



# CTEK

Q2 2026

2026-07-17

# CTEK

CTEK



## Today's presenters



**HENRIK FAGRENIUS**  
**CEO**



**THOM MATHISEN**  
**CFO**

# A proud heritage that drives our future

The CTEK story starts over 25 years ago in Vikmanshyttan, a small village in Dalarna in Sweden.

This is where our founder – Swedish inventor Bengt Wahlqvist – created the first ever battery charger to use electronic pulse technology.



# Exploring CTEK's two cutting-edge technologies and subsegments

## Low Voltage



### CONSUMER

**Chargers:** Battery conditioning, maintenance and monitoring. **Boosters:** Powerful devices that quickly start vehicles with a dead battery.

### CLIENT BRAND

High quality branded customized solutions tailored to meet customer demands.

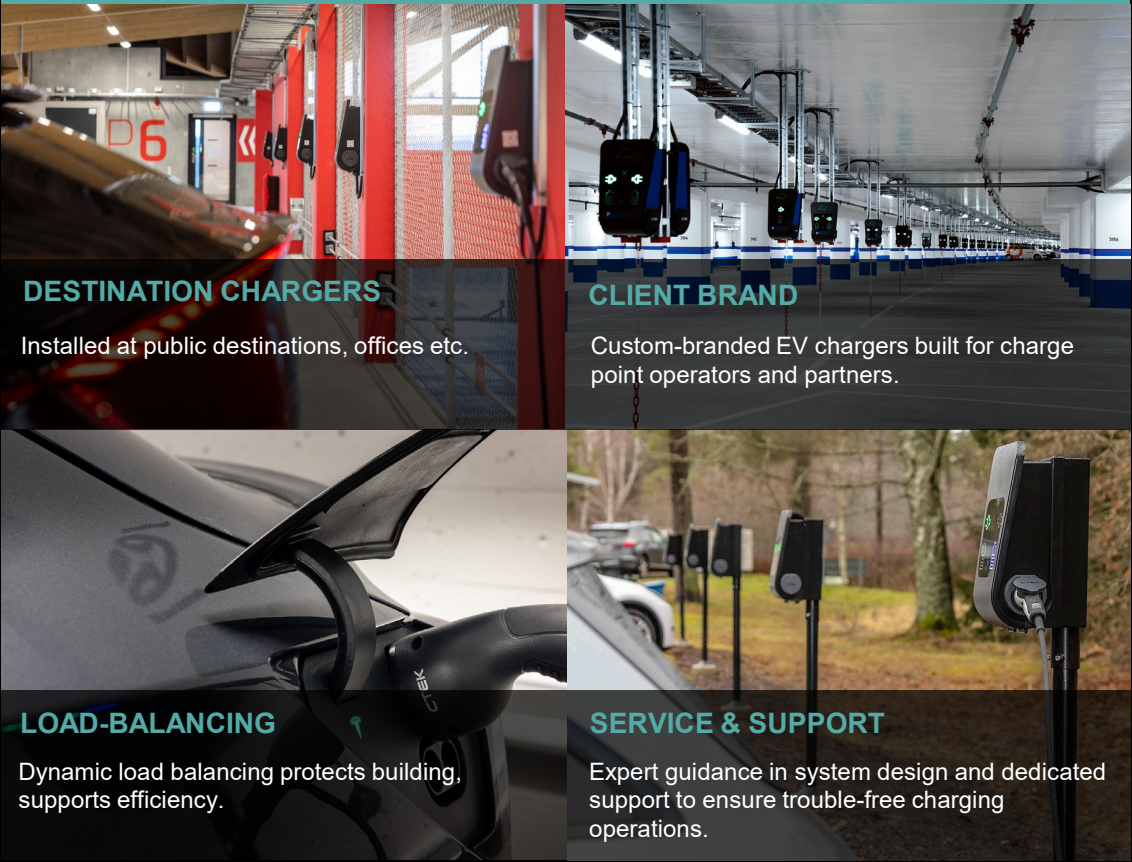
### PROFESSIONAL

Professional products providing safe and reliable battery support solutions.

