

An aerial photograph of a rural landscape. In the foreground, a calm river flows through the scene, reflecting the sky and surrounding trees. The river is bordered by lush green fields and dense forests with trees showing autumnal colors. In the middle ground, there are several small clusters of houses and farm buildings. The background features rolling hills and distant mountains under a soft, overcast sky with light clouds.

# CTEK

## INTERIM REPORT

Q1 2024





# CTEK

## Today's presenters



**HENRIK FAGRENIUS**  
**CEO**



**THOM MATHISEN**  
**CFO**



# A proud heritage that drives our future

The CTEK story starts over 25 years ago in Vikmanshyttan, a small village in Dalarna in Sweden.

This is where our founder – Swedish inventor Bengt Wahlqvist – created the first ever battery charger to use electronic pulse technology.







## From Sweden with love


**ALL OUR PRODUCTS ARE DESIGNED, DEVELOPED AND TESTED IN SWEDEN**

- CTEK secures its market position through high technical competence and focus on innovation throughout the development process.
- About one third of the company's employees work in research and development at the company's three competence centers, located in Vikmanshyttan, Norrköping and Shenzhen.
- CTEK has full control during the entire development process by quality ensuring all products in the form of product regulations and safety requirements.



# CTEKs two technologies and subsegments

EVSE



DESTINATION CHARGERS

Installed at public destinations, offices etc.



PORTABLE EV CHARGERS

Portable chargers for use away from home (e.g. holiday homes)




CLIENT BRAND

Installed in garages, driveways or at residential properties


CTEK

Low voltage




CONSUMER

Primarily developed for private vehicle owners Battery conditioning, maintenance and monitoring




PROFESSIONAL

Professional chargers providing a safe and reliable power supply - accurate and efficient service and diagnostics



CLIENT BRAND

High quality branded customized solutions tailored to meet customer demands


















INTEGRATED SOLUTIONS

Application areas include ambulances, boats & caravans - meet steadily increasing power requirements

# CTEKs go to market strategy

## TWO SALES DIVISIONS DIVIDED BY CUSTOMER TYPE

		Customer examples	Product examples	EVSE	Low Voltage
Professional	Automotive	 	Ultium charger		
	Charging point operators				
	Parking owners				
	Integrated solutions		Client brand		
		Customized solutions for EVSE and Low Voltage primarily for vehicle manufacturers, charging point operators and parking companies.			
		Customer examples	Product examples	EVSE	Low Voltage
Consumer	Retailers	 	CS ONE		
	Pure play online		NJORD GO		
	Distributors				
	Workshops/dealerships				
		Aimed directly at end consumers with sales via distributors, retailers and e-tailers.			

# CTEK Q1 2024

## FINANCIAL OVERVIEW

**201**

**MSEK**

NET SALES

**54.0**

**PERCENT**

GROSS MARGIN

**19**

**MSEK**

ADJUSTED EBITA

**45**

**MSEK**

CASH FLOW

**17**

**PERCENT**

EVSE SHARE OF NET SALES

**2.2x**

NET DEBT/ADJUSTED EBITDA

# Q1 2024

## KEY TAKE AWAYS

### Continuously good cash flow and increased profitability

- The continuously good cash flow, as a result of the cost reducing activities and NWC focus, allowed for us to amortize our loans by SEK 100m
- The adj. EBITA margin increased by 6,7 p.p. to 9,7% (3,0)

### Strong Low Voltage sales

- Low Voltage sales increased by 11 p.p. amounting to SEK 166m (150)
- Especially positive trends in Sweden and DACH region as a result of increased sales activities

### Significantly lower EVSE volumes for the North American market

- The majority of the lower turnover, on a group level, derives from significantly lower EVSE volumes to North America

### Positive trends for EVSE in the Nordics

- We see positive trends for EVSE sales in the Nordics after a tougher period following macroeconomic factors.







