

INTRODUCTION CTT SYSTEMS AB

Q1 2024

FACTS ABOUT CTT

- Founded in 1991
- Based in Nyköping, Sweden
- Listed: NASDAQ Stockholm, Mid Cap. Ticker: CTT,
- Market Cap ~2,5 BSEK (May 2023)
- Largest share holders
 - Tomas Torlöf
 - SEB Fonder
 - Rockwell, Collins Aerospace
 - Odin Fonder
 - Swedish National Pension fund AP3
 - Nya Jarome Holding AB
 - If P&C Insurance
 - Swedish National Pension fund AP2
 - Danske Invest
 - Lannebo Funds
- Market leader of humidity control products in aircraft
 - Humidifiers
 - De-humidifiers
- Population of more than 6,500 products in service



CTT MANUFACTURING AND ASSEMBLY LOCATIONS

CTT Nyköping, Sweden

- Head Quarter, Management, R&D, HR, Quality, Sales & Marketing
- Product Assembly & Warehouse
- MRO repair workshop & Spare Parts
- 56 employees



CTT-BRIBO Nybro, Sweden

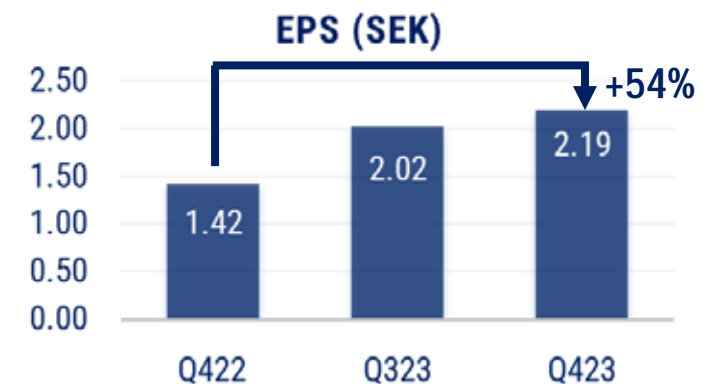
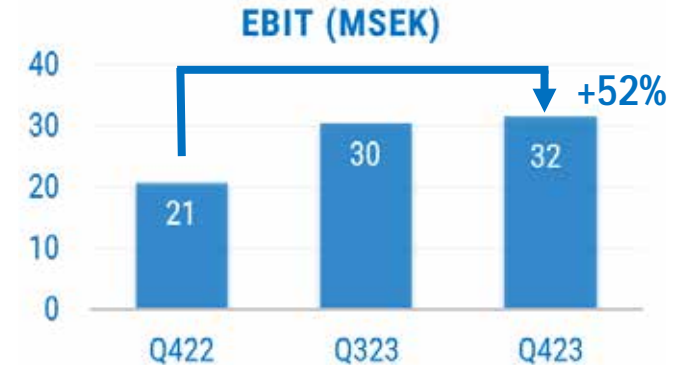
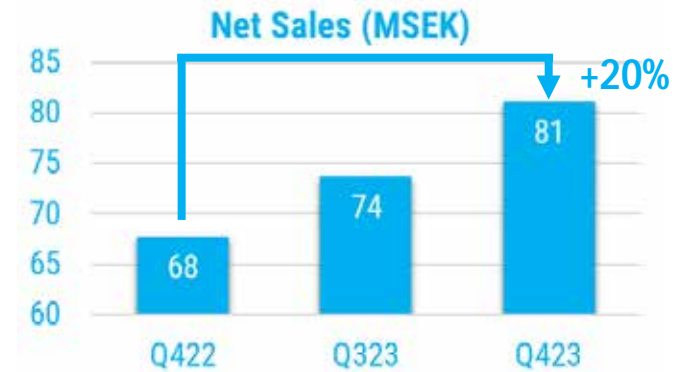
- Advanced sheet steel processing, mainly for CTT products
- Pad product Assembly, Quality & Warehouse
- Pad Spare Parts
- 21 employees



