

technotrans 

# Webcast Q3 2025

Michael Finger | CEO

Natascha Sander | CFO

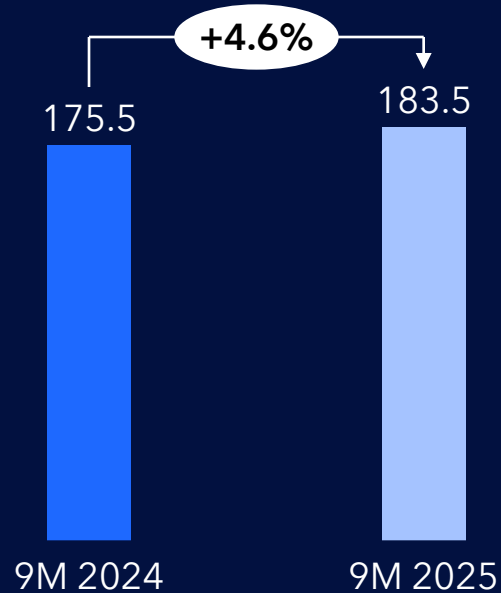
November 18, 2025

# Agenda

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

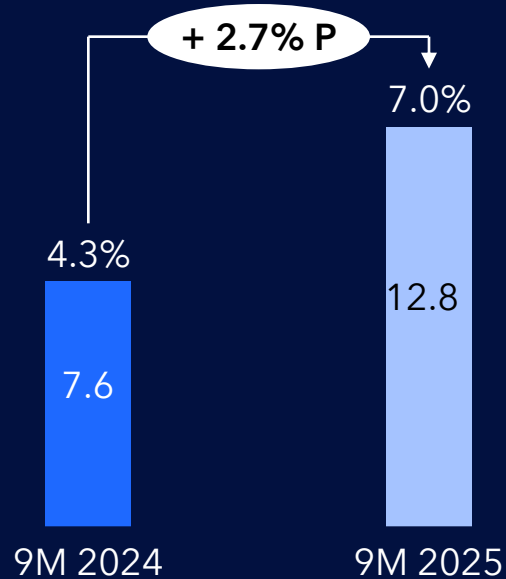
# Significant increase in revenue, EBIT and ROCE

## Revenue in m€



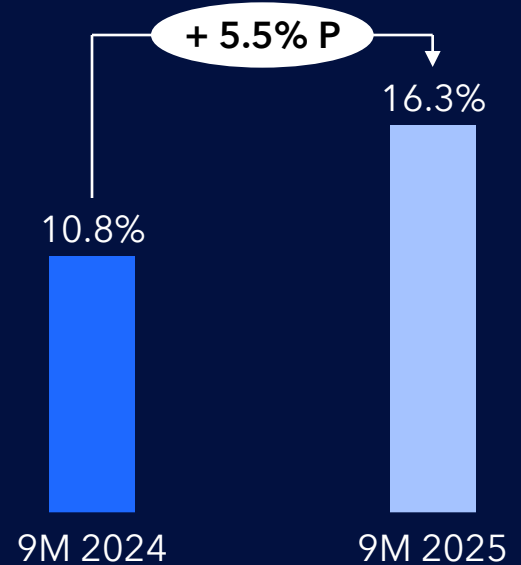
Revenue drivers: Focus markets  
Energy Management,  
HealthCare & Analytics and Print

