

Webcast 3rd quarter 2024

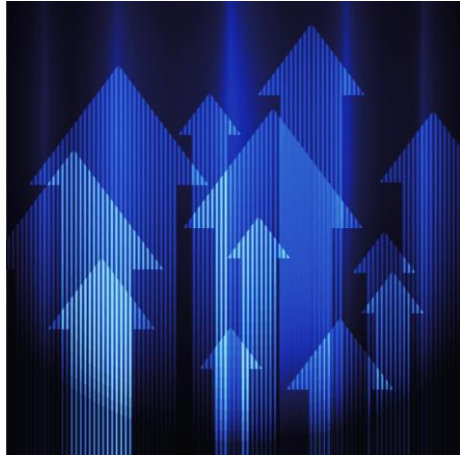
POWER TO TRANSFORM -
STRATEGY INTO RESULTS

Michael Finger | CEO

Natascha Sander | CFO (interim)

Sassenberg, November 19, 2024

Power to transform



Overview



Focus markets

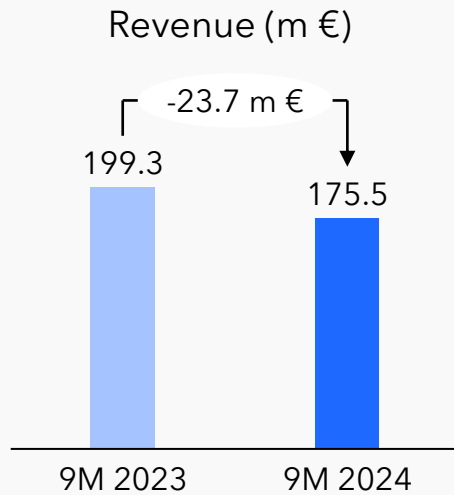


Financials



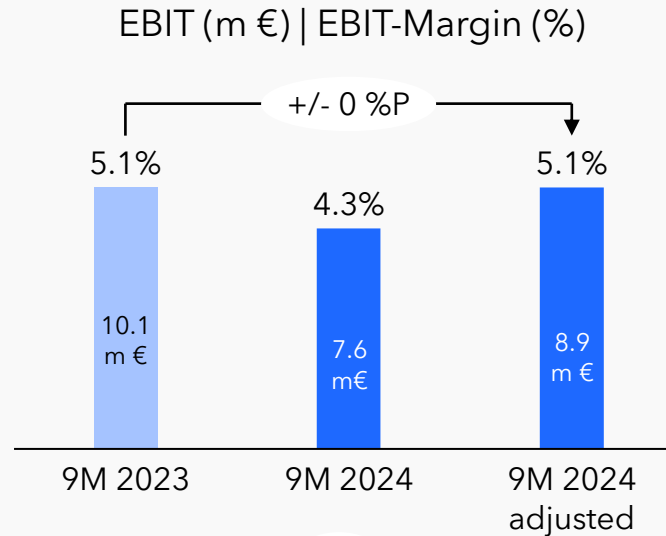
Strategy & Outlook

Overview 9 months 2024



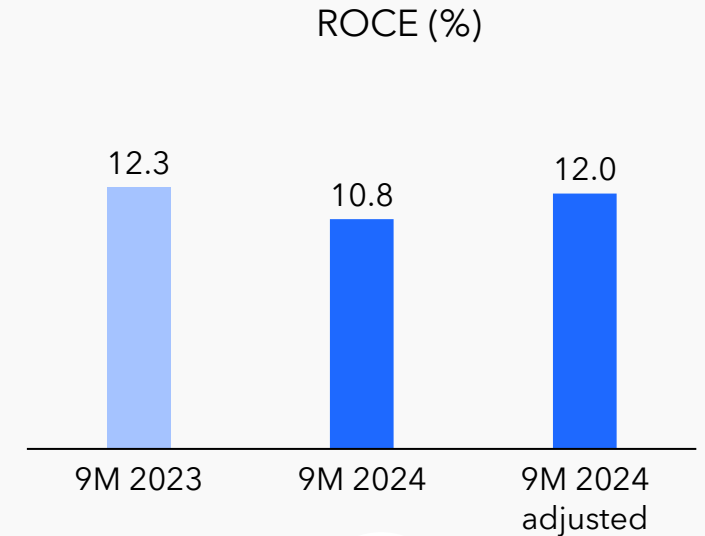
Financials

- Despite the continued weak economy, group sales in Q3 increased moderately to 60.2 million € compared to Q2 (59.3 million €)
- EBIT margin excluding temporary expenses at the previous year's level of 5.1 % with 23.7 million € less revenue



Markets

- Economic environment remains difficult, which has a differentiated impact on the focus markets
- Energy Management continues growth story, revenue + 27%
- Order backlog: 84 million €
- Book-to-bill ratio stable at 1.0



