



Presentation

for Q3 2014
2014-11-07

1 **technotrans business model**

2 technotrans strategy

3 technotrans finances and outlook

4 technotrans share

leading system supplier with the
core competence of liquid
technology



customer-specific solutions for
temperature control and filtration
as well as pumping and spraying
technology for/with fluids

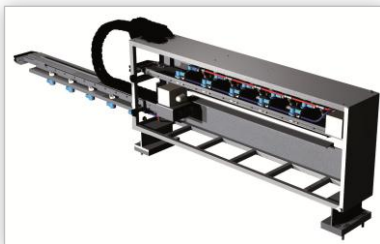


extensive range of individual
services world-wide



Technology

- 63% of turnover in 2013
- 529 employees



- temperature control
- fluid conditioning
ink & fluid
technology

Services

- 37% of turnover in 2013
- 248 employees



- spare parts
- services
(maintenance, repairs,
installations, technical
documentation)



Industrial chillers



Battery cooling



Process chillers



19" rack chiller



Temperature control unit



Dampening solutions



Filtration system



Water treatment



Coolant preparation



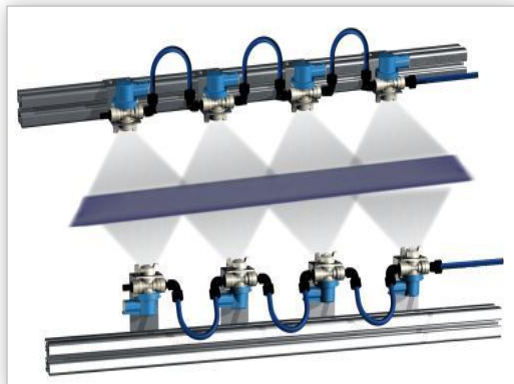
Separation



Ink supply



Spraying technology



Spray lubrication



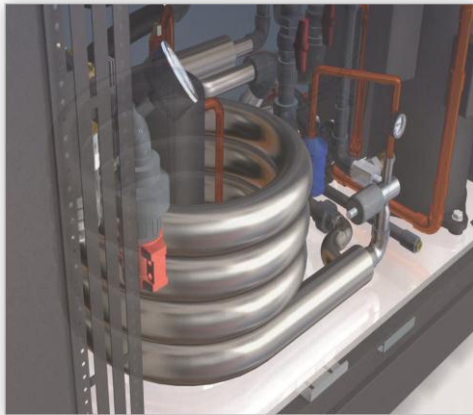
Spray lubrication



Dosing systems



Filter material



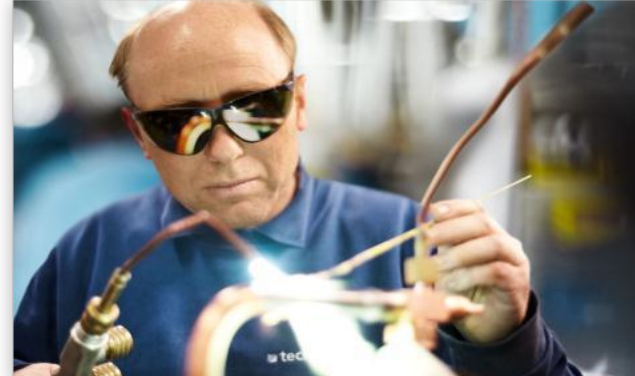
Coaxial evaporators



Alcohol stabilizers



Maintenance



Repairs



Maintenance



Repairs



Installations



Installations



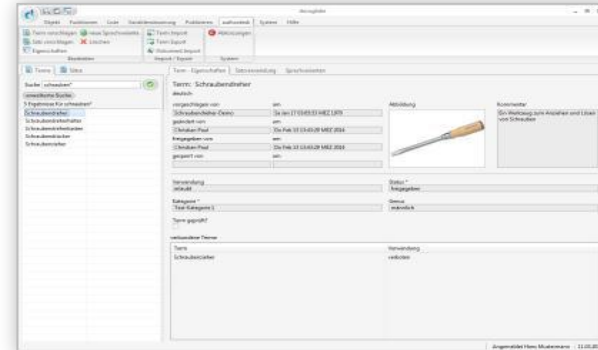
Installations



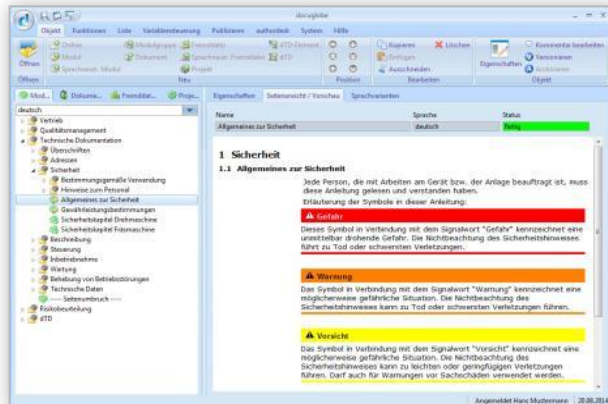
Installations



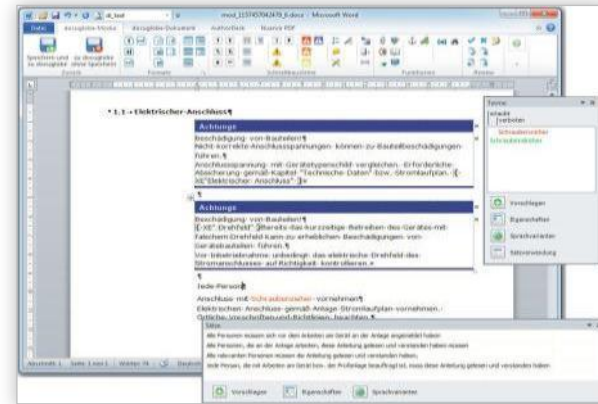
gds portfolio



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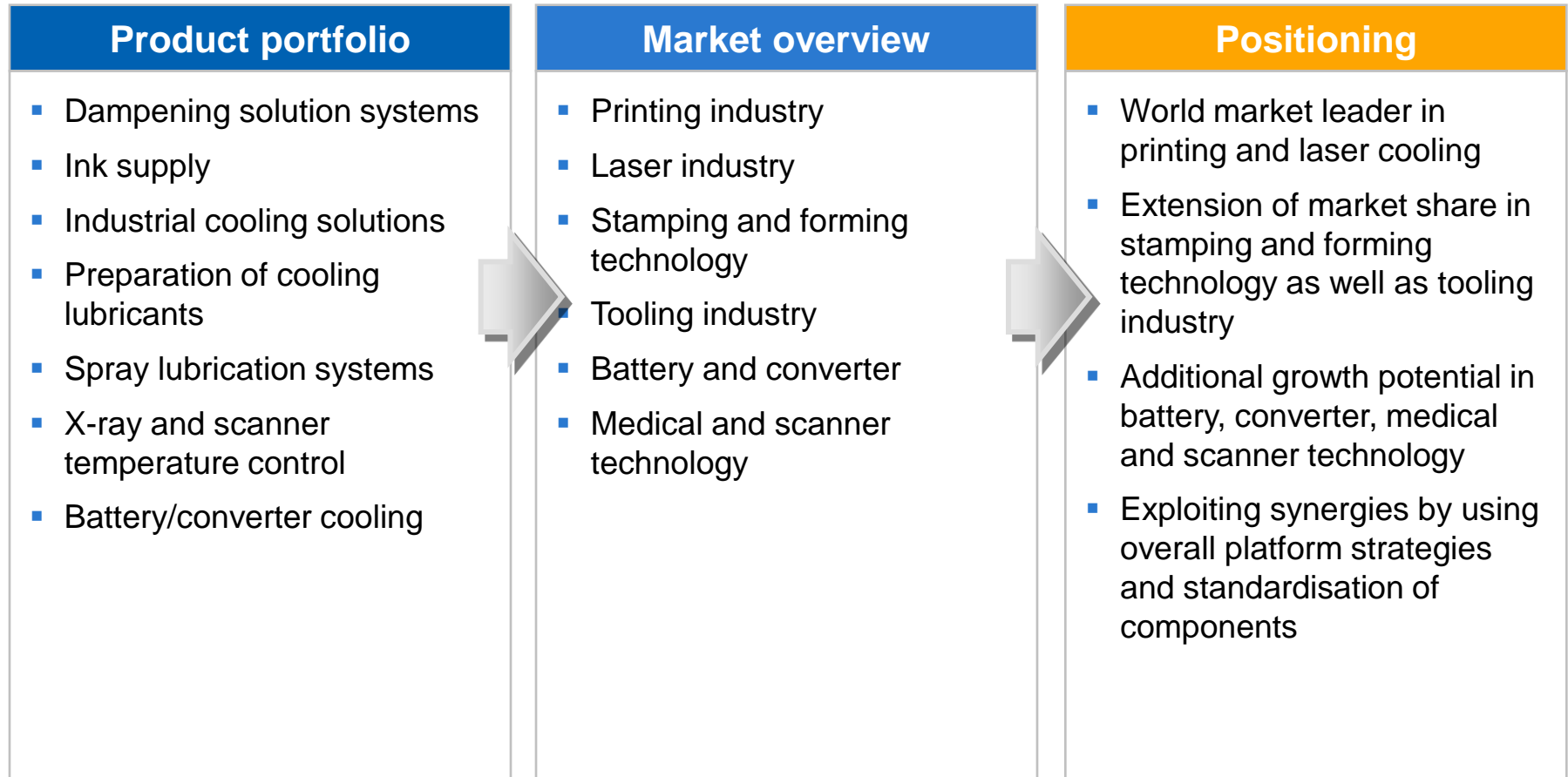


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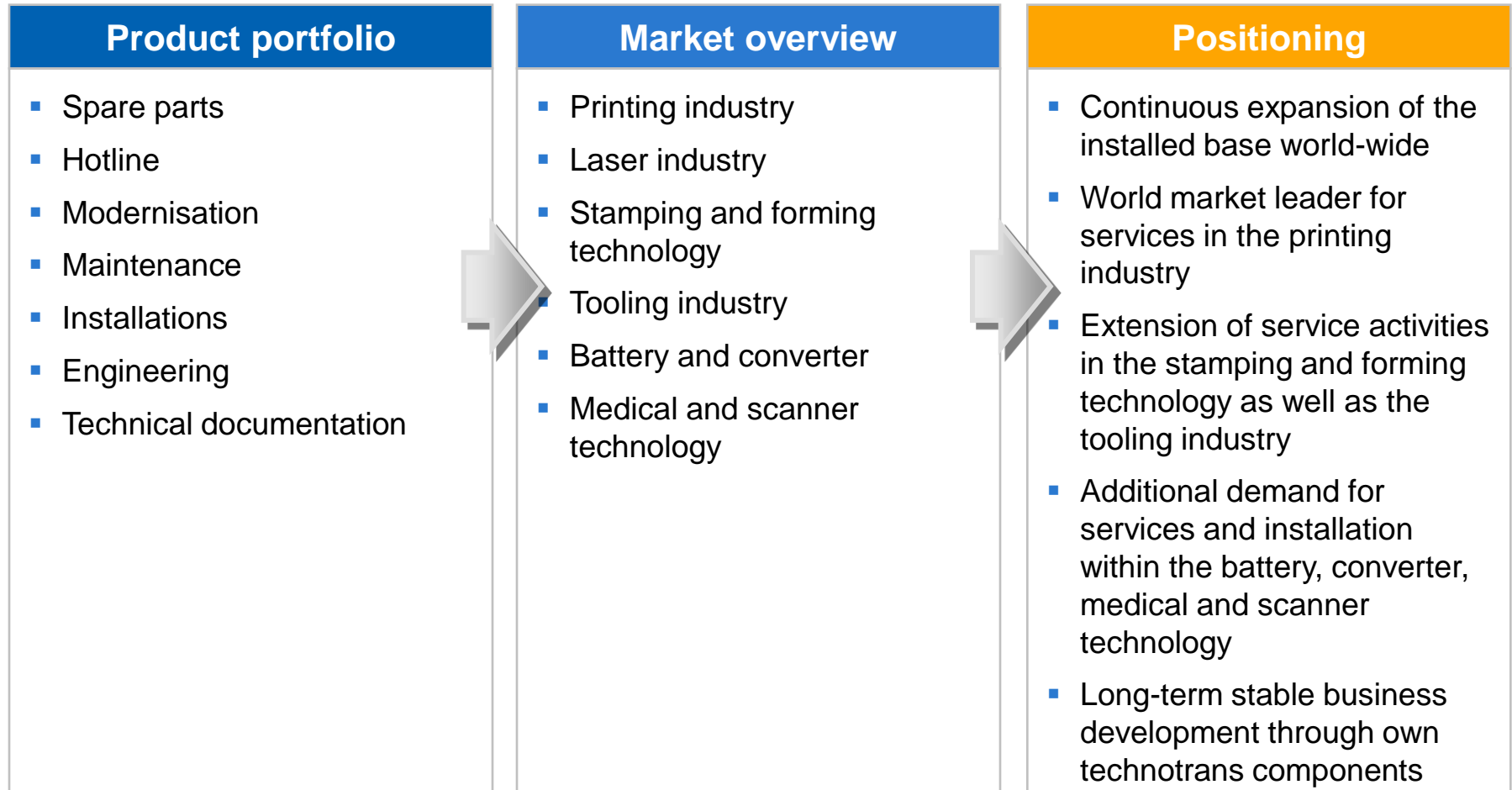


