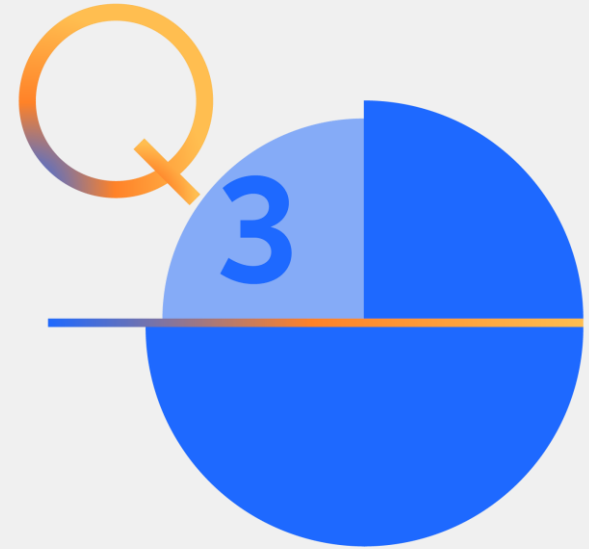




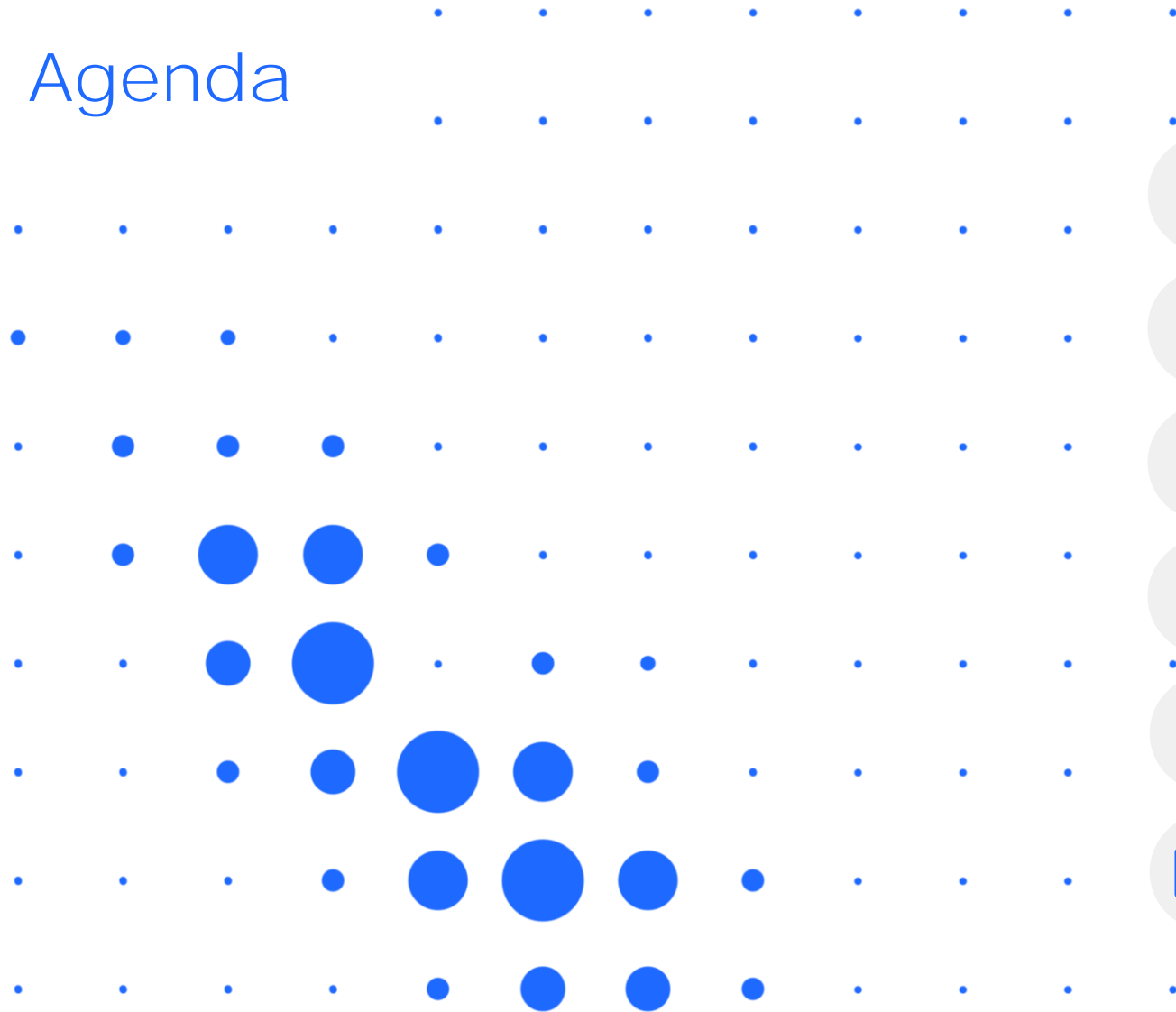
Webcast 9 months 2023

power to transform –
strategy into results

November 7, 2023



Agenda



Business Performance



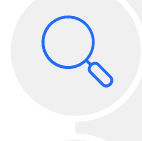
Development markets



Economic development



Strategy Review



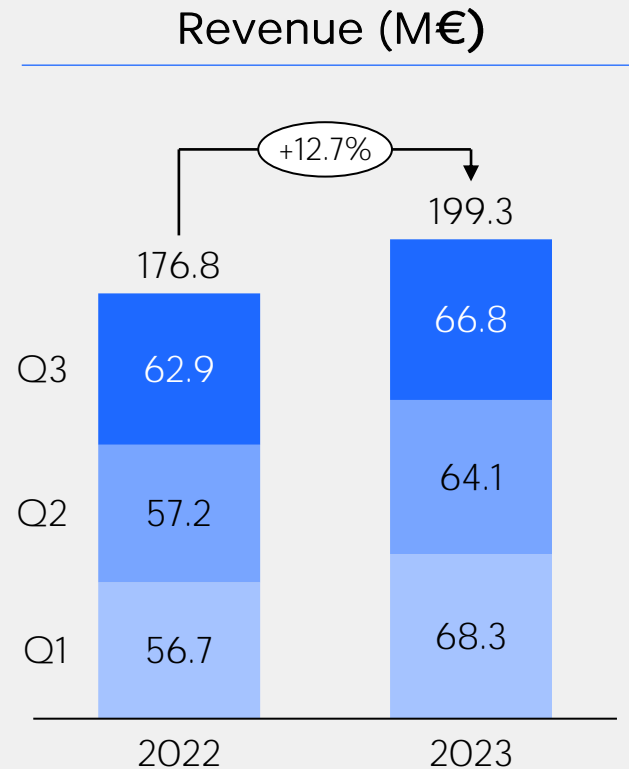
Outlook



Contact/Disclaimer



Strong sales growth



Continued high demand for thermal management systems:

