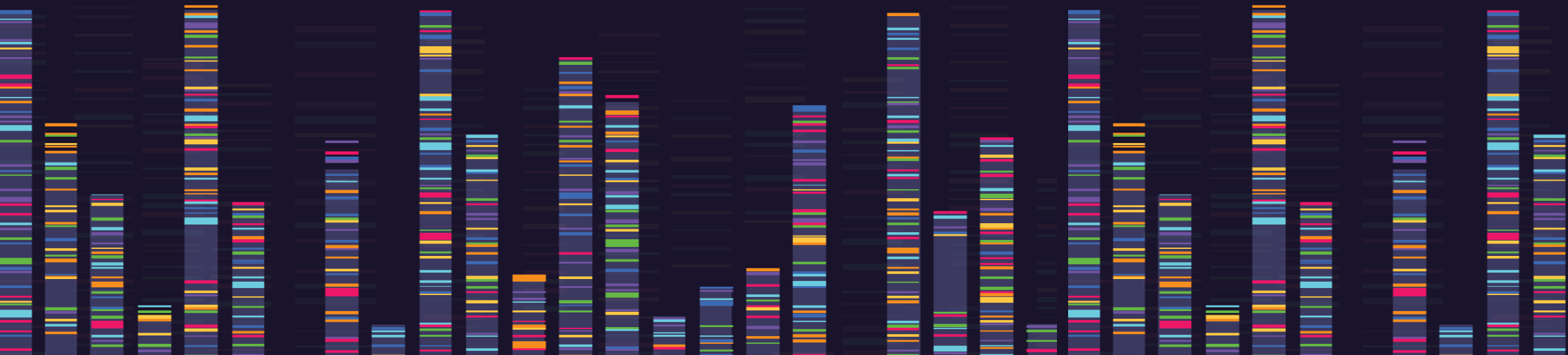


9M 2024 FINANCIAL RESULTS

Birkenfeld – October 25, 2024

ALL ON THE RADAR



SAFE HARBOR STATEMENT

Forward-looking statements involve risks.

This company presentation contains various statements concerning the future performance of STRATEC. These statements are based on both assumptions and estimates. Although we are convinced that these forward-looking statements are realistic, we can provide no guarantee of this. This is because our assumptions involve risks and uncertainties which could result in a substantial divergence between actual results and those expected.

It is not planned to update these forward-looking statements.

AGENDA

1. 9M 2024 AT A GLANCE
2. FINANCIAL REVIEW
3. OUTLOOK
4. Q&A
5. APPENDIX

9M 2024 AT A GLANCE

- **Sales dynamics** still affected by **lower demand for MDx systems** (COVID capacity built-up) and **postponement** of some **deliveries** to **Q4** and **FY 2025**
- **Efficiency measures** and **structural improvements** unfolding momentum: **Gross margin 9M/2024 up yoy** despite lower economies of scale and still suboptimal product mix
 - ➔ **Guidance update** as of 10/17/2024: **Margin target for FY 2024 confirmed** despite slightly **reduced sales outlook**
- **Strengthening** of market position in **Asia-Pacific** and first **sales synergies realized** in the **U.S.** on the back of **Natech acquisition**



FINANCIAL REVIEW

FINANCIALS AT A GLANCE¹

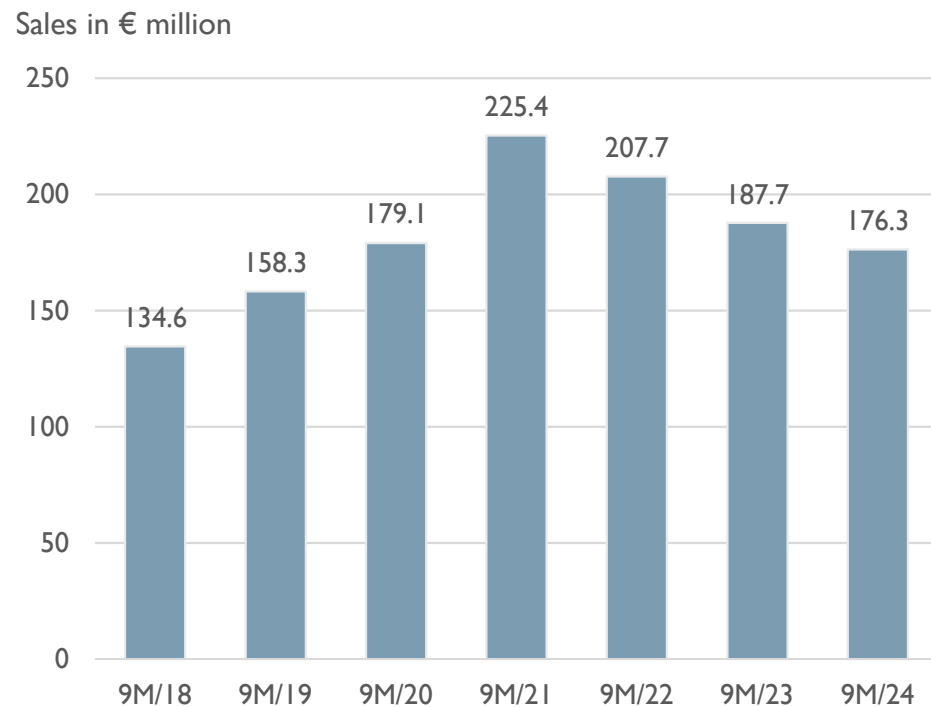
€ 000s	9M/2024	9M/2023	Change	Q3/2024	Q3/2023	Change
Sales	176,305	187,680	-6.1% (cc: -6,0%)	57,229	62,674	-8.7% (cc: -9,1%)
Adjusted EBITDA	26,329	27,267	-3.4%	9,011	13,370	-32.6%
Adjusted EBITDA margin (%)	14.9	14.5	+40 bps	15.7	21.3	-560 bps
Adjusted EBIT	14,769	16,222	-9.0%	5,054	9,257	-45.4%
Adjusted EBIT margin (%)	8.4	8.6	-20 bps	8.8	14.8	-600 bps
Adjusted consolidated net income	8,139	9,742	-16.5%	2,660	5,682	-53.2%
Adjusted basic earnings per share (in €)	0.67	0.80	-16.3%	0.22	0.47	-53.2%
Basic earnings per share IFRS (in €)	0.37	0.62	-40.3%	0.05	0.42	-88.1%

