

Virtual Annual General Meeting 2021 _____ May 7, 2021

technotrans today

50 years – A good foundation to build on

- **Leading products and technologies** for cooling & temperature control solutions
- **In-depth knowledge** of various markets/industries
- High **customer satisfaction** & loyalty
- Broad **customer base**

This has been our basis for success and will continue to be pillars **for our future profitable growth.**



Solid results in a challenging year

| | | Results 2020 | Forecast 1 March 10, 2020 <small>(withdrawn on April 30, 2020 due to COVID-19)</small> | | Forecast 2 November 10, 2020 | |
|---------------|--------|-----------------|--------------------------------------------------------------------------------------------------|---|---------------------------------|---|
| Revenue | Mio. € | 190.5 | 204 – 214 | - | 185 | ✓ |
| EBIT | Mio. € | 6.8 | 6.0 – 10.7 | ✓ | 4.6 – 5.6 | ✓ |
| EBIT Margin | % | 3.6 | 3.0 – 5.0 | ✓ | 2.5 – 3.0 | ✓ |
| Equity Ratio | % | 53.6 | > 50 | ✓ | > 50 | ✓ |
| Free Cashflow | Mio. € | 3.9 | positive | ✓ | positive | ✓ |

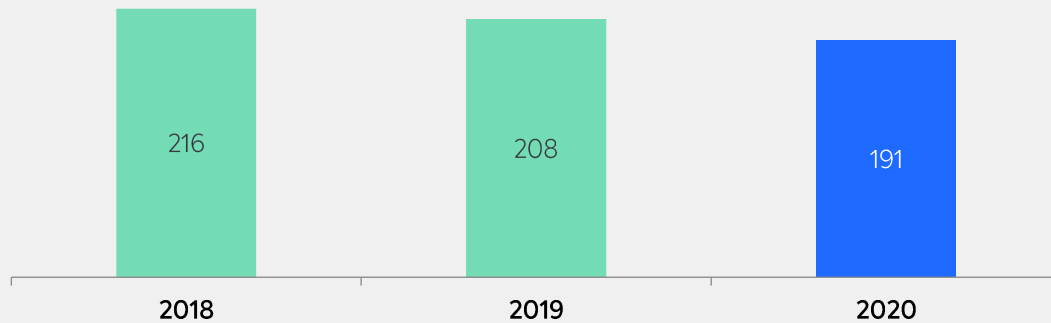
- Profitability maintained – despite structural costs
- With the exception of group sales, even the withdrawn forecast No. 1 was achieved

Key Figures 2020

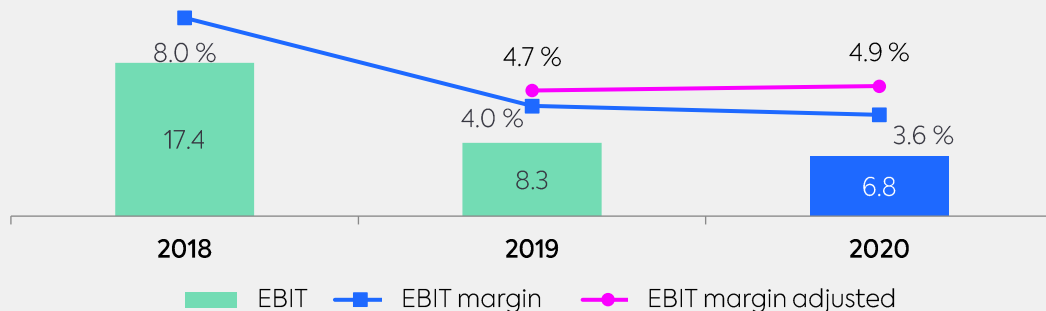
| | | | |
|------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------|
| € 190.5 m Technology € 137.7 m Services € 52.8 m Revenue | € 6.8 m Technology € -0.2 m Services € 7.0 m (adjusted: € 9.4 m) EBIT | 3.6 % Technology -0.1% Services 13.2 % (adjusted: 4.9 %) EBIT margin | € 0.72 / (previous year: € 0.88) € 0.36 EPS/dividend proposal 2020 |
| 53.6 % (previous year: 51.4 %) Equity ratio | € 21.5 m (previous year : € 24.2 m) Net debt | € 3.9 m (previous year: € 7.6 m) Free Cashflow | 1,409 (previous year: 1,474) Employees as per Dec. 31, 2020 |

Revenue and EBIT

Revenue



EBIT



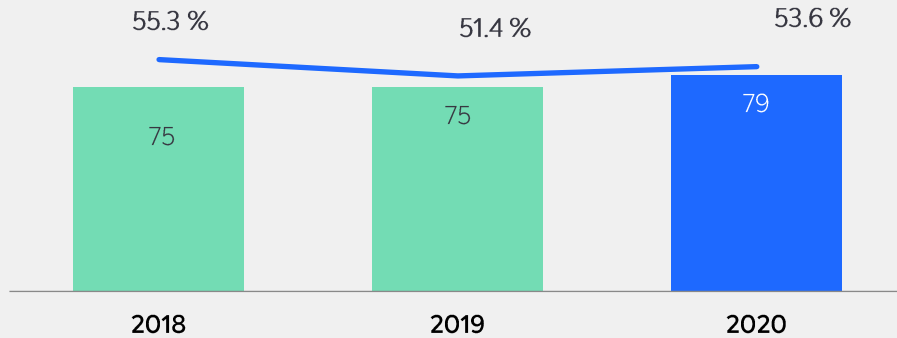
All figures in € million unless otherwise stated.

Adjusted EBIT margin above prior-year figure generated

- Consolidated sales of €190.5 million only 8.4% below prior-year figure
- Fourth quarter of 2020 significantly better than expected
- Operating result (EBIT) at €6.8 million (previous year: €8.3 million)
- EBIT margin at 3.6 % (previous year: 4.0 %)
- The decline in earnings is due to the Corona effect and the following non-recurring effects:
 - > structural costs: €3.2 million
 - > income: €0.6 million
- EBIT adjusted at €9.4 million (previous year: €9.7 million)
- Adjusted EBIT margin of 4.9% above the adjusted EBIT margin of 4.7% in the previous year

