



Webcast Financial Year 2021

power to transform –
strategy into results

March 15, 2022

Agenda

- Business Performance
- Supply Chain Status
- Strategy Update – Future Ready 2025
- Sustainability
- Outlook
- Conclusion of the Board of Management

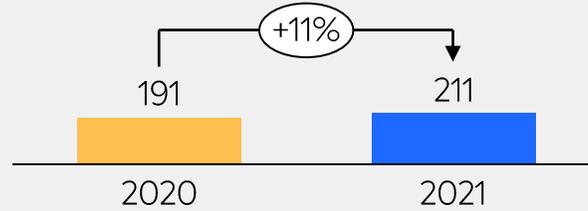
- Contact/Disclaimer

- Annex
 - Consolidated Financial Statements
 - Shareholder Information

Strong Performance in 2021

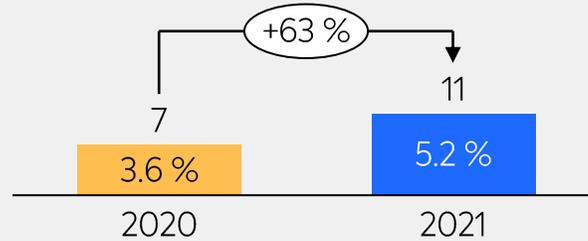
Revenue

in m€

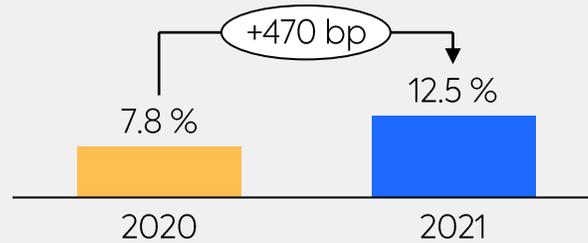


Profitability

EBIT



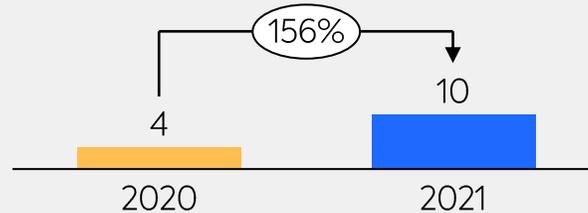
ROCE



Liquidity

in m€

Free Cashflow



Further KPI's financial year 2021

78 m€

+ 65 %

(prev. year: 47.1 m€)

Order backlog*

1.2

(prev. year: 1.0)

Book-to-Bill-Ratio*

18.1 m€

+ 31 %

(prev. year: 13.8 m€)

EBITDA

1.02 €

+ 42 %

(prev. year: 0.76 €)

EPS

57.6 %

(prev. year: 53.6 %)

Equity Ratio

15.3 m€

(prev. year: 21.5 m€)

Net debt

1,433

(prev. year: 1,409)

Employees (Dec. 31)

0.51 €

+ 42 %

(prev. year: 0.36 €)

Dividend

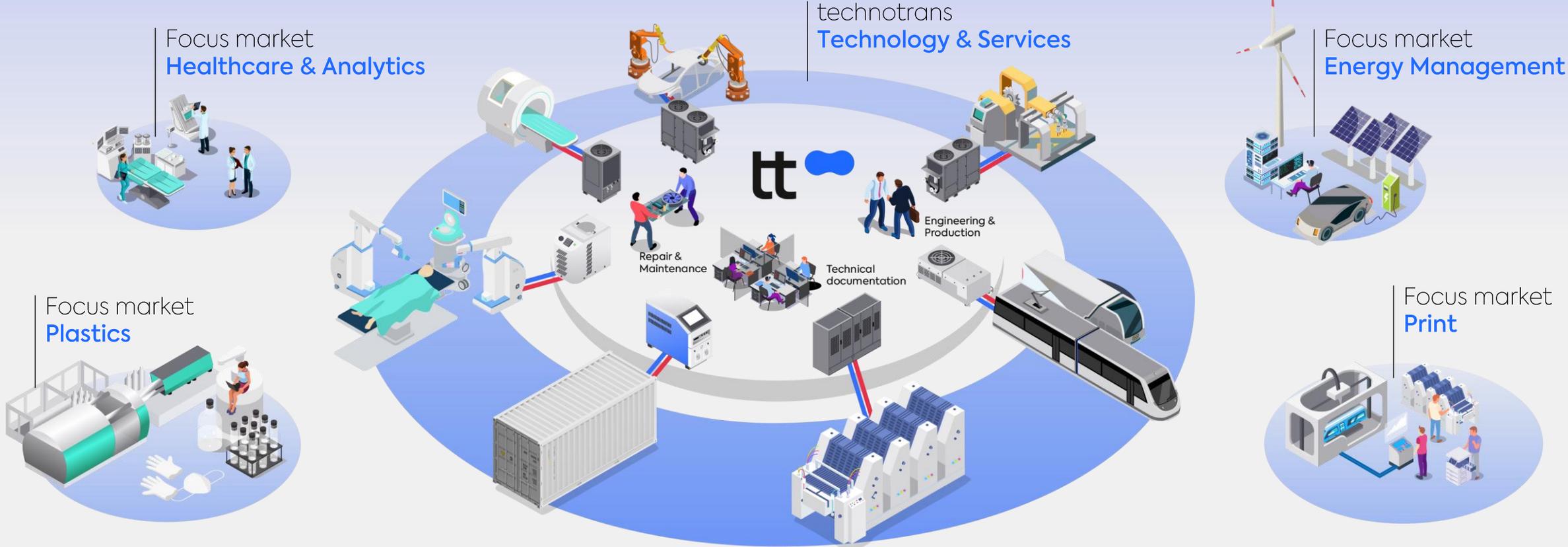
*) Main production sites

Highlights 2021

1. Strategy Future Ready 2025
2. Financial performance
3. Focus markets
4. Order situation
5. Sustainability

- ✓ 100 % on track – effects noticeable
- ✓ Increased in Segments and Group
- ✓ Growth exceeding expectations
- ✓ All time high order backlog
- ✓ All ESG-KPI on track

For our customers' products we develop sustainable thermal management solutions.



0.1 kW  5,000 kW

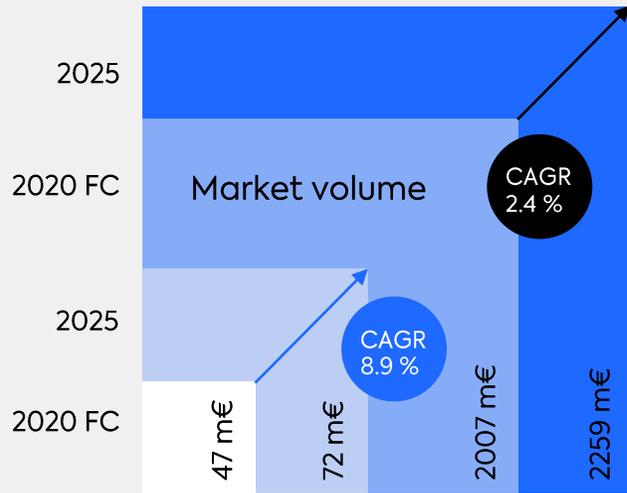
-80°C  +400°C

 ecological - social - economic

Power to transform technology into products.
Thermal management is an integral part
of customer systems.

