

Virtual Annual General Meeting 2022

power to transform –
strategy into results

May 13, 2022

Where does technotrans currently stand?

How is our strategy progressing?

What can you expect from us this year? ?

We say THANK YOU



Annual Report 2021

Future Ready –
transforming strategy into results

Future Ready 2025 – Highlights 2021

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**

Electrification and
digitization
further increase

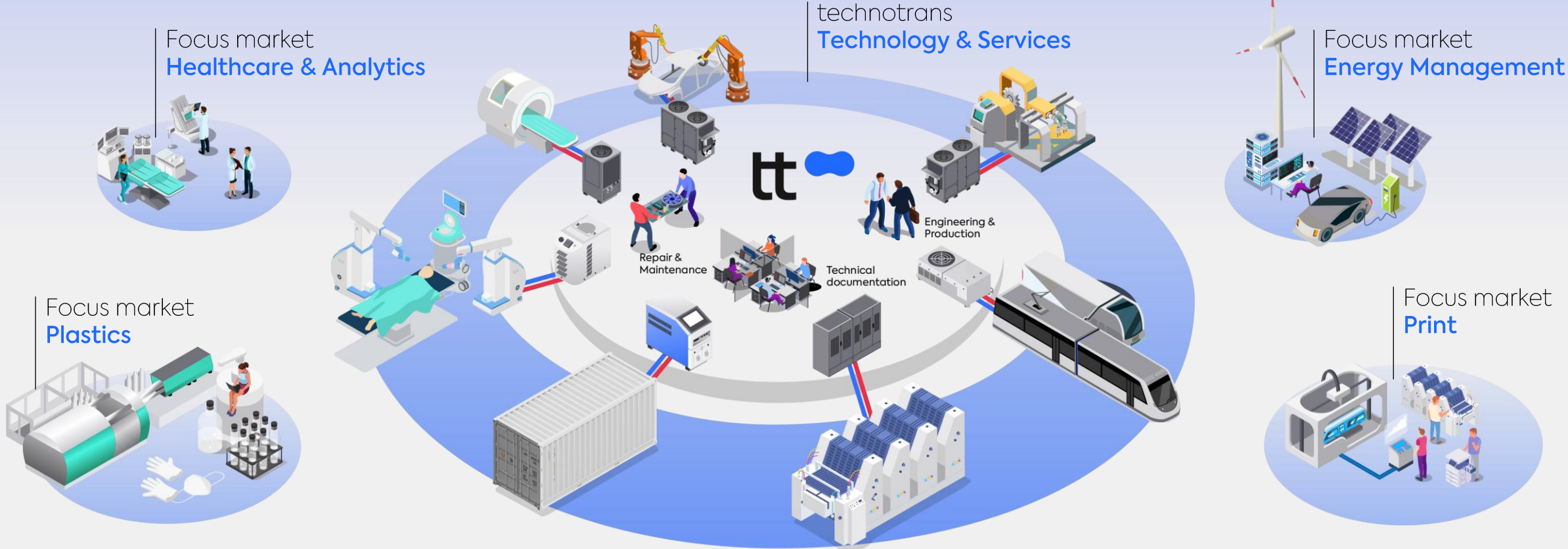
➔ Heat

➔ Thermal management

technotrans!



