



Digitizing Torque Revolutionising Industry

Your Experts for Magnetostrictive Sensors

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NON-CONTACT SENSOR SOLUTIONS

based on inverse magnetostriction



TURNOVER GROWTH RATE

12% p.a. (CAGR) between 2014 and 2022



COMPANY HQ

Oberhaching near Munich



DIVERSE AREAS OF APPLICATION

E-bikes, agricultural and construction machinery, motor sports, automotive (e-mobility), medical technology, aviation and many more.



REVENUE

6,041Mio. EUR (2023)



40 EMPLOYEES

WELL-KNOWN CUSTOMERS

E-bike and car manufacturers, motor builders, medical technology sector etc.



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FOUNDATION

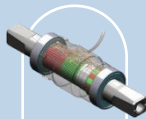
2003

- Founded as an engineering & development company
- Customised developments based on magnetostriction

2008

SERIES PRODUCTION

Series production
E-bike sensors



2010

New segments



2011

Series production
medical technology



2014

- Change in strategy, towards products suitable for industrial use with series production
- Increase in turnover 2.5m EUR

INTERNATIONALISATION

Relocation to Oberhaching and scaling of production

- Internationalisation and expansion of distribution channels
- Focus on sustainability and megatrends
- Increase in turnover > 6 million EUR

Internationalisation

2024

Listing: Munich Stock Exchange
m:access

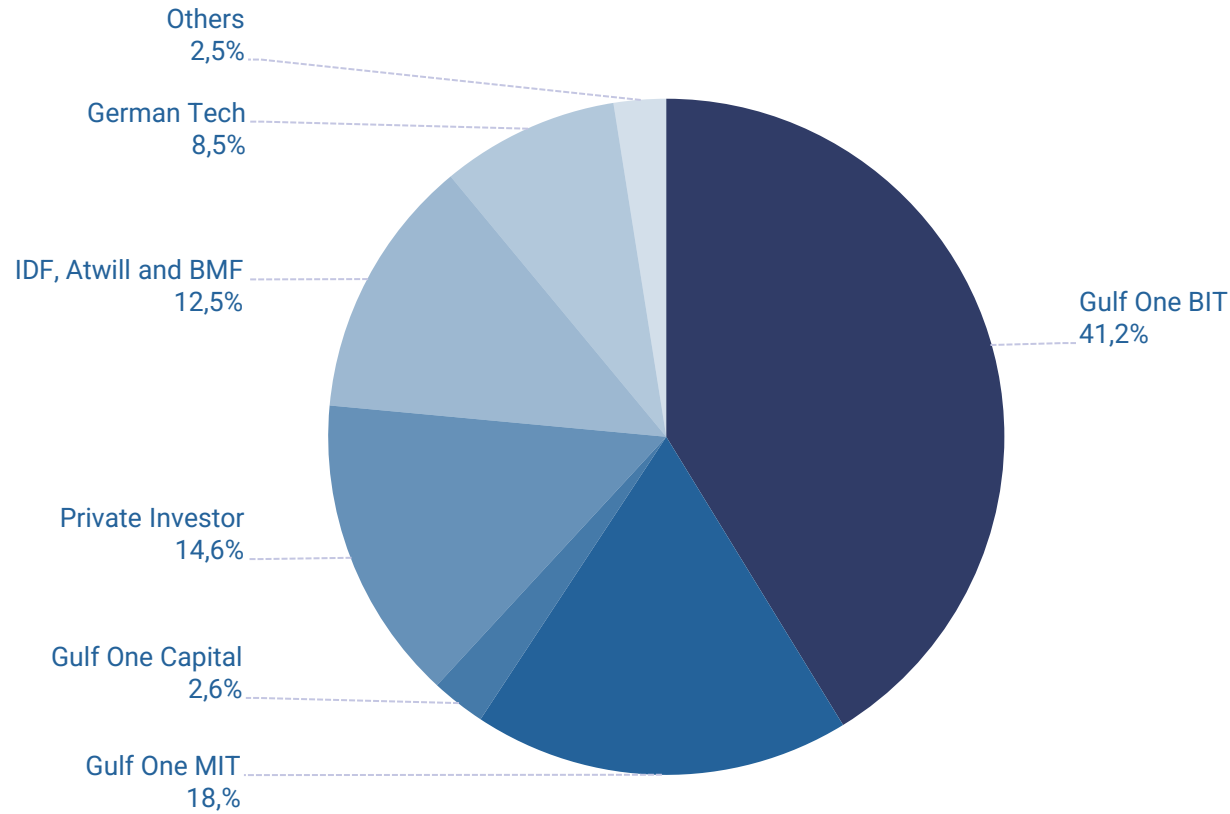
2023

Cooperation with Schaeffler

2018

Shareholder structure

SHAREHOLDERS (in percent)