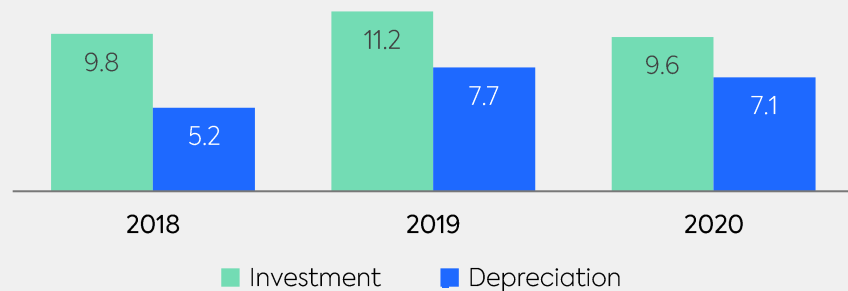
Balance Sheet ratios

Equity / Equity ratio on a solid base

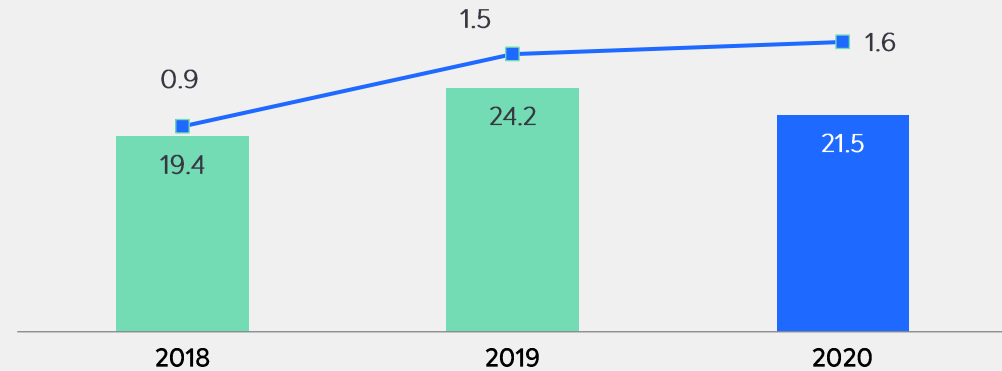


- The financial situation of the technotrans group remained solid and ordered even during the Corona crisis.
- Despite the new building, the production facility in Holzwickede, the balance sheet total increased only moderately by 1.4 % to € 148.1 million (previous year: € 146.0 million).

Investment & Depreciation



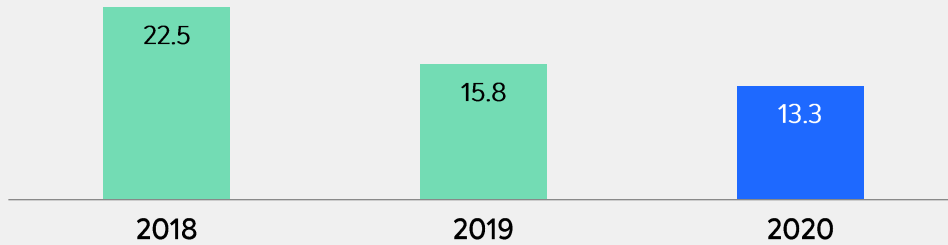
Ratio net debt & net debt / EBITDA



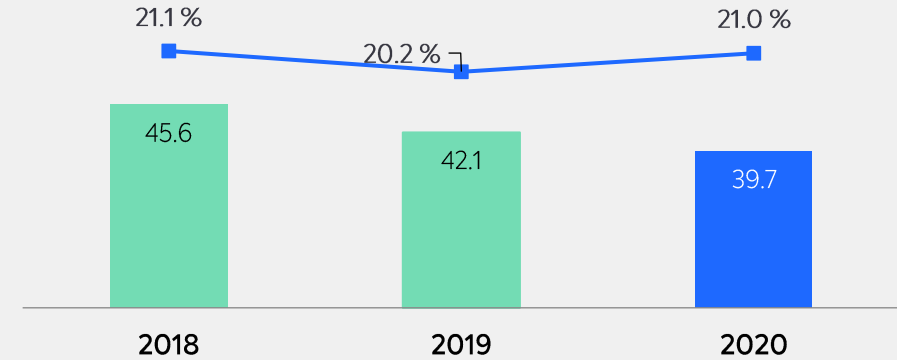
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Financial position

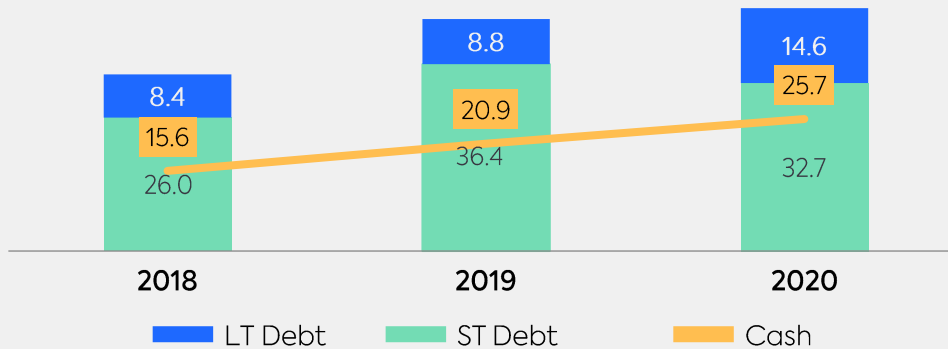
Operating cash flow impacted by lower net profit for the year



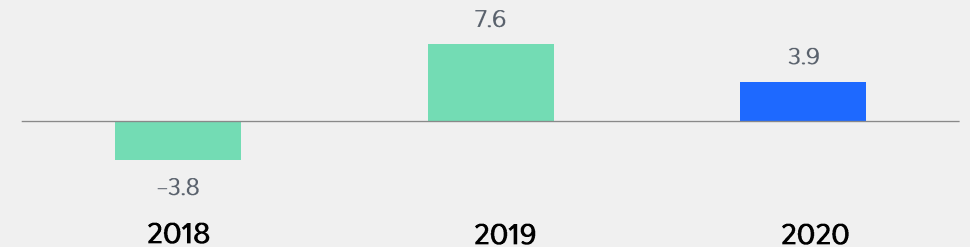
Net working capital ratio slightly above 20 % target



Financial liabilities & cash equivalents show solid financial position



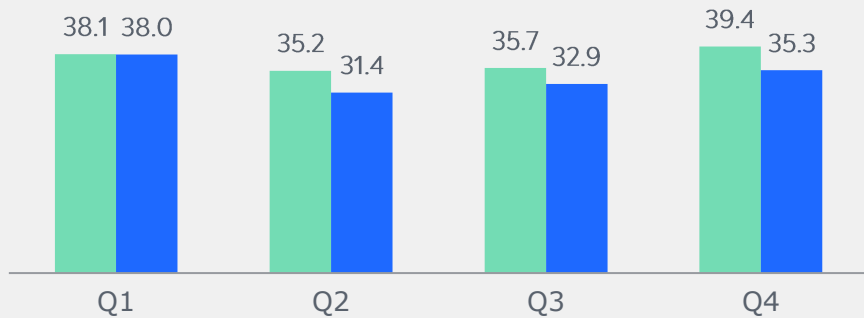
Free cash flow remains positive despite Corona



