



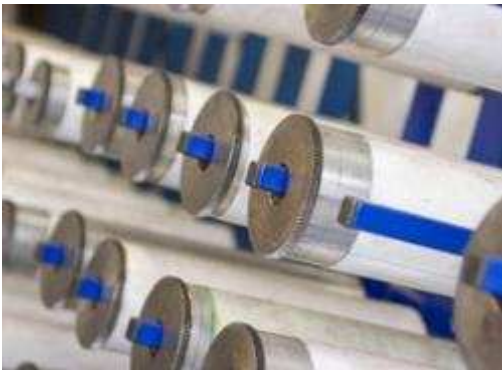
Annual Shareholders' Meeting 2016



› Münster, May 12, 2016

Market and prospects

Leading position in key markets



Print

- › World market (equipment sales): **+ 0.5 percent CAGR up until 2017** (NPES), stable market
- › Industry in transition: growth segments, e.g. digital and flexographic printing gaining in importance compared with classic offset printing
- › technotrans: world market leader for peripheral solutions

Market and prospects

Product examples print



Market and prospects

Leading position in key markets



Laser cooling

- › World market for laser applications **+ 5.5 percent CAGR up until 2019** (Strategies Unlimited), dynamic growth
- › High growth potential also for contract laser welding (additive manufacturing)
- › Common expansion of full-line principle

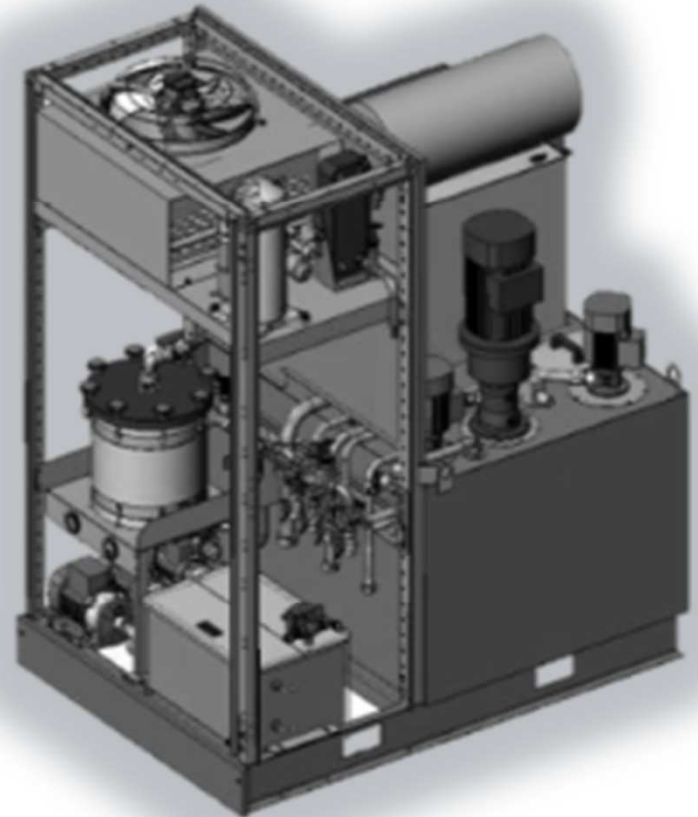


Stamping and forming technology, machine tools

- › German machine and plant construction industry (VDMA) expecting **zero growth in 2016** for mechanical engineering industry
- › Positive impulses: expansion of market position in the niche for temperature control, filtration and lubrication

