

Virtual Annual General Meeting

7. May 2021

Speech of the Board of Directors: Michael Finger, Spokesman of the Board of Management

- The spoken word applies -

Welcome + thanks to staff

Dear Shareholders,
dear colleagues,
Ladies and Gentlemen,

On behalf of the members of the Board of Management, I would like to welcome you to this year's Annual General Meeting. Virtual again.

2020 was an exceptional year! For technotrans too!

We achieved a great result under difficult conditions and in parallel set the course for the future with our new strategy „Future Ready 2025“!

This was only possible as a team - supported by our culture, which is based on solidarity and cohesion!

Therefore, at this point:

Many thanks to all our employees worldwide!

Together we will also master the challenges of the future.

2020 Review

But first, let's look back at the 2020 financial year.

The past year was characterised by two factors for technotrans:

The Corona pandemic and the strategic realignment.

Never before has social and economic life been so restricted globally. Like countless companies worldwide, technotrans was and is affected by the **pandemic**.

The declining market environment burdened our business development.

In the first half of the year, we therefore even had to lower our forecast.

Despite the adverse circumstances, we coped well with the challenges of the pandemic.

Our hygiene concepts work:

With a comprehensive package of measures, we have succeeded in protecting the health of our employees in the best possible way.

The health rate actually increased last year.

To 96 percent!

We were able to ensure business operations at all times.

We were and are a reliable partner for our customers and suppliers even in these difficult times.

It is impressive how the entire technotrans workforce has stuck together and resisted the crisis.

This good group performance would not have been conceivable otherwise.

We are very satisfied with our performance given the unpredictable events of last year.

And we are looking ahead.

We are relying on a good economic situation.

We have worked together to achieve this in 2020!

The second major factor is the strategic realignment of the group. At the end of our short video you have seen our new claim: „power to transform“. technotrans is made up of the words technology and transformation.

What does that mean in this context?

Transformation means for us:

- Creating something new,
- becoming better together,
- Shaping the future.

With our power, we transform strategy into growth.

This is exactly what we want to achieve with our „Future Ready 2025“ strategy.

Through the strategic realignment, we are strengthening the group for the challenges of the future.

We continue to expand our technological leadership.

We already laid the foundations for this last year.

Today I am pleased to report that the implementation of our strategy is progressing well.

We implement the defined steps continuously and consistently.

The first measures are already taking effect and show that the steps taken are the right ones.

In the second part of my speech, you will learn what we have implemented so far and how we will continue this year.

The year 2020 was also a very special one for technotrans on its own account: In October, we celebrated the **50th anniversary of our company**. [unfortunately, only virtually – of course]

Back then, it all started in a small family business in a garage in Münsterland.

Today technotrans is a global technology company with a focus on thermal management.

In the 51st year of our existence, the technotrans group comprises six brands at 17 locations worldwide.

With diverse products in a wide range of application fields and markets.

Thanks to Heinz Harling and Dirk Engel

Two people have played a decisive role in shaping this history.

Without them, technotrans would not be what it is today.

We are talking, of course, about Heinz Harling and Dirk Engel.

After more than 40 years at technotrans, Heinz Harling is today stepping down as a member of the Supervisory Board.

Mr Harling knows technotrans better than almost anyone else and has accompanied the company's history in various functions:

From engineer to sales manager and managing director, as shareholder and chairman of the board to chairman of the supervisory board.

He has accompanied the company in all important phases and enriched it at all times with his expertise.

His entrepreneurial courage and foresight are particularly noteworthy.

- Through his initiative, the management buy-out succeeded in 1990.
- The first locations abroad were founded.
- This was the prelude to internationalisation.
- Then, in 1998, the successful IPO and the path to market leadership in the printing industry.

As Chairman of the Supervisory Board, Mr Harling has now accompanied the company on its path of diversification for over 13 years:

From 100% printing industry in 2009 to a technology group that is expanding in growth markets such as electromobility, medical technology and plastics technology. The share of turnover with the printing industry is now only one third!

