

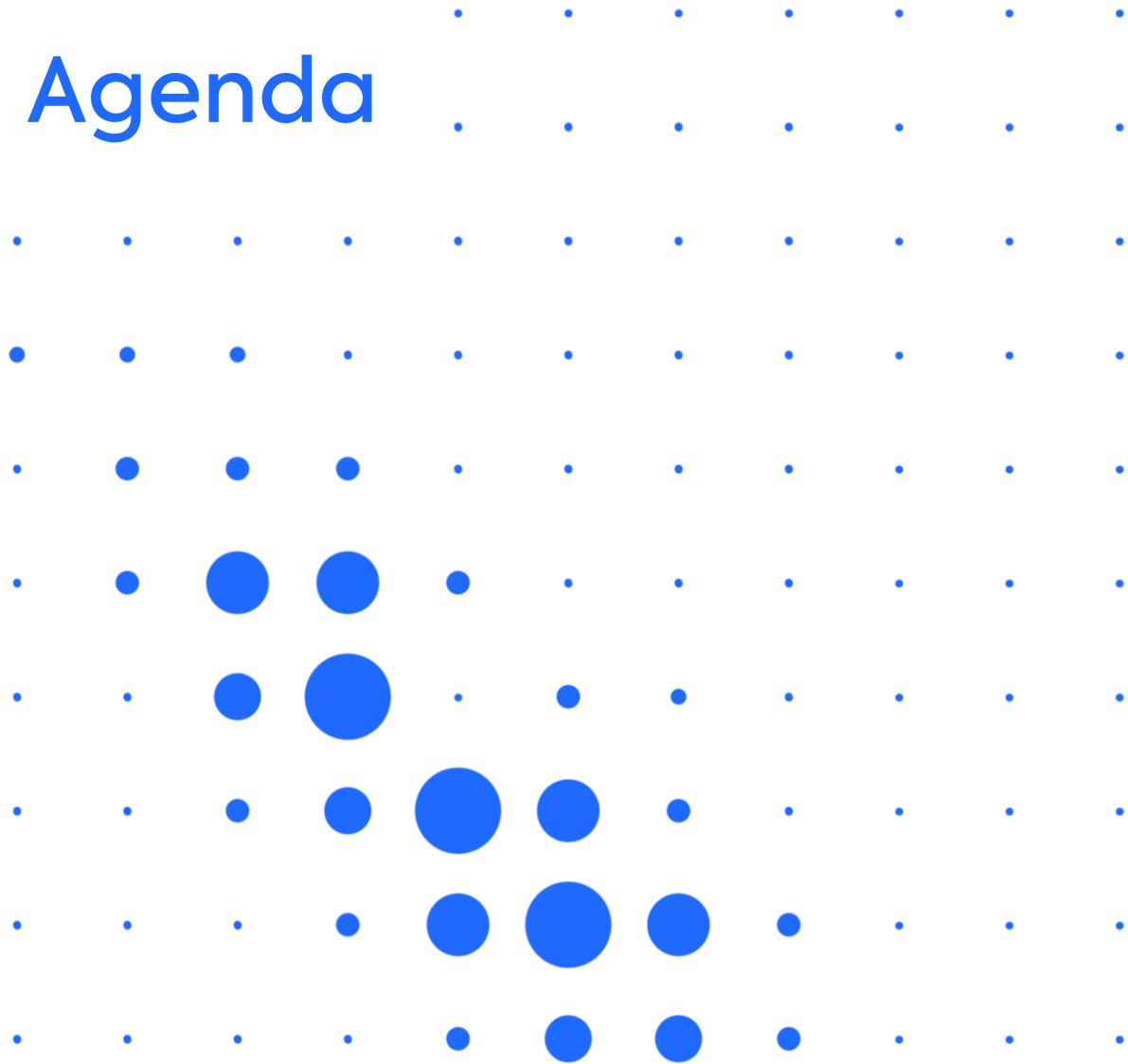
technotrans 

Webcast Financial Year 2022

power to transform –
strategy into results

March 16, 2023

Agenda



Business Performance



Sustainability



Development markets



Operations



Outlook



Conclusion



Contact/Disclaimer/Annex



Change of framework conditions

Production capacity
Covid -19
Geopolitical situation
Supply chain issues
Protectionism
New Work
Digitalisation
Ukraine conflict
Skilled worker shortage
Inflation
Shortage of raw materials
Legal requirements
Climate change
Semi conductor shortage
Energy revolution





Highlights 2022



Strategy Future Ready 2025



Phase I successfully completed

Financial performance



KPIs significantly increased

Focus markets



Growth targets achieved or exceeded

Order Situation



Order backlog reached all-time high

Sustainability

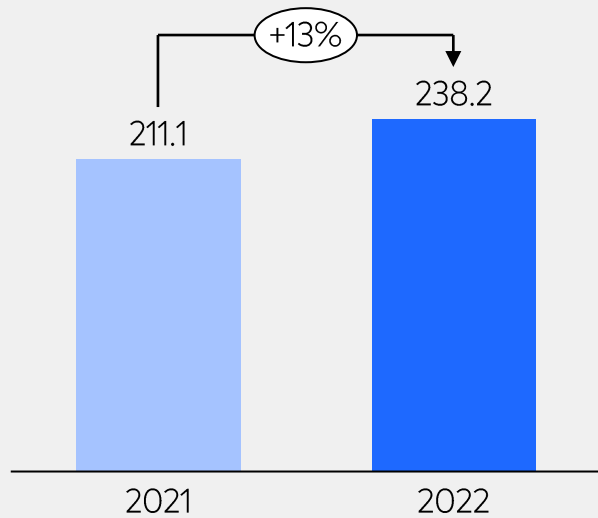


Roadmap Climate neutrality 2030 published

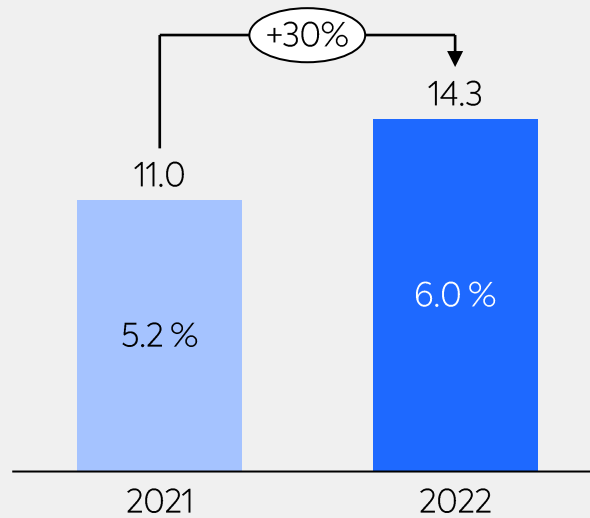


Fiscal year 2022: KPIs significantly increased

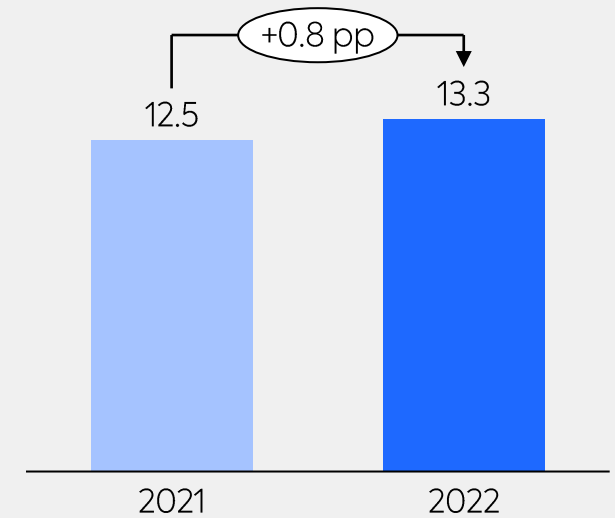
Revenue (m€)



EBIT (m€) / EBIT margin (%)



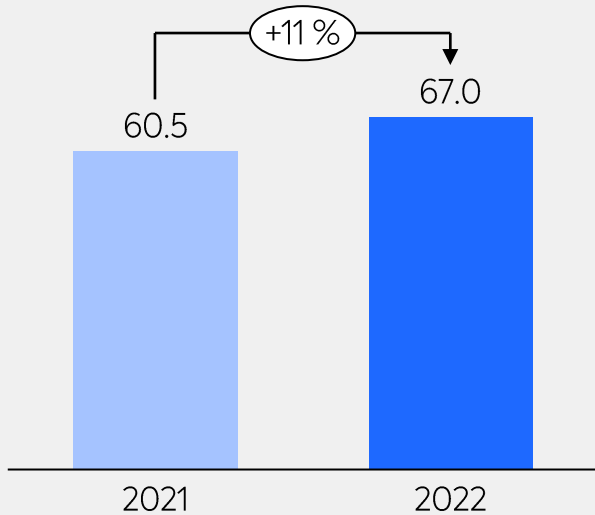
ROCE (%)



