



Processes that adjust.
Results you can trust.

Full-scope manufacturing, delivered with flexibility and speed.



Vertical integration

Electronics, mechanics, and PCB production under one roof

Strong track record

27

years of
manufacturing
experience

1,300+

skilled
employees

30%

annual revenue
growth for
10 years

Capacity and readiness

10.4 million

IoT devices
produced
in 2025

12

SMT lines

1,000

m² daily PCB
production
capacity

16

plastic injection
machines

European roots, global footprint

6

manufacturing facilities
(Europe and Asia)

2

sourcing and supply offices
(Europe and Asia)

An ambitious player with solid foundations

TLT Manufacturing's story begins 3 decades ago, when its sister company Teltonika was established.

Teltonika has grown into a large-scale European electronics manufacturer, and its know-how forms the foundation that TLT Manufacturing is built on.

Our history

1998
Teltonika founded

2002
Electronics division formed

2006
First SMT factory opens

2017
Production robotization

2020
New 2,000 m² EMS facility

2022
Second EMS facility

2023
Plastic injection molding added

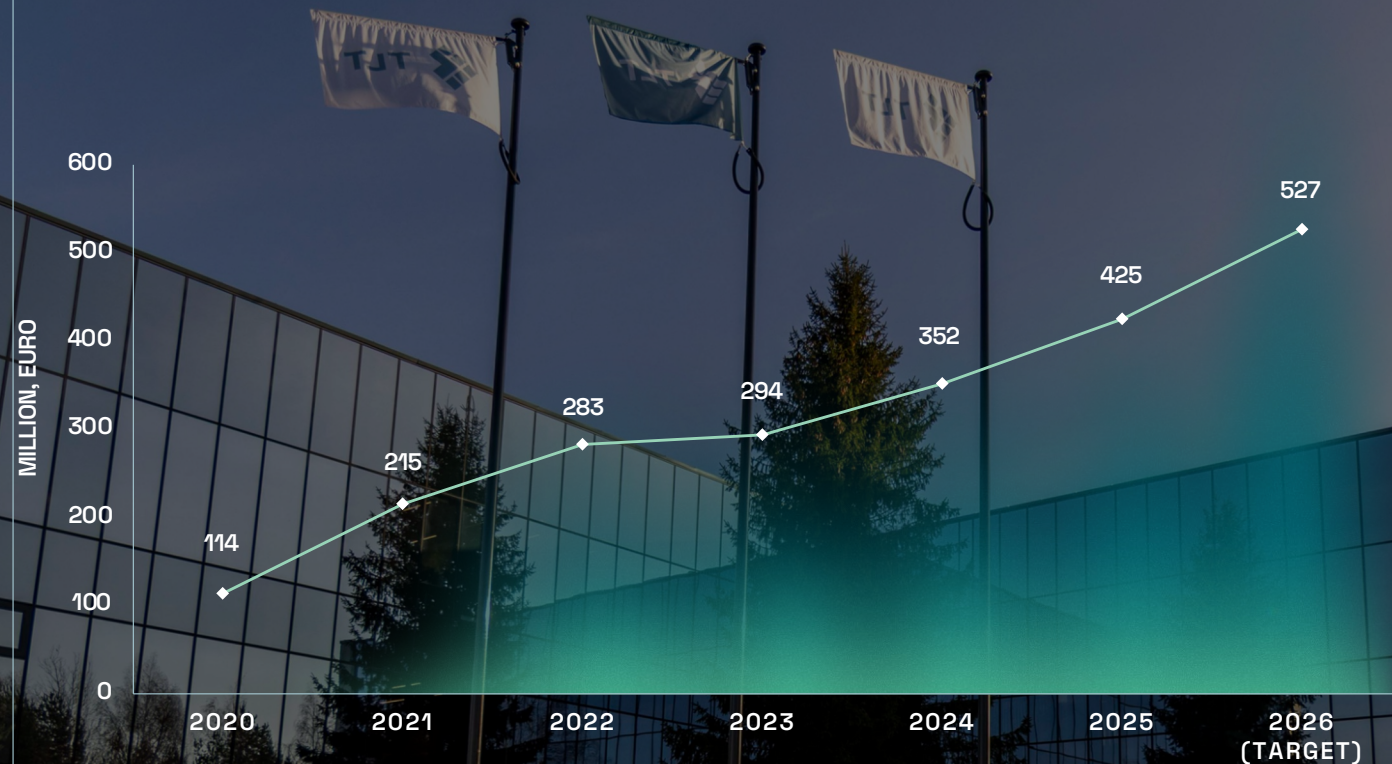
2025
TLT Manufacturing founded

2025
3 new plants (EMS, Mechanics, PCB) opened

2026
EMS facility in Vietnam opened

Accelerating growth in a competitive market

From 2020 to 2024, Teltonika's annual turnover grew from €114 million to €425 million, and is projected to hit €527 million in 2026. TLT Manufacturing aims to continue the 30% annual growth Teltonika has achieved over the past decade.



