

VIDEOTON

ONE COMPANY – MULTIPLE POSSIBILITIES

—
2024

TECHNOLOGY

STABILITY

SUSTAINABILITY

DYNAMISM

WHO WE ARE TODAY



A vertically integrated **industrial group** in best-cost Europe

- Privately owned
- Financially strong

One of the leading European **EMS providers**

- With extensive operations for mechanical parts

Complex service provider owning and operating **industrial parks**

- Including facility management and workforce secondment

>30 years of proven „**adaptive**” **strategy**, maintaining diversity

- In customer-base: accounts from up-and-coming companies (incl. startups) till established global players
- In market segments: Traditional markets (like Automotive, Industrial or Household) as well as dynamically growing segments (such as Portable Energy, IoT or Smart Home)
- In technology and activities: making parts, modules and final-assembled products

HIGHLIGHTS

Founded in

1938

Private since

1992

Revenue
(2023)

820 Mill €

Equity
No debt since 2005

542

Mill €

2023

1

... of the Most
Valuable
Company in
HUN
Ownership**

10

Locations

9000

Employees*
(2023)

4th

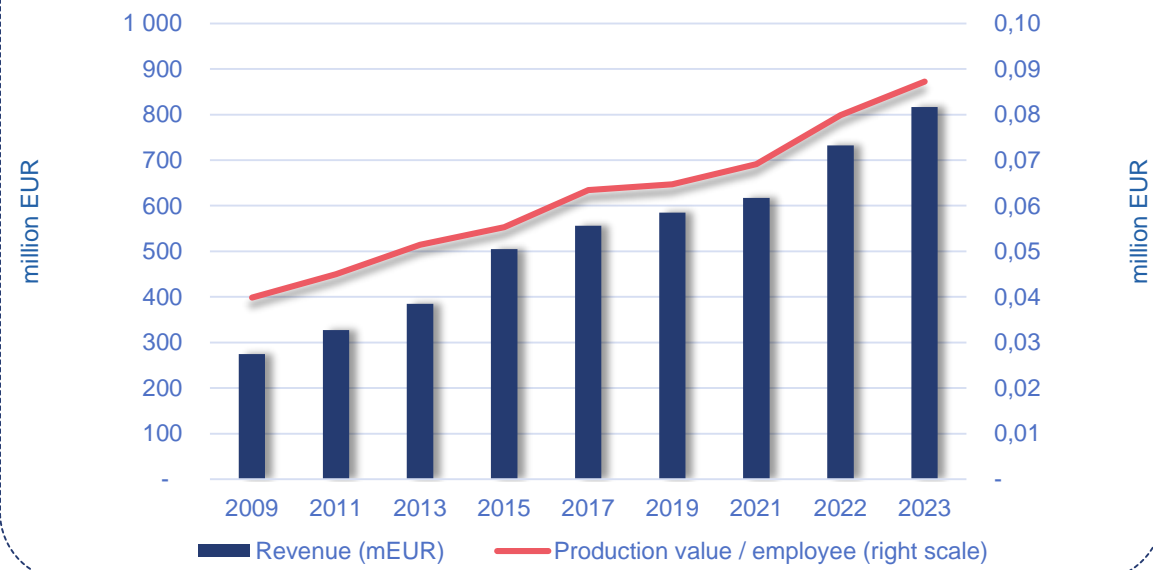
Among EMS
Companies HQ'd
in Europe

* 2500 employees in services and temporary work

** According to Forbes in 2021

PROGRESS IN RECENT YEARS

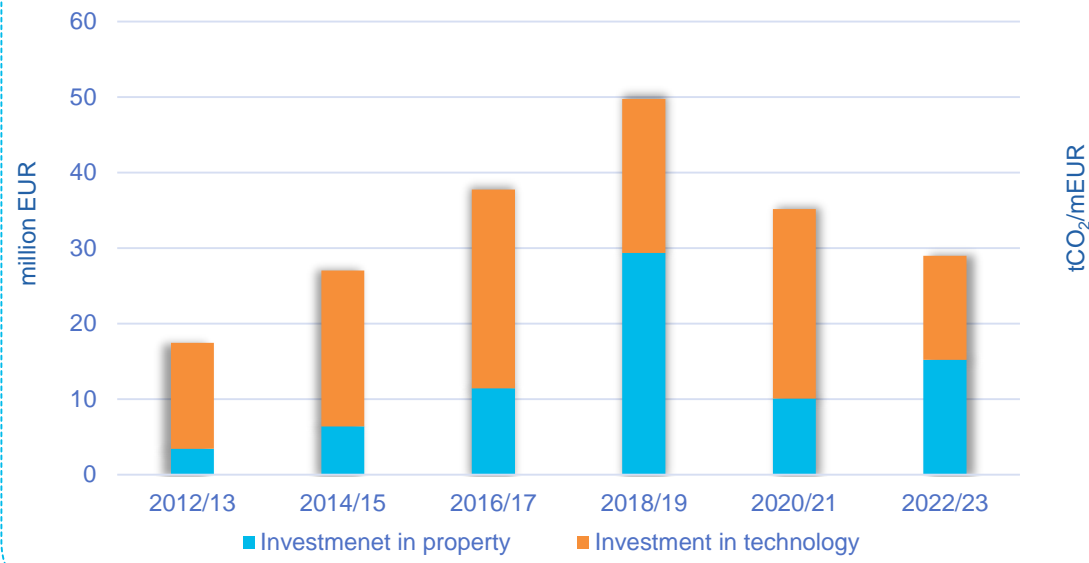
Sales revenue



Organic growth for more than a decade without acquisition

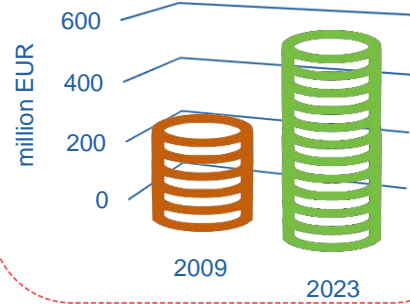
Substantial proportion of VIDEOTON's profit is retained for the future

