

Presentation

for the Annual Analyst and Press Conference

March 11, 2014



**Henry
Brickenkamp**

Spokesperson for the Board
Global Sales and Services



**Dirk
Engel**

Member of the Board
Finance and Administration



**Dr. Christof
Soest**

Member of the Board
Technology and Operations





The technotrans Group



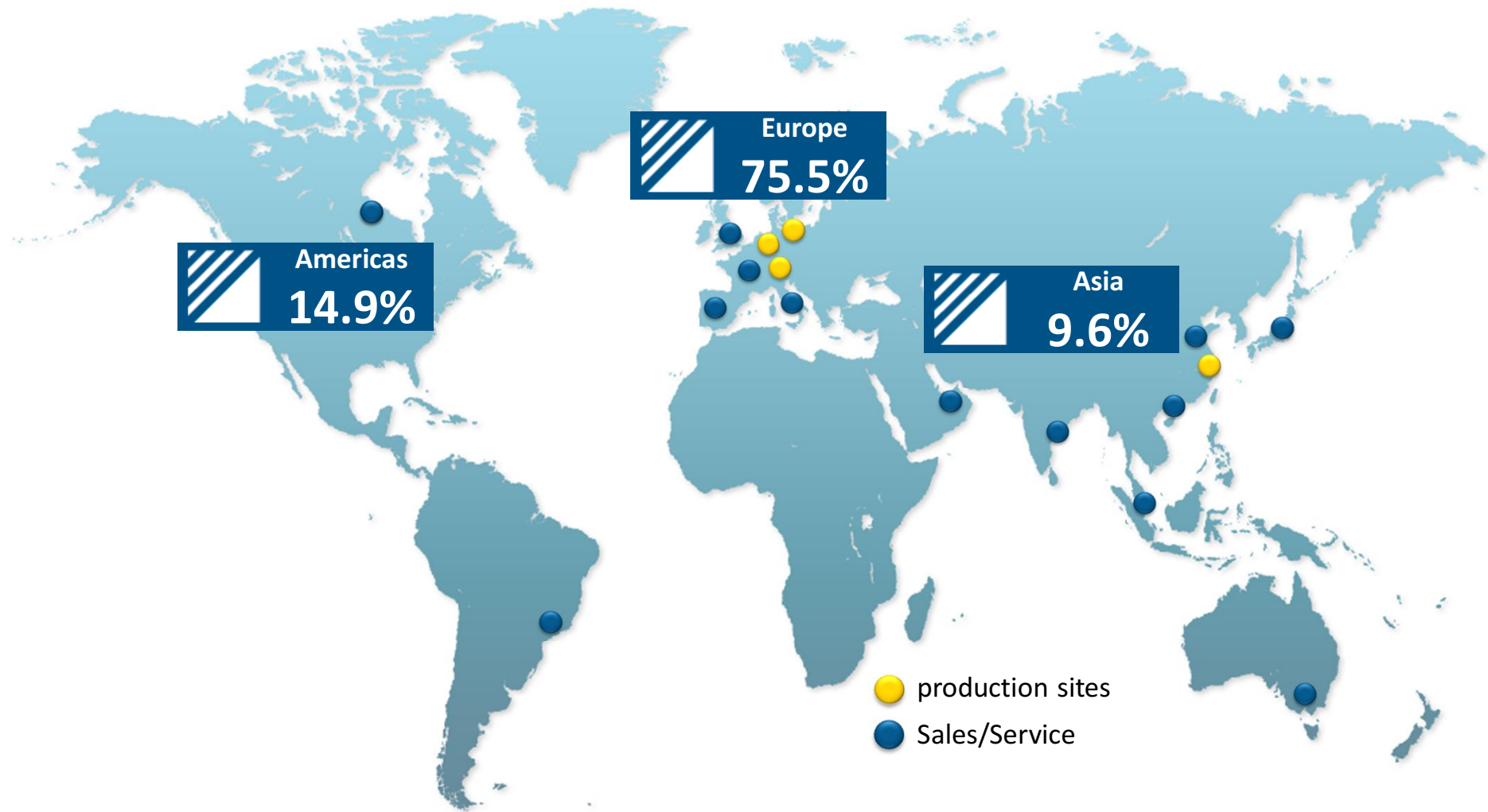
a leading system supplier with the core competence of liquid technology