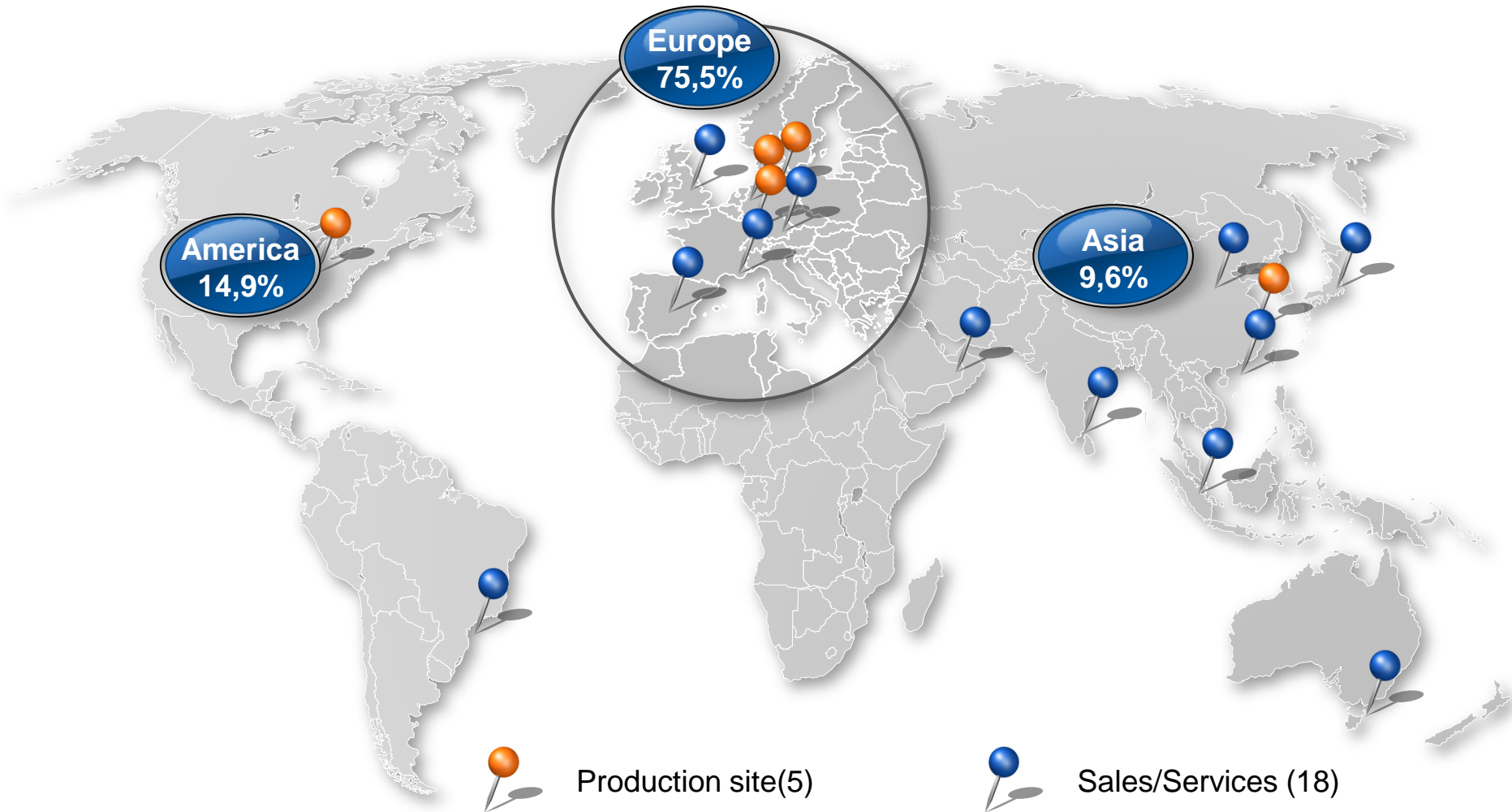
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Products and markets



