



# Important information – disclaimer

#### **Cautionary note regarding forward looking statements**

Statements included in this presentation that are not historical facts (including any statements concerning investment objectives, other plans and objectives of management for future operations or economic performance, or assumptions or forecasts related thereto) are forward-looking statements. These statements are only predictions and are not guarantees. Actual events or the results of our operations could differ materially from those expressed or implied in the forward-looking statements. Forward-looking statements are typically identified by the use of terms such as "may", "will", "should", "expect", "could", "intend", "plan", "anticipate", "estimate", "believe", "continue", "predict", "potential" or the negative of such terms and other comparable terminology.

The forward-looking statements are based upon our current expectations, plans, estimates, assumptions and beliefs that involve numerous risks and uncertainties. Assumptions relating to the foregoing involve judgments with respect to, among other things, future economic, competitive and market conditions and future business decisions, all of which are difficult or impossible to predict accurately and many of which are beyond our control. Although we believe that the expectations reflected in such forward-looking statements are based on reasonable assumptions, our actual results and performance could differ materially from those set forth in the forward-looking statements.

15 May 2025



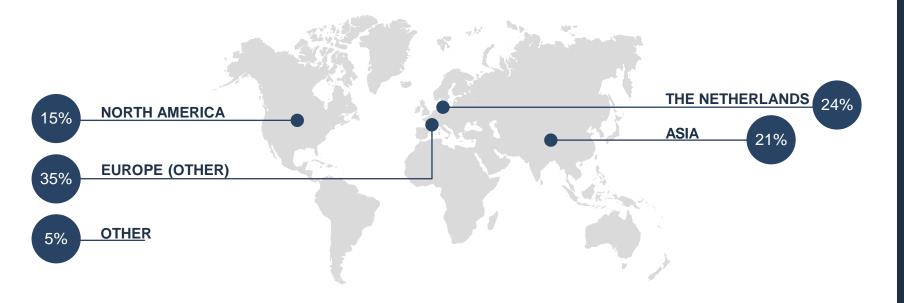
# TKH – Technology leader with focus on automation and electrification

# Innovative technologies that make the world more efficient and more sustainable









#### Headcount

- 6,700 FTEs of which 750 in R&D and software development
- Entrepreneurial culture

#### **Turnover**

- ► 2024 €1,713m (2023: €1,848m)
- 17.6% turnover from innovations

#### **ESG**

- 71.6% of turnover linked to SDGs
- Frontrunner ambition

## Customer and technology focussed

- >1,400 patents
- >30% technology proposition is software
- Market leadership in majority of activities



# Financial highlights 2024

Turnover **€1,712.7m** 

2023: €1,847.5m

- 1.2% organically\*\*\*

EBITA\* **€203.9m** 

2023: €237.0m

- 7.5% organically\*\*\*

ROS\* **11.9%** 

2023: 12.8%

Adjusted net profit\*\* **€98.9m** 

2023: €130.5m

- 24.2%

ROCE **15.2%** 

2023: 19.8%

Orderbook €1,135.0m

Dec. 31, 2023: €970.1m

Innovations 17.6%

2023: 16.1%

As percentage of turnover

Net debt €496.0m

Dec 31, 2023: €469.2m

<sup>\*</sup> EBITA & ROS excluding one-off income and expenses (one-off net expenses in 2024 amounted to €4.0 million, 2023: one-off net expenses of €2.0 million)

<sup>\*\*</sup> Net profit before amortization of intangible non-current assets related to acquisitions (after tax) and one-off income and expenses attributable to shareholders. Amortization of intangible non-current assets related to acquisitions (after taxes) in 2024 of €17.7 million (2023: €16.5 million)