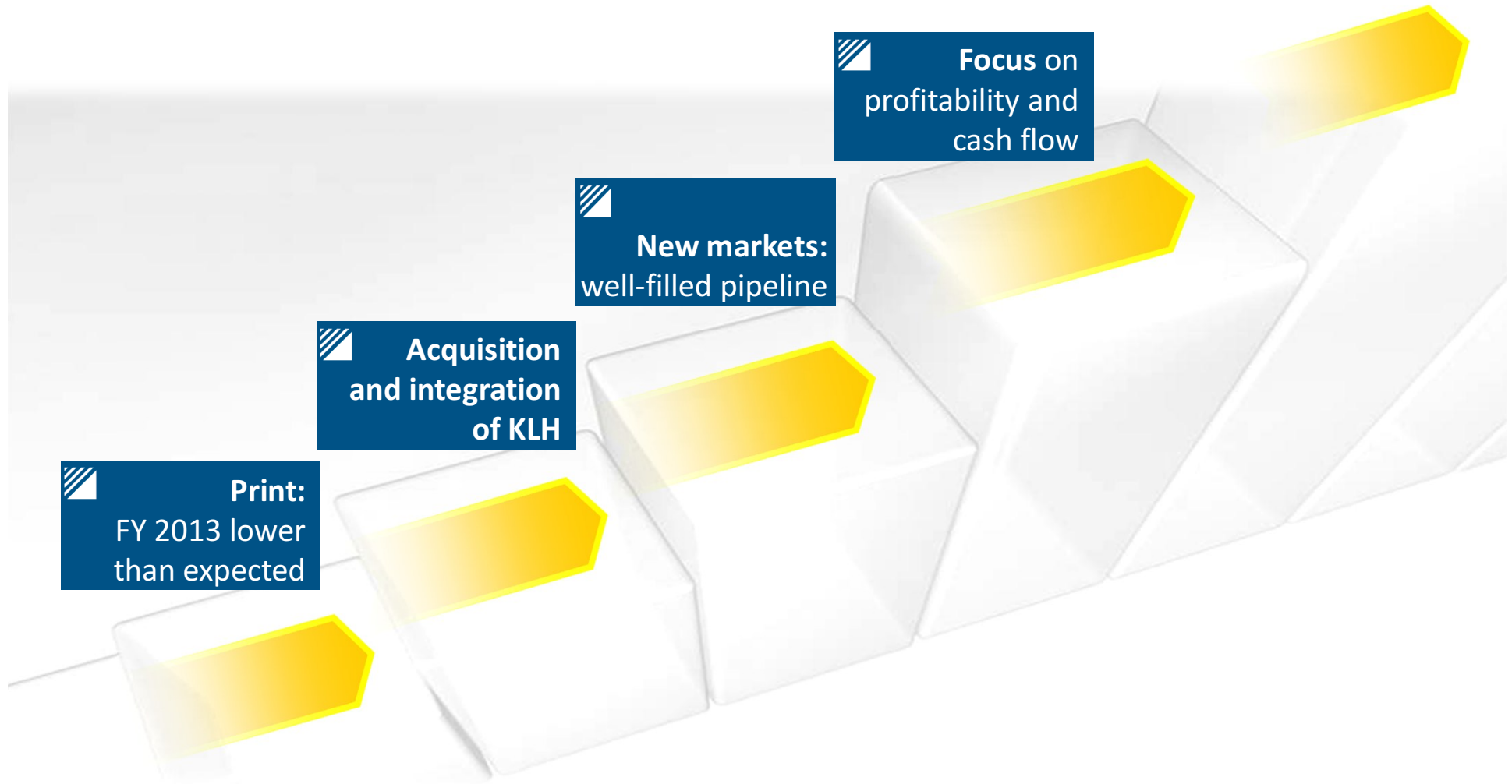
was founded 1970 and is headquartered in Sassenberg (Westfalia)

