

**technotrans building and expanding: breaking new ground in Gersthofen**

*One of the largest real investments in the company's history / relocation from Stadtbergen creates space for doubling of capacity / new "Cleaning Systems" product area*

technotrans AG  
Robert-Linnemann-Str. 17  
48336 Sassenberg  
Germany  
Telephone +49 2583 3010  
Telefax +49 (0) 2583/301-30  
www.technotrans.de

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technotrans, the leading systems supplier of peripheral equipment for offset printing presses and systems for the manufacturing of microstructures, has started work on its the building which will extend capacity in the Augsburg region. At the ground-breaking ceremony on January 28 in Ziegeleistrasse, in Gersthofen's Southwest Trading Estate, Heinz Harling, Chairman of the Board of Management of technotrans AG, based in Sassenberg near Münster, unveiled the plans for one of the largest real investments in the company's history: "Our new building in Gersthofen will treble production and office space at this our second German location. We are consequently preparing to manufacture products for the new product area of Cleaning Systems here, in addition to the Ink Systems product area that has until now been based in Stadtbergen." The market launch of the new "blanket cleaners" – which perform the function of cleaning the printing cylinders on a printing press – is scheduled for the second half of 2005, with building work due for completion by as early as September.

The new production and office building in Gersthofen will be entirely in the company's colours of blue and white. On a site covering almost 18,000 m<sup>2</sup> there will be over 7,500 m<sup>2</sup> of office, production and store area, spread over a three-storey office block, a single-storey reception and recreation zone and a single-storey production and storage hall with integral 2-storey office zone.

technotrans again commissioned Altfrohne Planungsgesellschaft mbH, of Warendorf, with the task of planning the building work; the contractor for turnkey construction is the Probst company, of Oelde. The current investment volume amounts to € 6 million. The company's existing premises in Stadtbergen, comprising a 3,500 m<sup>2</sup> plot of land with 2,500 m<sup>2</sup> of office, recreation, production and storage space, is to be sold once the new premises have been occupied.

**Augsburg area – a conscious choice**

As an international enterprise, technotrans could have established the new production location at any of its subsidiaries worldwide, for instance in Beijing or

Chicago – so why did it opt for the Augsburg region? "Our choice of location was swayed on the one hand by the fact that our largest customers, German printing press manufacturers, are likewise strongly represented in South Germany," explained Harling. "On the other hand, we were already able to recruit a number of experts locally for our Blanket Cleaners project team; thanks to their many years of experience they will enable us to 'hit the ground running' when we enter this new market. And this team will be strengthened by the recruitment of further specialists over the next few months – after all, we've ample space to accommodate them!"

Alois Scharf, Head of the local branch, was also decidedly upbeat: "We are of course delighted at the decision to invest in a new plant in Gersthofen. The physical limitations that we were experiencing at our plant in Stadtbergen no longer apply, the workforce will now benefit from state-of-the-art facilities and the growth prospects offered by the creation of the new product area will secure the long-term future of the location. technotrans currently employs around 75 people in Stadtbergen. "The new product line has met with considerable interest within the industry. We have therefore made preparations for doubling the workforce at this location in the medium term." A prospect that was already taken into account when the new building complex was planned: the building could in theory be extended by a further 30 percent.

### **"More technotrans per printing press"**

For many years now, technotrans has been successfully pursuing the strategy of gradually tapping fresh potential for growth through new products, based on the ambition to achieve "more technotrans per printing press". Its aim remains to achieve a world market share of at least 50 percent in every product area. From mid-way through this year, the new cleaning systems will be contributing towards the future growth of the company. As a systems supplier to the printing industry, technotrans is tapping into an entirely new market that has a worldwide market volume of € 120 to 150 million with a development of its own. "The new building establishes the basis for commencing volume production efficiently straight after market launch," explained Harling.

As a systems supplier to the printing industry, technotrans has two production plants in Germany. The group had over 650 employees in 2004, around two-thirds of them based in Germany. The target consolidated revenue for 2004 was € 115 million.

**Illustration (views)**

The new production and office building in Ziegeleistrasse, Gersthofen, will be entirely in the company's colours of blue and white. On a site covering almost 18,000 m<sup>2</sup> there will be over 7,500 m<sup>2</sup> of office, production and store area: a three-storey office block, a single-storey reception and recreation zone and a single-storey production and storage hall with integral 2-storey office zone.

**Illustration (outdoor facilities)**

The new technotrans building trebles the company's capacity in South Germany: the floor space of the building comprising office, recreation, production and storage areas totals 5,850 m<sup>2</sup>, areas of greenery account for 7,500 m<sup>2</sup>, parking spaces take up 1,400 m<sup>2</sup> and driveways and roads a further 3,200 m<sup>2</sup>. The building can be extended by a further one-third if necessary.

technotrans AG - ISIN DE0007449001

technotrans Corporate Communications  
Thessa Roderig  
Tel. +49 (0) 2583 301887  
e-mail [roderig@technotrans.de](mailto:roderig@technotrans.de)