Q4 2023

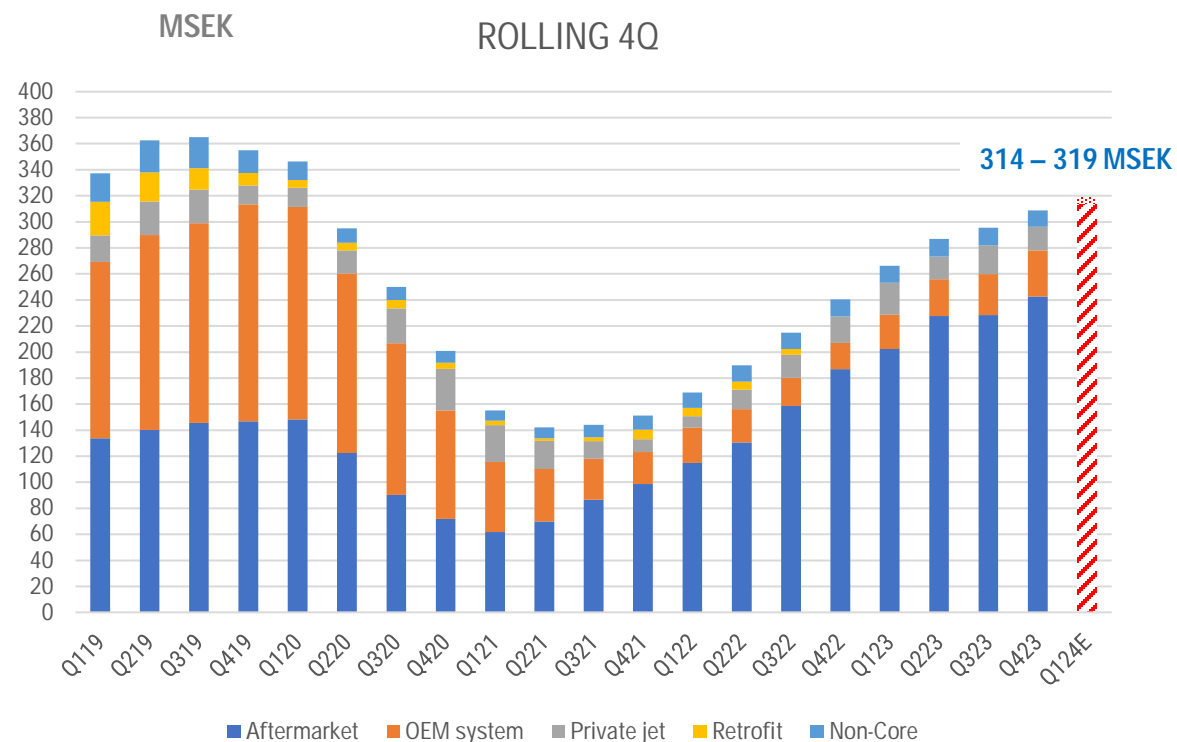
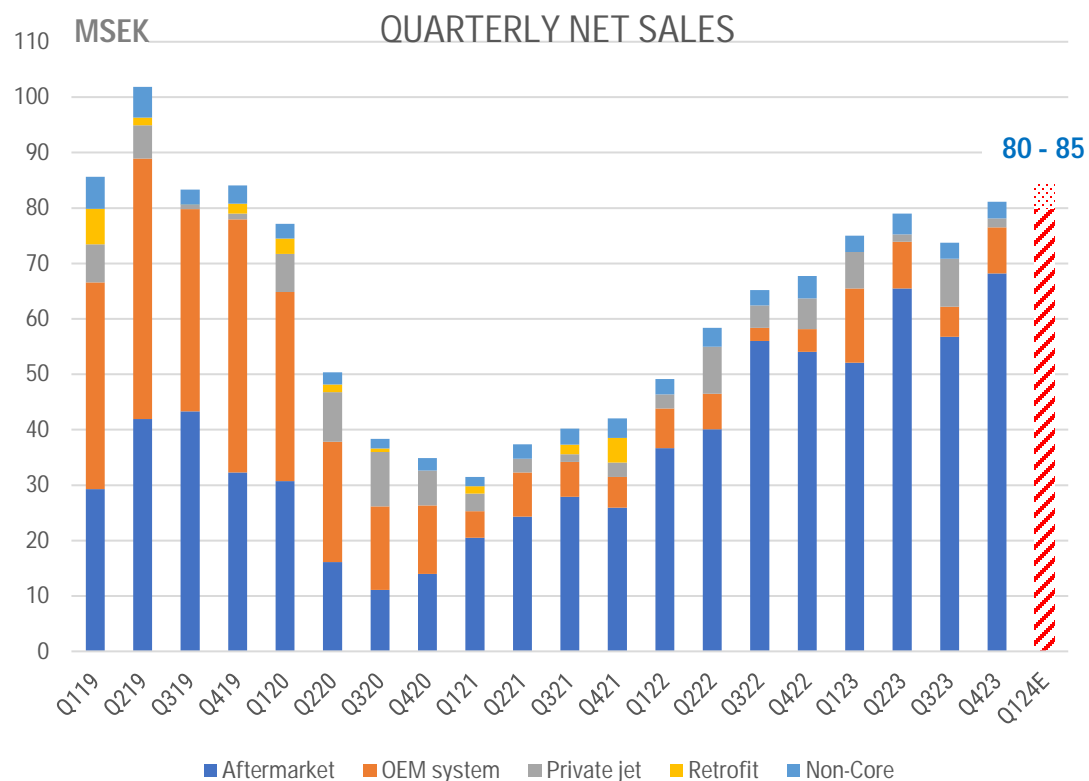
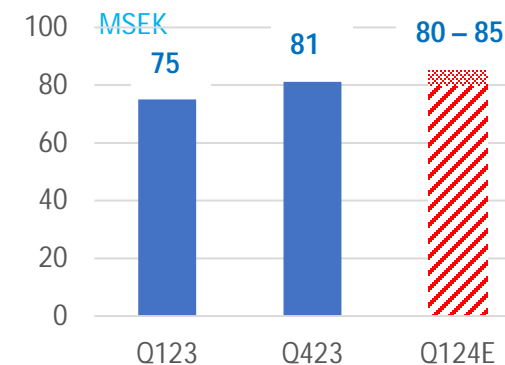
Financials in short