Strategy

- ttSprint efficiency program implemented as planned
- All milestones set for the first 9 months achieved
- Transformation into market-oriented reorganization close to successful completion

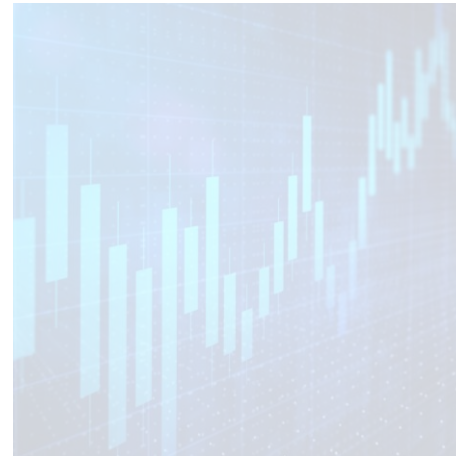
Power to transform



Overview



Focus markets



Financials



Strategy & Outlook

Focus on growth



PRINT

Initial effects following drupa begin to compensate for economic impact on business development



PLASTICS

Successful acquisition: exclusive supply of energy-efficient compact temperature control units for battery production | new cooperation with enesty opens up further future potential



LASER

Sales development continues to be heavily impacted by the economy



HEALTHCARE & ANALYTICS

Customer inventory reduction in the wake of the Covid pandemic has ended | Call-off behavior back to pre covid levels | New laboratory cooling system started into series production



ENERGY MANAGEMENT

Strong sales growth continues | Significant progress made in the Rail, Road and Data Center segment in intensifying the business relationship with major customers and new big orders

Revenue 9m 2024

58.8 million €

-14 %

Revenue 9m 2024

38.1 million €

-13 %

Revenue 9m 2024

31.7 million €

-27 %

Revenue 9m 2024

10.8 million €

-11 %

Revenue 9m 2024

25.8 million €

+27 %

Focus on growth



PRINT

Initial effects following drupa begin to compensate for economic impact on business development



PLASTICS

Successful acquisition: exclusive supply of energy-efficient compact temperature control units for battery production | new cooperation with enesty opens up further future potential



LASER

Sales development continues to be heavily impacted by the economy



HEALTHCARE & ANALYTICS

Customer inventory reduction in the wake of the Covid pandemic has ended | Call-off behavior back to pre covid levels | New laboratory cooling system started into series production



ENERGY MANAGEMENT

Strong sales growth continues | Significant progress made in the Rail, Road and Data Center segment in intensifying the business relationship with major customers and new big orders

Revenue 9m 2024

58.8 million €

-14 %

Revenue 9m 2024

38.1 million €

-13 %

Revenue 9m 2024

31.7 million €

-27 %

Revenue 9m 2024

10.8 million €

-11 %

Revenue 9m 2024

25.8 million €

+27 %

SALES SUCCESSES

Temperature control technology for foaming processes in battery production

- Order volume in the mid-single-digit million range with a term until the end of 2025
- Temperature control technology for battery production of a German car manufacturer
- Framework agreement: technotrans is sole supplier

Order volume:
Mid single-digit million euro range



SALES SUCCESSES

Strategic partnership with enesty

- symbiosis of technology leaders
- Close collaboration in sales, including marketing of partner products and customer referrals
- Optimal technology complement for tailor-made thermal management systems in plastics processing
- technotrans will now rely on the water distribution systems of German market leader enesty GmbH, while enesty will incorporate technotrans' temperature control units and cooling systems into its orcinus brand

Strengthening market presence



Focus on growth

<p>PRINT</p> <p>Initial effects following drupa begin to compensate for economic impact on business development</p>	<p>PLASTICS</p> <p>Successful acquisition: exclusive supply of energy-efficient compact temperature control units for battery production new cooperation with enesty opens up further future potential</p>	<p>LASER</p> <p>Sales development continues to be heavily impacted by the economy</p>	<p>HEALTHCARE & ANALYTICS</p> <p>Customer inventory reduction in the wake of the Covid pandemic has ended Call-off behavior back to pre covid levels New laboratory cooling system started into series production</p>	<p>ENERGY MANAGEMENT</p> <p>Strong sales growth continues Significant progress made in the Rail, Road and Data Center segment in intensifying the business relationship with major customers and new big orders</p>
<p>Revenue 9m 2024</p> <p>58.8 million €</p> <p>-14 %</p>	<p>Revenue 9m 2024</p> <p>38.1 million €</p> <p>-13 %</p>	<p>Revenue 9m 2024</p> <p>31.7 million €</p> <p>-27 %</p>	<p>Revenue 9m 2024</p> <p>10.8 million €</p> <p>-11 %</p>	<p>Revenue 9m 2024</p> <p>25.8 million €</p> <p>+27 %</p>

Focus on growth



PRINT

Initial effects following drupa begin to compensate for economic impact on business development