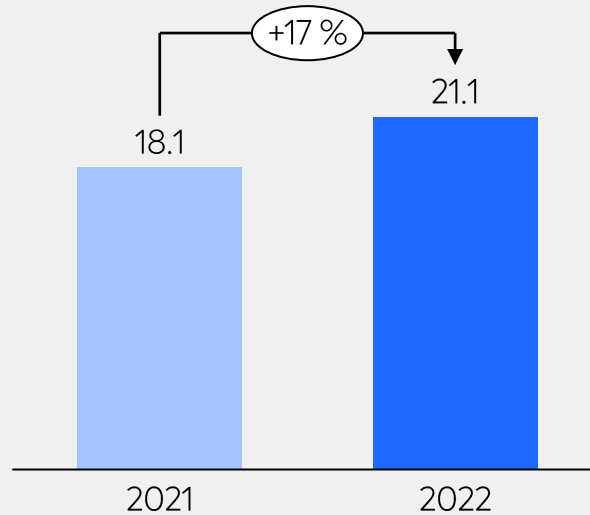


Positive earnings performance

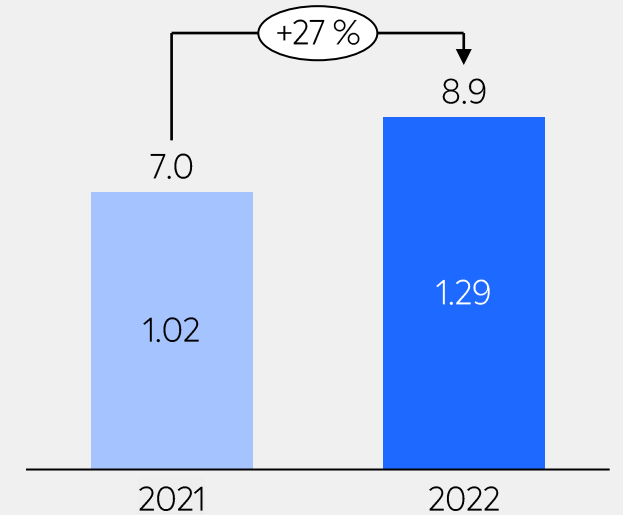
Gross profit (m€)



EBITDA (m€)



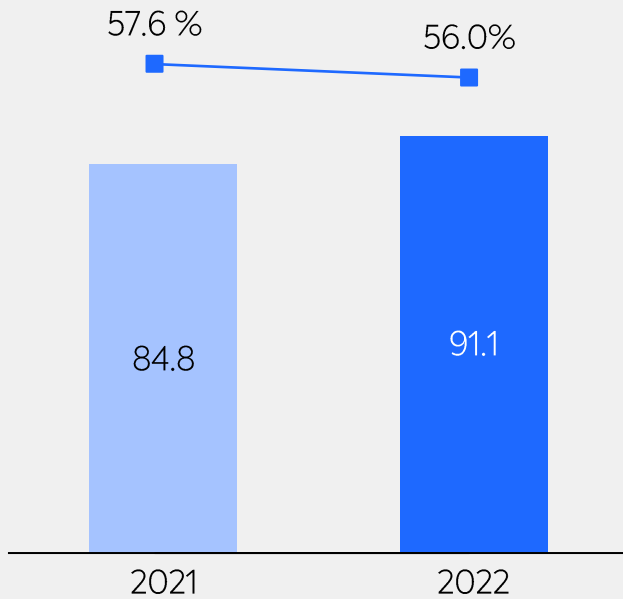
Net profit for the period (m€)
EPS (€)



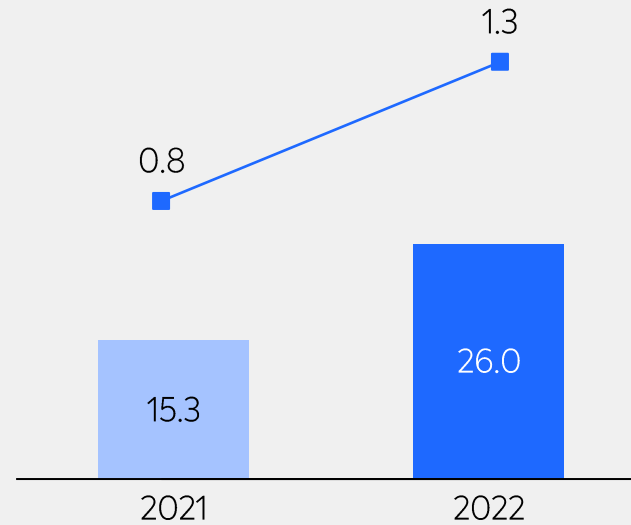


Net assets and financial position

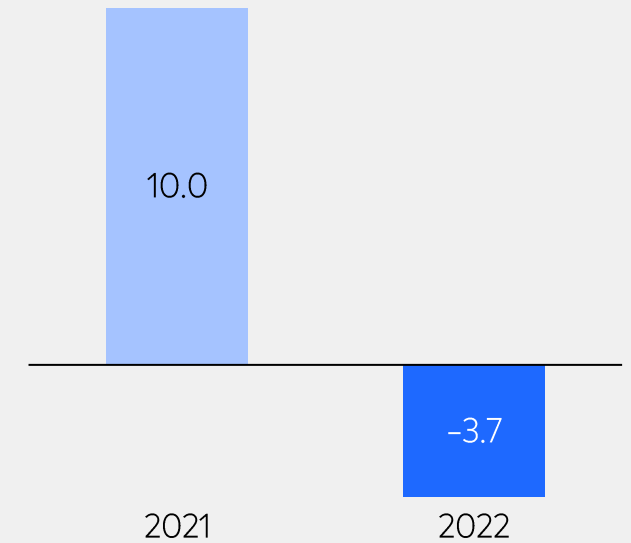
Equity & Equity ratio (m€/%)



Net debt (m€) & Net debt/EBITDA



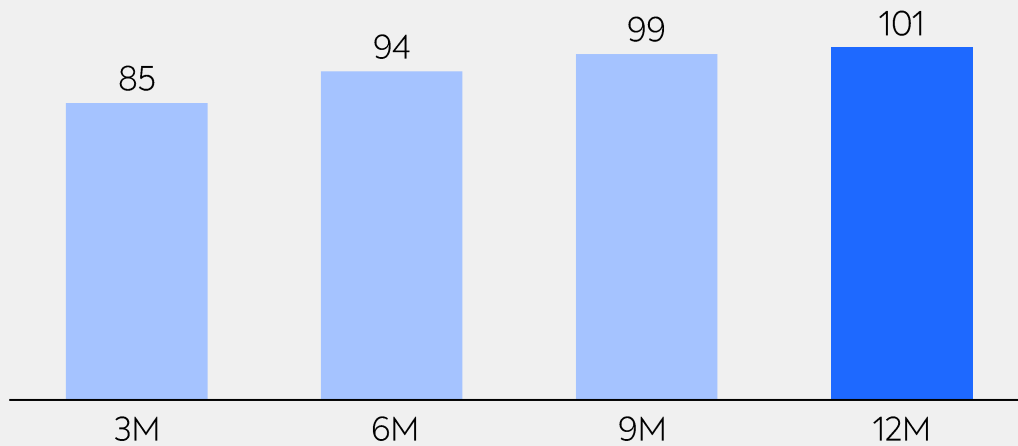
Free Cashflow (in m€)