Management buy-out 1990, stock listed since 1998









770+ people
80 engineers
190 technical support






Revenue and earnings FY 2013

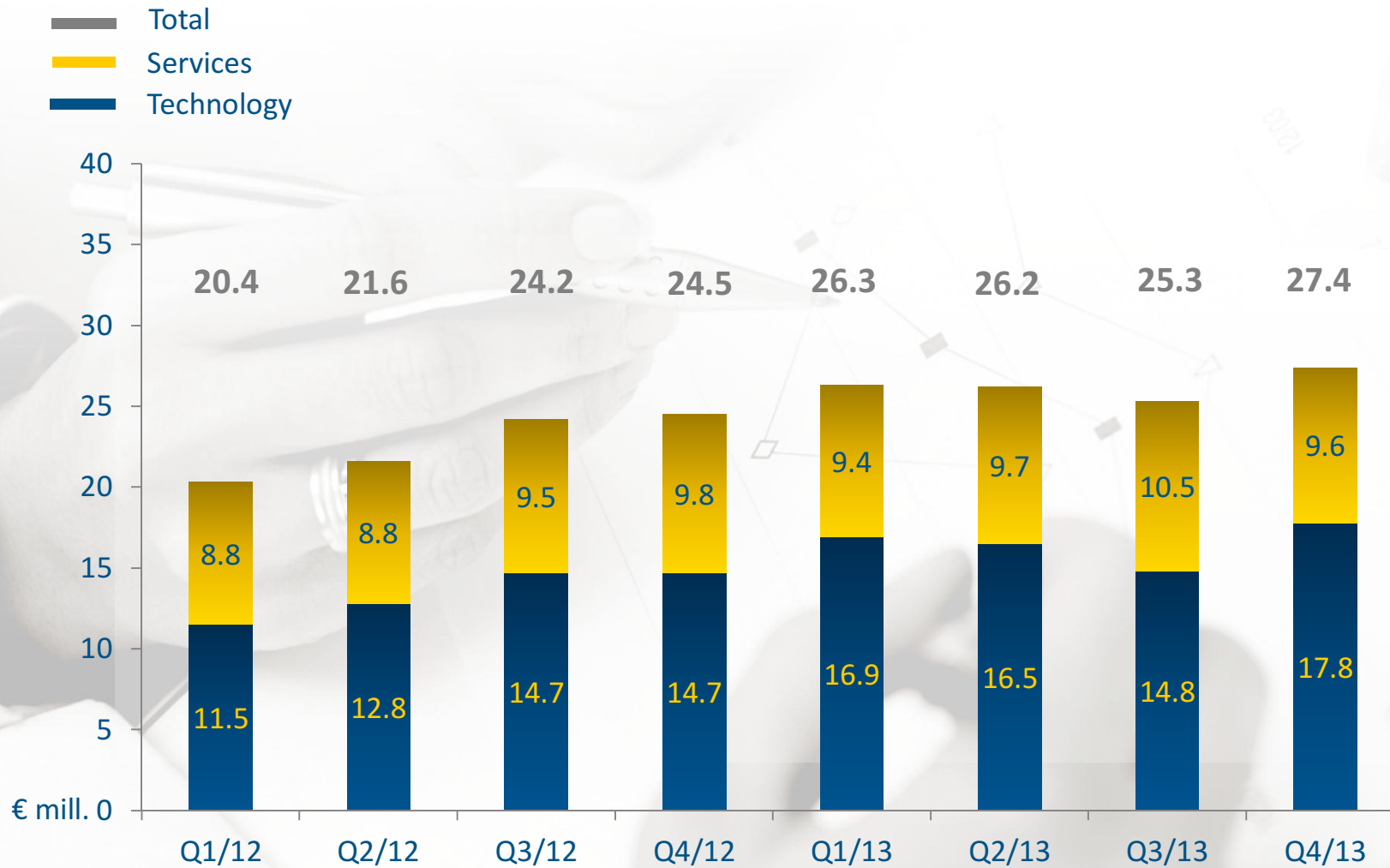
 **technotrans GROUP**

in € '000	1.1.-31.12.2012		1.1.-31.12.2013	Change	margin
90,662	 Revenue		105,207	16.0%	
(-)59,010	 Cost of sales		(-)72,083		
31,652	 Gross profit		33,124	4.7%	31.5%