PLASTICS

Successful acquisition: exclusive supply of energy-efficient compact temperature control units for battery production | new cooperation with enesty opens up further future potential



LASER

Sales development continues to be heavily impacted by the economy



HEALTHCARE & ANALYTICS

Customer inventory reduction in the wake of the Covid pandemic has ended | Call-off behavior back to pre covid levels | New laboratory cooling system started into series production



ENERGY MANAGEMENT

Strong sales growth continues | Significant progress made in the Rail, Road and Data Center segment in intensifying the business relationship with major customers and new big orders

Revenue 9m 2024

58.8 million €

-14 %

Revenue 9m 2024

38.1 million €

-13 %

Revenue 9m 2024

31.7 million €

-27 %

Revenue 9m 2024

10.8 million €

-11 %

Revenue 9m 2024

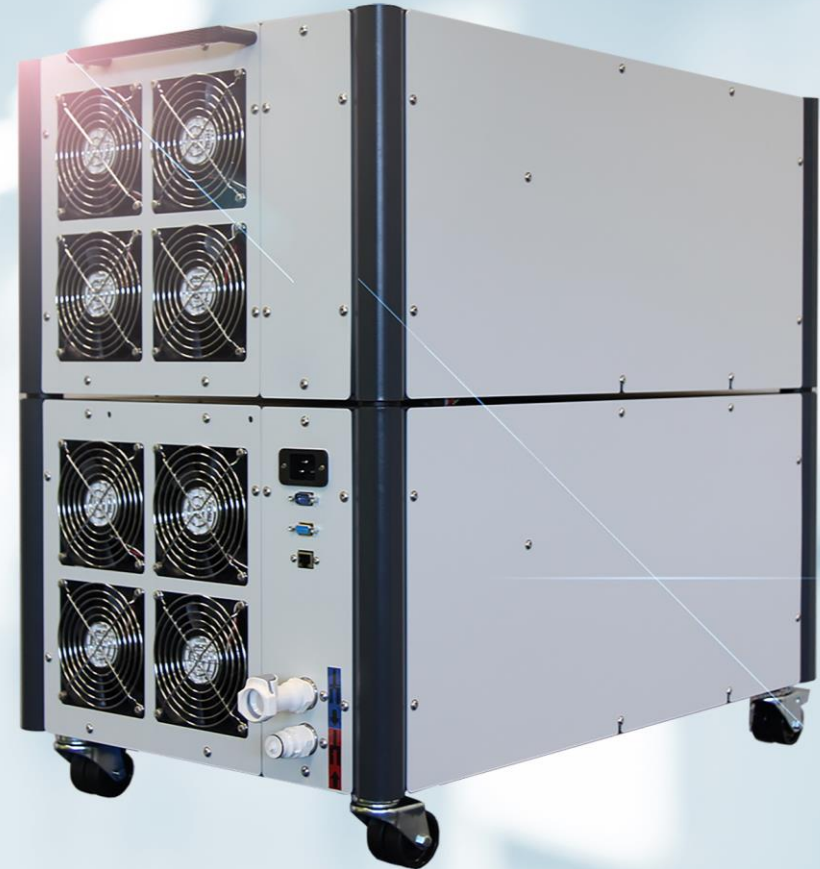
25.8 million €

+27 %

SALES SUCCESSES

New Laboratory cooling system

- Doubling of cooling capacity from 1,700 to 3,400 Watts based on a modular twin concept
- Environmentally friendly due to propane as a refrigerant
- No logistical restrictions
- First business is won
- Serial production has started in October



Focus on growth



PRINT

Initial effects following drupa begin to compensate for economic impact on business development



PLASTICS

Successful acquisition: exclusive supply of energy-efficient compact temperature control units for battery production | new cooperation with enesty opens up further future potential



LASER

Sales development continues to be heavily impacted by the economy



HEALTHCARE & ANALYTICS

Customer inventory reduction in the wake of the Covid pandemic has ended | Call-off behavior back to pre covid levels | New laboratory cooling system started into series production



ENERGY MANAGEMENT

Strong sales growth continues | Significant progress made in the Rail, Road and Data Center segment in intensifying the business relationship with major customers and new big orders

Revenue 9m 2024

58.8 million €

-14 %

Revenue 9m 2024

38.1 million €

-13 %

Revenue 9m 2024

31.7 million €

-27 %

Revenue 9m 2024

10.8 million €

-11 %

Revenue 9m 2024

25.8 million €

+27 %

SALES SUCCESSES

Rail network electrification

- technotrans supplies efficient inverter cooling for railway tracks
- International Projects: Stationary cooling systems for static frequency converters for AC railway power supply
- Collaboration has been ongoing for over ten years
- systems for various domestic locations, and further joint projects are already being implemented - including in Germany, Australia, Norway and the USA.