- q Net Sales of 81 MSEK (68) – increased 20% - currency adjusted 21% - in forecasted range MSEK 80 - 85
- q EBIT 32 MSEK (21) - EBIT margin 39% (31)
- q Net Profit 27 MSEK (18) – Profit margin 43% (33)
- q EPS 2.19 SEK (1.42)
- q Operating cash flow of 30 MSEK (18)



Forecast Q4 2023

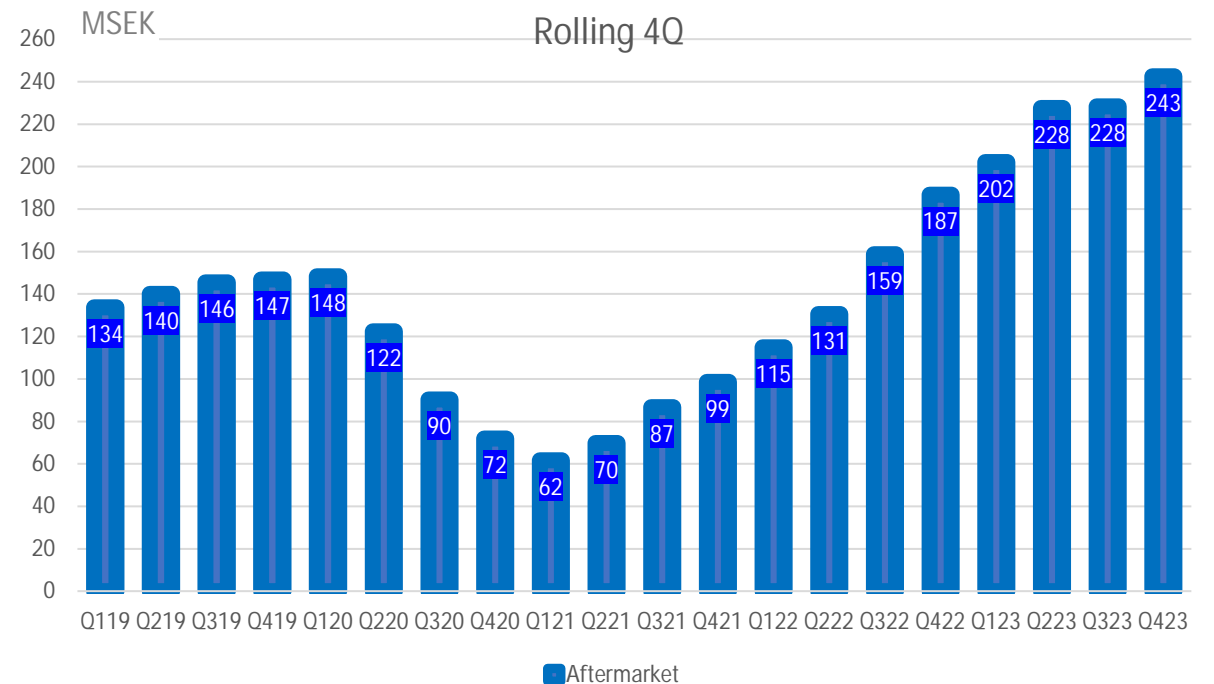
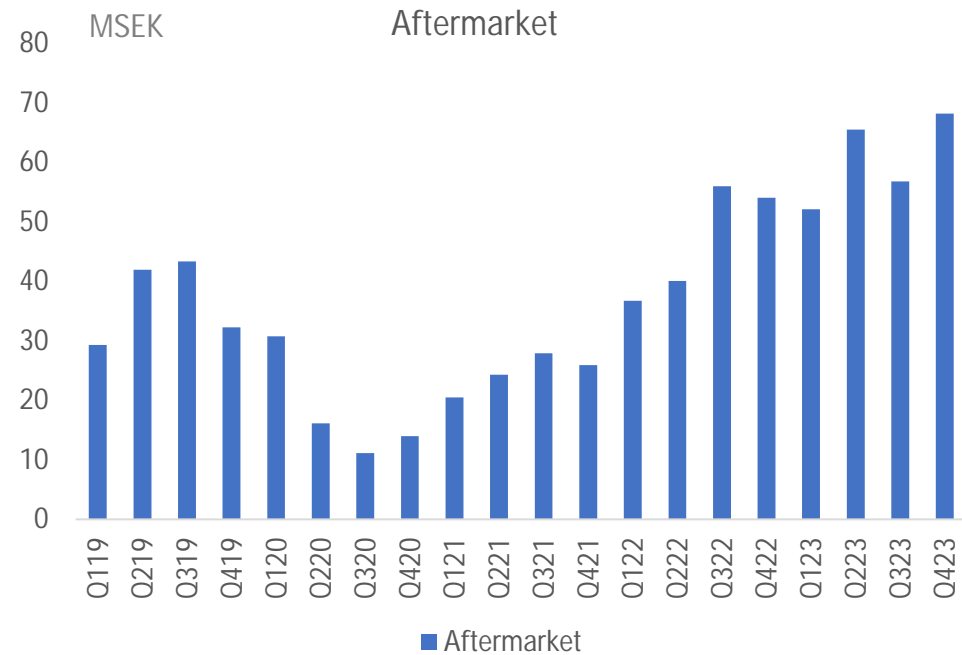
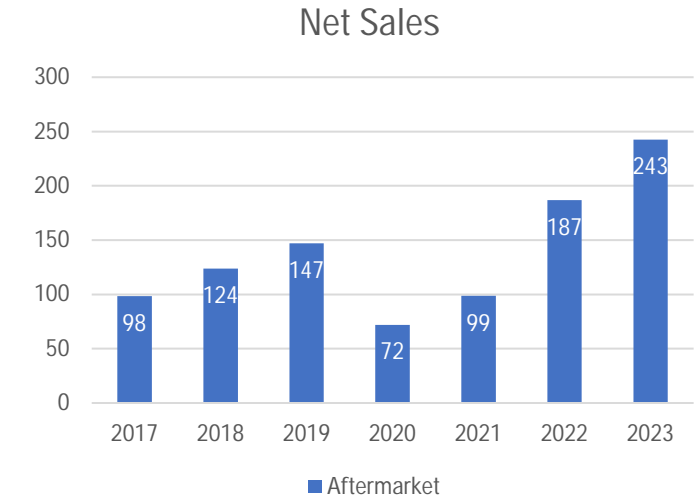
- Q1 2024 Net Sales Forecast: 80 - 85 MSEK (75) (Y-o-Y-increase of 7 % - 13 %)
- Quarter-to-quarter sales increase in OEM; offset by decrease in Aftermarket