Markt und Perspektiven

Product examples machinery and plant engineering



Market and prospects

Expansion in promising markets

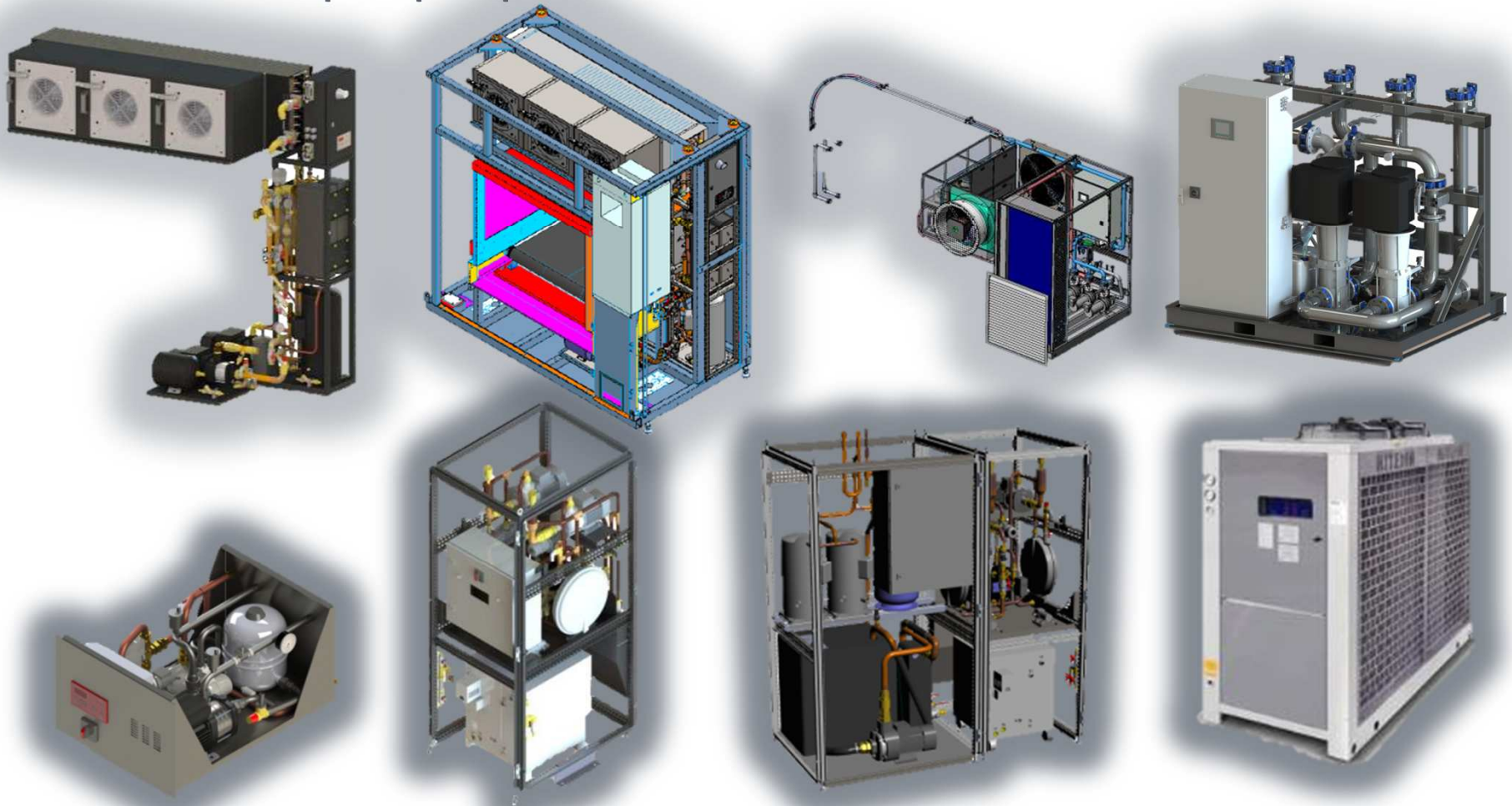


Growth markets

- › Scanner technology in aviation safety: **+ 7 percent CAGR up until 2020** (homelandsecurityresearch)
- › Medical technology / magnetic resonance tomography: **+ 3.5 percent CAGR up until 2017** (TMR)
- › Great innovation potential for technotrans

Market and prospects

Product examples prospect markets





Share

- › distribution of 50 % of the consolidated net earnings
- › proposed dividend of € 0.48 per share for 2015