<sup>\*\*\*</sup> Adjusted for acquisitions, divestments, and currency effects

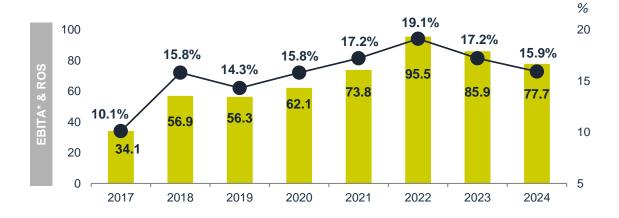






# Smart Vision systems – 2024 Results

(in million € unless stated otherwise)	2024	2023	Δ in %	Organic Δ in %
Turnover	489.6	500.5	- 2.2%	- 4.4%
Added value	60.6%	58.9%		
EBITA*	77.7	85.9	- 9.5%	- 12.8%
ROS	15.9%	17.2%		
Order book	139.9	124.0	+ 12.8%	



<sup>\*</sup> EBITA excluding one-off income and expenses; One-off net expenses for Smart Vision systems amounted to €2.5 million in 2024 (2023: € 0.5 million).

## **Highlights 2024**

#### **Smart Vision Systems**

- Organic Turnover 4.4% and EBITA 12.8%
  - Q4 very strong with a ROS of 22% larger orders
  - Orderintake increase

#### **Security Vision – segment**

- Turnover declined slightly
- Orderintake increased larger projects

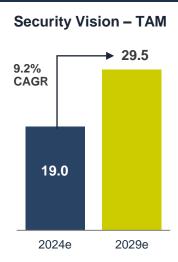
#### **Machine Vision – segment**

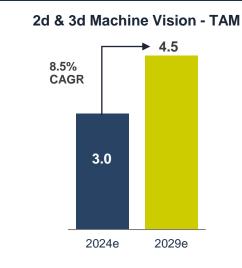
- 3D Vision turnover declined but strong Q4
  - Battery and solar market weak
  - New customer wins orderintake increased
- 2D Vision turnover increase strong Q4 larger orders
  - Integration steps combined with reduced cost
  - Innovations support differentiating power larger orders
  - One stop shop success orderintake increased



# **Smart Vision systems**

## Market data (in € bn)





Source: Various market reports

#### **Market drivers**

Industry 4.0 automation with **hands-off**. eyes-off manufacturing

Need for higher productivity and improved quality

Automated and higher levels of safety and security

enforcement and monitoring of infrastructure

15 May 2025

**Automatic** 

### **Building blocks for growth**

**Technology leadership** strengthened with software and ΑI

International position based on technology leadership

Innovation with a strong R&D roadmap

One stop shop solution provider and best customer centric service

**Strong brands with excellent** reputation

**Grow market** share and take advantage of the growing markets

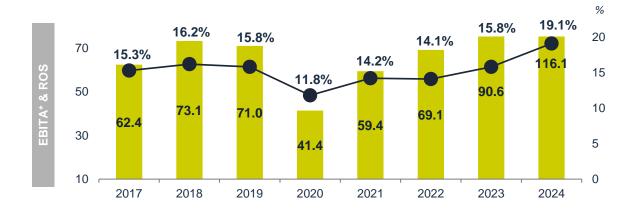


## **Machine Vision video**



# **Smart Manufacturing** Systems – 2024 Results

(in million € unless stated otherwise)	2024	2023	<b>∆</b> in %	Organic ∆ in %
Turnover	608.8	573.6	+ 6.2%	+ 11.1%
Added value	51.5%	50.5%		
EBITA*	116.1	90.6	+ 28.1%	+ 31.1%
ROS	19.1%	15.8%		
Order book**	501.5	631.3	- 20.6%	-15.2%



<sup>\*</sup> EBITA excluding one-off income and expenses

#### **Highlights 2024**

15 May 2025

#### **Tire Building systems**

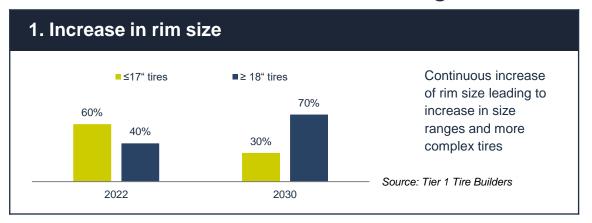
- Organic Turnover + 11.1% and EBITA + 31.1%
  - Catch-up effect of deliveries from earlier periods
  - Orderintake decrease mainly Tier 1
  - 4 important drivers for customer investments continue
- UNIXX technology confirmed strong driver for future growth
  - Positive feedback from launching customer
  - Unique technology to address urgent needs
  - UNIXX Beltmaker & Revolute sucessful
- Al generated developments successfully introduced