Investments



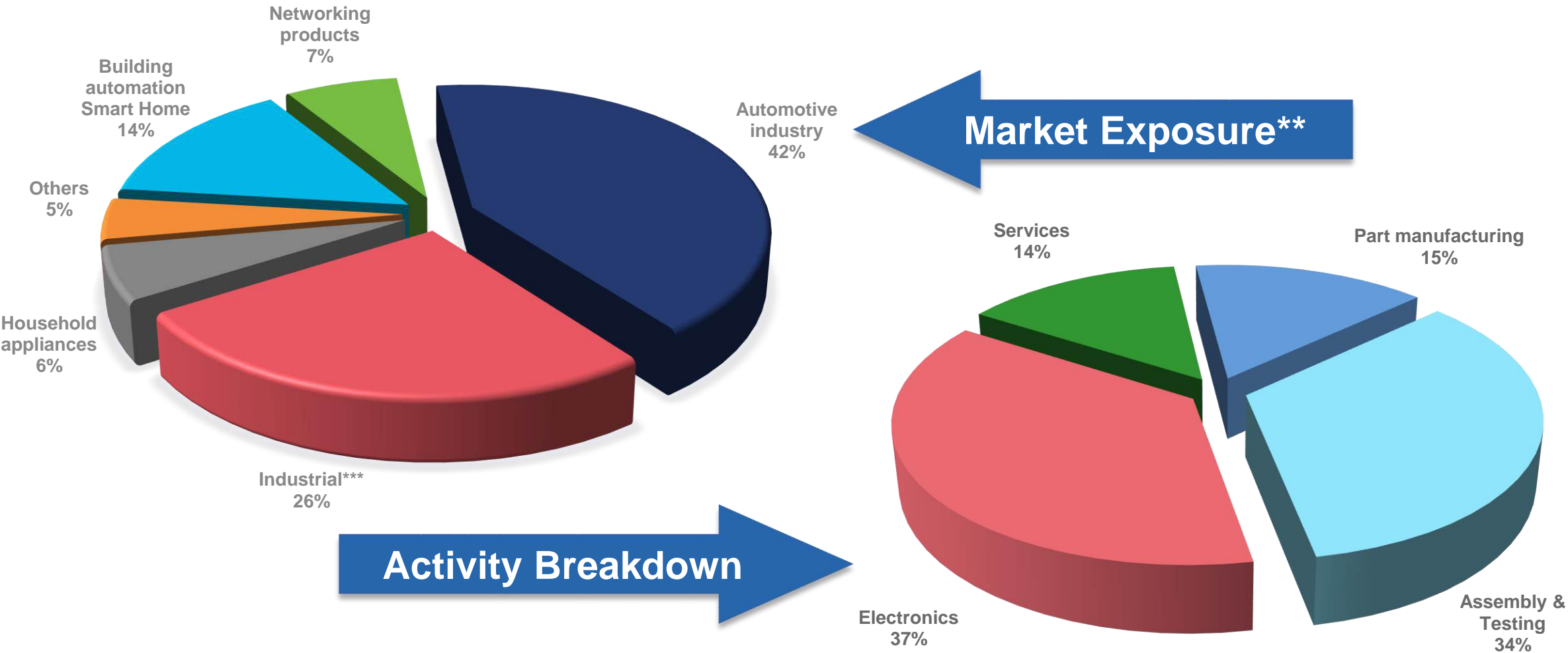
Net equity

Remarkable increase for more than a decade



