bundeswehr, the cross-sectional tactical CEOTRONICS communication systems are a step towards significantly higher communication security even in critical missions. For CEOTRONICS, this will be the largest framework agreement in the company's history in April 2024.

The Bundeswehr will equip **up to 191,000 soldiers** with multifunctional CT-MultiPTTs by 2030 as part of the milestone project "SmG". These include command PTTs (CT-MultiPTT 3C) and soldier PTTs (CT-MultiPTT 1C), as well as CT-ComLink® cables.

Further information:

- 30,000 PTTs and cables were delivered and invoiced by the end of the 2024/25 fiscal year.
- A second guaranteed purchase volume, "2025," of 30,000 PTTs was called off in July 2024 and will be fully delivered and invoiced in the 2025/26 fiscal year.
- A third SmG lot, "2026," could be commissioned in late autumn.



2024/25 & 2025/26 approx.
€ 52.5 million
SALES VOLUME

Foto: Bundeswehr / Maximilian Schulz

Products: The best

... producing for the best

The quality, operability, flexibility and futureproofing of CEOTRONICS products with CTComLink® technology are unique.

CT-ComLink® enables the perfect interaction of all system components, digital and analog.

Regardless of which headset, radio or intercom system is used - whether wired or via Bluetooth:

CT-ComLink® works - now and in the future.

They increase work safety, boost productivity and ensure maximum efficiency.

This is why customers have trusted CEOTRONICS for 40 years.

