

# Future Ready 2025

———— 17th December 2020

# Agenda

technotrans today

It's time to transform

Strategy into growth

Strategic roadmap/Key activities

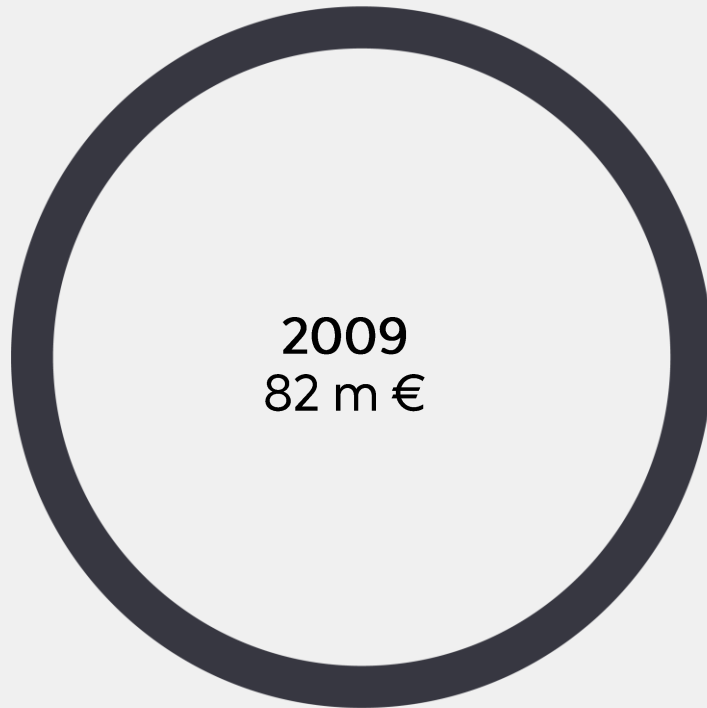
1. Focus
2. Consolidation
3. Operational excellence
4. Synergies
5. Performance management
6. Sustainability

Outlook 2021 – 2025

technotrans tomorrow

technotrans today

# technotrans Yesterday



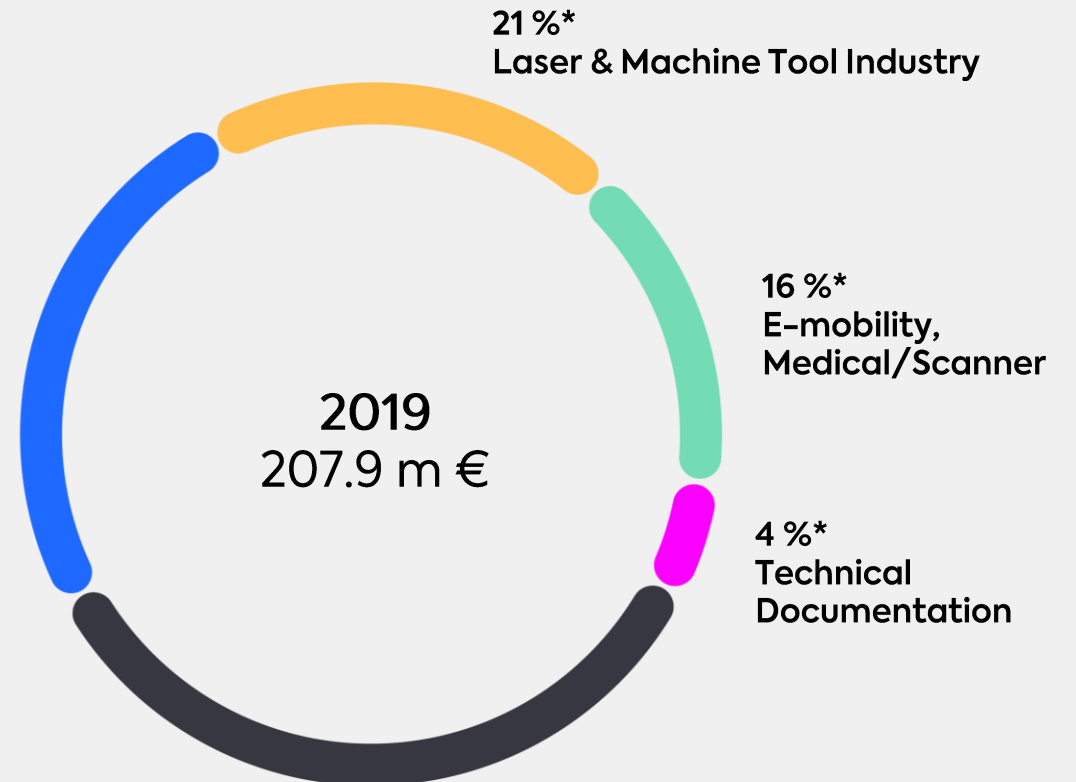
2009  
82 m €

100 % Print



# technotrans Today

24 %\*  
Plastics



2019  
207.9 m €

35 %\* Print

\* Revenue share as of Sep. 30, 2020 / Revenue: 141.5 m €.