Markets: Strategy 100 % on track

Plastics

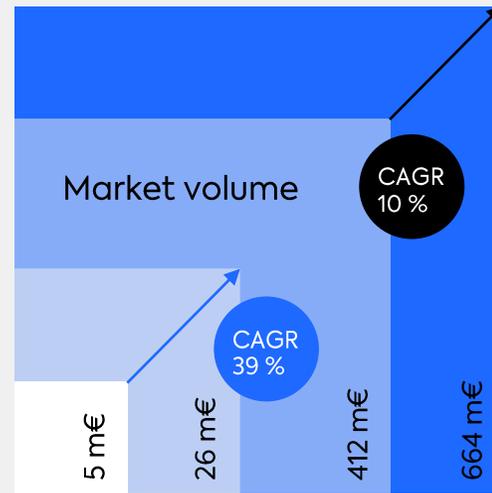


Status 2021

Target: 2021: 51 m€
Realised: 54 m€



Energy Management

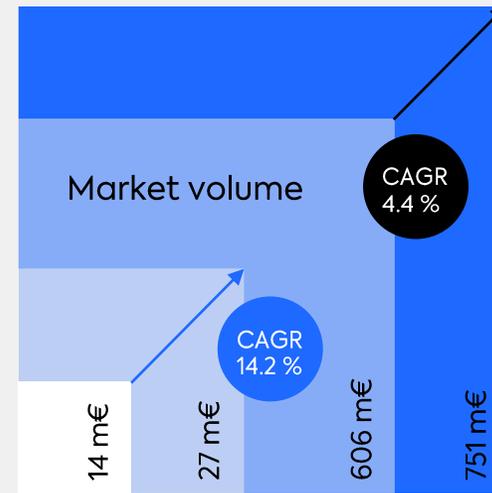


Status 2021

Target: 2021: 7 m€
Realised: 10 m€



Healthcare & Analytics

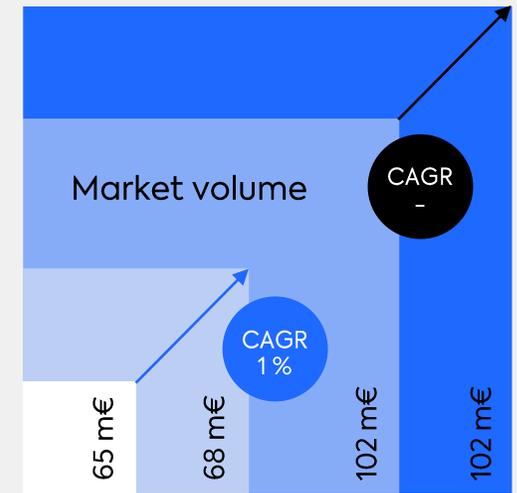


Status 2021

Target: 2021: 16 m€
Realised: 18 m€



Print



Status 2021

Target: 2021: 66 m€
Realised: 72 m€



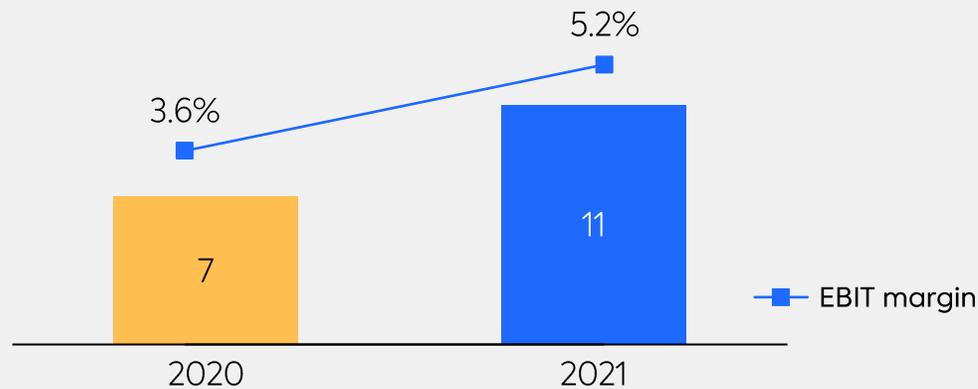
Strong increase in Revenue & EBIT

Revenue (m€)



- Group revenue increased by 11 % compared to the previous year
- Strategic focus markets Plastics, Energy Management, Healthcare & Analytics and Print are the main growth drivers

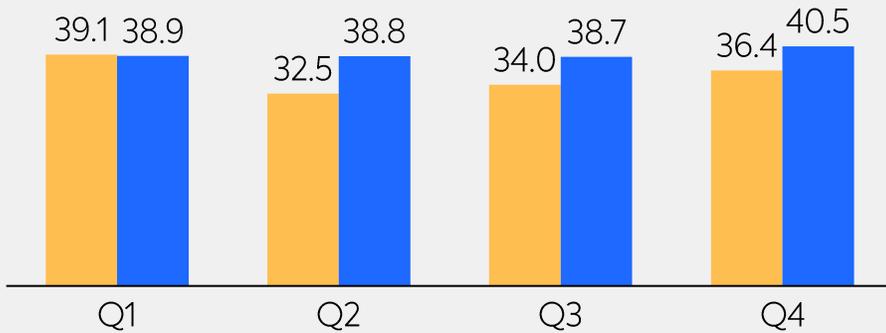
EBIT (m€)



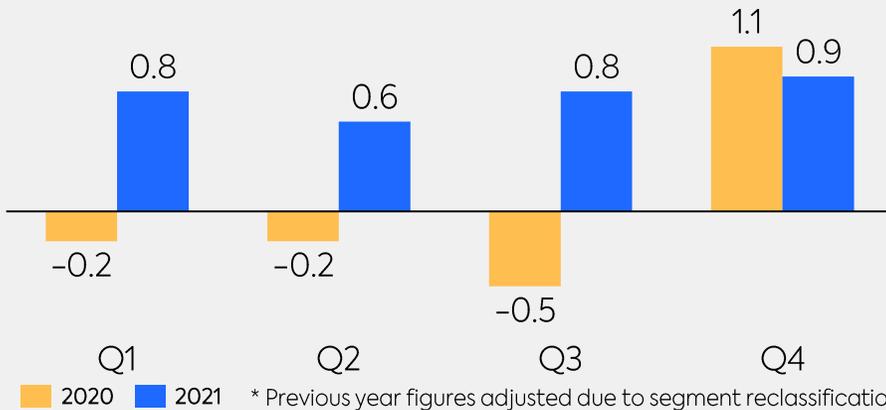
- EBIT rises by 63 %
- EBIT margin improves accordingly from 3.6 % to 5.2 %

