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Webcast
First 6 months 2023

power to transform –
strategy into results

August 8, 2023

Agenda

- Business Performance
- Development markets
- Economic development
- Strategy
- Outlook
- Conclusion
- Contact/Disclaimer

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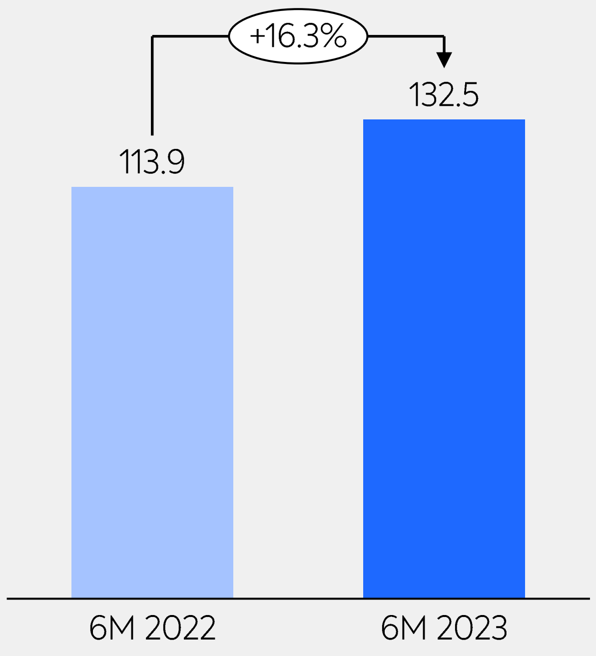
First 6 months 2023 – Growth

Revenue (m€)



GROWTH

- With **thermal management** we participate in **electrification, digitalization, decarbonization**
  - Revenue doubled in Energy Management
  - growth rates of approx. 15 % in Print, Plastics & Laser
- **We invest in growth**
  - Location Steinhagen: Production ramp-up
  - Establishment of infrastructure and employees
- **Series orders**
  - ADS-TEC & HPC cooling systems for fast charging parks
  - TMS for technical foils & plastic parts

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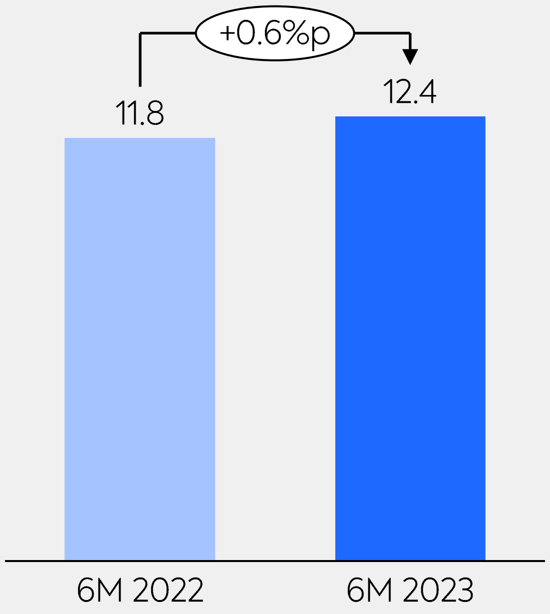
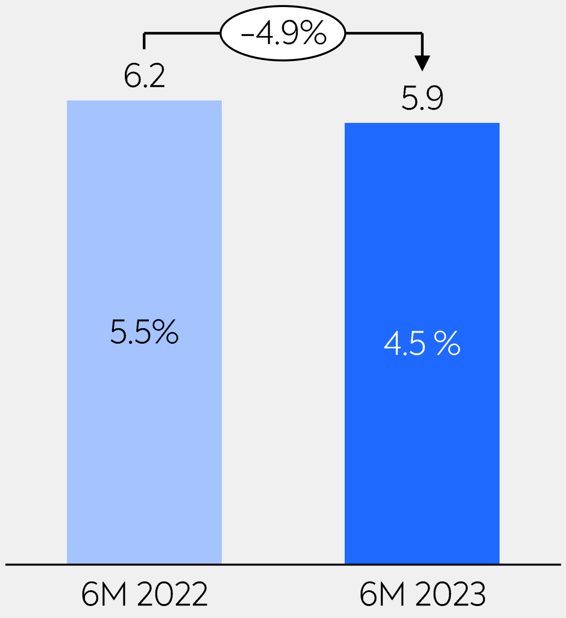
First 6 months 2023 – Temporary effects on earnings

ROCE (%)



EBIT (m€) / EBIT margin (%)



PRICING

- Price increases material (supplier)
- Time-delayed effectiveness of sales price increases (customer)

