

bertrandt




philotech
We love engineering.



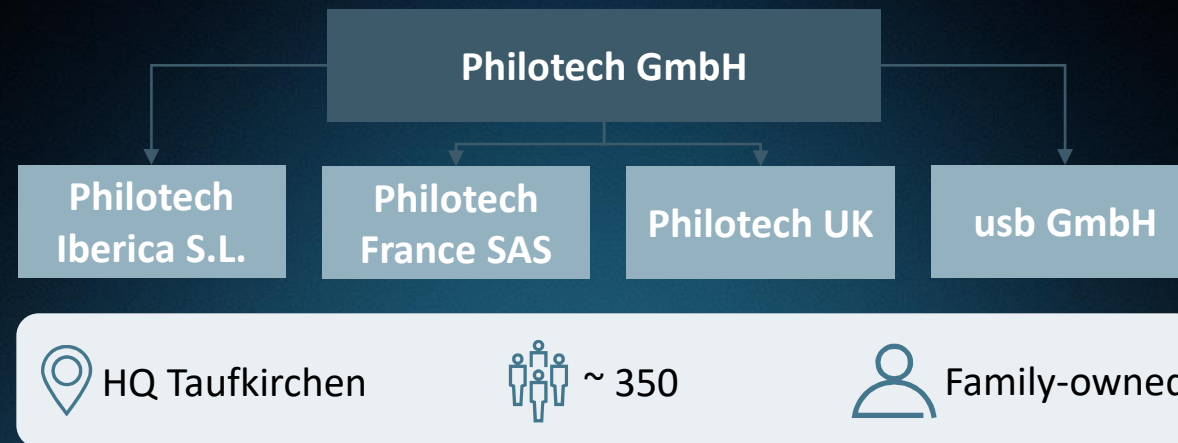
Acquisition of Philotech

Bertrandt AG

December 2021

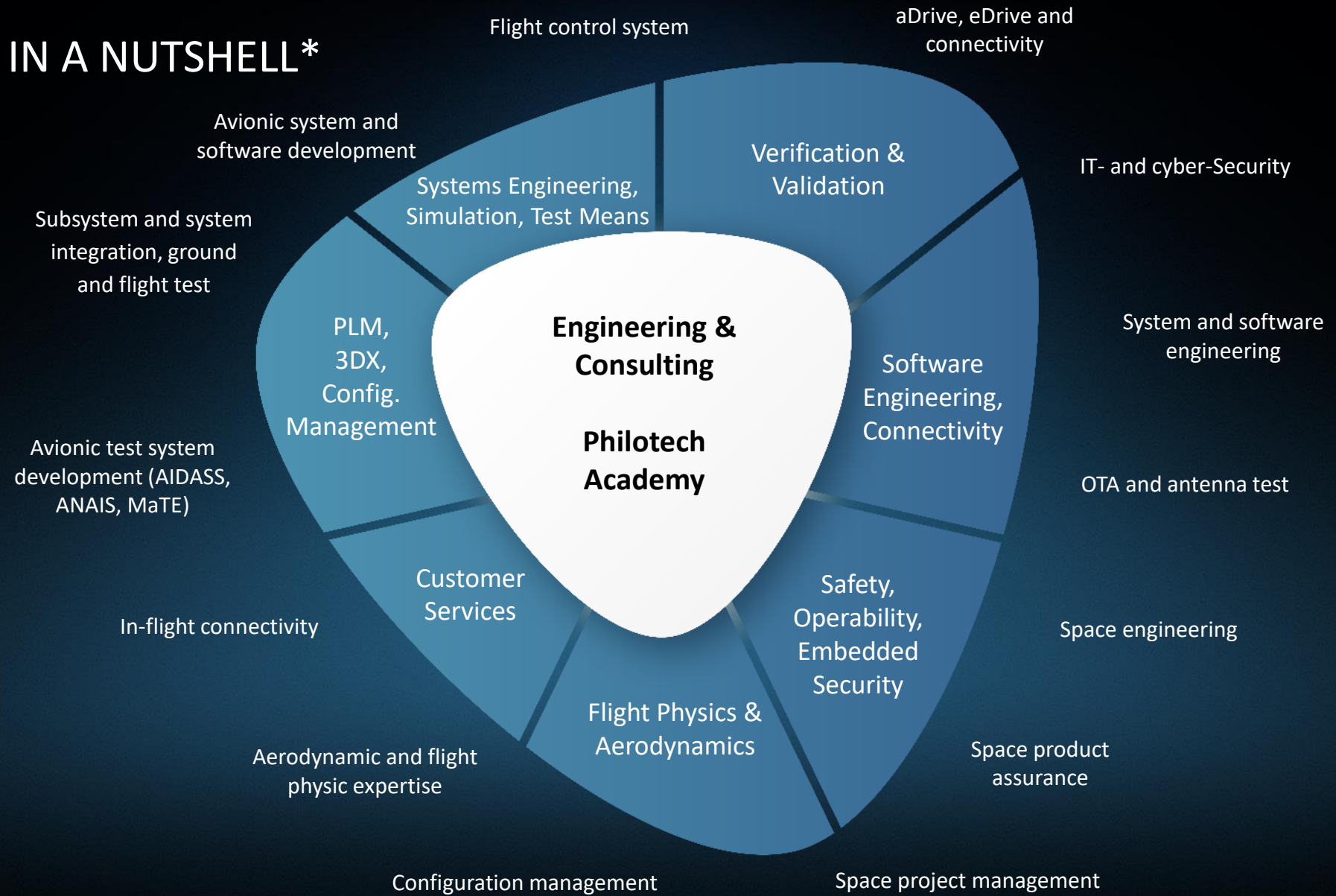
- 
- 01 Philotech in a nutshell
 - 02 Strategic rationale
 - 03 Synergies
 - 04 Transaction summary
 - 05 Adjustment of guidance
 - 06 Next steps