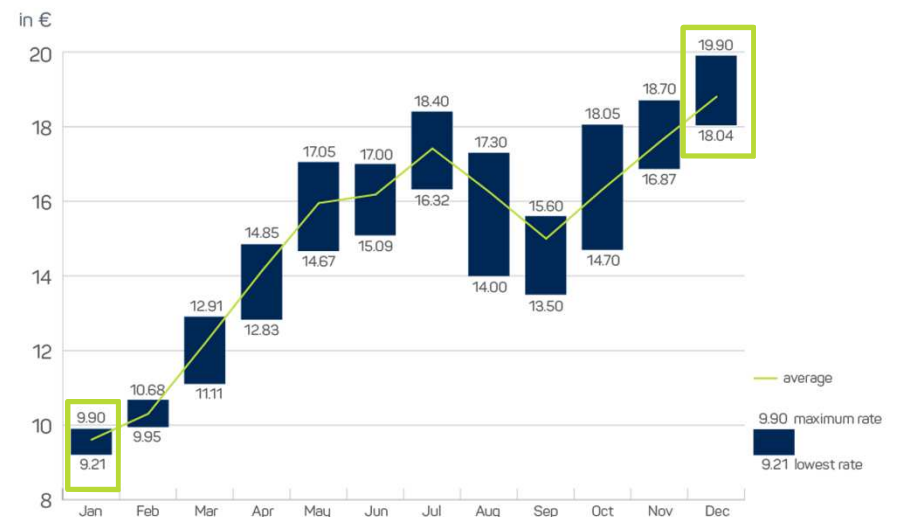
Earnings per share (EPS)



Share performance (January 1st, 2014 – December 30th, 2015)







Share performance of technotrans-share (XETRA) in 2015



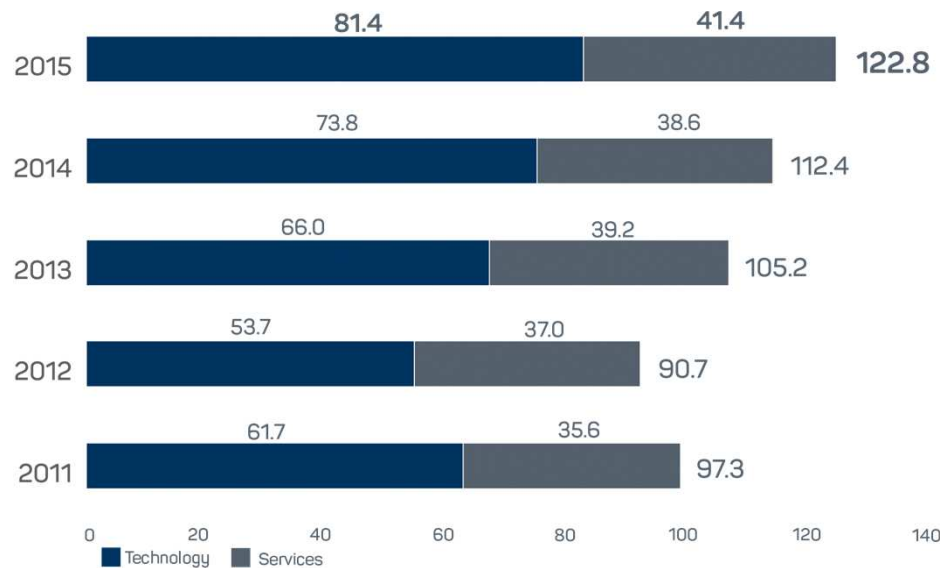
Targets achieved...

