

Webcast 1st quarter 2024

POWER TO TRANSFORM -
STRATEGY INTO RESULTS

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Robin Schaede | CFO

Sassenberg 14 May 2024

Power to transform



Overview



Focus markets



Financials



Strategy & Outlook

Power to transform



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Focus markets



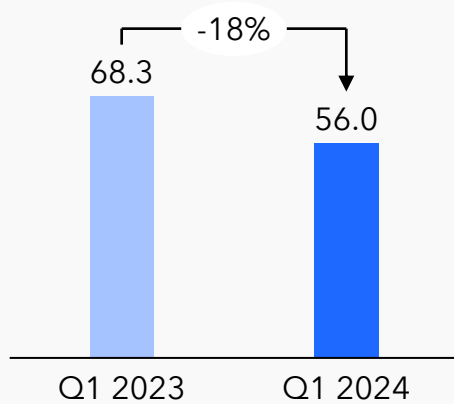
Financials



Strategy & Outlook

Overview 1st quarter 2024

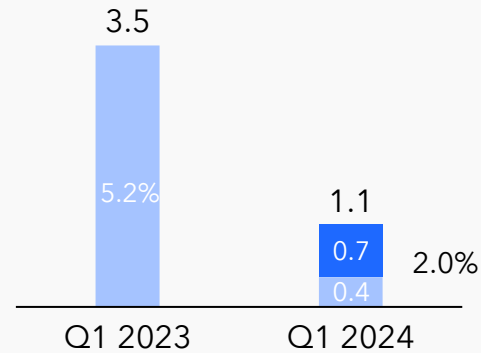
Revenue (m€)



Markets

- EM growth momentum continues, revenue +38% compared to previous year
- Major orders in the datacenter and e-mobility sectors
- Book to bill ratio positive at 1.1
- Economy dampens development in other markets

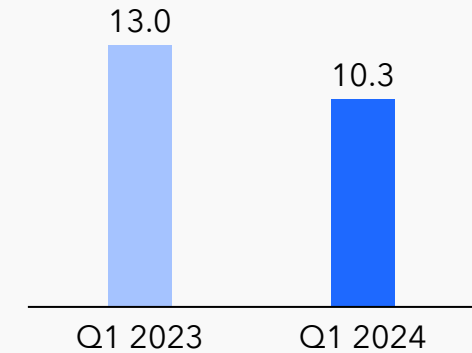
EBIT (m€) | EBIT margin (%)



Finances

- Weak economic environment impacts revenue and earnings
- One-off expenses of 0.7 million € for efficiency program included in the result
- Adjusted EBIT margin at 2.0

ROCE (%)



Strategy

- Implementation of **ttSprint** efficiency program 100% on schedule
- Division heads appointed
- Target structures will be developed in the first half of 2024

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Strategy & Outlook

Focus on growth



PRINT

Weak economy weighs on Print |
Investment restraint in the run-up to
drupa as expected |
Recovery expected for 2nd half year



PLASTICS

Investment restraint in large-scale
refrigeration due to high interest
rates | increasing momentum
expected due to positive order intake



LASER

Particularly strong economic and
cyclical effects noticeable |
Slight increase in order backlog
indicates recovery in 2nd half year.



HEALTHCARE & ANALYTICS

1st quarter at planned level |
stable 2nd quarter expected

Sales Q1 2024

19.4 m€

-14 %

Sales Q1 2024

12.5 m€

-22 %

Sales Q1 2024

10.0 m€

-39 %

Sales Q1 2024

3.5 m€

-21 %

Focus on growth



ENERGY MANAGEMENT

Market development independent of the economic environment | Main drivers are datacenters and increasing electrification in rail and road transport

Sales Q1 2024

7.6 m€

+38 %



E-MOBILITY

Volume business in the area of Battery Thermal Management Systems (BTMS) | **Close to concluding a first series order for e-buses**



E-MOBILITY

Major order for ADS-TEC Energy charging stations | ChargePost fast-charging station | Follow-up order in the seven-figure euro range



DATACENTERS

Exponential growth expected | Liquid cooling becomes key function to support performance increase in data centers

