

# Webcast 1st quarter 2025

Michael Finger | CEO

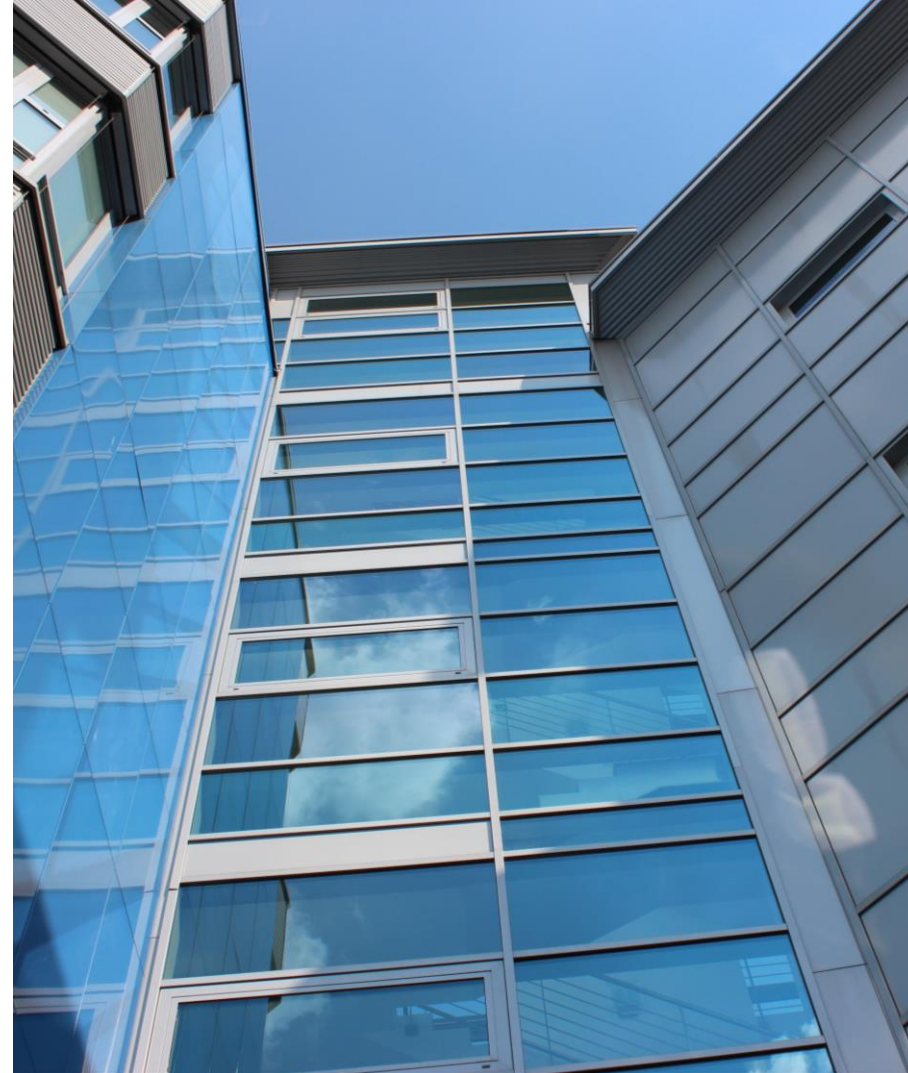
Natascha Sander | CFO

Sassenberg, May 6, 2025

POWER TO TRANSFORM -  
STRATEGY INTO RESULTS

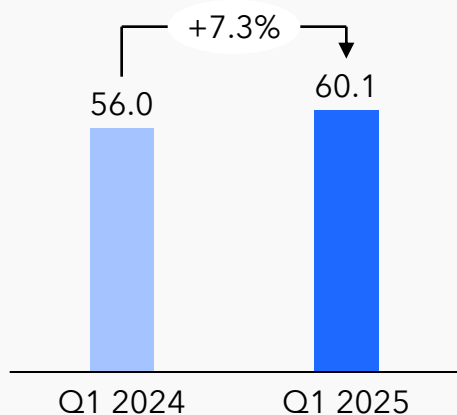
# Agenda

- 1 • Overview & Highlights
- 2 • Focus markets
- 3 • Financials
- 4 • Strategy & Outlook



