



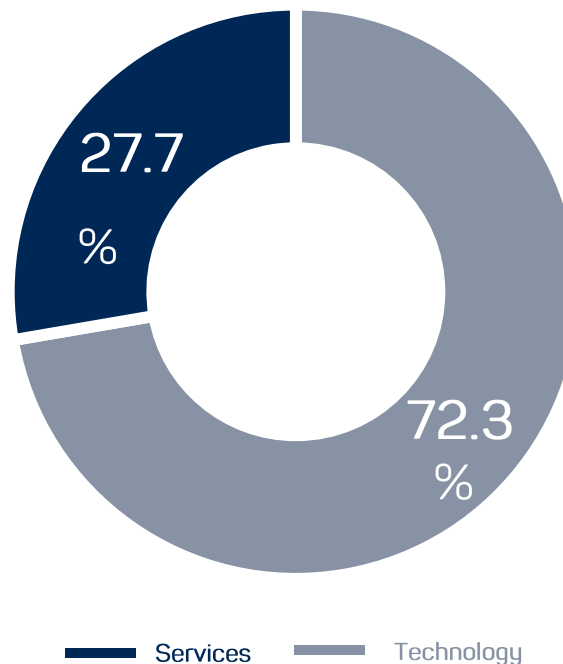
Annual Shareholders' Meeting

May 12, 2017

The business model

Services (370 employees)

- › High service ratio due to installed base in the printing industry
- › Continuous expansion of the global range of services in all non-print markets
- › Additional need in service and installation generated by growth markets (e-mobility, scanner)



Technology (891 employees)

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

Segment Technology - Products



> Dampening solution cooling



> Ink supply systems



> Industrial cooling solutions



> Preparation of cooling lubricants



> Spray lubrication systems



> X-ray and scanner temperature control



> Battery and converter cooling



> Cooling and temperature control technology

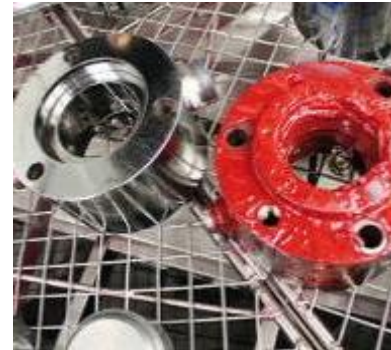
Segment Services - Products



> Spare parts



> Customer Service Support



> Modernisation



> Repairs



> Maintenance



> Installations



> Engineering



> Technical documentation (gds)

Overview gds

Sites of gds-group



Figures, data and facts

- › Full service for technical documentation
- › Unique portfolio in the industry
- › More than 100 employees
- › More than 400 satisfied docuglobe customers



gwk Gesellschaft Wärme Kältetechnik mbH



Gesellschaft Wärme Kältetechnik mbh was established in 1967 with its headquarters in Kierspe and moved to Meinerzhagen in 2014.

gwk Gesellschaft Wärme Kältetechnik mbH



All gwk products are designed and manufactured in Germany.

