

 technotrans



Business Development 2016

PRESENTATION OF THE RESULTS FOR THE FIRST HALF 2016

Second quarter 2016 \ First half 2016

- › **Strong second quarter underpinned growth targets for 2016**
- › **Revenue plus 11.4 % qoq, € 33.2 million** after € 29.8 million in Q2/15
- › **EBIT € 2.3 million**, EBIT margin 6.9 % (previous year 7.4 %) increased expenses by drupa (€ 0.4 million)
- › **Technology segment** (65.9 % of the consolidated revenue) € 41.9 million, **plus 3.9 %**, print +11.0 %, non-print -4.5 %
- › **Services segment** (34.1 % of the consolidated revenue) € 21.7 million, **plus 8.2 %**, Technical Documentation grows organic and inorganic
- › **EPS** at June 30, 2016 **€ 0.48**, 7% over previous year
- › **Equity ratio** reaches **66.8 %**, **net liquidity** falls temporarily to **€ 6.8 million**
- › **Employee total** increases to **862** (Dec 31, 2015: 828)

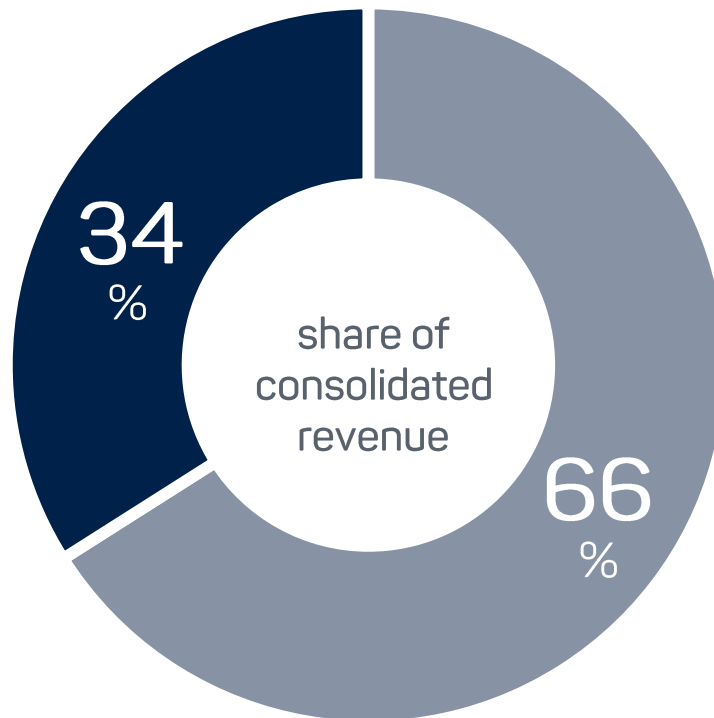
BUSINESS MODEL

The group of companies

- > **leading system supplier** with the core competence of liquid technology
- > **customer-specific solutions** for temperature control and filtration as well as pumping and spraying technology for/with fluids
- > **extensive range** of individual services world-wide



The business model



reporting segments

- > technology (577 employees)
- > services (285 employees)

Segment technology

Products and markets

Product portfolio	Market overview	Positioning
<ul style="list-style-type: none"> > Dampening solution systems > Ink supply > Industrial cooling solutions > Preparation of cooling lubricants > Spray lubrication systems > X-ray and scanner temperature control > Battery/converter cooling 	<ul style="list-style-type: none"> > Printing industry > Laser industry > Stamping and forming technology > Tooling industry > Battery and converter > Medical and scanner technology 	<ul style="list-style-type: none"> > World market leader in print area > Established system and development partner in mechanical and plant engineering > Innovation partner for new technological applications in niche markets

Segment services

Products and markets

Product portfolio	Market overview	Positioning
<ul style="list-style-type: none"> > Spare parts > Customer Service Support > Modernisation > Maintenance > Installations > Engineering > Technical documentation 	<ul style="list-style-type: none"> > Printing industry > Laser industry > Stamping and forming technology > Tooling industry > Battery and converter > Medical and scanner technology 	<ul style="list-style-type: none"> > World market leader for services in the printing industry > Extension of service activities in Non-Print-Markets > Additional demand for services and installation within the battery, converter and scanner technology > Steady expansion of worldwide range of services

Worldwide presence



Reference customers



STRATEGY

The image features a solid dark blue background. In the bottom right corner, there is a white geometric shape that resembles a stylized arrow or a corner cutout, pointing towards the top right. The word "STRATEGY" is written in a white, bold, sans-serif font, centered horizontally on the left side of the image.

