

VIDEOTON

ONE COMPANY – MULTIPLE POSSIBILITIES

—
2022

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



Click here to see our 30-years of history

HIGHLIGHTS

Founded in

1938

Private since

1992

Revenue
(2021)

617
Mill €

Equity
No debt since 2005

457
Mill €
2021

1

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

11

Locations

9000

Employees*
(2021)

4th

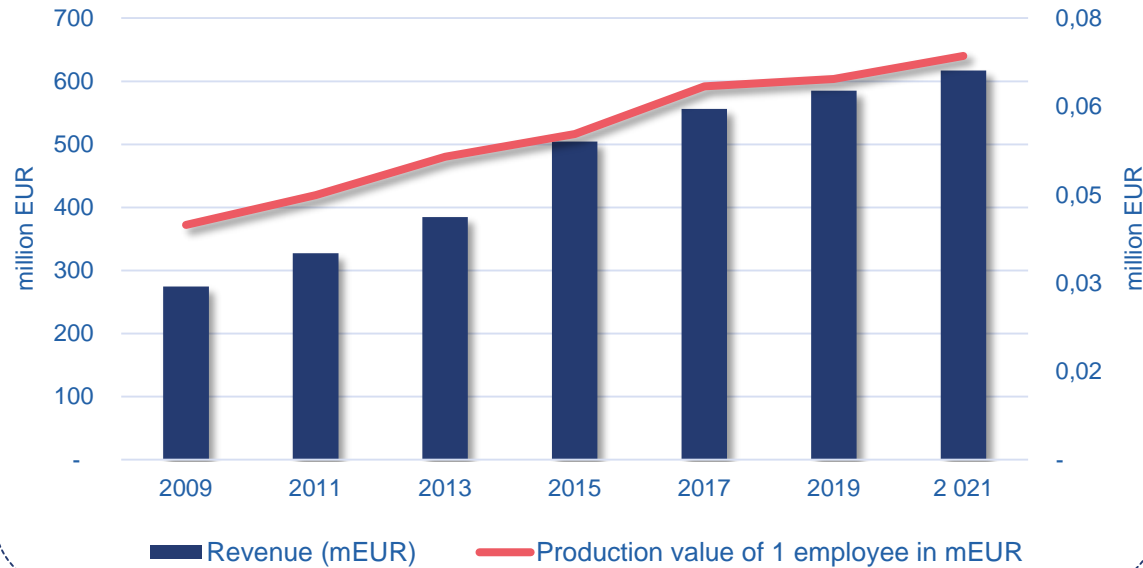
Among EMS
Companies HQ'd
in Europe

* 2500 employees in services and temporary work