gwk Gesellschaft Wärme Kältetechnik mbH

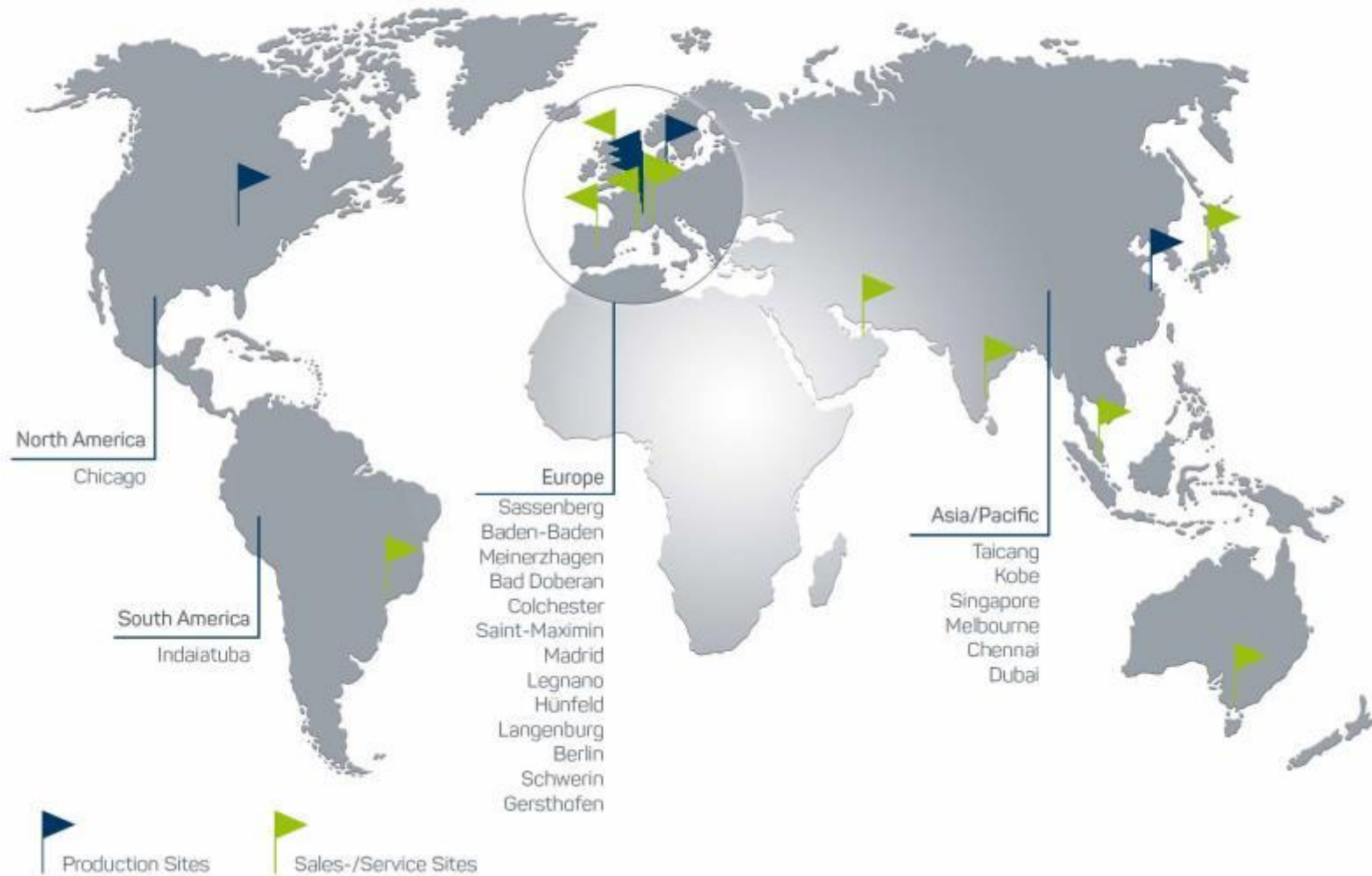


gwk products are distributed through 32 sales and service representatives worldwide.

KLH Kältetechnik GmbH



Worldwide presence



Long-term growth strategy

PRINT INDUSTRY

- > offset print, digital print, flexo print, other printing processing

GROWTH MARKETS

- > medical/scanner technology, electromobility, semiconductors, others



PLASTIC PROCESSING INDUSTRY

- > injection moulding, extrusion, pressing, blow moulding, casting

LASER INDUSTRY, TOOLING INDUSTRY, STAMPING AND FORMING TECHNOLOGY

- > laser, turning/milling/grinding/polishing, cutters/presses, other applications

SERVICES

- > spare parts, installationen, maintenance, technical documentation (gds)

Printing industry



Laser industry, stamping and forming technology, tooling industry



Plastic processing industry



E-mobility, medical and scanner technology



The Financial Year 2016

technotrans has achieved its original and revised revenue and earnings targets for 2016

Actual and prognosticated business development		2015	Forecast Management Report 2015	adjusted forecast Quarterly Communication Q3-2016	2016
Revenue	€ million	122.8	126-132	150.0	151.8
Technology	€ million	81.4	84 - 88	102.5	103.6
Services	€ million	41.4	42 - 44	47.5	48.2
EBIT	€ million	9.0	9,5 - 10,5	9,5 - 10,5	9.7
	%	7.3%	7,5% - 8,0%	6,3% - 7,0%	6.4%

