



# Webcast 9M 2022

power to transform –  
strategy into results

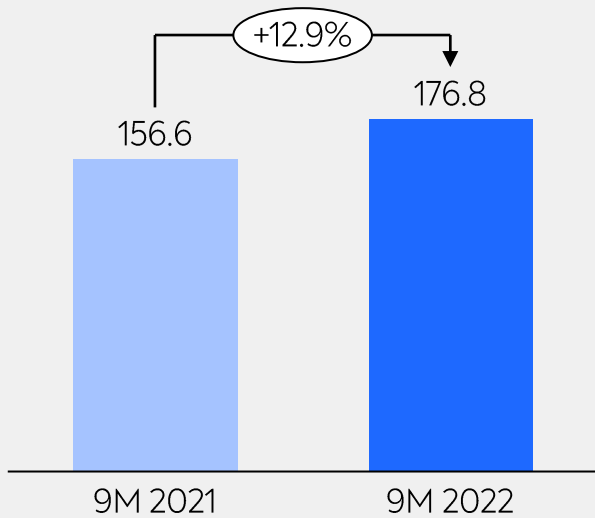
November 8, 2022

# Agenda

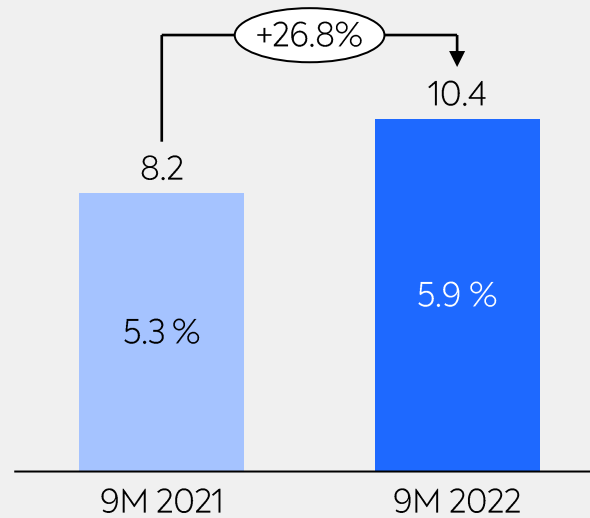
- Business Performance
- Framework Conditions
- Strategy Future Ready 2025
- Outlook
- Conclusion
  