technotrans today

# technotrans Yesterday

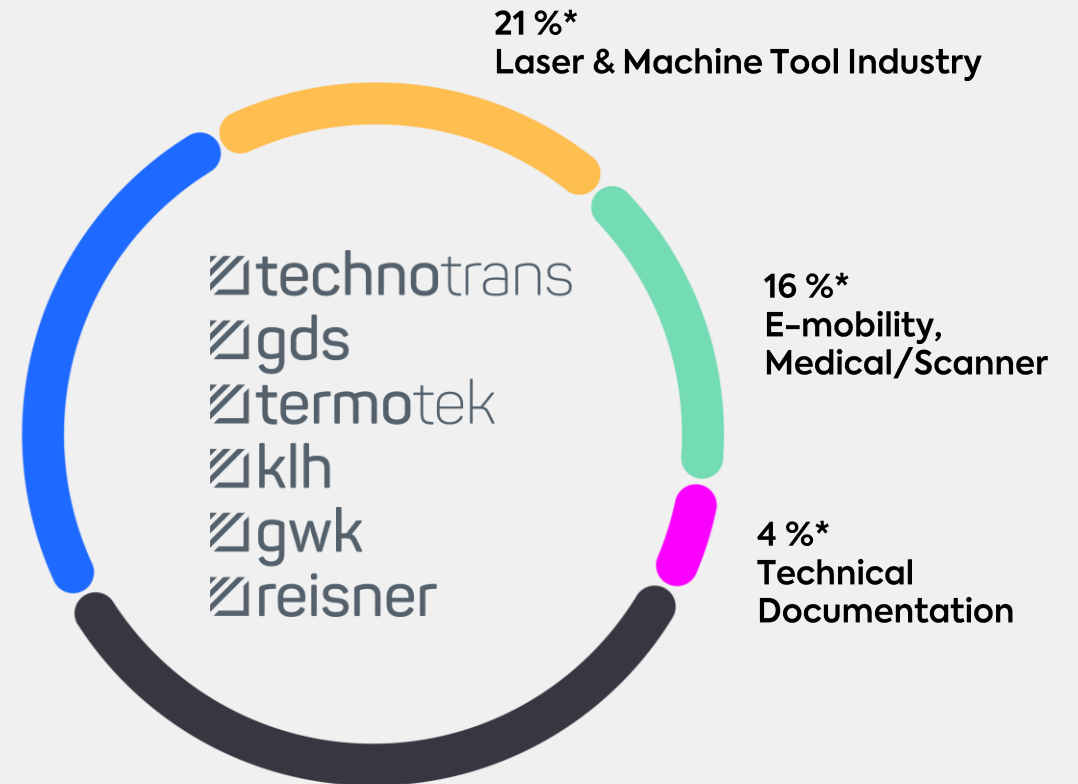


100 % Print



# technotrans Today

24 %\*  
Plastics

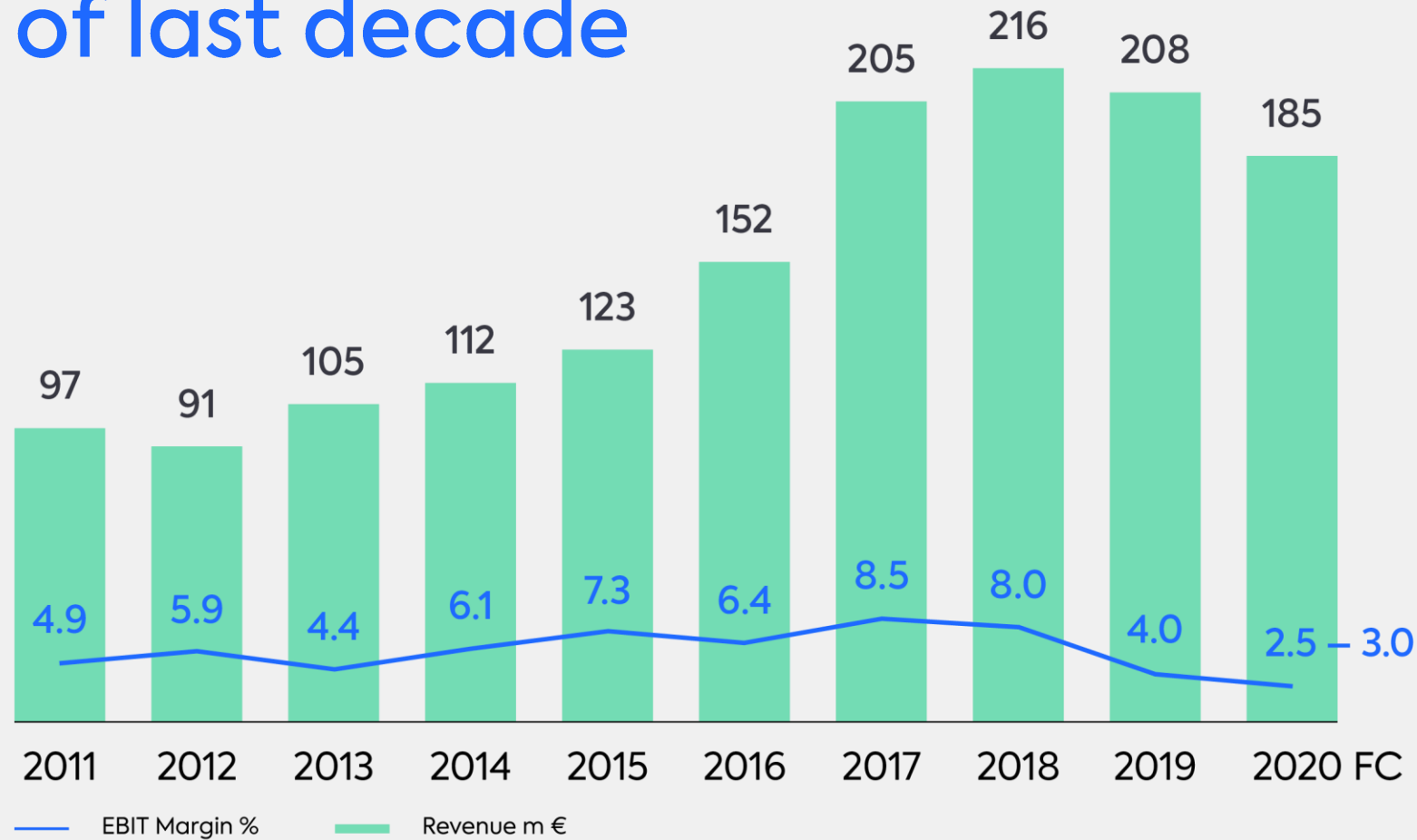


35 %\* Print

\* Revenue share as of Sep. 30, 2020/Revenue: 141.5 m €.



# Growth story of last decade



- Profitable growth mainly through acquisitions
- Diversified group provides **potential for synergies**

# 50 years – A good foundation to build on

- **Leading products and technologies** for cooling & temperature control solutions
- **In-depth knowledge** of various markets/industries
- High **customer satisfaction** & loyalty
- **Broad customer base**

This has been our basis for success and will continue to be **pillars for our future profitable growth.**



# Customer quotes

»technotrans can offer the best products in their class in the world.«

»Advice makes the difference – not comparable with others, always motivated and friendly.«

»technotrans had solutions, where others failed.«



»For every question there seems to be at least one expert at technotrans.«

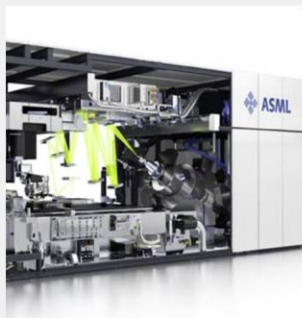
# From high end solutions to innovations



Flexo print ink supply



E-mobility – road  
Complete e-truck  
cooling concepts

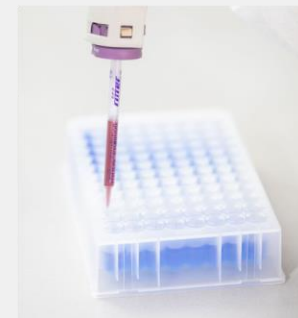


EUV laser cooling



E-mobility – rail  
Hydrogen train  
battery cooling

State of the art  
engineering  
Process know-how  
Innovative and  
entrepreneurial  
approach  
High degree of  
flexibility and  
high reaction speed.



Cooling for COVID-19 test  
tray production



Energy efficient spray  
lubrication for food



Digital service app

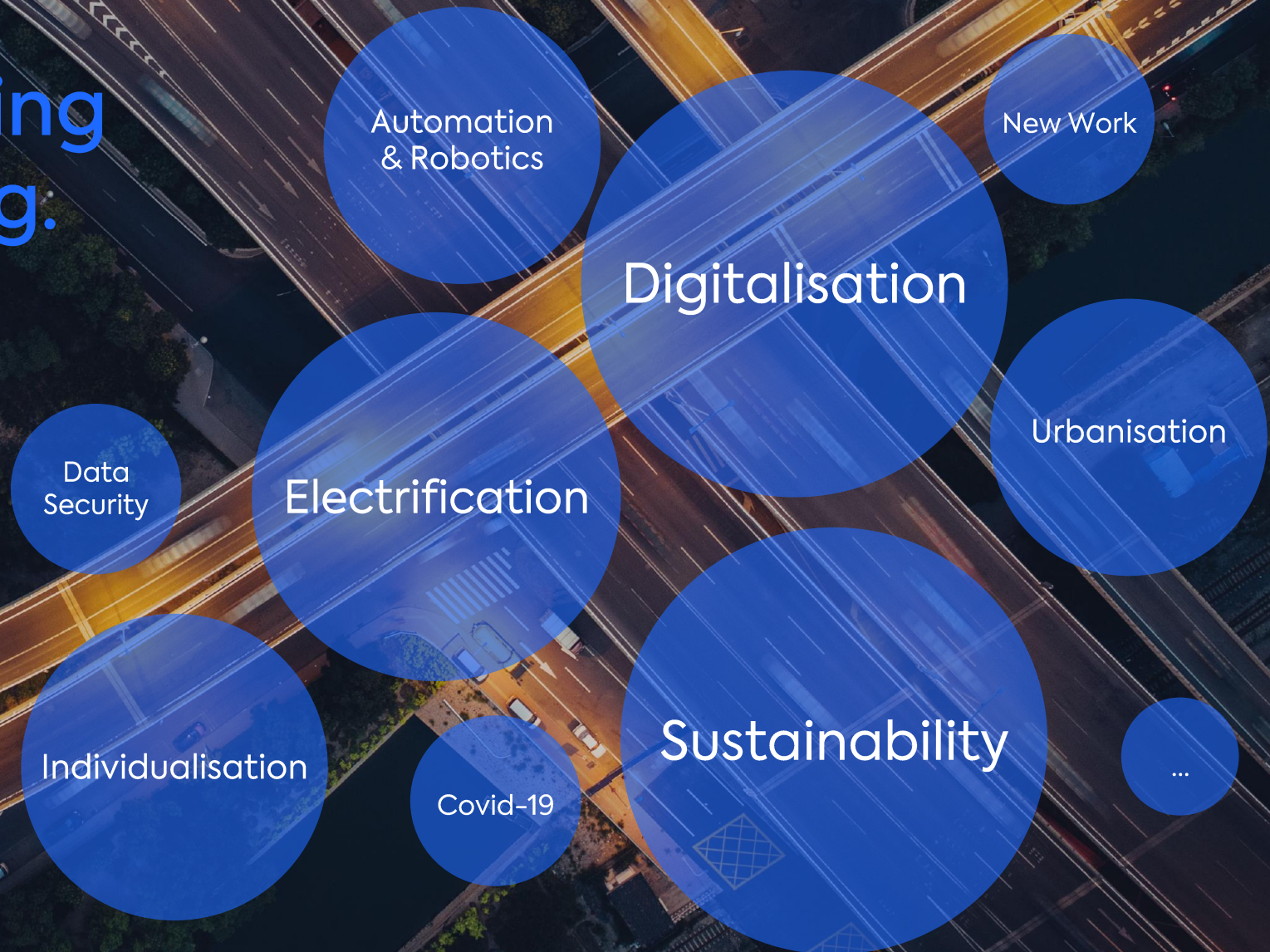


Data centres



It's time to transform

# The world is changing we're also changing.





It's time to transform

A hand holding a globe with a network overlay. The background is a dark blue gradient. In the center, a hand is shown holding a globe. Overlaid on the globe is a complex network of white lines and dots, resembling a digital or neural network. The text 'Time has come to focus the power to transform.' is written in large white letters across the center of the image.

# Time has come to focus the power to transform.



Our Goal

To make technotrans strong and stable in the long term, and to further expand its position as a technology leader.



Why technotrans?

**We strive for the optimum.**

**For us, the optimal state is always a balance: a balance of people and environment, reflection and dialogue, tasks and solutions – cooling and temperature control. This competence creates trust and gives security.**



Our Vision:

If there is a challenge  
in the field of  
thermal management,  
we develop and build  
the better solution.

Our Mission:

Together with our customers,  
we create the innovations  
of tomorrow.