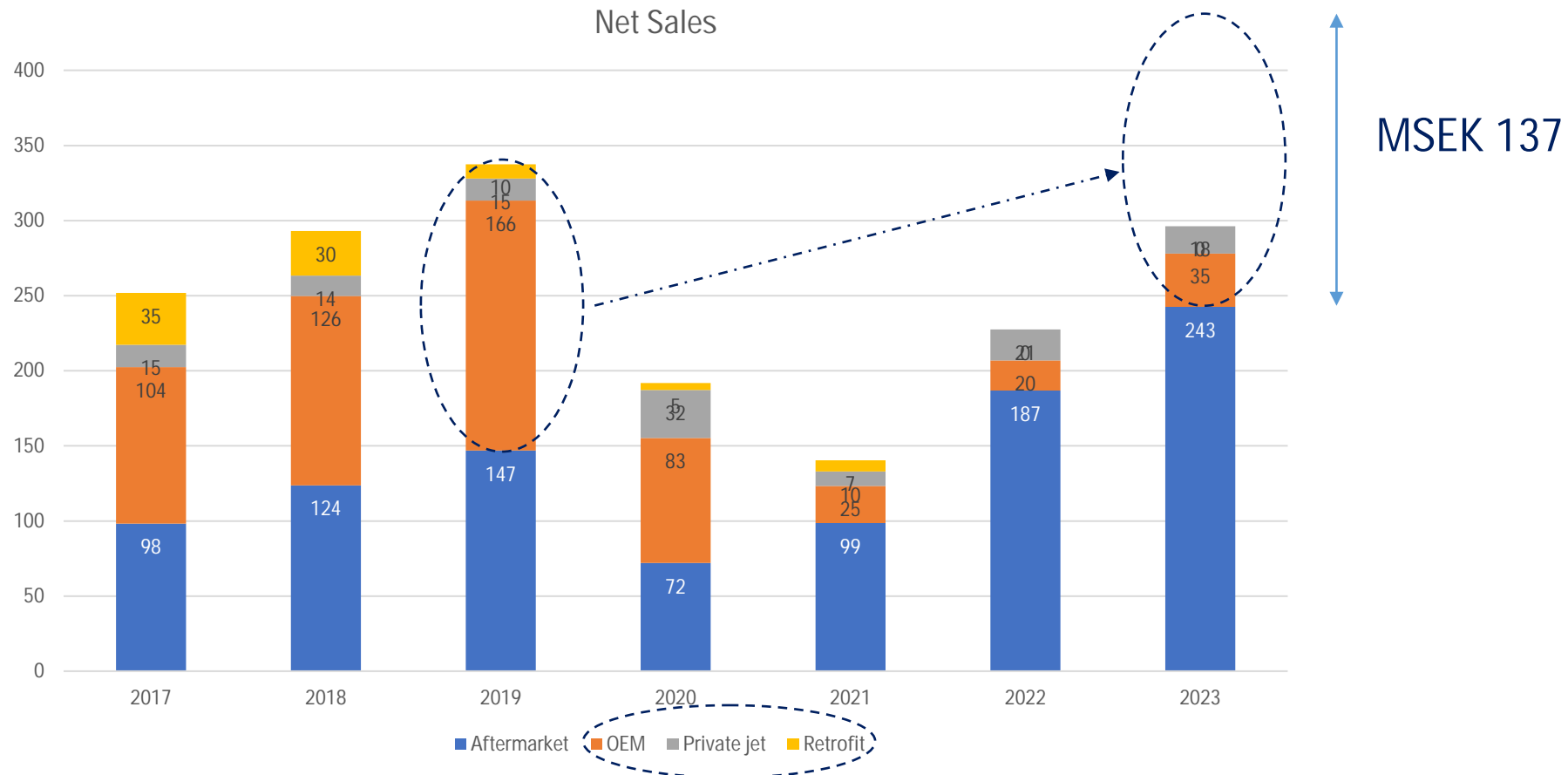
Aftermarket demand normalized

Underlying aftermarket demand tracks changes in population size, driven by

- § Growth from more systems in-service on Airbus and Boeing
- § Repair growth driven by more systems out of warranty and ageing population

