

technotrans 

Annual General Meeting 2023

power to transform –
strategy into results

May 12, 2023



Change of framework conditions

Production capacity
Covid -19
Geopolitical situation
Supply chain issues
Protectionism
New Work
Digitalisation
Ukraine conflict
Inflation
Skilled worker shortage
Shortage of raw materials
Legal requirements
Climate change
Semi conductor shortage
Energy revolution





Financial year 2022



Thank you



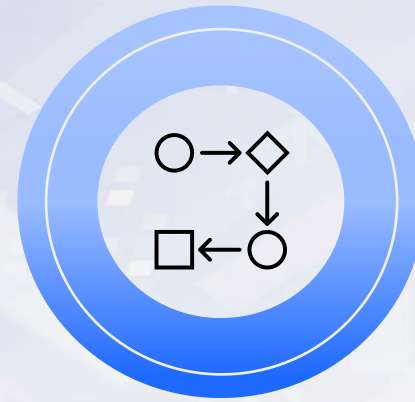
Factors of success



Operative progress

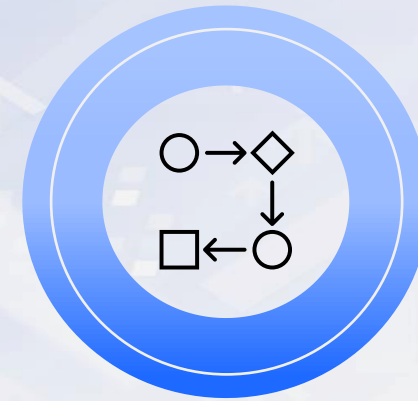


Strategy & Focus

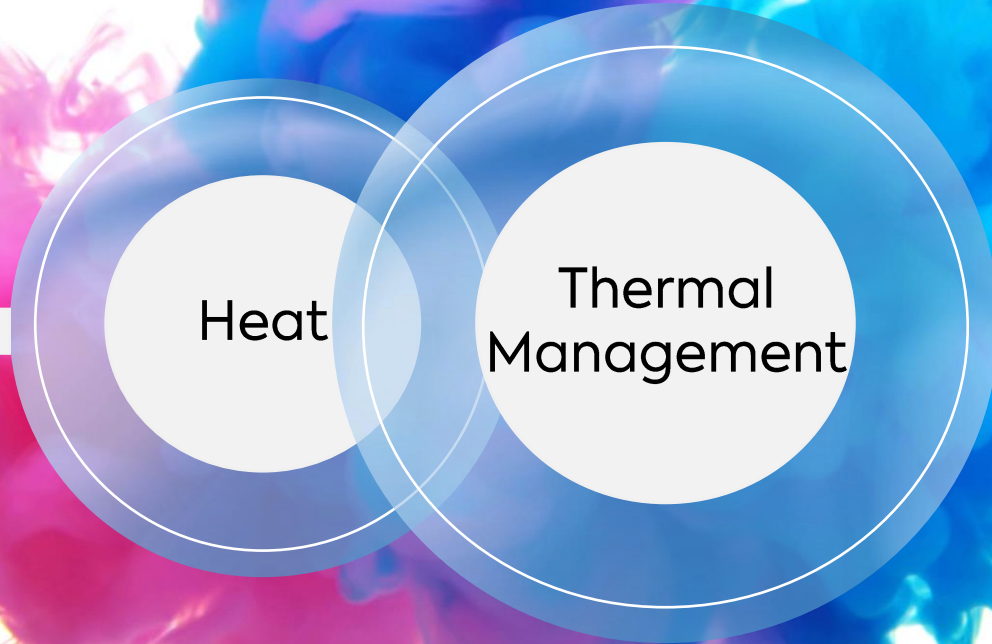


Transformation

Factors of success



Electrification
Digitalization
Decarbonization

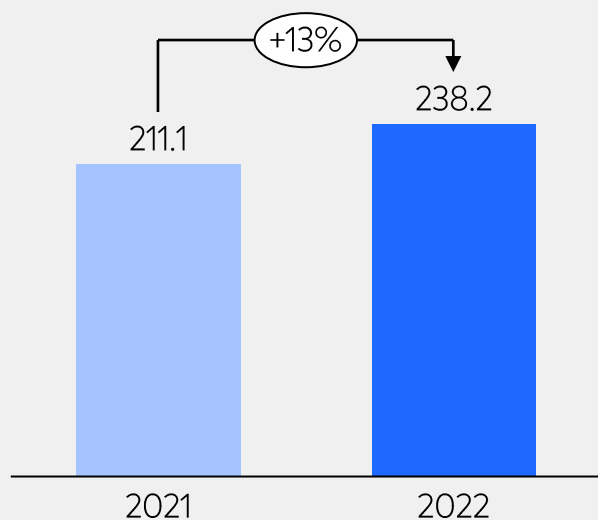


technotrans 

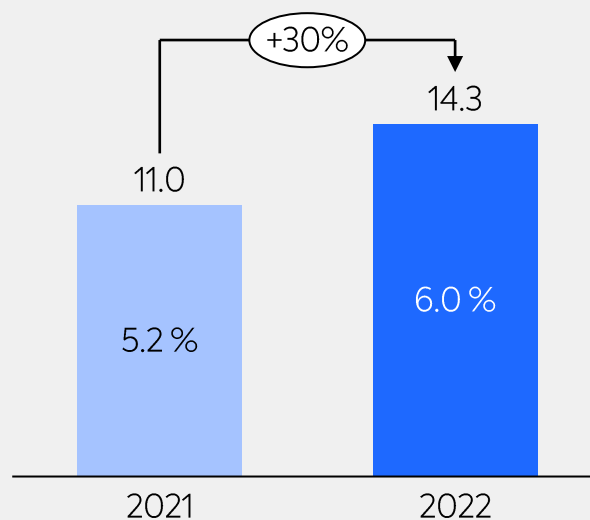


Fiscal year 2022: KPIs significantly increased

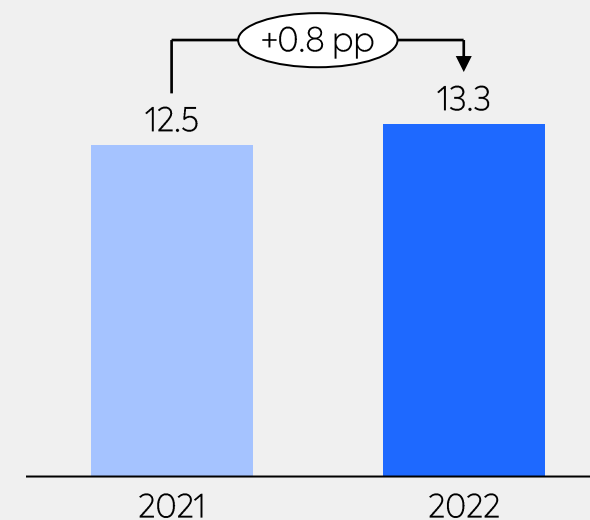
Revenue (m€)



EBIT (m€) / EBIT margin (%)



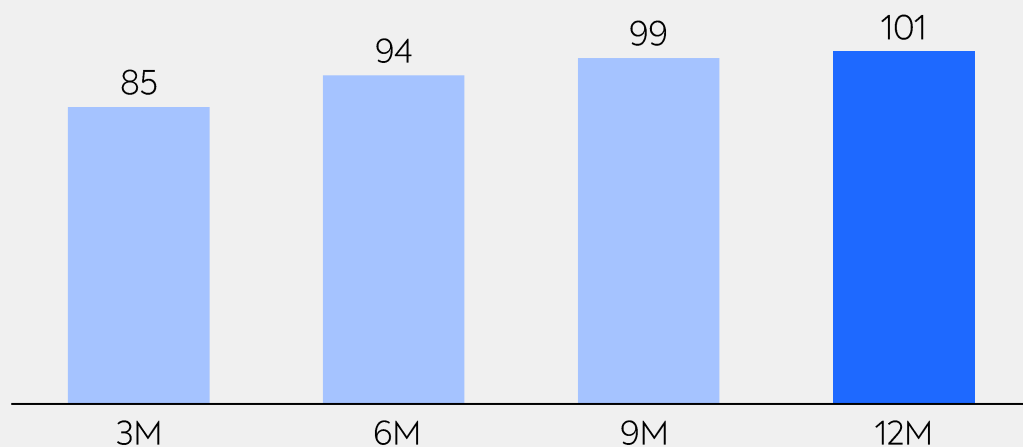
ROCE (%)



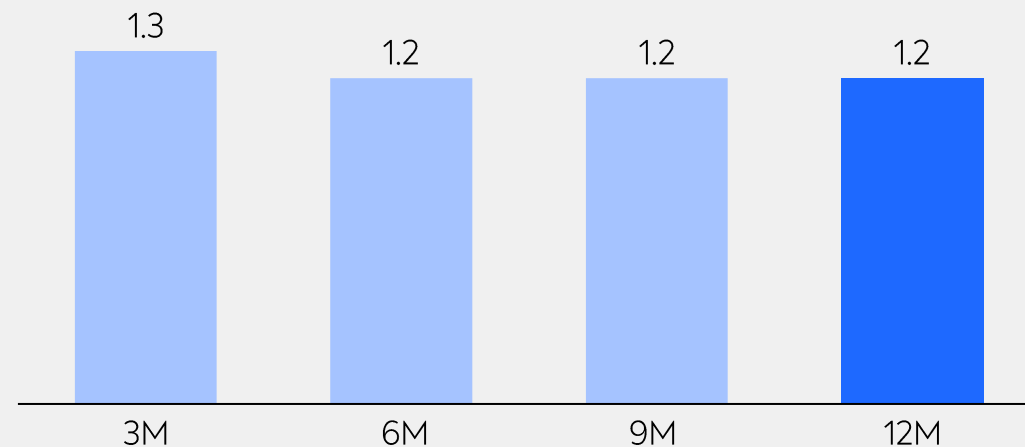


Strong order situation 2022

Order Backlog (m€)