With Heinz Harling, a true technotrans veteran is leaving the company and leaving big footprints. But of course, he will not be leaving technotrans altogether: Mr Harling will be available to the Supervisory Board in an advisory capacity as Honorary Chairman in the foreseeable future. A replacement will take place today as part of the announced election of new Supervisory Board members.

Dirk Engel leaves the company at the end of July after a total of 17 years with the company.

In 2004, he joined the company as Head of Finance and Accounting. Only two years later, in 2006, he was appointed to the Board of Directors. A lot has happened during this time:

The successful diversification already mentioned, the „Buy and Build“ strategy, which includes the major acquisitions of temotek, klh, gwk and Reisner, are directly linked to the name of Dirk Engel. His always exemplary commitment and loyalty were and are a model for all managers and employees in the group.

Dirk Engel has decisively shaped not only the results but also the culture of technotrans with his work and commitment.

Personally, I would like to thank - also on behalf of my colleague Peter Hirsch - both of them to **both of them** for the great cooperation.

And on behalf of the entire group, I would like to thank you for your outstanding performance for the company.

technotrans stands for stability and continuity.

The process for Mr Engel's successor has already been initiated by the Supervisory Board.

In the transitional phase until the new appointment, Mr Hirsch and I will endeavour to adequately fill this personnel gap and will continue to be there for you as contact persons.

Transition Mr Engel

Dear Ladies and Gentlemen,

technotrans owes its 50-year success story above all to two factors: our committed employees and the development of new sectors and markets.

It is precisely this diversification process, which I have already mentioned, that has made technotrans so resilient to crises.

This is evidenced by the past business year.

Thanks to our diversified market, technology and product portfolio, we even outperformed the German mechanical and plant engineering industry (VDMA) in 2020.

In the past business year, we achieved a consolidated turnover of 190.5 million euros. With a consolidated operating result (EBIT) of 6.8 million euros and an EBIT margin of 3.6 percent, we achieved a profitable result.

With the exception of turnover, we even achieved the annual forecast that was withdrawn in April 2020 due to Corona.

We have exceeded the expectations last communicated in autumn. So, we have performed respectably under these difficult conditions and delivered what we promised.

We - the Board of Management - are satisfied with the course of business overall. Furthermore, we have set the strategic course for profitable growth in the coming years. We will consistently continue to implement the strategy adopted in 2020.

And the first quarter this year has already shown it:
52.8 million euros turnover with an operating result of 2.9 million euros!

We are at the upper end of the guidance. **We are fully on course!**
My colleague on the Board of Management, Dirk Engel, will now give you a detailed insight into the business development of the group.

Dirk, please.

Virtual Annual General Meeting

7. May 2021

Speech of the Board of Directors: Dirk Engel, CFO

- The spoken word applies -

Welcome/Introduction

Thank you very much, Michael! Many thanks also for the personal words on my departure at the end of July, which I will refer to again at the end of my speech!

Ladies and Gentlemen, dear Shareholders,

I too would like to welcome you to our 25th Annual General Meeting. I am delighted that so many of you have accepted our invitation to the virtual Shareholders' Meeting to find out more about technotrans SE, ask questions and, not least, exercise your voting rights. The detailed Annual Report 2020 with the headline „Future Ready“ is at your disposal. We hope that reading this report has once again given you an interesting and informative insight into the activities of our company.

Dear Shareholders!

Since technotrans was founded 50 years ago, there have already been some ups and downs. But the 2020 financial year was an unprecedented challenge for all of us. The Corona pandemic has repeatedly required us and all technotrans employees to respond quickly and effectively to the changed conditions. This was and is true for all locations and divisions of our group. Also, for the area of finance and investor relations. At the end of 2020, however, we emerged from this financial year with respectable results - despite an unprecedented slump in the global economy.