## EBIT in m€ | EBIT margin in %



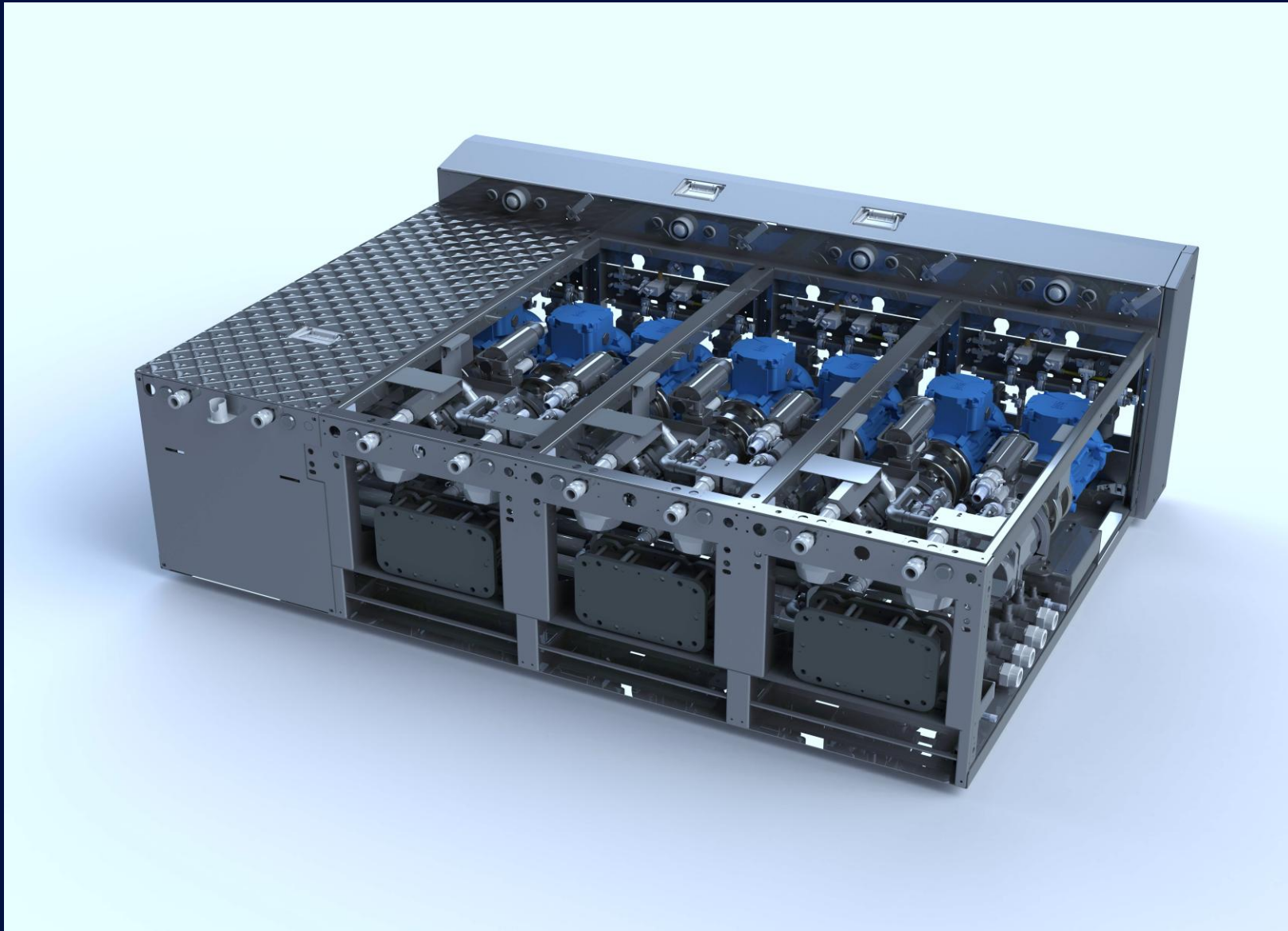
EBIT margin significantly increased  
through optimised product mix  
and efficiency gains

## ROCE in %



ROCE significantly above previous  
year due to earnings growth and  
appropriate capital allocation

# Major order for high-performance flexographic printing



Order volume in the low double-digit million euro range



Exclusive agreement for the **TURBOCLEAN ADVANCED E** ink supply system in flexographic printing



Jointly developed technology sets standards in energy efficiency and resource conservation

# Cooling technology for space communications



Million order secured in growing high-tech segment



Precise liquid cooling for high-frequency antenna technology



Use in ground station network for space communications

# Follow-up order data center liquid cooling



Sales volume in the single-digit million euro range



Delivery of Coolant Distribution Units (CDU) for efficient liquid cooling of high-performance servers in modern data centers



Order confirms technological leadership in this growth market

# Follow-up order for electric buses



Order volume in the low double-digit million euro range



Repeat order from a leading European electric bus manufacturer



New business underpins strategic growth prospects in the megatrend of electrification

# Intensive dialogue at the K trade show 2025



# 9M 2025: Development of focus markets



## Energy Management

+11 %\*

Revenue

28.7 m€

Share of revenue

16 %

Driver

BTMS Rail  
BTMS E-Bus  
Data center



## HealthCare & Analytics

+40 %\*

15.1 m€

8 %

Analytics  
Scanners  
Clean room



## Print

+8 %\*

63.2 m€

34 %

Packaging printing  
Flexographic printing  
Digital printig



## Plastics

-2 %\*

37.4 m€

20 %

Temperature control units  
Refrigeration systems  
Natural refrigerants



## Laser

-9 %\*

29.0 m€

16 %

Battery production  
Semiconductors  
EUV

\*Comparison with previous year

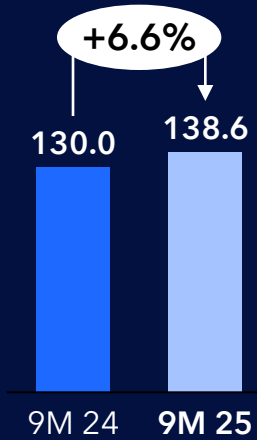
# Revenue growth with above-proportional EBIT increase



