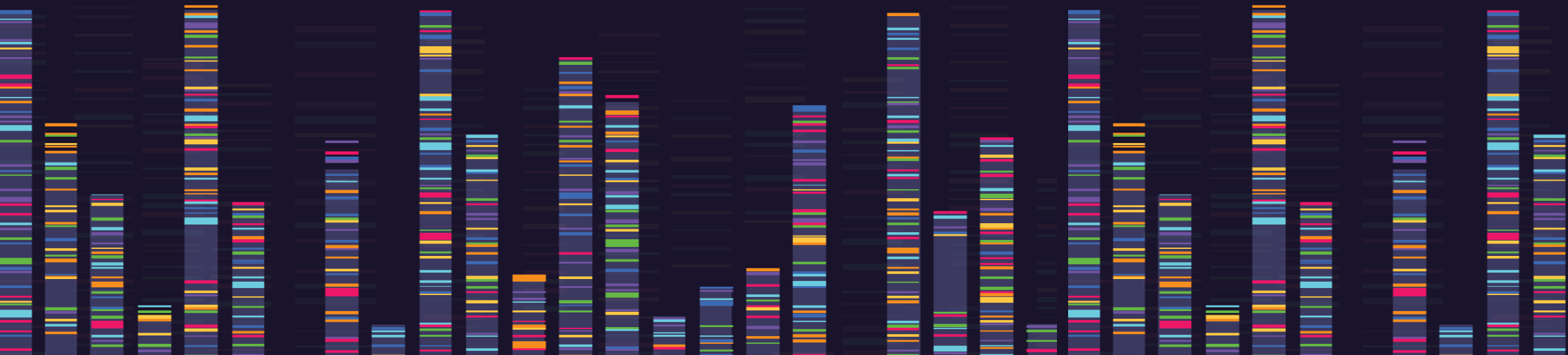


FY 2023 FINANCIAL RESULTS

Birkenfeld - March 28, 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.

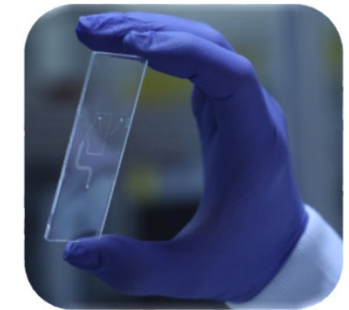
It is not planned to update these forward-looking statements.

AGENDA

1. FY 2023 AT A GLANCE
2. FINANCIAL REVIEW
3. OUTLOOK
4. Q&A
5. APPENDIX

FY 2023 AT A GLANCE

- **Sales -3.8%** yoy at constant exchange rates to **€ 261.9 million** and **adjusted EBIT margin of 10.3%** → both **in-line** with **target corridors**
- **Successful market launches** → e.g. extended version of sample preparation **system** in the field of **flow cytometry** and new products in the field of **complex consumables**
- New **cooperations agreed** → e.g. development cooperation for a **modular analyzer system** including consumables in the **field of highly sensitive immunodiagnos**tics procedures for applications **in blood banks** and **clinical diagnostics**
- Product portfolio expansion and **first manufacturing site** in the **USA** through acquisition of **Natech Plastics, Inc.**
- **Dividend** proposal of **€ 0.55** per share (€ 0.97 in the prior year)



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FINANCIAL REVIEW

FINANCIALS AT A GLANCE¹

€ 000s	FY 2023	FY 2022	Change	Q4 2023	Q4 2022	Change
Sales	261,911	274,625	-4.6% (cc: -3.8%)	74,231	66,971	+10.8% (cc: +12.9%)
Adjusted EBITDA	41,576	58,582	-29.0%	14,309	10,487	+36.4%
Adjusted EBITDA margin (%)	15.9	21.3	-540 bps	19.3	15.7	+360 bps
Adjusted EBIT	27,071	45,053	-39.9%	10,849	6,986	+55.3%
Adjusted EBIT margin (%)	10.3	16.4	-610 bps	14.6	10.4	+420 bps
Adjusted consolidated net income	16,706	34,683	-51.8%	6,964	5,134	+35.6%
Adjusted basic earnings per share (in €)	1.37	2.86	-52.1%	0.57	0.42	+35.7%
Basic earnings per share IFRS (in €)	1.07	2.41	-55.6%	0.45	0.37	+21.6%