Brief review of the 2020 business year

Let us take a brief look at the key financial points for the 2020 financial year. On 11 March 2020, the WHO officially declared the Corona epidemic a pandemic. The COVID-19 virus had spread rapidly around the world, leading to the deepest recession in recent history. technotrans was also unable to escape this unexpected development. Our operational business was very quickly hit hard by the corona-related effects. Among other things, supply chains were disrupted, we had to accept travel restrictions and there was a significant drop in incoming orders. As a result, we had to lower our annual forecast for turnover and operating result (EBIT) in the 2020 financial year on 30 April 2020. The original annual planning for turnover was in the range of 204 to 214 million euros. The forecast for the operating result was between 6.0 and 10.7 million euros. Based on the business development in the first nine months of 2020, we finally published an updated forecast on 10 November 2020. According to this, our turnover expectations were 185 million euros with an EBIT margin of between 2.5 and 3.0 percent in the business development characterised by Corona.

Turnover/EBIT

In the end, group turnover reached 190.5 million euros after a very strong fourth quarter. The decline of 8.4 percent compared to the previous year was thus much more moderate than we had originally feared. The consolidated operating result - EBIT - was 6.8 million euros, the EBIT margin reached 3.6 percent. Thus, we even exceeded our final forecasts in terms of both turnover and EBIT margin. It is also pleasing that the EBIT margin, adjusted for one-off structural costs of 3.2 million euros and one-off income of 0.6 million euros, was 4.9 percent. This was even higher than the comparable figure for the previous year of 4.7 percent. Our restructuring measures, which were started before the pandemic, as well as consistent cost management in combination with the corona-related use of short-time work contributed to this positive development.

Dear Shareholders,

technotrans has therefore achieved all its forecasts for the 2020 financial year - with the exception of the revenue range first issued. We can therefore speak of a respectable performance by technotrans SE for 2020. In a year dominated by the pandemic, we not only remained profitable, but - adjusted for one-off effects - were even able to slightly increase the operating profit margin. In doing so, we have demonstrated - in line with our still young claim - not only the „power to transform“, but also the „power to perform“. This good performance is mainly a consequence of the transformation we have set in motion.

Balance sheet / equity / gearing / asset position

The satisfactory revenue and earnings performance also means that the net assets and financial position of the technotrans group remain sound and orderly. The balance sheet total increased only moderately by 1.4 percent to 148.1 million euros. Despite the construction of the new Reisner Cooling Solutions production plant in Holzwickede. The equity ratio rose from 51.4 to 53.6 percent. This underlines our continued substantially high share of equity in the balance sheet total. Net debt also developed positively: This decreased from 24.2 million euros to 21.5 million euros. The reason for this is the very good liquidity position of the technotrans group. In addition to the achievement of a positive free cash flow, the dividend payout last year also played a role in this development. The gearing ratio was 1.6 at the end of the year and is thus almost unchanged from the previous year at a very solid level. In summary, on the basis of the above-mentioned key figures, we can point to a stable and secure asset and financial situation despite the Corona pandemic.

Employees Staff

The technotrans group employed a total of 1,409 people at the reporting date of December 31, 2020. Due to the structural realignment, there were 65 fewer than at the end of 2019. The Technology segment accounted for 1,033 employees, the Services segment for 376. We informed you about the measures implemented for the structural adjustment of the organisation in last year's Annual General Meeting as well as in the reporting during the year. For many years, we have attached great importance to vocational training. The technotrans group's training spectrum currently comprises 19 professions, reflecting the extensive specialist requirements of our target markets. In the 2020 financial year, 42 apprentices successfully completed their training at our domestic companies. In return, we again enabled 31 young people to start their careers in the past financial year, thus keeping the apprenticeship ratio attractive despite Corona.

Segments/Markets

Let us now turn to the analysis of our two business segments Technology and Services. In the Technology segment, we achieved a turnover of 137.7 million euros in the past financial year - this corresponds to a share of 72 percent of the group turnover. Although this was accompanied by a 7.2 per cent decline in turnover, the result was kept stable: Before one-off effects - amounting to 2 million euros - the segment-related EBIT was 1.8 million euros, combined with an EBIT margin of 1.3 percent. In the previous year, the adjusted EBIT margin was 0.8 per cent and was thus exceeded.