Long-term growth strategy

GROWTH MARKETS

- › steady expansion of new niche markets:
 - medical care
 - safety
 - storage
 - semiconductor
 - and others

MACHINERY & PLANT ENGINEERING

- › Development partner for new technologies and applications
- › ongoing product diversification
- › platform strategy
 - laser
 - turning/milling/grinding/polishing
 - cutters/presses
 - other applications



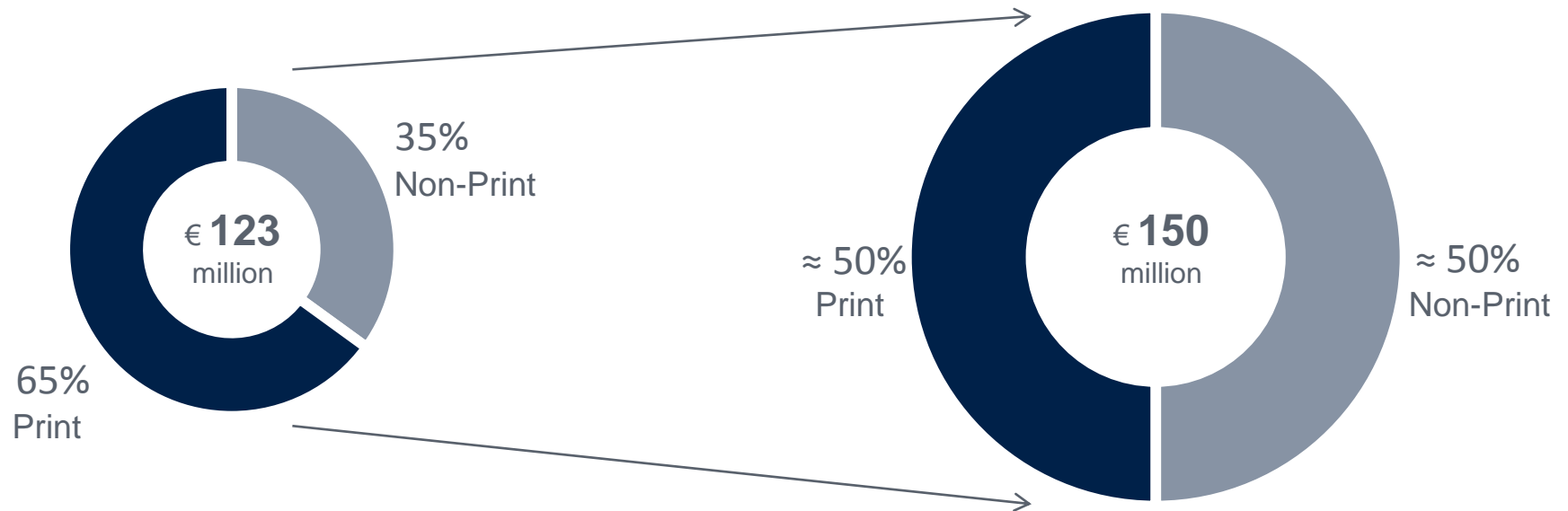
PRINT INDUSTRY

- › Development partner for new technologies and applications
- › ongoing product diversification platform strategy
 - offset print
 - digital print
 - flexo print
 - other printing processes

SERVICE BUSINESS

- › Expansion/establishment of international service business in all market areas:
 - spare parts management
 - installation
 - maintenance
 - techn. documentation (gds)
 - training