### POWER SOLUTIONS

Application areas include ambulances, boats & caravans - meet steadily increasing power requirements.

## EVSE



### DESTINATION CHARGERS

Installed at public destinations, offices etc.

### CLIENT BRAND

Custom-branded EV chargers built for charge point operators and partners.

### LOAD-BALANCING

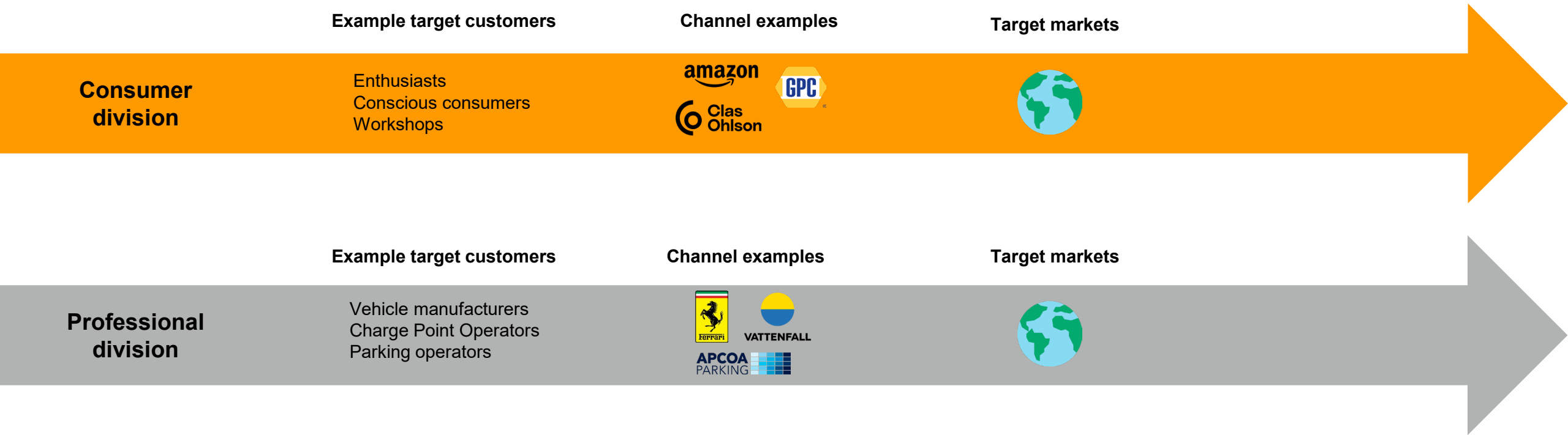
Dynamic load balancing protects building, supports efficiency.

### SERVICE & SUPPORT

Expert guidance in system design and dedicated support to ensure trouble-free charging operations.