- Contact/Disclaimer
  
- Annex
  - Business modell
  - Information for shareholders

# 9 months 2022 – Main KPIs

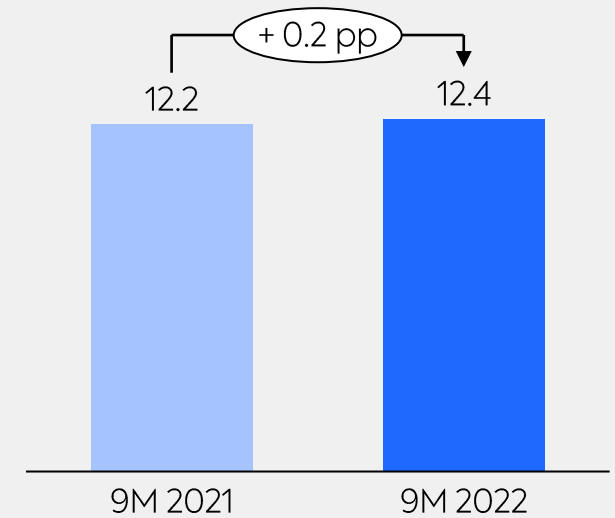
Revenue



EBIT / EBIT margin



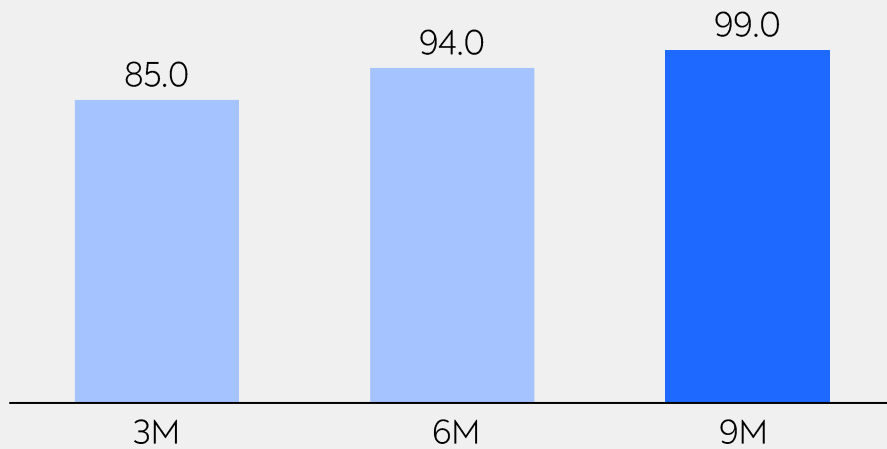
ROCE



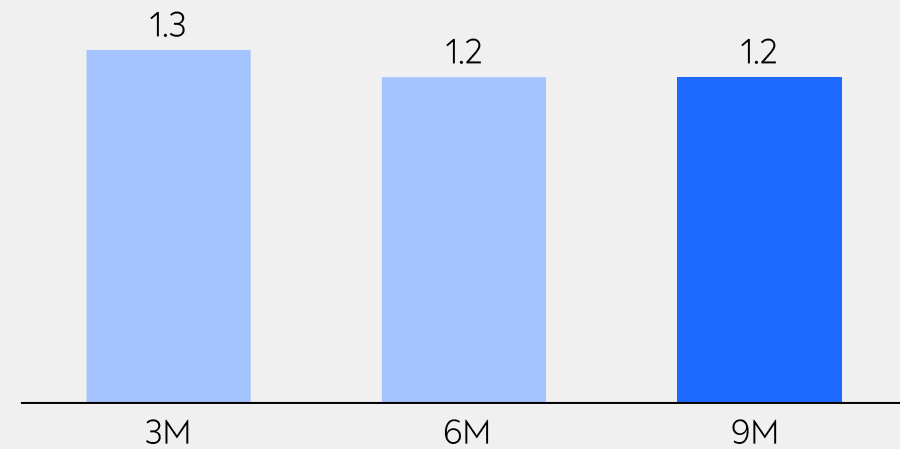
All figures in m€

# Order Situation 2022

## Order Backlog

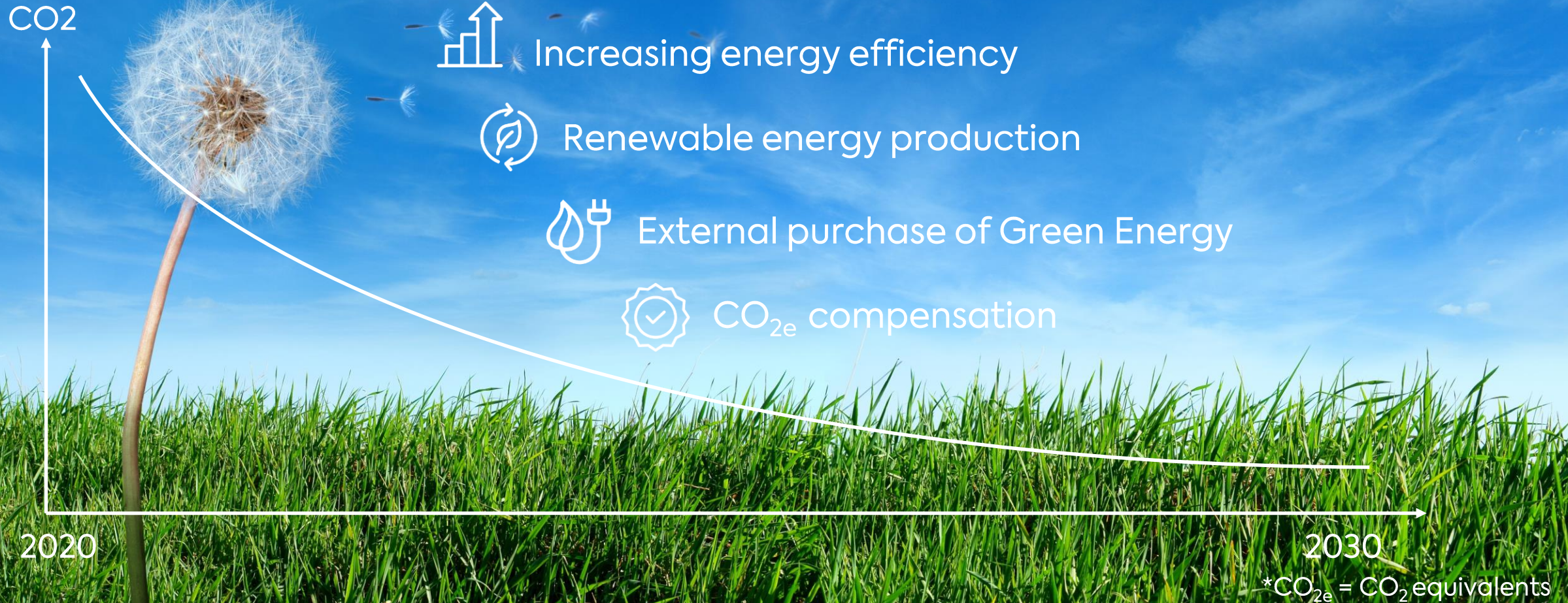


## Book to Bill Ratio\*



\*) German production sites

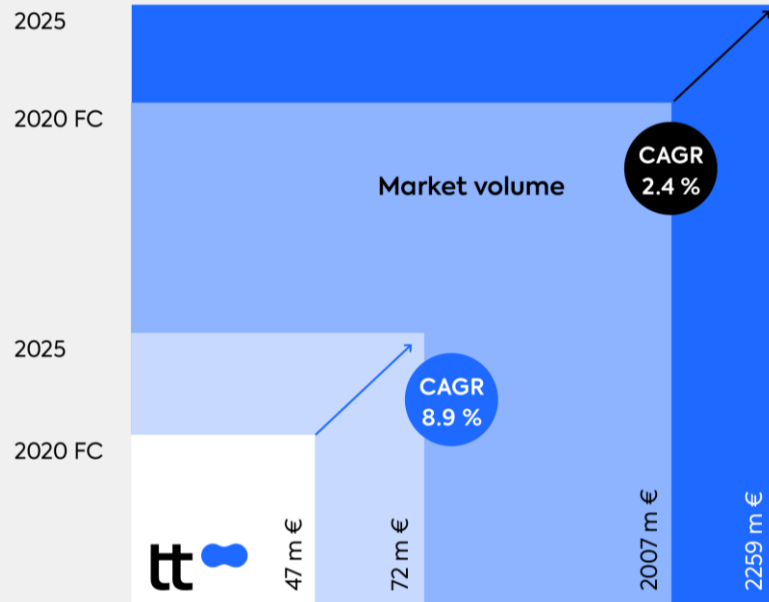
# Climate neutrality 2030





# Technotrans site in Holzwickede obtains green hydrogen

# Plastics



Target 2022: € 55m  