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



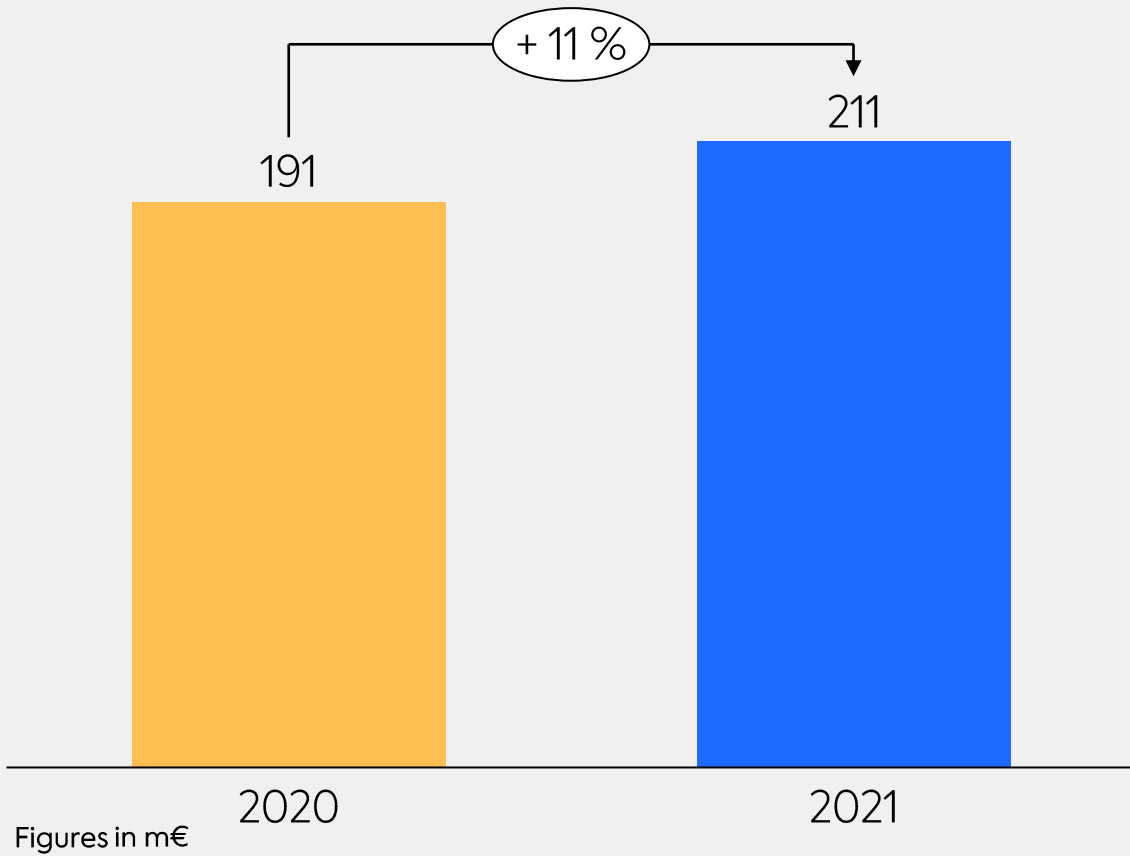
0,1 kW  5,000 kW

-80°C  +400°C

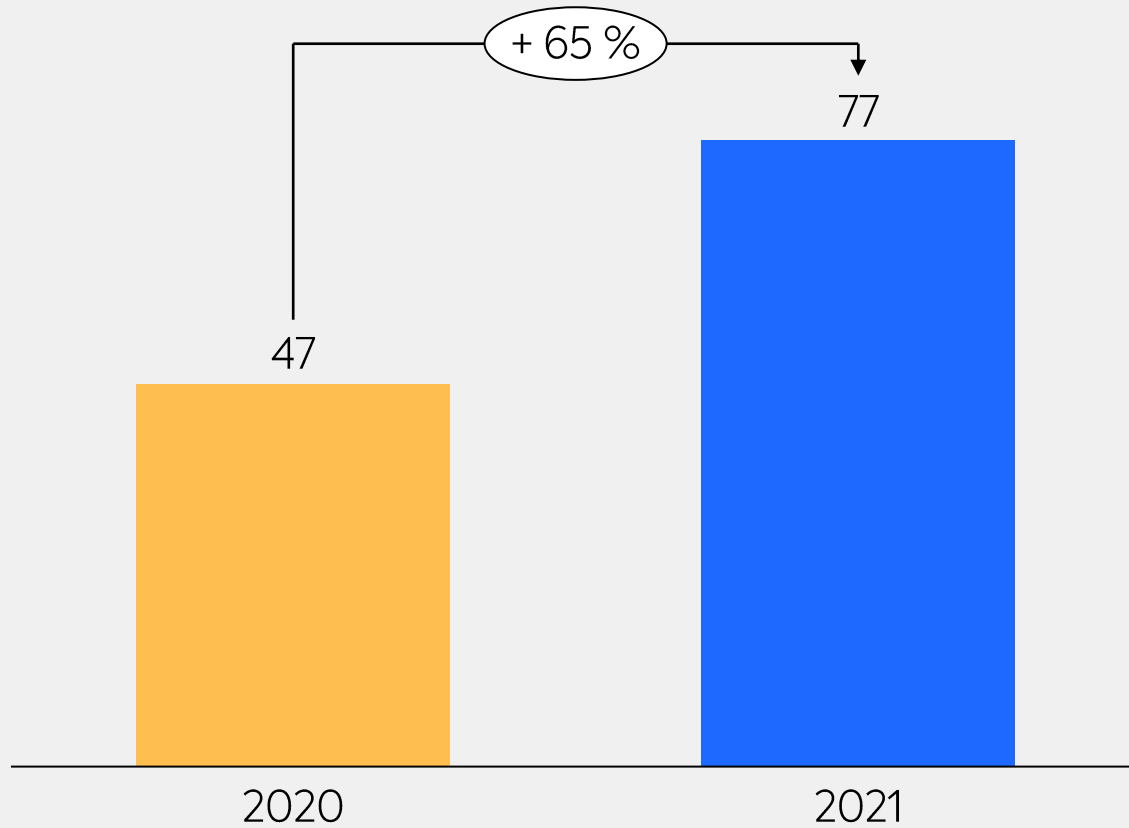
 ecological - social - economic

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

Group revenue significantly increased



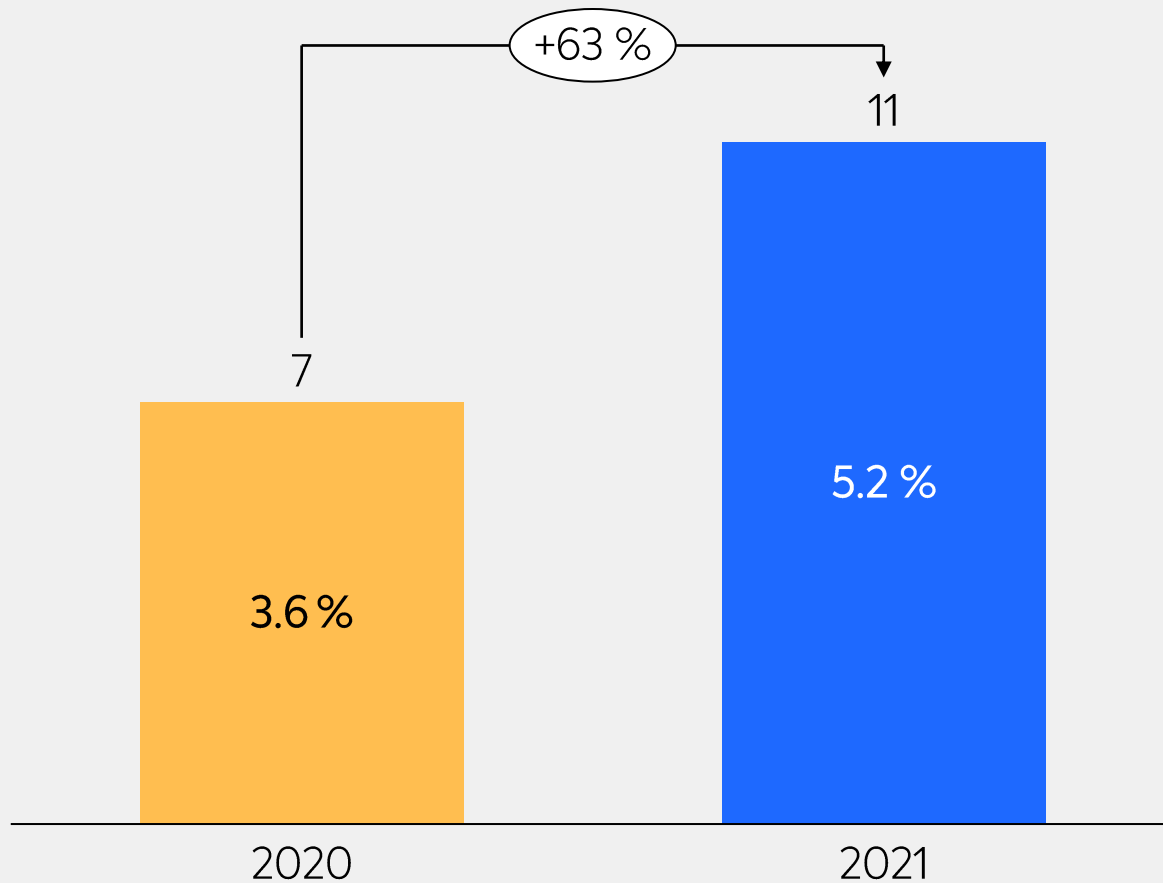
Order backlog at record level



Figures in m€



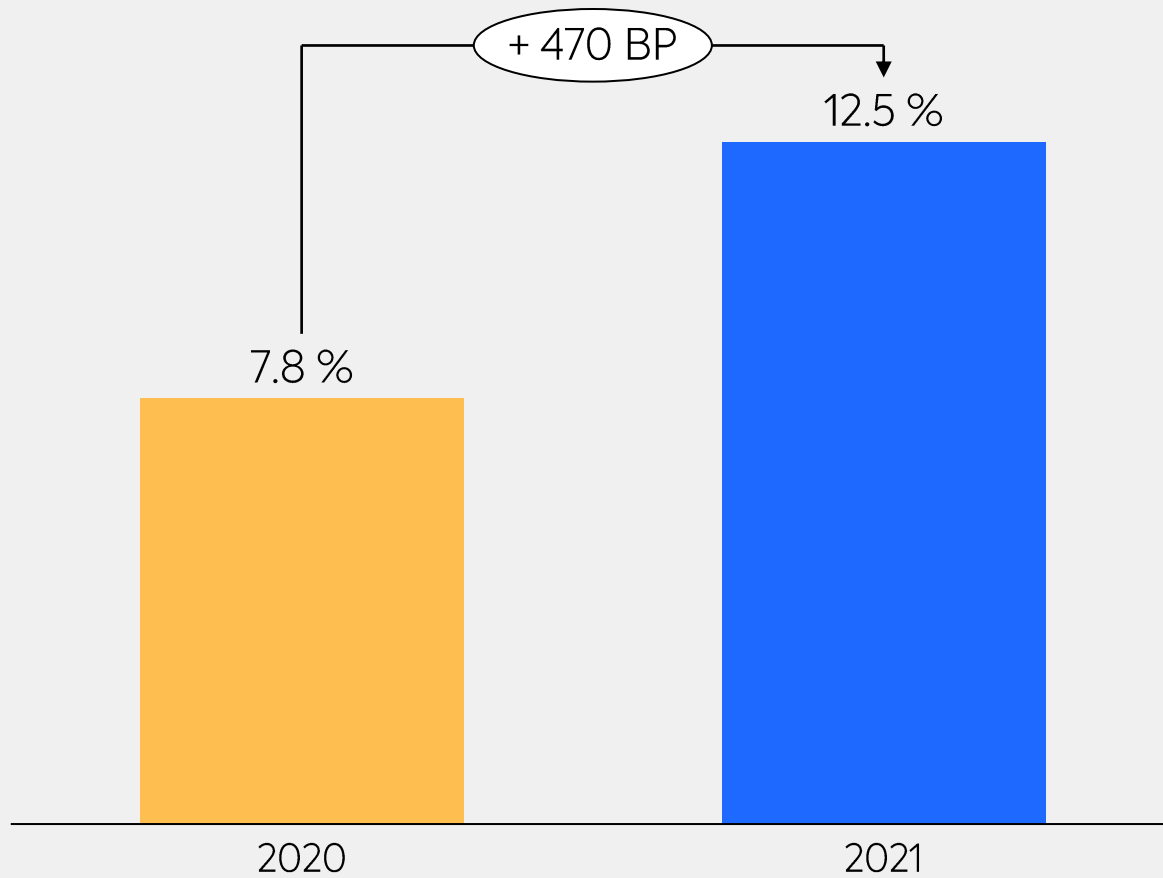
EBIT-margin and EBIT increased



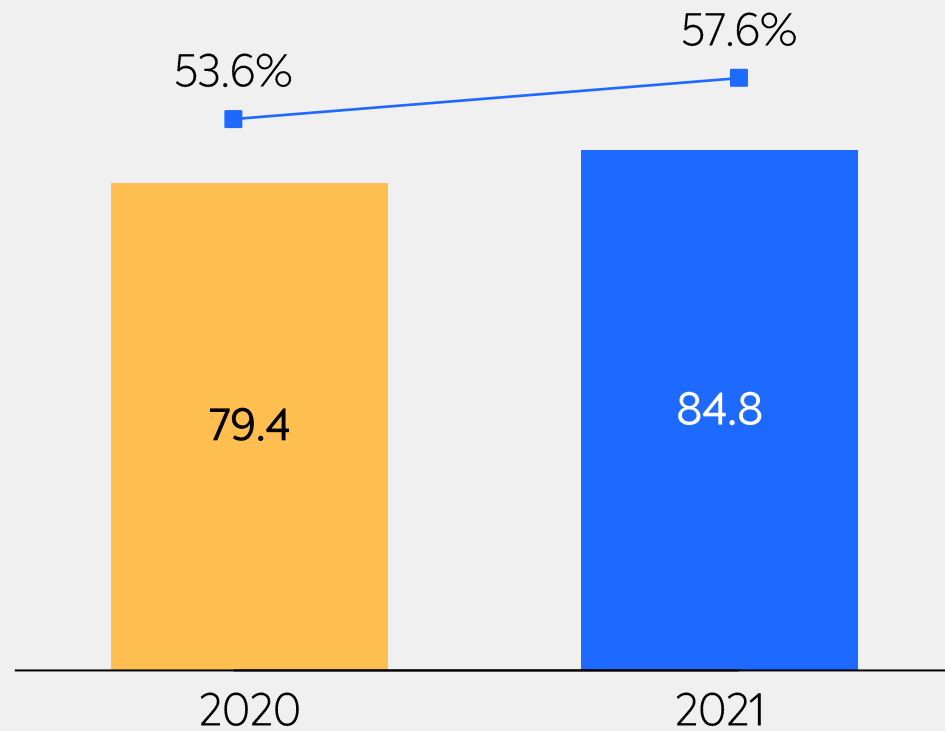