Growth strategy 2017/2018

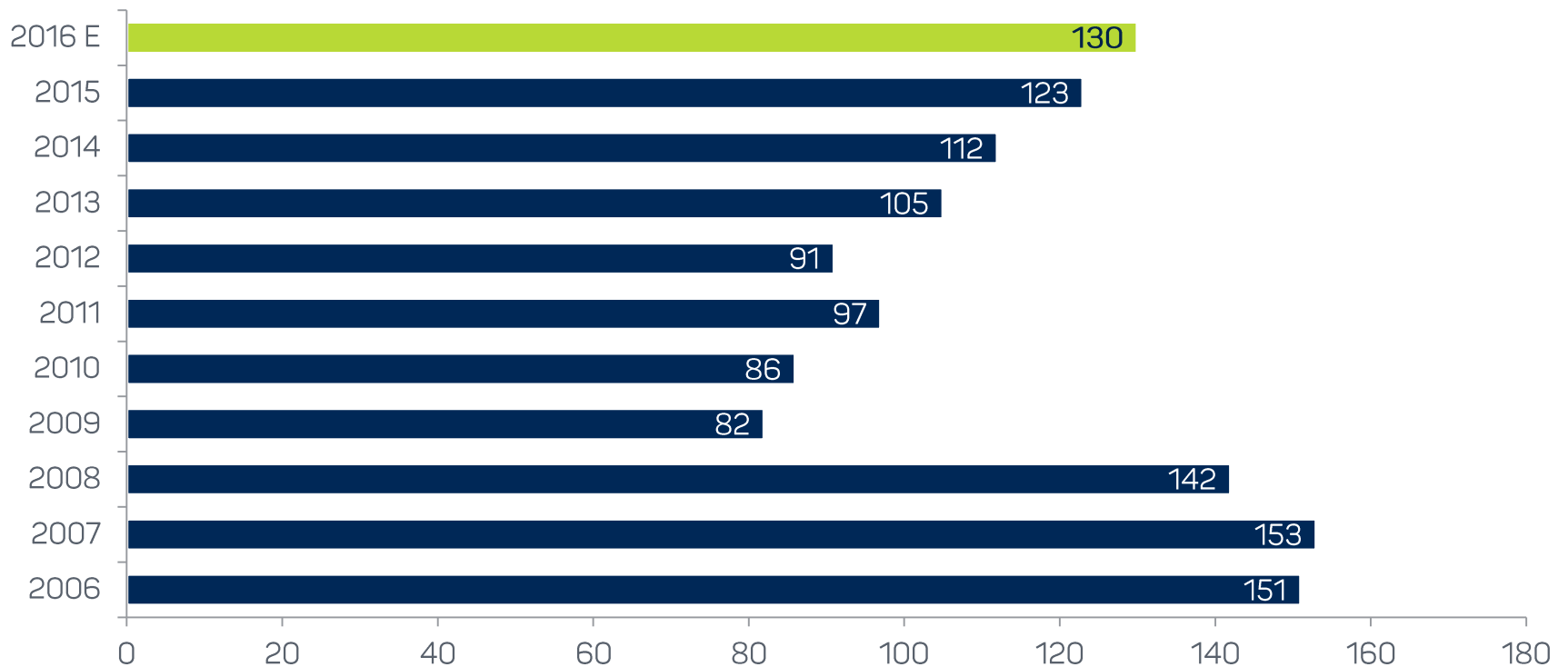


› Target: technotrans grows stronger than the market

FINANCES AND OUTLOOK

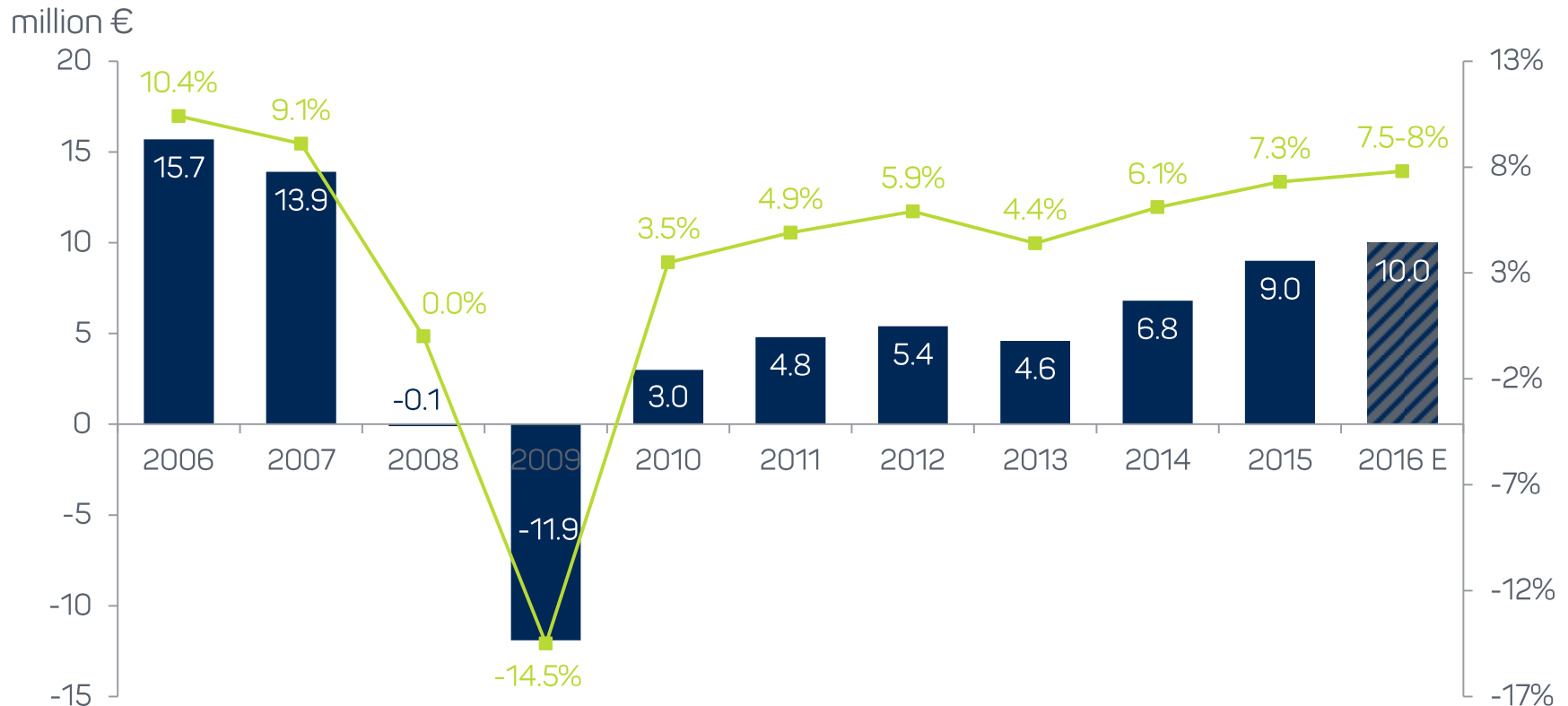
Turnover since 2006

million €



> growth resumed after transformation

