# kontron

## Company Profile

Kontron, d. o. o.

April 2025

# Meet the Kontron Group. In Your Daily Life.

kontron

**Energy**
Smart Energy Solutions

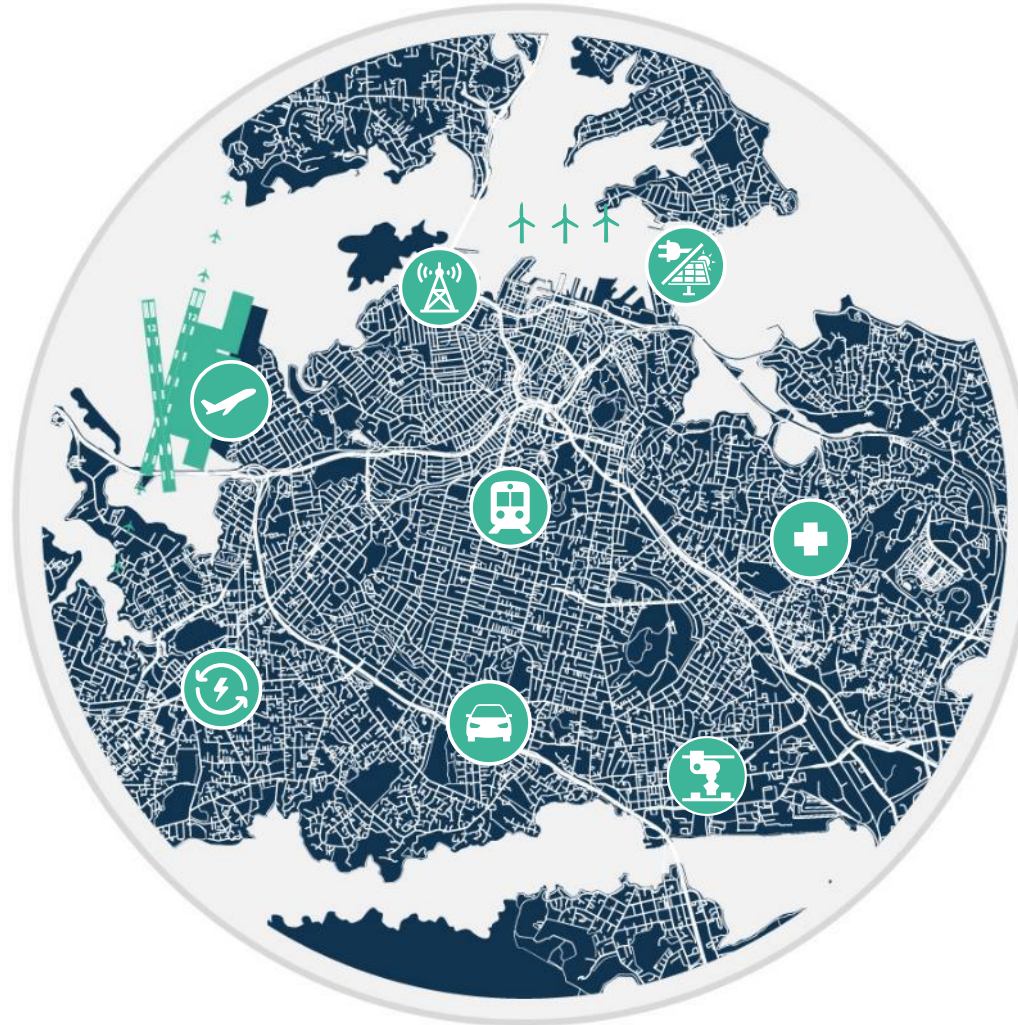**Communications & Connectivity**
5G/6G Evolution