STRATEGY

- Costs for strategy review with external management consultant

SUPPLY CHAIN

- Reduction of backlog: Additional use of temporary workers and subcontractors

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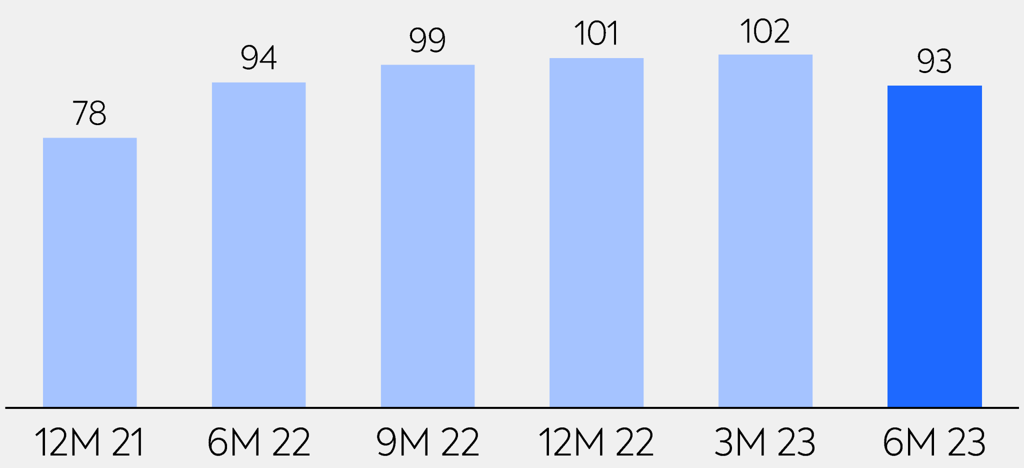
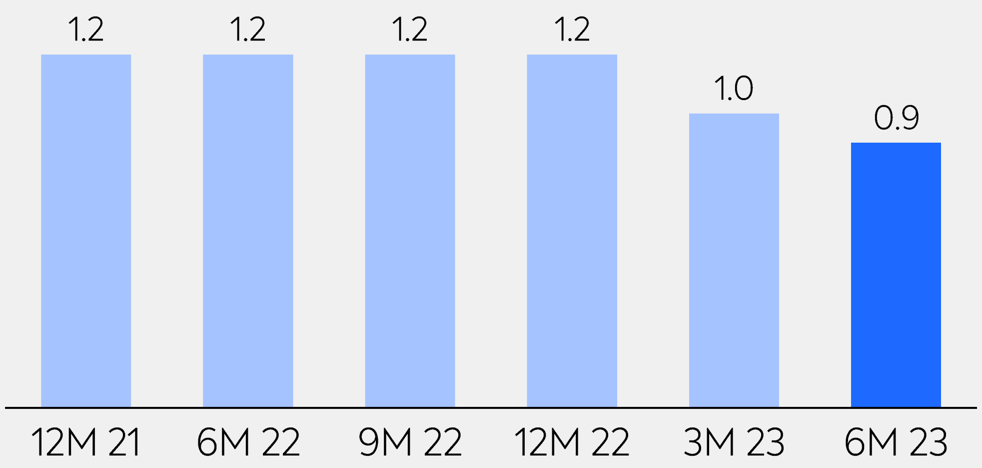
Order situation

Order Backlog (m€)