(-)26,295	 SG&A		(-)28,498		
5,357	 EBIT		4,626	-13.6%	4.4%
3,094	 Net result for the period		3,016	-2.5%	2.9%

 Earnings per share **0.48**

 Earnings per share **0.47**

Revenue acc. to segments



Earnings (EBIT) acc. to segments

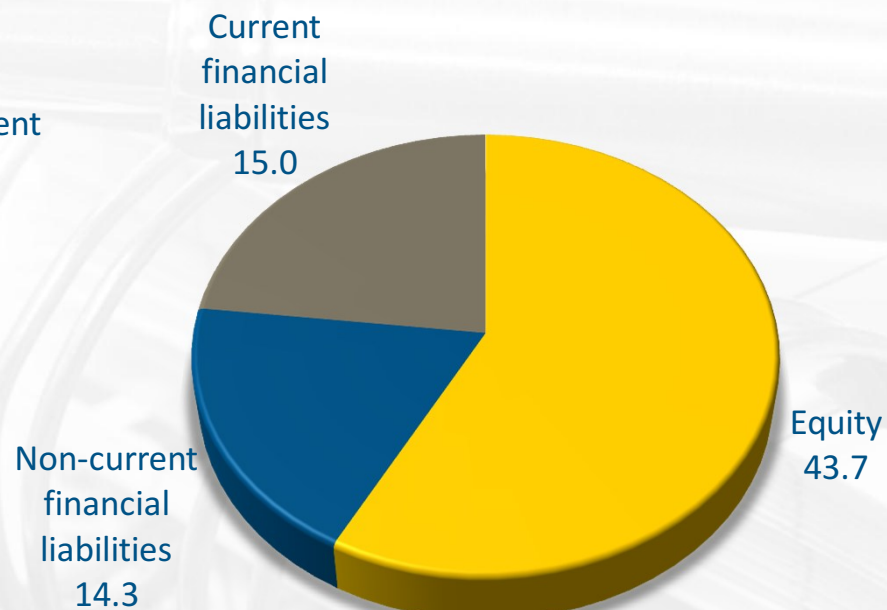
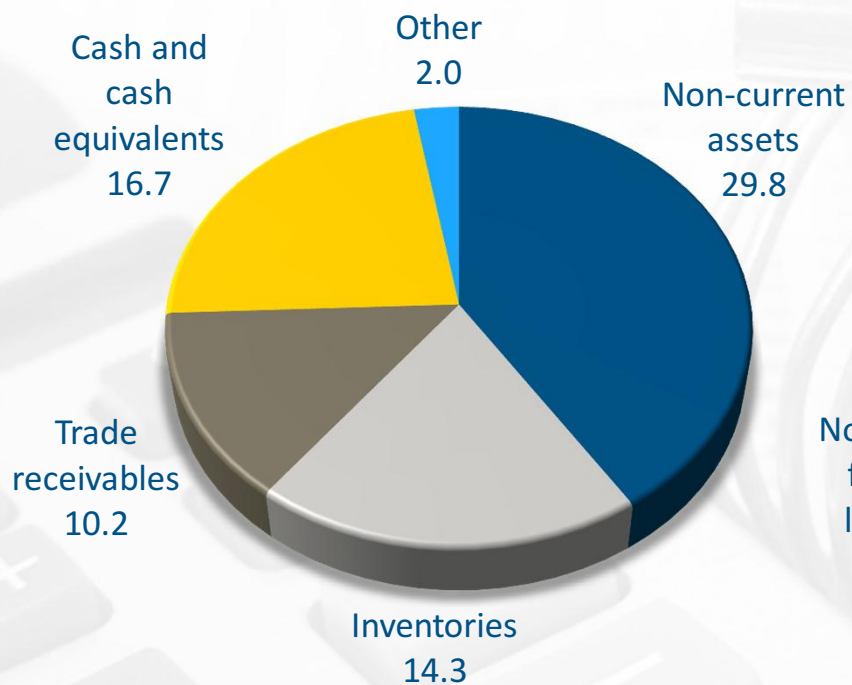


Balance sheet as of Dec. 31, 2013

Assets

€ mill.