# Go to market strategy

GLOBAL REACH WITH ALMOST 30 YEARS IN THE MARKET



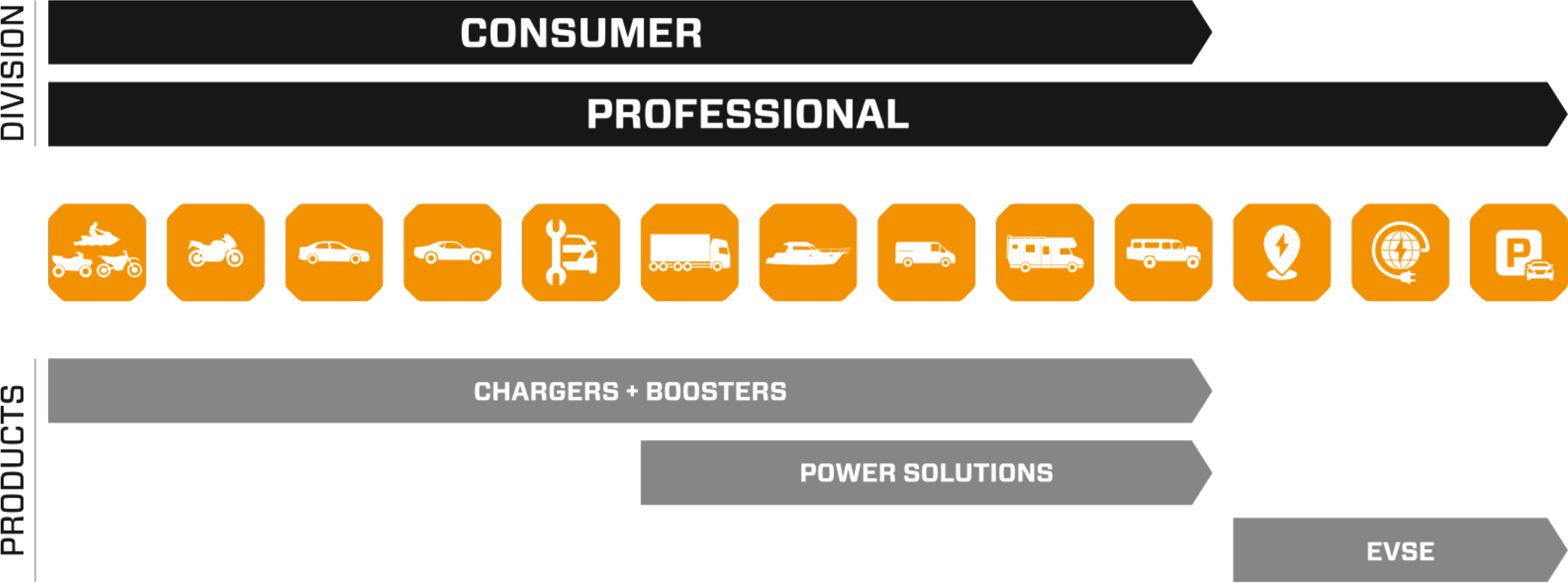
# Chosen by the best

Over 50 of the world's biggest and most prestigious vehicle manufacturers – including Lamborghini, Ferrari, General Motors and Porsche – have chosen CTEK to supply branded chargers for their own customers.



# Premium products, large and attractive addressable markets

“We operate in the premium segment, delivering high-quality, reliable products that our customers trust. Our focus is on durability, performance, and innovation — ensuring true long-term value for every end user.”



A black CTEK car battery charger is connected to a car battery. The charger is a rectangular device with a black cable and a red and black cable. It has a dial on top with a red needle and the word "START" above it. The car battery is visible in the background, showing a red and black striped pattern. The entire scene is set on a gravel surface.

