

# Presentation

for Q1 2014

March 13, 2014



**Henry  
Brickenkamp**



Spokesperson for the Board  
Global Sales and Services



**Dr. Christof  
Soest**



Member of the Board  
Technology and Operations




**Dirk  
Engel**




Member of the Board  
Finance and Administration


## The technotrans Group



a leading system supplier  
with the core competence of  
liquid technology



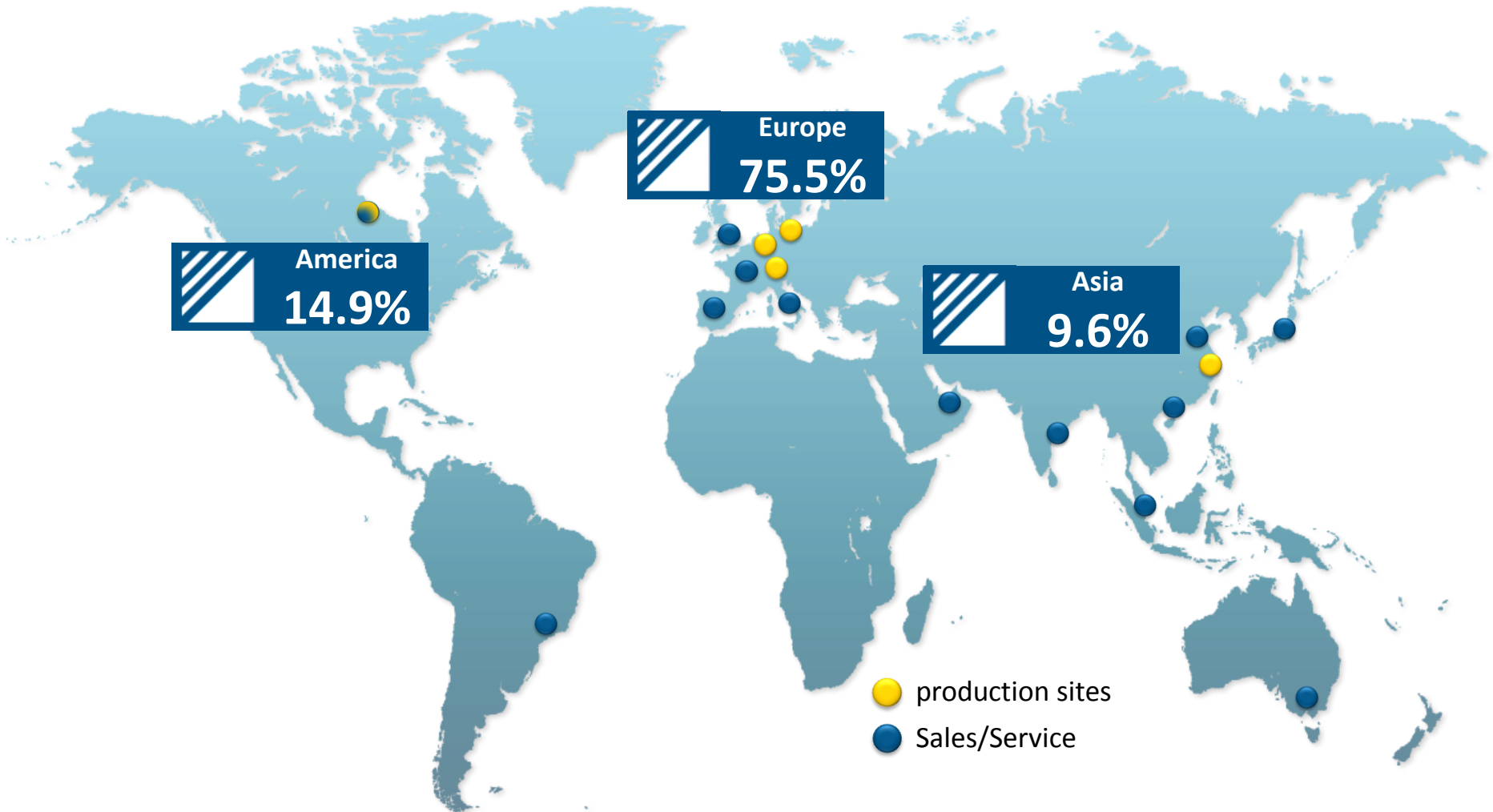
was founded 1970 and  
is headquartered in  
Sassenberg (Westfalia)

