

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.

(As of May 31, 2025)

Foundation
1985

IPO
1998

143
Employees

Headquarter
Rödermark
near Frankfurt am Main

3
Subsidiaries

International
Sales structure

55.8
million euros
Turnover

Made in Germany
94%
German Content

4.7
million euros
Profit after tax

40 **2025** YEARS
CEOTRONICS

CEOTRONICS AG

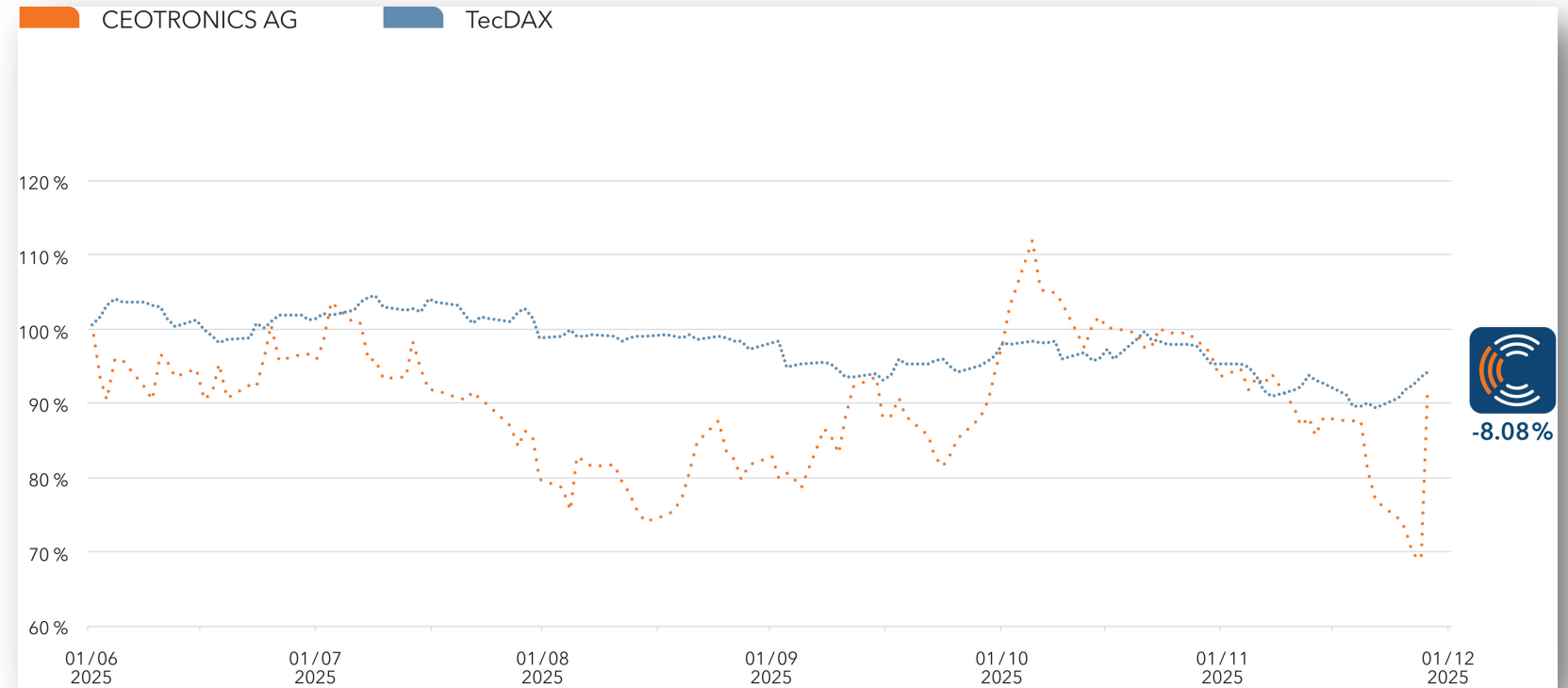
Research & further information

Montega AG, 03/12/2025:

- Price target: € 15.00
- Valuation result: Buy

BankM AG, 08/12/2025:

- Price target : € 17.66
- Valuation result: Buy
- Share (Open Market, Basic Board;
WKN 540740; XETRA)
- Dividend per share in 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:

- The guaranteed purchase volume from the SmG lots "2024" and "2025" totaling 60,000 PTTs and cables will be fully delivered and invoiced by December 2025.
- The third SmG lot "2026" for potentially 50,000 systems was approved by the Bundestag's budget Committee on December 3, 2025.



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

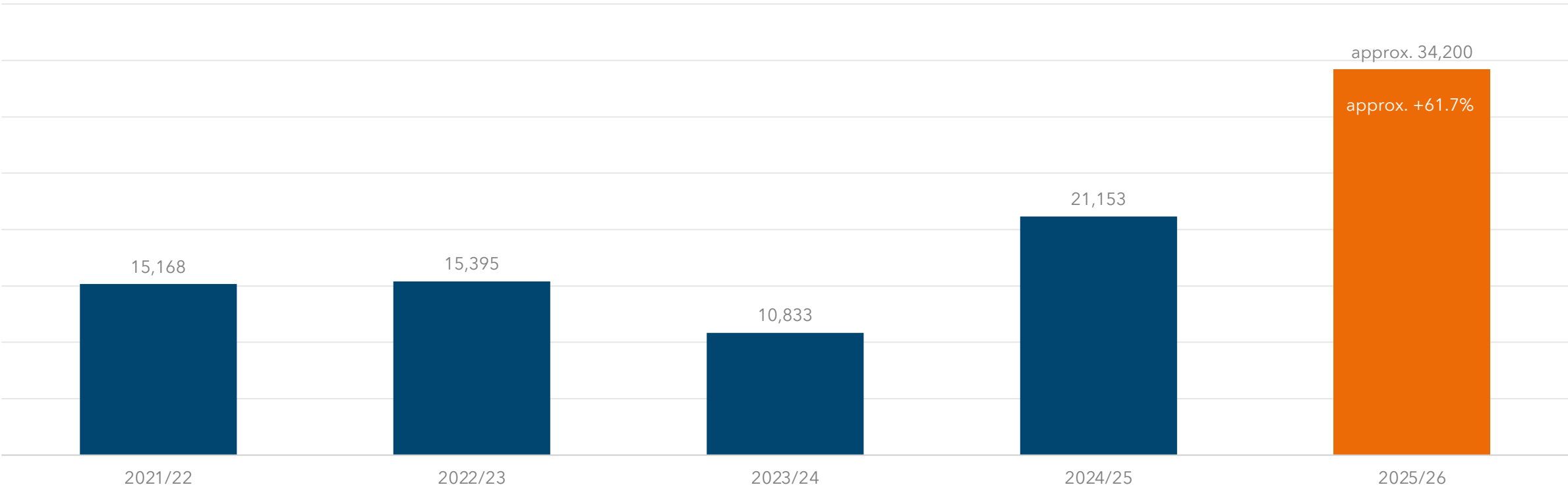


Sales comparison

On November 30 each year (after 6 months of the fiscal year)