Products and markets







1 technotrans business model

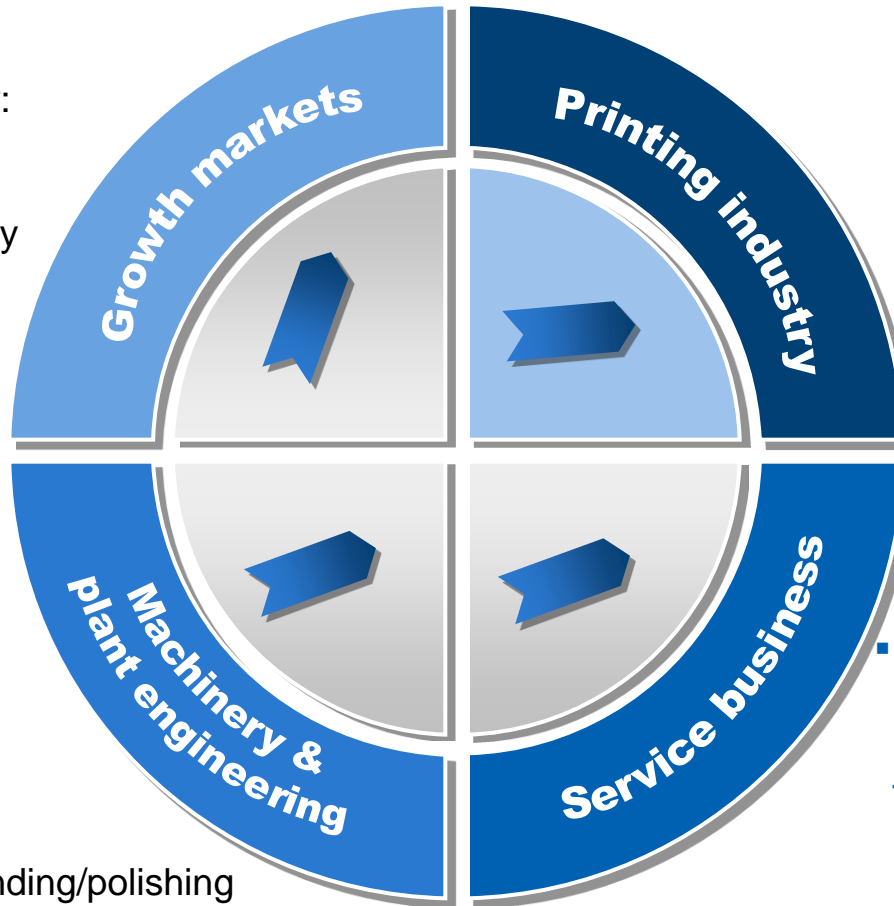
2 **technotrans strategy**

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Long-term growth strategy

- high investments
- mainly new technology:
 - medical care
 - safety technology
 - storage technology
 - semiconductor

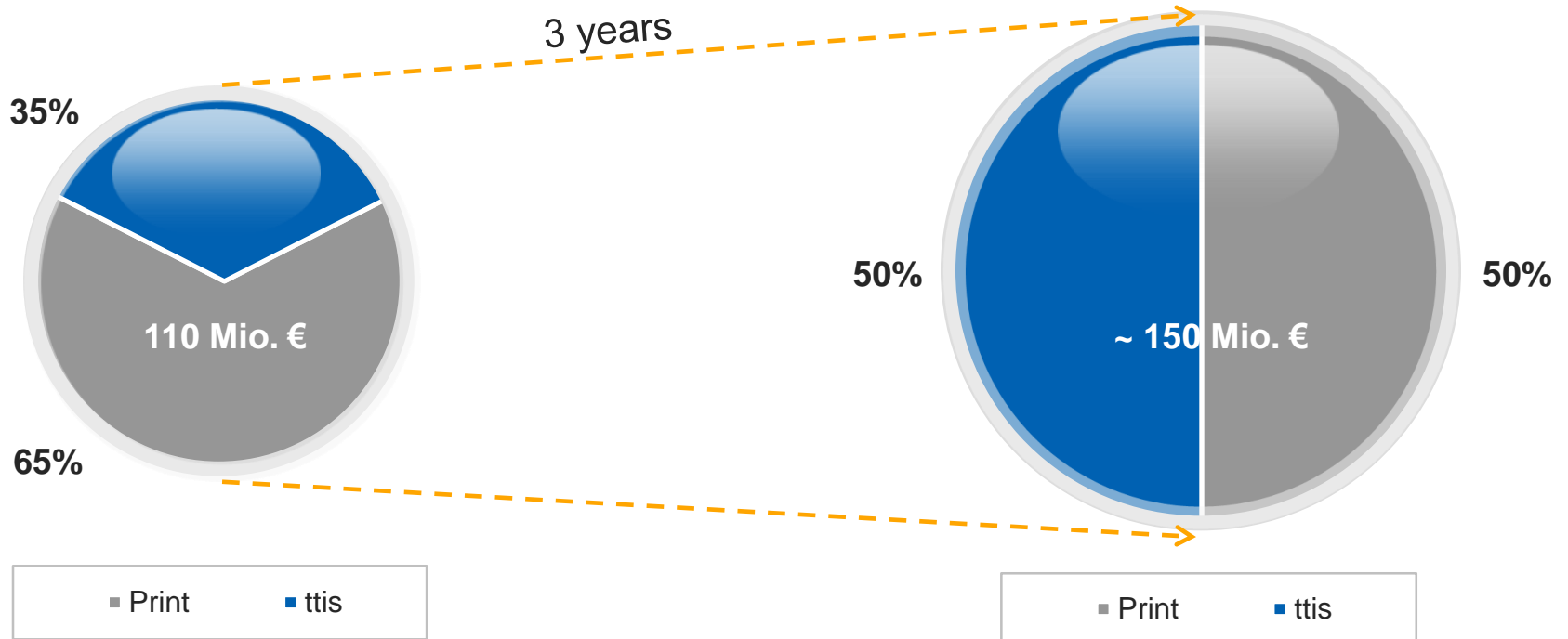


- product diversification
 - optimising and summarising > platform strategy
- generating volume:
 - offset
 - digital
 - flexo

- product diversification
- optimising and summarising > platform strategy
- generating volume:
 - laser
 - turning/milling/grinding/polishing
 - cutters/presses

- Expansion / development of service business
 - print
- laser (machinery & plant engineering)
 - new growth markets
- technical documentation (gds AG)