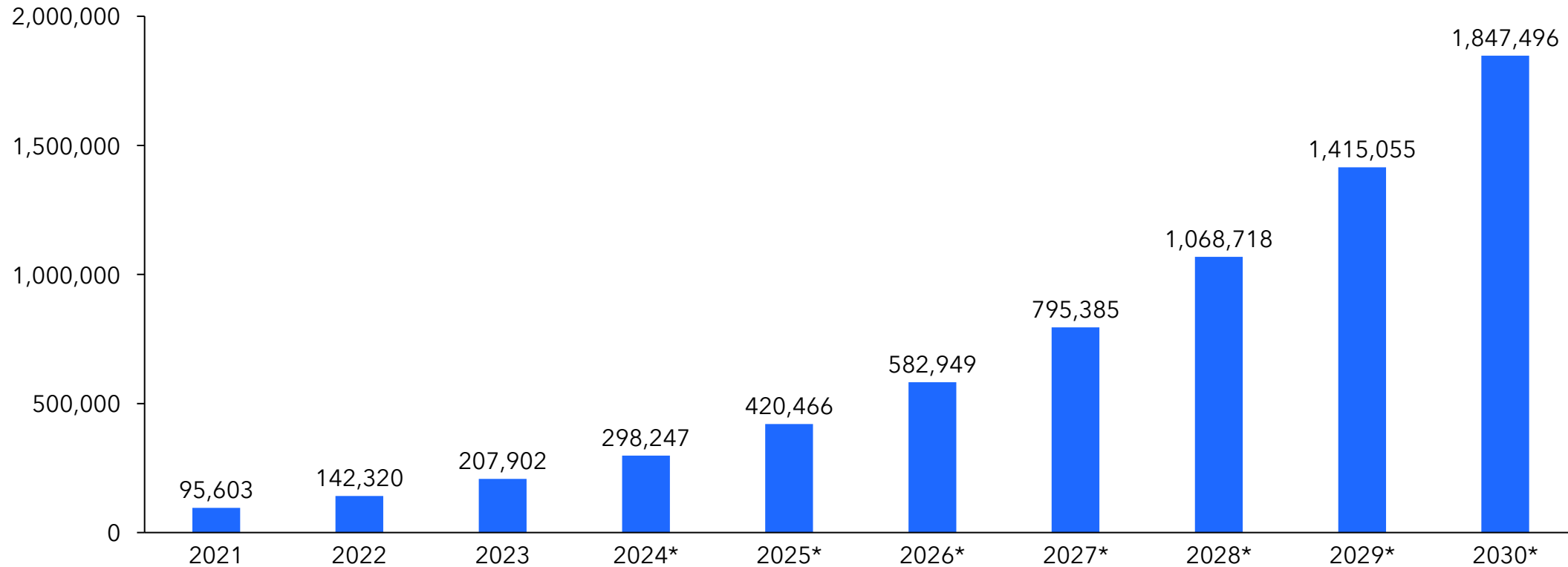


Energy management drives growth!

→ Equipped for further growth with new location in Steinhagen

Artificial intelligence | Market size worldwide

Market size in million US dollars



*Forecast

Source: statista

DATACENTER

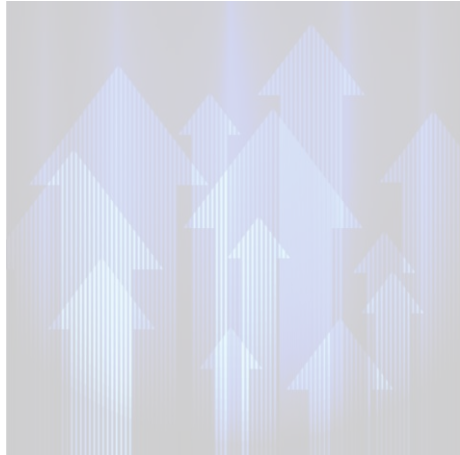
Liquid Cooling

Series-ready products for

- New Datacenters
- Conversion by retrofit



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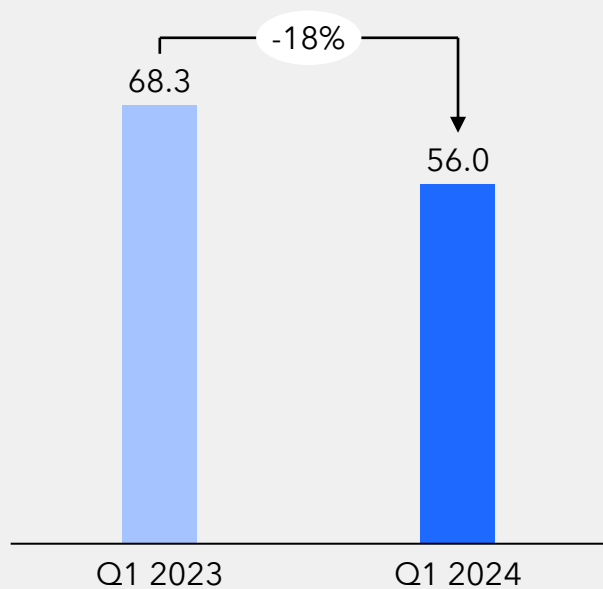
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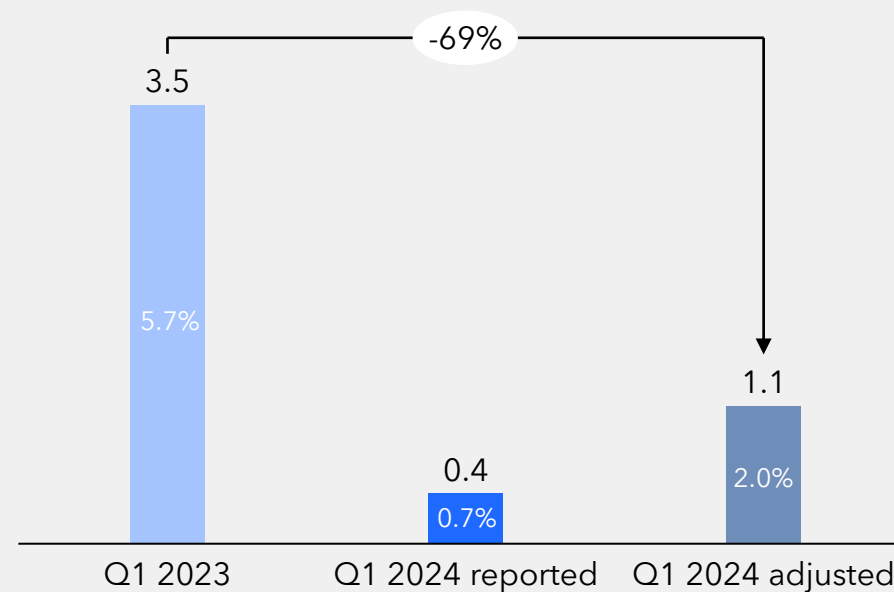
Revenue & EBIT in Q1 impacted by economic downturn