<sup>\*\*</sup> The order book as of 31 December 2023 includes the order book of the divested companies HE System Electronic and EKB Groep for a total of €40.0 million



# Key dynamics of tire building machine market

## Drivers for demand in tire building machines









For tire manufacturers: added complexity whilst maintaining efficiency



# **UNIXX:** next generation tire building machines

UNIXX: highly automated, meeting demand for complexity



- Very high level of automation
- Highly flexible
- Shorter new tire development process
- Handles advanced high-tech components
- · Full track & trace
- Lower cost

- More accurate components
- Less weight
- Better performance
- Less energy
- Less waste

## **Building blocks for growth**

**Technology & market leadership** 

**Enlarge addressable market** with tire component production modules

**Breakthrough superior UNIXX** technology

**Strong service proposition** with potential to expand

**Grow market** share and take advantage of growing market through our technology leadership



# **UNIXX video**



# **Smart Connectivity Systems – 2024 Results**

(in million 6				Organic
(in million € unless stated otherwise)	2024	2023	<b>∆</b> in %	Δ in %
Turnover	631.9	800.5	- 21.1%	- 9.2%
Added value	44.0%	41.8%		
EBITA *	30.9	81.1	- 61.9%	- 42.9%
ROS	4.9%	10.1%		
Order book	493.6	214.8	+ 129.8%	



- \* EBITA before one-off income and expenses
- \* In Aug 2019, CCG was divested (2018 EBITA €14.3m, turnover €184m)
- \*\*\* In Jan 2020, ZTC was divested (2019 EBITA €5.0m, turnover €67.5m)
- \*\*\*\* In Sept 2023, Connectivity distribution France was divested (2022 EBÍTA €19.6m, turnover €129.3m)

#### **Highlights 2024**

#### **Smart Connectivity Systems**

- Organic Turnover 9.2% and EBITA 42.9%
  - Divestment of Connectivity distribution in France
  - Contribution of strategic investment program
  - Start-up and ramp-up costs of the new factories Eemshaven and Rawich

#### **Electrification (48%)**

#### Offshore

- Record high orderintake of €336 million
- Start-up and ramp-up cost negative result
- Eemshaven confirmed State of the Art facility

#### **Onshore**

15 May 2025

- Decrease in turnover continued destocking
- Increased order intake high voltage contribution
- Internationalisation

#### **Digitalization (29%)**

- Strong turnover decrease postponement network investments
- Substantial cost reduction program consolidation production

# Powering the sustainable future of energy

#### **Divestments**

**ZTC** 

Copper data cables 2018 Turnover: €67m EBITA: €5m



Industrial connect 2019 Turnover: €184m EBITA: €14.3m.

**\$** Cae

French distribution connectivity solutions 2023

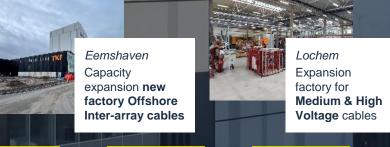
Turnover: €129m EBITA: €19.5m

2019

2021

€380m in turnover divested of commodity related activities in Smart Connectivity

#### Investments



2024

€150m capex in Electrification

Capacity expansions into high & medium voltage

2023

**Higher added** value, smart technologies

trends

Securing additional capacity to benefit

from Electrification

Capacity expansions into offshore wind inter-array cables

**Core competencies** creating market leadership positions in offshore wind interarray market

Innovations to address market challenges in inter-array cables Framework agreement with **TSO Tennet for high voltage** cables

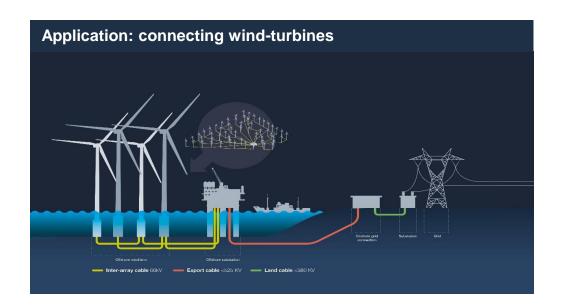
Leading market position in medium voltage in Netherlands, well positioned for growth in Europe