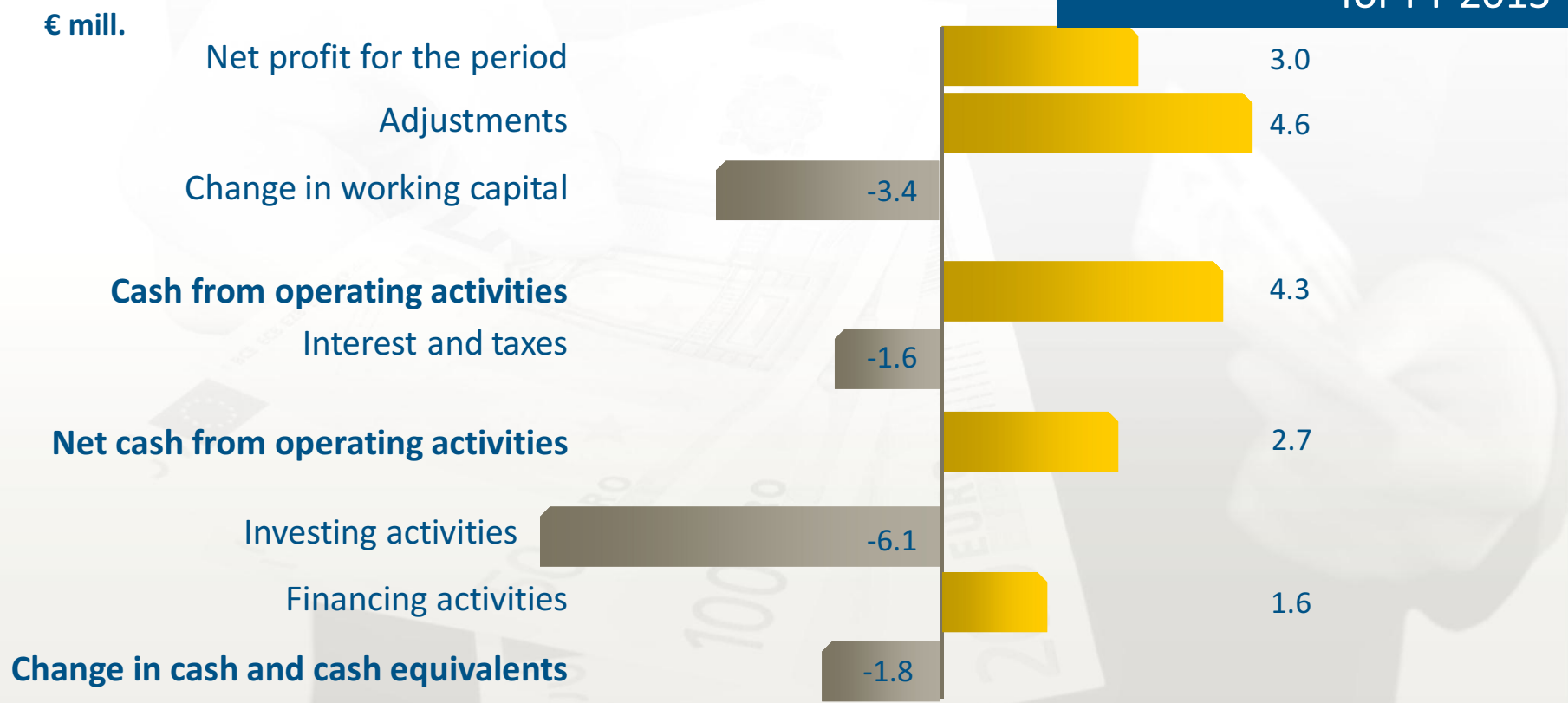
Equity and liabilities



Total € 73.0 mill.

