

technotrans increases revenue and result in Q1 2007

revenue on track: up 1.6 percent to € 38.4 million / EBIT up 5.2 percent to € 4 million / net profit for the period € 2.2 million or € 0.33 per share / optimistic outlook confirmed

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technotrans is again able to report a successful start to the financial year of 2007. The technotrans Group was able to increase its revenue to € 38.4 million, a rise of 1.6 percent on the previous year's first quarter (€ 37.8 million). The European companies performed particularly well, whereas America is, as expected, down on the previous year due to the relinquishing of trade revenue. At group level, the latter development was compensated for in part by the acquisition of rotoclean and its technologies, which are included in the financial statements for the first time.

As expected, the operating result also improved. The rise in revenue compares with an increase in earnings before interest and taxes (EBIT) of 5.2 percent to just under € 4.0 million (previous year € 3.8 million).

As a result of the negative profit contribution from America and China, the effective tax rate rose to 41.7 percent in the first quarter. The net income for the period was consequently only € 2.2 million (previous year € 2.3 million). This corresponds to basic earnings per share of € 0.33 (previous year € 0.35).

The total number of employees within the group rose by 9.2 percent during the first three months, from an average of 703 to 768. This time the rise in employees was sharper in Germany (+11 percent) than at the international subsidiaries (+5.6 percent).

The Segments

The **Technology Segment** generated revenue of € 29.3 million in the first quarter, which is broadly unchanged from the corresponding quarter of the previous year (€ 29.6 million).

The result for the segment of €2.3 million is still well down on the corresponding prior-year figure (€2.8 million), and the EBIT margin is 7.9 percent. The higher overall cost of labour and a slight rise in the cost of materials diminished the result for the segment in the first quarter. roto-clean business made only a minor contribution towards the segment result.

The **Services segment** made a dynamic start to the new year, posting revenue of €9.1 million (previous year €8.2 million, +11.5 percent). The segment's profitability also developed well. EBIT reached €1.5 million, a marked improvement on the previous year (€0.9 million), and the margin thus rose to 16.9 percent.

Outlook

In the most important markets of the USA and Germany, capacity utilisation is growing and printers' propensity to invest is rising. Experts believe that the reinvestment cycles of American companies, which had lengthened considerably in recent years, will shorten again significantly. Developing countries in both Asia and South America are moreover becoming increasingly significant, posting growth rates way above the average. "Printing press manufacturers' healthy levels of incoming orders, revenue and order backlogs should therefore guarantee that technotrans' basic business should continue to flourish," says Heinz Harling, Chairman of the Board of Management of technotrans AG.

"By introducing new products and in particular by entering the market for cleaning systems, we will furthermore be able to tap into considerable additional potential that will be a driving force behind growth over the next few years. By expanding our international network, we will also be able to access markets where we previously did not have any direct sales and service operations of our own," says Dirk Engel, CFO of technotrans AG. "We have recently taken a further step in this direction by establishing our new base in Australia, and the establishment of further subsidiaries in the United Arab Emirates and Russia are currently in the pipeline. On top of this, we are currently developing our location in China into a fully-fledged production plant that will shortly start manufacturing complete devices for the local market."

"We are satisfied with our start to the 2007 financial year and expect to achieve our targets for the year as a whole: revenue of €160 to 165 million and net income of €10.5 to 11 million," Engel sums up the outlook for the current fiscal year.

Note: Any forward-looking statements contained in this report represent our best judgment as to what will occur in the future. The Company's actual results could differ materially from those forecast, depending on a number of competitive and economic factors, some of which are and will be outside the control of the Company.

Download: Interim Report 1-3/2007 can be downloaded from the Internet on www.technotrans.com, under Investor Relations - Reports.

Dates: The Annual Shareholder's Meeting will take place on May 11, 2007, in Münster/Germany. Publication of the Interim Report 1-6/2007 is scheduled for August 6, 2007.

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technotrans Group
Key figures acc. to IFRS

	Change Q1 06/07		1.1.-31.3.07	1.1.-31.3.06	2006	2005
Earnings						
Revenue	1.6%	€ '000	38,417	37,825	151,272	129,787
Print	-1.2%	€ '000	29,291	29,638	115,723	99,871
Services	11.5%	€ '000	9,126	8,187	35,549	29,916
Gross profit	-2.1%	€ '000	12,932	13,216	50,445	44,408
EBITDA	10.0%	€ '000	4,975	4,522	18,794	16,687
Earnings before interest and tax (EBIT)	5.2%	€ '000	3,958	3,761	15,666	13,008
Net profit for the period	-3.3%	€ '000	2,238	2,314	9,988	7,525
as % of revenue		%	5.8%	6.1%	6.6%	5.8%
Net profit per share (IFRS)	-4.4%	€	0.33	0.35	1.48	1.13
Dividend per share		€	-	-	0.70*	0.55
Balance sheet						
Issued capital	1.2%	€ '000	6,762	6,684	6,762	6,684
Equity	13.8%	€ '000	55,999	49,214	53,937	46,932
Equity ratio		%	54.3%	55.0%	60.0%	53.9%
Return on equity		%	17.0%	19.3%	19.8%	17.2%
Balance sheet total	15.3%	€ '000	103,159	89,500	89,876	87,066
Working capital	-2.3%	€ '000	29,828	30,522	35,523	29,607
Employees						
Number of employees (average)	9.2%		768	703	724	682
Personnel expenses	4.7%	€ '000	10,103	9,652	39,913	34,904
as % of revenue		%	26.3%	25.5%	26.4%	26.9%
Revenue per employee	-7.0%	€ '000	50	54	209	190
Cash flow						
Cash flow		€ '000	6,268	486	12,297	14,829
Free cash flow		€ '000	-2,798	-387	8,201	4,382
Share						
Number of shares at end of period	1.2%		6,761,783	6,683,601	6,761,783	6,683,601
Share price (max)	3.5%	€	24.52	23.69	24.90	18.43
Share price (min)	26.7%	€	21.85	17.25	17.01	13.21

- 1 EBITDA = EBIT + depreciation and amortisation of tangible and intangible assets
2 Working capital = current assets – current liabilities
3 Cash flow = net cash from operating activities acc. to Cash Flow Statement
4 Free cash flow = net cash from operating activities
+ net cash used for investments acc. to Cash Flow Statement

* Dividend = Proposal to the Annual Shareholder's Meeting