

# Presentation of the results for the Financial Year 2018

March 12, 2019

# Management



**Dirk Engel** (Dipl. Kfm.)

- › **Spokesman of the Board of Management**  
(DOB 1967)
- › Since 2004 Head of Corporate Accounting, since 2006 Chief Financial Officer, since March 12, 2018 Spokesman of the Board of Management
- › Responsible for **Finance and Administration**  
(Finance/Controlling, Human Resources, IT, Legal & Compliance and Investor Relations)



**Peter Hirsch** (Dipl.-Ing.)

- › **Member of the Board of Management**  
(DOB 1972)
- › Since 2013 Business Development Manager, since 2014 Managing Director of Termotek GmbH, since July 1, 2018 member of the Board of Management
- › Responsible for **Technology & Operations** (Research & Development, Electrical engineering, Business Units, Production, Purchasing and Logistics)



**Hendirk Niestert** (Dipl.-Ing. FH)

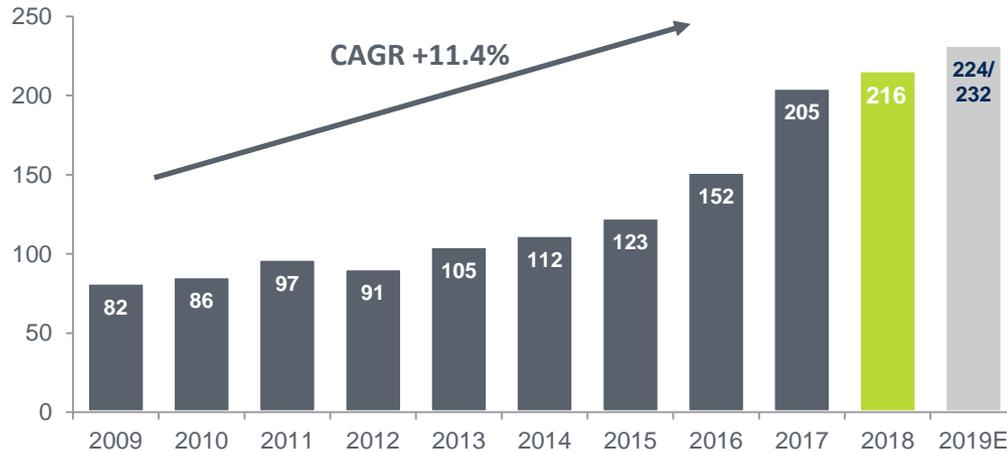
- › **Member of the Board of Management**  
(DOB 1975)
- › Since 2007 Head of Service, since February 1, 2018 member of the Board of Management
- › Responsible for **Markets**  
(Sales, Service, Quality Management and Marketing)

# Highlights Fiscal Year 2018 – technotrans heads for further growth

- › **Growth – Group revenue** climbs further to € 216,3 million (+ 5.5%)
- › **Profitability - EBIT** of € 17,4 million remained unchanged
- › **Performance** – growth contributions from both segments:  
Technology +6.0% and Services +4.0%
- › **Diversification** – Revenue outside the printing industry further increased
- › **Environment – Additional expenses** for growth and due to weaker economy
- › **M&A activities** – Competences enhanced through acquisitions
- › **Conversion to SE** - completed
- › **Sustainability** – Construction of new Termotek production site initiated
- › **Management** – Board of Management complete again

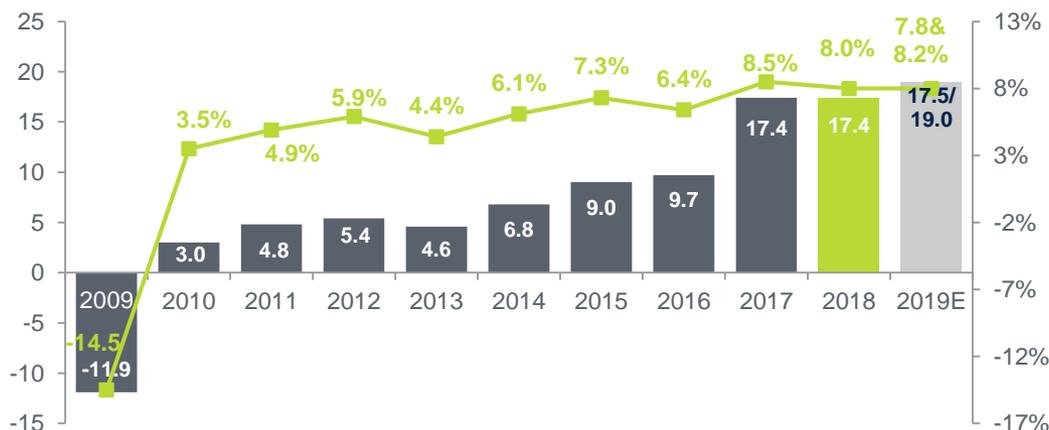
# Revenue and Earnings 2009 – 2018

Revenue (Million €)



- › Segments Technology and Services contribute to revenue growth
- › High dynamics of the growth markets
- ›  $CAGR_{2018/2009} = 11.4\%$

EBIT (million €) and EBIT margin (%)



- › EBIT remaining unchanged
- › Changed mix of products
- › Expenses for further growth are affecting profitability

# Key Performance Indicators

Earnings per Share increased



Equity base expanded



Free Cash Flow characterised by special factors



Net debt increased due to investment



# Dividend Policy

The Board of Management proposes a dividend distribution of € 0.88 for FYE 2018



# Markets and reporting segments

## PRINTING INDUSTRY



Sheet-fed offset, web offset, newspaper printing, digital printing, flexographic printing

## PLASTICS PROCESSING INDUSTRY



Injection moulding, extrusion, pressing, blow moulding, casting, forming, coating, thermoforming, rubber