Revenue (m€)
Q1-2024 vs Q1-2023



- Decline in sales in all markets except Energy Management
- Economic headwinds lead to postponed customer orders

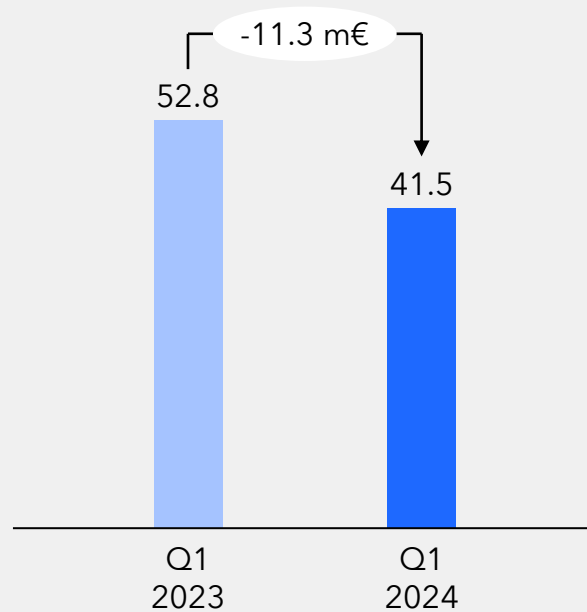
EBIT (m€) | EBIT margin (in %):
Q1-2024 vs Q1-2023



- Less favorable cost degradation due to the decline in sales
- One-off expenses for transformation of 0.7 million € in Q1
- Adjusted EBIT margin 2.0%

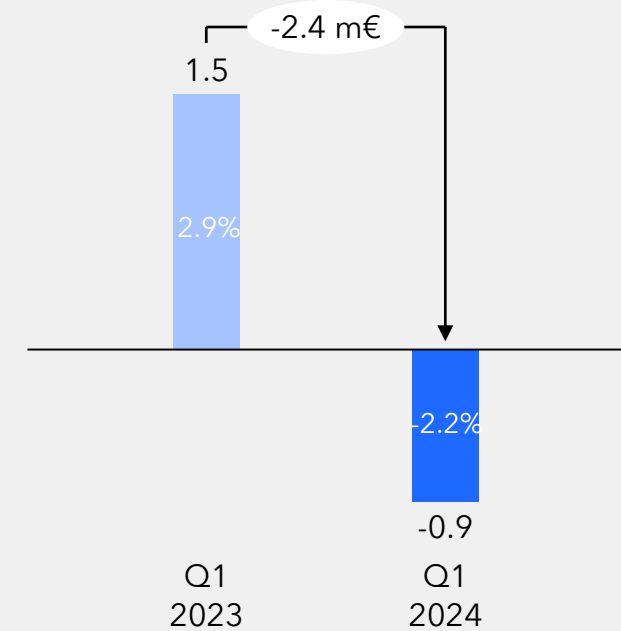
Segment Technology

Revenue (m€)
Q1-2024 vs Q1-2023



- Decline in sales in Print, Plastics, Laser and Healthcare & Analytics due to weak economy in Germany.
- Energy Management as growth driver (+38% vs. Q1-2023).

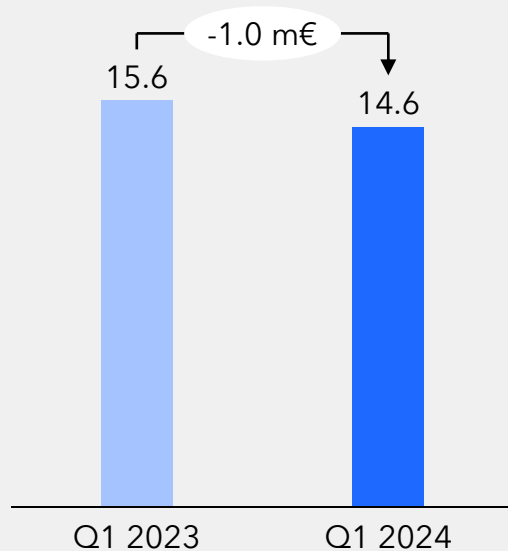
EBIT (m€) | EBIT margin (in %):
Q1-2024 vs Q1-2023



- EBIT margin impacted by decline in sales.
- 0.3 million € restructuring costs included.
- Short-time work, cost cuts and postponed investment as stabilizing measures.