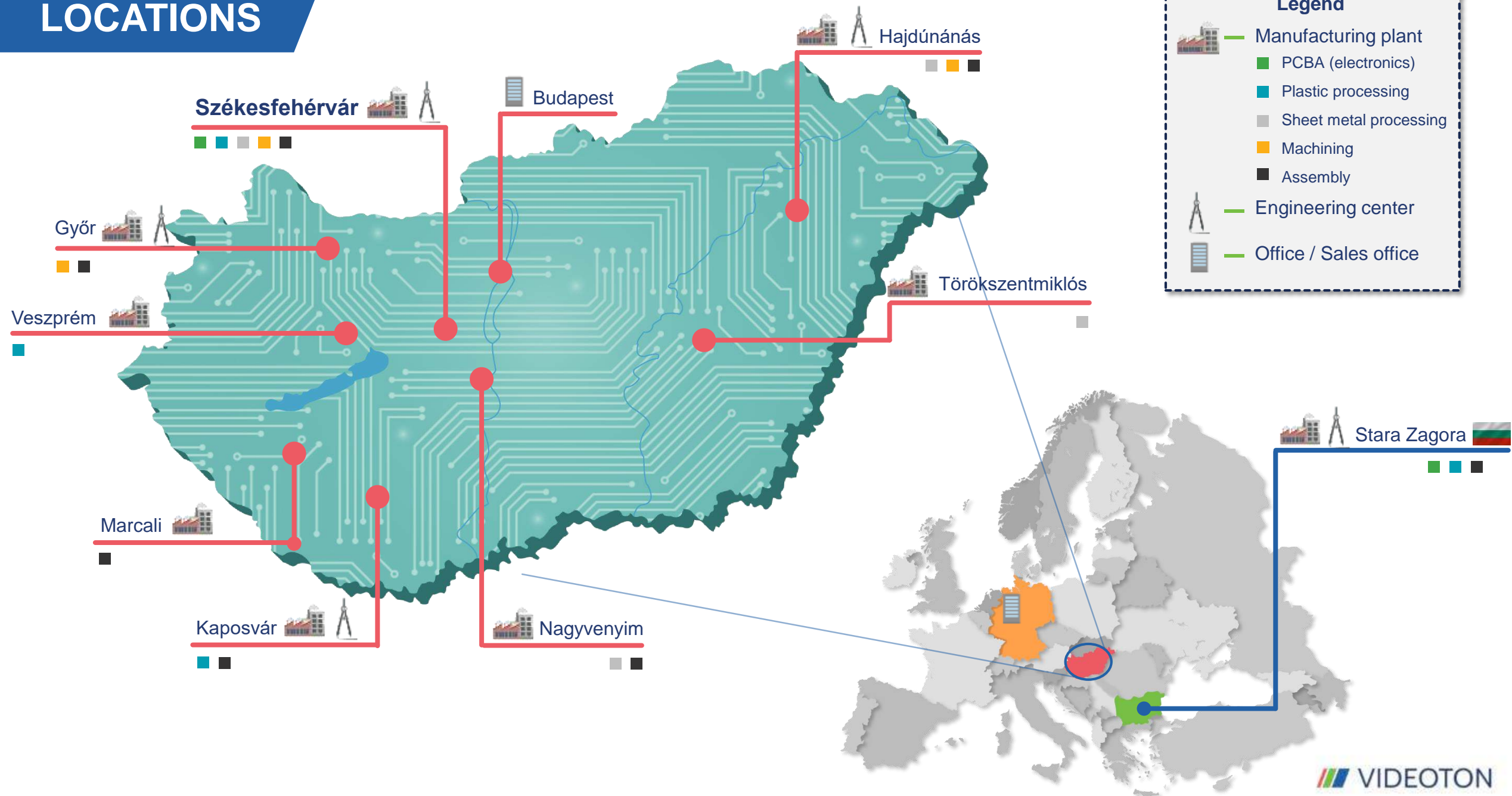
Zero
leverage,
operation fully
equity financed

