

 technotrans



Business Development 2016

QUARTERLY COMMUNICATION Q3

Q3/2016: strong third quarter

- › **technotrans confirms growth targets for 2016**
- › **Q3 affected by the latest acquisitions**
- › **Revenue plus 27.0 % qoq, € 39.7 million** after € 31.3 million in 2015
- › **EBIT € 2.1 million**, EBIT margin **5.4 %** (previous year 7.5 %) special- and one-time effects through acquisition as well as increased expenses due to drupa (€ 0.4 million)
- › **Technology segment** (66.5 % of the consolidated revenue) € 68.7 million, **plus 12.5 %**, print +7.0 %, non-print +19.5 %
- › **Services segment** (33.5 % of the consolidated revenue) € 34.6 million, **plus 13.2 %**, organic and inorganic growth
- › **EPS** at September 30, 2016 **€ 0.71**, 3% over previous year
- › **Equity ratio** reaches **46.5 %**, **net liquidity** after acquisition **€ 16.5 million**
- › **Employee total** increases to **1.290** (Dec 31, 2015: 828)

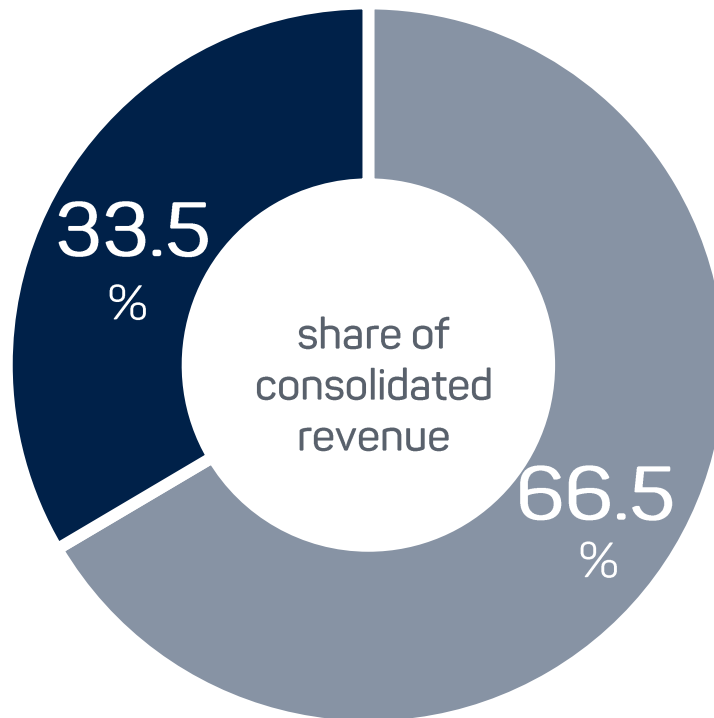
BUSINESS MODEL

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 (914 employees)
- > services (376 employees)