In thousand euros

2021/2022 until 2025/2026

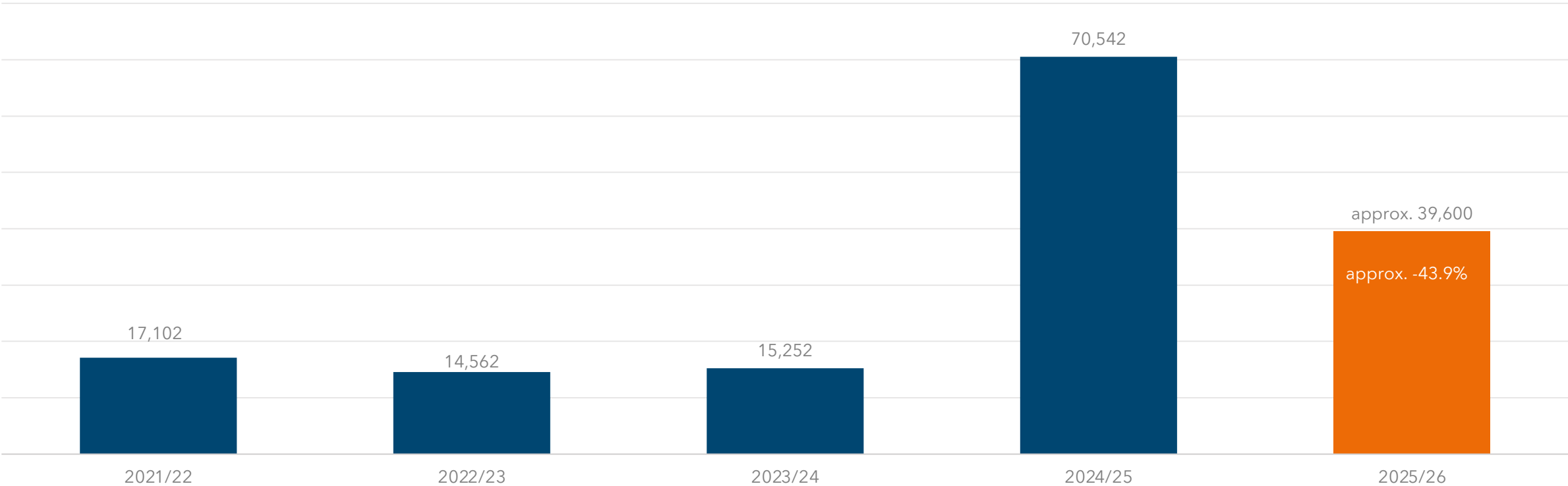


Order backlog development

On November 30 each year (after 6 months of the fiscal year)

