

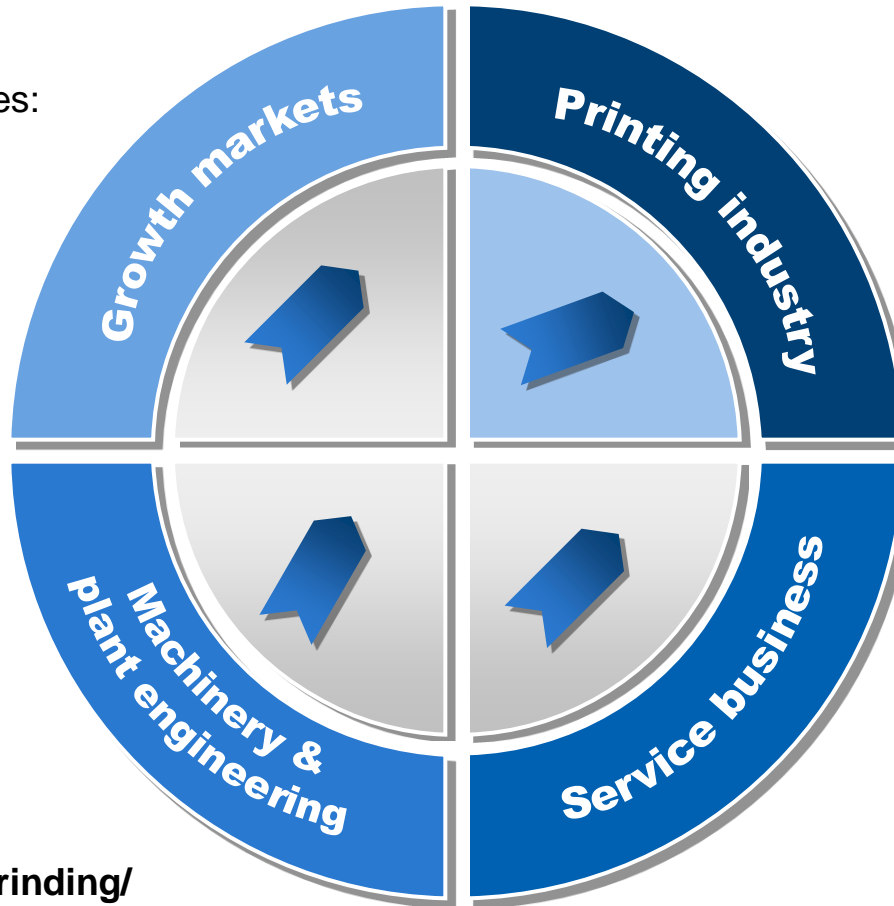


# **Welcome to our Annual Shareholders' Meeting 2015**

May 13, 2015

## Long-term growth strategy

- high investments
- mainly new technologies:
  - **medical care**
  - **safety**
  - **storage**
  - **semiconductor**