bps = basis points / cc = constant currency

¹ To facilitate comparison, figures have been adjusted to exclude amortization resulting from purchase price allocations in the context of acquisitions and other non-recurring items. These non-recurring items include advisory expenses relating to M&A activities and one-off personnel expenses of € 1.7 million in connection with the departure of a member of the Board of Management in the third quarter of 2024.

FINANCIAL REVIEW

SALES DEVELOPMENT 9M 2024



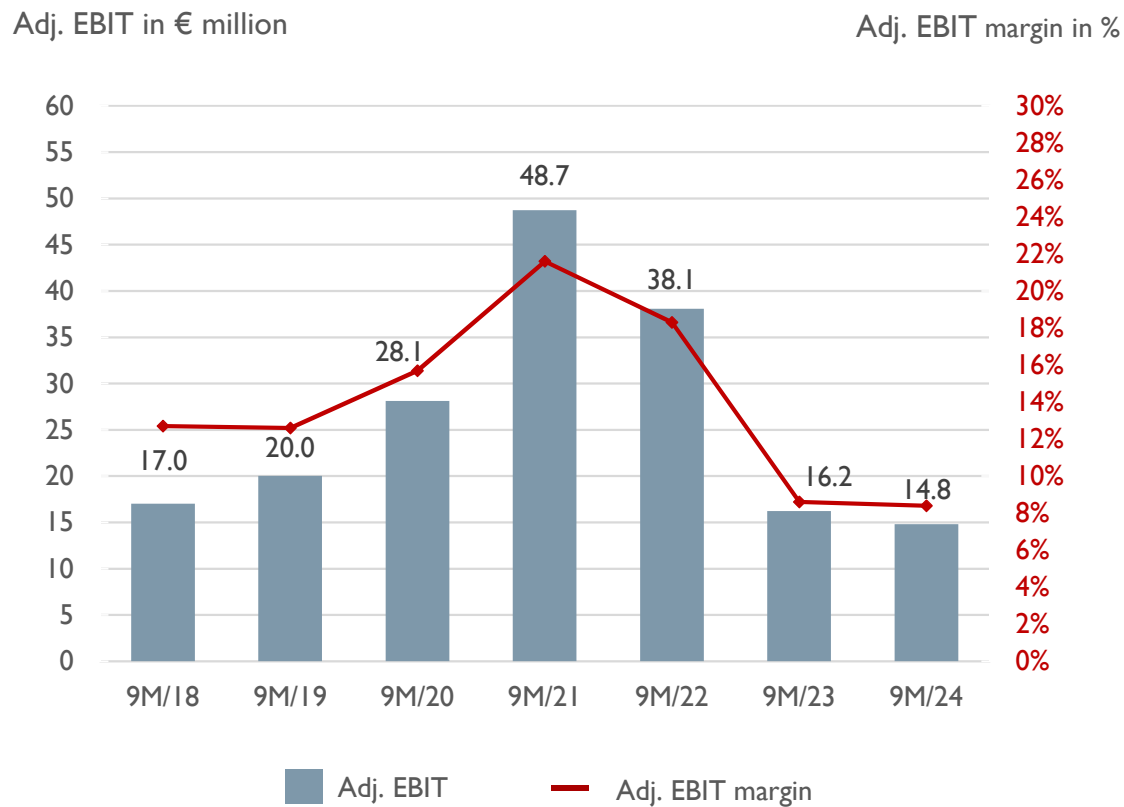
As of September 30

9M/2024 down by 6.0% yoy at constant currency to € 176.3 million; -9.6% organic

- (-) Lower pandemic-related demand for molecular diagnostics solutions
- (-) Flatter than expected ramp-up phase of recently launched MDx product
- (-) Some deliveries, originally expected for Q3, have been postponed to Q4 2024 and FY 2025, respectively
- (+) Healthy demand for service parts and consumables
- (+) Moderate increase in development and services revenues