Segment technology

Products and markets

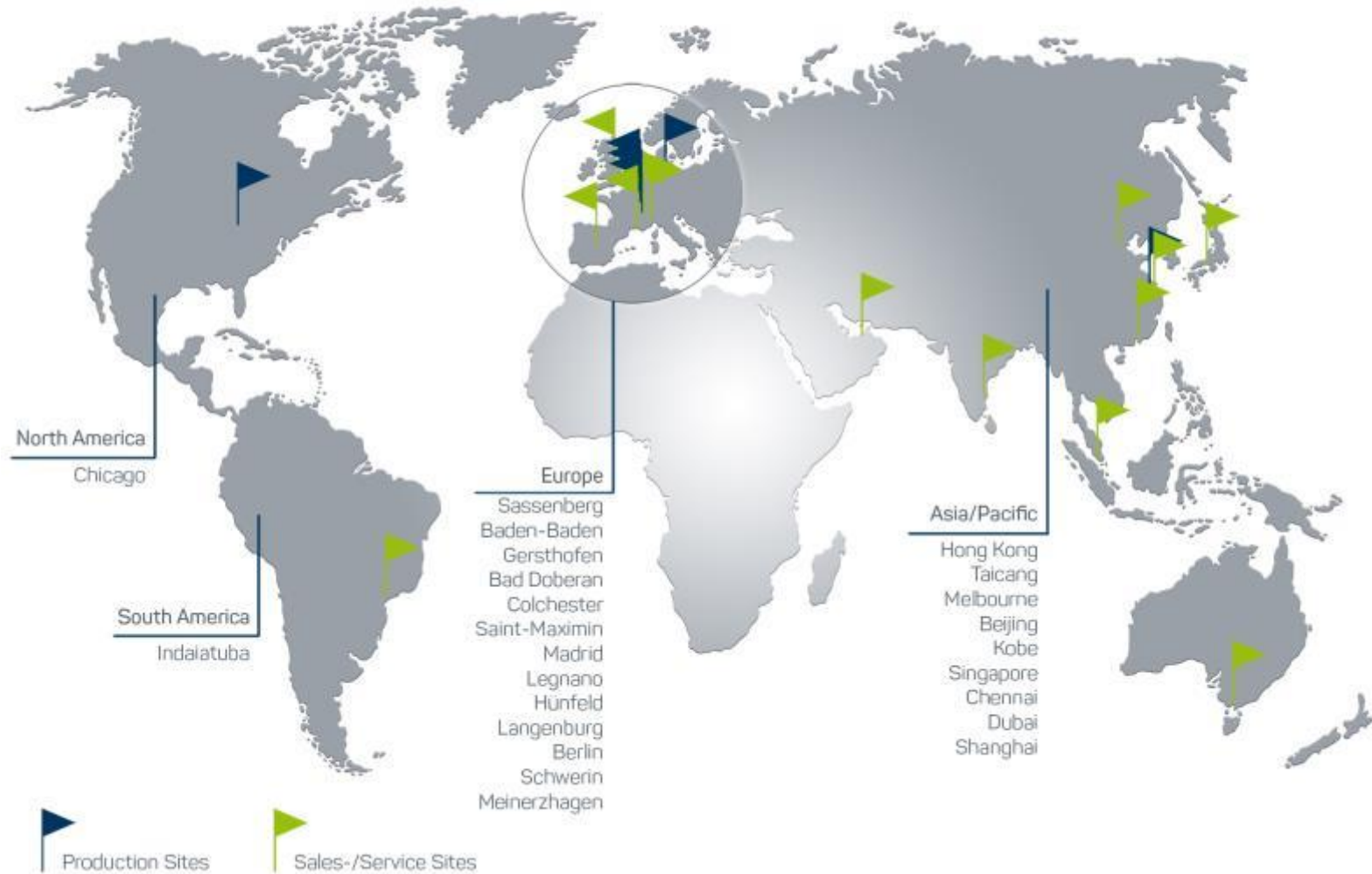
Product portfolio	Market overview	Positioning
<ul style="list-style-type: none"> > Dampening solution systems > Ink supply > Industrial cooling solutions > Preparation of cooling lubricants > Spray lubrication systems > X-ray and scanner temperature control > Battery/converter cooling 	<ul style="list-style-type: none"> > Printing industry > Laser industry > Stamping and forming technology > Tooling industry > Battery and converter > Medical and scanner technology > plastics industry 	<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 > plastics industry 	<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



Acquisition of a majority interest of 98 % in the share capital of gwk

Headquarter:	Meinerzhagen
Founding year:	1967
Number of employees:	380
Turnover 2016e:	€ 50 million



Gesellschaft Wärme Kältetechnik mbh was established in 1967 with its headquarters in Meinerzhagen.

Takeover by technotrans on August 16, 2016.

gwk: Perfect Cooling and Temperature Control

gwk develops innovations to increase productivity for the plastic processing industry and other industries as well.

Plastics



Technical leadership in the plastic industry force us to offer the most efficient product range worldwide.

- Automotive
- Packaging
- PET
- Optical parts
- Technical parts

Chemicals



For the chemical industry we offer special products like explosion-proof units, machines in stainless steel design or steam-heated temperature controllers.

- Evaporation
- Distillation
- Absorption
- Extraction
- Drying

Metal



For the metal industry we offer cooling plants, that focus on the special needs of the processes.

- Induction plants
- Hardening plants
- Industry ovens
- Coating plants
- Electro-plating plants

Food



Products to meet the particular requirements of the food & beverages industry.