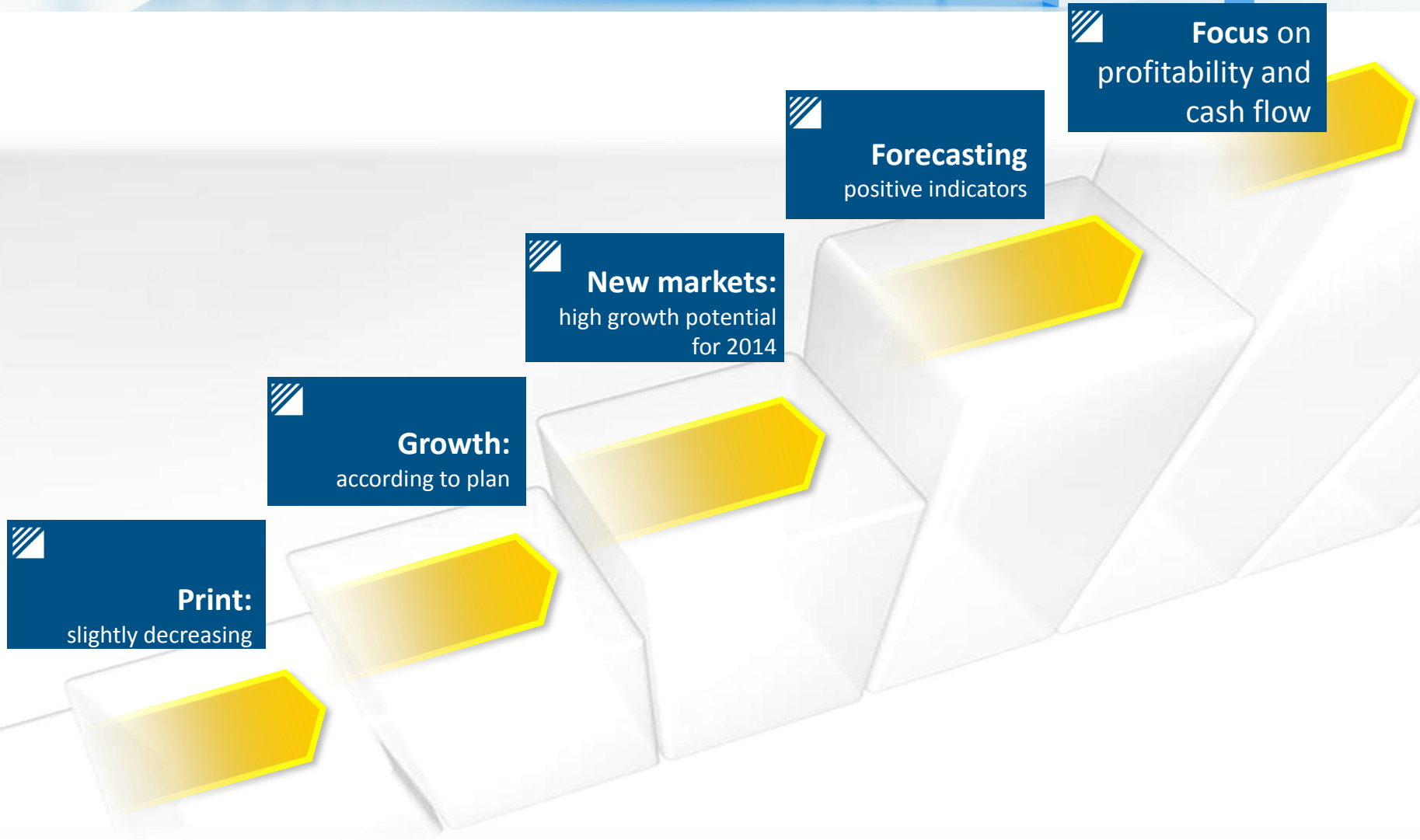


Management buy-out 1990,  
stock listed since 1998



**770+** people  
**80** engineers  
**190** technical support







# Revenue and earnings Q1 2014







in € '000

1.1.-31.3.2013

1.1.-31.3.2014

Change