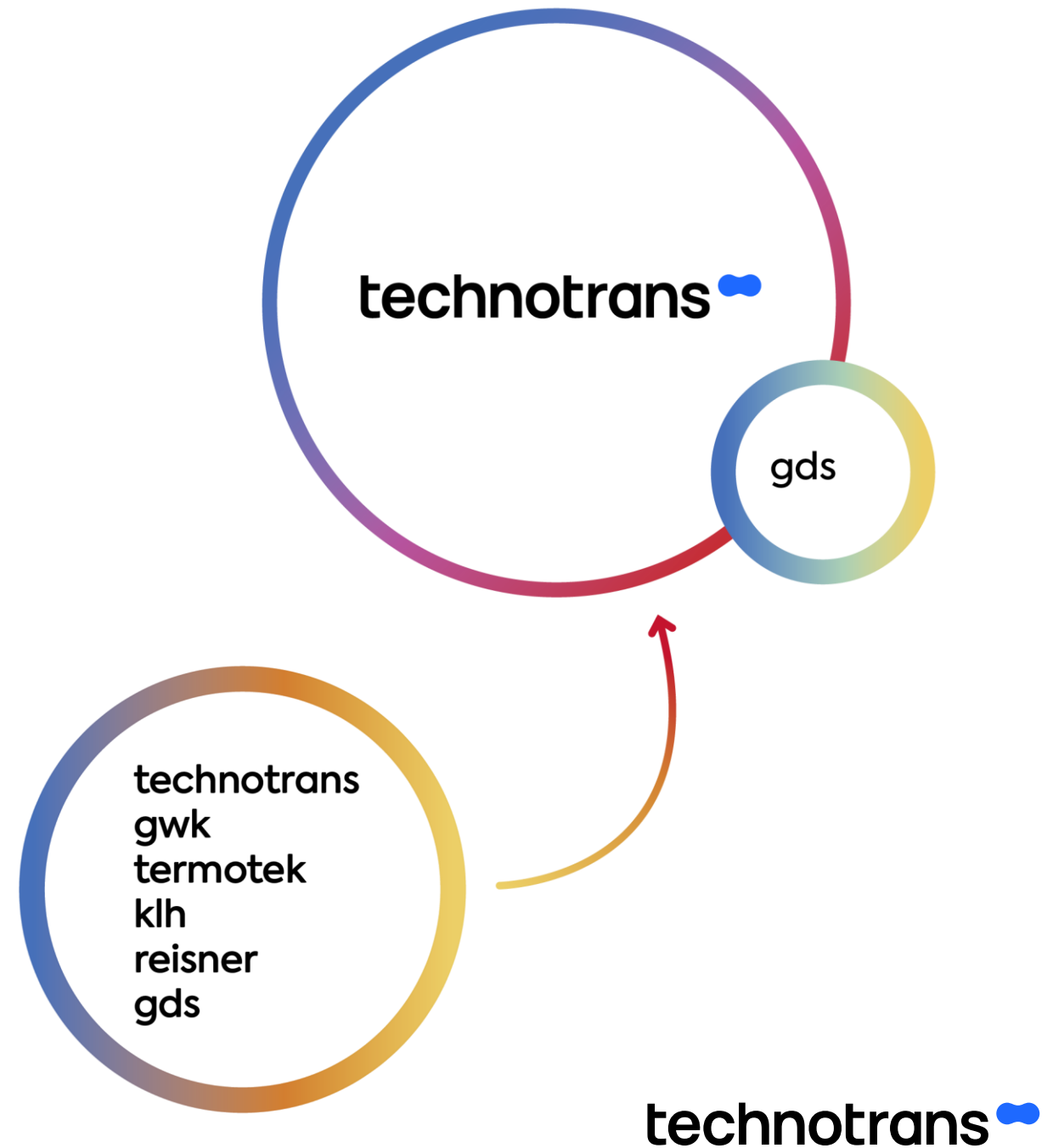
A man with glasses and a suit is holding a small, dark, cylindrical electronic component with both hands, looking at it intently. The background is a blurred industrial or laboratory setting with blue and white tones.

It's time to transform

Step by step transition  
from a group of multiple  
affiliated companies  
towards a strong single  
brand organisation.

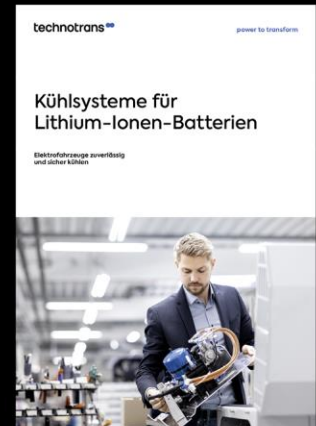
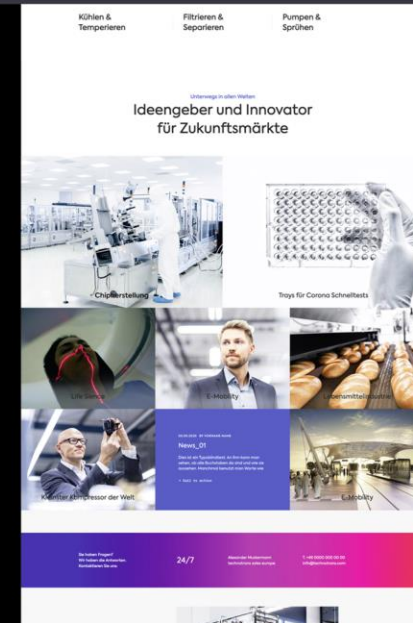
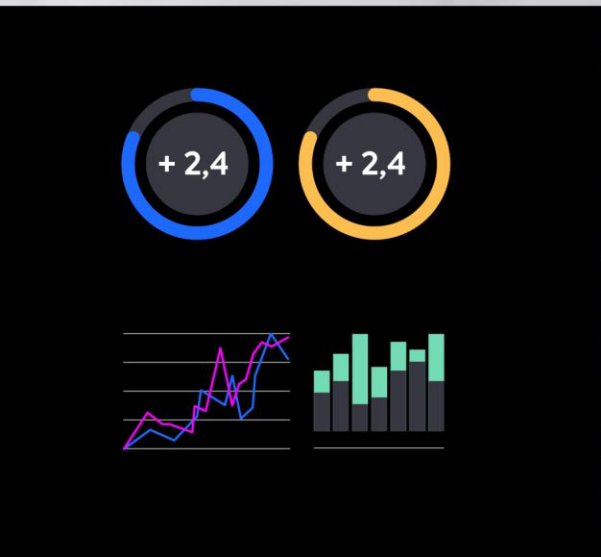
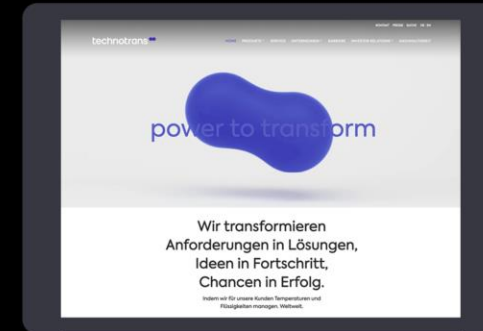
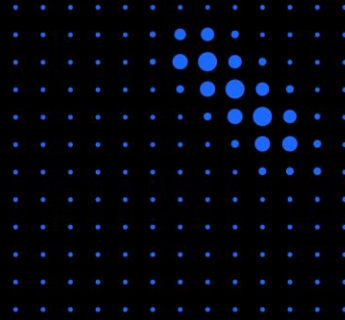
It's time to transform

# How will technotrans look in the future? One brand for all.





# technotrans



power to transform  
strategy into growth

# Future Ready 2025:

2021 – 2022

Phase I: Stability & Profitability

- Continuation of the **initiated change process based** on existing core competencies
- **Merger** of individual group companies
- Use of **group-wide synergy effects** through central control of the functional areas
- Strengthening technotrans as **one brand**

2023 – 2025

Phase II: Profitable growth & Investment

## Accelerated growth based on:

- Focus on key markets (Plastics, Print, Energy Management, Healthcare & Analytics)
- New technologies
- International business expansion