Figures in m€



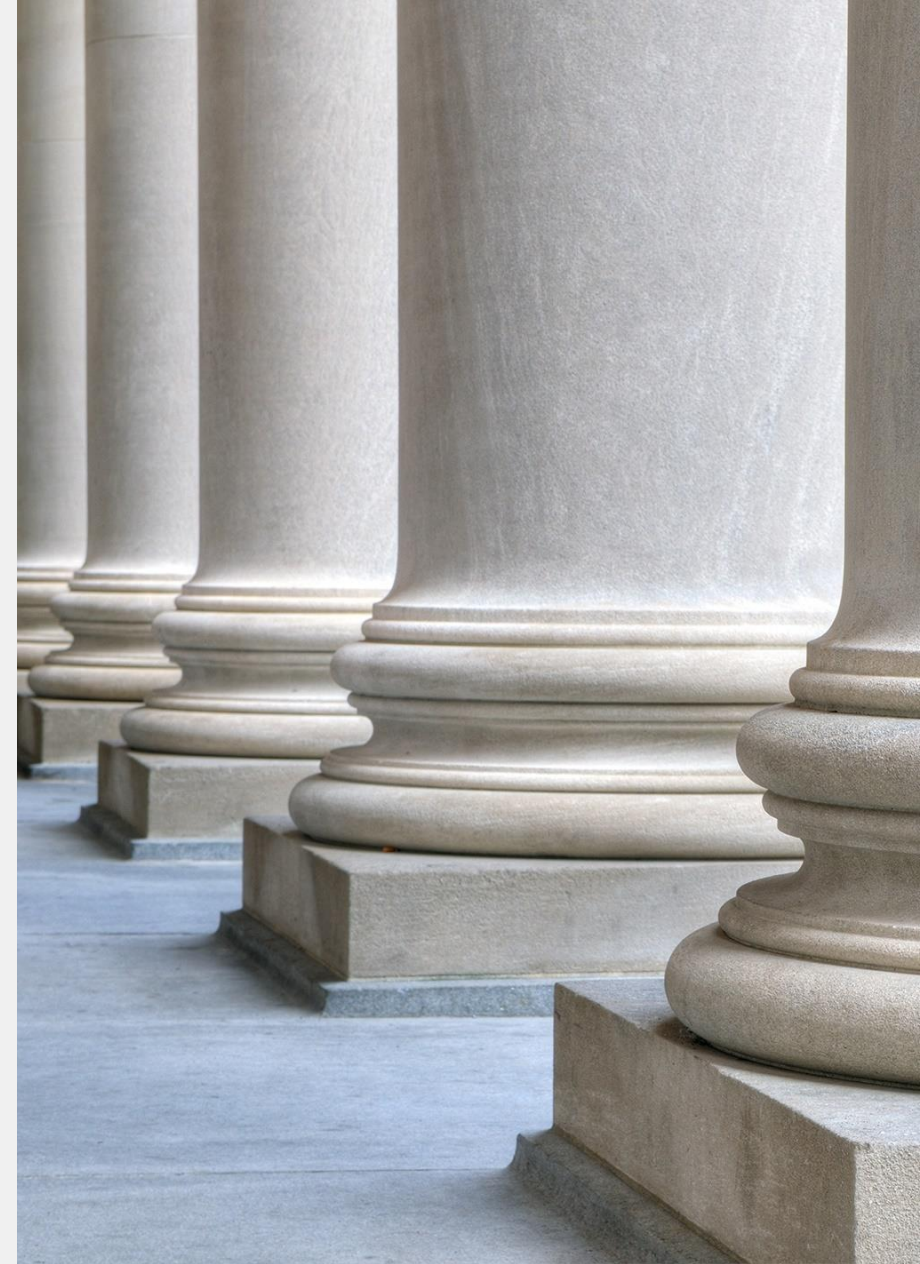
ROCE with strong increase



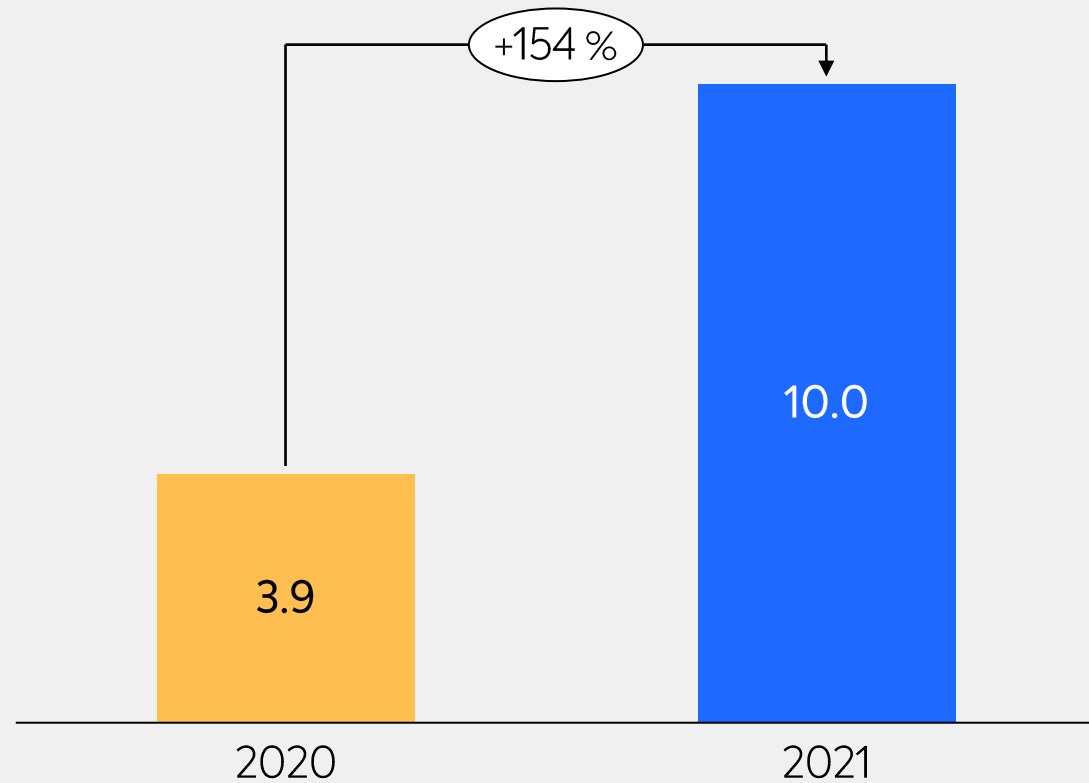
Equity at high level



Figures in m€



Strong free cashflow



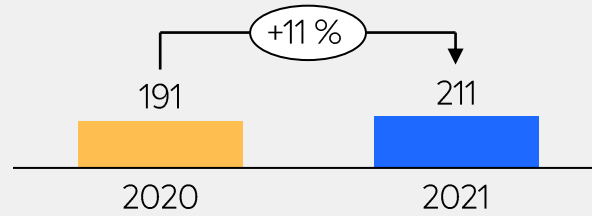
Figures in m€



Conclusion: Strong Performance

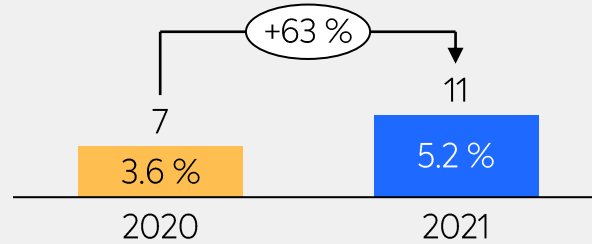
Revenue

in m€

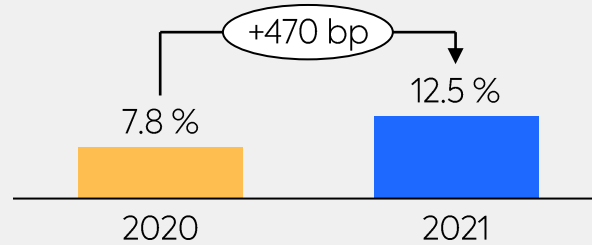


Profitability

EBIT



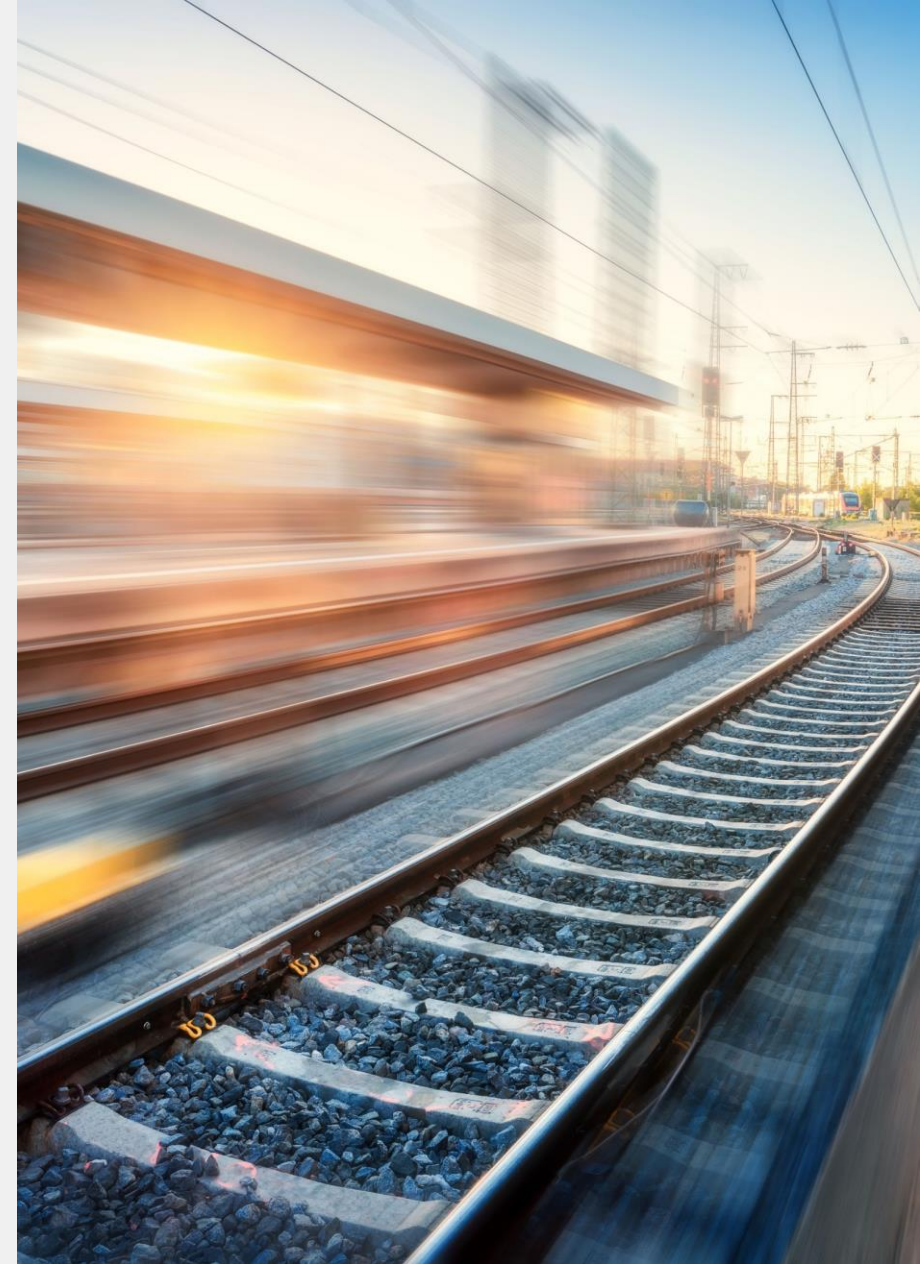
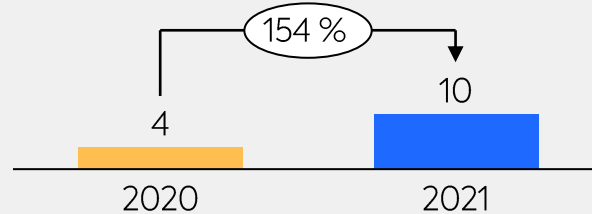
ROCE



