

Webcast Financial Year 2023

POWER TO TRANSFORM -
STRATEGY INTO RESULTS

Michael Finger | CEO

Robin Schaede | CFO

Sassenberg, March 21, 2024

Power to transform



Highlights



Focus Markets



Financials



Outlook

Power to transform



Highlights



Focus Markets



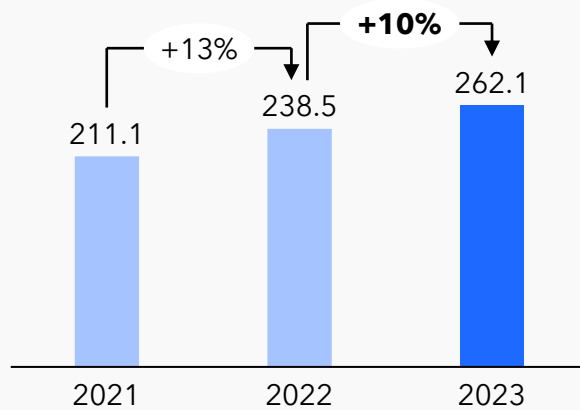
Financials



Outlook

Highlights 2023

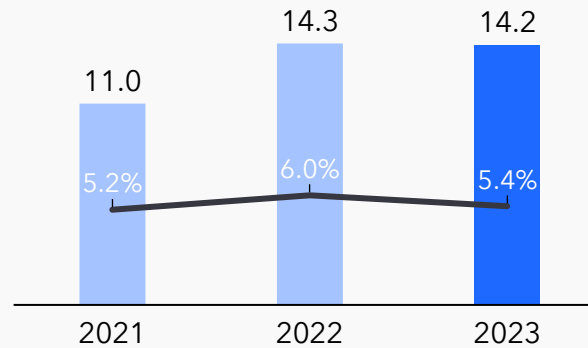
Revenue (m€)



Markets

- Energy Management: strongest growing focus market, revenue + 76 %
- Plastics, Print, Laser: above previous year
- Entry in growth market Datacentre with liquid cooling solutions

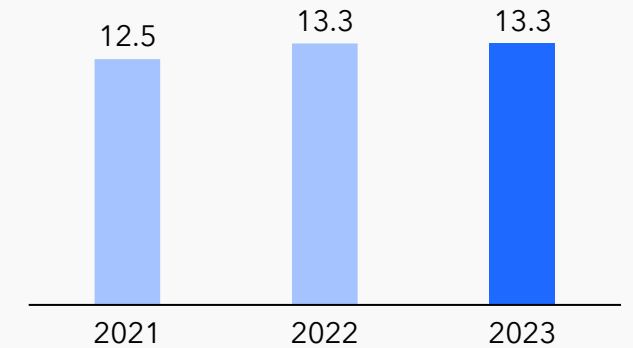
EBIT (m€) | EBIT margin (%)



Financials

- Revenue: increased by 10 %
- EBIT: on previous year's level
- Free Cash Flow: raised significantly by 16.5 m € to 12.8 m €

ROCE (%)



Strategy

- Phase II of strategy started as planned
- Review confirms strategy and goals
 - Roadmap defined
 - Laser 5th focus market
- Efficiency Program **ttSprint**

Power to transform



Highlights



Focus Markets



Financials



Outlook

PLASTICS

Temperature Control Units and Process-Cooling for Injection Moulding and Extrusion

HIGHLIGHTS

- **Market position increased** through focused sales activities for innovative temperature control units and large-scale refrigeration plants
- Range of solutions running with **natural refrigerant propane** (R290) expanded.
- **Fakuma 2023**: Highly appreciated presentation of the various thermal management systems using R290

TREND

- Energy efficiency and natural refrigerants remain the main demand drivers
- Stable market development overall, uptake in the 2nd half year 2024 expected



Sales 2023

57 m €

+ 3%

ENERGY MANAGEMENT

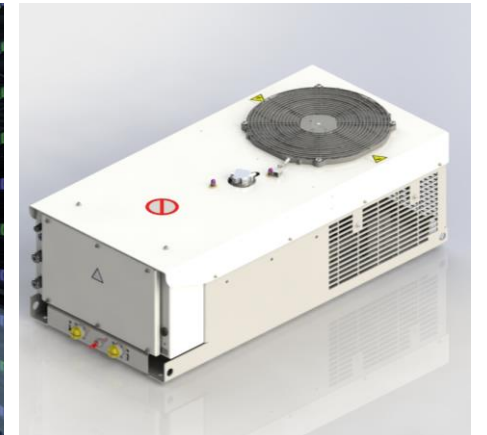
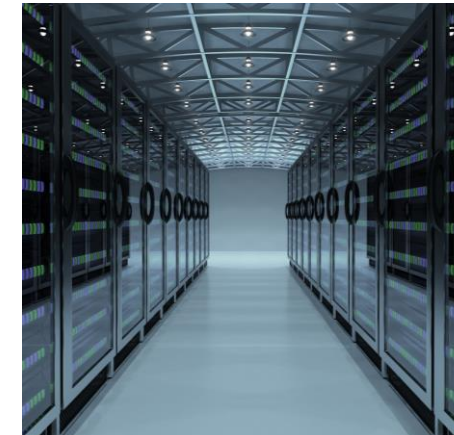
Solutions for Datacenters and E-Mobility
e.g. Battery Thermal Management, High Power Charging

HIGHLIGHTS

- Listed as a **Tier 1 supplier** (system supplier) by all well-known train manufacturers
- Major order in 2023 for a complete cooling solution for the new **ultra-fast charging stations** from ADS-TEC Energy. Follow up order in February 2024 received
- Entry into market for **liquid-cooled Datacenters** by major order for high-performance-servers in the US, doubling of order volume in 2024 expected

TREND

- **Continued growth at a high level** expected, independent of the economic environment



Sales 2023

28 m €

+ 76%

HEALTHCARE & ANALYTICS

Thermal Management Systems for Surgery, Diagnostics and Analytics

HIGHLIGHTS

- Development of thermal management solutions based on R290 intensified
- **Cleanroom** has developed into a **core competence / USP**
- After a temporary decline in sales due to destocking on customer side, the **order situation** normalized in the second half of 2023

TREND

- Medical analytic systems and cooling solutions for laser-based treatment methods will remain the key growth driver
- Increasing momentum is expected in the 2nd half 2024.
Stabilization of economic environment to get back on pre-Covid level



Sales 2023

15 m €

- 23%

PRINT

Technology for Sheetfed-, Flexo- and Digitalprint Global Market Leader

HIGHLIGHTS

- Solutions for **packing, label printing** and customisation as main growth driver
- technotrans' **expertise in energy efficient solutions** is increasingly appreciated
- The need for further development increases the importance of technotrans as a **technology partner** for print OEMs

TREND

- Weak economic environment and delayed orders until drupa¹ dampen revenue development in Q1-2024
- Recovery expected in the 2nd half of 2024

¹ The world's leading trade fair for printing technologies taking place from May 28 - June 7, 2024



Sales 2023

92 m €

+ 12%

LASER

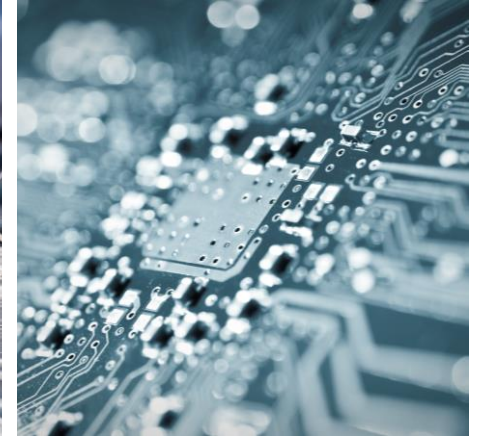
Thermal Management Systems for Special Lasers e.g. EUV, Battery Industry

HIGHLIGHTS

- Solid growth achieved with special laser-applications and **welding-lasers for battery production**
- Continued impetus from the **EUV | semiconductor** business
- Increased regulatory requirements and growing importance of sustainability drive demand for technotrans applications

TREND

- Classified as a focus market from the start of the 2024 financial year based on market potential
- Weak economic environment slows down revenue trajectory in 2024, uptake expected in Q4/2024