# Q1 2024 Financials

# Key financials Q1 2024

SEKm	2024 Q1	2023 Q1	Full year 2023
Consumer	131.6	120.9	530.8
Professional	69.1	125.0	352.2
Central	0.0	0.0	1.2
<b>Total net sales</b>	<b>200.8</b>	<b>245.8</b>	<b>884.2</b>
Gross margin	54.0%	44.5%	49.9%
<b>Segment profit/loss (Adjusted EBITDA)</b>			
Consumer	47.3	44.6	208.2
Professional	-3.2	-4.0	-27.6
<b>Adj. EBITDA pre OH costs</b>	<b>44.1</b>	<b>40.5</b>	<b>180.7</b>
Overhead costs	-11.9	-19.1	-65.7
<b>Adj. EBITDA, group</b>	<b>32.2</b>	<b>21.5</b>	<b>114.9</b>
Depreciations, non-acquisition related fixed assets	-12.8	-14.1	-55.9
<b>Adjusted EBITA, group</b>	<b>19.4</b>	<b>7.4</b>	<b>59.0</b>
Impairments, non-M&A related fixed assets	-	-	-60.0
Items affecting comparability	-6.5	-9.0	-36.9
<b>EBITA, group</b>	<b>12.9</b>	<b>-1.6</b>	<b>-37.8</b>
Amortization, M&A related fixed assets	-5.3	-7.0	-26.6
Impairments, M&A related fixed assets	-	-	-165.9
<b>EBIT, group</b>	<b>7.6</b>	<b>-8.6</b>	<b>-230.4</b>
Financial net	-4.4	-13.1	-45.6
Tax	-2.6	4.0	19.2
<b>Profit/loss for the period</b>	<b>0.6</b>	<b>-17.6</b>	<b>-256.9</b>
EPS after dilution, SEK	0.01	-0.35	-3.95

## Comments Q1 2024

- Net sales decreased to SEK 201m (246m), -18% adjusted for currency.
- EVSE products accounted for 17% (39%) of total sales.
- Gross margin increased 9.5 p.p. to 54.0% (44.5%) The higher margin is mainly due to a changed product mix with higher sales within Low Voltage.
- Adjusted EBITA margin increased to 9.7% (3.0%).
- Q1 2024 included SEK -7m (-9.0) of items affecting comparability mainly related to restructuring in the supply chain.
- Operating profit amounted to SEK 8m (-9).
- Financial items (net) amounted to SEK -4m (-13m).
- EPS was SEK 0.01 (-0.35).

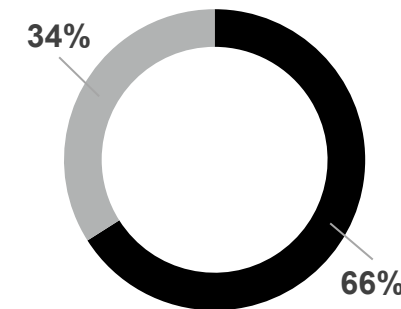




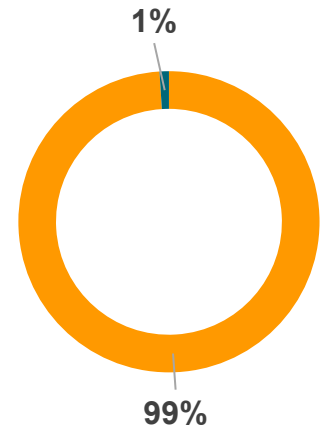
# Consumer Division

## CONTINUOUSLY STRONG LOW VOLTAGE SALES

- Net sales increased 8% to SEK 132m (121m) in Q1 2024, or 9% adjusted for currency.
- Adjusted EBITDA amounted to SEK 47m (45m), corresponding to a margin of 35.9% (36.9%).



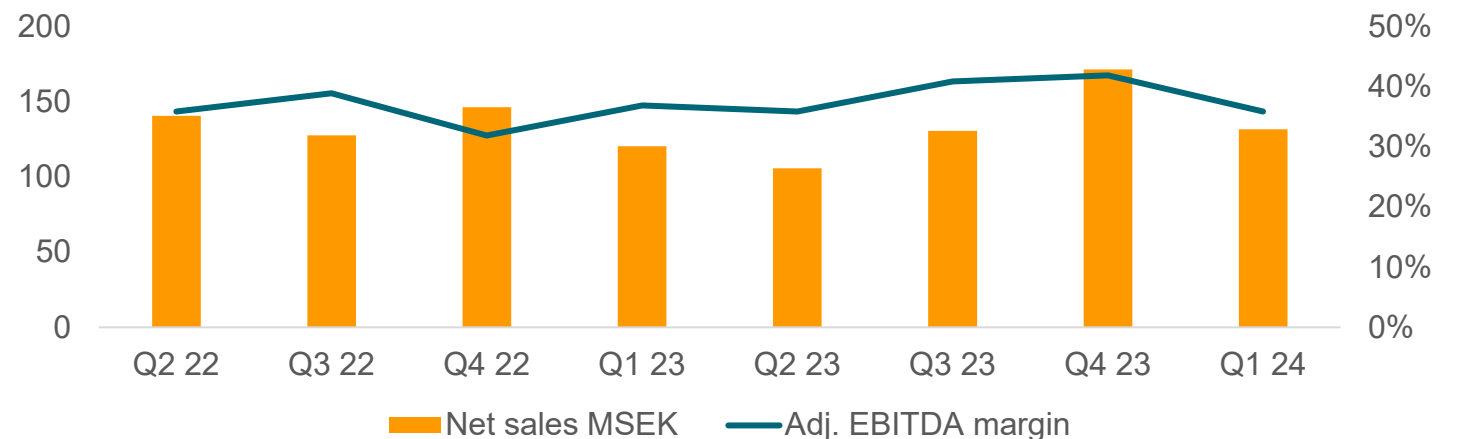
■ Consumer div.  
■ Professional div.