- Chocolate
- Mogul
- Wok-Heating

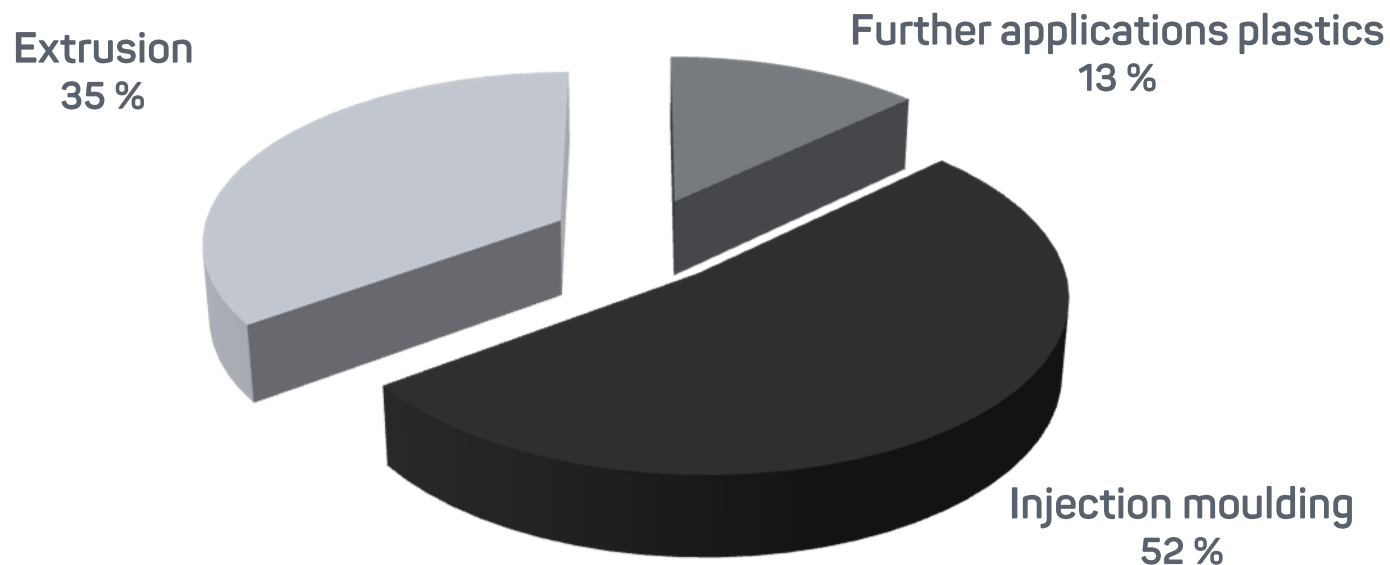
OEM



Tailor made solutions for Original Equipment Manufacturer

- Presses
- Extrusion
- Film technology
- Roll technology

gwk: Turnover share in plastics processing



gwk: Reference customers



Reference customers



STRATEGY

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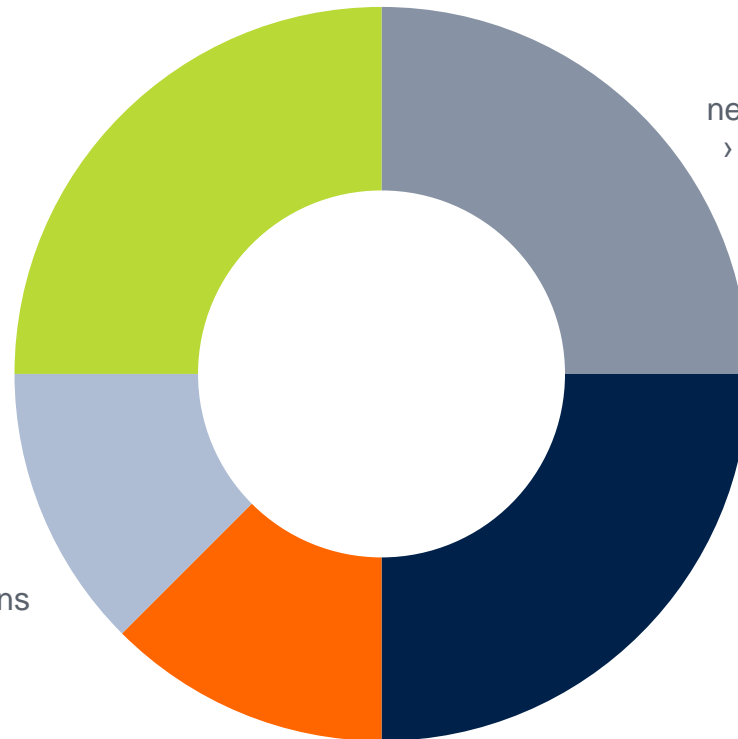
Long-term growth strategy