Sales 2023

56 m €

+ 11%

Power to transform



Highlights



Focus Markets



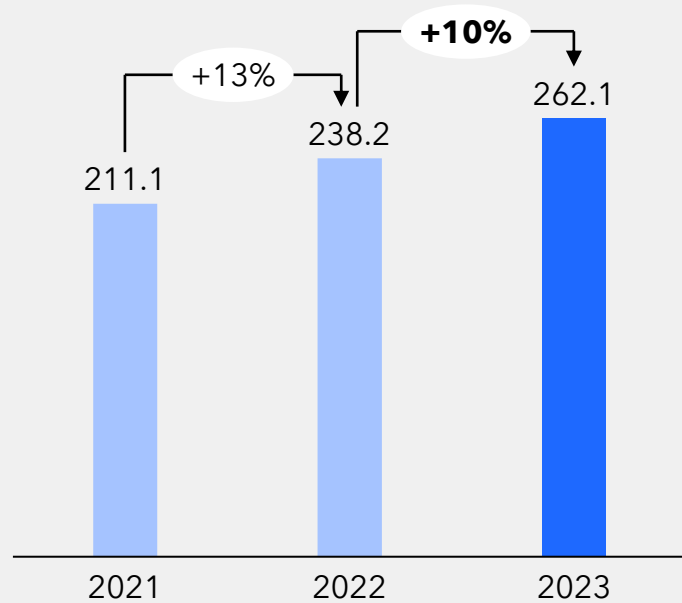
Financials



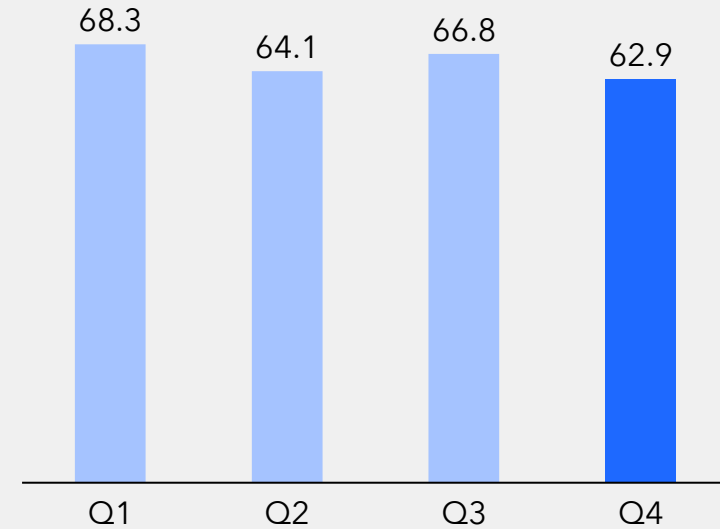
Outlook

Strong revenue growth continued

Revenue 2021-2023 (m€)



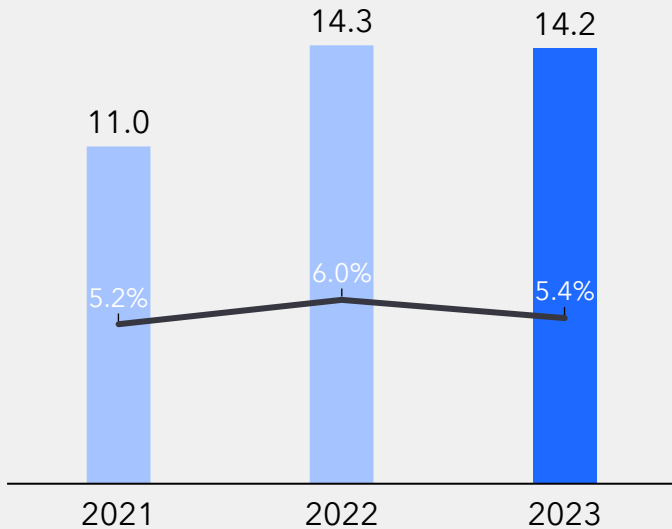
Revenue 2023 by quarters (m€)



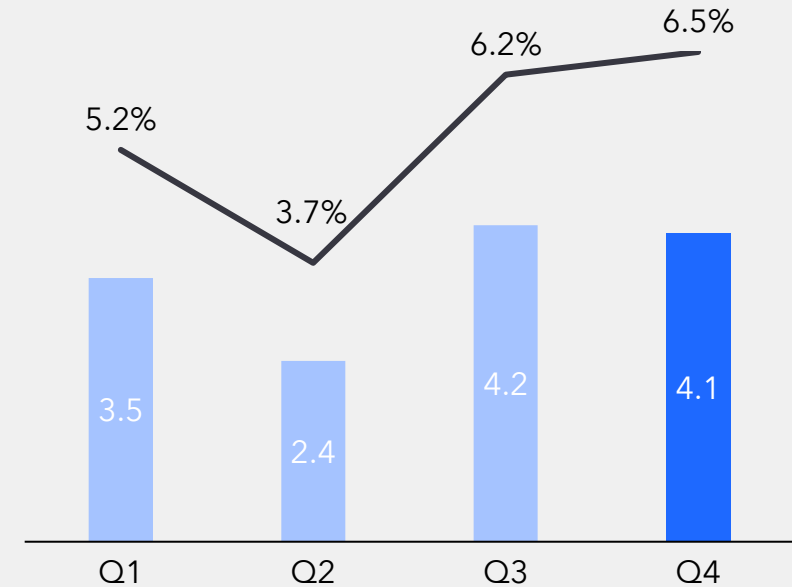
- Group revenue at an all-time high
- Growth Drivers: Energy Management (+76%), Plastics (+3%), Print (+12%) and Laser (+11%)
- Challenging economic conditions continued in the year 2023 and slowed down order intake in Q4-2023

Significant EBIT improvement in the 2nd half 2023

EBIT (m€) | EBIT margin 2021 - 2023



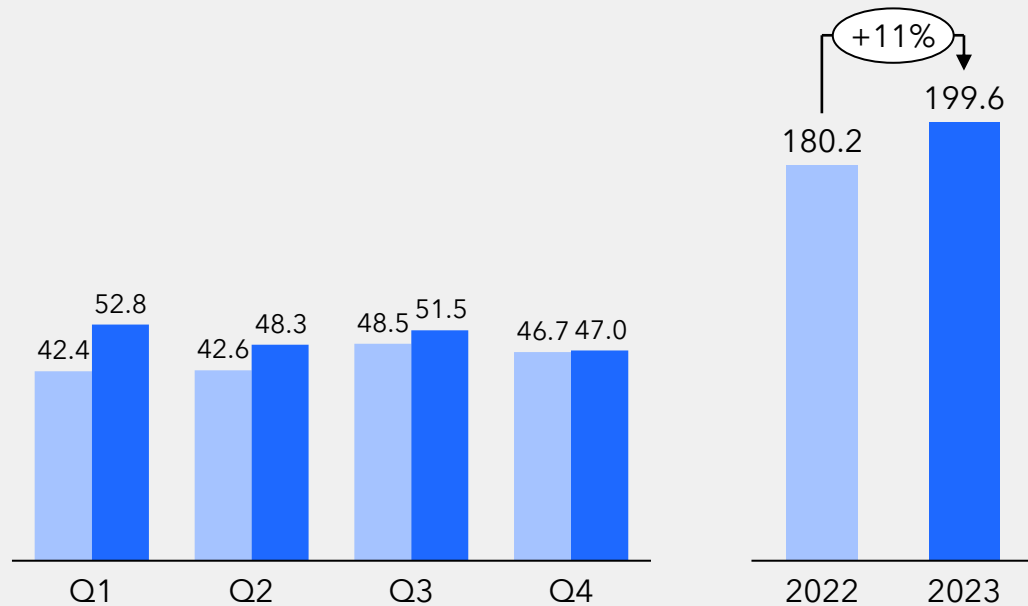
EBIT (m€) | EBIT margin Q1 - Q4 2023



- EBIT margin 5.4 % for full year 2023
- Temporary effects impacted profitability in the first half of the financial year
- Q3 and Q4 show strong growth in EBIT margin with 6,2% and 6,5%, respectively

