

technotrans 

# Webcast Annual Report 2025

Michael Finger | CEO

Natascha Sander | CFO

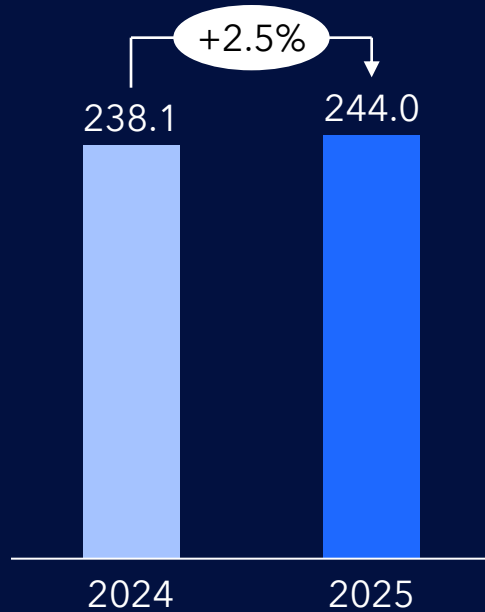
March 24, 2026

# Agenda

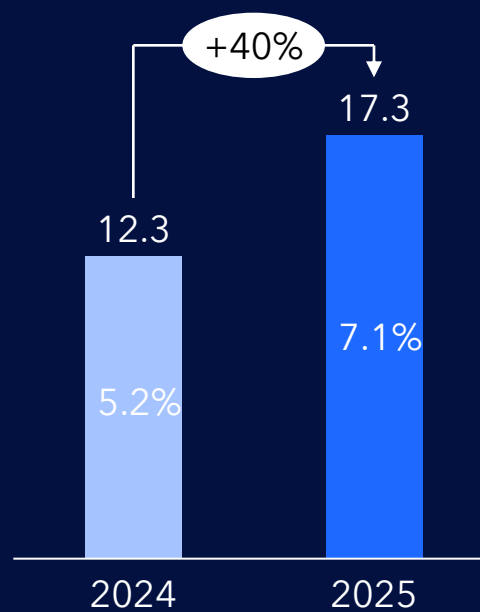
- ① Overview & Highlights
- ② Focus Markets
- ③ Financials
- ④ Strategy & Outlook

# Revenue, EBIT and ROCE significantly increased

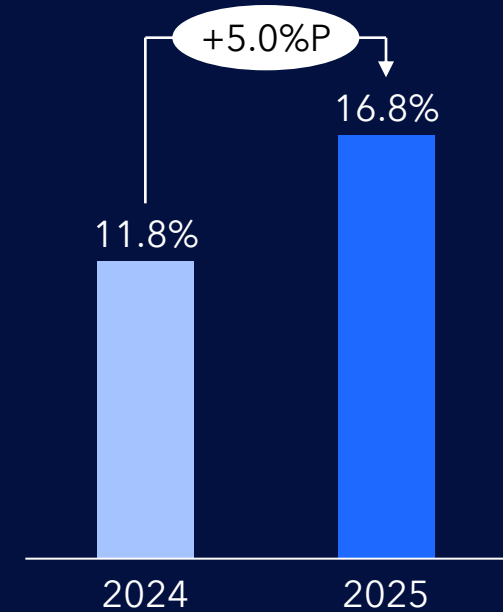
## Revenue in m€



## EBIT m€ | EBIT margin in %



## ROCE in %



Revenue Drivers:  
Energy Management,  
Healthcare & Analytics and Print

EBIT and EBIT margin increased significantly due to a focus on attractive business and an improved cost structure

ROCE exceeded both the previous year's figure and the forecast due to increased profitability and a reduction in working capital