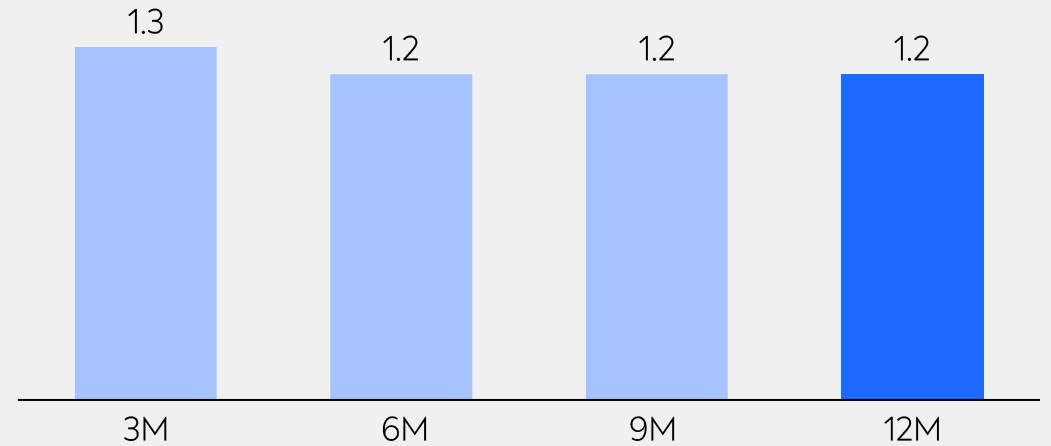


Strong order situation 2022

Order Backlog (m€)



Book-to-Bill-Ratio*

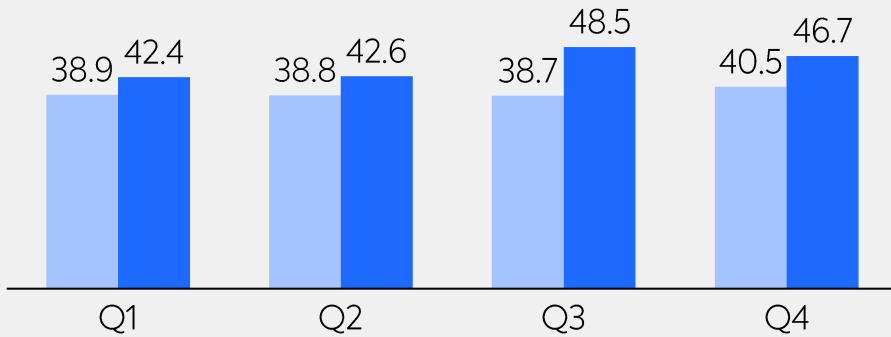


*) german production sites



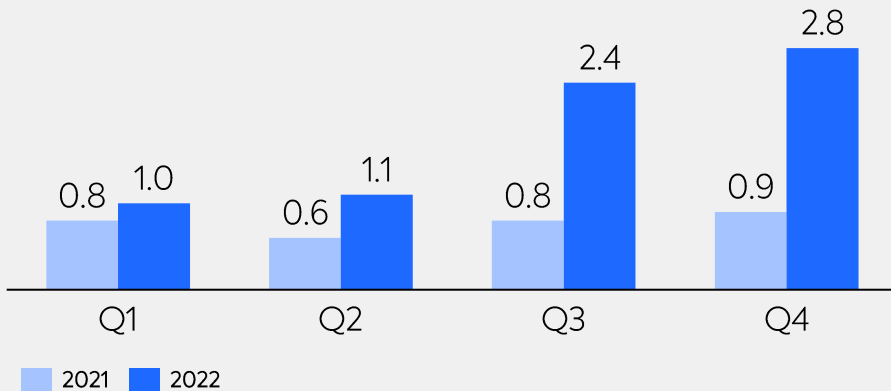
Segment Technology

Revenue 2021/2022 by quarters (m€)



- Segment revenue increased by 15 %
- High demand in all markets

EBIT 2021/2022 by quarters (m€)

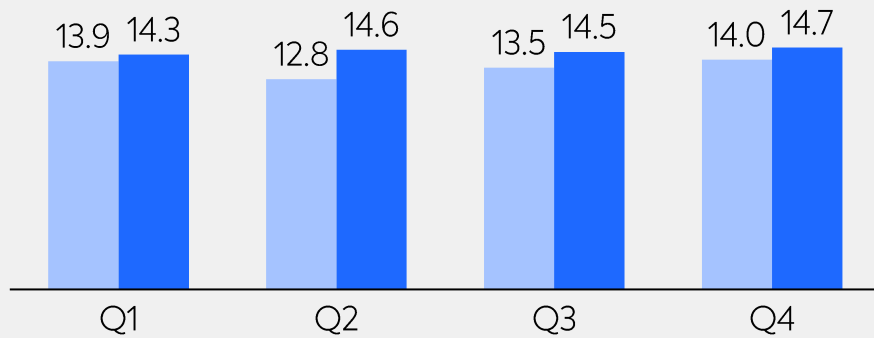


- Segment EBIT more than doubled to €7.3 million (previous year: €3.1 million)
- Segment EBIT rises sharply to 4.1 % (previous year: 2.0 %) due to increase of series production



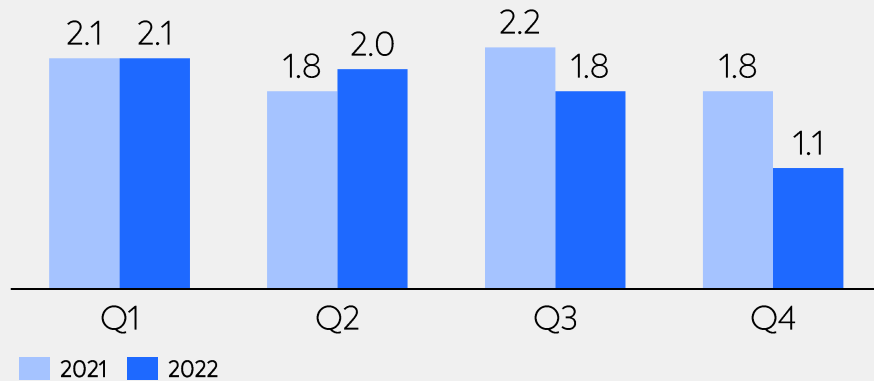
Segment Services

Revenue 2021/2022 by quarters (m€)



- Segment revenue increase by 7% to € 58.0 million (previous year: € 54.2 million)
- Absolute growth driven in particular by Print, Healthcare & Analytics and Energy Management

EBIT 2021/2022 by quarters (m€)



- Segment EBIT of €7.0 million (previous year: €7.9 million) reflects, among other things, higher material and fuel costs, increased sick leave and use of temporary workers in the fourth quarter
- Segment profitability temporarily down to 12.0% (previous year: 14.7%)



Strategy Phase I – successfully completed!



- Continuation of the initiated **transformation process** based on existing core competencies
- **Concentration on focus markets**
- Establishment of a **market-oriented organizational structure**
- Expansion **sustainability / ESG**
- **Consolidation** through use of group-wide synergy effects, expansion of shared services
- **Merger** of individual group companies
- **Strengthening** technotrans as one brand