Business performance 2016

Revenue

Significant revenue increase of **23.6 %**
 Organic growth **+7.9 %**
 + **€ 19.3 million** of acquisitions

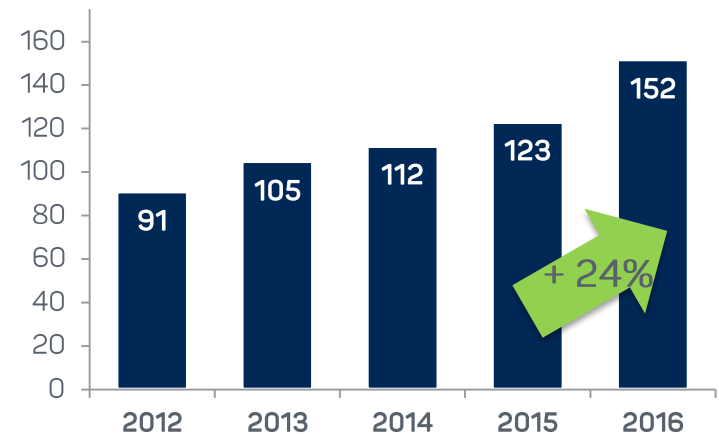
Q1/2016: technotrans AG holds ground in challenging environment / quarterly revenue **€30.4 million**

Q2/2016: technotrans AG continues growth course in the first half of the year / quarterly revenue **€ 33.2 million**

Q3/2016: strong third quarter, technotrans confirms organic growth targets for 2016 / quarterly revenue **€ 39.7 million**

Q4/2016: technotrans AG meets all growth targets in 2016 / quarterly revenue **€ 48.5 million**

Group revenue (in € million)

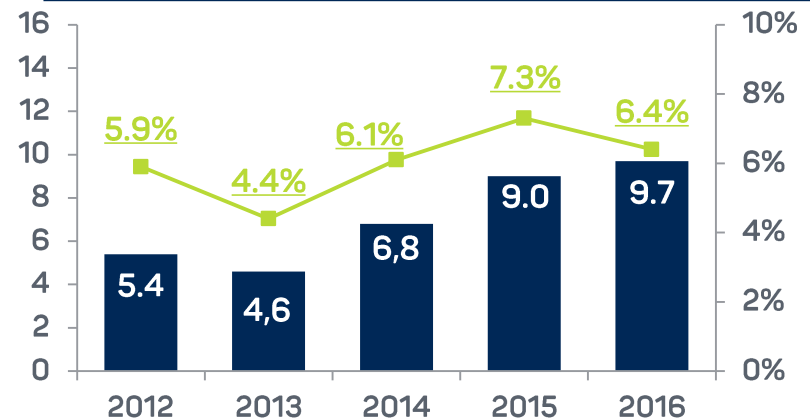


Business performance 2016

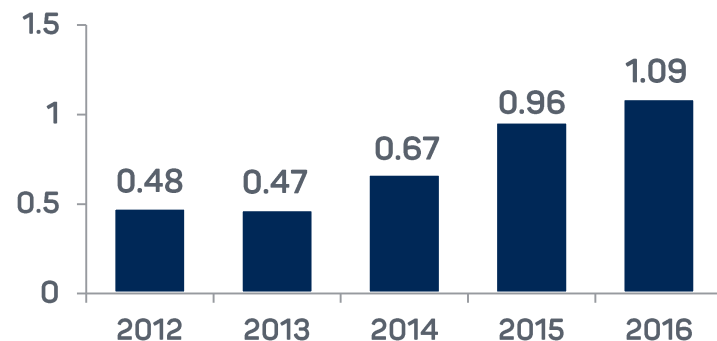
Earnings

- › The best result in nine years
- › EBIT increases by 8.7 %
- › Profitability through strategic investments (acquisitions)
- › Margin development stable
- › Net profit of the year increases by 15 % to € 7.3 million
- › EPS improved to € 1.09

EBIT (in Mio. €) und EBIT-Marge (in %)



Ergebnis nach Steuern EPS (in €)