**GreenTec**
Pioneer for Regenerative Technologies

**Automation**
Solutions for Industrial Automation

**Automotive**
Enabling Autonomous Driving

**Transportation**
Rail Digitalisation

**Aero & Defence**
Ultra-robust Solutions for IFEC and Military Markets

**Medical**
Digital Innovation in Healthcare

# Kontron Group in 2024

## 10 divisions in 3 segments
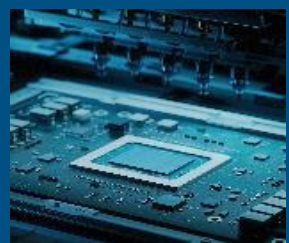
## Europe

**Telecom**
Adding 5G connectivity to IoT products

**Industrial**
Industrial, Medical, Defence, Aero, and Automotive

**Electronics**
High volume, fast response

**Services**
IT converted to service contracts for IoT

## Global

**North America**
Sales channel for Europe products; Avionics

**Asia**
Sales channel for Europe products

## Software & Solutions

**Software**
susietec®, KontronOS & customised IoT SW

**Aero & Defence**
Communication and high-speed data solutions

**Transport**
Data for high-speed trains in Europe & China

**GreenTec**
Green Energy Management & Infrastructure

# Kontron Group
## Leader of Smart Industrial IoT Solutions

**kontron**

| | | |
|---|---|---|
| **7,263** | **1.69bn** | **200m** |
| Employees | Revenue (EUR) | R&D spending (EUR) |
| **192m** | **>10%** | |
| EBITDA (EUR) | Organic growth | |

## Member of SDAX®
## Member of TecDAX®

HQ in Austria; listed in Germany

› **Focused on the large, diverse and growing Industrial IoT market (IIoT)**

› **Fully integrated technology platform**
Integrated (SW+HW) solutions for smart factories, transportation, data connectivity, medical, and smart energy

› **Driven by customer success, blue-chip customers**
>4,500 customers in total

› **Leading provider of disruptive IoT technology**
Real-time 5G/FRMCS connectivity, susietec® toolset, KontronOS, KontronGrid

# A Company of Kontron Group

**kontron**

Leader of **smart industrial IoT solutions**. Focused on the large, diverse and growing Industrial IoT market (IIoT). Leading provider of disruptive technology with **5G connectivity**, **susietec® toolset**, **KontronOS**, and **KontronGrid**. Driven by customer success.

| | | |
|---|---|---|
| Kontron AG generated **€1.69** billion revenue in 2024 with >10% annual growth | More than **€200** million is invested in engineering, research, and development | Solutions portfolio covers **4,500+** customers worldwide in various industries |
| Kontron family includes **7,263** employees working to fulfil the group's vision | Located in **23** countries worldwide | Combining **21** production facilities to support growth strategy focused on smart IoT |

## Kontron Group Divisions

| Telecom | Industrial | Transport | Software | North America |
|---|---|---|---|---|
| Services | ODM | Aerospace & Defence | GreenTec | Asia |

# About Slovenia's Kontron, d. o. o.

A wide portfolio of **ICT solutions** for the **digitalisation** of various industries, tailored to fit customer's needs, ranks Kontron, d. o. o. among the leading European providers of **comprehensive** and **highly reliable communication** solutions