Actual and forecasted business performance

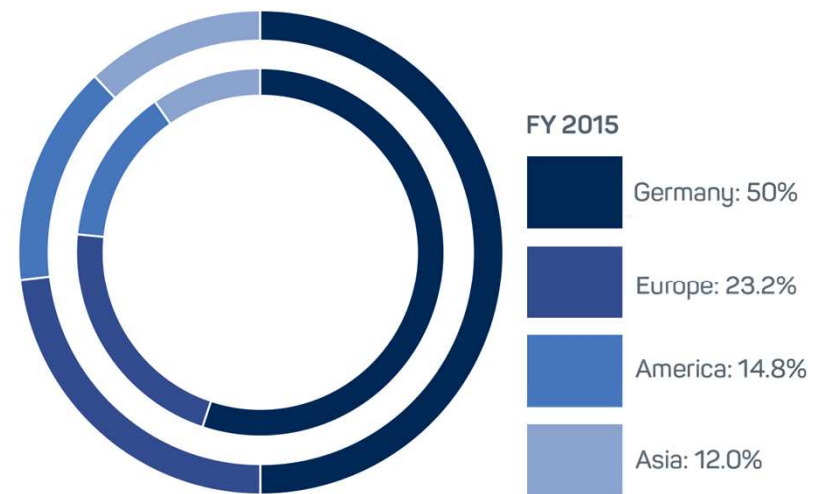
		target figure 2015	actual 2015	
Revenue	in EUR million	116 - 120	122.8	} 
Technology	in EUR million	76 - 79	81.4	
Services	in EUR million	40 - 41	41.4	
EBIT	in EUR million	7.8 - 8.8	9.0	} 
	in %	6.8% - 7.3%	7.3%	
Technology	in EUR million		2.1	
	in %	positive margin	2.6%	} 
Services	in EUR million		6.9	
	in %	stable margin	16.6%	
Free cash flow	in EUR million	> 5	8.6%	} 

Turnover Performance

Turnover by segments (in EUR million) 2011 - 2015



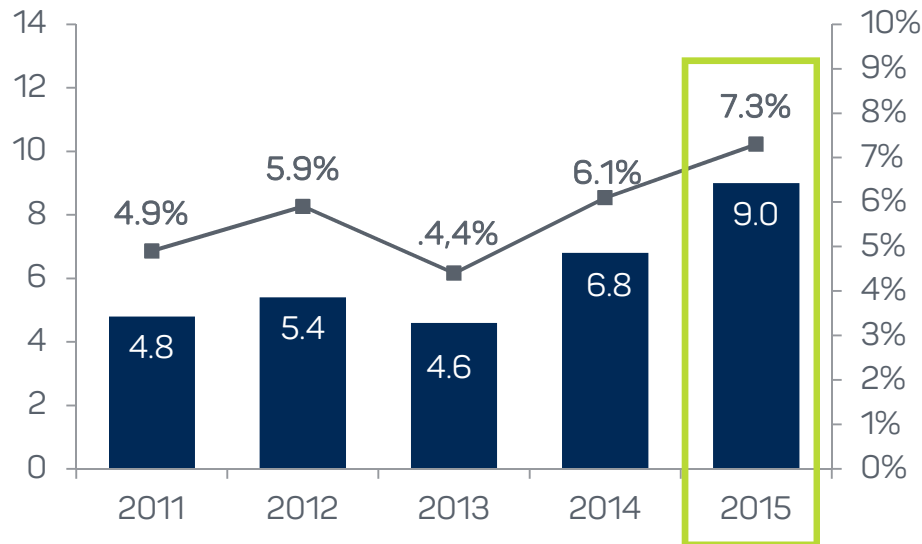
Turnover by regions (in %) comparison 2015 / 2014



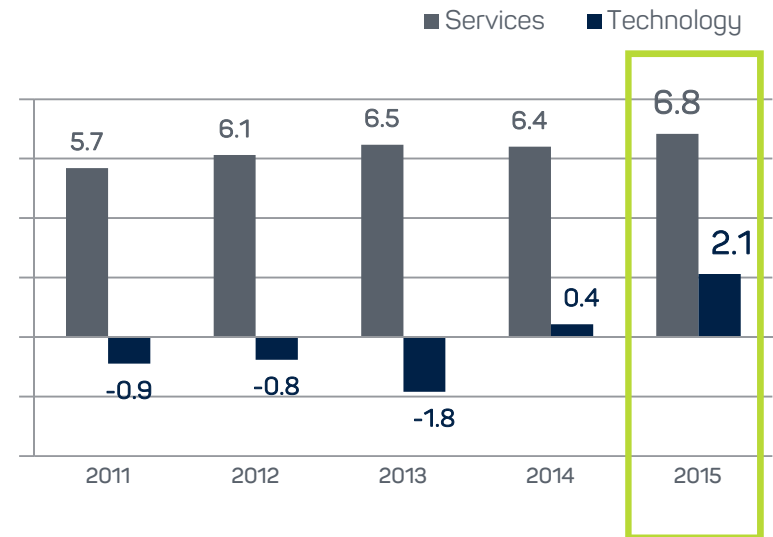
Financial Performance

	2015 in %	2014 in %	change in %
Gross profit	33.7	33.3	10.7
EBIT	7.3	6.1	31.1
Annual net profit	5.1	3.9	40.8