PHILOTECH IN A NUTSHELL

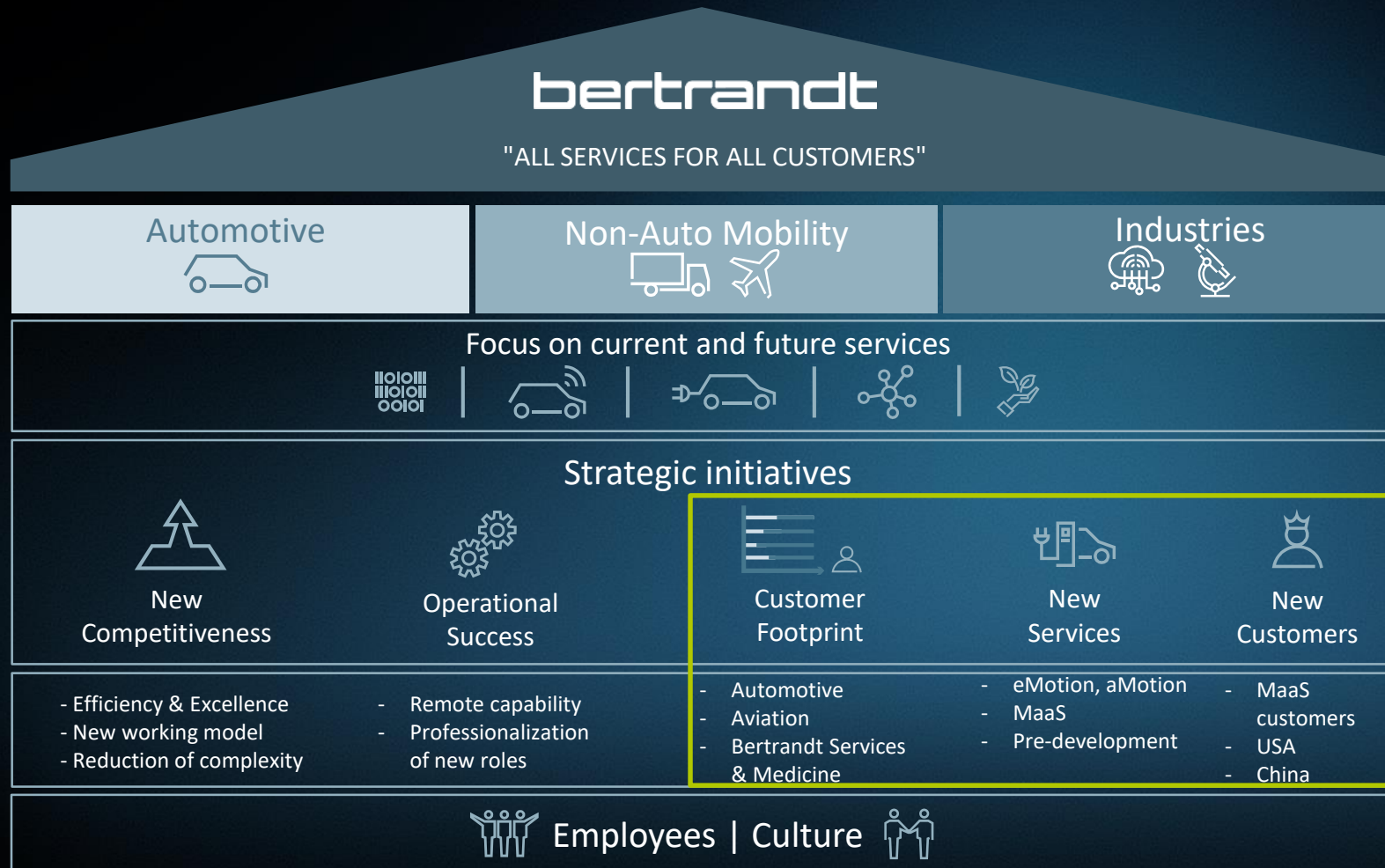


- Philotech Group (Philotech): founded 1987
- Key customer industries: aviation, automotive, telecommunication
- Key services: electronics, software, IT- & cyber-security
- Hidden Champion: „Mittelstand“-company with strong footprint in highly attractive niche services
- Subsidiaries: France, Spain, UK
- Solid balance sheet