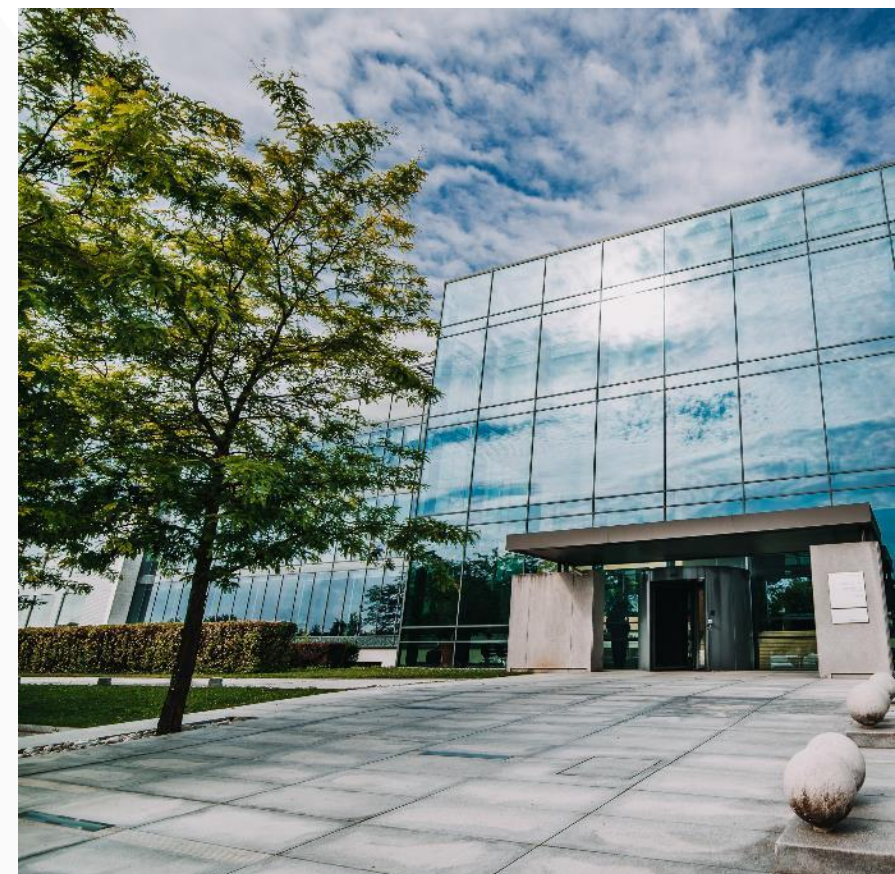| | | |
|---|---|---|
| We generated **€74.8 million** revenue in 2024 | We deliver solutions in **50+ countries** worldwide and we can respond in your time zone | Our solutions support **700+ customers** in various industries in 50 countries worldwide |
| Each year we invest over **€8.5 million** in engineering, research and development | Our team counts **400 employees** | We leverage **78 years** of experience and innovation |

# About Kontron Slovenia Group

A wide portfolio of **ICT solutions** for the **digitalisation** of various industries, tailored to fit customer's needs, ranks Kontron, d. o. o. among the leading European providers of **comprehensive** and **highly reliable communication** solutions