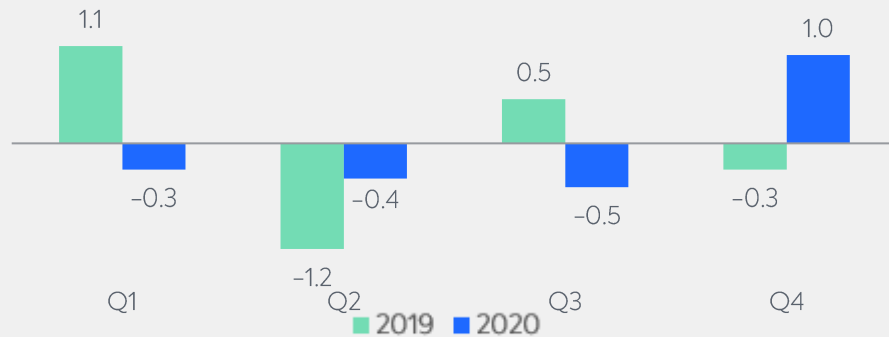
All figures in € million unless otherwise stated

Segment Technology

Revenue 2019/2020 by quarters



EBIT 2019/2020 by quarters



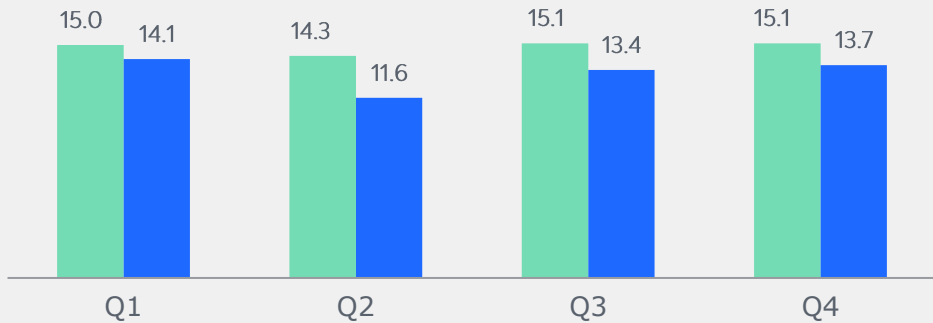
- Sales in the Technology segment of € 137.7 million (previous year: €148.4 million)
- Due to strong sales in the fourth quarter, only 7.2% below previous year level

- Segment EBIT of €-0.2 million almost at previous year's level (€+0.05 million) despite lower sales
- Segment return at -0.1% (previous year: 0.0%)
- Adjusted for non-recurring effects of €2.0 million, segment EBIT reached €1.8 million. Profitability was at 1.3 %.

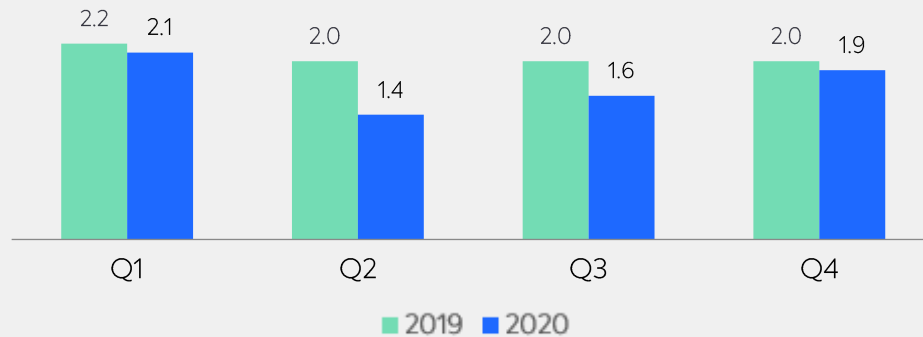
All figures in € million unless otherwise stated

Segment Services

Revenue 2019/2020 by quarters



EBIT 2019/2020 by quarters

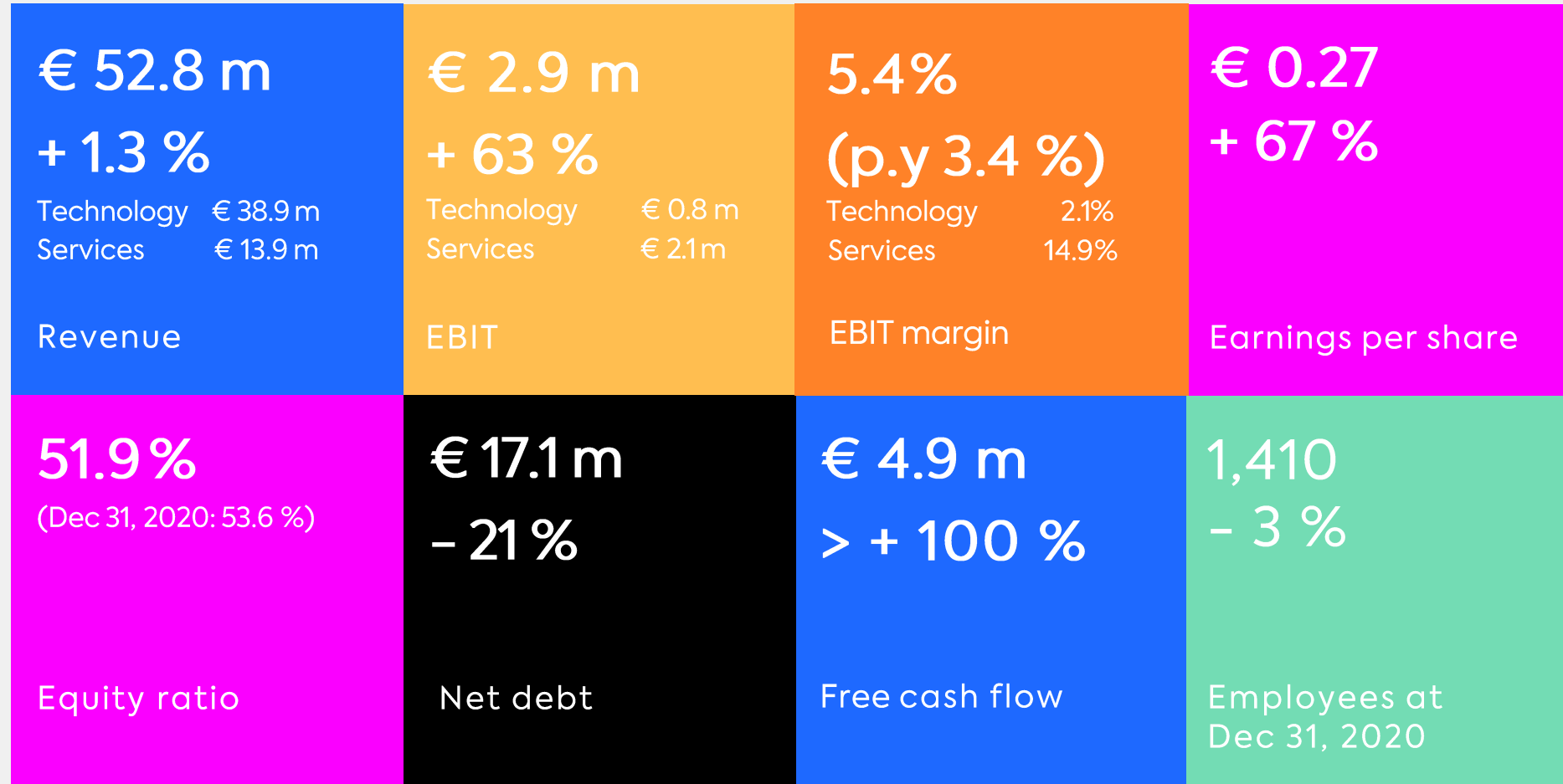


- Segment sales of €52.8 million (previous year: €59.5 million)
- Decrease of 11.4% compared to the previous year, caused by Corona-related travel restrictions.