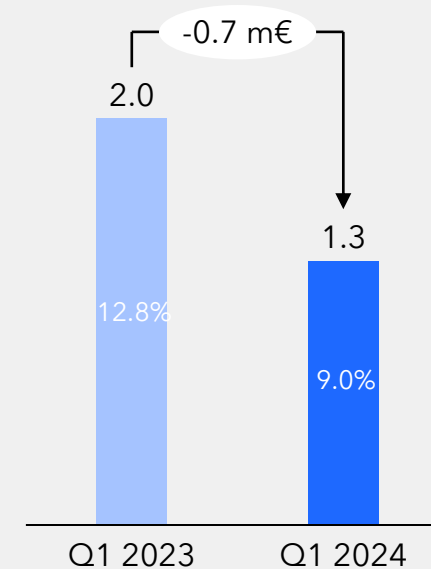
Segment Services

Revenue (m€)
Q1-2024 vs Q1-2023



- General economic uncertainty results in customers' reluctance to invest in spare parts and repairs (especially in Print & Laser)

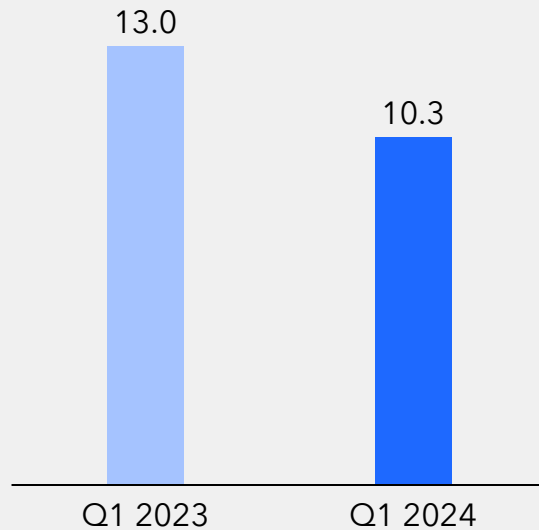
EBIT (m€) | EBIT margin (in %):
Q1-2024 vs Q1-2023



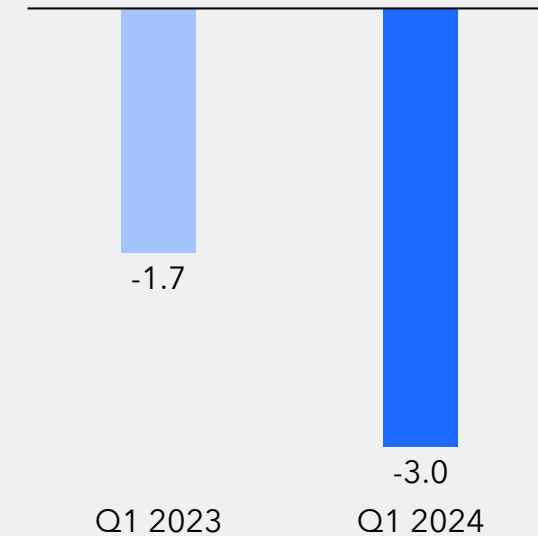
- EBIT margin down due to decline in sales, compensation measures initiated
- 0.4 million € restructuring costs included
- Adjusted EBIT margin 11.6%

ROCE and free cash flow

ROCE (%)



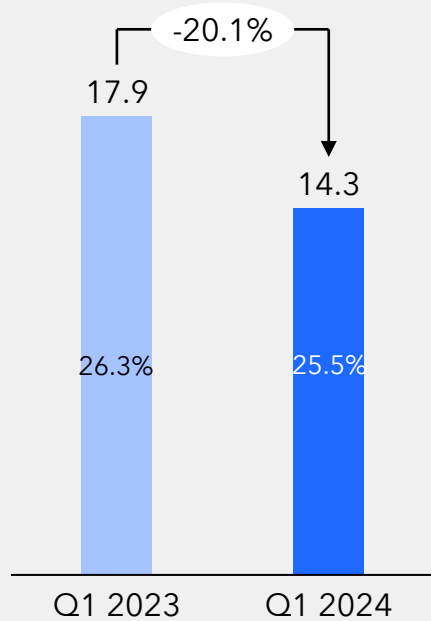
Free cash flow (m€)



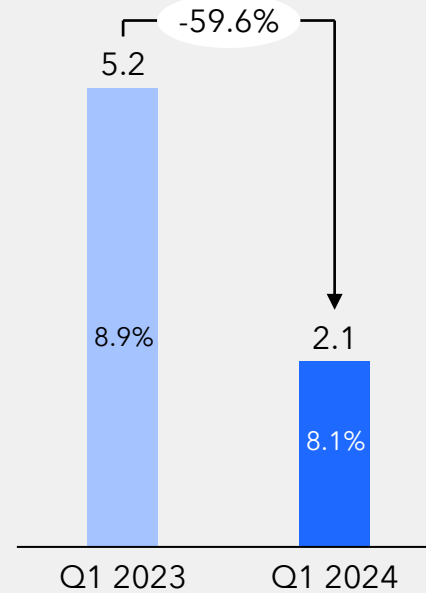
- ROCE down due to low EBIT and slight increase in working capital ahead of higher order volume
- Free cash flow: weak earnings performance and slight increase in inventories have a negative impact
- Improvement expected in course of the year