Segment Technology

Revenue 2020/2021 by quarters (m€) *



EBIT 2020/2021 by quarters (m€) *

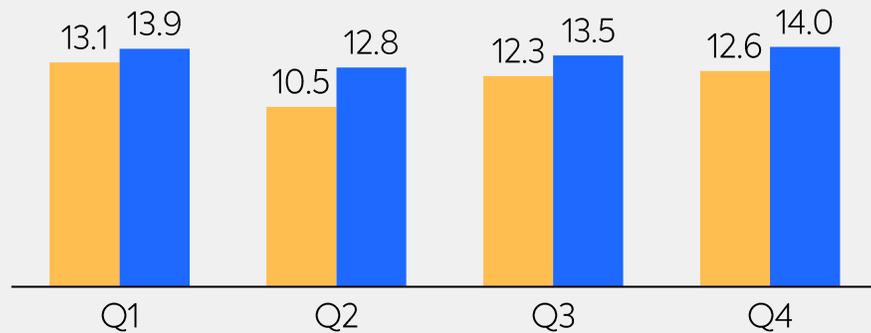


- Revenue 2021: 157 m€ (+ 11 %)
- Focus markets as growth drivers

- Segment EBIT of 3.1 m€ achieved (previous year: 0.1 m€)
- EBIT margin at 2.0 % (previous year: 0.1 %)

Segment Services

Revenue 2020/2021 by quarters (m€) *



EBIT 2020/2021 by quarters (m€) *



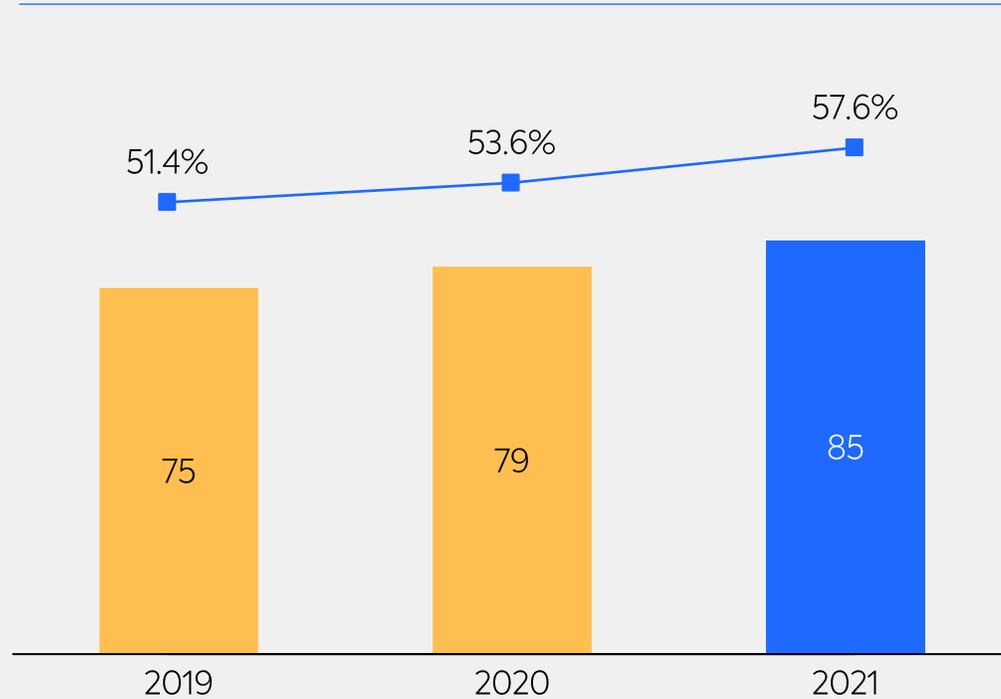
■ 2020 ■ 2021 * Previous year figures adjusted due to segment reclassification

- Revenue 2021: 54 m€ (+ 12 %)
- Withdrawal of corona-related restrictions enables more on-site service activities

- EBIT reaches 7.9 m€ (previous year: 6.7 m€)
- EBIT margin at 14.7 % (previous year: 13.8 %)

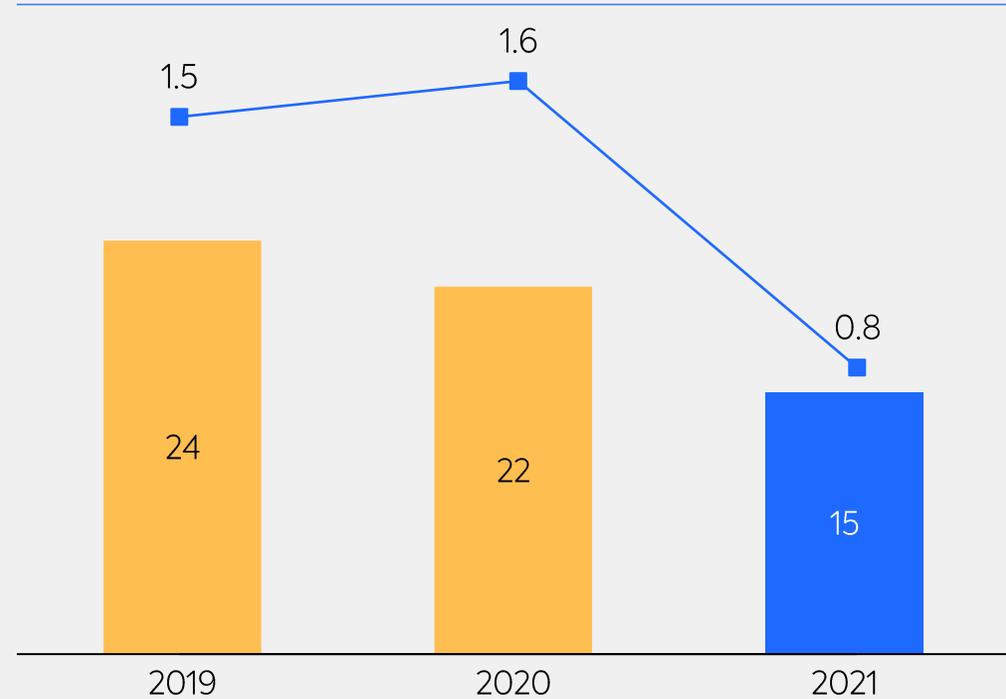
Balance Sheet and financial position

Equity & Equity ratio (m€/%)