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

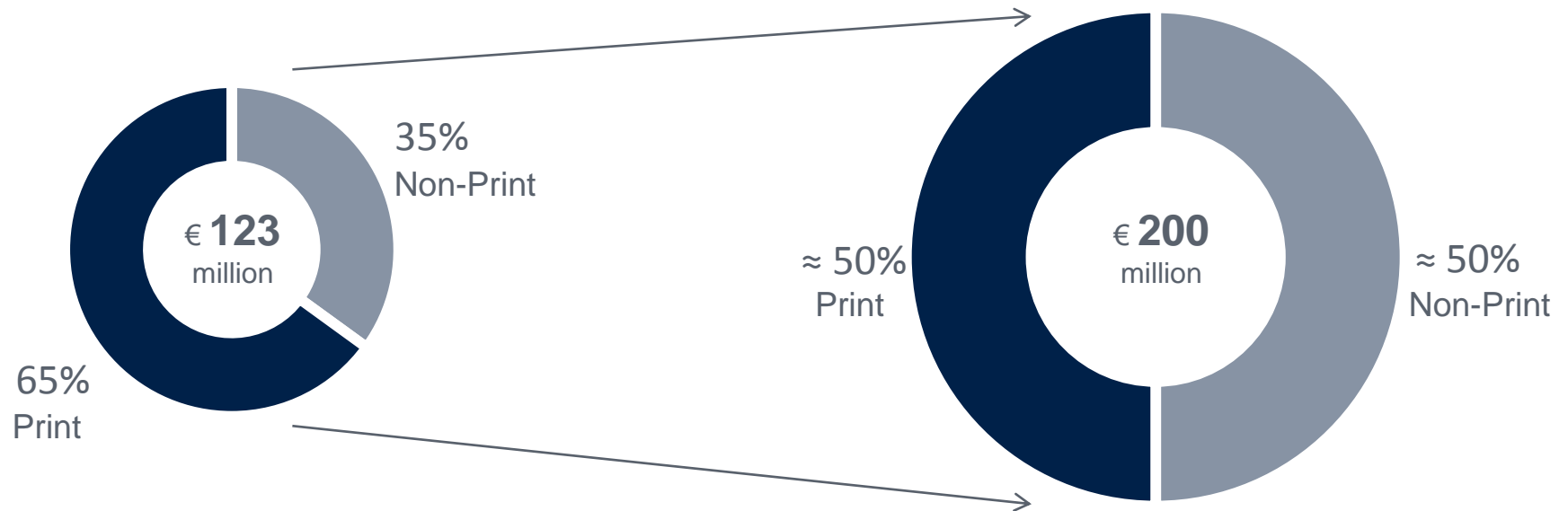
SERVICE BUSINESS

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

PLASTIC PROCESSING INDUSTRY

- Automotive
- Packaging
- PET

Growth strategy 2015 - 2019

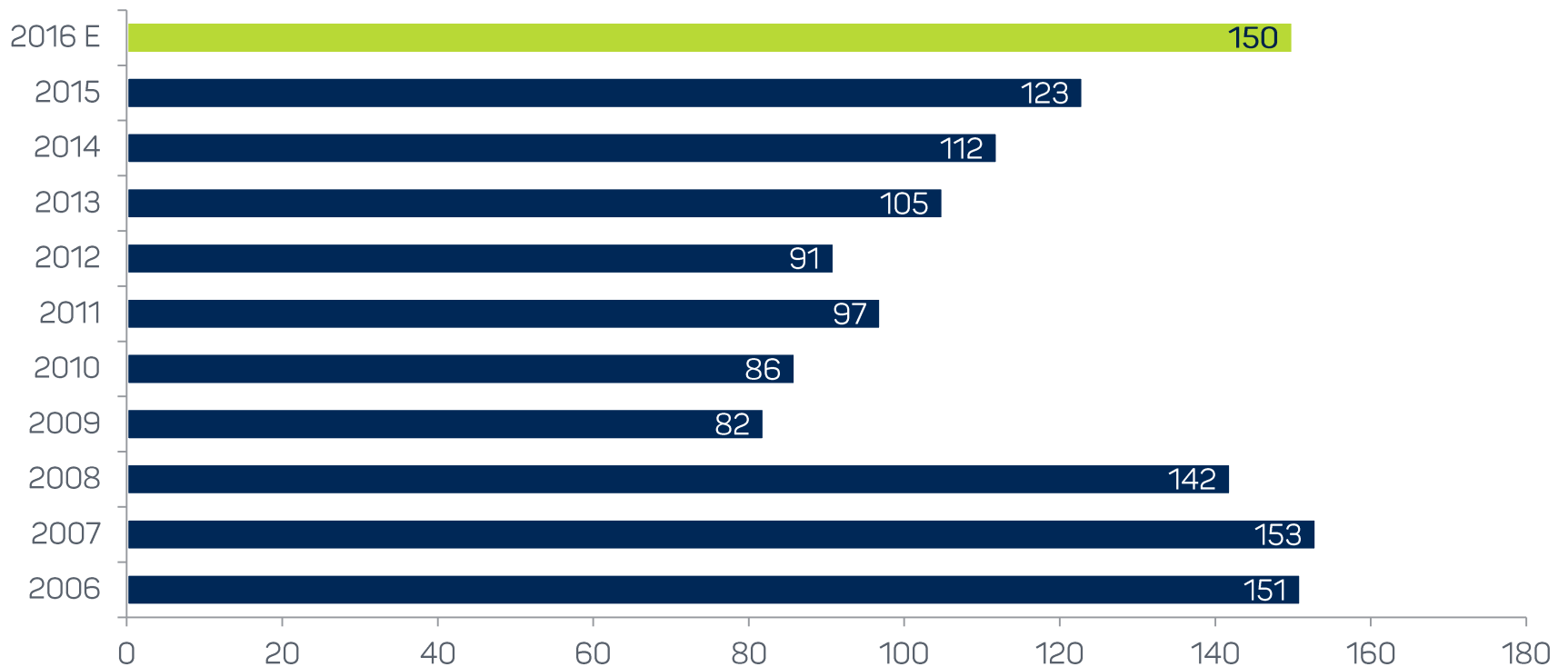


› Target: technotrans grows stronger than the market