Order volume:

Mid single-digit million euro range



SALES SUCCESSES

Series production of battery cooling systems for e-buses

- Follow-up order in the high single-digit million-euro range, seamless continuation of initial order, with delivery from November 2024
- Battery thermal management systems (BTMS) for e-bus series
- Continued growth in the Energy Management focus market, expansion of BTMS series production

Order volume:
High single-digit million euro range



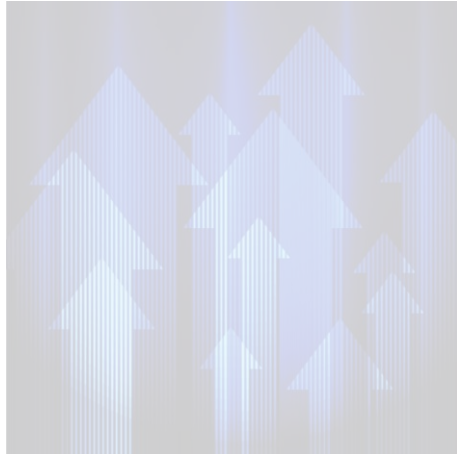
HIGHLIGHTS

Liquid cooling for Datacenter

- Further expansion of the business relationship with a major customer
- Acquisition of a framework order for series production



Power to transform



Overview



Focus markets

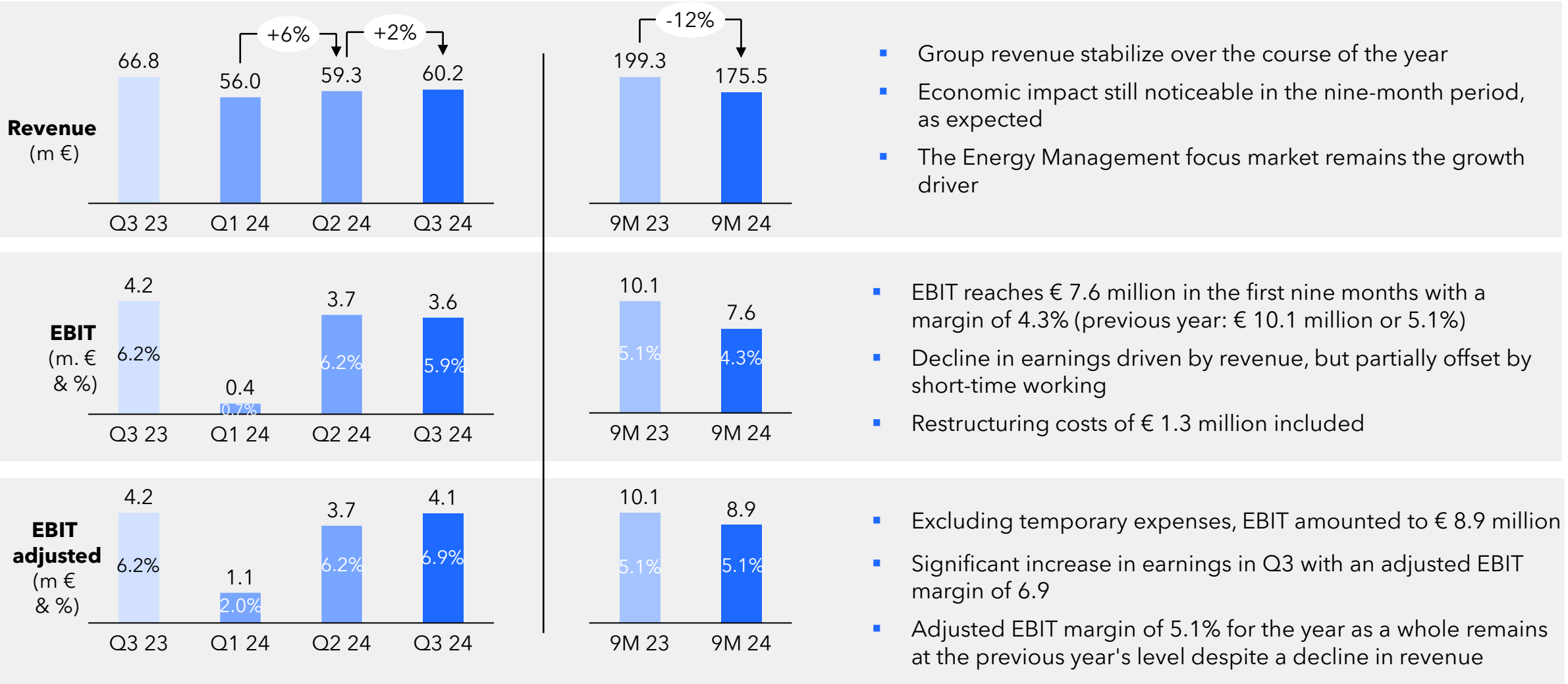


Financials

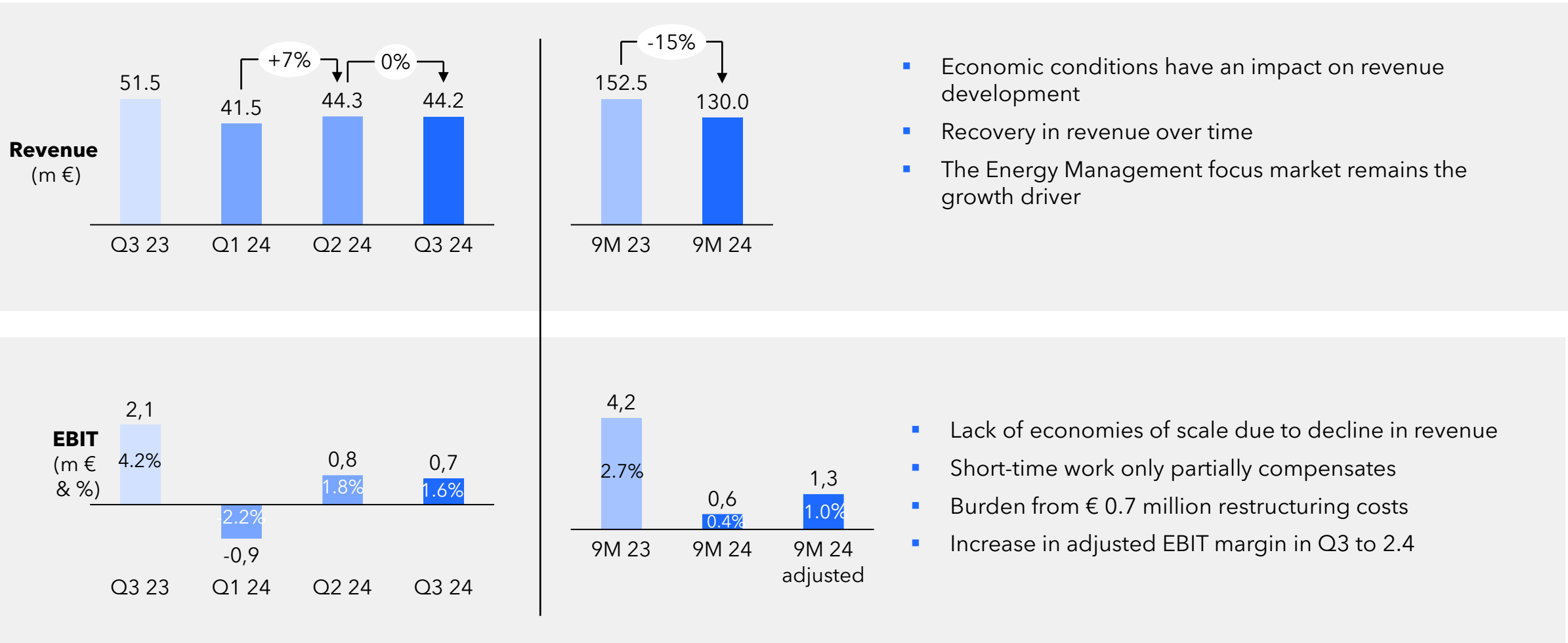


Strategy & Outlook

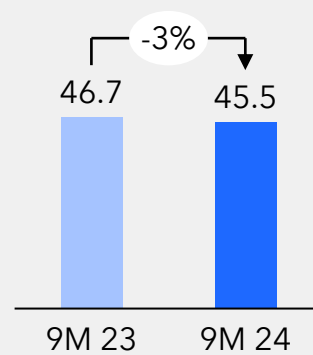
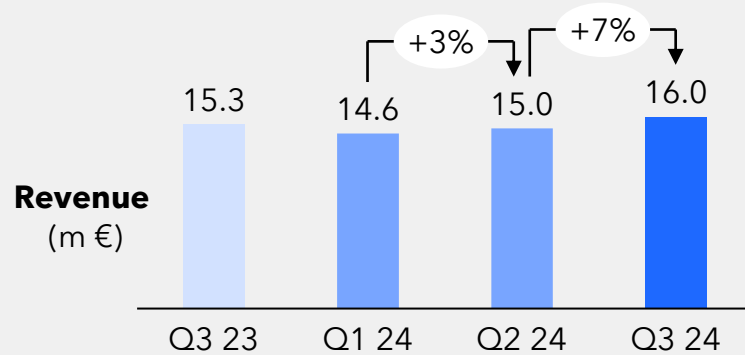
Revenue and EBIT Group