=> Continued strong Equity ratio

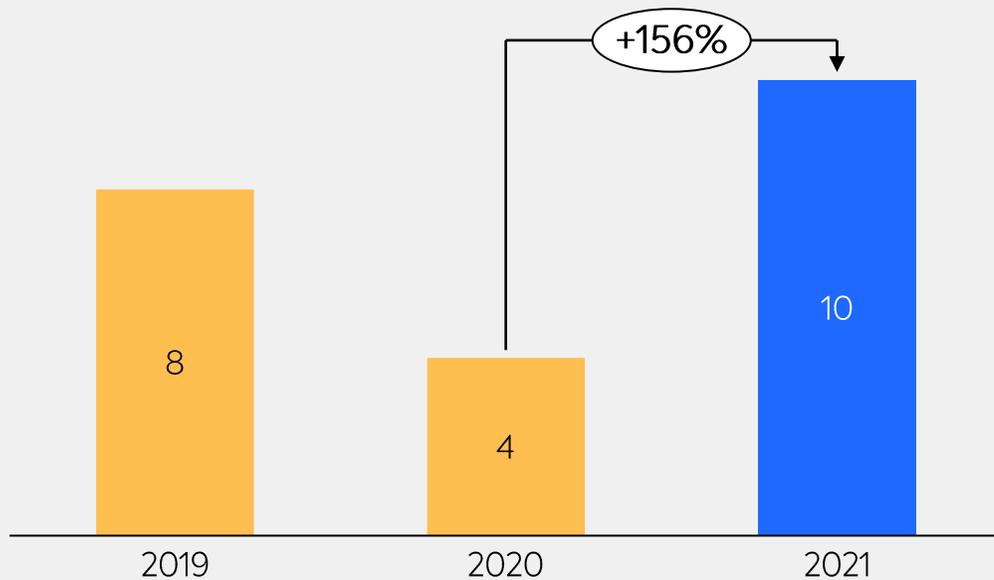
Net debt (m€) & Net debt/EBITDA



=> Leverage ratio further decreased

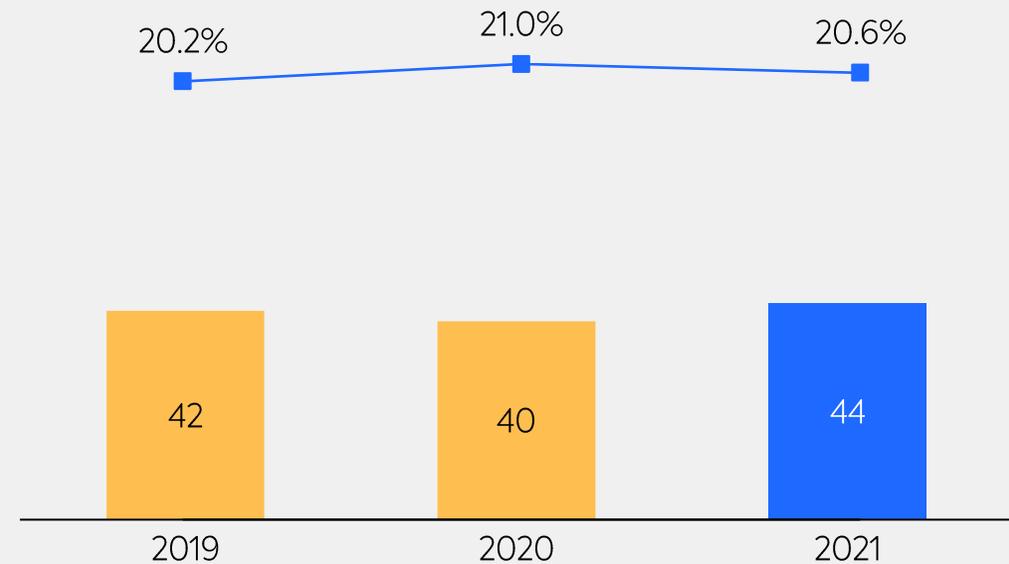
Solid financial position

Free cash flow (m€)



=> Free cash flow more than doubled.

Net working capital / Net working capital ratio (m€)



=> Increased, partly due to build-up of safety stocks.

Supply chain – current situation



Supply chain – challenges

Requirements for purchasing department and production planning remained demanding

Supply chains were increasingly interrupted

Delivery dates have increased further

Reliability of delivery date commitments dwindled

Extensive price increases for commodities, components and energy

Normalisation of availability earliest in the second half of the year 2022

Success

The material supply of the production could be ensured continuously in 2021

- Due to a close cooperation of planning, purchasing and production a high sales volume could be realized
- Occurring delivery gaps could be closed at short notice
- Material price increases could be passed on to customers
- Cost of sales/material costs ratio remained almost constant

Future Ready 2025 – Strategic Milestones

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**
- **Consolidation** through use of group-wide synergy effects, expansion of shared services
- **Merger** of individual group companies
- **Strengthening** technotrans as one brand

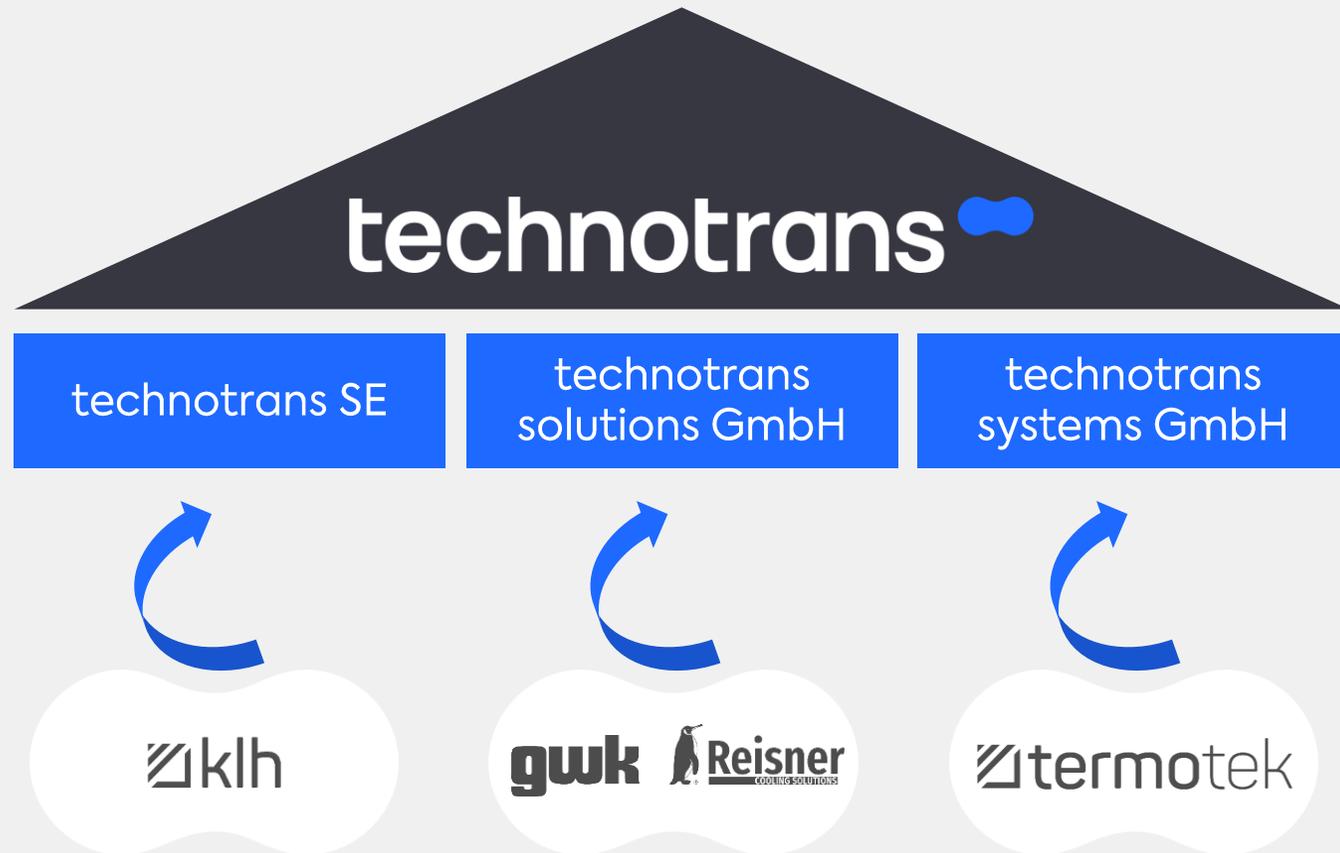
2023 – 2025

Phase II: Profitable Growth & Investment

Accelerated growth based on:

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

Mergers of group companies



✓ All strategic mergers completed

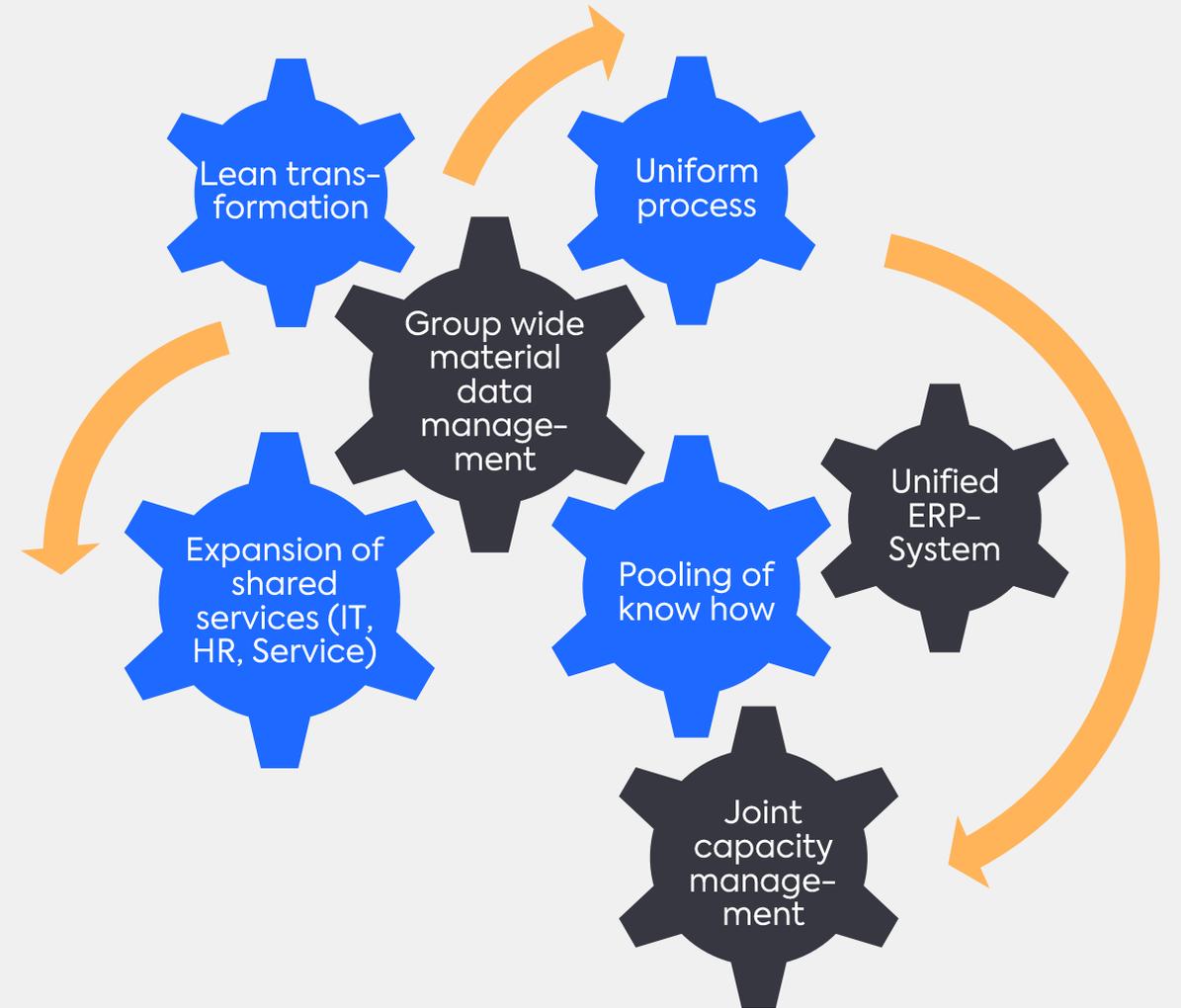
The new technotrans umbrella brand strengthens the company's perception as a strong and reliable technology partner in the field of thermal management

Group wide synergies

Expansion of group wide synergies improved cost structure

- Despite higher material costs, the personnel cost ratio decreased by 1.2 % in the cost of sales
- Despite higher sales, the number of FTE* decreased by 1.3 % compared to the previous year
- Revenue per employee increased by 12.1 %

* FTE: Average full time equivalent



ESG – Highlights 2021



February

Startup of new production building at Holzwickede, realized as KfW 55 energy-efficient building with a 99 kWp PV system.



March

Market launch of ECOtec.chiller, highly efficient xtend variant for environmentally conscious customers.



August

Conversion of the padding and packaging materials at Sassenberg to single-origin recyclable materials.



October

Staffing to the new Sustainability Management department and presentation of the highly efficient teco ci eco series of temperature control units from technotrans solutions at Fakuma.



November

Completion of the group-wide corporate carbon footprint survey for 2020 as the basis for reporting Scope 1 and 2-emissions for 2020 and 2021 in this Annual Report.



December

Joining the UN Global Compact, the world's largest and most important initiative for sustainable and responsible corporate governance. In addition, procurement of guarantees of origin for renewable electricity from European wind farms.

ESG – KPIs 2021

Fuel consumption *

- 8 %

compared to base year |
target: - 5 % p.a. on average

Personnel development *

18 %

growth, target value exceeded |
target: increase of 5 % p.a.