Book-to-Bill-Ratio*

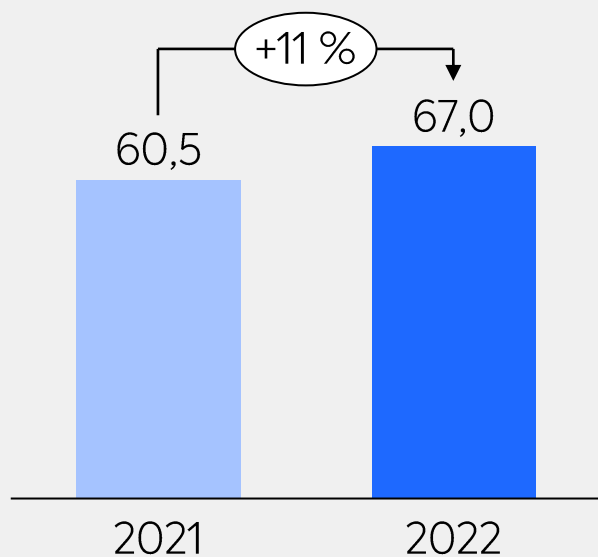


*) german production sites

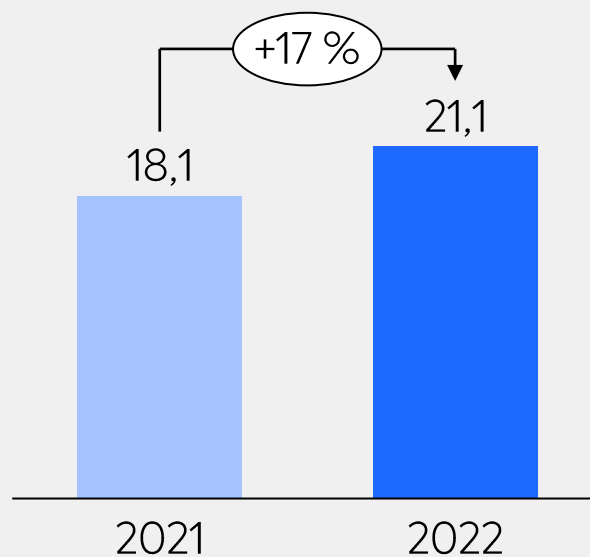


Positive Ertragsentwicklung

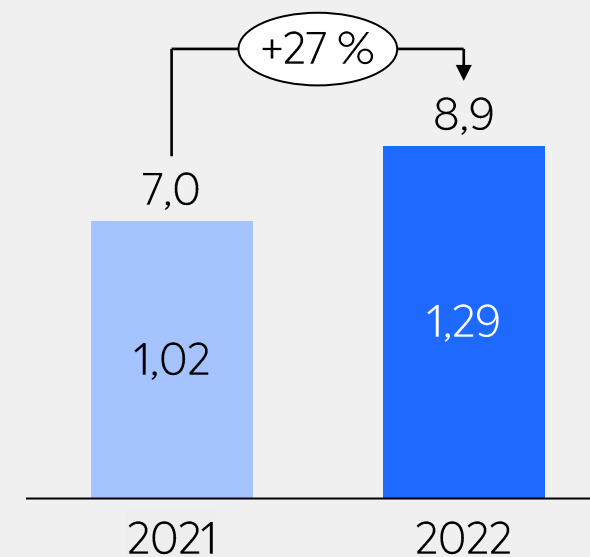
Bruttoergebnis (M€)



EBITDA (M€)



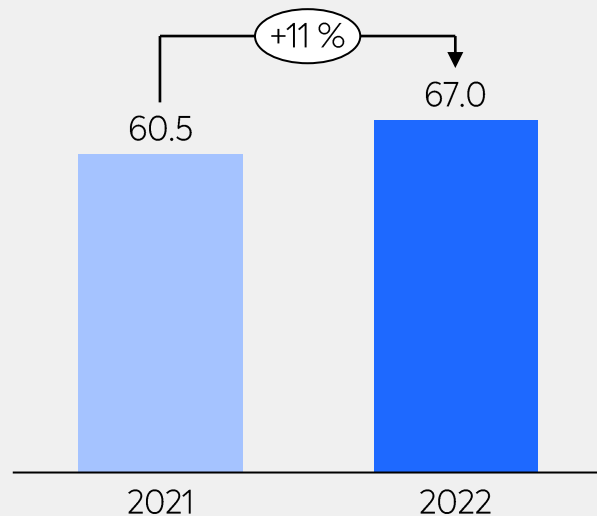
Jahresergebnis (M€)
Ergebnis pro Aktie (€)



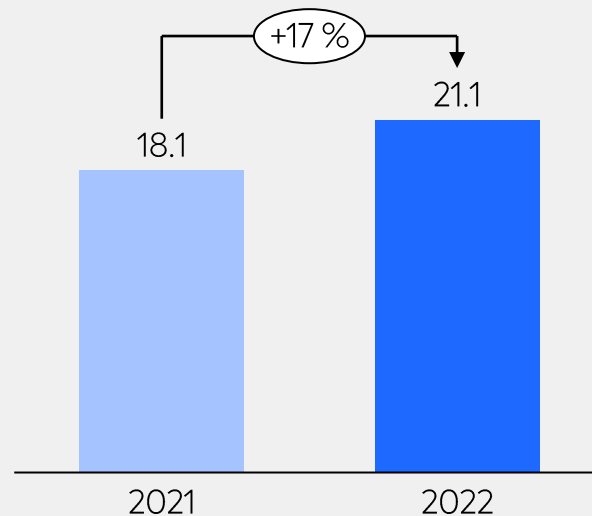


Positive earnings performance

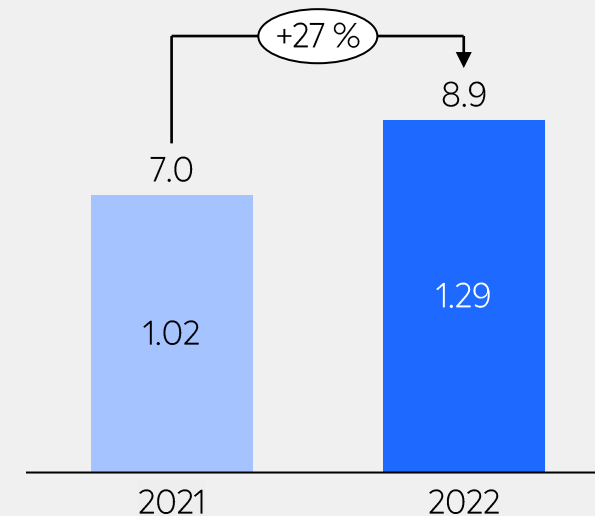
Gross profit (m€)



EBITDA (m€)



Net profit for the period (m€)
EPS (€)



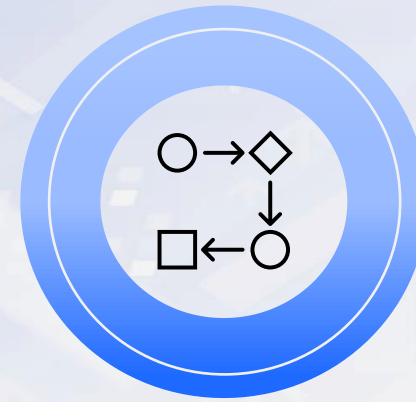
Factors of success



Operative progress



Strategy & Focus



Transformation



Strategy Phase I – successfully completed!