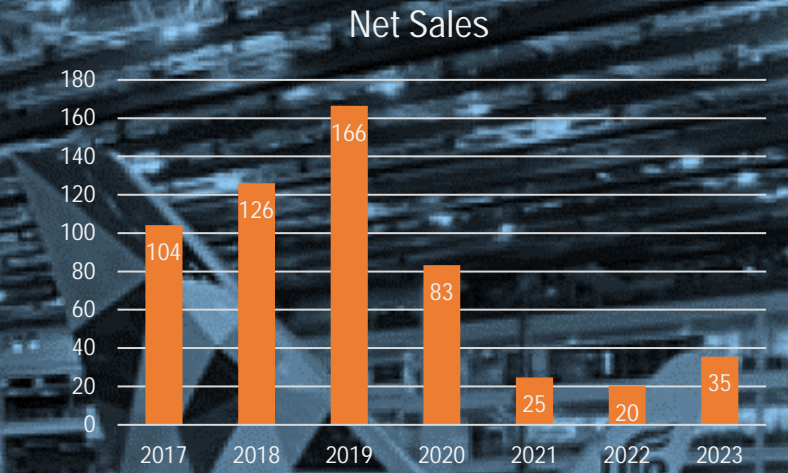
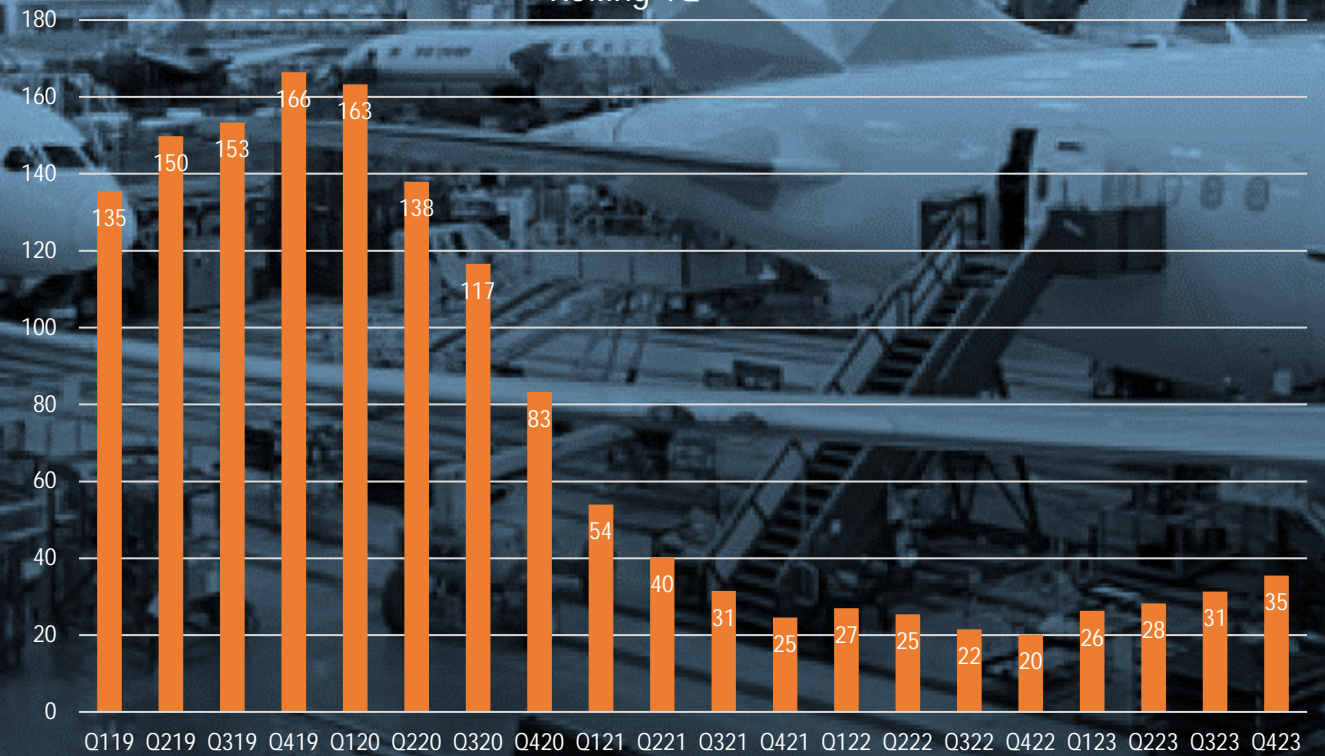
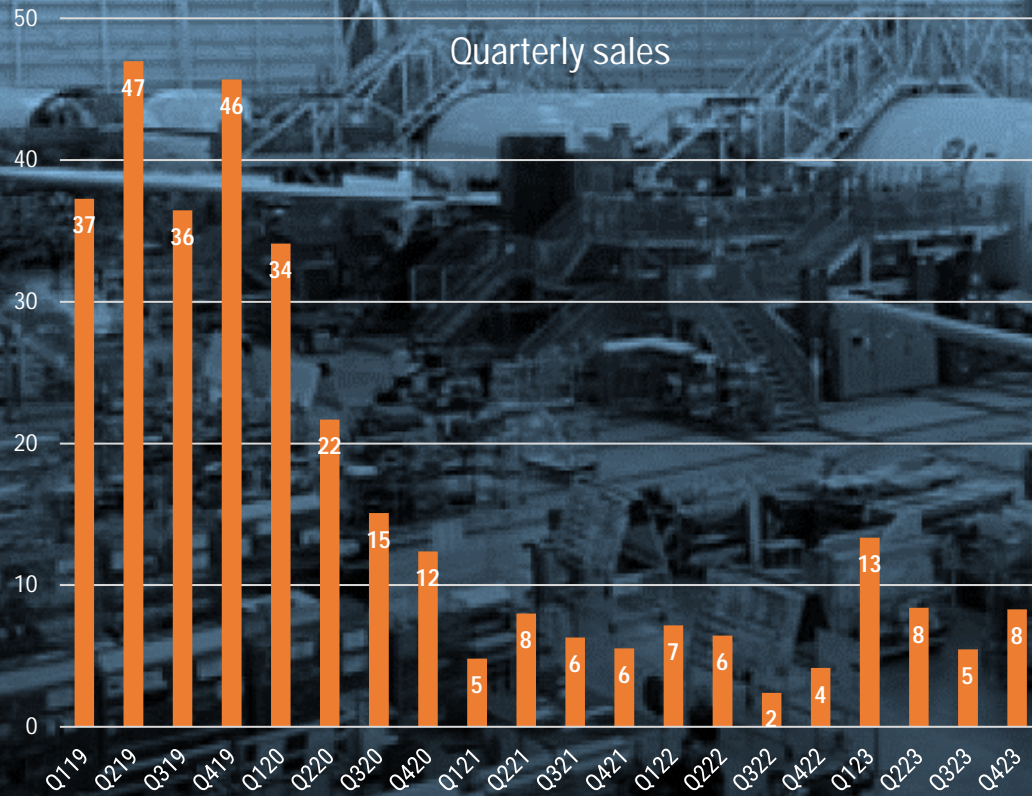