**SMART TECHNOLOGIES** 

2022



# Offshore wind inter-array cables: unique design



#### **Unique Dry Inter-Array Cable Design**



#### No use of lead or bitumen

- Recyclable & environmentally friendly
- Clean installation
- · No risk of leaching chemicals or metals into the marine environment

#### Aluminium welded sheath

- · Resulting in a 100 % dry design
- Longer durability
- Less materials needed (copper) thinner cable and reduction of costs

#### **Compact & robust**

- Crush and impact resistant less risks
- Easy installation, allowing cable laying in extremer weather conditions
- Protection of the fibre optic cable

#### TKH innovations to address market challenges



- Use of recycled materials in cable design
- Circularity of the design



Innovative dry design, ready for the next generation wind energy



Dynamic cable for floating wind



- Optical Strain Sensor
- Cable strain measurements
- AI



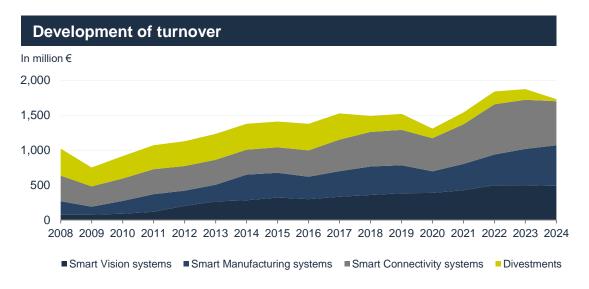
# Inter-array cable video



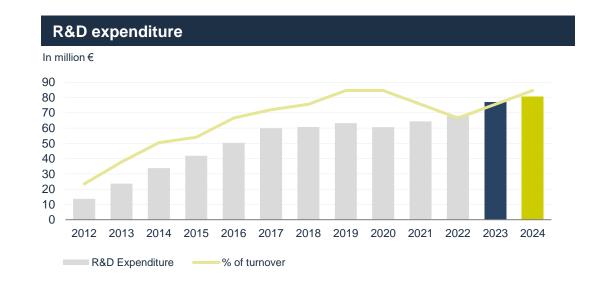


# TKH's evolution into today's technology leader

15 May 2025











# **Next Phase: Focus** & Optimization

**Building Blocks** 

**Unique technologies** 

**Leading market** positions

**Enlarged production** capacity

**Enlarged AI & software** proposition

## **Next phase: Focus & Optimization**

Focus on **Automation** & Electrification

**Optimizations** through integrations and divestments

**Proceeds** to be invested in core technologies and

excess cash to be returned to shareholders

R&D competences, innovations, smart software, and Al will remain cornerstones to accelerate growth



## Our sustainable value chain

**Our Focus on SDGs** 

71.6% of turnover linked to SDGs











#### Electrification

Energy cables Subsea cables

#### **Automation**

Machine vision inspection Tire building systems Specialty cables for industrial applications

#### Sustainable Communities

Mobility inspection Mission critical communication Parking guidance Connectivity systems

#### **Digitalization**

Fibre Optic Cables

#### How we do it

non-financial KPIs FY 2024

CO₂e Footprint reduction (scopes 1&2)

Target 100% neutrality by 2030 (Compared to 2019)

70.3%

**2023** 64.3%

**LTFR** 

**Target** < 1.0

0.7

**2023** 0.8

#### Satisfaction score

Customers **Target** Average score above benchmark (7.8)

8.6

**2023** 8.6

#### **Diversity**

Female Executive and Senior Management **Target** > 25% by 2030

21.6%

**2023** 19.2%

#### Illness rate

**Target** < 4.0%

3.97%

**2023** 3.85%

15 May 2025

#### Satisfaction score

**Employees** 

Target > 7.5

7.8

**2023** 7.8

How we are rated

rating agencies









# **Voluntary CSRD reporting 2024**

## Disclosure Requirements covered by the sustainability statements

RS E2 - Pollution -IRO-1 Pollution-related IROs

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#### **CSRD**

- CSRD = Corporate Sustainability **Reporting Directive**
- De CSRD is een Europese richtlijn voor duurzaamheidsrapportage
- Deze richtlijn verplicht ondernemingen te rapporteren over hun duurzaamheid door middel van verschillende duurzaamheidscriteria (op basis van ESRS)