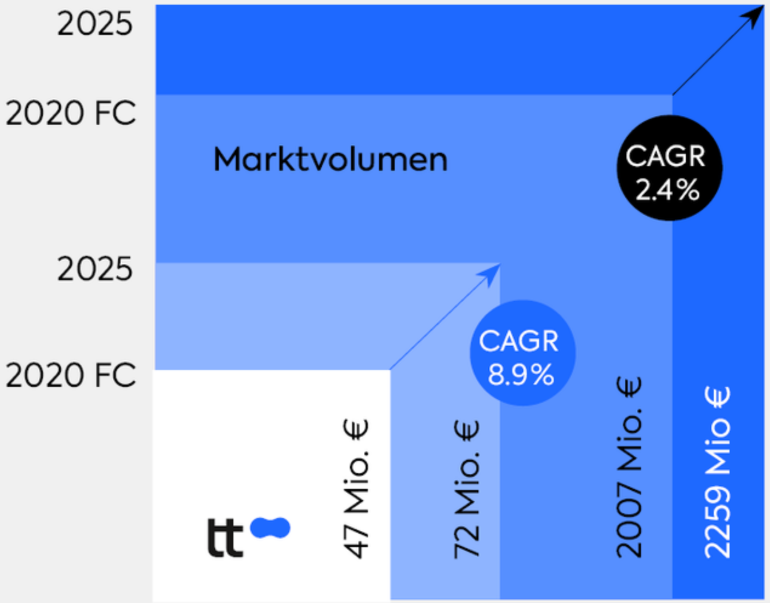
Book-to-Bill-Ratio*



*) german production sites

Plastics

on track



Target 2023 € 61 m

6M 2023 € 30m

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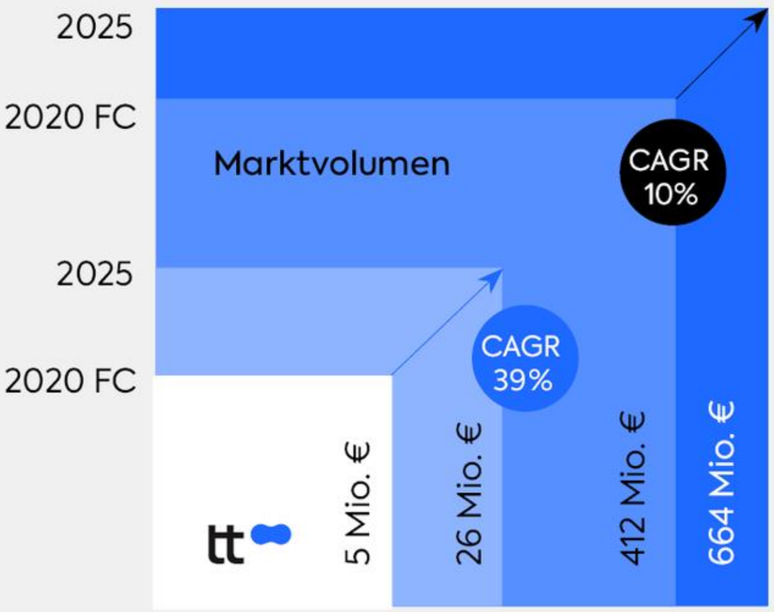
Energy Management

exceeded



Target 2023 € 13m

6M 2023 € 12m

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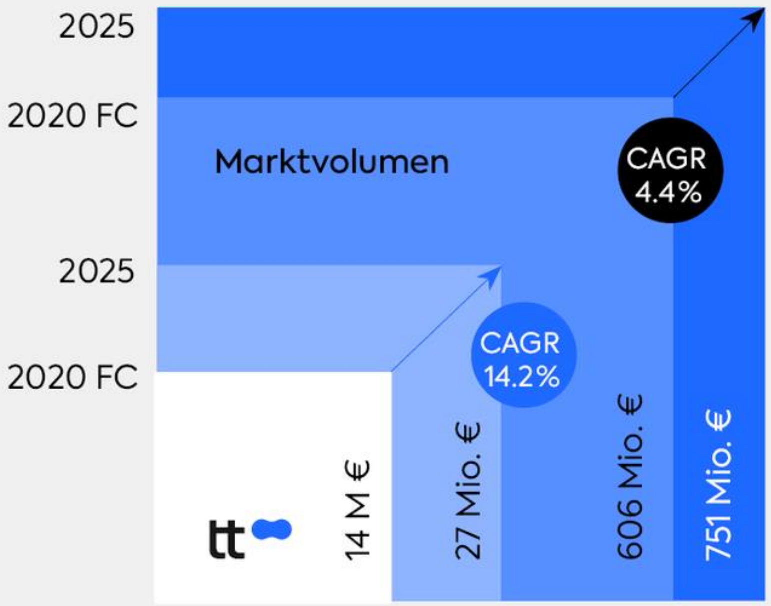
Healthcare & Analytics

below plan



Target 2023 € 21m

6M 2023 € 8m

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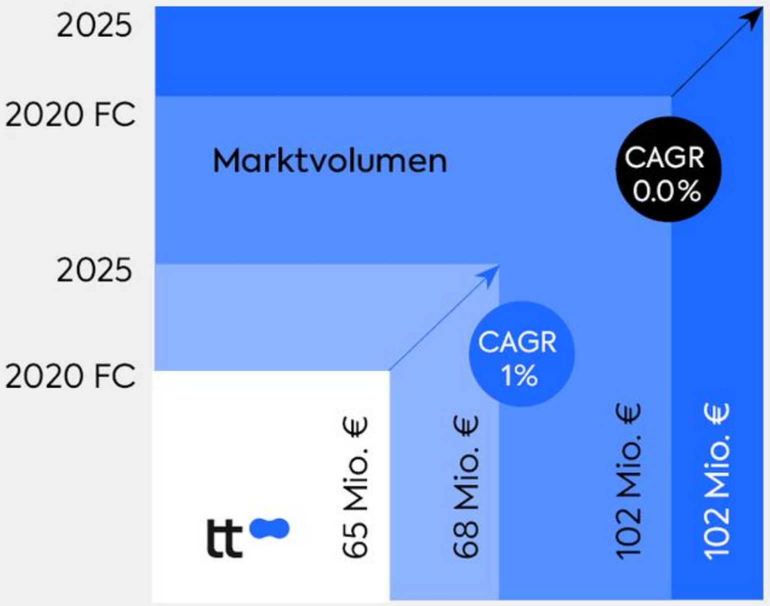
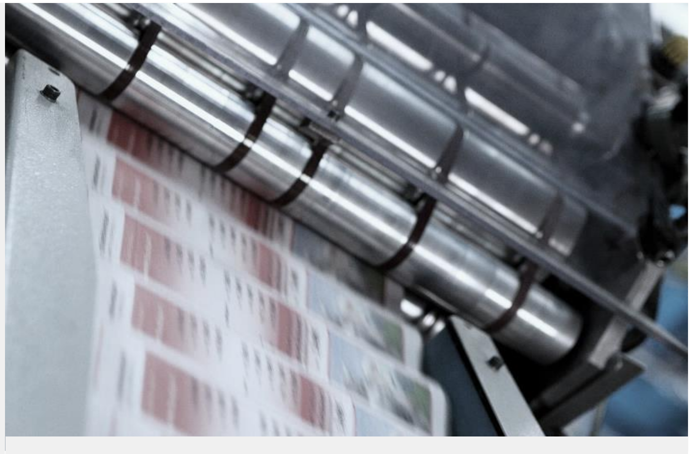
Print