# Fiscal Year 2025: Trends in Focus Markets



## Energy Management

+10 %\*

Revenue

39.2 m€

Share of revenue

16 %

Driver

BTMS Rail  
BTMS E-Bus  
Data centres



## Healthcare & Analytics

+40 %\*

20.6 m€

9 %

Analytics  
Scanner  
Clean room



## Print

+4 %\*

84.2 m€

35 %

Packaging Printing  
Flexographic Printing  
Digital Printing



## Plastics

-5 %\*

48.5 m€

20 %

Temperature control units  
Refrigeration systems  
Natural refrigerants



## Laser

-8 %\*

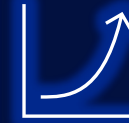
38.4 m€

16 %

Battery production  
Semiconductor  
EUV

\* Comparison with the previous year

# Highlights Energy Management



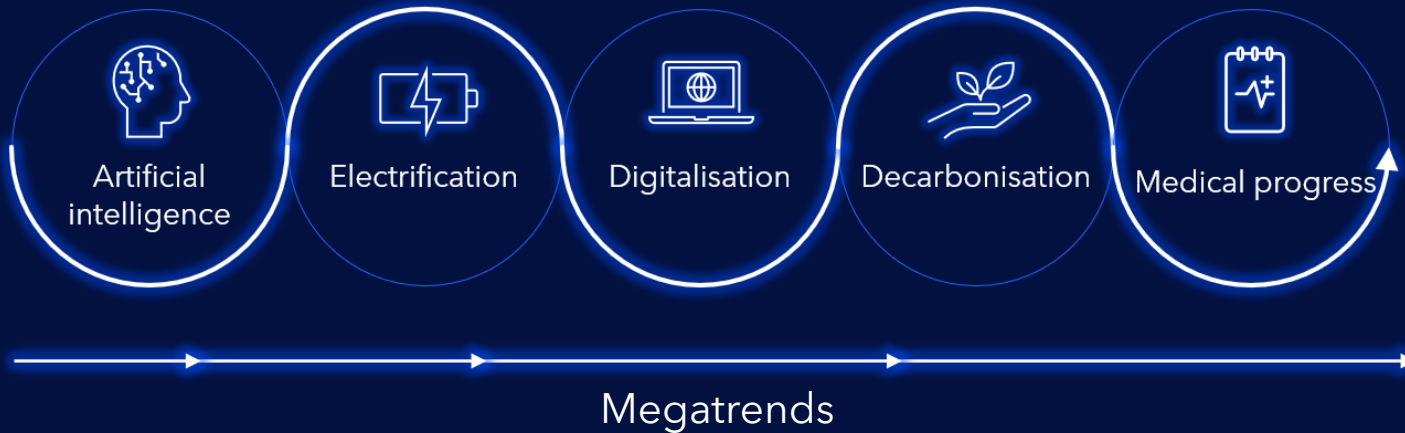
Artificial intelligence (AI), electrification and digitalisation are accelerating growth



- Major contracts secured
- BTMS Rail & Road
  - Space communications
  - Data centres



- Data centres:
- Expanded series production
  - Follow-on orders for CDUs
  - Construction of a new production facility for future growth



# Highlights Healthcare & Analytics



Growth Opportunities in Cooling for Laboratory, Analytical and Semiconductor Applications



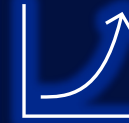
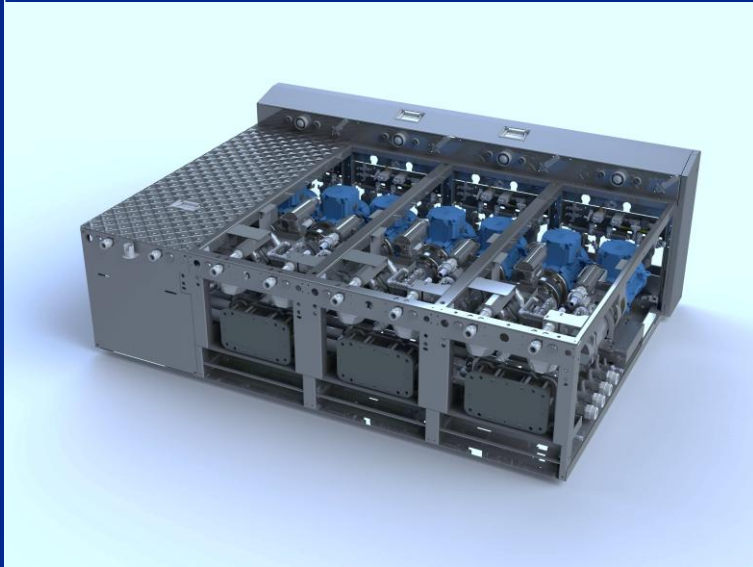
New product for laboratory cooling

- Peltier technology
- No refrigerants
- Quiet and vibration-free



Cleanroom manufacturing capacity in Baden-Baden operating at full capacity

# Highlights Print



Key drivers remain:

- Packaging printing
- Flexo printing
- Digital printing



Expanding the product range with Japanese digital printers boosts revenue and market presence



Strengthening the partnership with Windmüller & Hölscher: Framework agreement for an ink supply system

# Highlights Plastics



Intelligent process stabilization in injection molding using a new FuzzyControl regulator



Successful trade show appearance at the K-Trade Show:

- Presentation of energy-efficient refrigeration and temperature control units
- Partnership with enesty