Liquidity

in m€

Free Cashflow



Our employees

1,433

Employees as per
Dec. 31, 2021

Up to 45 %

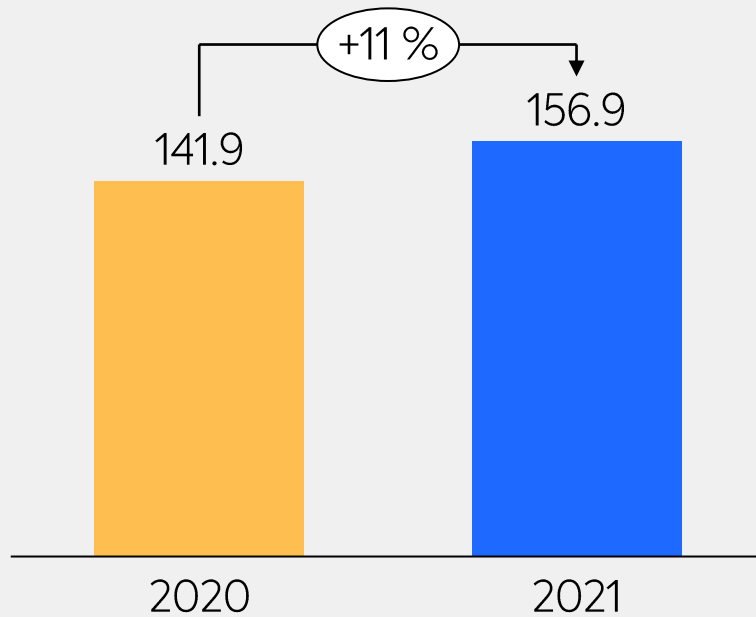
Proportion of employees
working in home office 2021

20 %

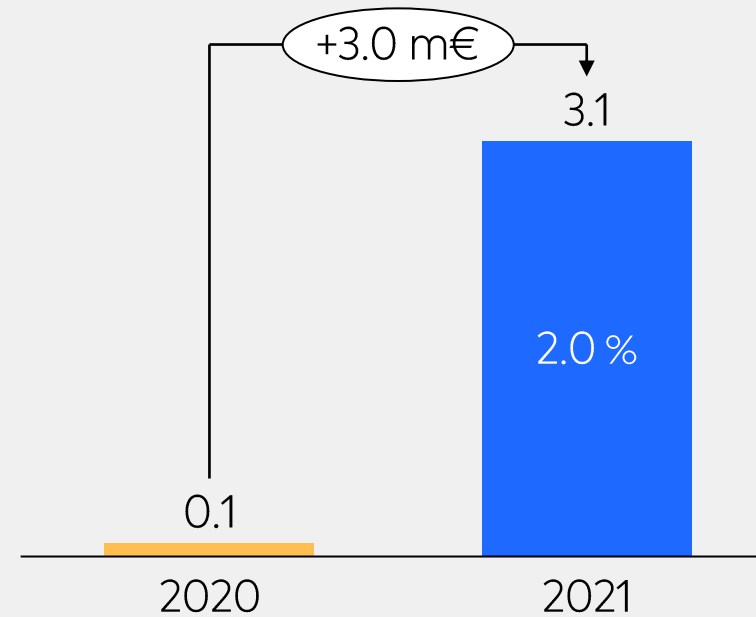
Proportion of
female/miscellaneous
employees