In the Services segment, we had to accept considerable travel and visit restrictions – caused by the Corona pandemic. These had a significant impact on our business activities and led to a decline in turnover in our service segment of 11 percent to 52.8 million euros. The EBIT margin was nevertheless robust, as expected, at 13.3 per cent after 13.9 per cent in the previous year. The operating result of our service business was 7.0 million euros after 8.3 million euros in the previous year. Adjusted for special effects, an EBIT of 7.6 million euros was realised – with a stable profit margin of 14.4 percent.

As already described, there was a slump in the global economy in the first quarter as a result of the Corona pandemic. However, our newly defined, strategic target markets – Plastics, Energy Management, Healthcare & Analytics and Print – recovered in parts in the second half of the financial year. Especially in the promising market of electric mobility in the „rail“ sector, we were able to achieve promising deals. Here technotrans is substantially expanding its market position. Business in the plastics processing industry also showed a positive development: We have even slightly increased our turnover compared to the previous year.

The share of group sales outside the printing industry was further increased: Compared to the previous year, this share rose from 62 to 65 percent. However, this is also due to the fact that in 2020 business with customers in the printing industry was severely impacted by corona, and turnover in the Print segment was ultimately 15.9 per cent below the previous year.

As already mentioned, we can be satisfied with our performance against the backdrop of this pandemic-laden business year. The good result is largely due to the strictly pursued diversification of our market, technology and product portfolio. With this strategy, we have also managed to outperform the German mechanical and plant engineering industry, which declined by 11 per cent in the comparable period according to the VDMA.

Q1 2021

Let us now take a look at the latest business figures for Q1 2021, which we presented this week on 4 May.

The Corona pandemic continued to affect economic activity in the first quarter of 2021.

Accordingly, it was important to consistently continue the infection control measures for all employees so that operational business is ensured at all locations at all times.

Under these conditions, the course of business in the first quarter was all the more gratifying: The technotrans group realised revenue of € 52.8 million in the first three months of the 2021 financial year. We were thus even able to slightly exceed the pre-Corona level of the 1st quarter of 2020.

We increased earnings before interest and taxes (EBIT) by 63 percent to 2.9 million euros. The EBIT margin also developed positively: Here, there was an increase from 3.4 to 5.4 per cent compared to the same quarter of the previous year.

Even though the previous year's result was burdened by some special effects, we are very satisfied with the development of the operating result. Once again, this confirms our overall expectations for the current business year.

In the print market segment, the reluctance to invest continued to be noticeable at the beginning of the year. Thus, the turnover here still remained clearly behind the previous year. However, the focus on new target markets as part of our „Future Ready 2025“ strategy more than compensated for this decline: The share of sales outside print was 68.3 per cent. This corresponds to an increase of 5.3 percent compared to the previous year.

Our focus market „Healthcare & Analytics“ particularly stood out here: The technotrans group achieved revenue growth of 40 percent in this area. Key drivers of the increase were a substantial rise in analytics and solid sales of cooling systems for baggage scanners. Double-digit sales growth was also achieved in the target market „Energy Management“ and „Plastics“. The target market „Laser & Machine Tool Industry“ was also stable overall.

The development of turnover and profitability in the first quarter is in line with our forecast: The current annual forecast is in a range between € 195 and 205 million for group turnover and 4.5 to 5.5 percent for the EBIT margin. Here, as reported, we were already able to achieve a margin of 5.4 percent in the first quarter.

We are therefore very satisfied with the course of business in the first quarter. Despite the continuing challenges posed by the Corona pandemic, we have made a successful start to the new business year. This was primarily due to sales successes in the target markets and, on the cost side, the positive effects of the implemented structural measures. The double effect on the turnover and cost side as well as the positive development of the result in the end proves this: The „Future Ready 2025“ strategy is having an impact.

