



# CPS Annual General Meeting

## Investor Presentation

**Boston, MA**

**April 25, 2023**

**Chuck Griffith**

**Anthony Koski**

**Dan Barton**

**Dr. Stephen Kachur**

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# AGENDA

- 2022 summary review
- 2023 outlook
- Dr. Steve Kachur – SBIRs and product development
- Dan Barton – Operations review
- Anthony Koski – Business Development review
- Questions



# 2022 ACHIEVEMENTS

- Record high Revenues
  - \$26.6M breaks record of \$23.1M in 2014
- Record high profit before tax
  - \$2.9M breaks record of \$1.8M in 1998
- Sales bookings of \$29.1M, book to bill = 110%
- Awarded 3 SBIR/STTR contracts
- Less customer concentration:
  - 2020 – top 3 customers accounted for 73% of revenue
  - 2022 – those customers now account for 42% of revenue



# 2023 Outlook

- We expect another record year, both revenue and profit.
- Another SBIR award in Q1, with more in the pipeline.
- Further customer diversification
- CEO Departure
  - We are fully confident in our abilities to continue to produce record-setting results
  - Michael built a great team
    - “Get the right people on the bus”, Good to Great, Jim Collins



# Product Development

## CRAD Summary

*Two active SBIRS:*

- Tungsten Injection Molding
- UH-60 Helicopter Armor

*Two Phase II proposals in progress:*

- Tungsten Injection Molding
- MMCs for Thermal Energy Storage

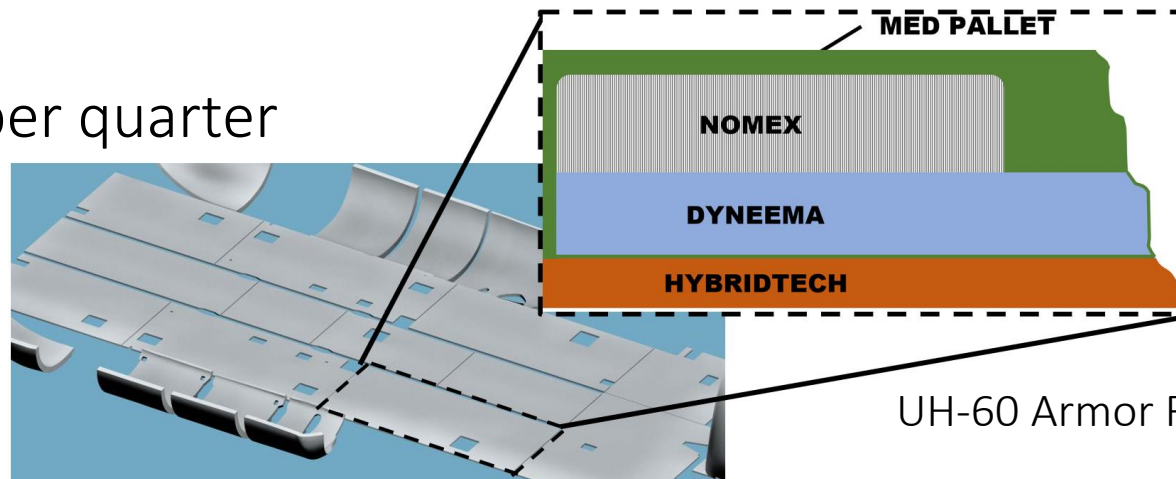
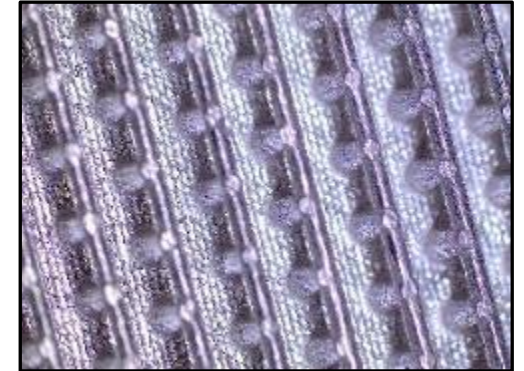
*Phase I Proposal Process:*

- Three actively in review
- Submitting at pace of four per quarter

## IRAD Summary

*Leveraging discrete incremental improvements to expand depth and breadth of penetration across business lines*

Additively manufactured  
AlSiC cooling structures



UH-60 Armor Floor



# Operations

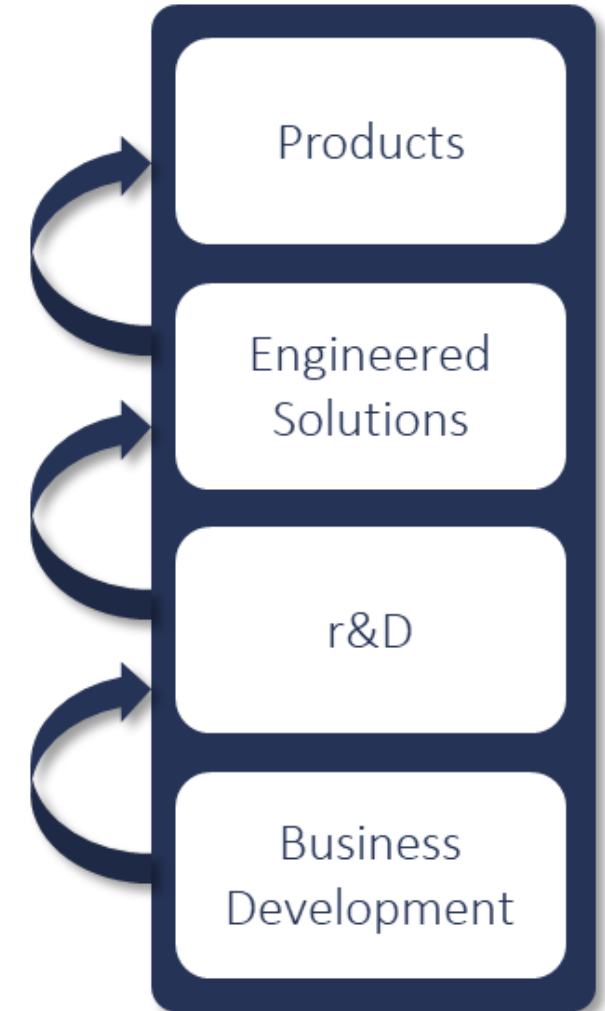
- Focusing on Improving New Product Introduction ( NPI ) process
- New ERP/MRP system has enabled better inventory management, scheduling and level loading of production floor.
- Continue to evolve a continuous improvement program (CIP) to Quality is EVERYONE's JOB
- Optimize efficiency by grouping equipment and operations in cellular configuration, i.e., HP floor re-layout
- Redefine work sequences such that workers are more fully utilized. i.e., Increased cross training and better utilization
- Enhancing Operational efficiencies with purchases of new Equipment resulting in higher consistent quality
- Continue to discover methods to increase cash flow & profitability. i.e., Improve 1stpass Process Yields reducing product cycle time –Better utilization and increased capacity
- Improving OTD to be greater than 95% - Last 6 wks OTD avg 93%





# Business Development

- TTM B2B of 1.14 in line with growth goals
- Re-organization of the BD team
  - Account Management
  - Sales
  - Business Development
- Near and long-term strategic approach to growth
- Strong and growing pipeline of diverse opportunities





**Please refer all questions to**  
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