

Interim report Q1/2022

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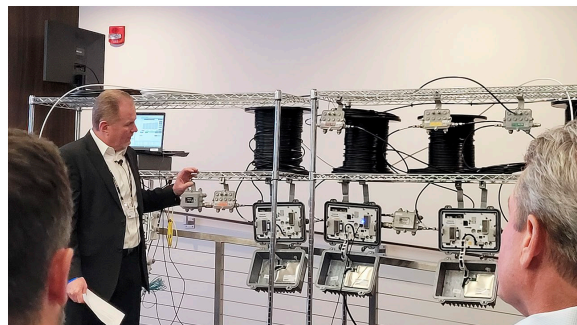


Summary Q1 2022

Order backlog increased, but profitability declined in a challenging operating environment

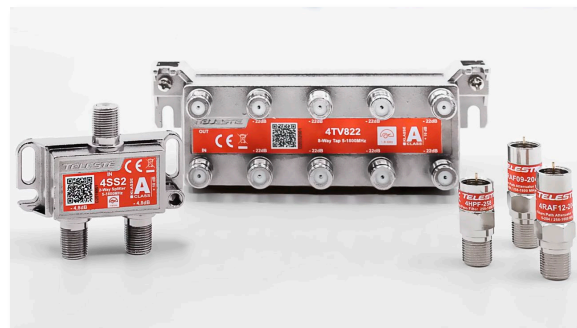
- Orders received 59.9M€ (+66.3% vs. Q1 2021)
- Net sales 38.0M€ (+2.6% vs. Q1 2021)
- Adjusted operating result 0.1M€ (-93.3% vs. Q1 2021)
- Operating result 0.1M€ (-97.9% vs. Q1 2021)
- Earnings per share 0.01€ (-96.6% vs. Q1 2021)
- Cash flow from operations -4.8M€
- Order backlog 130.6M€ (+71.5% vs. Q1 2021)

Highlights



Showcasing Cable's 10G future

We participated in the first successful DOCSIS 4.0 ESD amplifier cascade demonstration that took place in CableLabs' 10G Showcase event in April. In the demonstration, an end-to-end system was created to showcase the **superior performance** of DOCSIS 4.0. The system included four 1.8 GHz amplifiers from Teleste and equipment from other prominent vendors.



Launching 1.8 GHz RF passives

The hard work of our P&I team is reaching an important milestone as we are carrying out a major launch of the next generation 1.8 GHz RF passives. Taking our offering to a new level at once, the launch includes almost all of our RF passive product families. It will also give the market confidence in the availability of the **next generation network** equipment.

Highlights



Strengthening presence in the Italian public transport market

Teleste acquired Ermetris, the Italian company specialised in rail-specific services and electronic products. The acquisition will increase our competences and help us offer our customers **increased local presence** in Italy. It will also create a new repair competence centre, serving both Teleste's and Ermetris' public transport customers in Southern Europe.



Alstom selected Teleste for a large project

We will deliver our **onboard systems** to Alstom for a large project in Europe. The deliveries are expected to start in 2023 and they will include our visual and audio passenger information management, video surveillance and seat reservation solution.