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## FINANCIAL OVERVIEW

**179 (197)**

**MSEK**

**NET SALES**

**65.7 (56.3)**

**PERCENT**

**GROSS MARGIN**

**30 (28)**

**MSEK**

**EBITDA**

**14 (14)**

**MSEK**

**EBITA**

**25 (31)**

**MSEK**

**CASH FLOW FROM OPERATING  
ACTIVITIES**

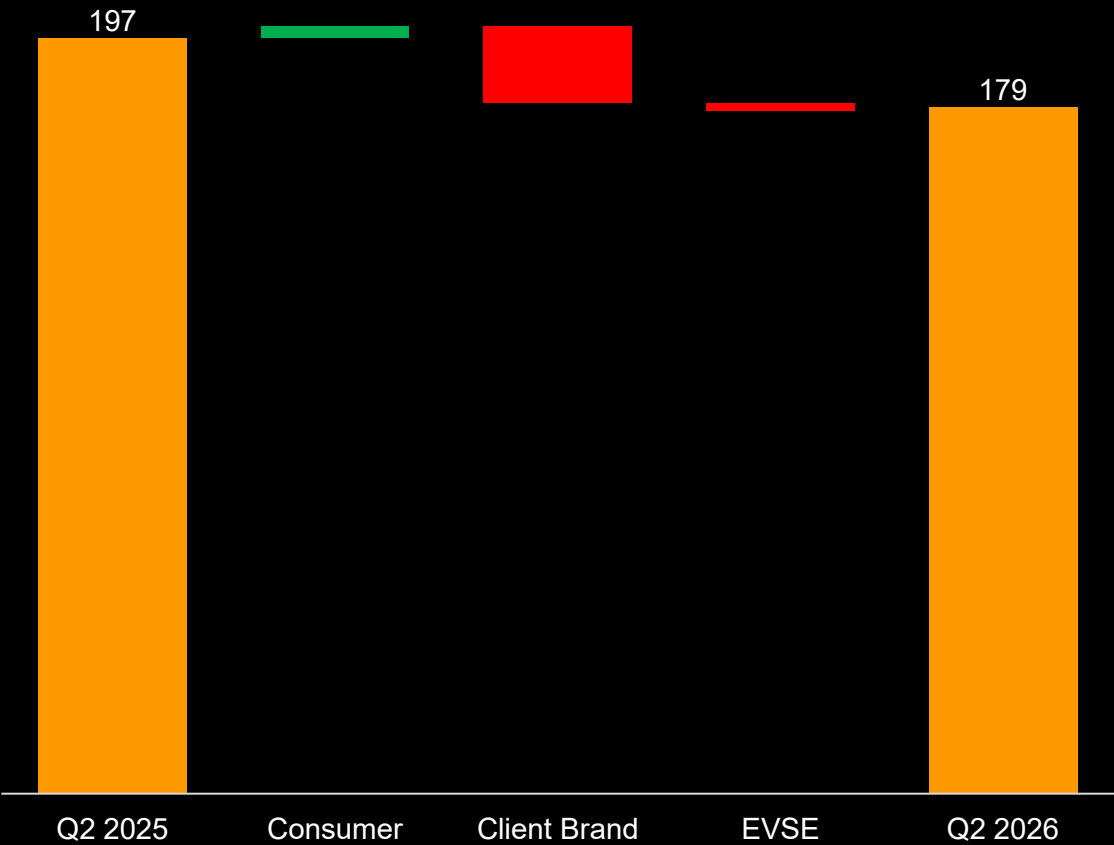
**0.7x (1.8x)**

**NET DEBT RATIO**

# Q2 2026

## STRATEGIC PROGRESS AND WELL POSITIONED FOR THE SECOND HALF OF THE YEAR

**A seasonally weak quarter and a changed ordering pattern within Client Brand**  
The sales development is explained by lower volumes within the Client Brand segment, driven by a changed ordering pattern among some of our larger customers. The assessment is that this effect is of a temporary nature and will be neutralized during the second half of the year.



# Q2 2026

## ADDITIONAL KEY TAKE AWAYS

### Strong margins despite lower volumes

The quarter's gross margin was at a high level, which is explained by a product and geographic mix with a higher share of Consumer sales, and it is expected to normalize as Client Brand volumes recover. The margin development is also supported by continued good cost control, which confirms the strength and scalability of our core business.

### New product launches and a strengthened partnership with BMW

Our reworked portfolio strategy is beginning to take effect – over the past six months we have launched more products than during the previous five years combined.