Control units



DECT systems



Headsets



Helmet systems

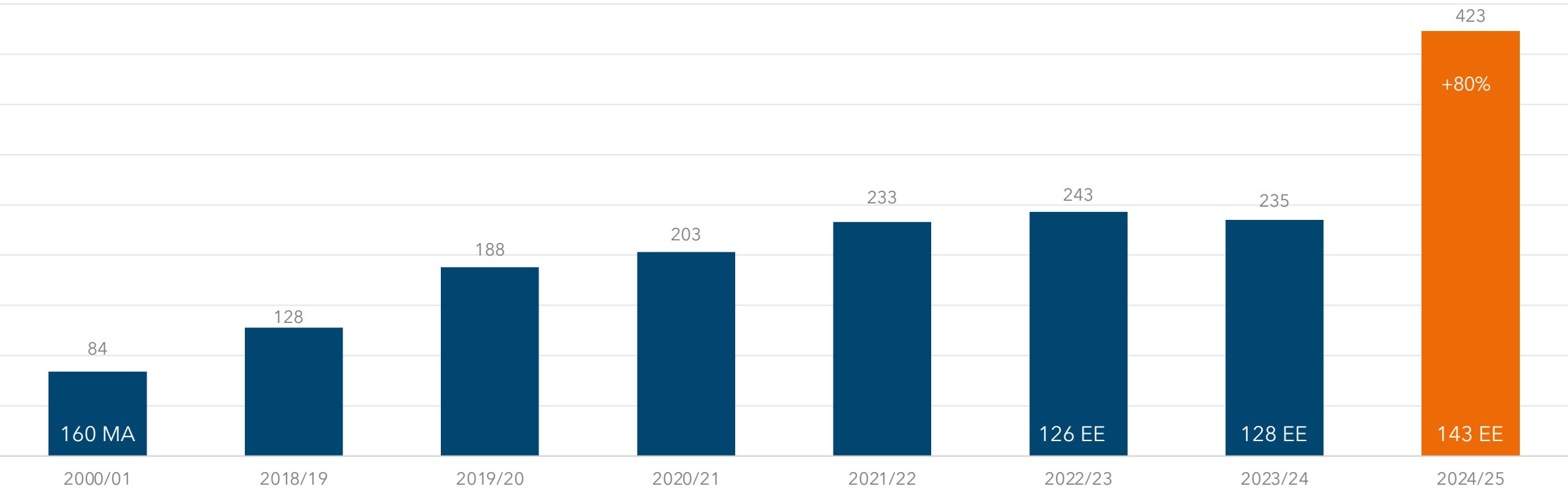


Group sales

Per employee

In thousand euros

2000/2001, 2018/2019 until 2024/2025, by FTE

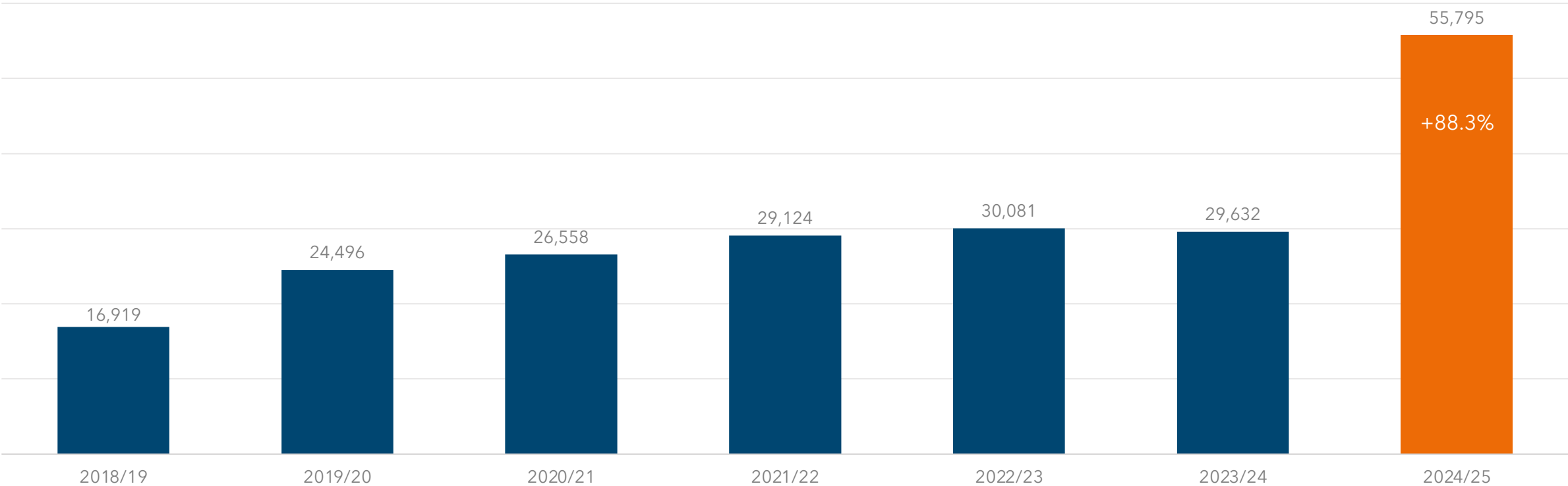


Sales comparison

On May 31 of each year

In thousand euros

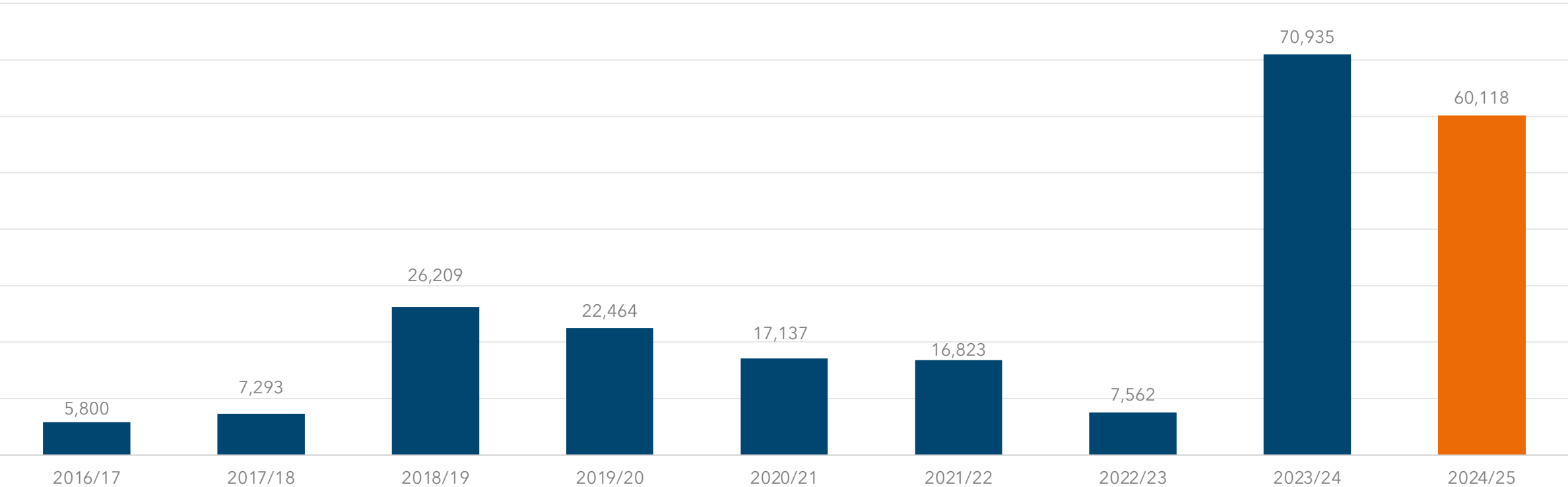
2018/2019 until 2024/2025



Order backlog development

On May 31 of each year

In thousand euros

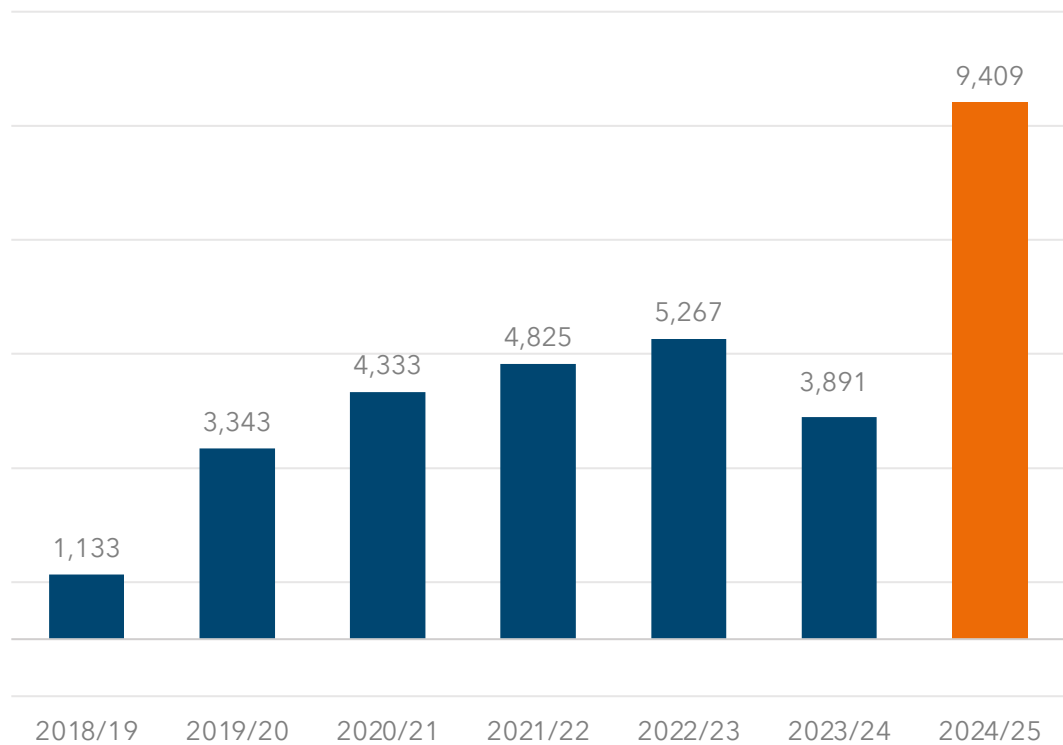


EBITDA & EBIT comparison

2018/2019 until 2024/2025

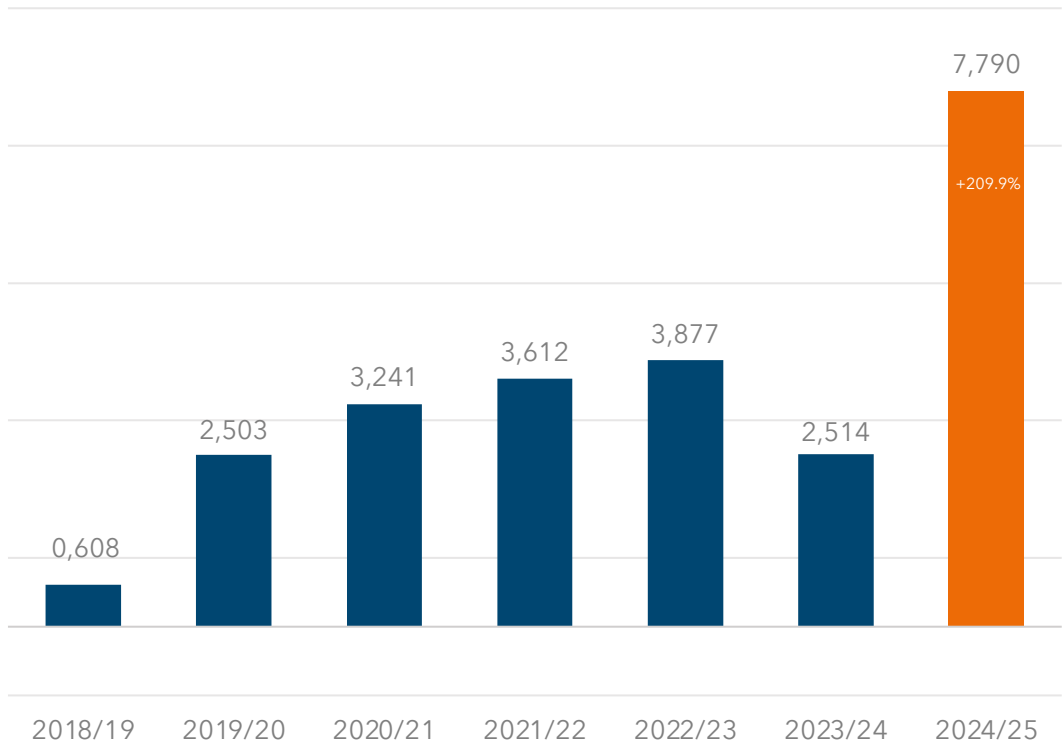
EBITDA

In thousand euros



EBIT

In thousand euros

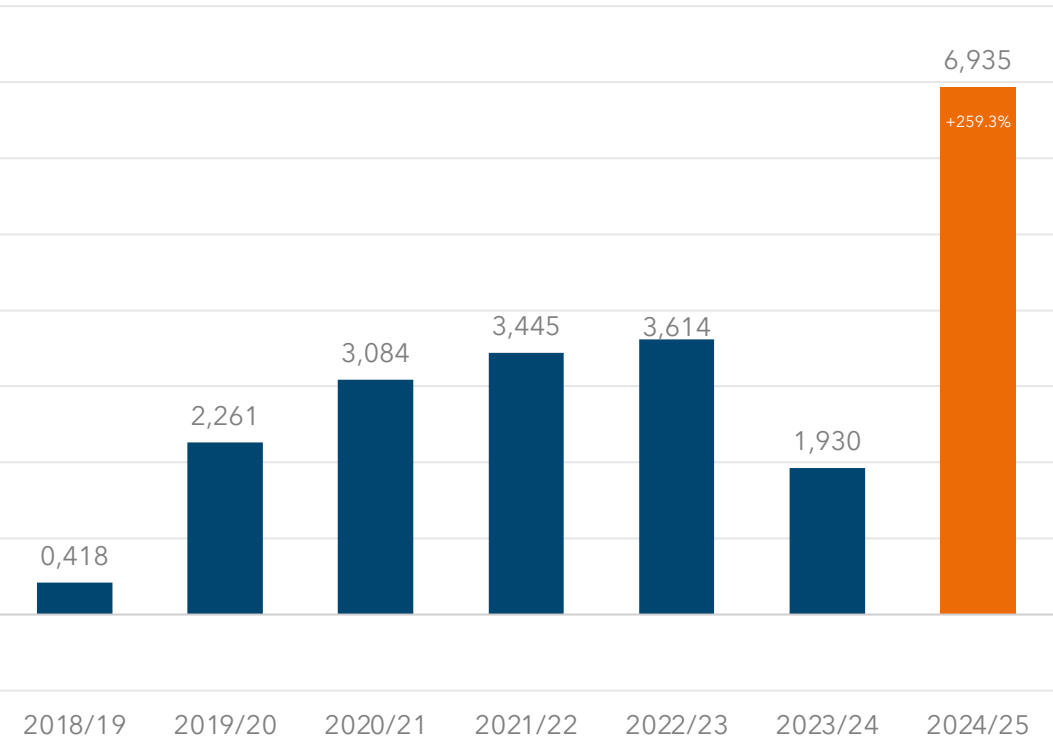