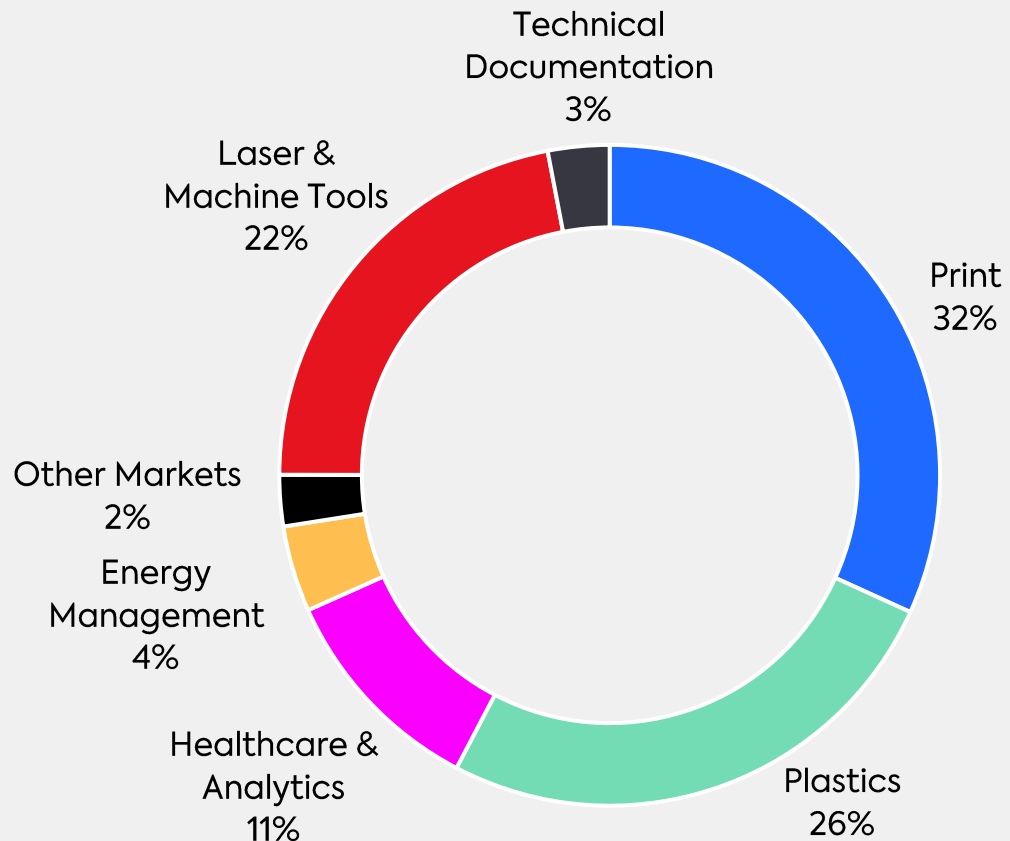
- Segment EBIT of €7.0 million robust as expected (PY: €8.3 million)
- Segment profitability at 13.2 % (previous year: 13.9 %)
- Adjusted for non-recurring items (€0.6 million), the segment's EBIT margin remained at the previous year's level of 14.4%.

All figures in € million unless otherwise stated

Key figures 1. Quarter 2021



Dynamic target markets



Plastics

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- New generation of temperature control units hit the market
- High demand from film extrusion

Healthcare & Analytics

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- Strong start in Healthcare & Analytics
- Sustained high demand for baggage scanner cooling

Energy Management

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- Increasing demand for BTMS (Battery Thermal Management Systems)

Laser & Machine Tools

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- Focus on special requirements is bearing fruit
- Markets for standard lasers remain competitive

Print

-

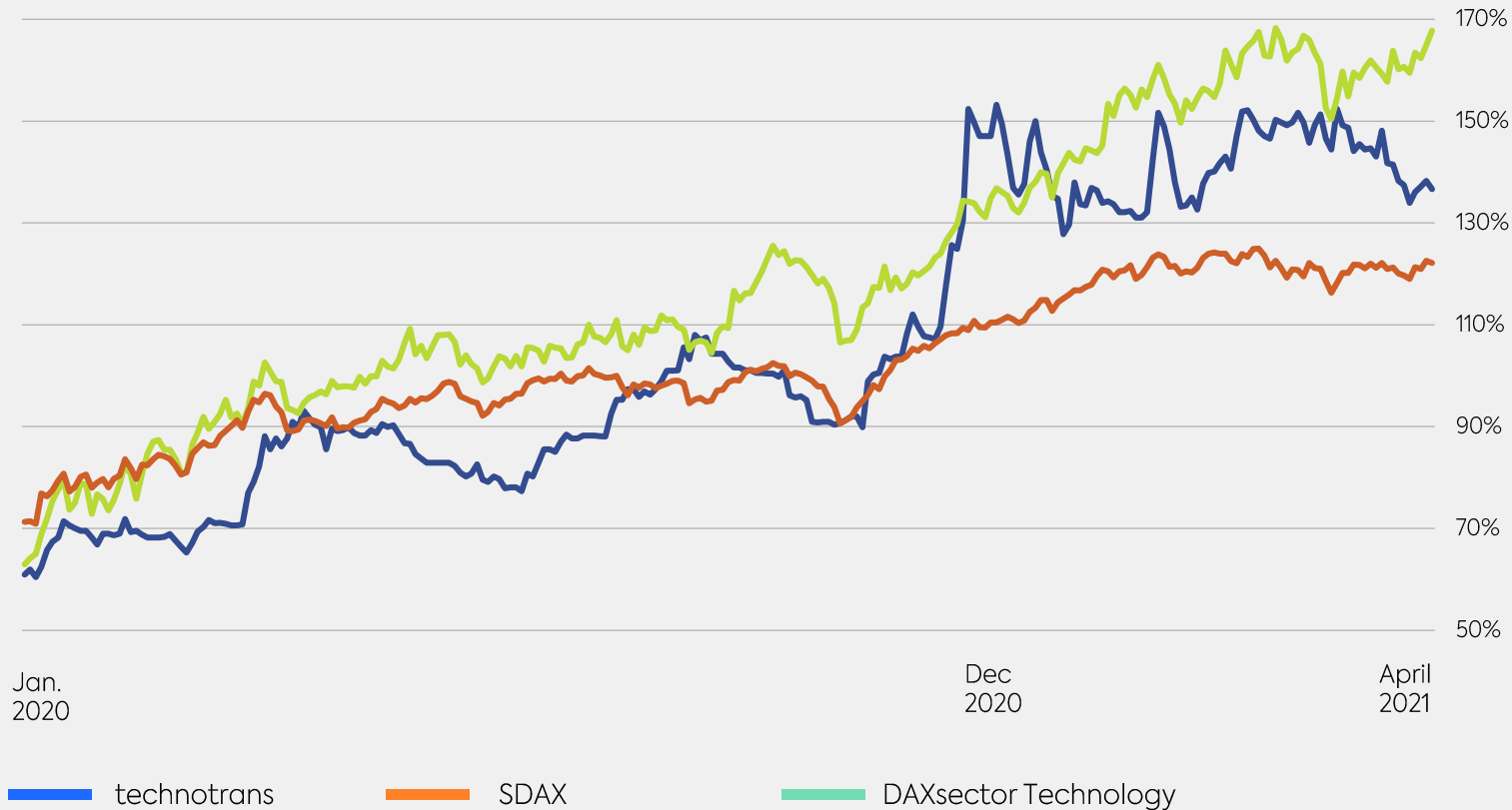
- Revenue still below previous year
- First signs of improvement are visible