EBIT & EBIT-margin (in EUR million & %) 2011 - 2015

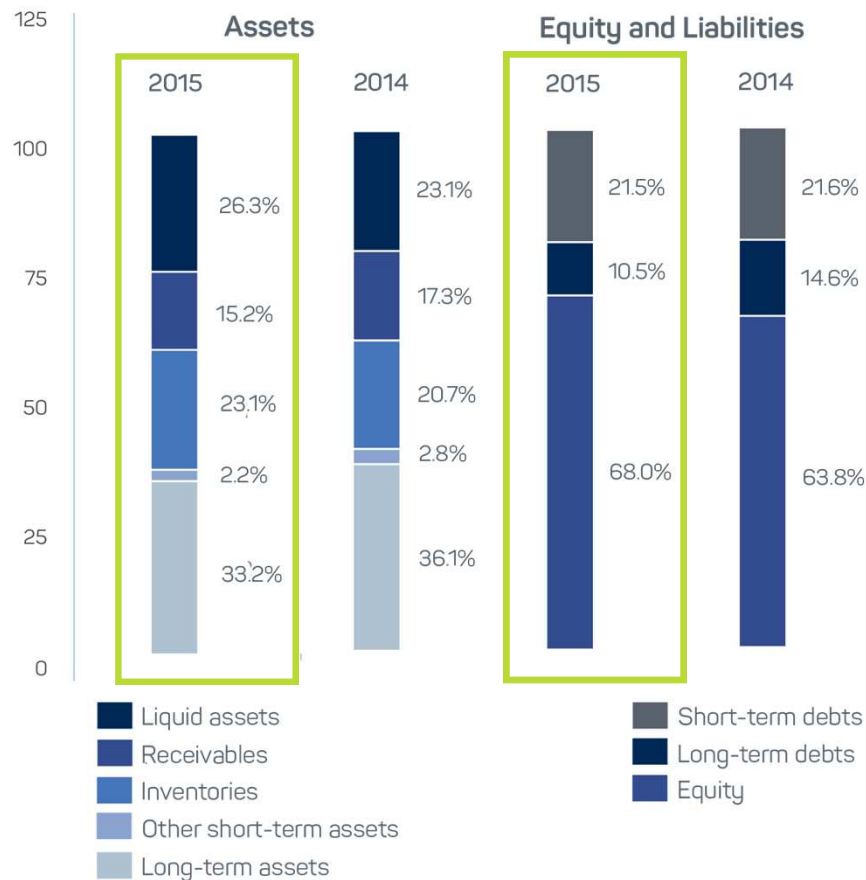


Segment result (in EUR million) 2011 - 2015



Financial- and Asset Situation

Asset and capital structure (%) comparison 2015 / 2014



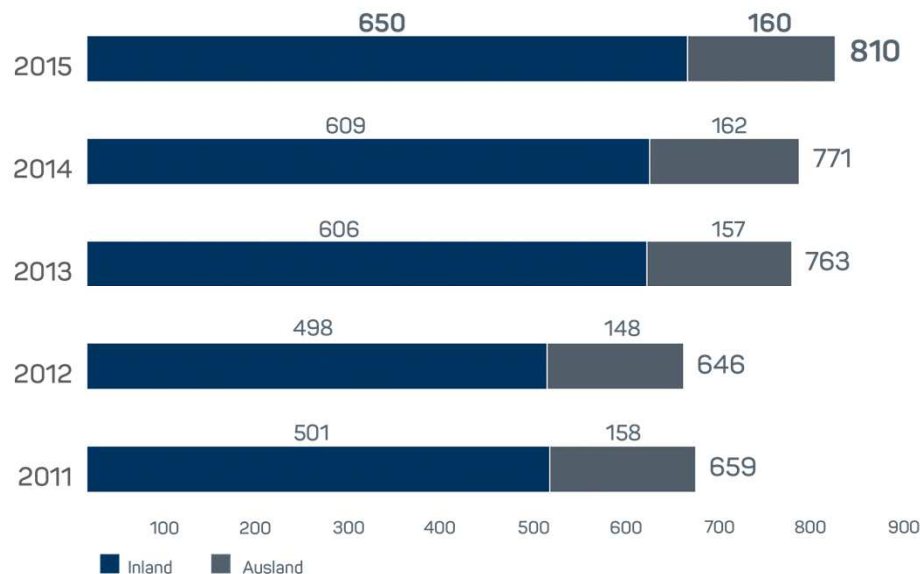
> Balance sheet total up from € 74.5 million to € 76.0 million