kontron

We generated

# €123.5
## million

revenue in 2024

We deliver solutions in

# 50+
## countries

worldwide and we can respond in your time zone

Our solutions support

# 700+
## customers

in various industries in 50 countries worldwide

Each year we invest over

# €13.5
## million
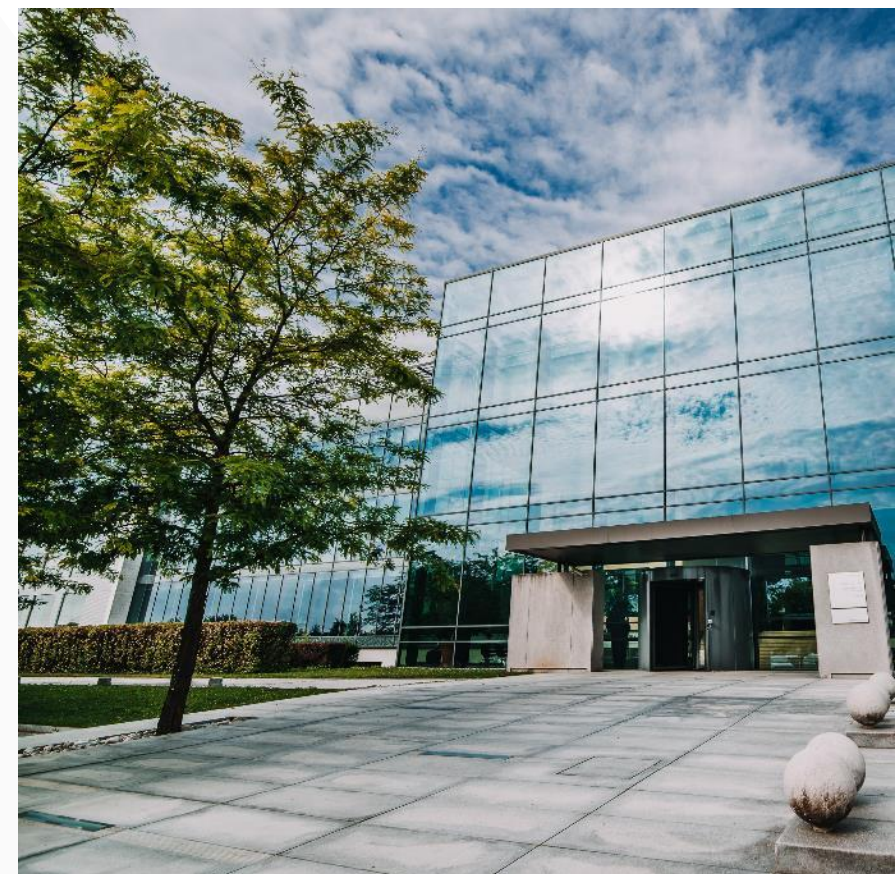
in engineering, research and development

Our team counts

# 800+
## employees

in 10 countries

We leverage

# 78
## years

of experience and innovation

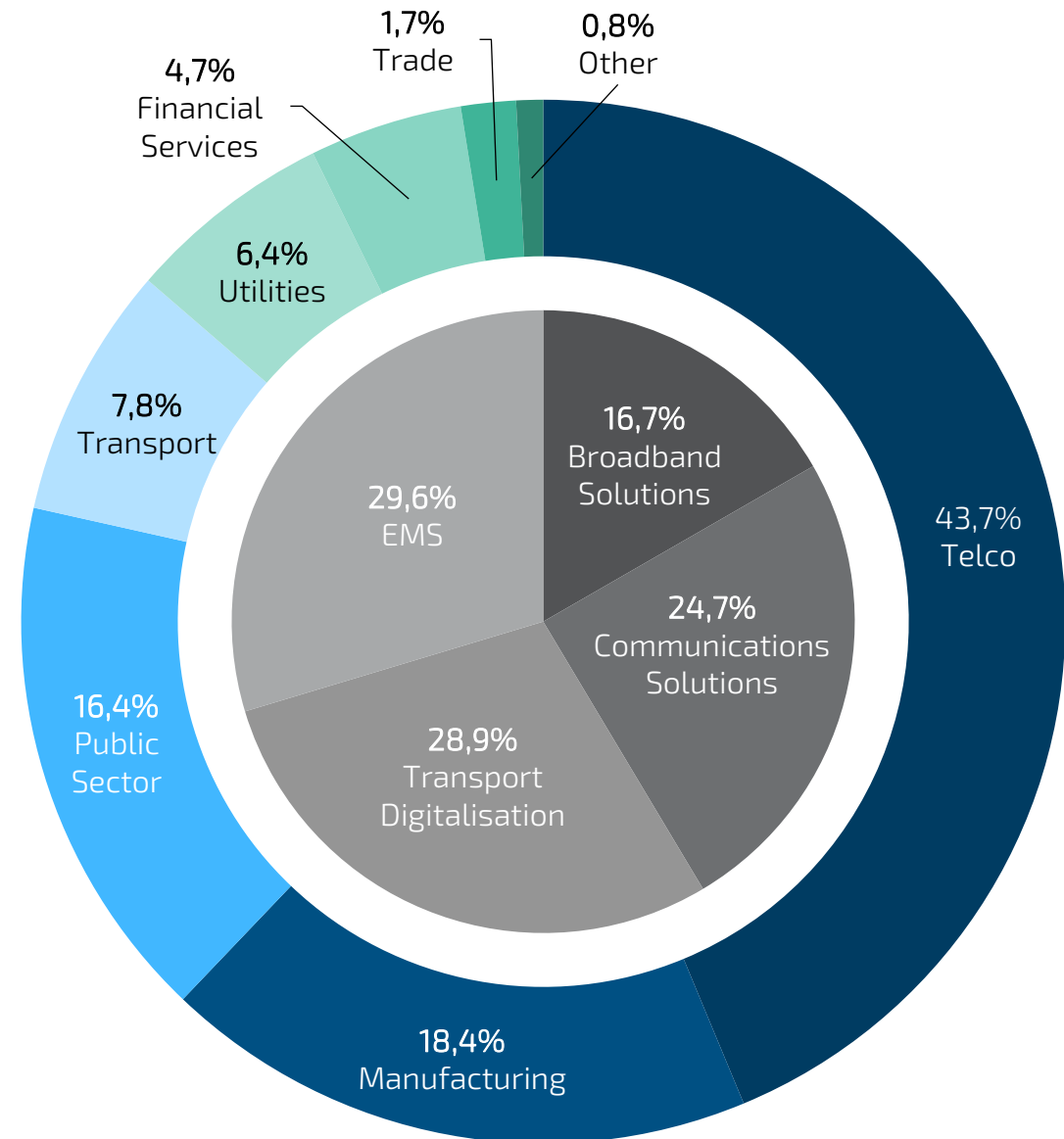# Performance Figures Split

**74.8m**

Revenue in Slovenia (EUR)

**123.5m**

Revenue of the Kontron Slovenia Group (EUR)

**7.9m**

EBITDA (EUR)

**kontron**

Outer ring:
- 43,7% Telco
- 18,4% Manufacturing
- 16,4% Public Sector
- 7,8% Transport
- 6,4% Utilities
- 4,7% Financial Services
- 1,7% Trade
- 0,8% Other

Inner ring:
- 16,7% Broadband Solutions
- 24,7% Communications Solutions
- 28,9% Transport Digitalisation
- 29,6% EMS

# Strategic Portfolio

**kontron**

Our solutions are important in developing a **progressive**,
**better-connected**, **sustainable**, and **secure** society



Broadband
Solutions

Communications
Solutions

Transport
Digitalisation

Electronics
Manufacturing Services

Telecom operators
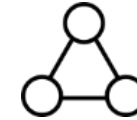
Manufacturing

Enterprises

Government

Railways and
roads

Utilities,
Oil and gas

Cities and communities

# Excellence in Customer Experience

## We are recognised as a **reliable**, **innovative**, and **expert** provider of **future-safe** solutions

❝

*"Iskratel\* brings tremendous experience, and they complement our existing technology partners perfectly with their ability to deliver a high-quality, reliable and tailored solution for Zzoomm at scale. We look forward to developing our partnership with Iskratel and delivering a superior customer experience and serving many more happy customers."*

Rich Shaw, CTO at **Zzoomm**

❝