Earnings performance

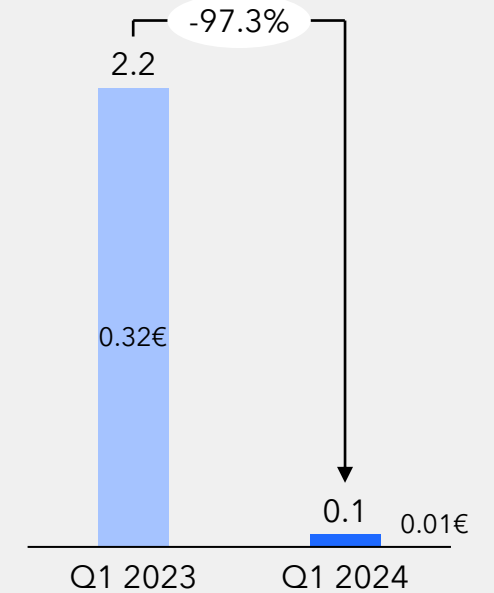
Gross profit (m€) | Gross margin (%)



EBITDA (m€)



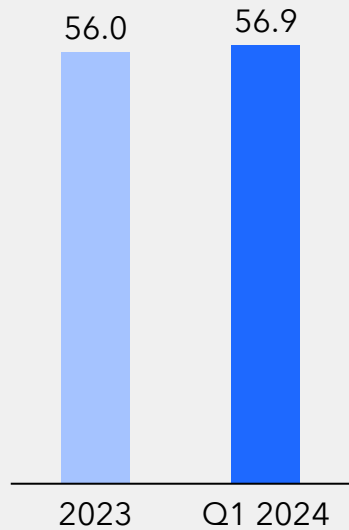
Profit for the period (m€)
Earnings per share (€)



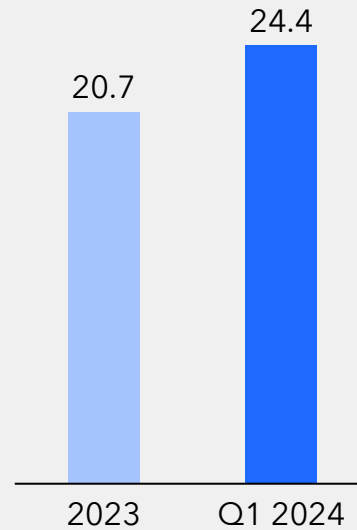
- Gross margin falls by 0.8 percentage points due to weak sales performance, leading to unfavorable cost degradation.
- EBITDA declined in line with the development of EBIT.
- Consequently, earnings per share down to € 0.01

Net assets

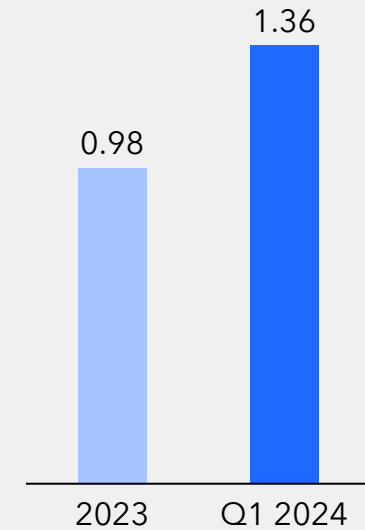
Equity ratio (%)



Net debt (m€)