ESG-Highlights 2022



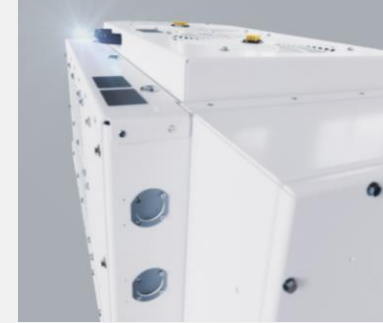
April

Cooling solutions
Circular Economy



July

Photovoltaic
system
Baden-Baden



October

Green hydrogen
Project H2HoWi

March

Digital Only
Concept



June

Cooling solutions
without
refrigerants



August

Weight-
optimised
battery cooling





Climate neutrality 2030

CO₂



Increasing energy efficiency



Renewable energy production



External purchase of Green Energy



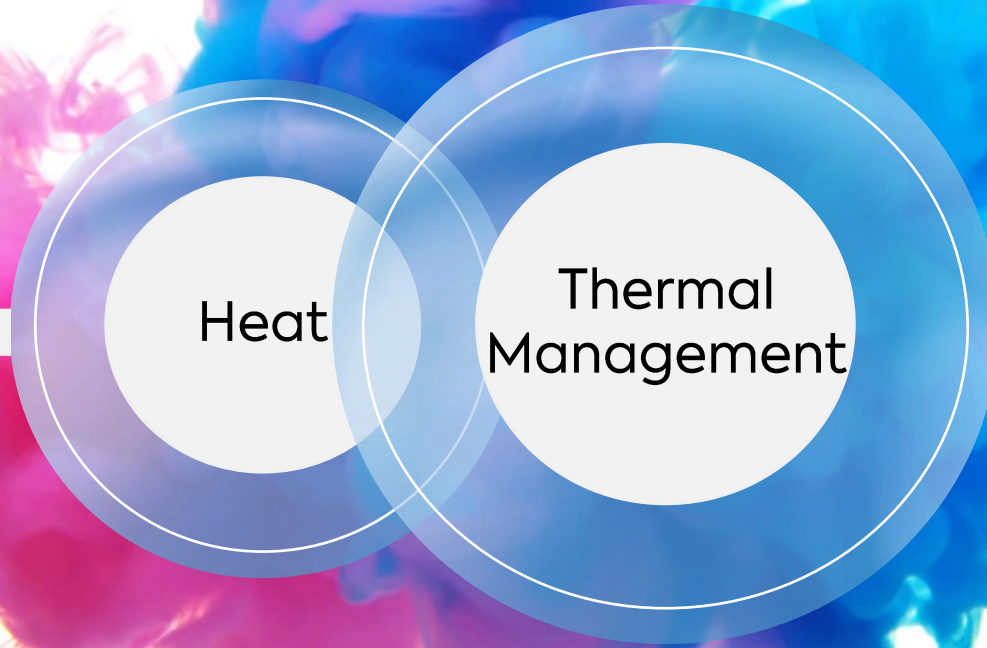
CO_{2e} compensation

2020

2030

*CO_{2e} = CO₂ equivalents

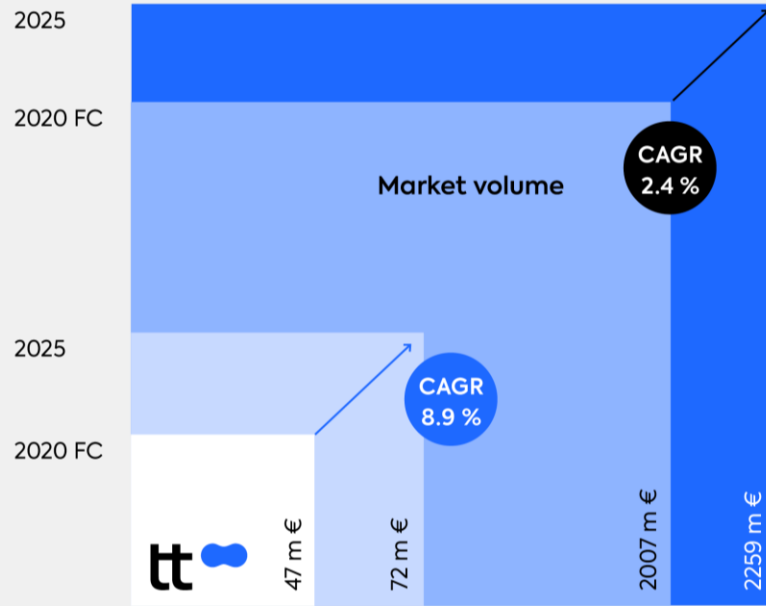
Electrification
Digitalization
Decarbonization