*"From concept to deployment, Kontron has been a reliable and innovative partner. Their open broadband platform enables us to integrate with and upgrade our existing legacy network OLT equipment while preserving the value of existing ONTs already deployed, delivering significantly faster speeds and superior service quality to our customers. The integration of industry-leading standards-based OLTs and the new XGS-PON ONTs developed for us by Kontron future-proofs our network, allows us to deliver a robust suite of services, and improves installation simplicity."*

Robert Boyle, CEO at **Planet Networks**

❝

*"A reliable network can offer improved mobility and flexibility to cater for people and assets on the move in ever-changing production and logistics environments. Our 5G campus network also provides the perfect foundation for the implementation and further development of our R&D projects in the proto_lab."*

Prof. Dr.-Ing. Oliver Kramer, Initiator, Co-Founder, and Director of the Research and Development Platform at **TH Rosenheim proto_lab**

❝

*"With the introduction of Slovenia's first commercial 5G network, we have taken a significant step forward in Cinkarna's digital transformation. The network allows for faster and more reliable data transmission, which is crucial for improving efficiency and productivity. Low latency will enable the use of advanced technologies such as automation and remote operations, contributing to greater safety and reliability in our services."*

Aleš Skok, CEO at **Cinkarna Celje**

❝

*"We have been working for many years with Kontron's experts and technology testing engineers in the EMS business unit, who together produce 14 different electronics for us. Quality, reliability and competitive price are elements that further confirm our long-standing cooperation and trust.."*

Lojze Demšar, Director of the EC-systems Business Unit, **Domel**

❝

*"Both we and Kontron are committed to the satisfaction of our customers. It is this focus on customers and partners that is one of the several commonalities that our company shares with Kontron. When we realised that the Kranj-based ICT company also offered electronics development services, we partnered with them. Their team delivered what we had agreed professionally, consistently and very quickly. The expert team of development engineers at business unit EMS further enhanced and modernised our existing product."*