# Strong performance in the first quarter of 2025

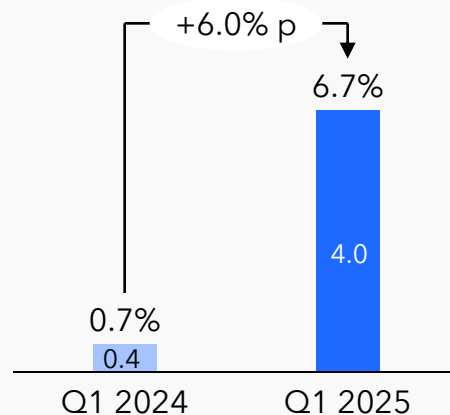
Revenue (m €)



## Markets

- Growth in the focus markets of Energy Management, Healthcare & Analytics and Print
- Book to bill ratio of 1.2 signals further growth

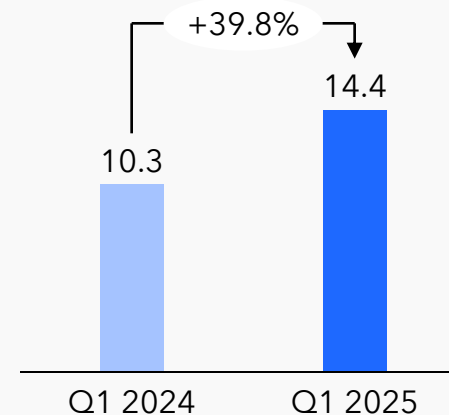
EBIT (m €) | EBIT margin (%)



## Financials

- Consolidated revenue in the first 3 months in the amount of € 60.1 million (previous year: € 56.0 million)
- Order backlog of € 80 million

ROCE (%)



## Strategy

- Positive effects of the successfully completed ttSprint efficiency program visible
- Capital Markets Day in October Strategy Update 2030

# 1st quarter 2025 | Selected Highlights



technotrans wins another **major order** for battery cooling for **electric buses**



technotrans **acquires neighboring property** in Sassenberg and **creates basis for further growth** in the Energy Management division