FINANCES AND OUTLOOK

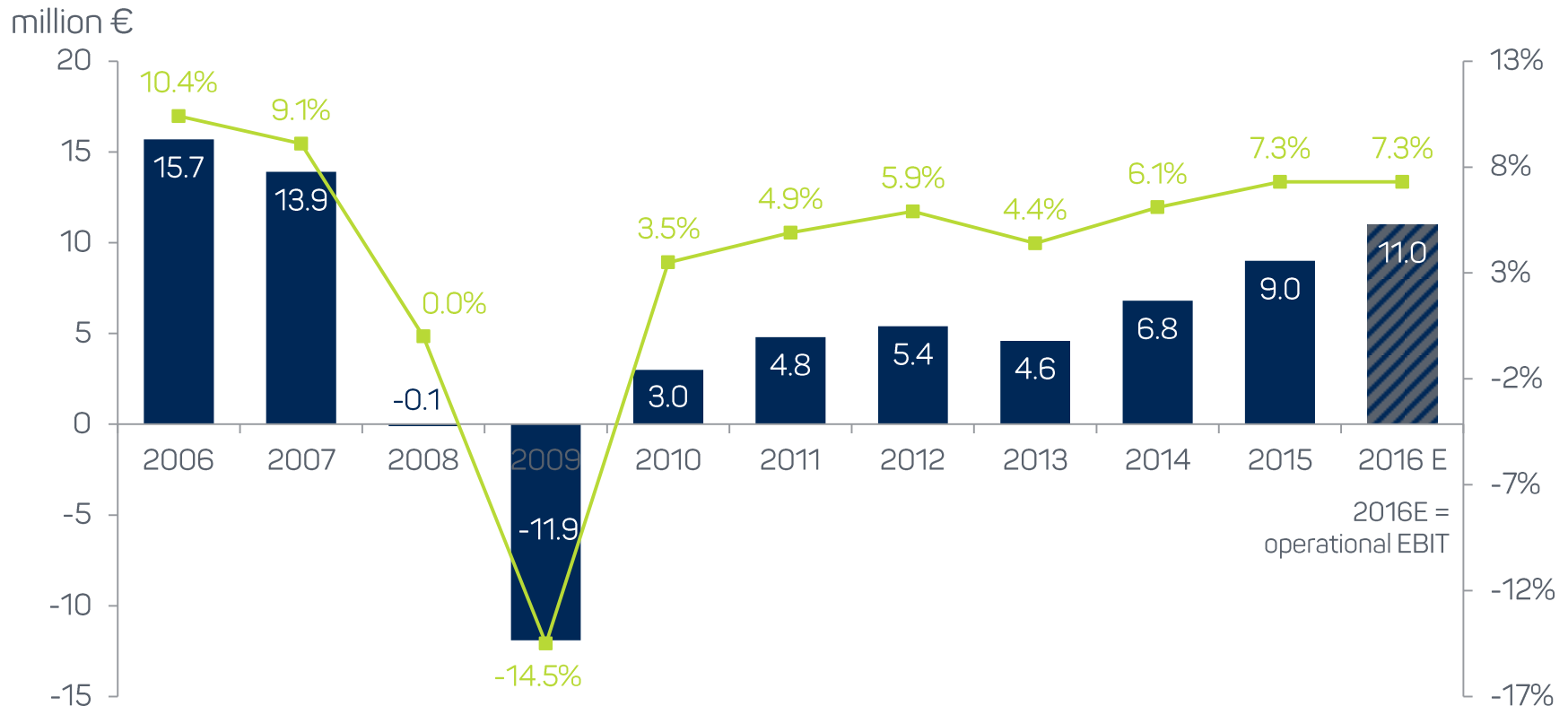
Turnover since 2006

million €



> technotrans back to an all-time high in 2016

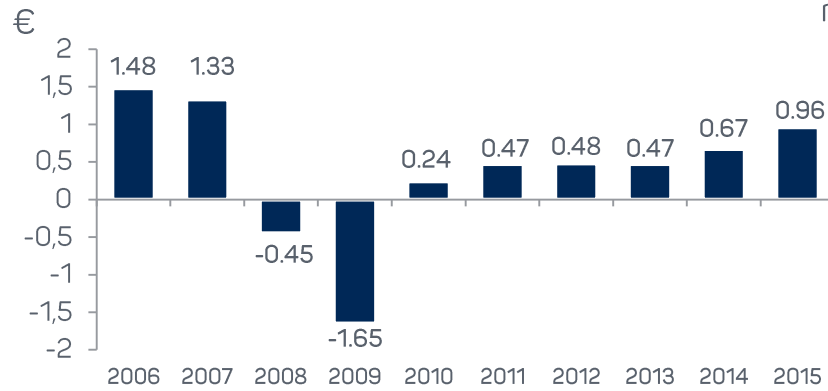
EBIT/EBIT-Margin since 2006



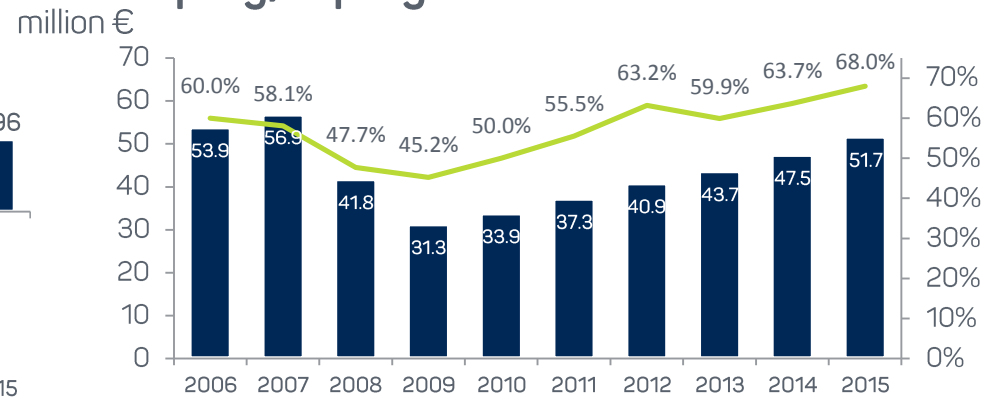
- › Profit situation in 2016 encumbered by increased special and one-time costs from M&A activities