Shift in growth driver – Next phase



OEM – The growth engine (again)

- q Boeing 787 build-rate currently at 5 per month - targeting 10 by 2025 / 2026 timeframe
- q Airbus A350 build-rate at 6 - targeting 10 in 2026
- q First 777X aircraft delivery to airline expected in end-2025 – CTT deliveries resumed 2024 / 2025 timeframe



CTT PRODUCT FAMILIES

Humidifier Onboard



Anti-Condensation



THE HUMIDITY PARADOX



THE DRY PROBLEM
- HUMANS IN FOCUS



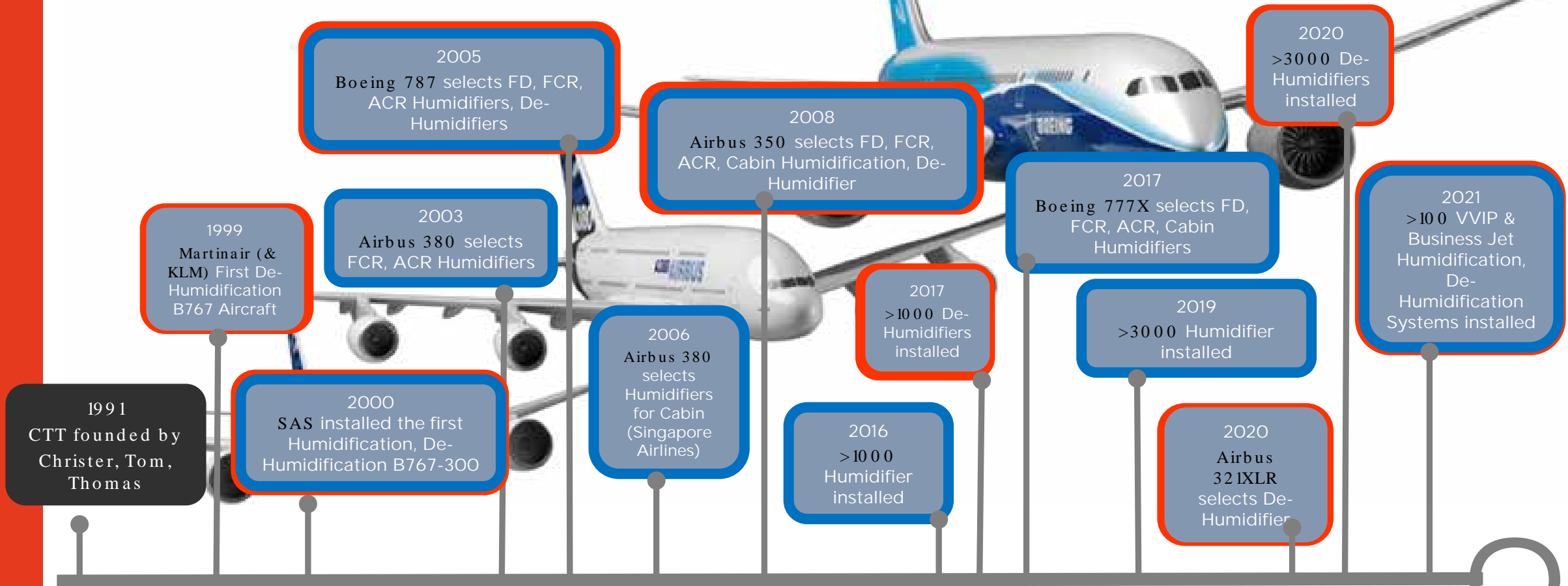
THE WET PROBLEM
- CLIMATE IN FOCUS



CTT LEGACY AND MAJOR MILESTONES

Humidifiers

De-Humidifiers



In-Service: Humidifier Onboard Business class

Plus: Humidifier Onboard A350 -1000 / Boeing 777X:
4 Airline Awards with EIS 2025 / 2026



- q Humidifier Onboard Business Class in 10 A350-900s
- q In-service since 2019



- q Humidifier Onboard Business Class in 6 A350-900s