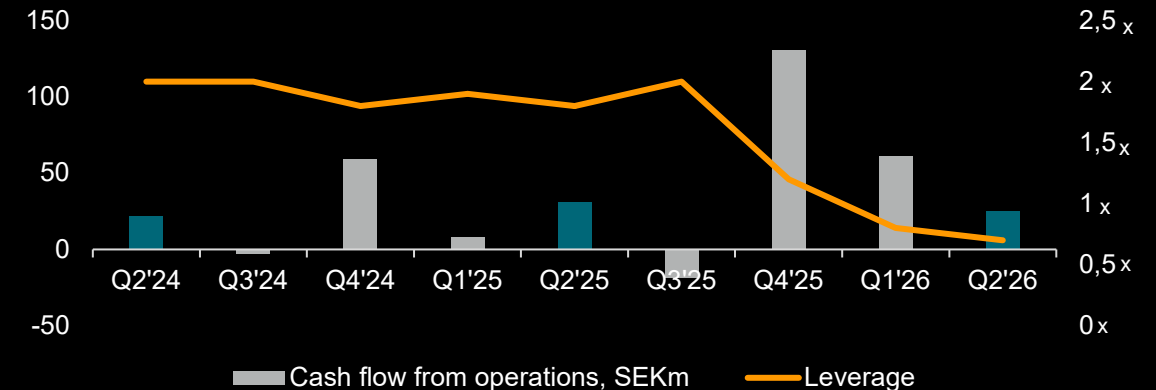
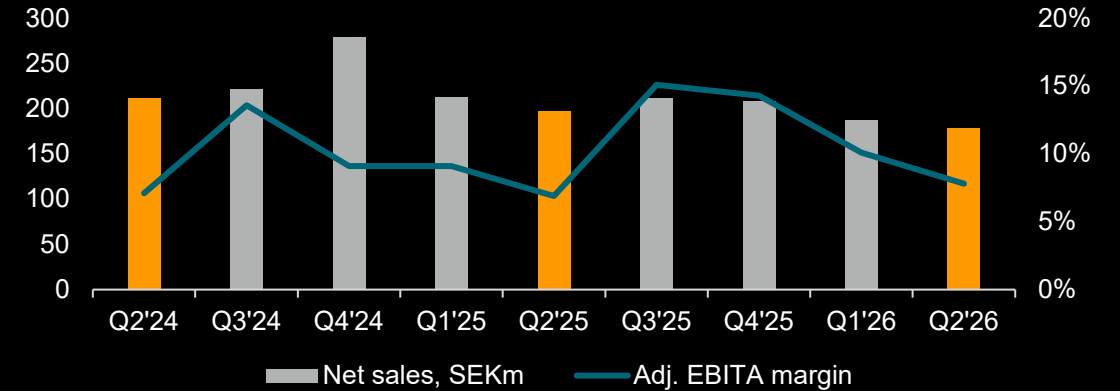
BMW transitions to CTEK's next-generation CS ONE Gen. 2 platform (with Wi-Fi) across key markets in Europe and North America — reinforcing the strength of our Client Brand offering.

### Positive cash flow and a solid financial position

The continued strong cash generation contributes to a solid financial position, with a leverage ratio of 0.7x, which is well below our financial target. This gives us increased freedom of action to continue investing in growth, both organically and through selective acquisitions aimed at accelerating our strategy.

### Strategic review of the EVSE business is proceeding according to plan

The strategic review of our EVSE business, which was initiated during the first quarter, is proceeding according to plan.



A close-up, slightly blurred photograph of a car's engine compartment. A person's hand is visible on the left, holding a red CTEK car battery charger. The charger is connected to the positive terminal of a car battery. The background shows various engine components and wiring. The overall tone is professional and technical.

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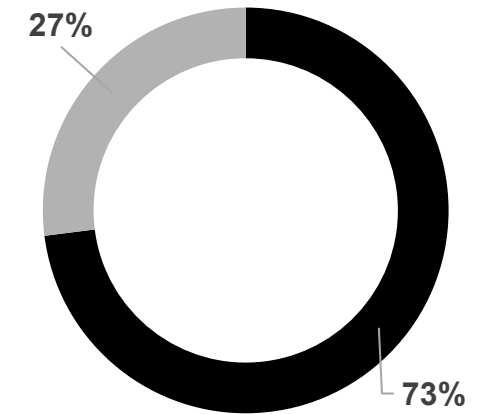
## Q2 Financials



