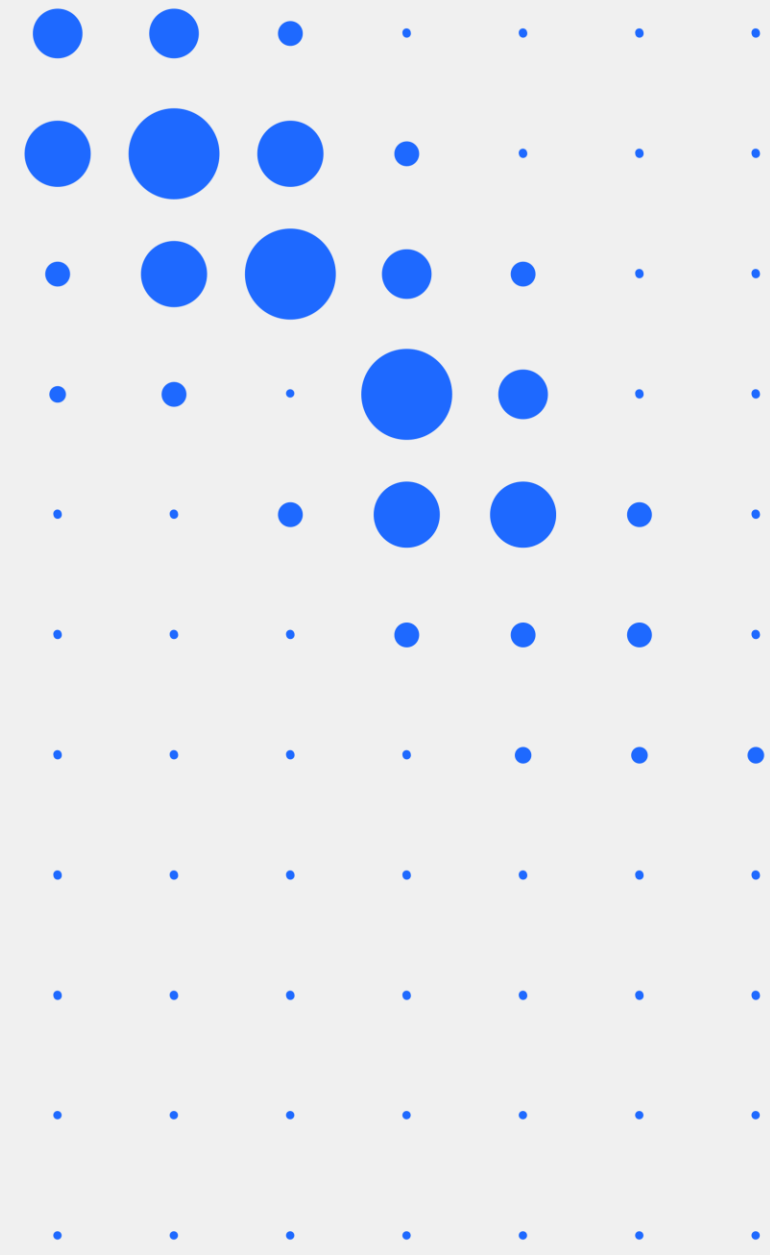


technotrans 

Webcast First 6 Months 2022

power to transform –
strategy into results

August 9, 2022

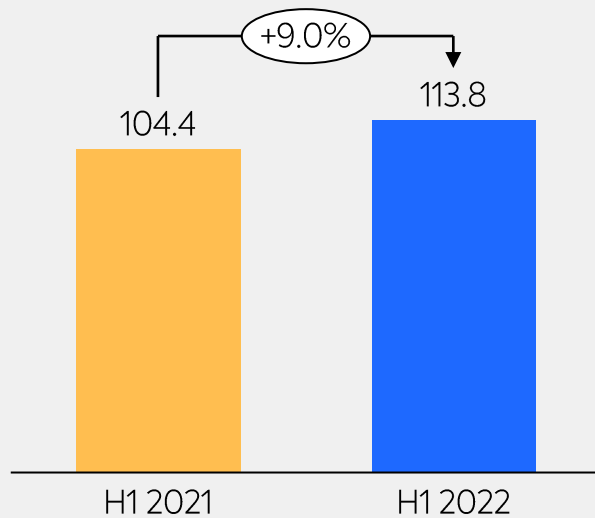


Agenda

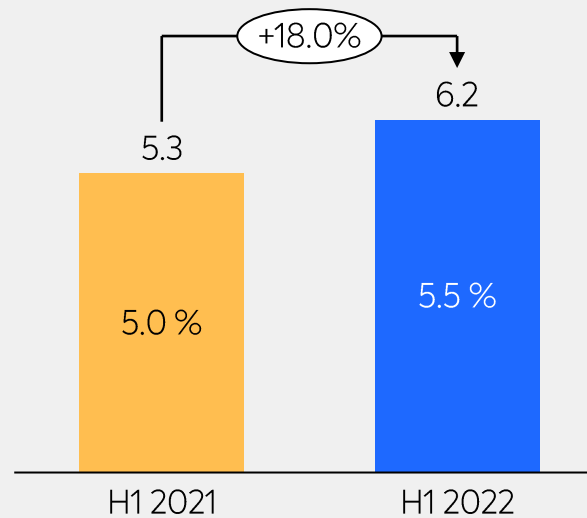
- Business Performance
- Supply Chain Status
- Status Update - Future Ready 2025
- Outlook
- Conclusion of the Board of Management
- Annex
 - Business modell