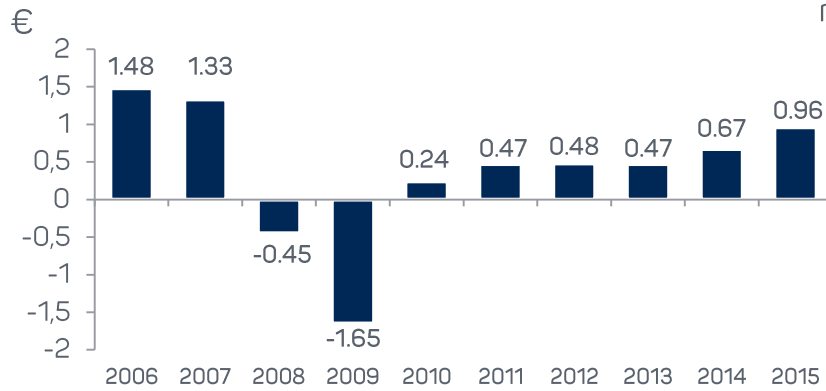
EBIT/EBIT-Margin since 2006



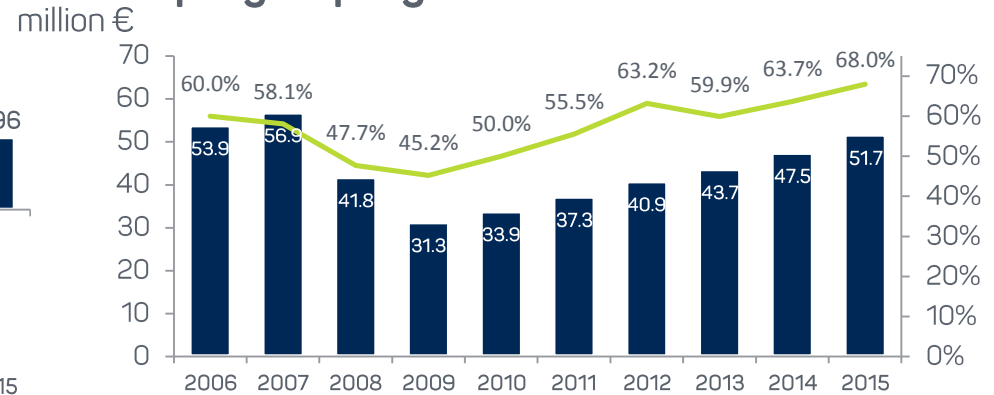
- › Solid increase in profit hand in hand with continuing high investment in future growth

Control parameter

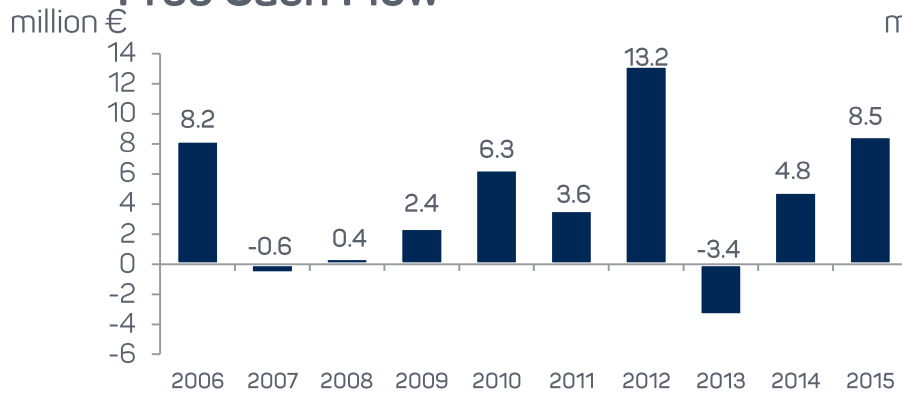