Outlook

All these findings give us renewed optimism about technotrans' future development. Even though the pandemic will continue to have a decisive impact on economic activity in the current 2021 business year and the general economic conditions remain fragile, there are initial signs in the German mechanical and plant engineering sector that give us cause for optimism. According to a study by the VDMA, demand is rising steadily, leading to an expected growth in production of 7 percent. Regardless of the economic environment, we will continue to pursue our „Future Ready 2025“ strategy as outlined by Mr Finger. With the announcement of the strategy in December last year, we are now in phase 1 of implementation, stability and profitability. We are convinced that the strategic measures associated with this will lay the foundations for a sustained positive business performance by the technotrans group in the future.

Coupled with the potential growth prospects, this results in our overall positive expectations for the current business year. This is underpinned by the solid results in the first quarter, so that we can once again confirm the annual forecast for 2021 already published in December 2020. This outlook is, of course, subject to the proviso that the economic framework conditions consolidate and, in particular, that the Corona pandemic does not result in any additional burdens that are unforeseen today.

Share price

Following the review of the first quarter and the outlook for the current financial year, I now turn to the performance of technotrans shares in 2020.

With the onset of the Corona pandemic, there were acute disruptions to the international movement of goods and services. Export-oriented companies in the mechanical engineering sector came under particular pressure. Following the market-wide slump in March, this initially also limited the performance of many shares, including technotrans shares. However, in August we were able to publish robust half-year figures and a positive outlook for the year. Thus, the share regained ground from August onwards.

technotrans shares closed at EUR 25.00 in XETRA trading on 30 December 2020. It thus achieved a short growth of around 33.7 per cent in the reporting period January to December despite an extremely difficult market environment. In addition, the share outperformed the relevant benchmark indices: Compared to the DAX a plus of 3.6 percent, compared to the SDAX a plus of 8.8 and compared to the MDAX even a plus of 18.0 percent. The Corona pandemic was also reflected in the volatile share price performance for the year as a whole: The XETRA closing prices in 2020 ranged between 10.14 euros and 28.65 euros.

AGM Resolutions/Dividend

We had hoped for something different, but today, too, we unfortunately have to carry out the resolutions and further course-setting with you, dear shareholders, within the framework of a virtual Annual General Meeting. In view of today's resolutions, however, we have good news to report this time with regard to the dividend distribution: The Board of Management and the Supervisory Board propose to the Annual General Meeting to distribute a dividend of € 0.36 per share for the past financial year, which is half of the consolidated net profit for the year. Based on the closing price of 25.00 euros, the dividend yield is thus 1.4 percent. With this dividend proposal, we are expressing the view that you, our shareholders, will always participate appropriately in the earnings of technotrans SE and are returning to our customary dividend policy.

Acknowledgements to employees, customers and business partners, shareholders

Mr Finger has already expressed our thanks to all employees in his speech. It is also very important for me in my role as Chief Financial Officer to say a heartfelt thank you. I have just reported on the figures and on the achievement of our current targets. Without our dedicated staff, however, we would never have achieved these goals.

Thank you for your sometimes tireless commitment and your constant motivation!
Our „power to transform“ is not just a phrase, it springs above all from the power and strength of our employees. Many thanks for that!

I would also like to thank our business partners, our customers and you, dear shareholders. You have all continued to place your trust in us and we have formed a strong unit during this crisis. It is only with you that we have been able to successfully travel this path and will continue to do so consistently! Thank you for your loyalty!

Own farewell/Short review/Acknowledgement

Dear Shareholders! Today, however, I would like to extend my sincere thanks to you not only for the challenging past financial year 2020. I have been part of technotrans since 2004, so for 17 years. That makes it all the more difficult for me to say goodbye. Since then, we have moved a lot together. During this time, we have not only increased turnover, but created a diversified multinational group. What makes me particularly positive, however, is that with „Future Ready 2025“ we have also set the course for a successful future. This involves three crucial success factors, all of which are interlinked.

1. Growth: We realise sales growth by clearly focusing on our four selected, international target markets.

This is also the second success factor: The transformation. We come from a core target market and move dynamically into new markets, playing to our competitive advantages here.
And 3. The increase in profitability: Our uniform group-wide presence under the „technotrans“ umbrella brand is paving the way for a gradual increase in our profitability. As in the past, we want to seize the opportunities of inorganic growth in the future.

technotrans celebrated its 50th birthday last year. I am very happy that I was able to accompany OUR company for about a third of this time. Due to this perceived eternity, I would like to express my sincere thanks to all former and current colleagues alike. Without their help and support, I don't think I would have lasted as long as I did. They have all contributed decisively to the fact that I have always felt very comfortable over all these years. So, I am leaving today with a bit of a heavy heart!

