## MOBOTIX AG Half-Year Report

1 October 2012 to 31 March 2013



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## ... Letter To The Shareholders



#### Dear Shareholders,

During the second quarter of fiscal year 2012/2013, we increased sales by 9% compared to the same quarter of the previous year, and realized an EBIT margin – in relation to total output of 20.1%.

One aspect that is particularly encouraging is the high share of our exports to countries outside of Europe, which accounted for more than 44% of our sales. The further internationalization of our distribution network is making us more independent of macroeconomic developments in individual sales regions, and is opening up additional opportunities for future growth.

National and international partner conferences continue to be of particular importance to us in this context. In this quarter alone, we welcomed more than 800 distribution partners from all over the world to our conferences in Mexico, the U.S., Australia, Singapore, and at our headquarters in Langmeil, Germany.

The focus of our partner conferences this time was the new MOBOTIX premium App an additional highlight in our product range. Almost 10,000 downloads in two months and positive reviews in discussion forums underscore the success of the App's innovative, bandwidth-optimized design.

I would like to thank you warmly for the trust you have placed in MOBOTIX and our shares. I hope you will join me in looking forward to the coming quarter, during which we will again present many product innovations.

Dr. Ralf Hinkel • CEO MOBOTIX AG

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## ... Or At A Glance

<b>6 months</b> (October 1, 2012 to March 31, 2013)	2012/13	2011/12	Delta %
Financial performance	€′000s	€′000s	
Revenue	41,410	40,375	+2.6
Total output	41,485	41,049	+1.1
Thereof outside of Germany (in %)	75.6	74.4	
EBITDA	9,414	11,265	-16.4
EBITDA as % of total output	22.7	27.4	
EBIT	7,439	9,505	-21.8
EBIT as % of total output	17.9	23.2	
Profit before tax	7,222	9,256	-22.0
Return on revenue in % before tax	17.4	22.9	
Profit for the period	5,010	6,699	-25.2
Cash flow from operating activities	3,866	8,525	-54.7
Financial position	Mar. 31, 2013	Sep. 30, 2012	
Equity	43,494	45,066	-3.5
Equity-to-assets ratio in %	69.5	67.3	
Total assets	62,592	66,966	-9.5
Non-current assets	25,231	25,665	-1.7
Current assets	37,361	41,302	-9.5
Thereof cash and cash equivalents	6,688	11,648	-42.6
Employees			
Number of employees (Reporting date)	384 <sup>(1)</sup>	333 <sup>(1)</sup>	+15.3
Revenue per employee	126(2)	140 <sup>(3)</sup>	-10.9
EBIT per employee	23(2)	33(3)	-32.1
Key figures per share (in EUR)			
Earnings per share (EPS) <sup>(5)</sup>	0.38	0.51	-24.9
Dividend	0.50	0.50	0
Cash flow as per DVFA/SG <sup>(5)</sup>	0.35	0.64	-17.6

<sup>1)</sup> Including trainees and temporary staff, 4 members of the Management Board; by headcount.

<sup>2)</sup> Based on an average of 329 employees.

<sup>3)</sup> Based on an average of 286 employees.
4) Based on an average of 13.143 (previous year 13.201) million shares.

## Highlights 2012/13 ...

May 2012: The Management resolves to repurchase shares up to a price of EUR 24 within the

share buyback program, which had been resolved on 15 July 2010 and had been

extended on 5 October 2010.

June 2012: In Langmeil the production of the new S14 FlexMount has started. The first double

hemispheric camera features miniature lens units and offers a wide range of

flexible application scenarios.

July 2012: MOBOTIX and the European Football Championship: At the Donbass Arena approx-

imately 560 cameras provide security for around 50,000 spectators. MOBOTIX cameras are also used to help evaluate decisions during the Olympic Games 2012

in London.

August 2012: Count, measure, analyze: With MxAnalytics, MOBOTIX launches an efficient tool

that can be used to receive important information for process optimization and

marketing purposes.

September 2012: Successful participation in the trade show "security" in Essen: For the first time,

MOBOTIX presents the dual camera M15 with a resolution of up to two times five

megapixel. The market launch is scheduled for 2013.

October 2012: For the second time, MOBOTIX earns first place in the "Top 100 - Small and Medium-

Sized Business Rankings 2011" of the Munich Strategy Group (MSG).

Despite the weaker market environment, MOBOTIX AG ends fiscal year 2011/12 with

an increase in turnover of 12%.

November 2012: More than 75,000 readers chose MOBOTIX the winner of the GIT Sicherheit Award

2013 in the category C "CCTV".

December 2012: The Supervisory Board appointed Klaus Gesmann as new Chief Financial Officer at

its meeting on December 13, 2012. He succeeds Lutz Coelen on January 1, 2013.