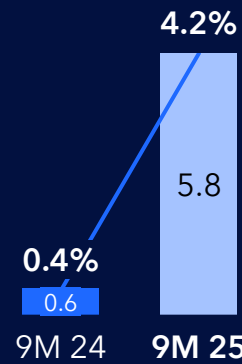
- Revenue up 4.6 % to 183.5 m€ in the nine-month period
- Focus markets Energy Management, Healthcare & Analytics and Print are the main growth drivers
- Order backlog of 86 m€ and book-to-bill ratio of 1.1 indicate a sustained growth trend

- EBIT margin increases significantly by 68 % to 7.0 %
- Profitability improved thanks to revenue growth, optimised product mix in the Technology segment and efficiency gains
- No impact from temporary expenses for reorganization (9M 24: 1.3 m€)

# Technology: EBIT significantly increased compared to previous year

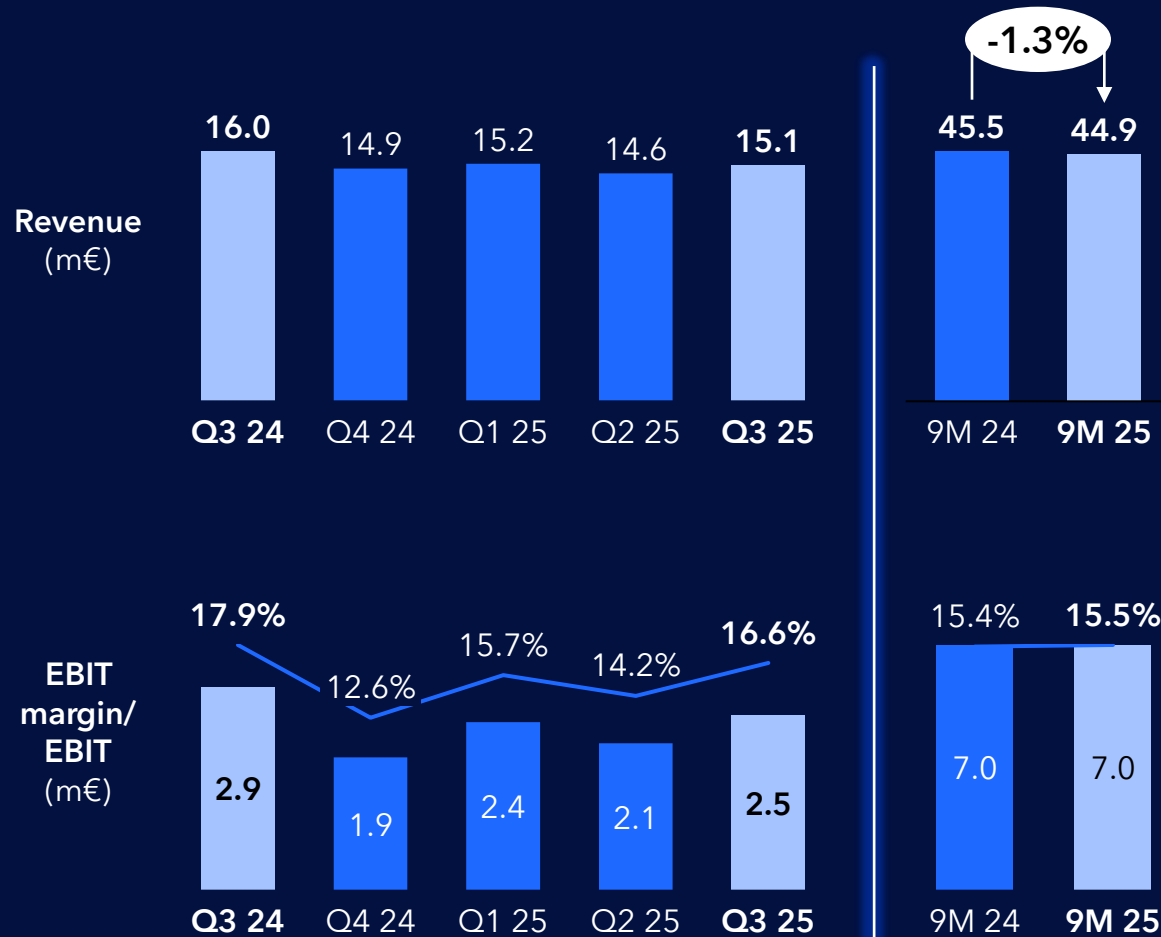


- Significant increase in revenue of 6.6 % to 138.6 m€ in the Technology segment
- Revenue growth in the focus markets of Energy Management, Healthcare & Analytics and Print



- Significant increase in segment EBIT margin to 4.2 %
- Improvement in earnings through optimisation of the product portfolio, utilisation of economies of scale and efficiency gains
- No impact from temporary expenses for reorganization (9M 24: 0.7 m€)