** According to Forbes in 2021

PROGRESS IN RECENT YEARS

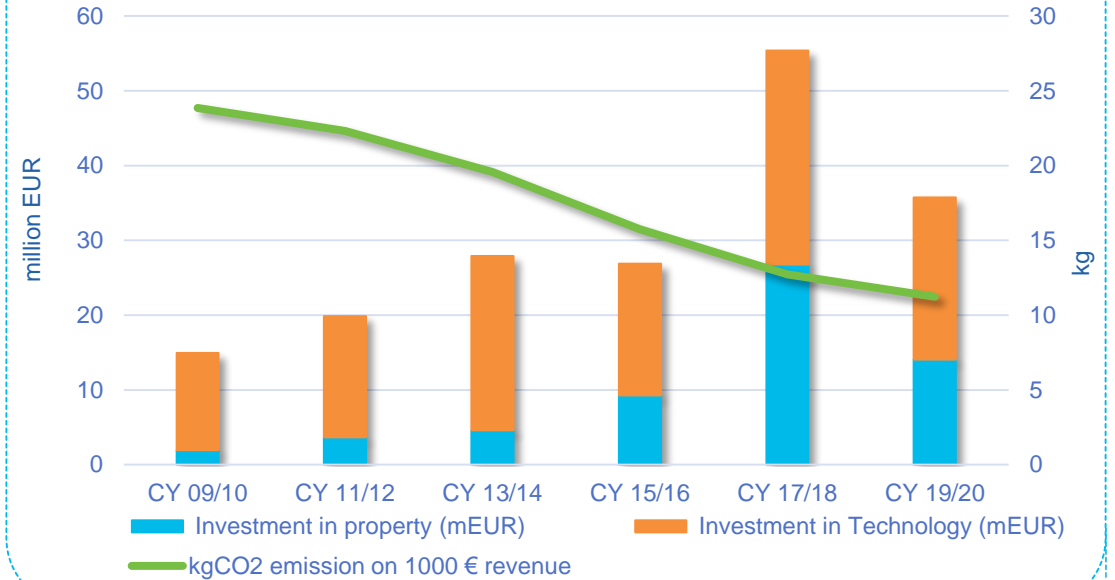
Sales revenue



Incremental development through more than a decade without major acquisition

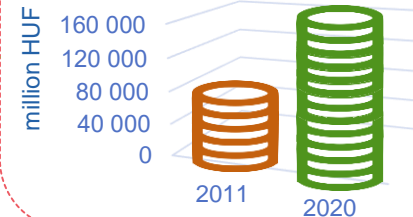
Considerable proportion of VIDEOTON's profit is returned into laying the foundation of the future generation and operation

Investments and carbon footprint reduction



Net equity

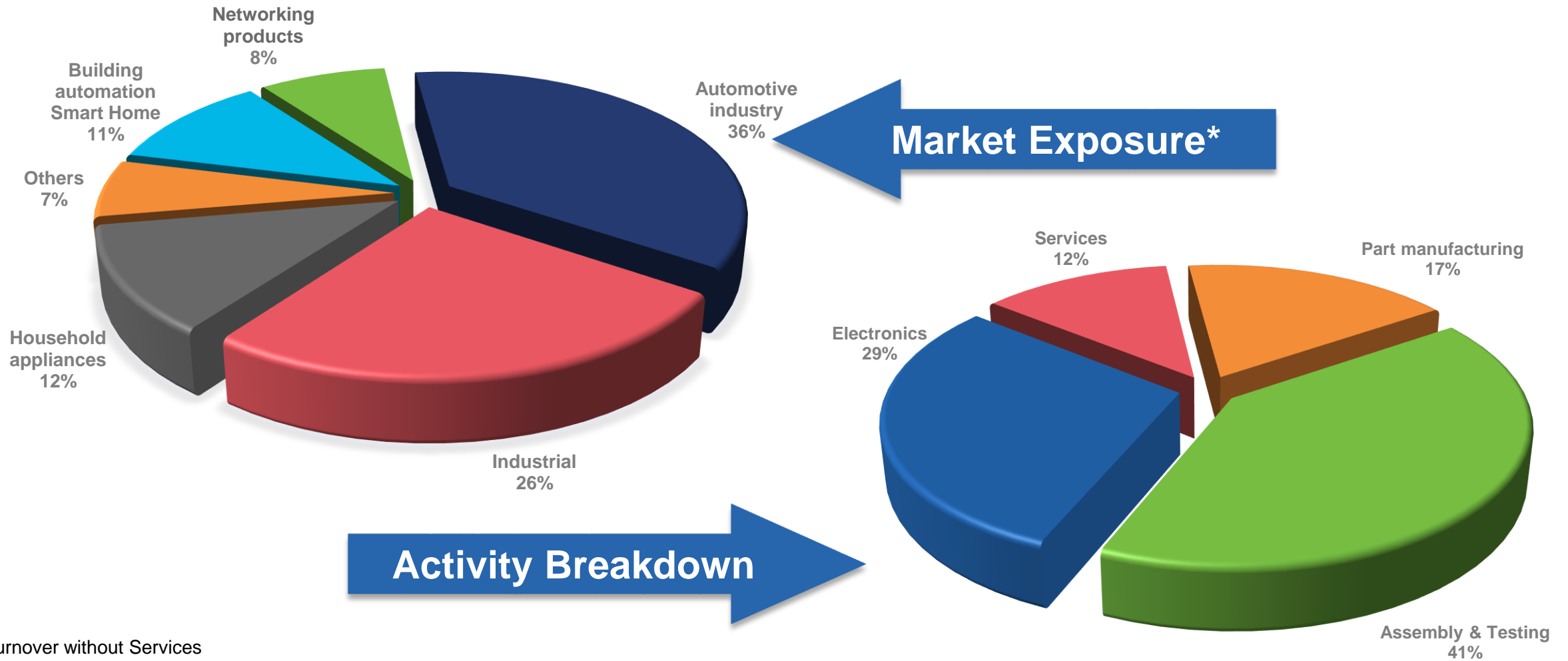
has been increased by 210% in 10 years (in HUF)