MAJORITY CONTROL
by Gulf One Gruppe

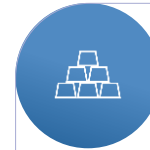


**40 INDEPENDENT
SHAREHOLDERS**



**4.730.007 EUR
SHARE CAPITAL**

divided into the same number of
bearer shares at EUR 1.00 each



EVALUATION

on the basis of the last capital
increase EUR 25 million
(EUR 5.32 per share)

NCTE is led by an experienced management team



CEO

Dr. Jürgen Uebbing



Head of Finance

Sebastian Müller



Head of Programme Management

Daniel Röser



Head of Sales

Stefan Tonnemacher

Supervisory Board



Günter Pröpster

- Managing Director Gulf One GmbH
- Dipl. Ing. Electrical Engineering and M.Sc. Computer Science
- PE, Intl. M&A, Restructuring



Michael Dams

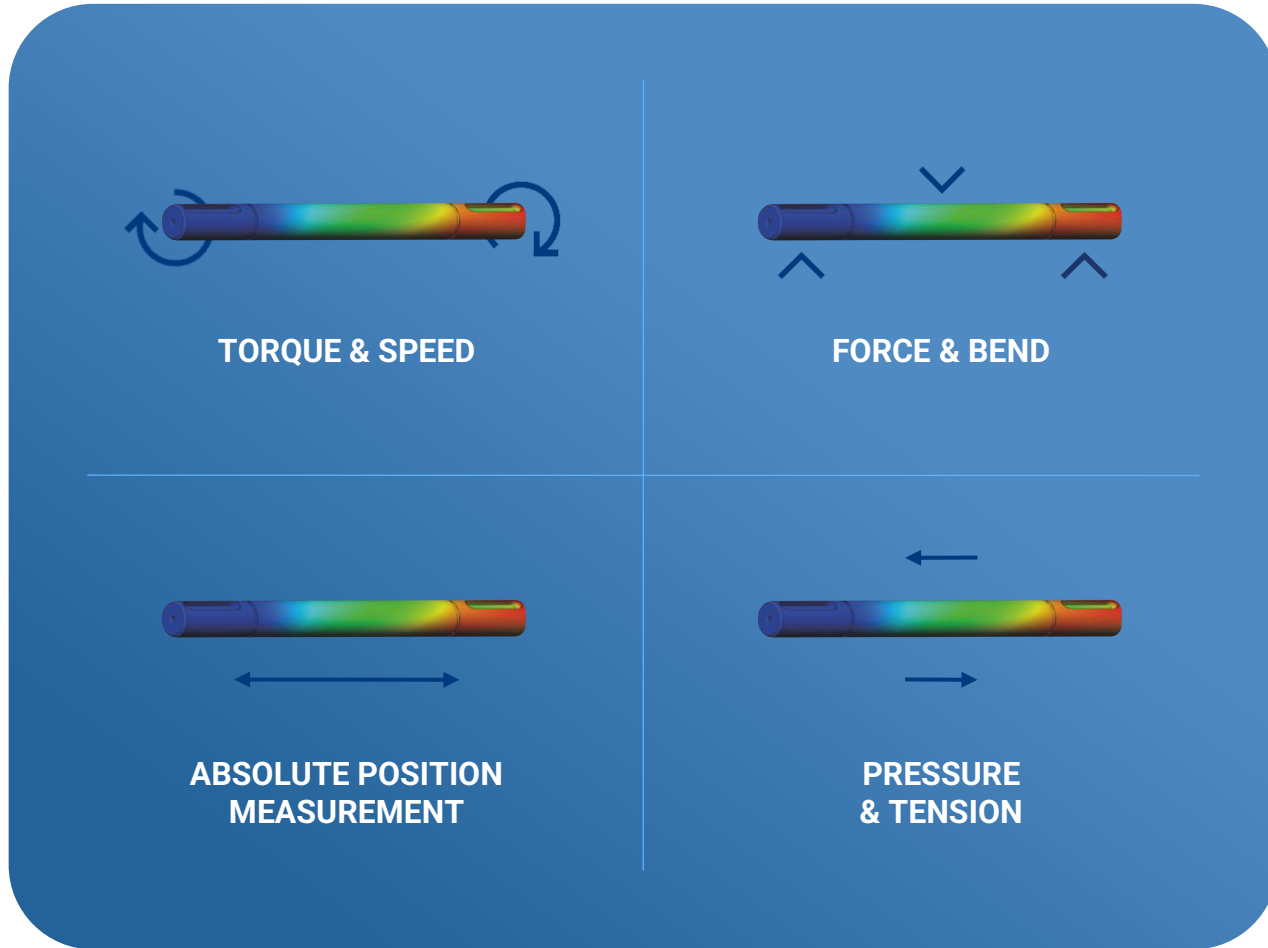
- Former Managing Director National Instruments Germany
- Dipl. Ing. Electrical Engineering
- Specialist for national and international sales