Teleste Group – Q1 2022

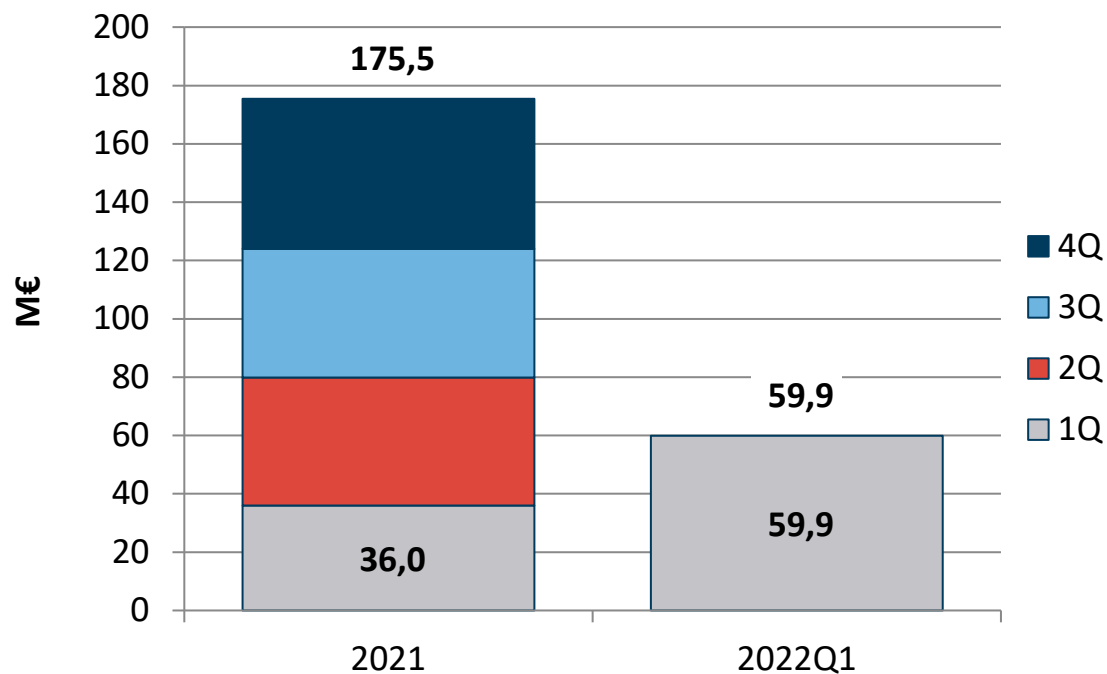


- Orders received increased significantly year-on-year and quarter-on-quarter. Growth took place both in video security and public transport information solutions and access network products.
- Order book increased by 71,5 % year-on-year to new record level and amounted to 130,6 M€. 51 % of the deliveries are scheduled for the current financial year.
- Net sales were at par year-on-year and quarter-on-quarter. Material and component supply shortages were limiting the growth.
- Adjusted EBIT reduced year-on-year and quarter-on-quarter resulting from increase in other operating expenses and personnel expenses. Growing expense level targets to enable top-line growth of public transport and network operator businesses.
- Operative cash flow decreased year-on-year and quarter-on-quarter resulting from changes in net working capital. Cash flow for the comparison period included a non-recurring insurance compensation of 3,2 M€.
- EPS decreased year-on-year and quarter-on-quarter.

	Q1 2022	Q1 2021	YoY change	Q4 2021	QoQ change
Orders received, M€	59,9	36,0	66,3 %	51,5	16,4 %
Net sales, M€	38,0	37,0	2,6 %	38,9	-2,3 %
Adjusted EBIT, M€	0,1	1,5	-93,3 %	0,6	-83,4 %
Adjusted EBIT-%	0,3 %	4,0 %		1,6 %	
EBIT, M€	0,1	4,7	-97,9 %	0,6	-83,4 %
Net profit, M€	0,1	3,7	-97,2 %	0,6	-82,1 %
EPS, €	0,01	0,03	-76,9 %	0,03	-79,6 %
EPS, €	0,01	0,21	-96,6 %	0,03	-79,6 %
Operative cash flow, M€	-4,8	2,6	-282,3 %	-1,8	

Orders Received

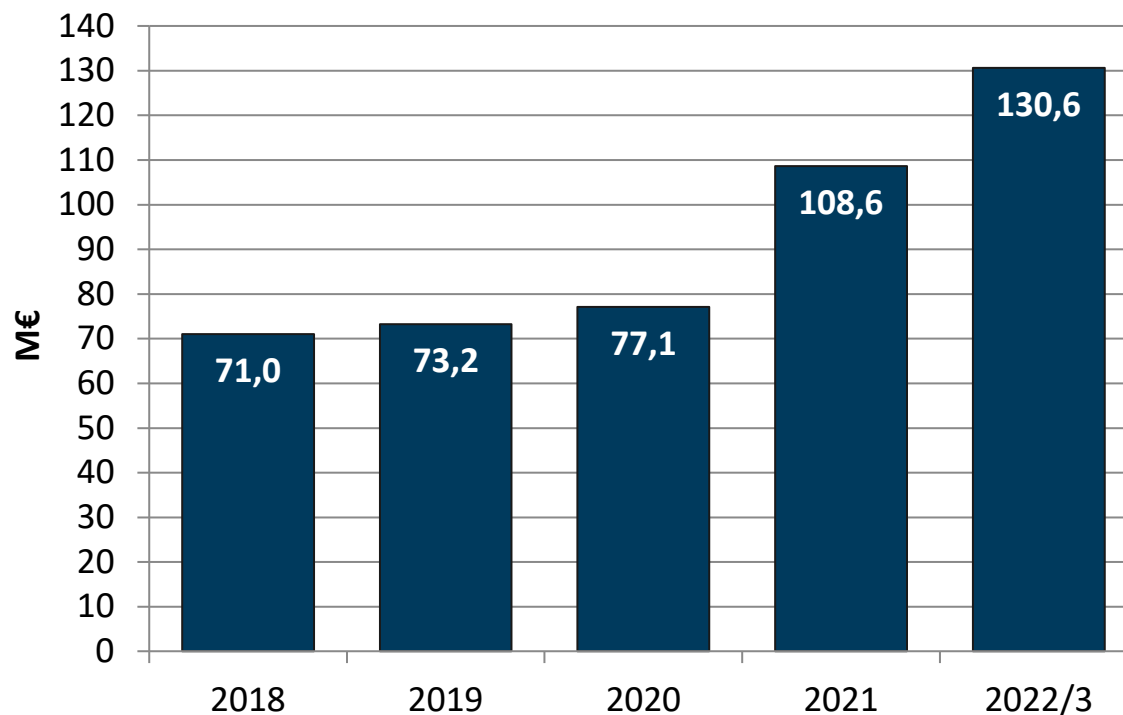
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Order Book (at the end of period)

