



**GOING
STRONG**



Presentation of the results for the 1. Quarter 2018

May 8, 2018

FINANCIAL YEAR 2018

Highlights of Q1 2018



- › Pleasing start to year in the plastics processing industry.

- › Sustained growth in laser business, growing demand also for applications in the semiconductor industry (EUV lithography).



- › termotek posts record revenue in first quarter.



- › Bright outlook for the printing industry – underpinned by packaging printing – promises a solid foundation for the 2018 financial year.



- › Cooling systems for electric mobility: technotrans exhibits solutions for batteries and quick-charging stations at the Battery Show in Hanover.
- › New development projects (electric mobility) for bus and rail technology.

Business performance / key figures Q1 2018

in million €	Q1 2017	Q1 2018	Δ
Revenue	52.8	54.1	3%
EBITDA	5.5	5.8	5%
EBIT	4.3	4.5	5%
EBIT-margin (%)	8.2%	8.4%	
EBT	4.2	4.4	6%
Net profit for period	3.1	3.2	2%
Earnings per share (€)	0.45	0.46	
Free cash flow	2.7	2.6	-2%

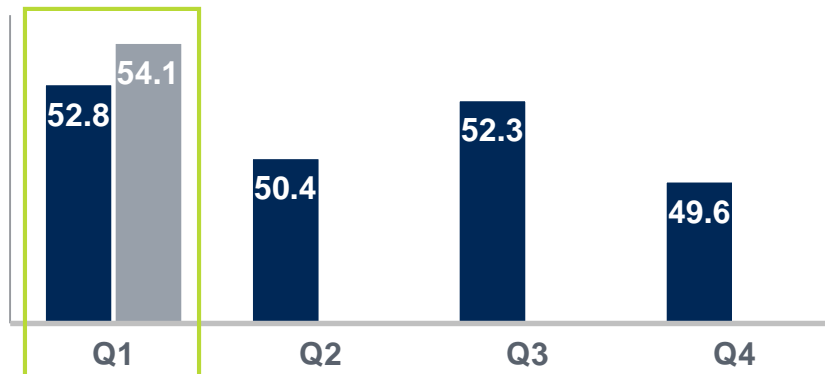
	Dec. 31, 2017	March 31, 2018	
Equity	69.8	72.9	4%
Equity ratio (%)	55.7%	55.8%	
Net dept	9.3	7.1	-24%
Ø employees (FTE)	1,132	1,188	5%

- › Successful start
- › technotrans remains on growth course
- › Good basis for achieving the annual targets

The financial year 2018 by quarters

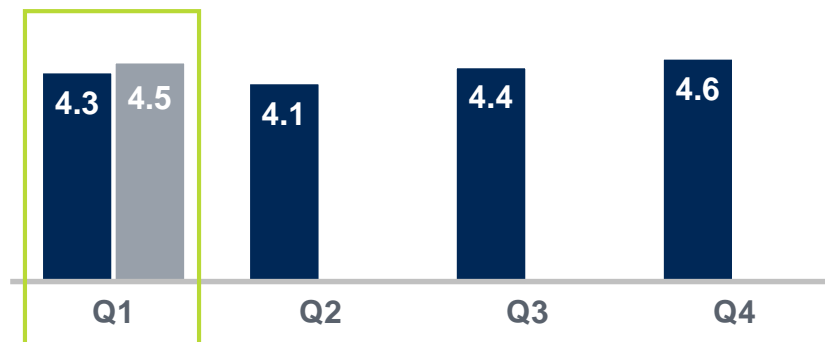
Turnover development 2017/2018
quarters (in million €)

■ 2017 ■ 2018



EBIT-development 2017/2018
quarters (in million €)

■ 2017 ■ 2018



TURNOVER AND EBIT BY QUARTERS

> Revenue 3M 2017/2018:

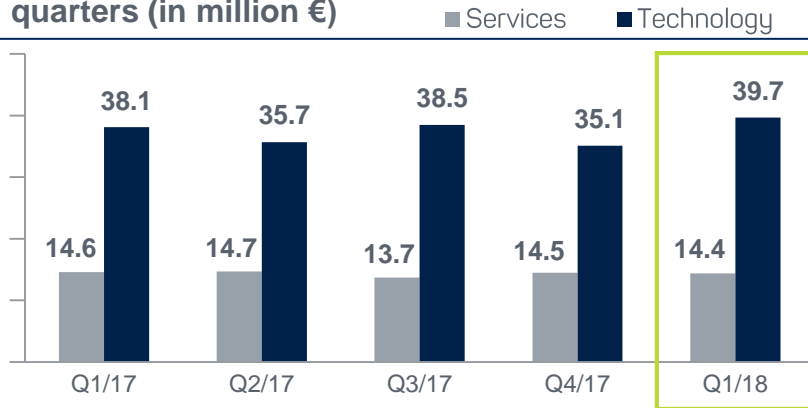
yoy → revenue + 2.5 percent

> EBIT 3M 2017/2018:

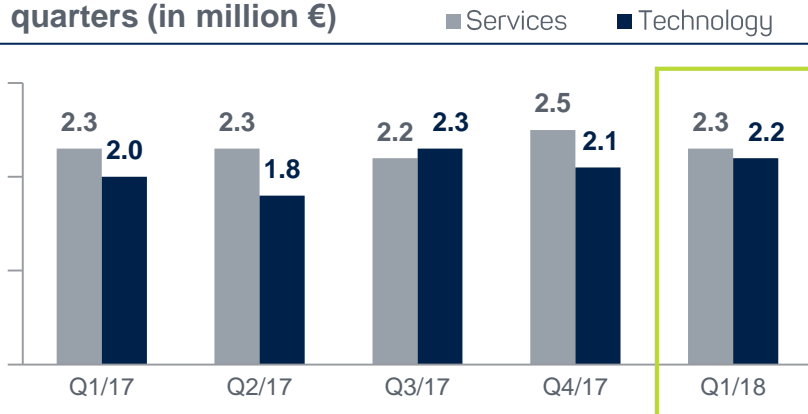
€ 4.5 million (previous year € 4.3 million),
EBIT margin reached **8.4 percent**
(previous year 8.2 percent)

The financial year 2018 by segments

Turnover development 2017/2018
quarters (in million €)



EBIT-development 2017/2018
quarters (in million €)



TURNOVER AND EBIT BY SEGMENTS

Technology (72.3 %)

- > revenue growth **+4.0 %** (yoy)
/ **+12.9 %** (qoq)
- > rate of return for the segment = **5.7 %**
(previous year: 5.2%)

Services (26.7 %)

- > revenue growth **+ 1.3 %** (yoy)
- > rate of return for the segment = **15.8 %**
(previous year 16.0%)

Key figures at a glance Q1 2017/2018

Earning figures (in million €)	Q1 2017	Q1 2018	Δ in %
Revenue	52.8	54.1	2.5
EBITDA	5.5	5.8	4.5
EBIT	4.3	4.5	4.8
EBIT-margin	8.2 %	8.4 %	
Net profit for the period *	3.1	3.2	2.4
EPS	0.45	0.46	2.6

* Profit attributable to technotrans AG shareholders

Cashflow key figures (in million €)	Q1 2017	Q1 2018	Δ in %
Net Cash from operating activities	3.0	3.1	1.2
CF from investing activities	-0.3	-0.4	25.1
CF from financing activities	-0.7	-0.3	
Free Cash Flow	2.7	2.6	

Balance sheet figures (in million €)	31.12. 2017	31.12. 2018	Δ in %
Balance sheet total	125.3	130.6	4.2
Equity	69.8	72.9	4.5
Equity ratio	55.7 %	55.8 %	
Net debt	9.3	7.1	-24.0
Cash and cash equivalents	14.8	16.7	13.0

Other key figures	Q1 2017	Q1 2018	Δ in %
Employees FTE (av.)	1,096	1,188	8.4

> **technotrans makes successful start to new financial year**

BUSINESS MODEL

The group of companies

- › **Leading system supplier** with the core competence of liquid technology
- › **Customer-specific solutions** for temperature control/cooling, filtration as well as pumping and spraying technology for/with fluids
- › **Extensive range** of individual services world-wide







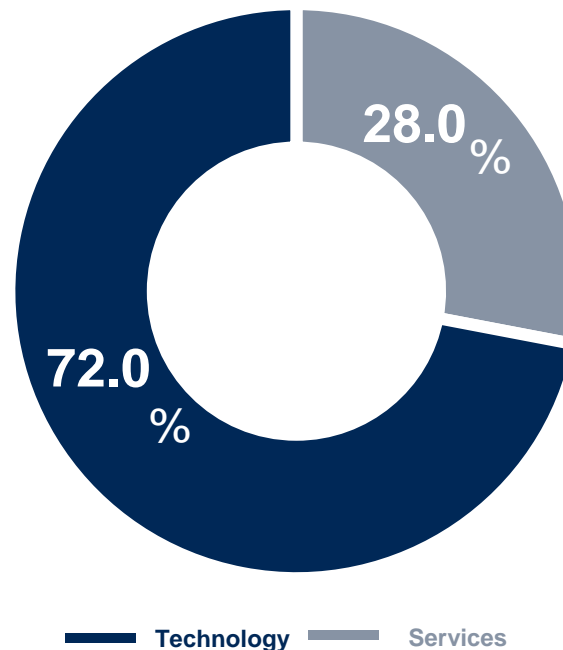




The business model / reporting segments

Technology (956 employees)

- › Established system and development partner in mechanical and plant engineering
- › World market leader in print
- › Full-liner for cooling and temperature control solutions in the laser industry
- › Innovative solutions in the plastics processing industry (gwk)
- › Innovation partner for new technological applications in growth markets