Segment Technology

Revenue



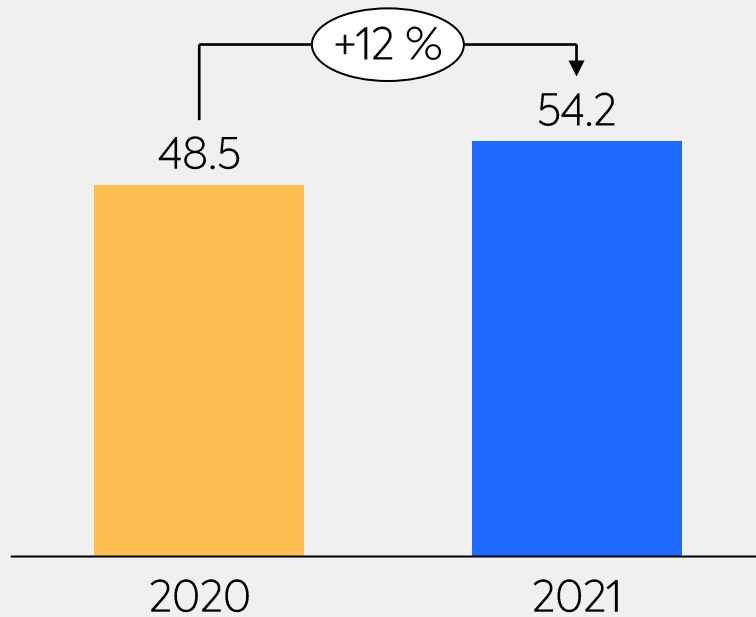
EBIT/EBIT-margin



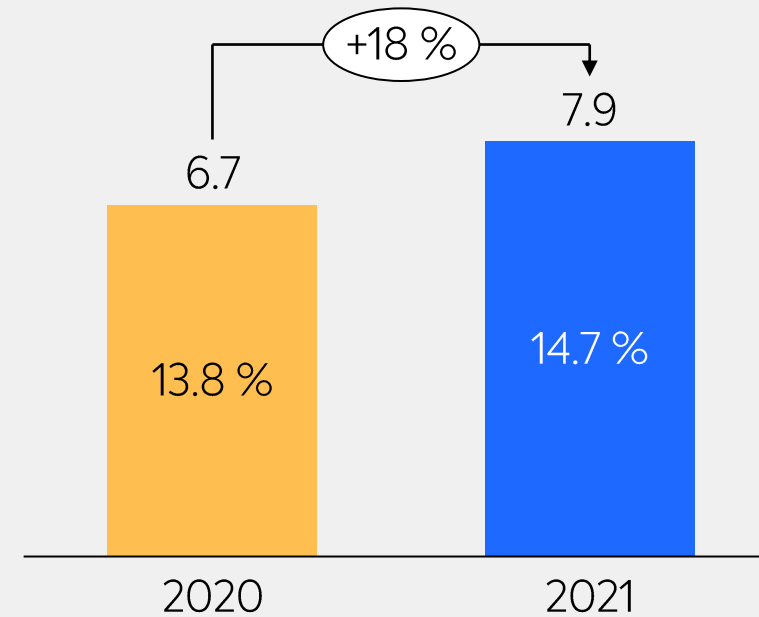
Figures in m€

Segment Services

Revenue



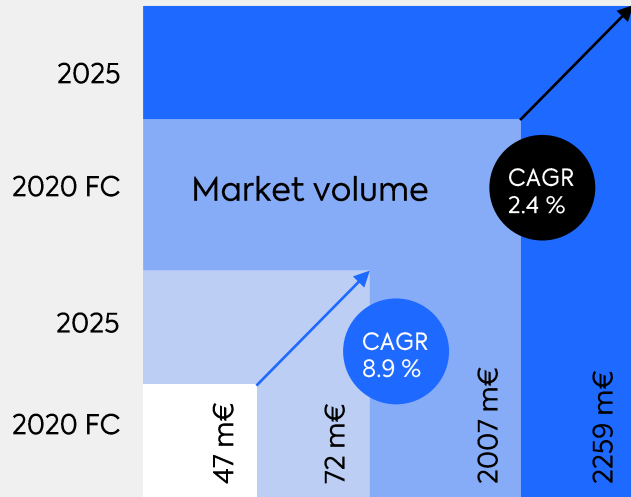
EBIT/EBIT-margin



Figures in m€

Markets: Strategy 100 % on track

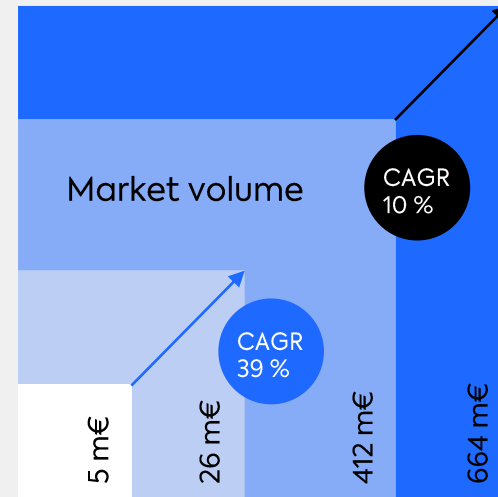
Plastics



Status 2021

Target 2021: 51 m€
Realised: 54 m€ ✓

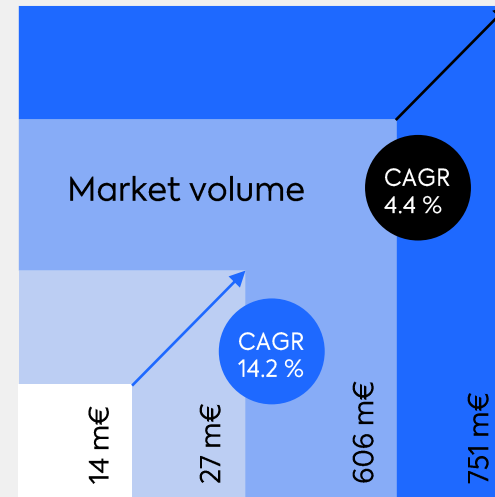
Energy Management



Status 2021

Target 2021: 7 m€
Realised: 10 m€ ✓

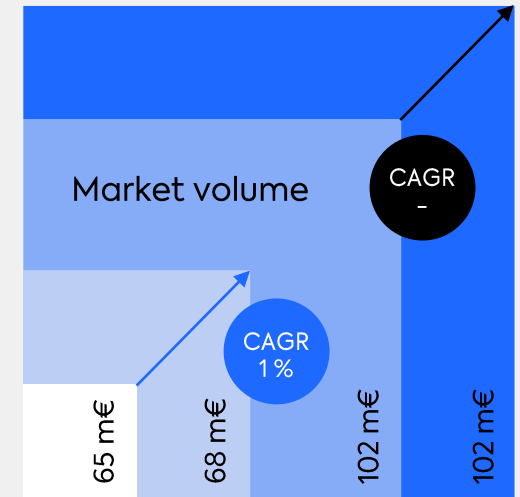
Healthcare & Analytics



Status 2021

Target 2021: 16 m€
Realised: 18 m€ ✓

Print

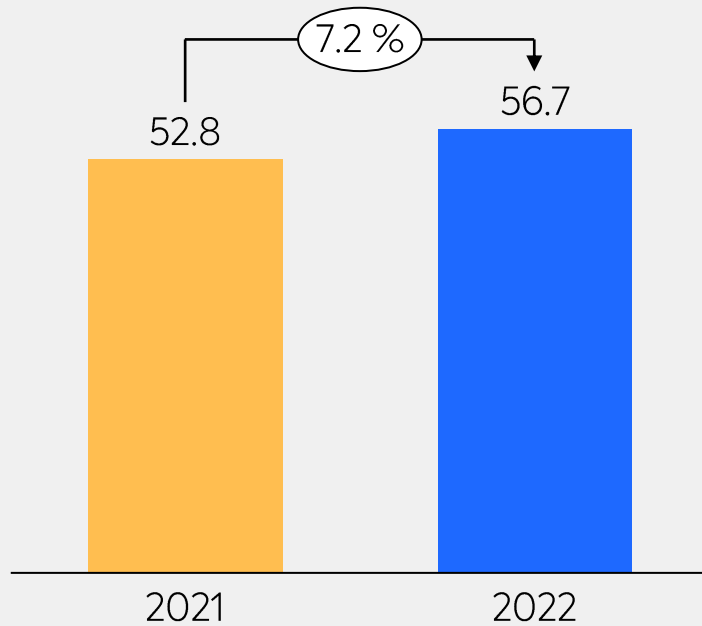


Status 2021

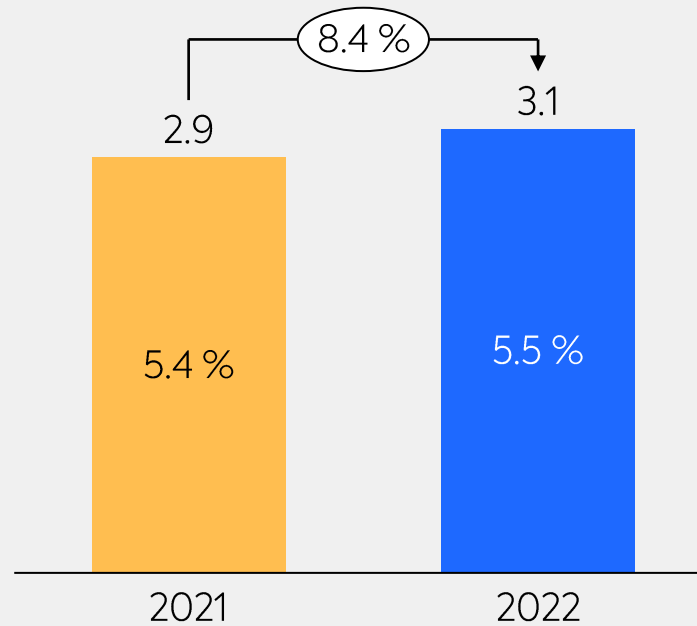
Target 2021: 66 m€
Realised: 72 m€ ✓

1st Quarter 2022 – Main KPIs

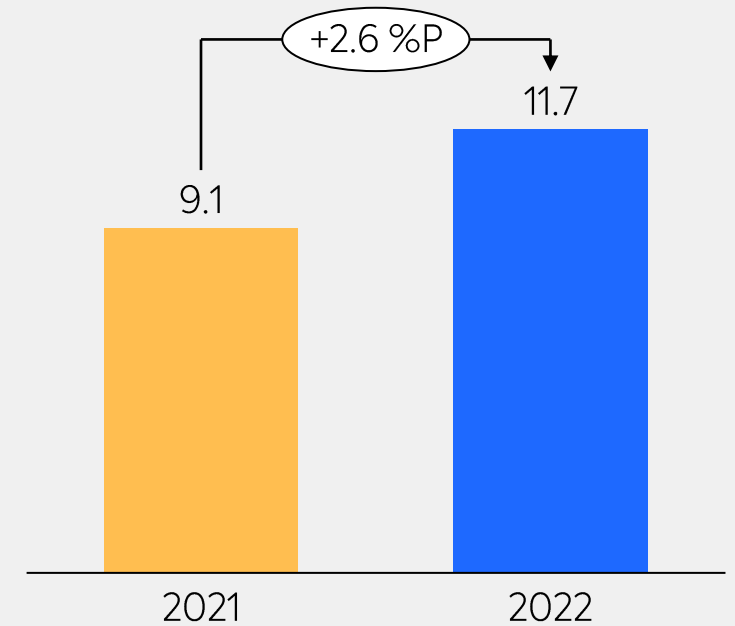
Revenue



EBIT/EBIT-margin



ROCE

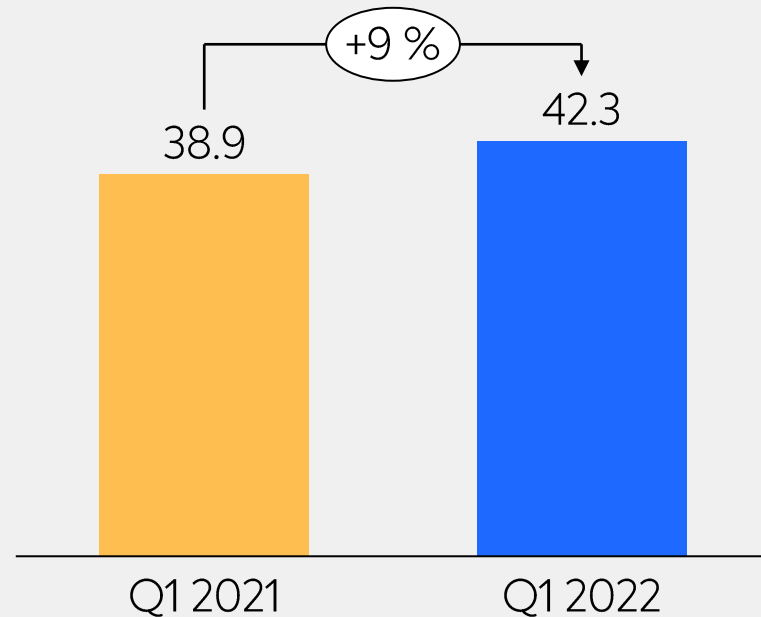


Earnings per share in the 1st quarter: €0.29 (previous year: €0.27)