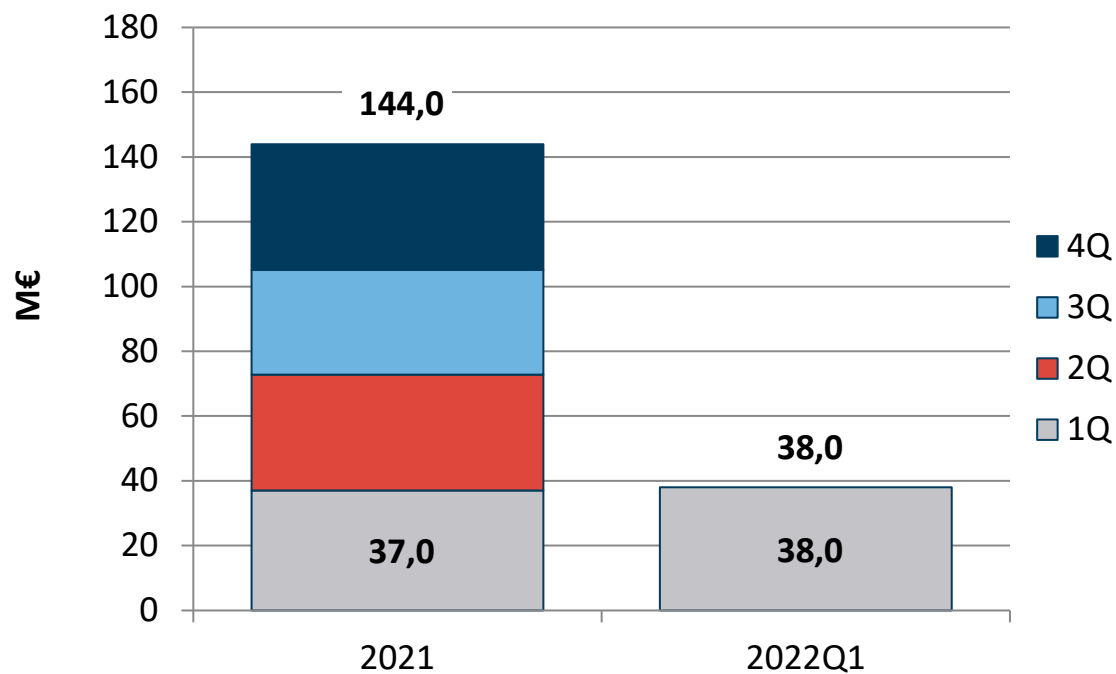
Teleste Group, M€

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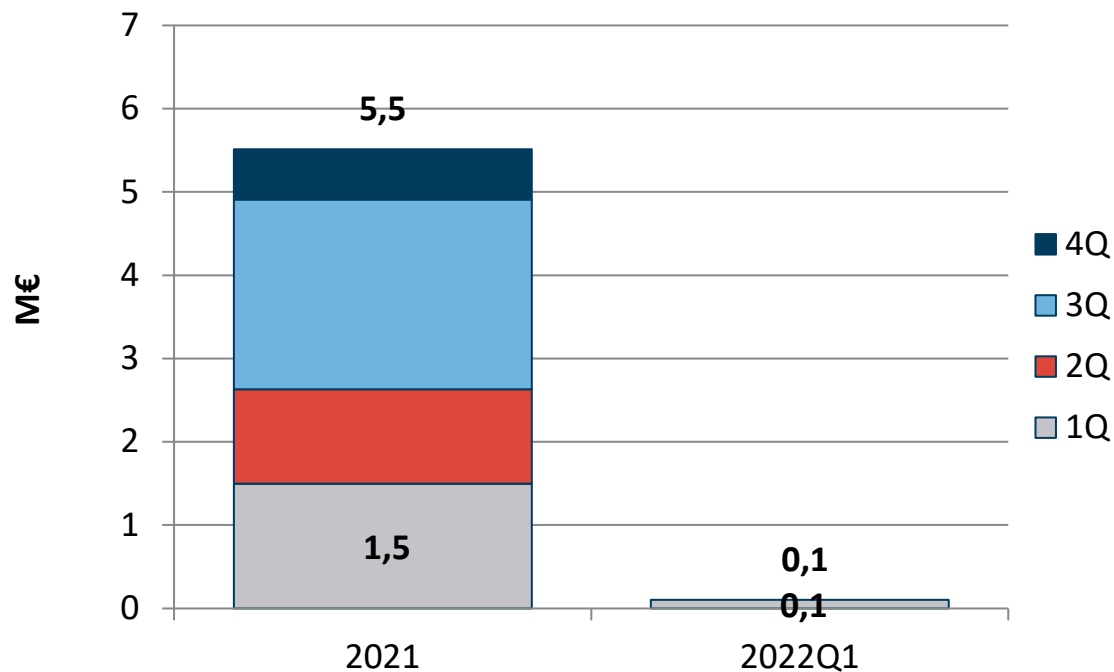
Net Sales