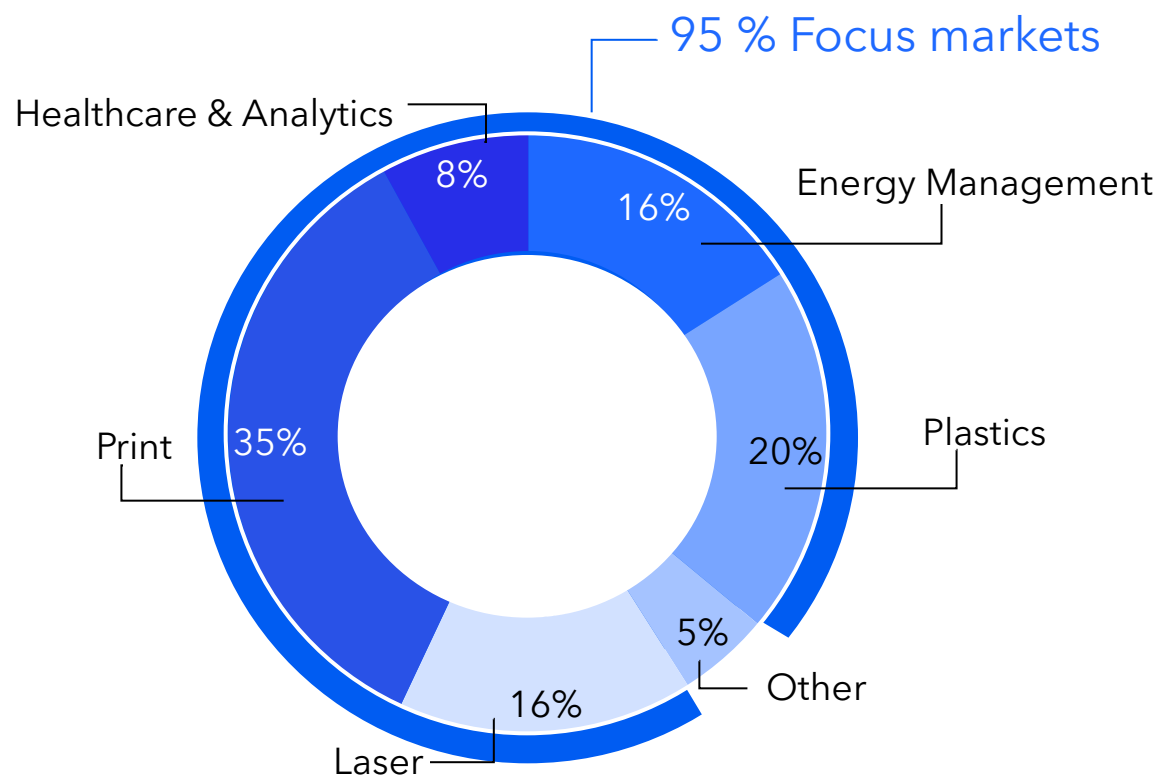


**bauma 2025:** technotrans presents thermal management solutions for battery-powered off-road vehicles | **Entry into growth market mining** planned



**Top ranking:**  
technotrans temperature control unit **teco .ci** is one of the best **products of the year**

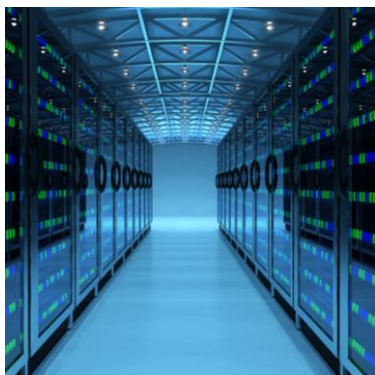
# Share of revenue in focus markets



- 95 % from focus markets | Core Business
- Development of a balanced product portfolio
- Strengthening resilience



# Development of focus markets



## ENERGY MANAGEMENT

Revenue

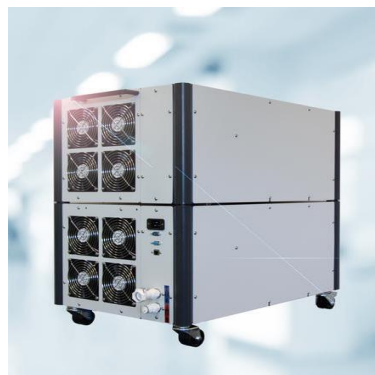
9.4 m €  
+24 %\*

Share of  
revenue

16 %

Driver

BTMS Rail  
BTMS E-Bus  
Datacenter



## HEALTHCARE & ANALYTICS

4.8 m €  
+35 %\*

8 %

Analytics  
Scanner  
Clean room



## PRINT

21.0 m €  
+9 %\*

35 %

Packaging printing  
Label printing  
Digital printing



## PLASTICS

11.8 m €  
- 7 %\*

20 %

Temperature control units  
Refrigeration systems  
Natural refrigerants



## LASER

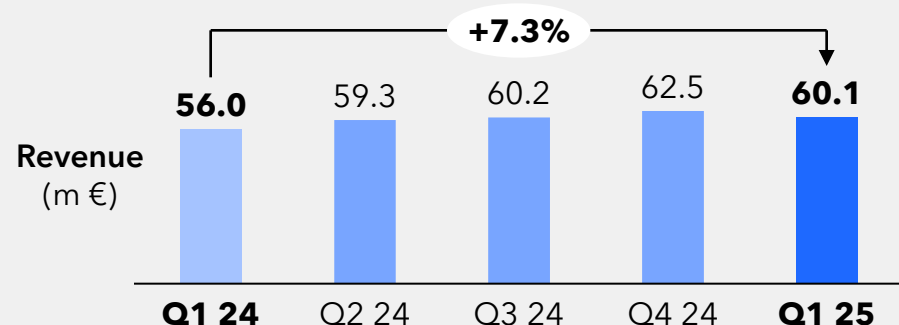
9.6 m €  
- 4 %\*

16 %

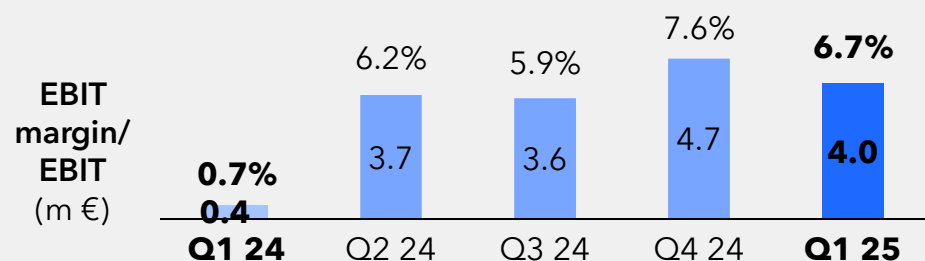
Battery production  
Semiconductors  
EUV