EPS- Earnings per Share



Equity/Equity ratio



Free Cash Flow



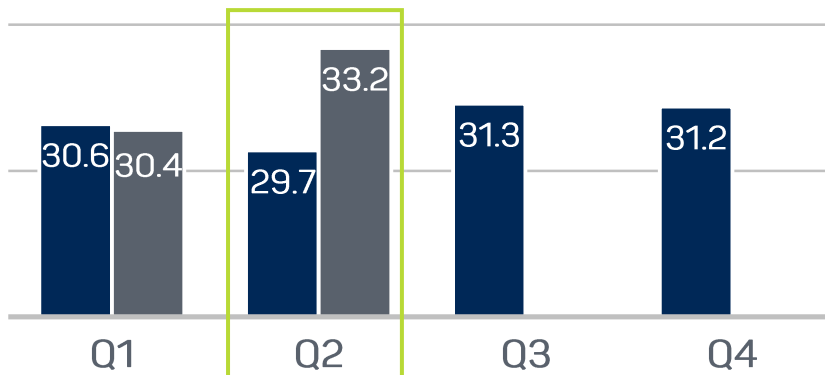
Net debt



The financial year 2016 by quarters

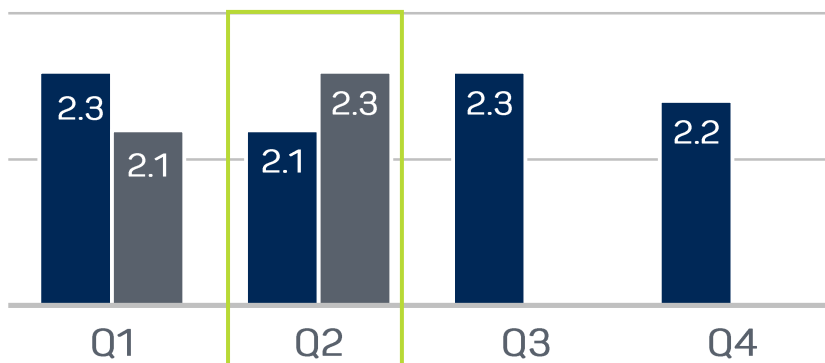
Turnover development 2015/2016
quarters (in million €)