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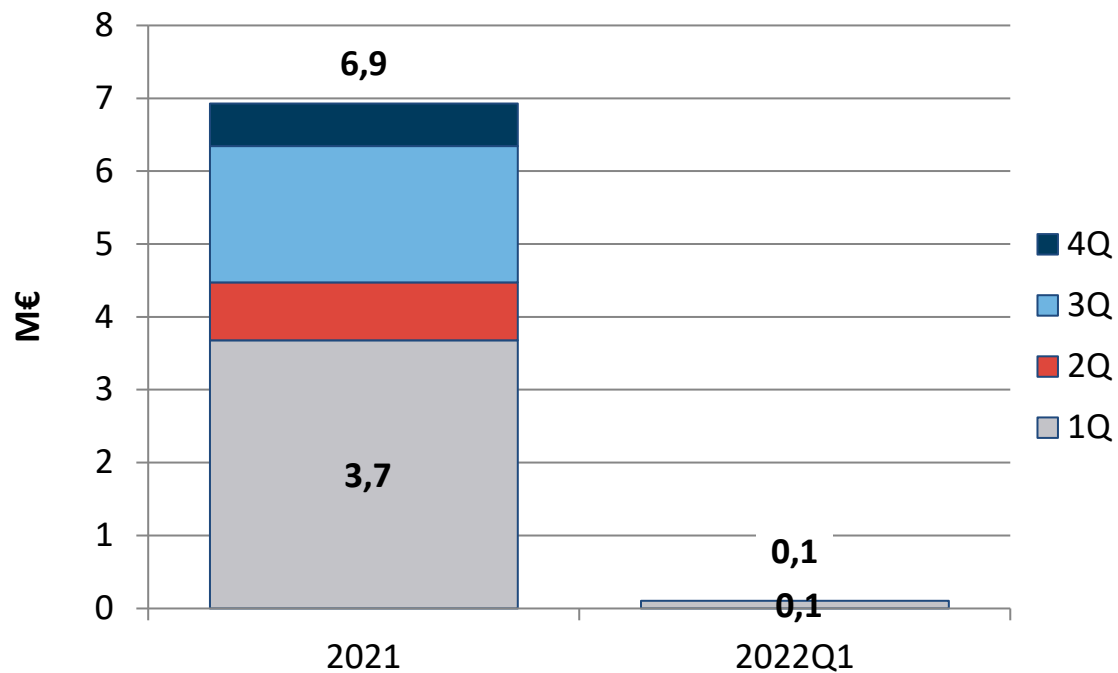


Adjusted Operating Profit

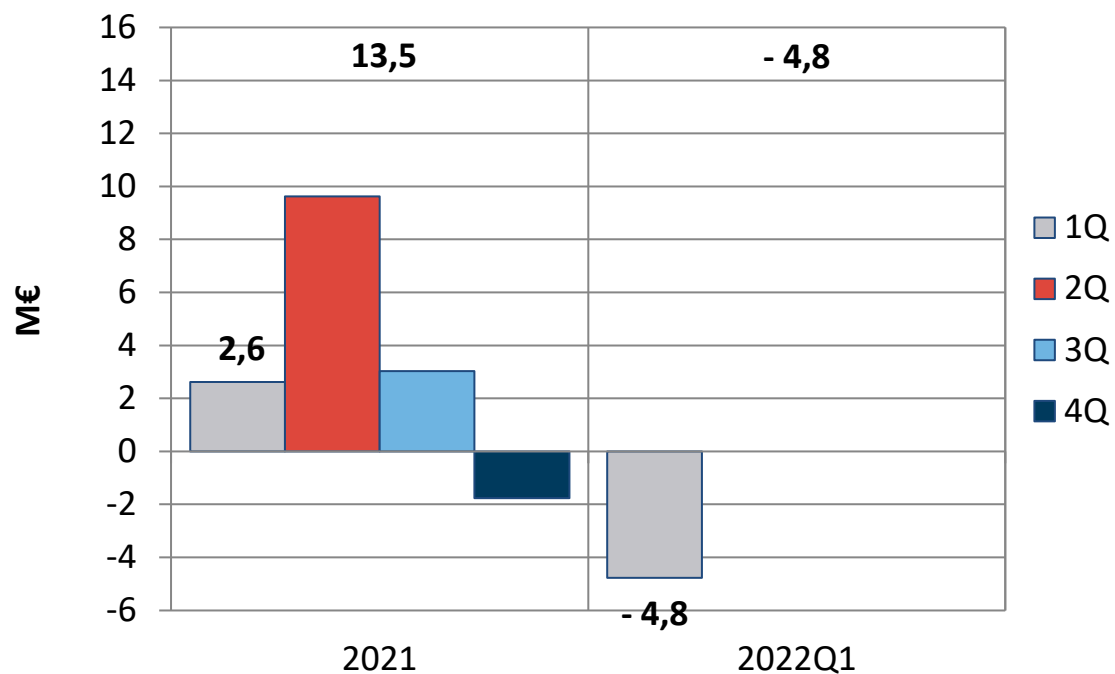
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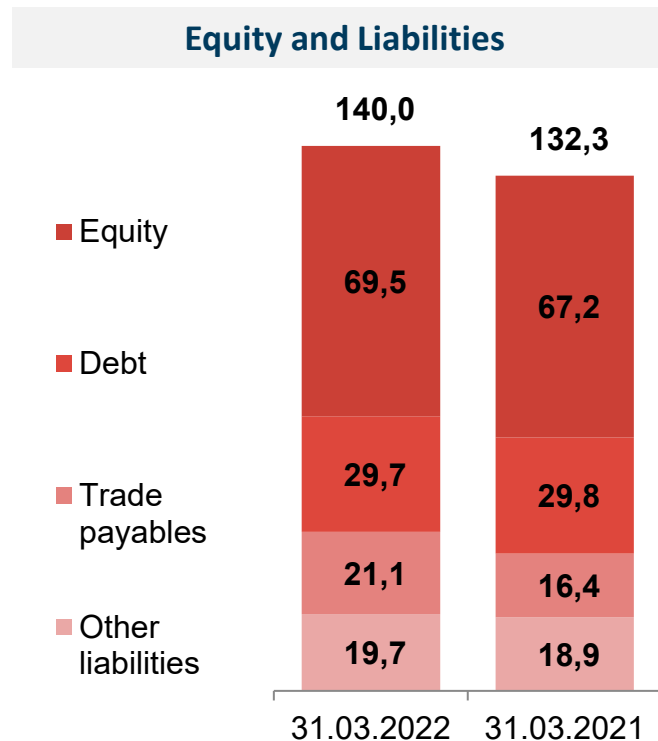
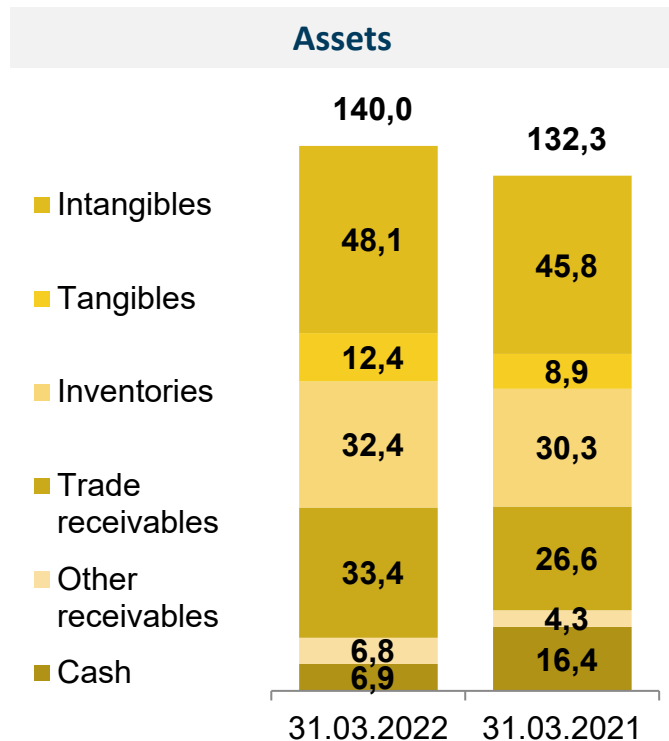
Net Profit