9M 2022: € 41 m  
**on track** ✓

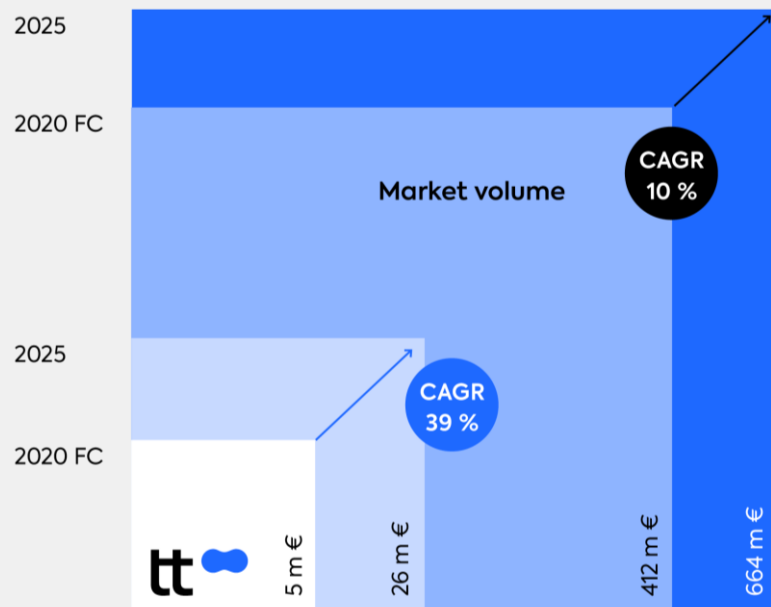


# K-Fair 2022





# Energy Management



Target	2022:	€ 10m
9M	2022:	€ 11 m

*ahead* ✓



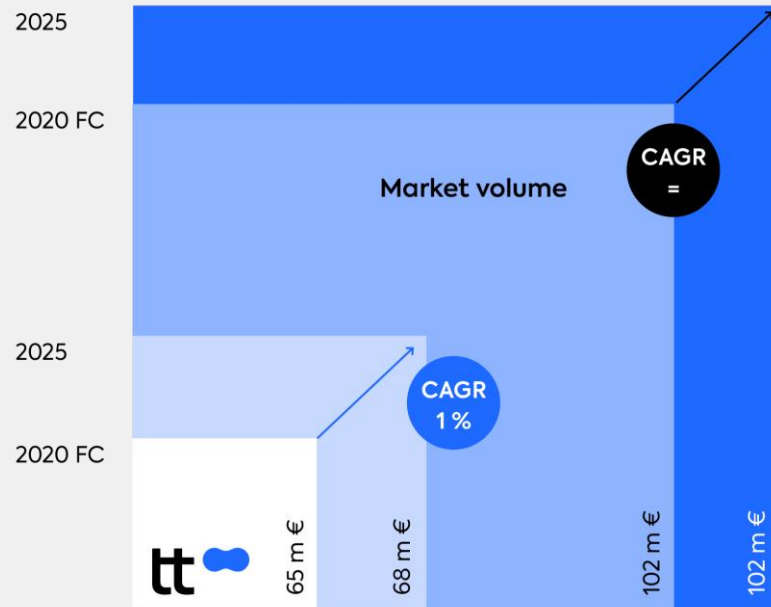
# Healthcare & Analytics



Target 2022: € 18m  
9M 2022: € 15 m  
**ahead** ✓



# Print



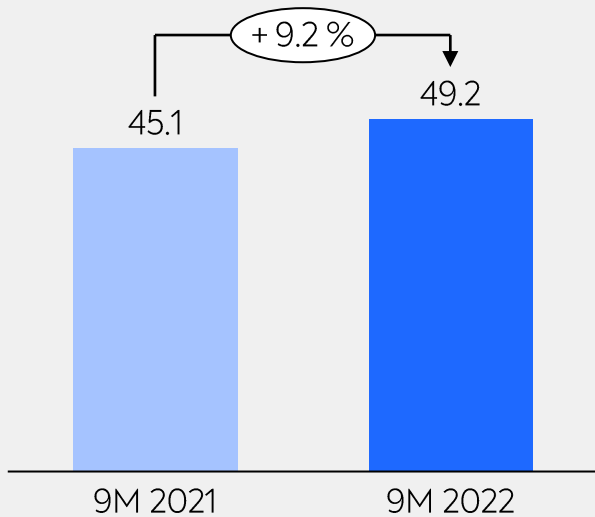
Target	2022:	€ 66m
9M	2022:	€ 61 m

**ahead** ✓

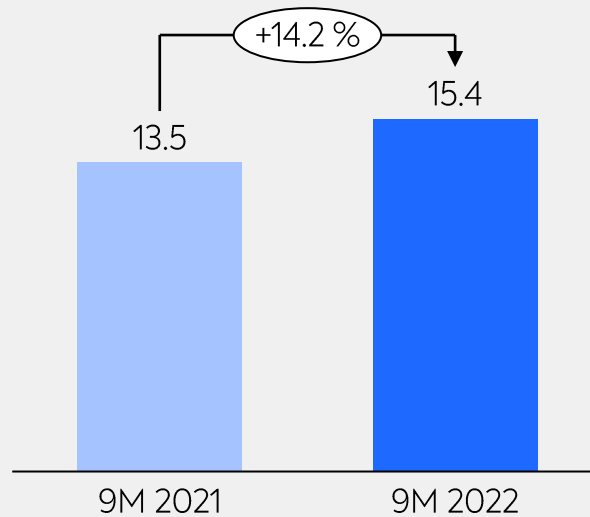


# Positive earnings performance

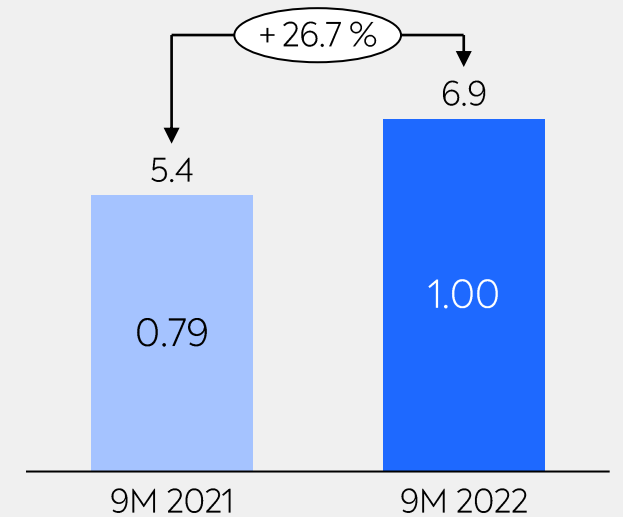
Gross profit (m€)