40%

of profit in 10 years has been returned into investments

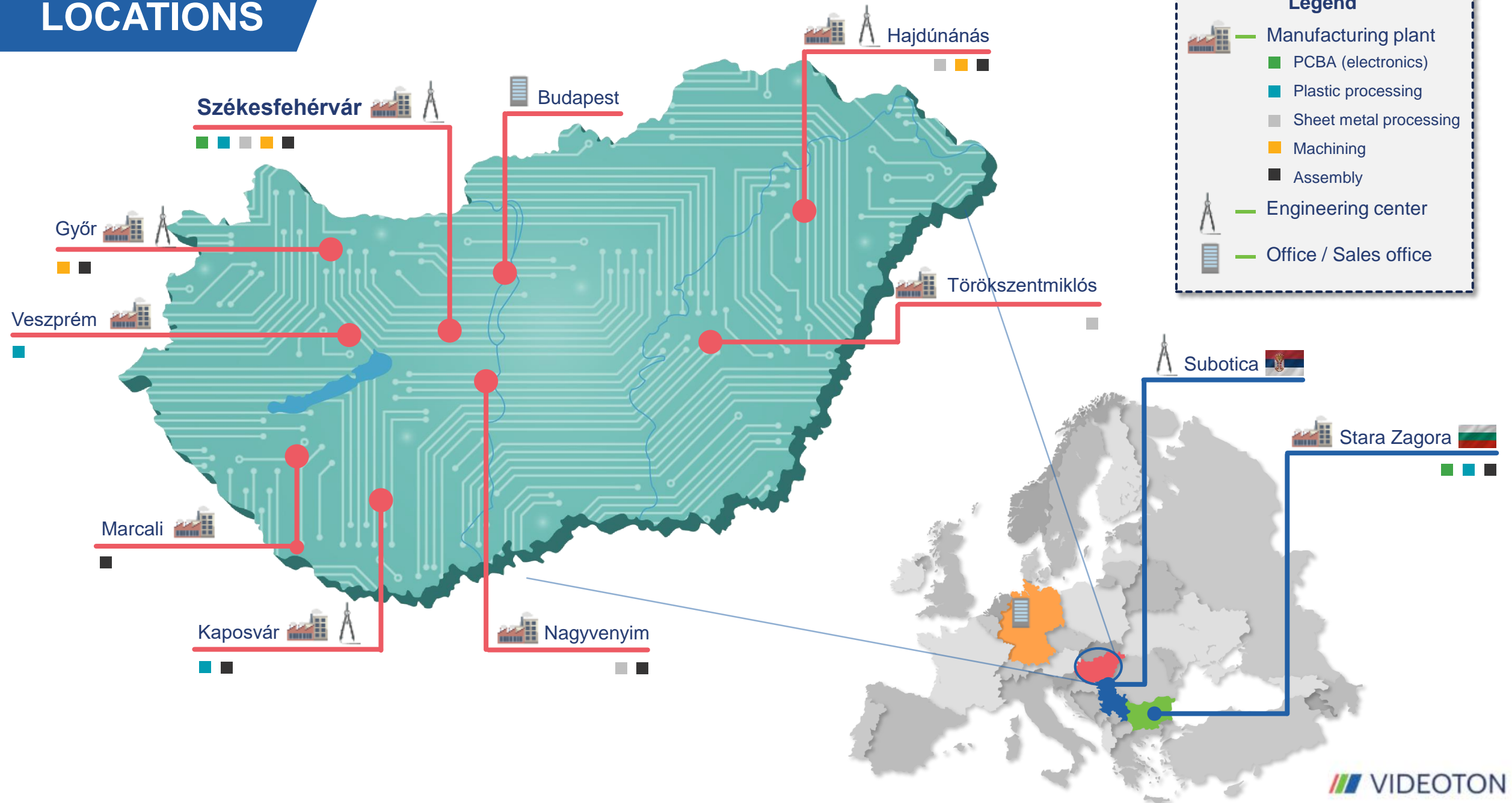
MARKETS & ACTIVITIES 2021



* 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

Service 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



VT Elektro-PLAST
Assembly & box build
Plastic injection moulding



VT Battery Technology
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. & Box build assy.