Technical Documentation

o

- moderate growth in evidence

Solid share price performance



Date: May 3, 2021

- Share Price: € 27.00
- Market cap: € 186.5 Mio.

Performance since January 2021:

- Share Price: + 8.0 %
- Market cap: + € 13.8 Mio.

Current Analyst Recommendations:

- Bandwidth: € 31.00 – 32.00
- Recommendation: 2x buy / 1x hold

Dividend proposal to the Annual General Meeting on May 7, 2021:

€ 0.36

≈50 % of the net consolidated profit of the group

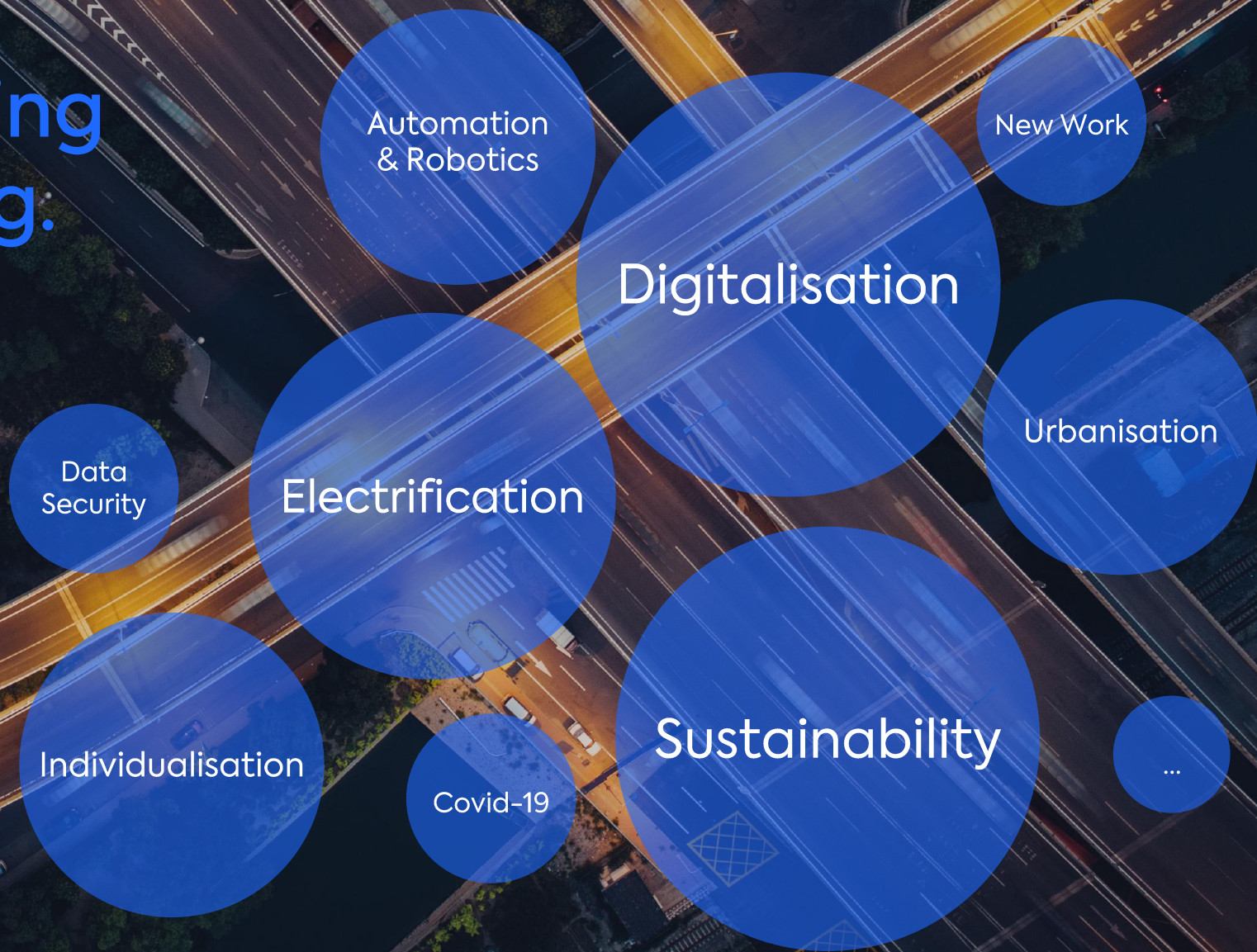
Sales success

Business Sector Highlights 2020



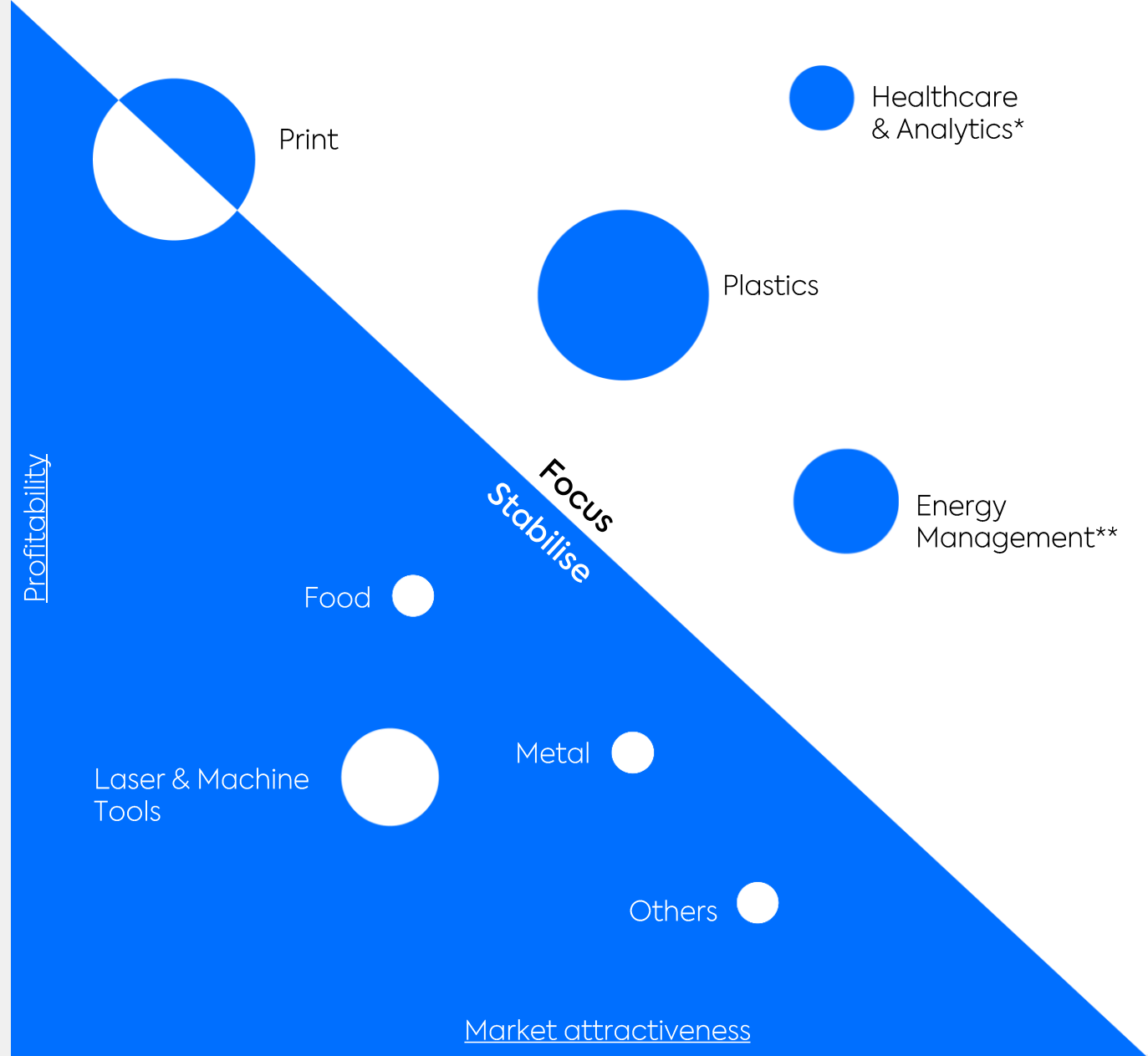
It's time to transform