technotrans 



Plastics



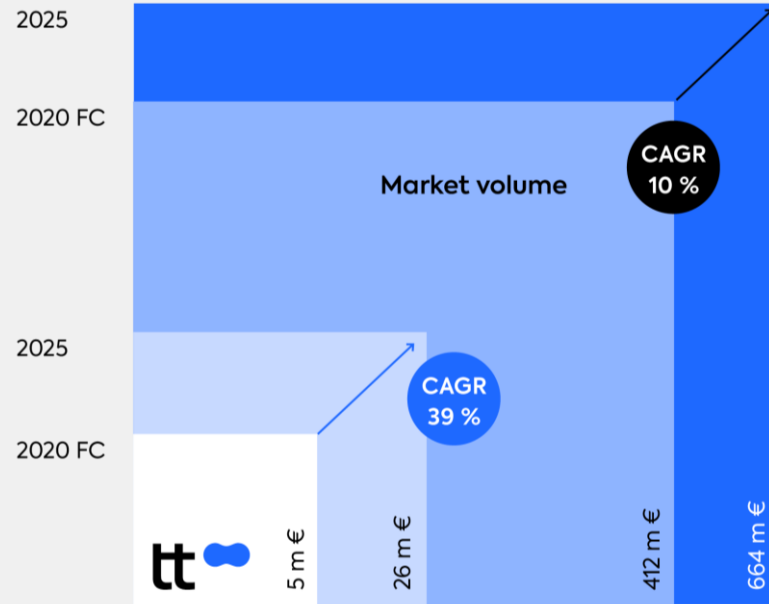
Target 2022 € 55m

12M 2022 € 55m





Energy Management



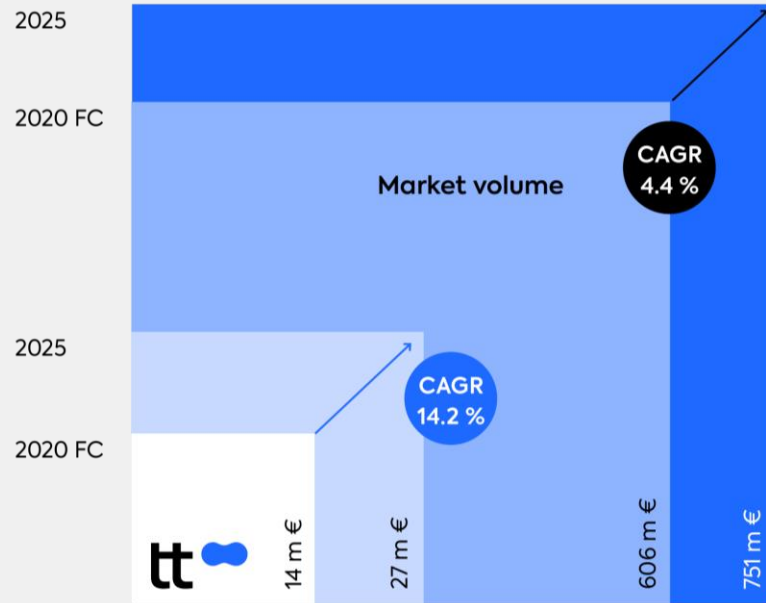
Target 2022 € 10m

12M 2022 € 16m





Healthcare & Analytics



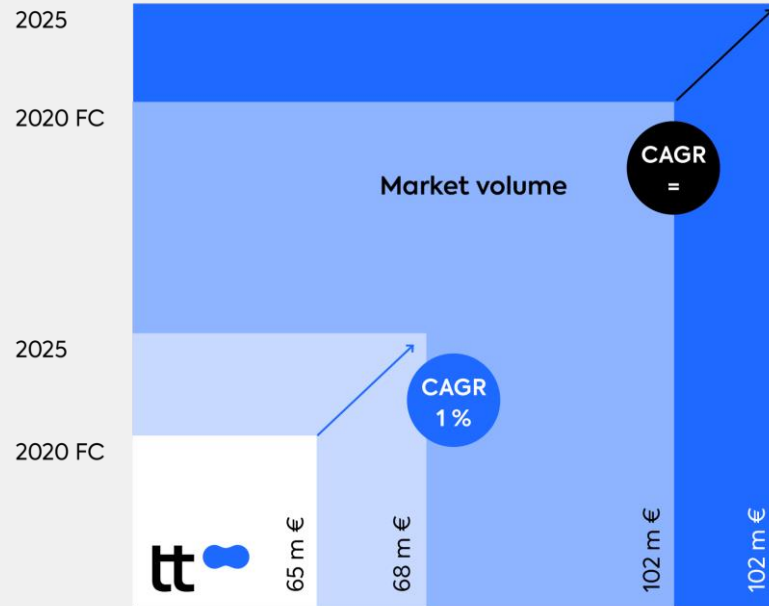
Target 2022 € 18m

12M 2022 € 20m





Print



Target 2022 € 66m

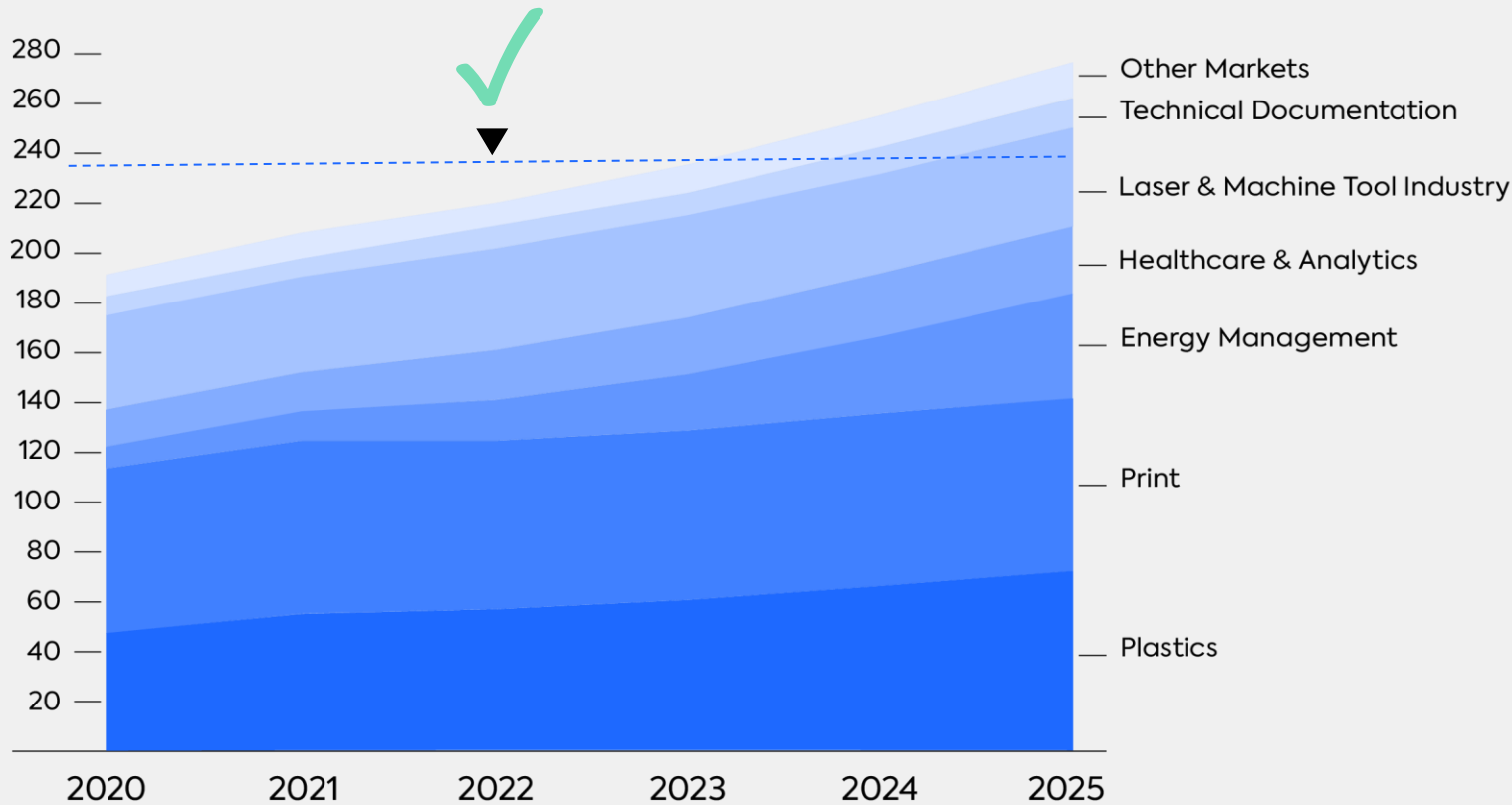
12M 2022 € 82m





Update Strategy Future Ready 2025

technotrans accelerates implementation speed of Strategy Future Ready 2025





Challenging framework conditions in 2022

Influencing variable AVAILABILITY

- Lack of availability of raw materials and intermediate products
- Longer / undefined delivery times of components
- Longer transport times
- Limited personnel capacities

OPERATIONS



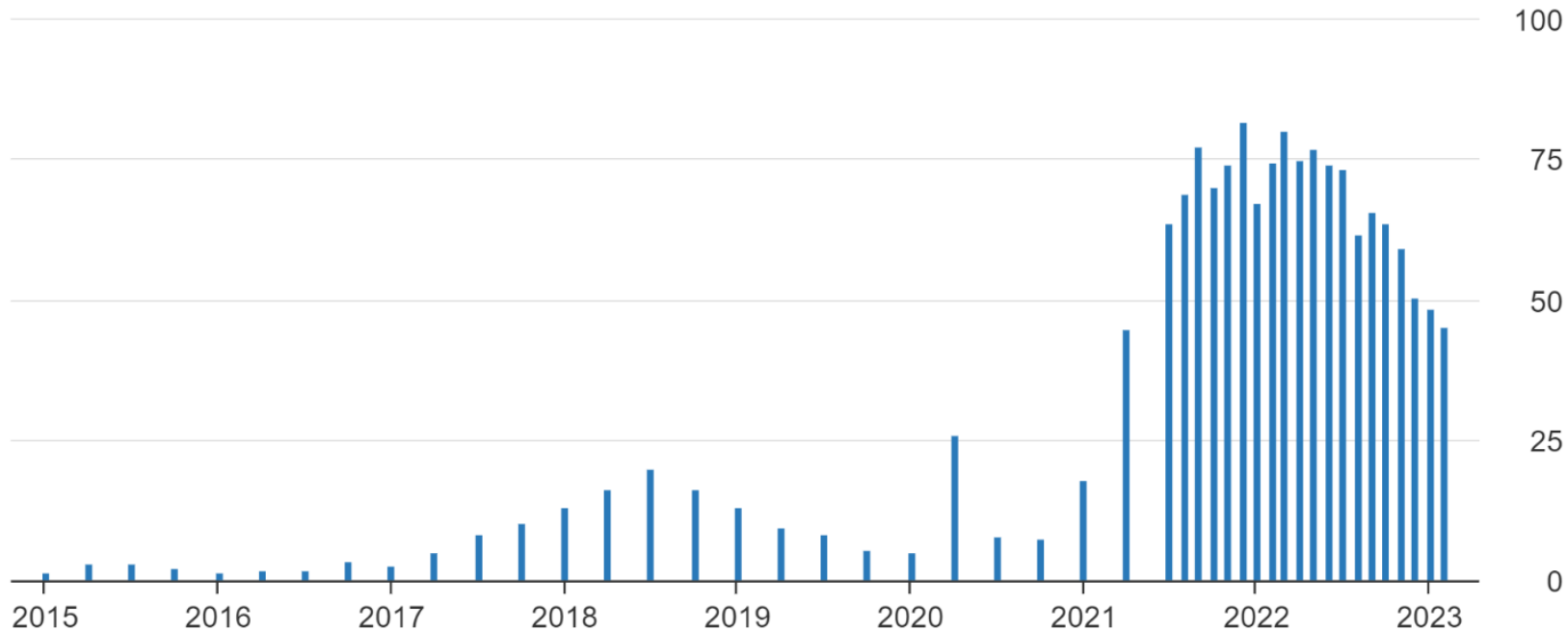
Influencing variable COSTS

- Rising material costs
- Exploding energy costs
- Higher freight costs
- Increased personnel costs