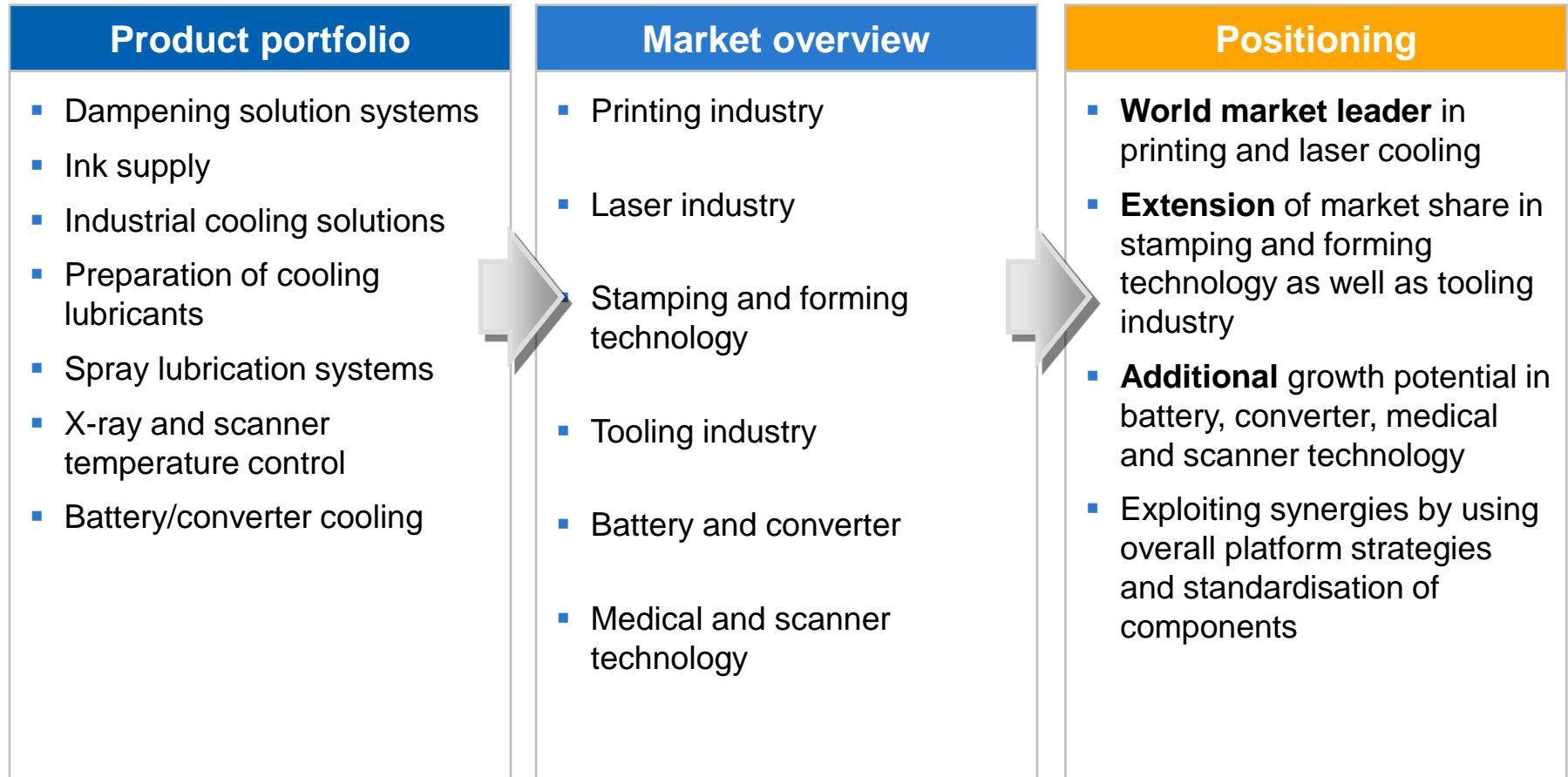


- product diversification
  - optimising and summarising  
→ platform strategy
- generating volume:
  - **offset print**
  - **digital print**
  - **flexo print**

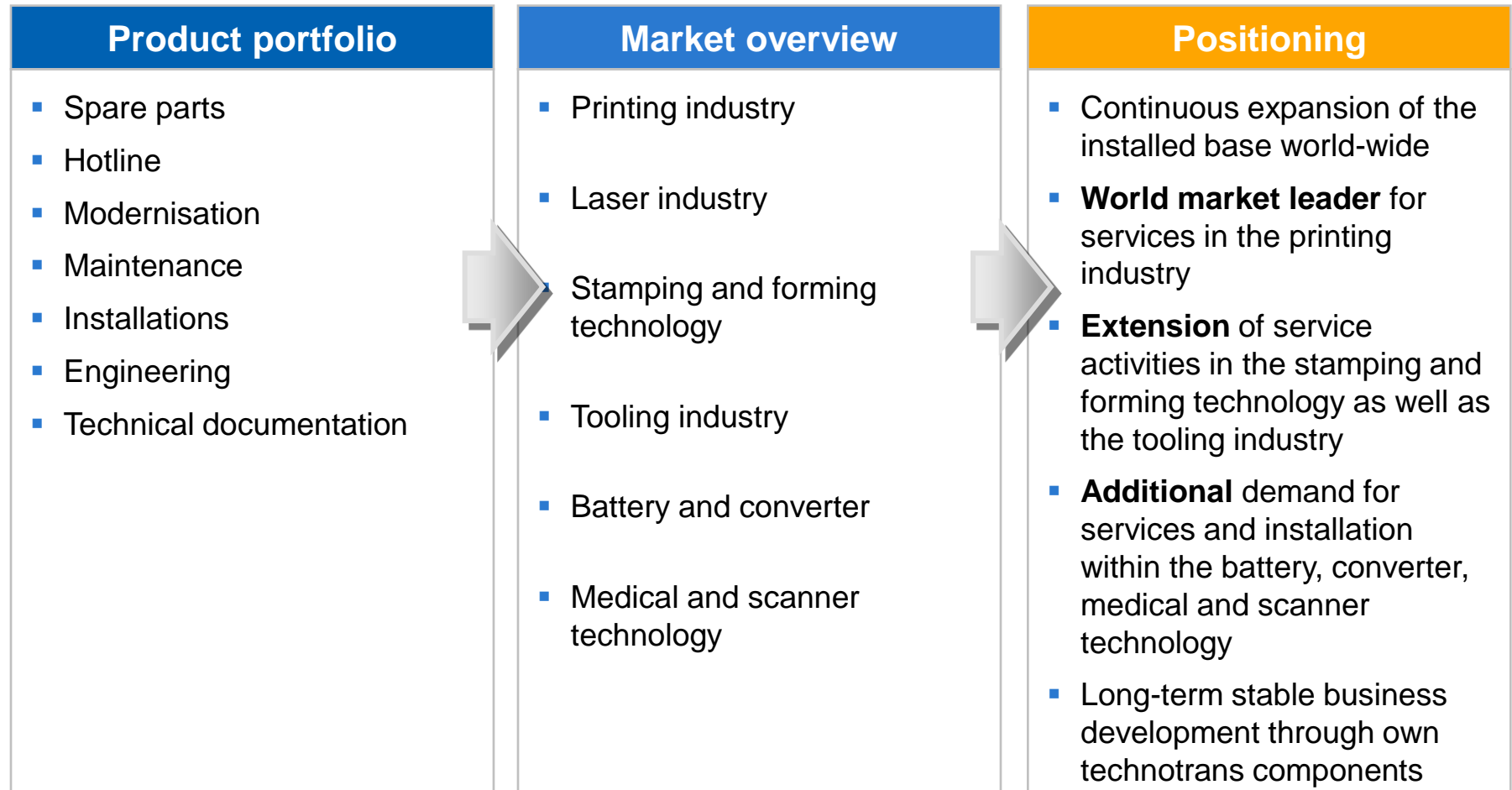
- product diversification
- optimising and summarising  
→ platform strategy
- generating volume:
  - **laser**
  - **turning/milling/grinding/polishing**
  - **cutters/presses**