EBITDA (m€)

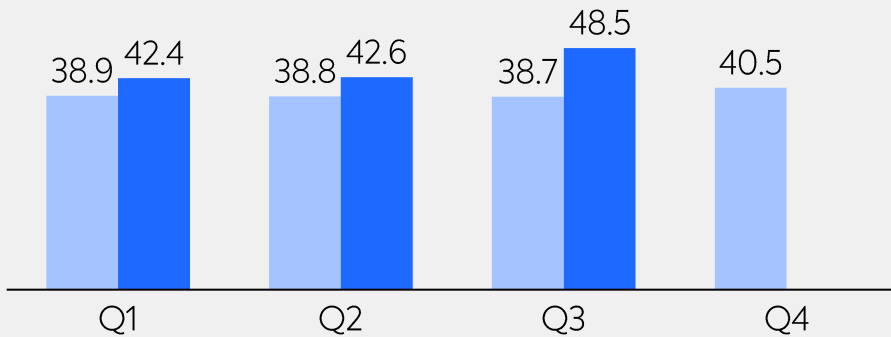


Net profit for the period (m€)  
EPS (€)



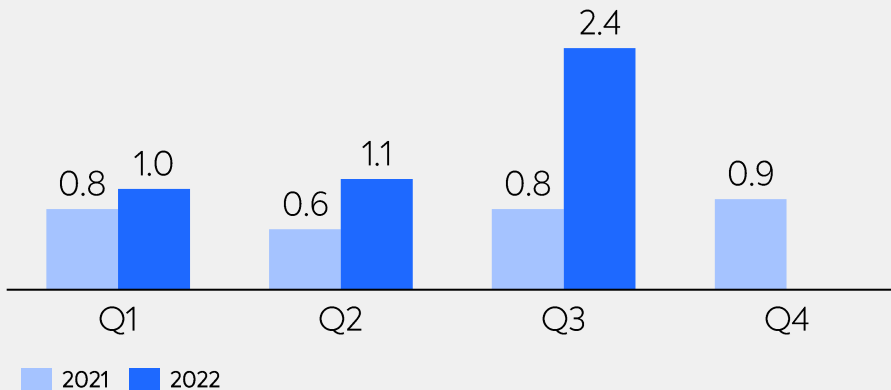
# Segment Technology

Revenue 2021/2022 by quarters (m€)



- Segment revenue in nine-month period 25.3 % up on previous year
- Strong development in the focus markets Print, Energy Management, Healthcare & Analytics

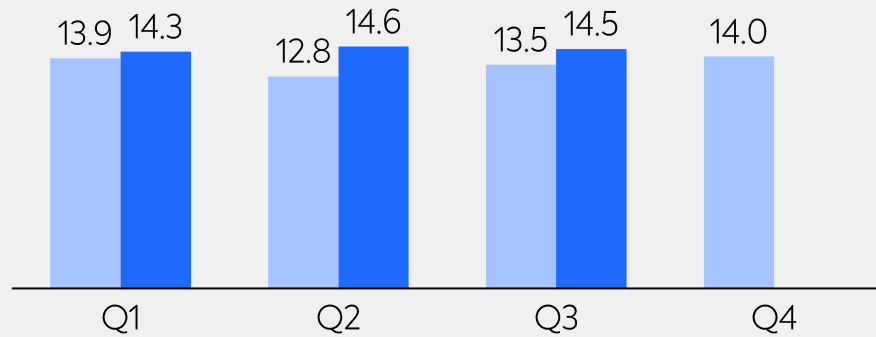
EBIT 2021/2022 by quarters (m€)



- Segment EBIT rises significantly to €4.5 million (previous year: €2.1 million)
- Segment profitability reaches 3.4 % (previous year: 1.8 %)

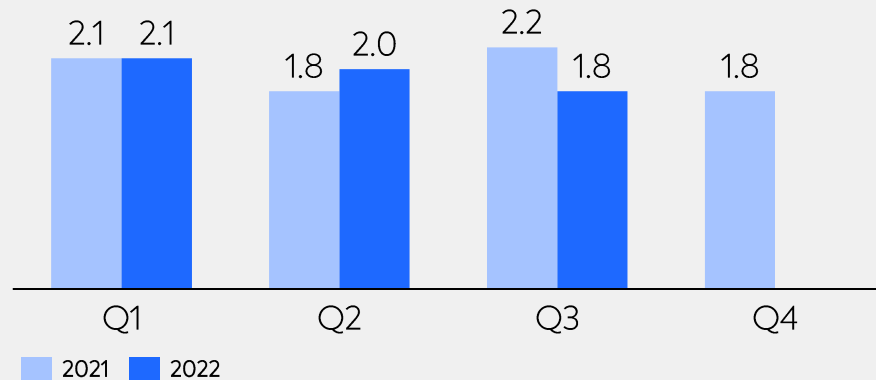
# Segment Services

Revenue 2021/2022 by quarters (m€)