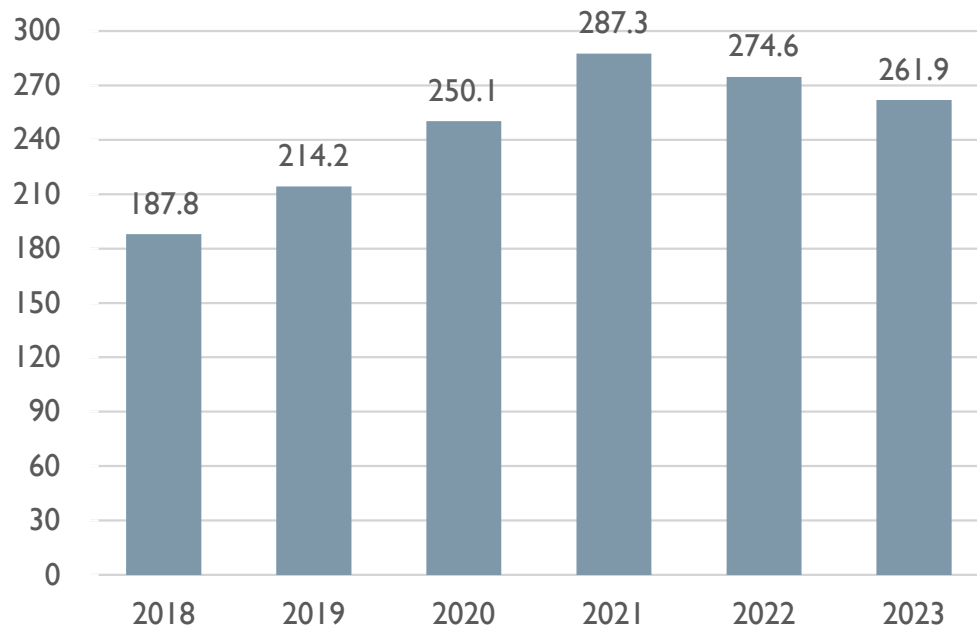
bps = basis points
cc = at constant currency

¹ For comparison purposes, adjusted figures for 2023 have been adjusted to exclude amortization from purchase price allocations in the context of acquisitions, as well as for other one-off items (consulting and reorganization expenses in connection with M&A activities and one-off personnel expenses). In the previous year, earnings figures were additionally adjusted to exclude a provision for expected back payments of tax (including interest payments).

FINANCIAL REVIEW

SALES

Sales in € million



As of December 31

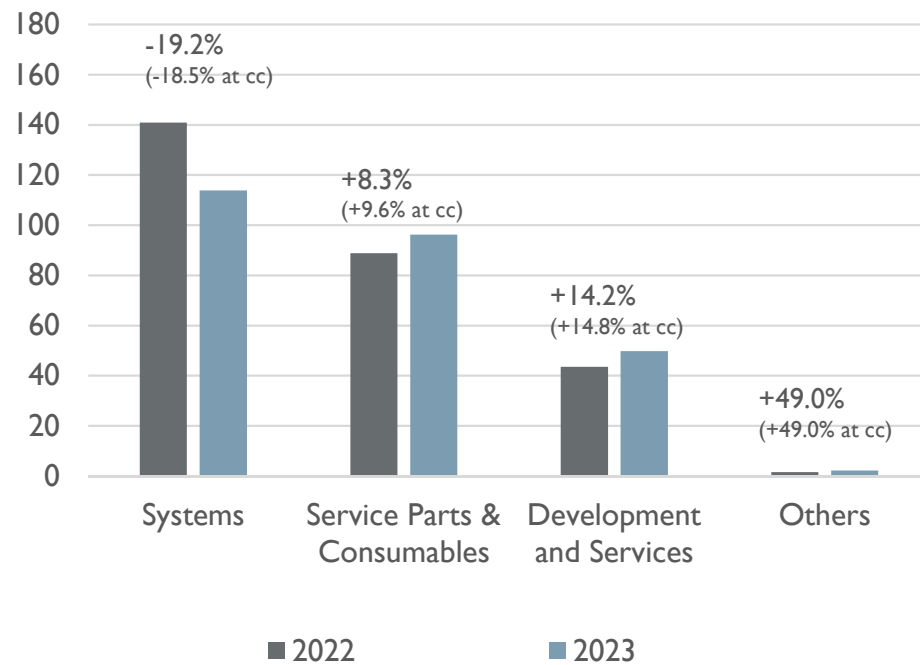
FY 2023 sales -3.8% yoy in constant currency to € 261.9 million → organic -6.5% yoy