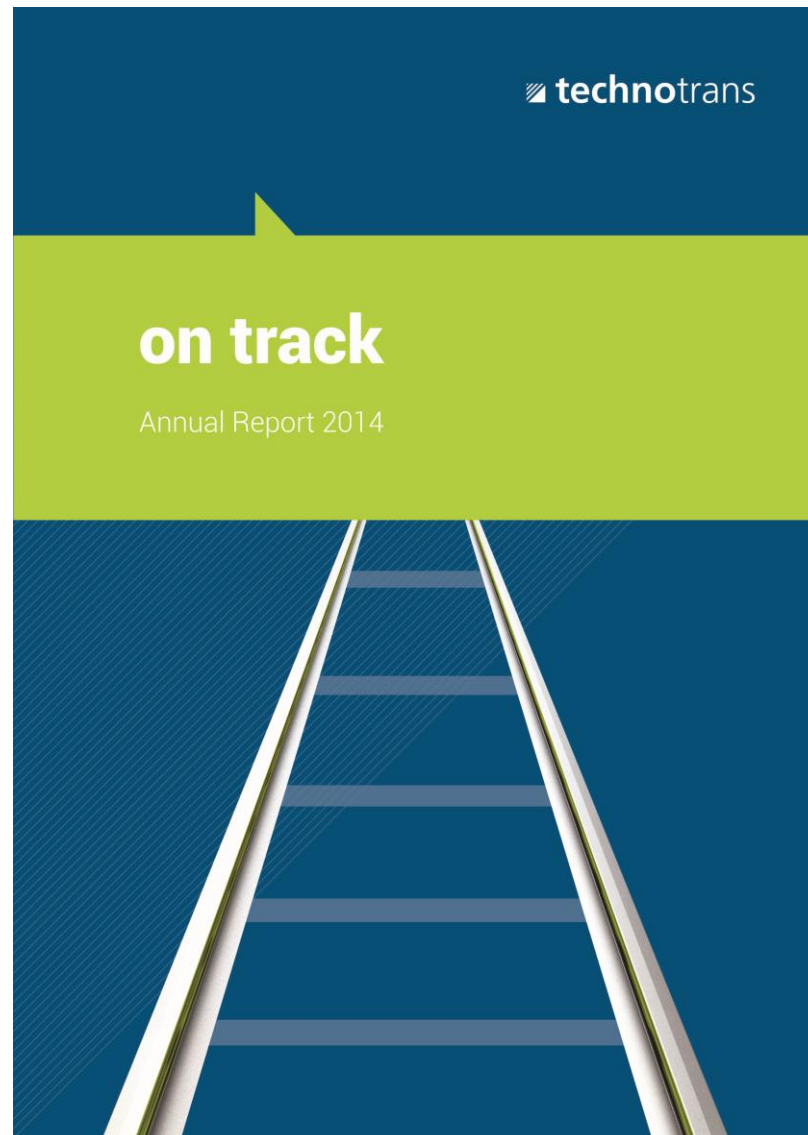
- Expansion/development of service business
  - **print**
  - **machinery & plant engineering**
  - **new growth markets**
    - **technical documentation (gds AG)**