Currently **41 %**

renewable power |
target: 100 % "green power"

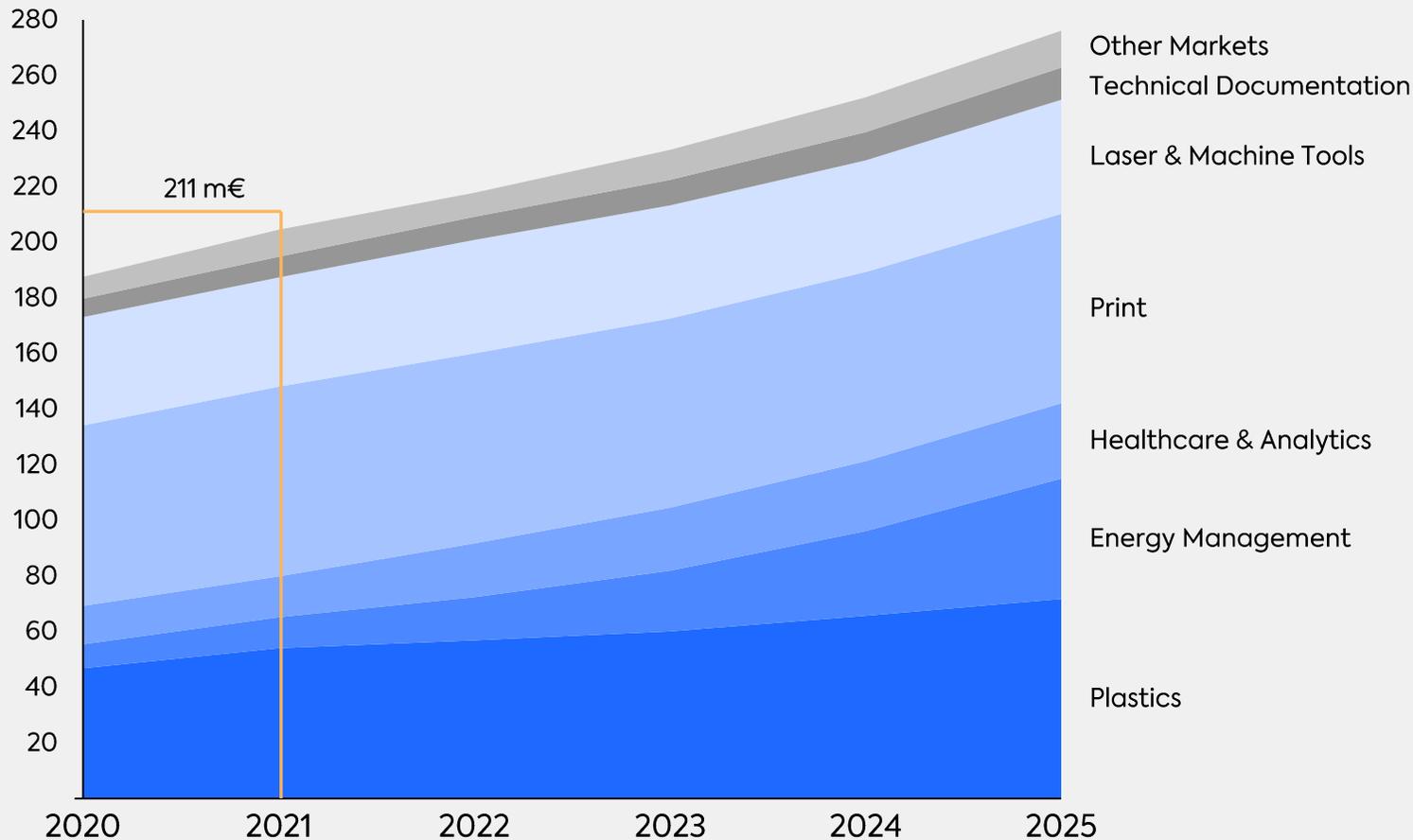
Diversity **20.2 %**

constant share |
target: at least 20 %

Recyclable
packaging material **2 of 7**
locations adapted | target: 100 %

*Base year 2019

Our markets in 2022



Plastics

- Growth expected through enhanced sales and technical competence of new, energy efficient solutions

Energy Management

- Growth boost in E-Mobility (rail and road) expected
- Position at rail OEM to be further expanded

Healthcare & Analytics

- New projects and production starts
- International roll-out will be extended

Print

- Continued brightening of OEM and end user business leading to stable revenues

Laser & Machine Tools

- Selective market approach with focus on precise cooling solutions will generate an ongoing sustainable growth trend

Technical Documentation

- Focus on digitalization and sustainability will drive stable revenue generation

Guidance 2022

LOREM
+0.7844

IPSUM
-4.5489

DOLOR
+6.2035

SIT
-0.8965

AMET
+3.0293

CONSECT
-9.2904

ADIPISCING
-8.3748

+Add

5.0 – 6.0 %

EBIT margin
2022

11.0 – 13.8 m€

EBIT
2022

220 – 230 m€

Revenue
2022
Organic growth

12.5 – 14.0 %

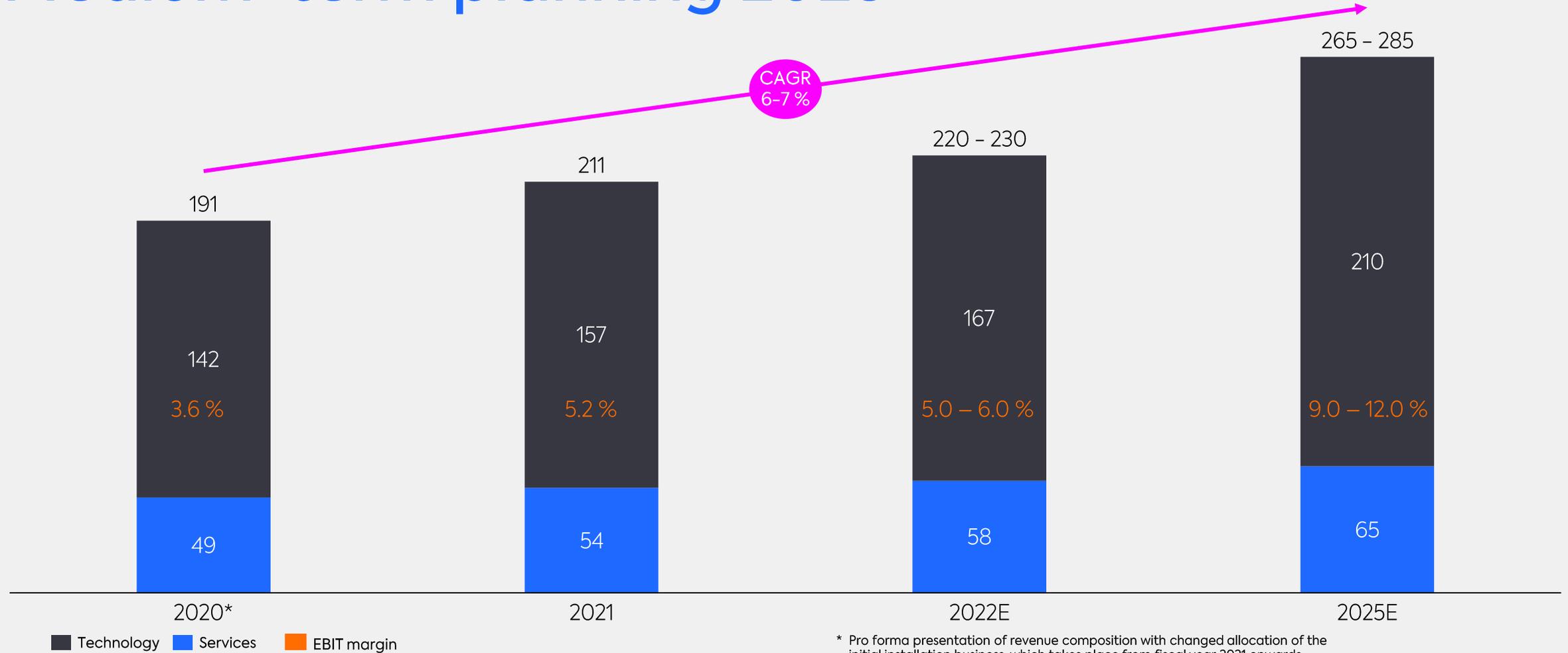
ROCE
2022

Return on Capital Employed

Assumptions:

No aggravation of the distortions on the supply markets, the Corona pandemic and the Russian war against Ukraine

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.