- Segment revenue rises to € 43.3 million in the reporting period (previous year: € 40.2 million)

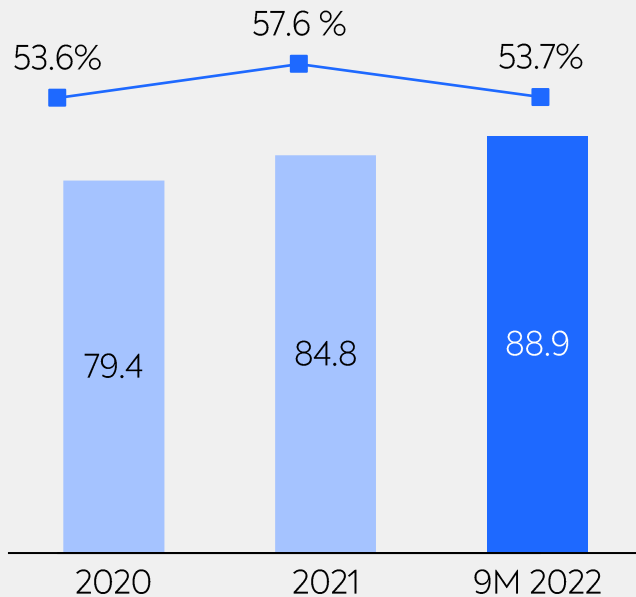
EBIT 2021/2022 by quarters (m€)



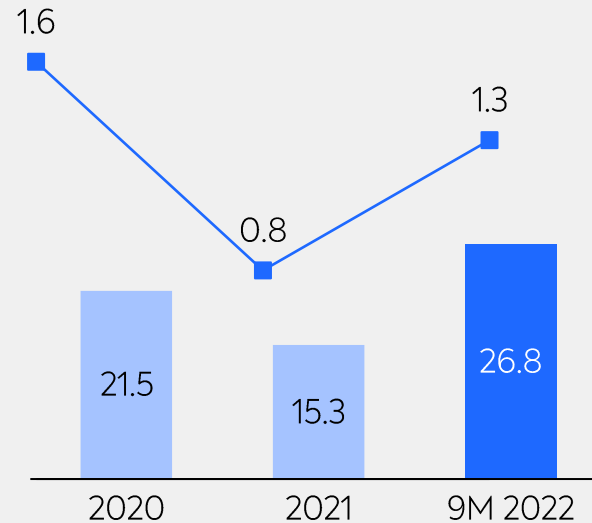
- Segment EBIT reaches € 5.9 million (previous year: € 6.1 million)
- Segment profitability at 13.6 % (previous year: 15.1 %)

# Net worth and financial position

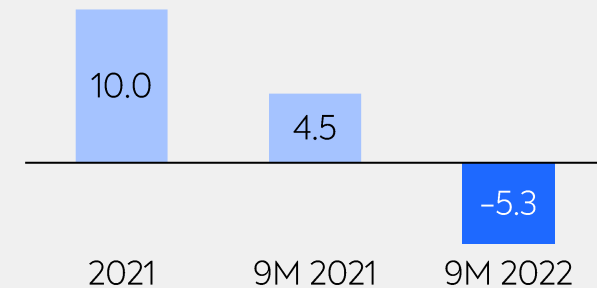
Equity &  
Equity ratio (m€/%)



Netdebt (m€)  
Netdebt/EBITDA-ratio



Free cash flow (in m€)