Services (373 employees)

- › High service component assures customer satisfaction in all markets
- › Steadily growing installed base safeguards future revenue and profit
- › Virtually no cyclical business

Segment Technology - Markets



> Printing industry



> Laser industry



> Stamping and forming technology



> Tooling industry



> E-mobility



> Medical and scanner technology



> Plastic processing industry

Printing industry

- › **For all printing presses**
 Sheet-fed offset, digital printing, web offset, newspaper printing, flexographic printing
- › **Applications** from dampening solution preparation, cooling/temperature control of rollers, print heads, inks, process air, electronics, central water cooling, filtration, ink supply, varnish and water preparation to spray dampening systems
- › **Characterised by**
 practical details, coordinated components, innovation leader



Laser Industry

- › **Cooling systems for laser applications**
Diode, fibre and CO₂ lasers
(full-liner in laser cooling)
- › **Meeting specialised requirements**
Energy-efficient, resource-saving chillers
- › **Broad range**
Performance ranging from 0.3 kW for diode lasers to 300 kW for high cooling performances for CO₂ lasers



Stamping and forming technology

- › **Lubrication systems**
Blanks, coils, automatic punching presses and small applications
- › **New generation**
Precise, economical oil coating without interference from spray mist
- › **Customer-specific**
Highly flexible, easily adapted solution for contactless, exact application of oils and aqueous solutions



Tooling industry

- › **Peripherals for machine tools**
Performance cooling, precision cooling all the way to intelligent reference-led temperature control
- › **Cooling for**
main and counter spindle motors, torque motors, linear drives, electrical control cabinets and machine beds
- › **Characterised by**
high reliability and control precision, compact installation area, ease of operation, configurable for all requirements



Electric mobility

- › **Road and rail vehicles**
 Development and volume production of cooling systems for mobile lithium-ion batteries
- › **Stationary energy storage devices and quick-charging stations**
 Conception of customer-specific cooling systems for stationary lithium-ion batteries
- › **High power charging (HPC)**
 Active and passive cooling with cooling modules for charging leads and quick-charging points



Medical and scanner technology

- › **Reliable cooling and temperature control devices**
for modern imaging diagnostics in medicine (CT, MRT) and lab technology
- › **Tailormade solutions**
for baggage scanners in airport security to enable frictionless operations and smooth processes
- › **Based on**
modularity, flexibility, reliability and newly developed components from leading manufacturers



Plastics processing industry

- › **For all areas**
 Injection moulding, extrusion, pressing,
 blow moulding, casting, foaming, coating,
 thermoforming, rubber
- › **Custom solutions**
 as the standard with leading, innovative
 technology
- › **Competitive edge thanks to**
 maximum energy efficiency with perfectly
 coordinated temperature control and
 cooling



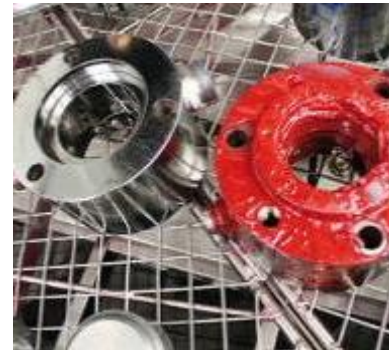
Segment Services - Products

The service offered by technotrans goes far beyond the repair and maintenance of its equipment and system solutions

... on a worldwide scale!



> Customer Service Support



> Spare parts service



> Fullservice for technical documentation (gds)



> In-house Repair



> On-Site Project Management

Global service

- › **17 locations worldwide**
with engineers and parts stores
- › **24/7 customer support**
with parts shipment according to the
“follow the sun” principle
- › Over 160 service engineers
deployed at customers
- › Maintenance of over 150,000 devices
worldwide



Technical documentation

- › **Reducing costs**
in technical authoring
- › **Raising efficiency**
through use of an editorial system
- › **Increasing quality**
with terminology management and
controlled language
- › **Legal certainty and customer satisfaction**
optimised by professionally compiled
documentation, specialist translations,
consultancy and training