# Consumer Division

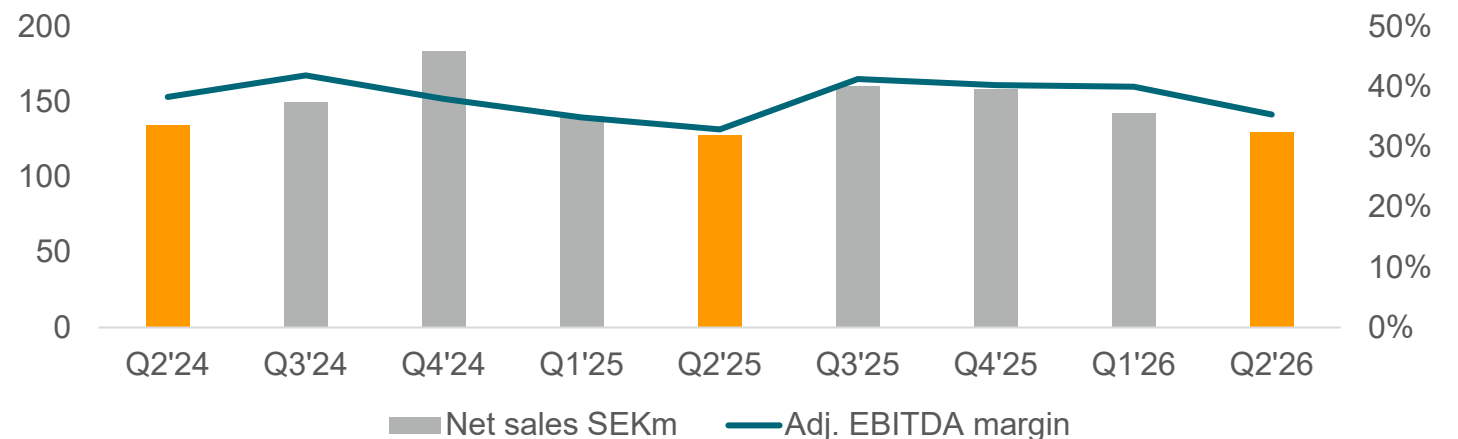
## CONTINUOUS GROWTH AND IMPROVED MARGINS

- Net sales increased 3% organically to 130 SEKm (128). The growth was driven by new product launches and a strong underlying business.
- Adjusted EBITDA amounted to 46 SEKm (42), corresponding to a margin of 35.5% (33.0%).



■ Consumer div.  
■ Professional div.

