

Annual Shareholders' Meeting

May 10, 2019

Management



Dirk Engel
(Dipl. Kfm.)

› **Spokesman of the Board of Management**
(DOB 1967)

› Responsible for **Finance and Administration**
(Finance/Controlling, Human Resources, IT, Legal & Compliance and Investor Relations)



Peter Hirsch
(Dipl.-Ing.)

› **Member of the Board of Management**
(DOB 1972)

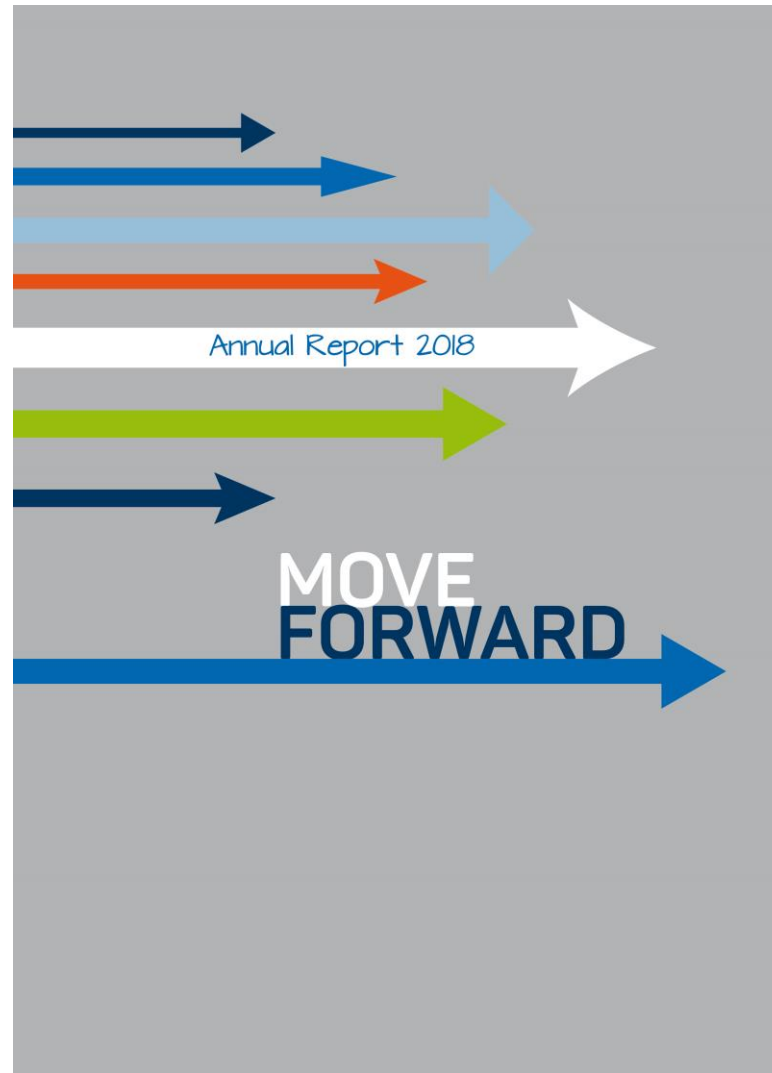
› Responsible for **Technology & Operations** (Research & Development, Electrical engineering, Business Units, Production, Purchasing and Logistics)



Hendirk Niestert
(Dipl.-Ing. FH)

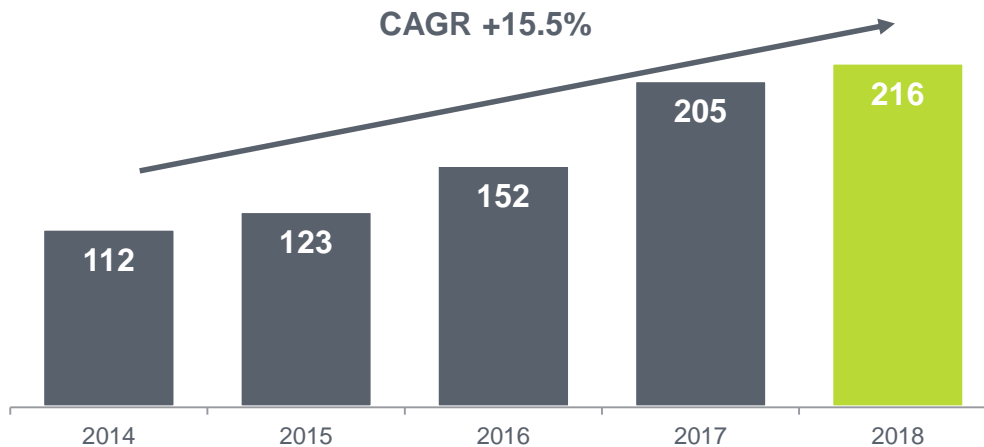
› **Member of the Board of Management**
(DOB 1975)