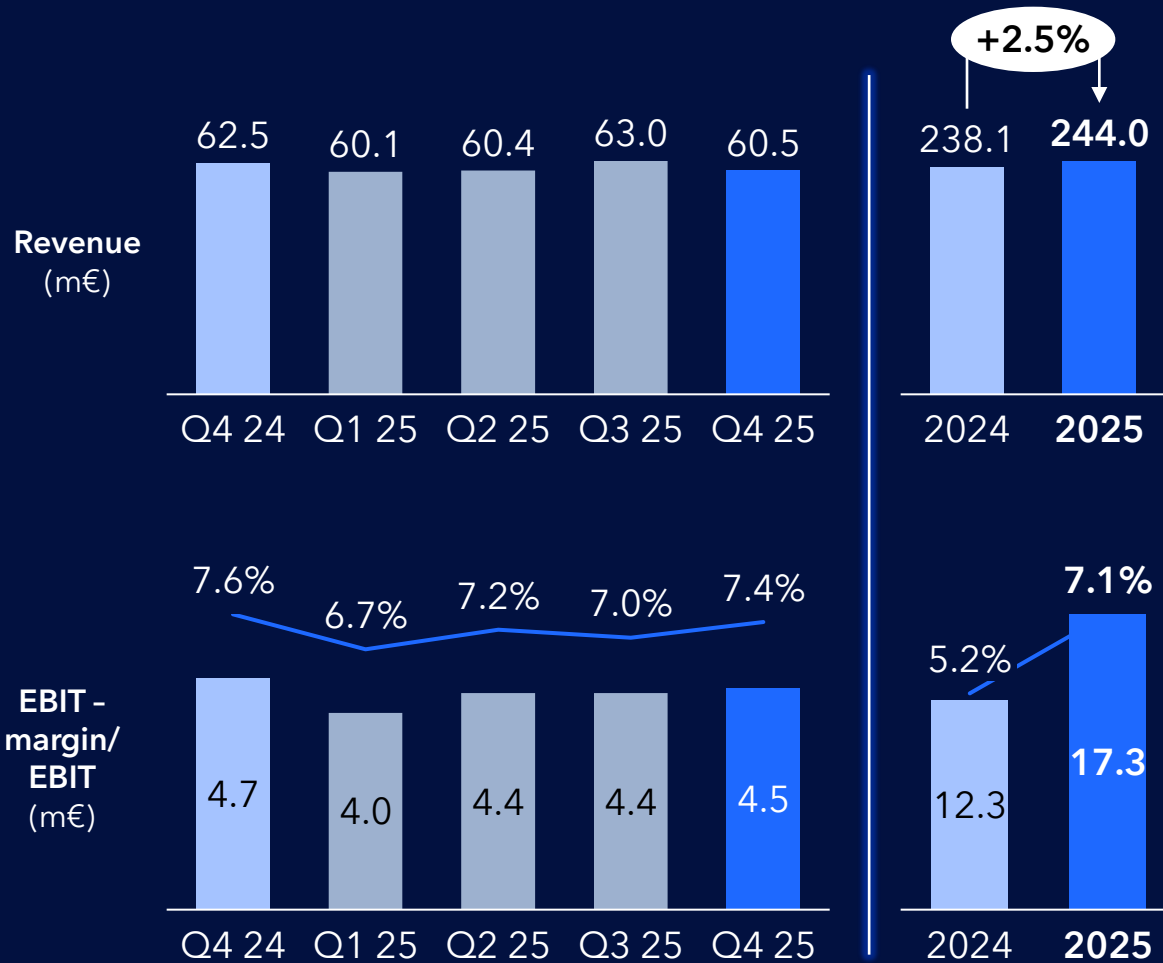
Cooling and temperature control solutions with a focus on energy efficiency and customized solutions

# Capital Markets Day 2025



# READY FOR GROWTH!

# Significant increase in profitability



- Revenue increased by 2.5 % to 244 m€
  - The focus markets Energy Management, Healthcare & Analytics and Print are the key drivers of growth
  - Plastics and Lasers continue to face challenges due to a difficult market environment
  - The order backlog stands at 79 m€ and the book-to-bill ratio at 1.0
- 
- EBIT rises significantly to 17.3 m€
  - Significant increase in the EBIT margin to 7.1%
  - Improvements through increased revenue, a focus on an attractive portfolio and efficiency gains

