



MOBOTIX Group confirms planned growth in annual forecast and Q3 based on further global business development and Thermal solution sales

June 16, 2020

The trend in the third quarter of the current fiscal year 2019/20 has further developed after an increased demand for thermal camera solutions.

Sales have increased by estimated 13% YOY until end of May. EBIT impact is in line with plan due to the cost reduction program earlier outlined in "Fit for the Future" restructuring plan.

US Sales in May 2020 exceeded €3 million and as such was the highest revenue in one month ever recorded.

The Management Board forecast on sales and earnings for the 2019/20 fiscal year is in line with the Management Report for the 2018/19 annual financial statements, although the product mix deviates from the annual planning due to Covid-19 with some vertical markets progressing faster than others due to business closures or openings. Inventory levels and working capital financing have been adjusted accordingly to meet the changed demand.

The planned revenue for fiscal year 2019/20 is forecasted at a level of €70 million with planned EBIT in a range of €2.5 million to €3.0 million excluding capitalized development costs.

The publication of the report on the half-year financial statements is confirmed as planned for the end of June 2020. Sales in the first half of the 2019/2020 fiscal year were below plan in some global markets but were offset by increases in the third quarter. The thermal business and the new focused sales strategy by approaching end-users together with MOBOTIX partners has been implemented and will be further developed for all product areas in close co-operation with MOBOTIX distributors and resellers. This channel strategy has been further developed by implementing the MOBOTIX Partner Program which offers extended benefits to resellers with increased business in all markets.

EBITDA (10.3% of total output; earnings before interest, taxes, depreciation and amortization) for the first half of 2019/20 is around €3.6 million, an increase of €0.2 million compared with the first half of the previous year (€3.4 million). EBIT (6.8% of total output; earnings before interest and taxes) amounts to around €2.4 million and is thus at the level of the first half of the previous year.

The first half of 2019/20 closed with a net profit for the period of around €1.5 million (first half of 2018/19: €1.5 million) and a return on sales of 4.5% (first half of 2018/19: 4.2%).

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About MOBOTIX AG

MOBOTIX is a leading manufacturer of intelligent IP video systems in premium quality and sets standards in innovative camera technologies and decentralized security solutions with the highest level of cyber security. MOBOTIX was founded in 1999 and is headquartered in Langmeil, Germany. The company relies on its own research and development as well as its own production "Made in Germany". Customers around the world trust in the durability and reliability of MOBOTIX hardware and software. The flexibility of the solutions, the integrated intelligence and the highest level of data security are appreciated in many industries. MOBOTIX products and solutions support customers in areas such as industrial manufacturing, retail, logistics and healthcare. With strong and international technology partnerships, the company is using artificial intelligence and deep learning modules to expand its universal platform and new applications in a wide range of sectors.

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