## LASER INDUSTRY, TOOLING INDUSTRY, STAMPING/FORMING TECHNOLOGY



Laser (full-liner)



Tooling, stamping/forming

## GROWTH MARKETS



Elektromobility



Semiconductor-/medical-/scannertechnology

## SERVICES



Spare parts service, service support, on-site project management, technical documentation

**72.3%**  
**Technology**

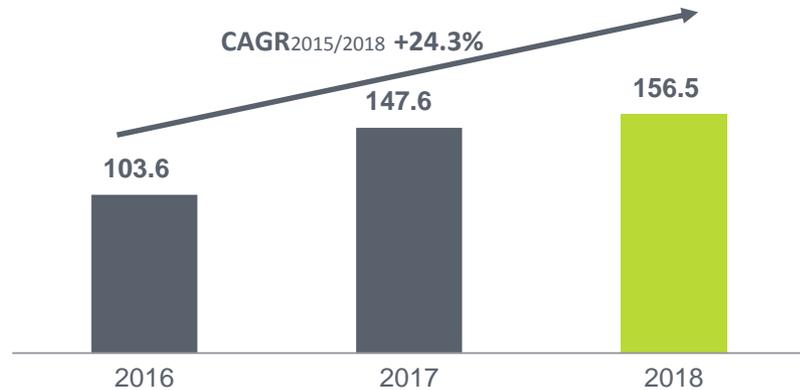
**1,057**  
**Employees**  
1)

**27.7%**  
**Services**  
**396**  
**Employees**  
1)

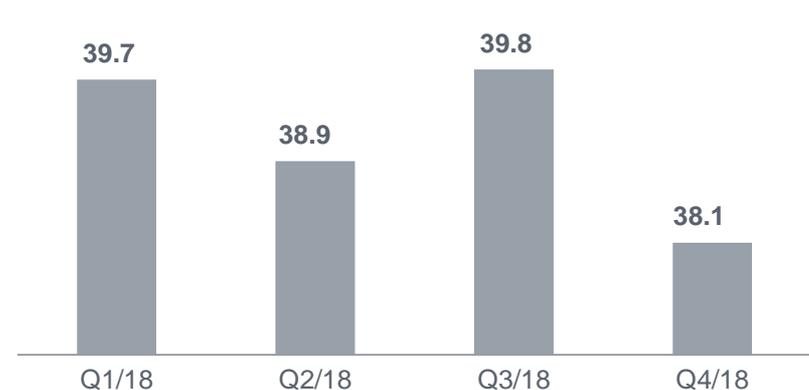
1) As of Dec. 31, 2018

# Development Segment Technology

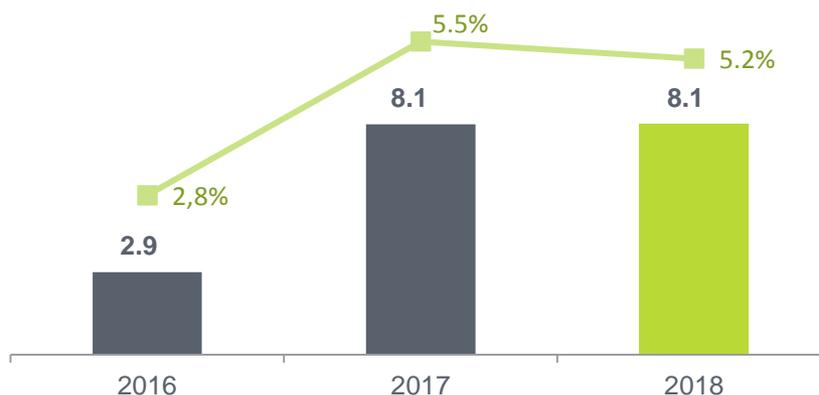
Revenue 2016-2018 (million €)



Revenue 2018 by quarters (million €)



EBIT/EBIT margin 2016-2018 (million €/ %)

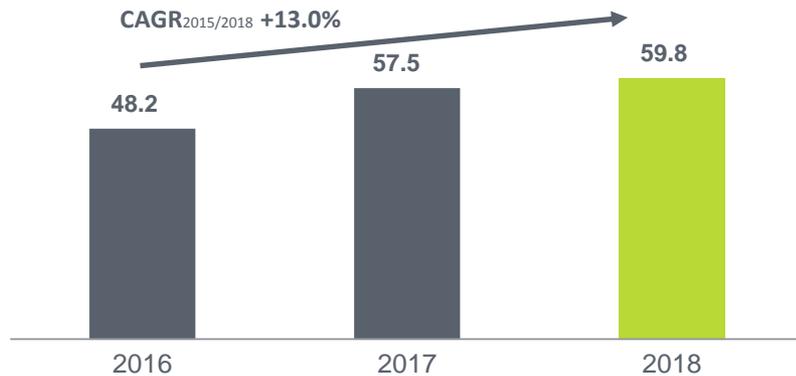


EBIT 2018 by quarters (million €)



# Development Segment Services

Revenue 2016-2018 (million €)



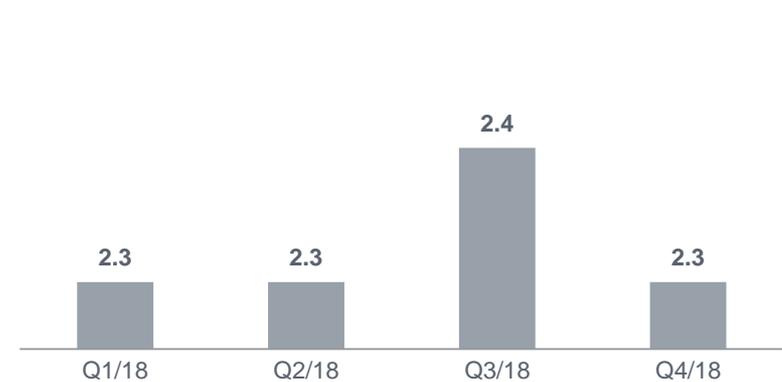
Revenue 2018 by quarters (million €)