\* Comparison with previous year

# 1st quarter 2025: Significant increase in revenue & EBIT

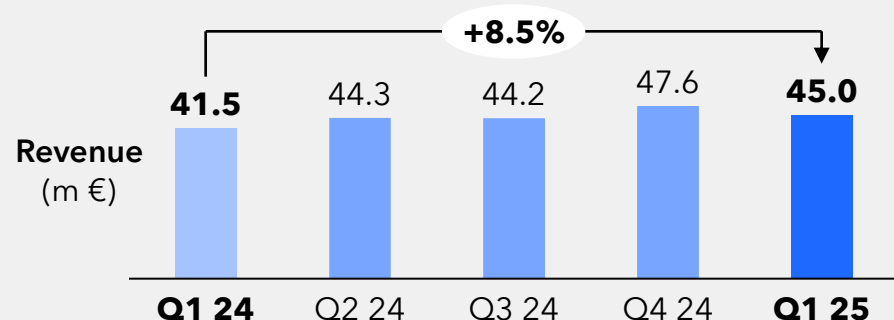


- Increase in sales in Q1 2025 to € 60.1 million (previous year: € 56.0 million)
- Sales growth of 7.3 % driven by the focus markets Energy Management, Healthcare & Analytics and Print

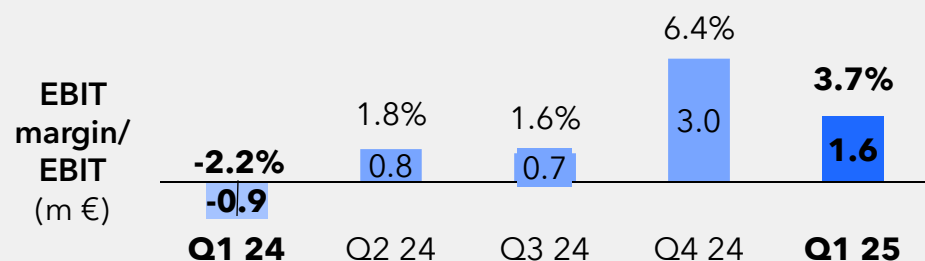


- Increase in EBIT in the first quarter of 2025 to € 4.0 million with a margin of 6.7 % (previous year: € 0.4 million, 0.7 % EBIT margin)
- Higher earnings due to increased sales volume combined with an optimized product mix, efficiency improvements and strict cost management
- Elimination of temporary expenses for the reorganization in Q1 2024 in the amount of € 0.7 million

# Technology: Revenue & EBIT significantly above previous year



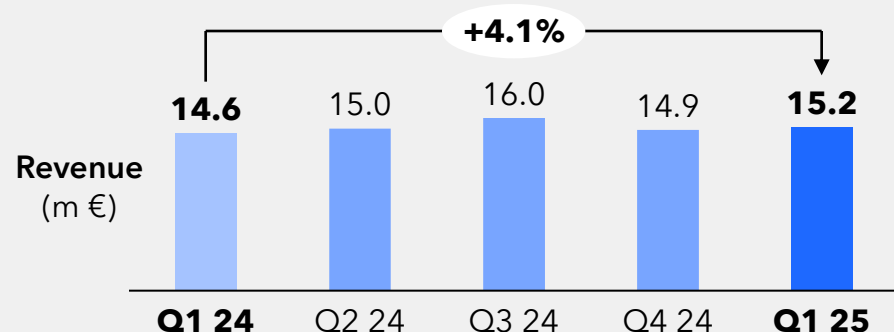
- Sales growth in the Technology segment of 8.5 % to € 45.0 million (previous year: € 41.5 million)
- The focus market Energy Management remains the most important growth driver; Healthcare & Analytics and Print also grew
- Plastics and Lasers down on previous year as expected due to economic conditions