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 Muvек
Stamping w/ presses



VT Precizios
Injection moulds



VENTIFILT
Heavy-duty fans, filters
Large steel fabs



VT Systemtechnics
Shelter / container mfg.



Pannonjob
HR services





Industrial Park
Building lease & services



VT ARtrans
Logistics services



Pannonfacility
Facility management

 Centralized (Holding) function
 Function shared between
Holding & subsidiaries

VIDEOTON HOLDING

Controlling

Property Mgmt

Legal

Business Development

Finance

Sourcing

IT

HR

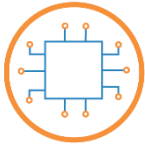
Design & Engineering

LEVELS OF SERVICES

HIGH LEVEL ASSEMBLY & BOX BUILD & SYSTEM INTEGRATION



CORE ACTIVITIES



PCBA



Battery pack assembly



Plastic Injection Moulding



Sheet metal fabrication



Stamping



Machining

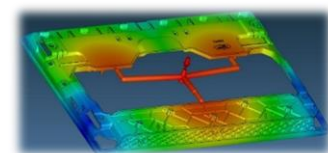


Surface treatment

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:

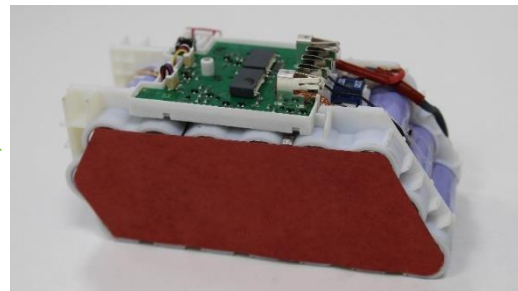
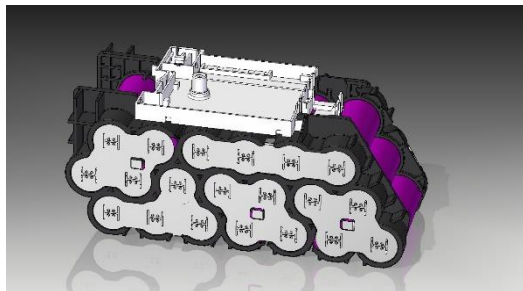
- Multifocal DfX services
- Co-design of mechanical parts & PCBA's
- Complete industrialisation of new products

Production engineering services:

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



Product lifecycle support



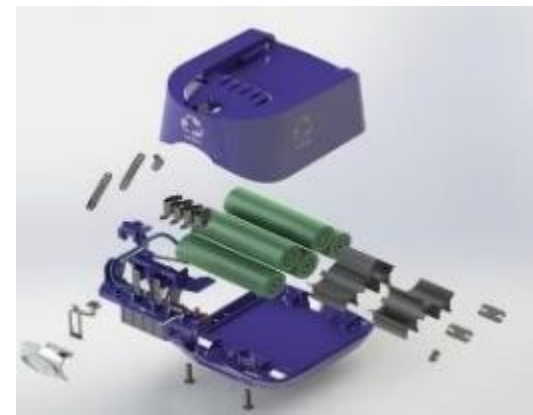
SPECIAL MANUFACTURING COMPETENCES



Robotized assembly lines and testers



High precision equipment assembly



Battery pack assembly



Large welded steel constructions



Customer-specific shelters

SERVICES



Industrial park services



Logistics



HR services & manpower secondment



Auto identification systems / MES systems



Facility management



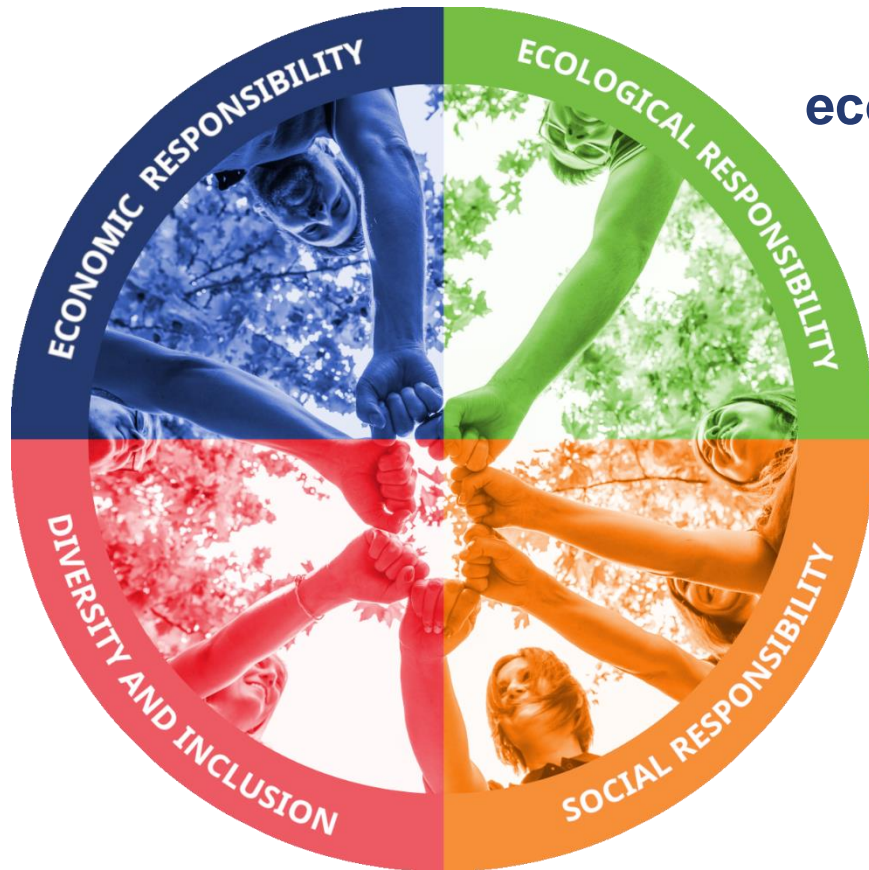
KLT's cleaning

SUSTAINABILITY & CORPORATE RESPONSIBILITY

are comprehensive terms that include

economic & ecological
responsibility

diversity & social
responsibility



We believe that **we are responsible** for every influence that our company has on society and environment.

As one of the largest domestic employers **we set good examples & reach true impact** through our activities and to **deliver** both business value and **environmental and societal benefits**.

DIVERSIFIED CUSTOMER BASE I.

AUTOMOTIVE



Audi



BOSCH



Continental

DENSO



faurecia

flex



HI-LEX



KÖTTÖ



MAHLE



MANN+HUMMEL



PRODUCT REFERENCES I. - AUTOMOTIVE



Battery management unit
VT Automotive Electronics



Oil pump controller
VT Automotive Electronics



Oil pump housing
VT METAL



2-component head light module
VT Plastic



KTL painting of brake pedal
VT METAL



ESP bracket assembly
KVJ Muvek

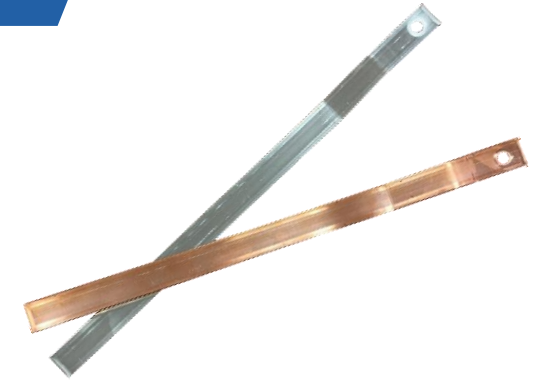
PRODUCT REFERENCES I. - ELECTROMOBILITY



Heat transfer plate for the electronics of the ac dc converter for EV cars
VT METAL



EV charger with own developed and built assembly line
VIDEOTON EAS & VT ES



Semi-bright galvanic nickel coating of EV busbars
VT METAL



EV car valve housing of air conditioning systems
VT METAL



On-board charger electronics
VT Automotive Electronics



Sound box stimulating engine sound in e-cars
VT Plastic

DIVERSIFIED CUSTOMER BASE II.

INDUSTRIAL



PORTABLE ENERGY



PRODUCT REFERENCES II.



3D printer
Several VIDEOTON member companies



HVAC controllers
VIDEOTON EAS



High level assembly for semicon equipment, PV
and similar markets
VT Mechatronics



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



Battery packs for power tools
VIDEOTON Battery Technologies



Final assemblies portable battery systems
VIDEOTON Battery Technologies

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)



Smart home control devices
VIDEOTON EAS



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



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



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



Smoke detector PCBA
VIDEOTON EAS



Building automation
VIDEOTON EAS

DIVERSIFIED CUSTOMER BASE IV.