January 2013: The new Chief Financial Officer Klaus Gesmann takes up his new position at

MOBOTIX on January 2 with four new colleagues. The company has now 376

employees.

February 2013: MOBOTIX earns first place in the ranking "Top 100 - Small and Medium-Sized Enter-

prises" conducted by the German magazine "Wirtschaftswoche". The ranking confirms that the medium-sized company grew seventyfold from 2011 to 2011.

March 2013: The App, a premium solution for MOBOTIX cameras and the IP Video Door Station

T24, is released. With iOS devices, users can now have mobile access, completely

free of charge. During the first months, 7,349 downloads were registered.

**IPO** (Entry Standard)

October 10, 2007

Prime Standard since March 31, 2008



## ... Company Profile

As a publicly traded company, MOBOTIX AG is a software Company with in-house hardware development for digital, high-resolution and network-based video security solutions. Whether in embassies, airports, gas-stations, highways or private homes, MOBOTIX video systems are now found world-wide with over one hundred thousand units in operation on every continent. In addition to the actual IP video cameras with megapixel resolution, MOBOTIX also produces interface components and video management software for operating complete security solutions. The system concept - a distinctive software solution and decentralized camera systems – significantly distinguishes MOBOTIX from its competitors with MOBOTIX first having made high-resolution, hemispheric systems cost-efficient. With over 380 employees, and an export share of over 70%, MOBOTIX has achieved a 6% global market share.

MOBOTIX has designed a decentralized system architecture that allows images to be analyzed in the camera, instead of a central PC. Thus, the cameras detect movements in the image independently, store them in a database and report the results via eMail or VoIP phone calls. This decentralized structure relieves the network, allows the integrated video management to make higher image rates possible and reduces the number of storage systems for recording high-resolution video sequences many times over.

The hemispheric camera technology developed at MOBOTIX permits the recording of an entire room from the ceiling or a wall independent of the selected live image detail - using a single camera, so that other room areas can be viewed later during a searchanalysis phase. Details of the hemispheric live image, resembling a fish-eye, are already digitally transformed in the camera in such a way that the users believe they are using a panning camera.

The powerful innovative strength of MOBOTIX has enabled it to be the first to introduce nearly all significant innovations in the IP camera sector market in the last ten years. For this reason, MOBOTIX is seen as the industry's technology leader. With growth rates up to 50%, MOBOTIX has continued to rapidly gain global market share since 1999.

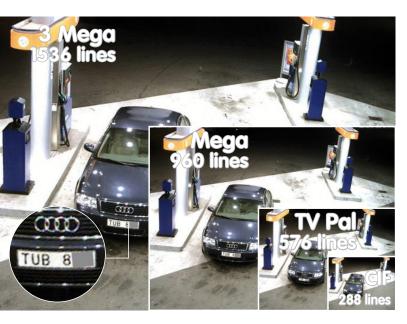
MOBOTIX uses hemispheric technology in the T24 IP Video Door Station to achieve further growth in the new, closely related market for access control and door intercom devices and to establish itself in the rapidly expanding home automation sector. When the doorbell rings, a connection is established with a standard VoIP phone or a computer via the network so that the door station can be operated and the door opened remotely from anywhere in the world. The integration of iPhone and iPad play an important role here.

#### **HiRes Video Innovations**

The German company MOBOTIX AG is known as the leading pioneer in network camera technology and its decentralized concept has made high-resolution video systems cost efficient.

## The MOBOTIX Concept

## Was Somewhat Out Of Ordinary ...



#### **HiRes Video Innovations And Technology Leader**

The German company MOBOTIX AG is known as the leading pioneer in network camera technology since its founding in 1999, and its decentralized concept has made high-resolution video systems cost efficient.

MOBOTIX has been producing megapixel cameras exclusively for many years now and is regarded as the global market leader for high-resolution video systems.

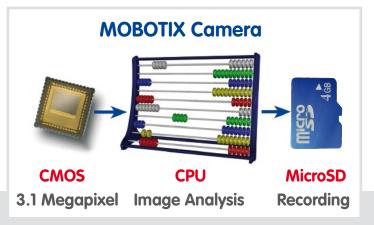
#### Why High-Resolution Systems?

The higher the resolution, the more accurate the detail in the image. With analog technology, a recorded image generally has no more than 0.1 megapixels (CIF). One single MOBOTIX camera with 3.1 megapixels records around 30

times more detail. As a result, larger image areas with up to 360° allround views are possible, thus reducing the number of cameras and therefore the costs. For example, four lanes of a gas station can be recorded with one MOBOTIX camera instead of four conventional cameras.