■ Low Voltage  
■ EVSE



Net sales and adjusted EBITDA margin

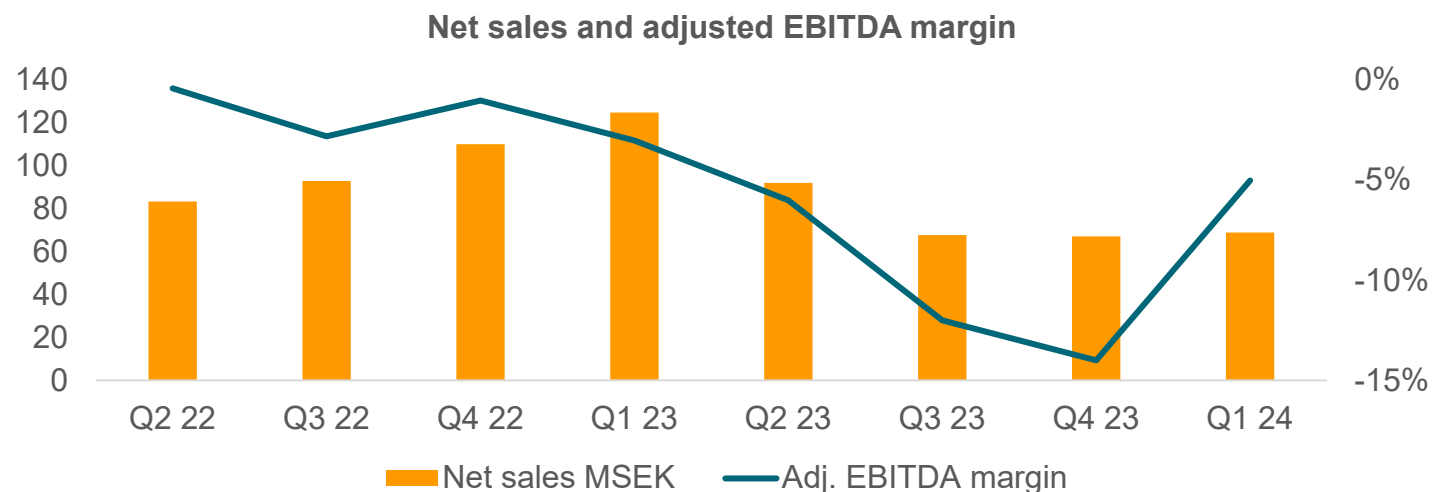
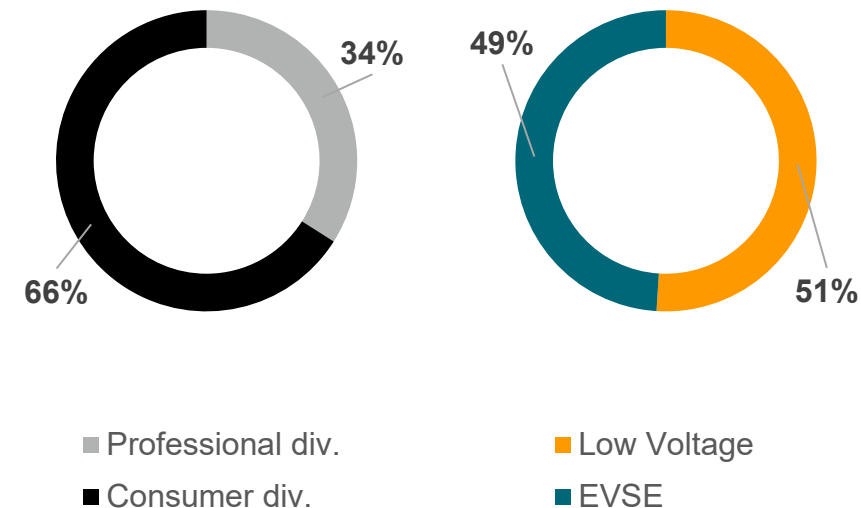