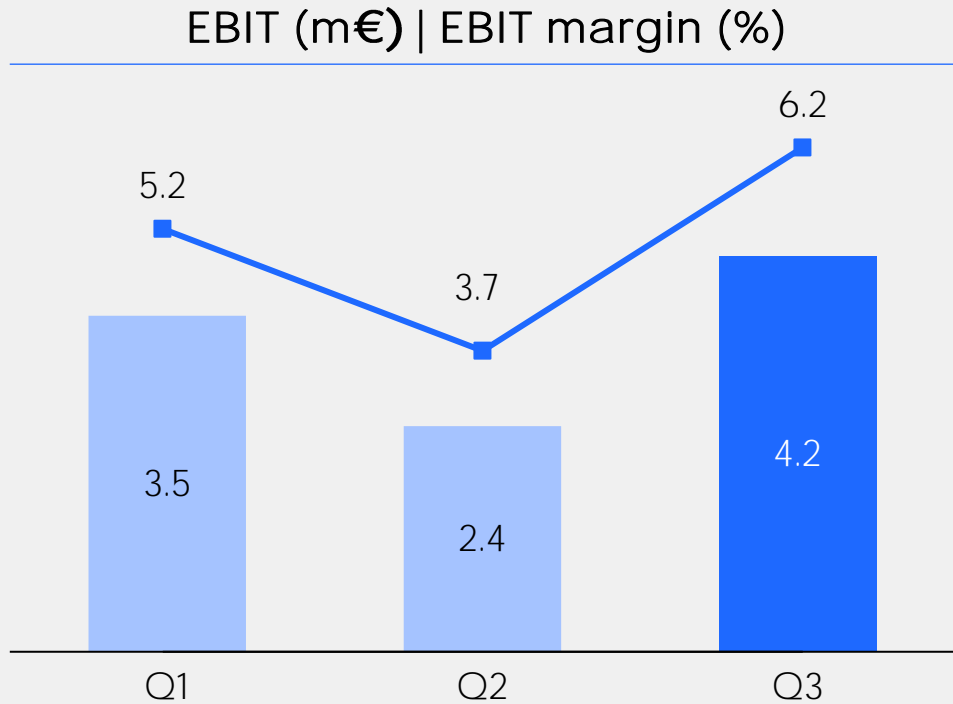
- Group revenue up on the previous year in all quarters
- Growth drivers: focus markets Plastics, Energy Management, Print and Laser & Machine Tools market
- Energy Management shows the highest momentum at +87 %

Order situation develops as expected:

- Order backlog successfully reduced to € 83 million
- Book-to-bill ratio unchanged at 0.9
- First signs of a weakening economy recognizable



EBIT increases significantly in the 3rd quarter



Temporary burdens on earnings in the 3rd quarter of 2023 significantly reduced

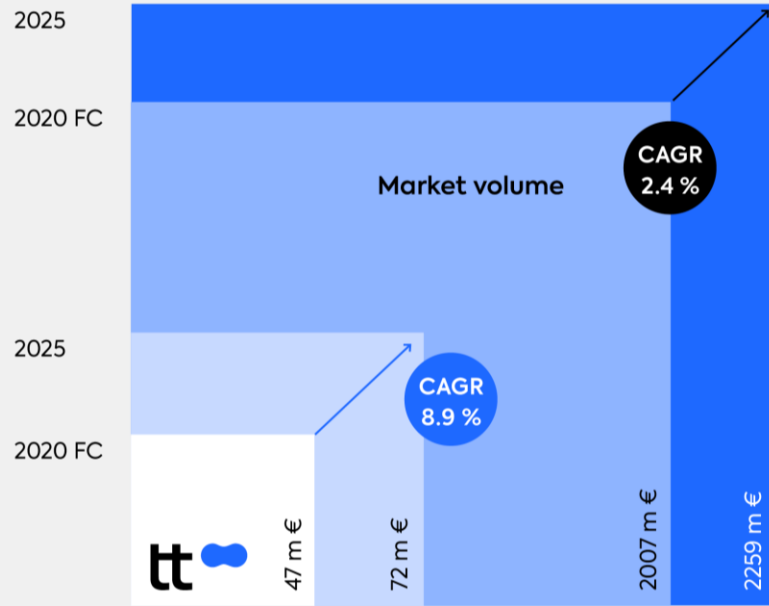
- Order backlogs reduced: Use of temporary workers reduced
- Price increases to customers take effect
- Strategy review completed
- Call-ups in the Healthcare & Analytics area have been increasing again since August
- Construction of Steinhagen site completed

Ongoing EBIT burdens

- Material costs remain at a high level
- China location falls short of expectations
- Change in product mix due to economic conditions