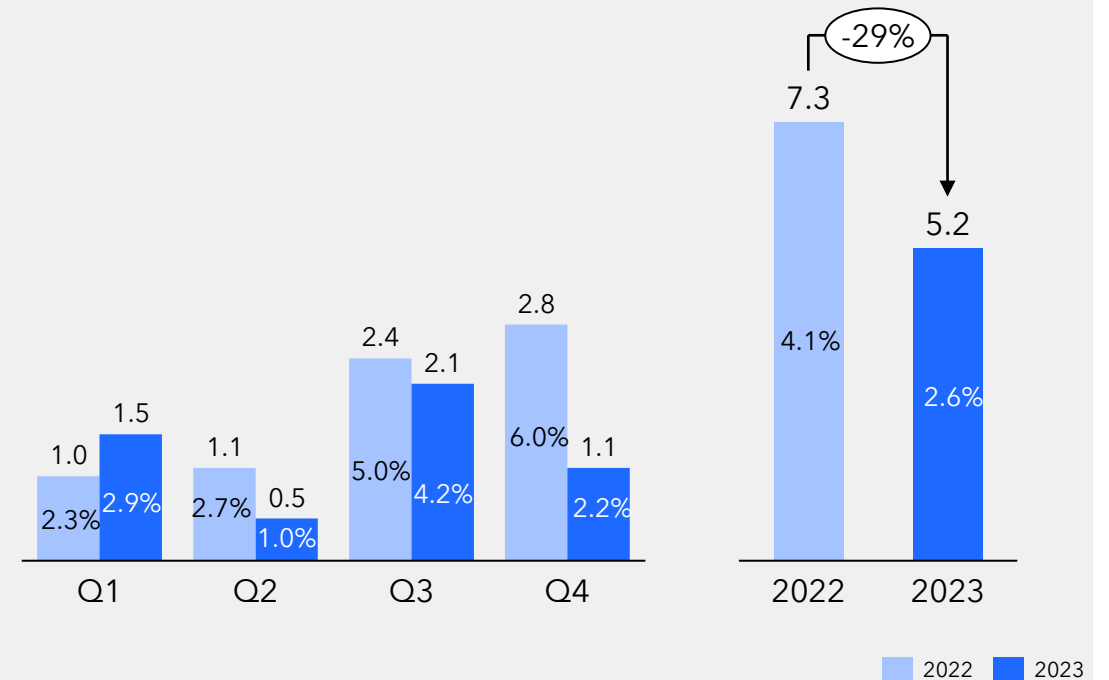
Segment Technology

Revenue (m€)



- Technology revenues increased by 11% to 199.6 m€ (previous year: 180.2 m€)
- Growth driver: focus market Energy Management (+83% vs py)

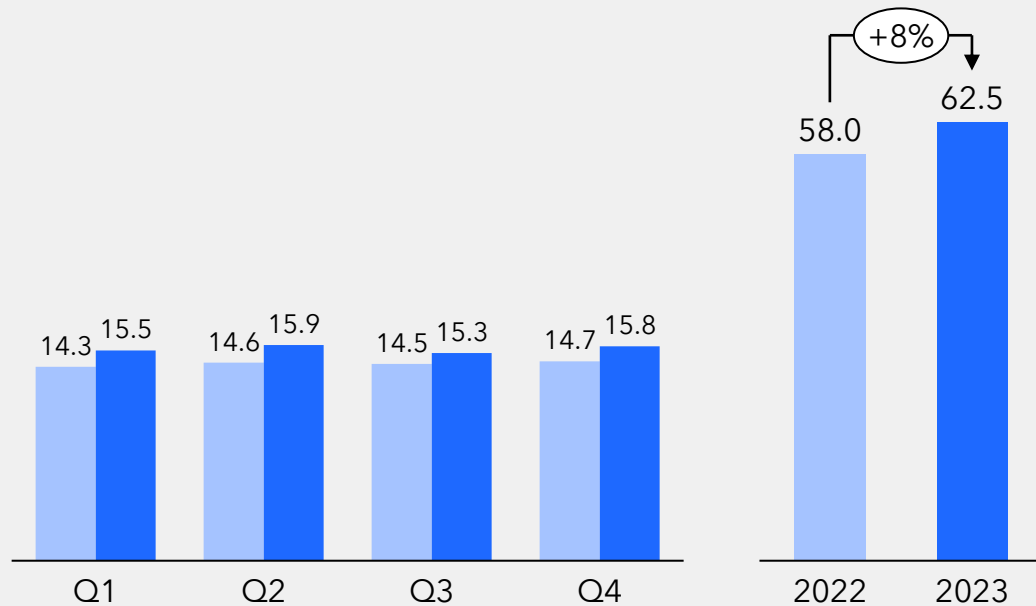
EBIT (m€) | EBIT Margin



- EBIT margin decreased to 2.6% (previous year: 4.1%)
- Segment EBIT and EBIT Margin suffered from temporary cost effects mainly in HY1 2023

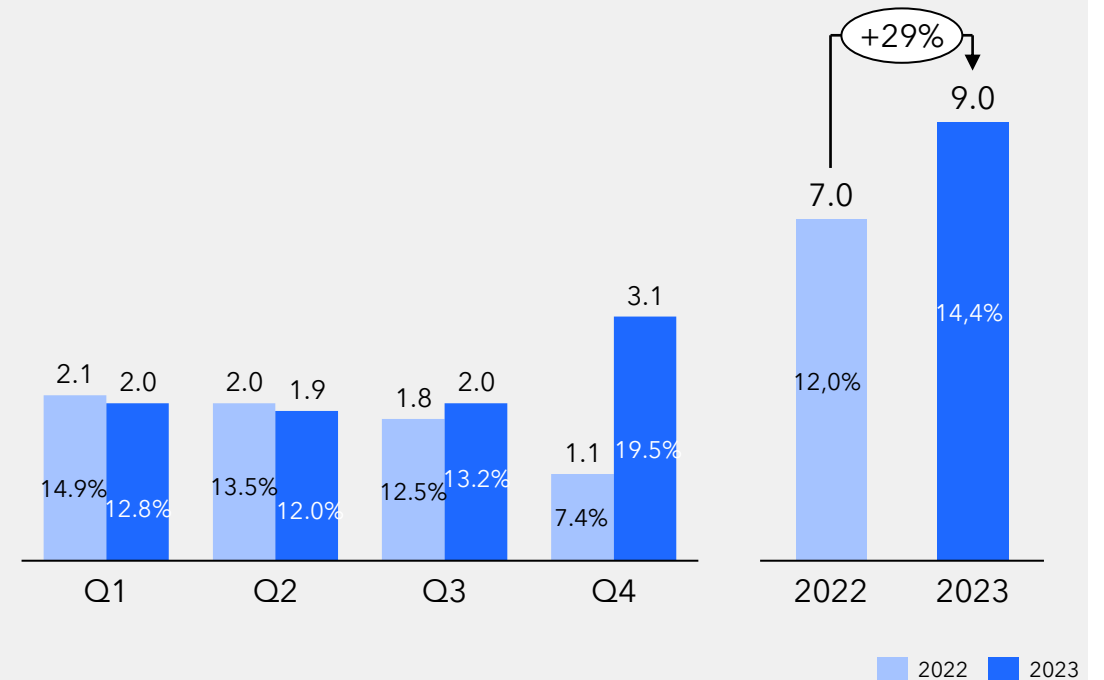
Segment Services

Revenue (m€)



- Services revenues with 8 % y-o-y increase to 62.5 m€ (previous year: 58.0 m€)
- Main growth driver: Revenues from spare parts (+ 11 %; from 34,3 m€ to 38,0 m€)

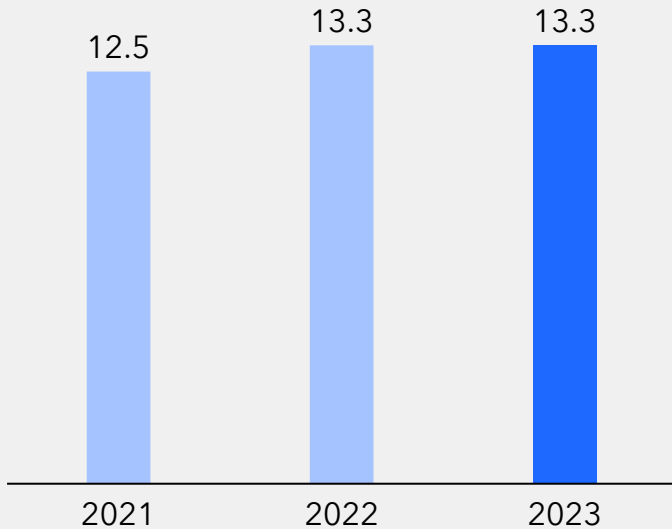
EBIT (m€)