# Increasing challenges



Availability of raw materials/materials



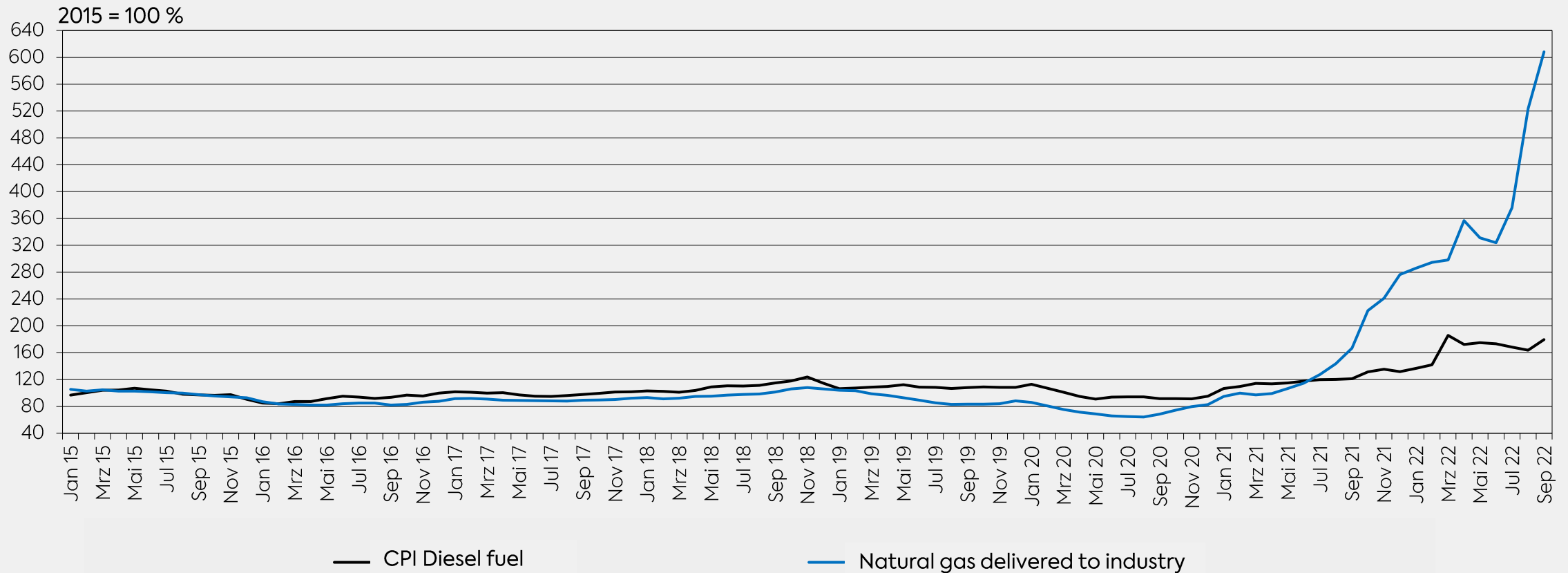
Unreliable delivery date commitments



Price increase for materials and energy



# Development of Diesel and Natural Gas Prices



Source: Statistisches Bundesamt

# 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**

# Guidance 2022 – confirmed in the upper range!

5.0 – 6.0 %

EBIT-margin 2022

11.0 – 13.8 m€

EBIT 2022

220 – 230 m€

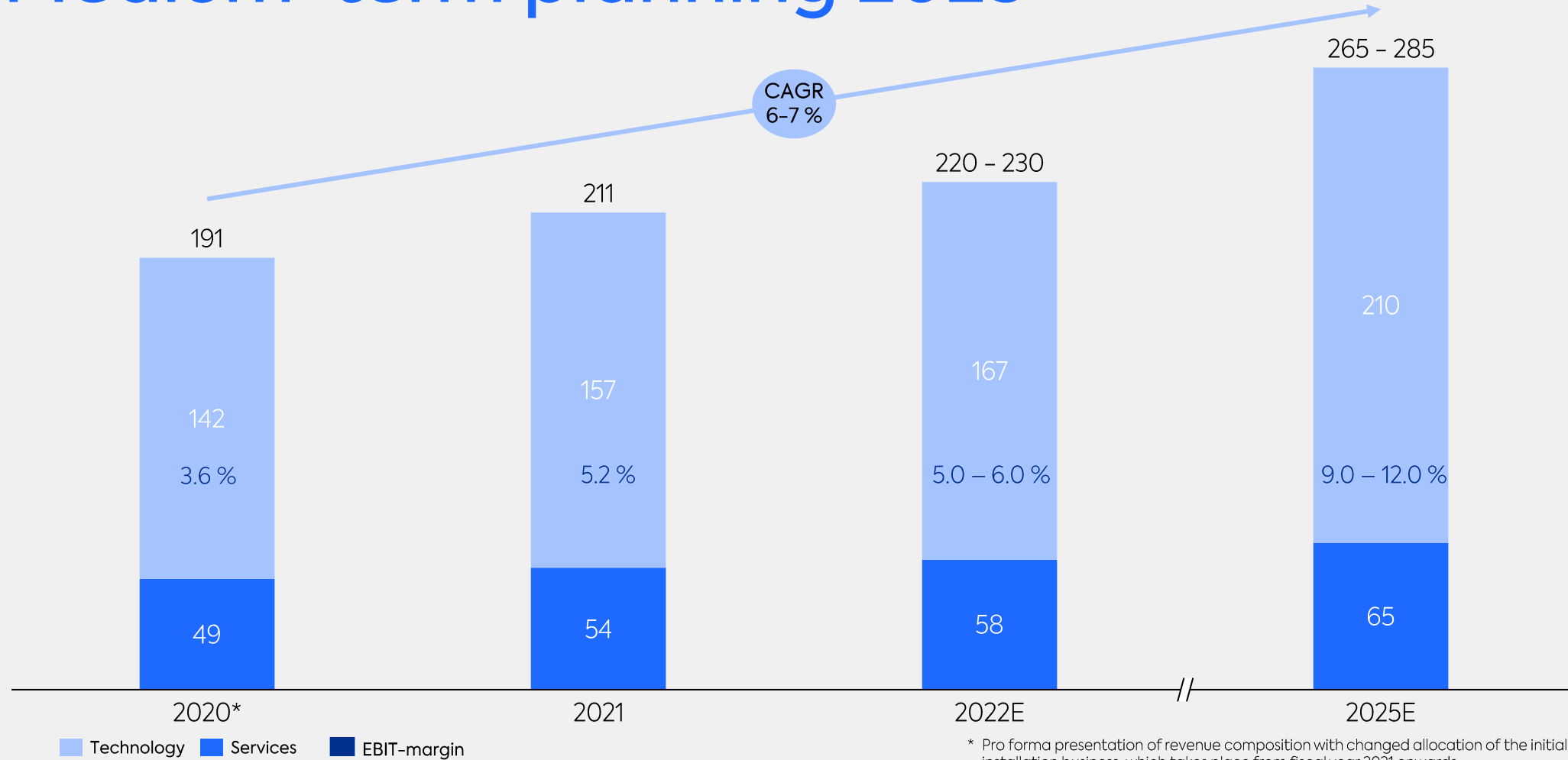
Group revenue 2022  
Organic growth

12.5 – 14.0 %

ROCE 2022

Assumptions:  
No further deterioration of the economic environment.

# 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.

Conclusion of the Board of Management

# power to transform – strategy into results

technotrans with strong 9-months-performance

Strong demand in all relevant markets.

The growth trend remains intact:  
Order backlog reached a new all-time high of €99 million.  
Book-to-bill ratio is 1.2.

Forecast 2022 is confirmed at the upper end of the  
ranges for revenue between € 220 – 230 million and  
EBIT margin between 5.0 – 6.0 %.