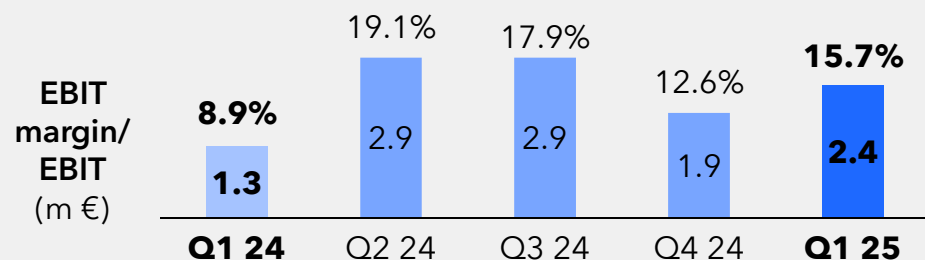
- Increase in EBIT compared to the previous year from € -0.9 million to 1.6 million €
- Improvement in the EBIT margin to 3.7 % (previous year: -2.2 %) due to economies of scale, product mix optimization and efficiency improvements
- Elimination of temporary expenses for the reorganization in Q1 2024 in the amount of € 0.4 million



# Services: Profitability noticeably increased



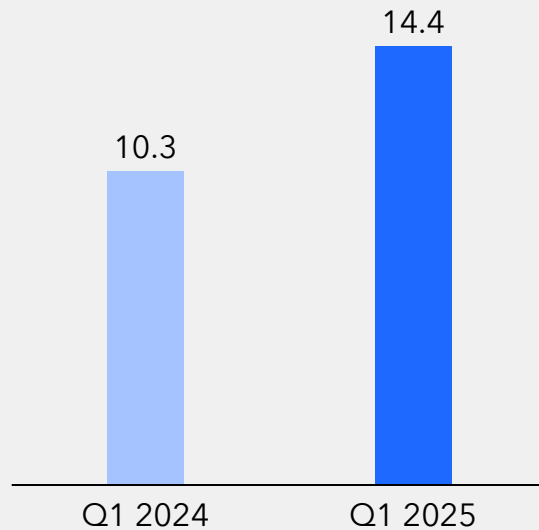
- Moderate sales growth in the Services segment to € 15.2 million (previous year: € 14.6 million)
- General recovery of the service business



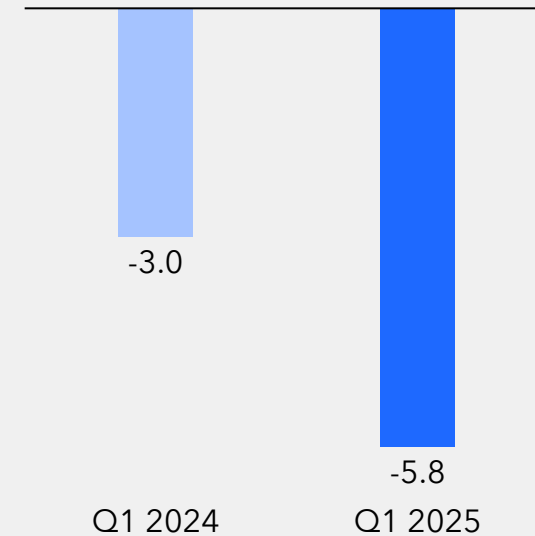
- Increase in segment EBIT to € 2.4 million (previous year: € 1.3 million) due to sales growth and efficiency measures from the ttSprint program
- Improvement in the segment EBIT margin to 15.7 % (previous year 8.9 %)
- Elimination of temporary expenses for the reorganization in Q1 2024 in the amount of € 0.3 million

# ROCE and free cash flow

ROCE (%)



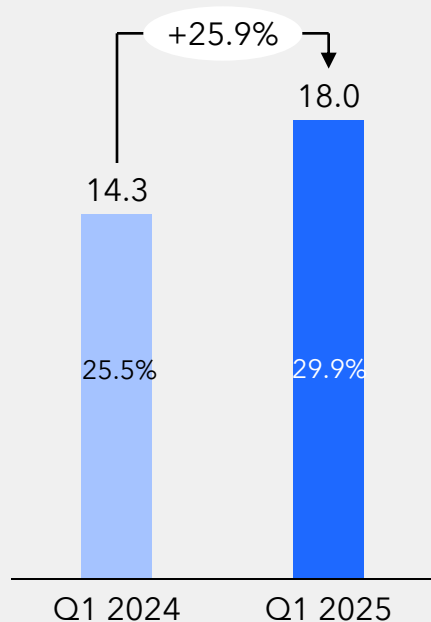
Free cash flow (m €)