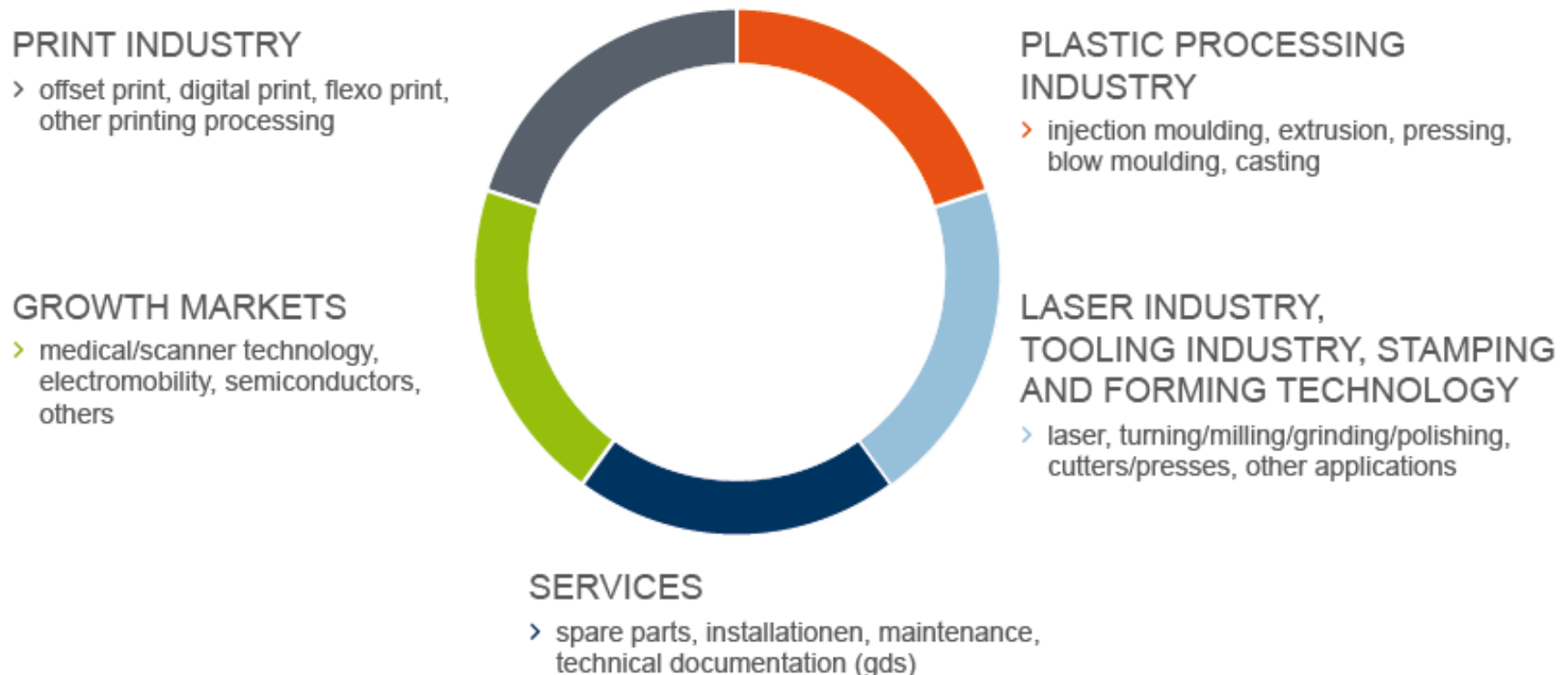
Worldwide presence / 19 Sites



STRATEGY AND OUTLOOK

Long-term growth strategy

Our growth potential comes from tapping into new industries and applications, expanding our international customer base and capitalising on cross-selling effects in the various areas of business. Developing new products through technological innovation and providing customer-specific solutions that are based on standard platforms are also part of our strategy. Our growth-oriented measures in addition include the acquisition of complementary business areas, technologies or products.



Guidance and Outlook for 2018

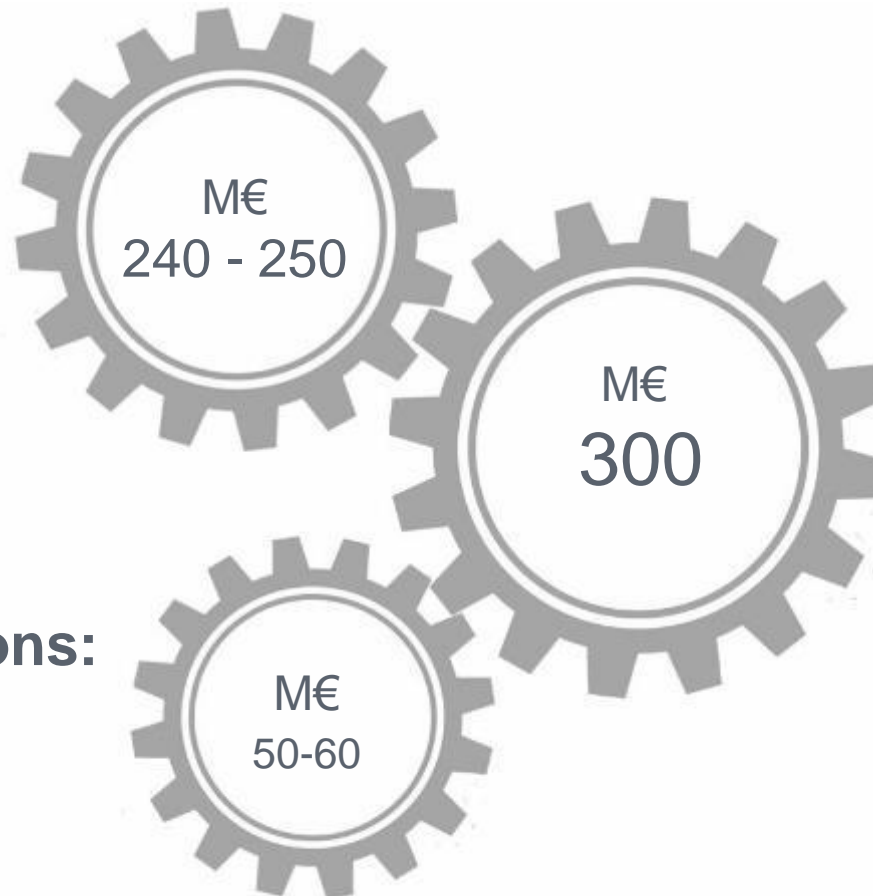
Also for 2018 technotrans is aiming to grow faster than the market