**Peter Hirsch**  
CTO/COO

**Michael Finger**  
CEO

Contact

# Investor Relations



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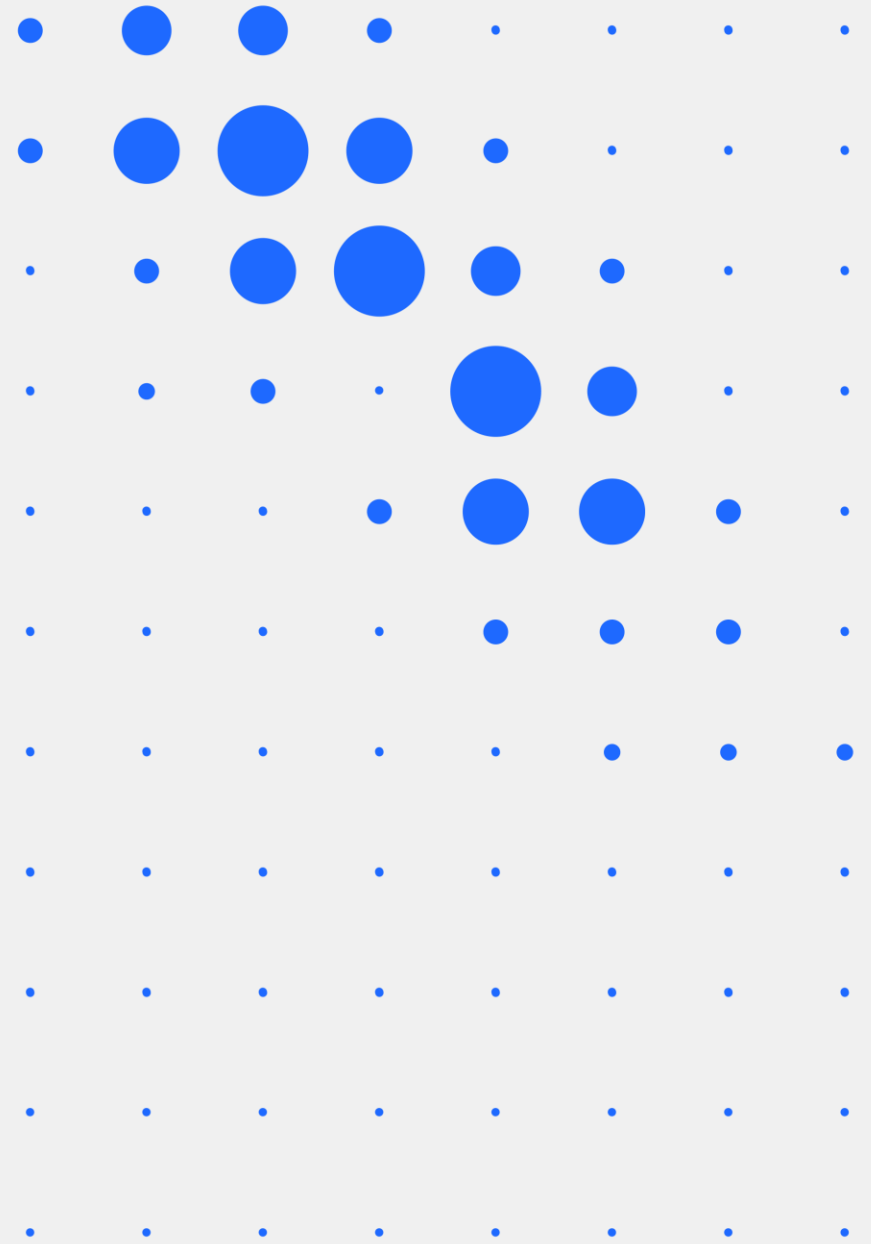


## Disclaimer

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

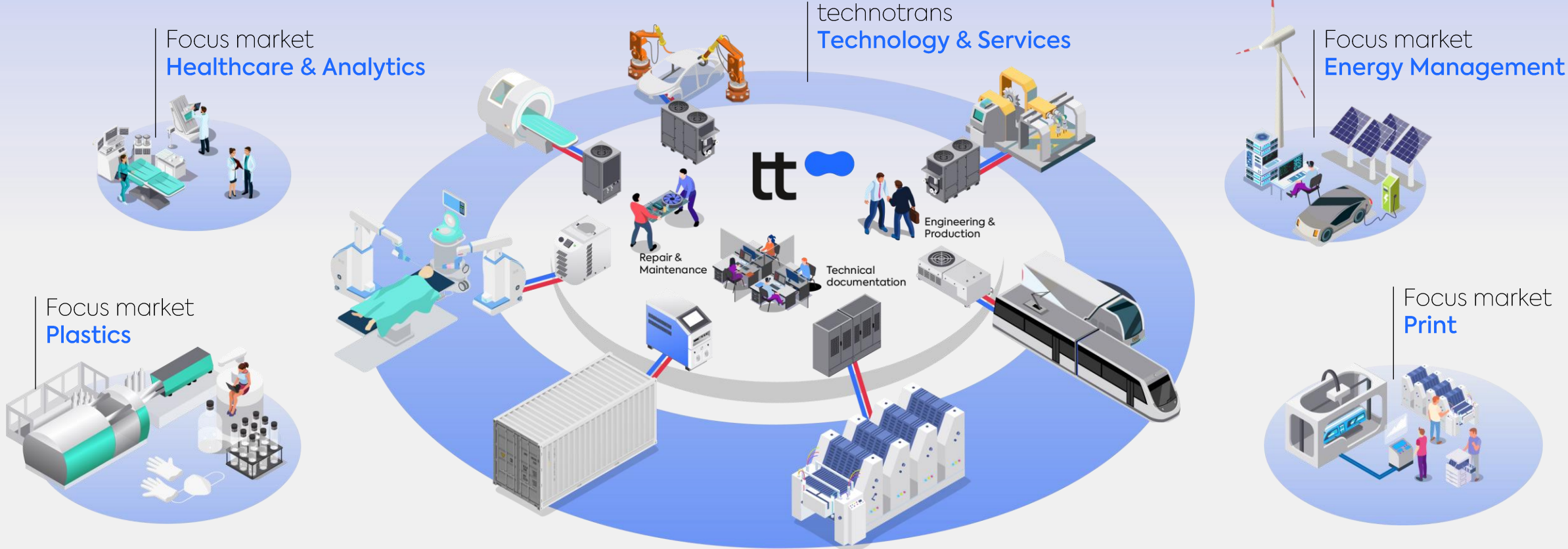
These reflect the present views of the management of technotrans SE and are based on the corresponding plans, estimates and expectations. We point out that the statements are subject to certain risks and uncertainties which could mean that the actual results differ considerably from those expected.