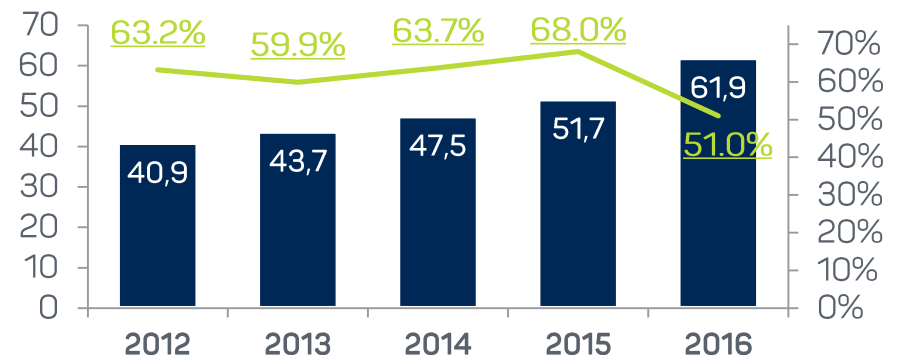
Business performance 2016

Asset and capital structure

- › Balance sheet capital increases to **€ 121.4 million** due to business expansion
- › Short- and long-term assets increased by **74 %**
- › Equity grows to **€ 61.9 million**
Equity ratio is **51.0 %**
- › Acquisition-related net debt reached **€ 5.3 million**
- › Net debt ratio (= net debt / EBITDA) is only **0.4 years**.

KEY FIGURES (in € million)	2016	2015	Change to the previous year
Balance sheet capital	121.4	76.0	60%
Equity	61.9	51.7	20%
Equity ratio (%)	51.0	68.0	
Net debt	5.3	-11.6	
Liquid assets	23.9	20.0	20%
Free Cash Flow	-12.6	8.5	

Equity (in € million) und Equity ratio (in %)

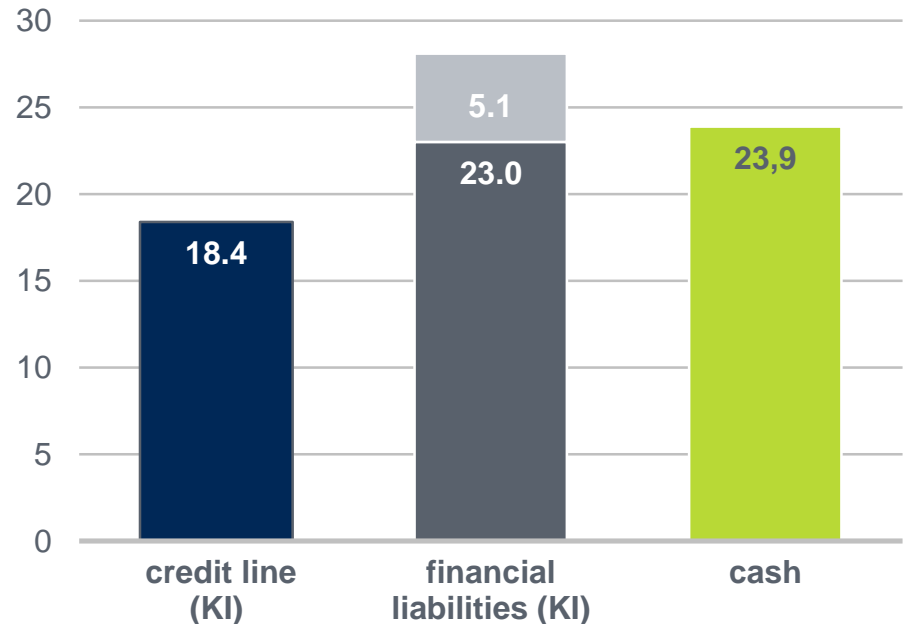


Business performance 2016

Financing

- › After acquisitions
Increase in financial liabilities by € 20 million to € **28.1** million
- › Average remaining term **5** years
- › Average-weighted borrowed capital rate **1.8** percent (as of 2017)
- › Solid free liquidity and free credit lines