First 6 months 2022 – Main KPIs

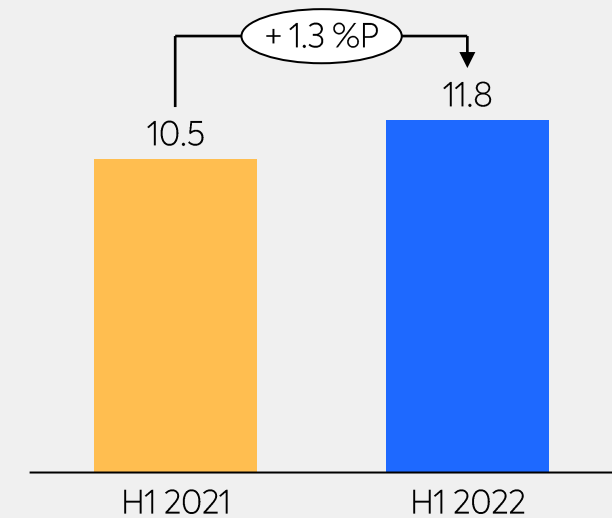
Revenue



EBIT / EBIT margin



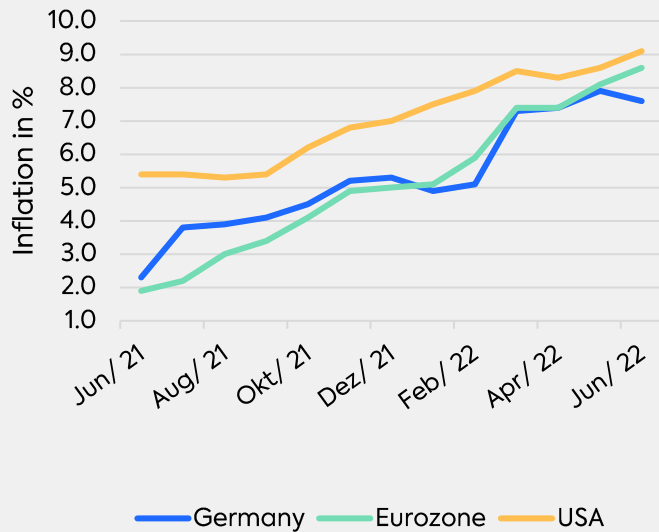
ROCE



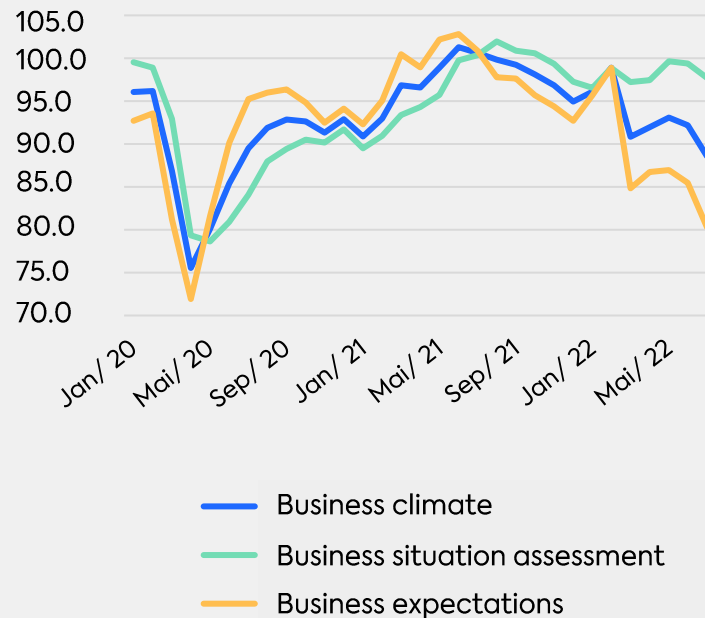
All figures in mio €

Deteriorating economic indicators

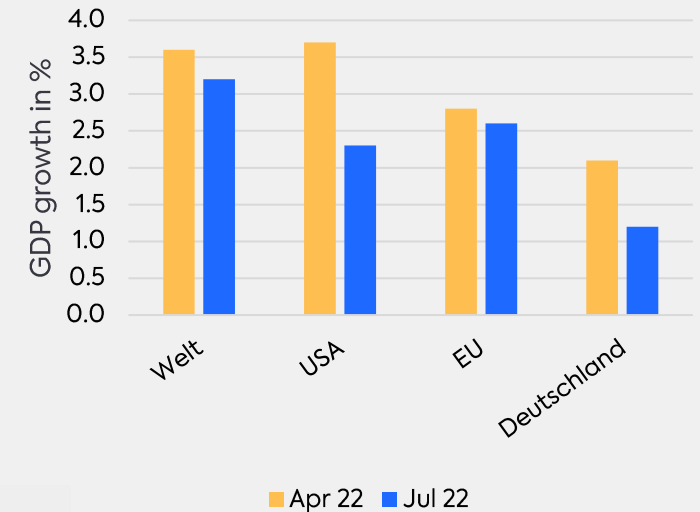
Inflation



Ifo Indizes



IMF projections



Sources: Ifo institute, IMF

Overviews additional KPI's



94 m€

(Mar. 31, 22: 85 M€)

Order backlog*



1.3

(Mar. 31, 22: 1.3)

Book-to-Bill-Ratio*



0.59 €

+18.4 % (p.y.: 0.50 €)

EPS



53.2 %

(Mar. 31, 22 : 57.0 %)

Equity ratio



27.2 m€

(Mar. 31, 22 : 20.7 m€)

Net debt



1,429

(Mar. 31, 22: 1,433)

Employees

(June 30.)

*) German production sites

Performance first 6 months 2022 – profitable growth



Future Ready 2025

100 % on track



Revenue and result

Significantly above prior year and Q1 2022



Order backlog

New all-time-high



Supply Chain Management

Material supply secured



Assets and financial position

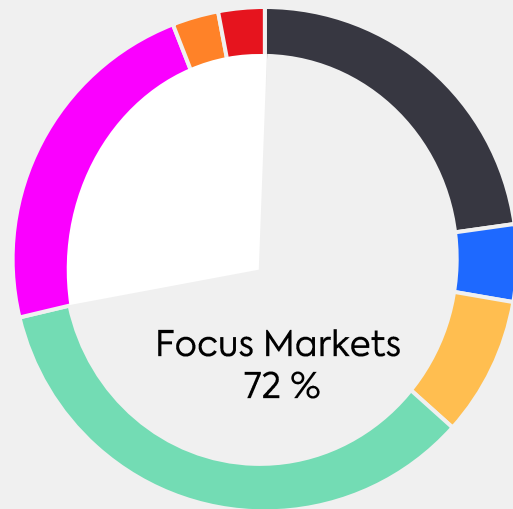
Remains solid



Strategic focus markets

High demand

Record order backlog



- 23 % Plastics
- 5 % Energy Management
- 9 % Healthcare & Analytics
- 35 % Print
- 23 % Laser & Machine Tools
- 3 % Technical Documentation
- 2 % Other Markets

Revenue shares by markets first 6 months 2022

Plastics

- Customers react very positively to expanded capabilities
- Supply chain-related shifts in revenue

Energy Management

- Numerous new orders generated, market position expanded
- Significant revenue growth

Healthcare & Analytics

- Order situation develops positively as expected
- Revenue shifts due to material bottlenecks

Print

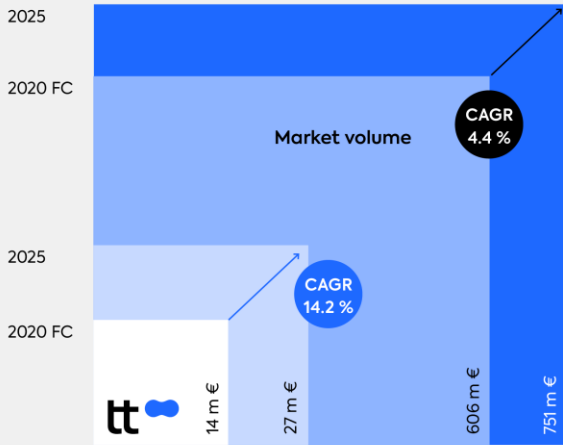
- Significant increase in revenue due to catch-up effects
- Positive momentum in the packaging industry

Laser & Machine Tools

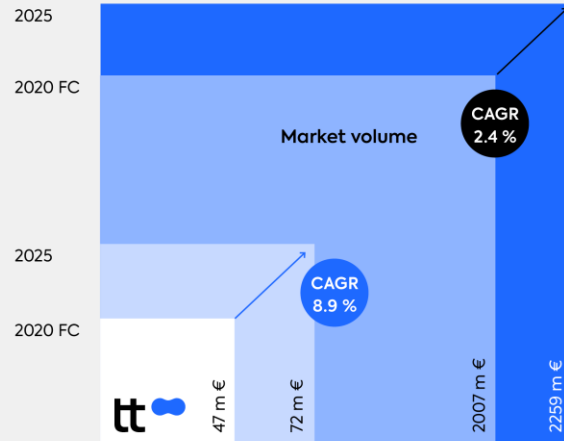
- Strong revenue growth for high-tech laser applications