Net sales and adjusted EBITDA margin

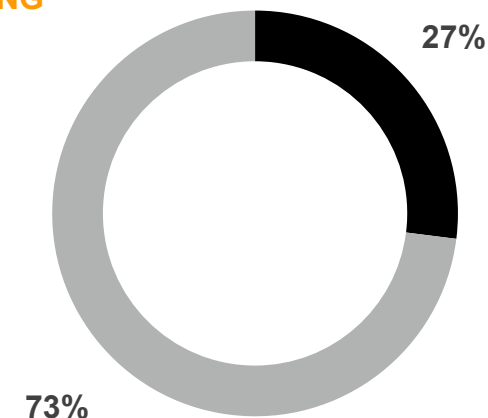




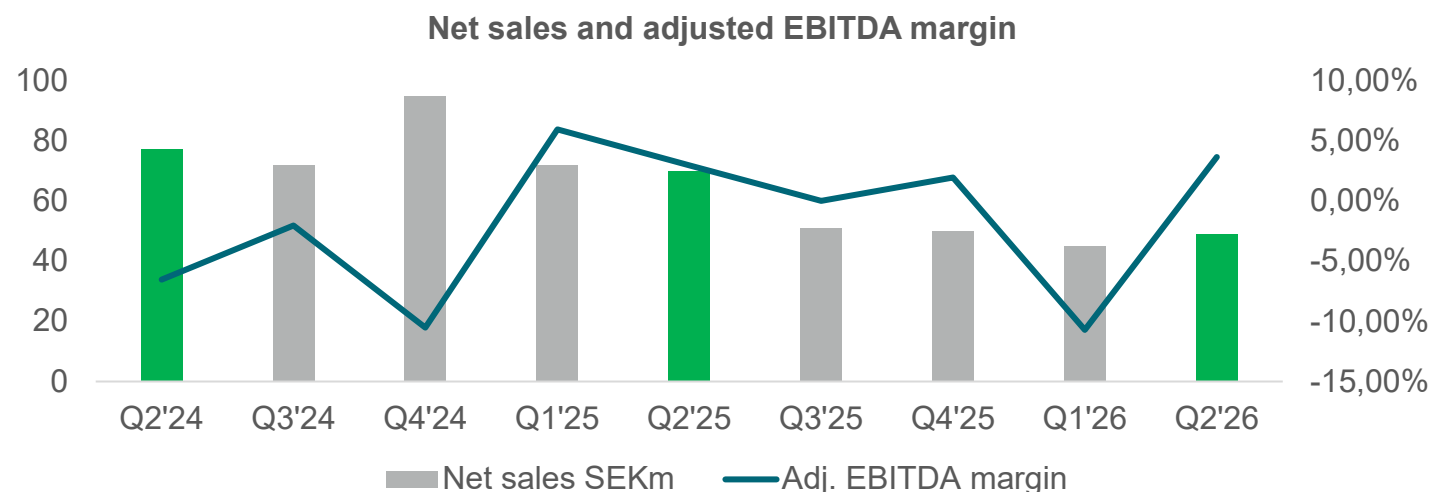
# Professional Division

LOW VOLUMES IN CLIENT BRAND DUE TO CHANGED ORDERING PATTERN AND A CONTINUOUS SLOW EVSE MARKET

- Net sales declined with 29% organically to 49 SEKm (70). The decrease is primarily a result of a changed ordering pattern within Client Brand.
- Adjusted EBITDA amounted to 2 SEKm (2), corresponding to a margin of 3.7% (3.0%).



■ Professional div.  
■ Consumer div.





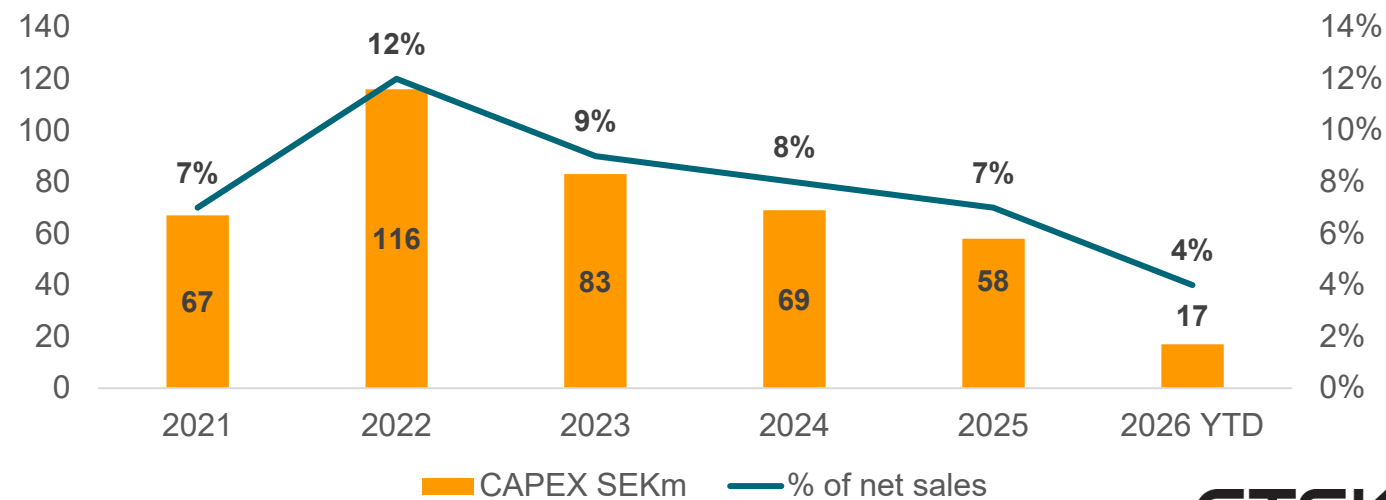
# Cash flow and CAPEX

## Cash flow and financial position

- Cash flow from operating activities amounted to 25 SEKm (31) in the period.
- Capex during the period amounted to -10 SEKm (-16m).
- Cash flow after investment activities in the period was 18 SEKm (15).
- Cash and cash equivalents at the end of the period amounted to 185 SEKm (113)
- Net debt to Adj. LTM EBITDA ratio for the period decreased to 0.7x (1.8x).
- The credit facility's term extended through September 2029.



## CAPEX 2021 – 2026 YTD



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## Summary



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# Q2 summary

## KEY TAKEAWAYS

- A seasonally weak quarter and a changed ordering pattern within Client Brand
- Strong margins despite lower volumes
- New product launches and a strengthened partnership with BMW
- Positive cash flow and a solid financial position
- Strategic review of the EVSE business is proceeding according to plan



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