Finanzstruktur (in € million) as of 31/12/2016



Key figures first Quarter 2017

in million €	Q1 2016	Q1 2017	Δ
Revenue	30.4	52.8	74%
EBITDA	2.8	5.5	95%
EBIT	2.1	4.3	110%
EBIT-margin (%)	6.8%	8.2%	
EBT	2.0	4.2	109%
Net profit for period	1.4	3.1	120%
Earnings per share (€)	0.22	0.45	
Free cash flow	1.4	2.7	97%

Magnificent start to the new financial year, revenue up 74 percent to € 52.8 million

EBIT rises to € 4.3 million, EBIT margin reaches 8.2 percent

Earnings per share double to € 0.45

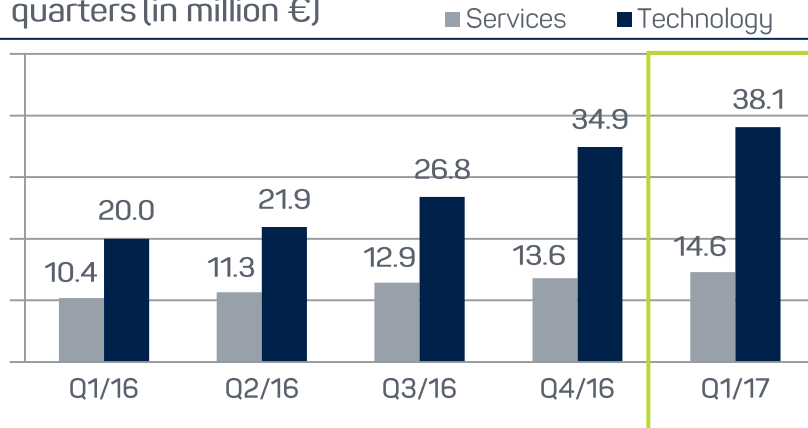
Free cash flow improves to € 2.7 million

Good starting position for year's targets

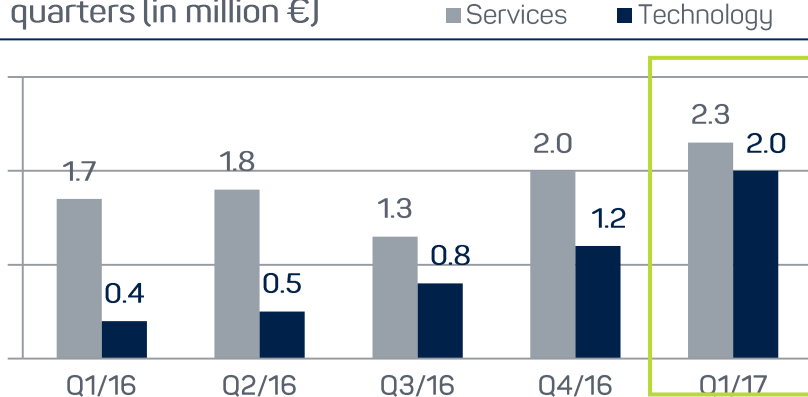
	Dec 31, 2016	March 31, 2017	
Equity	61.9	65.0	5%
Equity ratio (%)	51.0%	50.6%	
Net dept	5.3	2.6	-51%
Ø employees (FTE)	855	1,096	28%

The financial year 2017 by segments

Turnover development 2016/2017
quarters (in million €)



EBIT-development 2016/2017
quarters (in million €)



TURNOVER AND EBIT BY SEGMENTS

Technology

- > revenue growth **+91.2 %** (yoy)
- > organic growth **+ 31.8 %** (yoy)
- > rate of return for the segment = **5.2 %**

Services

- > revenue growth **+40.1 %** (yoy)
- > organic growth **+ 9.6%** (yoy)
- > rate of return for the segment = **16.0 %**

Key figures first Quarter 2017

Earning figures (in million €)	Q1 2016	Q1 2017	Δ in %
Revenue	30.4	52.8	+74
EBITDA	2.8	5.5	+95
EBIT	2.1	4.3	+110
EBIT-margin in %	6.8%	8.2%	
Net profit for the period *	1.4	3.1	+120
EPS	0.22	0.45	+102

* Profit attributable to technotrans AG shareholders

Balance sheet figures (in million €)	31.12. 2016	31.03. 2017	Δ in %
Balance sheet capital	121.4	128.4	+6
Equity	61.9	65.0	+5
Equity ratio in %	51.0%	50.6%	
Net debt	5.3	2.6	-51
Liquid assets	23.9	25.9	+8