Focus markets strategically on track

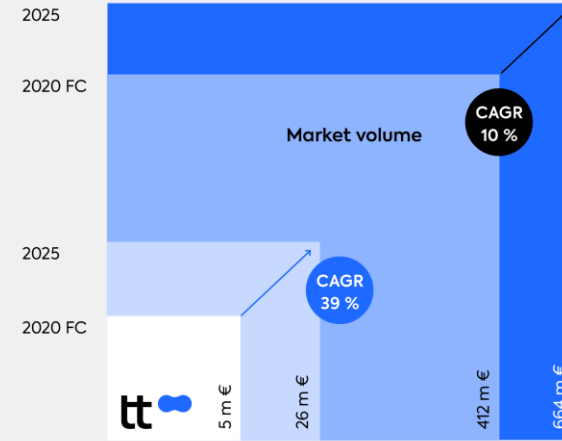
Healthcare & Analytics



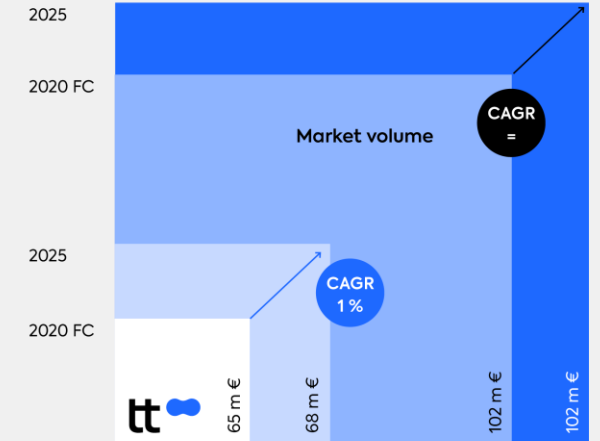
Plastics



EM - E-Mobility



Print



Target 2022: € 18m

H1 2022: € 10m

ahead



Target 2022: € 55m

H1 2022: € 26m

on track



Target 2022: € 10m

H1 2022: € 6m

ahead



Target 2022: € 66m

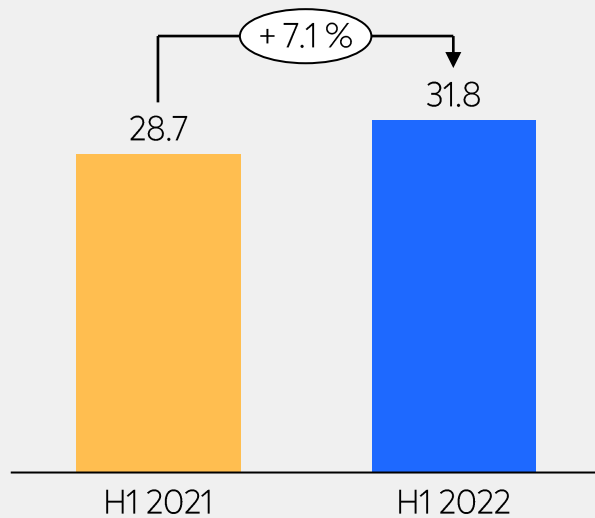
H1 2022: € 40m

ahead

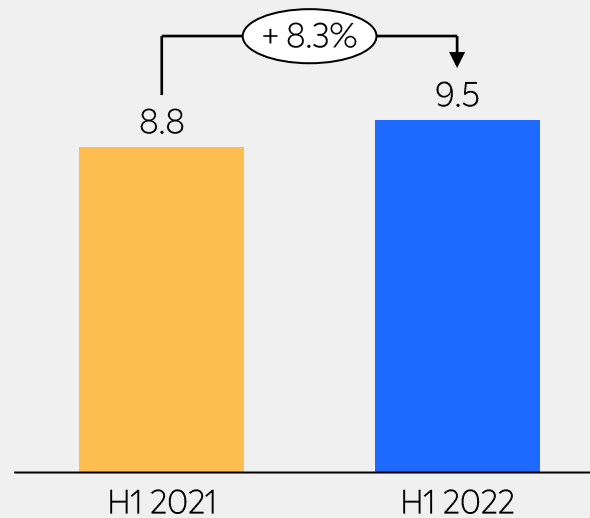


Positive earnings performance

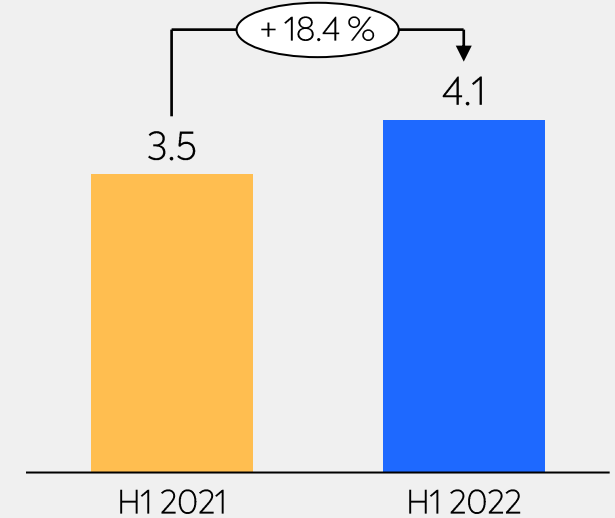
Gross profit



EBITDA



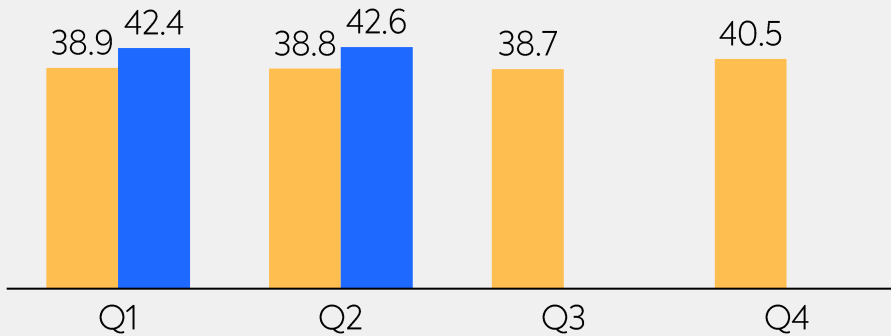
Net profit for the period



All figures in m€

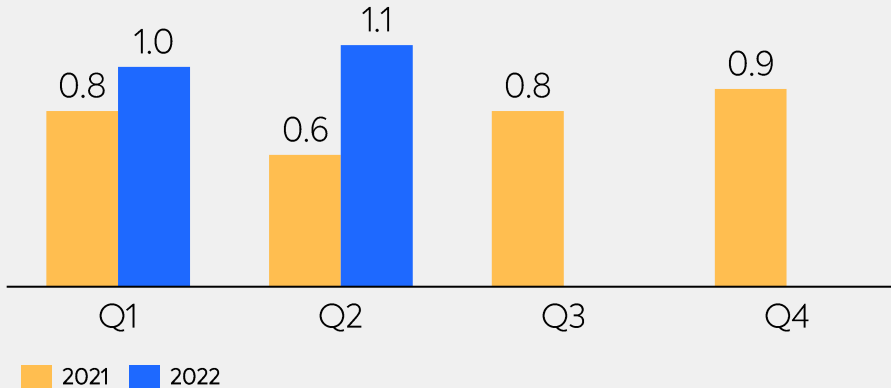
Segment Technology

Revenue 2021/2022 by quarters (m€)



