



## Fiscal year 2024/25 marks another important milestone for MOBOTIX

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**Fiscal year 2024/25 marks another important milestone for MOBOTIX in its strategic realignment toward high-growth markets and margin-relevant product solutions.**

The progress made during the reporting year shows that the implemented measures are increasingly taking effect and that the course has been set for sustainable development. These measures included consistently focusing the product strategy on our core competencies—in particular, thermal camera technology and VAXTOR's OCR (optical character recognition and analysis) technology—and the targeted expansion of AI-supported image analytics.

Consolidated sales increased from EUR 50.0 million to EUR 52.7 million in fiscal year 2024/25, representing growth of 5.3%.

MOBOTIX product sales increased to EUR 46.0 million (+6.2%). With our core products, we were able to gain market share and further strengthen our position in high-performance, cyber-secure and intelligent video security solutions.

The regional sales development shows a differentiated picture:

EMEA increased its product sales by 10%, confirming MOBOTIX's strength in professional and regulated application areas, but also in the strategic value of investments in market development, partner networks and solutions portfolio.

Sales in the Americas developed particularly dynamically, increasing by 25%, with the U.S. market standing out with growth of 46%. This result is a strong signal that MOBOTIX is once again gaining recognition in the world's most important innovation market.

Sales development in the DACH (Germany, Austria, Switzerland) region has stabilized in an environment that continues to be characterized by investment restraints and intense competition. Sales volume was maintained and will be increased in the future through targeted value-added solutions.

Sales in APAC declined significantly by 23%. The market presence and sales team were therefore reorganized. More effective partner structures and sales processes have been newly established.

A key element of our strategy is the further development of a profitable solution portfolio.

Sales in the thermal product segment grew by 40% from EUR 5.8 million to EUR 8.1 million. This segment now accounts for 18% of total business, underlining the strategic importance of thermal cameras in safety-critical applications in industry, infrastructure and perimeter protection—segments in which quality, reliability and system integration are particularly important.

VAXTOR increased its sales by +7.4% from EUR 5.4 million to EUR 5.8 million. This means that the analytics segment is also continuing to develop and strengthening its range of intelligent, AI-supported value-added functions—a requirement that is increasingly decisive for many customers when making purchasing decisions.

Significant cost savings were achieved through a reduction in personnel expenses, which decreased further from EUR 21.8 million in the previous financial year to EUR 21.2 million in the reporting year.

The new majority shareholder CERTINA supported the financial strengthening of MOBOTIX in the reporting year with a debt waiver of EUR 12.0 million of the loan (EUR 53.2 million) taken over from KONICA MINOLTA on April 29, 2025, subject to a betterment clause. This measure increased the equity ratio to 21.3% as of September 30, 2025, improving the company's creditworthiness by 4.5 percentage points compared to the previous financial year. The maturity of the remaining loans was extended until December 31, 2028.

The Group's EBIT for the 2024/25 financial year thus amounts to EUR +8.3 million (previous year: EUR -3.1 million). The Group result for the reporting year amounts to EUR +2.8 million (previous year: EUR -5.2 million).

The Supervisory Board meeting to approve the balance sheet is scheduled for February 24, 2026. The Annual General Meeting is planned for April 17, 2026.

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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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