## Disadvantages Of The Old Centralized Standard Solution

Usually, cameras only supply the images while the processing and recording is done later on a central PC using expensive video management software. This traditional centralized structure has many limitations, since it requires high network bandwidth and the PC processing power is not enough for several cameras. An HDTV MPEG4 film already puts considerable strain on a PC, so how can it be expected to process dozens of high-resolution live cameras? Traditional centralized systems are therefore less suitable and unprofitable when compared with high-resolution systems due to the high number of PCs needed.



#### **Network Video**

MOBOTIX has redefined video. Whether on the Internet, in traffic management, building surveillance or banking environment, the MOBOTIX camera is connected to the network like a printer and live and recorded images can then be retrieved from any PC without installing any software.



## ... Is The Benchmark Today

#### The Decentralized MOBOTIX Concept

Unlike other systems, with the decentralized MOBOTIX concept, a high-speed computer and if necessary, digital long-term memory (MicroSD Card) is built into every camera, providing several days of recording time. The PC and the video control center now serve only for viewing and controlling the cameras (PTZ), not for analysis or recording. This makes it unnecessary to purchase expensive video management software, as the most important and computer-intensive functions are already integrated in the MOBOTIX cameras.

- fewer storage devices, because in the decentralized system, 10 times the standard number of cameras can simultaneously store high-resolution HDTV video with sound on one PC/server,
- lower network bandwidth, because everything is processed in the camera itself and the high-resolution images therefore do not have to be constantly transferred for analysis.

#### **Robust And Low-Maintenance**

MOBOTIX cameras have neither mechanical motors for lenses nor for movement. Without



#### **The Benefits**

MOBOTIX video solutions therefore require significantly:

• fewer cameras due to the more accurate detail of panoramic images with megapixel technology,

any moving parts, they are therefore so robust that maintenance is reduced to a minimum. The unique temperature range from -30 to +60 °C is achieved without heating or a fan at only 3 watts. Since no PC hard disk is required for recording, there are no parts that wear out in the entire video system.

#### **Software Included**

With MOBOTIX, the software for controlling the camera and searching for events can be used at no charge. You can easily control the video system from any standard PC. This even works worldwide via a DSL Internet connection.

## A Success Around The World ...

#### Ukrainian "Druzhba" Ice Hockey Stadium

The Druzhba Palace of Sports in Donetsk is home to the Ukrainian champion ice hockey team "HK Donbass Donetsk", which is aiming to join the ranks of the Kontinental Hockey League (KHL), where it would play against hockey teams from Russia, Kazakhstan, Latvia and Belarus to play. The stadium was equipped with a video security solution from MOBOTIX during refurbishment work due to increasing popularity of the sport. A total of 74 cameras are up and running



in order to provide the highest possible security for the fans and players at all times. The main entrance is secured by D14 cameras, while Q24 cameras secure the entrances to the grandstands and the entrances

to the staff, team and VIP areas. M24 mono cameras are installed in the grandstands and all of the events in the corridors are monitored by D24M dome cameras. Security is guaranteed both inside and outside the arena, where M12D cameras keep watch over the parking lot. The rising visitor count has led to plans to expand the grandstands and build additional parking spaces, which means that more cameras from MOBOTIX will be used in the future.

#### **School District In Canada**

The Calgary Catholic School District (CCSD) in Alberta, Canada, employs video security solutions from MOBOTIX in order to prevent acts of violence and vandalism and to ensure the safety of more than 45,000 students. More than 200 cameras have been installed across multiple campuses. The incidence of graffiti and vandalism was reduced so much that within nine month the complete cost of the installation had paid for itself. There are also no additional costs for managing the cameras thanks to the use of MxControlCenter. The Q24 Hemispheric camera with a 360° allround view is used as an internal camera while the D12 and M12 cameras are used to keep a close eve on the outside areas of the schools. There are already plans to continue upgrading the security technology in the 104 schools in Calgary.



### **German Reference Projects**

Commerzbank AG • Deutsche Bahn Station & Service AG • EON Wasserkraft • Fraport AG • Landessportbund Hesse • Le Méridien Parkhotel Frankfurt • MAN Logistics • Casino Mainz, Trier, Bad Ems GmbH & Co. KG • Gas Station Group Roth • University Hospital Frankfurt • World Cultural Heritage Site Völklinger Hütte • etc.