MARKETS & ACTIVITIES*



* 2023
** Turnover without Services
*** Including Electrical safety, Power generation, UPS, Instrumentation & Measurement, Semiconductor industry, Photovoltaics, Terminals & vending machines, Commercial and Industrial HVACR, LED Lighting, 3D printers, Robotics, Water treatment, Elevators, Power tools, Professional floor care machines

LOCATIONS



VIDEOTON GROUP

Manufacturing Companies

PCBA & Box build assy.



VT Automotive Electronics

Automotive EMS
Box build assembly



Videoton EAS

Non-automotive EMS
Box build assembly



Videoton EAS Bulgaria

Non-automotive EMS
Box build assembly

Part mfg. & Box build assy.



VT Elektro-PLAST

Assembly & box build,
Plastic inj. moulding,
Battery pack assembly



VT ES

Box build assembly
Enclosure manufacturing
Sheet metal fabrication



VTBH (Bulgaria)

Electromechanical and mechanical
assembly & box build services



VT Mechatronics

High complexity assembly
and machining



VT TIPA

Robotized assembly lines
Testers



VT ASYST

Robotized assembly lines
Testers

Part mfg. & Heavy duty assy.



VT Plastic

Automotive-focused injection
moulding



VT Bulplast (Bulgaria)

Thermoplast injection and thermoset
injection and compression moulding
Tooling



VT METAL

Medium to high volume machining
Electroplating, KTL



KVJ Muvek

Stamping w/ presses



VENTIFILT

Heavy-duty fans, filters
Large steel fabs



VT Systemtechnics

Shelter / container mfg.

Service Companies



Pannonjob

HR services



Industrial Park

Building lease & services



VT ARtrans

Logistics services



Pannonfacility

Facility management

VIDEOTON HOLDING

Controlling

Property Mgmt

Legal

Business Development

Finance

Sourcing

IT

HR

Design & Engineering

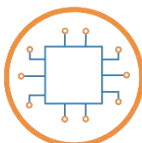
Centralized (Holding) function
Function shared between
Holding & subsidiaries

LEVELS OF SERVICES

HIGH LEVEL ASSEMBLY & BOX BUILD & SYSTEM INTEGRATION



CORE ACTIVITIES



PCBA



Battery pack assembly



Plastic Injection Moulding



Sheet metal fabrication



Stamping



Machining

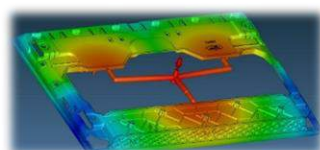


Surface treatment

Design & Engineering



Co-design of mechanics & PCBAs, early involvement



DfX services Production engineering



Industrialization

Supply chain management



Value chain & vertical integration

ADD-ON SERVICES

DESIGN & ENGINEERING

BY OUR EARLY INVOLVEMENT IN NEW PRODUCT DESIGN PROJECTS **WE SUPPORT YOU IN:**



Winning new projects



Shortening time-to-market



Making your products stand out in terms of **quality, cost-competitiveness** and reliability