Plastics



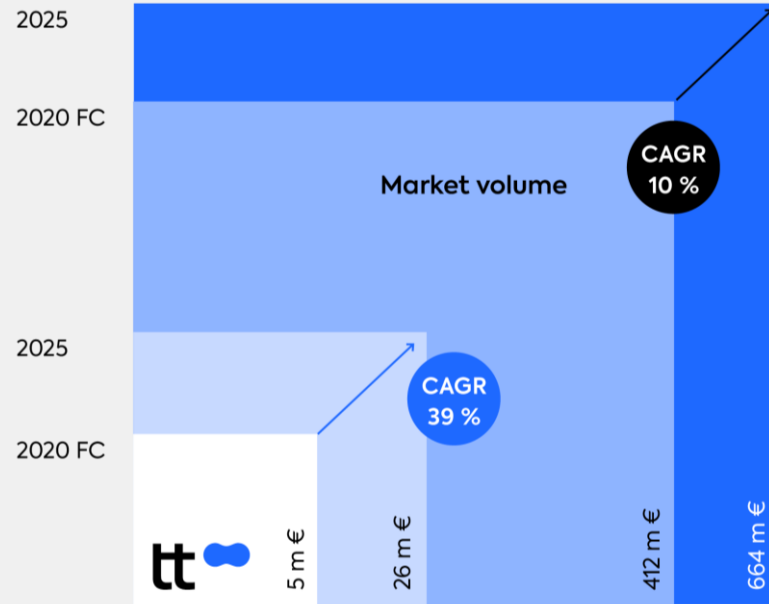
Target 2023 61 m €

9M 2023 44 m €





Energy Management



Target 2023 13 m €

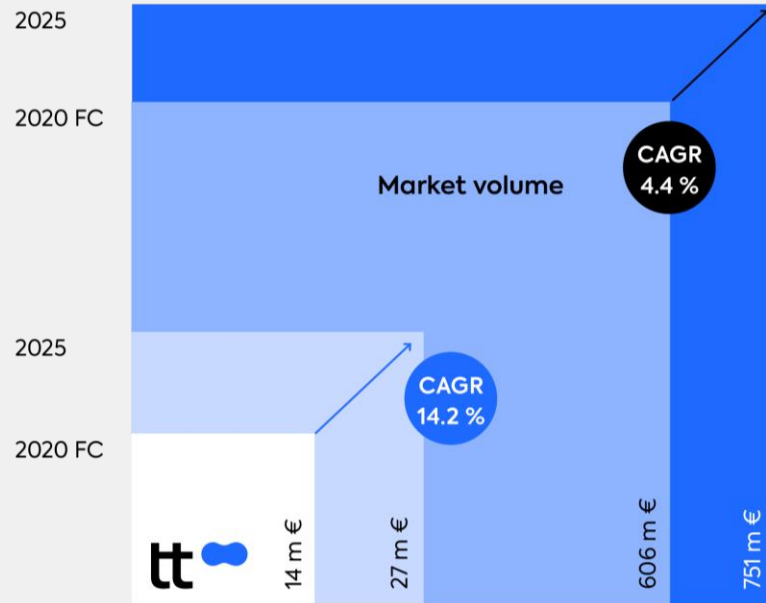
9M 2023 20 m €





Healthcare & Analytics

below plan



Target 2023 21 m €

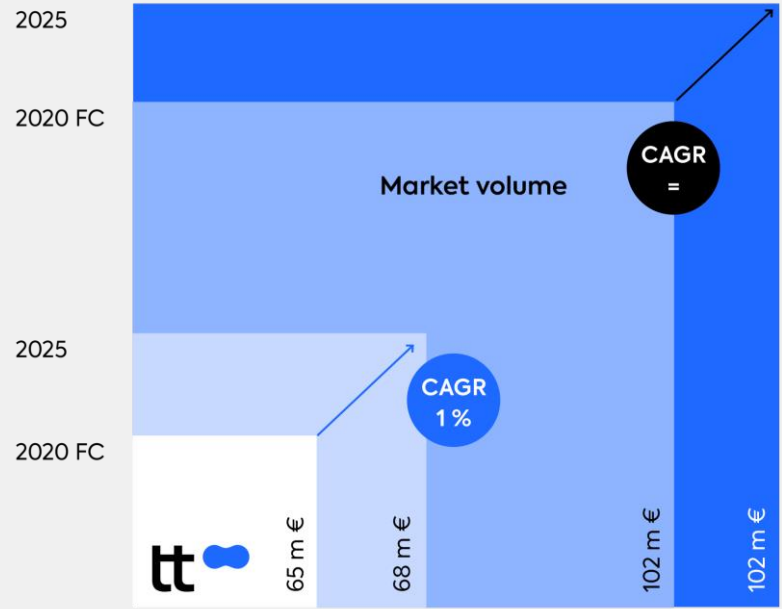
9M 2023 12 m €





Print

exceeded



Target 2023 67 m €

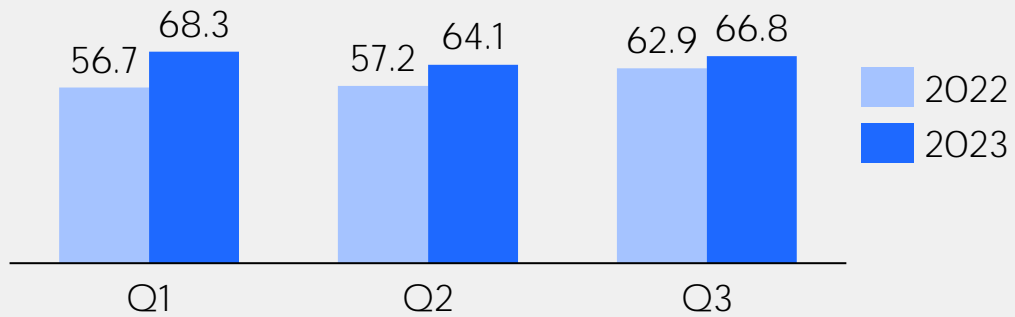
9M 2023 69 m €





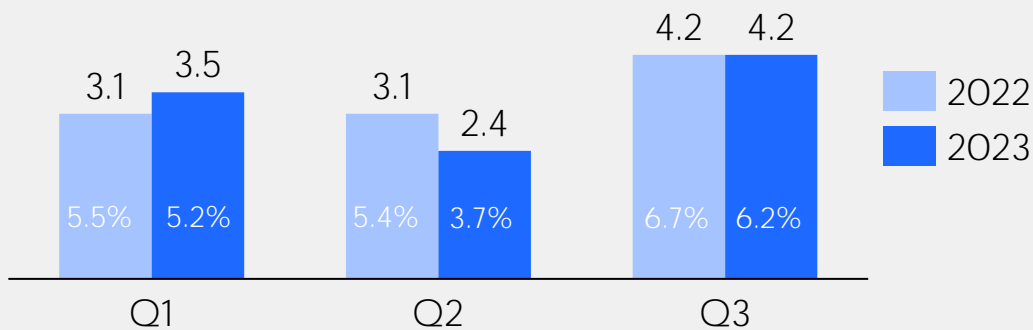
Revenue and Earnings development

Revenue (m€) 2022/2023



- Revenue up on the previous year in all quarters.
- Growth drivers: focus markets Plastics, Energy Management, Print and the Laser & Machine Tools market.