Comparison of results

2018/2019 until 2024/2025

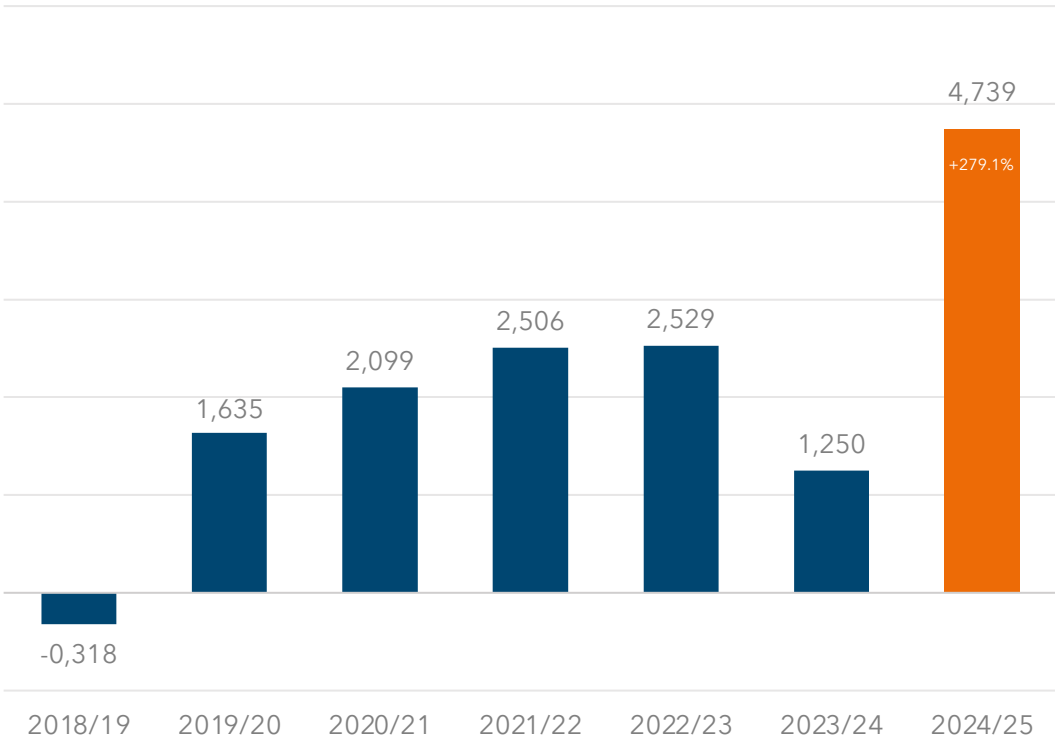
CEOTRONICS Group, before tax

In thousand euros



CEOTRONICS Group, after tax

In thousand euros



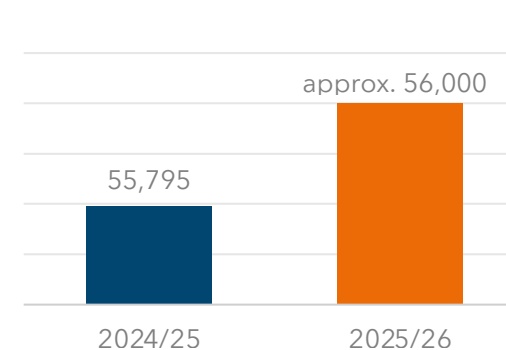
Extreme positive business development

- Group turnover: € 55.8 million (+88.3%)
 - Group turnover per EE (FTE): € 423 thousand (+80.0%)
 - Group earnings after tax: € 4.7 million (+279.1%)
 - Group return on sales after tax: 8.5% (previous year: 4.2%)
-
- Very high order backlog
as at 31.5.2025 € 60.1 million



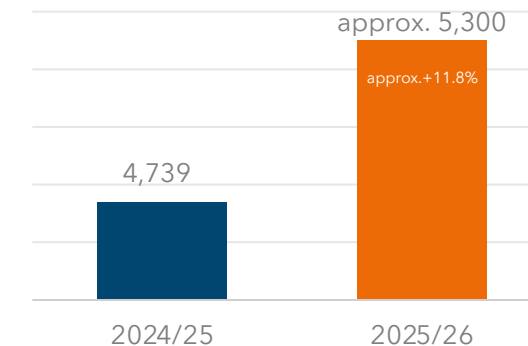
Sales outlook 2025/26

In thousand euros



Earnings outlook 2025/26

In thousand euros, after tax



Return on sales outlook, after tax: approx. 9.5%

Our vision

for the subsequent financial years of CEOTRONICS AG

- The economy in Germany and Europe should develop positively.
- The entire "Mission Critical Communication" sector expects a sustained increase in investment in "internal and external security."
- It is hoped that more financial resources will be made available to police forces in the future for personnel expansion and technical equipment.
- The new medium-term NATO target of "5% of GDP" is beneficial.
- The new German "special funds" for retrofitting and infrastructure promote investment capacity.
- The desire for faster and simpler procurement procedures is supported by the draft legislation of the Federal Ministry for Economic Affairs and Energy and the Federal Ministry of Defense, which was approved by the Cabinet on 23th July 2025.
- The EU Commission's 2030 Readiness Plan "ReArm Europe" is intended to promote the defense capabilities of EU member states with up to € 800 billion.

These are the foundations for satisfying all stakeholders with correspondingly high and positive results in the coming fiscal years.

Our vision is that CEOTRONICS will reach a revenue level of approximately € 65 million in the medium to long term.



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