FINANCIAL REVIEW

ADJUSTED EBIT AND EBIT MARGIN 9M 2024



Adjusted EBIT margin 9M/2024 8.4% versus 8.6% in the prior year period

- (+) Efficiency measures and structural changes taking effect
- (-) Negative economies of scale
- (-) Still room for improvement for product mix within systems business

Lower earnings contribution from recognition of development revenues in Q3/2024 versus Q3/2023

As of September 30

FINANCIAL REVIEW

CASH FLOW AND NET DEBT

€ 000s	9M/2024	9M/2023	Change
Cash flow – operating activities	25,430	10,709	+137.5%
Cash flow – investment activities	-12,432	-45,666	nm
Cash flow – financing activities	-13,482	26,634	nm
Free cash flow	12,998	-34,957	nm

€ 000s	9M/2024	FY/2023	Change
Cash	33,108	33,532	-1,3%
Equity ratio (%)	50.5	50.0	+50 bps
Net working capital	109,025	121,088	-10,0%
Net debt	119,429	118,180	+1,1%

- Significantly improved cash flow dynamics on the back of reduced trade receivables position and lower cash tax payments; but still inflated inventory levels
- Investment ratio¹ at 7.0% → in-line with full year target corridor of 6.0% to 8.0%
- Net debt / LTM EBITDA of 3.1x

¹ Total investments in intangible and tangible assets in % of sales

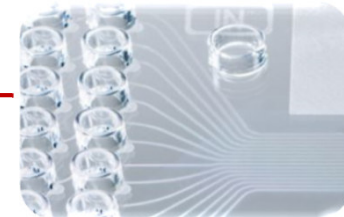
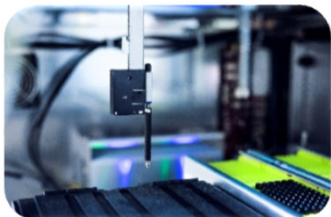
LTM = Last twelve months

OUTLOOK

FINANCIAL GUIDANCE FOR FISCAL YEAR 2024

Sales guidance updated
on 10/17/2024

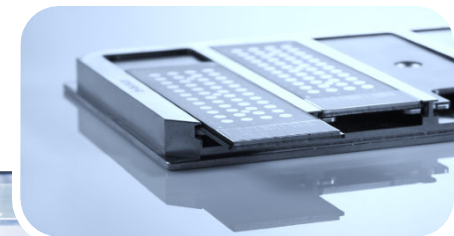
- Sales expected to remain stable or decline slightly compared with the previous year on a constant-currency basis
- Adjusted EBIT margin of around 10.0% to 12.0% (2023: 10.3%)
 - Sales and earnings dynamics are expected to improve significantly in the fourth quarter of 2024 due to expected signing of further additional orders with customers as well as shifts in deliveries from Q3 to Q4 2024
- Investments in tangible and intangible assets combined of around 6.0% to 8.0% of sales (2023: 6.7%)



OUTLOOK

FOCUS IN 2024 AND BEYOND

- Maintaining cost discipline throughout the company given earnings improvement measures implemented
 - Reaching pre-pandemic efficiency levels e.g. due to efficiency gains and structural measures established in supply chain
- Continue to grow footprint in selected life science segments with shorter time to market and/or other market mechanics
- Manage and process M&A opportunities according to external growth and diversification strategy
- Execute deal pipeline regarding new development and manufacturing agreements
- Continue leveraging the combined customer base of both, STRATEC and Natech



Q&A

strat**tec**●●

QUESTIONS & ANSWERS

APPENDIX

ADJUSTMENTS 9M 2024

EBIT

€ 000s	9M/2024	9M/2023
Adjusted EBIT	14,769	16,222
Adjustments:		
PPA amortization	-2,772	-1,713
Other ¹	-2,052	-1,217
EBIT	9,945	13,292

¹ Including advisory expenses and restructuring expenses relating to M&A activities, as well as one-off personnel expenses of €1.7 million in connection with the departure of a board member in the third quarter of 2024

Consolidated net income

€ 000s	9M/2024	9M/2023
Adjusted consolidated net income	8,139	9,742
Adjusted earnings per share in € (basic)	0.67	0.80
Adjustments:		
PPA amortization	-2,772	-1,713
Other ¹	-2,052	-1,217
Taxes on income	1,156	714
Consolidated net income	4,471	7,526
Earnings per share in € (basic)	0.37	0.62

¹ Including advisory expenses and restructuring expenses relating to M&A activities, as well as one-off personnel expenses of €1.7 million in connection with the departure of a board member in the third quarter of 2024

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THANK YOU
FOR YOUR
ATTENTION