	2017	Outlook 2018
Revenue	€ 205.1 million	€ 212 - 220 million
Technology	€ 147.6 million	€ 153 - 159 million
Services	€ 57.5 million	€ 59 - 61 million
EBIT	€ 17.4 million	€ 18 - 20 million
	8.5%	8.5% - 9.0%
Technology	5.5%	> 5.5%
Services	16.3%	> 15.5%
Free Cashflow	0.2	positive

Targets 2020

Revenue:

organic growth
rate of ~5-6 %
p.a.



Target level for profit margin:

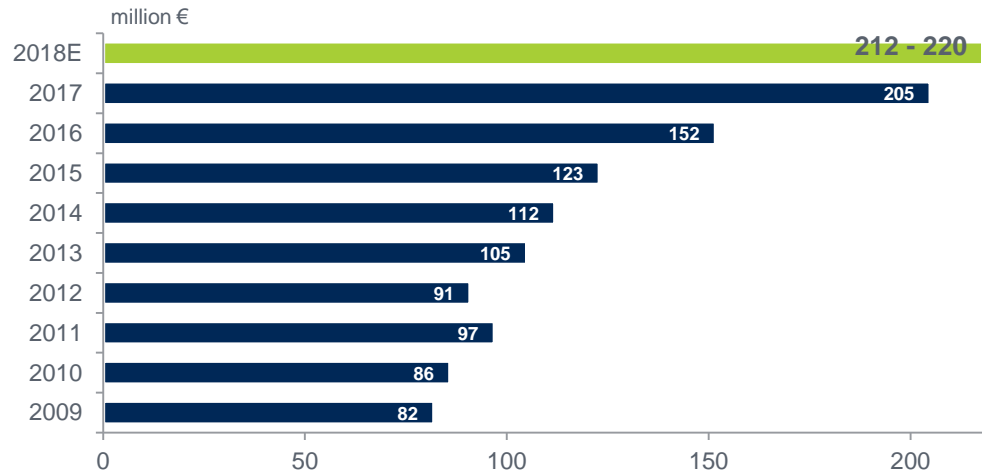
8-10 percent
(Group EBIT margin)

Strategic options:

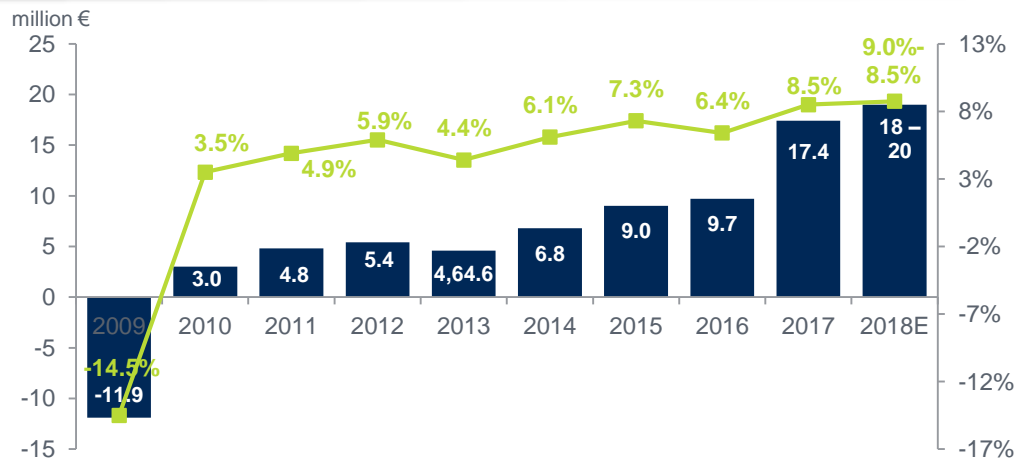
Intensification of
M&A activities

FINANCE

Business development since 2009

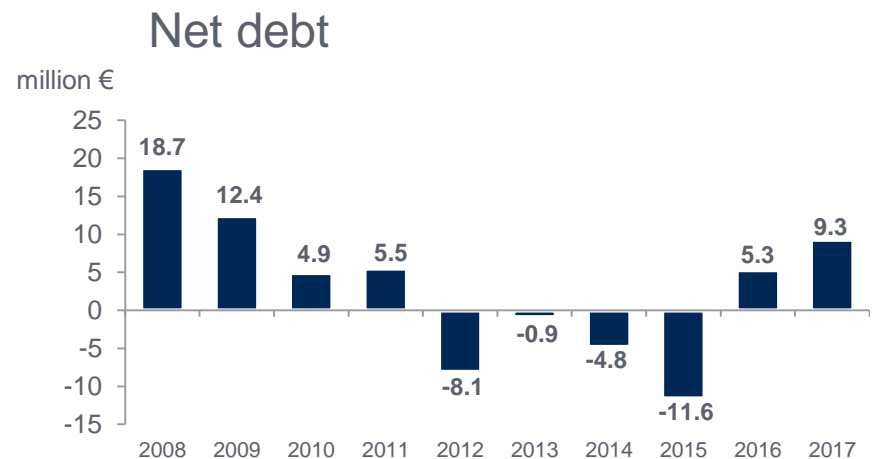
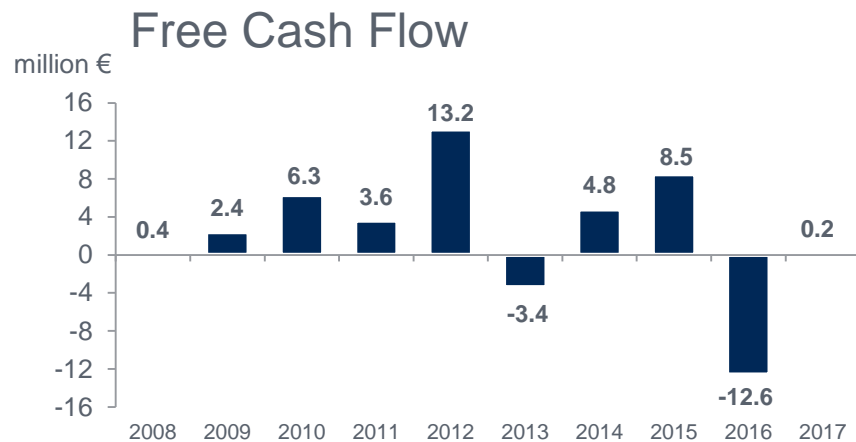
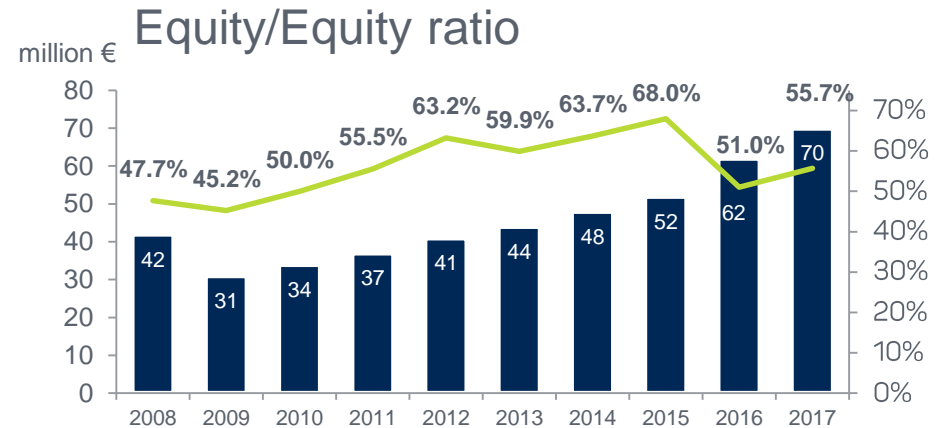
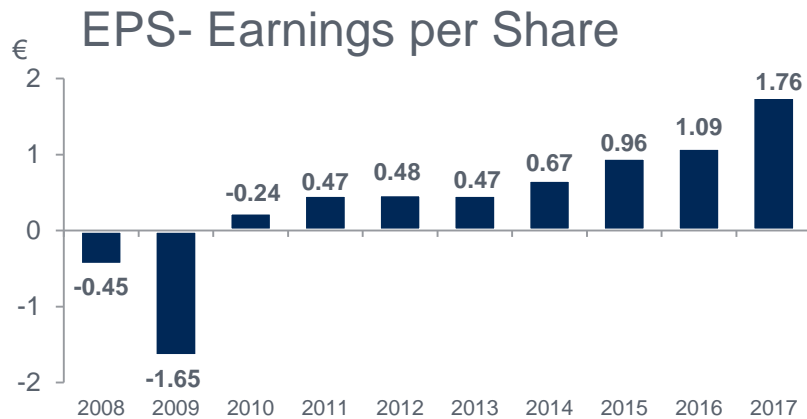