exceeded



Target 2023 € 67m

6M 2023 € 45m



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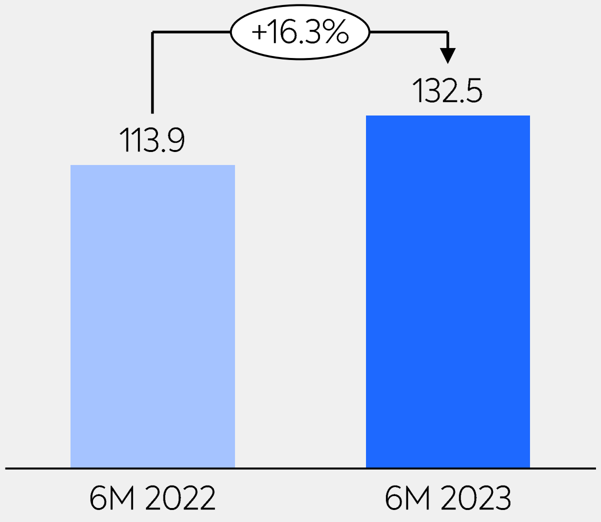
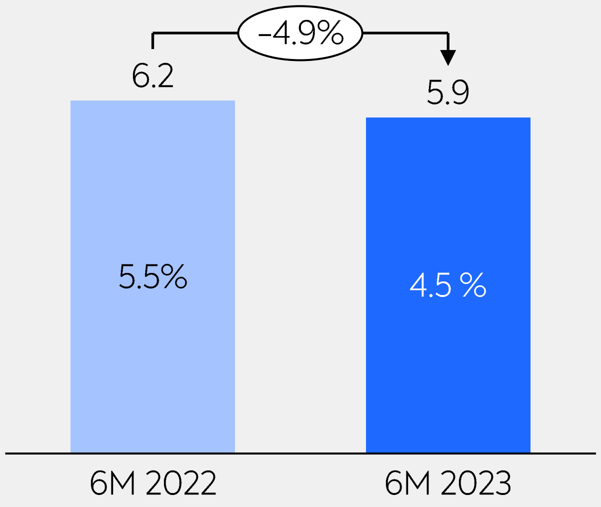
First 6 months 2023 – Key KPIs

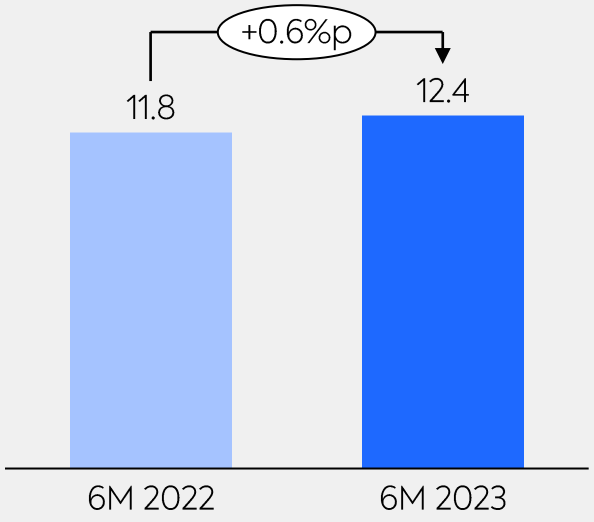
Revenue (m€)



EBIT (m€) / EBIT margin (%)

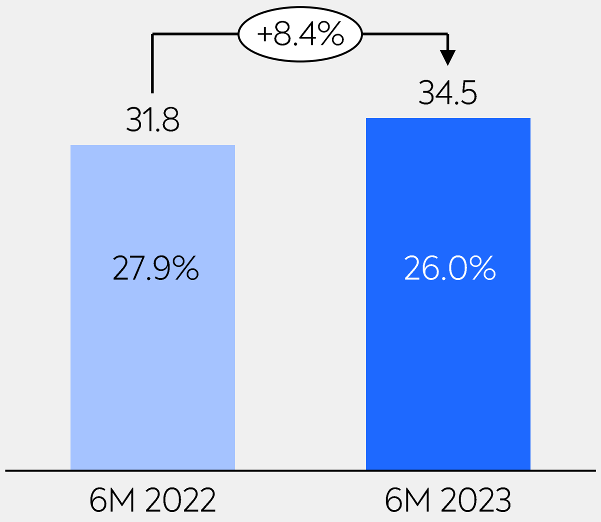


ROCE (%)