Cashflow key figures (in million €)	Q1 2016	Q1 2017	Δ in %
Net Cash from operating activities	1.5	3.0	+97
CF from investing activities	-0.2	-0.3	+99
CF from financing activities	-0.7	-0.7	+6
Free Cash Flow	1.4	2.7	+97

Other key figures	Q1 2016	Q1 2017	Δ in %
Employees	716	1,096	+53

- > **successful start**
- > **technotrans is starting the new financial year better than expected**

Outlook for 2017

Guidance of the group and the segments

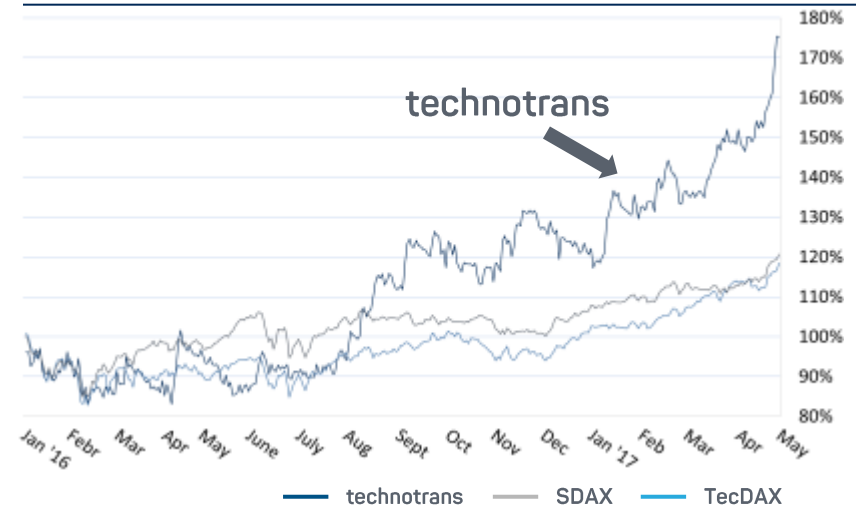
Also for 2017 technotrans is aiming to grow faster than the market

		2016	Forecast Group Management Report 2017
Revenue	in Mio EUR	151.8	185 - 195
Technology	in Mio EUR	103.6	131 - 137
Services	in Mio EUR	48.2	54 - 58
EBIT	in Mio EUR	9.7	12.0 - 14.0
	in %	6.4%	6.5% - 7.2%
Technology	in %	2.8%	> 3.5%
Services	in %	14.2%	> 14%

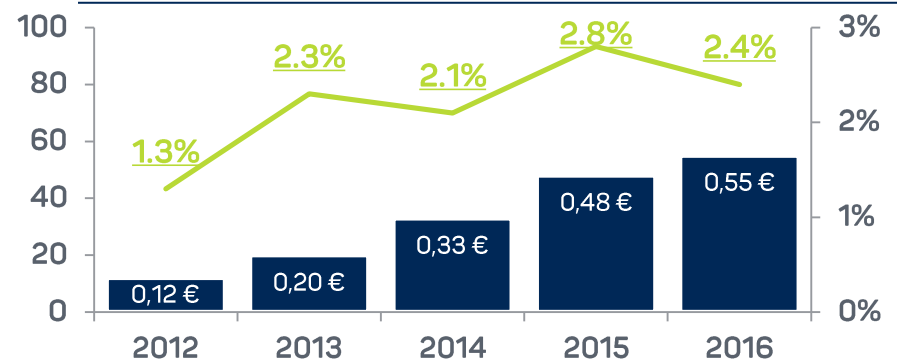
Share and dividend

- > during the last 12 months technotrans share showed a strong price performance
- > technotrans AG pursues a sustainable dividend policy
- > dividend proposal of **€ 0.55** per share
- > total distribution amounts to € 3.8 million

Share performance (Jan. 2016 to May 2017)



Dividend (in €) and dividend yield (in %)



Thank you for your attention!

Member of
the technotrans group

▣ technotrans

▣ gds

▣ termotek

▣ klh

▣ gwk