

PRESS RELEASE

Kathrein Exceeds Its Sales Targets in the First Half of 2018

Rosenheim, August 9, 2018 - Kathrein has generated more sales than planned in the first six months of this year and is clearly on a growth course. By the end of June, the company had revenues of around €394 million, exceeding its calculated sales target of just under €372 million for this period. Kathrein is also in line or ahead of plan with the important milestones of its restructuring programme.

Compared to the same period of the previous year, the Kathrein Group was able to increase its half-year sales by 2.3 per cent. The Products business unit, main contributor to sales, even increased by 6.1 per cent compared to the first six months of 2017. In its core business, the company is a supplier to the largest and most important network operators and network suppliers.

“Higher revenues and the implementation of our restructuring measures in the first six months also enabled us to significantly increase our gross profit compared to our plans,” explains Elmar Geissinger, Chief Financial Officer of the Kathrein Group. EBITDA, i.e. earnings before interest, taxes, depreciation and amortisation, also exceeded expectations. “The figures prove that we are on the right path and give us tailwind for the second half of the year,” continues Geissinger.

New production concept largely implemented

Not only in terms of business figures but also overall, the restructuring of the company is well on its way. A new production concept will be implemented by autumn. The production of mobile communication antennas will then be carried out solely by the plants in Timișoara (Romania) and Tetla (Mexico), while the plant in Shenzhen (China) will produce antenna line devices. By focusing on just a few locations, delivery times will become significantly shorter. Numerous measures were also successfully implemented in sales, purchasing, logistics and IT.

“We are working very diligently through our restructuring plan and we now see that our efforts are bearing fruit,” says Hans-Joachim Ziems, Chief Restructuring Officer at Kathrein. “Our colleagues are doing a great job in their individual teams. In addition to the daily business, they perform many extra tasks.”

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New product architecture for mobile communication antennas

As part of the optimisation programmes, the development of a new product architecture for mobile communication antennas is of great importance. "It will enable higher performance and, at the same time, more compact dimensions of the mobile communication antennas," says Jürgen Walter, Head of Products and COO of the Kathrein Group. According to Walter, the new platform concept allows an increased integration density and the rapid development of customer-specific solutions. It will go into series production in the first quarter of 2019.

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