Strategy into growth

# Main Financial Targets 2025:

265 – 285  
m €

Revenue  
2025  
Organic growth

CAGR  
6 – 9 %

Revenue  
2020 – 2025

9 – 12 %

EBIT Margin  
2025

M&A

Acquisition of quality  
targets to further  
leverage growth

> 15 %

ROCE  
2025



Strategy into growth

# Key Activities



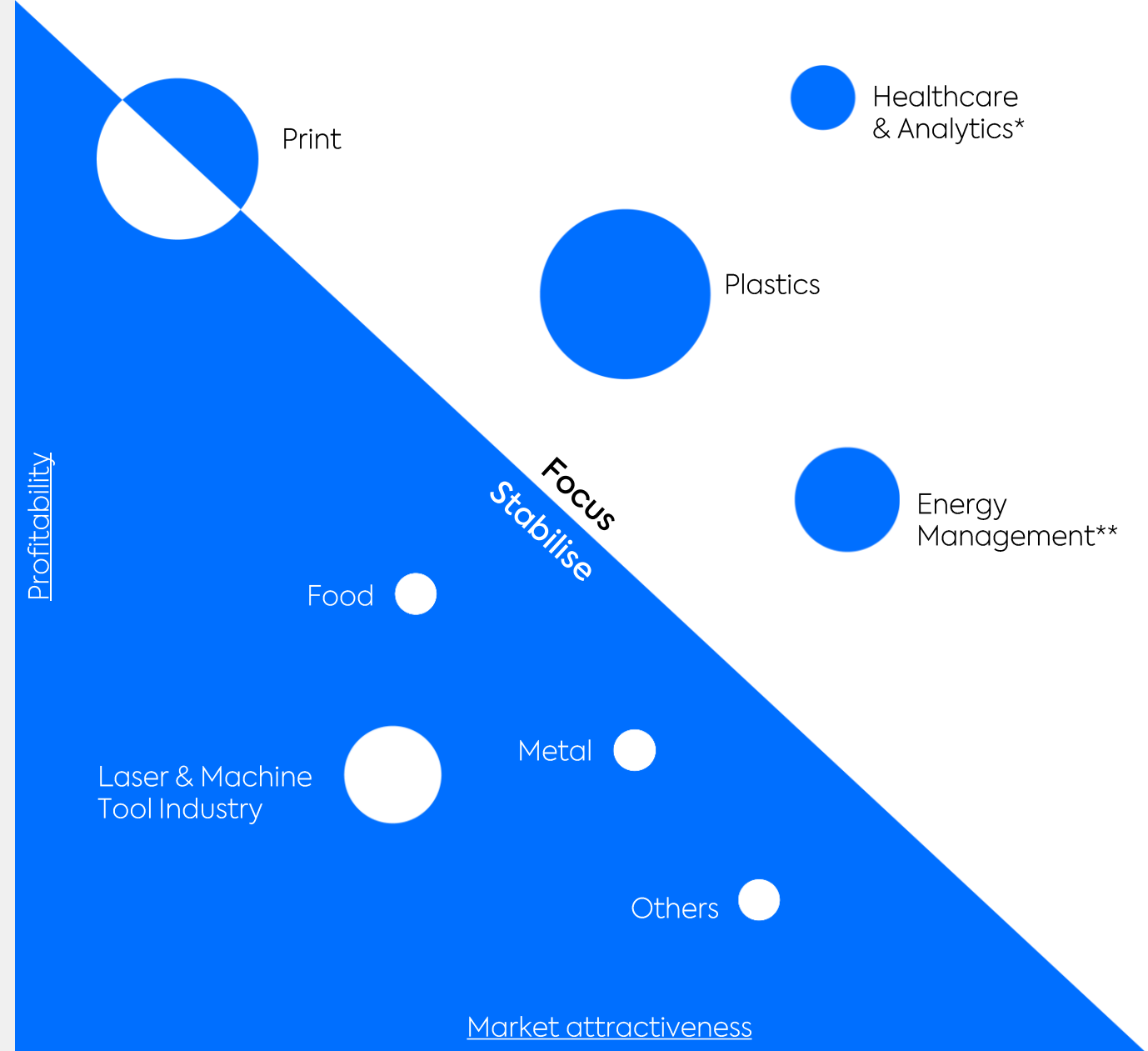
Key Activity 1 – Focus

# Focus on key markets

● Bubble size = planned revenue m € 2025

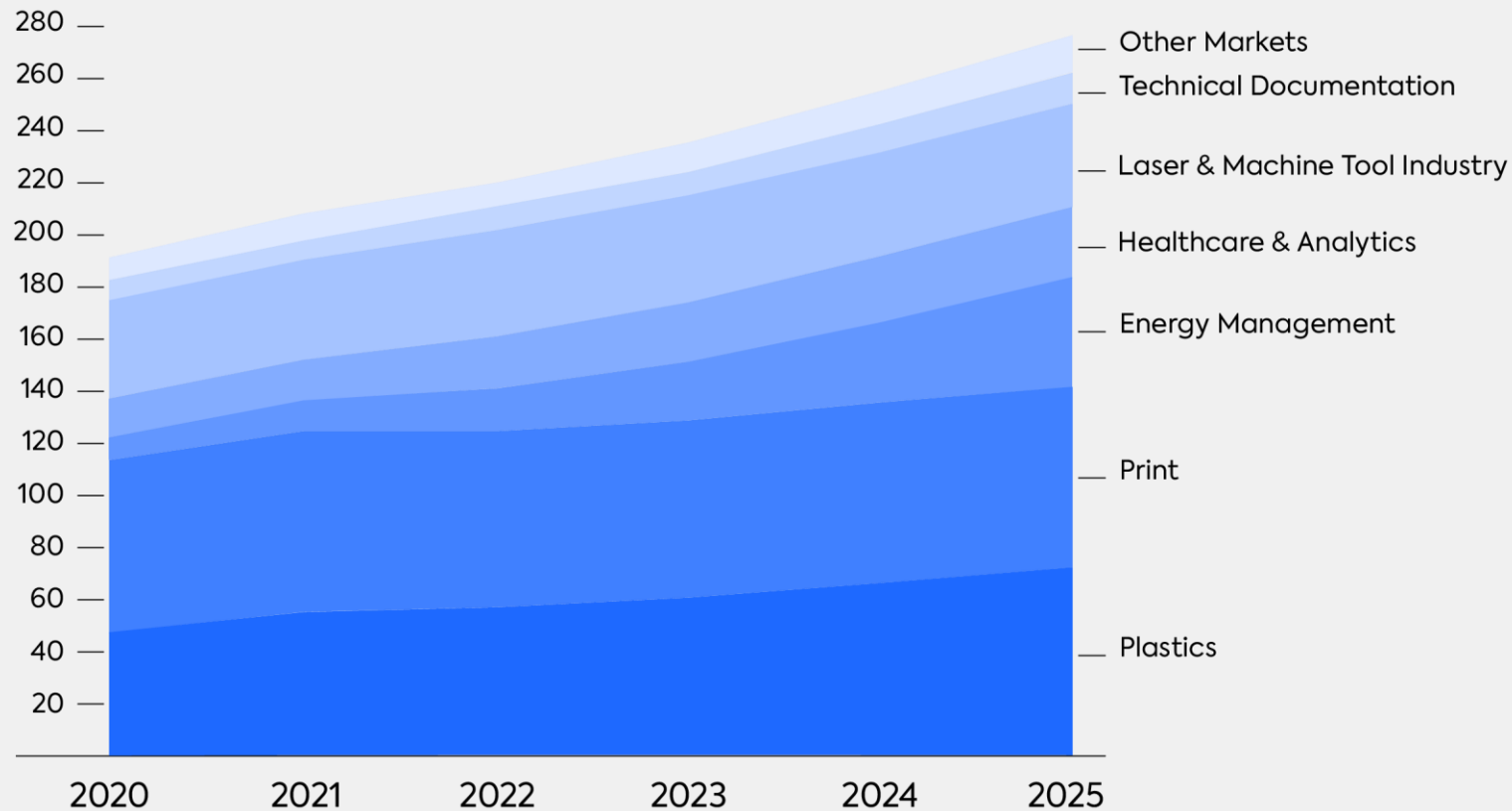
\* Incl. Pharma, Chemistry/Biology

\*\* E-mobility rail & road, charging stations, data centres



## Key Activity 1 – Focus

# Growth in mainly 4 focus markets



### Plastics (26 %)\*

Extrusion, injection moulding, compound forming, surface coating and foaming

### Print (25 %)\*

Offset-, digital- and flexo print

### Energy Management (16 %)\*

E-mobility rail & road, charging stations, data centres

### Laser & Machine Tool Industry (15 %)\*

Laser sources, laser machinery, EUV, machine tools

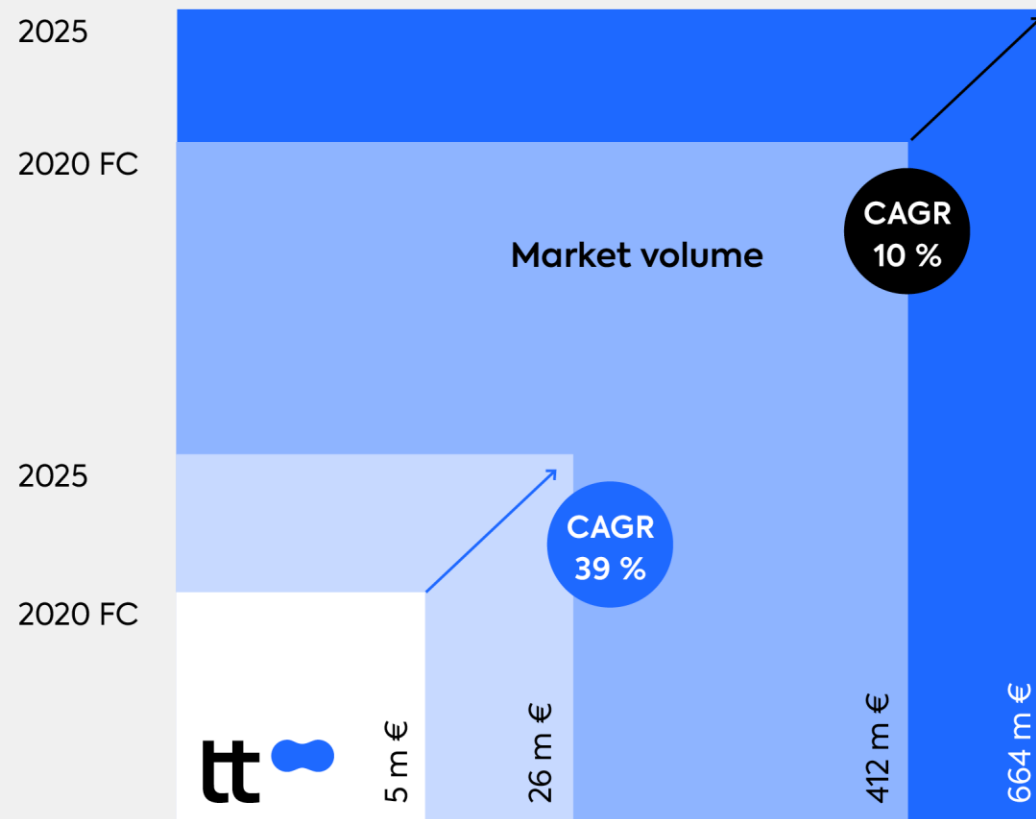
### Healthcare & Analytics (10 %)\*

Laser surgery, diagnostics, laboratory analytics, bio technology, chemical and pharmaceutical processes

\* Expected revenue share 2025

## Key Activity 1 – Focus

# Focus market: E-mobility rail & road\*



### Target market:

Manufacturer of: locomotives and trams, e-trucks and e-busses, batteries, charging infrastructure