## Products and markets



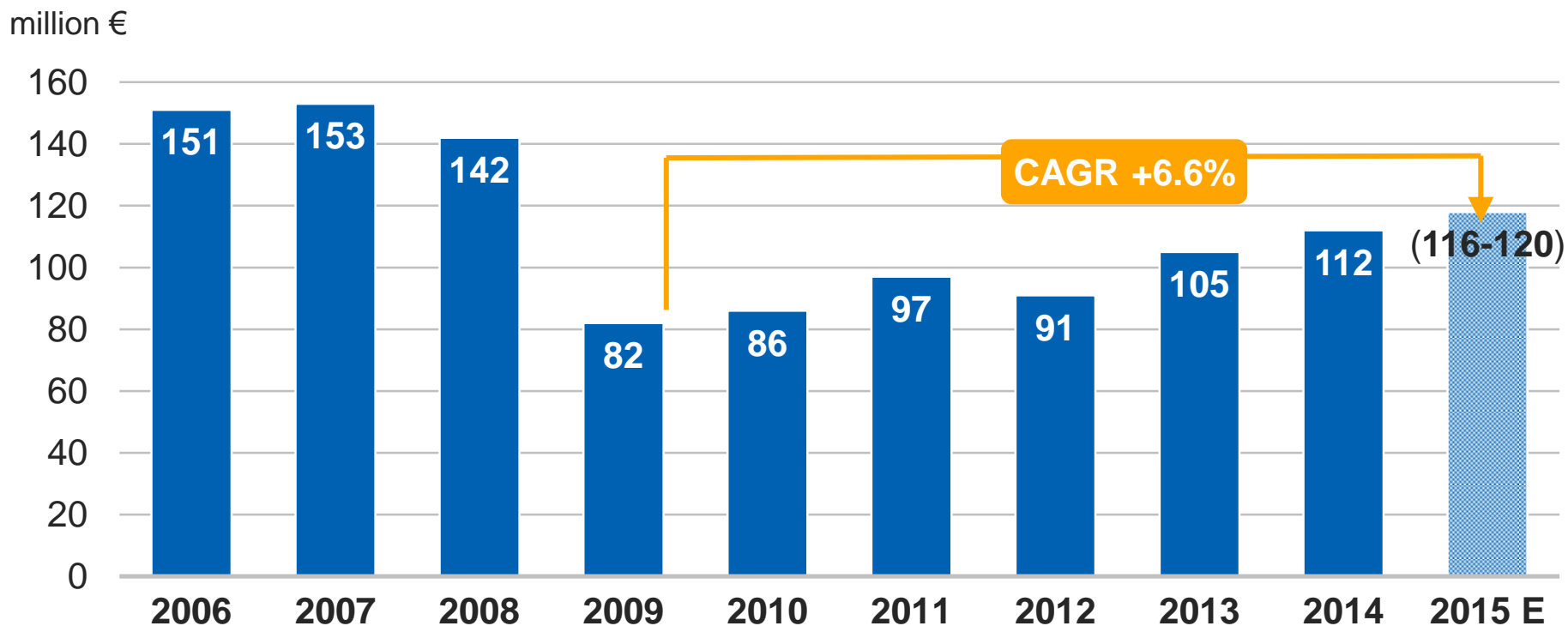
## Products and markets





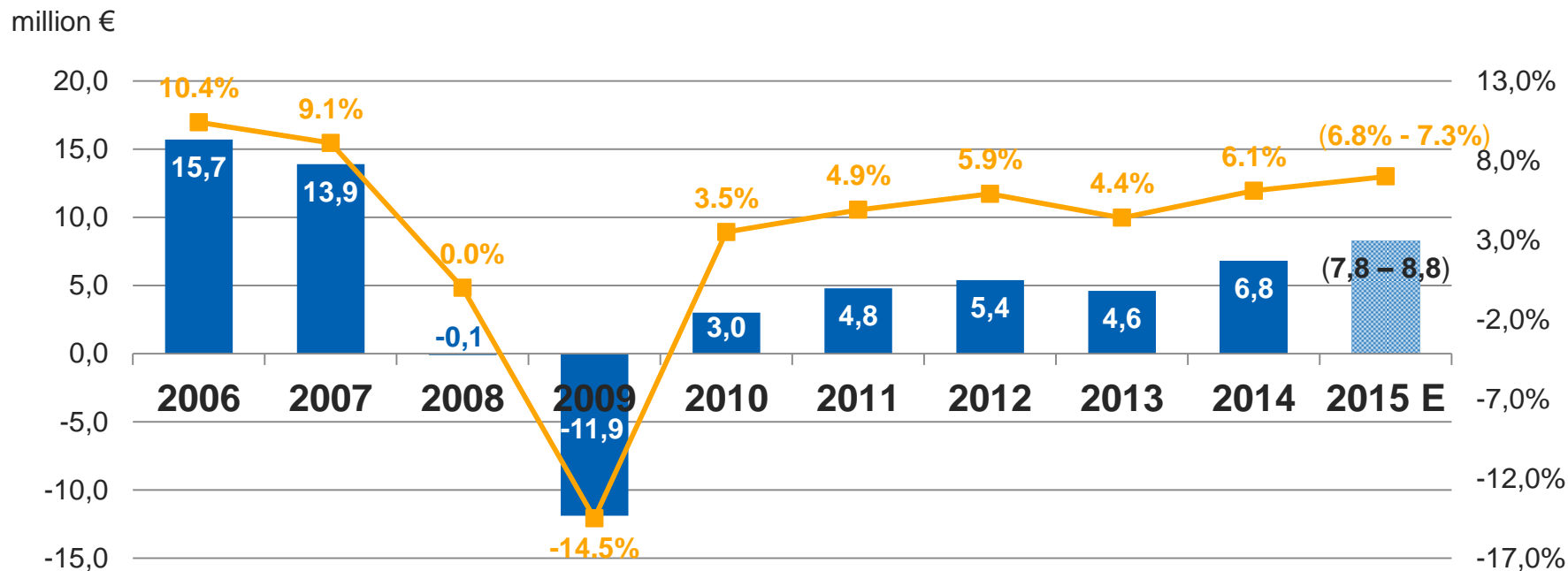
# Historical revenue performance

■ technotrans GROUP

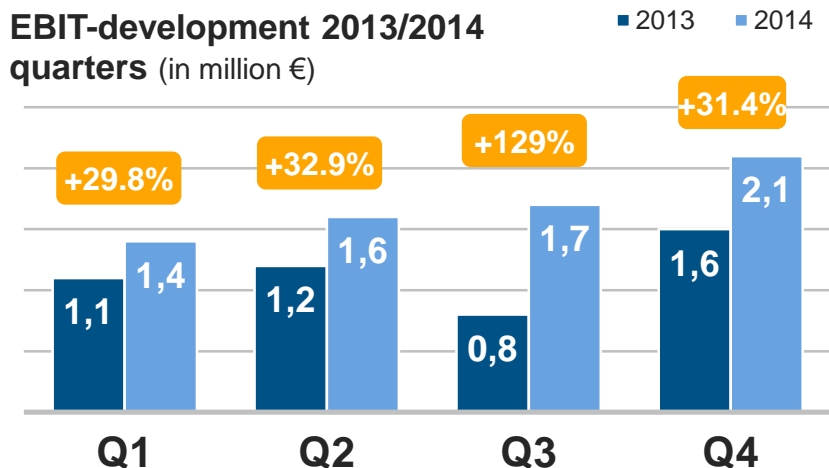
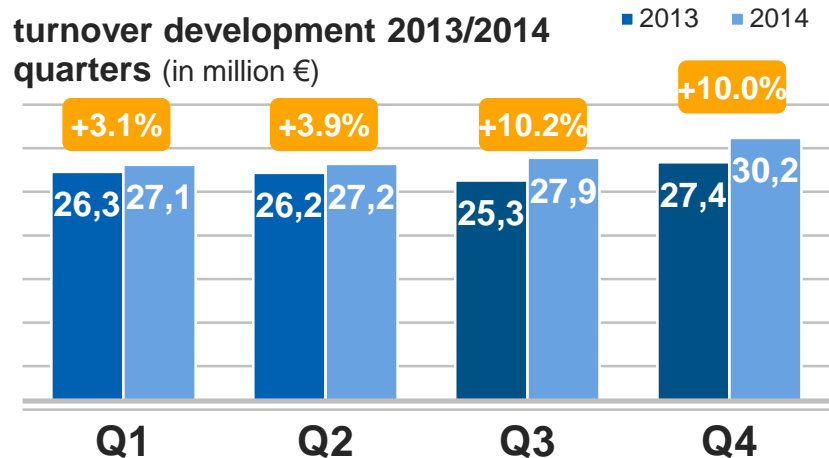