- Segment revenue rose by 9.4 % against previous year
- Main drivers: Focus markets Print, Energy Management and Laser & Machine Tools

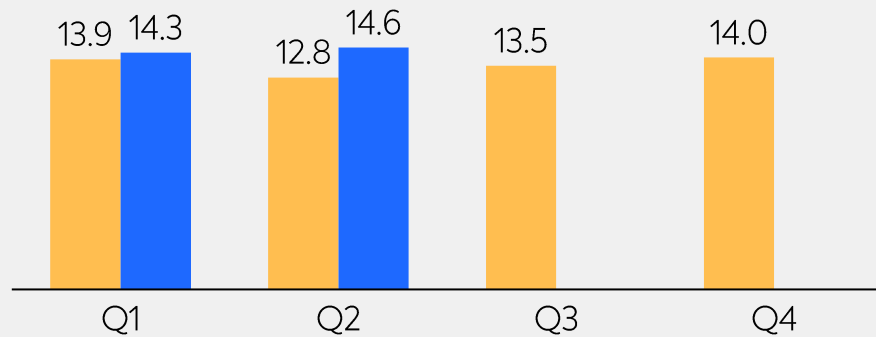
EBIT 2021/2022 by quarters (m€)



- Segment EBIT at 2.1 m€ (previous year: 1.4 m€)
- Segment profitability reaches 2.5 % (previous year: 1.8 %)

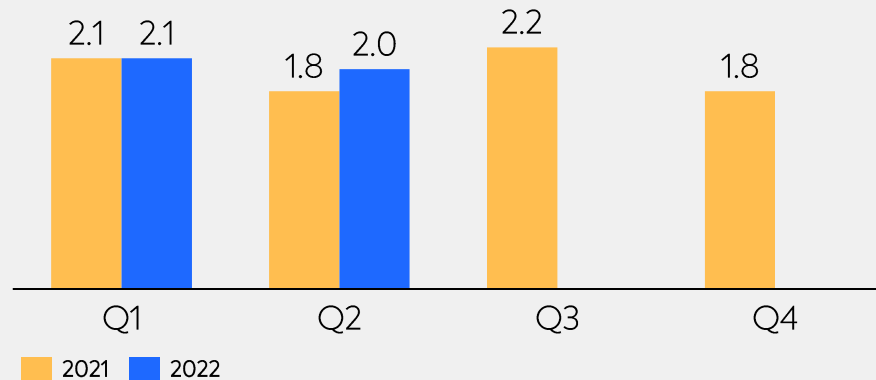
Segment Services

Revenue 2021/2022 by quarters (m€)



- Segment revenue for the period rises to € 28.8 million (previous year: € 26.7 million)

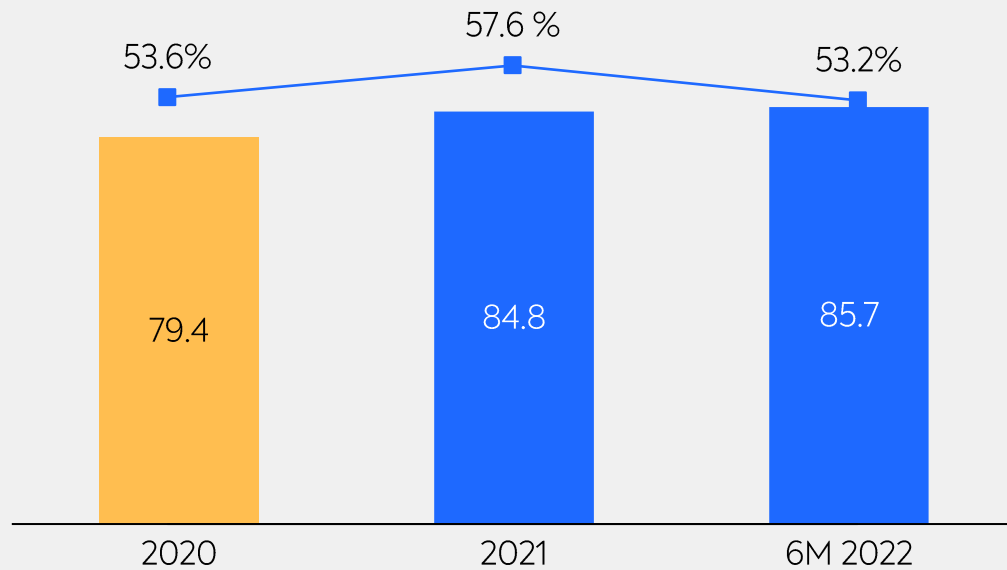
EBIT 2021/2022 by quarters (m€)



- Segment EBIT at € 4.1 million (previous year: € 3.9 million)
- Segment profitability at 14.2 % (previous year: 14.6 %)

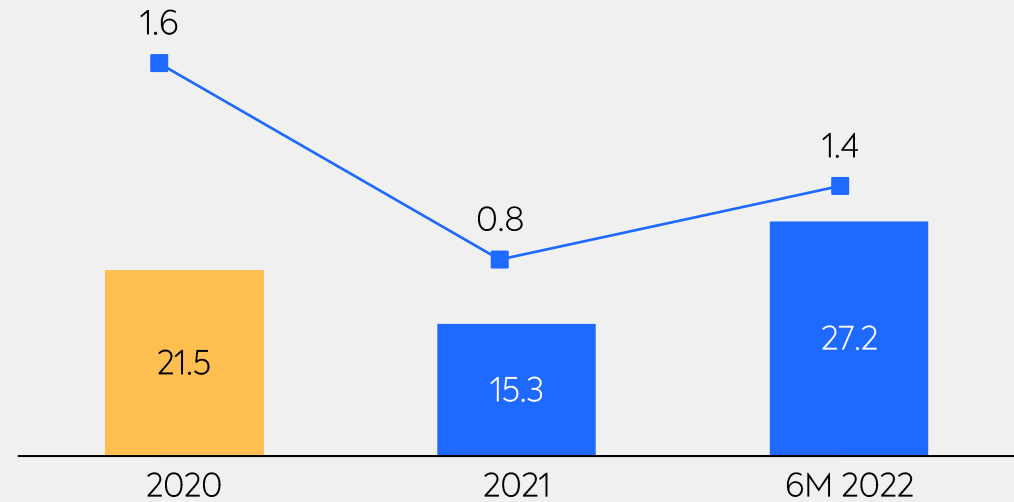
Balance sheet and financial position

Equity & Equity ratio (m€/%)