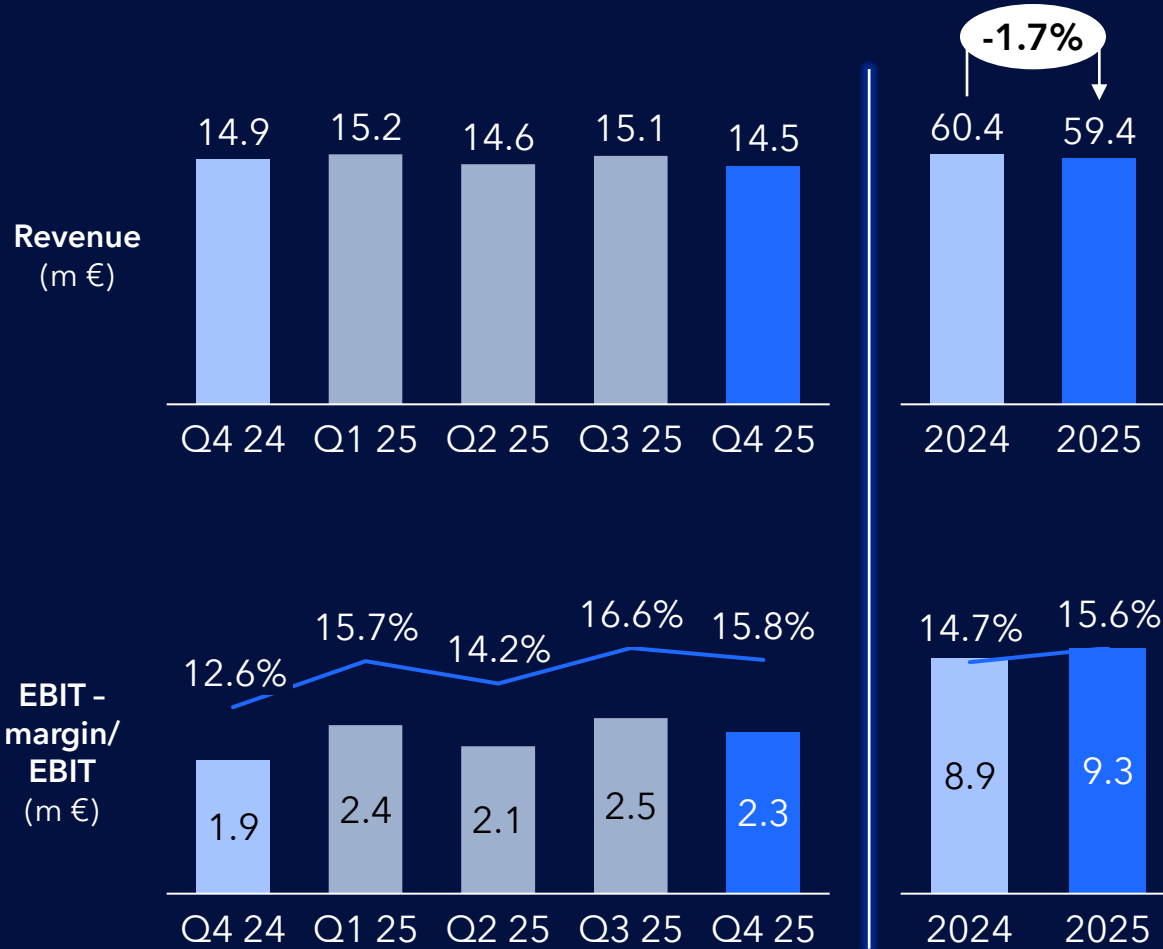
# Technology: EBIT increased significantly compared to the previous year



- Revenue increased by 4 % to 184.6 m€ in the Technology segment
- Strong growth momentum in the focus markets of Energy Management, Healthcare & Analytics, and Print
- Plastics and Laser remain weak

- Significant increase in the segment EBIT margin to 4.4 %
- Improved profitability through product mix optimization, leveraging economies of scale, and efficiency gains

# Services: EBIT margin for the 12-month period at 15.6%

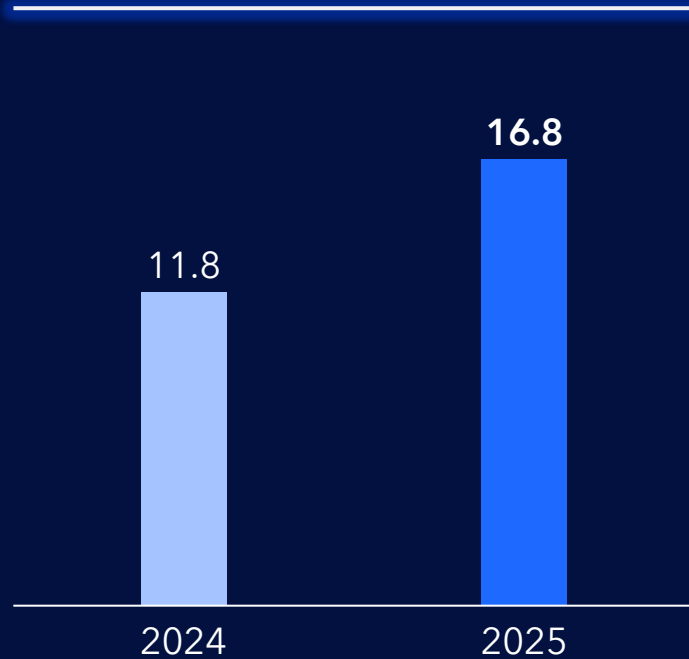


- Revenue in the Services segment was slightly lower than in the previous year
- This was primarily due to lower service revenue in the Plastics focus market