**technotrans grows continuously after the crisis**

# Historical earnings performance



**stable operational results (EBIT) support the strategic repositioning**



## Turnover and EBIT by quarters

- technotrans grows according to plan

### Q4 2014/2013

turnover **+10.0%**  
EBIT **+31.4%**

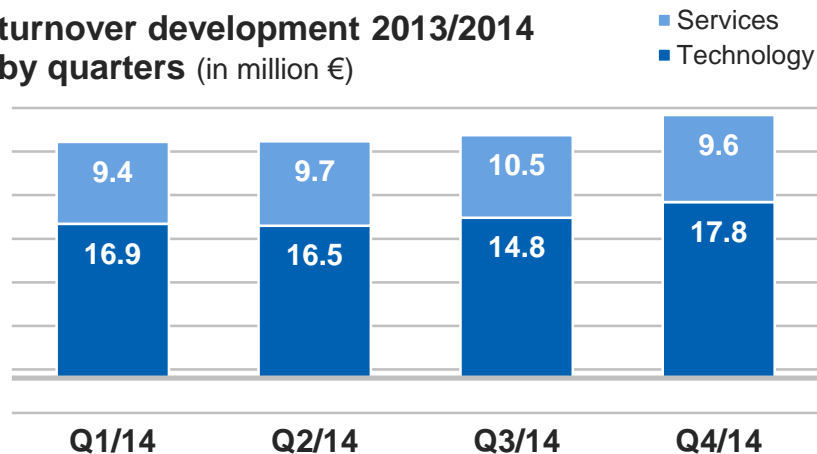
also print grows **+1,7%**  
strong growth in new markets

- **Q4 2014**

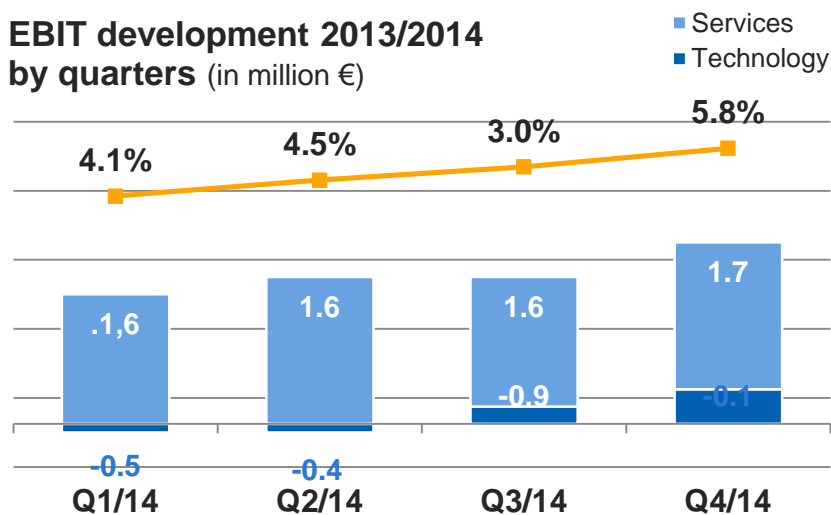
EBIT-margin reaches **7.0 %**  
(previous year: 5.8%)



turnover development 2013/2014  
by quarters (in million €)



EBIT development 2013/2014  
by quarters (in million €)



\* EBIT-margin in total

## Turnover and EBIT by segments

- **technology (66%)**  
growth of turnover **+11.8%** YTD through a successful expansion of activities in the new markets

segment result in Q4 slightly positive  
**+0.4** million € YTD achieved

- **services (34%)**  
turnover **-1.5%** YTD

segment result stable at **6.4** million €  
(EBIT-margin = **16.6%**)

## Key figures at a glance

Earning figures (in T€)	Q1-Q4 2013	Q1-Q4 2014	Δ in %
Turnover	105,207	<b>112,371</b>	+6.8
EBITDA	7,815	<b>9,873</b>	+26.3
EBIT	4,626	<b>6,830</b>	+47.6
EBIT-margin in %	4.4%	<b>6.1%</b>	
Net profit for the period*	3,016	<b>4,381</b>	+45.3
Net profit per share	0.47	<b>0.67</b>	+44.6

\* Profit attributable to technotrans AG shareholders

Cashflow key figures (in T€)	Q1-Q4 2013	Q1-Q4 2014	Δ in %
Operational cashflow	2,693	<b>7,124</b>	
CF from investing activities	-6,126	<b>-2,303</b>	
CF from financing activities	1,590	<b>-4,596</b>	
Free Cash Flow	-3,433	<b>4,821</b>	
Cash and cash equivalents	16,723	<b>17,238</b>	+3.1

Balance sheet figures (in T€)	Q4 2013	Q4 2014	Δ in %
Balance sheet capital	73,019	<b>74,534</b>	+2.1
Equity	43,743	<b>47,470</b>	+8.5
Equity ratio in %	59.9%	<b>63.7%</b>	
Net debt	-941	<b>-4,763</b>	
Working Capital	28,254	<b>31,489</b>	+11.4

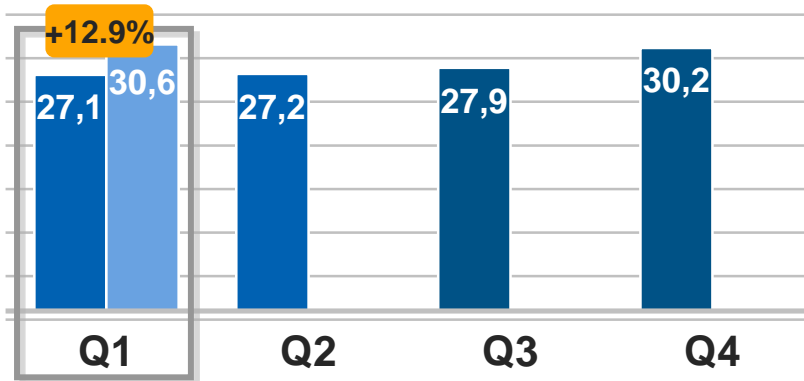
Other key figures (in €)	Q1-Q4 2013	Q1-Q4 2014	Δ in %
Employees	763	<b>771</b>	+1.1