# Services: EBIT margin of 15.5% in the nine-month period

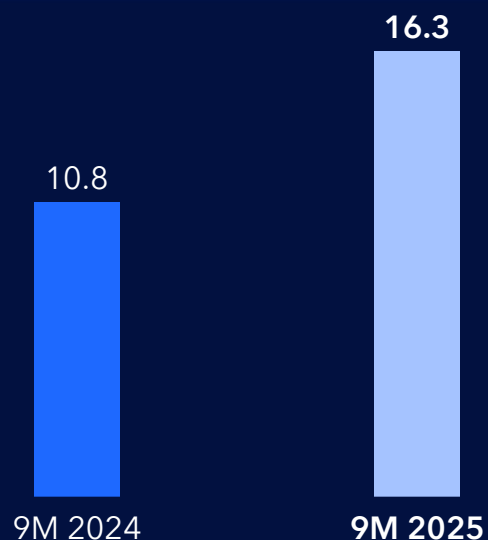


- Revenue in the Services segment was slightly below the previous year's level
- Predominantly rising service revenues in the focus markets were unable to fully offset the decline in Plastics
- Segment EBIT reaches 7.0 m€ in the nine-month period
- Margin remains robust at 15.5%
- No impact from temporary expenses for reorganization (9M 24: 0.6 m€)

# ROCE above guided corridor

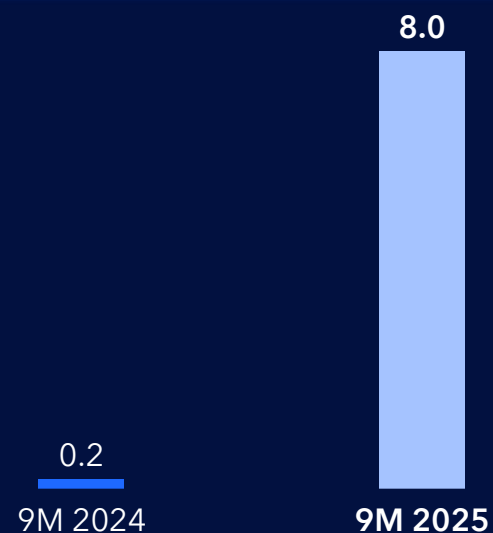
## Free cash flow significantly increased and positive

ROCE in %



ROCE in the nine-month period  
above guided corridor

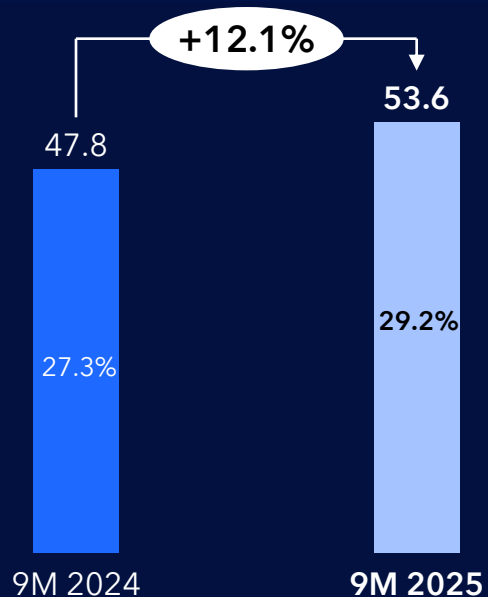
Free cash flow in m€



Free cash flow improves significantly  
due to strong operating cash flow

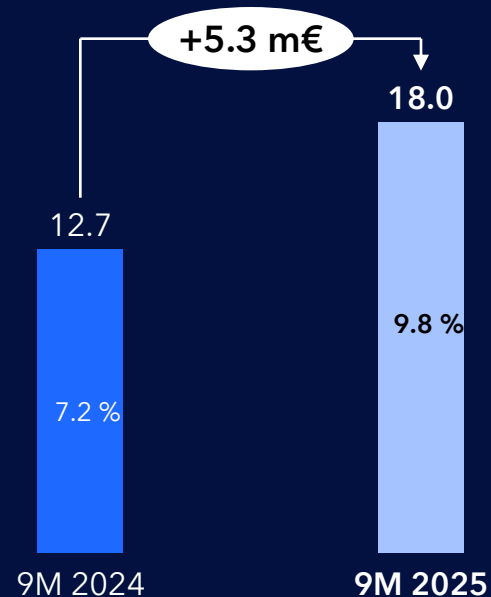
# Profitability rises significantly compared to last year