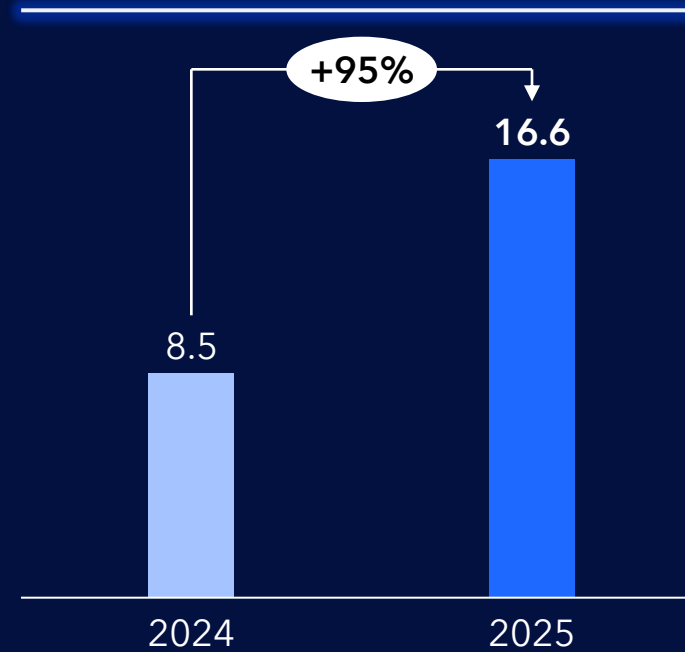
- Segment EBIT slightly higher than the previous year at 9.3 m€
- The EBIT margin increased to 15.6%, underscoring the robust profitability of the service business

# ROCE above forecast - Free cashflow reaches an all-time high

ROCE in %



Free Cashflow in m€

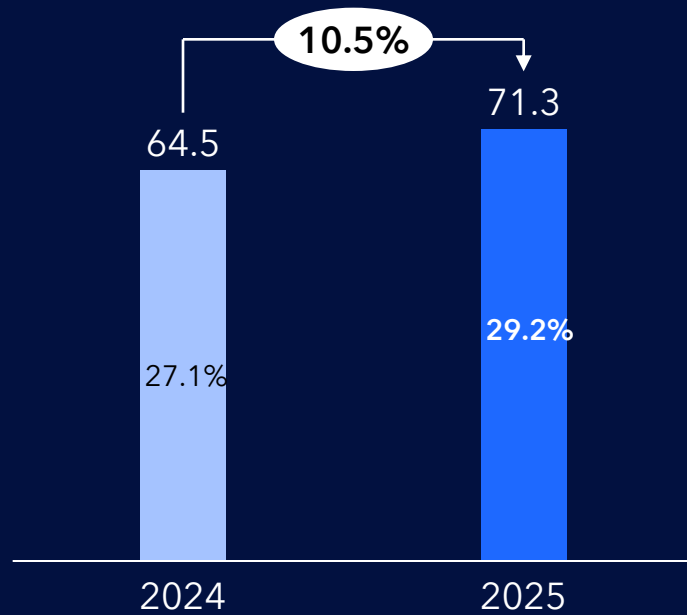


- ROCE is above the forecast range
- Significant improvement driven by increased profitability and optimization of working capital

- Free cash flow reaches an all-time high and nearly doubles
- Strong operating cash flow

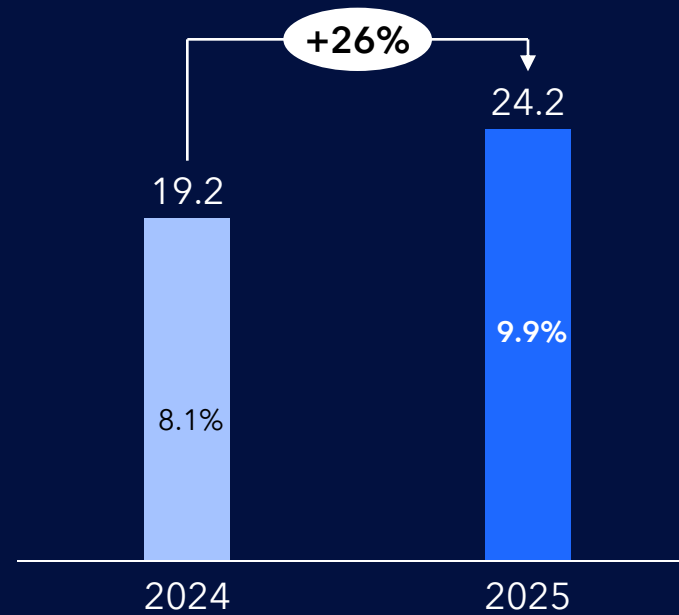
# Operating performance and EPS increased