NPI activity support



NPI activities:

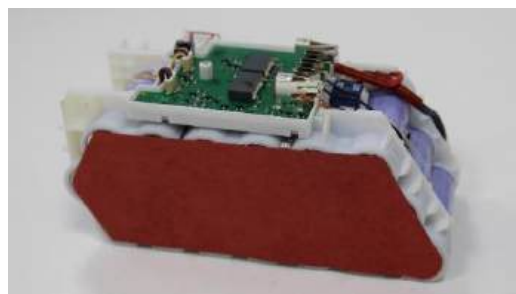
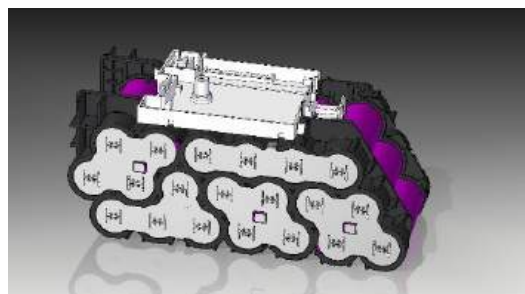
- Multifocal DfX services
- Co-design of mechanical parts & PCBA's
- Complete industrialisation of new products

Production engineering services:

- Competent solutions for quality improvement, cost & process optimisation
- Feasibility and manufacturability studies
- Engineering change management



Product lifecycle support



SPECIAL MANUFACTURING COMPETENCES



Robotized assembly
lines and testers



Battery pack assembly



Large welded steel
constructions



Energetic pre-
assembled housing

SERVICES



Industrial park services



Logistics



HR services & manpower secondment



Auto identification systems / MES systems



Facility management

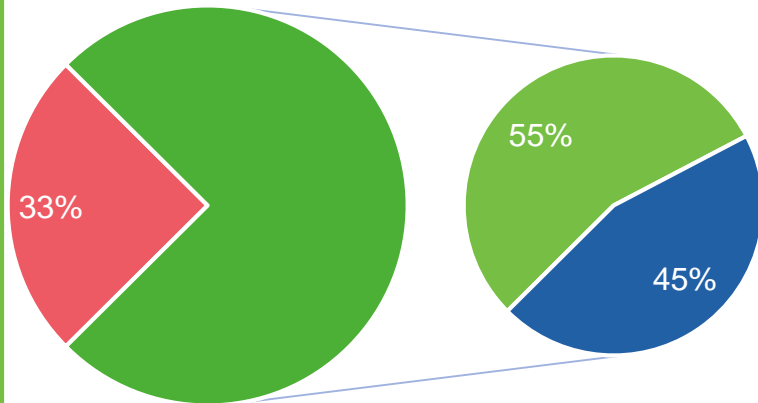


KLT's cleaning

CORPORATE SUSTAINABILITY

We are committed to set good examples & reach true impact through our activities.

2/3 of electricity from green sources in 2023



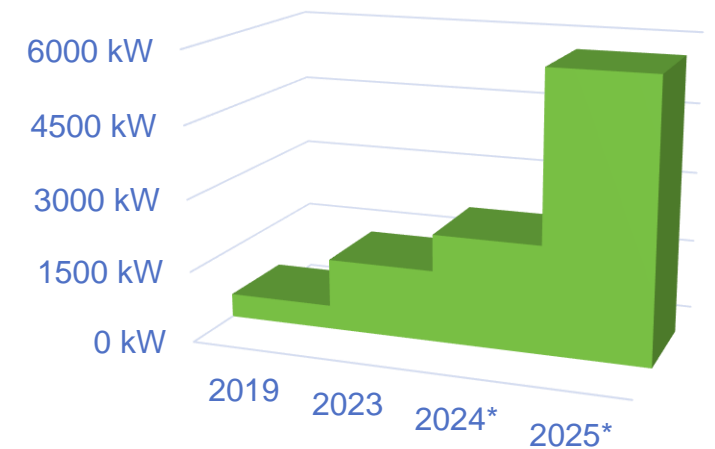
■ renewable ■ low-carbon ■ fossil

**Aiming to build up to
75% green energy
by 2026**

- ✓ Measuring Scope 1&2 CO2 emissions for 5 years at group and member company level
- ✓ Link to our ESG roadmap
- ✓ VIDEOTON Group is rated by EcoVadis



Dynamically growing PV production capacity up to 5,5+ MW by 2026



Reaching 10% share of own PV energy by 2026

DIVERSIFIED CUSTOMER BASE I.