Dr. Jure Knez, Co-founder and Owner, **Dewesoft**

❝

*\* Kontron was known as Iskratel until July 2023.*

# Selected References

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1&1

CETIN
MEMBER OF PPF GROUP

CC CINKARNA

DARS

DEWESoft®

DOMEL

DB

Hisense gorenje

HŽ
HRVATSKE ŽELJEZNICE

hse

hyperoptic

ҚАЗАҚТЕЛЕКОМ

REPUBLIKA SLOVENIJA
MINISTRSTVO ZA INFRASTRUKTURO

REPUBLIKA SLOVENIJA
MINISTRSTVO ZA OBRAMBO

planet
NETWORKS

swarco

LTH Castings

2TDK

Telekom Slovenije

telemach

T2

ukrtelecom

UZTELECOM

Slovenske železnice

ZZOOMM

# Company Management

**kontron**

Kontron's leadership remains in the hands of an **experienced** and **customer-oriented** team

**Robert Kuzmič**
Managing Director

**Gašper Kepic**
Consultant to the
Managing Director

**Janez Öri**
Executive Director of
Communications Solutions

**Borut Jarc**
Executive Director of
Transport

**Svjetlana Kalaba**
Executive Director of
Broadband Solutions

**Jernej Polič**
Executive Director of
Electronics Manufacturing
Services

**Mitja Dolžan**
Executive Director of
Finance and
Administration

# Quality Assurance

**kontron**

Our operations and equipment are **fully compliant** with the industry's most renowned standards



## Certificates

ISO 9001 (since 1994)
ISO 14001 (since 2013)
ISO 27001 (since 2016)
Silver EcoVadis Medal (2025)
Family-Friendly Enterprise (since 2021)

## Cooperation with certification bodies

SIQ – Slovenia

## CE compliance

LVD, EMC, RED, ROHS2, and WEEE directives
CoC for energy consumption

## In accordance with

ETSI, ITU, ANSI, ACME, IEC
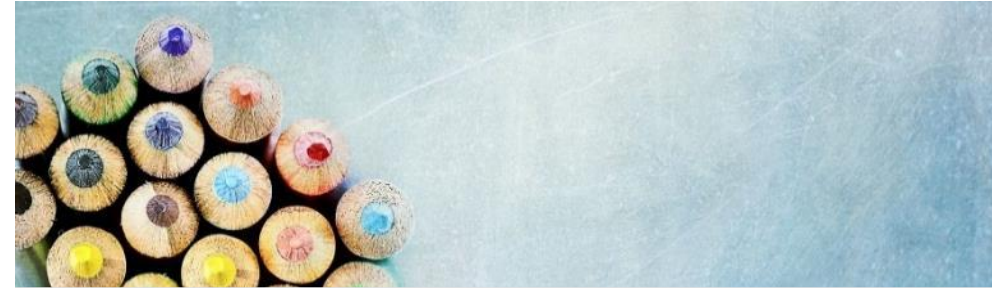
# kontron

## Follow us

in      f

# Broadband Solutions and Products

Best-in-class Fibre Access. Record-low Power consumption. Made in EU.

**kontron**

GPON and XGS-PON FTTH

**Fibre-Based Broadband**

Virtualisation of access

**Software-Defined Broadband**

ISKRATEL
Broadband Access

Iskratel Lumia OLTs

innbox
Broadband CPE

Innbox family of CPE

# Communications Suite

## Telco, Operational, and Business Communications

**kontron**

### Telco | Operators

### Operational Communications

### Business Communications

**Virtualized IMS** is a solution for convergence of fixed and mobile real-time communications over **IP** and **4G/5G networks**.

Platform for **VoLTE/VoNR** and **MCx-based** communication services for home users, enterprises and critical networks.

Complete solutions for **operational communications**, customised to meet customer needs. From **dispatching**, personal **notification** systems with audio conferencing in **mission-critical** environments to **video-based** communications.

Integrating **new services** on **existing CPE** and enabling a smooth **transition** from **legacy** to full **IP**.

Universal communication provides all the benefits of a **unified user identity**.