Cash Flow From Operations



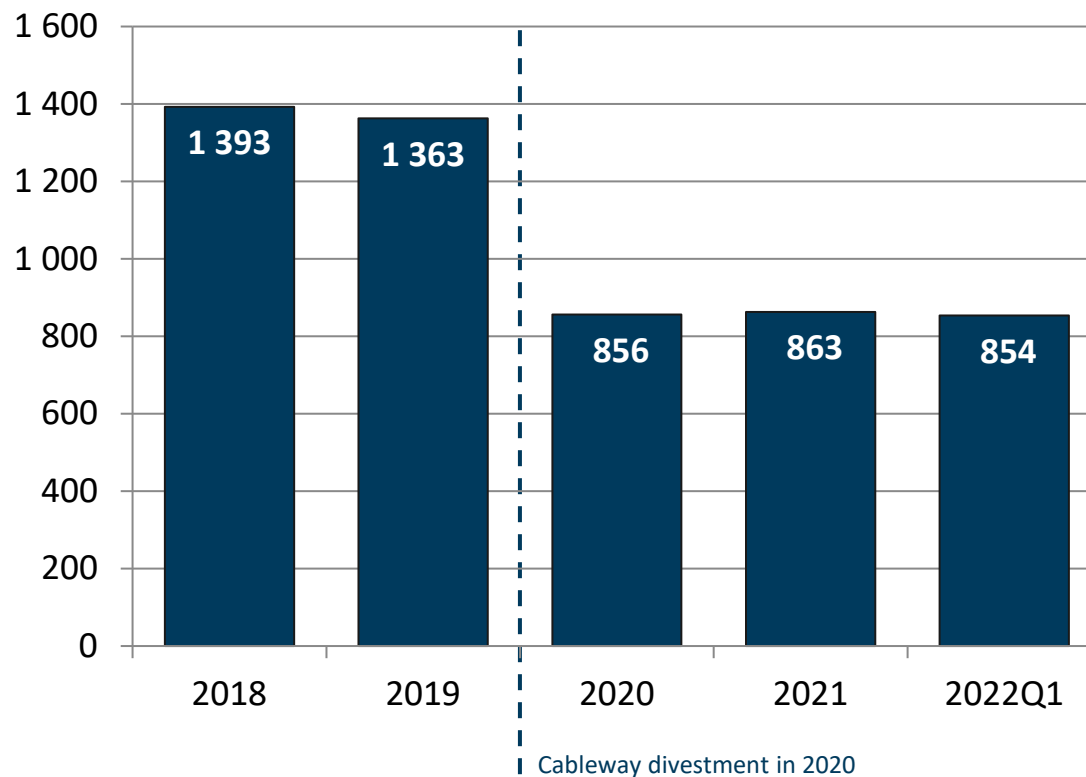
Balance sheet March 31



Personnel (average during the period)