Control parameter

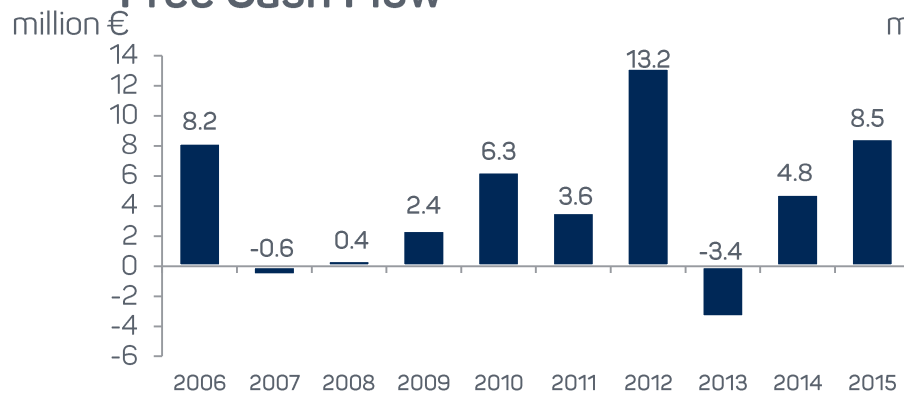
EPS- Earnings per Share



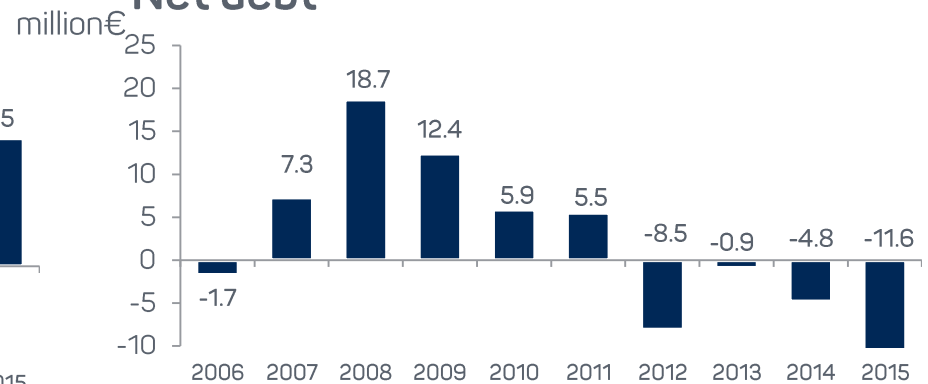
Equity/Equity ratio



Free Cash Flow

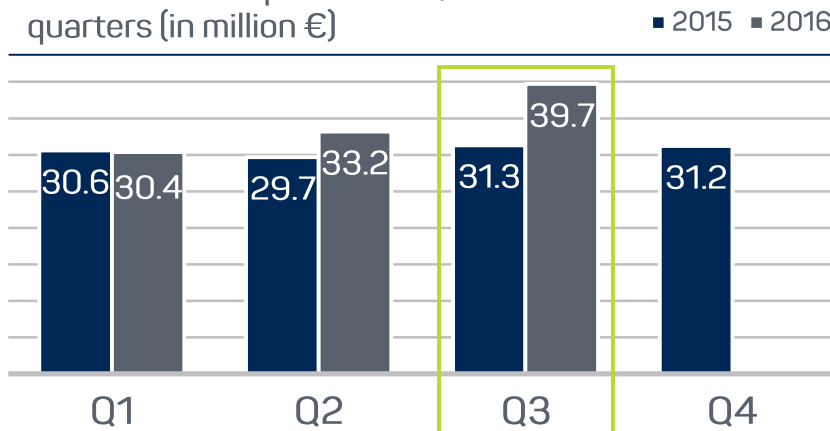


Net debt

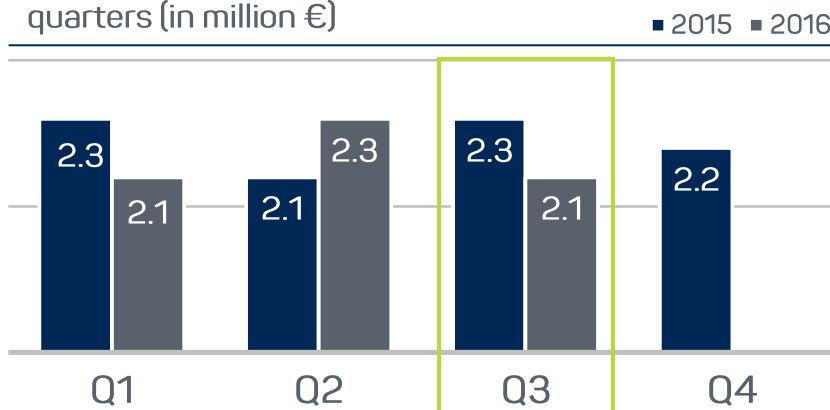


The financial year 2016 by quarters

Turnover development 2015/2016
quarters (in million €)