Gross profit in m€  
Gross margin in %



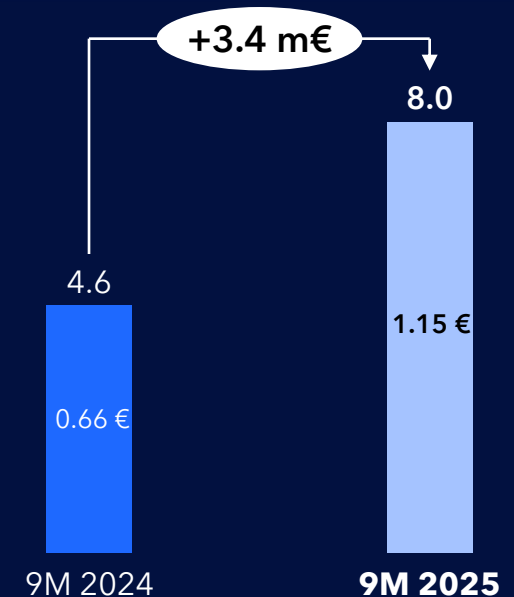
Gross margin significantly improved thanks to optimised product mix and efficiency gains

EBITDA in m€  
EBITDA in %



EBITDA rises substantially due to strong improvement in earnings

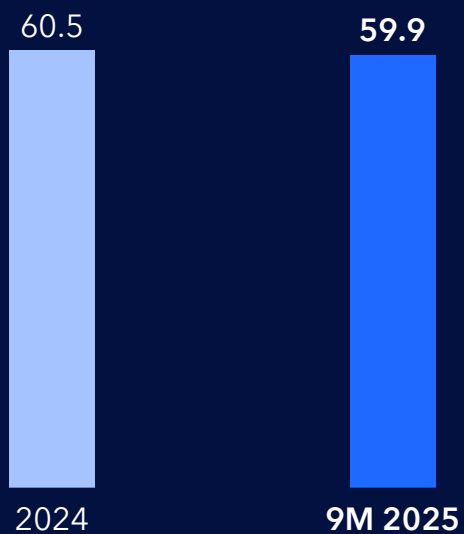
Net income for the period in m€  
Earnings per share in €



Earnings per share significantly above previous year due to strong earnings

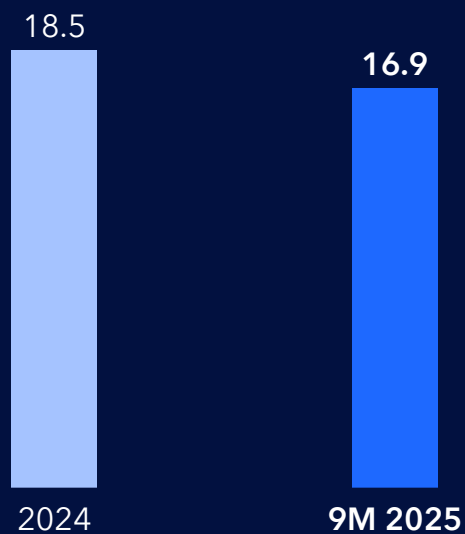
# Net assets: leverage significantly reduced

Equity ratio in %



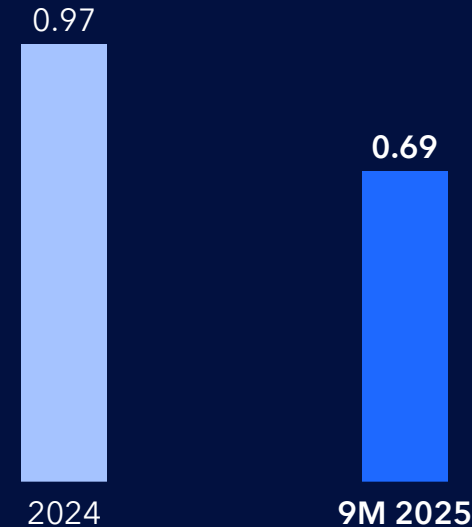
Equity ratio remains strong  
at 59.9 %

Net debt in m€



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

Net debt / EBITDA ratio



Leverage improves due to lower  
net debt and strong EBITDA

# We have developed into a specialist in thermal management in growth markets



Printing industry



Diversification | Buy & Build



Stability | Focus | Growth

- ✓ Global market leader
- ✓ Initial public offering



Diversification through acquisitions

- ✓ Termotek [Medical]
- ✓ Klh [Laser]
- ✓ Gwk [Plastics]
- ✓ Reisner [Large-scale refrigeration]



- ✓ Future Ready 2025 strategy
- ✓ One Group - One Brand
- ✓ Restructuring successful
- ✓ Organisation by market
- ✓ Organic growth