Cashflow FY 2013

Free Cash flow
€ -3.4 mill.
for FY 2013



Our business model










 **50%**
World Market share

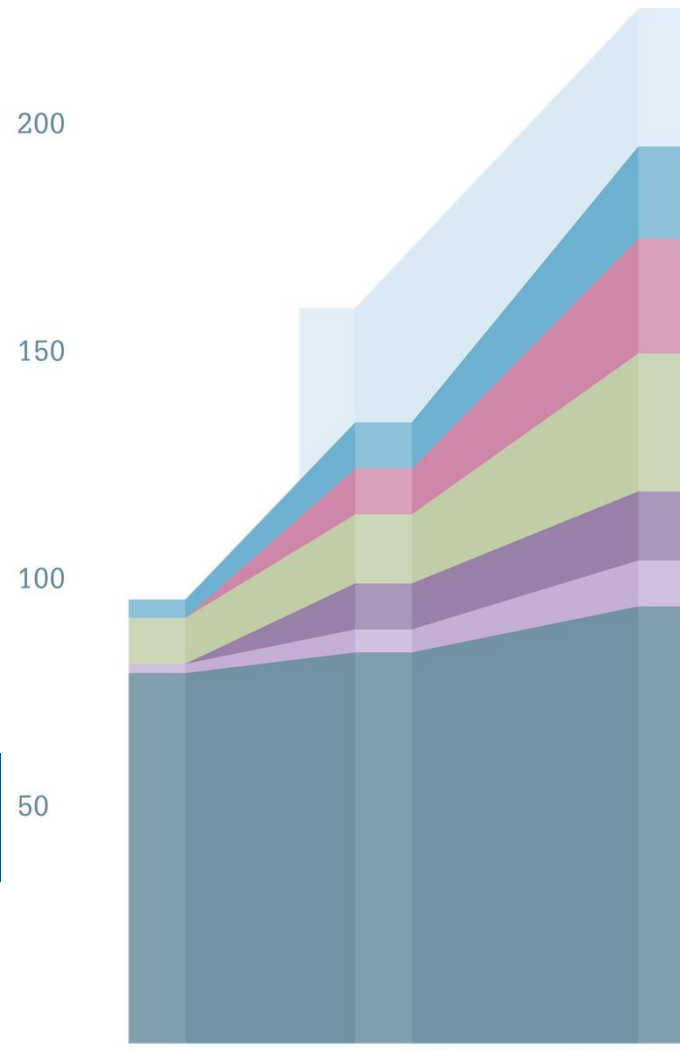
 Set standards
in niche markets








 OEM orientation

 Enter new markets

Growth strategy

-  M&A
-  Technical documentation
-  Machine tool industry
-  Laser industry
-  Flexo printing
-  Digital printing
-  Offset printing