The world is changing we're also changing.



Strategy

Focus on key markets



● Bubble size = planned revenue m € 2025

* Incl. Pharma, Chemistry/Biology

** E-mobility rail & road, charging stations, data centres

Future Ready 2025:

2021 – 2022

Phase I: Stability & Profitability

- Continuation of the **initiated change process** based on existing core competencies
- **Merger** of individual group companies
- Use of group-wide synergy effects through central control of the functional areas
- Strengthening technotrans as **one brand**

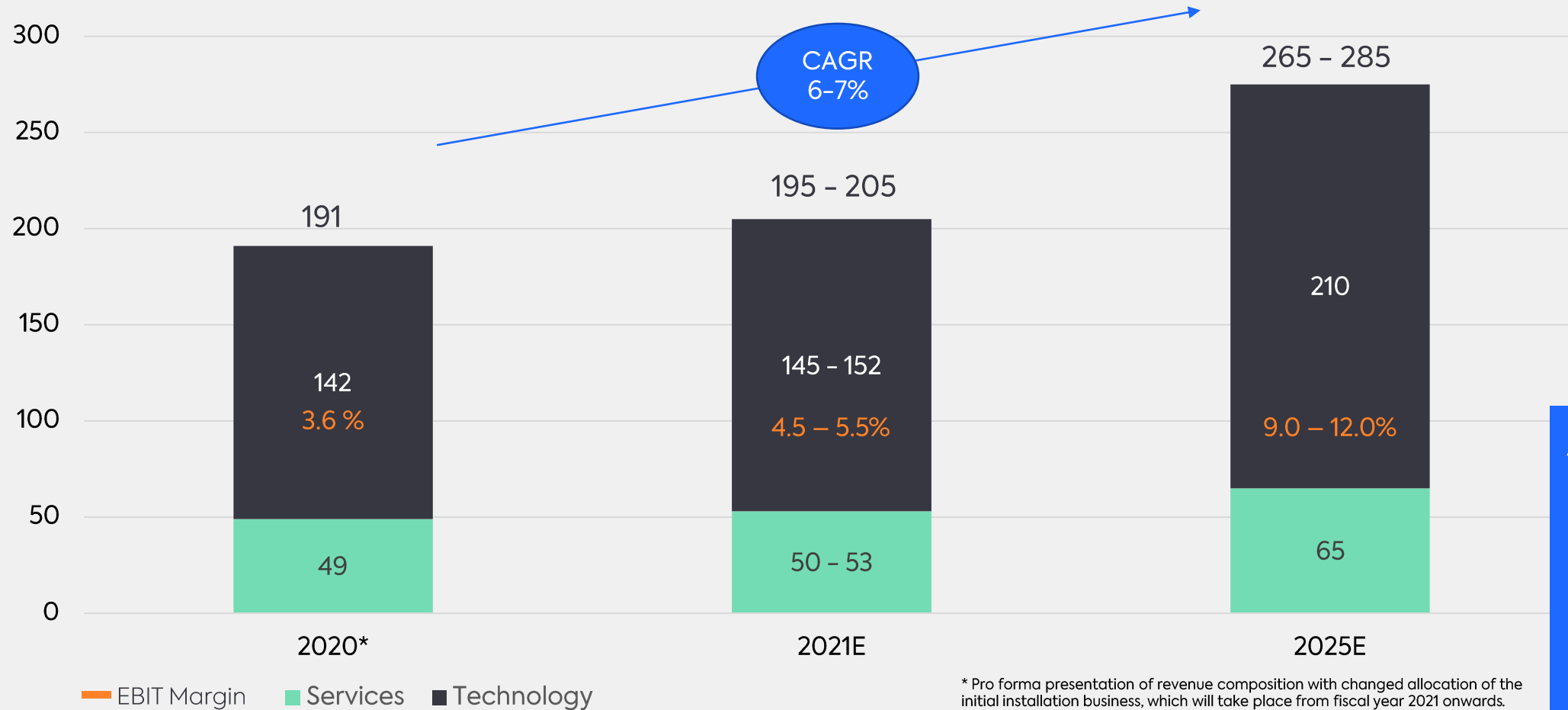
2023 – 2025

Phase II: Profitable growth & Investment

Accelerated growth based on:

- Focus on key markets (Plastics, Print, Energy Management, Healthcare & Analytics)
- New technologies
- International business expansion

Medium-term planning 2025



Assumptions:

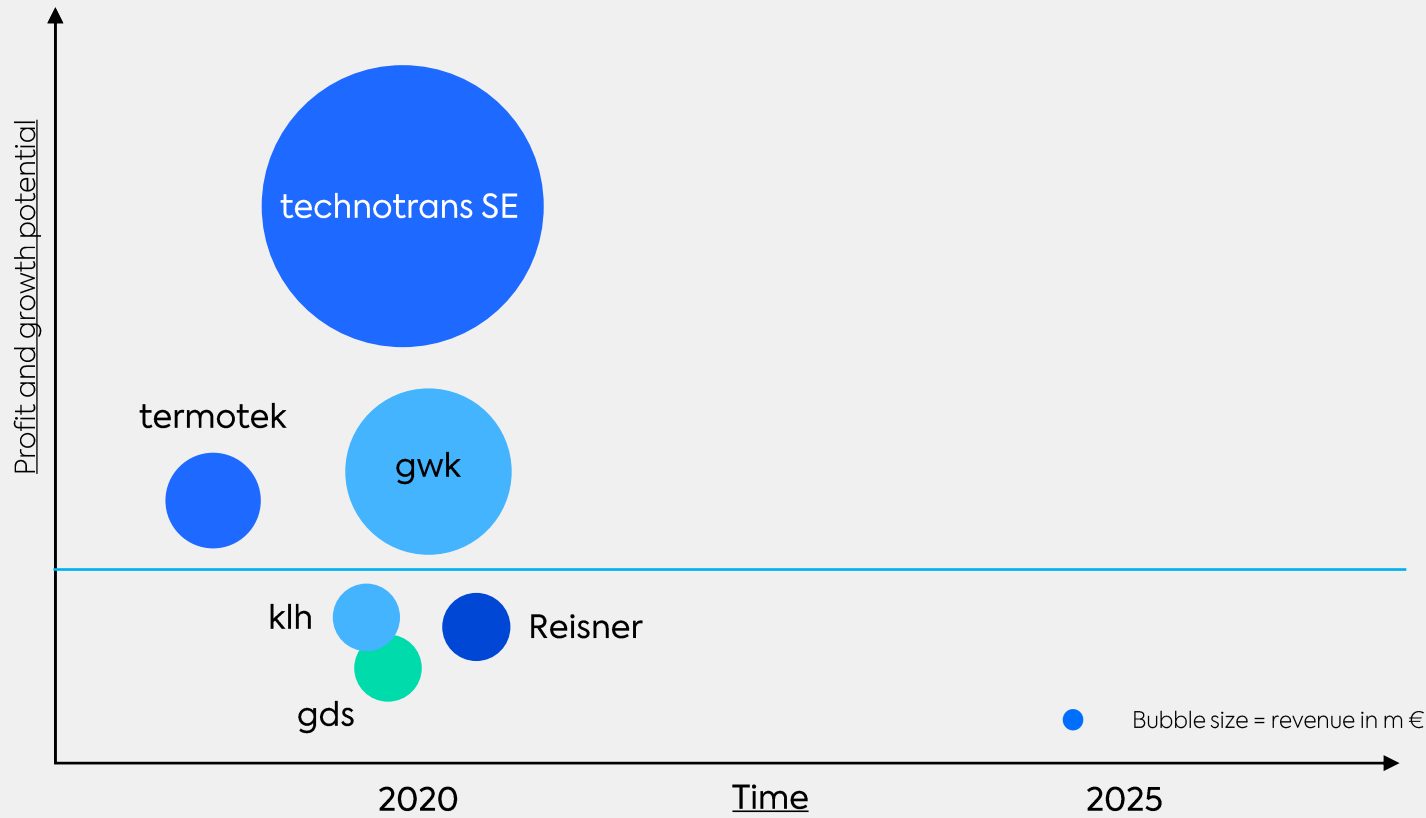
- Market recovery from 2021
- No additional impacts from COVID-19
- 2021 - 2025 organic growth

* Pro forma presentation of revenue composition with changed allocation of the initial installation business, which will take place from fiscal year 2021 onwards.

Our Vision:

If there is a challenge
in the field of
thermal management,
we develop and build
the better solution.