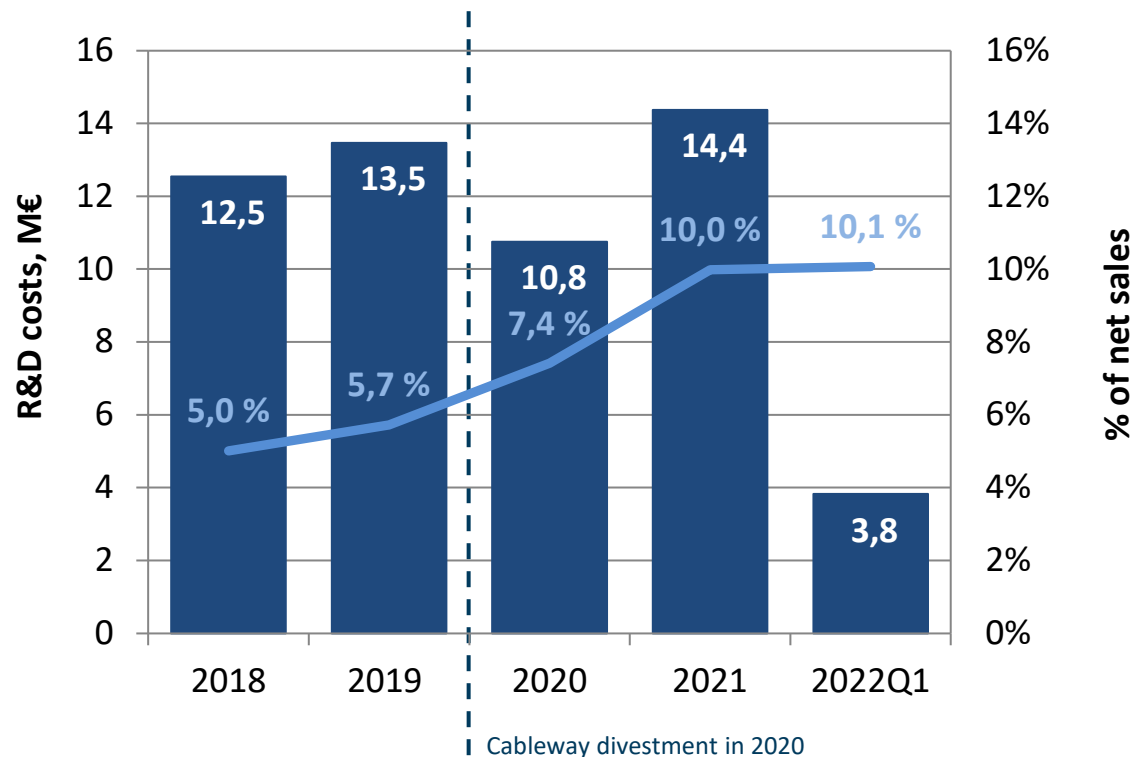
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Discontinued operations excluded 2020 onwards



R&D costs

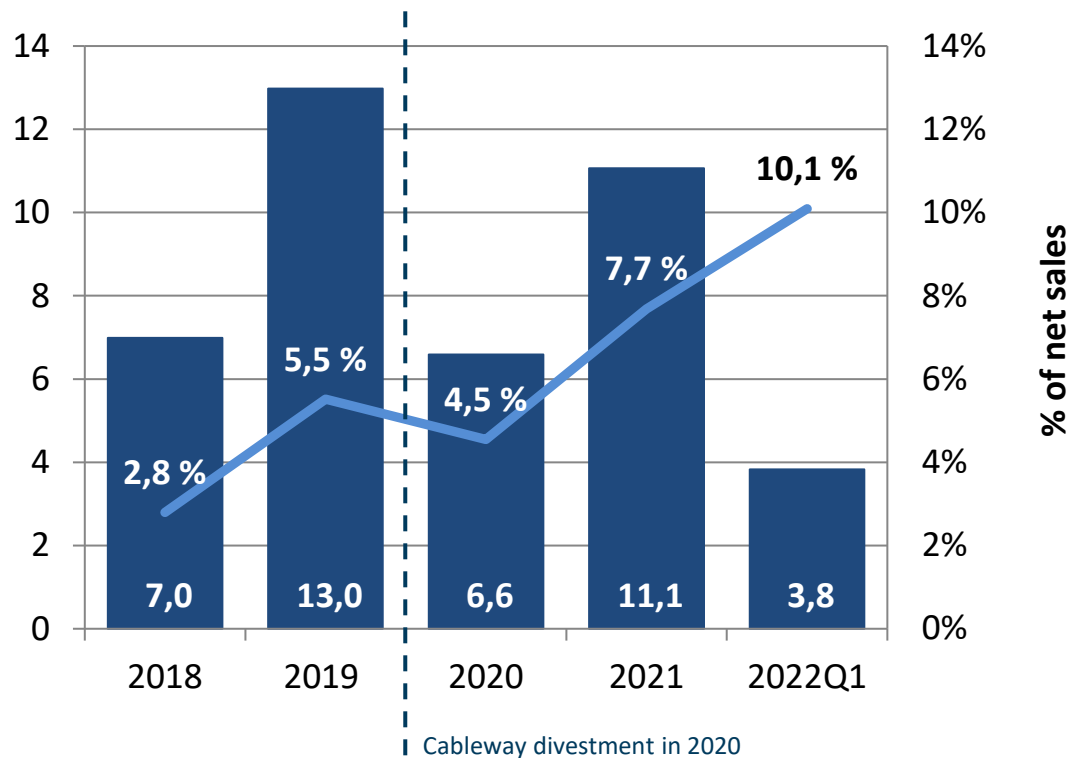
	1-3 2022	1-3 2021
M€	3,8	3,5
% of sales	10,1 %	9,5 %