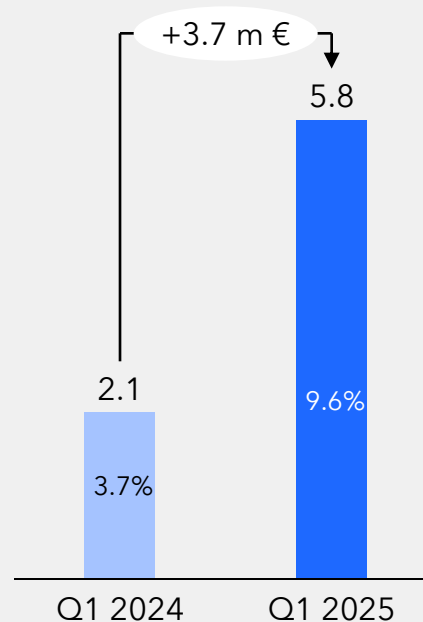
- ROCE rises to 14.4 % (previous year: 10.3 %) as a result of the improved earnings
- Free cash flow amounted to € -5.8 million (previous year: € -3.0 million) due to conscious inventory build-up, timing-driven increase in receivables and the purchase of a plot of land. Normalization expected over the course of the year.

# Earnings performance

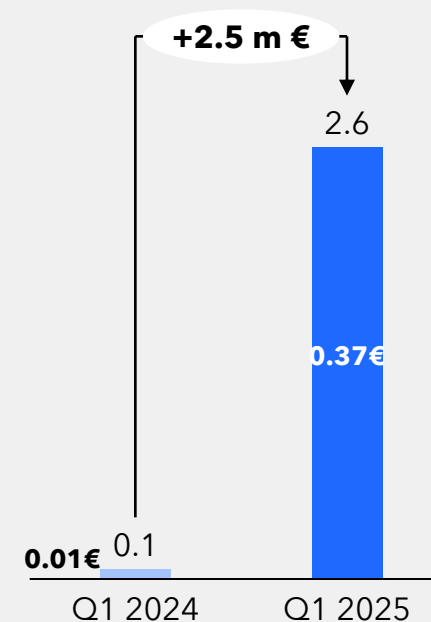
Gross profit (m €) | Gross margin (%)



EBITDA (m €)



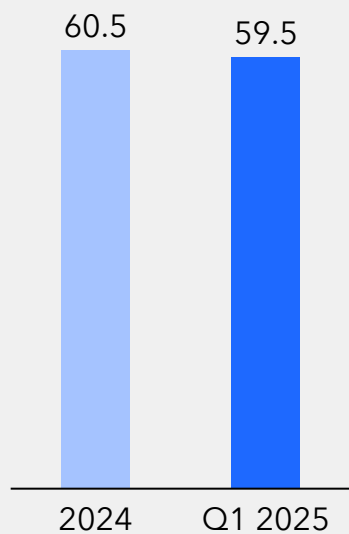
Profit for the period (m €)  
Earnings per share (€)



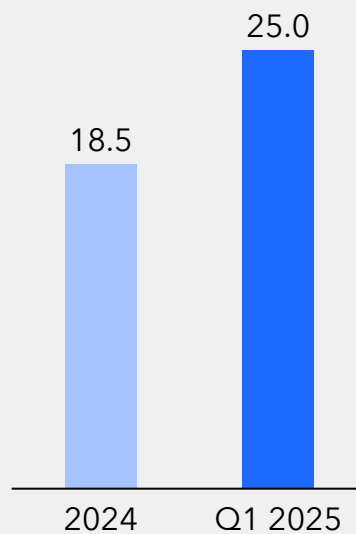
- Significant increase in gross margin due to the full effectiveness of the efficiency measures from the ttSprint project and focus on high-margin applications
- Increase in EBITDA in line with EBIT development
- Earnings per share rise correspondingly strongly to 0.37 €

# Net assets

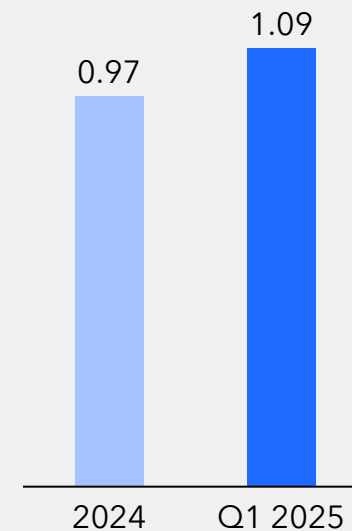
Equity ratio (%)