› Responsible for **Markets**
(Sales, Service, Quality Management and Marketing)



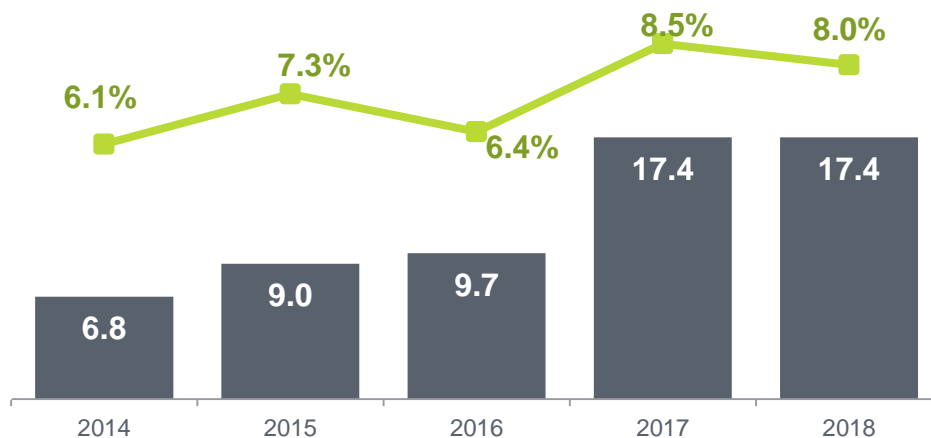
Revenue and Earnings

Revenue (€ million)



- › Segments Technology and Services contribute to revenue growth
- › High dynamics of the growth markets
- › $CAGR_{2018/2013} = 15.5\%$

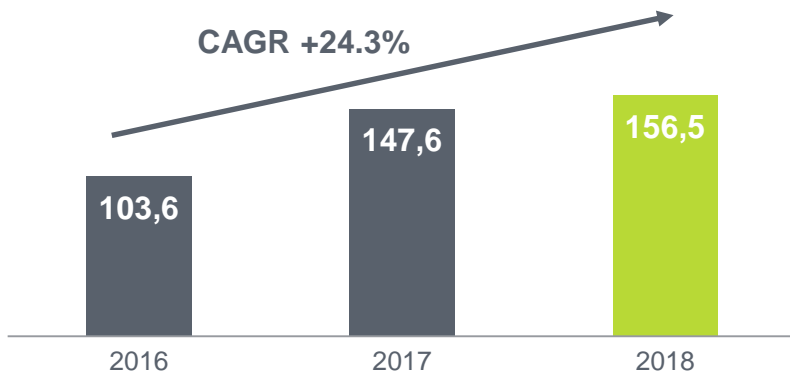
EBIT (€ million) and EBIT margin (%)



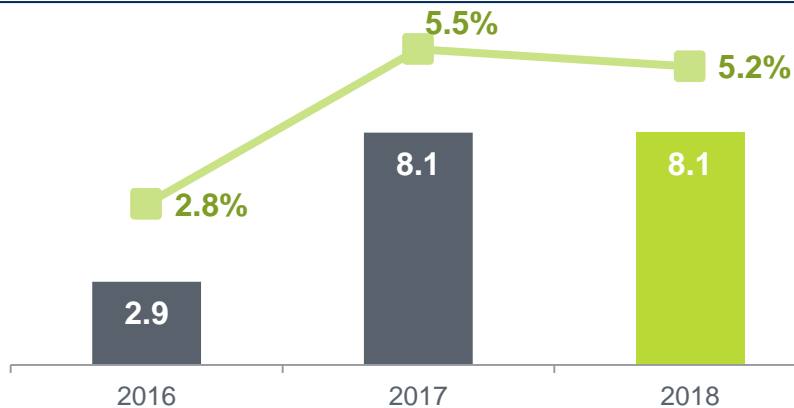
- › EBIT remaining unchanged
- › Changed mix of products
- › Expenses for further growth are affecting profitability