■ 2015 ■ 2016



EBIT-development 2015/2016
quarters (in million €)

■ 2015 ■ 2016



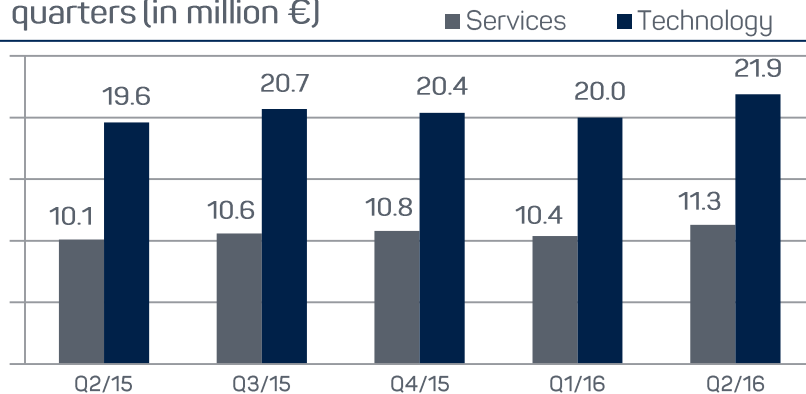
TURNOVER AND EBIT BY QUARTERS

Best sales quarter since financial crisis
Business performance in line with expectations

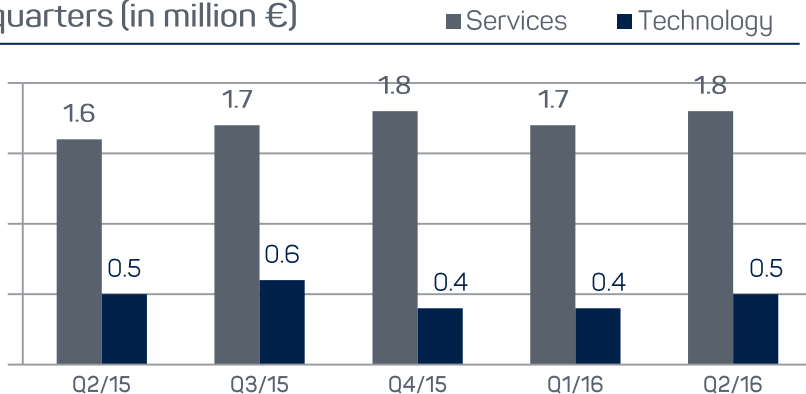
- > **Q2/2016:** growth in all markets
qoq → turnover + 11.4 percent
- > **EBIT** improved to € 2.3 million, increased expenses for drupa included
- > **Outlook 2nd half of 2016:**
turnover and net profit stronger than 1HY
- > full year guidance confirmed

The financial year 2016 by segments

Turnover development 2015/2016
quarters (in million €)



EBIT-development 2015/2016
quarters (in million €)



TURNOVER AND EBIT BY SEGMENTS

- > **Technology (65.9%)**
decline in turnover **+3.9%** (yoy)
driver → printing industry and growth markets
- > positive segment result (yield = **2.1%**)
confirmed. Increased trade fair costs (drupa) of € 0.4 million included
- > **Services (34.1%)**
growth of turnover **+8.2 %** (yoy)
driver → gds – incl. Ovidius and follow-up business
- > stable segment result
(rate of return **16.1 %**)