In thousand euros

2021/2022 until 2025/2026

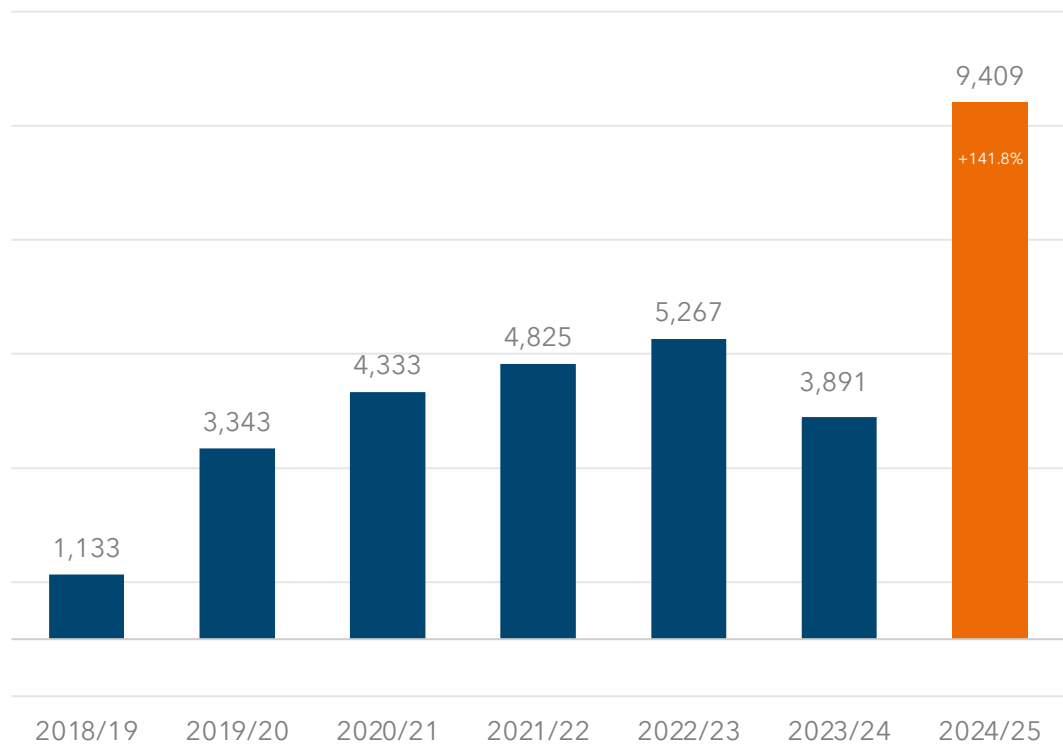


EBITDA & EBIT comparison

2018/2019 until 2024/2025 (as of May 31)