margin

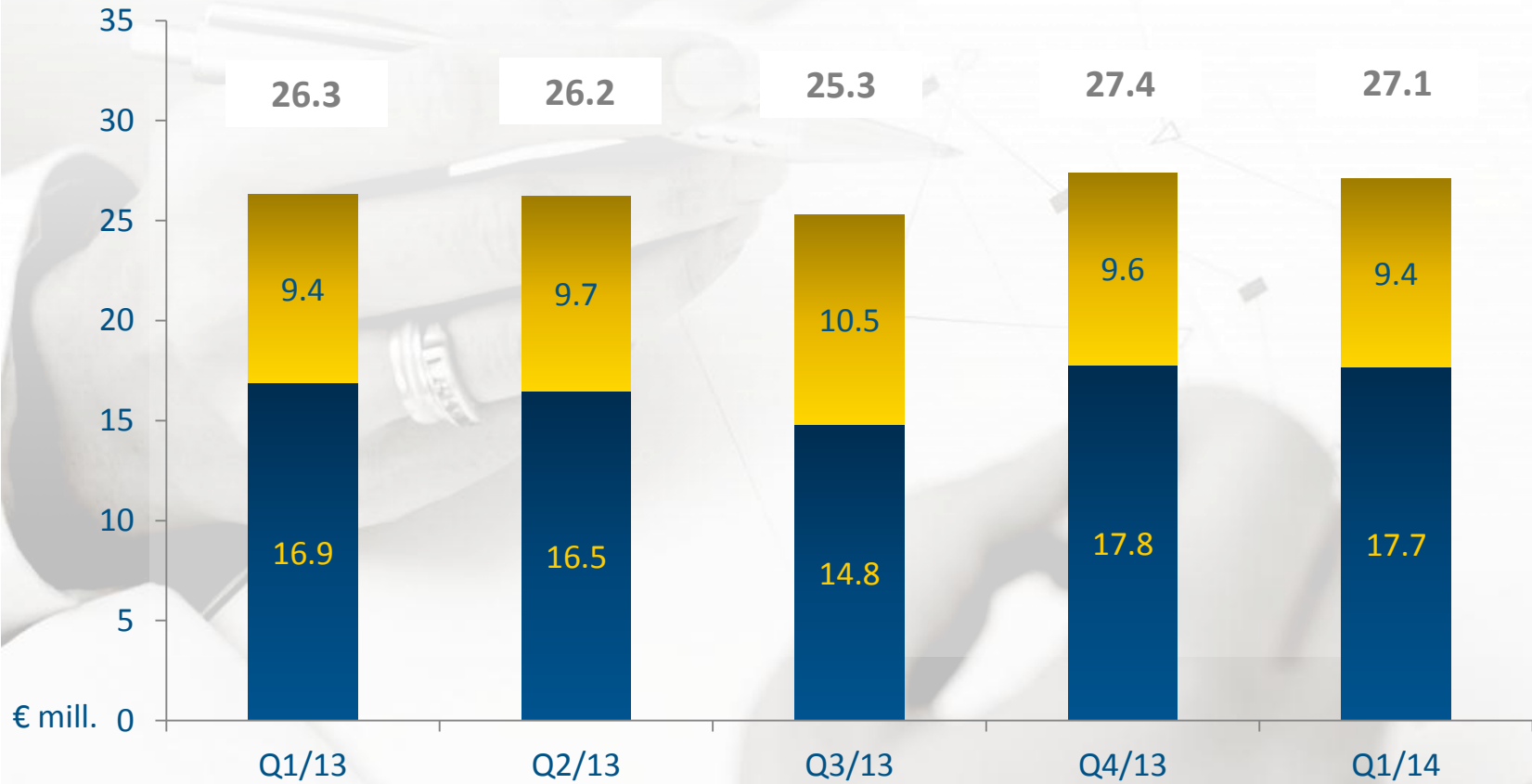
26,274	 Revenue	27,081	3.1%	
(-)18,337	 Cost of sales	(-)17,988		
7,937	 Gross profit	9,093	14.6%	33.6%
(-)6,856	 SG&A	(-)7,690		
1,081	 EBIT	1,403	29.8%	5.2%
675	 Net result for the period	894	32.4%	3.3%