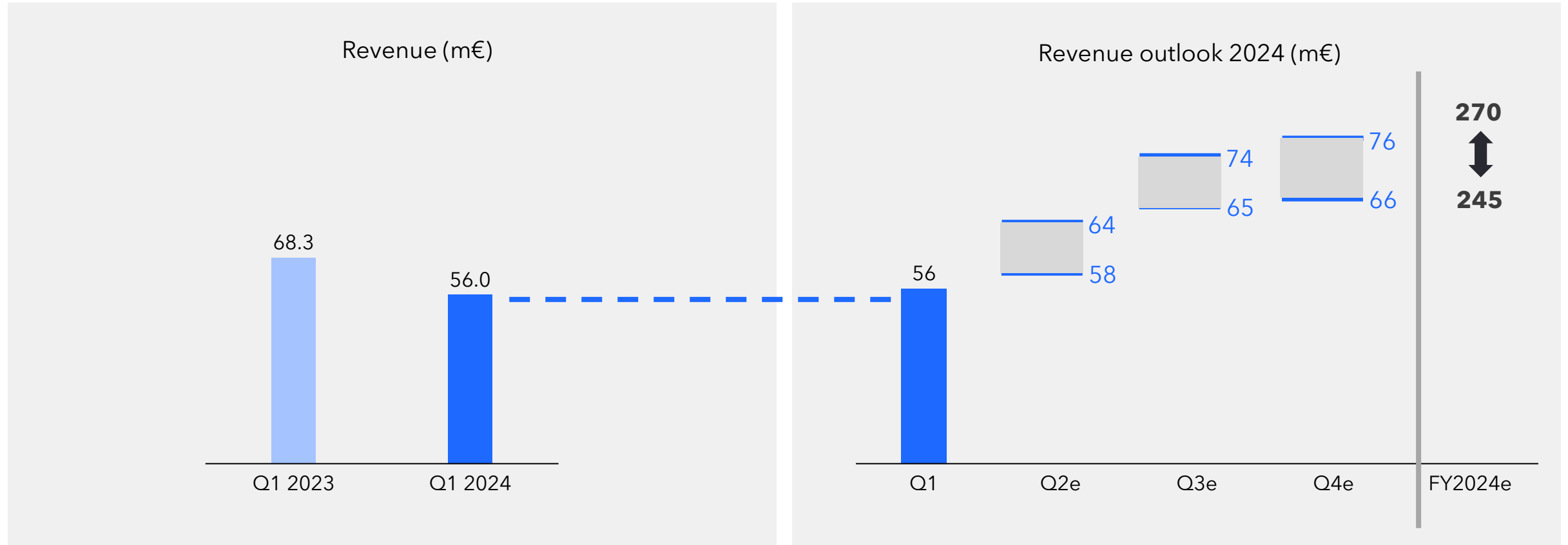


Net debt / EBITDA ratio



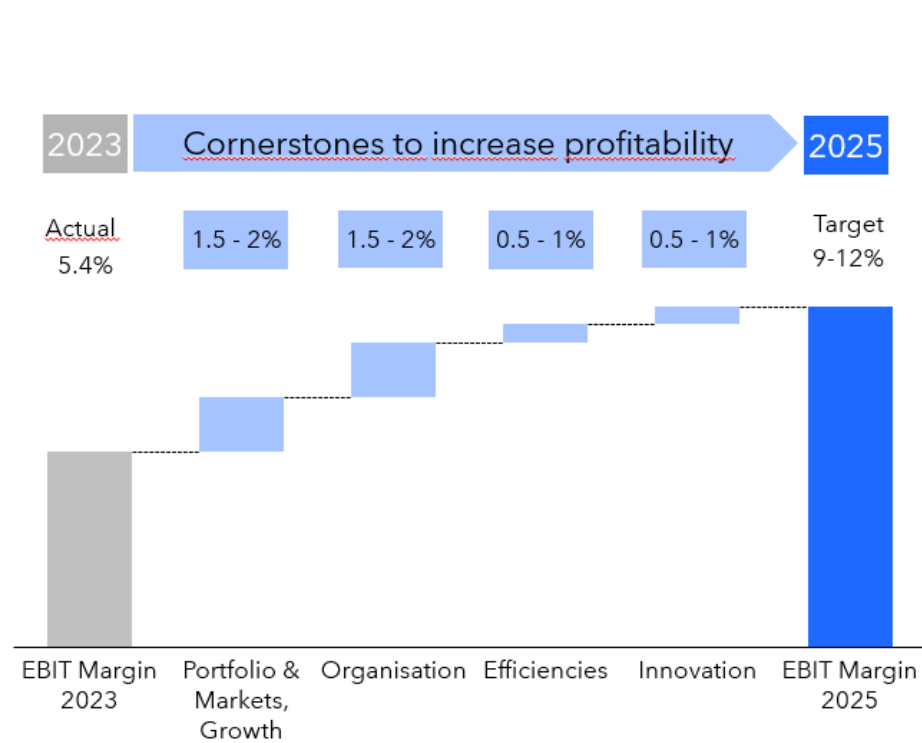
- Equity ratio improves to 56.9% - balance sheet remains strong.
- Net debt increases due to negative cash flow, remaining on investment grade level.
- Solid balance sheet and free credit lines provide sufficient financial headroom.

Sales expected to gain momentum during the year



- Low point in sales in Q1-2024.
- Better sales performance expected in the upcoming quarters - sales guidance for 2024 will be achieved.
- Energy Management, Plastics and Print as drivers for Q2-Q4.

ttSprint efficiency program progressing according to plan



Illustrative chart from Webcast Financial Year 2023

- New organizational setup currently defined
- Cost optimizations and synergies identified
- First transformation measures implemented
- Restructuring expenses of EUR 0.7 million in Q1, additional one-off costs expected in 2024
- Details in Q2 webcast