- q 4 already in-service



The cabin humidification retrofit opportunity

- q Growing airline interest in cabin air quality / humidity / wellness
- q Better market conditions
- q Many airlines are in the planning of next-gen business class; driven by competition and harmonize new aircraft interior

- q Retrofit opportunity: 1,000 Boeing 787 aircraft
- q Humidification system for the business class at a cost <50% of the cost to retrofit 1 new business class suite



TRUE WELLBEING WITH
HUMIDIFIER ONBOARD
WHY?

THE AIR WE BREATHE

How much does a Human eat and drink per day?

THE AIR WE BREATHE

Everyday a human person

- eat ~1,5 kgs food (3,3 lb)
- drink ~2 kgs fluid (4,4lb)

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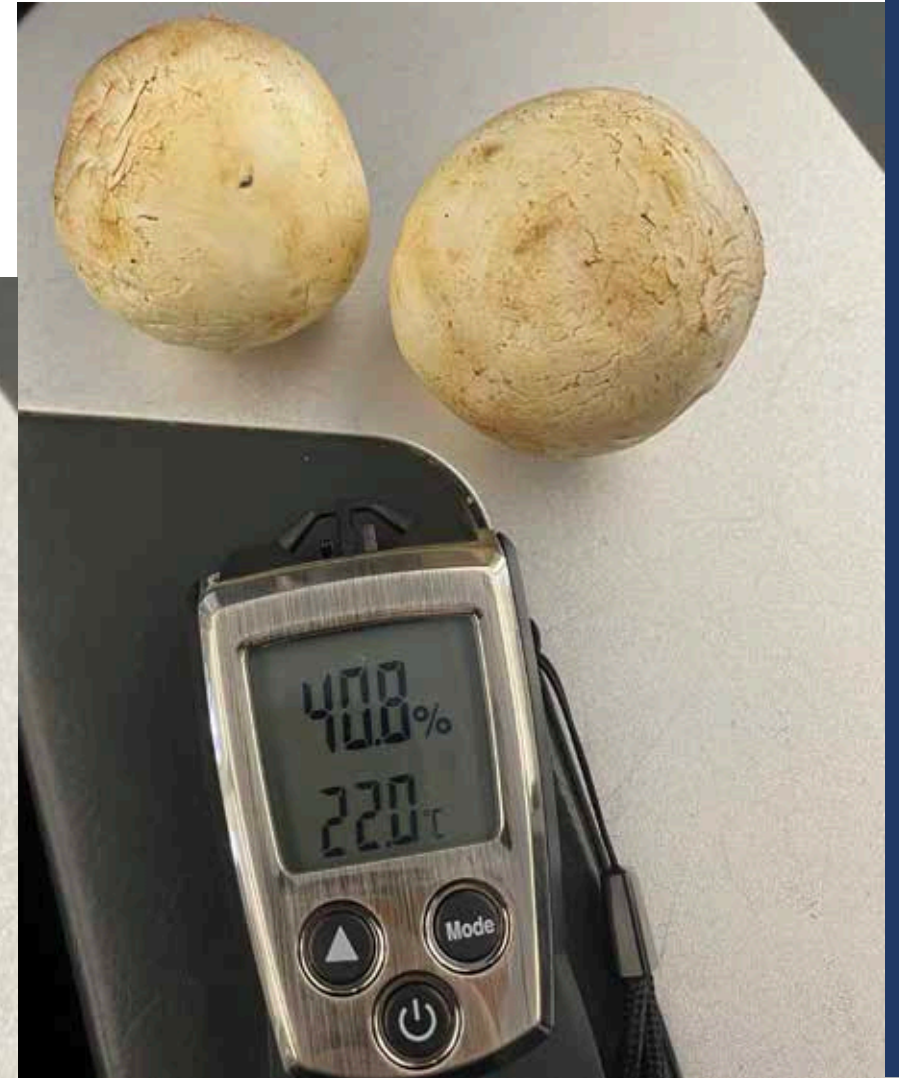
We breathe **25kgs** (55 lb) of Air per day!