**Profit situation on plan, stable equity ratio, free cashflow significantly improved**

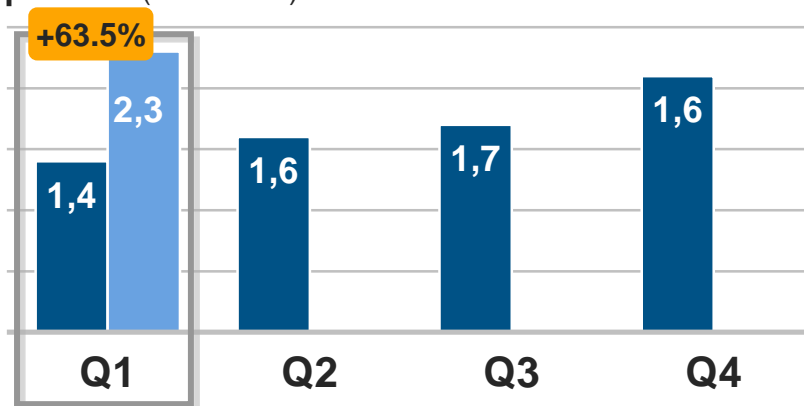
turnover development 2014/2015  
quarters (in million €)

■ 2014 ■ 2015



EBIT-development 2014/2015  
quarters (in million €)

■ 2014 ■ 2015



## Turnover and EBIT by quarters

- technotrans grows according to plan

### Q1 2015/2014

turnover **+12.9%**  
EBIT **+63.5%**

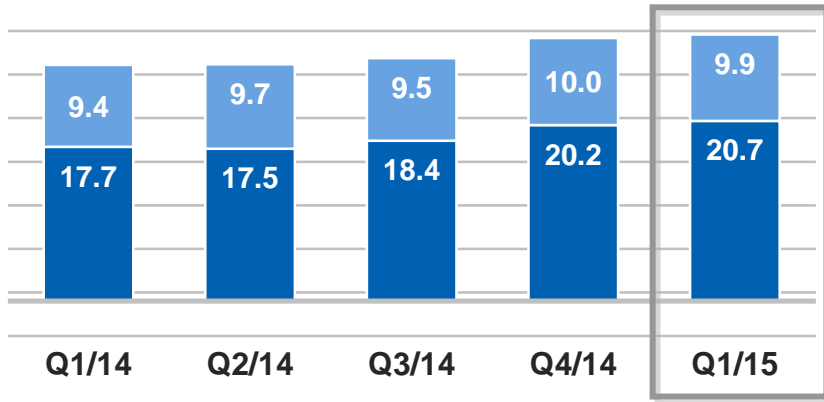
strong growth in new markets

- Q1 2015

EBIT-margin reaches **7.5 %**  
(previous year: 5.2%)

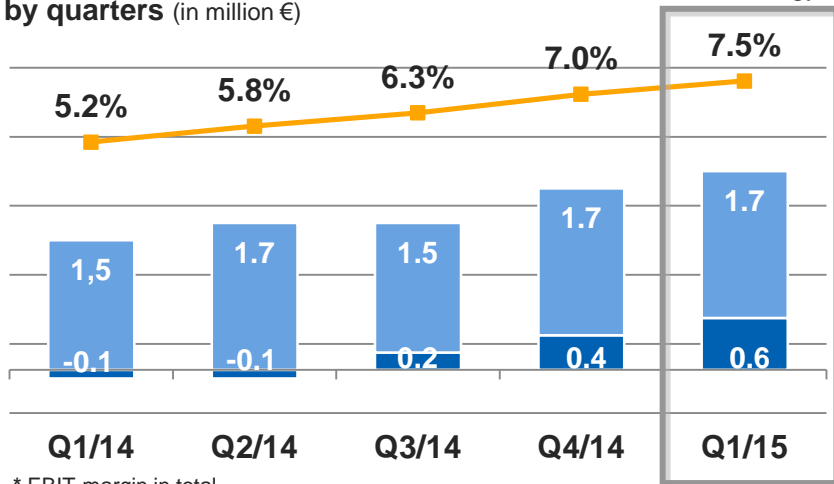
turnover development 2014/2015  
by quarters (in million €)

■ Services ■ Technology



EBIT development 2014/2015  
by quarters (in million €)

■ Services ■ Technology



\* EBIT-margin in total

## Turnover and EBIT by segments

- **technology (68%)**

growth of turnover **+17.0%** YTD

positive segment result in Q1 **0.6** million  
€ YTD (EBIT-margin = 3.0%)

- **services (32%)**

turnover **+5.2%** YTD

segment result stable in Q1 **1.7** million €  
(EBIT-margin = 16.9%)

## Key figures at a glance

Earning figures (in million €)	Q1 2014	Q1 2015	Δ in %
Turnover	27.1	<b>30.6</b>	+12.9
EBITDA	2.1	<b>3.1</b>	+45.1
EBIT	1.4	<b>2.3</b>	+63.5
EBIT-margin in %	5.2%	<b>7.5%</b>	
Net profit for the period*	0.9	<b>1.5</b>	+63.1
Net profit per share	0.14	<b>0.22</b>	

\* Profit attributable to technotrans AG shareholders

Cashflow key figures (in million €)	Q1 2014	Q1 2015	Δ in %
Operational cashflow	3.0	<b>3.4</b>	12.5
CF from investing activities	-1.5	<b>-0.4</b>	-72.1
CF from financing activities	-0.7	<b>-0.7</b>	0.0
Free Cash Flow	1.5	<b>3.0</b>	93.0
Cash and cash equivalents	17.5	<b>19.7</b>	+3.1