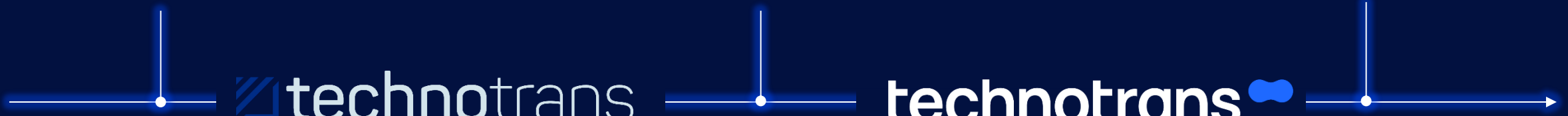
1970-2010

2011-2019

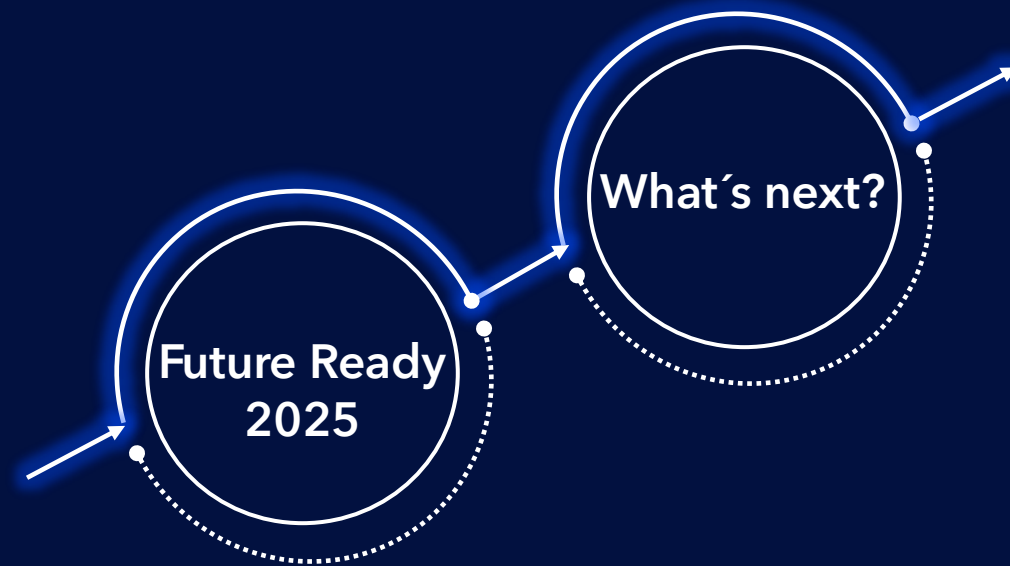
2020-2025

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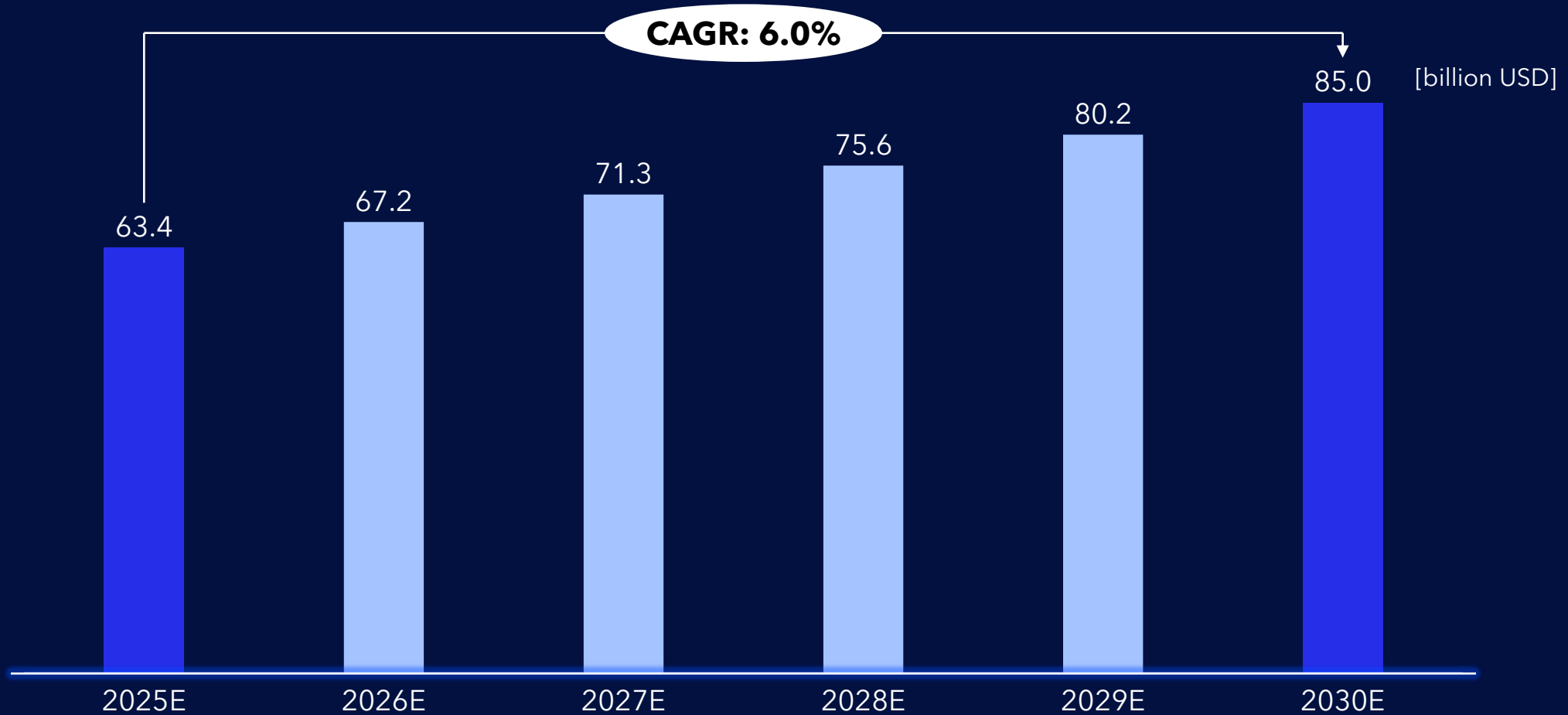