### Market drivers:

Electrification of rail- and road applications, reduction of CO2 footprint and emissions (green mobility supported by government)

### Key products:

Battery and inverter cooling systems, cooling systems for power electronics and electric drives

### Market strategy:

**Growing with market**, expansion of existing customers, displacement of competitors, **acquisition new customers**, development of new market areas, **retrofitting**

### Key activities:

- Expansion of modular concepts for rail and road
- Step up from tier2 to tier1 supplier
- Combination of single solutions to systems
- Keeping leading market position in Europe in rail and expansion sales activities in road

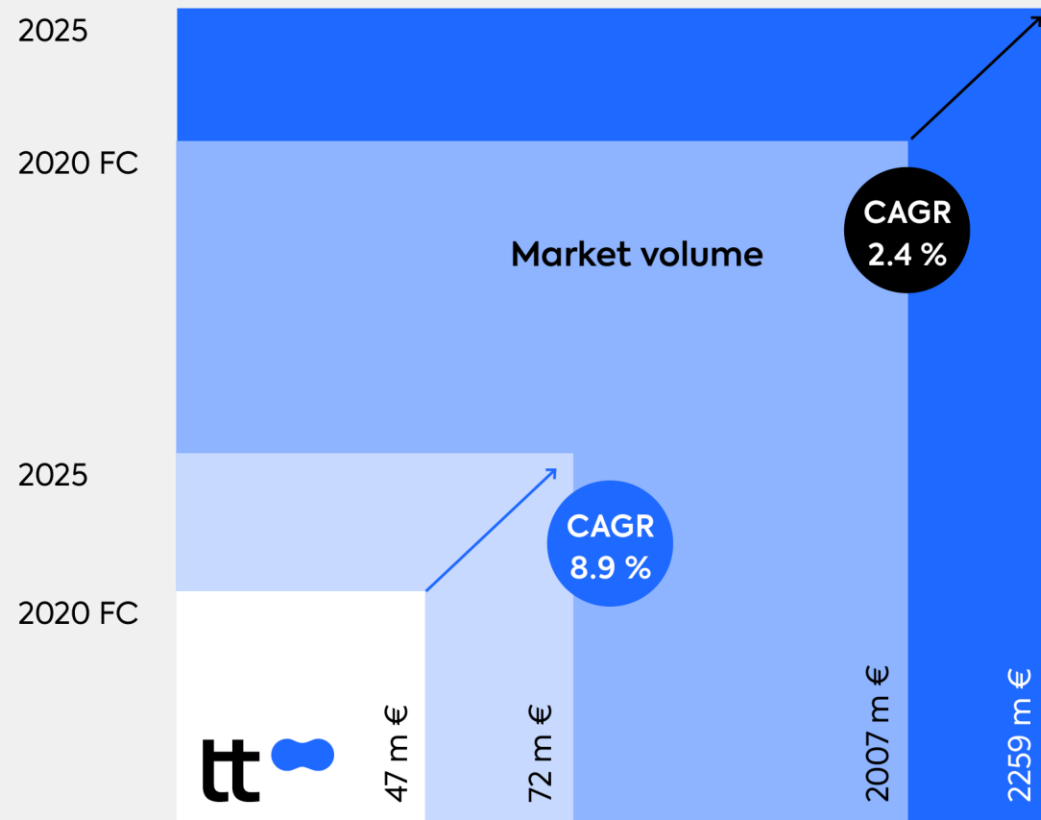
### Regional focus tt:

Europe 25 %, USA 20 %, Asia 55 % (esp. China)

\* Part of Energy Management

## Key Activity 1 – Focus

# Focus market: Plastics



### Target market:

Machine manufacturer, mold maker, plastics processors

### Market drivers:

Technical foils, packaging, substitution of conventional materials e.g. metals by plastics or compounds

### Key products:

Water treatment systems, chillers, cooling plants/container

### Market strategy:

General market growth, **expansion of existing customers, displacement of competitors**, acquisition new customers, **development of new market areas**

### Key activities:

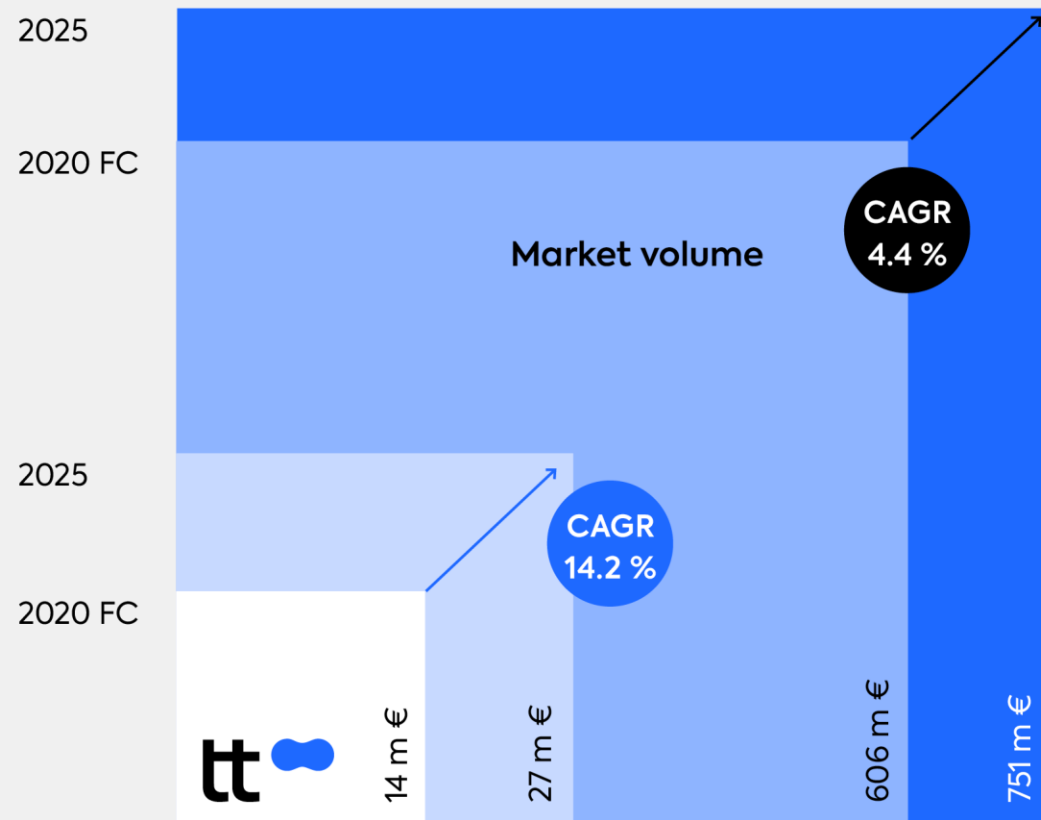
- Increased sales activities especially in rubber industry and deep temperature processes
- Combination of single solutions to systems
- Expansion of energy saving solutions/energy management

### Regional focus tt:

Europe 80 %, USA 10 %, Asia 10 % (esp. China)

## Key Activity 1 – Focus

# Focus market: Healthcare & Analytics\*



### Target market:

Manufacturer of: Medical equipment, diagnostics systems, pharmaceutical products, biological and chemical process equipment

### Market drivers:

Innovative treatment methods especial deep temperature, cryogenic applications (COVID-19), increasing demand on analytics

### Key products:

Chiller, process coolers and container, integrated thermal management systems

### Market strategy:

**Growing with market**, expansion of existing customers, **displacement of competitors**, acquisition new customers, **development of new market areas**

### Key activities:

- Expansion of human cooling technology (e.g. blood, brain, skin)
- Sales offensive gaining market share from competition with new products
- Strengthen of the field of process cooling (gwk/reisner)

### Regional focus tt:

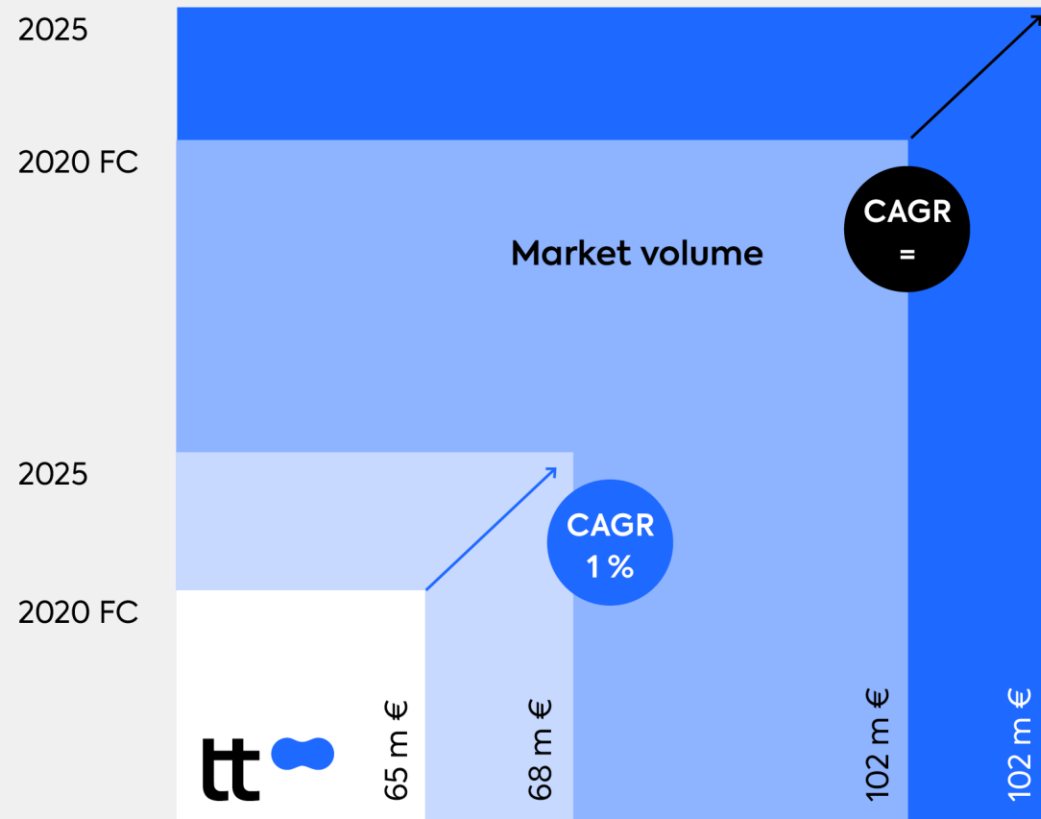
Europe 35 %, USA 30 %, Asia 35 % (esp. China)