Ziyad Omar

- CEO Gulf One Capital
- MBA, Mathematics and Computer Science
- International M&A transactions


Our Sensortechnology (1/2)




OUR ADVANTAGES

- 

NCTE's sensor technology is based on the physical effect of **MAGNETOSTRICTION**
- 

Forces applied to a workpiece change its magnetic field; that alteration can be measured
- 

Forces can thus be derived directly from the change in a magnetic field specially introduced into the workpiece using NCTE's proprietary technology
- 

NCTE holds more than 20 global patents on this sensor technology

Out Sensortechnology (2/2)

PROBLEMS WITH CURRENT SOLUTIONS (e.g. strain gauge sensors)

Unsuitable for large-scale production as they must be physically attached to the workpiece

Wear and degradation of accuracy

Inherently slow

Sensitive to environmental conditions



NCTE'S PROPRIETARY MAGNETOSTRICTIVE TECHNOLOGY

Suitable for large-scale production, the workpiece itself becomes the primary sensor

Contactless, thereby no wear

Real time data

Unsurpassed robustness with stable accuracy and insensitive to environmental conditions, long-term reliability

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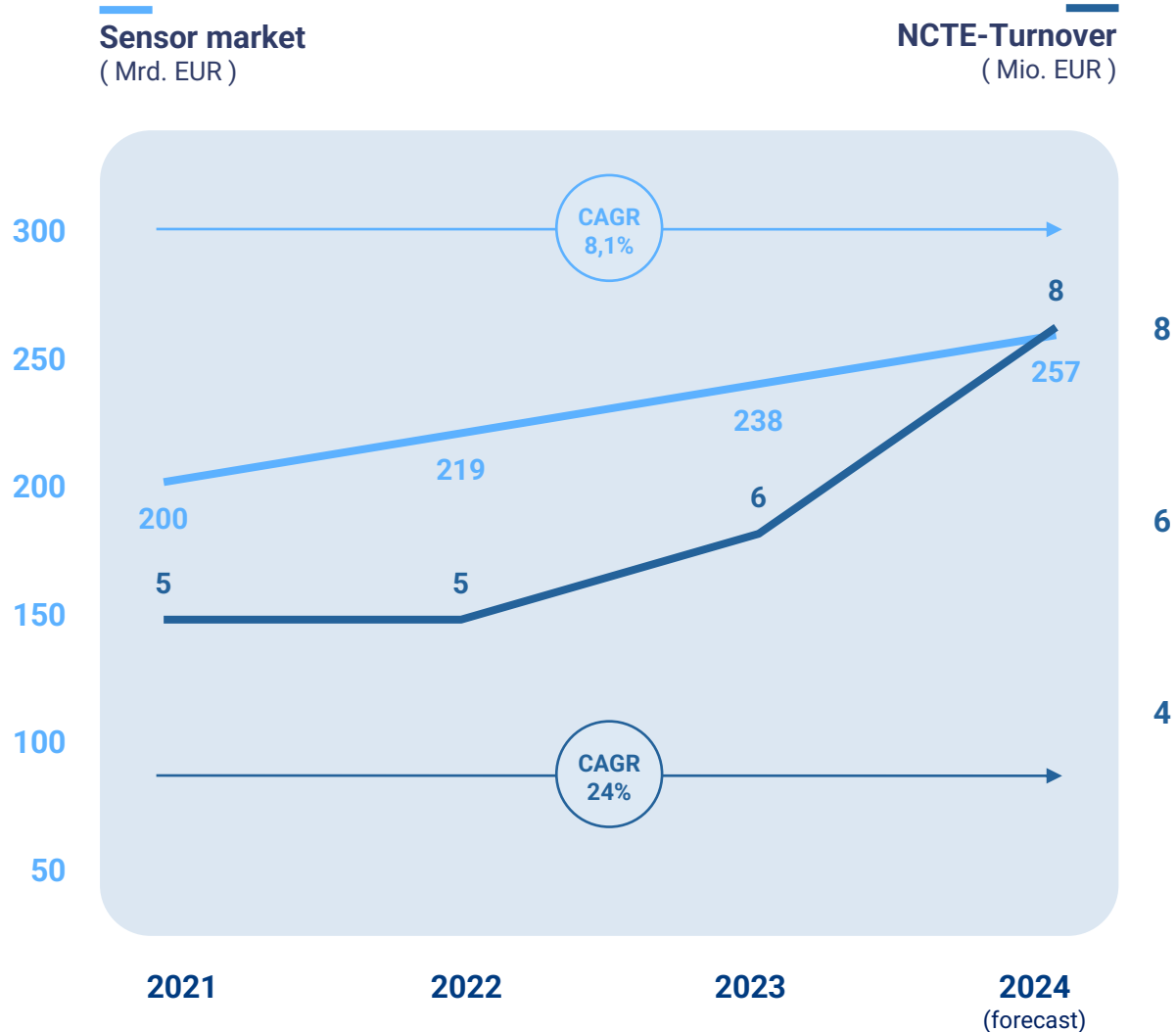
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Source: www.statista.de