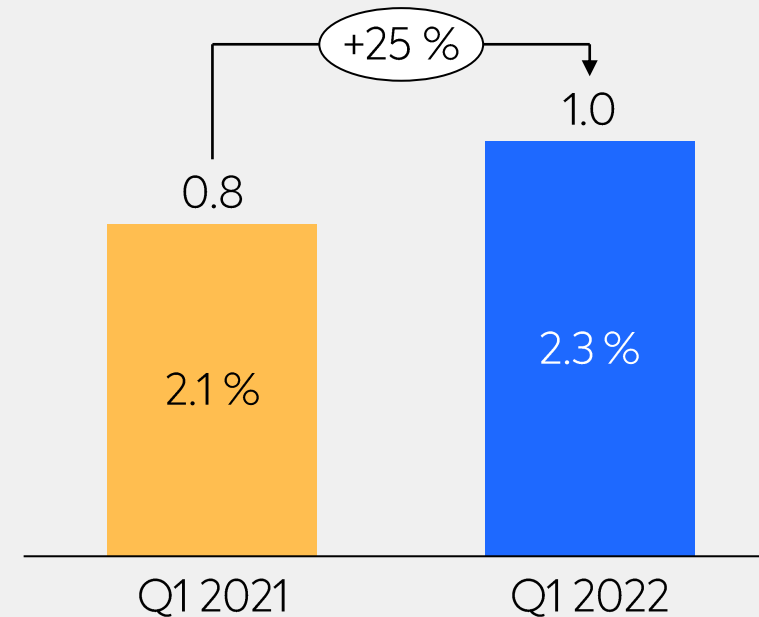
Figures in m€

1st Quarter 2022 – Segment Technology

Revenue



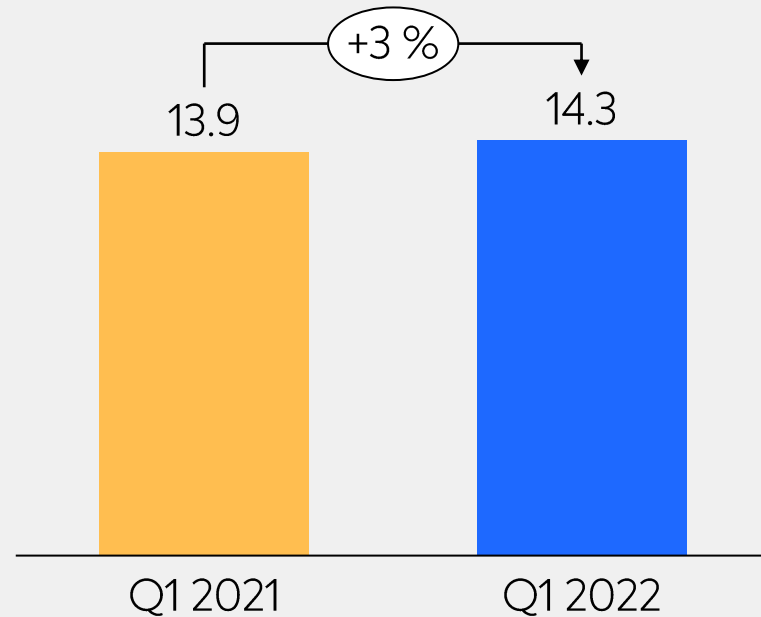
EBIT/EBIT-margin



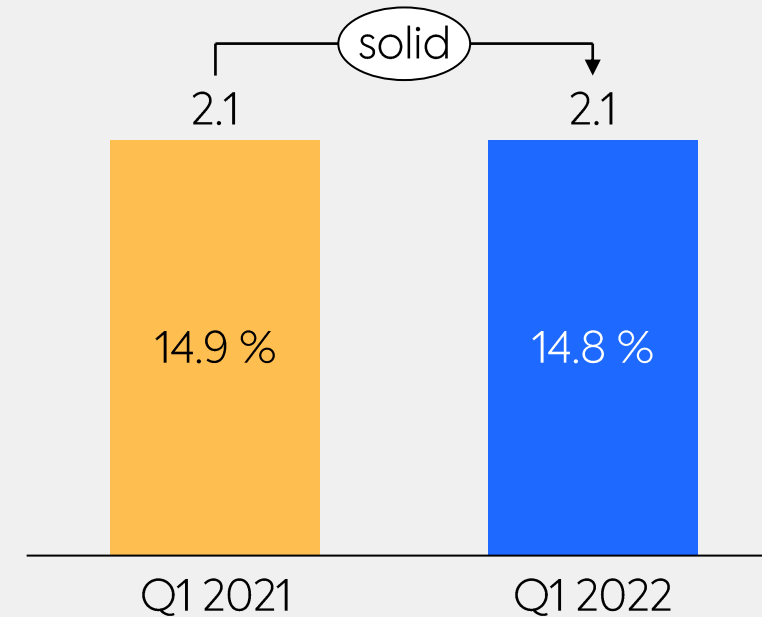
Figures in m€

1st Quarter 2022 – Segment Services

Revenue



EBIT/EBIT-margin



Figures in m€

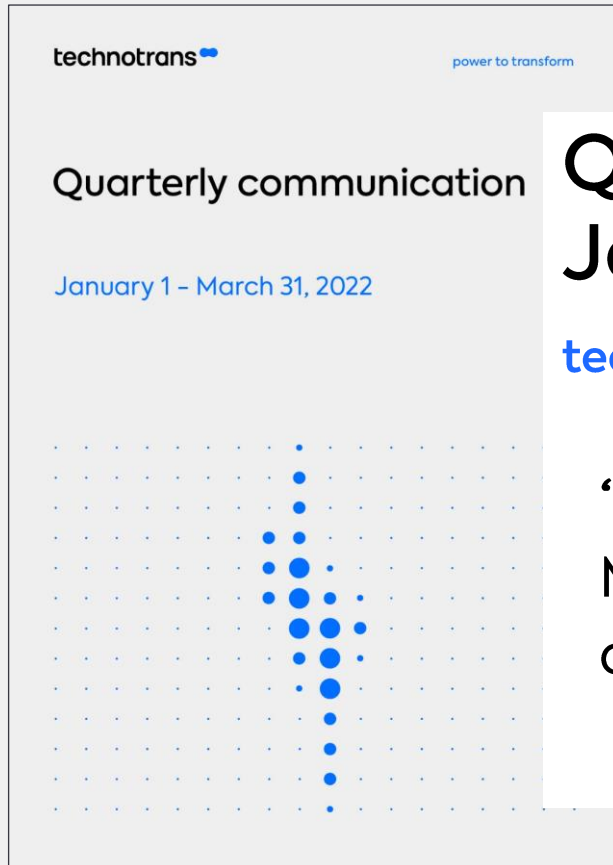


Highlights Q1: Plastics



Highlights Q1: Energy Management

Conclusion 1st Quarter 2022

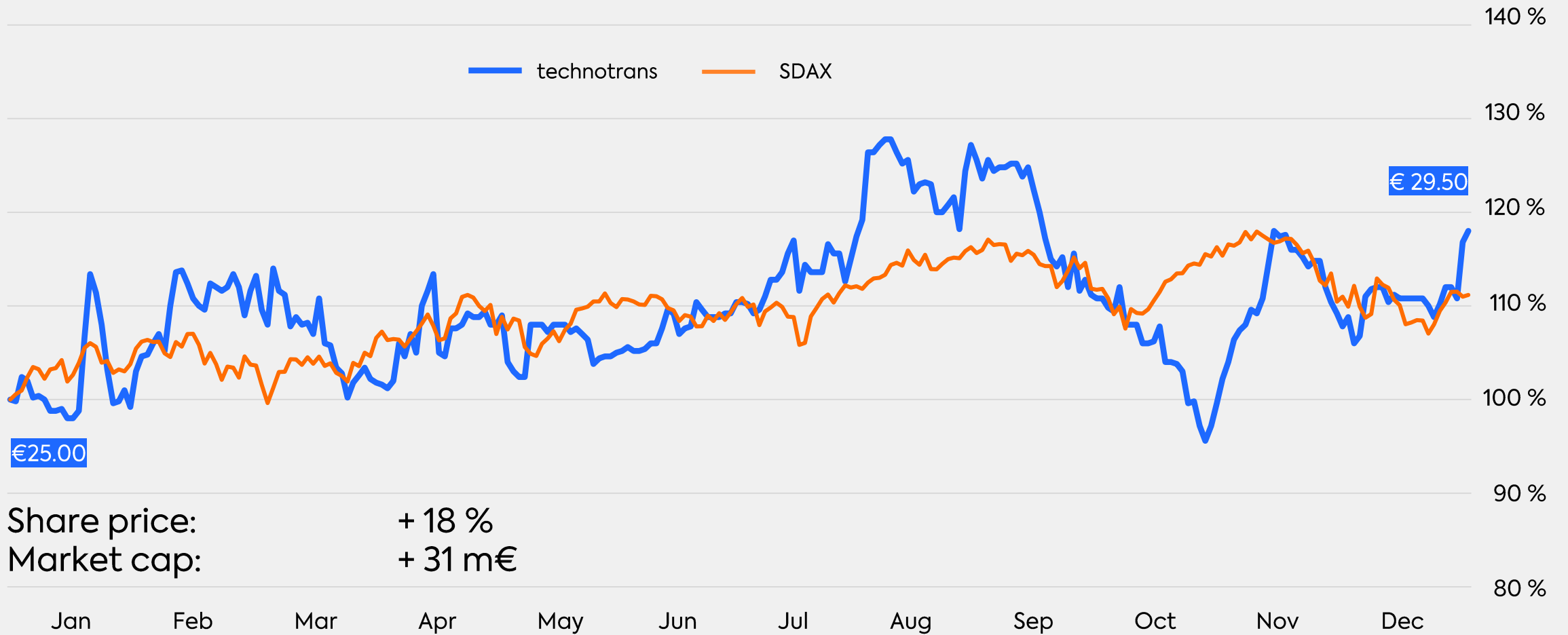


Quarterly communication January 1 – March 31, 2022

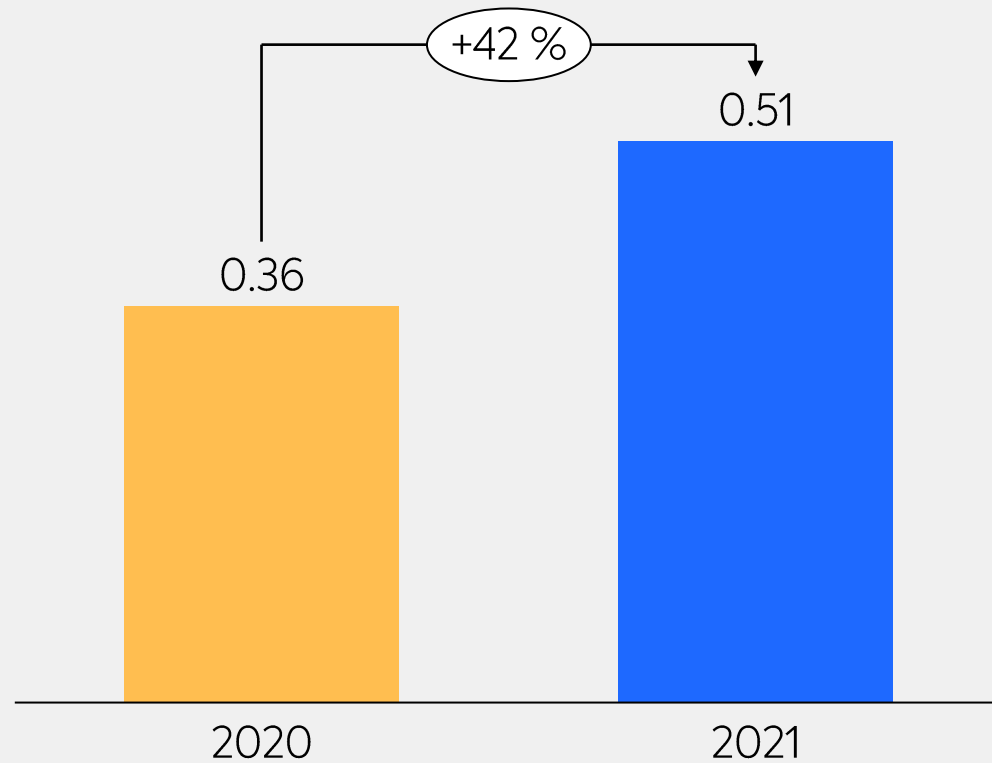
technotrans successfully continues profitable growth path