> Net liquidity improves from € 4.8 million to € 11.6 million

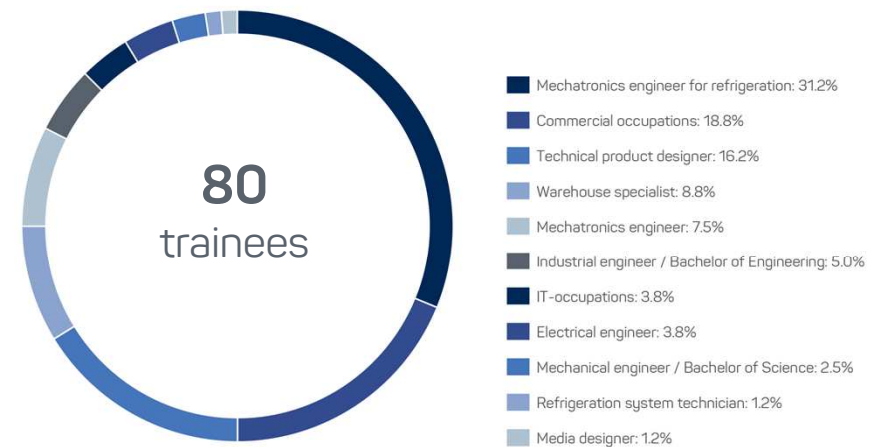
	2015	2014
Cashflow aus betrieblicher Tätigkeit	12.0	10.2
Cashflow aus der Investitionstätigkeit	-1.7	-2.3
Free Cashflow	8.5	4.8
Liquide Mittel am Ende der Periode	20.0	17.2

Employees

Average number of employees



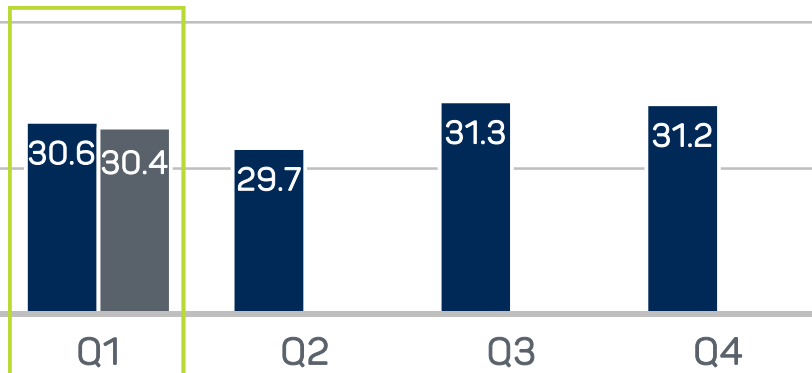
Training in group by special fields 2015 (in %)



The financial year 2016 by quarters

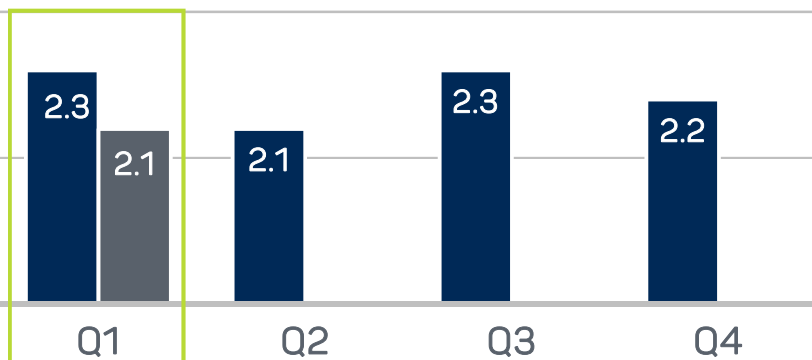
Turnover development 2015/2016
quarters (in million €)