#### **ESRS**

- Hoe en wat gerapporteerd moet worden staat opgenomen in de ESRS, de European Sustainability Reporting Standards
- Deze rapportagestandaarden bevatten Environmental, Social en Governance (ESG) thema's
- Rapportage van materiële thema's en IROs op basis van een DMA

Gross Scopes 1, 2, 3, and Total GHG emissions



# Voluntary CSRD sustainability statements 2024

#### DMA set up

#### Impact and Financial materiality

- Defining the scope and objectives
- Identifying potential material sustainability matters (longlist of 130 sustainability topics)
- Determining definitions, thresholds and value chains
- Assessing of material sustainability matters (shortlist of 67 sustainability topics)
- Internal validation of assessment outcomes
- Validation by other internal and external stakeholders
- Signing-off on material topics by Executive Board and Supervisory Board

#### **DMA** outcome

#### **Material IROs**

#### **Environmental**

Climate change mitigation

Pollution of air, soil, and water

Water consumption

Resource inflows, waste, and waste recycling

Sustainable innovation

#### Social

Diversity

Health and safety

Child / forced labor, and health and safety (workers in the value chain)

Privacy (cybersecurity)

#### Governance

Corporate culture

Corruption and bribery

Management of relationships with suppliers

Al and algorithm ethics

#### DMA

- Double Materiality Assessment:
  - impact van TKH op haar omgeving (impact materiality)
  - impact van de omgeving op TKH (financial materiality)

#### **IROs**

IROs = Impact, Risks and Opportunities

#### **Uitkomst**

 Op basis van de DMA zijn in totaal 13 materiële IROs geïdentificeerd, waarover vervolgens in de CSRD sustainability statements 2024 is gerapporteerd in lijn met de desbetreffende ESRS





# Geographical distribution of turnover

	2024	2023
Netherlands	24.1%	24.6%
Europe (other)	34.7%	38.8%
Asia	21.5%	19.1%
North America	14.7%	13.0%
Other	5.0%	4.5%

- Smart Vision systems
- Smart Manufacturing systems
- Smart Connectivity systems





## **Profit and loss account**

	€ million	2024		202	3	<b>∆</b> in %
1	Turnover	1,712.7		1,847.5		- 7.3%
	Raw materials and subcontracted work	- 824.2		- 927.9		
2	Added value	888.5	51.9%	919.7	49.8%	- 3.4%
3	Operating expenses	- 684.6		- 682.7	-36.9%	+ 0.3%
4	EBITA 1)	203.9	11.9%	237.0	12.8%	- 14.0%
	One-off income & expenses	- 4.0		-2.0		
	Amortization	- 60.8		- 56.9		
	Impairments	- 8.5		- 3.7		
	Operating result	130.6		174.5		
	Result associates	24.5		51.5		
	Other financial result	- 31.5		- 23.0		
	Result before taxes	123.5		202.9		
	Taxes	- 24.0		- 37.2		
	Net profit	99.5	5.8%	165.8	9.0%	- 40.0%
	Adjusted net profit 2)	98.9	5.8%	130.5	7.1%	- 24.2%

<sup>1)</sup> Excluding one-off income and expenses

1	€ million	Turnover	
	2023	1,847.5	
	Acquisitions & divestments	- 111.4	- 6.0%
	Currency translation	- 0.6	- 0.1%
	Organic growth	- 22.9	- 1.2%
	2024	1,712.7	- 7.3%

- Elimination of anti-dumping duties on fibre optic cables
  - Shift product mix

15 May 2025

- Acquisitions & divestments
- Acquisitions & divestments net impact of 3.1%
  - Increase operating expenses due to start-up and ramp-up of capacity and payroll increases