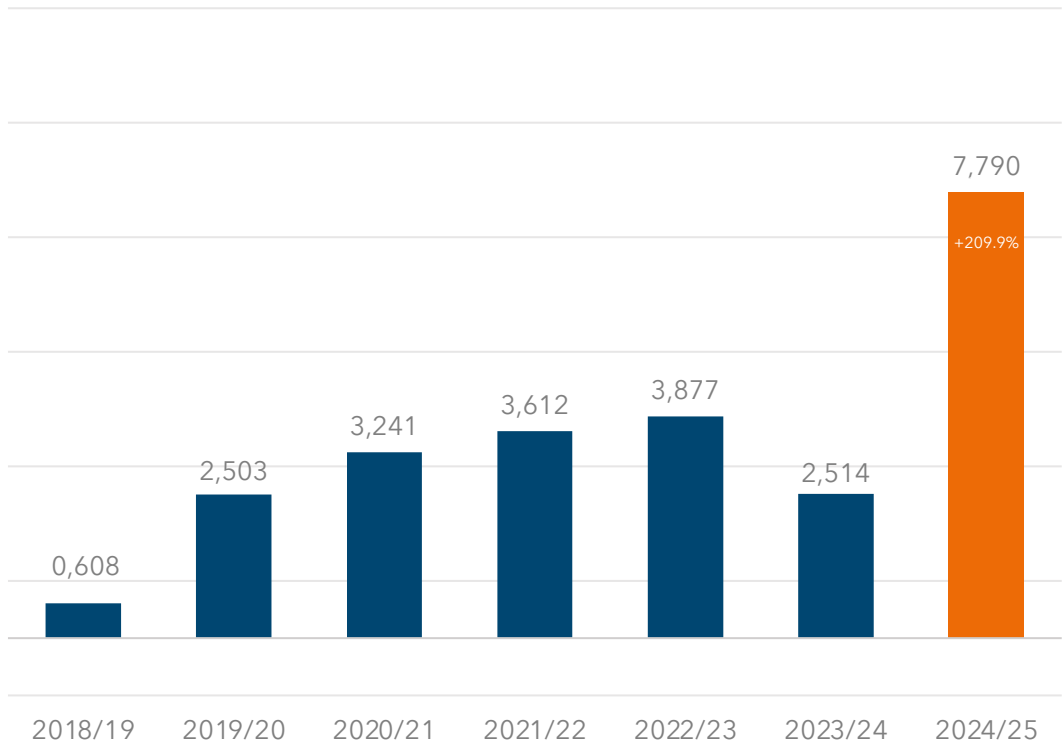
EBITDA

In thousand euros



EBIT

In thousand euros

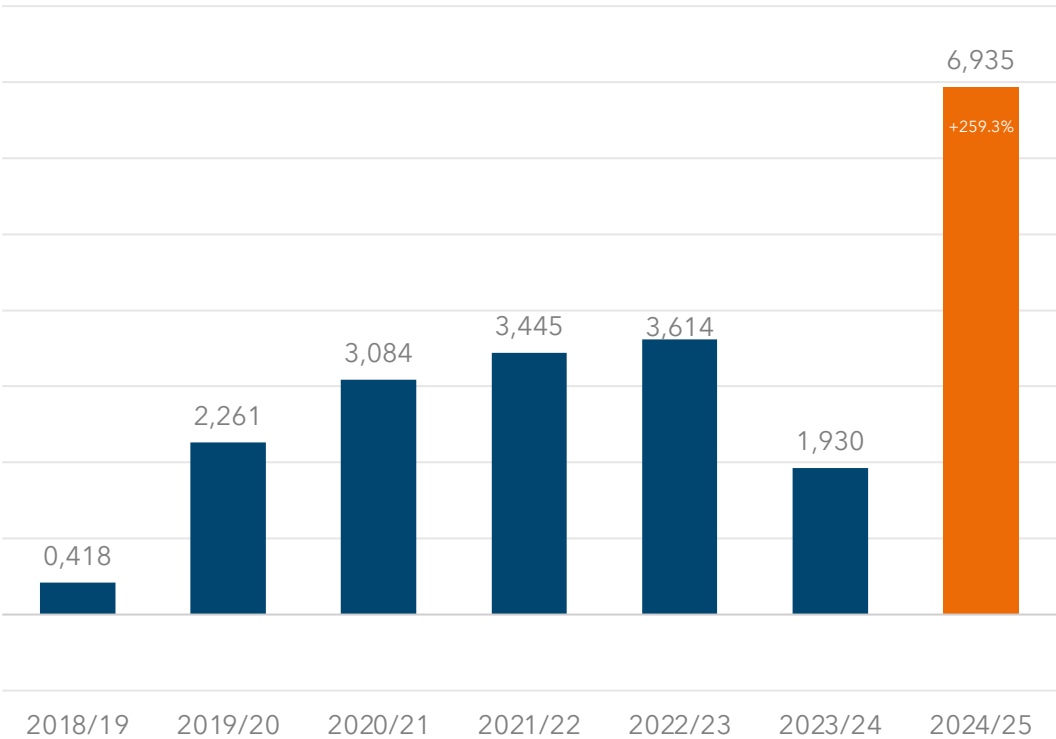


Comparison of results

2018/2019 until 2024/2025 (as of May 31)