long-term growth strategy



Continuously better than the market

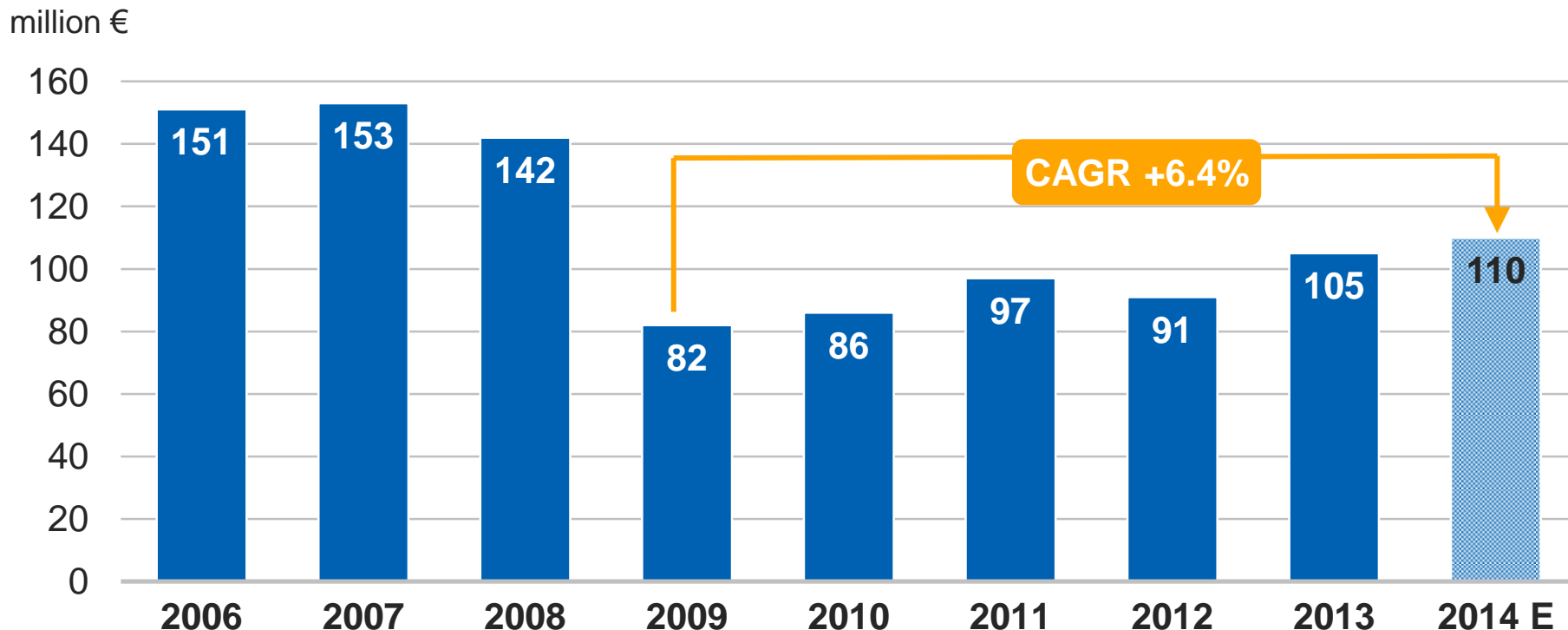
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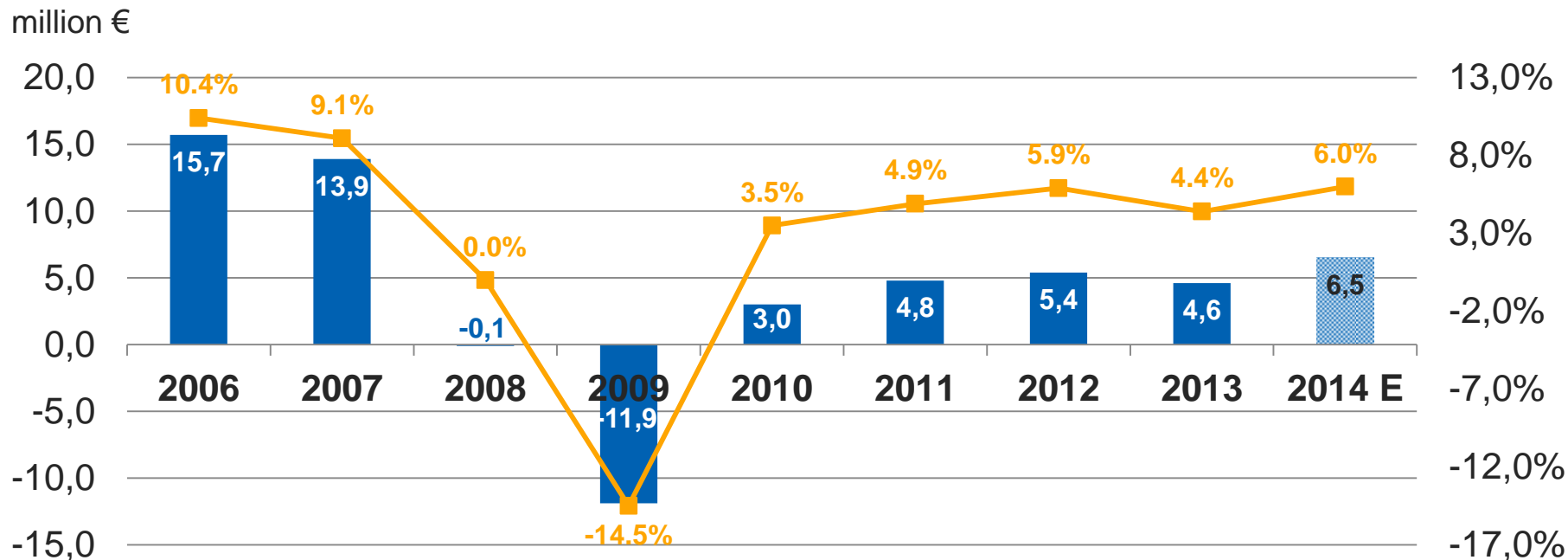
4 technotrans share

Group finances - turnover development since 2006



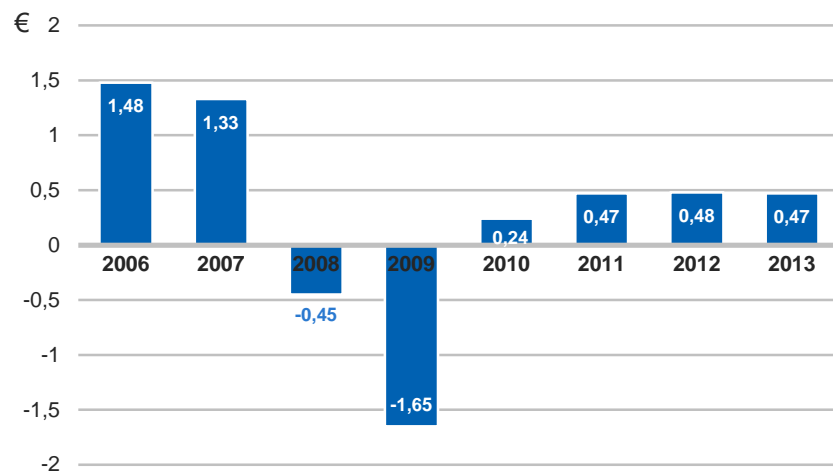
technotrans grows continuously after the crisis with a broader mix of branches