€ million	EBITA	
2023	237.0	
Acquisitions & divestments	- 14.9	- 6.3%
Currency translation	- 0.4	- 0.1%
Organic growth	- 17.8	- 7.5%
2024	203.9	- 14.0%
	2023 Acquisitions & divestments Currency translation Organic growth	2023 237.0  Acquisitions & divestments - 14.9  Currency translation - 0.4  Organic growth - 17.8

<sup>2)</sup> Before amortization of PPAs and one-off income and expenses attributable to shareholders



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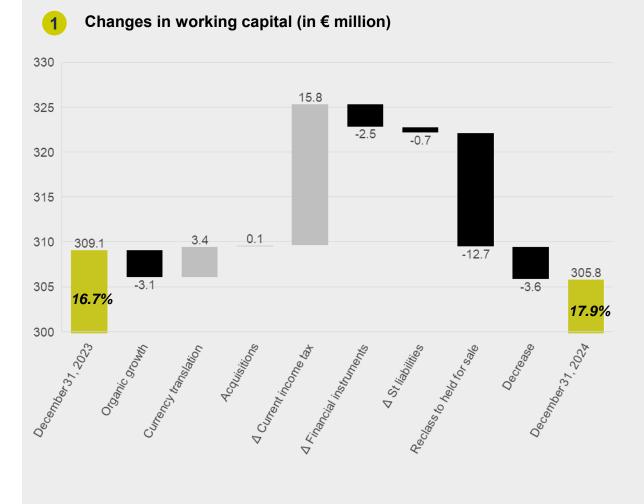
- Amortization increased related to
  - Amortization of PPA's from acquisitions (Liberty Robotics, Comark and JCAI)
  - Increased investment levels and acquisitions of R&D intensive companies
- Result associates largely attributable to one-off profit on divestment of HE System Electronic and EKB Groep (2023 includes one-off profit from divestment of CCG and TKH France)
- Increase net interest expenses due to higher interest rates and higher average outstanding debt
- Normalized effective tax rate stable at 24.4% (2023: 24.6%); benefitted from R&D tax facilities

<sup>2)</sup> Before amortization of PPAs and one-off income and expenses attributable to shareholders



## **Balance sheet**

(in € million)	Dec. 31, 2024	Dec. 31, 2023	
Intangible assets and goodwill	611.1	565.7	
Property, plant and equipment	486.2	436.0 84.0	
Right-of-use assets	78.0		
Other non-current assets	47.5	52.6	
Total non-current assets	1,222.8	1,138.3	
Current assets	837.7	874.6	
Cash and cash equivalents	125.6	93.7	
Total current assets	963.4	968.3	
Assets held for sale	27.2	21.2	
Total assets	2,213.3	2,127.8	
Total group equity	883.1	835.7	
Borrowings	620.1	572.4	
Other non-current liabilities	79.0	75.2	
Total non-current liabilities	699.1	647.6	
Borrowings	90.3	75.9	
Other current liabilities	531.9	565.5	
Total current liabilities	622.2	641.4	
Liabilities held for sale	9.0	3.1	
Total equity and liabilities	2,213.3	2,127.8	

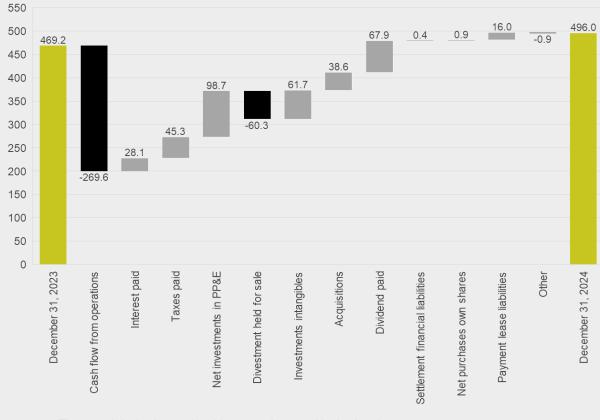




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	Total non-current liabilities	699.1	647.6	
2	Borrowings	90.3	75.9	
	Other current liabilities	531.9	565.5	
	Total current liabilities	622.2	641.4	
	Liabilities held for sale	9.0	3.1	
	Total equity and liabilities	2,213.3	2,127.8	