High capacity

Current capacity and production levels

95,300 m² of total production facilities

 **1,300** employees  **10.4 million** yearly output production from EMS

Including:

33,000 m² PCB facility

22,700 m² EMS facility

22,100 m² Mechanics facility with 16 plastic injection machines

Plus:

11,000 m² EMS facility in Moletai, Lithuania

6,500 m² EMS facility in Vietnam

Future capacity

200,000 m² fully complete campus in Vilnius

 **5,000** workplaces  **55 ha** territory  **74MW** power supply capacity

Soon: 15,000 m² EMS facility in Kaunas and 2 additional EMS facilities (6,500 m² and 5,100 m²) in Vilnius

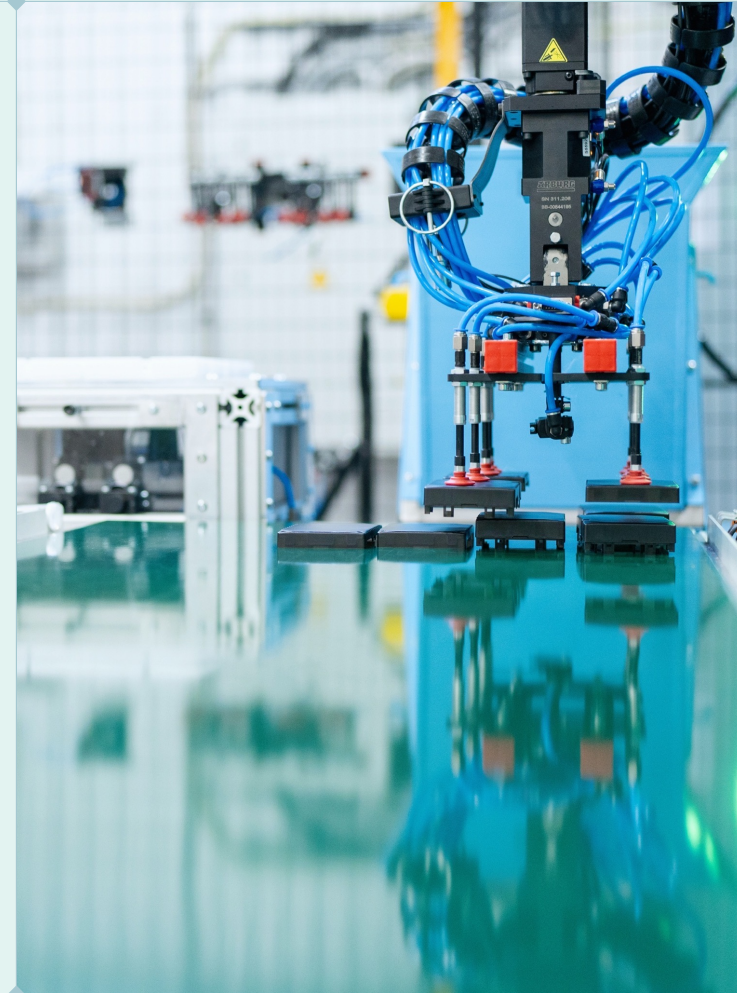


9001, 14001, 45001, 27001,
13485 certificates

AQAP 2110

Our value

- **No more coordinating across suppliers, countries, and time zones.** A single contact point for reduced friction across EMS, PCB and Mechanics suppliers.
- **Faster decision-making and shorter time to market.** On-demand prototypes thanks to our available capacity and flexible scheduling.
- **State-of-the-art systems and equipment.** Normally only found in Asia, now on your doorstep in Europe.
- **Zero stress over incomplete documentation.** Our engineers are ready to work from what you have, including reverse engineering physical samples.
- **Protected product flow and consistent delivery.** Diversified sourcing across Europe and Asia, optimized for price, quality, and lead time.



TLT's long-term vision: be a global partner of choice for full-service manufacturing.

Confident in the unique advantages we bring, we have a clear vision that we are working towards.

Our concrete steps in **capacity enlargement**, **PCB production**, **certification**, and **quality improvement** mean this vision is much more than just a slogan. It is a clear strategic target we are building towards with focus and energy.