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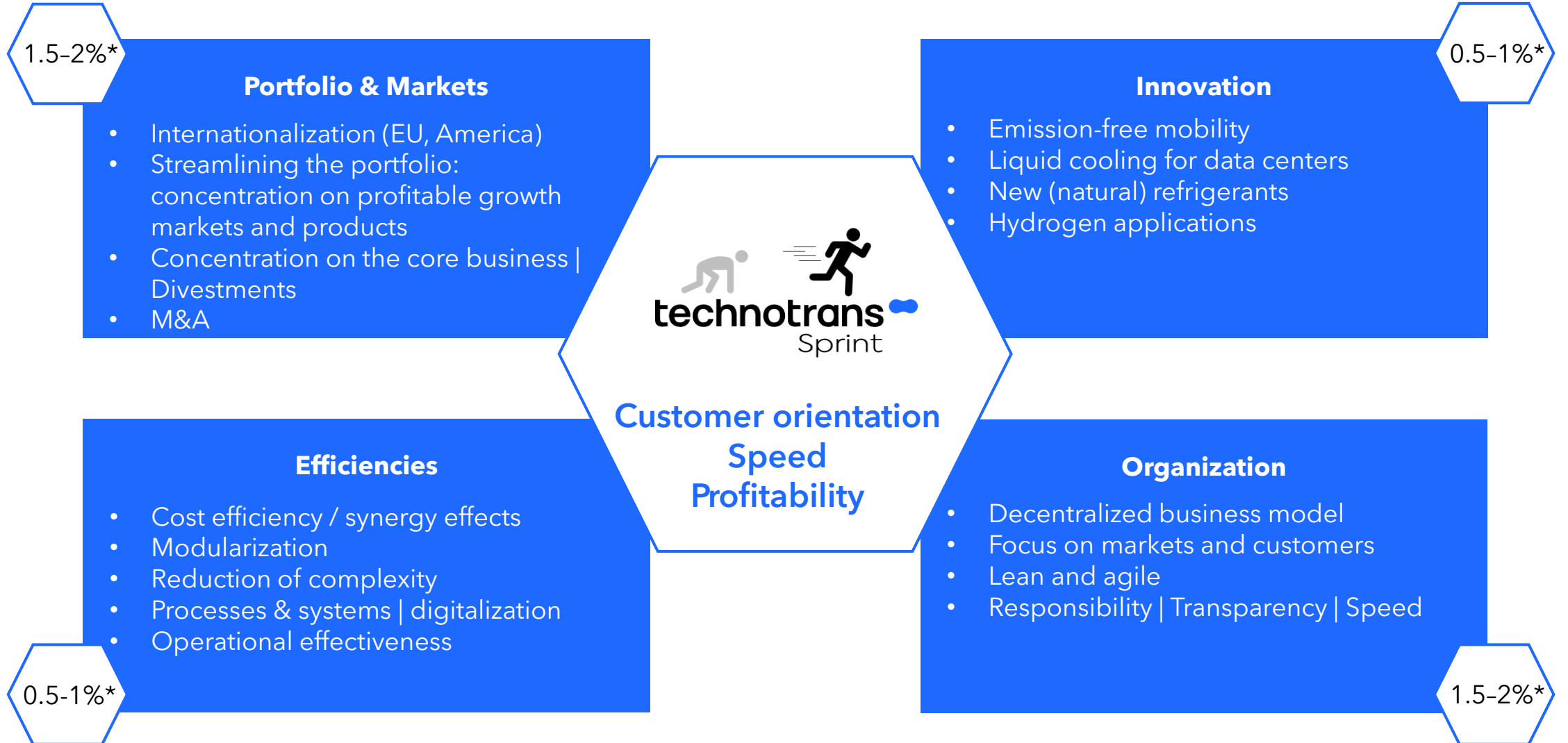


