



VIRTUAL ANNUAL GENERAL MEETING ON MAY 20, 2020

# THE BOARD OF MANAGEMENT



**Dirk Engel** (Dipl. Kfm.)

- › **Spokesman of the Board of Management** (DOB 1967)
- › Responsible for **Finance & Administration** (Finance/Controlling, Human Resources, IT, Legal & Compliance and Investor Relations)



**Peter Hirsch** (Dipl.-Ing.)

- › **Member of the Board of Management** (DOB 1972)
- › Responsible for **Technology & Operations** (Research & Development, Electrical engineering, Production, Purchasing and Logistics)



**Hendirk Niestert** (Dipl.-Ing. FH)

- › **Member of the Board of Management** (DOB 1975)
- › Responsible for **Markets** (Sales Print, Service and Quality Management)

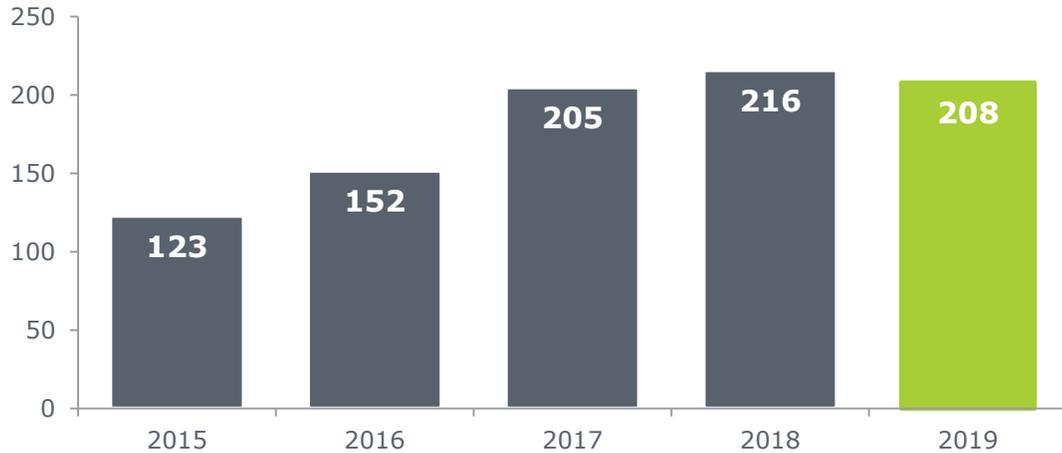


**Michael Finger** (Dipl.-Ing.)

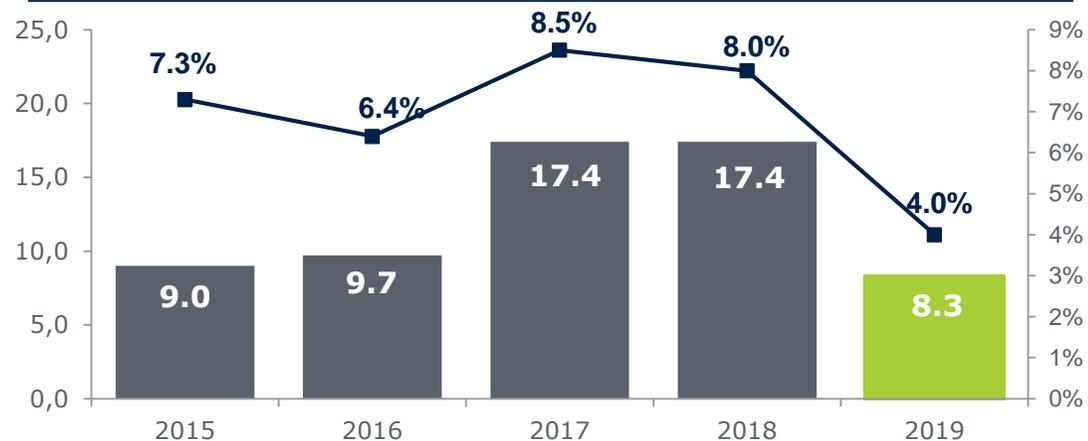
- › **Member of the Board of Management** (DOB 1970)
- › Responsible for **Markets** (Sales New Markets and Marketing) and the **International Companies**

# REVENUE AND EBIT

Revenue (€ million)



EBIT (€ million) and EBIT margin (%)

