



TKH Group NV

Q3 2025 MARKET UPDATE – ANALYST PRESENTATION

11 NOVEMBER 2025

SMART TECHNOLOGIES <

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.

Q3 2025 Market Update

Organic growth driven by Vision Technology and Electrification

Turnover €419.4 m

Q3 2024: €393.3 m

+ 8.0 % organically

EBITA €38.7 m

Q3 2024: €42.1 m

- 6.4 % organically

- Organic growth driven by Vision Technology and Electrification
- **Automation**
 - Strong performance in Smart Vision on back of stronger market demand
 - Decline in Smart Manufacturing based on lower order intake & strong comparison base
- **Electrification** up strongly
 - Strong increase in demand in the onshore energy segment
 - Contribution of the services activities in the offshore energy segment
 - The technical issues in Eemshaven plant largely resolved
 - Q3 output limited due to release of new cable types and type approval tests
 - New contract for 140 km inter-array cables for the Gennaker offshore windfarm recently signed
- Dewetron divestment closed in October
 - Total turnover divested as of 2019 amounting to €458 million
 - A further €250 million in non-core turnover, to be divested including Digitalization

Q3 2025 Market Update

AUTOMATION

Smart Vision systems

Turnover
+ 11.4% organically vs Q3 2024

- Improved performances in both Security and Machine Vision
- Within Machine Vision, 3D vision performed very well
 - benefitting from several well performing end markets
- Security Vision's turnover increased due to the delivery of some larger projects

Smart Manufacturing systems

Turnover
- 8.9% organically vs Q3 2024

- Turnover in Tire Building was lower due to
 - comparison with a strong Q3 2024 as a result of catch-up effects &
 - lower order intake in previous quarters
- Order intake in the quarter continued to be impacted by geopolitical circumstances

ELECTRIFICATION

Smart Connectivity systems

Turnover
+ 21.2% organically vs Q3 2024

- Offshore energy benefitted from the ramp-up in Eemshaven & increased accessories and services
- Production processes of offshore inter-array cables in Eemshaven stabilized further
 - planned changeover to different cable types & type test approvals impacted utilization
 - higher cost base, due to the Eemshaven plant being fully operational, impacted EBITA
- Growth in onshore energy from increased demand - foreseen to continue in the coming year
- Digitalization: pressure on volumes & pricing from oversupply in the European fibre optic market

Outlook

Outlook reiterated: turnover and adjusted EBITA for H2 2025 to be substantially higher than H1 2025 and to be above H2 2024

Smart Vision systems

Smart Vision systems is expected to continue its strong performance. Turnover and adjusted EBITA in H2 2025 are expected to grow compared to H1 2025, on the back of the delivery of some larger secured orders within Machine Vision as well as Security Vision

Smart Manufacturing systems

As anticipated, Smart Manufacturing systems' H2 2025 turnover and adjusted EBITA are expected to be lower than in H1 2025, due to a lower orderbook. Although we have not seen an increase in our order intake in Tire Building systems in Q3, we continue to expect an improvement in the coming quarters

Smart Connectivity systems

Turnover and adjusted EBITA in H2 2025 are expected to grow substantially compared to H1 2025. A higher output level is projected in the Eemshaven factory, contingent on continued stable production processes. In addition, we expect further turnover increase in offshore accessories and services. Furthermore, in onshore energy, we anticipate a further increase in demand from the network companies that support higher utilization levels. Within Digitalization a lower cost level and higher utilization will also support an improved result.

Subject to ongoing market uncertainties and barring unforeseen circumstances, on balance TKH expects turnover and adjusted EBITA for H2 2025 to be substantially higher than H1 2025 and to be above H2 2024

Q&A