240 MRD. EUR

Sensor market is one of the leading tech-markets worldwide

Key drivers for sensor market growth

IoT/connected manufacturing

Data driven business models

Automation and robots

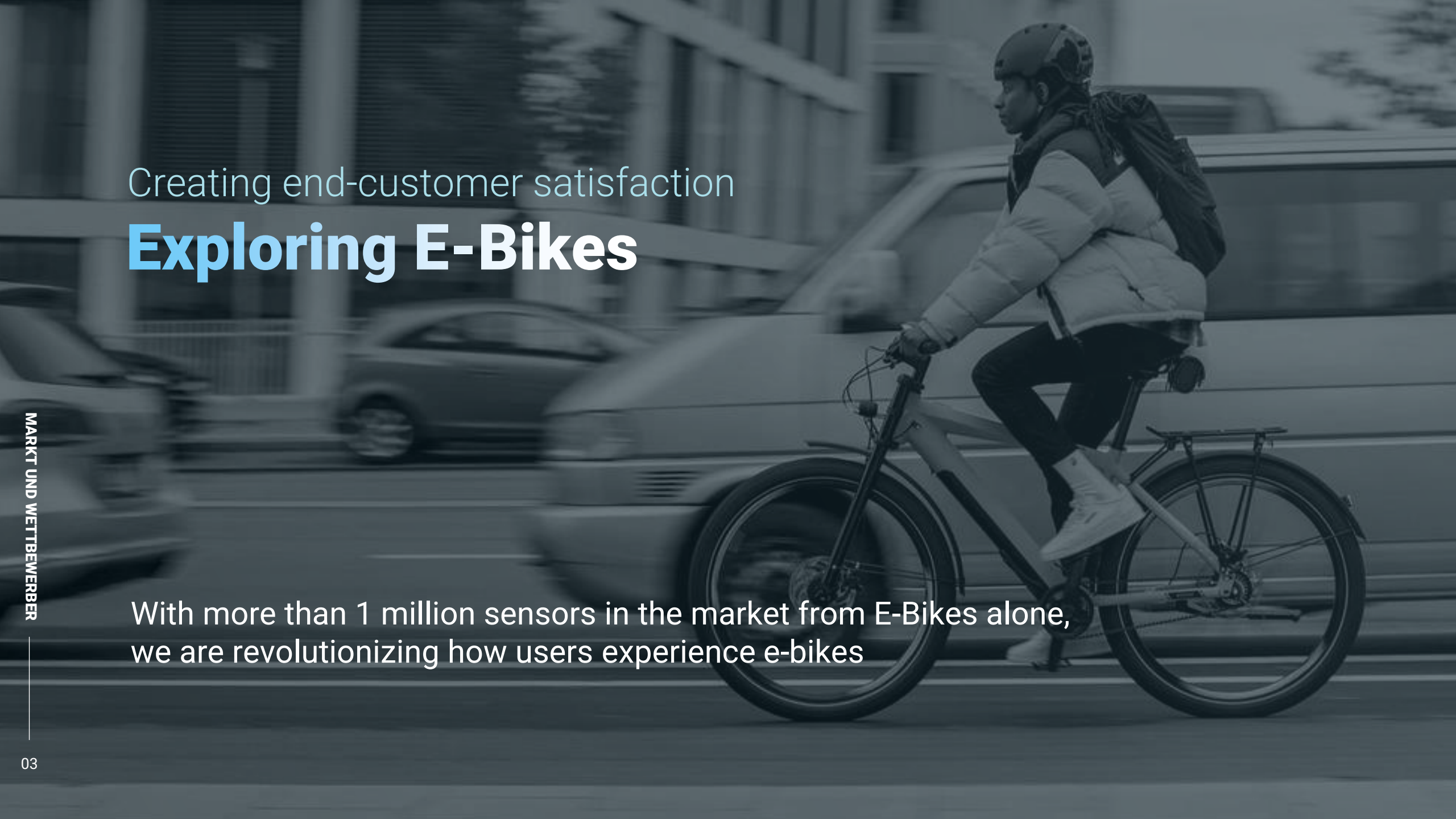
Additional key drivers for NCTE's growth