# Private 5G and Cloud Solutions

## Solutions for Critical Industrial Infrastructure

**kontron**

### 5G Core

Cloud-native, 3GPP-based, mobile **5G core** can be deployed in any cloud. With an **optimised** performance footprint tailored to **industrial use cases**.

### Mobile Private Networks

Complete solution when you need a proven **mission-** or **business-critical** network. Securely installed on your premises to **maintain control,** while ensuring **sufficient capacity** for critical **communications**.

### Cloud and Compute Platforms

Bring **computing power** closer to users, automate processes, and reduce processing time, which is crucial for **critical communications**. Robust platform with automated service provisioning and scalability.

### Kontron Ecosystem

Inline and compatible with Kontron Group communication **solutions**, industrial **devices**, and IoT **applications**.

# Digitalisation and IoT
## Digital Transformation in the Right Way

**kontron**

### Smart Railways

**Audio** and **visual** information delivered **instantly** to passengers and personnel. Managing **critical infrastructure** through integration with modern technologies.

### Smart Roads

**Intelligent traffic-control centre** for coordinated operation of the entire **road transport**. Ensuring an **uninterrupted** traffic flow and the highest level of **road safety**.

### Smart and Safe Communities

Connecting **smart** techno-logies into a **responsive** and **efficient** smart city solution, featuring city-wide operational and management **control centres**.

### Smart Energy

IT/OT integration for smart digitalisation of **energy infrastructure**. Big data processing, analytics, and orchestrating.

# Transport Digitalisation
## Driving Digital Transformation of Transport

**kontron**

### GSM-R/FRMCS

### Train-Detection Systems

### Traffic-Management Centre

### Speed-Management Systems

With railway dedicated **5G access** and **core**, our FRMCS technology enables **new secure applications** and **services** with higher performance. Our **MCX solution** supports flexible communications and integrates the existing GSM-R systems by **building the bridge** to FRMCS.

Ensuring that **potential faults** and **anomalies** in both the **infrastructure** and the **rolling stock fleet** are detected in good time. This enables the operator to protect the rail infrastructure, provide higher-quality transport services and, above all, ensure greater traffic safety.

Enriching traffic management systems with data on **vehicle flows**, **traffic accidents**, **weather conditions**, and **road repairs**. Finding optimised urban traffic flows, predictable arrival times, and efficient supply chains.

Regulating the speed of vehicles on the road, these systems can help **prevent accidents** and **improve overall road safety**. The application of safe speeds reduces crash forces, increases visibility, and shortens stopping distances.

# Powering the Future of Industry
## Solutions for Connected Ecosystems

**kontron**

Avionics and Defence

Renewable Energy

Railway Technology

Agriculture and
Heavy Machinery

Automotive Sensors
and Modules

Industrial Automation
via 5G MPN (Mobile Private Network)
and susietec® Toolset

GreenTec

# Private 5G Campus Complete Solution

**kontron**

## 5G Modules & Devices



Supporting **end-to-end solution** and offering expertise in 5G modules and device development, rigorous testing, and seamless integration into customer's environment.

## 5G RAN



Kontron 5G Radio Access network portfolio incorporating **wide selection of options for** indoor, outdoor and macro cell in different frequency bands.

## Kontron 5G SA Core

WEB GUI



From concept to reality: our **100% in-house EU based development** ensures quality, control, and innovation.

