



## Financial Information

### **MOBOTIX announces full business year forecast of 50.0 to 51.0 million € sales focusing market opportunities with AI solution**

**September 11, 2024**

MOBOTIX announced in May 2024 the new mid-term plan focusing solutions for specific vertical markets based on German quality and cyber security.

The company has as part of the MTP during the financial year implemented a more lean organization structure which enables faster decisions and development with transition towards software business and solution focus.

Annual operating costs have been reduced with more than 5.0 million € especially salary costs by 3.7 million € in this business year compared to last business year. Investments have meanwhile been refocused from less profitable areas towards software development related to analytics and artificial intelligence that provide new market opportunities with increased gross profits in selected vertical markets as industry, critical infrastructure, healthcare, energy and other selected areas.

Further sales- and marketing employees have been employed in core markets including digital customer platforms to support the transition.

The published mid-term plan has been outlined for the next years with investments in these software areas based on the company's new ONE platform in addition to existing product lines.

The new ONE camera platform has recently been launched at the end of August 2024 after some delays and initial shipments have as such been initiated later than originally planned. This delay is also expected to have some further impact on orders originally planned in September 2024 while production capacities are being increased during first months of business year 2024/25.

MOBOTIX confirms as such a full year estimation of 50.0 to 51.0 million € sales for business year 2023/24 compared to previously announced outlook of 54.0 to 56.0 million €. EBIT is accordingly estimated to be at -1.7 to -2.3 million € related to the delays.

Software sales have however increased towards 13.8% of total revenues year-to-date and are expected to increase further as part of the new strategy where profitable sales growth has been realized in new market segments as e.g. healthcare markets offering solutions for the growing demand for elderly care. Also Energy markets with solutions for e.g. battery storage has progressed in line with the strategy which confirms direction outlined in the mid-term plan for the next years.