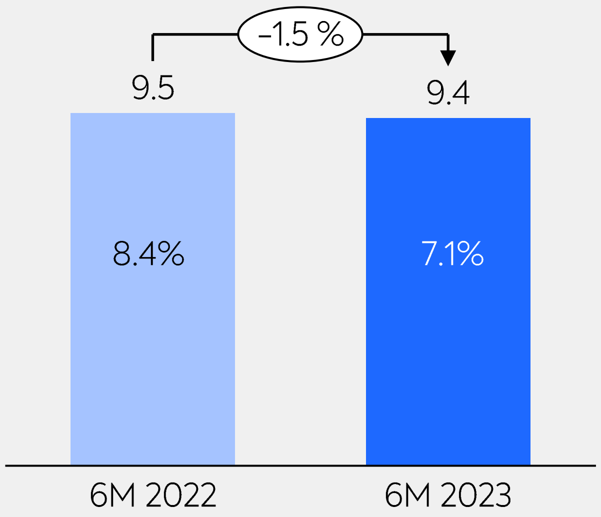


First 6 months 2023 – Earnings performance

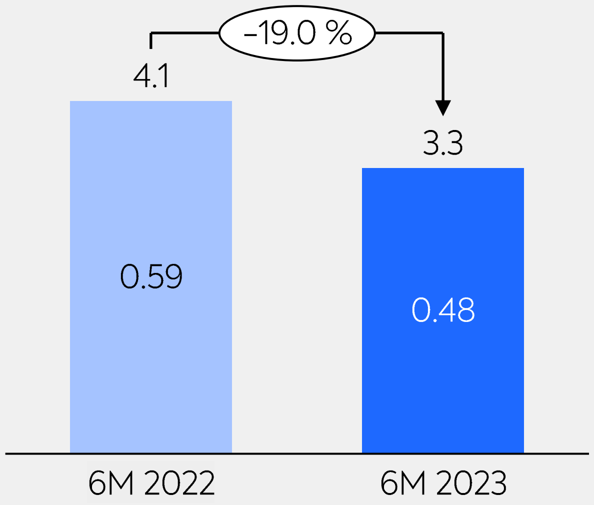
Gross Profit (m€)



EBITDA (m€)



Net profit for the period (m€)
EPS (€)



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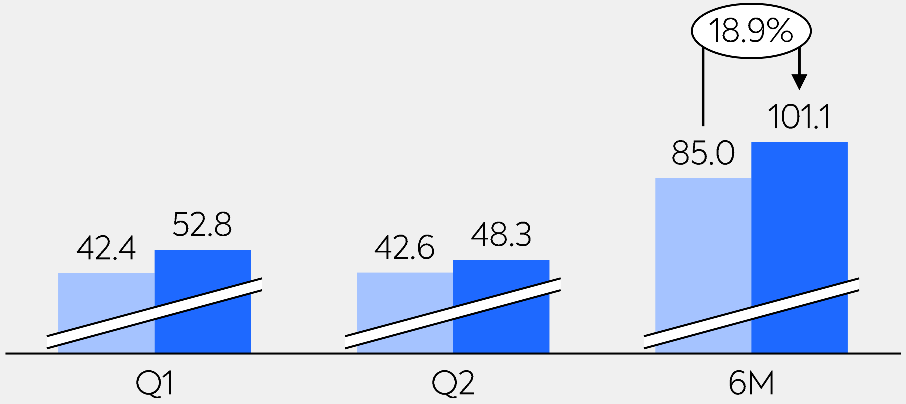
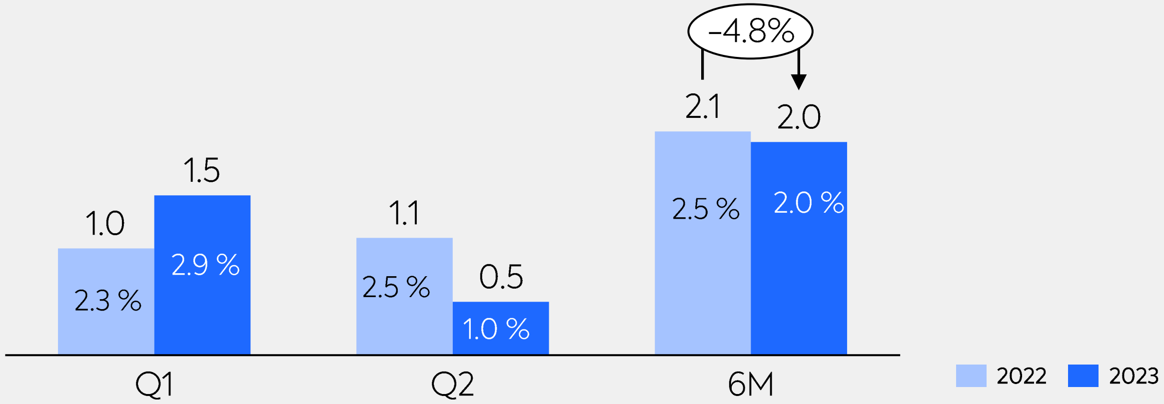
Segment Technology