AUTOMOTIVE



* Cooperation in robotized assembly lines & testers only

PRODUCT REFERENCES I. – AUTOMOTIVE I.



Active suspension controller
VT Automotive Electronics



Oil pump housing
VT METAL



Electric power steering control unit
VT Automotive Electronics



Center console touchscreen display
VT Automotive Electronics & VT Plastic



2-component head light module
VT Plastic

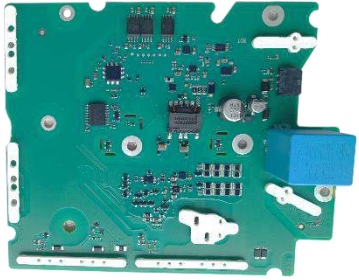


KTL painting of brake pedal
VT METAL



ESP bracket assembly
KVJ Muvek

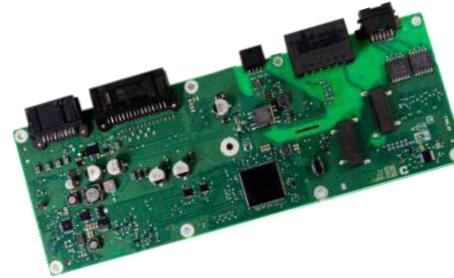
PRODUCT REFERENCES I. – AUTOMOTIVE II. (EV)



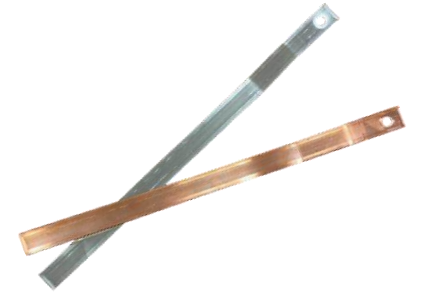
High voltage coolant heater
VT Automotive Electronics



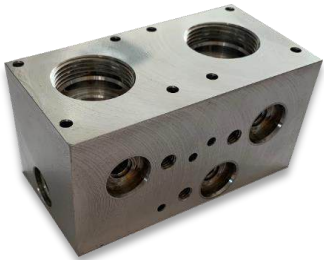
EV chargers
VIDEOTON EAS & VT ES



Battery management unit
VT Automotive Electronics



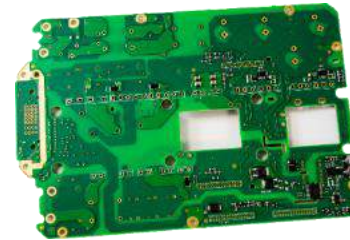
Semi-bright galvanic nickel coating
of EV busbars
VT METAL



EV car valve housing of air
conditioning systems
VT METAL



Upper housing & cable carrier for antenna
signal transmission
VT Elektro-PLAST



On-board charger electronics
VT Automotive Electronics



Pedestrian warning speaker for EV's
VT Plastic

DIVERSIFIED CUSTOMER BASE II.

INDUSTRIAL



PORTABLE ENERGY



PRODUCT REFERENCES II. – INDUSTRIAL I.



Final assemblies portable battery systems
VT Elektro-PLAST



HVAC controllers
VIDEOTON EAS



Final assembly of power tools
VT Elektro-PLAST



Battery packs for power tools
VT Elektro-PLAST



Moulded case circuit breaker (MCCB) and Air Circuit Breaker (ACB) terminals
VT METAL



Wearable barcode scanner
VIDEOTON EAS



Basic structures for pressure switches for gas and air systems
VT BH (Bulgaria)



Professional floor care machine
VT Elektro-PLAST

PRODUCT REFERENCES II. – INDUSTRIAL II.