Data quality (real time)

New use cases > recurring revenue

Torque certification

Predictive maintenance



Creating end-customer satisfaction

Exploring E-Bikes

With more than 1 million sensors in the market from E-Bikes alone, we are revolutionizing how users experience e-bikes

Scaling savings across farms

A look at Agriculture

In line with the UN's Clean Water Goal, we are reducing over-fertilization polluting bodies of water by creating off-highway machinery designed for the harshest conditions.



Where safety & procedures coexist

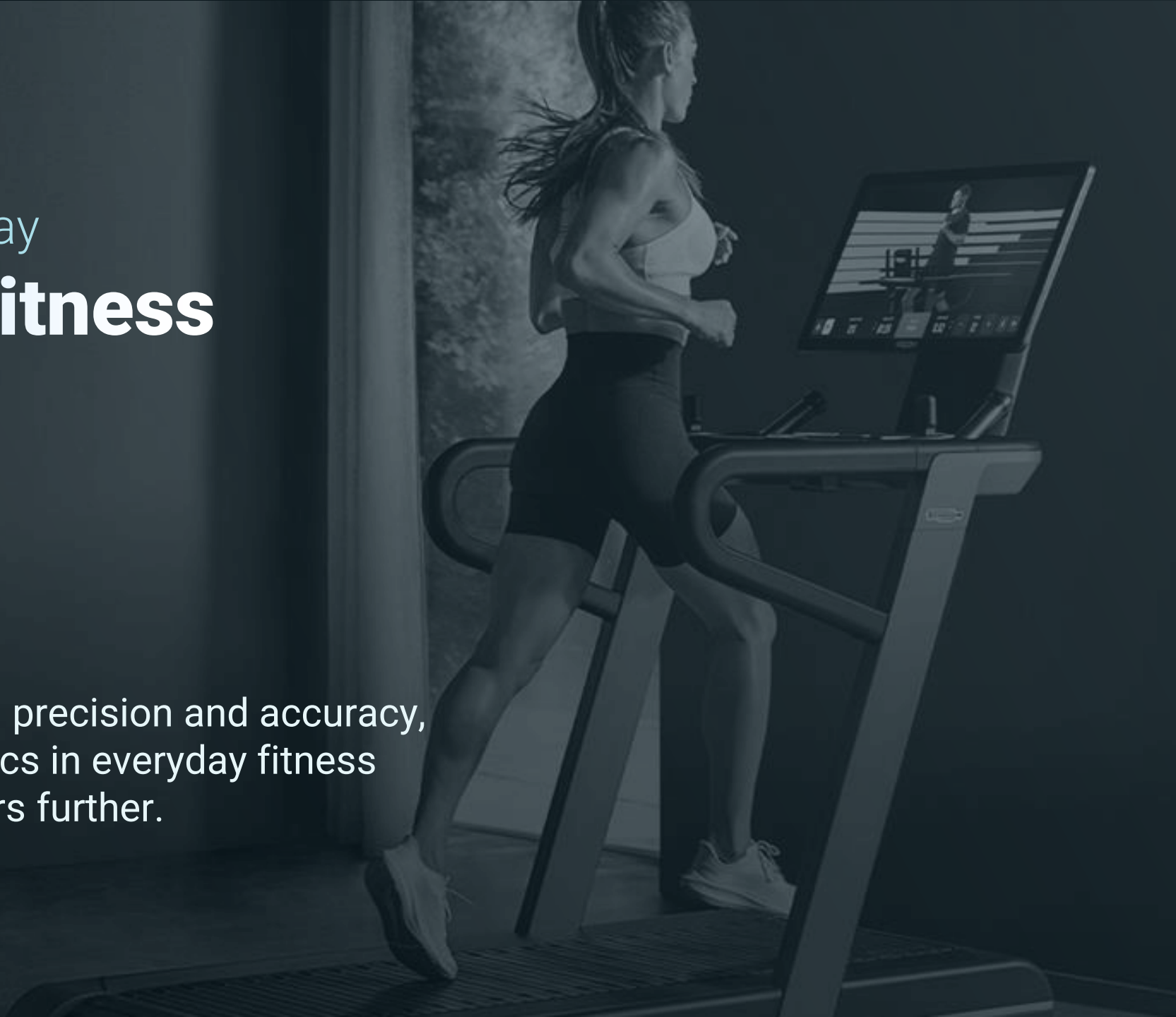
A focus on Healthcare

We simplify the complexity of medical equipment to make doctor and patient experiences seamless, safe, and reliable.

Optimising the everyday

A jump into Fitness

Tracking performance with precision and accuracy, our sensors enhance metrics in everyday fitness equipment, taking end-users further.



A robotic arm is shown in the upper left, holding a control panel. A person's hands are visible, interacting with the panel's touchscreen. The background is a blurred industrial setting.

Enabling the man / machine exoskeleton

Streamlining Robotics

Smart robots need smart sensors; we build them.
Through full automation and digitisation, factories become Smart
Factories with efficiency and speed.

This is how we make world champions

A dive into Motor Sports



Matching the quality of the vehicle to the skill of the drivers; we make every screw, adjustment, and second on the track fit perfectly under enormous temperatures and high stress levels.

Existing Markets



E-BIKE

Turnover 2.700 TEUR

NCTE Advantage

Makes E-bikes **safer** and increases riding comfort



OFF-HIGHWAY

Turnover 1.600 TEUR

NCTE Advantage

Sustainability through controlled and more economical application of fertilizer spreader



MEDICAL

Turnover 350 TEUR

NCTE Advantage

Reliable and long-term stability



INDUSTRY

Turnover 750 TEUR

NCTE Advantage

Small form factor and **connected** manufacturing



MOTORSPORT

Turnover 300 TEUR

NCTE Advantage

High-precision data in real time



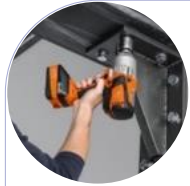
FITNESS

Turnover 100 TEUR

NCTE Advantage

Accurate performance tracking

Future business models and new markets (use case I)



POWER TOOLS

Power tools with scanner, torque unit, display, data storage and data output (screw drivers, drilling machines, power wrenches etc.)