=> Equity ratio remains strong

Net debt (m€)
Net debt / EBITDA-ratio



=> Net debt increased due to increased net working capital

Challenges on the path to revenue capability



Availability of raw materials/material



Unreliable delivery date commitments



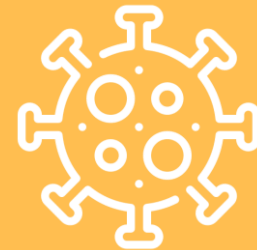
Price increases for raw and other materials



Disruptions in the supply chains



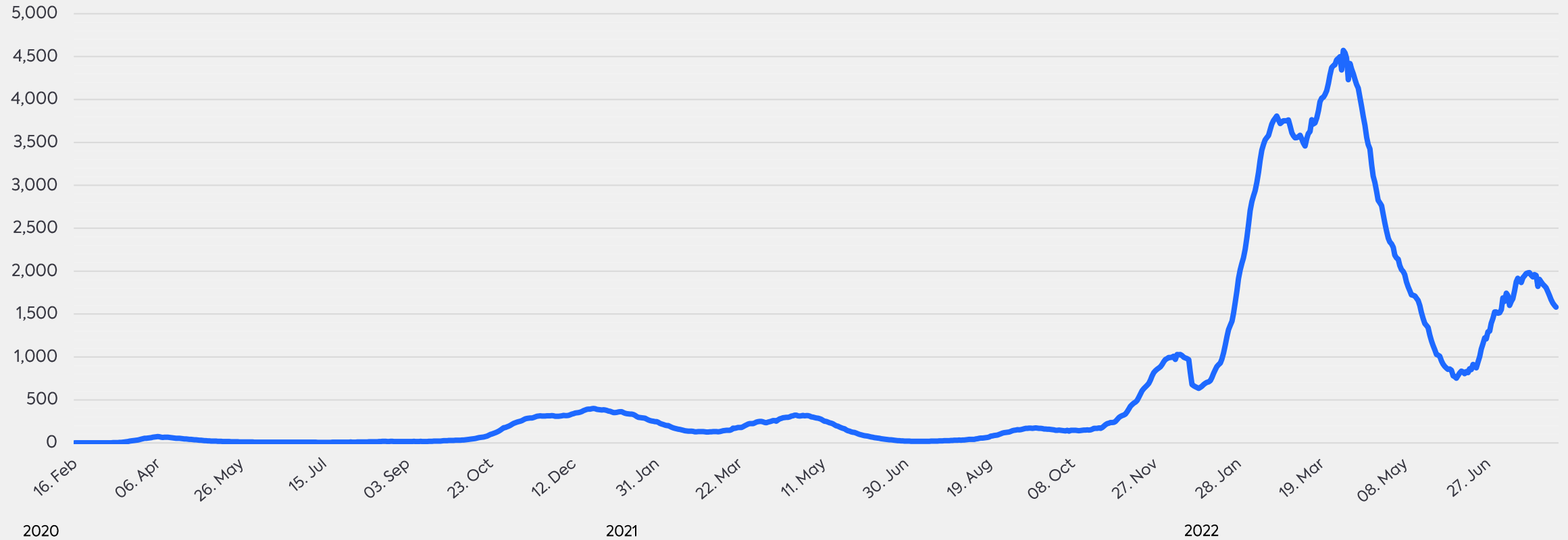
Price increase for energy



Pandemic-related capacity bottlenecks

Active cases of coronavirus (COVID-19) in Germany

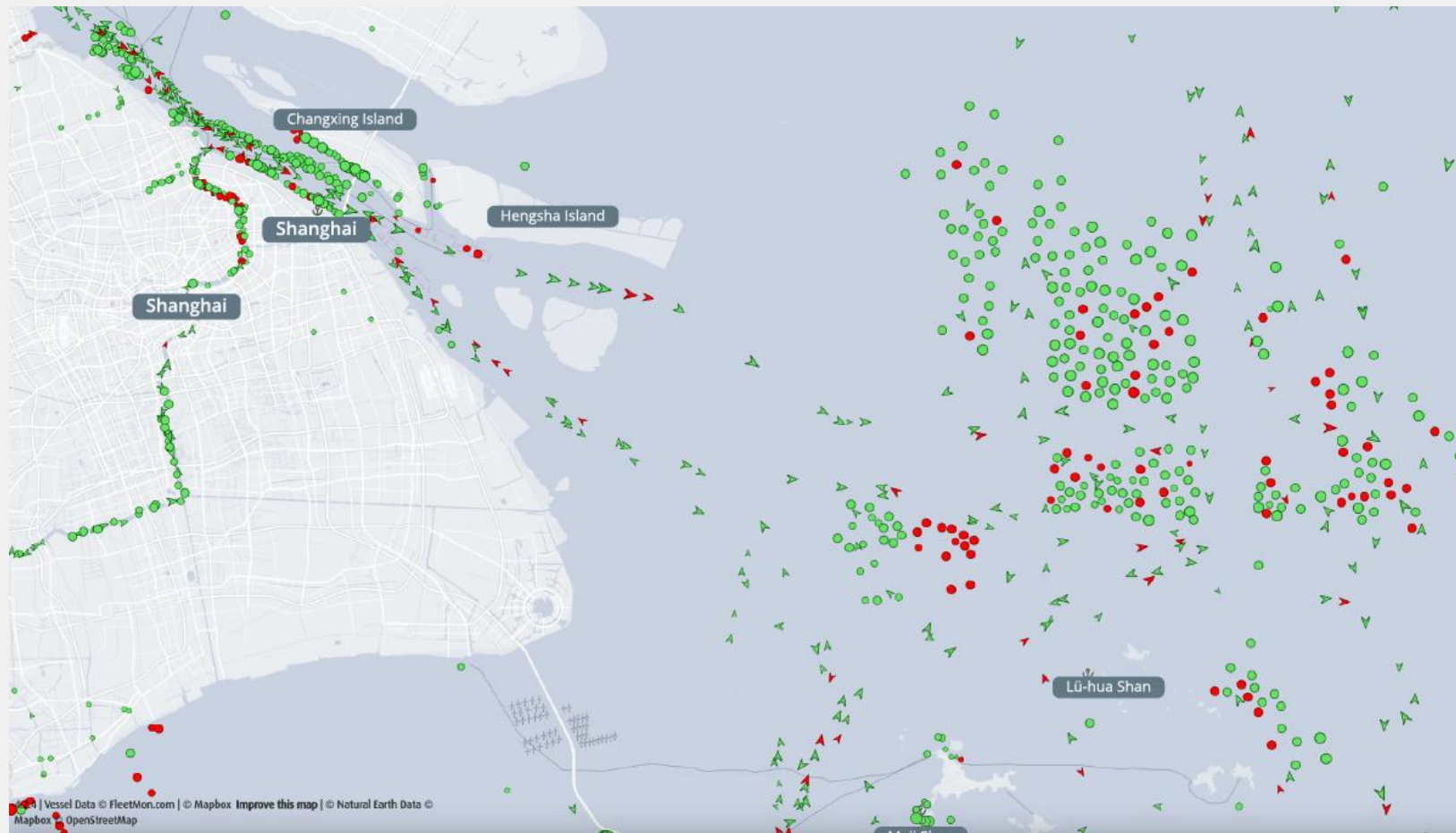
All figures in thousands



Status: 8th August 2022

Anchoring cargo- and tanker vessels in front of Shanghai port

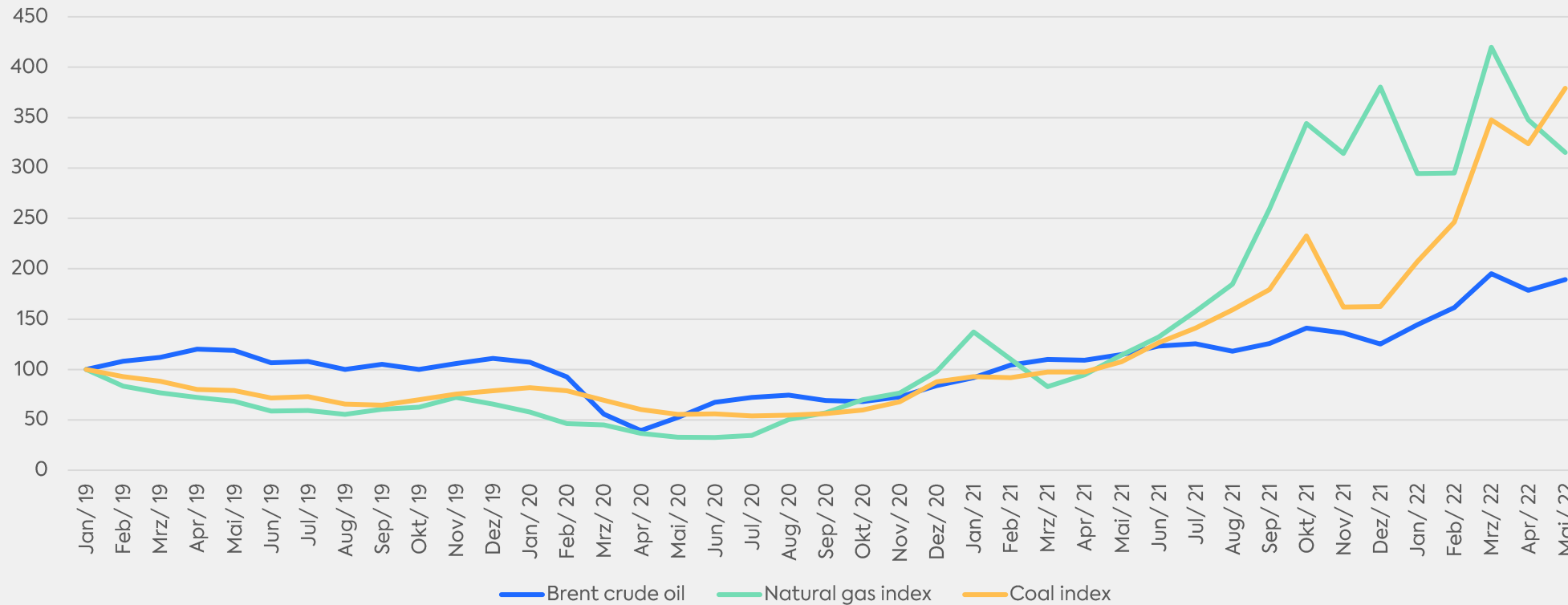
● Cargo vessels ● Tank vessels ○ at anchor/moored ▷ driving



- April 28, 2022: More than 400 cargo and tankers await discharge of cargo as a result of the Lock Down
- Around 3% of global container traffic is congested off Shanghai
- Global supply bottlenecks have widened again

Source: FleetMon / statista

Sharp rise in prices for fossil fuels



Source: IWF

Future Ready 2025 – Strategic Milestones

2021 – 2022

Phase I: Stability & Profitability

- Continuation of the initiated **change process** based on existing core competencies
- **Concentration on focus markets**
- Establishment of a **market-oriented organizational structure**
- Expansion **sustainability**
- **Consolidation** through use of group-wide synergy effects, expansion of shared services
- **Merger** of individual group companies
- **Strengthening** technotrans as one brand

2023 – 2025

Phase II: Profitable Growth & Investment

Accelerated growth based on:

- Consistent **concentration on focus markets** (domestic and international markets)
- **International business expansion**
- **Innovative product** development
- Use of **new technologies**
- **M & A**

Major sales successes – strong base for organic growth



02/18/2022 technotrans wins **important order** from **Apetito** in **Food-Industry**

03/30/2022 Swapping instead of charging: technotrans develops **cooling solutions** for Power Swap Stations by **NIO**

04/07/2022 Cooling solutions for the circular economy: technotrans wins a **major order** from **UBQ Materials**

08/09/2022 **Order backlog** reaches **new record level** of **€ 94 million**

08/09/2022 The **book-to-bill ratio of 1.3** underlines the continuous growth

Guidance 2022 – confirmed!