› Intact growth story



› Growing profitability

technotrans in figures



Consolidated Balance Sheet as of March 31, 2018

ASSETS

31.03.2018 31.12.2017

	T€	T€
Non-current assets		
Property, plant and equipment	24,852	25,477
Goodwill	23,144	23,144
Intangible assets	6,714	6,888
Other financial assets	183	231
Deferred tax	2,027	2,034
	56,920	57,774
Current assets		
Inventories	29,135	26,589
Trade receivables	24,607	24,182
Income tax receivable	83	83
Other financial assets	996	596
Other assets	2,084	1,285
Cash and cash equivalents	16,728	14,798
	73,633	67,533
Total assets	130,553	125,307

EQUITY AND LIABILITIES

31.03.2018 31.12.2017

	T€	T€
Equity		
Issued capital	6,908	6,908
Capital reserve	19,097	19,097
Retained earnings	49,988	37,797
Other reserves	-6,535	-6,440
Net profit for the period	3,191	12,191
Total equity attributable to technotrans AG shareholders	72,649	69,553
Non-controlling interests in equity	211	197
	72,860	69,750
Non-current liabilities		
Borrowings	18,086	19,187
Provisions	1,230	1,206
Other financial liabilities	1,070	1,073
Deferred tax	1,765	1,833
	22,151	23,299
Current liabilities		
Borrowings	4,639	3,837
Trade payables	8,272	6,062
Prepayments received	4,655	5,805
Provisions	9,880	9,769
Income tax payable	3,801	3,203
Other financial liabilities	1,170	1,285
Other liabilities	3,125	2,297
	35,542	32,258
Total equity and liabilities	130,553	125,307

Consolidated income statement

	1.1.-31.3. 2018	1.1.-31.3. 2017
	T€	T€
Revenue	54,130	52,786
of w hich Technology	39,680	38,143
of w hich Services	14,450	14,643
Cost of sales	-36,805	-34,944
Gross profit	17,325	17,842
Distribution costs	-6,385	-6,740
Administrative expenses	-4,853	-4,785
Development costs	-1,940	-1,763
Other operating income	978	681
Other operating expenses	-601	-917
Earnings before interest and taxes (EBIT)	4,524	4,318
Financial income	2	0
Financial charges	-107	-152
Financial result	-105	-152
Profit before tax	4,419	4,166
Income tax expense	-1,214	-1,035
Net income for period	3,205	3,131
Earnings per share (€)		
basic/diluted	0.46	0.45