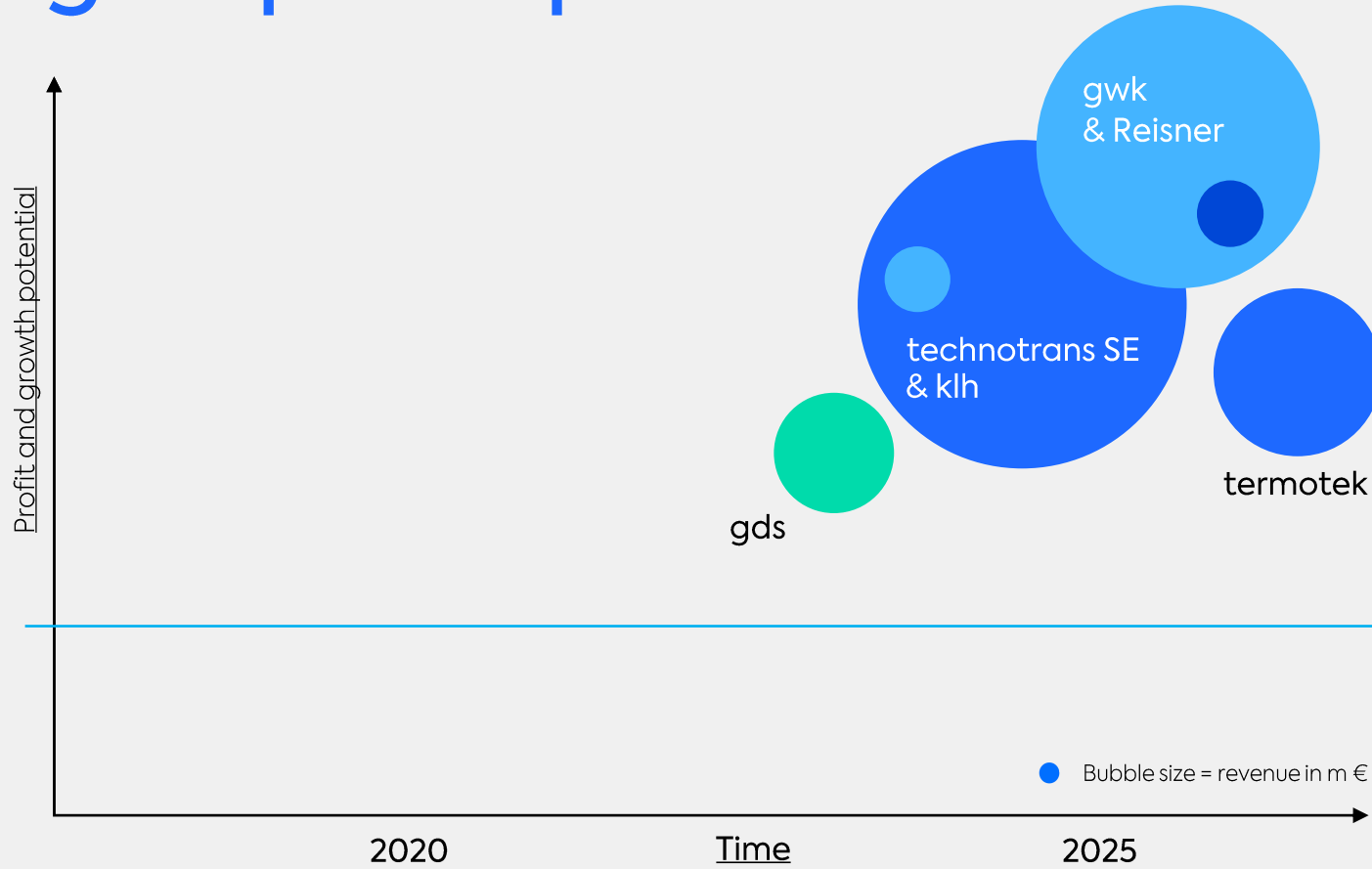
Consolidation of group companies



Consolidation in terms of:

- organisational merging to increase efficiency
- market focus, through technological and sales competence for our customers

Consolidation of group companies



Company

Markets

ttSE/KLH

Print, Energy Management, Laser & Machine Tools

gwk/Reisner

Plastics

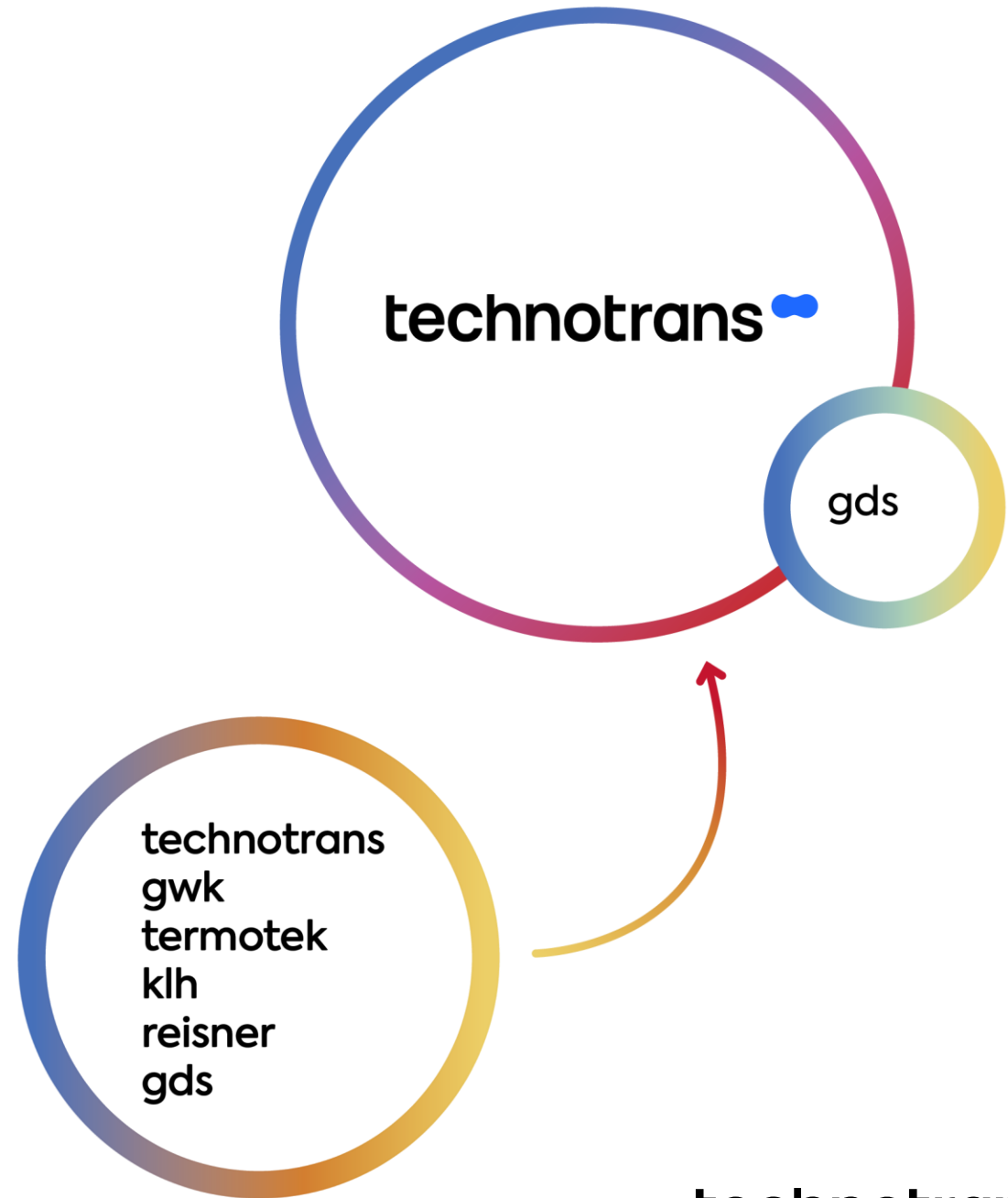
termotek

Healthcare & Analytics, Laser & Machine Tools (small size)

gds

Technical Documentation

How will technotrans look in the future? One brand for all.



What we care about

ESG criteria

1. Electricity

We preserve and promote

Continuous expansion of electricity purchasing and/or production from **renewable resources**

Our Targets/KPIs

share 2025:
100 % „green power“

2. Fleet consumption

Reducing consumption of fuel

5 % p.a. reduction

3. Diversity

Continuously **uphold a share** of female/divers employees group-wide

min. 20 %

4. Personnel development

Increase expenses for personnel development

5 % p.a. increase

5. Packaging waste reduction

Increase recycling quota of packaging material

share 2025: 100 %

New building Holzwickede



Basic information:

- Property area: approx. 9000 m²
- Office space: 900 m² (expandable)
- Production space 2000 m² (expandable)
- Energy standard: KfW-55
- Construction time: 9 months
- Commissioning: Feb 2, 2021
- Investment volume: approx. € 5.5 m

It's time to transform

Time has come
to focus the power
to transform.

A hand is shown in silhouette, holding a glowing blue globe of the Earth. The globe is overlaid with a white network of interconnected nodes and lines, representing a digital or technological network. The background is a dark blue gradient with a blurred light source at the bottom.

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THANK YOU FOR YOUR PARTICIPATION!