Sales and earnings growth in the third quarter of fiscal year 2019/20 as confirmation of the support of our customers with MOBOTIX video technology on their way "back to new normality"

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Langmeil, August 2020 – The world has changed with the COVID-19 pandemic. There are many new challenges and regulations.MOBOTIX has bundled the available "back-on-track video technology solutions" for its partners and customers to help get them up and running quickly and effectively. This makes it easier

for industries and verticals such as retail, restaurants, airports, train stations, municipalities, industrial, service companies and educational institutions to "get back on track."

MOBOTIX automates the "back-to-business restart" with professional analysis and thermal imaging technology, with an array of optional apps in the latest MOBOTIX 7 generation cameras and specially-developed add-on solutions from MOBOTIX's global Partner Community. MOBOTIX can provide active support in many applications, such as automatic counting of persons, detection of overcrowding (support for social distancing), mask detection and recognizing temperature abnormalities.

"MOBOTIX video security systems are valuable to their customers well beyond the crisis. Our high-end video systems can be used, adapted or converted at any time for numerous additional and new industry-specific tasks. Our intelligent solutions cover much more than just security applications. For example, they offer outstanding potential in process optimization or improving a service organization. The investment in MOBOTIX video technology is and remains future-proof," says Hartmut Sprave, MOBOTIX CTO.

"The revenue and earnings growth achieved in the third quarter of our 2019/20 fiscal year, which will end on September 30, 2020, thus confirms our strategy of evolving from a product provider to a solutions provider. The support of our customers with intelligent video technology on their way "back to the new normality is important to us", says Klaus Kiener, MOBOTIX CFO.

Revenue in the first nine months of the 2019/20 financial year amounted to around EUR 55.3 million as of 30 June 2020. This is an increase of 7.2% compared to the same period of the previous year. While the planned reduced sales of materials and order development reduced the increase in sales somewhat, sales for customer-related hardware and software solutions increased noticeably. It alone rose to EUR 53.3 million, which represents an increase of 15.4% over the previous year.

Thanks to further cost savings of around EUR 0.7 million year-on-year (approx. 2.5 % lower costs), EBIT excluding the positive impact of capitalized development costs tripled from EUR 1.3.million to around EUR 3.9 million as at 30 June 2020. The US sales market contributed significantly to this positive development. Further investments in the expansion of the product portfolio, especially in the MOBOTIX 7 camera platform and increasing software development resources are planned for the last quarter of our fiscal year 2019/20.

"We are thus adhering to our sales and earnings forecast for fiscal year 2019/20 which we issued on June 16, 2020. Sales will be at a level of at least around EUR 70 million with a planned EBIT in a range of at least EUR 2.5 to 3.0 million excluding capitalized development costs," confirms Klaus Kiener.