Key figures at a glance

Earning figures (in million €)	1HY 2015	1HY 2016	Δ in %
Turnover	60,333	63,555	+5.3
EBITDA	5,982	5,967	-0.3
EBIT	4,440	4,377	-1.4
EBIT-margin in %	7.4%	6.9%	
Net profit for the period *	2,904	3,160	+8.8
Net profit per share	0.45	0.48	+6.7

* Profit attributable to technotrans AG shareholders

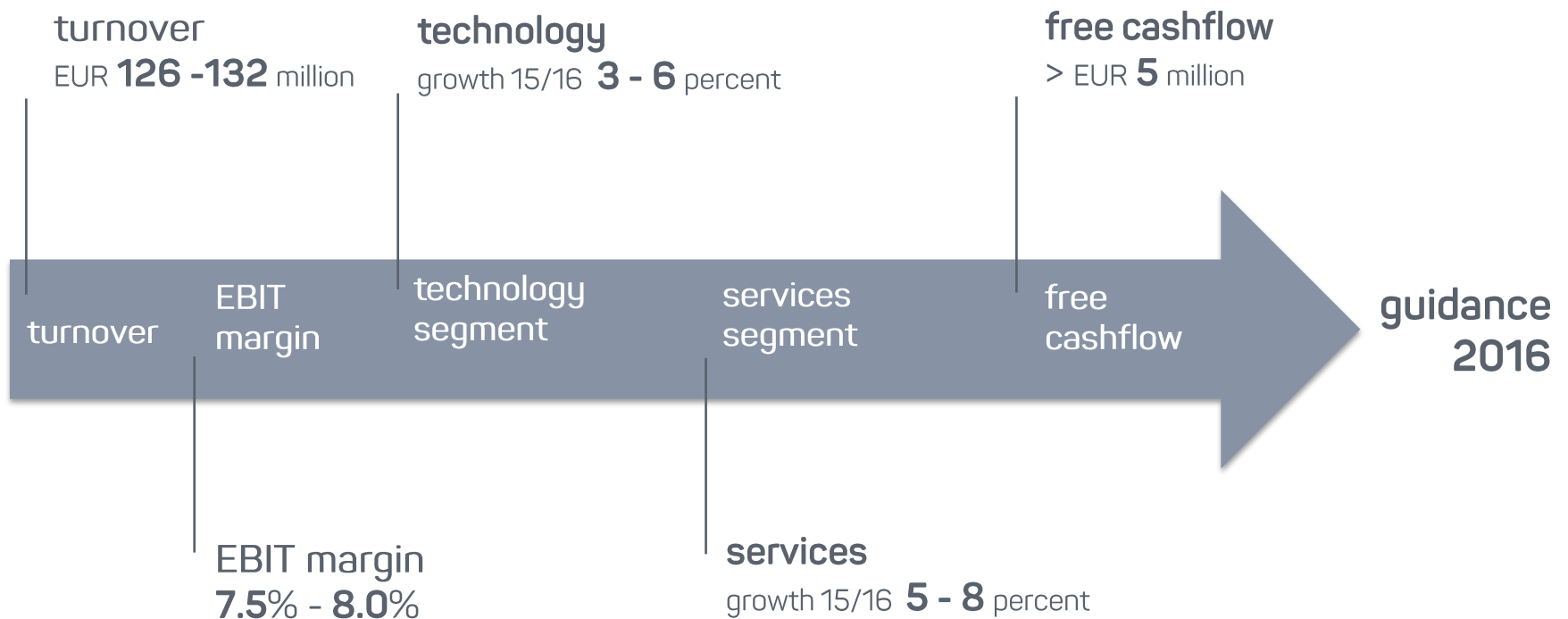
Cashflow key figures (in million €)	1HY 2015	1HY 2016	Δ in %
Operational cashflow	3,669	-504	
CF from investing activities	-685	-60	-91.2
CF from financing activities	-4,039	-4,470	+10.7
Free Cash Flow	2,984	-564	

Balance sheet figures (in million €)	FY 2015	1HY 2016	Δ in %
Balance sheet capital	76,043	77,676	+2.1
Equity	51,725	51,907	+0.4
Equity ratio in %	68.0%	66.8%	
Net debt	-11,575	-6,768	-41.5
Working Capital	19,978	14,908	-25.4