Balance sheet figures (in million €)	Q1 2014	Q1 2015	Δ in %
Balance sheet capital	74.5	<b>79.5</b>	+6.6
Equity	47.5	<b>49.5</b>	+4.2
Equity ratio in %	63.7%	<b>62.2%</b>	
Net debt	4.8	<b>7.9</b>	+66.1
Working Capital	31.5	<b>33.1</b>	+5.1

Other key figures (in €)	Q1 2014	Q1 2015	Δ in %
Employees	773	<b>786</b>	+1.7

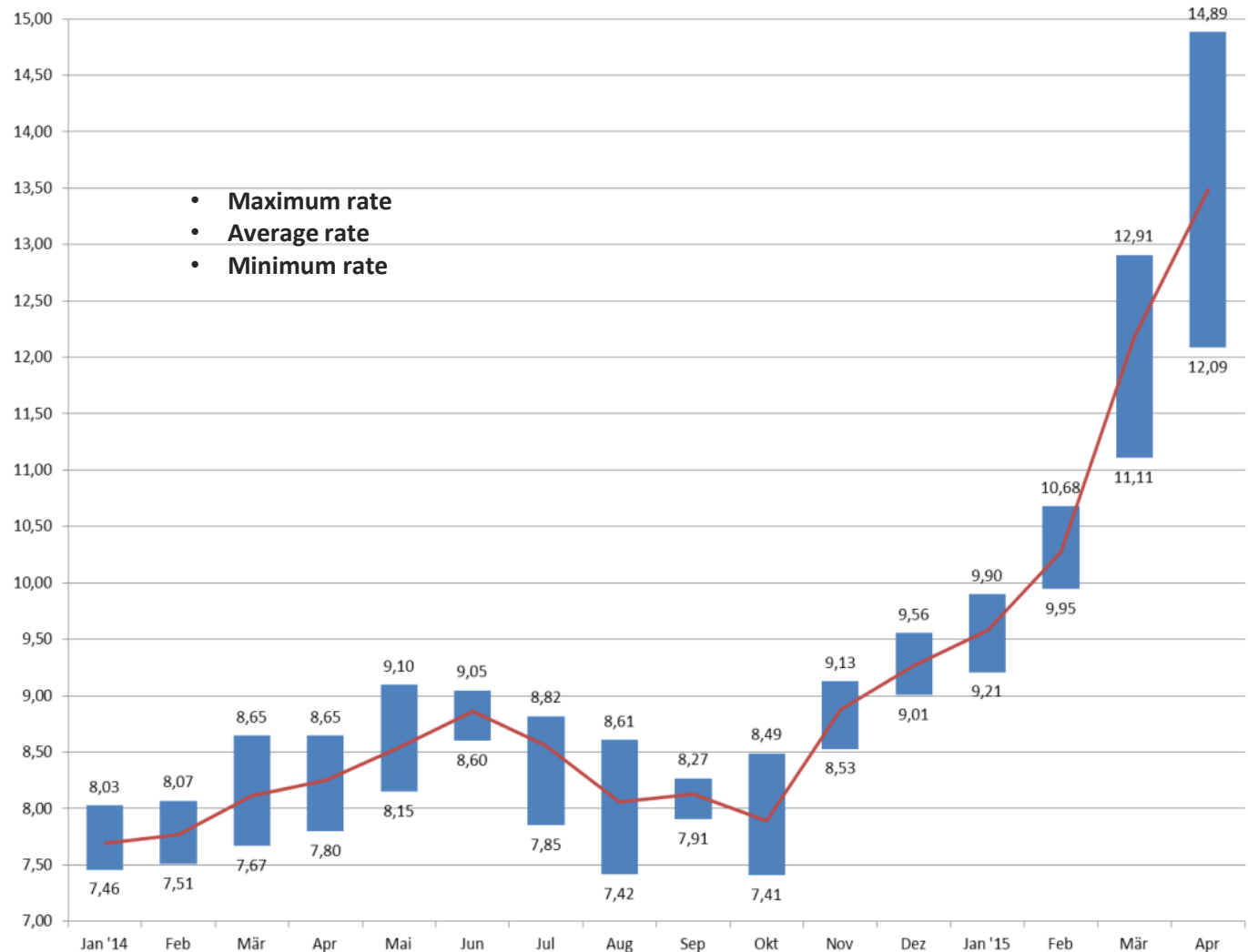


**Profit situation on plan, stable equity ratio, free cashflow significantly improved**

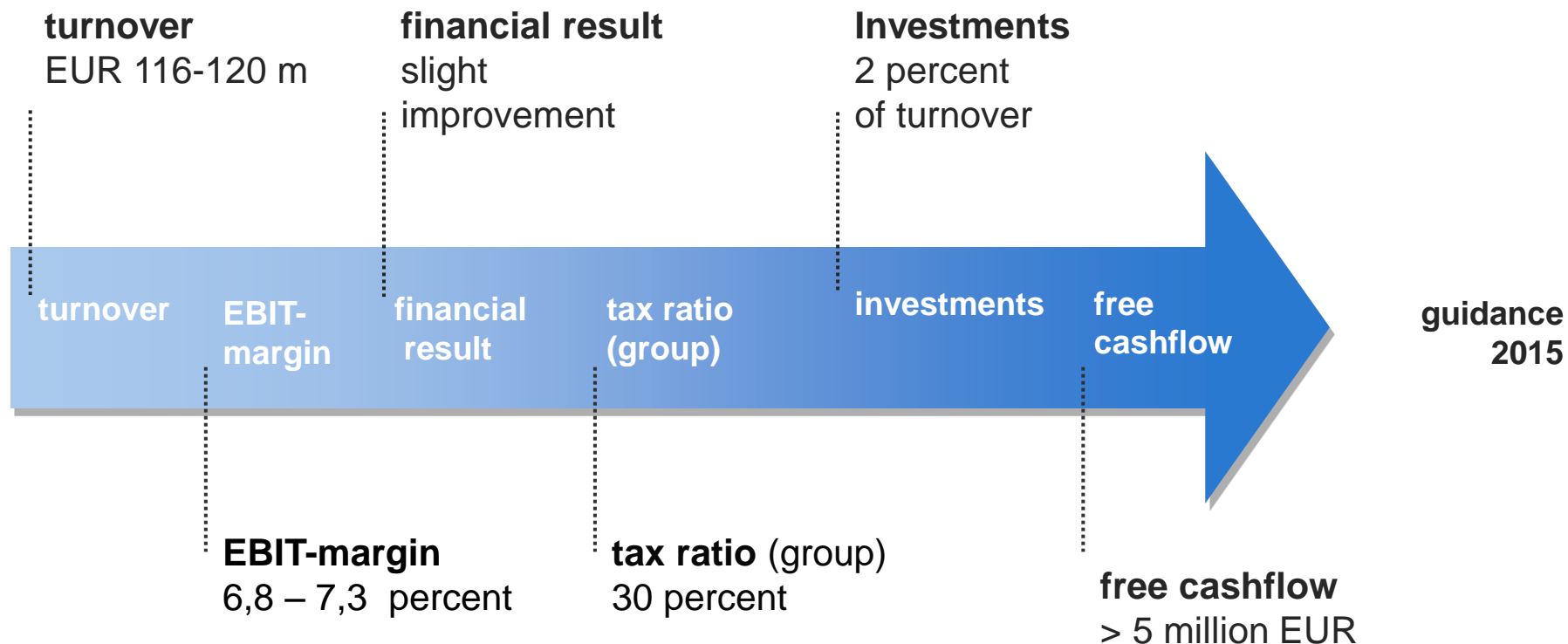
# Stock Chart of technotrans share

“technotrans shares maintained their positive trend in the first quarter of 2015.”