Gas turbine control house
VT Systemtechnics



3D printer
Several **VIDEOTON** member
companies



High level assembly for semicon
processing equipment
VT Mechatronics



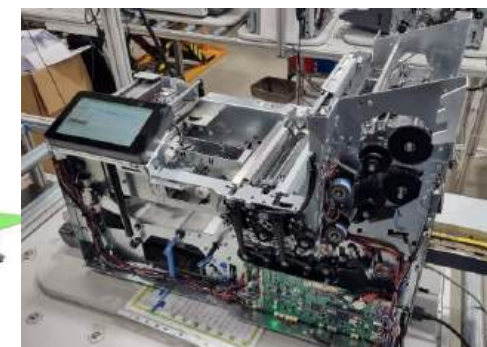
Self-checkout system
VT ES



Fume extraction unit
VT ES



Modules for residential hybrid
energy storage system
VT ES



Folder inserter
VT ES

DIVERSIFIED CUSTOMER BASE III.

BUILDING AUTOMATION/ SMART HOME



TELECOM DESIGN

NETWORKING PRODUCTS/ COMMUNICATION



PRODUCT REFERENCES III.



Wireless router
VIDEOTON EAS



Smart radiator control unit
VIDEOTON EAS



Smart Alarm Terminal
VIDEOTON EAS



Fine mechanic assembly of water
meter registers
VT BH (Bulgaria)



Box build assembly of voice & data
routers for enterprises
VT Automotive Electronics



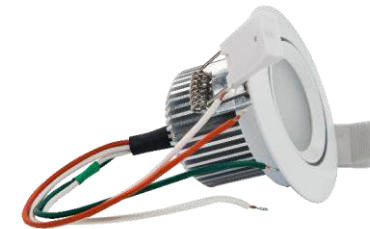
Electro-mechanical assembly of
circuit breakers
VT BH (Bulgaria)



Smart grill thermometer
VIDEOTON EAS



Smart home control
devices
VIDEOTON EAS



Smart LED lighting
VIDEOTON EAS

DIVERSIFIED CUSTOMER BASE IV.

HOUSEHOLD



LIEBHERR



OTHERS



STADLER



PRODUCT REFERENCES IV.



Electrical toothbrush battery pack

All of the featured products are made by
VT Elektro-PLAST



Professional studio mike



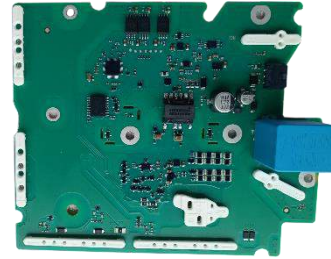
Battery pack for electrical wheelchair

RECENT BUSINESS AWARDS I.



 **VT ElektroPlast**
VIDEOTON Group

Business award for a **complex 30-cell battery pack for special wheelchairs** of a German electro-mobility company after successful realisation of the first 20-cell product which was fully designed by our R&D team.



 **VT Autóelektronika**
VIDEOTON Group

High volume **HV Coolant Heater PCBA** used in HVAC of e-cars for one of the major European Tier-1 companies. This is the first high voltage application in our production for which the EOL tester was built within VIDEOTON Group



 **VT ES**
VIDEOTON Group

Production of **folder inserter equipment** for one of the leading manufacturers as a result of outsourcing of the complete in-house production in Europe. VIDEOTON manufactures over 1,300 types of precise metal sheet parts for the final assembly of these highly complex products

RECENT BUSINESS AWARDS II.



 **VT ElektroPlast**
VIDEOTON Group

Transfer of 12 final assembly lines of corded and cordless power tools of a traditional German brand. This box build business is the result of successful cooperation in battery pack production for 10+ years



 **VT ASYST**
VIDEOTON Group

Design and manufacturing of a multi-million EUR **production line** for the assembly of a premium car's dashboard back panel. The line was delivered to the Serbian plant of a leading TIER-1 company.