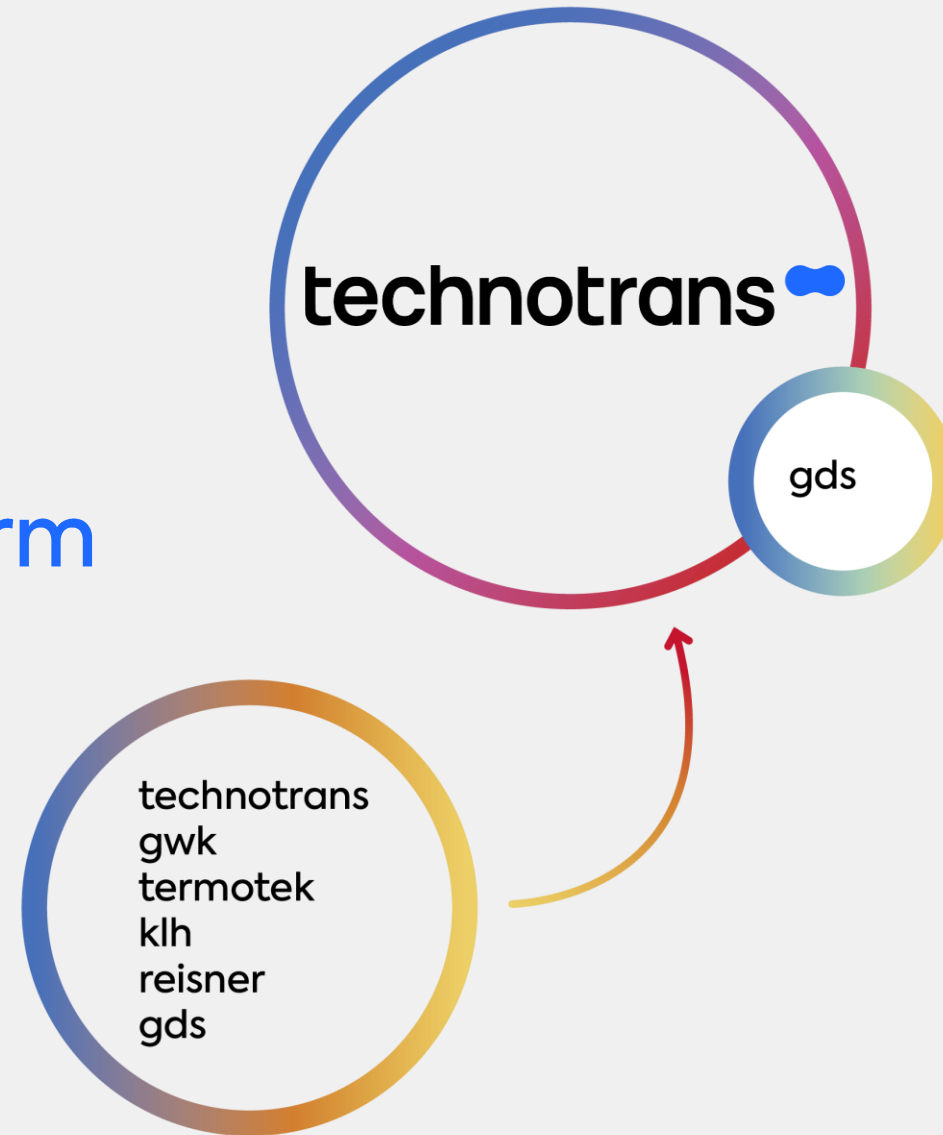


- Continuation of the initiated **transformation process** based on existing core competencies
- **Concentration on focus markets**
- Establishment of a **market-oriented organizational structure**
- **Merger** of individual group companies
- **Consolidation** through use of group-wide synergy effects, expansion of shared services
- Expansion **sustainability / ESG**
- **Strengthening** technotrans as one brand



A strong Brand

power to transform



Factors of success



Operative progress



Strategy & Focus

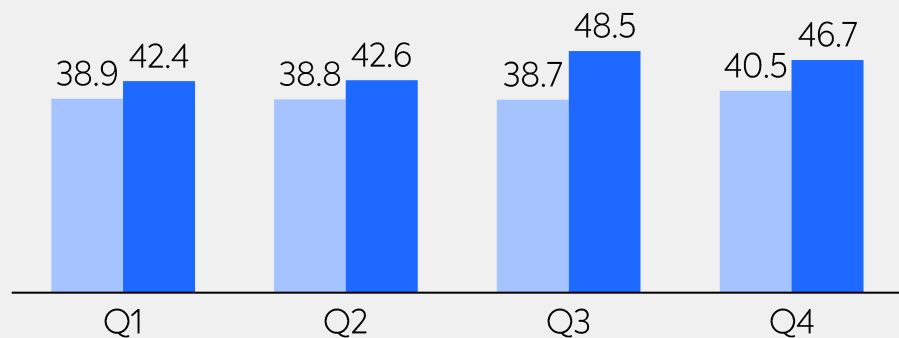


Transformation



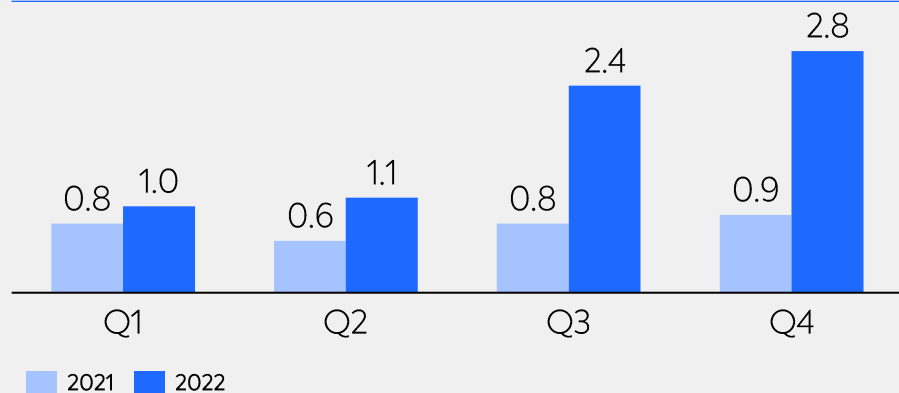
Segment Technology

Revenue 2021/2022 by quarters (m€)



- Segment revenue increased by 15 %
- High demand in all markets

EBIT 2021/2022 by quarters (m€)

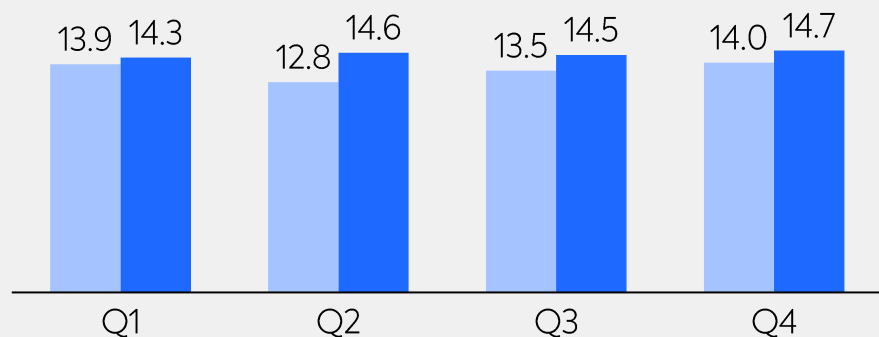


- Segment EBIT more than doubled to €7.3 million (previous year: €3.1 million)
- Segment EBIT rises sharply to 4.1 % (previous year: 2.0 %) due to increase of series production



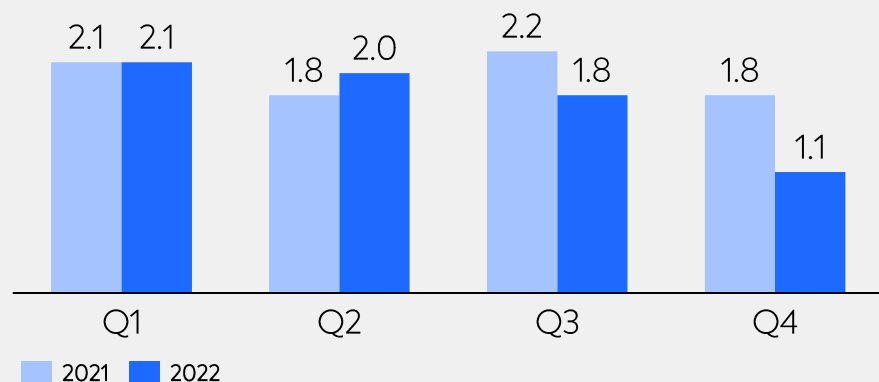
Segment Services

Revenue 2021/2022 by quarters (m€)



- Segment revenue increase by 7% to € 58.0 million (previous year: € 54.2 million)
- Absolute growth driven in particular by Print, Healthcare & Analytics and Energy Management

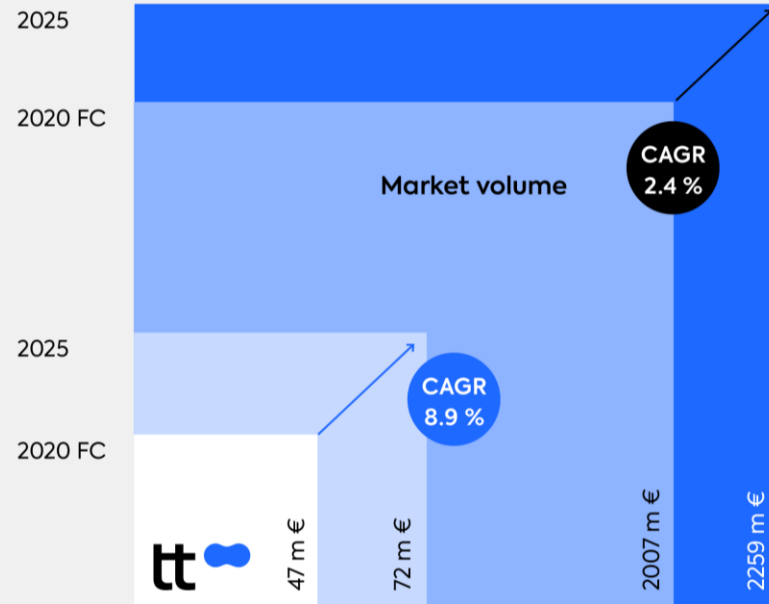
EBIT 2021/2022 by quarters (m€)



- Segment EBIT of €7.0 million (previous year: €7.9 million) reflects, among other things, higher material and fuel costs, increased sick leave and use of temporary workers in the fourth quarter
- Segment profitability temporarily down to 12.0% (previous year: 14.7%)