Revenue (m€) 2022/2023



EBIT (m€) & EBIT margin (%) 2022/2023

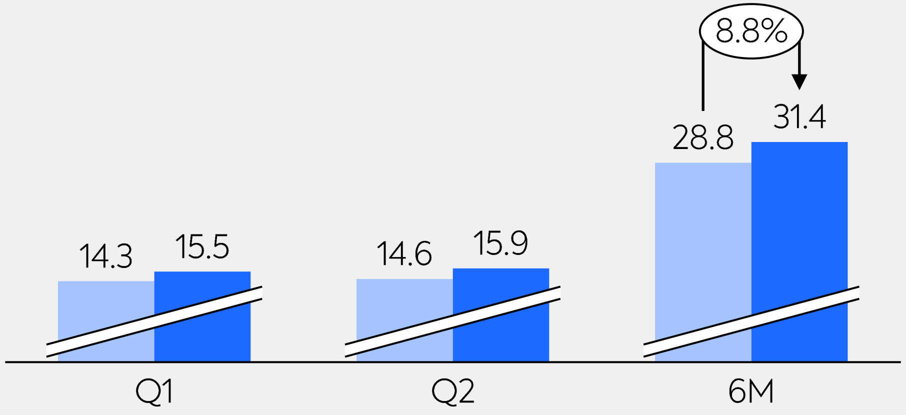


- Segment revenue increased by 18.9 % to € 101.1 million (previous year: € 85.0 million)
- The main growth drivers are the focus markets Energy Management, Print, Plastics and the market Laser & Machine Tools.

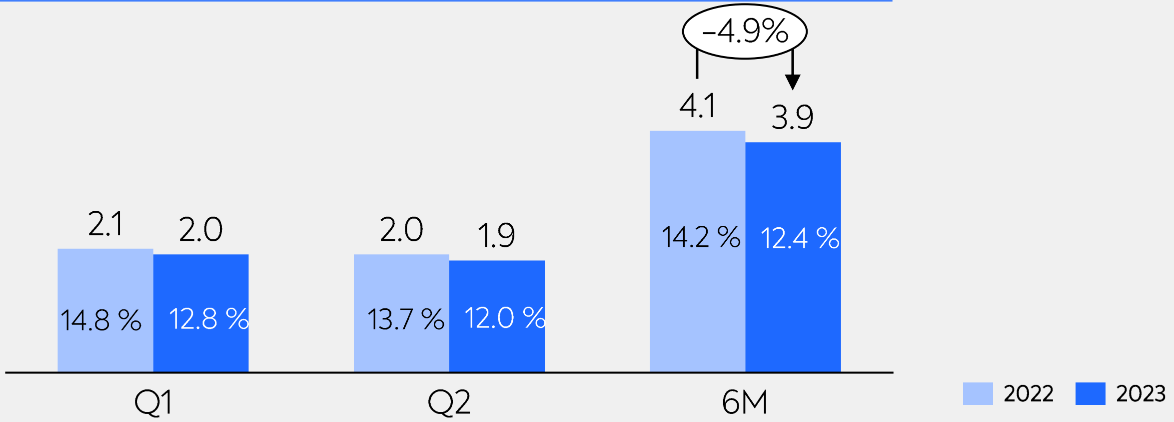
- Segment-EBIT decreases moderately to € 2.0 million (previous year: € 2.1 million)
- EBIT margin at 2.0 % (previous year: 2.5 %) due to decline in gross margin resulting from higher cost of materials and the use of temporary workers

Segment Services

Revenue (m€) 2022/2023



EBIT (m€) & EBIT margin (%) 2022/2023



- Segment revenue increased by 8.8 % to € 31.4 million (previous year: € 28.8 million)
- Continuous increase in revenue since the beginning of 2022 continued

- Segment EBIT achieved € 3.9 million (previous year: € 4.1 million)
- Segment EBIT margin at 12.4 % (previous year 14.2 %)
- Higher costs for subcontractors compared to previous year