EBIT (m€) | EBIT margin (%) 2022/2023

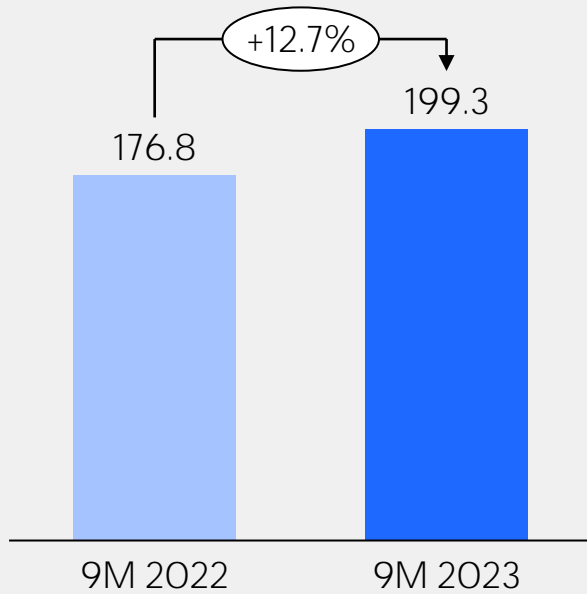


- Price increases in HY2 fully effective.
- Non-recurring charges from HY1 decreased significantly in the 3rd quarter.
- EBIT margin in Q3-2023 significantly improved compared to previous quarters

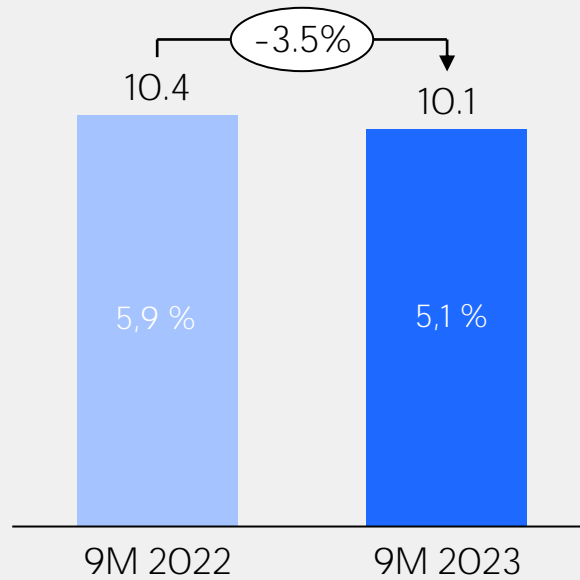


Significant KPIs

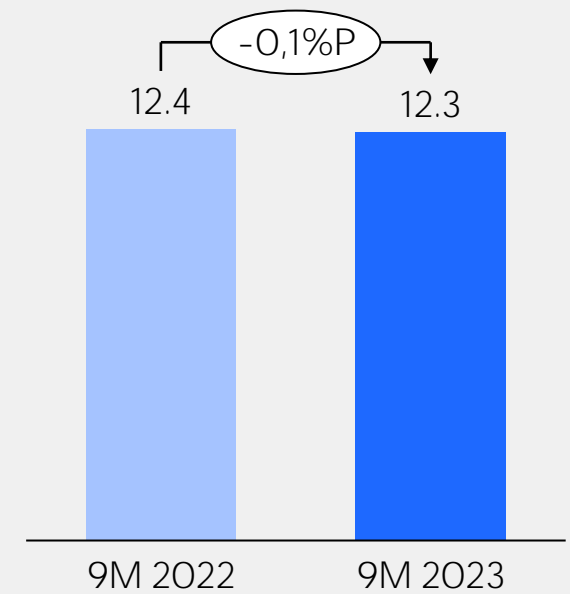
Revenue (m€)



EBIT (m€) / EBIT Margin (%)



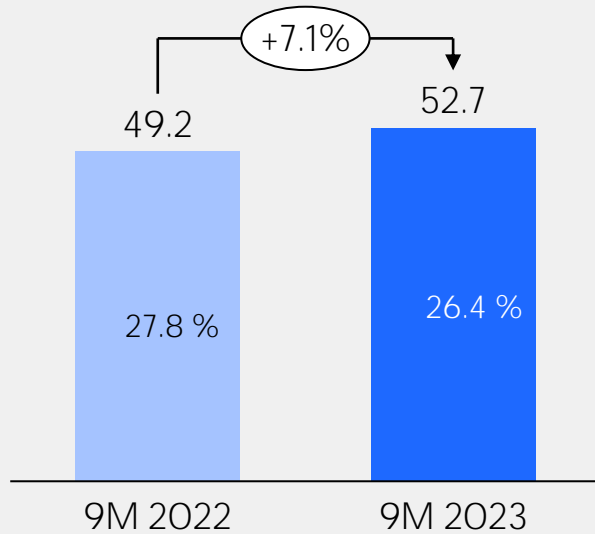
ROCE (%)