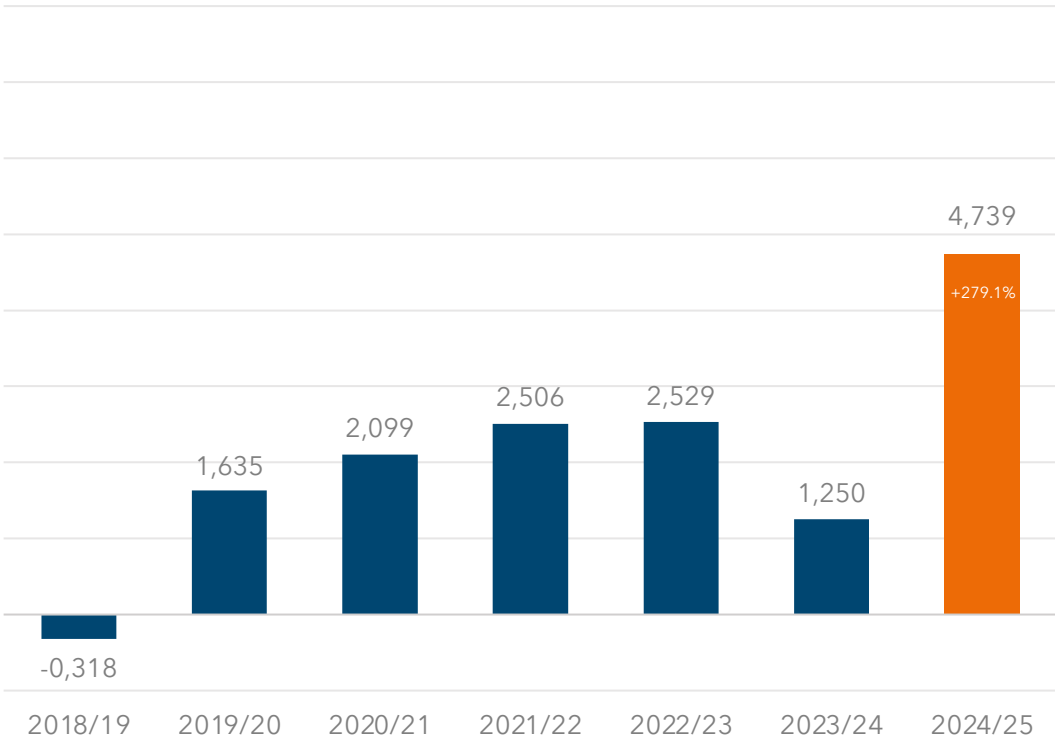
CEOTRONICS Group, before tax

In thousand euros



CEOTRONICS Group, after tax

In thousand euros



Extreme positive business development

Fiscal year 2024/2025

- 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: € 60.1 million

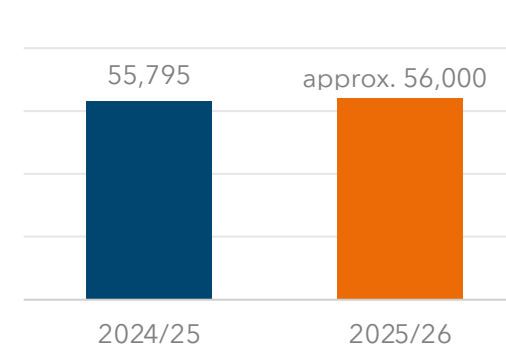
Preliminary half-year figures: 2025/2026

- Consolidated revenue: approx. € 34.2 million (approx. +61.5%)
- Consolidated order backlog: approx. € 39.6 million (approx. -43.9%)
- Order income: approx. € 13,2 million (approx. -33.5%)
- Revenue and earnings targets for fiscal year 2025/2026 confirmed. Positive market environment favors medium-term revenue target of € 65 million.



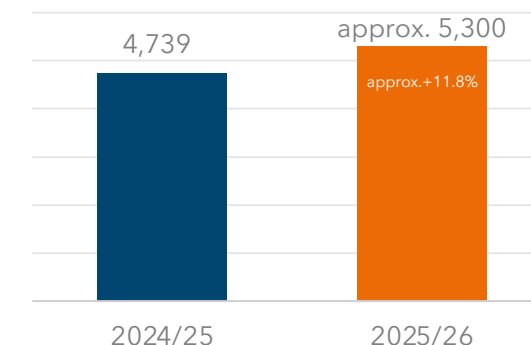
Sales outlook 2025/26

In thousand euros



Earnings outlook 2025/26

In thousand euros, after tax



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

Our vision65

for the subsequent financial years of CEOTRONICS AG

- The entire mission-critical communications industry anticipates a sustained increase in investment in internal and external security.
- The new medium-term NATO target of 5% of GDP is conducive to this.
- 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 law passed by the cabinet on July 23, 2025, proposed by the Federal Ministry for Economic Affairs and Energy and the Federal Ministry of Defense.
- Defense spending is expected to rise to € 108.2 billion in the coming year (2025: € 86.35 billion).
- The recently decided decoupling of personnel, material, and infrastructure could lead to a significant increase in the demand for speech sets with hearing protection from 191,000 to approximately 260,000 to approximately 460,000. Contracts for other personal protective equipment, such as vests, have already been increased.
- The EU Commission's Readiness Plan 2030 "ReArm Europe" is intended to promote the defense capabilities of EU countries with up to € 800 billion.

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

Our vision is that CEOTRONICS will have advanced to the revenue region of approximately € 65 million in the medium to long term.



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