Plastics



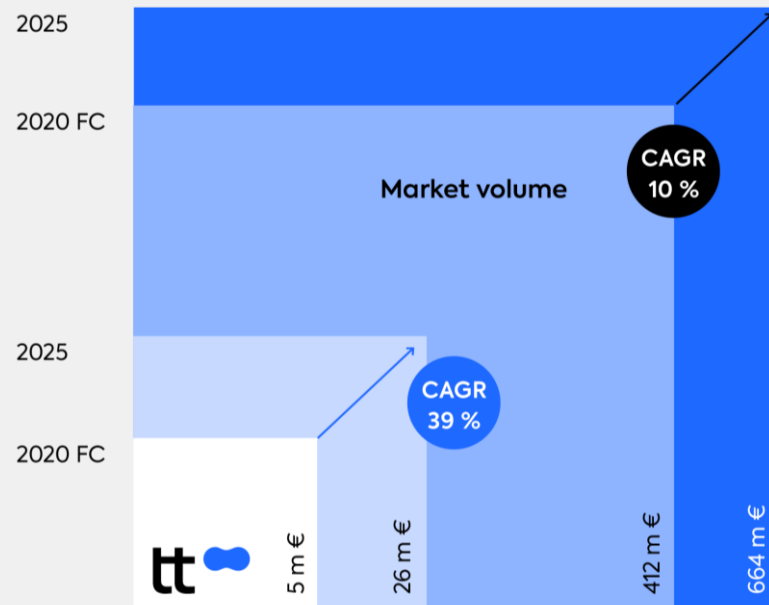
Target 2022 € 55m

12M 2022 € 55m





Energy Management



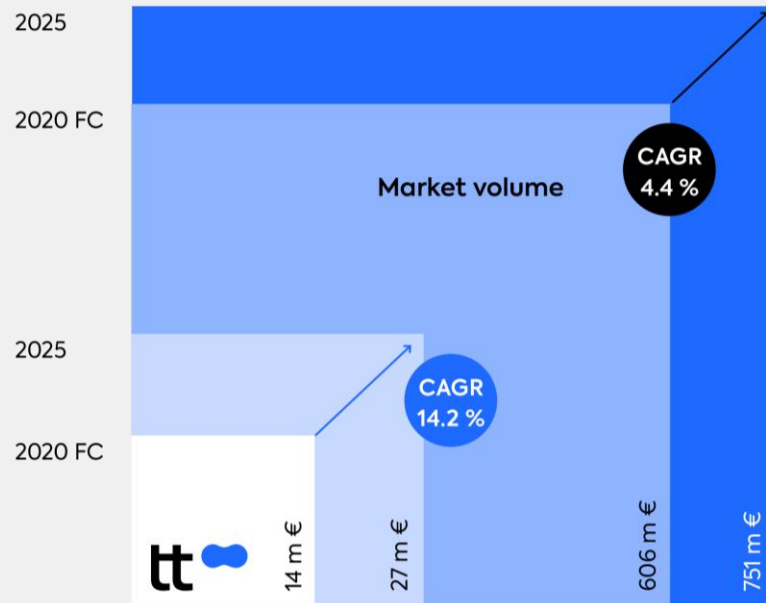
Target 2022 € 10m

12M 2022 € 16m





Healthcare & Analytics



Target 2022 € 18m

12M 2022 € 20m





Print



Target 2022 € 66m

12M 2022 € 82m





ESG-Highlights 2022



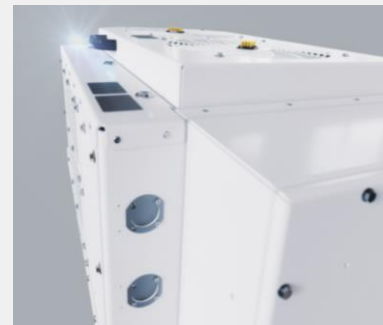
April

Cooling solutions
Circular Economy



July

Photovoltaic
system
Baden-Baden



October

Green hydrogen
Project H2HoWi

March

Digital Only
Concept



June

Cooling solutions
without
refrigerants



August

Weight-
optimised
battery cooling



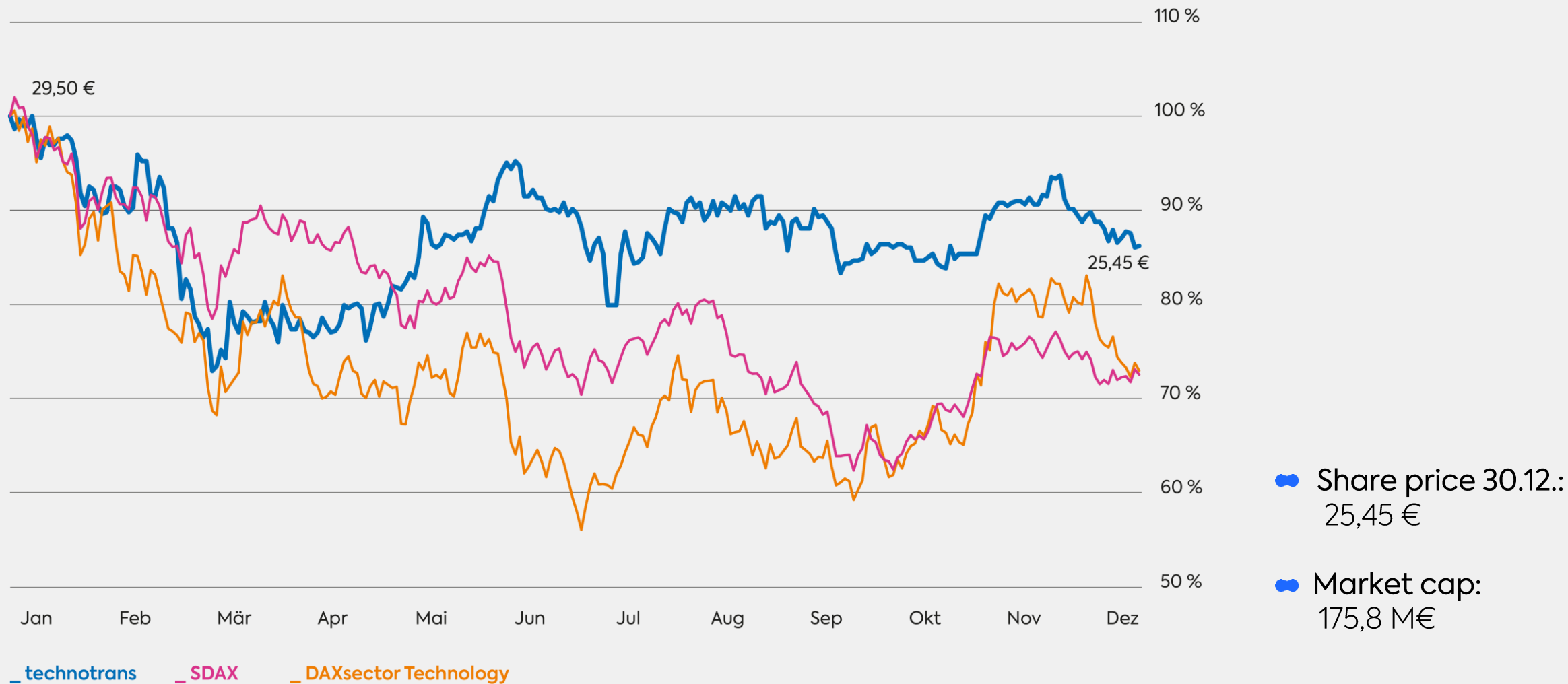


Climate neutrality 2030



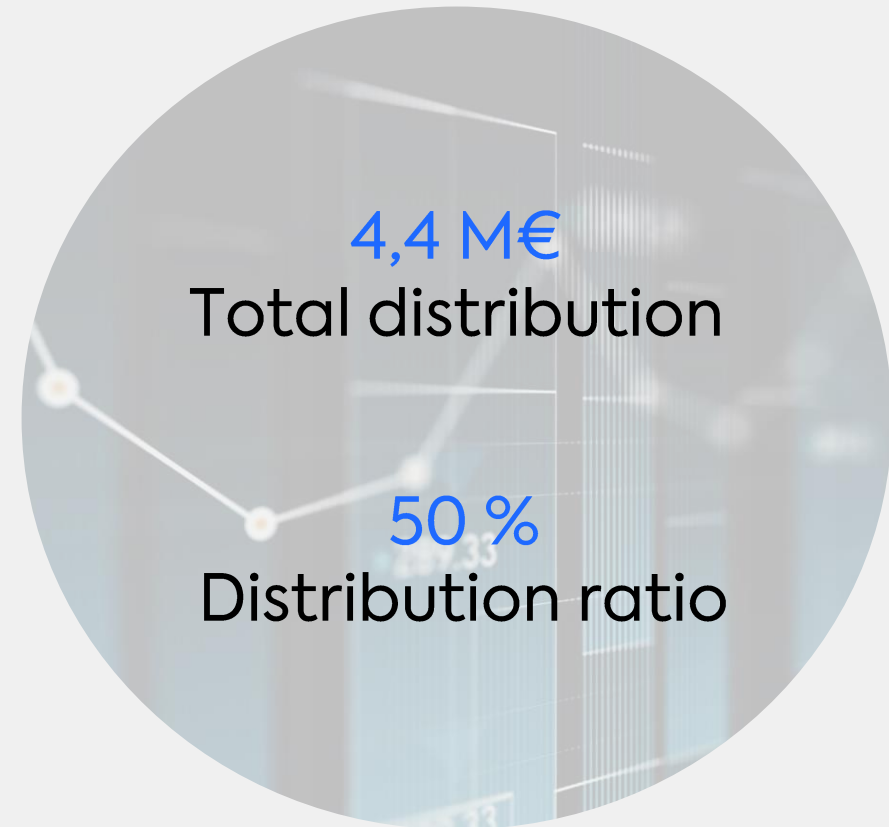
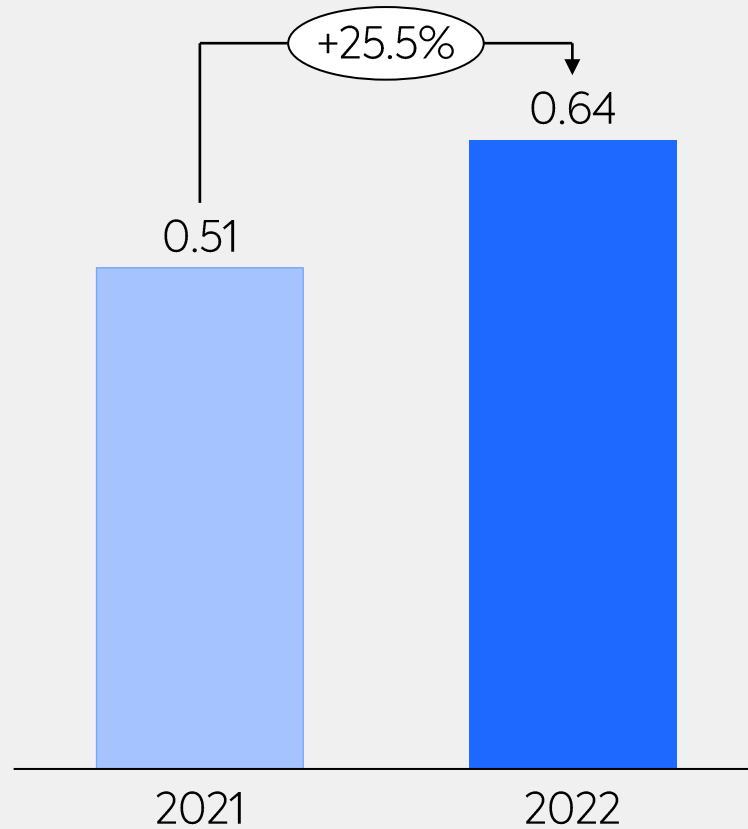