Group finances – EBIT/EBIT-margin development since 2006

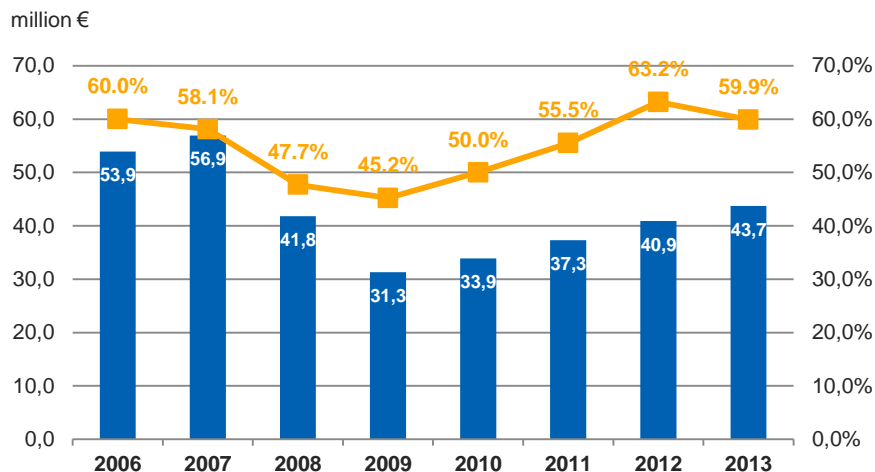


stable operational results support the strategic repositioning

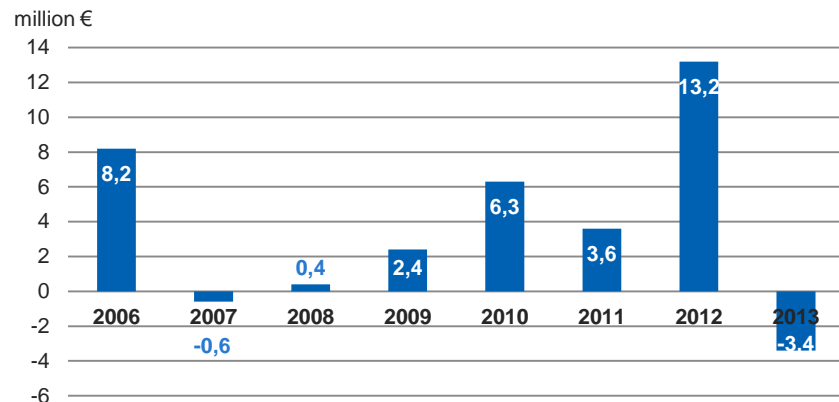
EPS – Earnings per Share



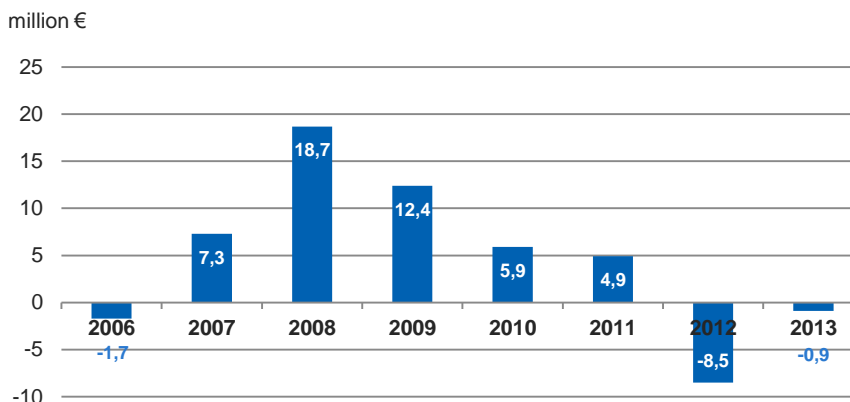
Equity/Equity ratio

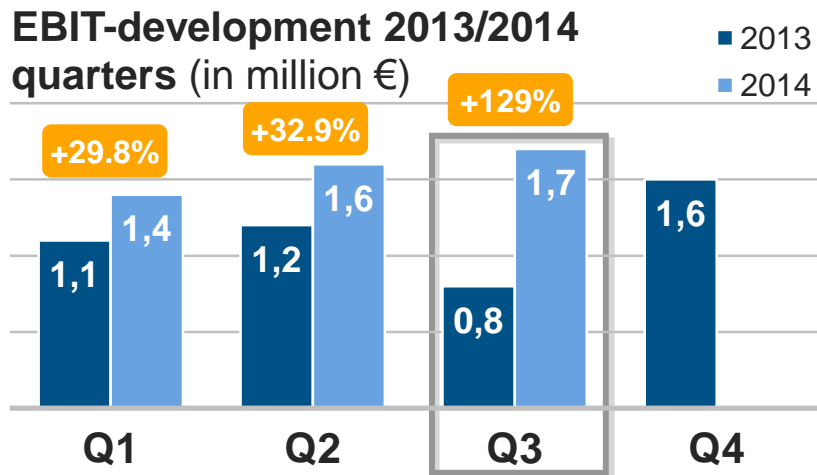
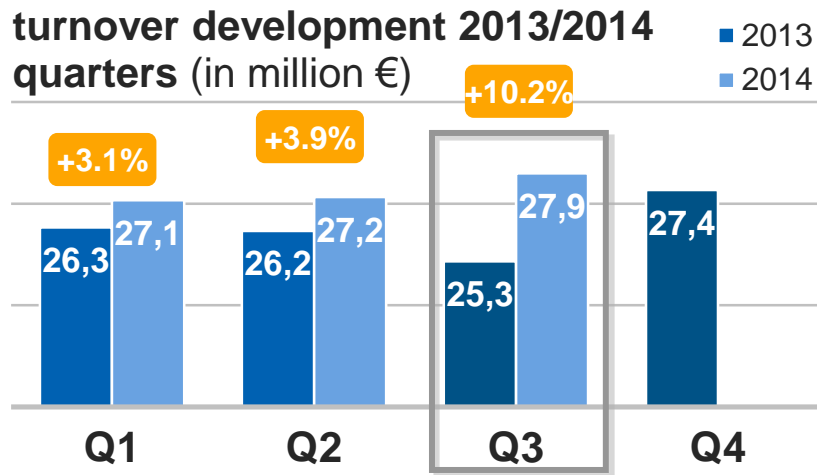