Limited material availability

ifo shortage indicator for manufacturing



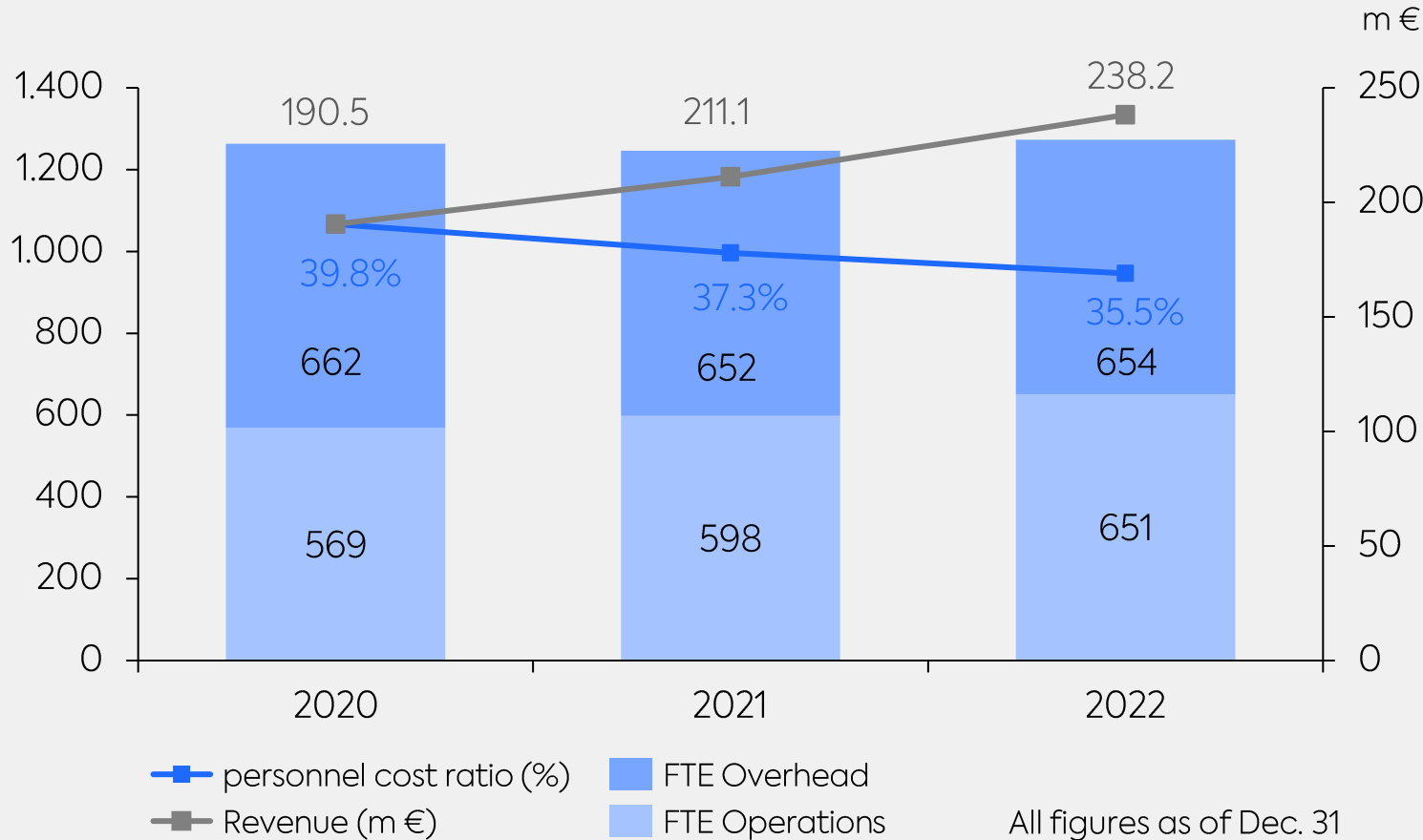
Source: ifo business surveys, www.ifo.de

© Statistisches Bundesamt (Destatis), 2023

- Up to 82% of all industrial companies are affected by production constraints due to scarce raw materials and input materials.
- Despite a good order situation, not all industrial companies are able to process the orders received.



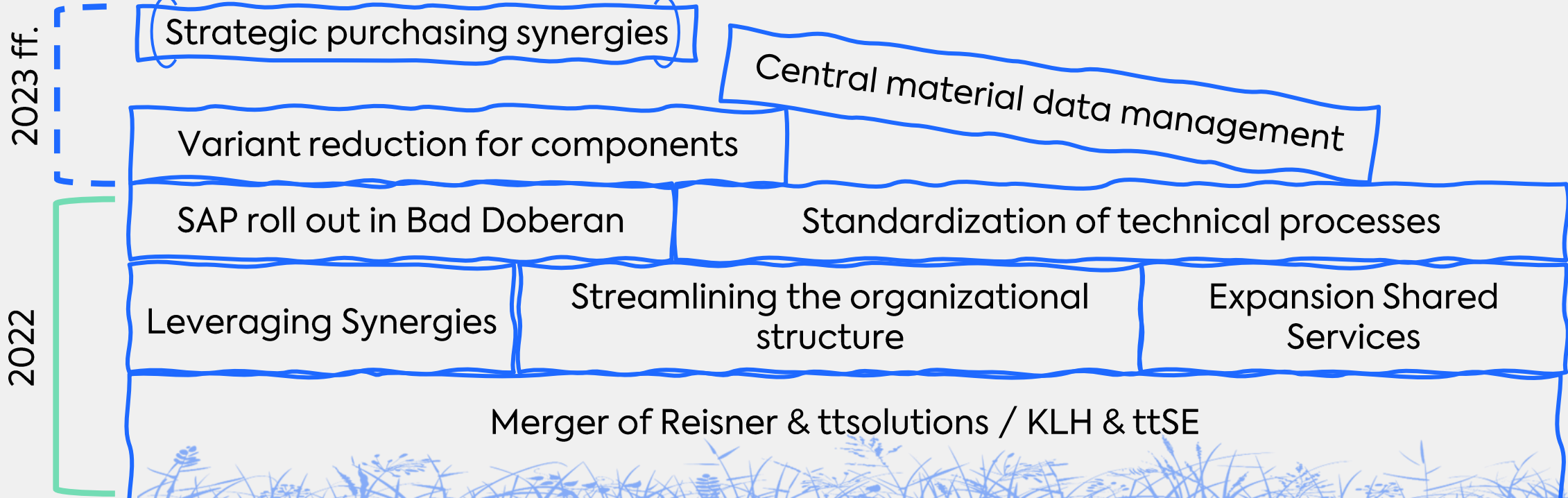
Development of FTE figures and personnel cost ratio



- Personnel cost ratio declines despite rising revenue
- Sales per FTE Operations rising steadily
- Number of value-adding employees increases
- FTE Overhead still below 2020 level



Strategic milestones / efficiency enhancement operations





Space for further growth / plant expansion Steinhagen



- Rented location
- Area: 2 x 1500 m² for warehouse & production
- Space for potential series business according to lean aspects (line production)
- Creation of up to 60 jobs



Clean room manufacturing in Baden-Baden

Installation of a clean room for production according to cleanliness class DIN EN ISO 1644-1 class ISO 7, ISO 6



Expansion of manufacturing expertise to acquire new customers



Target customers:

- Healthcare & Analytics (opt. Measuring systems)
- Laser
- Semiconductor

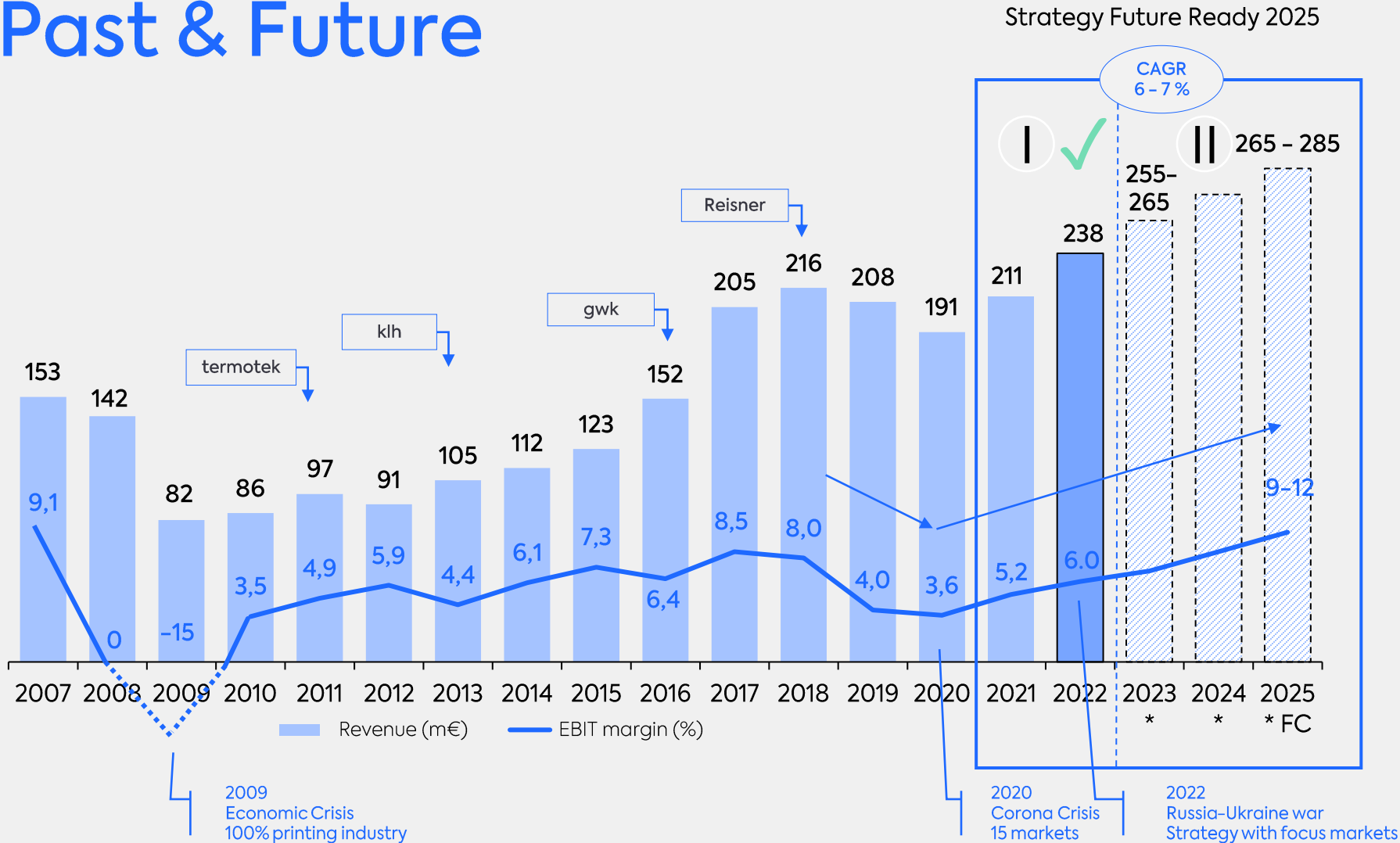


Competitive Advantage / USP





Past & Future



- 2010 – 2018 Profitable growth through acquisitions
- 2020 Presentation Strategy Future Ready 2025
- 2021 Turnaround
- 2021 – 2025 Organic growth, Acquisitions „on-top“
- 2022 Strategy Phase I successfully completed