Performance of technotrans shares in 2022





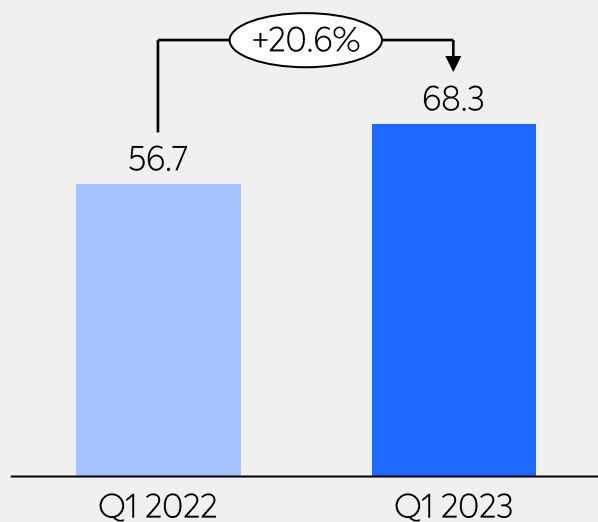
Dividend proposal



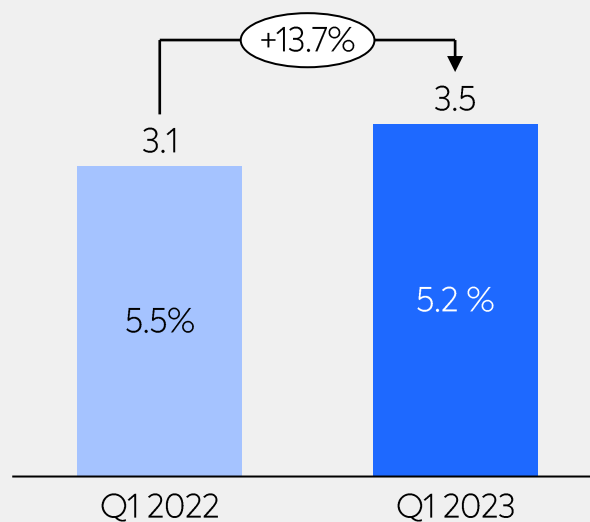


1st quarter of 2023 – Key KPIs

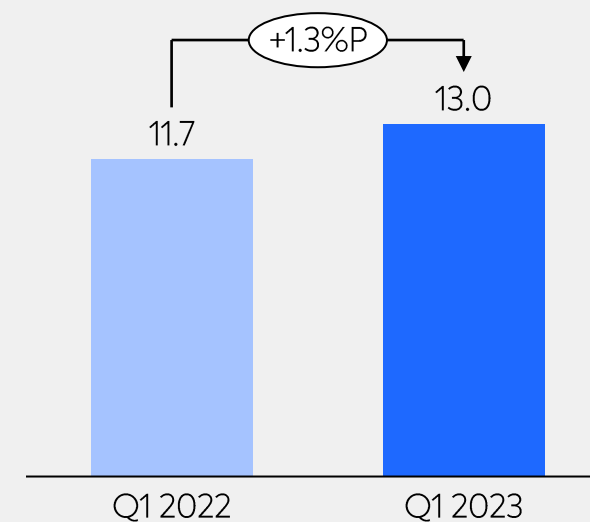
Revenue (m€)



EBIT (M€) / EBIT margin (%)



ROCE (%)





Major order | charging cable cooling e.cool

High Power Charging

Major order received

Over 1.000 units

Delivery quantity in 1 year



Integrated in fast charging parks

USA & Europe

Charging with high power

without loss of efficiency



Development markets

Major order | ADS-TEC Energy

Cooling solution up to 300 kW

for ChargePost ultra-fast charging station

Nomination German Future Prize

Federal President Frank-Walter Steinmeier



Largest series order

in E-Mobility

Production

in Steinhagen





Challenging framework conditions in 2022

OPERATIONS

Influencing variable AVAILABILITY

Lack of availability of raw materials and intermediate products

Longer undefined delivery times of components

Longer transport times

personnel capacities limited



Influencing variable COSTS

Material costs rising

Energy costs exploding

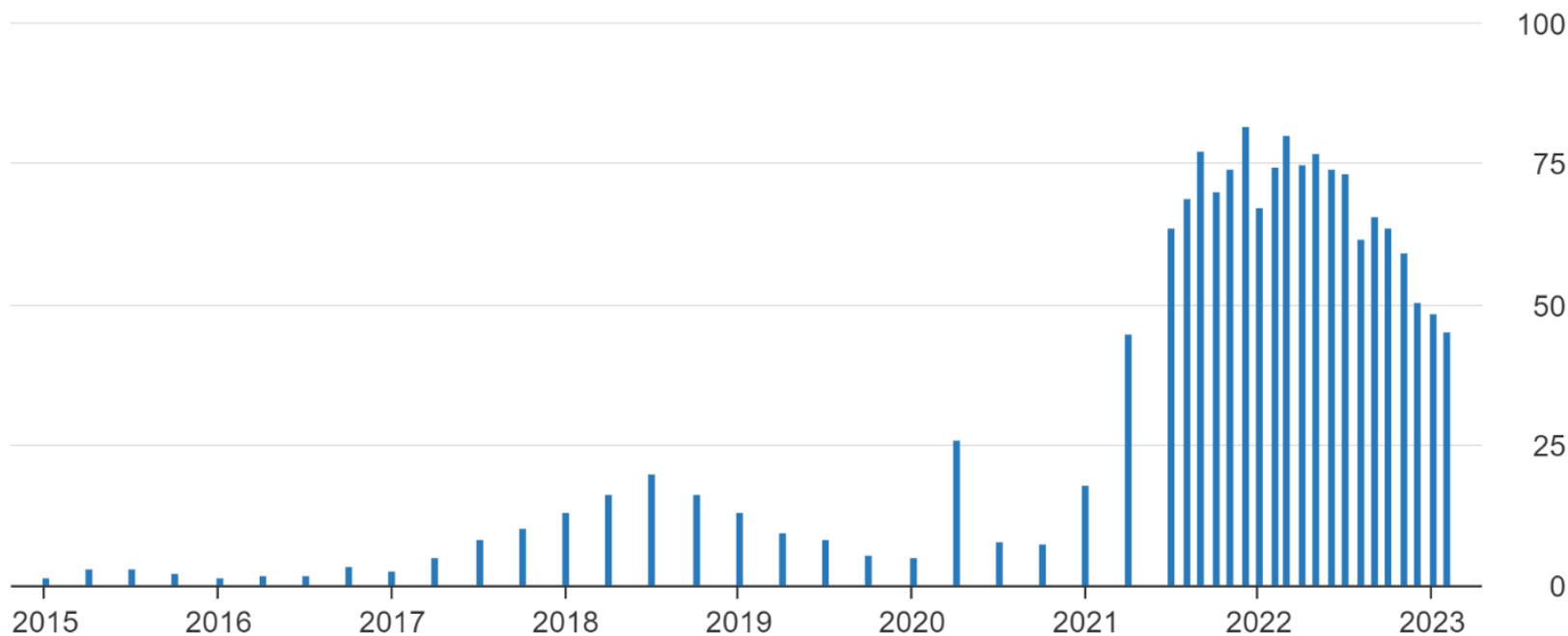
Freight costs higher

Personnel costs increased



Limited material availability

ifo shortage indicator for manufacturing



Source: ifo business surveys, www.ifo.de

© Statistisches Bundesamt (Destatis), 2023

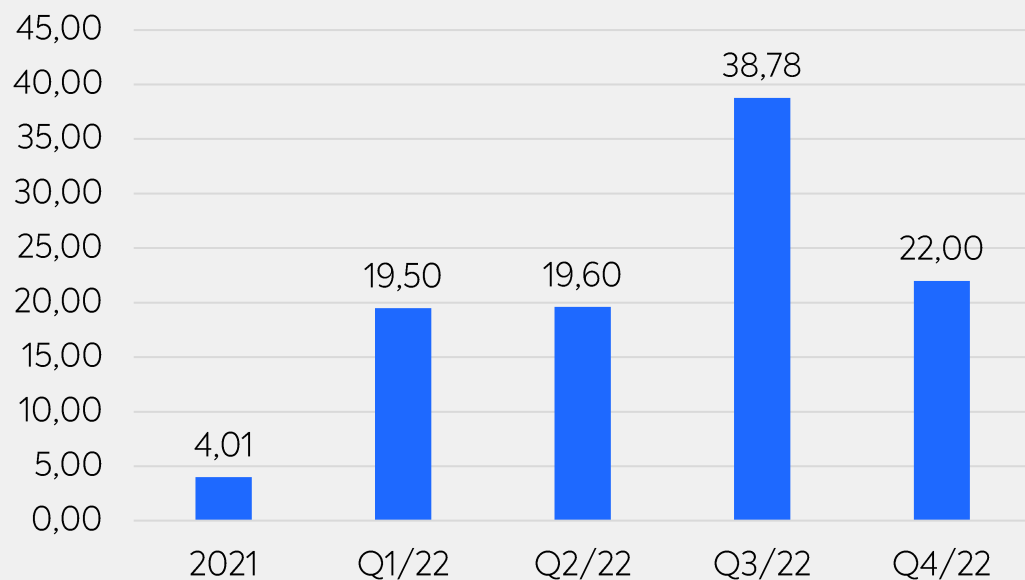
- Up to 82% of all industrial companies are affected by production constraints due to scarce raw materials and input materials.
- Despite a good order situation, not all industrial companies are able to process the orders received.