 Earnings per share **0.10**

 Earnings per share **0.14**

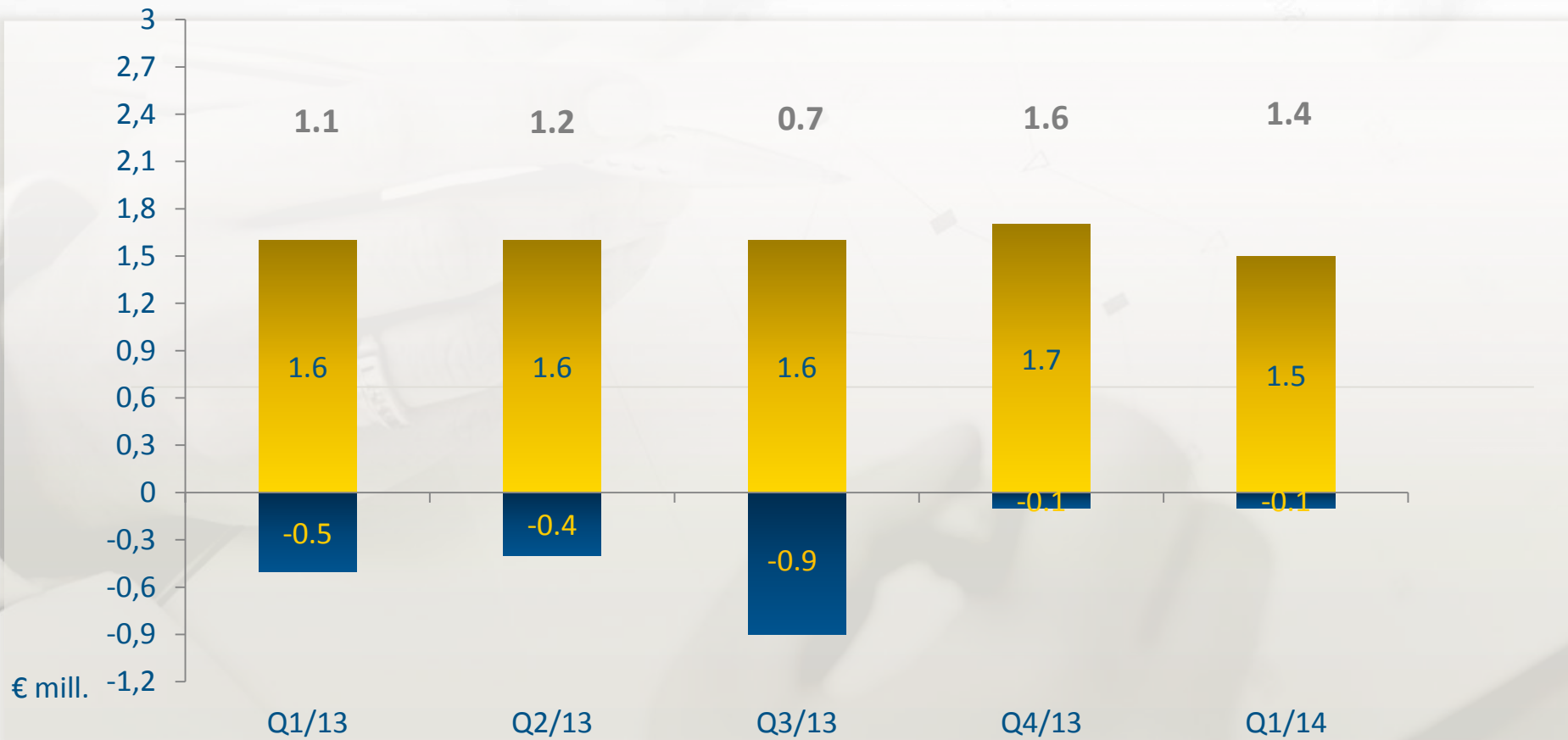
# Revenue acc. to segments

- Total
- Services
- Technology



# Earnings (EBIT) acc. to segments

- Total