“Under the given general conditions, the Board of Management is very satisfied with the business development in the first 3 months.”

Performance of technotrans shares



Dividend proposal



Figures in €



Challenges on the path to revenue capability



Availability of raw and other materials



Unreliable delivery date commitments



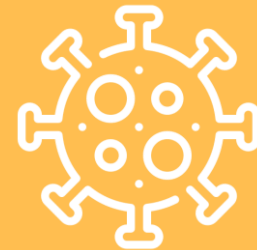
Price increases for raw and other materials



Disruptions in the supply chains

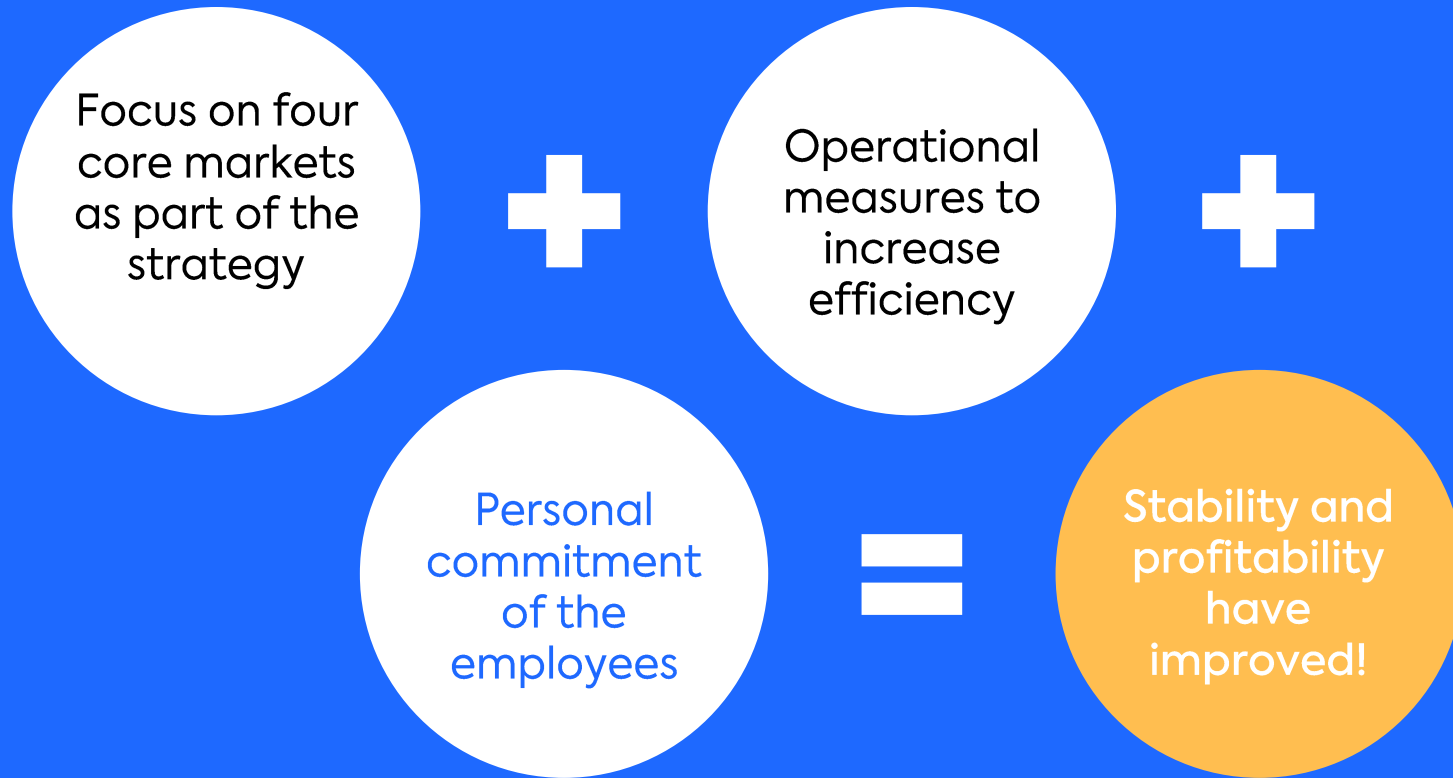


Price increase for energy



Pandemic-related capacity bottlenecks

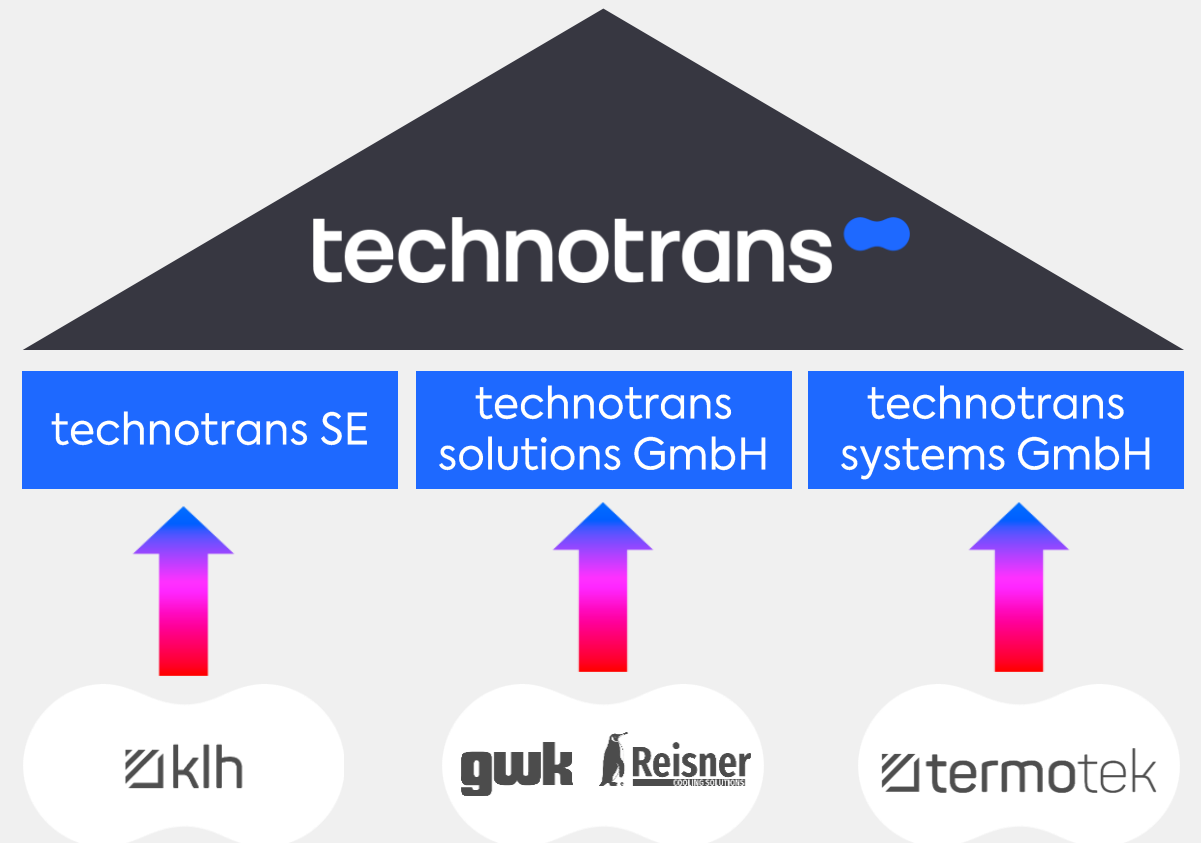
Increasing the resistance



Mergers

- Creation of a lean, market-oriented organizational structure
- Reduction of legal entities
- Standardization of processes and structures
- Leveraging of synergy potentials

Target:
A strong technotrans umbrella brand



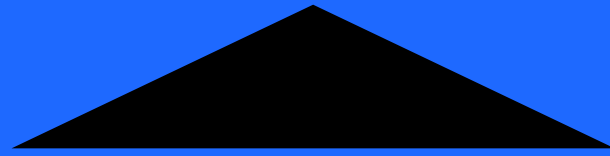
Future Ready 2025 strategy – umbrella brand process