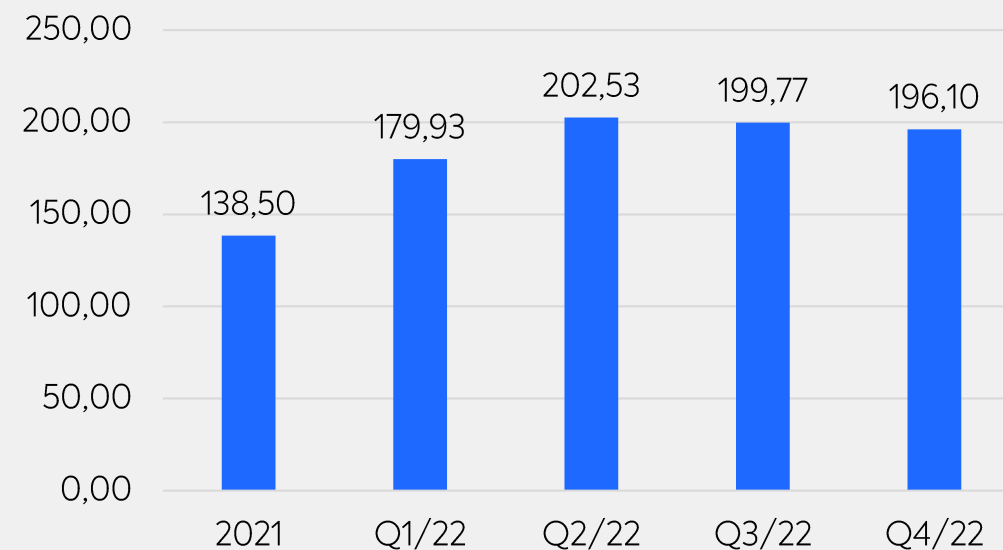
Energy costs



Electricity energy price
Quarter Average ct/kWh



Fuel development
diesel prices ct/l

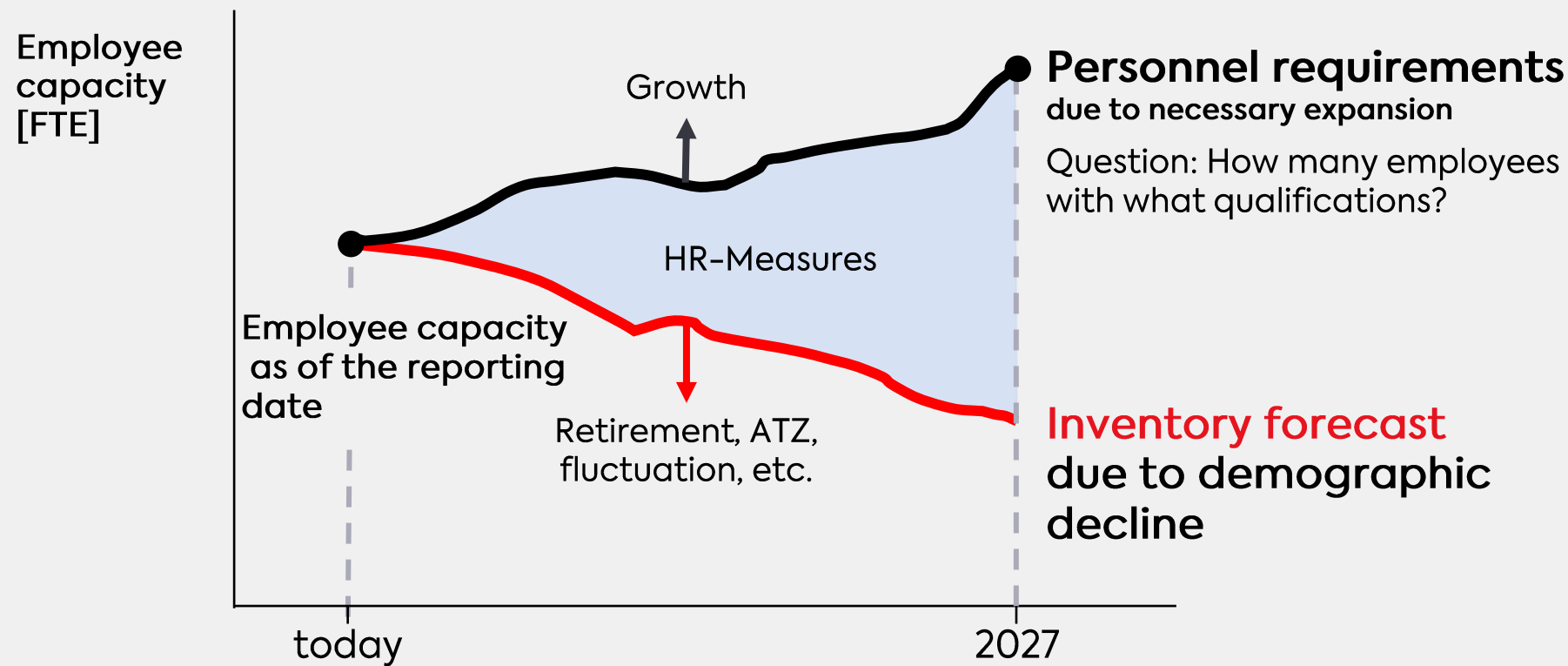


Source: Spritpreis-Entwicklung: Benzin- und Dieselpreise seit 1950 | ADAC



Strategic personnel planning (SPP)

Determination of stock and demand development

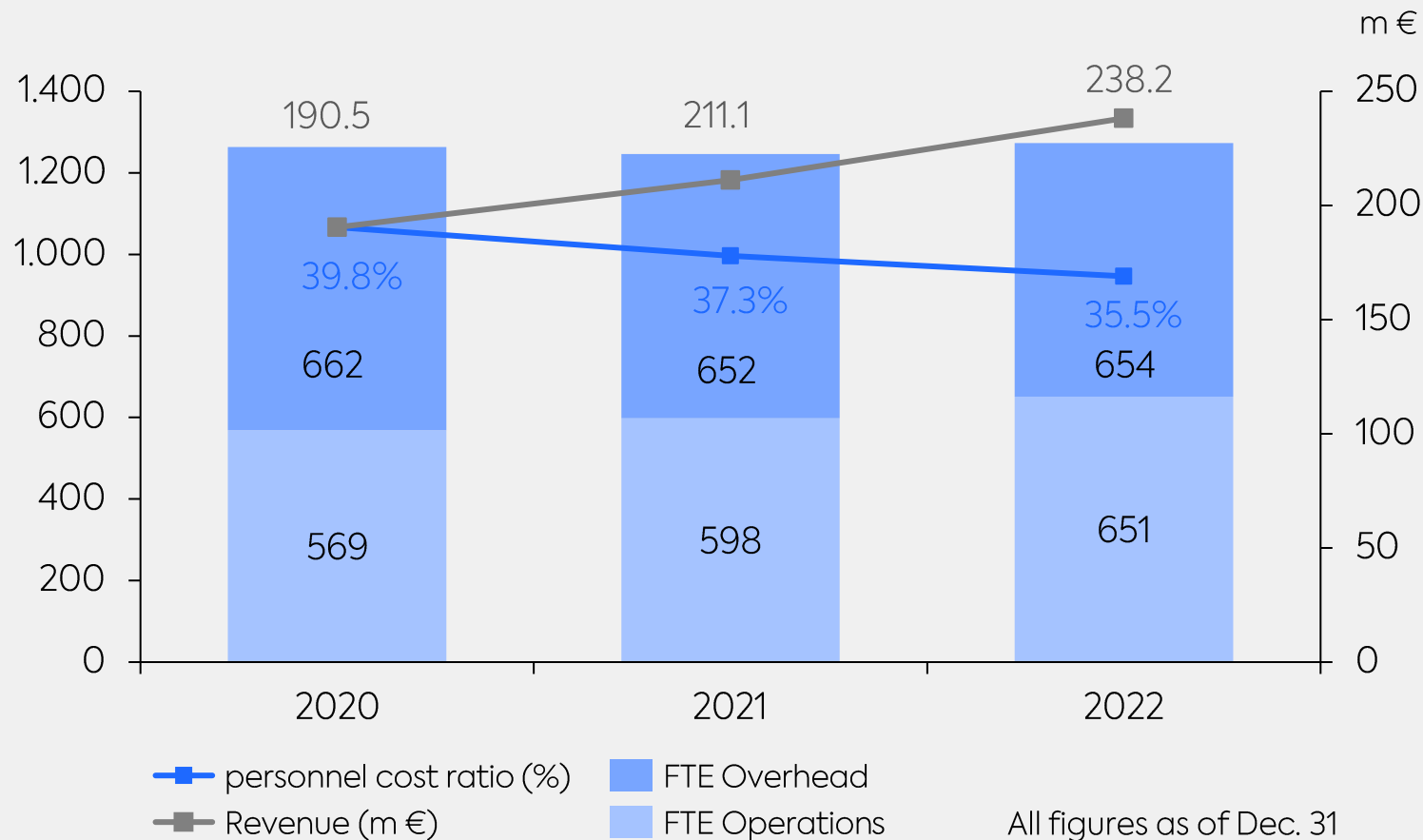


One step ahead of the others:
"Knowing today who will be needed tomorrow."