#### Changes in net debt (in € million)



The net debt is determined in accordance with the bank covenants

15 May 2025

Net debt / EBITDA of 2.0 (June 30, 2024: 2.3 and December 31, 2023: 1.8)



## Free cash flow

	(in million € unless stated otherwise)	H1 2024	H2 2024	2024	2023	2022	2021
	Operating result	63.9	66.7	130.6	174.5	190.2	136.9
	Depreciation, amortization and impairment	57.4	63.9	121.3	109.4	100.6	98.0
_	EBITDA adjusted	121.3	130.6	251.9	283.9	290.8	234.9
1	Change in working capital	- 35.3	49.2	13.9	- 71.3	- 116.3	- 3.5
	Taxes paid	- 17.9	- 27.4	- 45.3	- 44.1	- 40.4	- 33.1
	Other	- 2.1	6.0	3.9	4.9	- 9.3	8.2
	Cash flow from operations before interest	66.0	158.4	224.4	173.4	124.8	206.5
	Payment of lease liabilities	- 8.2	- 7.8	- 16.0	- 16.5	- 14.7	- 15.6
2	Capital expenditure PP&E	- 59.7	- 39.0	- 98.7	- 177.1	- 91.8	- 31.0
3	Capital expenditure intangibles	- 30.6	- 31.1	- 61.7	- 53.1	- 45.9	- 40.5
	Divestments of property held for sale					14.0	
•	Free Cash Flow ('FCF')	- 32.5	80.5	48.0	- 73.3	- 13.6	119.4
	EBITDA (adjusted) to FCF conversion	- 26.8%	61.6%	19.1%	- 25.8%	- 4.7%	50.8%

FCF conversion is affected by developments in working capital. Working capital ratio for the period-end included in the overview are:

2021: 9.9% 2022: 12.9% 2023: 16.7% • 2024: 17.9%

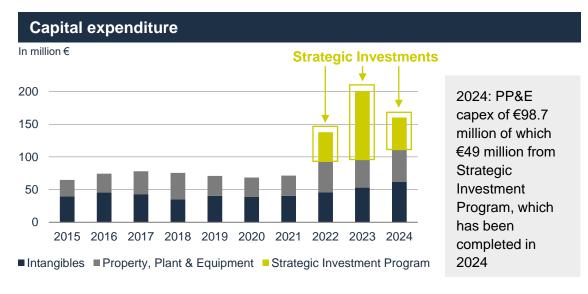
FCF-conversion is traditionally lower in the first half year and stronger in second half due to working capital development

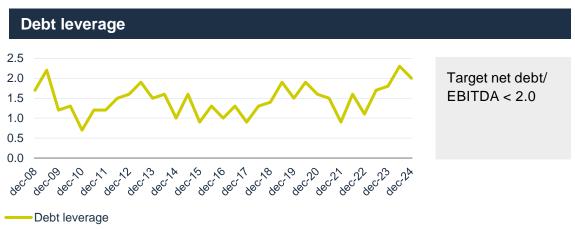
In 2024, Strategic Investment Program impacted FCF by €49 million (2023: €134 million)

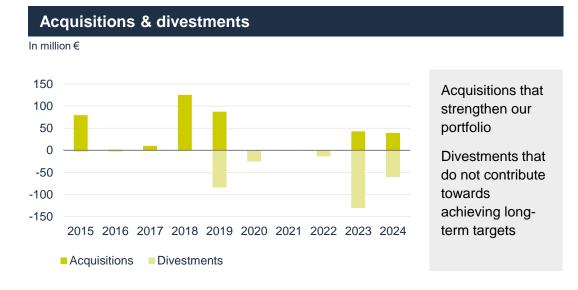
Net cash flows for acquisitions and divestments have not been included in FCF