PHILOTECH IN A NUTSHELL*

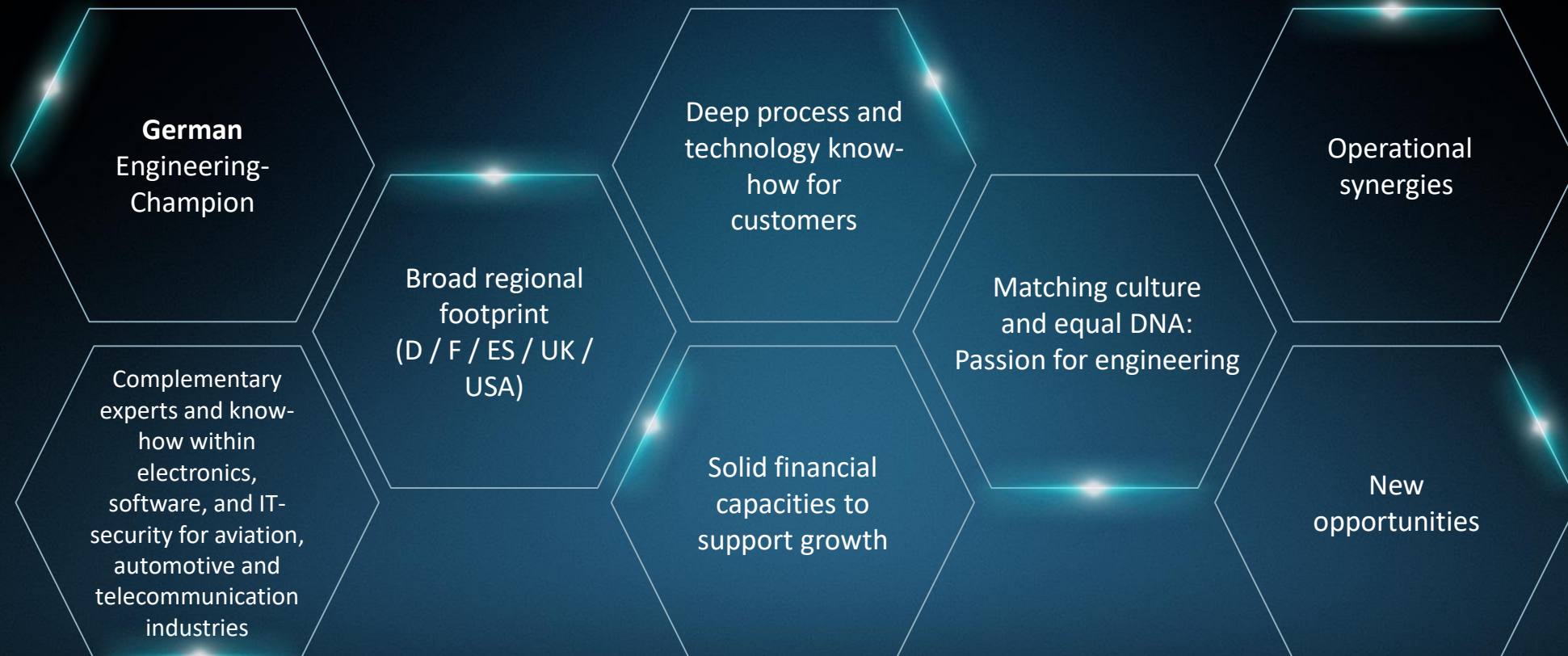


STRATEGIC RATIONALE



- Highly complementary footprint: skills/know-how and regional setup enabling Bertrandt to increase customer services
- Deepening skill-set in megatrends (Software, Electronics, Cyber-Security)
- Cross-selling opportunities for combined entity
- Acquisition in line with diversification strategy
- Strongly growing, profitable business stand-alone and with upside through top-line and operational synergies

SYNERGIES



TRANSACTION SUMMARY

Acquisition Target

- 100% of Philotech GmbH including subsidiaries in Germany, France, Spain and UK

Financials/Financing

- Purchase price to be paid from existing cash
- No PPA effects

Conditions & Timing

- Closing subject to anti-trust approval in Germany
- Philotech management to be part of Bertrandt
- Closing expected in Q2 2021/2022

Strategic rationale

- Highly complementary footprint regarding skills/know-how and regional setup enabling Bertrandt to increase customer services
- Enlarging skill-set in megatrends (Software, Electronics, Cyber-Security)
- Cross-selling opportunities for combined entity

ADJUSTMENT OF GUIDANCE

Total Sales

| Old | New |
|-----------------------|------------------------|
| Growth of EUR 80-120m | Growth of EUR 100-140m |