Automatic detection and application of specified torque

Quality certificates and traceability > Recurring revenue for NCTE and tool manufacturers with certificates and hardware

CERTIFICATES

(assembly according to manufacturer's specifications)

Increased efficiency for professional users:
Correct torque for every work step

Easy compliance with quality requirements:
Documentation of torque and GPS data

Additional income stream:
Torque certificate subject to charge



Automatic setting of the specified torque based on the scanned QR code



Automatic application of the correct torque

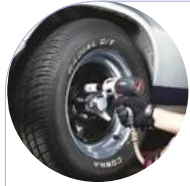


Seamless documentation for quality assurance



Certification:
All screws and nuts have been mounted according to manufactures specifications

Future business models and new markets (use case II)



IMPACT WRENCHES FOR CAR WORKSHOPS

Power wrenches with scanner, torque unit, display, data storage and data output

Automatic detection and application of specified torque

Quality Certificates > recurring revenue for NCTE and car workshops with certificates

CERTIFICATES

(assembly according to manufacturer's specifications)

Increased customer satisfaction:
no subsequent inspection of wheel studs necessary

Increased road safety:
reduction in accidents with detached wheels

Additional income stream:
Torque certificate subject to charge

WVWZZ
ZQJZXW
000001

Recognition of the vehicle identification number (VIN) and automatic setting of the correct torque



Automatic application of the correct torque



Seamless documentation for quality assurance



Certification of correct torque (e.g. 100 Nm)

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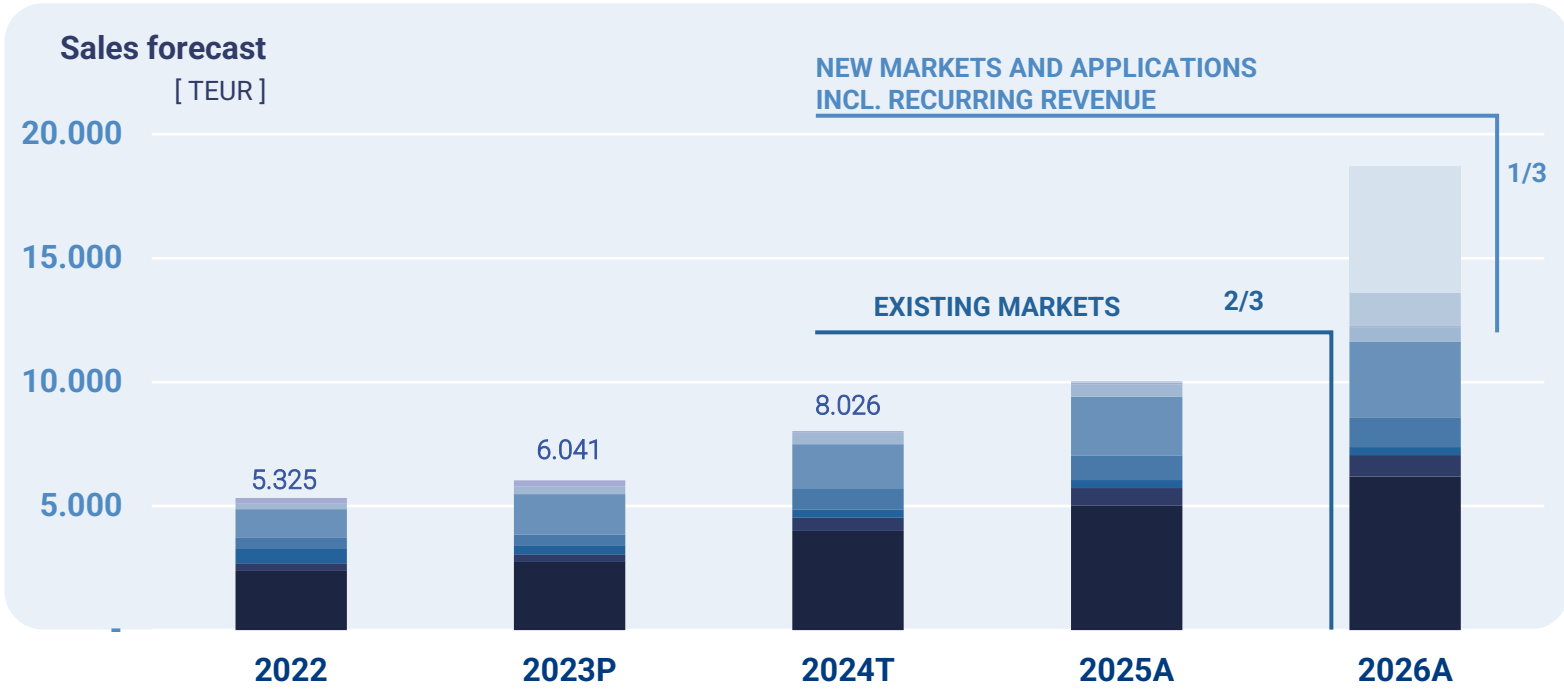
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KEY HIGHLIGHTS