Technology (72.3%)

Revenue 2016-2018 (€ million)

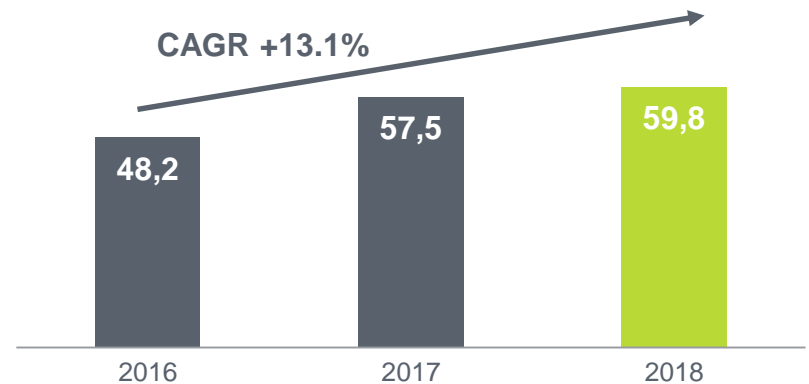


EBIT/segmentprofitability 2016-2018 (€ million)

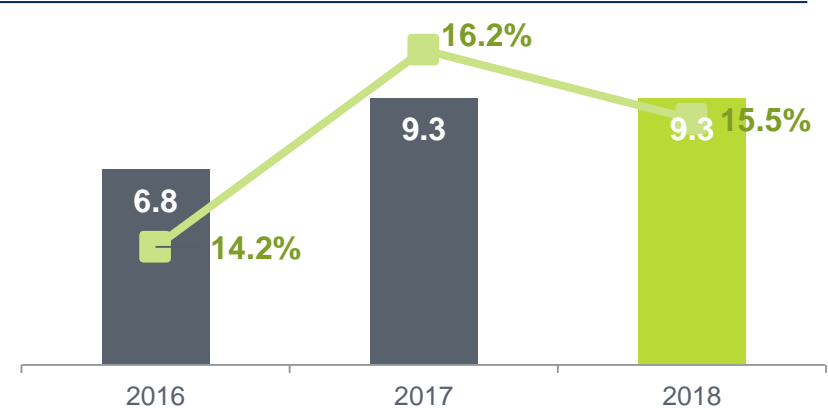


Services (27.7%)

Revenue 2016-2018 (€ million)



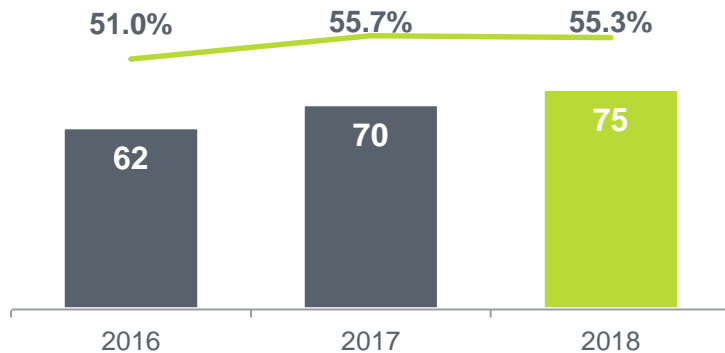
EBIT/segmentprofitability 2016-2018 (€ million)