....or 20 000 liters in 20 000 breathes per day

THE FLYING MUSHROOM

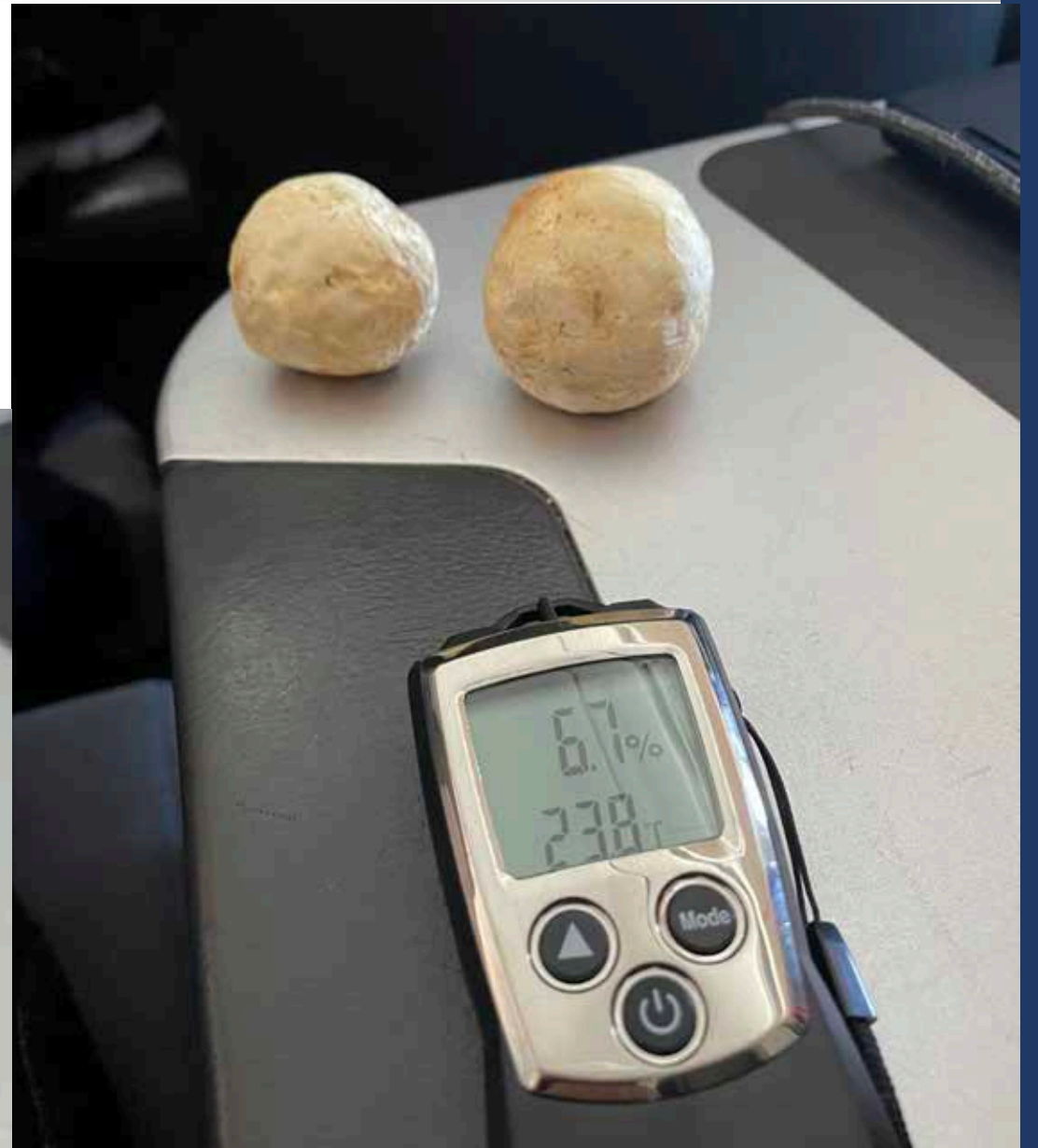
MUSHROOM - AT TAKE OFF STOCKHOLM (ON THE WAY TO CHICAGO)

- This is two fresh mushrooms flying Business Class
- Picture taken just after take off on a flight between Stockholm and Chicago



MUSHROOM - AFTER 3 HOURS FLIGHT

- Humidity is dropping to around 6,7% (RH%), on a 100% full Cabin
- Mushrooms start to de-hydrate and shrink



MUSHROOM – ARRIVING AT CHICAGO O’HARE

At arrival after 8 hrs the flying mushrooms

- has deep wrinkles
- shrunk in size
- has a hard shell



DON'T BE A MUSHROOM!



BEFORE



AFTER

THANKS!