# Professional Division

## FOCUS ON COST CONTROL SHOWING RESULTS

- Net sales decreased with 45% to SEK 69m (125m) in Q1 2024.
  - The majority of the decline in net sales derives from significantly lower EVSE volumes to North America.
- Adjusted EBITDA amounted to SEK -3m (-4m), corresponding to a margin of -4.6% (-3.2%).







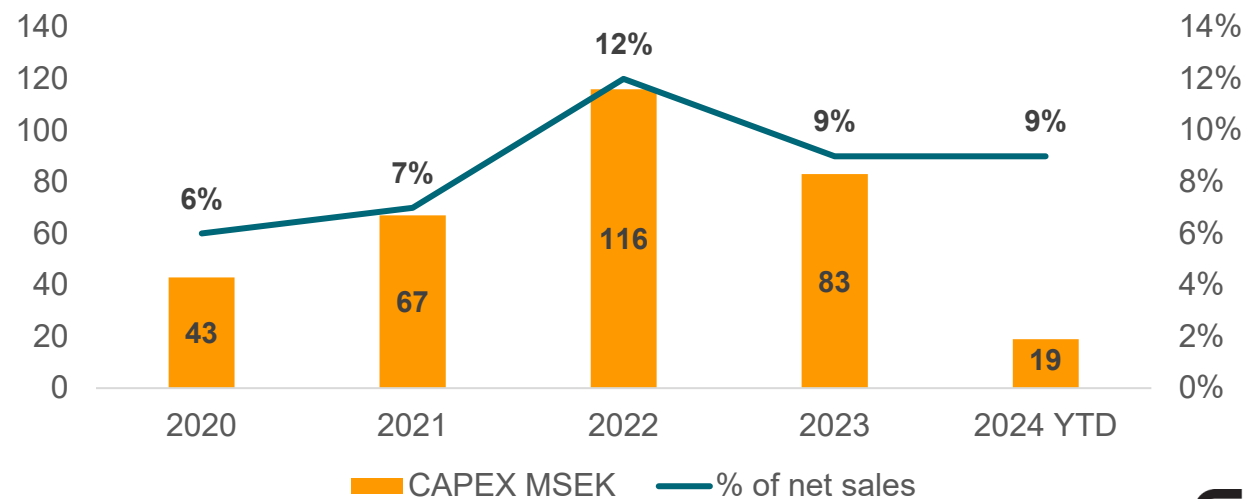
# Cash flow and CAPEX

## Cash flow and financial position

- Cash flow from operating activities amounted to SEK 45m (36m) in the period
- Capex during the period amounted to SEK -17m (-24m).
- Cash flow after investment activities in the period was SEK 26m (9m).
- Cash and cash equivalents at the end of the period amounted to SEK 120m (159m). Available credit facilities at the end of period amounted to SEK 100m (100), which of SEK 0m (0) had been utilized. Amortized loan with 100m.
- Net debt to Adj. LTM EBITDA ratio for the period decreased to 2.2x.



## CAPEX development 2020 - 2024





CS ONE

## Summary and future



# 3 phases to get back to growth and profitability

To be achieved before moving to Phase 2:

- Healthy OPEX level
- LTM positive cash flow

To be achieved before moving to Phase 3:

- Adj. EBITA on track to reach financial target
- Continuous stable positive cash flow
- Net debt ratio below financial target

## Phase 1

### “Stability”

Adjust our cost base to a level which is sustainable over time.

Win businesses which not require substantial investments.

## Phase 2

### “Profitability”

Organic profitable growth by geographical and channel expansion.

Focus on short time to market products in development.

## Phase 3

### “Profitable growth”

Accelerated geographical and product portfolio expansion

Investigate M&A possibilities.

# Summary

## Q1 2024

- Continuously good cash flow and increased profitability
- Net debt ratio reduced to 2,2x (2,7)
- Continual growth in Low Voltage sales
- Significantly lower EVSE volumes for the North American market
- Positive trends for EVSE in the Nordics
- 3 phases back to profitable growth







# CTEK

## Questions



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