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



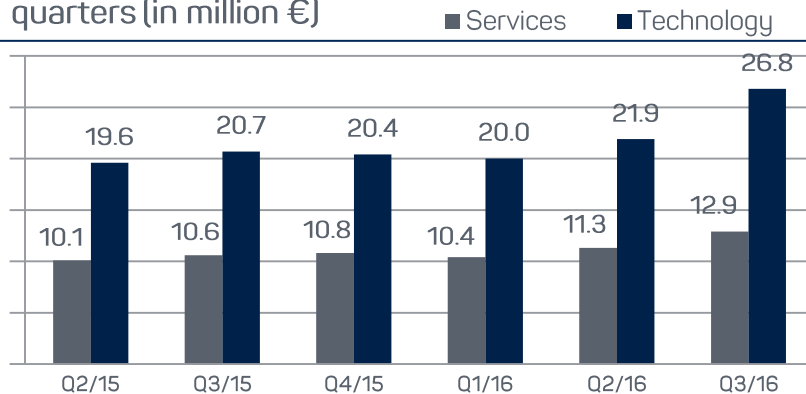
TURNOVER AND EBIT BY QUARTERS

Business development in the light of the takeovers

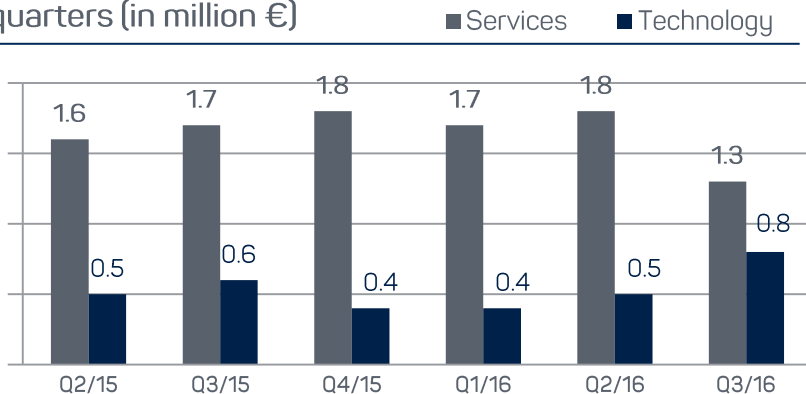
- > **Q3/2016:** growth in all markets
qoq → turnover + **27.0 percent**
- > **EBIT € 2.1 million** after € 2.3 million in previous year, increased special and one-time effects as well as expenses for drupa included
- > **Outlook:**
Organic growth targets 2016 are confirmed

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 (66.5%)

- > revenue growth **+12.5 %** (yoy)
- > organic growth **+ 6.6 %** (yoy)
- > rate of return for the segment = **2,4 %**

Services (33.5%)

- > revenue growth **+13.2 %** (yoy)
- > organic growth **+ 5.1 %** (yoy)
- > rate of return for the segment = **14.0 %**

Key figures at a glance

Earning figures (in million €)	9M 2015	9M 2016	Δ in %
Turnover	91,600	103,269	+12.7
EBITDA	9,121	9,058	-0.7
EBIT	6,779	6,525	-3.7
EBIT-margin in %	7.4%	6.3%	
Net profit for the period *	4,503	4,628	+2.8
Net profit per share	0,69	0,71	+2.9

* Profit attributable to technotrans AG shareholders

Cashflow key figures (in million €)	9M 2015	9M 2016	Δ in %
Operational cashflow	7,645	4,864	-36.4
CF from investing activities	-1,147	-21,540	
CF from financing activities	-5,056	10,648	
Free Cash Flow	6,498	-16,676	