■ 2015 ■ 2016



EBIT-development 2015/2016
quarters (in million €)

■ 2015 ■ 2016

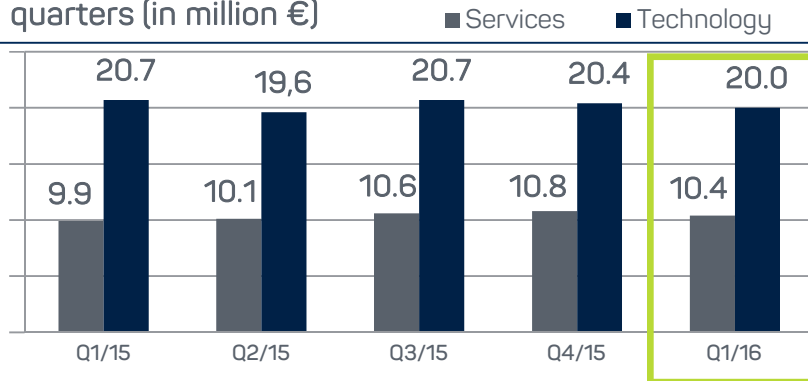


TURNOVER AND EBIT BY QUARTERS

- › Business development in line with expectations
- › Subdued start to 2016 financial year
- › Renewed growth in print
- › EBIT stable > € 2.0 million per quarter
- › EBIT margin (currency-adjusted) >7.5%

The financial year 2016 by segments

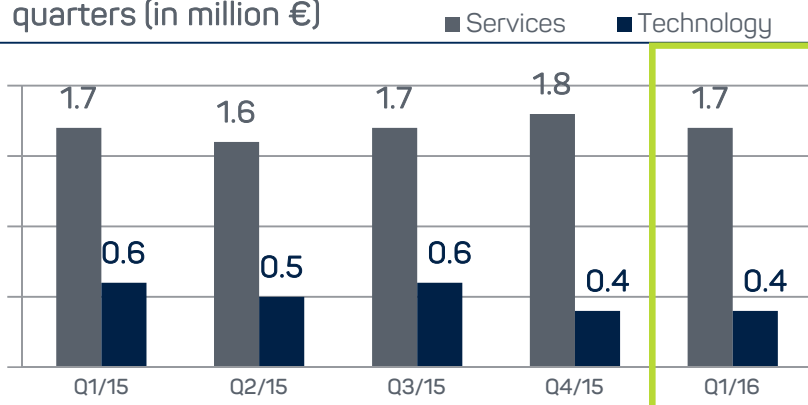
Turnover development 2015/2016
quarters (in million €)



TURNOVER AND EBIT BY SEGMENTS

- › **Technology (66%)**
decline in turnover **-3.5 %** (yoy) by non-print business (engineering)
- › positive segment result proved

EBIT-development 2015/2016
quarters (in million €)



- › **Services (34%)**
growth of turnover **+5.7 %** (yoy)
- › stable segment result
(rate of return **16.3 %**)

Key figures at a glance

Earning figures (in million €)	Q1 2015	Q1 2016	Δ in %
Turnover	30,580	30,403	-0.5
EBITDA	3,064	2,835	-7.5
EBIT	2,294	2,060	-10.2
EBIT-margin in %	7.5%	6.8%	
Net profit for the period *	1,465	1,459	-0.4
Net profit per share	0.22	0.22	

* Profit attributable to technotrans AG shareholders

Cashflow key figures (in million €)	Q1 2015	Q1 2016	Δ in %
Operational cashflow	3,363	1,537	-54.3
CF from investing activities	-407	-168	-58.7
CF from financing activities	-699	-666	-4.7
Free Cash Flow	2,956	1,369	-53.7