Conclusion of the Board of Management

power to transform – strategy into results

technotrans achieved very good results in 2021 despite increased challenges.

We thank our employees for their extraordinary commitment.

We have a strong order book.
However, uncertainty has increase as well.

We will proceed consistently to implement our Future Ready 2025 strategy in 2022.



Peter Hirsch
CTO/COO

Michael Finger
CEO

Contact

Investor Relations



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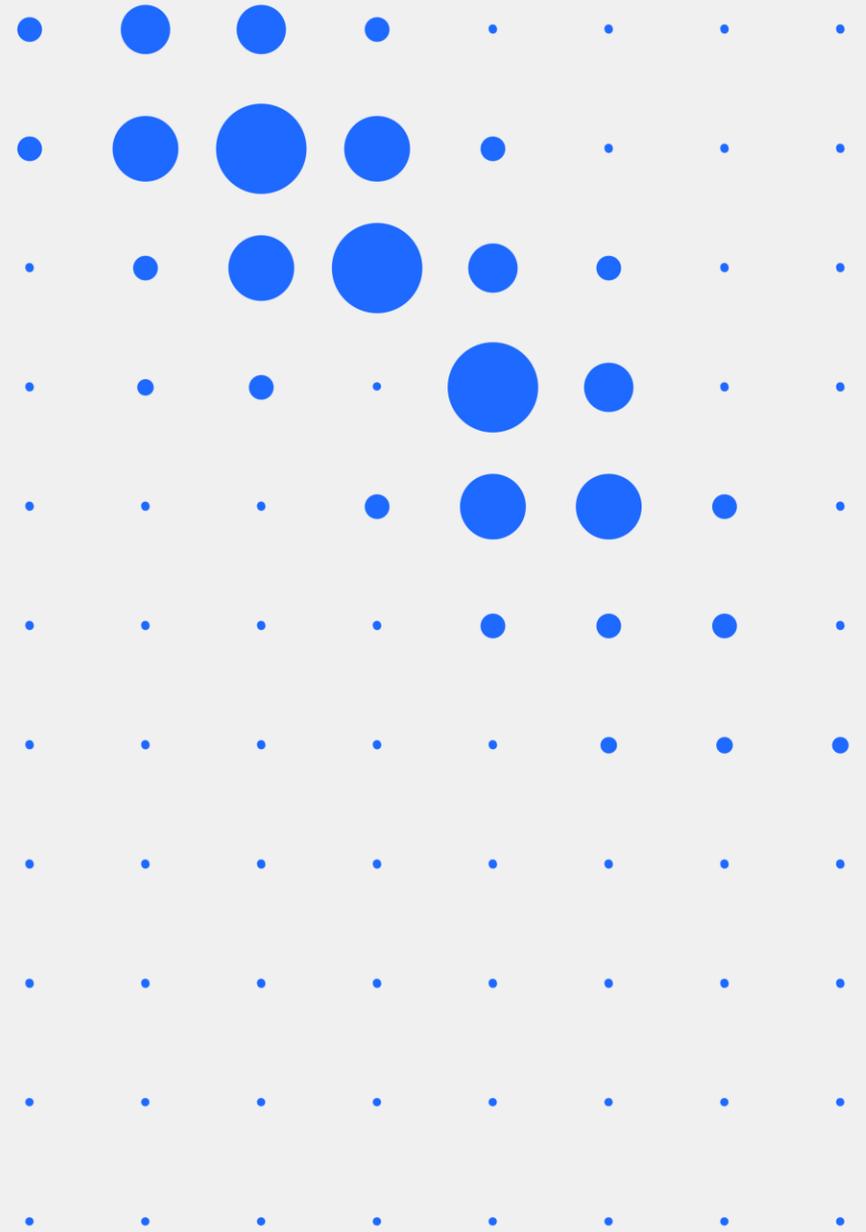


Disclaimer

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



Consolidated Balance Sheet as of December 31, 2021

ASSETS	31/12/2021	31/12/2020	EQUITY AND LIABILITIES	31/12/2021	31/12/2020
	€ '000	€ '000		€ '000	€ '000
Non-current assets			Equity		
Property, plant and equipment	36.212	36.781	Issued capital	6.908	6.908
Right-of-use assets	2.476	3.210	Capital reserve	19.097	19.097
Goodwill	23.513	23.513	Retained earnings	57.935	55.461
Intangible assets	6.001	7.016	Other reserves	-6.180	-6.999
Other financial assets	168	151	Net profit for the period	7.020	4.956
Deferred tax	1.186	1.142	Total equity attributable to technotrans SE shareholders	84.780	79.423
	69.556	71.813	Non-controlling interests in equity	-4	-5
				84.776	79.418
Current assets			Non-current liabilities		
Inventories	33.696	26.702	Borrowings	24.803	31.043
Trade receivables	21.617	21.082	Employee benefits	608	686
Income tax receivable	589	103	Other financial liabilities (incl. IFRS 16)	1.164	1.680
Other financial assets	590	546	Deferred tax	1.216	448
Other assets	2.498	2.122		27.791	33.857
Cash and cash equivalents	18.651	25.749			
	77.641	76.304	Current liabilities		
			Borrowings	6.670	12.960
Total assets	147.197	148.117	Trade payables	6.016	4.606
			Prepayments received	5.725	3.210
			Employee benefits	5.538	5.309
			Provisions	3.963	3.490
			Income tax payable	1.530	274
			Other financial liabilities (inkl. IFRS 16)	2.530	2.715
			Other liabilities	2.658	2.278
				34.630	34.842
			Total equity and liabilities	147.197	148.117

Consolidated Income Statement Jan 1 – Dec. 31, 2021

	2021	2020
	€ '000	€ '000
Revenue	211.102	190.454
of which Technology	156.890	141.916 *
of which Services	54.212	48.538 *
Cost of Sales	-150.623	-137.012
Gross profit	60.479	53.442
Distribution costs	-24.363	-21.226
Administrative expenses	-20.265	-18.375
Development costs	-4.959	-7.347
Net impairment losses on financial and contract assets	21	-165
Other operating income	1.521	1.511
Other operating expenses	-1.404	-1.060
Earnings before interest and taxes (EBIT)	11.030	6.780
Financial income	23	86
Financial charges	-641	-746
Net finance costs	-618	-660
Profit before tax	10.412	6.120
Income tax expense	-3.391	-1.163
Net profit for the period	7.021	4.957
of which		
Profit attributable to technotrans SE shareholders	4.956	6.088
Profit attributable to non-controlling interests	1	1
Earnings per share (€)		
basic / diluted	1,02	0,72

* Adjustment of previous year's figures due to reclassifications of revenues from the initial installation of equipment from Services to Technology.