EBIT/EBIT-Rendite 2016-2018 (million € / %)



EBIT 2018 by quarters (million €)



# Balance Sheet Ratios

ASSETS	FYE 2018		FYE 2017	
	mio. €	%	mio. €	%
Non-current assets	<b>61.4</b>	45.1	<b>57.8</b>	46.1
Current assets	<b>74.6</b>	54.9	<b>67.5</b>	53.9
Total assets	<b>136.0</b>	100.0	<b>125.3</b>	100.0

LIABILITIES	FYE 2018		FYE 2017	
	mio. €	%	mio. €	%
Equity	<b>75.2</b>	55.3	<b>69.8</b>	55.7
Non-current liabilities	<b>28.7</b>	21.1	<b>23.3</b>	18.6
Current liabilities	<b>32.1</b>	23.6	<b>32.2</b>	25.7
Total assets	<b>136.0</b>	100.0	<b>125.3</b>	100.0

Return on equity 2016-2018 (million €)

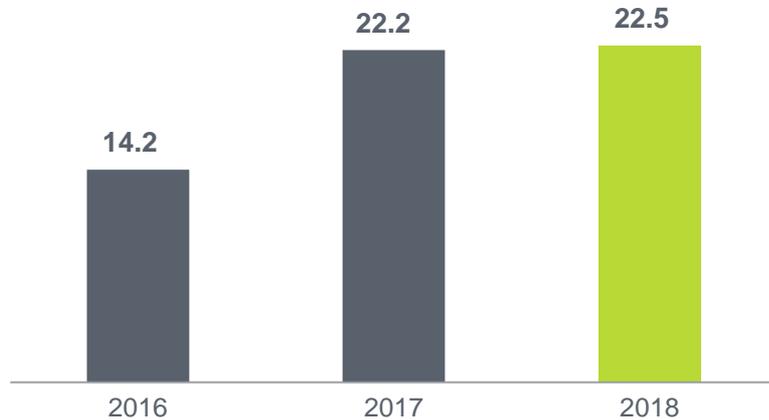


Net Debt & Net Debt / EBITDA ratio 2016-2018 (million €)

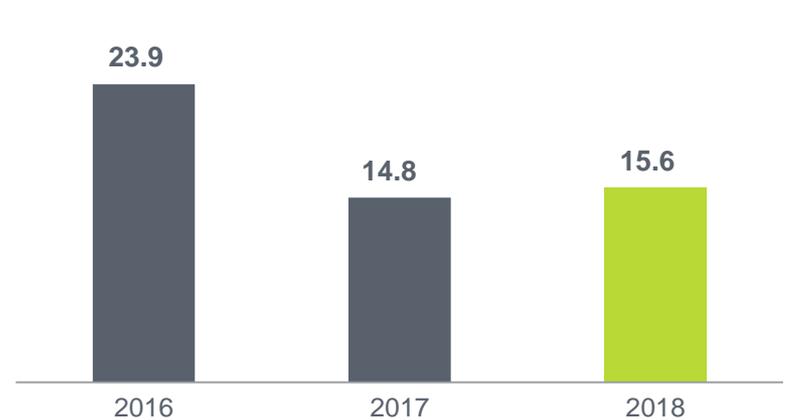


# Financial Position

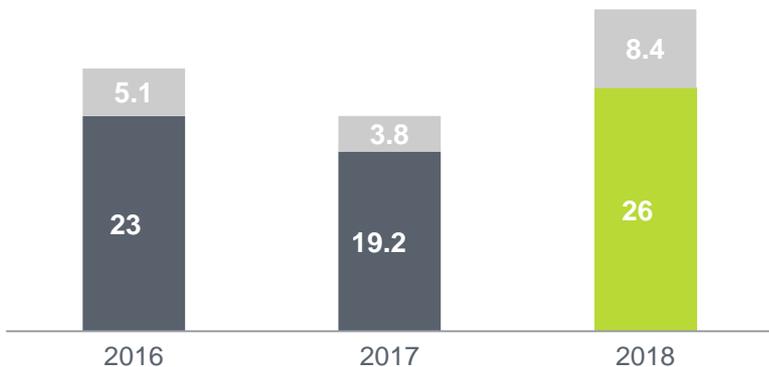
Operating Cash Flow 2016-2018 (million €)



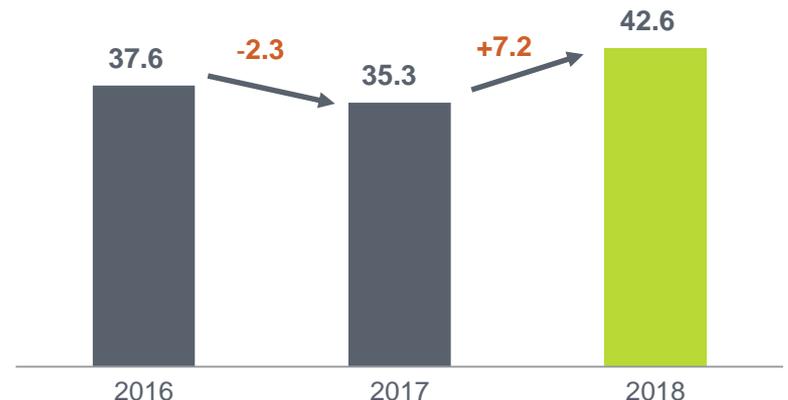
Liquid assets 2016-2018 (million €)