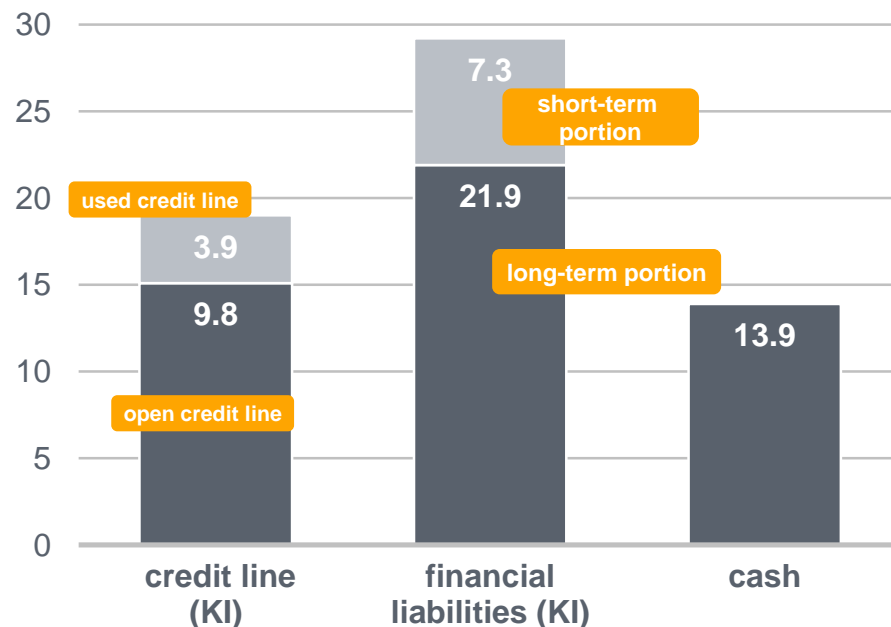
Balance sheet figures (in million €)	FY 2015	9M 2016	Δ in %
Balance sheet capital	76,043	115,057	+51.3
Equity	51,725	53,469	+3.4
Equity ratio in %	68.0%	46.5%	
Net debt	-11,575	15,583	
Working Capital	19,978	13,913	-30.4

Other key figures	9M 2015	9M 2016	Δ in %
Employees	802	890	+11.0

- › acquisition-related special and one-time effects in an annual comparison

Financial position

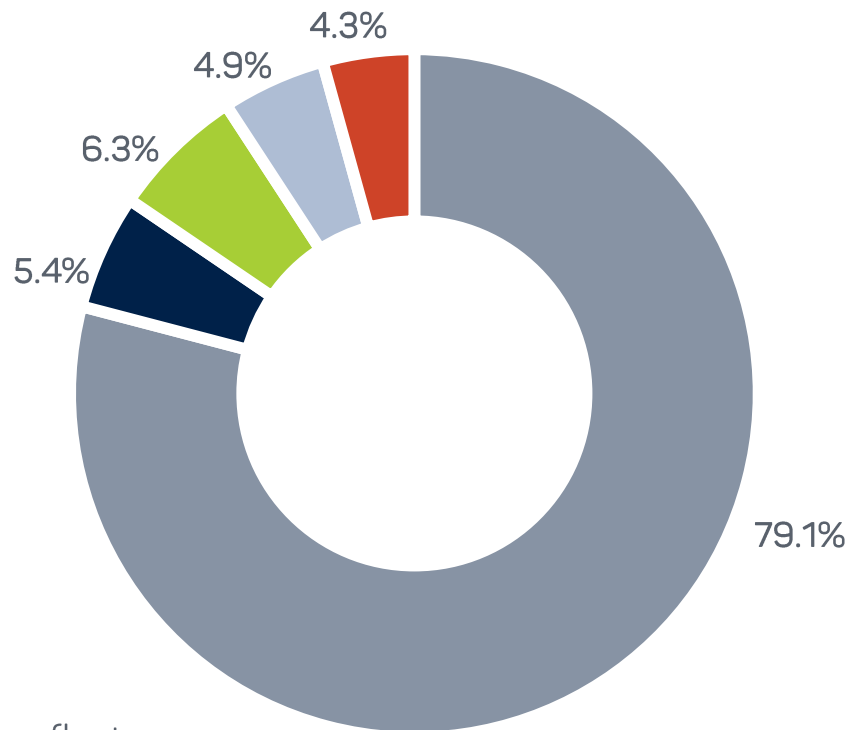
€ million



- › Net dept rose to € 16.5 million after acquisition
- › Outflow of liquidity as of September 30, 2016 approx. € 22 million
- › Financing concept will be implemented in Q4 2016 (total volume € 20 million)
- › Moderate interest burden

SHARE

Overview of technotrans share



- Freefloat
- technotrans AG (eigene Aktien)
- Ojectif Small Cap
- Midlin NV
- 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 October 26, 2016

EUR 155 million

Share performance and analyst estimates

SHARE PERFORMANCE
JANUARY 1st, 2015 – OCTOBER 26th, 2016



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

Research

2016-10-21	Bankhaus Lampe buy	Gordon Schönell price target € 26.00
2016-08-19	Warburg Research buy	Eggert Kuls price target € 26.30
2016-10-21	equinet Bank accumulate	Victoria Kruchevska price target € 24.00
2016-09-02	Hauck + Aufhäuser buy	Nils-Peter Gehrman price target € 29.00
2016-08-19	HSBC buy	Richard Schramm price target € 25.00
2016-09-02	BHF-Bank overweight	Winfried Becker price target € 23.10

Financial Calendar

2017-03-14	Annual Report 2016
2017-05-05	Quarterly Communication Q1/2017
2017-05-12	Annual Shareholder Meeting 2017

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

▣ klh

▣ gwk