Mergers



Mergers

One strong
brand



technotrans SE
technotrans solutions GmbH
technotrans systems GmbH

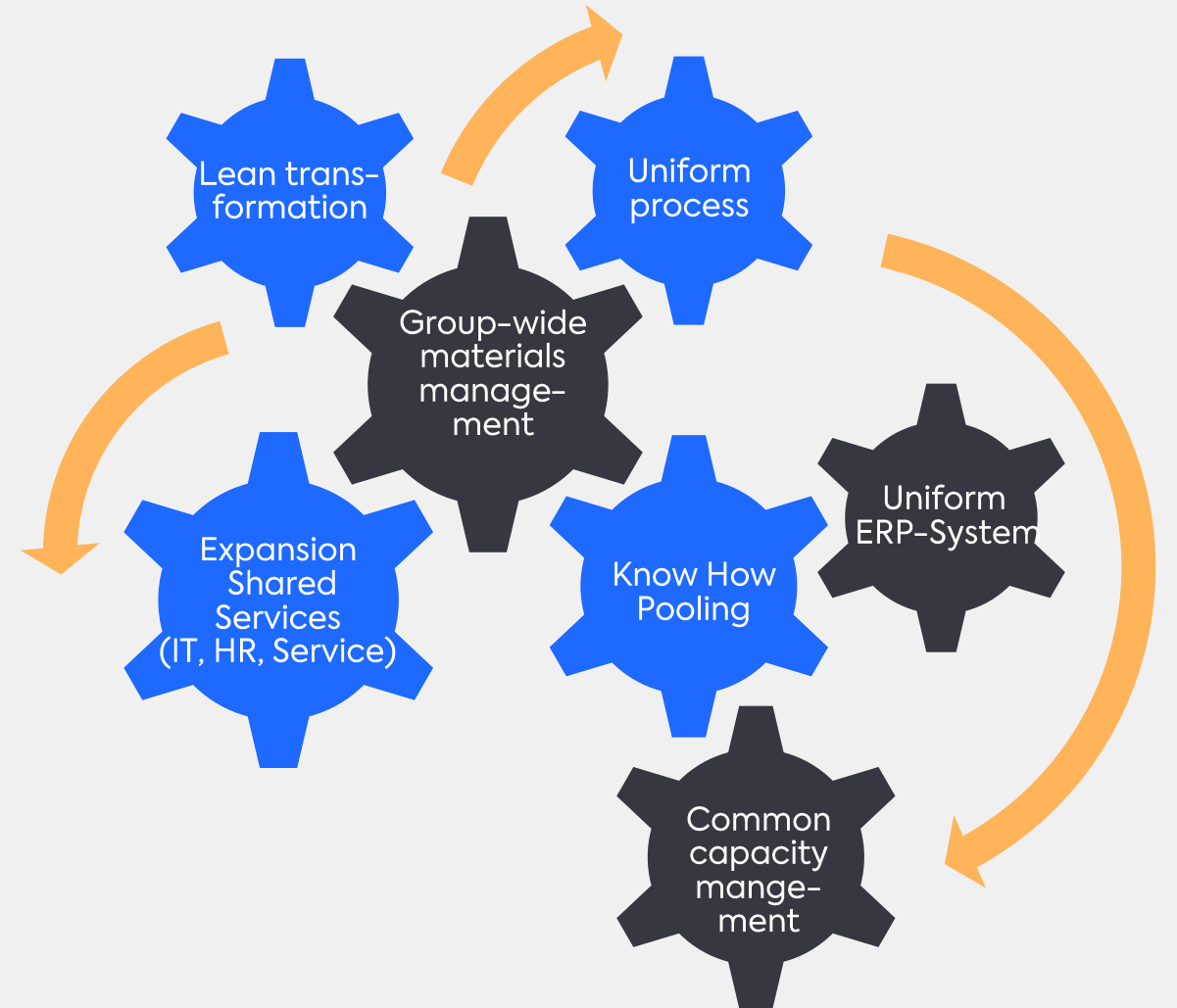


Group synergies

Leveraging group-wide synergy potential and improving the cost structure

- Personnel expense ratio decreased by 1.2 percent despite higher cost of materials
- The number of FTEs* decreased by 1.3 % compared to the previous year, while revenue grew
- Revenue per employee increased by 12.1 %.

* FTE: Full Time Equivalent



Focus market Plastics



Process cooling/deep-freezing plant

3 x 750 kW at -10 °C flow temperature
Meinerzhagen site



Focus market Energy Management



H₂-Thermal management-System

25+80 kW at +40 °C/+55 °C flow temperature
Sassenberg site



Focus market Healthcare & Analytics



Cooling system for medical cooling units
400 W at +15 °C flow temperature Baden-
Baden site

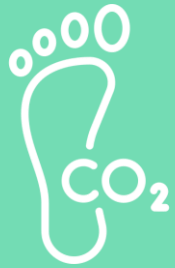


ESG – Living conviction

» Economical, ecological and social responsibility are an integral part of technotrans' corporate culture.«



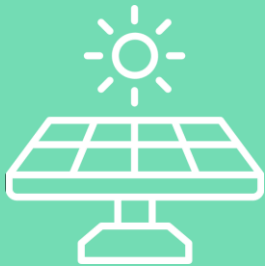
ESG – Highlights 2021



Creation of a carbon footprint



Creation of the sustainability management



Investment in photovoltaics and hydrogen



Joining the UN Global Compact

ESG – KPIs 2021

Fuel consumption *

-8 %

Compared to base year |
Target: ø -5 % p.a.

Personell
development *

+18 %

Target significantly
exceeded | Target:
Increase by 5 % p.a.

Renewable
electricity

41 %

Target 100 %
"green power"

Diversity

20.2 %

Constant portion |
Target:
at least 20 %

Recyclable
packaging
material

2 of 7

Sites converted |
Target: 100 %

* Base year 2019

Future Ready 2025 – Milestones 2022

2021 – 2022

Phase I: Stability & Profitability

- Continuation of the initiated **change process** based on existing core competencies
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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**

Focus markets remain growth drivers 2022



Guidance 2022

LOREM +0.7844	IPSUM -4.5489	DOLOR +6.2035	SIT -0.8965	AMET +3.0293	CONSECT -9.2904	ADIPISCING -8.3748
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5.0 – 6.0 %

EBIT-margin
2022

11.0 – 13.8 m€

EBIT
2022

220 – 230 m€

Group revenue
2022
Organic growths

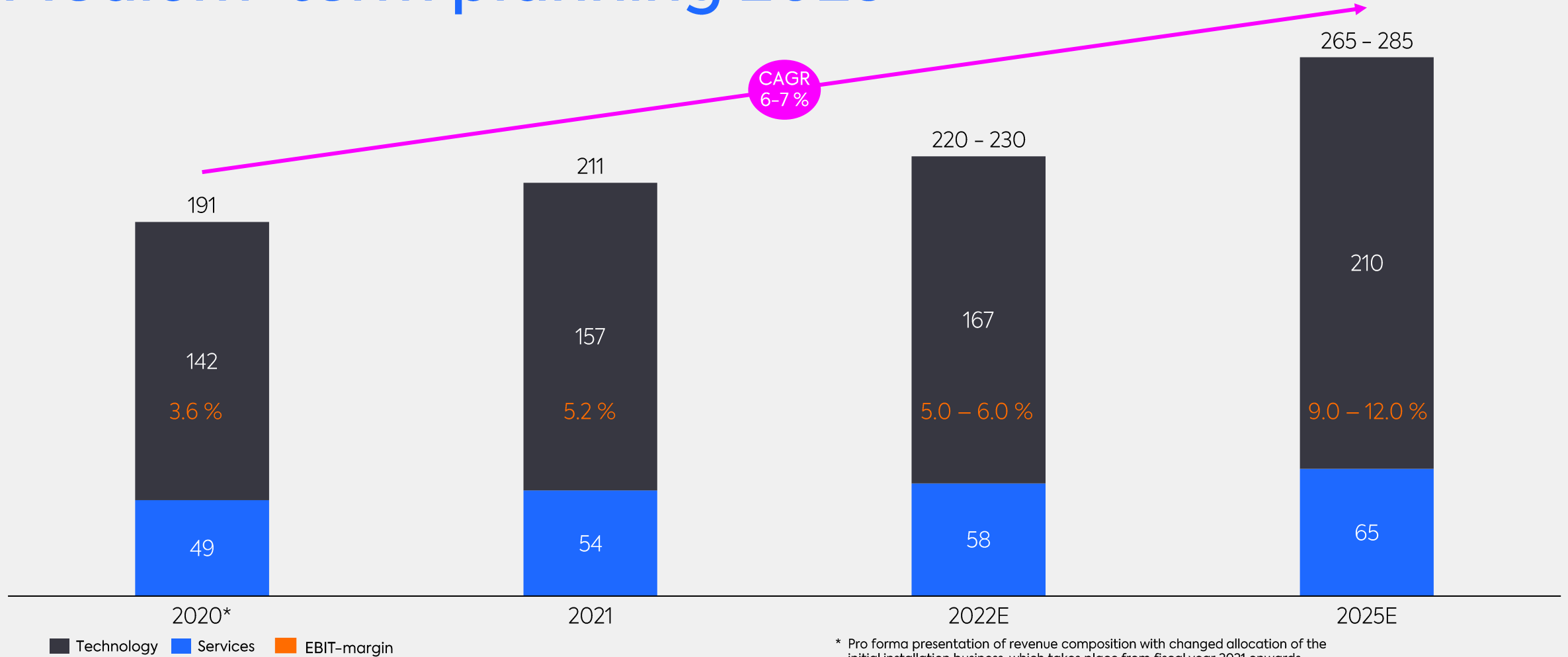
12.5 – 14.0 %

ROCE
2022

Return on Capital Employed

Assumptions:
No worsening of supply market
disruptions, Corona pandemic
and Russian war against Ukraine.

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.

Where does technotrans currently stand?

How is our strategy progressing?

What can you expect from us this year? ?

Contact

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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.