Gross profit in m€  
Gross margin in %



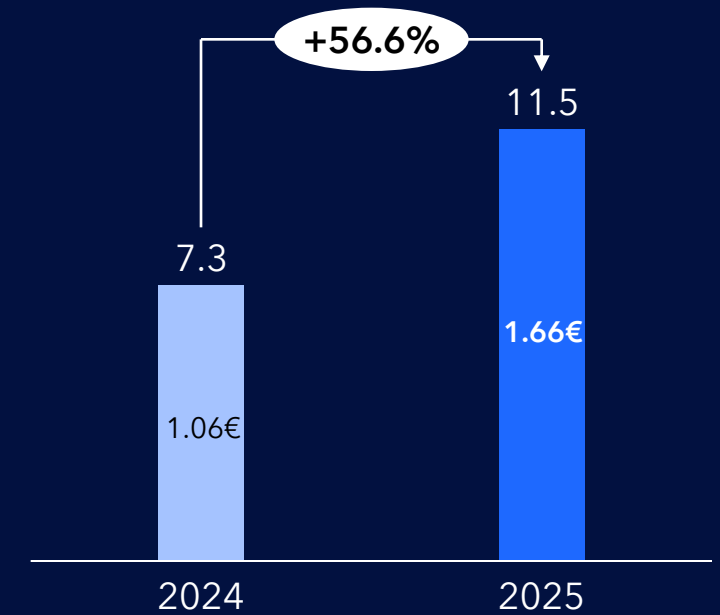
Gross margin significantly improved through an optimized product mix and efficiency gains

EBITDA in m€  
EBITDA margin in %



EBITDA rises significantly due to a substantial increase in profitability

Net income for the period in m€  
Earnings per share in €



Earnings per share were significantly higher than the previous year due to strong profitability

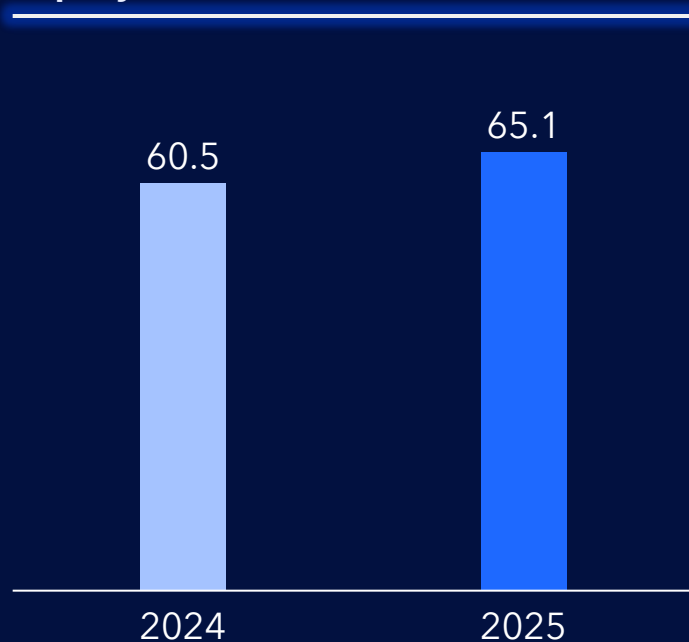
# Strategy success: Dividend hits highest level since 2020



- The Board of Management and Supervisory Board propose the payment of a dividend of **€0.83** per share
- 50% payout ratio of consolidated net income, in line with the long-standing dividend policy