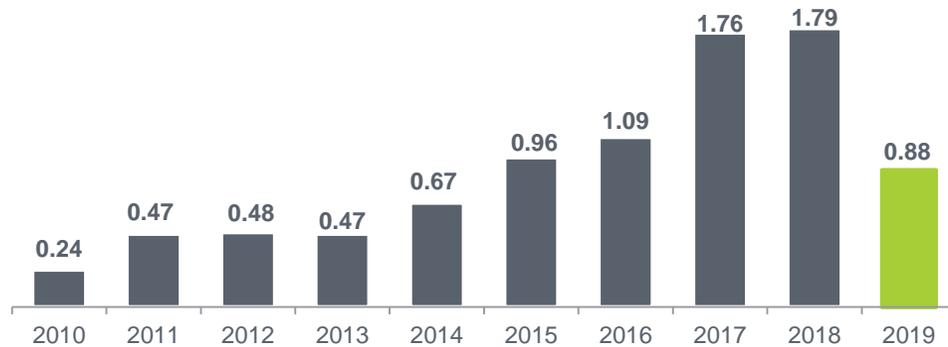


- › **Group revenue of € 207.9 million 4 percent below previous year**
- › ERP-implementation at gwk and difficult economic environment slow down group growth

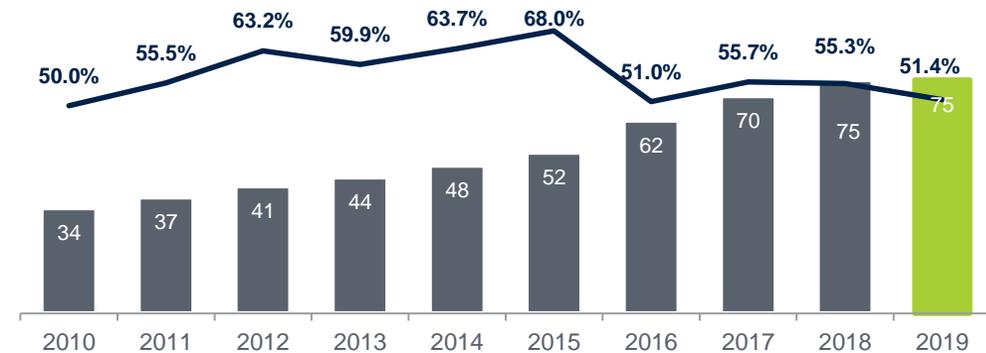
- › **Operating result (EBIT) at € 8.3 million**
- › **EBIT margin reaches 4.0 %**
- › **Losses in productivity are weighing on the Technology segment:**
  - › Effects of the ERP-implementation at gwk
  - › One-time special effects in the amount of € 1.4 million in Q4

# KEY PERFORMANCE INDICATORS

Earnings per Share 2010 – 2019 (€)



Equity ratio on a solid level (€ million / %)



Free Cash Flow positive (€ million)



Net debt incl. leasing liabilities increased (€ million)



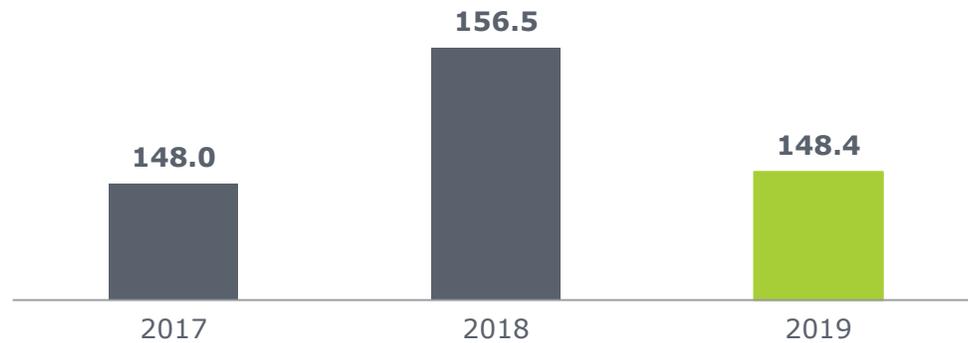
\* incl. 4.7 € million leasing liabilities acc. to IFRS 16

# PERFORMANCE OF SEGEMENTS

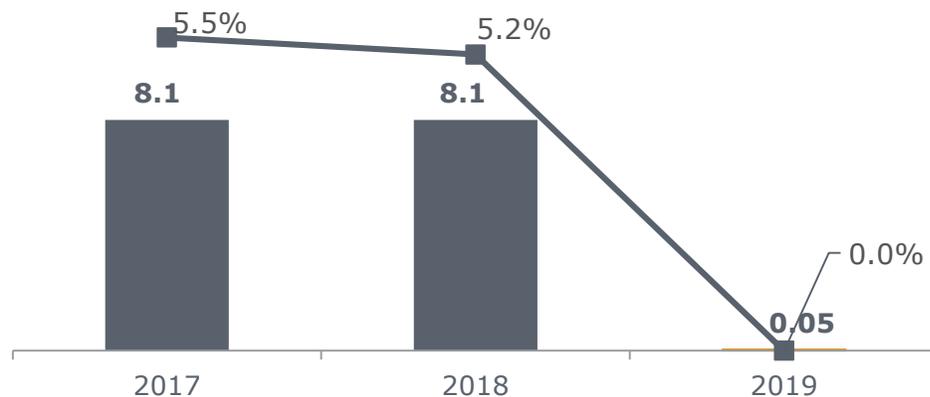
## TECHNOLOGY

(71% SHARE OF GROUP REVENUE)