-  NEW MARKETS
-  GDS AG
-  MACHINE TOOLS
-  TERMOTEK/KLH
-  FLEXOGRAPHIC PRINTING
-  DIGITAL PRINTING
-  PRINT

Two core segments

 **technotrans GROUP**

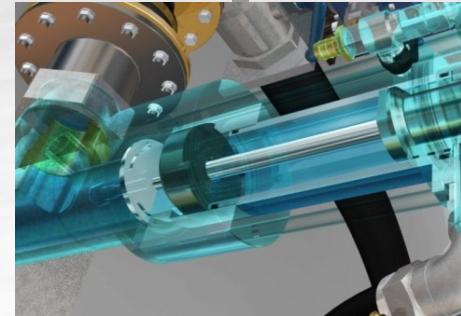
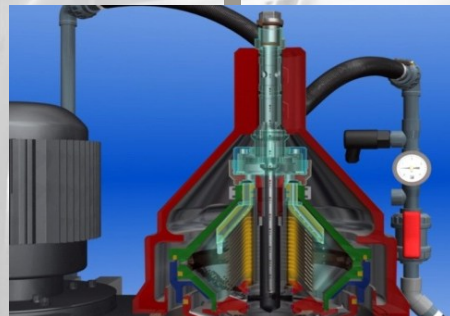
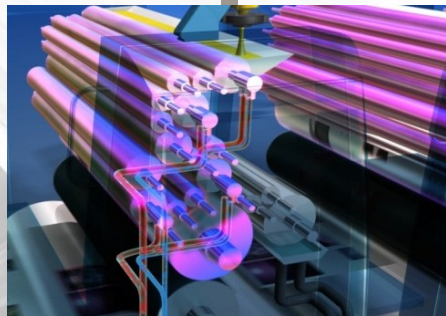




Temperature control

Fluid conditioning

Ink and Fluid technology



The markets we address

technotrans GROUP

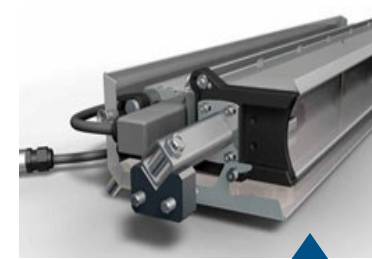
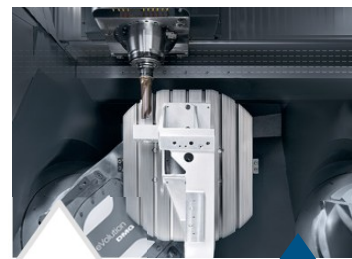
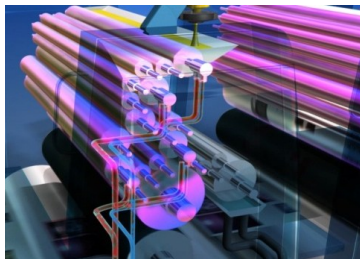
TERMOTEK AG
LASERKÜHLUNG

Printing industry

Laser industry

Machine tool industry

Metal working industry, Energy storage, ...



KLH
technotrans GROUP

Medical engineering

...will be expanded

Reference customers

technotrans GROUP

HEIDELBERG

manroland

Akiyama

SAUER
GmbH Ultrasonic

PHILIPS

HANS GRONHI

MULLER MARTINI

mitsubishi

starmedtec
innovative solutions

Mohn media
arvato

COHERENT

ACTIA

KOMORI
Kendo - Beyond Expectations

INDEX TRAUB

Metronic

NEXPRESS
A Kodak Company

SONY

hp

Timsons
printing machinery

sonopress
DISC GRAPHICS arvato

TRIXELL

SINGULUS
Smart Solutions To Drive The Future.

GOSS

WIDIA

KBA

TECHNOLAS
PERFECT VISION

LEYBOLD OPTICS

SIEMENS

gallus

FUJI XEROX

BIO-CIRCLE™

ABB

inram

WIFAG

SAFT

VANTAGE POWER

elexxion AG
Dental-Laser

WINDMÖLLER & HÖLSCHER

DEMAG
Cranes & Components

Drent GOEBEL

SCREEN

inca
incadigital.com

csem

Sakurai

obduc at

Asclepion
Laser Technologies

RYOBI

Alcon

océ

IST
MEITZ BUILDING

TRUMPF

eos
e-Manufacturing Solutions

Two core segments

 **technotrans GROUP**





International customer service center



Local service worldwide, "follow the sun"