- Services
- Technology





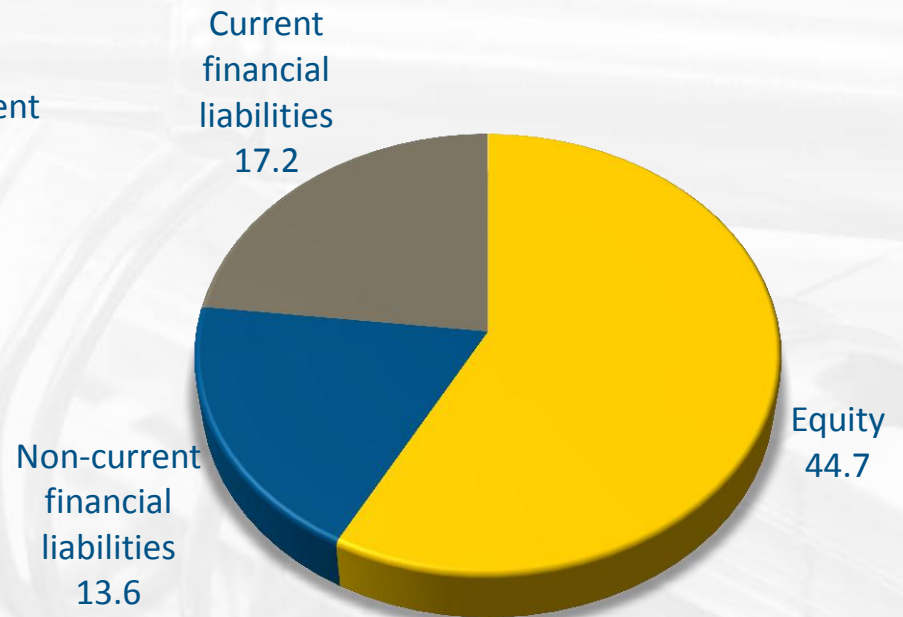
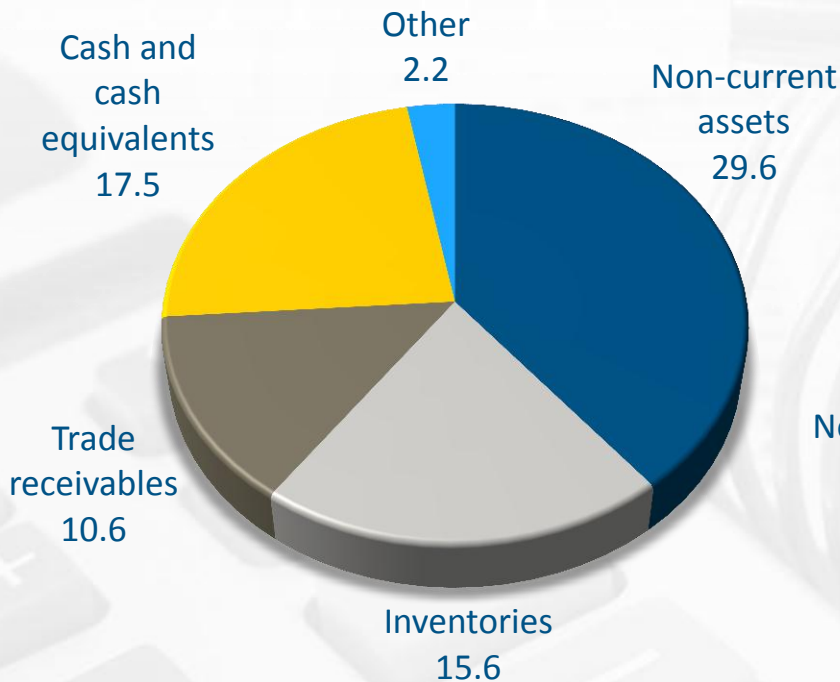
# Balance sheet as of March 31, 2014

technotrans GROUP

## Assets

€ mill.