# We are ready for the next phase...

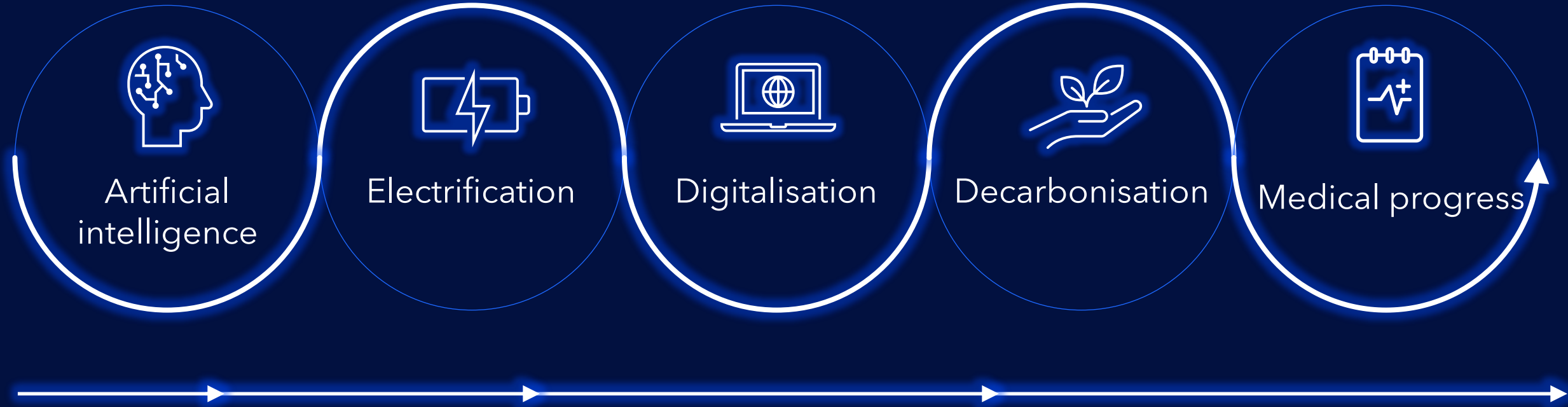


... WE ARE  
**READY FOR GROWTH!**

# Market for thermal management systems is growing



# Megatrends accelerate growth



**Thermal management is essential!**

# Ready for Growth 2030 | Financial targets

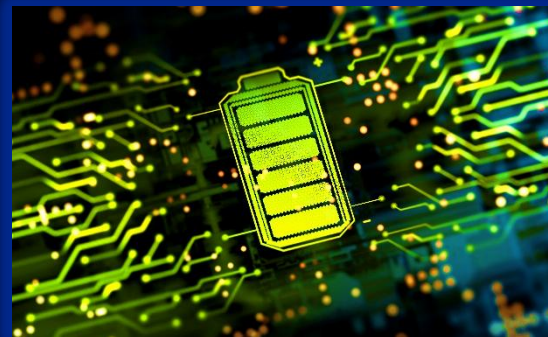
**REVENUE**

**> €350  
million**

**EBIT  
MARGIN**

**9-12%**

# Key elements of the strategy



## Strong growth fueled by megatrends

Megatrends support strong growth

- **Artificial intelligence:**  
Liquid cooling for data centers
- **Electrification:**  
Battery cooling  
Charging infrastructure
- **Decarbonisation:**  
Recycling | Lightweight
- **Digitalization:**  
Packaging print

## Unique range in thermal management

Innovations for the future  
Unique range in thermal management (temperature, cooling capacity, precision) is constantly opening up new areas of business, e.g.