## Applications



**Integration into IT and OT networks** for an end-to-end solution, providing Kontron's and integrating customer's applications.
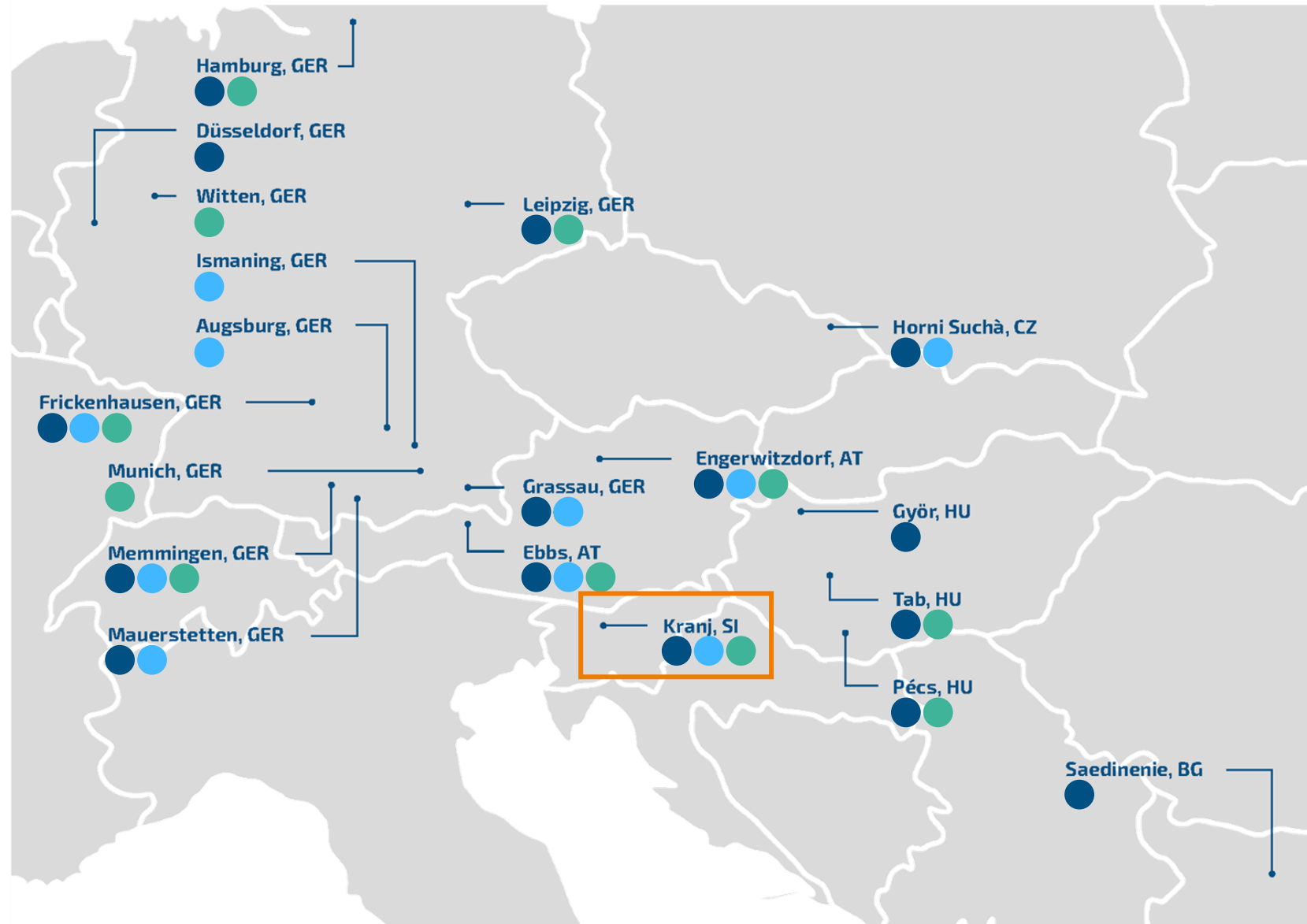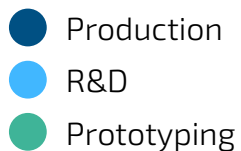
# The Power of IoT

Industry 4.0

**kontron**

5G TSN

# About Slovenia's Kontron EMS

## Excellence in Meeting **Your Expectations**

**kontron**

Kontron HQ in Kranj, **Slovenia**

4,500 sq. m. of production area

Member of the
**Kontron ODM/EMS Alliance**

After-sales Support

Development/ Industrialisation

Rapid Prototyping

Material Management/ Procurement

New Product Introduction

Production

Testing

Final Assembly

Logistics

Avionics and defence

Internet of Things

Renewable energy

Telecommunications

Industrial electronics

Measurement equipment

Entertainment electronics

Automotive electronics

Home appliances