Revenue 2017-2019 (€ million)



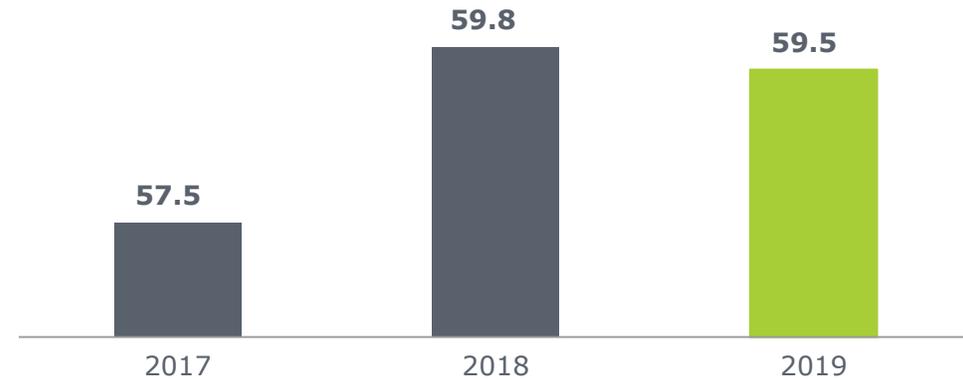
Annual EBIT/EBIT margin 2017-2019 (€ million / %)



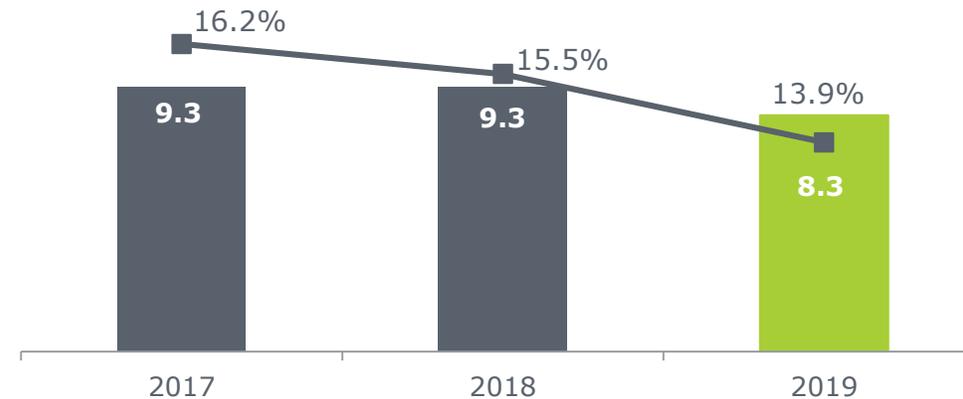
## SERVICES

(29% SHARE OF GROUP REVENUE)

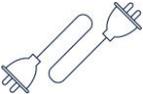
Revenue 2017-2019 (€ million)



Annual EBIT/EBIT margin 2017-2019 (€ million / %)



# BUSINESS DEVELOPMENT IN OUR MARKETS

	Share of Group revenue *
 <b>Plastics processing industry :</b> Process-related problems from ERP implementation in financial year 2019 solved. Operating performance is gradually and on schedule returning to normal. Reisner develops according to plan.	<b>26%</b>
 <b>Laser and machine tool industry :</b> Gains in market share partially compensate for declining investment activity.	<b>20%</b>
 <b>Printing industry :</b> Economy slows down development. Position in flexographic printing further strengthened.	<b>38%</b>
 <b>Growth markets :</b> <b>Electric mobility:</b> Growth trend continues. Market penetration for mobile refrigeration solutions for special vehicles increased.	<b>12%</b>
 <b>Analytics, medical and scanner technology:</b> Positive development due to development of new technologies. technotrans OP solution shortly before approval.	

\*) plus 4% for the Technical Documentation sector.