2 sourcing offices, including a team in Hong Kong

TLT EMS has the reach to ensure the very best sourcing option is found for your project.

Our sourcing professionals **work in coordination with R&D and quality engineers** so designs are aligned to maximise value and cost competitiveness from the supply chain.



Ramping up Europe's first new PCB facility

1 PCB production levelled up from 8 layers to 12 layers to 24 layers over the next two years.

2 Production at 3,500 WP per day.

3 Capability to produce advanced HDI/SBU boards.

A wide range of PCB specializations

We have the flexibility to meet your specific production needs, whether it is for prototypes or complex boards, thanks to our diverse service offering.



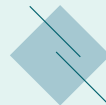
Advanced multilayer PCB

Multilayer designs are ideal for products that need excellent miniaturization, reliability, and performance.

Our current **layer count is up to 8**, so we are ready for prototype work. Our layer count will rise to **over 32 layers**.

Multilayer PCBs enable:

- **tighter designs,**
- **more features,**
- **stronger signal integrity** in a smaller footprint.



Heavy copper PCB

We produce heavy copper PCBs with thickness options ranging from **17µm to 210µm**.

Heavy copper PCBs are designed for:

- **high current,** thermal durability,
- long-term **reliability in demanding environments,**
- robust performance under **heavy power loads.**



HDI and Sequential Build Up (SBU) boards

We deliver HDI and SBU boards for **high speed, high density applications**.

These boards support:

- **compact layouts,**
- **advanced signal requirements,**
- and **scalable layer configurations.**

They are ideal for products where **space saving** and **electrical performance** are priorities.

TLT Mechanics in numbers

Offering engineering-led in-house
processes from design to
manufacturing that accelerate
plastics production

Plastic injection
molding

Tooling

Mechanical
parts

16

Plastic injection
machines

300

employees

22,100 m²

manufacturing
area

Project team

Client works with a single point of contact

- Pre-contract, this is a **Business Development Manager**.
- Post-contract, this is your **Key Account Manager**.

Dedicated specialists assigned to your project

Role

Responsibilities

Key Account Manager

Communication, coordination

Technical Engineers

Process optimization

Sourcing Specialists

Supply chain stability

Quality Managers

Product standards

Production Planners

Manufacturing schedule

NPI Engineers

New product integration

Purchasing Specialists

Market analysis and logistics

Our range of services

We offer a wide range of EMS services including:

Prototyping

High-volume
serial
production

SMT

THT

Microelectronics

Full system
assembly

Final product
box-building



Key industry verticals

Industrial and Automation

Security and Communication

Internet of Things

Defense and Aerospace

Medical

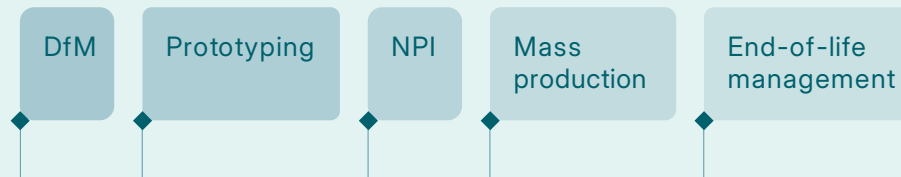
Energy and Charging

Creating a clear NPI plan

We have a robust pre-NPI process: Needs analysis and feasibility assessment, design and open BOM submission, technical quotation, and regulatory and compliance checks.

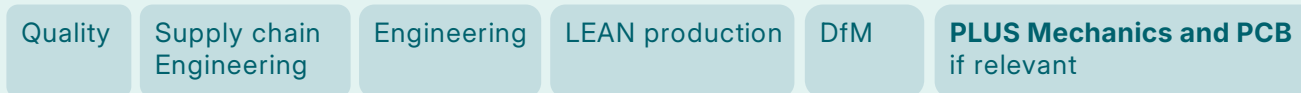
This ensures everything is in place to kick off the NPI process.

The NPI lifecycle



Resolving any issues early

One of the most significant advantages we offer in NPI is early engagement by experts from across our EMS team and the wider TLT Group:



The 1-10-100 rule

In manufacturing, interventions made earlier are an order of magnitude less costly and time-consuming than those made during production.

A problem that costs **€1,000** to solve at the NPI stage ...

... may cost **€100,000** to solve once manufacturing has launched

What our collaboration will look like

We are ready to take your product from initial design through to mass production. Here is what the process looks like.