Consolidated Cash Flow Statement Jan 1 – Dec. 31, 2021

	2021	2020		2021	2020
	€ '000	€ '000		€ '000	€ '000
Cash flow from operating activities			Cash flow from investing activities		
Net profit for the period	7.021	4.957	Cash payments for investments in property, plant and equipment and in intangible assets	-3.709	-8.412
Adjustments for:			Proceeds from the sale of property, plant and equipment	230	100
Depreciation and amortisation	7.038	7.069	Net cash used for investing activities	-3.479	-8.312
Income tax expenses	3.391	1.163			
Gain (-)/loss (+) on the disposal of property, plant and equipment	-39	-49	Cash flow from financing activities		
Foreign exchange losses (+)/gains (-)	593	-320	Cash receipts from the raising of short-term and long-term loans	0	10.500
Net finance costs	618	660	Cash payments from the repayment of loans	-12.531	-6.696
Other non-cash changes	-190	-202	Distribution to investors	-2.487	0
Cash flow from operating activities before working capital changes	18.432	13.278	Cash payments from the repayment of lease liabilities	-1.980	-2.620
Change in:			Net cash used in financing activities	-16.998	1.184
Inventories	-6.994	1.555			
Receivables and other current assets	-971	2.983	Net increase/decrease in cash and cash equivalents	-7.043	5.099
Liabilities and prepayments	4.752	-3.856	Cash and cash equivalents at start of period	25.749	20.910
Provisions and employee benefits	632	-370	Net effect of currency translation in cash and cash equivalents	-55	-260
Cash from operating activities	15.851	13.590	Cash and cash equivalents at end of period	18.651	25.749
Interest received	3	34			
Interest paid	-523	-659			
Income taxes paid/income tax rebates	-1.897	-738			
Net cash from operating activities	13.434	12.227			

technotrans – an attractive investment

204 m€
+ 18.0 %

Market Cap
December 31, 2021

up to 50 %
of consolidated net
profit

Dividend Policy

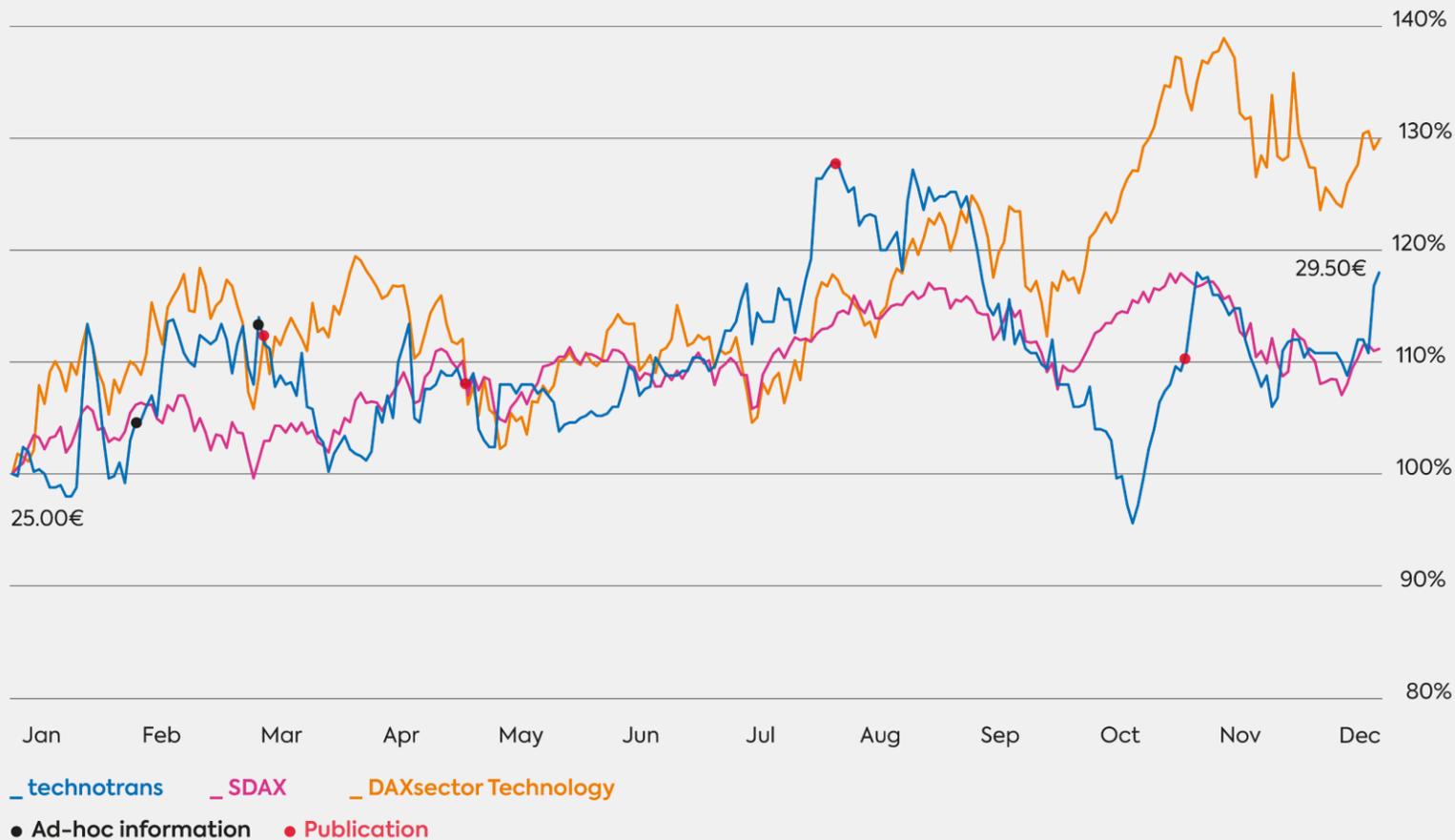
Luxempart S.A.:	20.1 %
Gerlin N.V.:	7.6 %
Objectif Small Cap	5.3 %
Midlin N.V.	5.2 %
Allianz Vie	5.1 %
Universal Investment	3.1 %
MONOLITH	5.0 %
Freefloat	48.6 %

Shareholder structure

Equity story

- Profitable growth strategy
- Technological leadership
- Clear market focus
- Diversified customer base
- International network
- Sustainability commitment
- Attractive dividend policy

Share price performance



Data as of December 31, 2021

- Share Price: 29.50 €
- Market cap: 204 m€

Performance Jan. – Dec. 2021

- Share Price: +18.0 %
- Market cap: +31.1 m€

Analyst Recommendations

Hauck und Aufhäuser AG
Warburg Research GmbH
Kepler Cheuvreux
LBBW

- Price Bandwidth: 33.00 – 38.00 €
- Recommendation: 4 x BUY