- Mining
- Hydrogen
- Space communication

## Divisions strengthen resilience

4 profitable und growing divisions strengthen resilience

- Full operational responsibility
- Market dynamics are anticipated and addressed in a targeted manner.

## Focus on profitability and core business

Financial strength and stability form the basis for sustainable growth

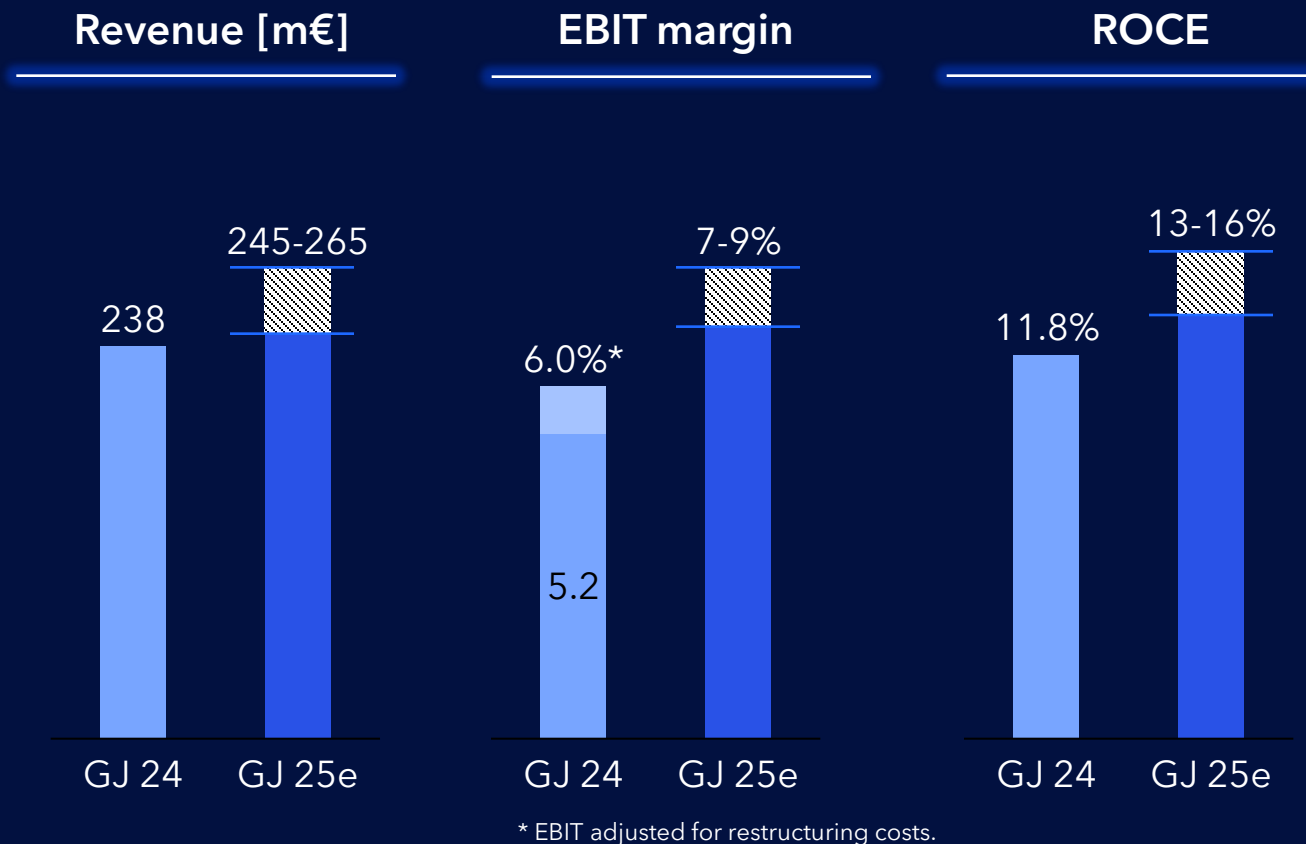
- Portfolio optimization
- Reduction of complexity
- Scaling of growth projects
- Operative Excellence

# Capital Markets Day on 8 October 2025 in Sassenberg



# Forecast 2025

- **technotrans achieves strong business performance in the first 9 months of fiscal year 2025**
- **The focus markets of Energy Management, Healthcare & Analytics, and Print remain key growth drivers**
- **Efficiency measures continue to have an impact and stabilize earnings in a volatile environment**
- **The Board of Management confirms the 2025 forecast**



The forecast is subject to the proviso that political and economic conditions do not deteriorate. These include, in particular, economic trends, the war in Ukraine, the conflict in the Middle East, regulations at European and international level and macropolitical developments. Possible portfolio changes are not taken into account in this forecast.

# Investor Relations



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- 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.