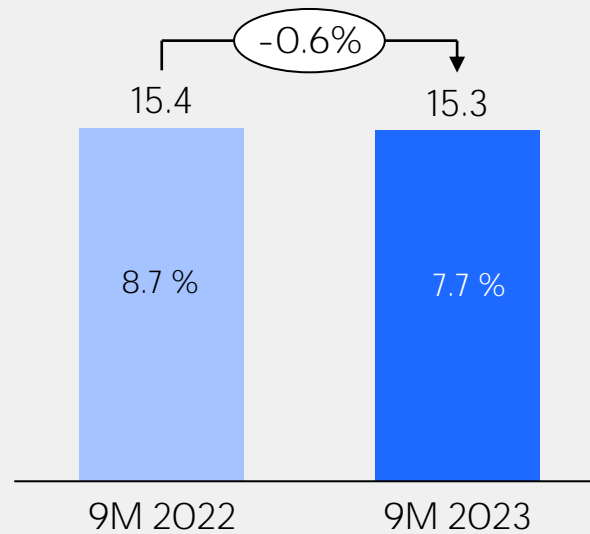


Earnings performance

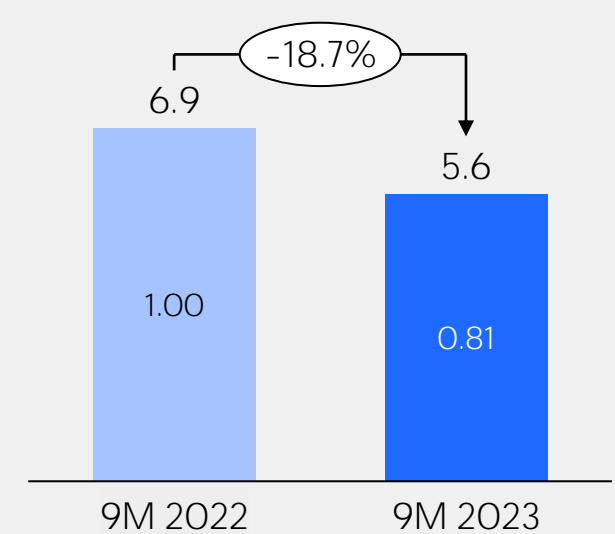
Gross Profit (m€)
Gross margin (%)



EBITDA (m€)
EBITDA margin (%)



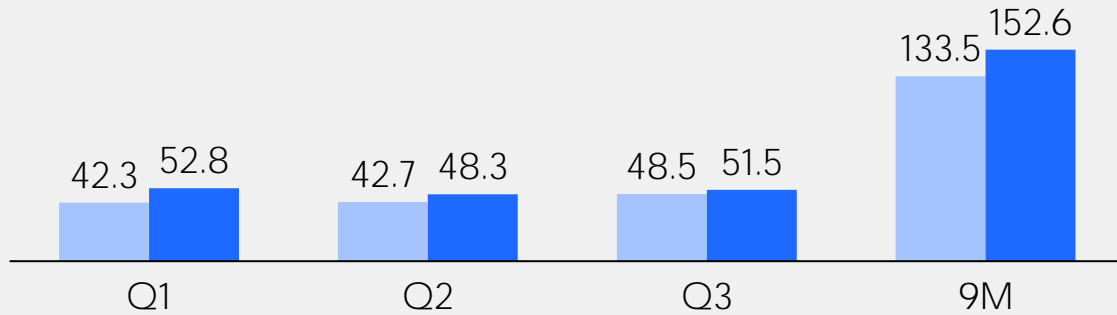
Net profit for the period (M€)
EPS (€)





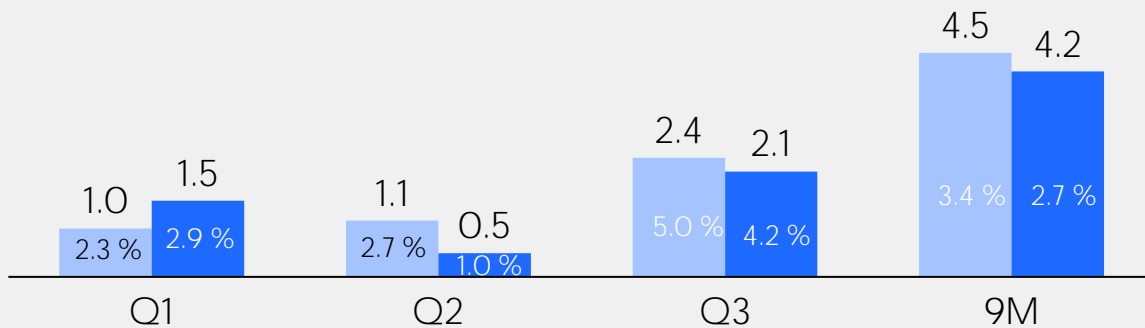
Segment Technology

Revenue (m€) 2022/2023



- Segment revenue in the reporting period increased by 14.3 % compared to the previous year.
- The main growth drivers are the focus markets of Energy Management, Print, Plastics and the Laser & Machine Tools market.

EBIT (m€) & EBIT margin (%) 2022/2023



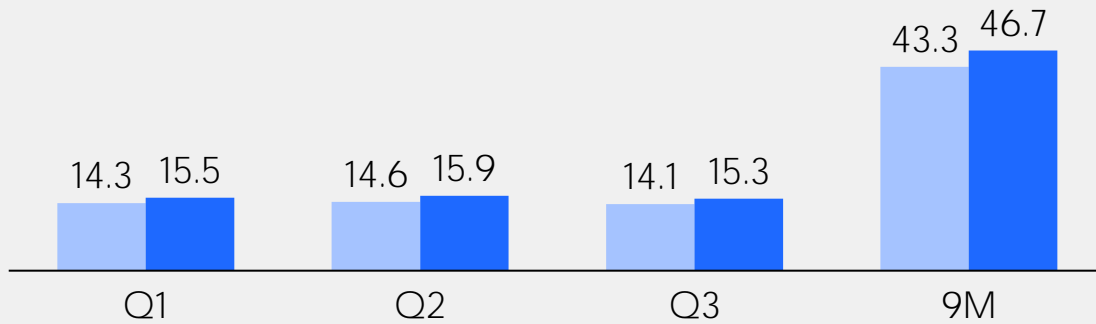
- Segment EBIT decreases moderately to € 4.2 million (previous year: € 4.5 million).
- EBIT margin of 2.7 % (previous year: 3.4 %) particularly impacted by one-off charges from HY1; significant margin improvement compared to Q2-2023 due to cost management and price increases.