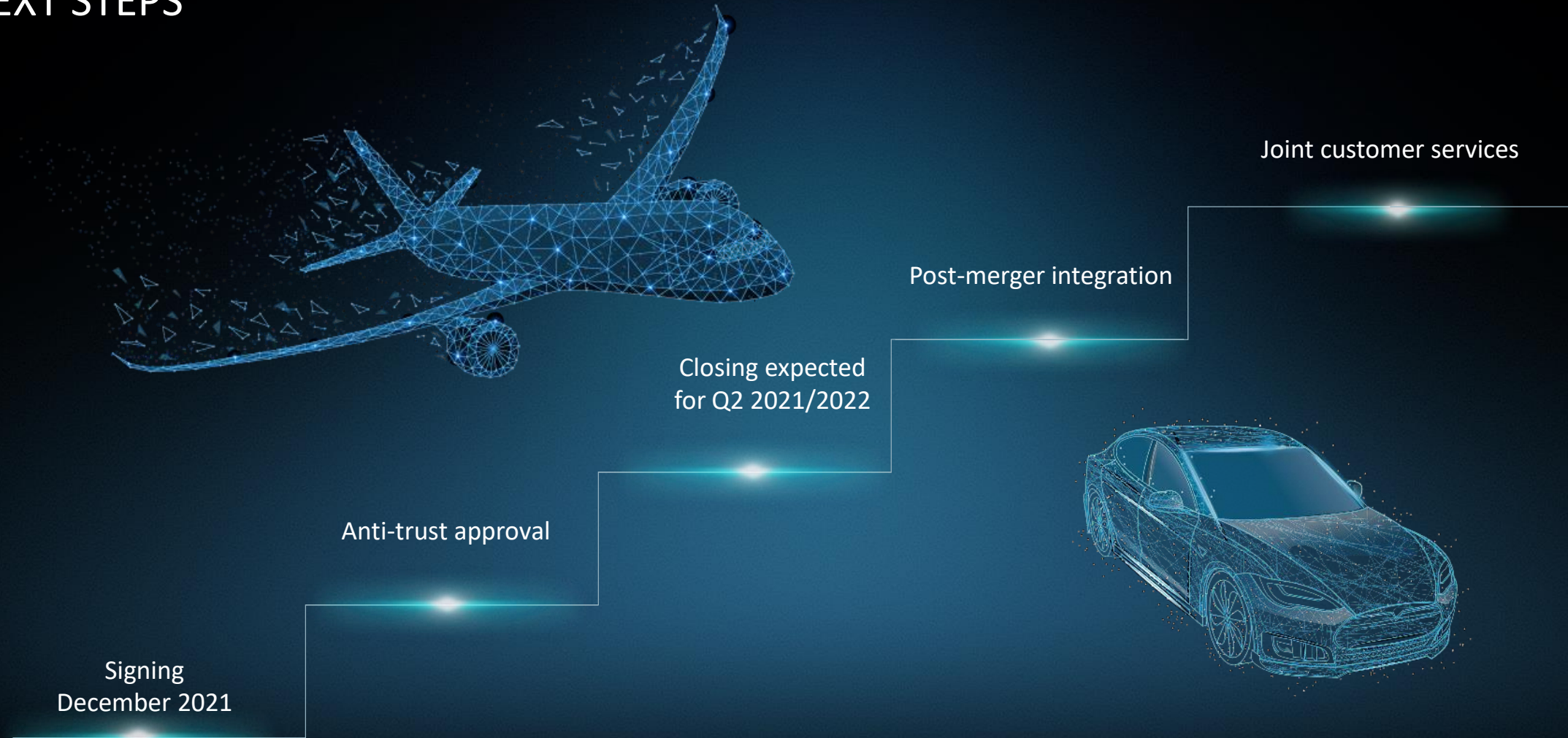
EBIT margin

| Old | New |
|------|------|
| 4-7% | 4-7% |

Cashflow from
operating activities

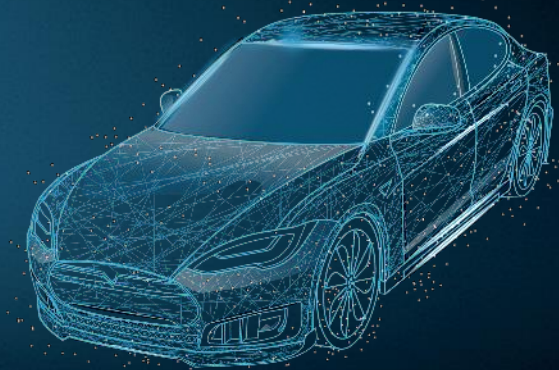
| Old | New |
|----------|----------|
| Positive | Positive |

NEXT STEPS



THANK YOU!

Do you have any questions?



LEGAL NOTICE

This presentation contains inter alia certain foresighted statements about future developments, which are based on current estimates of management. Such statements are subjected to certain risks and uncertainties. If one of these factors of uncertainty or other imponderables should occur or the underlying accepted statements proved to be incorrect, the actual results could deviate substantially from or implicitly from the expressed results specified in these statements. We have neither the intention nor do we accept the obligation of updating foresighted statements constantly since these proceed exclusively from the circumstances on the day of their publication.

As far as this presentation refers to statements of third parties, in particular analyst estimations, the organization neither adopts these, nor are these rated or commented thereby in other ways, nor is the claim laid to completeness in this respect.

CONTACT DETAILS

Markus Ruf

Member of the Board, Finance

Björn Voss

Head of Investor Relations
VP Commercial (Bertrandt Ingenieurbüro GmbH)

Bertrandt AG, Birkensee 1, 71139 Ehningen

+49 7034 656 4201

bjoern.voss@bertrandt.com

www.bertrandt.com