Financial liabilities 2016-2018 short-term/long-term (million €)

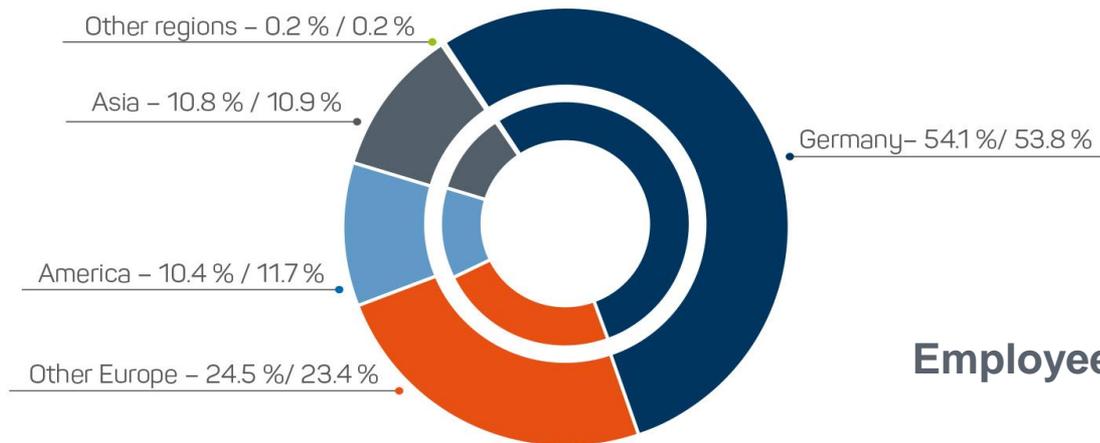


Net-Working Capital 2016-2018 (million €)

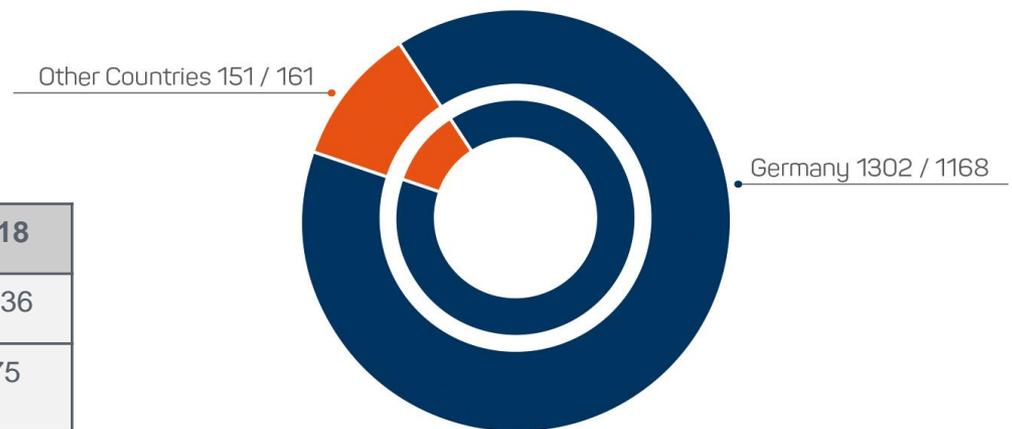


# International Footprint

## Revenue by region (2018/2017)



## Employees by region (2018/2017)



	2016	2017	2018
Employees (FTE) ø	856	1,132	1,236
Revenue per employee (FTE) (T€)	177	181	175

# Investing in technotrans shares - an attractive proposition:

- › **Niche focused business model**
- › **High entry barriers** due to specific know how in the area of fluid management and focus on customized solutions
- › **Diversified product portfolio** focused on growth markets
- › **Limited cyclicality** through extensive additional services
- › **International network** as a base for the development of new customers and markets
- › **Growth strategy** focused on revenue and profitability
- › **Attractive dividend policy**
- › **Commitment to sustainability**

# BUSINESS MODEL



# Core Competencies

- › **Leading system supplier** with the core competence of liquid technology
- › **Customer-specific solutions** for temperature control/cooling, filtration as well as pumping and spraying technology for/with fluids
- › **Extensive range** of individual services world-wide (spare parts, installations, maintenance and technical documentation)



# The technotrans group



Headquarter (founded 1970)



Termotek founded 1998 (ttGROUP2011)



tt Taicang founded 2013 (ttGROUP2013)

-  gds
-  termotek
-  klh
-  gwk
-  reisner



KLH founded 1961 (ttGROUP2013)



gwk founded 1967 (ttGROUP2016)