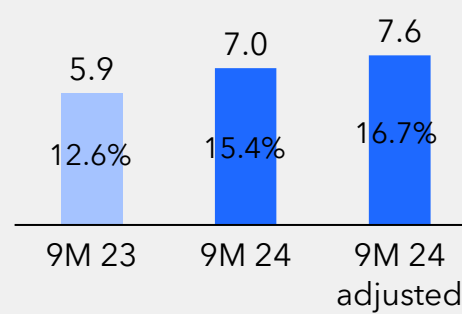
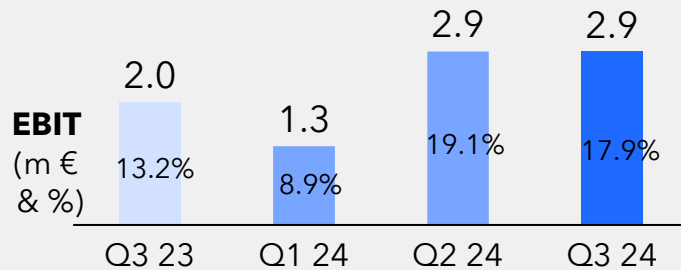
Segment Technology



Segment Services



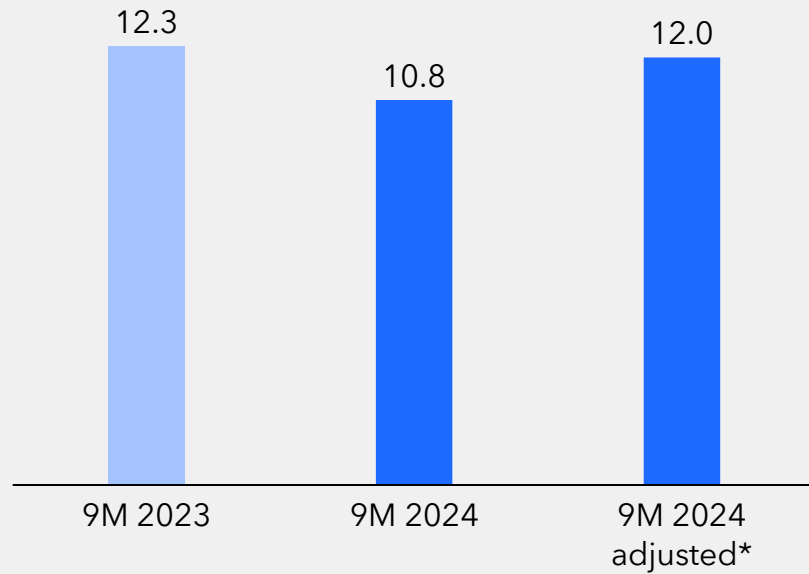
- Revenue in the segment Services increased over the course of the year
- Strong service Revenue in Q3
- Decline in revenue over the course of the year primarily in the spare parts business in print
- Slump compared to previous year gradually decreases



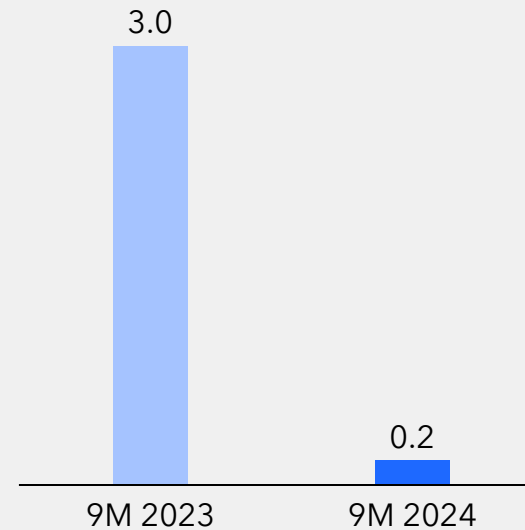
- Segment EBIT increased significantly to € 7.0 million (previous year: € 5.9 million)
- Restructuring costs of € 0.6 million burden EBIT
- EBIT margin increases significantly from 12.6% to 15.4% (adjusted 16.7%)
- Advantageous product mix and efficiencies increase profitability

ROCE and free cash flow

ROCE (%)



Free Cash flow (m €)

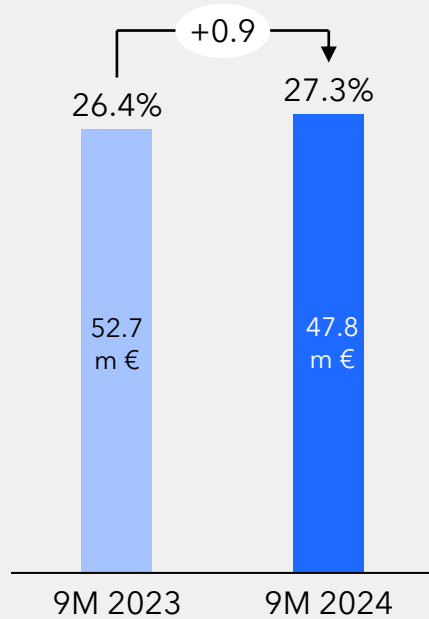


- Group achieved a ROCE of 10.8 % (previous year: 12.3 %)
- The adjusted ROCE* amounts to 12.0 %
- The free cash flow is burdened by the weak earnings performance