- (-) Pandemic related overcapacities within MDx market and still elevated inventory levels at customers
- (-) Launch delay of a next generation veterinary diagnostics system solution
- (+) Strong growth with service parts and consumables as well as development and services
- (+) New product launches

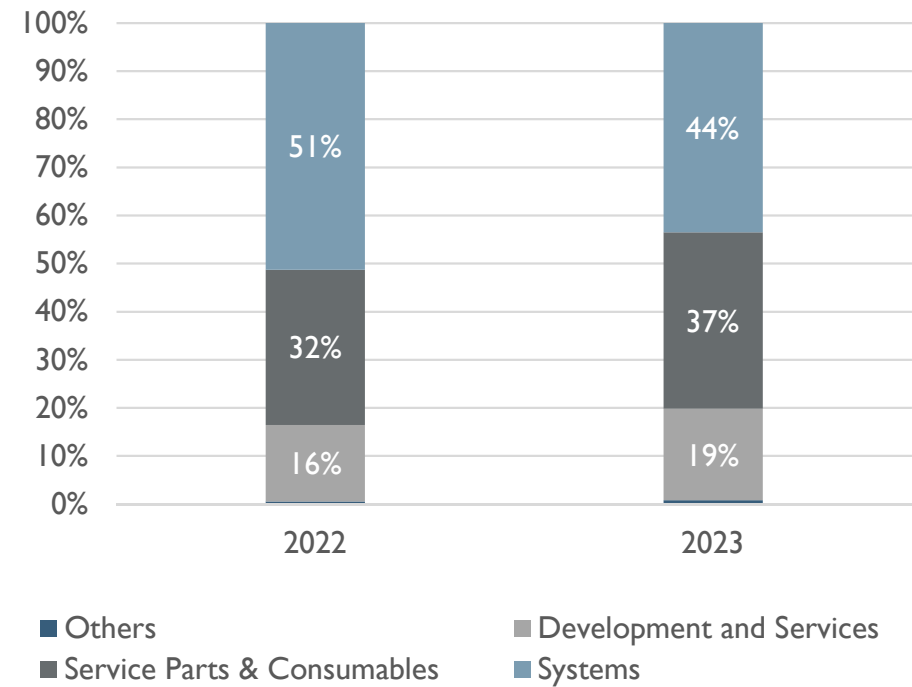
FINANCIAL REVIEW

SALES BY OPERATING DIVISIONS

Sales in € million



In % of total sales

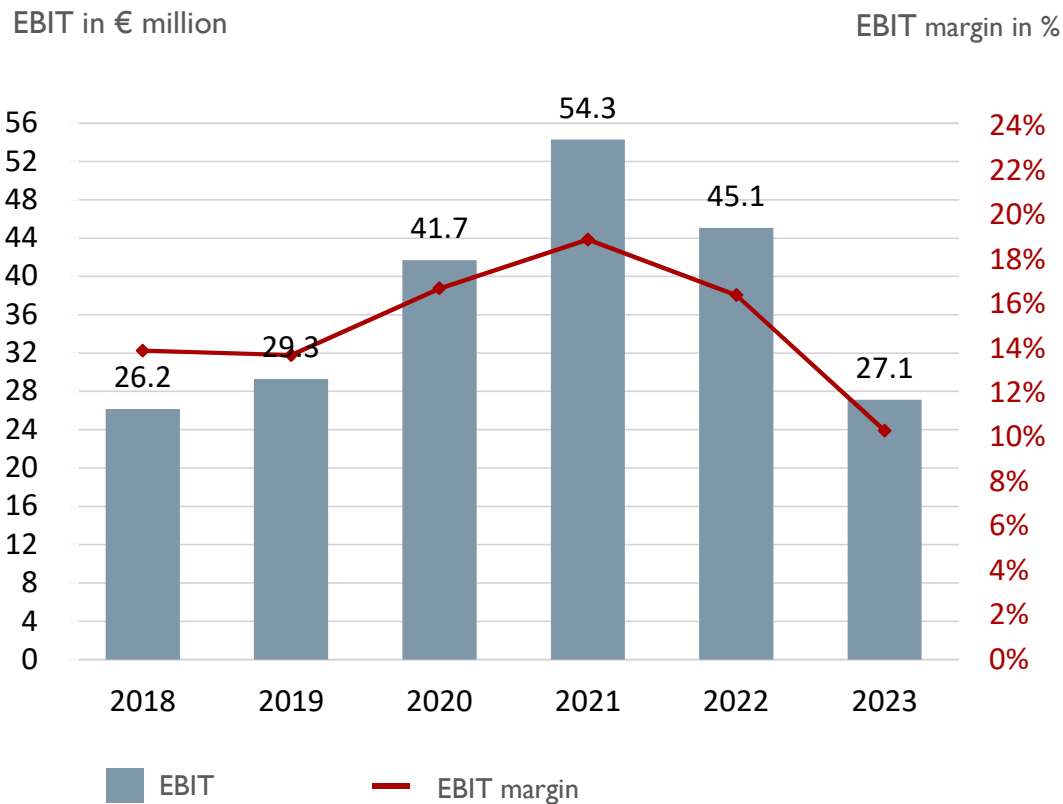


As of December 31

cc= at constant currency

FINANCIAL REVIEW

ADJUSTED EBIT AND EBIT MARGIN



FY 2023 adjusted EBIT at € 27.1 million

FY 2023 adjusted EBIT margin of 10.3% in-line with target corridor

Margin reduction of 610 bps yoy

(-) Negative economies of scale

(-) Product mix

(-) Rise in input costs

(+) Earnings improvement program

As of December 31

FINANCIAL REVIEW

CASH FLOW AND NET DEBT

€ 000s	FY 2023	FY 2022	Change
Cash flow – operating activities	19,425	10,279	+89.0%
Cash flow – investment activities	-44,155	-18,997	n/a
Cash flow – financing activities	35,442	-14,105	n/a
Free cash flow	-24,730	-8,698	n/a

€ 000s	FY 2023	FY 2022	Change
Cash at end of period	33,532	22,668	+47.9%
Equity ratio (%)	50.0	56.6	-660 bps
Net debt	118.180	76,619	+54.2%

- Improvement in operating cash flow due to yoy lower increase of net working capital
- Contracted inflows set to increase inventory levels again in Q4/2024. Thereafter significant reduction of inventory levels and improvement in cash flow expected
- Cash flow from investment activities contains cash outflow for acquisition of Natech Plastics, Inc. Investment ratio¹ of 6.7% of sales in line with projected corridor of 6.0% to 8.0%
- Net debt / EBITDA at 2.9x