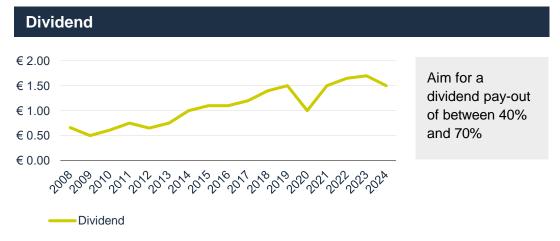


# Capital allocation









15 May 2025





# Q1 2025 Market Update

## **Results in line with expectations**

## Turnover €420.0 m

Q1 2024: € 421.0 m

+ 2.2 % organically

## EBITA €40.0 m

Q1 2024: €41.2 m

- Smart Vision turnover grew 5.2% organically, Smart Manufacturing turnover decreased 1.2% organically, Smart Connectivity turnover grew 2.1% organically vs Q1 2024
- Smart Connectivity impacted by a very weak digitalization market
  - Cost saving measures to start having positive impact in Q2
- Good progress towards stable manufacturing in Eemshaven
  - Number of longer length inter-array cables successfully manufactured and delivered in April
  - Current sales funnel over 70 projects, totaling over 11,000 km under tender until 2030
- Order book at €1,137 million (year-end 2024: €1,135 million)
- Recent tariffs announcements expected to have limited direct cost impact
  - Strong position in Automation & Electrification make us more resilient to negative macroeconomic developments
- Will continue to divest non-core activities; Dewetron divestment recently announced for €54 million, with a one-off net profit contribution of €36 million at closing

Outlook reiterated: organic growth in turnover and EBITA in 2025



# Algemene vergadering van Aandeelhouders TKH Group N.V.

Annual Report 2024 EY Accountants BV

15 mei 2025



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Controleaanpak & focus

2

Uitkomsten

3

**Key Audit Matters** 

4

ESG/CSRD

5

Communicatie en interactie



## 1 Controleaanpak & focus

## Reikwijdte

## Strategie/Uitvoering

#### Conclusie

#### Enkelvoudige en geconsolideerde jaarrekening

Controle

#### Jaarverslag, inclusief bestuursverslag:

- Toetsing wettelijke vereisten/materiële onjuistheden
- Niet financiële informatie/ESG

#### Verantwoordelijkheid

Teaming

Materialiteit

Risico inschatting

Going concern

Fraude

Niet naleving wet- en regelgeving

Niet financiële informatie/ESG

#### Controle

► Key Audit Matters

#### Bestuursverslag

#### Oordeel

- Goedkeurende verklaring
- ► Geen materiele onjuistheden/ overeenstemming wet & regelgeving
- ► Assurance rapport sustainability statements

#### **Communicatie en interactie**

#### Communicatie



#### 2 Uitkomsten

- Jaarrekening
  - Goedkeurende controleverklaring bij de (geconsolideerde) jaarrekening
  - Geen materiële onjuistheden geconstateerd
  - Geen meningsverschillen met management inzake schattingselementen
  - Continuïteit, geen onzekerheden van materieel belang geidentificeerd
- Sustainability statement
  - Geen afwijkingen geconstateerd (beperkte mate van zekerheid)
  - EU Taxonomy informatie geen afwijkingen geconstateerd (beperkte mate van zekerheid)
- Overige informatie opgenomen in het jaarverslag
  - Voldoet aan de wet, de corporate governance code en is niet strijdig met de jaarrekening
  - Geen materiële onjuistheden
- Fraude en niet naleving wet- en regelgeving
  - Onderdeel van de controleverklaring
  - Fraude risico inzake opbrengstenverantwoording



## 3 Key Audit Matters

- De verantwoording van omzet over meerdere periodes en de gerelateerd contractuele activa en verplichtingen
- Waardering van gekapitaliseerde ontwikkelingskosten gerelateerd aan nieuwe innovatieprojecten in ontwikkeling



## 4 | ESG/CSRD

- Ontwikkelingen
- Impact op onderneming, jaarrekening en bestuursverslag
- Assurance report
  - Beperkte mate van zekerheid
- Werkzaamheden van de accountant
- Dubbele materialiteitsanalyse
- Benadrukkingsparagrafen
  - DMA
  - Schattingen



## **5** Communicatie en interactie

- Onze rapportages
- Contact met bestuur, raad van commissarissen en audit commissie
- De wijze van omgaan met deze organen en commissies
- Afsluitende opmerkingen