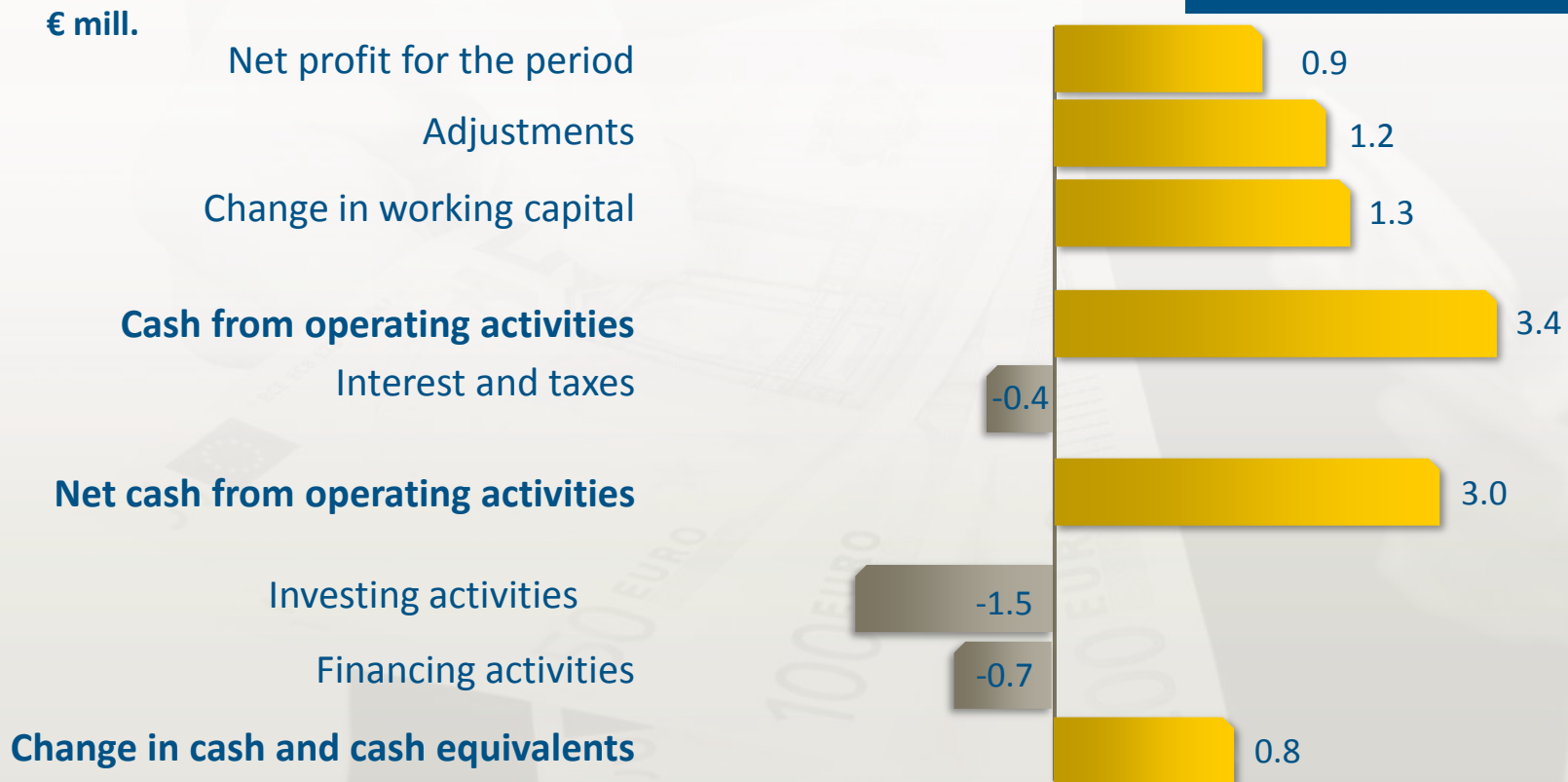
## Equity and liabilities



**Total € 75.5 mill.**


# Cash flow Q1 2014

**Free Cash flow**  
€ +1,5 Mio.  
for Q1 2014




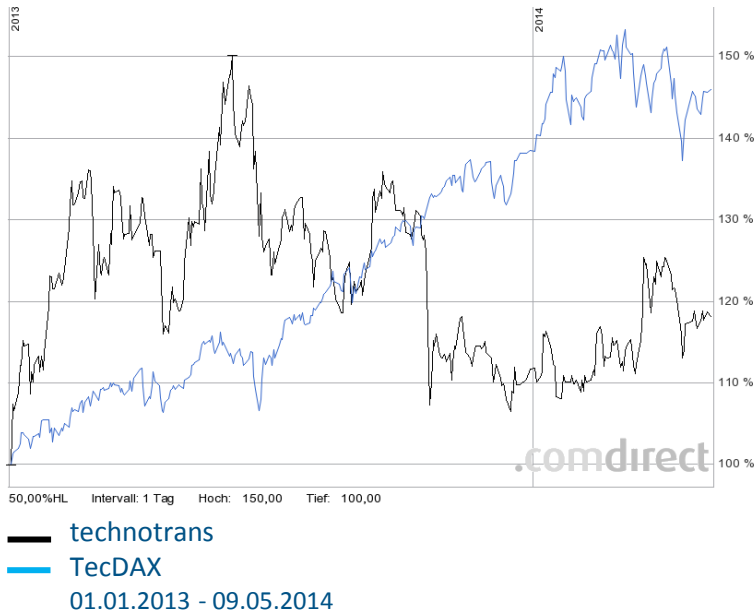


 Expansion of new business sectors and gaining market share in Print

 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



18.03.2014	Bankhaus Lampe buy	Gordon Schönell PT 11.00
29.04.2014	HSBC overweight	Richard Schramm PT 10.00
11.03.2014	Montega buy	Thomas Rau PT 13.00
13.03.2014	Warburg Research buy	Eggert Kuls PT 9,80

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)	

- **2013 dividend of € 0.20 proposed (previous year: 0.12)**
- **6,5 mill shares outstanding, 414.239 treasury shares, registered shares, 100 % free float**




**banks und investment houses give the share price a positive perspective**

# Our business model

 **technotrans GROUP**



 **50%**  
World Market share

 Set standards  
in niche markets

 OEM orientation

 Enter new markets