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

FINANCIAL REVIEW

EARNINGS IMPROVEMENT PROGRAM*

Focus area	Earnings impact 2024 (pre-tax)	Status	
Personnel measures	+4.0 to +5.0 million €	<ul style="list-style-type: none"> e.g. hiring freeze implemented since March 2023 Planned earnings impact already achieved in 2023 	✓
Focused price adjustment strategies	+5.0 to +8.0 million €	<ul style="list-style-type: none"> Price increases for major products have become effective as of 1 July 2023; earnings impact on annualized basis achieved in 2023 	✓
Non-personnel cost reductions and others	+1.0 to +2.0 million €	<ul style="list-style-type: none"> Extended program to optimize procurement structures and processes 	On track for 2024
TOTAL	+10.0 to +15.0 million €	<ul style="list-style-type: none"> Planned earnings impact on annualized basis already achieved in 2023 	✓

*Compared with the original company budget

UPDATE: Expansion and introduction of additional measures is currently being examined. Further details set to be announced in April 2024 with Q1/2024 earnings release.

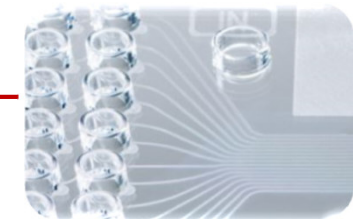
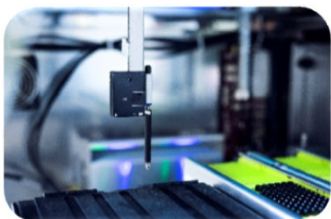
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OUTLOOK

FINANCIAL GUIDANCE FOR FISCAL YEAR 2024

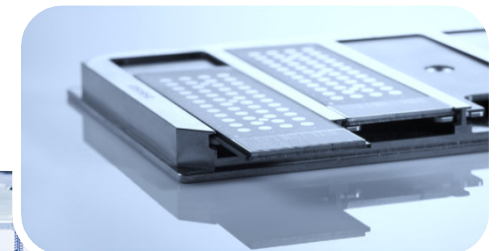
- Sales expected to remain stable or to grow slightly compared with the previous year on a constant-currency basis
 - Adjusted EBIT margin of around 10.0% to 12.0% (2023: 10.3%)
 - Investments in tangible and intangible assets combined of around 6.0% to 8.0% of sales (2023: 6.7%)
- Very weak start to the year and highly subdued level of momentum for business performance in the first quarter of 2024 expected
- Distinct recovery in the sales performance from the second quarter of 2024 and thus a return to positive scale and product mix effects



OUTLOOK

FOCUS IN 2024 AND BEYOND

- Implementation of additional earnings improvement measures to increase company-wide efficiency to pre-pandemic levels (e.g. show efficiency gains of structural measures established in supply chain)
- Address product design issues within the veterinary diagnostics business and initiate corresponding ramp-up of series manufacturing
- Manage and process well filled M&A pipeline according to external growth and diversification strategy
- Execute deal pipeline regarding new development and manufacturing agreements
- Conclude integration of Natech Plastics and utilize synergy potential
- Grow footprint in life science segments with shorter time to market



Q&A

QUESTIONS & ANSWERS

APPENDIX

ADJUSTMENTS

EBIT

€ 000s	FY 2023	FY 2022
Adjusted EBIT	27,071	45,053
Adjustments:		
PPA amortization	-3,188	-3,402
Other ¹	-1,496	-511
EBIT	22,387	41,140

¹ Advisory expenses and restructuring costs in connection with M&A activities as well as one-off personnel expenses

Consolidated net income

€ 000s	FY 2023	FY 2022
Adjusted consolidated net income	16,706	34,683
Adjusted earnings per share in € (basic)	1.37	2.86
Adjustments:		
PPA amortization	-3,188	-3,402
Other ¹	-1,496	-511
Interest expenses	0	-352
Taxes	1,045	-1,195
Consolidated net income	13,067	29,223
Earnings per share in € (basic)	1.07	2.41

¹ Advisory expenses and restructuring costs in connection with M&A activities as well as one-off personnel expenses

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THANK YOU
FOR YOUR
ATTENTION