Financials



Strategy & Outlook

ttSprint: Organization of the new technotrans

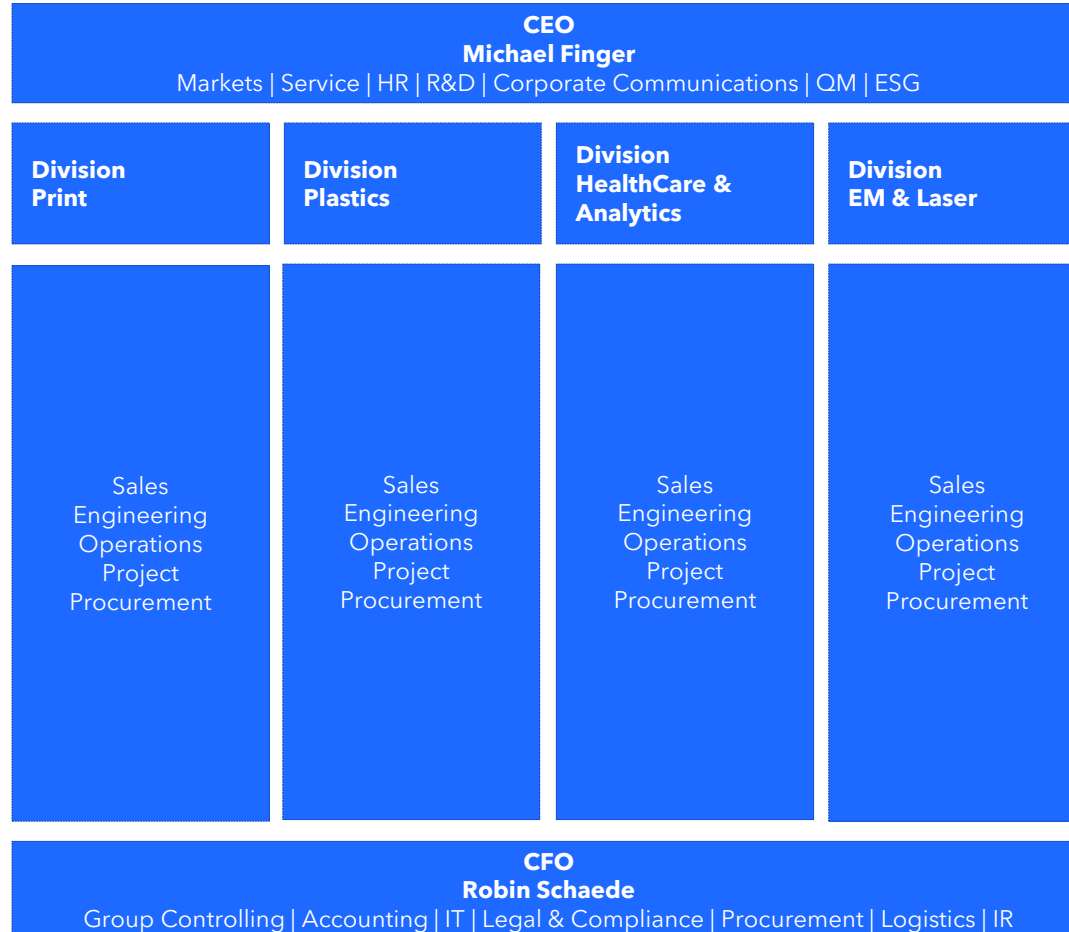


*planned improvement in earnings

Decentral Organization with 4 Divisions



Accountability
Transparency
Speed



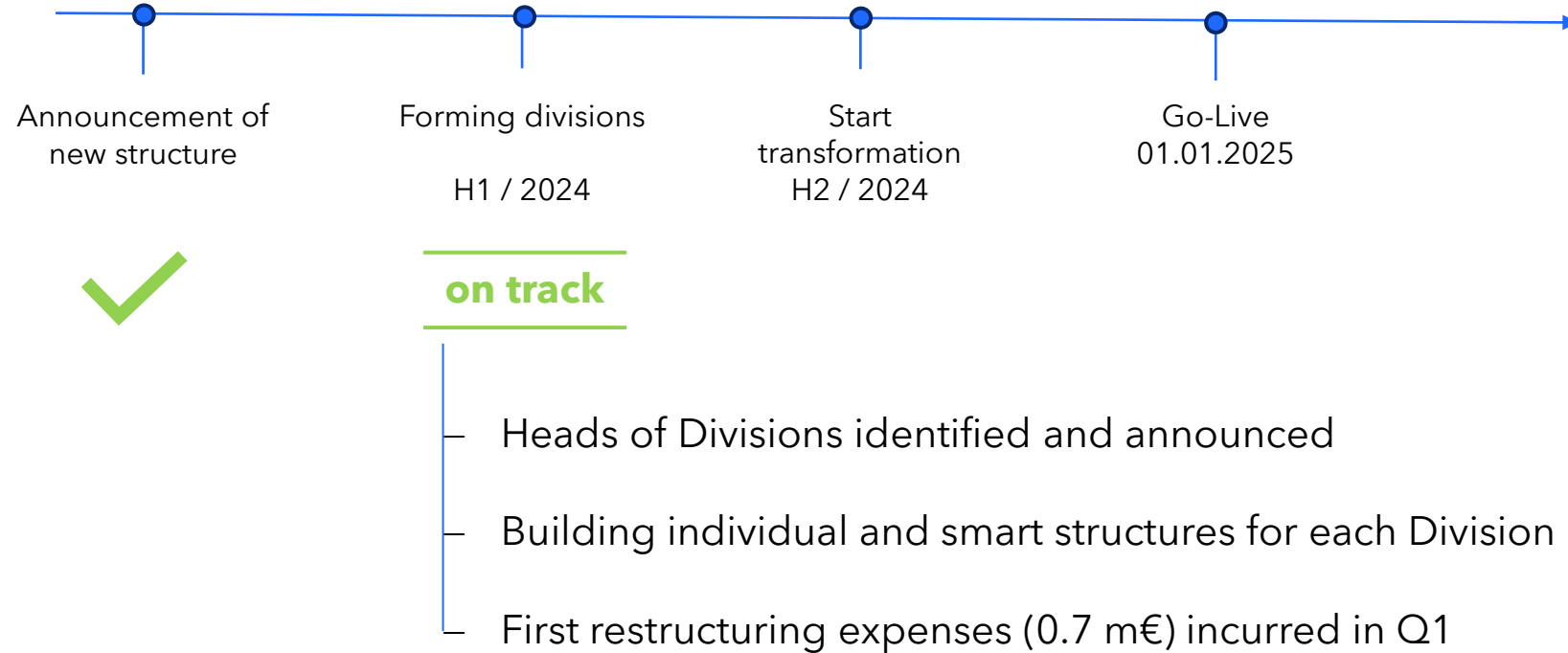
4 Divisions

- ✓ Full operational responsibility
- ✓ Responsibility for results

Introduction of a decentralized organization



Accountability
Transparency
Speed





OUTLOOK

Guidance 2024 - 2025

Successful in the long term

	2024e	2025e
Revenue (€ m)	245 - 270	265 - 285
EBIT-margin (%)	5.5 - 7.5	9.0 - 12.0*
ROCE (%)	14.0 - 16.0	> 15.0

* On the basis of a stable geopolitical situation and a stable economy

Disclaimer

- This presentation contains statements on the future development of the technotrans Group.
- These reflect the current 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 that could cause actual results to differ materially from those anticipated.

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