Thank you all very much for your time together and your support. Stay in touch with technotrans and, above all, stay healthy during this time.

Virtual Annual General Meeting

7. May 2021

Speech of the Board of Directors: Michael Finger, Spokesman of the Board of Management

- The spoken word applies -

Highlights 2020

Thank you very much, Dirk.

Before I come to the current developments in the group, I would like to conclude the review of the past year with some highlights from our sectors.

These highlights originated last year and form the basis for future growth. A lot has happened technologically in our focus markets.

Let's start with the printing industry.

In this sector, which continues to be strong for us, our technological focus was particularly on the topics of sustainability and energy efficiency.

For example, we use the environmentally friendly refrigerant R513A in our alpha.c and beta.c series combi units.

It also has a significantly lower global warming potential than conventional refrigerants. In terms of energy efficiency, the development of the group chiller, today's ECOtec.chiller, was the clear highlight of the past business year.

We have developed a modular system here. This is a modular device that offers maximum flexibility - with high power density at the same time.

Regardless of the design, the chiller is extremely energy efficient. Users save up to 30 percent of energy costs. - In addition, the amount of refrigerant required is reduced by up to 60 percent! The special feature here is that the ECOtec.chiller can be used not only in the printing industry. Rather, it is a universal cooling solution for all industries.

Thanks to the modularisation of the central components, we can now implement customised solutions much faster.

In the growth markets of **energy management and e-mobility**, we booked major orders and important technology partnerships. The area of cooling for rail vehicles deserves special mention at this point.

technotrans already plays a leading role in Europe in this area. To give just two examples: As part of a series order, we supplied customised battery cooling systems for the world's first passenger train with hydrogen fuel cells.

In two further orders for the regions of Northern Germany and Great Britain, we are supplying battery cooling systems for regional trains.

All projects involve a seven-figure order volume each - follow-up orders are also likely. We were able to celebrate successes last year not only on the railways, but also on the roads. For example, we have expanded our cooperation with the Schaltbau subsidiary „SBRS GmbH“. SBRS is a specialist for turnkey charging infrastructure.

The company relies on a combination of fast charging points on the road and charging stations in the depot for its e-bus concepts.

The company relies on our systems for cooling the loading processes.

Meanwhile, the cooperation extends to more than 15 European cities, from Brussels to Venice. From a technological perspective, the development cooperation with ZF was a highlight of the past year:

technotrans developed the complete thermal management system for a fully electrified prototype truck.

Our system cools the battery, the electric motor and the vehicle's power electronics. The automatic control is carried out by our self-developed software. This is the heart of the system and regulates the energy management.

What is particularly exciting about this is that we have also developed components that are adapted to the high-voltage technology as required.

By way of explanation: High-voltage technology works with voltages that only very few components on the market can handle.

Our new high-voltage refrigeration compressor can do just that.

More: Thanks to the combination of high energy efficiency and precise temperature at all times, the customer benefits.

The service life and range of the truck increase because the traction battery is conserved. All this is contained in a particularly compact unit and is installed in the truck where the diesel tank used to be.

Let's move on to the **plastics industry** and with it another important growth driver.

There were also exciting projects and products in this field in 2020.

gwk launched its new teco cw unit series.

These units are connected to the machine cooling system like a temperature control unit.

Two aspects of this are innovative:

Firstly, in contrast to commercially available cooling units, no warm exhaust air is produced during operation.

And secondly, the unit produces a cold water temperature without adding antifreeze to the water.

This is sustainable and a real added value for our customers.

Temperature control units from gwk were also convincing in the „Certespiri“ project of PLEXPART GmbH from Aalen.