5.0 – 6.0 %

EBIT-margin 2022

11.0 – 13.8 m€

EBIT 2022

220 – 230 m€

Group revenue 2022
organic growth

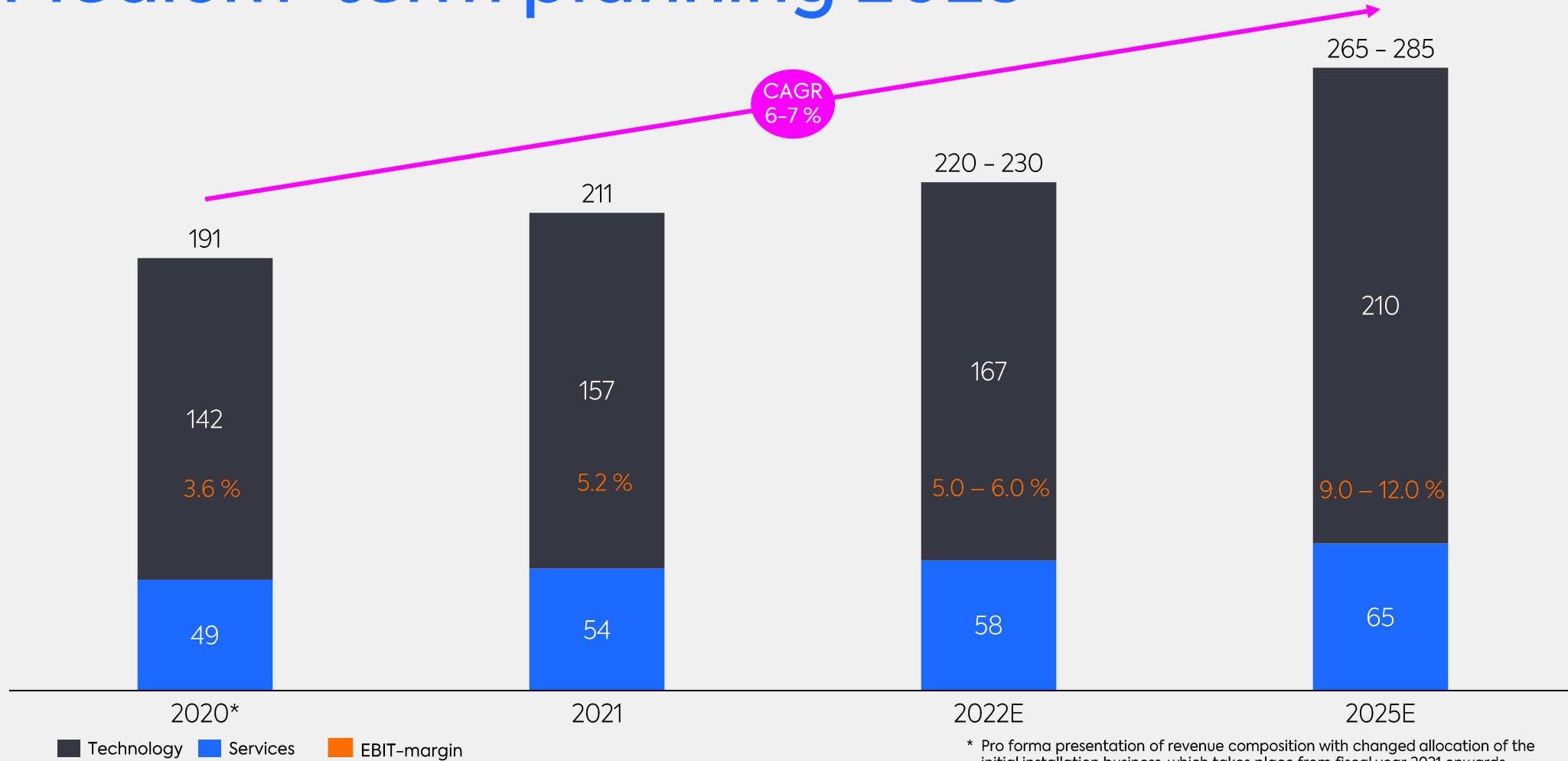
12.5 – 14.0 %

ROCE 2022

Assumptions:

No tightening of the procurement situation as well as COVID-19, no supply freeze for Russian gas.

Medium-term planning 2025



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

power to transform – strategy into results

technotrans has significantly increased revenue and earnings in the first 6 months of 2022 and is 100% on target strategically.

The figures have improved again compared with the successful 1st quarter under challenging conditions.

The order situation reached a new all-time high.

We are very pleased with the performance in the first 6 months of 2022 and confirm the forecasts for 2022 and 2025.



Peter Hirsch
CTO/COO

Michael Finger
CEO

Contact

Investor Relations



Frank Dernesch

Manager Investor Relations & Corporate Finance

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frank.dernesch@technotrans.de