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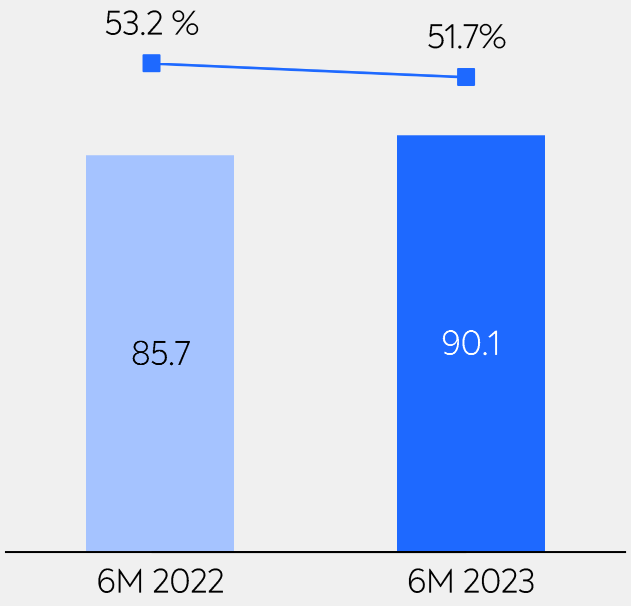
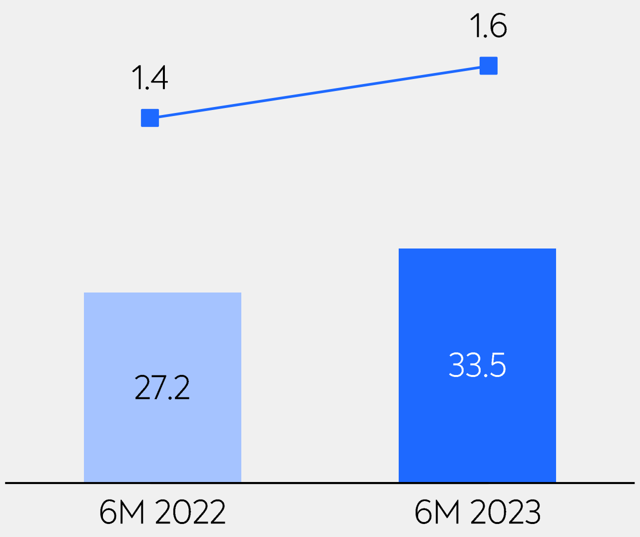
Net assets and financial position

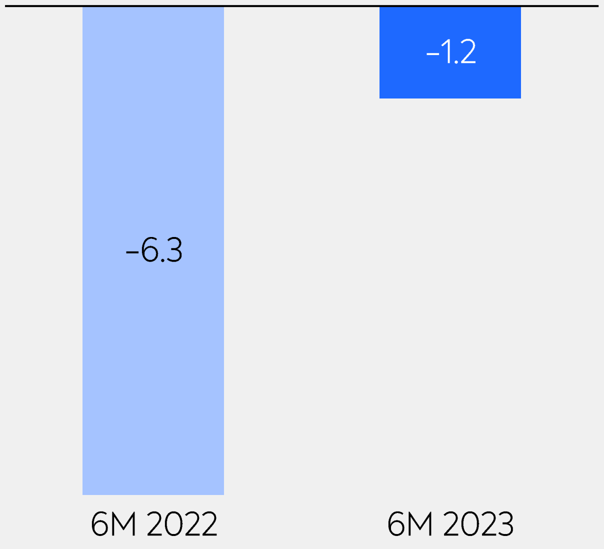
Equity & Equity Ratio (m€/%)



Net debt (m€)
Net debt/EBITDA Ratio



Free cash flow (in m€)



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Outlook & Effects on earnings 2023

MARKETS

Demand stable, but changes in product mix

- Full order books for 2023
- Price increases agreed & effective in 2nd half of year
- Major projects: customer reluctance to invest due to higher interest rates
- Consolidation of customer inventories (H&A)
- Economic slowdown

REGIONS

Uncertain economic development in China

influences result of the Taicang site (CN)

SUPPLY CHAIN

Sustained high cost of materials

- Material cost ratio decreases slower than expected
- Limited availability of individual components

MEASURES

- Cost reduction-program
- Review China
- Review of purchasing conditions

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External Review Strategy Future Ready 2025