Spare parts service



OEM and user training



Installation and commissioning



Remote Control




 **Engineering and installation**

 **maintenance**

 **Spare parts**

product related services


SERVICES

 **Technical documentation: gds AG**






 Expansion of new business sectors and gaining market share in Print

 Organic growth within the laser- and machine tools industry

 Expanding activities in the scanner, medical and energy storage technology

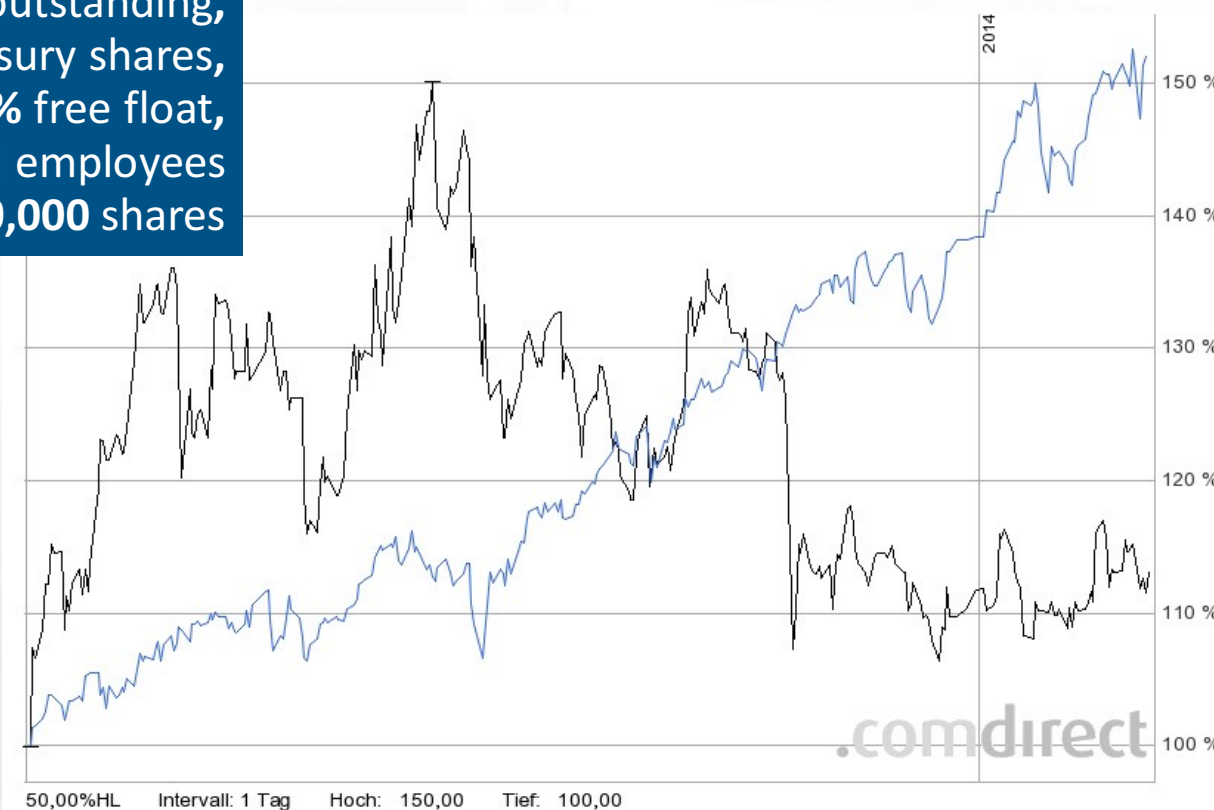
 Accelerating the pace of growth through acquisitions



6.5 mill shares outstanding,
414.000 treasury shares,
registered shares, 100% free float,
Management and employees
hold more than 500,000 shares

ISIN DE000A0XYGA7

— technotrans
— TecDAX



22.10.2013	Bankhaus Lampe buy	Gordon Schönell PT 10.00
22.10.2013	HSBC overweight	Richard Schramm PT 9.60
06.11.2013	Montega buy	Thomas Rau PT 13.00
06.11.2013	Warburg Research hold	Eggert Kuls PT 8.00

13.05.2014	Q1 (1-3/2014)	
15.05.2014	Annual Shareholders Meeting	
22.08.2014	Q2 (1-6/2014)	
07.11.2014	Q3 (1-9/2014)	

Disclaimer

Any forward-looking statements contained in this presentation represent our best judgment as to what will occur in the future.

The Company's actual results could differ materially from those presented and will depend on a number of competitive and economic factors, some of which will be outside the control of the company.