2022 2023



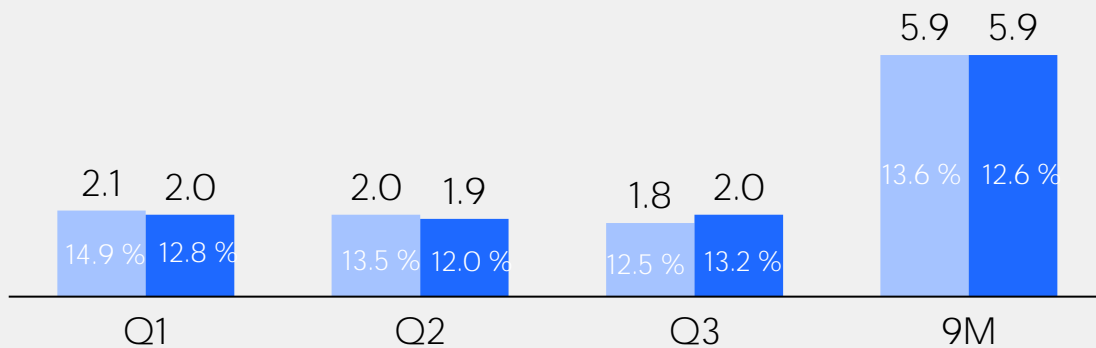
Segment Services

Revenue (m€) 2022/2023



- Segment revenue increase by 7.9 % to € 46.7 million (previous year: € 43.3 million).
- Key growth drivers are spare parts and installations in all markets.

EBIT (M€) & EBIT margin (%) 2022/2023



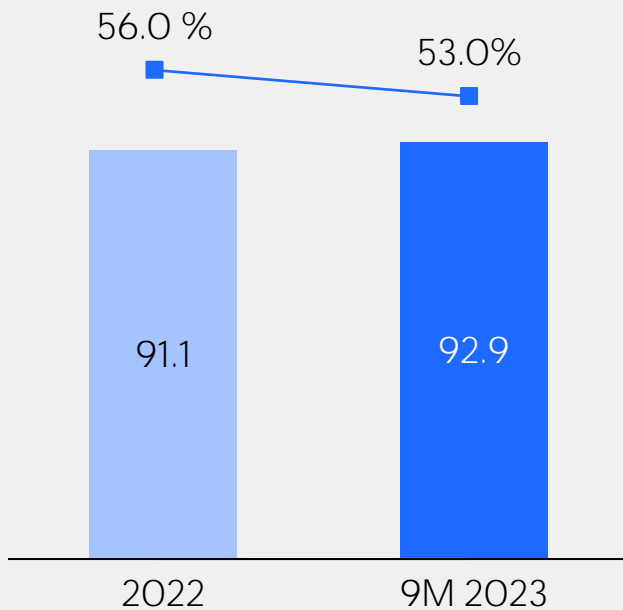
- Segment EBIT of € 5.9 million at the previous year's level; EBIT margin at 12.6 % (previous year 13.6 %).
- Increased material prices and high costs for external companies, particularly in HY1, are preventing better development.
- Price increases show effect in Q3.

■ 2022 ■ 2023

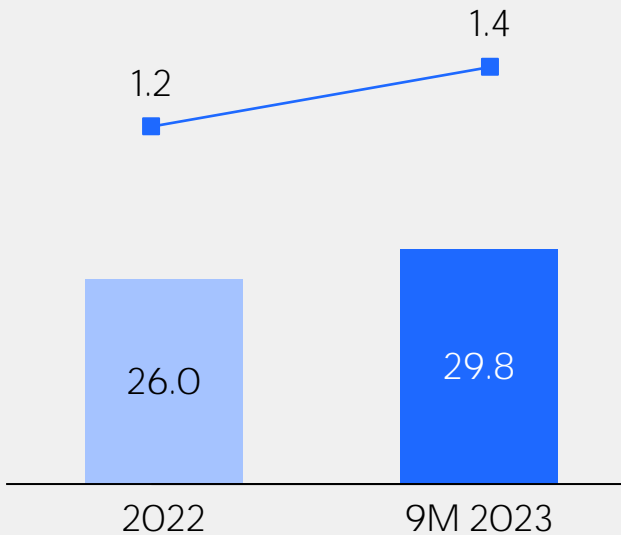


Net assets and financial position

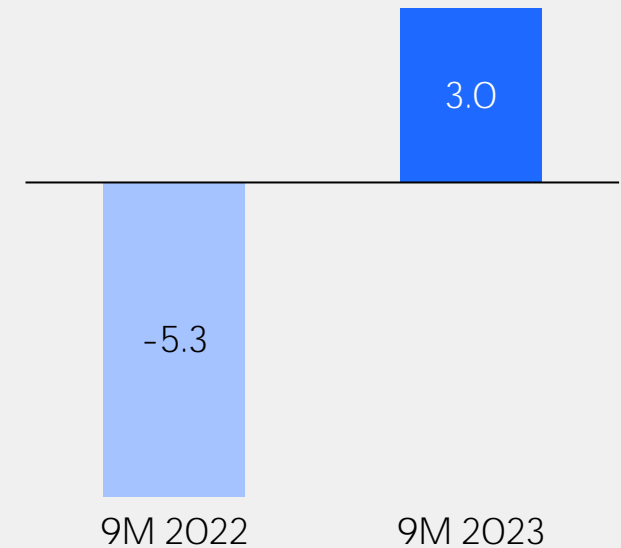
Equity & Equity Ratio (m€/%)



Net debt (m€)
Net debt/EBITDA Ratio



Free cash flow (in m€)





Measures to improve profitability and cashflow initiated



Profitability



China

Restructuring completed, future set-up currently under review



Procurement | Material Cost

Improvement Project started, first impact expected in course of 2024



Temporary workers

Costs significantly reduced compared to HY1



Group-wide efficiency program to increase mid-term profitability initiated



NWC | Cashflow



Working Capital

Continued optimization



Future Ready 2025

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:

- Findings from Phase I
- Consistent concentration on focus markets (domestic and international markets)
- International business expansion
- Innovative product and Processes development
- Use of new technologies
- M & A



Strategy Review: General direction and objectives confirmed

External challenges

- Covid-19
- War in Ukraine and Israel
- Inflation
- China economy slow down
- Supply chain instability
- Softer market growth
- ...