Change in economic & geopolitical environment

Review of the assumptions & framework conditions from the year 2020

Projection in Phase II

Results in Q4 2023

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Adjusted Guidance 2023

Revenue	EBIT margin	ROCE
€255 – 265 m	5.0 – 6.0%	13.0 – 14.0%

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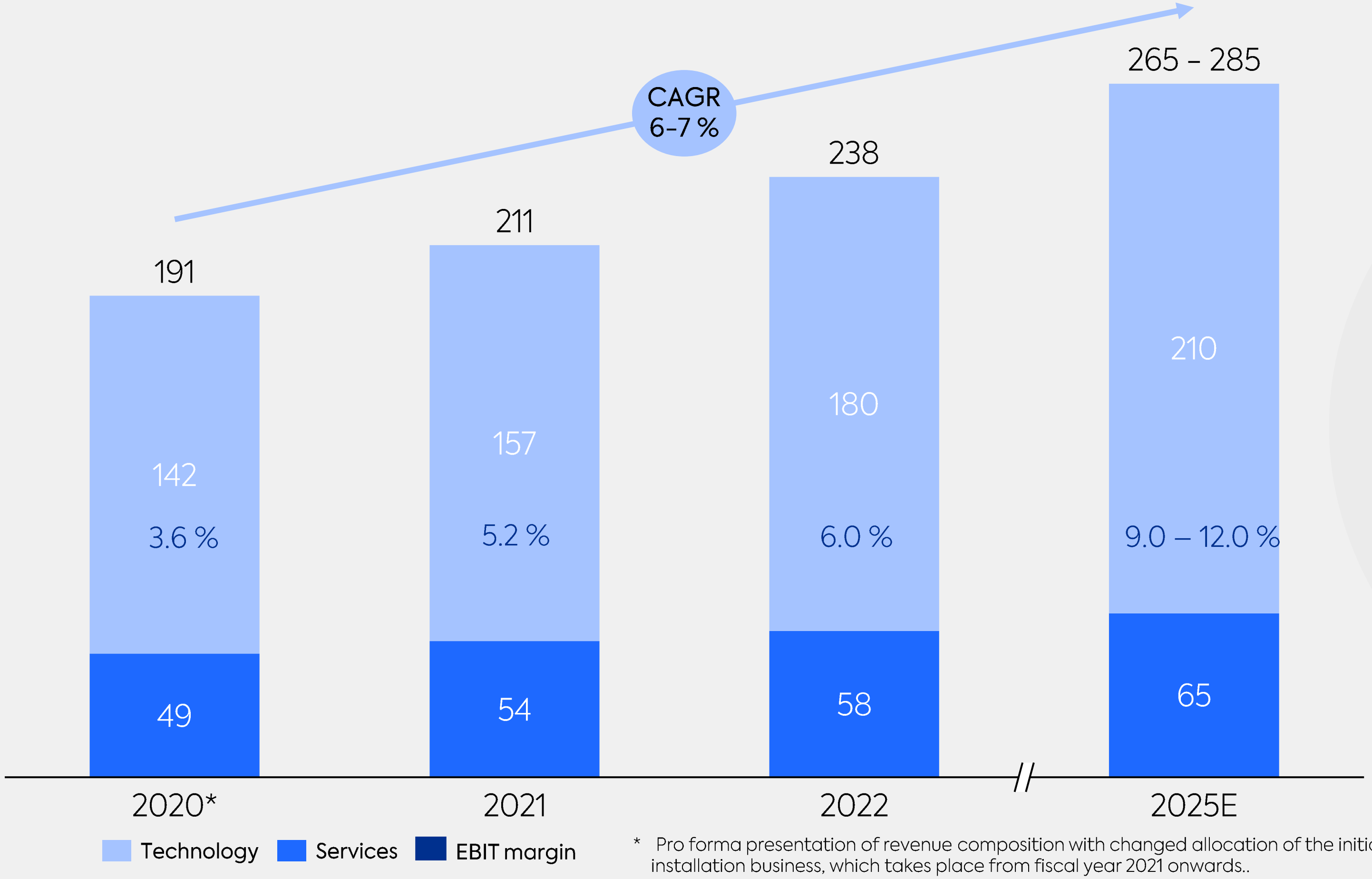
Medium-term planning 2025



* Pro forma presentation of revenue composition with changed allocation of the initial installation business, which takes place from fiscal year 2021 onwards..

MARGIN

REVIEW

Improvement of margin to 9-12% through :

- Profitable growth: focus on high-margin products & projects
- Economies of scale (volumes and kits)
- Increase in gross margin:
  - Sales price
  - Procurement costs
  - Temporary work | subcontractors
  - Efficiency increase in production
- Strict cost management
- Review China
- Review Strategy Phase II

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Peter Hirsch
CTO/COO

Michael Finger
CEO

Robin Schaede
CFO

power to transform – strategy into results

- Group revenue increased further in first 6 months of 2023.
- EBIT margin development below expectations, improvement expected in the 2nd half of 2023.
- Measures to increase profitability initiated.
- Order intake and order backlog remain at a solid level and indicate continued growth.
- The Board of Management adjusts 2023 guidance and confirms mid-term outlook.

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Investor Relations

Frank Dernesch
Manager Investor Relations & Corporate Finance

Tel. +49 (0)2583 301-1868
Fax +49 (0)2583 301-1054
frank.dernesch@technotrans.de

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These reflect the present views of the management of technotrans SE and are based on the corresponding plans, estimates and expectations. We point out that the statements are subject to certain risks and uncertainties which could mean that the actual results differ considerably from those expected.