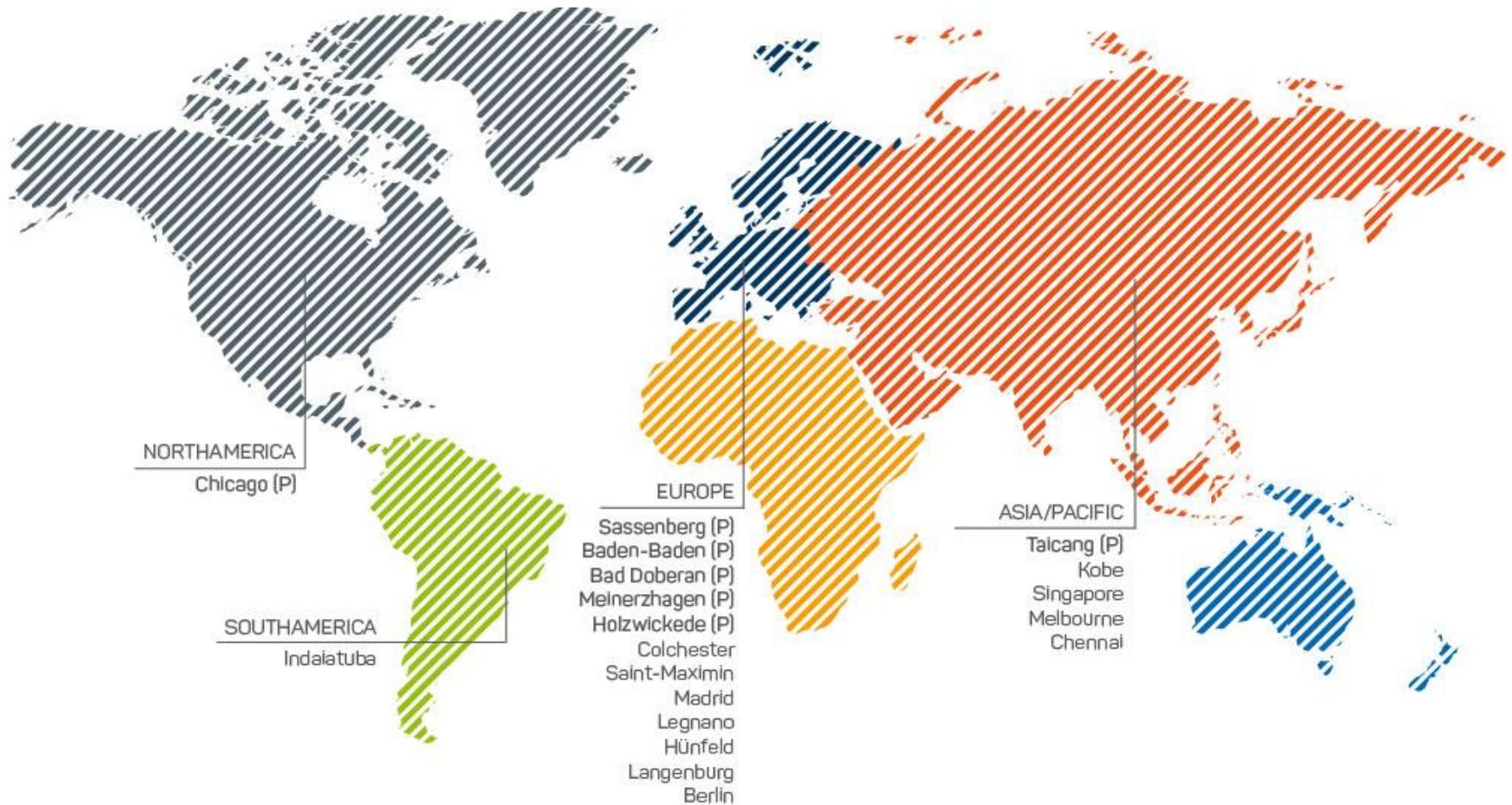
tt america founded 2000 (ttGROUP2000)



Reisner founded 1980 (ttGROUP2018)

- > **1,450 employees**
- > **IPO: 1998**
- > **19 locations, thereof  
7 production sites  
(5 x Germany, PRC, USA)**
- > **Global footprint**

# Worldwide presence / 19 sites



(P) = productions sites

# Core competencies and markets

Core Competencies	Temp. Control / Cooling	Filtration	Pumping / Spraying	Services techn. doc.
<b>Markets</b>  Printing Industry  Tooling Industry / Stamping and Forming Tech.  Laserindustry  Plastics processing industry  Elektromobility  Semiconductor-/Medical-/ Scanner Technology	          	            	            	          

# Technology: Products and devices



- Dampening Solution Circulators
- Filtration Systems
- Central Cooling Systems
- Ink Supply Systems



- Cooling systems for diode, fibre and CO<sub>2</sub> lasers



- Modular and compact temperature controlling systems
- Industrial chillers and cooling plants
- Water treatment systems



- Mobile cooling systems for batteries
- Stationary cooling systems for batteries
- Active and passive cooling for charging cables for fast charging stations



- Cooling Systems
- Preparation and filtration for cooling lubricants
- Spray lubrication
- Dosing systems



- Integrated und external Cooling Solutions for the medical and scanner technology

**Common requirements of customers which technotrans fulfills:  
Individual solution, highest reliability, worldwide service network**