Strategy Review 2023



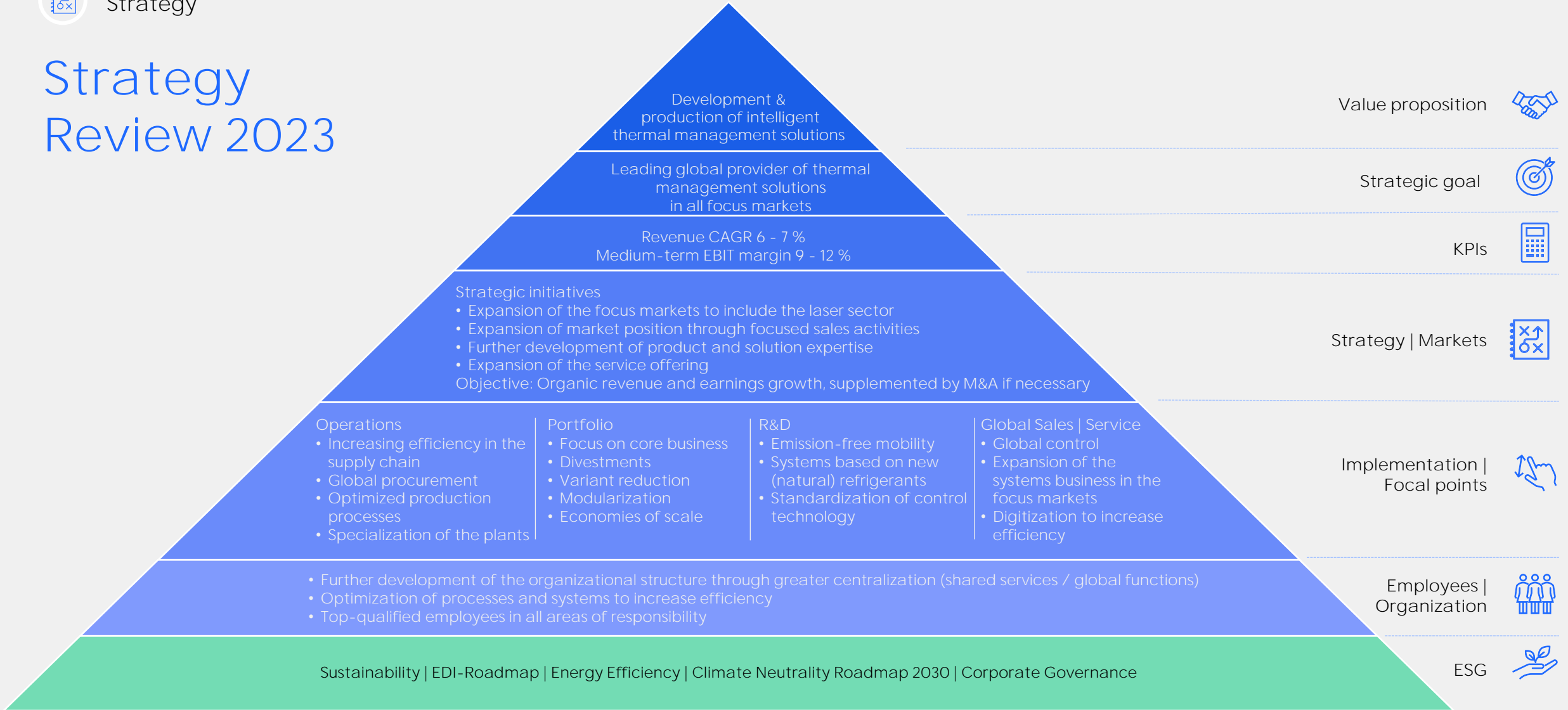
- Thermal Management supported by mega trends
- Organic growth and margin potential realistic
- Focus on modularity and scale effects



- Regional focus on Europe and North America
- Streamlining Portfolio | Divestments
- M&A to accelerate growth in markets and regions
- Laser becomes focus market



Strategy Review 2023





Identified challenges are being addressed

Identified challenges ...