This involves the production of system-relevant and sustainable protective masks. The gwk enersave technology has a significantly lower energy consumption than conventional devices and thus helps to positively influence the CO2 balance in mask production.

Further projects are already in the works: gwk was recently able to book two important major orders:

In March this year, we supplied a central deep-freeze system to a well-known manufacturer of lithium-ion batteries for use in electric cars.

In addition, 52 oil tempering units went to a calendar manufacturer for battery foils.

In both cases, these are customised and particularly energy-efficient solutions.

They primarily ensure that battery production is more efficient and sustainable.

With our technology, we start at an early stage of production so that the overall CO2 footprint in the supply chain can be significantly reduced.

This order volume is also in the seven-digit range. The projects are significant because we are working here at the interface to two of our important target growth markets:
The plastics industry and electromobility.

The decisive factor for the award was our distinctive solution competence in both sectors as well as the high speed. Qualities that enable us to successfully assert ourselves against our market competitors.

Let's move on to **medical technology** and the outstanding commitment of the Meinerzhagen location.

When Ritter GmbH needed support in the production of plastic parts for Corona rapid tests, we were there.
For the Bavarian manufacturer, our employees worked at full speed to enable a quick delivery to Ritter.
Ritter received several highly efficient temperature control units for its injection moulding machines within three weeks. We are proud of this important contribution to the management of the pandemic.

In addition, we have entered the Asian market in the medical technology sector.
In Asia, we will support our global clients in their localisation activities.
And secondly, to supply our local customers with competitive products.
That is why we are continuously expanding our sales and application technology team.
This allows us to react even faster to customer needs.

The opportunities in this market are great because, for example, the expansion of health systems is part of China's five-year plan. Industry experts therefore agree that Asia will become the most important growth driver in the global medical technology market in the foreseeable future.
We will also continue to expand our distribution network in the NAFTA region. These measures will help to significantly increase the share of our business in Asia and NAFTA by 2025.

However, there were also exciting projects and new products in other sectors that do not belong to our focus markets.

In the **food industry**, for example, we were able to generate the first orders for our new spray oiling system spray.xact food.
The unit is based on established technology from the stamping and forming industry.
First users in Germany, Italy, France and Great Britain use the solution to apply release agents to baking sheets.
The feedback is consistently positive.
Our customers have been able to reduce release agent consumption by around 30 percent and thanks to our unique spray technology without compressed air, no additional extraction is required.

Another cost advantage for our customers.
Last but not least, we have consistently expanded digitalisation in the Service segment.
This process began even before the Corona pandemic.

However, it was further accelerated by the contact and travel restrictions.
The result is a new, intuitive service app that allows us to effectively support our customers even in these difficult times.
Among other things, the software has smart glasses support, virtual conference rooms and a chat with automatic language translation.

With the help of the app, our service staff determine the maintenance requirements, instruct customers and can also carry out training - which saves costs and time.
Most recently, we even conducted a successful start-up in Israel with this app.

Future Ready 2025

Dear Ladies and Gentlemen,
There is no future without origins.
We have looked at the past.

We shape the future:

In December last year, we presented the strategy „Future Ready 2025“. Anyone who has observed the global economic development of the past years will have noticed: The world is changing rapidly – even independently of the pandemic. Future topics such as digitalisation, electrification and sustainability have a major influence on entrepreneurial action. For this reason, we are seizing the opportunity to strategically reposition technotrans and strengthen the group for the future.

With our „**Future Ready 2025**“ strategy, we are initiating the next development phase in the company’s history.

It is a comprehensive transformation process that is in full swing today. We will shape the future with a clear one-brand strategy under our new claim „power to transform“.

At its core, this process has three major goals:

- increasing profitability across the group,
- Turnover growth through a stronger focus on four selected target markets
- and a uniform group-wide image through the creation of the technotrans umbrella brand.

We are primarily concerned with strengthening the cohesion and the economic and technological clout of the entire group.

The individual companies in our group will move closer together and no longer operate as individual companies, but as **one** big company – with one name: **technotrans**.

Under the common umbrella brand, we offer the market a unique range of products and services in the field of thermal management.