Stage 1: Consultation and evaluation

- Initial consultation to understand your needs and assess feasibility
- Customer enquiry and NDA
- We submit the design and BOM
- Technical feasibility and quote
- Regulatory and compliance check

Stage 2: Product samples

- We design and refine a prototype for production readiness
- NPI
- Purchasing
- Project planning
- Quality
- Manufacturing

Stage 3: Serial production

- We validate the production process and ensure quality before mass production
- Terms and conditions
- Pilot run
- Quality control
- Compliance
- You approve prior to mass production

Stage 4: Mass production

- We scale production and ensure post-sales support
- Full-scale manufacturing begins
- Packaging and logistics
- Final delivery and your acceptance
- Post-sales support and optimization

Customization and optimization through R&D

Our R&D team specializes in **Original Design Manufacturer (ODM)** services.

We can tailor product development to your vision.

And take the whole process from initial concept through to mass production.

Electronics design

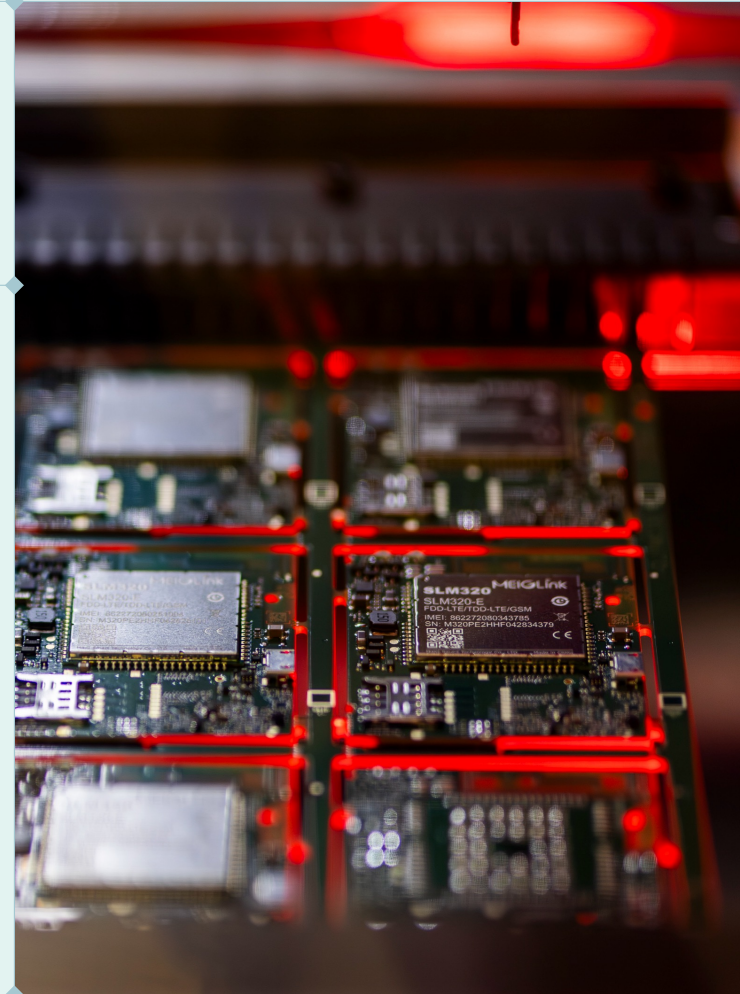
- Custom circuit schematics, advanced PCB layouts, and optimized hardware architecture.

Mechanical design

- Thoughtful design of enclosures, internal structures, and mechanical parts focused on aesthetics, functionality, and ease of manufacture.

Firmware and software development

- Robust embedded firmware and sophisticated software solutions that provide seamless hardware integration, intuitive user interfaces, and reliable system logic.



New Vietnam facility adds further flexibility

We have just completed a new Vietnam facility that offers:

Additional capacity

Expanded global footprint

Greater flexibility

Scalable modern infrastructure

Minimal lead times



High-Tech Hill Technology Park

5000
Workplaces

54 ha
Territory

74MW
Power supply
capacity

200,000 m²
Build-up area



IN CONSTRUCTION

BUILT

BUILT

IN CONSTRUCTION

BUILT

IN CONSTRUCTION

BUILT

1. R&D Center
2. Measurement and Testing Laboratory / Pilot Production
3. Electronics Assembly Plant
4. PCB – Printed Circuit Board Plant
5. AI Data Center
6. Semiconductor Chip Plant

7. Power Module Assembly Plant
8. Plastic and Mechanical Components Plant
9. Electronics Assembly Plant
10. Electronic Components Plant
11. Electronic Components Plant
12. Commercial Building



Ready to
learn more?

Visit our state-of-the-art campus for a firsthand look

Northern Europe's largest electronics manufacturing cluster is waiting for you.