\* Incl. Pharma, Chemistry/Biology



## Key Activity 1 – Focus

# Focus market: Print



### Target market:

Manufacturer of printing presses (offset, digital, flexo), retrofitters, end customers

### Market drivers:

Packaging, technical foils, individualization of products (digital printing)

### Key products:

Cooling and filtration systems, chiller, coloring equipment/ink technology

### Market strategy:

Expansion of existing customers, displacement of competitors, **acquisition new customers, development of new market areas, retrofitting**

### Key activities:

- Keep market leader position (offset, flexo)
- Development new products (digital)
- Combination of single solutions to systems

### Regional focus tt:

Europe 80 %, USA 15 %, Asia 5 % (esp. China)

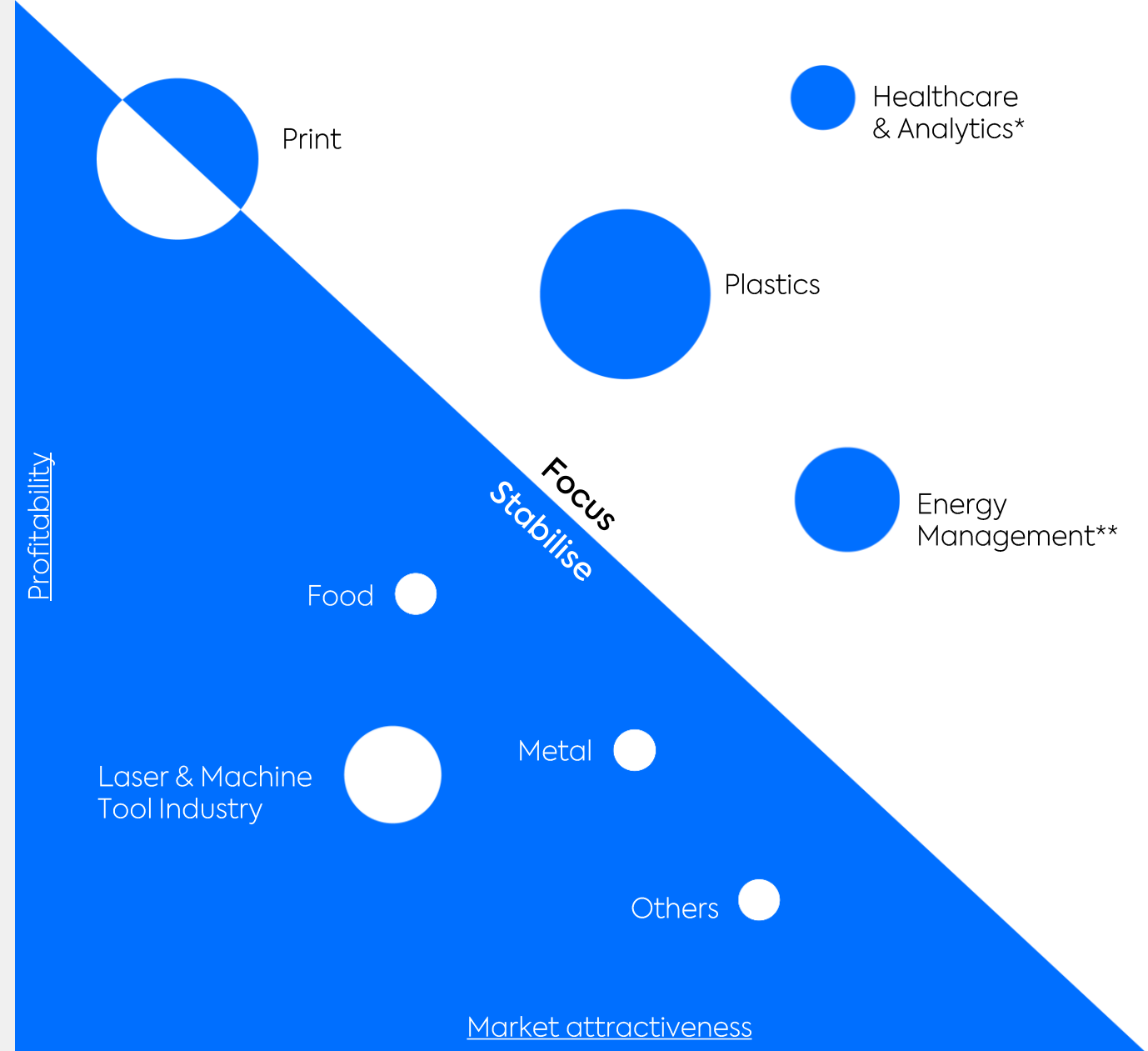
Key Activity 1 – Focus

# Focus on key markets

● Bubble size = planned revenue m € 2025

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\*\* E-mobility rail & road, charging stations, data centres





Key Activity 1 – Focus

# M & A to further leverage growth

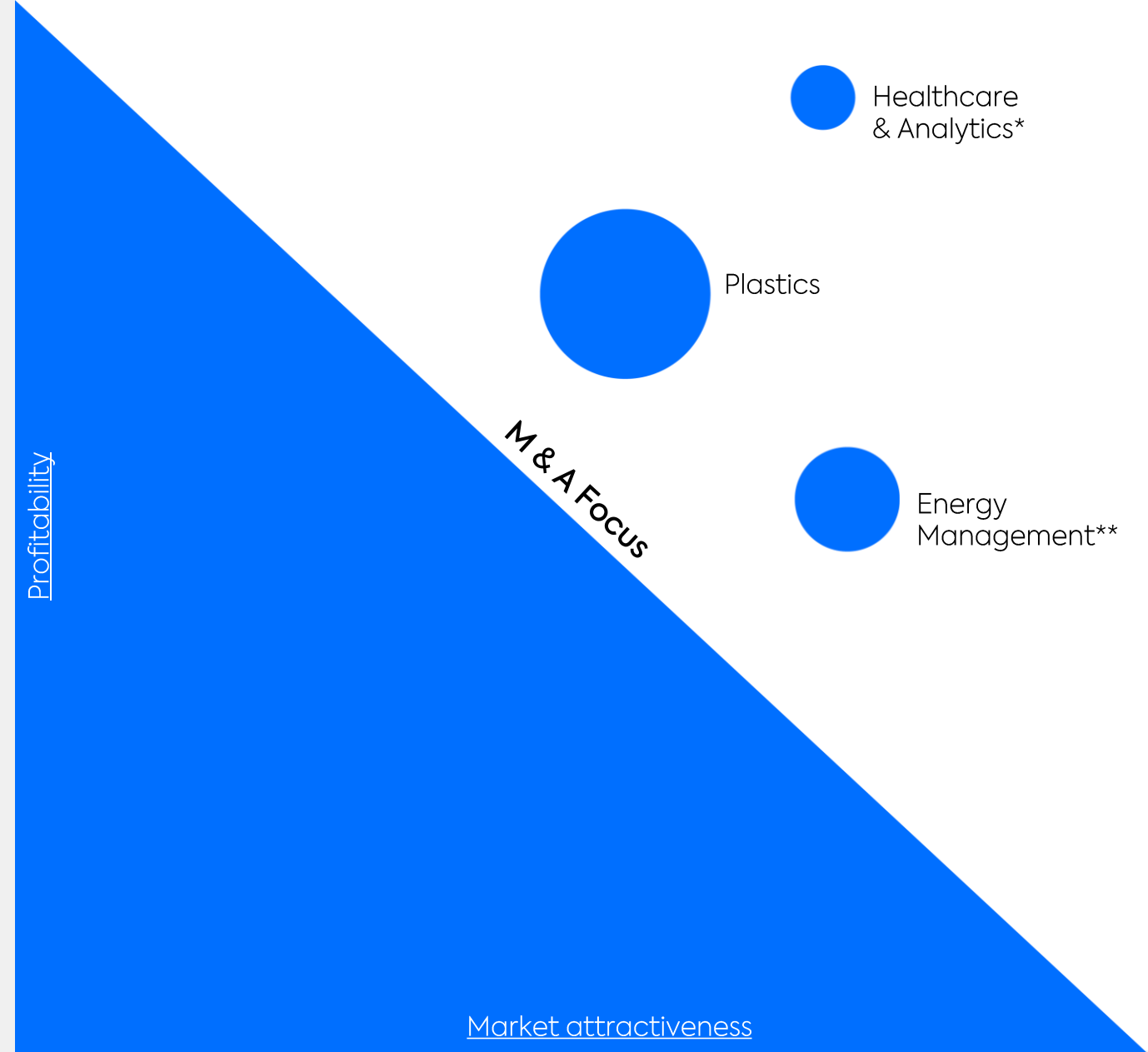
## Target criteria

- Customer diversification
- Profitable growth
- Strategic fit
- Significant quality targets