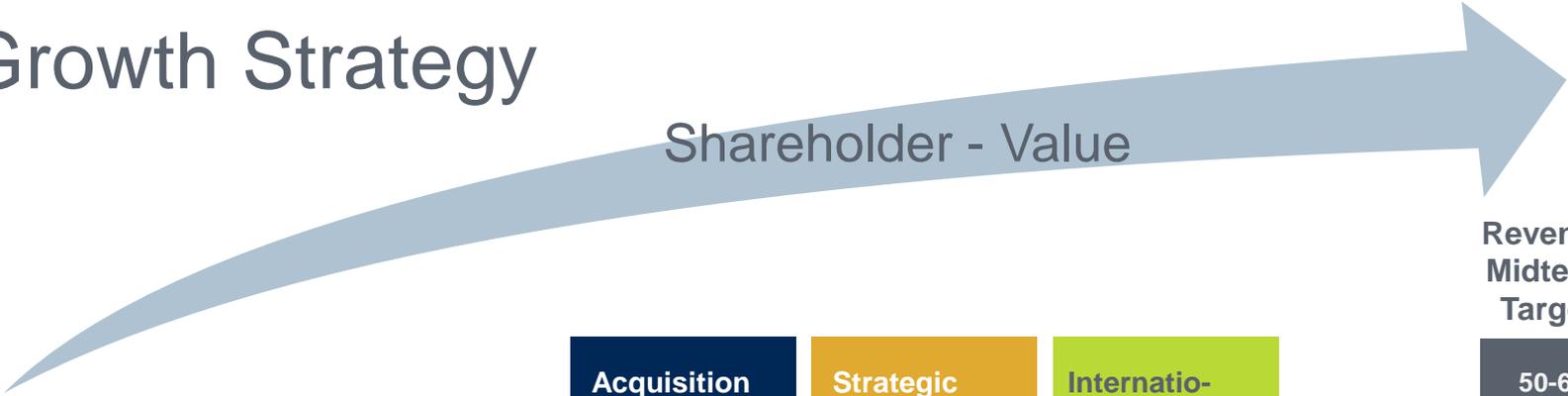
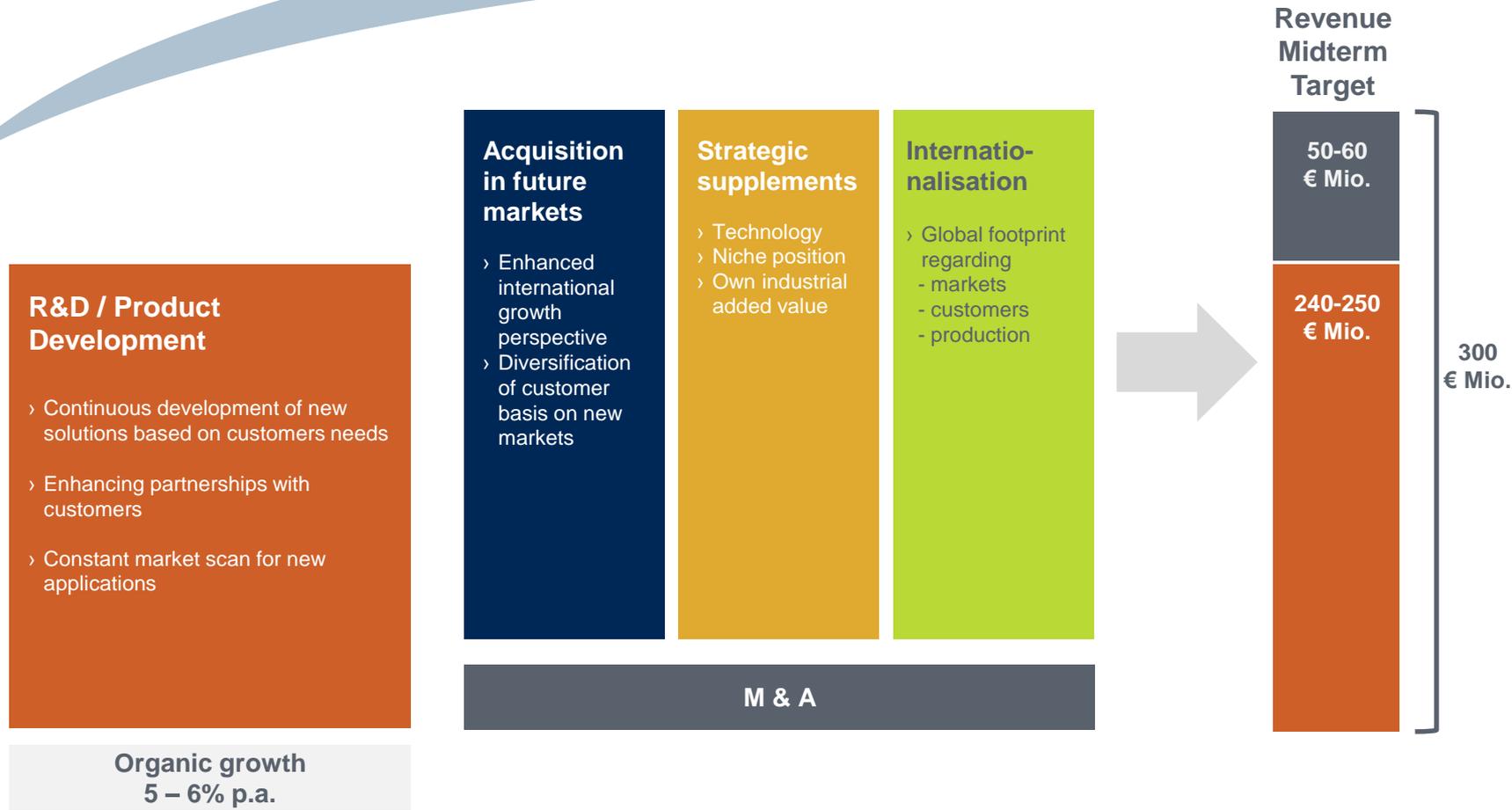
# Service Products:



- > 396 employees in segment services as of 31.12.2018

# Growth Strategy

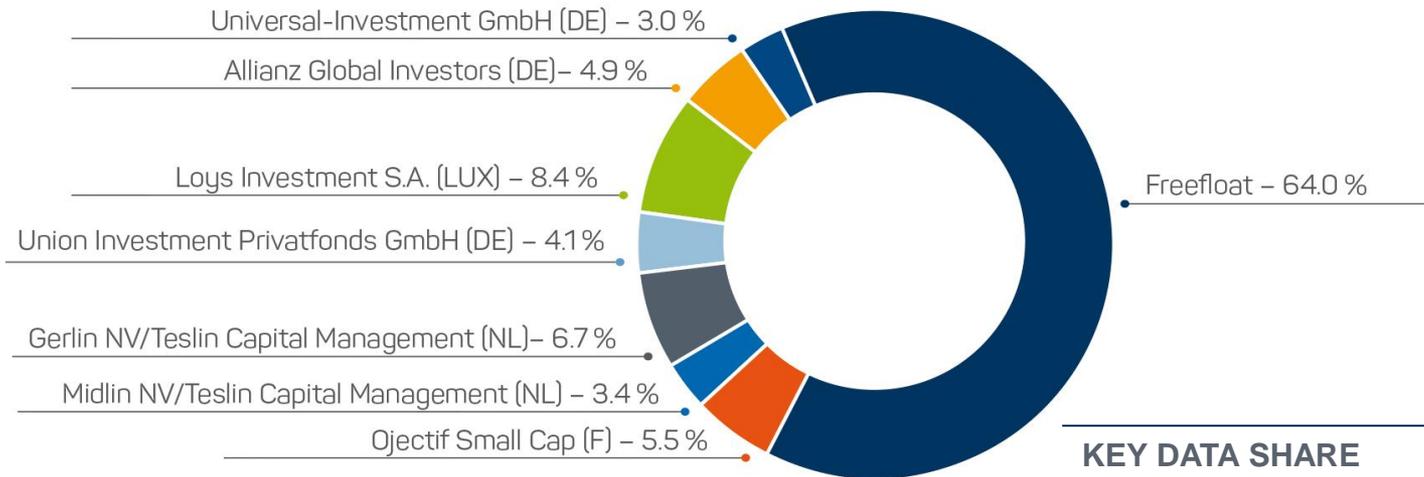
Shareholder - Value

# THE TECHNOTRANS SHARE



# technotrans share / shareholder structure



(end of fiscal year 2018)

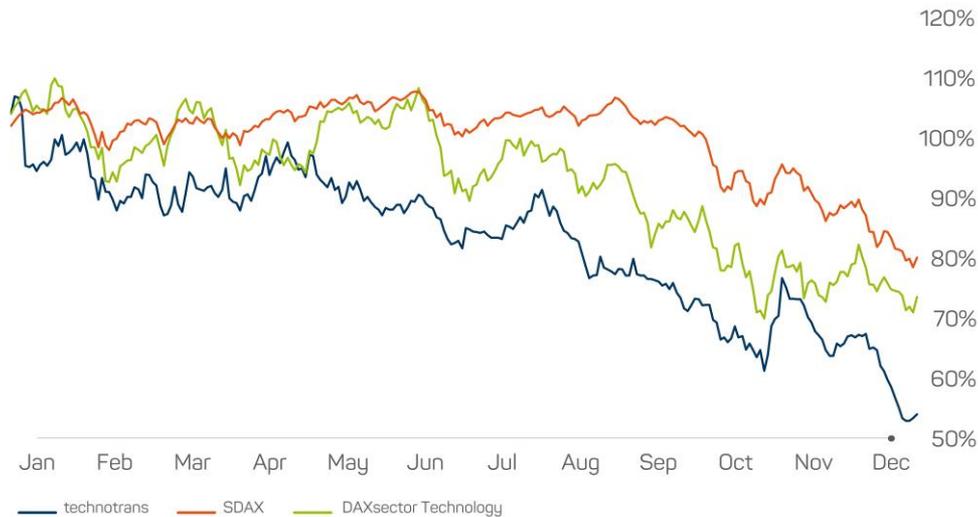
**Market capitalisation:**  
**EUR 190.7 million**

(as of March 11, 2019)

## KEY DATA SHARE

ISIN/Code	DE000A0XYA7/AOXGA
establishment/IPO	1970/1998
financial year	01.01. – 31.12.
share capital	6,907,665.00
number of shares	6,907,665
stock markets	XETRA, Frankfurt
designated sponsors	Bankhaus Lampe, ODDO SEYDLER
index	Prime Standard

# Performance of share price and research



Research		
2019-02-22	TP € 35.00, buy	Bankhaus Lampe
2019-02-15	TP € 37.60, buy	Pareto Securities AS
2019-02-18	TP € 40.70, buy	Warburg Research
2019-02-19	TP € 41.00, buy	Hauck + Aufhäuser
2019-12-18	TP € 34.00, buy	HSBC
2019-02-18	TP € 38.00, neutral	ODDO BHF
2019-02-18	TP € 35.40, buy	Commerzbank

<b>2018:</b> <b>High: 47.90 Low: 24.00</b>	<b>Share Price as of 28/2/2018:</b> € 24.50	<b>Market Cap 28.12.2018:</b> € 169.2 Mio.
<b>2019:</b> <b>High: 30.00 Low: 24.70</b>	<b>Share Price as of 11/03/2019:</b> € 27.60	<b>Market Cap 11.03.2019:</b> € 190.7 Mio.

# Financial Calendar 2019

May 7, 2019	<b>Quarterly Communication 1-3/2019</b>
May 10, 2019	<b>Annual Shareholder Meeting 2019</b>
August 6, 2019	<b>Interim Report 1-6/2019</b>
November 5, 2019	<b>Quarterly Communication 1-9/2019</b>

# Events 2019

April 4, 2019	<b>Bankhaus Lampe Deutschlandkonferenz, Baden-Baden</b>
Juni 28, 2019	<b>M.M. Warburg Highlights, Hamburg</b>
September 23 - 25, 2019	<b>Berenberg and Goldman Sachs Eighth German Corporate Conference, München</b>
Oktober 10, 2019	<b>Capital Market Day in Baden-Baden</b>
November 25 - 27, 2019	<b>Deutsches Eigenkapitalforum, Frankfurt</b>

## Your contact

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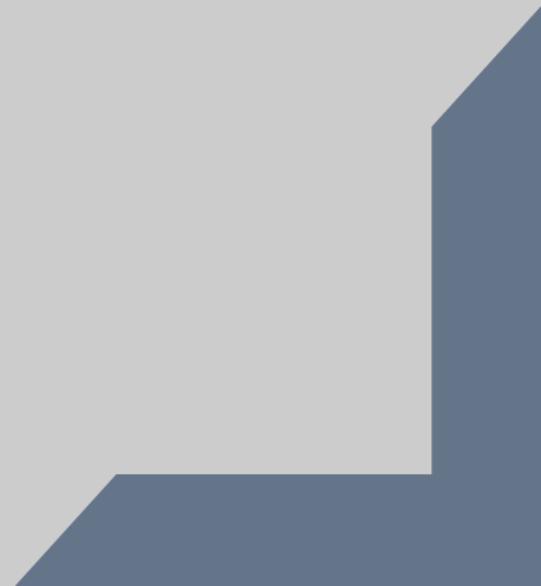
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## Note

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.