# GESCHÄFTSVERLAUF IM ERSTEN QUARTAL 2020

- > Revenue of € 52.2 million in line with expectations
- > EBIT below previous year at € 1.8 million, EBIT margin at 3.4 percent
- > Costs of € 1.3 million for structural and personnel adjustments

Revenue 2019/2020 by quarters (€ million)



EBIT 2019/2020 by quarters (€ million)



# PERFORMANCE OF SHARE PRICE

January 1, 2019 until May 15, 2020



Share price = XETRA closing prices

## SHAPING THE FUTURE THROUGH DEVELOPMENT!

**Through** describes for us:  
The motivation of our actions.

**Development** means for us:  
Pleasure in new things. Development is movement, which we combine with positive emotions. We relate development to ourselves, our products, processes and the people we work with inside and outside the organisation. We see development as pragmatic change.

**Future** is for us:  
The time that lies ahead and in which we take responsibility for the lasting positive effects of our actions. It begins now and spans the time horizon we can plan for.

**Shaping** describes for us :  
Continuously improving what exists and creating new things in order to be successful. In doing so, we actively assume responsibility.

# STRATEGIC REORIENTATION UNTIL 2025 – MISSION

Our **customers** are the **focus** of our **activities**:

As an **agile technology** partner in the field of **liquid management**, we develop innovative solutions for and with our customers worldwide. Based on our cross-industry wealth of experience, we are **technological leaders** and also **successful in new markets**.

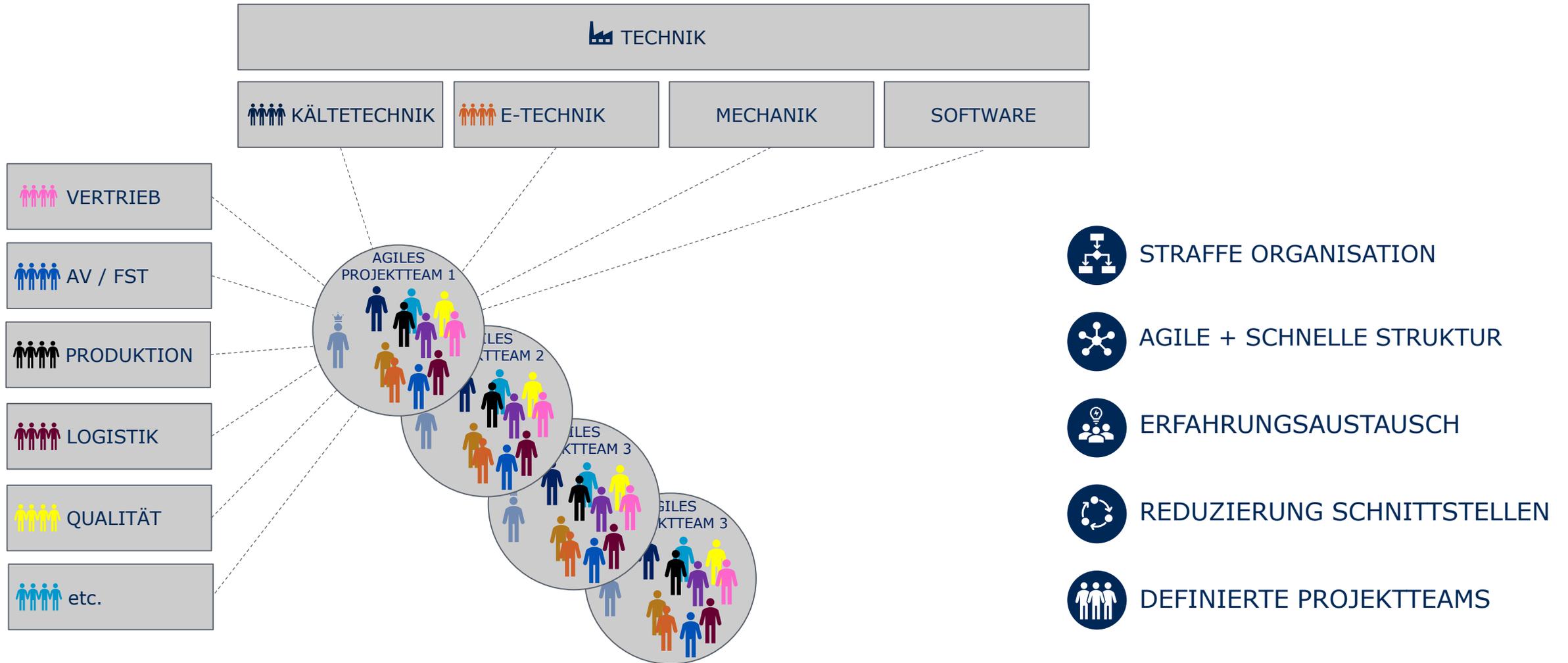
As a group, we use **overarching synergies** and **individual competencies** and **strengths**. Our processes are lean and networked with those of our partners. In providing our services, we act in a **resource-saving** manner.