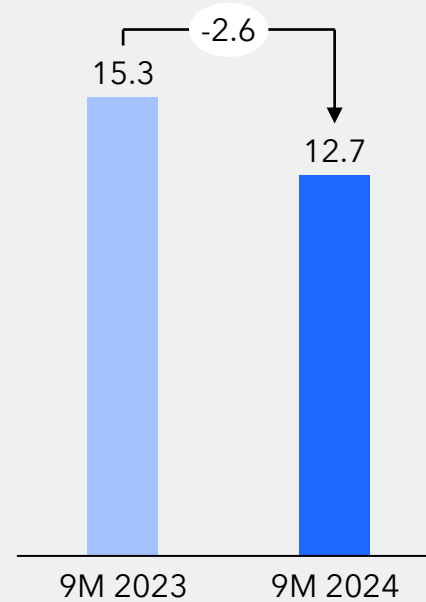
* The rolling EBIT was adjusted for the temporary one-off effects.

Earnings performance

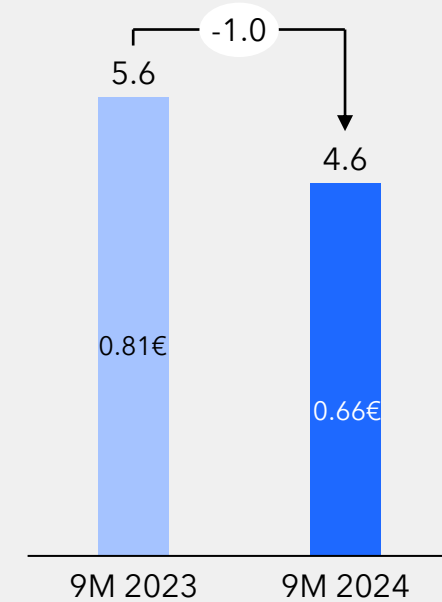
Gross margin (%) | Gross profit (m €)



EBITDA (m €)



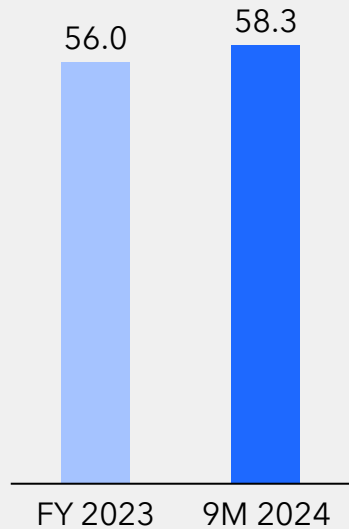
Profit for the period (m €)
Earnings per share (€)



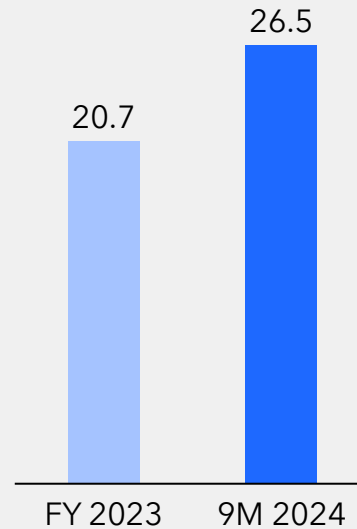
- Improvement in gross margin through advantageous product mix and increased efficiency
- Decline in revenue and restructuring costs impact EBITDA and profit for the period

Net assets

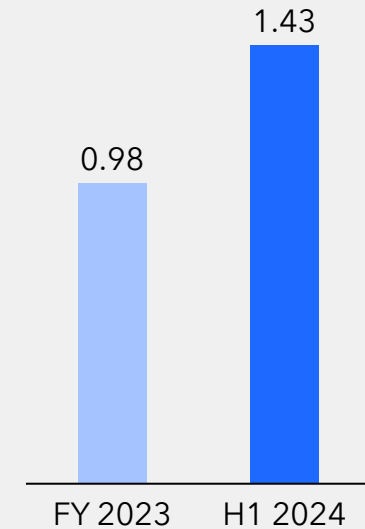
Equity ratio (%)



Net debt (m €)



Net debt / EBITDA ratio



- Equity ratio at a high level of 58.3 %
- Debt remains in the investment grade range
- Increase in net debt / EBITDA ratio due to earnings performance