HOUSEHOLD



PHILIPS



OTHERS



ACRO



AKG[®]
by HARMAN

STADLER

ALSTOM[®]
• mobility by nature •



A Rolls-Royce
solution

PRODUCT REFERENCES IV.



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



Railway safety equipment
VIDEOTON EAS



RECENT BUSINESS AWARDS I.



 VT Metal
VIDEOTON Group

Valve housings for electric vehicle heat pump systems that reduce power consumption while extend vehicle range. Robotised machining centers are involved in our technologically intensive manufacturing process.



 VT Autóelektronika
VIDEOTON Group

Electric power steering control unit produced on a complete „no human touch” line (fully automatised production and testing). For this safety critical product new functional safety standard (ISO 26262) needed to be gained.



 VT EAS
VIDEOTON Group

Production of an **innovative wearable barcode scanner** attached to a special glove. The system consists a scanner incl. 2 flexible PCBAs, the charger, and the gateway ensuring the communication between the ERP and the scanner.

RECENT BUSINESS AWARDS II.



 **VT Battery**
VIDEOTON Group

Production of battery packs for an innovative start-up, that sells mobile power supplies. The product means good alternative against the diesel generators



 **VIDEOTON**
VTBH

Mechanical sub-assemblies for air and gas pressure switches serving thermal and process heating industry. **Own development of assembly process flow and special purpose equipment**



 **VT ES**
VIDEOTON Group

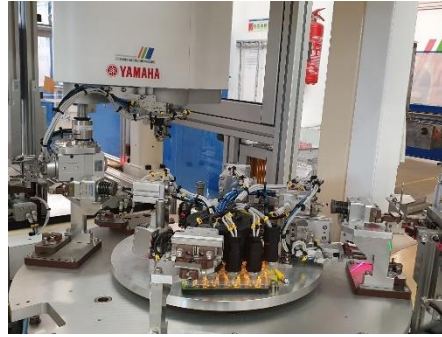
Mechanical and electrical final assemblies for energy store system with complex testing process, including complex testing, best cost localization of purchased parts.

RECENT BUSINESS AWARDS III.



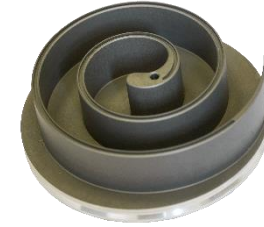
 **VT ES**
VIDEOTON Group

Mechanical and electrical final assemblies and final testing for self-checkout systems. Sheet metal parts' design is a result of the customer's and VT ES' engineers' cooperation.



 **VT ASYST**
VIDEOTON Group

Automation of existing equipment for pre-pressing and testing of two parts, solving the critical handling of the applied material used in the process, for a TIER 2 customer. The equipment does not require an operator, it is very fast and very accurate.



 **VT Metal**
VIDEOTON Group

Orbiting anodised scroll for A/C compressors for premium platform electric vehicles with newly built aluminium anodizing production line and individually developed tools.

YOUR CHALLENGES – OUR ANSWERS

Click for detailed information of our customer groups

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



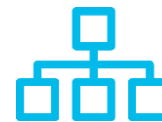
Ideally located in **Eastern European countries** like Hungary and Bulgaria (incl. the overhead)



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

Videoton has no rigid preferences regarding the markets and applications it wants to work for. As a pure CM, we are always open to and want to enter new segments, proactively learning and investing into the specifics.

LONG-TERM LOYALTY

Not being present at the focal point (center of gravity) of the innovative actions of our target markets, we need often guidance and trust from our customer being the icebreaker, as the first customer in a technology or industrial segment. We prove our attitude with outstanding long-term commitment and loyalty.

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. Hence, we need **the support and motivation of our customers** in those areas (segments, processes etc.) where we do not have any meaningful experience yet.

CREATING LOCAL SUPPLY CHAINS

We expect global companies investing in the region, most of the time with substantial financial incentives being committed for local supplier development for flexible supply and strengthening the local economy. 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

INCLUSIVITY

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



Financial stability



Cost-competitive solutions



High flexibility



Customer-oriented focus

ONE PARTNER



MULTIPLE POSSIBILITIES

THANK YOU FOR YOUR KIND ATTENTION!

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