 **VT TIPA**
VIDEOTON Group



 **VT EAS**
VIDEOTON Group

Smart gas meter indexes for a leading global player where the PCBAs (incl. hot bar soldering), the plastic components as well as the box build assembly will be made by Videoton in Bulgaria as part of a transfer project

YOUR CHALLENGES – OUR ANSWERS

YOU might face the following challenges and needs

BETTER COST SOLUTION IN EUROPE

Need to replace traditional Western European suppliers due to the growing price pressure, but want to keep the supply chain in Europe for flexibility, IP protection or other reasons

ALTERNATIVE TO CHINA

Need to transfer back / set up alternative production solution from / beside China for increasing resilience

INTEGRATED SOLUTION

If you look for an all-around B2B UX as a startup/scaleup

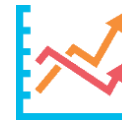
FOCUS

Want to focus only on core activities like R&D or function design

VIDEOTON might be your right partner due to our competitive advantages



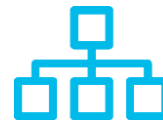
Ideally located in **Eastern European countries** like Hungary and Bulgaria(incl. the overhead)



Experience in both **high volume low mix and low volume high mix** projects regardless of technology



Working for many segments and have a **wide range of technologies** (→ high cross-industry knowledge on manufacturing side)



Flat and flexible organization, private ownership and a highly stable financial background that make quick decisions possible (incl. on project-specific investments).

VIDEOTON & OUR CUSTOMERS: A LONGTERM, STRATEGIC APPROACH

OPEN FOR NEW MARKET SEGMENTS

- No rigid preferences regarding the markets and applications
- Always open to and want to enter new segments (proactively learning and investing into the specifics)

OPEN TO LEARN

- Our region's industrial density, cluster-building capability and the integration of higher education with the local industry are all lagging behind Western Europe and China.
- **Support and motivation of our customers is needed** in those areas (segments, processes etc.) where we do not have any meaningful experience yet.

LONG-TERM LOYALTY

- Need often guidance and trust from our customer being the icebreaker
- Honoring this attitude with outstanding long-term commitment and loyalty.

CREATING LOCAL SUPPLY CHAINS

- Being committed for local suppliers for flexible supply and strengthening the local economy
- We expect global companies investing in the region & we want to take part in this journey.

WHERE ARE WE HEADING TO?

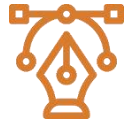
WE ARE DETERMINED...



to further adopt a **lean production approach** in our operations (with industry 4.0 in mind)



to build up new and expand existing cooperation with **dynamic, innovative companies** (incl. startups / scaleups), with special focus on battery, e-mobility, mobile power, medtech, safety technology and smart technology markets



to provide **multifocal DfX support** in our partnerships by utilizing our cross-industry knowledge



to plan our processes in such way that allows **collecting extensive data** for further possible usage since we are aware that data is the new infrastructure



to improve our **world-wide sourcing capabilities**



to continue extending the functional capabilities and technologies of our Bulgarian operation which already provides our customers a **long-term competitive solution in Europe** and a reasonable alternative to Asia (in case of European deliveries and on TCO level)

KEEPING AND STRENGTHENING OUR PROVEN VALUES

COMMON SENSE

TRANSPARENCY

BEST WORKPLACE DRIVEN

SIMPLICITY

Our strategy is utmost adaptability



Not being able to predict or influence markets is an accepted fact of life in a cost+ business. Being prepared for sudden actions because of earlier scenario analysis. Able to swiftly carry them out due to highly stable financial background. No dogmas, open to anything logical.

**Growing share of investments
Expansion into inter-related technologies**



Preference for many small steps as opposed to big leaps. Keep a balanced portfolio with synergies

**Labour market may become the limit of growth.
Adapt HR strategy to the substantially changing
environment.**



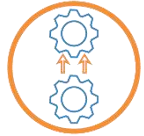
Be in line with the expectations of new generations. Increase credibility. Become a realistic & attractive alternative to multinational and global companies. Support workers through employee benefit programs (housing, education, health, recreation etc.)

Largely continue with organic growth



Sustain transparency, predictability

WHY TO WORK WITH VIDEOTON?



Integrated manufacturing services – „One-stop shop”



Financial stability



Cost-competitive solutions



High flexibility



Customer-oriented focus

ONE PARTNER  **MULTIPLE POSSIBILITIES**

THANK YOU FOR YOUR KIND ATTENTION!

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