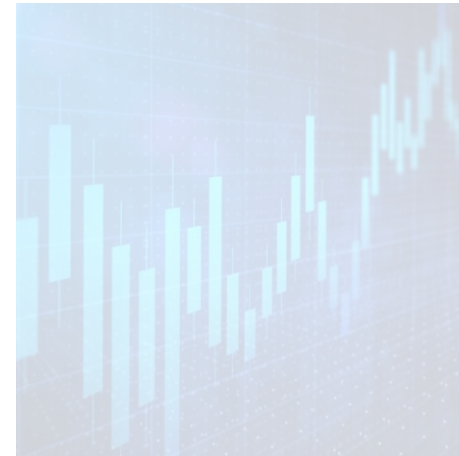
Power to transform



Overview



Focus markets



Financials



Strategy & Outlook

STRATEGY

Efficiency program ttSprint

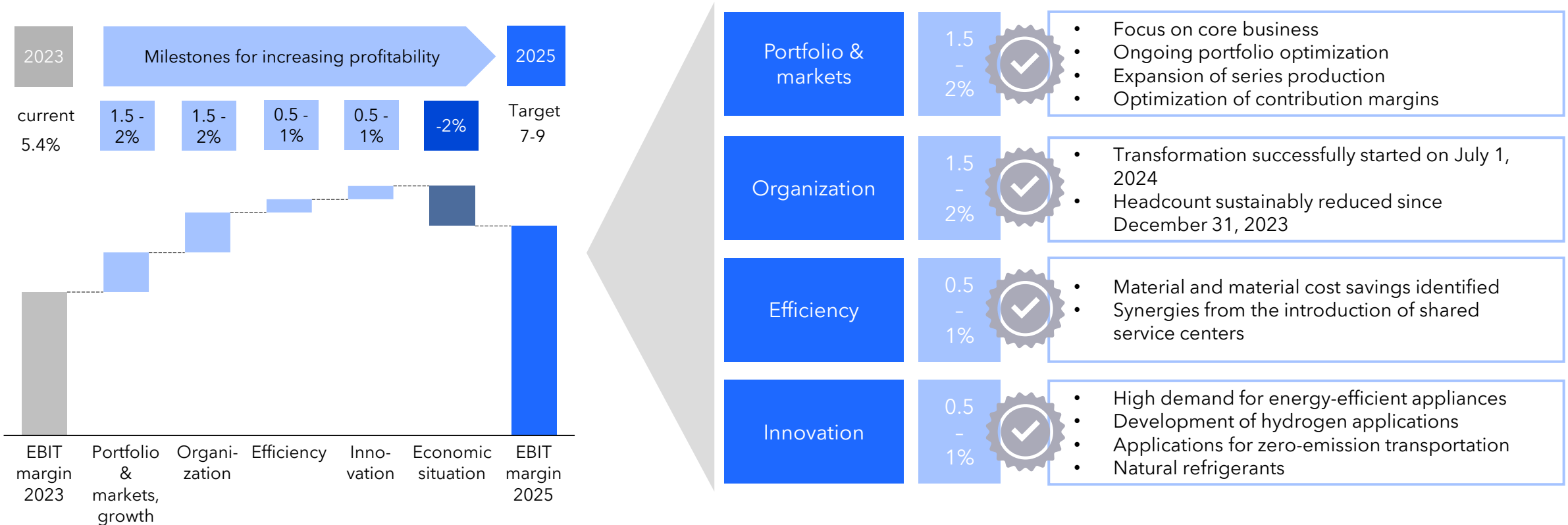
- ttSprint is implemented as planned
- All milestones achieved to date
- Transformation into a market-oriented organization nearing successful completion
- First effects are already visible in the results

Future Ready 2025!



ttSprint: Significant increase in earnings in 2025

Diagramm zur Veranschaulichung



- All projects are on track and developing the planned increases in earnings | full-year effects to be realized in 2025
- Additional earnings contributions from 2025 cost savings already identified
- Realignment into a market-oriented decentralized organization is going according to plan
- Approx. **1.3 million € in restructuring expenses included in 9M 2024** | **Expectation for full year 2024: approx. 2 million €**

OUTLOOK

Guidance 2024 - 2025

Long-term success

	2024e	2025e
Revenue (m €)	245 - 270	245 - 265*
EBIT margin (%)	5.5 - 7.5	7.0 - 9.0*
ROCE (%)	14.0 - 16.0	> 13.0 - 16.0*

Confirmation at the
lower end of the
range

OVERVIEW

Summary

- Solid performance despite expected one-time costs of €2 million in 2024 (€1.3 million as of Q3)
- Guidance 2025 adjusted due to economic situation
- Cost structure massively adjusted through efficiency program ttSprint
- New organizational structure promotes market proximity and “entrepreneurs in the company”
- We have the right markets, products and technologies
- Strategically important & sustainable orders won for the future
- Successful entry into liquid cooling for data centers



we are: **Future Ready 2025!**

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



Disclaimer

- This presentation contains statements on the future development of the technotrans Group.
- They reflect the current views of the management of technotrans SE and are based on the corresponding plans, estimates and expectations. Please note that the statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those anticipated