**BACKUP**



# Consolidated Income Statement

	Note	2018	2017
		€ '000	€ '000
Revenue	(18)	216,286	205,095
of which Technology		156,476	147,570
of which Services		59,810	57,525
Cost of Sales	(19)	- 147,021	- 136,849
Gross profit		69,265	68,246
Distribution costs	(20)	- 26,535	- 26,453
Administrative expenses	(21)	- 19,407	- 18,596
Development costs	(22)	- 7,980	- 7,528
Other operating income	(23)	3,189	3,907
Other operating expenses	(24)	- 1,181	- 2,138
Earnings before interest and taxes (EBIT)		17,351	17,438
Financial income		499	145
Financial charges		- 543	- 620
Net finance costs	(25)	- 44	- 475
Profit before tax		17,307	16,963
Income tax expense	(26)	- 4,924	- 4,693
Net profit for the period		12,383	12,270
of which:			
Profit attributable to technotrans SE shareholders		12,383	12,191
Profit/loss attributable to non-controlling interests		0	79
Earnings per share (€)	(27)		
basic / diluted		1.79	1.76

# Consolidated Balance Sheet

ASSETS	Note	31/12/2018	31/12/2017	EQUITY AND LIABILITIES	Note	31/12/2018	31/12/2017
		€ '000	€ '000			€ '000	€ '000
<b>Non-current assets</b>				<b>Equity</b>	(10)		
Property, plant and equipment	(1)	28,583	25,477	Issued capital		6,908	6,908
Goodwill	(2)	23,513	23,144	Capital reserve		19,097	19,097
Intangible assets	(3)	7,693	6,888	Retained earnings		43,282	37,797
Other financial assets	(4)	162	231	Other reserves		-6,426	-6,440
Deferred tax	(26)	1,466	2,034	Net profit for the period		12,383	12,191
		<b>61,417</b>	<b>57,774</b>	<b>Total equity attributable to technotrans SE shareholders</b>		<b>75,244</b>	<b>69,553</b>
				Non-controlling interests in equity		0	197
						<b>75,244</b>	<b>69,750</b>
<b>Current assets</b>				<b>Non-current liabilities</b>			
Inventories	(5)	28,296	26,589	Borrowings	(11)	25,956	19,187
Trade receivables	(6)	27,111	24,182	Provisions	(15)	942	1,206
Income tax receivable	(7)	629	83	Other financial liabilities	(12)	614	1,073
Other financial assets	(8)	758	596	Deferred tax	(26)	1,220	1,833
Other assets	(8)	2,255	1,285			<b>28,732</b>	<b>23,299</b>
Cash and cash equivalents	(9)	15,566	14,798	<b>Current liabilities</b>			
		<b>74,615</b>	<b>67,533</b>	Borrowings	(11)	8,431	3,837
				Trade payables	(13)	6,712	6,062
<b>Total assets</b>		<b>136,032</b>	<b>125,307</b>	Prepayments received	(14)	3,115	5,805
				Provisions	(15)	9,751	9,769
				Income tax payable	(16)	700	3,203
				Other financial liabilities	(17)	800	1,285
				Other liabilities	(17)	2,547	2,297
						<b>32,056</b>	<b>32,258</b>
				<b>Total equity and liabilities</b>		<b>136,032</b>	<b>125,307</b>

# Consolidated Cash Flow Statement

	Note	2018 € '000	2017 € '000
Cash flow from operating activities	(28)		
Net profit for the period		12,383	12,270
Adjustments for:			
Depreciation and amortisation		5,248	5,217
Income tax expenses	(26)	4,924	4,693
Gain (-) / loss (+) on the disposal of property, plant and equipment	(23, 24)	-106	-253
Foreign exchange losses (+) / gains (-)		-33	-180
Net finance costs	(25)	44	475
Cash flow from operating activities before working capital changes		22,460	22,222
Change in:			
Inventories	(5)	-950	-980
Receivables and other current assets		-3,993	-6,036
Liabilities and prepayments		-2,301	-2,127
Provisions	(15)	-404	1,194
Cash from operating activities		14,812	14,273
Interest received		26	14
Interest paid		-510	-586
Income taxes paid / income tax rebates		-8,016	-2,292
Net cash from operating activities		6,312	11,409
Cash flow from investing activities	(29)		
Cash payments for investments in property, plant and equipment and in intangible assets		-8,381	-11,471
Cash payments for the acquisition of consolidated companies		-2,065	-248
Proceeds from the sale of property, plant and equipment		381	460
Net cash used for investing activities		-10,065	-11,259

	Note	2018 € '000	2017 € '000
Cash flow from financing activities	(30)		
Cash receipts from the raising of short-term and long-term loans		15,200	0
Cash payments from the repayment of loans		-3,837	-5,068
Distribution to investors		-6,079	-3,799
Payment for the acquisition of non-controlling interests		-820	0
Net cash used in financing activities		4,464	-8,867
Net increase/decrease in cash and cash equivalents		711	-8,716
Cash and cash equivalents at start of period		14,798	23,929
Net effect of currency translation in cash and cash equivalents		57	-415
Cash and cash equivalents at end of period	(9, 31)	15,566	14,798