● Bubble size = planned revenue m € 2025

\* Incl. Pharma, Chemistry/Biology

\*\* E-mobility rail & road, charging stations, data centres



# Boost geographic growth

## USA

- Expansion of **distribution network**
- Leveraging of **cross selling potentials** based on service organisation

Expansion  
of global  
sales & service  
activities

## Asia

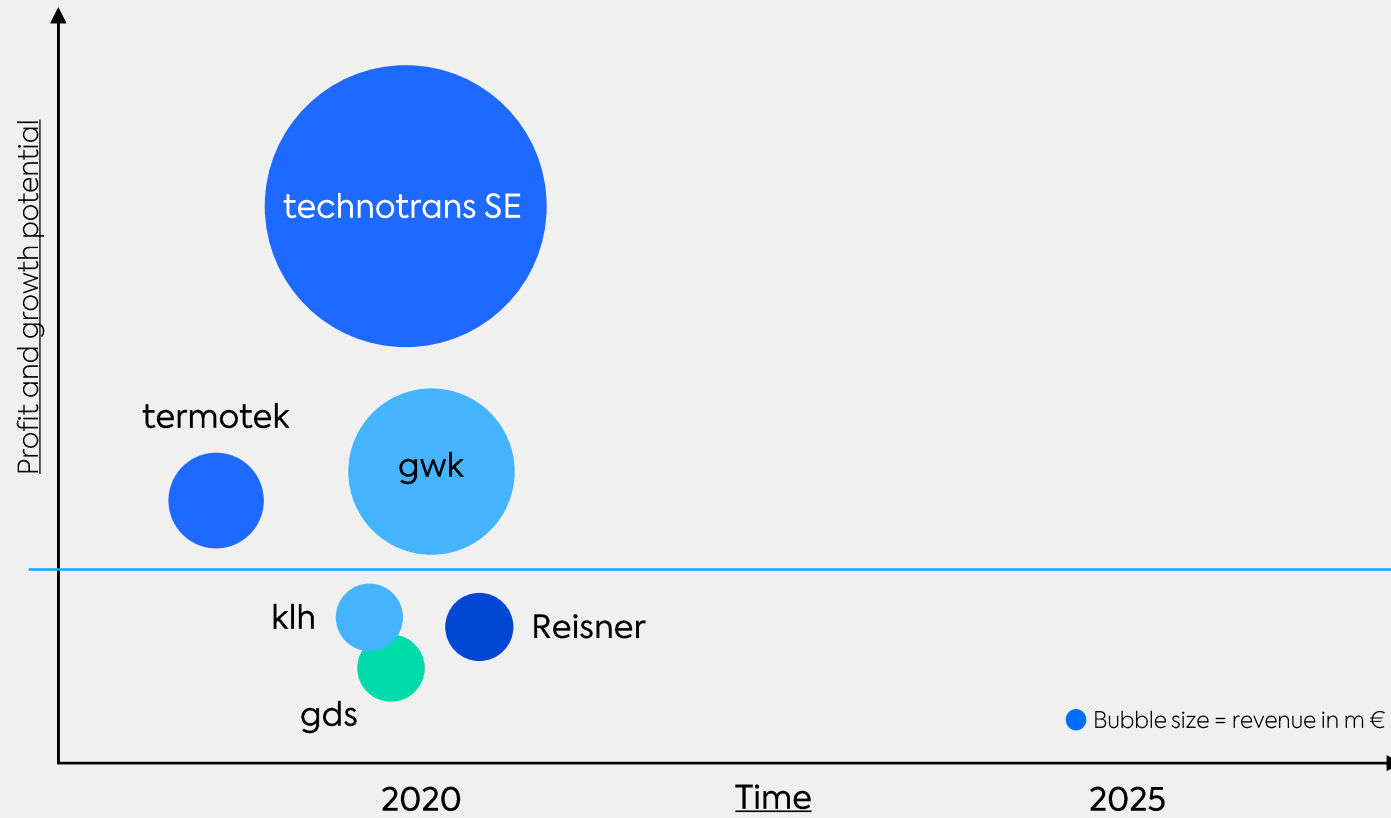
- **Business expansion** of production site Taicang (China)
- Product development with focus on **local competitiveness**
- Increase **sales efficiency** of our regional sales & service units