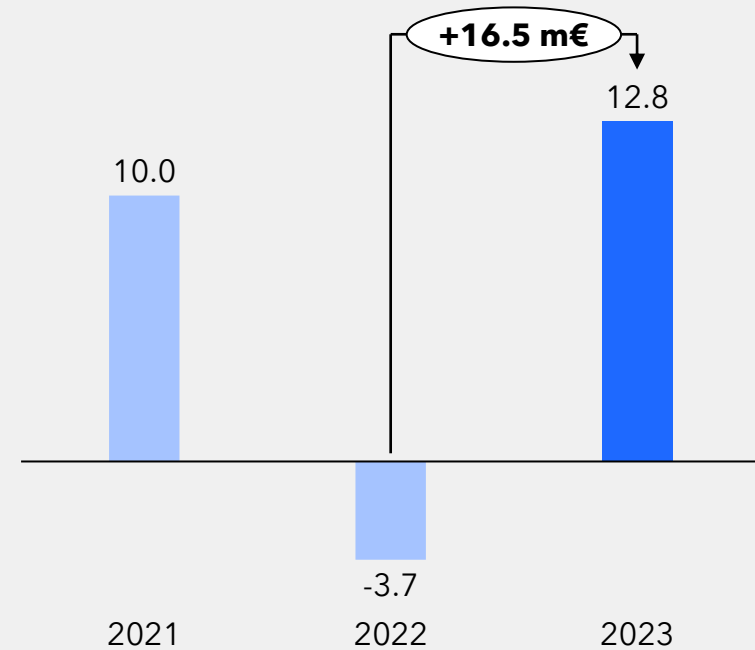
- EBIT increased by 2.0 m€ to 9.0 m€ (previous year: 7.0 m€)
- EBIT margin recovered to a strong level of 14.4% (previous year: 12.0%)

ROCE stable, Free Cash Flow with strong increase

ROCE (%)



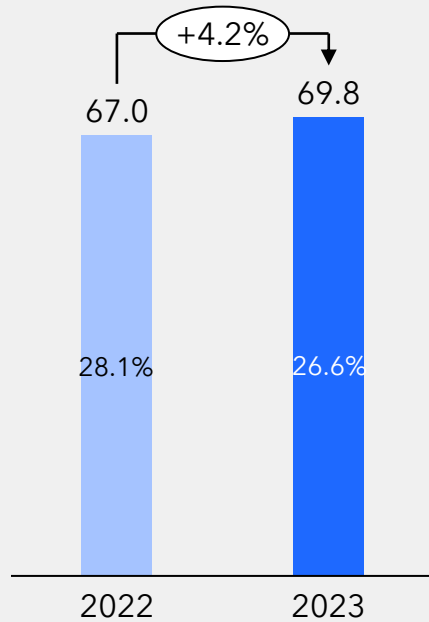
Free Cash Flow (m€)



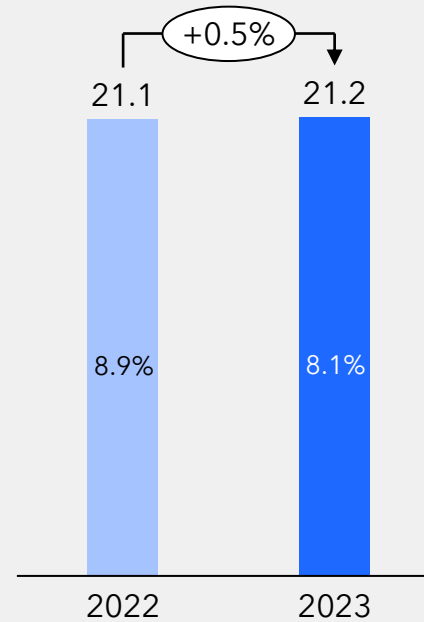
- ROCE remained stable due a nearly constant EBIT generated with a lower level of capital employed
- Strong Free Cashflow: significant increase to 12,8 m€ (+16.5 m€ vs. 2022)

Earnings Performance

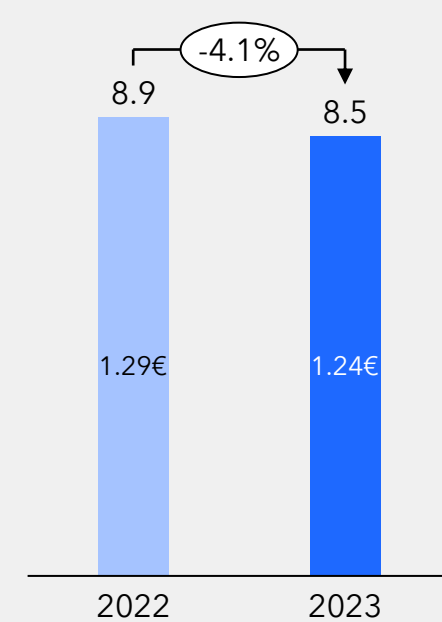
Gross profit (m€) | Gross Margin (%)



EBITDA (m€)



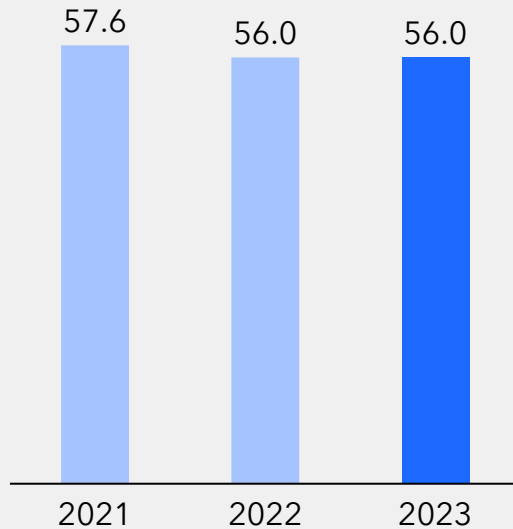
Net profit for the period (m€) | EPS (€)



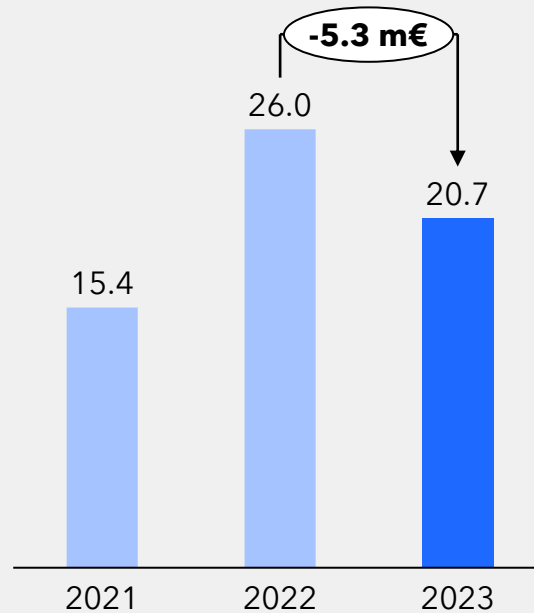
- Gross Margin decreased by 1.5 % due to temporary impacts on earnings in Q1 and Q2
- EBITDA rose slightly compared to the previous year due to an increase in depreciation and amortization by 0.2 m€
- Earnings per share decreased by 0.04 € or 4.1 % compared to the previous year

Net Assets

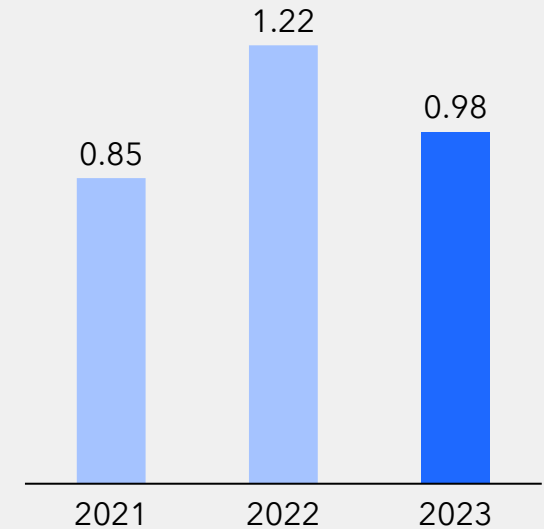
Equity Ratio (%)



Net debt (m€)