Profitability



NWC | Cashflow



Operations | Efficiency



Chinese business declining



Supply chain | Material costs

... are being addressed



Strong focus on EBIT & Cashflow improvement



Cost efficiency program | Operations



Portfolio Management | Divestment



Adjust Chinese business | location



Strengthen global procurement

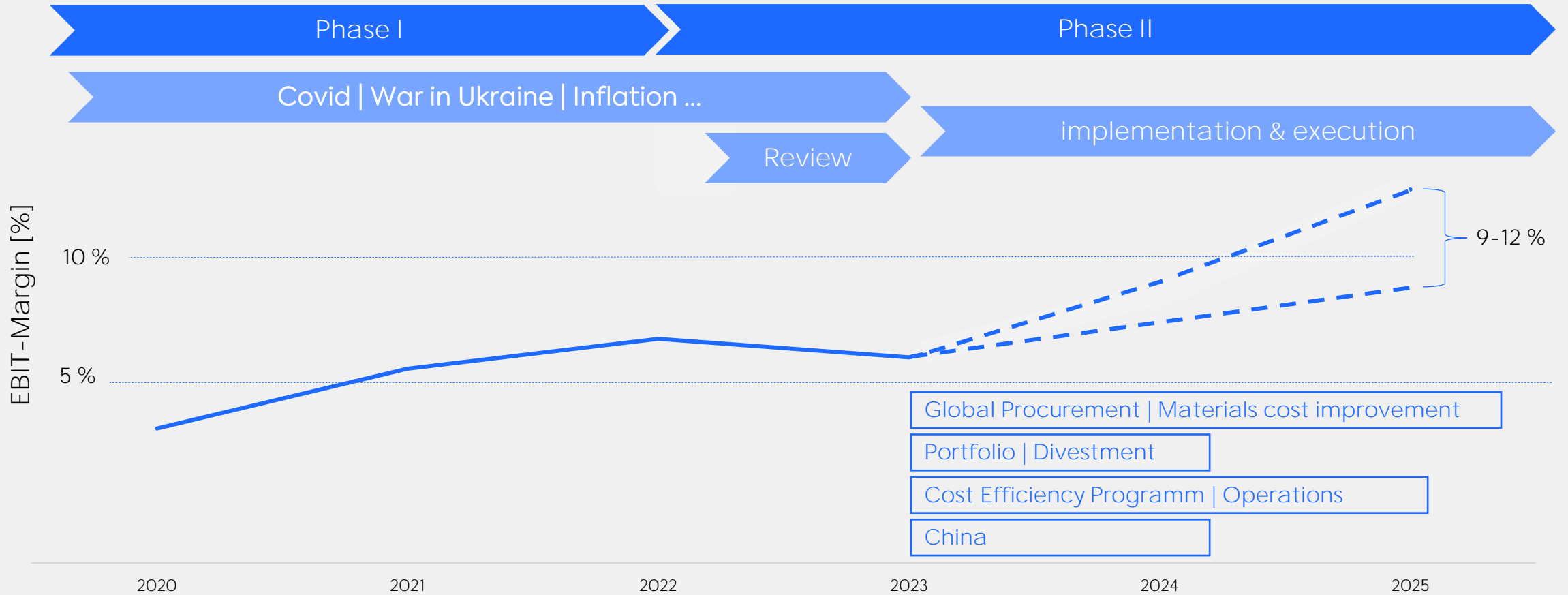


Strategic & operational change initiated,
now focus on implementation & execution



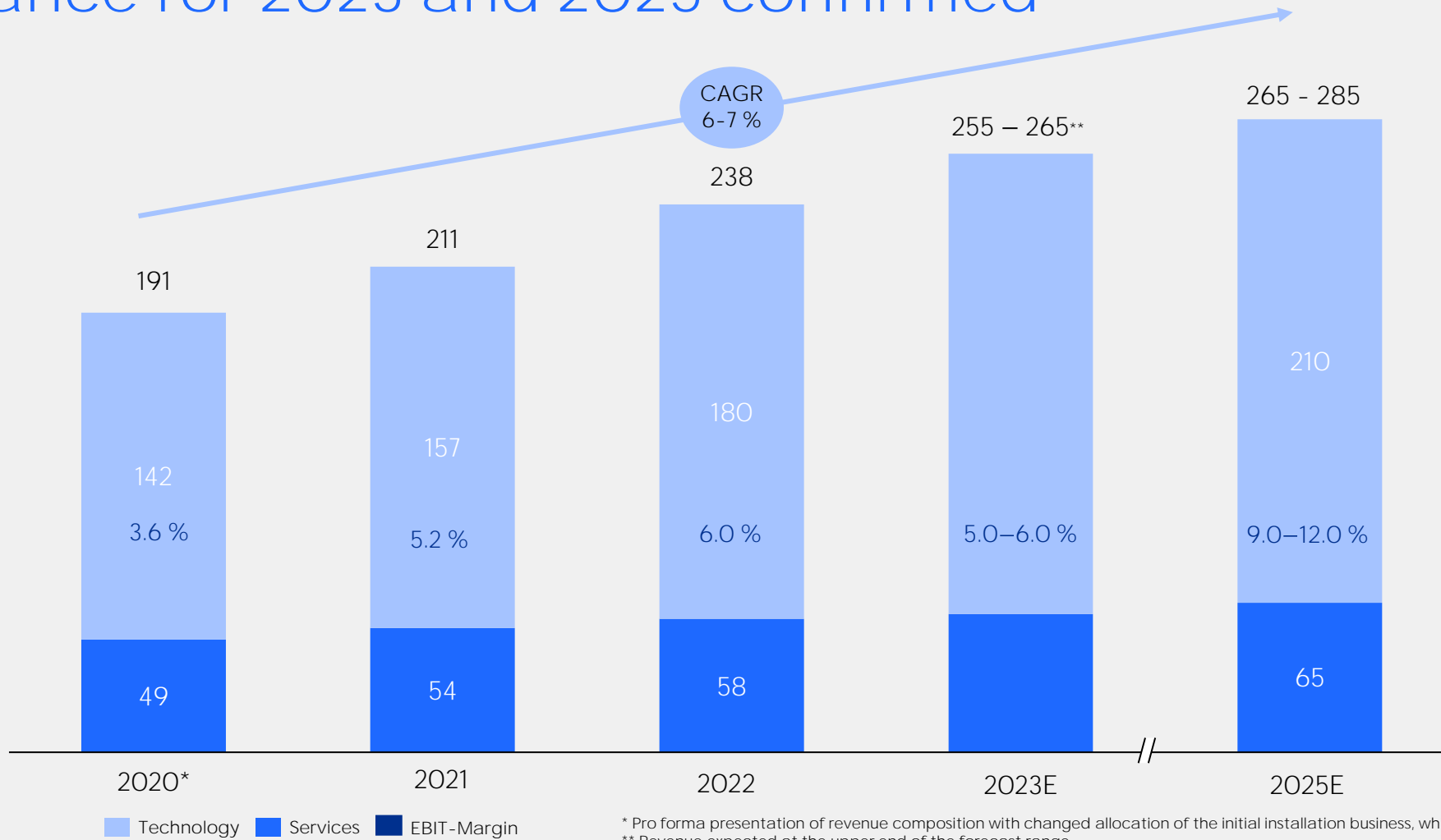
Identified challenges are being adressed

Illustrative





Guidance for 2023 and 2025 confirmed



* Pro forma presentation of revenue composition with changed allocation of the initial installation business, which takes place from fiscal year 2021 onwards...
 ** Revenue expected at the upper end of the forecast range.



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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.