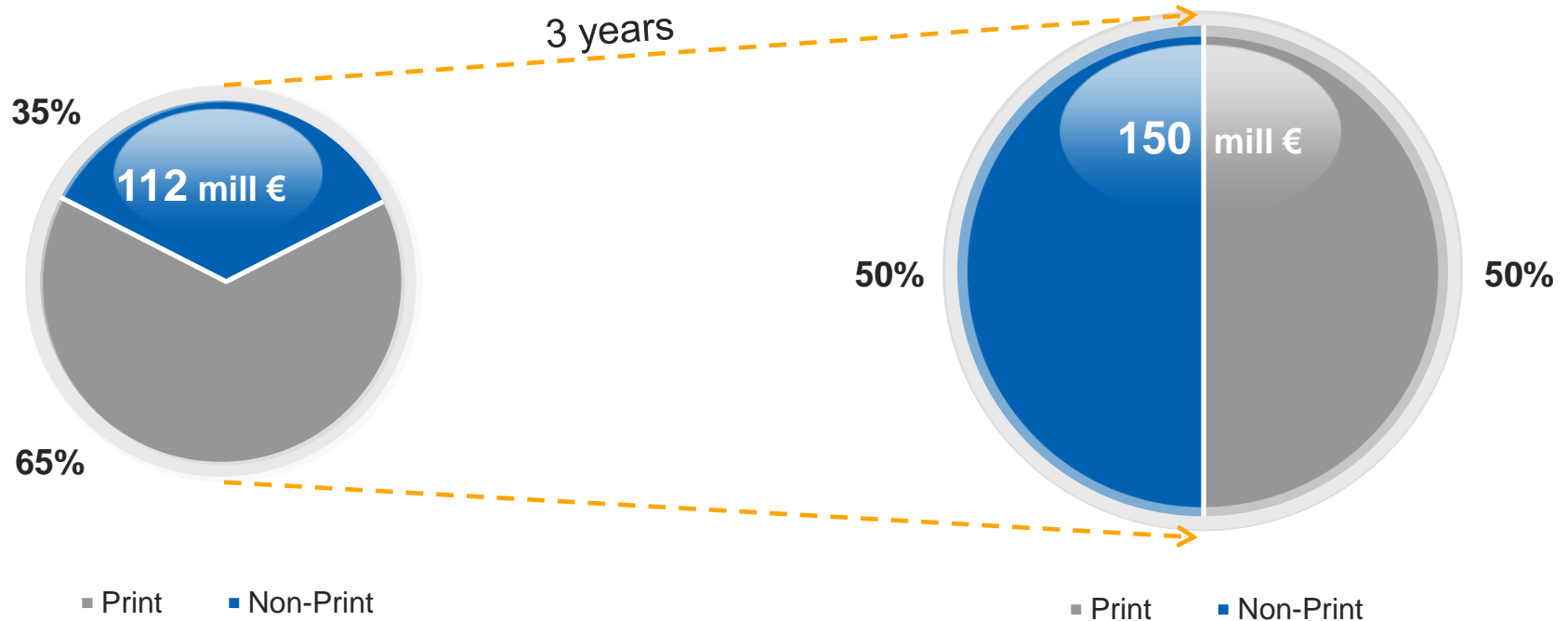
With a share price performance of nearly 20 percent in the month of March alone, technotrans outperformed all the relevant indices.”



## technotrans group: outlook 2015



## long-term growth strategy



**Continuously better than the market**





#### Disclaimer

Any forward-looking statements contained in this presentation represent our best judgement as to what will occur in the future. The Company's actual results could differ materially from those presented and will depend on a number of competitive and economic factors, some of which will be outside the control of the company.