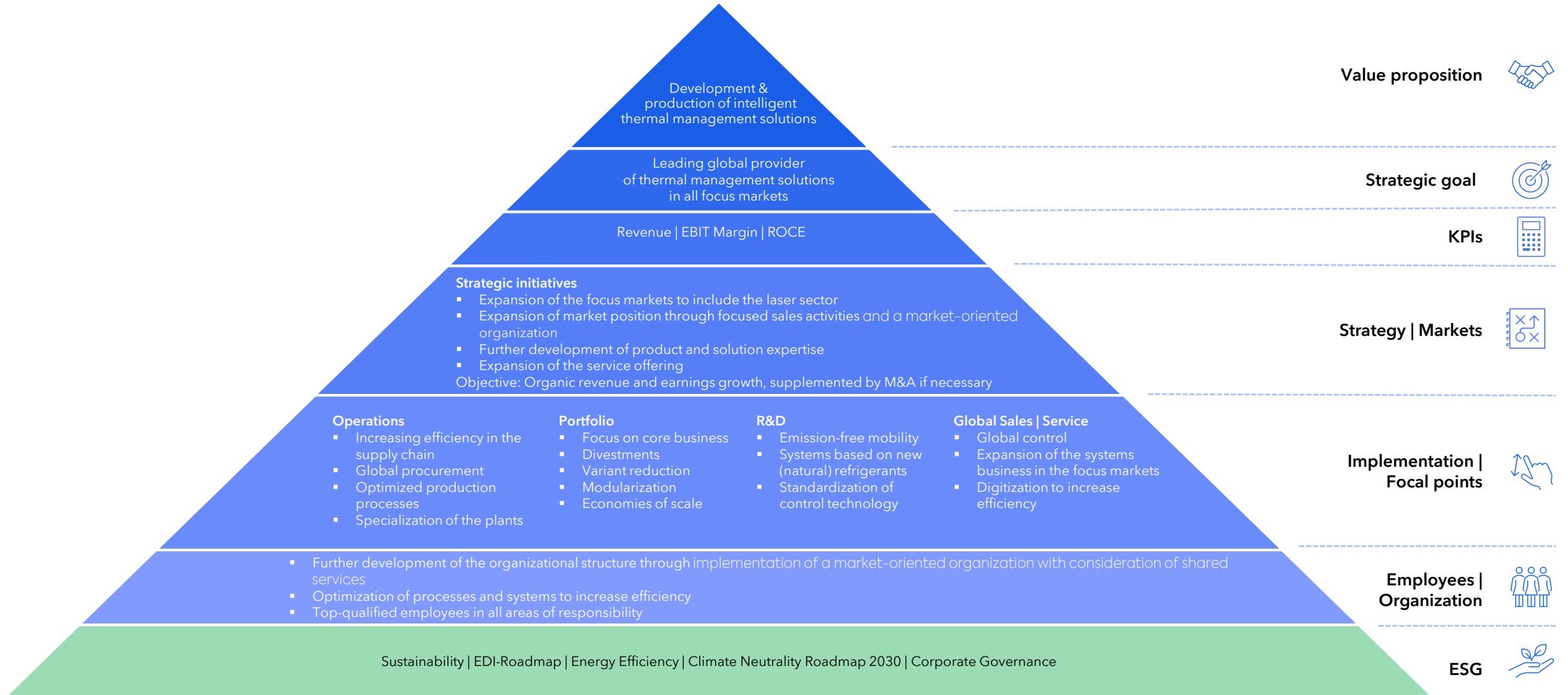


Net debt / EBITDA ratio

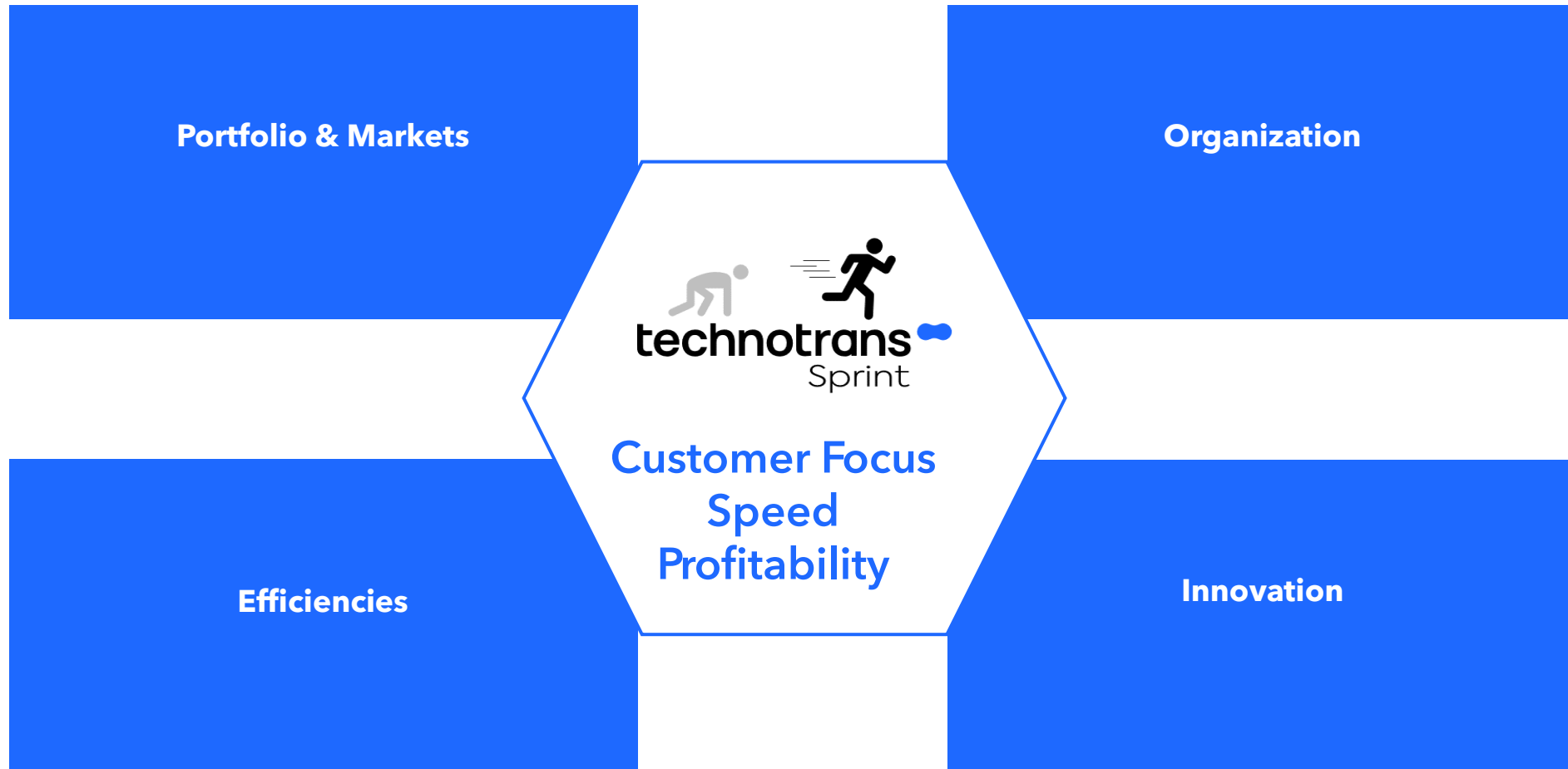


- The equity ratio remained constant at a solid level of 56.0 %
- Strong liquidity leads to a substantially reduced net debt by 5.3 m€
- Net debt / EBITDA ratio with 0.98x on investment grade level (previous year: 1.22 x)