Investments

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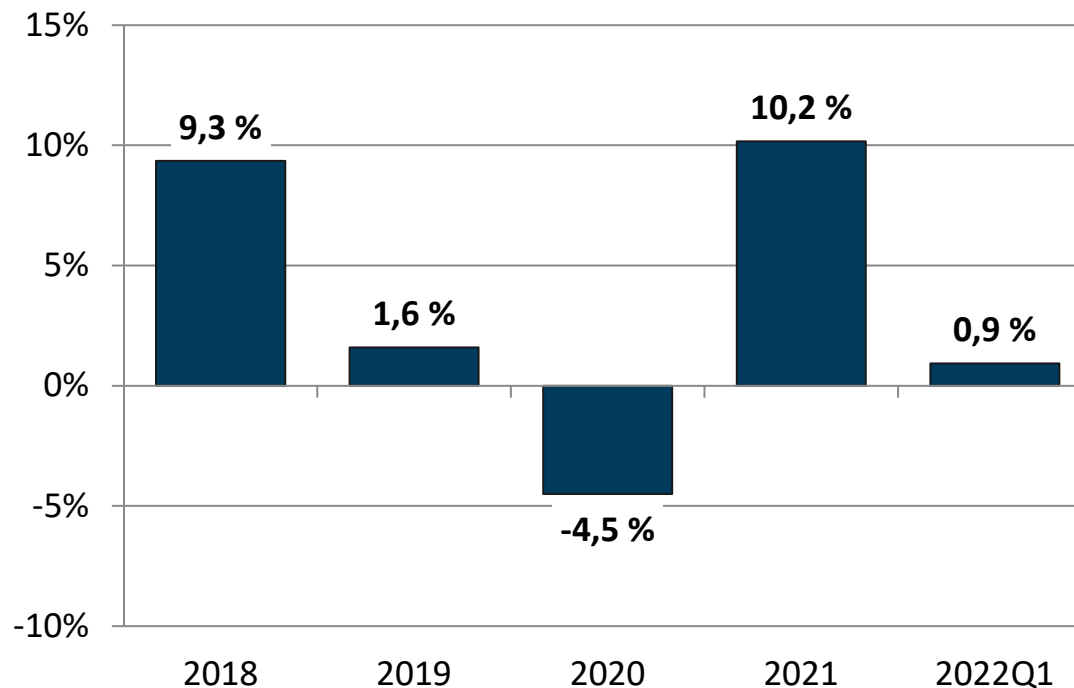
	1-3 2022	1-3 2021
M€	3,8	1,7
% of sales	10,1 %	4,6 %



Return on Capital Employed

Including discontinued operations

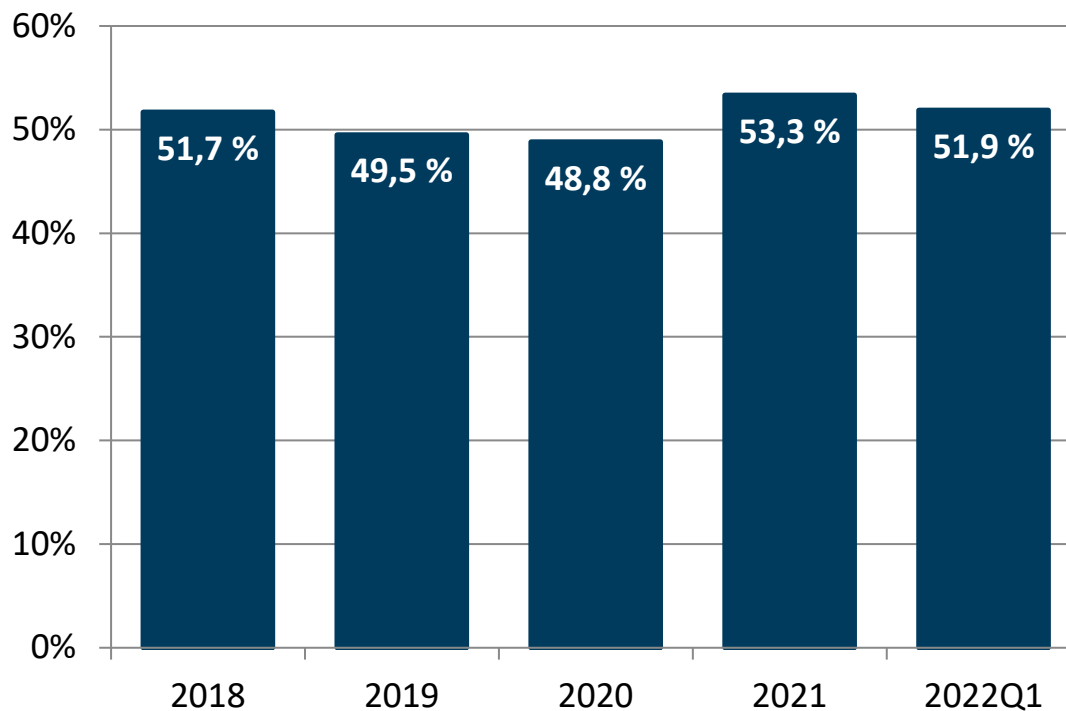
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Equity Ratio (at the end of period)