Next: Strategy Phase II 2023 – 2025

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 & processes**
- **M & A**



Outlook 2023

6.2 – 7.2 %

EBIT-Margin

15.8 – 19.1 m€

EBIT

255 – 265 m€

Group revenue

13.5 – 14.5%

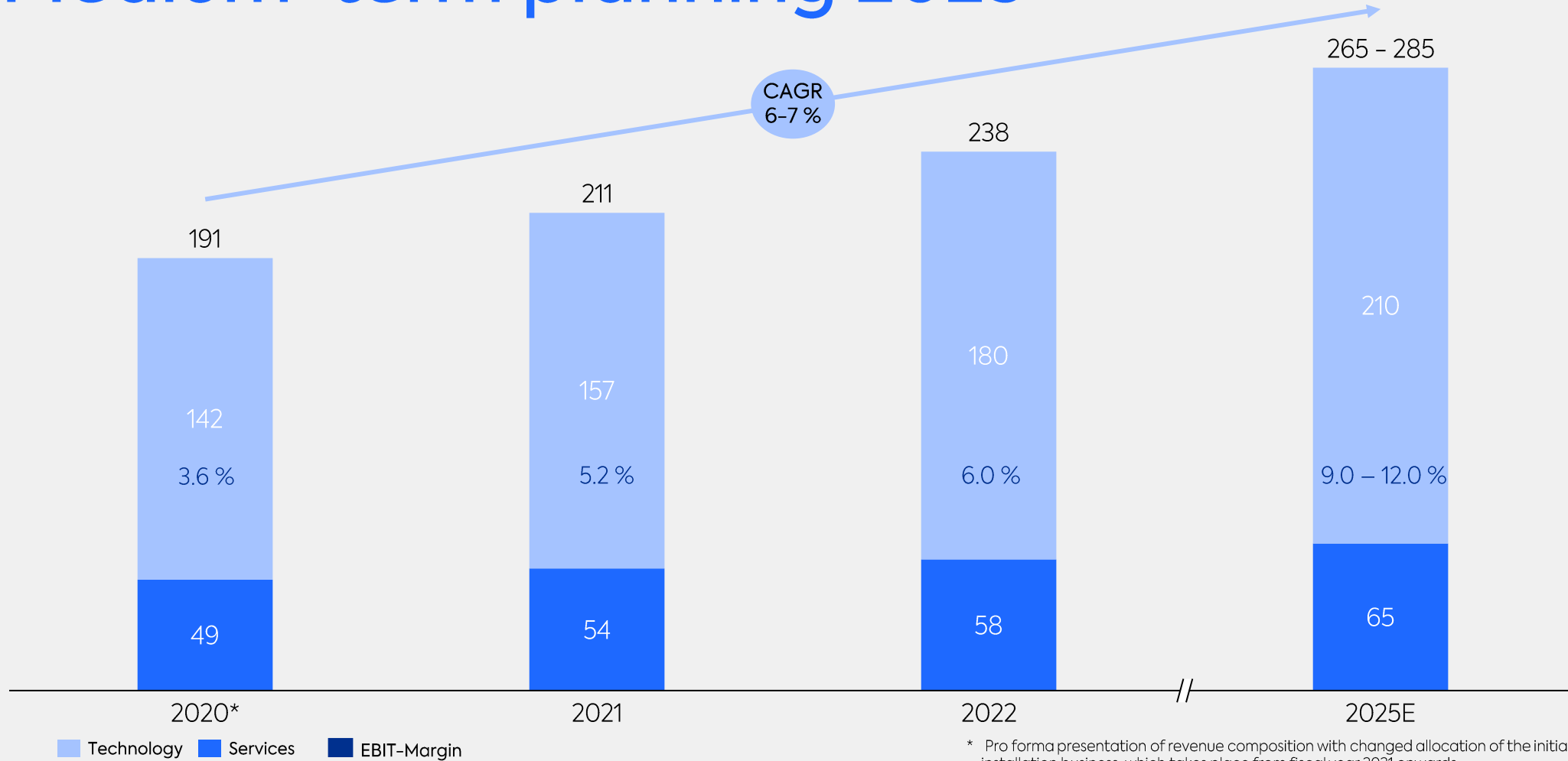
ROCE

Guidance
2023





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.



Peter Hirsch
CTO/COO

Michael Finger
CEO

Robin Schaede
CFO

power to transform – strategy into results

Phase I of the Strategy Future Ready 2025 successfully completed. All economic and strategic targets of this phase were achieved.

Group revenue and EBIT increased significantly.

The order backlog marks a new all-time high.
Strong demand from the market continues unabated.

Proposal of a dividend of € 0,64 to AGM on May 12.

For the financial year 2023, we expect consolidated revenue in a range of € 255 – 265 million with an EBIT margin of between 6.2 – 7.2 %.