- NCTE starts from a profitable base of EUR 6 million revenue and positive EBITDA margin (2023)
- Solid growth plan with no dependence on specific customers or customer segments; diversified sales plan
- NCTE supplies leading global companies
- 2026 FC: >18 m EUR turnover

9 DIFFERENT SEGMENTS

Capital increase >6 Mio. EUR

- Car Workshop
- Powertools

Organic Growth

- Automotive
- Motorsports
- Off Highway (incl. Position measurement)
- Others (Distributors, incl. Standard)
- Medical (Kardane)
- Industrial (incl. Aviation, Energy, Robotic, Extruder)
- E Bike (incl. Fitness Bike)

(T = Target, A = Ambition)

Record sales and best result in last 5 years

| P&L [TEUR] | 2023 | 2022 | 2021 |
|---|------------|-------------|------------|
| Sales | 6.041 | 5.325 | 5.409 |
| Change in inventory & capitalized development | -57 | 73 | 43 |
| Other operating income | 448 | 494 | 522 |
| Cost of materials | -2.060 | -2.062 | -1.896 |
| Personnel expenses | -2.522 | -2.570 | -2.869 |
| Other operating expenses | -1.430 | -1.255 | -959 |
| EBITDA | 421 | 5 | 251 |
| Depreciation and interest | -341 | -289 | -297 |
| Result | 80 | -285 | -47 |

Healthy equity ratio of 78%

| BALANCE SHEET [TEUR] | 31.12.2023 | 31.12.2022 | 31.12.2021 |
|-----------------------------------|--------------|--------------|--------------|
| A. Assets | | | |
| I. Intangible assets | 770 | 923 | 982 |
| II. property, plant and equipment | 206 | 265 | 278 |
| B. Working capital | | | |
| I. Inventories | 673 | 1.115 | 850 |
| II. Receivables and other assets | 1.659 | 983 | 1.267 |
| III. Cash & bank | 841 | 751 | 1.145 |
| C. Accrued items | 9 | 19 | 17 |
| Total ASSETS | 4.158 | 4.057 | 4.540 |

| BALANCE SHEET [TEUR] | 31.12.2023 | 31.12.2022 | 31.12.2021 |
|--|--------------|--------------|--------------|
| A. EQUITY | 3.257 | 2.930 | 3.215 |
| I. Subscribed capital | 4.730 | 4.684 | 4.684 |
| II. Capital surplus | 15.329 | 15.129 | 15.129 |
| III. Loss carrying forward | -16.882 | -16.597 | -16.550 |
| IV. Profit / loss | 80 | -285 | -47 |
| B. Other provisions and accrued liabilities | 493 | 282 | 407 |
| C. Liabilities | 408 | 844 | 918 |
| 1. Payments in advance | 13 | 112 | 8 |
| 2. Trade accounts payables | 300 | 176 | 308 |
| 3. Other liabilities | 95 | 57 | 102 |
| 4. Liabilities Mezzanine | 0 | 500 | 500 |
| Total EQUITY and LIABILITIES | 4.158 | 4.057 | 4.540 |

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Technological innovations: Drivers for future growth

TOTAL
up to 8 Mio. EUR



Impact wrenches for car workshops

- Extension of sensor technology for power tools
- Automatic vehicle identification number
- Quality certificates with connection to customer systems (fee-based torque certificate)

Development of sensors for power tools

- Scanner, torque unit, display, data storage and data output
- Automatic recognition and setting of the specified torque
- Quality certificates



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Sustainability as company target

Asset
Impact

NCTE AG

AI-Rating: **Very Sustainable**

5. März 2024

Handelsregister-Nr.: **HRB 164384** ISIN: **DE000A0LEZB2**
 Sektor: **Technologie** Branche: **Elektronische Bauelemente**

ESG-Management: sehr gut

Environmental: sehr gut | Social: sehr gut | Governance: sehr gut





NCTE generates significantly more shareholder value than its peers because it...



...
generates
reliable and
real-time data
where others fail



...
"smartens"
machines and
thus enhances
automation



...
increases
safety and
protects the
environment



...
creates new data-
driven business
models for its
clients



Invest in Innovation
Invest in NCTE