Net debt (m €)



Net debt / EBITDA ratio



- Equity ratio at a high and comfortable level of 59.5 %
- Increase in net debt due to negative cash flow, with ratio of 1.09x at investment grade level
- Solid balance sheet confirms technotrans' financial stability even in an economic environment that remains challenging

# EBIT guidance 2025 - ttSprint supports performance

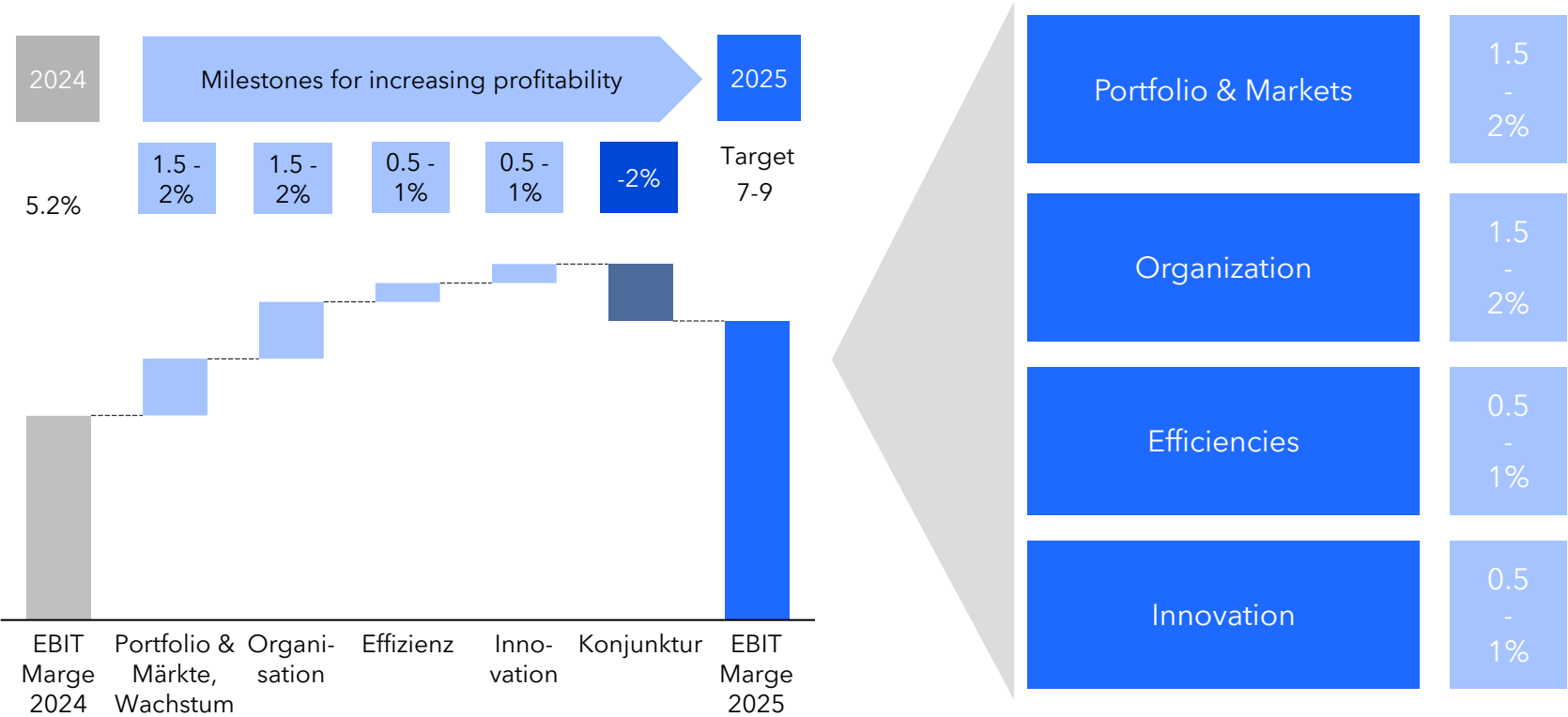


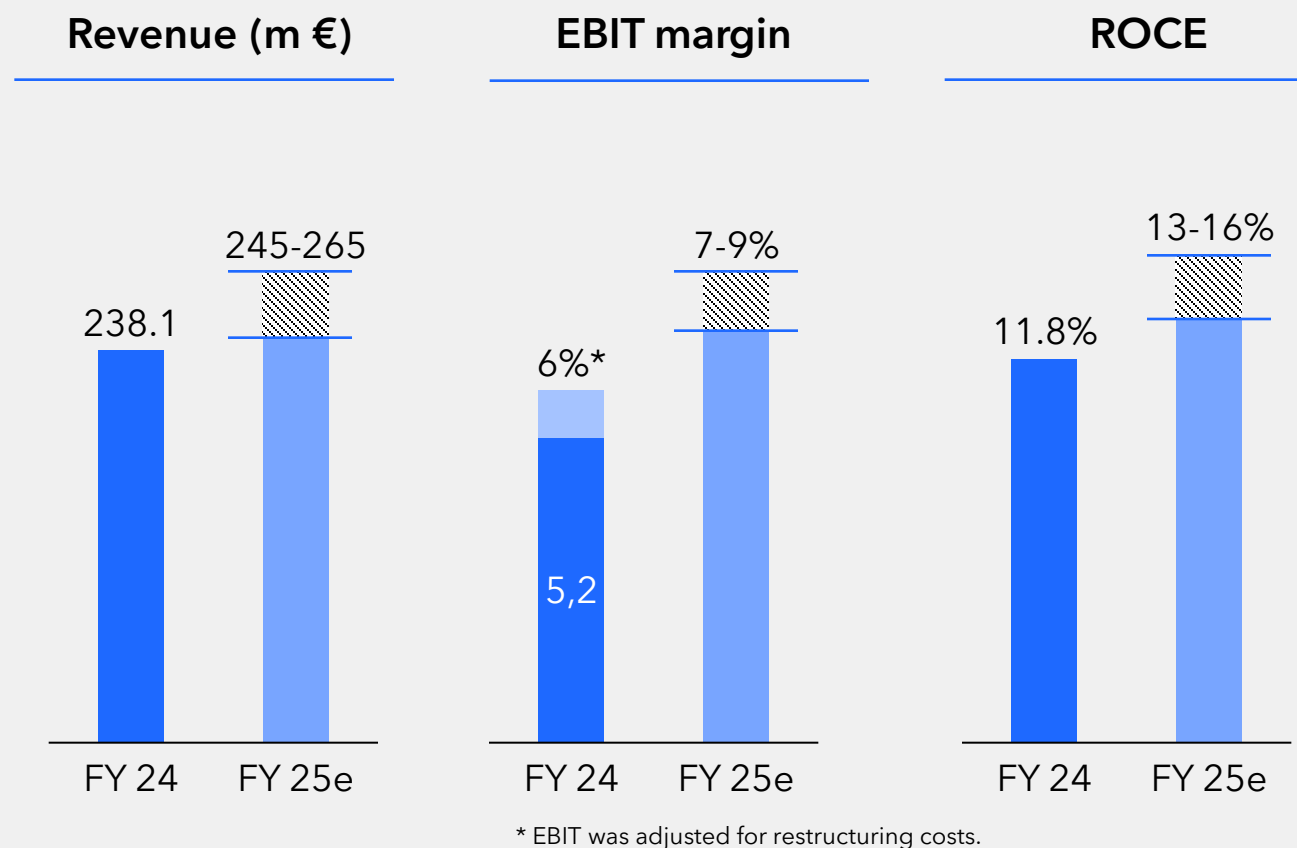
Diagram for illustration

# Forecast 2025

- Good start in Q1 2025
- Electrification, digitalization and decarbonization accelerate growth
- Thermal management is becoming increasingly important
- Sophisticated products for growth markets
- Decentralized organization introduced close to the market
- Measures defined to increase profitability even in a difficult market environment

## We are Future Ready 2025!

A strategy update and new medium-term targets for 2030 will be presented at a Capital Markets Day in October.



The forecast is subject to the proviso that the political and economic conditions do not deteriorate. These include, in particular, economic trends, the war in Ukraine, the conflict in the Middle East, regulations at European and international level and macropolitical developments. Possible portfolio changes are not taken into account in this forecast.



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