Consolidated cash flow statement

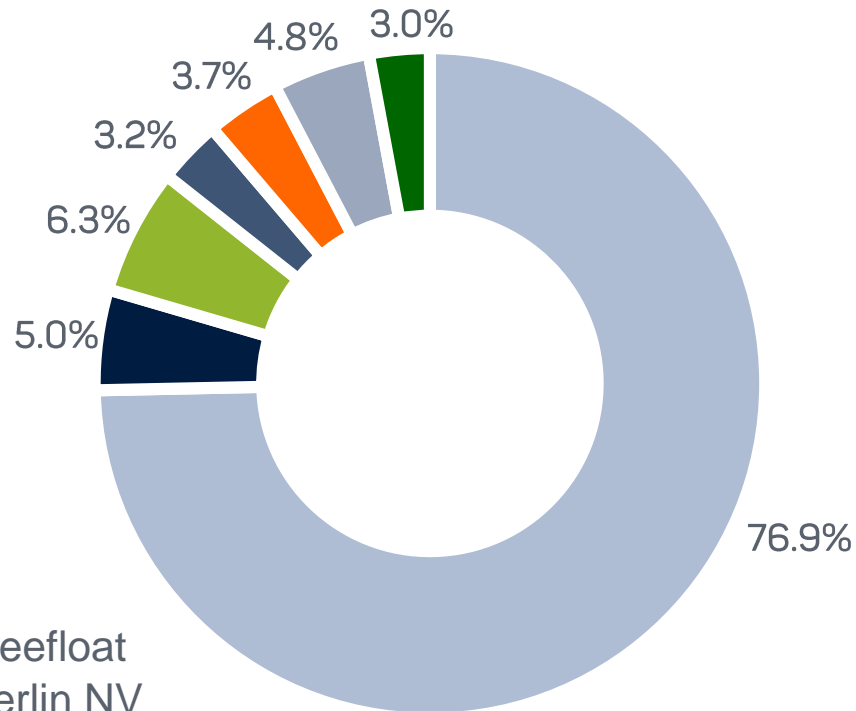
31.03.2018 31.03.2017

31.03.2018 31.03.2017

	T€	T€		T€	T€
Cash flow from operating activities			Cash flow from investing activities		
Net income for period	3,205	3,131	Cash payments for investments in property, plant and equipment and in intangible assets	-624	-444
Adjustments for:			Cash inflow /outflow for the acquisition of consolidated companies	0	0
Depreciation and amortisation	1,262	1,219	Earn-Out Termotek/KLH	0	0
Income tax expense	1,215	1,035	Proceeds from the sale of property, plant and equipment	206	110
Gain (-)/loss (+) on the disposal of property, plant and equipment	-50	-68	Net cash used for investing activities	-418	-334
Foreign exchange losses (+) / gains (-)	321	-32	Cash flow from financing activities		
Financial income	-2	0	Cash from taking up current and non-current loans	622	0
Financial result	106	152	Cash payments from the repayment of loans	-921	-705
Cash flow from operating activities before working capital changes	6,057	5,437	Distributions to investors	0	0
Change in:			Net cash used in financing activities	-299	-705
Inventories	-1,623	-4,873	Net increase/decrease in cash and cash equivalents	2,344	1,987
Receivables and other assets	-2,546	-1,281	Cash and cash equivalents at start of period	14,798	23,929
Other non-current assets	54	339	Net effect of currency translation in cash and cash equivalents	-414	0
Liabilities and prepayments received	1,975	4,089	Cash and cash equivalents at end of period	16,728	25,916
Provisions	134	384			
Cash from operating activities	4,051	4,095			
Interest income	2	0			
Interest paid	-106	-152			
Income taxes paid / income tax rebates	-885	-917			
Net cash from operating activities	3,062	3,026			

SHARE

Overview of technotrans shareholder base



- Freefloat
- Gerlin NV
- Ojectif Small Cap
- Midlin NV
- LOYS AG
- Union Investment Privatfonds GmbH
- Universal-Investment GmbH

KEY DATA 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
stock markets	XETRA, Frankfurt
designated sponsors	Bankhaus Lampe, equinet Bank, ODDO SEYDLER
index	Prime Standard

› market capitalisation:

as of March 3, 2018

EUR 300.5 million

Share performance and analysts' estimates

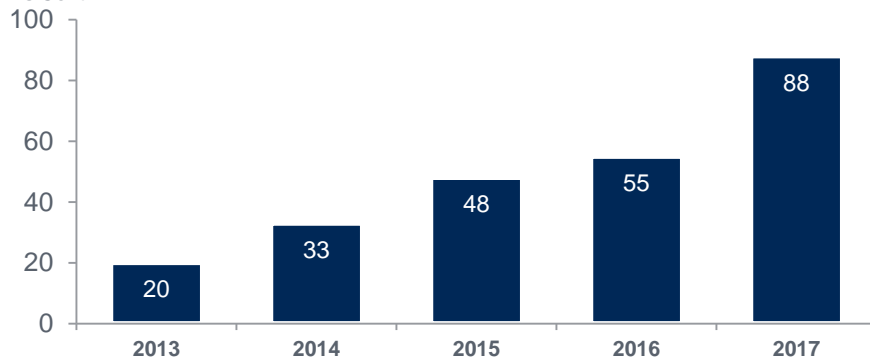
Share performance

January 1, 2017 – March 3, 2018



Dividend

€-Cent



Research

2017-05-04	Bankhaus Lampe buy	Gordon Schönell price target € 54.00
2017-11-14	equinet Bank neutral	Winfried Becker price target € 45.70
2018-03-15	Warburg Research buy	Eggert Kuls price target € 54.30
2018-03-14	Hauck + Aufhäuser buy	Henning Breiter price target € 54.00
2018-01-11	HSBC reduce	Richard Schramm price target € 43.00
2018-03-08	ODDO BHF neutral	Michael Junghans price target € 44.00

Financial Calendar

2018-05-18	Annual Shareholder Meeting 2018
2018-08-07	Interim Financial Report 1-6/2018
2018-11-06	Quarterly Communication 1-9/2018

Management



Dirk Engel

- › Chief Financial Officer, Spokesman of the Board (DOB 1967)
- › Head of finance and accountancy since 2004, Board of Management member since 2006
- › Responsible for **Finance & Administration**



Hendirk Niestert

- › Member of the Board (DOB 1975)
- › Joined technotrans in 2007, at last service director worldwide and Board of Management member since February 2018
- › Responsible for **Sales, Service & Quality Management**



Henry Brickenkamp

- › Member of the Board (DOB. 1968)
- › Sales director since 2005, Board of Management member since 2006
- › Responsible for **Products & Markets**

Investment Highlights

Why investing in technotrans shares is an attractive proposition:

- › You are investing in a successful business model designed for the long term, from a German mid-cap business.
- › You are investing in a strategy, that targets a steady development in value and healthy profits.
- › You are investing in innovation and enterprise-led growth in an international environment.
- › You participate in new trends and new technologies.

Thank you for your attention!

Member of
the technotrans group

▣ technotrans

▣ gds

▣ termotek

▣ klh

▣ gwk