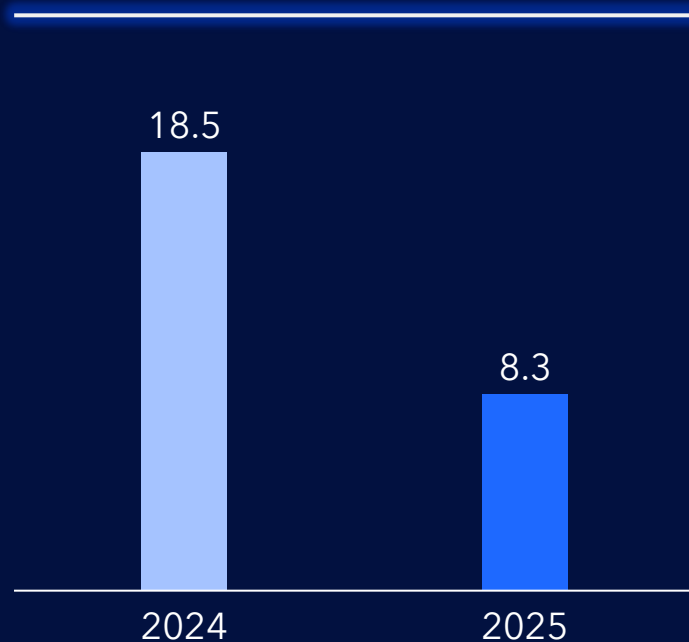
# Equity ratio increased | Debt reduced

## Equity ratio in %



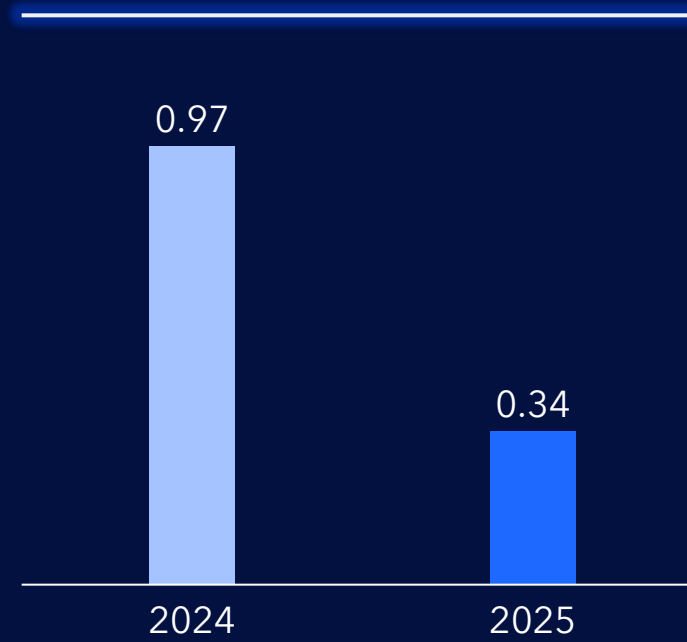
Equity ratio remains high at 65.1 %

## Net debt in m€



Net debt declines significantly due to strong cash generation and high scheduled repayments

## Net debt / EBITDA Ratio



Leverage has improved significantly due to lower net debt and strong EBITDA

# Review of „Future Ready 2025“

2021 - 2022

Phase I: Stability & profitability

- Continuation of the **transformation process** based on existing core competencies
- Focus on **target markets**
- Establishment of a **market-oriented organisational structure**
- **Consolidation** through the use of group-wide synergy effects, expansion of shared services
- **Merger of** individual group companies
- Establishment of **technotrans** as a **strong umbrella brand**



2023 - 2025

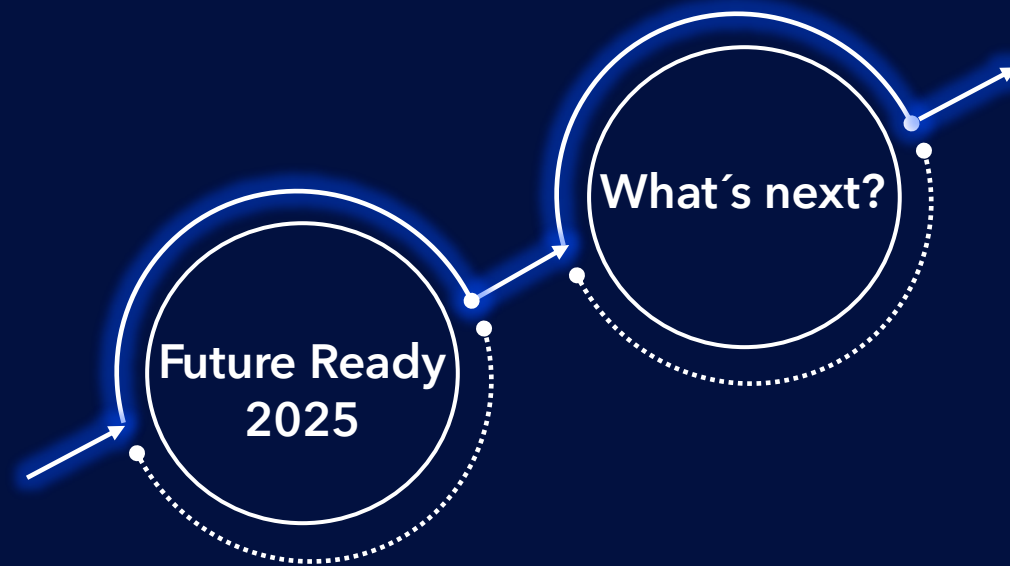
Phase II: Profitable growth & investment