Other key figures	1HY 2015	1HY 2016	Δ in %
Employees	795	845	+6.3

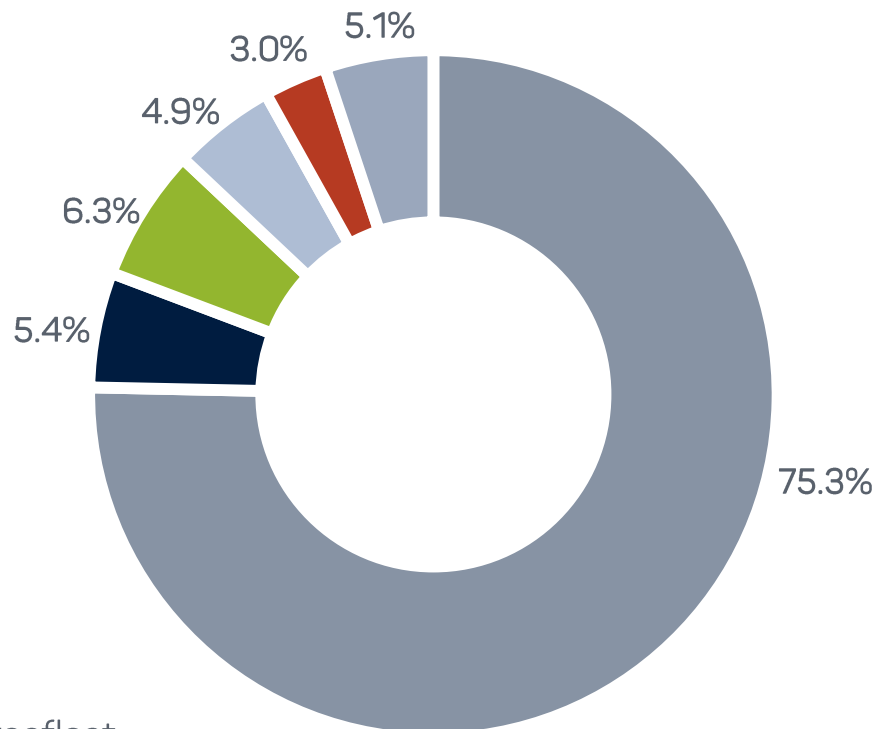
› Forecast for 2016 confirmed

Outlook 2016



SHARE

Overview of technotrans share



- Freefloat
- technotrans AG (eigene Aktien)
- Ojectif Small Cap
- Midlin NV
- Baring Asset Management Limited
- Hauck & Aufhäuser S.A.

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
number of shares (free float)	6,532,750
stock markets	XETRA, Frankfurt
designated sponsors	Bankhaus Lampe, equinet Bank
index	Prime Standard

› market capitalisation:

as of August 3, 2016

EUR 132 million

Share performance and analyst estimates

SHARE PERFORMANCE

JANUARY 1st, 2015 – June 30th, 2016



- > dividend policy: distribution of 50 % of the consolidated net earnings

Research

2016-04-29	Bankhaus Lampe buy	Gordon Schönell price target € 20.00
2016-27-07	Warburg Research buy	Eggert Kuls price target € 23.10
2016-07-28	equinet Bank buy	Victoria Kruchevska price target € 21.00
2016-05-03	Hauck + Aufhäuser buy	Nils-Peter Gehrman price target € 23.00
2016-04-12	HSBC hold	Richard Schramm price target € 21.00
2016-06-20	BHF-Bank overweight	Winfried Becker price target € 20.80

Financial Calendar

2016-10-28	Interim Report (1-9/2016)
2016-03-14	Annual Report 2016

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.

Management



Henry Brickenkamp

- › Chief Executive Officer
- › DOB 1968
- › Sales director since 2005, Board of Management member since 2006
- › Responsible for **Products & Markets**



Dirk Engel

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



Dr. Christof Soest

- › Chief Technology Officer
- › DOB 1964
- › Board of Management member since 2011
- › Responsible for **Technology & Operations**

Thank you for your attention!

Member of
the technotrans group

 technotrans

 gds

 termotek

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Any forward-looking statements contained in this presentation represent our best judgement 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.