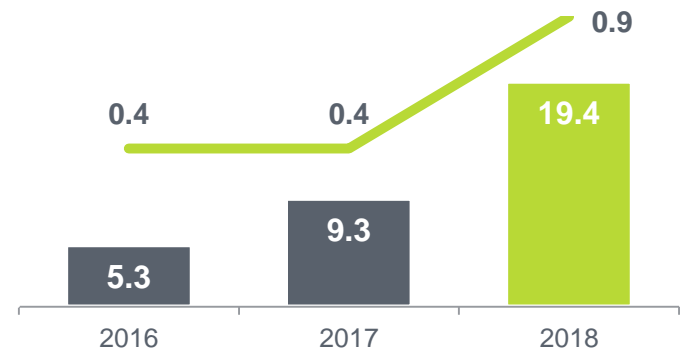
Equity and net debt

- › Equity base further expanded
- › Net debt increased due to investment

Equity / Equity ratio (€ million)



Net debt / Net debt/EBITDA ratio (€ million)



Relevant markets and revenue share

Change reg.
previous year

GROWTH MARKETS



Electromobility



Semiconductor/medical-/scannertechnology

10%



PLASTICS PROCESSING INDUSTRY



Injection moulding, extrusion, pressing, blow moulding, casting, forming, coating, thermoforming, rubber

29%



LASER-, WERKZEUGMASCHINENINDUSTRIE, STANZ- UND UMFORMTECHNIK



Laser



Tooling, stamping/forming

20%



DRUCKINDUSTRIE



Sheet-fed offset, web offset, newspaper printing, digital printing, flexographic printing

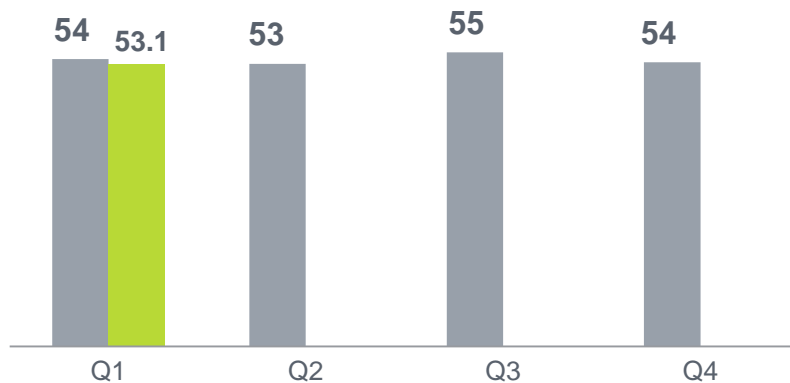
38%



Business performance first quarter 2019

- › First quarter revenue moderately below expectations
- › Cost base geared towards further growth weighed on profit

Quarterly revenue 2018/2019 (€ million)



Quarterly EBIT 2018/2019 (€ million)



Objectives 2019

- › Revenue € 218 – 226 million / growth rate 1 – 4%
- › EBIT € 12.0 – 16.0 million / EBIT margin 5.5 – 7.0%
- › Positive free cash flow
- › Equity ratio > 50%

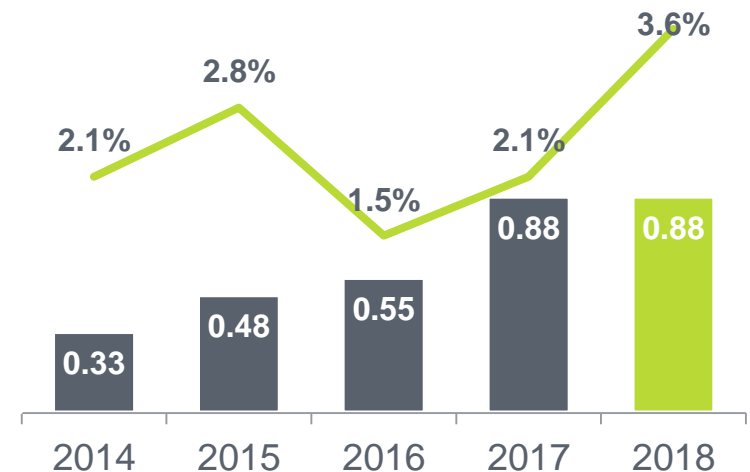
Share price development and dividend policy

- › Weak share price development in 2018
- › Dividend payment of 50% of the net profit of technotrans group

Share price development 2018-01-01 – 2019-05-06



Dividende (€) / Dividendenrendite (%)



Thank you for your attention!

Member of
the technotrans group

▣ technotrans

▣ gds

▣ termotek

▣ klh

▣ gwk

▣ reisner