Including discontinued operations

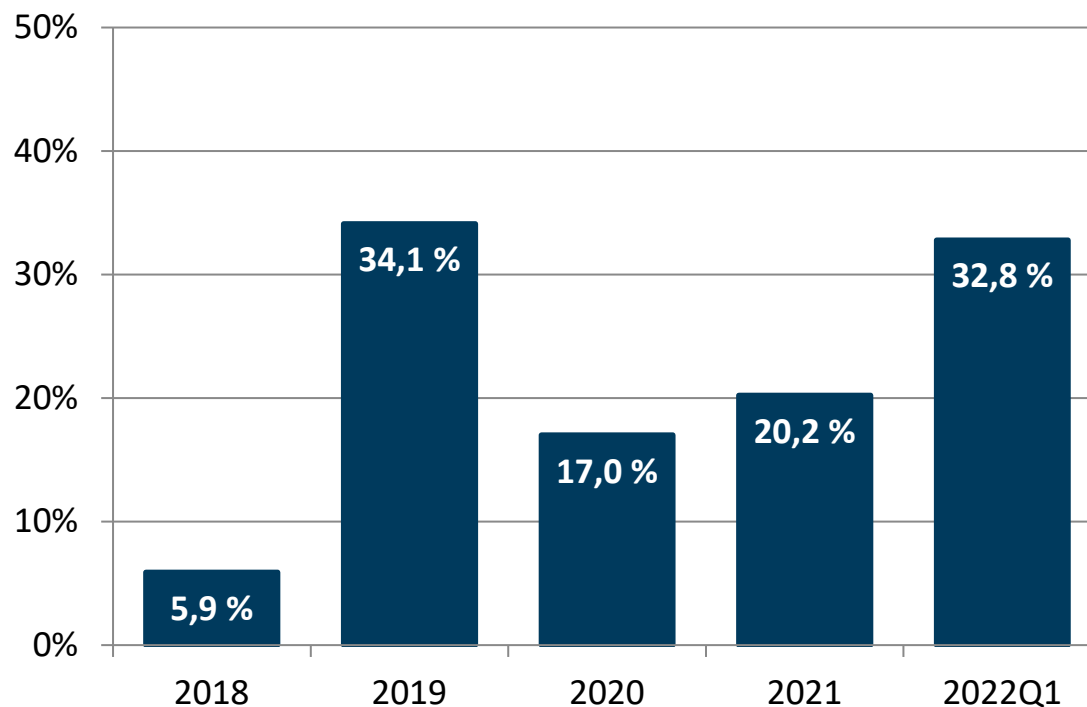
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Net gearing (at the end of period)

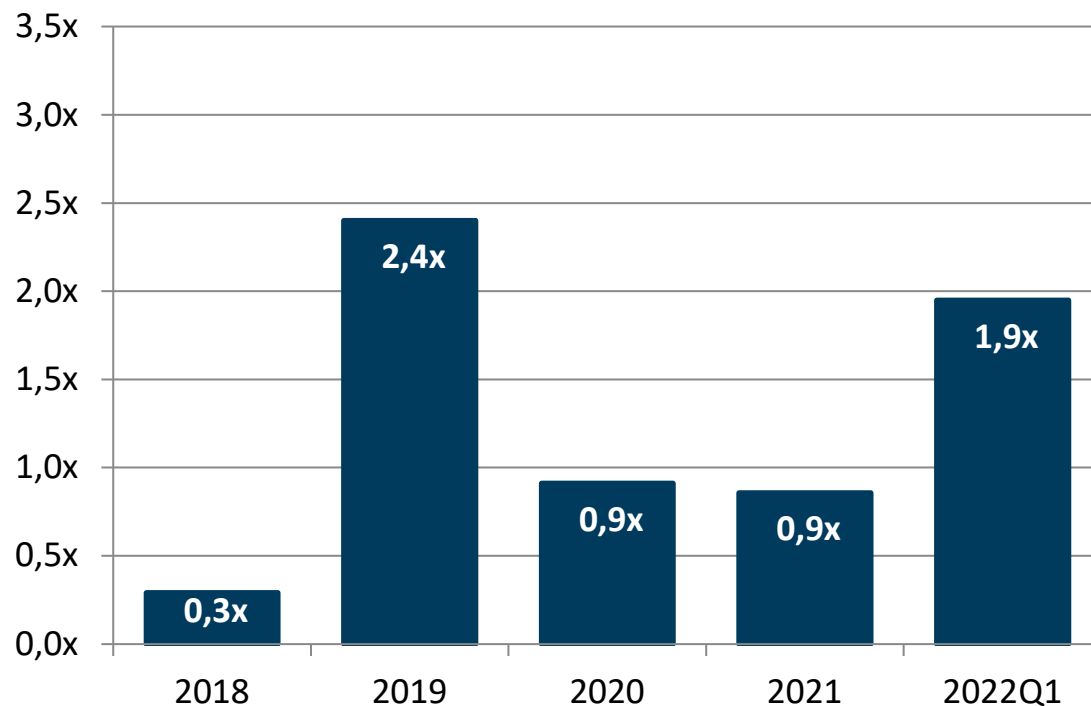
Including discontinued operations

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Net Debt / EBITDA (12 mth rolling)

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Outlook for 2022

Teleste estimates that net sales in 2022 will exceed the net sales of 2021 and that the adjusted operating result in 2022 will exceed the adjusted operating result of 2021. Net sales in 2021 were EUR 144.0 million, and the adjusted operating result was EUR 5.5 million.

The indirect impacts of war in Ukraine, worsening component shortage and rising inflation may have an adverse effect on company's operations.