Under SPP, medium- and long-term HR measures close the gap between demand and inventory at an early stage.



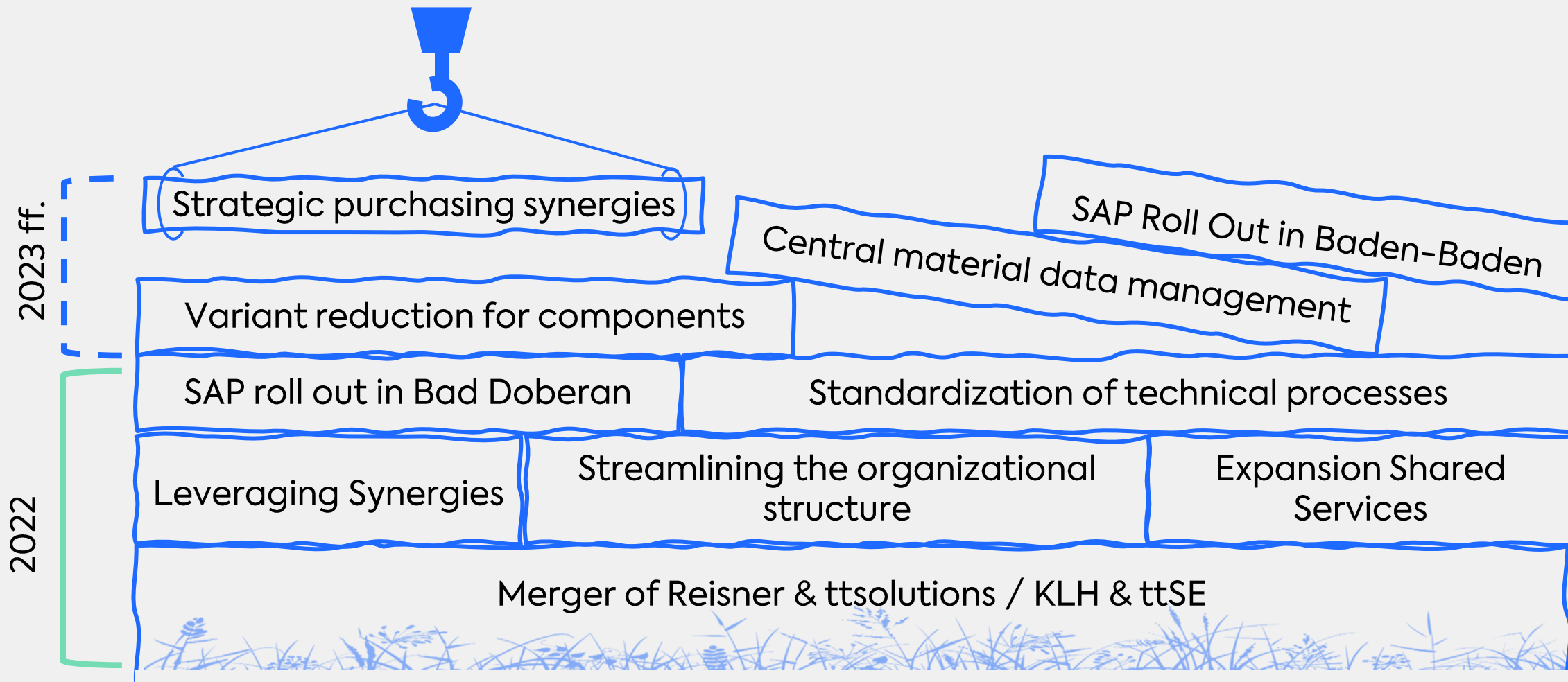
Development of FTE figures and personnel cost ratio



- Personnel cost ratio declines despite rising revenue
- Sales per FTE Operations rising steadily
- Number of value-adding employees increases
- FTE Overhead still below 2020 level



Strategic milestones / efficiency enhancement operations





Space for further growth/plant expansion

Rented location
in Steinhagen

ChargePost
for ADS-TEC



3.000 m²
Building size

1.500 m²
warehouse/logistics
+
1.500 m²
production

Max. 60 workplaces
staff development



Clean room manufacturing in Baden-Baden

Installation of a clean room for production according to cleanliness class DIN EN ISO 1644-1 class ISO 7, ISO 6



Expansion of manufacturing expertise to acquire new customers



Target customers:

- Healthcare & Analytics (opt. Measuring systems)
- Laser
- Semiconductor



Competitive Advantage / USP





Energy-efficient large refrigeration system for outdoor installation

30 years of business relationship

Otto Fuchs, Meinerzhagen

50

Realized projects

80 %

Energy saving



Energy-efficient plant concept

Compression refrigeration
with free cooling

Container refrigeration system

2 MW Cooling capacity



High voltage battery cooling | Megawatt Charging

Battery cooling zeta.road
for high voltage applications

850 V DC
Voltage range

Cooling
of plug and
cable

Cooling module
for megawatt-
charging-systems



Power supply
via high-voltage on-board
network



Temperature control unit | eco.line

Up to 92 %

Power saving

60 to 44 l/min

Flow rate

95 to +180 °C

Temperature spectrum

Up to 620 kW

Cooling capacity

Compact temperature control unit
Extension

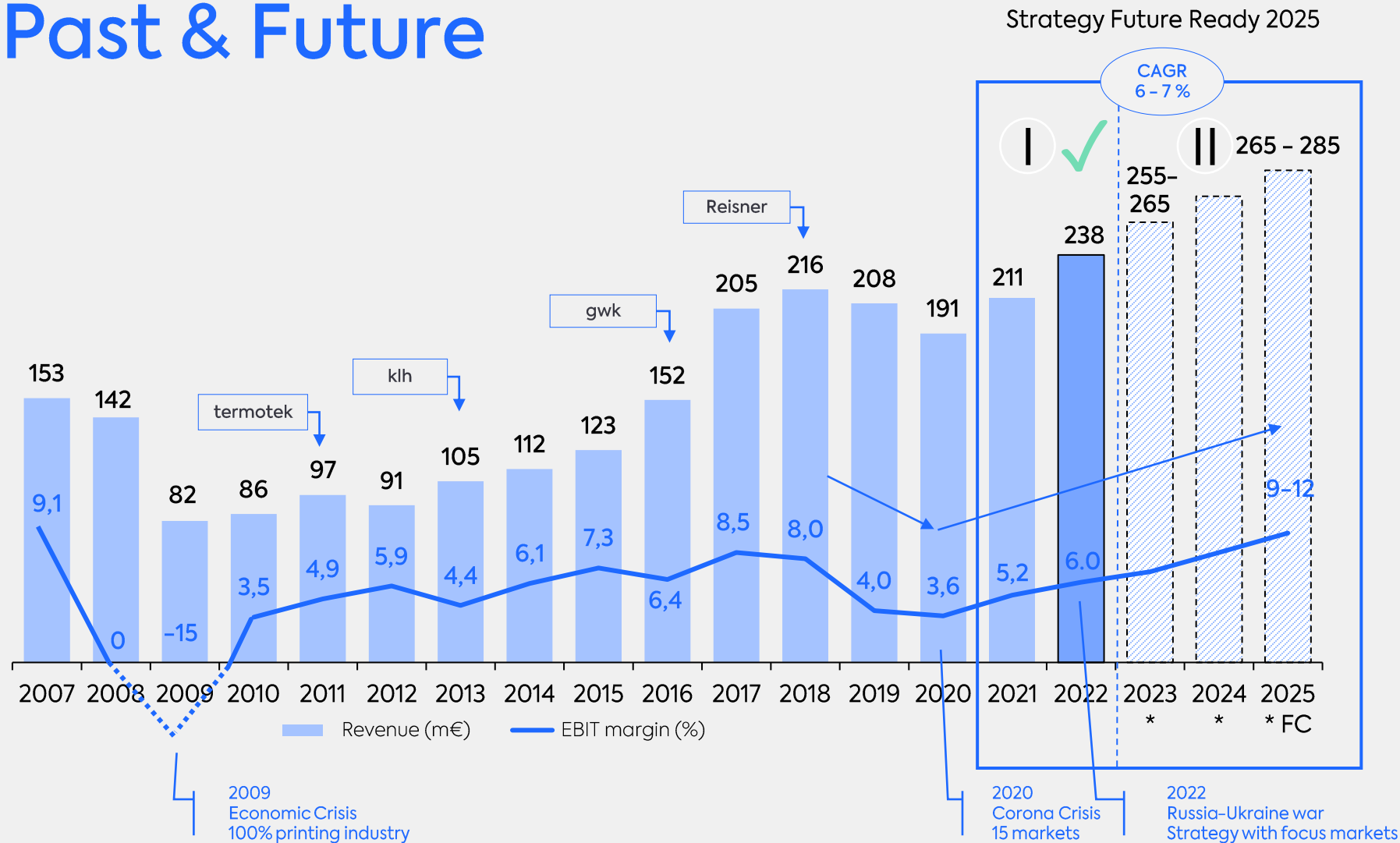
9 – 72 kW

Heating capacity





Past & Future



- 2010 – 2018
Profitable growth through acquisitions
- 2020
Presentation Strategy Future Ready 2025
- 2021
Turnaround
- 2021 – 2025
Organic growth, Acquisitions „on-top“
- 2022
Strategy Phase I successfully completed
- 2023
Strategy Phase II successfully launched