Free Cash Flow



Net debt





Turnover and EBIT by quarters

- technotrans grows according to plan

Q3 2014

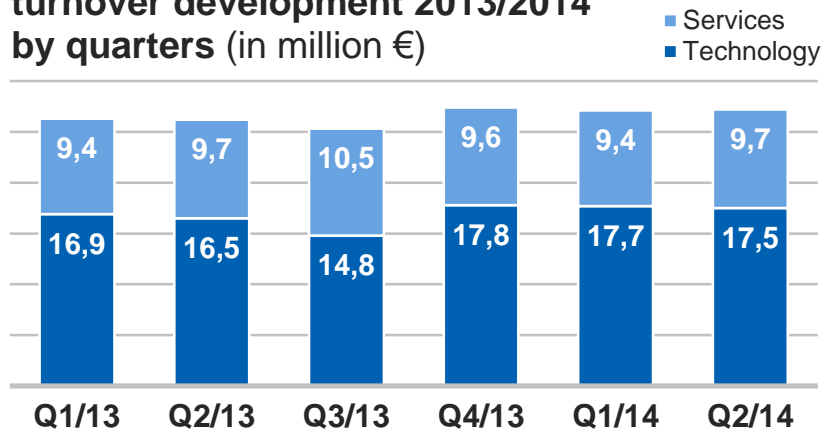
turnover **+10.2%**
EBIT **+129%**

print stabilizes
strong growth in new markets

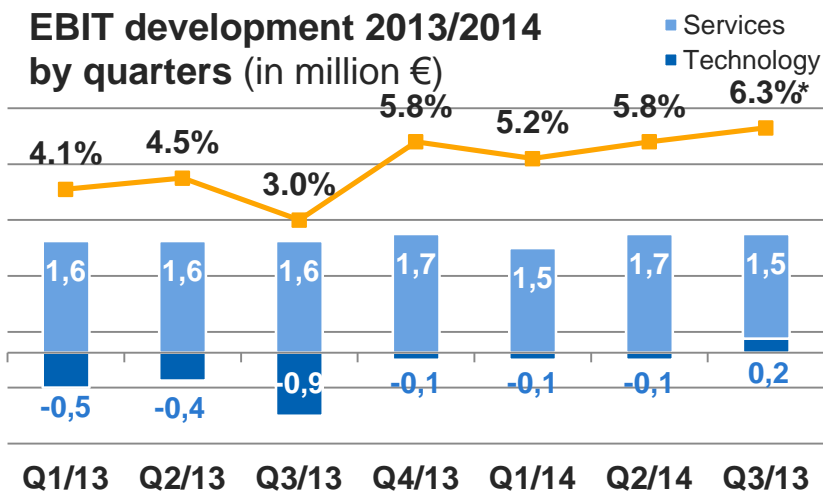
- Q3 2014

EBIT-margin reaches **6.3%**
(previous year: 3.0%)

turnover development 2013/2014
by quarters (in million €)



EBIT development 2013/2014
by quarters (in million €)



* EBIT-margin in total

Turnover and EBIT by segments

- technology (65%)**
 growth of turnover +11,1% YTD through a successful expansion of activities in the new markets, business from print stabilized

 segment result in Q3 slightly positive +0,2 million € YTD breakeven achieved
- services (35%)**
 decline of turnover -3.2 % YTD

 segment result stable at 4,7 million € (EBIT-margin = 16.6%)

Key figures at a glance

Earning figures (in T€)	Q1-Q3 2013	Q1-Q3 2014	Δ in %
Turnover	77,769	82,179	+5.7
EBITDA	5,465	6,883	+25.9
EBIT	3,026	4,727	+56.2
EBIT-margin in %	3.9%	5.8%	
Net profit for the period*	1,756	3,027	+72.4
Net profit per share	0.27	0.47	+74.1

* Profit attributable to technotrans AG shareholders

Cashflow key figures (in T€)	Q1-Q3 2013	Q1-Q3 2014	Δ in %
Operational cashflow	2,220	6,033	
CF from investing activities	-5,629	-2,317	
CF from financing activities	2,683	-2,761	
Free Cash Flow	-3,409	3,716	
Cash and cash equivalents	17,967	17,643	-1.8

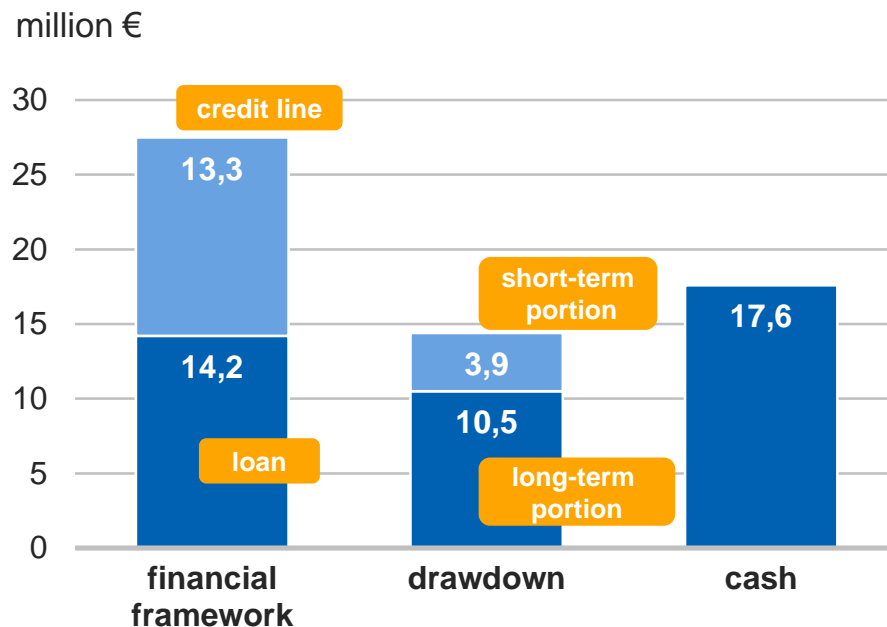
Balance sheet figures (in T€)	Q3 2013	Q3 2014	Δ in %
Balance sheet capital	76,520	77,531	+1.3
Equity	43,098	45,714	+6.1
Equity ratio in %	56.3%	59.0%	
Net debt	-1,545	-3,234	
Working Capital	27,400	28,687	+4.7