Contact

Investor Relations



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Fax +49 (0)2583 301-1054

frank.dernesch@technotrans.de

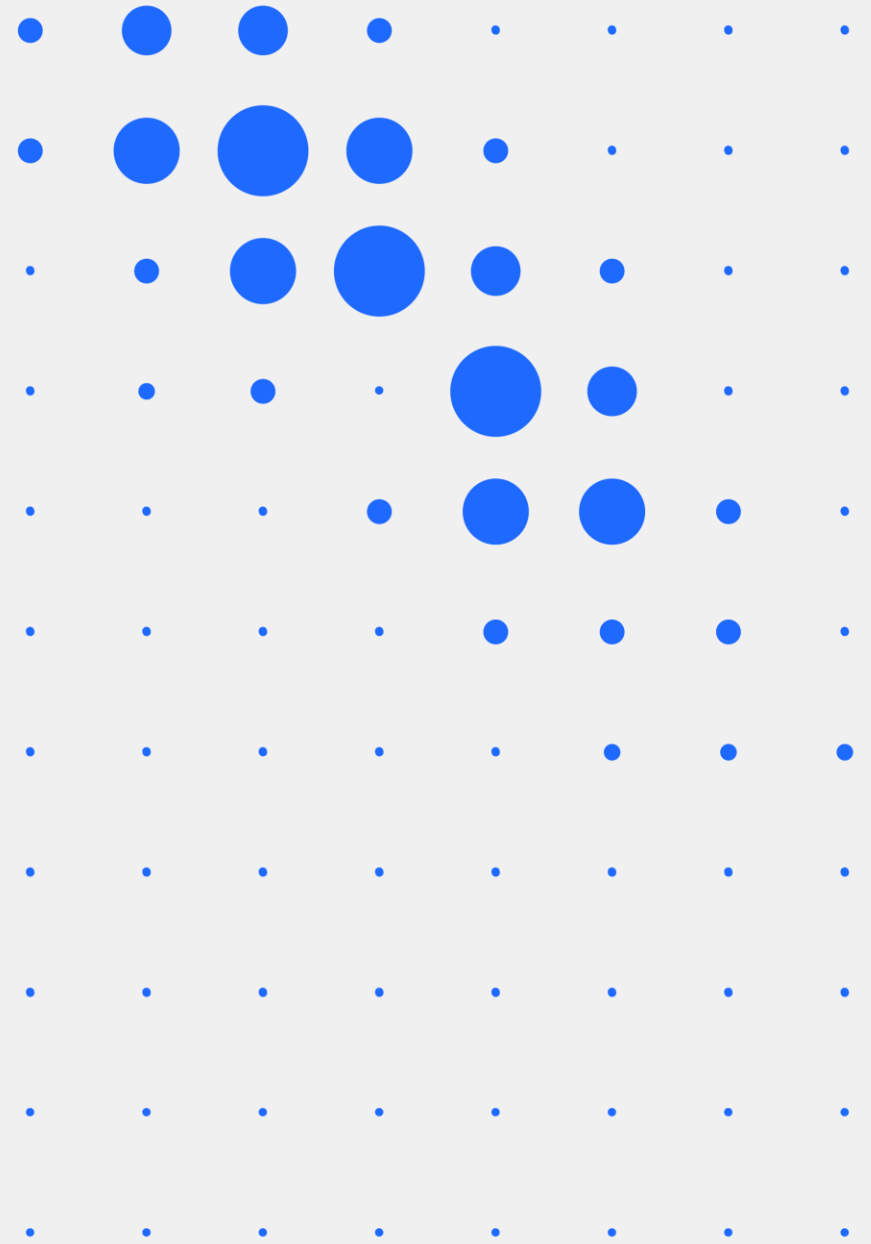




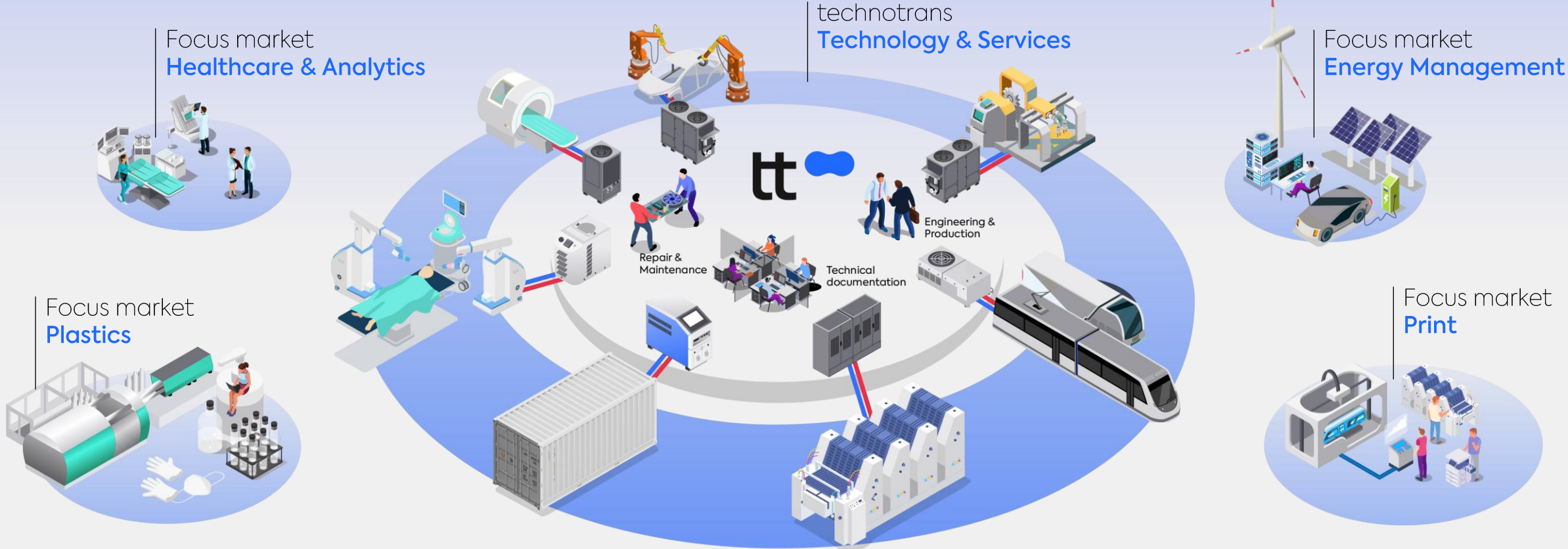
This presentation contains statements on the future development of the technotrans Group.

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.

Annex



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.

technotrans – an attractive investment

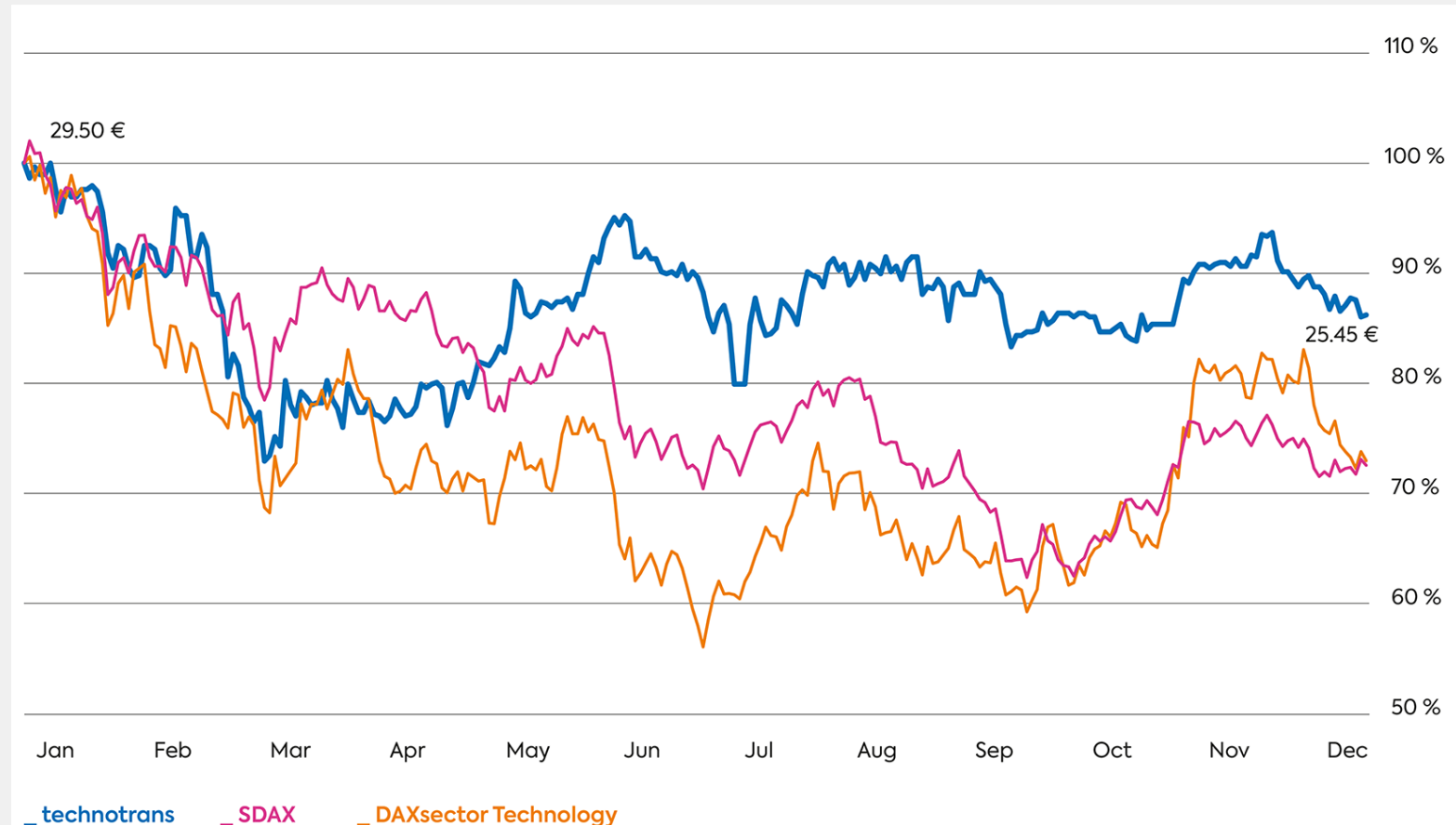


Attractive dividend policy
Up to 50% of consolidated net profit

Shareholder structure:

Luxempart S.A.:	20.1 %
Gerlin N.V.:	7.6 %
Objectif Small Cap	5.3 %
Midlin N.V.	5.2 %
Alliance Vie	5.1 %
Monolith	5.0 %
Universal Investment	3.1 %
Other shareholders	48.6 %

Share Price Performance



Data as of Dezember 30, 2022

- Share Price: 25.45 €
- Market Cap: 175.8 M€
- Performance 2022: - 13.7 %

Analyst-Coverage

Hauck und Aufhäuser AG
Warburg Research GmbH
Kepler Cheuvreux
LBBW

- Bandwith: 29.00 – 34.00 €
- Recommendation: 3 x BUY
1x HOLD