## Two core segments

■ **technotrans GROUP**



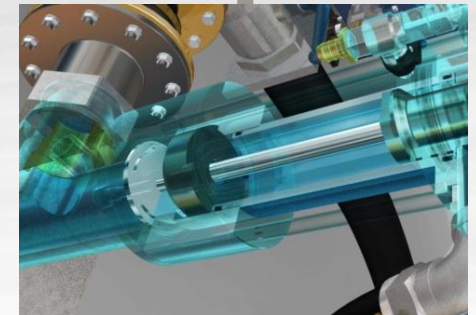
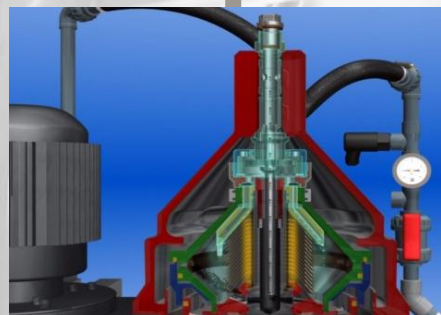
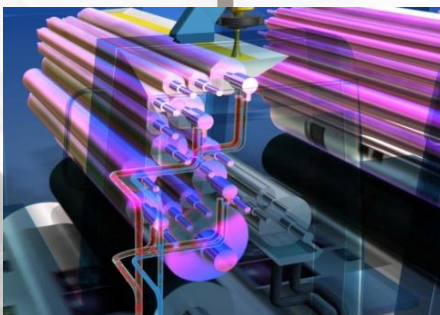




Temperature control

Fluid conditioning

Ink and Fluid technology



# The markets we address

technotrans GROUP

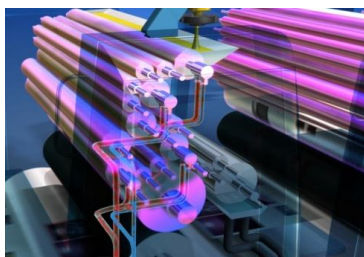
**TERMOTEK AG**  
LASERKÜHLUNG

Printing industry

Laser industry

Machine tool industry

Metal working industry, Energy storage, ...



**KLH**  
technotrans GROUP

Medical engineering

...will be expanded

# Reference customers

technotrans GROUP







**International customer service center**



**OEM and user training**



**Local service worldwide, "follow the sun"**



**Installation and commissioning**



**Spare parts service**



**Remote Control**



 **Engineering  
and installation**

 **maintenance**

 **Spare parts**

product related  
services

# SERVICES

 **Technical documentation: gds AG**





## 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.