# 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

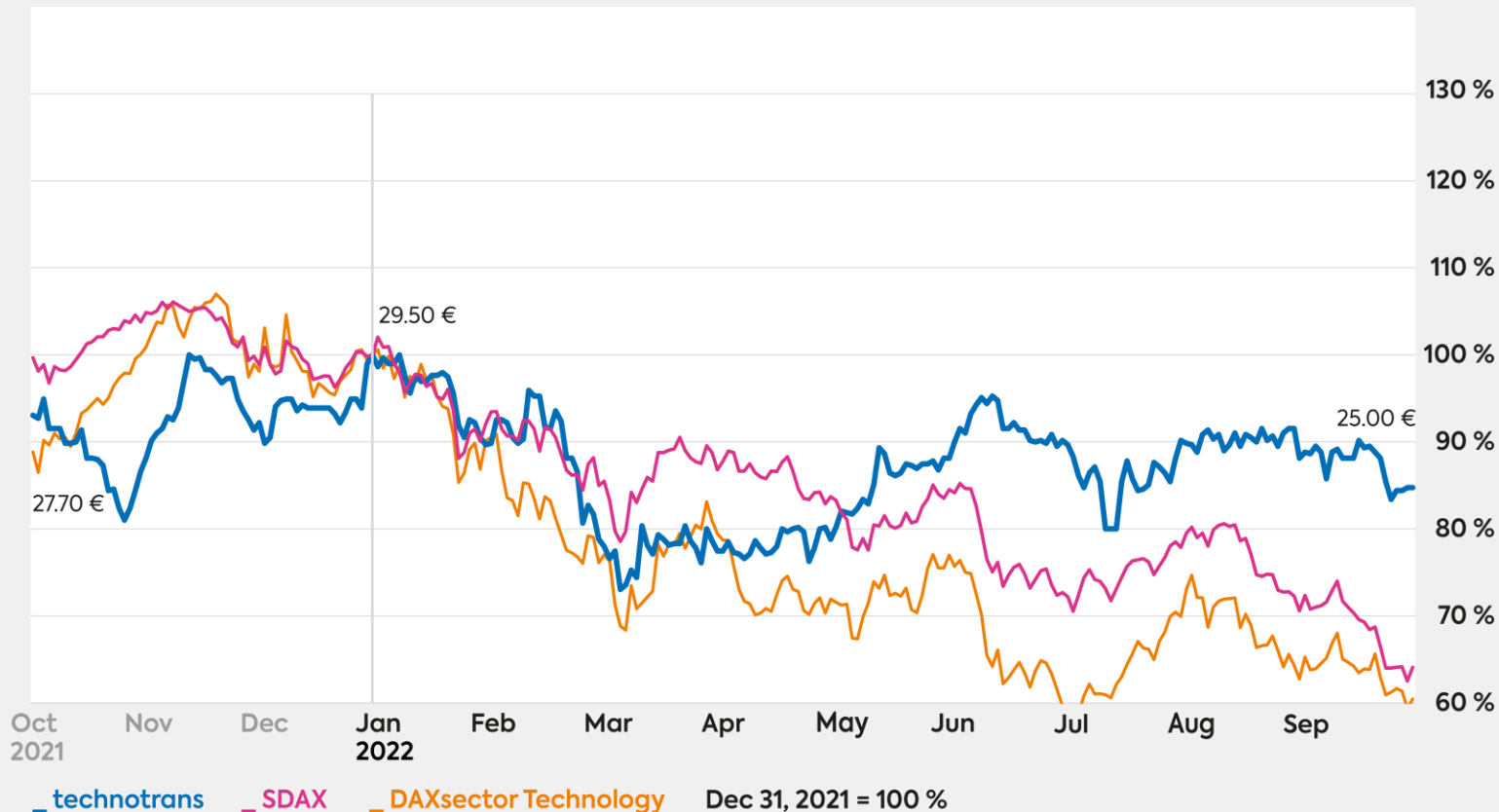


**Attractive dividend policy**  
Up to 50% of consolidated net profit

## Shareholder structure:

Luxempart S.A.:	20.1 %
Gerlin N.V.:	7.6 %
Objectif Small Cap	5.3 %
Midlin N.V.	5.2 %
Alliance Vie	5.1 %
Monolith	5.0 %
Universal Investment	3.1 %
Other shareholders	48.6 %

# Share Price Performance



## Data as of September 30, 2022

- Share Price: 25.00 €  
- Market Cap: 172.7 m€

## Performance 2022

- Share Price: - 15.3 %  
- Market Cap: - 31.1 m€

## Analyst-Coverage

Hauck und Aufhäuser AG  
Warburg Research GmbH  
Kepler Cheuvreux  
LBBW

- Bandwith: 27.00 – 34.00 €  
- Recommendation: 2 x BUY  
2 x HOLD