*) for illustrative purposes only



Future Ready 2025 – Strategic Milestones

2021 – 2022

Phase I: Stability & Profitability

- Continuation of the initiated **change process** based on existing core competencies ✓
- **Concentration on focus markets** ✓
- Establishment of a **market-oriented organizational structure** ✓
- Expansion **sustainability** ✓
- **Consolidation** through use of group-wide synergy effects, expansion of shared services ✓
- **Merger** of individual group companies ✓
- **Strengthening** technotrans as one brand ✓

2023 – 2025

Phase II: Profitable Growth & Investment

Accelerated growth based on:

- Findings from Phase I
- Consistent **concentration on focus markets** (domestic and international markets)
- **International business expansion**
- **Innovative product** development
- Use of **new technologies**
- **M & A**



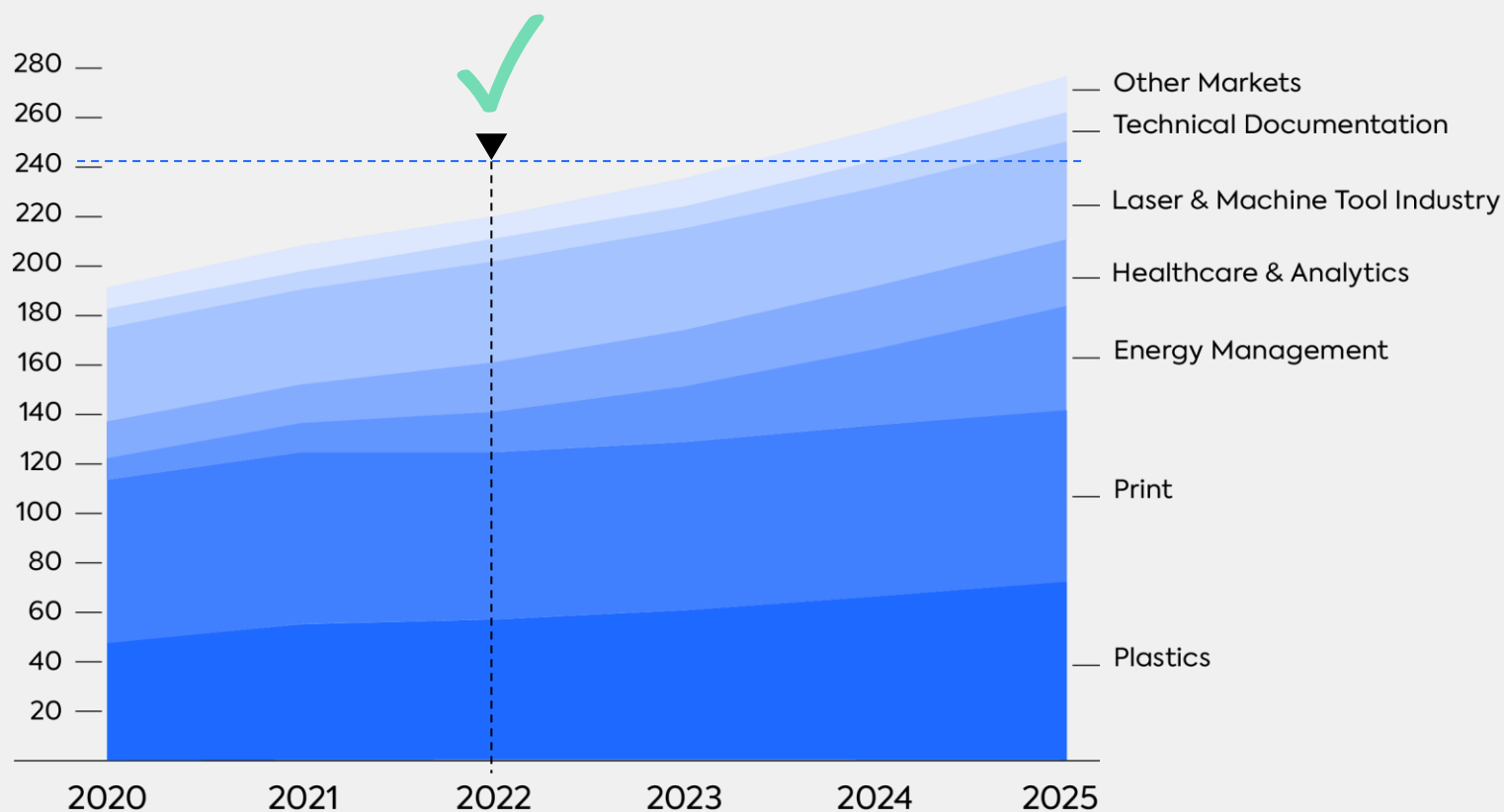
Focus markets remain growth drivers 2023





Update Strategy Future Ready 2025

technotrans accelerates implementation speed of Strategy Future Ready 2025





Outlook 2023

6.2 – 7.2 %

EBIT-Margin

15.8 – 19.1 m€

EBIT

255 – 265 m€

Group revenue

Guidance
2023

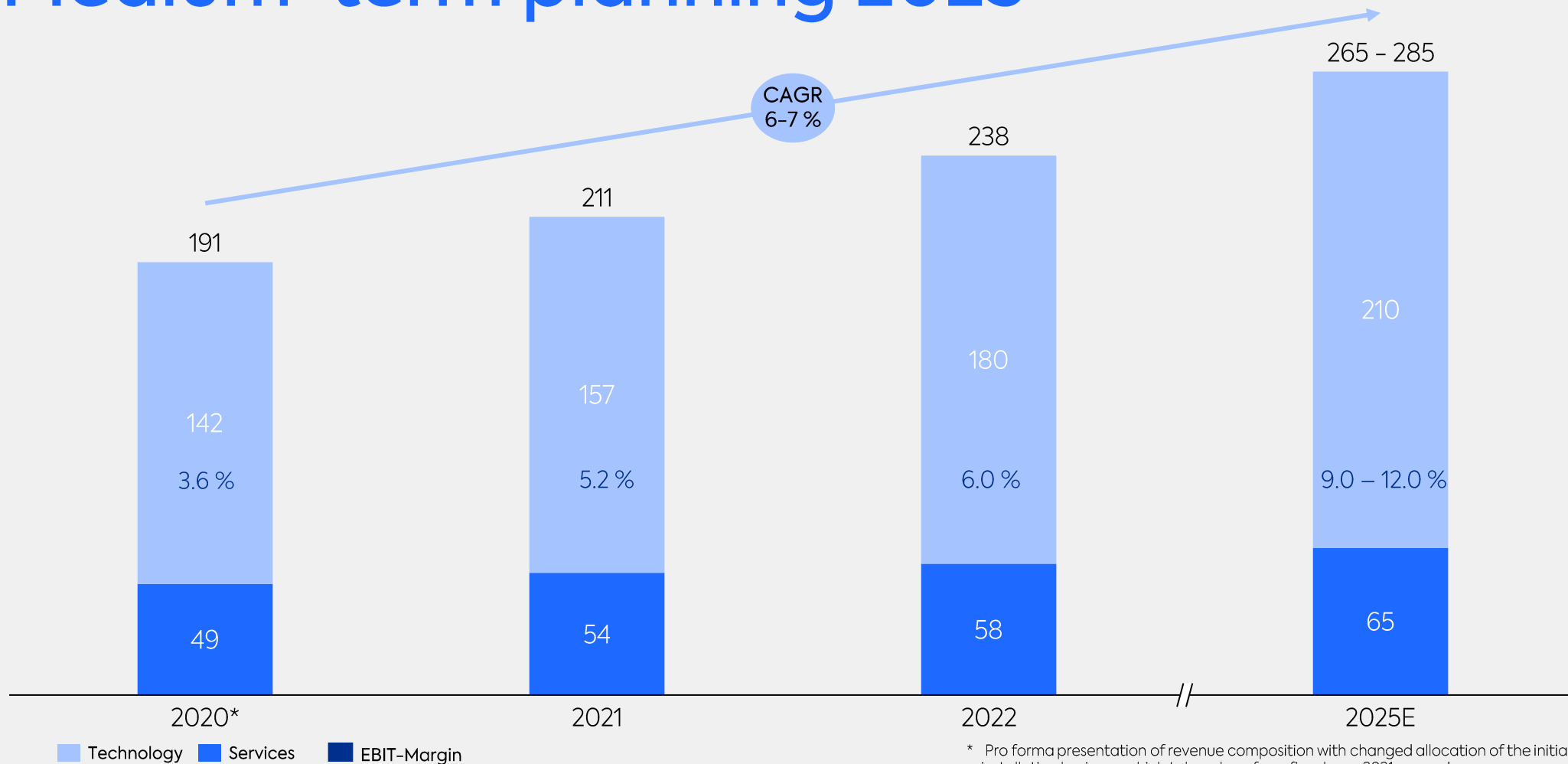
13.5 – 14.5%

ROCE





Medium-term planning 2025



* Pro forma presentation of revenue composition with changed allocation of the initial installation business, which takes place from fiscal year 2021 onwards..

technotrans

Stability and profitability.

Transformation for a better future.



Contact

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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.