Strategic Agenda



ttSprint: building the new technotrans



ttSprint as key contributor to increase profitability

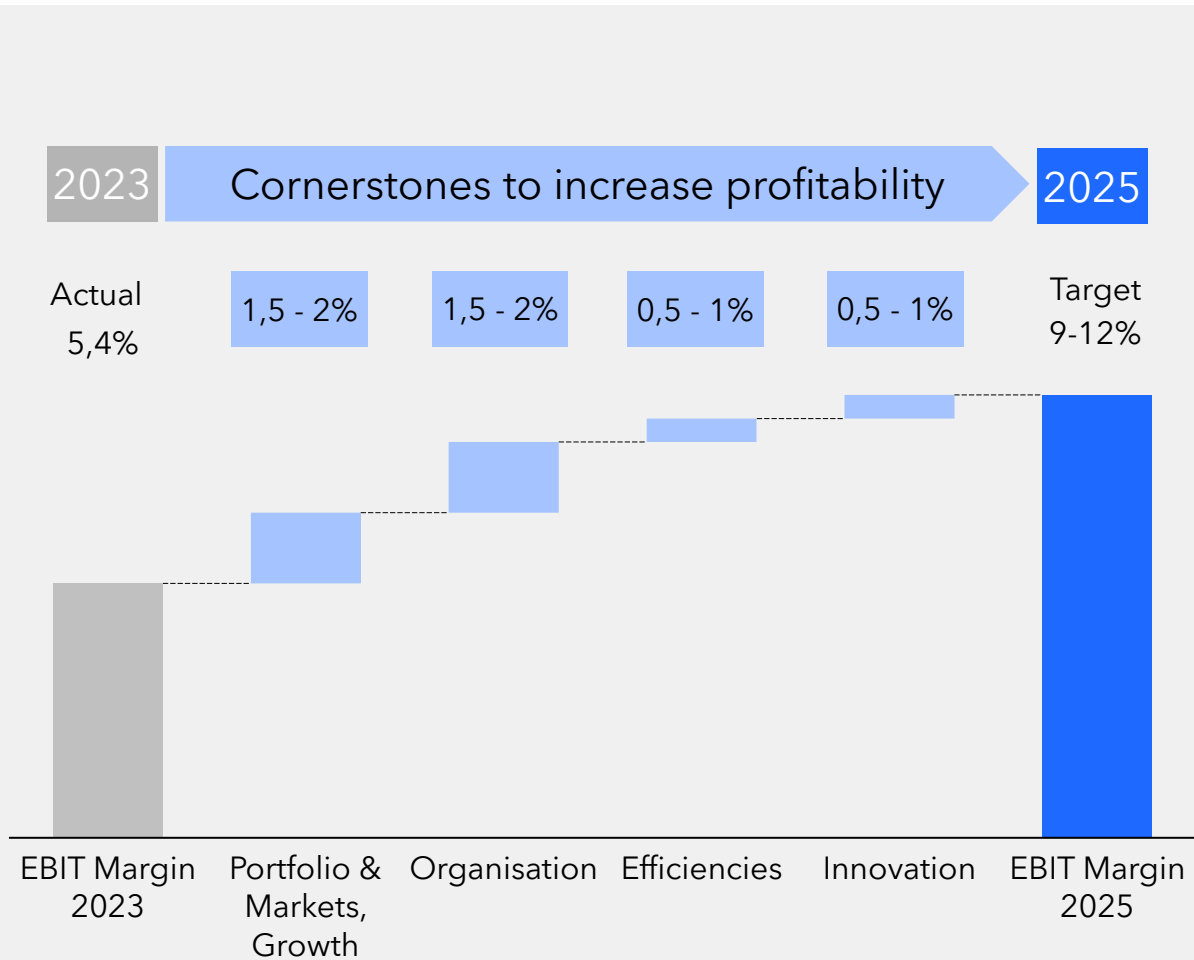


Chart illustrative

We keep our ambitious EBIT-Target for 2025

Value Drivers:

- Topline growth to 265-285 Mio € in 2025
- ttSprint
 - Portfolio & Markets
 - Organisation
 - Efficiencies
 - Innovation