**Accelerated growth based on:**

- Consistent **focus on target markets** at home and abroad
- **International business development**
- Development of **innovative products**
- Use of **new technologies**



# We are ready for the next phase ...



... WE ARE  
**READY FOR GROWTH!**

# Ready for Growth | Financial targets 2030

REVENUE

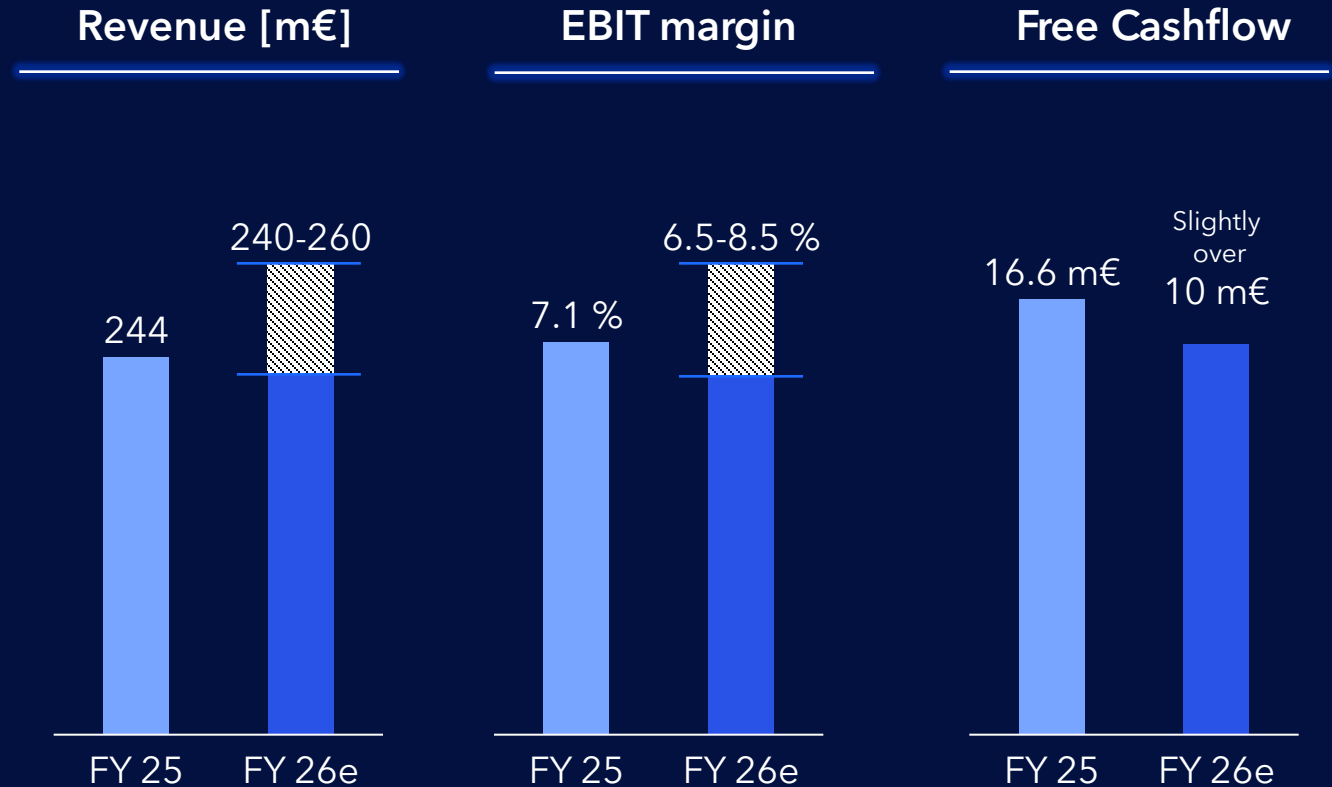
>350 m€

EBIT  
MARGIN

9-12 %

# Guidance 2026

- Business momentum is expected to pick up in the second half of the year.
- Energy Management remains the fastest-growing focus market.
- Resilience has been structurally enhanced through the Group's "Ready for Growth" strategy.
- The free cash flow forecast takes into account the growth-related increase in working capital for Energy Management at year-end; the new construction project in Sassenberg is not included.



# Investor Relations



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# Disclaimer

- This presentation contains statements about the future development of the technotrans Group.
- These reflect the current views of the management of technotrans SE and are based on the relevant plans, estimates and expectations. We would like to point out that these statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those expected.