An exception in the group is gds, which as a full-service provider for technical documentation also addresses other markets and therefore remains independent in its appearance.

Our strategy is divided into two phases.

In phase 1, which covers the years 2021 to 2022, the focus is on stability and profitability.

Here we will exploit group-wide synergy effects through the merger of group companies and the harmonisation of functional areas. We are already laying the foundation for our sustainable growth by focusing on selected target markets:

Print, Plastics, Energy Management (which includes e-mobility, fast charging stations and data centres), and Healthcare & Analytics, as well as unchanged the Laser & Machine Tool Industry.

In phase 2, which will begin in the 2023 financial year at the latest, we will focus on accelerated, profitable growth.

With an optimally aligned company, we want to expand our market positions internationally in a profit-oriented manner.

In addition to accelerated organic growth, we will also focus on further targeted acquisitions during this phase.

Our goals at the end of the second phase are ambitious but achievable.

In 2025, we will have achieved an organically grown turnover in the range of 265 to 285 million euros.

The operating profit margin will then be between 9 and 12 percent. Organic, as I said.

M&A activities would be on top.

Our vision is:

When there is a thermal management challenge or custom request, we design and manufacture the better solution.

Current status/measures to date

So where are we at the moment?

2021 is the year of implementation for us.

More precisely, we are currently in the first phase with a focus on stability and profitability.

What concrete measures have we implemented so far?

As you can easily see, we have had a completely new appearance since the beginning of this year. The entire corporate design was revised.

Our new, self-confident logo should also reflect our claim: the power to change – power to transform.

But that is by no means all:

One of the focal points this year is the merger of the first companies and their change of name.

GWK merges with Reisner, while we merge KLH with technotrans SE.

Among other things, we have formed project groups that are working on the merger.

This process is shaping the technotrans brand into a larger entity with an even stronger presence in the target markets.

In addition, synergy effects and considerable efficiency gains will be created, which will be reflected in the company's performance.

The aim is to complete the merger by the turn of the year 2021/2022.

We are addressing the issue of **sustainability** more strongly than ever before.

We have defined concrete strategic goals. This applies not only to the further development of energy-efficient technologies, but also to the group itself:

By 2025, we have set ourselves, among other things:

- We obtain 100 per cent of our electricity from renewable energies
- We only use packaging material that can be recycled by type
- Racism, sexism and discrimination have no place with us. Diversity connects. 20 per cent of our employees are women. And the trend is rising.

The new Reisner site in the industrial park at Dortmund Airport also illustrates our commitment to sustainability already today.

For both the hall complex and the office building, we placed great emphasis on energy efficiency and resource conservation.

The new building meets the KfW-55 energy standard, has a photovoltaic system and an energy floor fed by a particularly energy-efficient Reisner heat pump.

Next year, the site will even be connected to the local hydrogen grid as part of a pilot project.

In this way, we reduce the use of fossil fuels in building air conditioning to a minimum.

Closing

Dear Shareholders,

We have an exciting five years ahead of us.

We have presented a realistic and binding growth strategy for these five years.

We have a clear roadmap for the coming months and years.

The course for a successful future has been set.

The restructuring measures are already taking effect.

We know exactly where we are at the moment and what steps we will take next.

Our starting position is good.

The first results prove that we are on the right track. This is confirmed not least by the strong result in the first quarter.

For this year we expect:

- an operating result [EBIT] of between 8.8 and 11.3 million euros
- a growth in turnover to between 195 and 205 million euros
- with a positive free cash flow

Together we will successfully shape the entrepreneurial future.

Finally, I would like to thank our entire staff once again for their extraordinary performance.

At the same time, we would like to thank our customers and business partners as well as you, our shareholders.

Thank you for your trust and loyalty in these challenging times.

Dear Ladies and Gentlemen,

power to transform remains our incentive and describes how we work at technotrans.

By bundling all the forces in the group, we are even more powerful and efficient.

That makes us sustainably successful!

We are full of confidence that we will succeed on the path we have chosen.

Thank you very much!