Balance sheet figures (in million €)	Q1 2015	Q1 2016	Δ in %
Balance sheet capital	76,043	78,382	+3.1
Equity	51,725	52,945	+2.4
Equity ratio in %	68.0%	67.5%	
Net debt	-11,575	-12,878	+143.0
Working Capital	19,978	20,616	+3.2

Other key figures	Q1 2015	Q1 2016	Δ in %
Employees	786	824	+4.8

- › Healthy business progress amid weak economic environment as expected

Long-term growth strategy

GROWTH MARKETS

- › steady expansion of new niche markets:
 - medical care
 - safety
 - storage
 - semiconductor
 - and others

MACHINERY & PLANT ENGINEERING

- › Development partner for new technologies and applications
- › ongoing product diversification
- › platform strategy
 - laser
 - turning/milling/grinding/polishing
 - cutters/presses
 - other applications



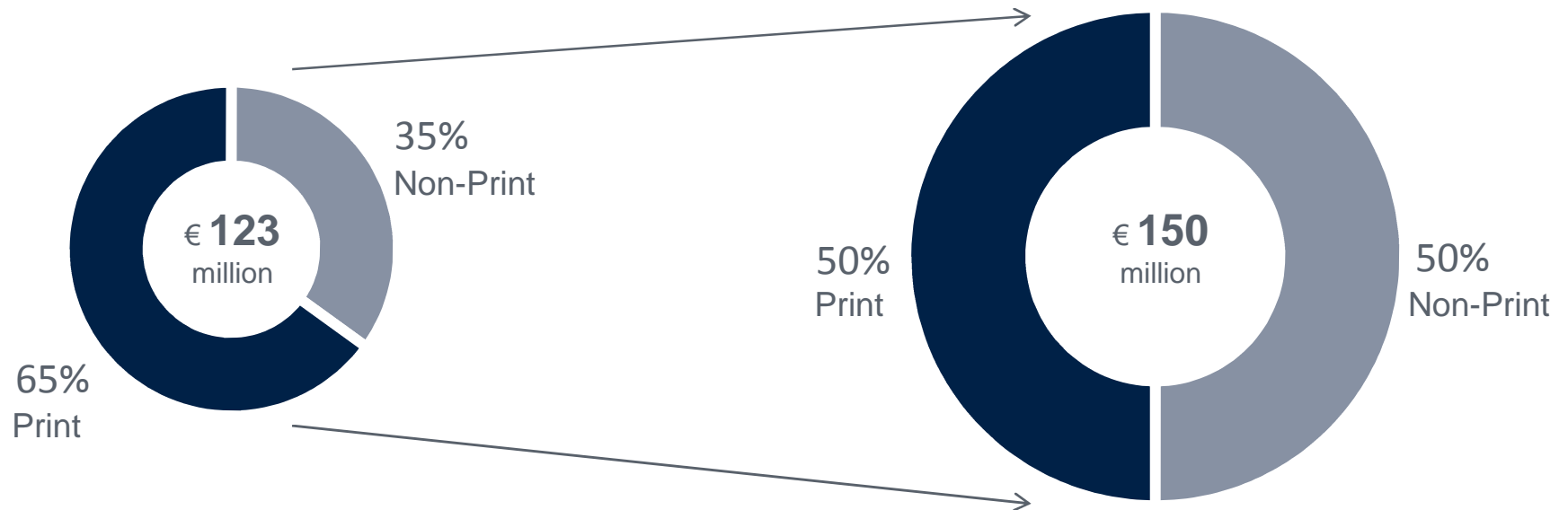
PRINT INDUSTRY

- › Development partner for new technologies and applications
- › ongoing product diversification platform strategy
 - offset print
 - digital print
 - flexo print
- other printing processes

SERVICE BUSINESS

- › Expansion/establishment of international service business in all market areas:
 - spare parts management
 - installation
 - maintenance
- techn. documentation (gds)
 - training

Growth strategy 2017/2018



› Target: technotrans grows stronger than the market

Thank you for your attention!

Member of
the technotrans group

 technotrans

 gds

 termotek

 klh

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.