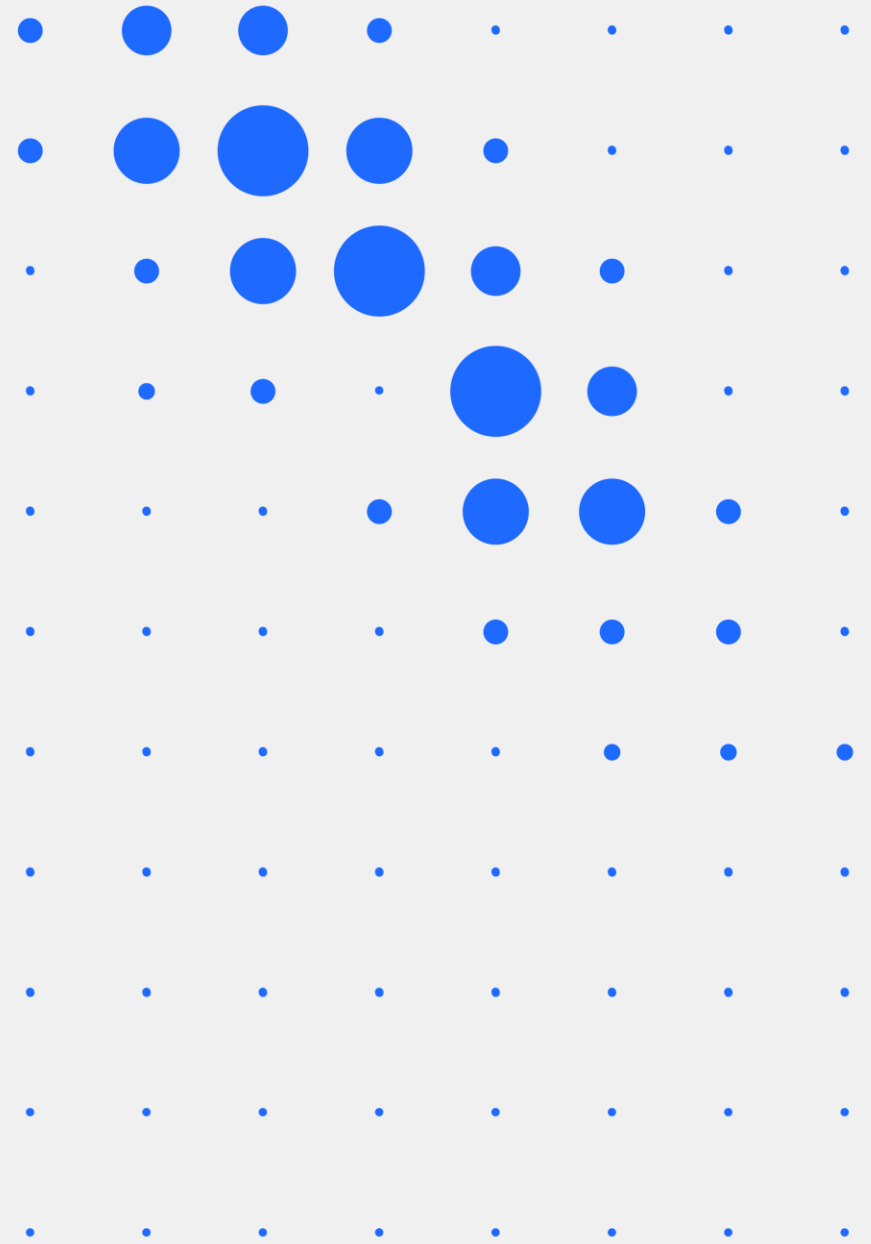


Disclaimer

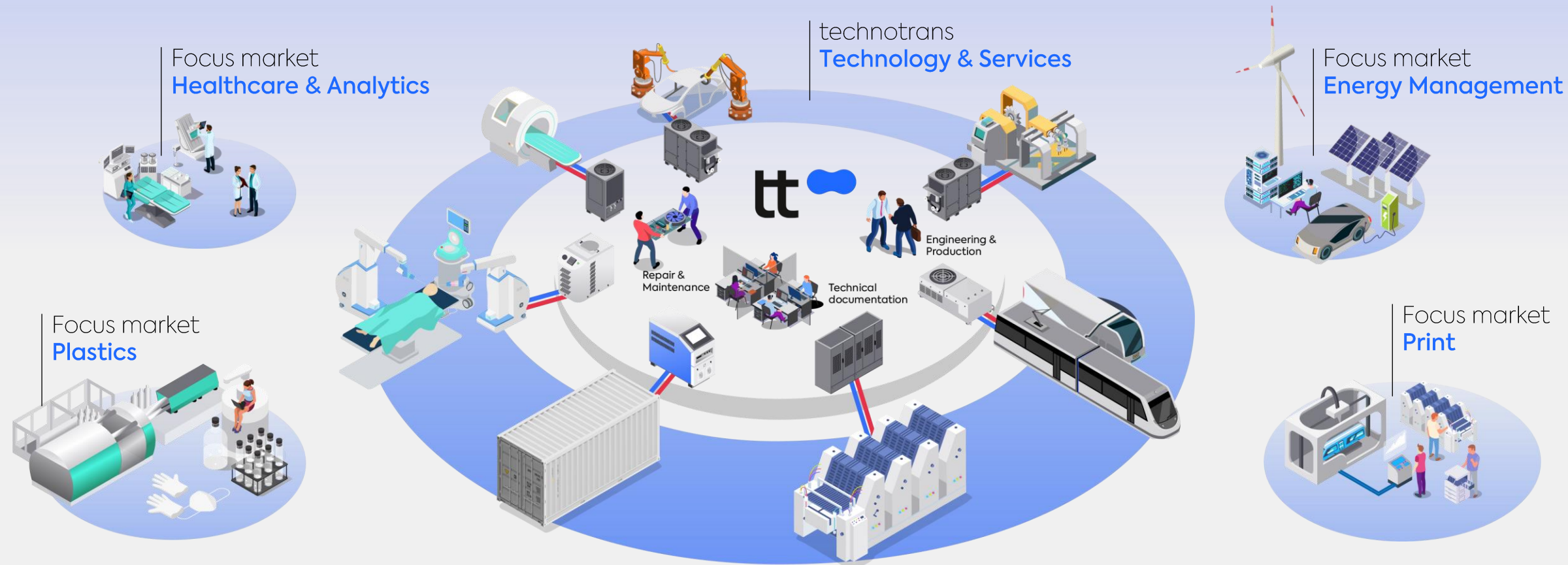
This presentation contains statements on the future development of the technotrans Group.

These reflect the present views of the management of technotrans SE and are based on the corresponding plans, estimates and expectations. We point out that the statements are subject to certain risks and uncertainties which could mean that the actual results differ considerably from those expected.

Annex



For our customers' products we develop sustainable thermal management solutions.



0.1 kW  5,000 kW

-80°C  +400°C

 ecological - social - economic

Power to transform technology into products.
Thermal management is an integral part
of customer systems.

technotrans – an attractive investment

182 Mio. €

Market Cap
June 30, 2022

Up to 50%
of consolidated net
profit

Attractive dividend
policy

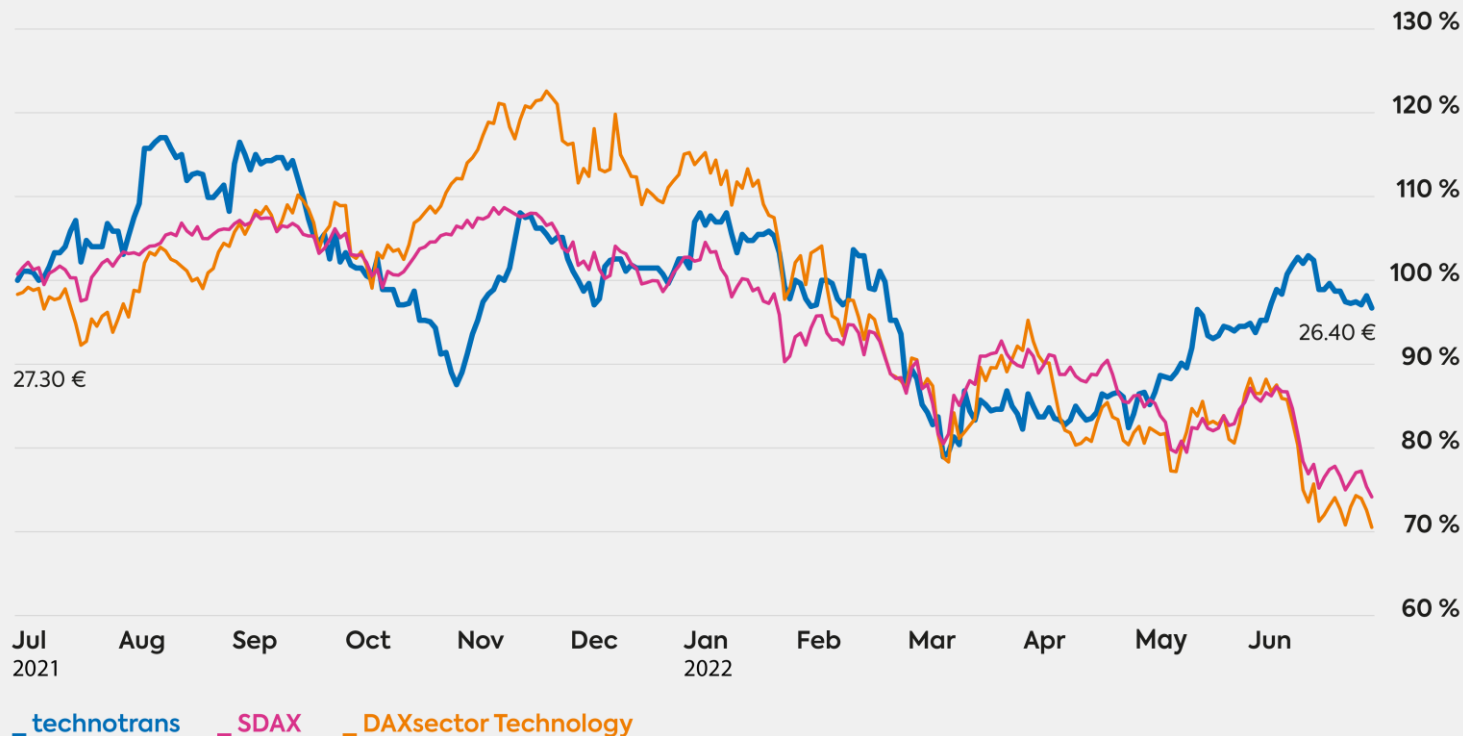
Luxempart S.A.:	20.1 %
Gerlin N.V.:	7.6 %
Objectif Small Cap	5.3 %
MidlinN.V.	5.2 %
Allianz Vie	5.1 %
Universal Investment	3.1 %
MONOLITH	5.0 %
Freefloat	48.6 %

Shareholder structure

Equity Story

- Profitable growth strategy
- Technological leadership
- Clear market focus
- Diversified customer base
- International network
- Sustainability commitment
- Attractive dividend policy

Share Price Performance



Data as of June 30, 2022

- Share Price: 26.40 €
- Market Cap: 182 m€

Performance June 2021/22

- Share Price: - 3 %
- Market Cap: - 6 m€

Analyst-Coverage

Hauck und Aufhäuser AG
Warburg Research GmbH
Kepler Cheuvreux
LBBW

- Bandwith: 28.50 – 34.00 €
- Recommendation: 4 x BUY