Power to transform



Highlights



Focus Markets

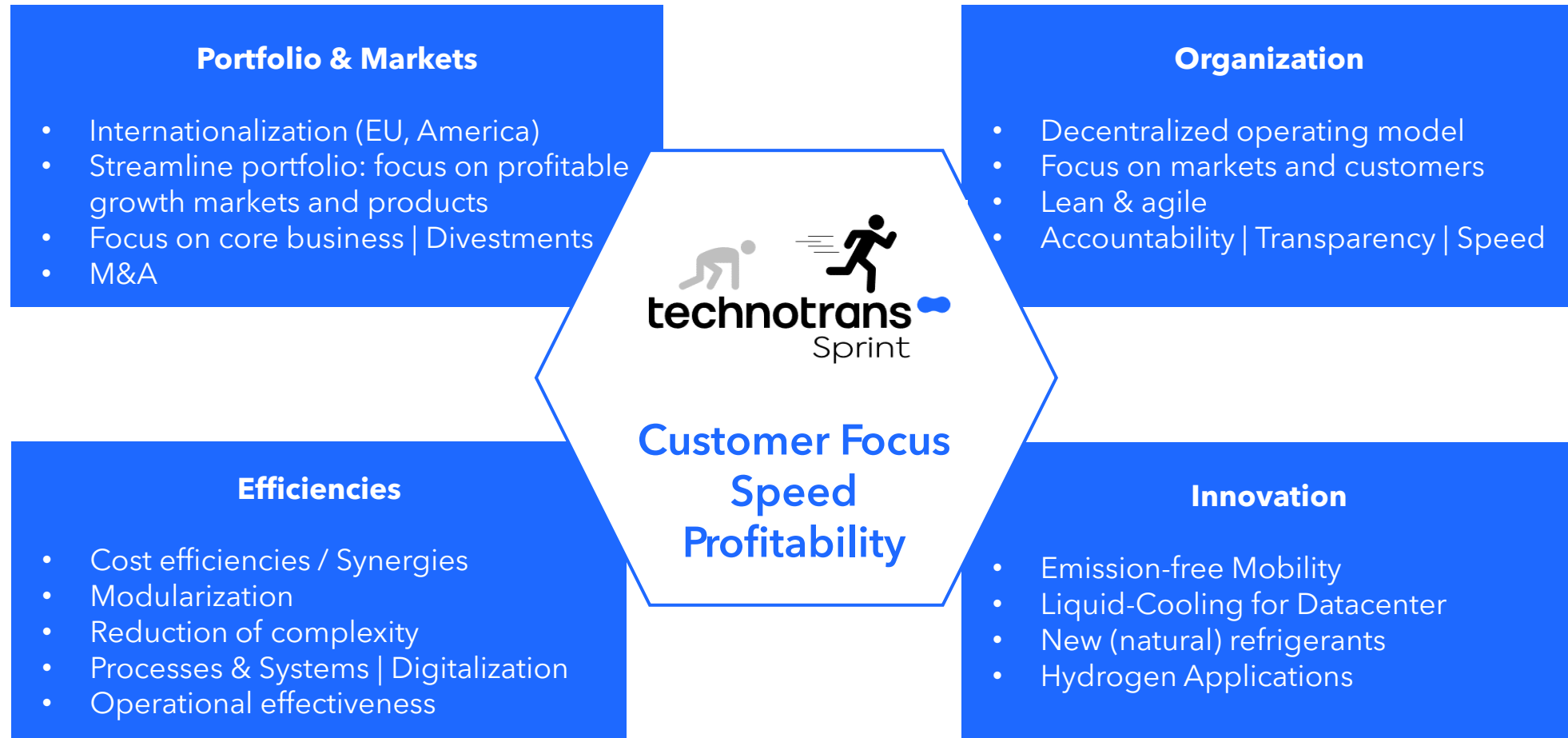


Financials

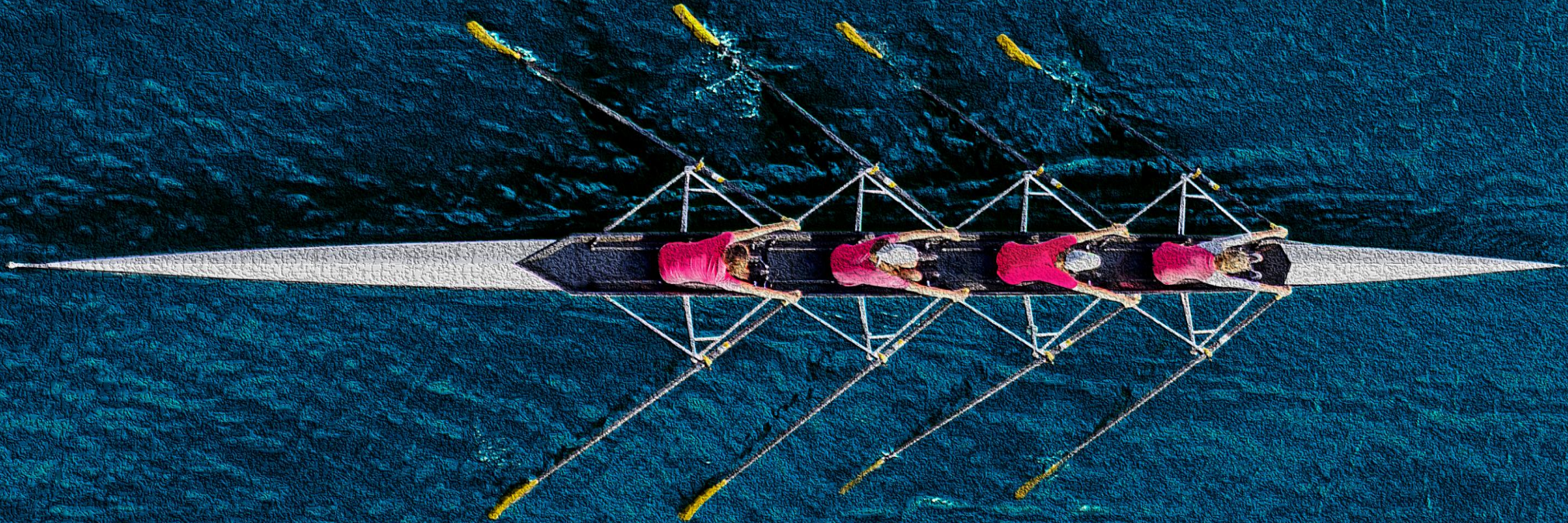


Outlook

ttSprint: building the new technotrans

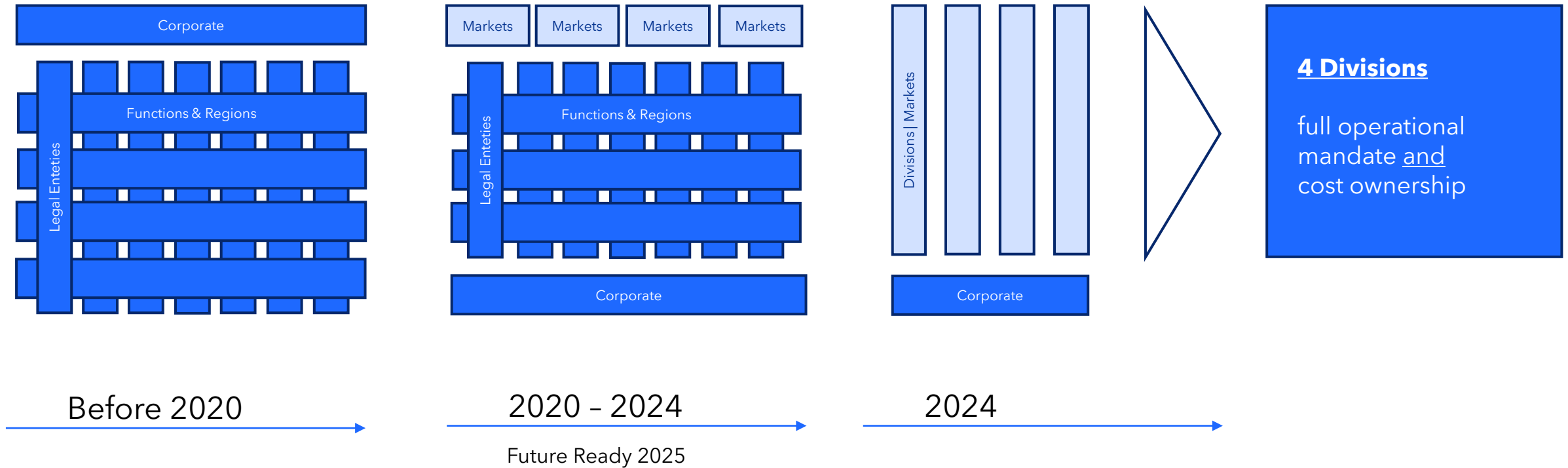


tt  The new technotrans organization



Accountability | Transparency | Speed

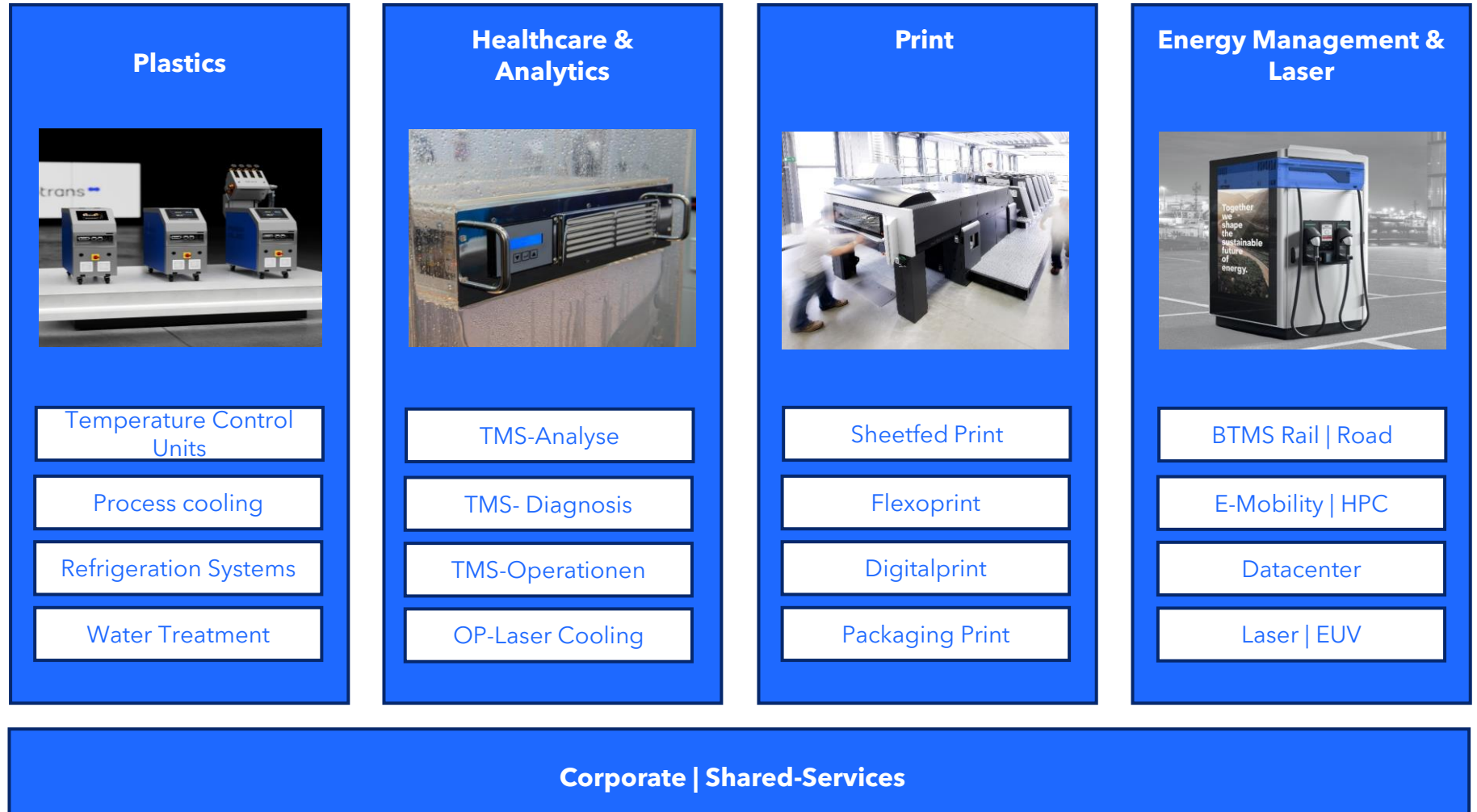
Accountability | Transparency | Speed



Decentral Organization with 4 Divisions



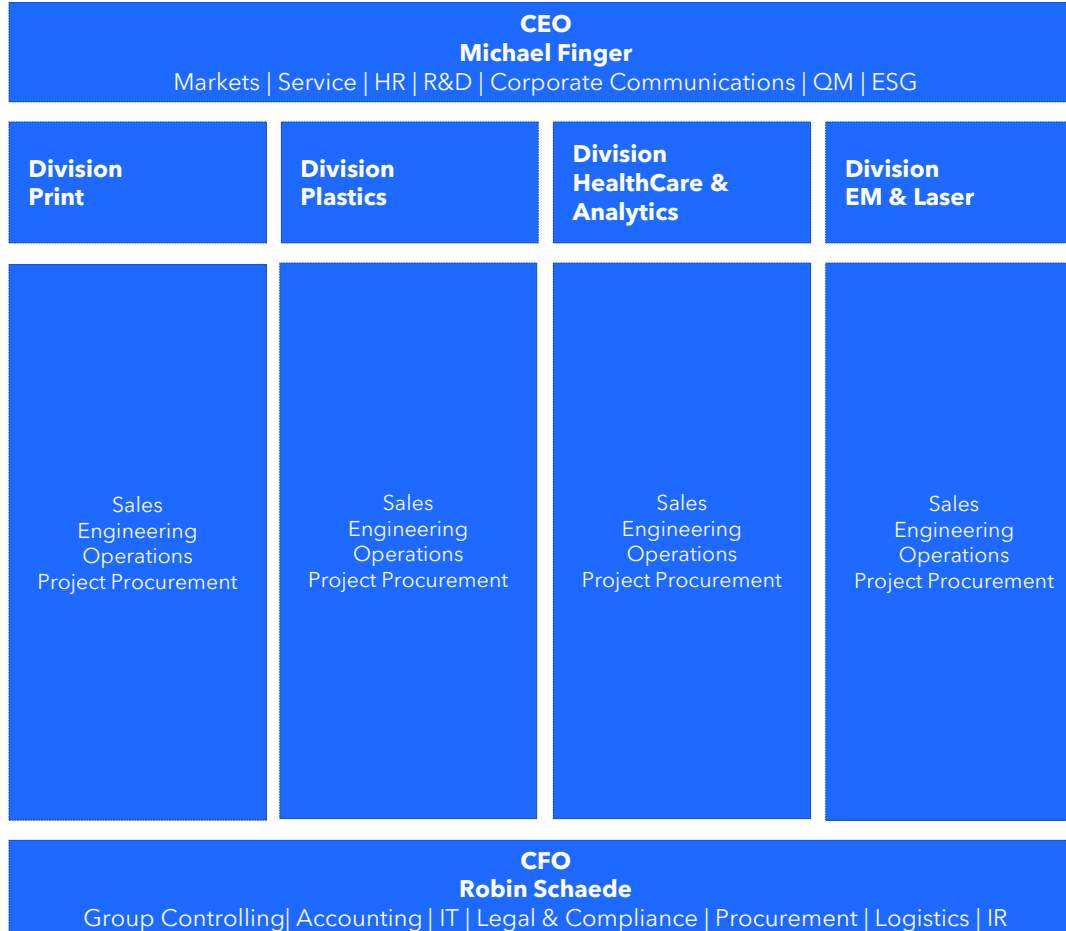
Accountability
Transparency
Speed



Decentral Organization with 4 Divisions



Accountability
Transparency
Speed



4 Divisions

- ✓ Full operational responsibility
- ✓ Responsibility for results

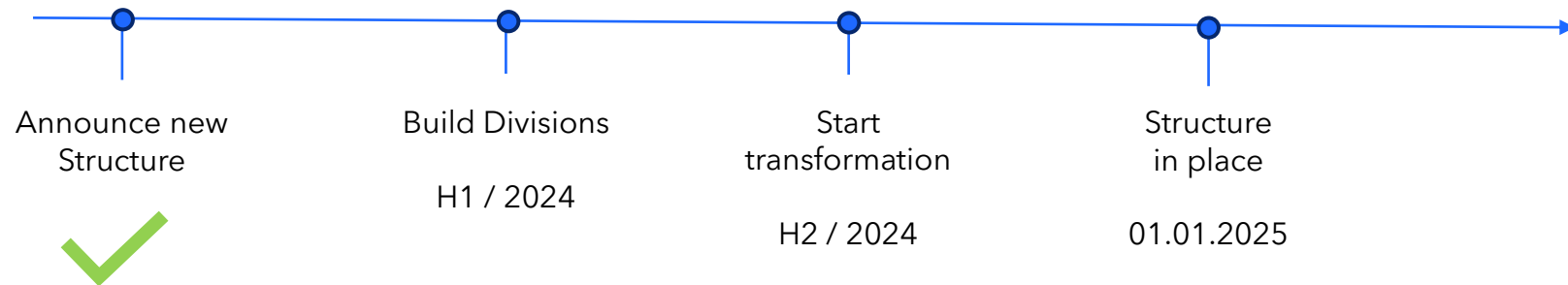
Implementation of decentralized organization



technotrans first -
Cooperation is the key to success!

Accountability
Transparency
Speed

- **Transparency and accountability within all divisions**