We work on external and internal sales and procurement markets at home and abroad **systematically** and **with foresight**.

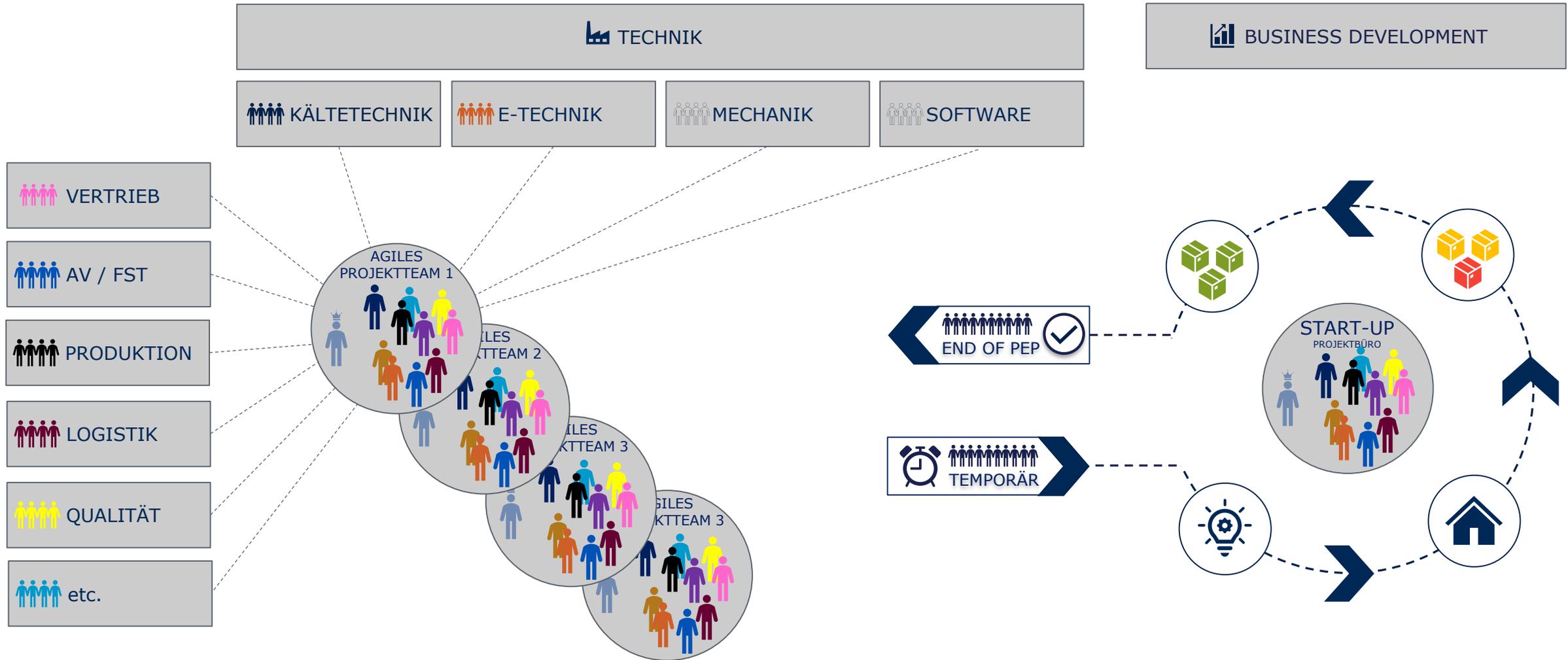
The **constant qualification** of our employees is the result of continuous personnel development. All employees of the group see themselves as part of technotrans. They are united by a **uniform corporate culture**.

As a listed company, we have achieved **sustained growth** and **profitability**.

# CENTRAL TECHNICAL DEPARTMENT



# CENTRAL TECHNICAL DEPARTMENT & START-UP



# TERMOTEK NEW BUILDING BADEN-BADEN

 termotek



1800 m<sup>2</sup> administration  
3600 m<sup>2</sup> production  
Production start August 26, 2019

# TERMOTEK LEAN MANUFACTURING BADEN-BADEN



# MODULAR CONSTRUCTION KIT GROUP-CHILLER



- › first joint, cross-location development
- › modular group platform for 1 - 330 kW
- › 3 independent series
- › 2 equipment lines (PURE / XTEND)
- › Product launch 2nd half year 2020



# CONTACT

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# DISCLAIMER

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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.