Europe  
USA  
Asia

2021

2025

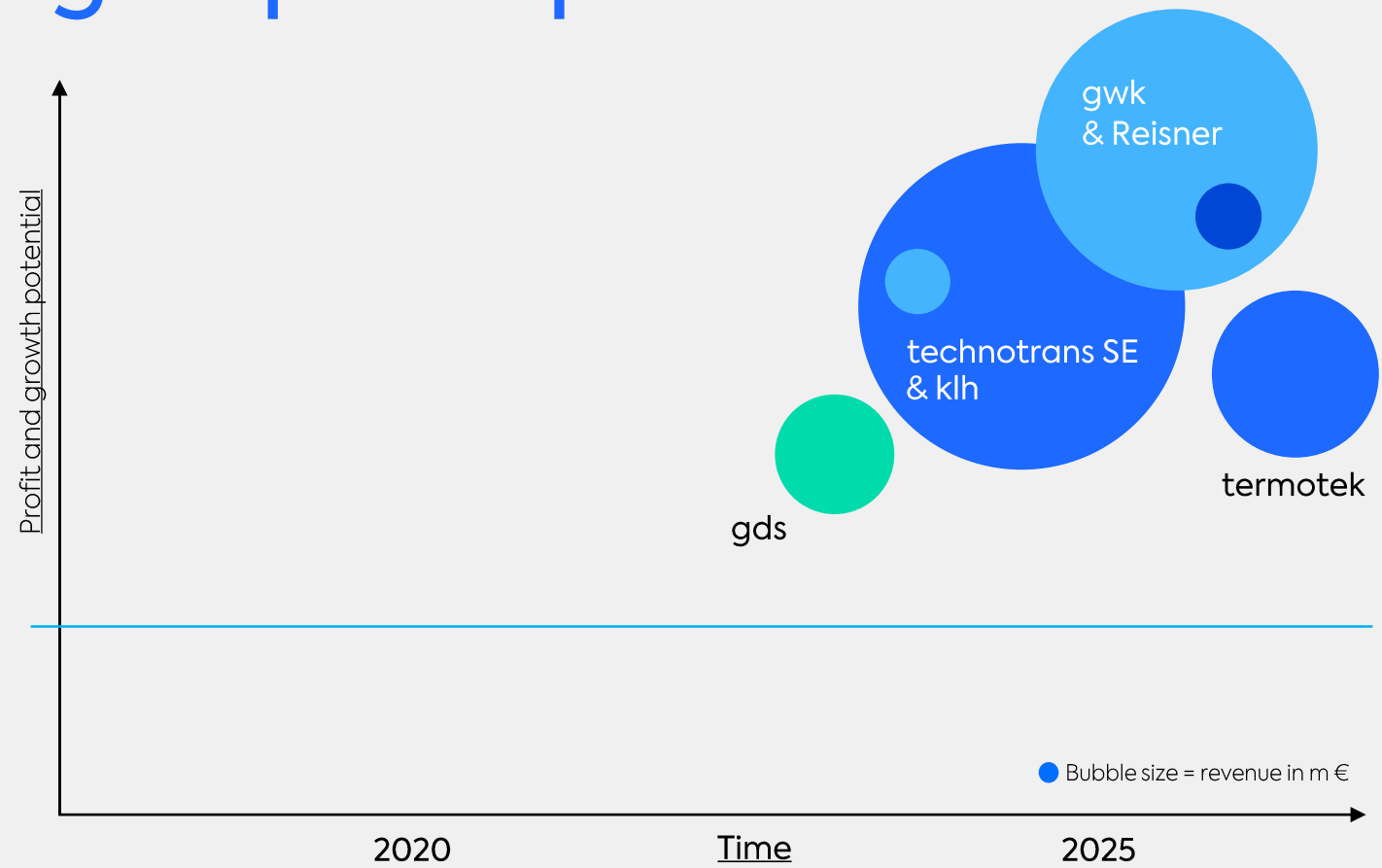
# Consolidation of group companies



## Consolidation in terms of

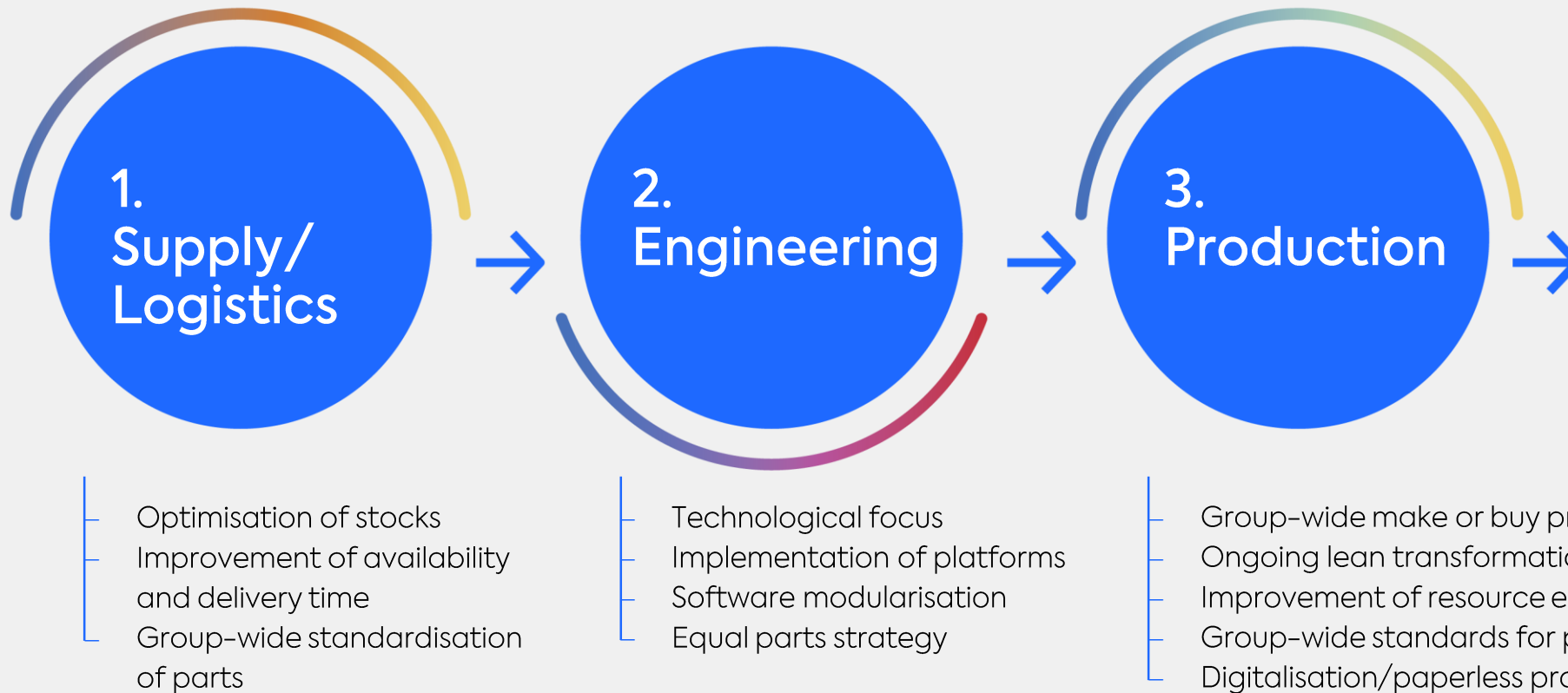
- organisational merging to increase efficiency
- market focus, through technological and sales competence for our customers

# Consolidation of group companies



Company	Markets
ttSE/KLH	Print, Energy Managment, Laser & Machine Tool Industry
gwk/Reisner	Plastics
termotek	Healthcare & Analytics, Laser & Machine Tool Industry (small size)
gds	Technical Documentation

# Operational Excellence



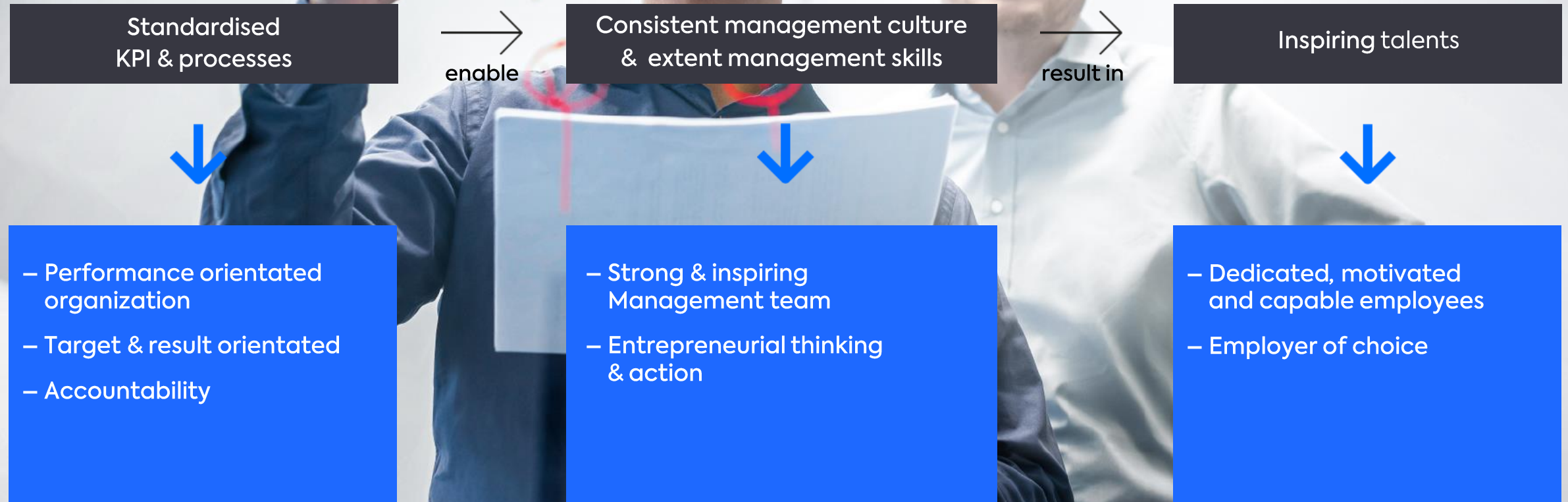
Based on actual product mix:  
Targeted improvement of productivity  
CAGR: 5.3 %  
(Revenue/FTE<sub>Operations</sub>)

# Lifting of Synergies





# Continuously to Success



# What is precious to us

## ESG criteria

### 1. Electricity

## We preserve and promote

Continuous expansion of electricity purchasing and/or production from **renewable resources**

## Our Targets/KPIs

share 2025:  
100 % „green power“

### 2. Fleet consumption

Reducing consumption of fuel

5 % p.a. reduction

### 3. Diversity

Continuously **uphold a share** of female/divers employees group-wide

min. 20 %

### 4. Personnel development

Increase expenses for personnel development

5 % p.a. increase

### 5. Packaging waste reduction

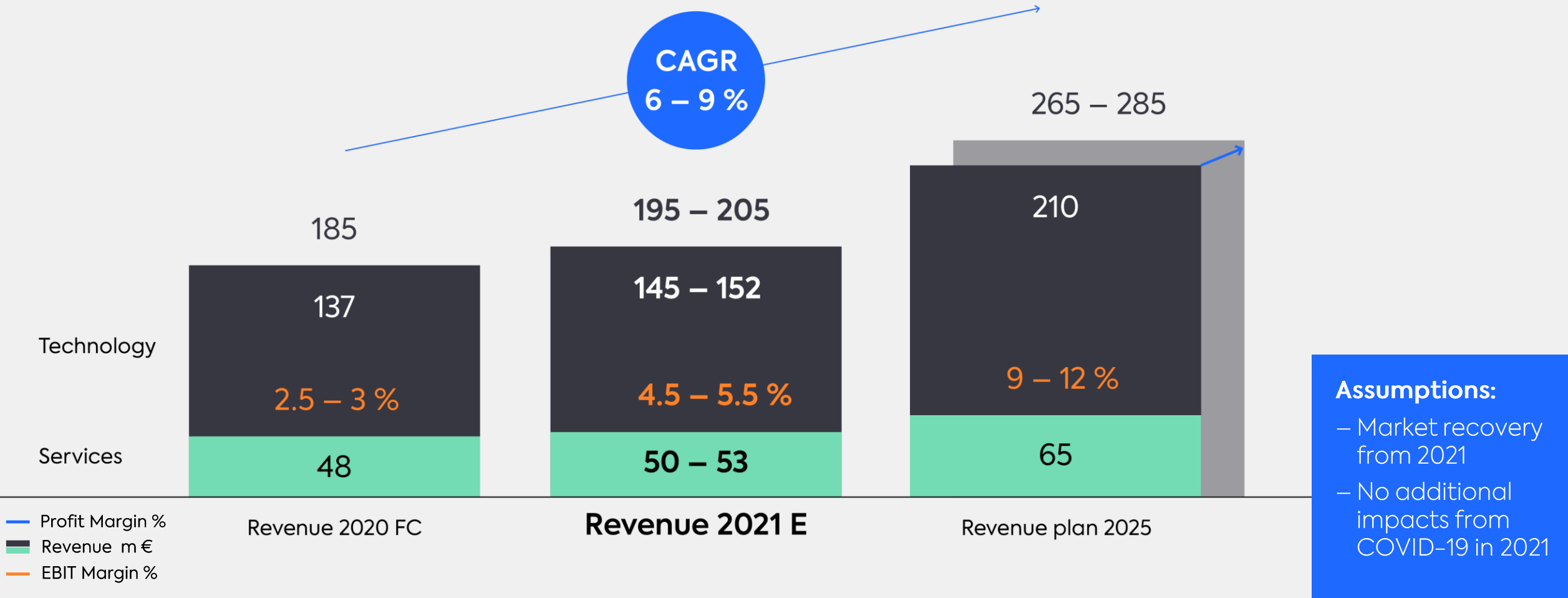
**Increase recycling quota** of packaging material

share 2025: 100 %



power to transform  
the future

# Outlook 2021/2025



technotrans tomorrow

# With our strategy, technotrans

- ...will be even **more powerful** through the bundling of forces.
- ...will be even **more creative** through the development of tailor-made solutions.
- ...will become even **more efficient** through operational excellence.
- ...will be even **more focused** on markets and profitability.
- .. becomes even **more sustainable**.
- ...will be even **more valuable** for our customers and **FOR YOU**.



# Contact

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## Disclaimer

This presentation contains statements on the future development of the technotrans Group.

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.



Thank you for  
your participation.