- Every division should benefit from being part of technotrans!
- Each division is committed to cooperating with other divisions and shared service functions



2023 at a glance



Sales (m€)

262.1

+10 %

EBIT (m€)

14.2 -0.7 %

EBIT Margin (%)

5.4 -0.6 %p

Free Cash Flow (m€)

12.8 +16.5 m€

Employees, Dec. 31st 2023

1,598 +98

Equity Ratio

56 % +0 %p

Earnings per share

1.24 € -3.9 %

Dividend

0.62 € -3.1 %

ROCE (%)

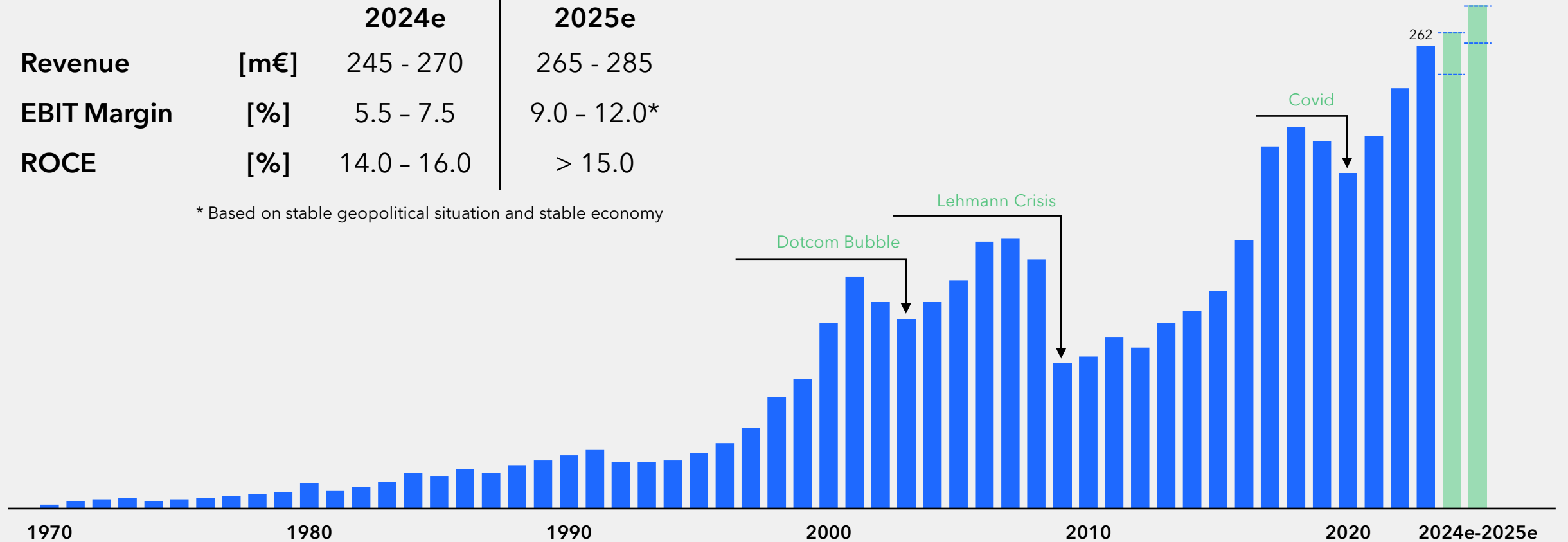
13.3 +0 %p

Guidance 2024 - 2025

Successful in the long-term

		2024e	2025e
Revenue	[m€]	245 - 270	265 - 285
EBIT Margin	[%]	5.5 - 7.5	9.0 - 12.0*
ROCE	[%]	14.0 - 16.0	> 15.0

* Based on stable geopolitical situation and stable economy



Q & A

Disclaimer

- 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.

Investor Relations



Frank Dernesch

Manager Investor Relations & Corporate Finance

Tel. +49 (0)2583 301-1868

Fax +49 (0)2583 301-1054

frank.dernesch@technotrans.de