Other key figures (in €)	Q1-Q3 2013	Q1-Q3 2014	Δ in %
Employees	768	769	-0.1



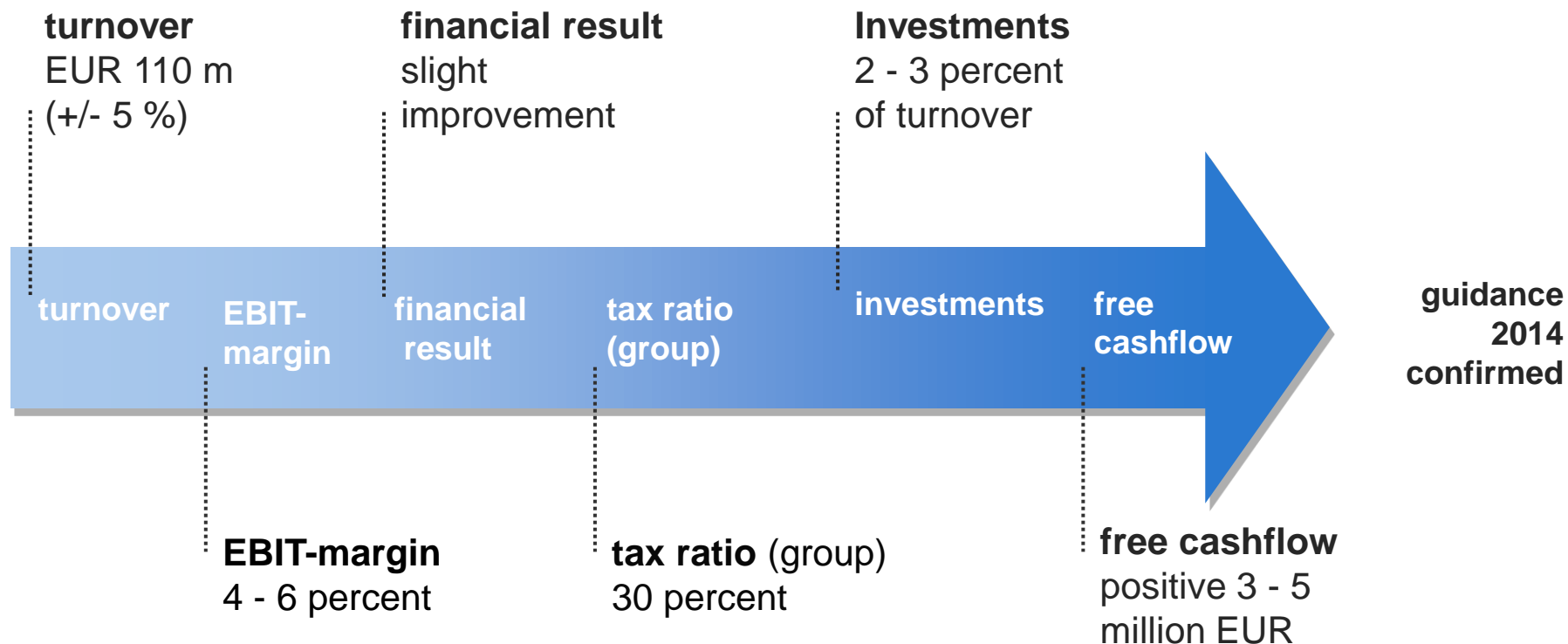
Profit situation on plan, stable equity ratio, free cashflow significantly improved

Stabile financial framework



- comfortable room in order to finance the ongoing business operations as well as potential acquisitions
- at the moment no drawdown of the assured and granted creditlines (no Covenants)
- balanced terms of the loans received (secured)
- net liquidity 3,2 million €
- weighted average borrowing rate 2.9 percent p.a.

technotrans group: outlook 2014



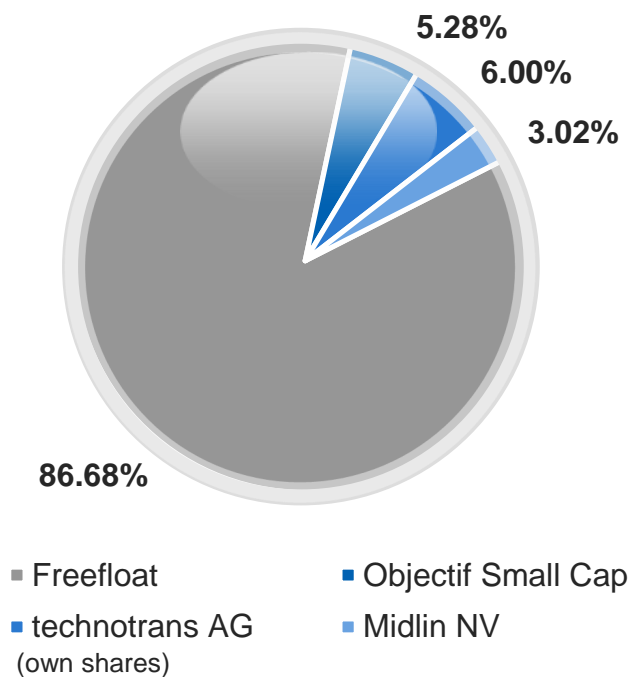
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Overview



director's holdings

Henry Brickenkamp	47,037
Dirk Engel	15,000
Christof Soest	16,764
supervisory board	70,429

Key data technotrans share

ISIN/Code	DE000A0XYA7/AOXGA
establishment/IPO	1970/1998
financial year	01.01. – 31.12.
share capital	6.907.665,00
number of shares	6.907.665,00
number of shares (free float)	6.493.474
stock markets	XETRA, Frankfurt
designated Sponsors	Bankhaus Lampe
index	Prime Standard



market capitalisation:
as of November 7th, 2014
EUR 61 million

Share performance and analyst estimates

Share performance January 1 – November 4, 2014



- dividend policy: distribution of approx. 50 percent of the consolidated net earnings for the year 2014

Banks as well as investment companies confirm a good potential for the share's development



Research

2014-08-26	Bankhaus Lampe buy	Gordon Schönell price target 11,00
2014-04-29	HSBC overweight	Richard Schramm price target 10,00
2014-08-22	Montega buy	Thomas Rau price target 14,00
2014-08-25	Warburg Research buy	Eggert Kuls price target 10,80

calendar

2014-11-07	Interim Report (1-9/2014)
2015-03-10	Annual Report 2014
2015-05-08	Interim Report (1-3/2015)
2015-05-13	Annual General Meeting 2015



Disclaimer

Any forward-looking statements contained in this presentation represent our best judgement 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.