## ... Over 100,000 In Operation

#### Loading Management In Gießen, Germany

BIEBER + MARBURG, Hesse's largest steel trading company, uses MOBOTIX cameras to secure its halls, the outside area and the entrances to the office building. The video technology is not only needed to prevent theft and break-ins. Up to 50 heavy-duty trucks arrive and leave the premises every day and all processes related to the loading of approximately 500 to 600 metric tons of steel are carefully documented. Almost 50 network cameras are up and running and used to monitor emergency exits, among other things. When the company closes its gates on the weekend, an image is sent to the main office every time a door is unlocked. There are two additional cameras mounted on a crane in the warehouse at a height of 12 meters that secure the fully automated inventory control system and report disruptions.



#### Animal Observation In Alabama, U.S.

The Birmingham Zoo in Birmingham, Alabama, covers an area of 20 hectares and is home to 750 animals of 250 species, including many endangered ones, too. The M12, M24 and Q24 camera models cover the Trails of Africa exhibit, select point-of-sale stations and the safari cafeteria. The cameras are utilized to



investigate theft and locate lost children. The cameras will also collect critical information on animal behavior. The Birmingham Zoo is proposing unique ways elephant conservation with its new Trails of Africa exhibit, and it also serves as a science and ecology facility for primary schools. Zoo officials were able to experience the birth of a baby orangutan thanks to remote access provided by MxControlCenter. The Birmingham Zoo is the family attraction of choice in southeastern U.S. and is enjoying increasing popularity, which is why there are plans for more animals, exhibit areas and state-of-the-art technologies.

#### **International Reference Projects**

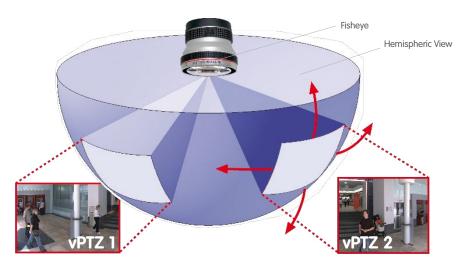
Bahrain Defense Hospital (Bahrain) • Donbass Arena UEFA EURO 2012 Football Stadium (Ukraine) • Central Bank of Philippines • Orange Mobile (Romania) • Republic Polytechnic (Singapore) • Reykjavik Art Museum (Island) • Sderbank of Russia (Ukraine) • Tyger Valley Shopping Center (South Africa) • Vatican Apostolic Library (Vatican City) • etc.

## The MOBOTIX Technology

## Low System Costs ...

#### **The Hemispheric Camera**

The primary components of the hemispheric camera include a fisheye lens, a high-resolution image sensor and image correction software that is integrated into the camera. Using an ultra-wide angle fisheye lens, the camera captures a 180° hemispheric image of the room and projects it onto a high-resolution image sensor.



When ceiling mounted, the image area of the hemispheric camera covers the entire room. The image in the hemisphere is convex, particularly near the image borders. These image sections are corrected for the viewer

by the integrated distortion correction software, allowing a view of the scene from the usual

perspective. The virtual PTZ feature allows you to enlarge or move image sections within the hemisphere, just like a PTZ camera yet, with MOBOTIX, this is achieved with no moving parts.

#### **Handle Several Image Sections At Once**

One or more image sections can be corrected for perspective in the hemispheric view,

allowing you to monitor and record several different areas of a room at the same time, something that a mechanical PTZ camera is not capable of doing.

#### **Discreet And Low Maintenance**

Hemispheric cameras are extremely discreet because they manage their task with only one lens, which is generally focused on the entire room and not a specific object. MOBOTIX hemi-

spheric cameras are without mechanical moving parts and require low maintenance. In addition, they are silent when panning and focusing on a specific image area.



### **Technology Leader Of Network Cameras**

MOBOTIX ranks as the global market leader in high-resolution video systems. Each camera includes a high-speed processor and digital memory (SD Card) for long-term recording (decentralized MOBOTIX concept).

## ... Thanks To Hemispheric Panorama View

#### **Less Cameras Thanks To Panoramic Views**

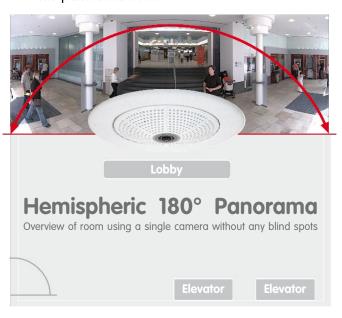
The perspective of the hemispheric image can also be transformed into an ultra-wide angle panoramic view spanning 180° if



Original Q24M image: Wall mounted at a height of 2.3 m

the camera is mounted on a wall, providing a wall-to-wall view of the room without

any blind spots. It offers a substantially better view of the scene, compared to other cameras, it also results in the need for fewer cameras overall. When ceiling mounted, one camera can also capture an entire room by two opposite panoramic views.



#### **Keeping Objects In View At All Times**

Using solutions featuring several individual cameras, moving objects will normally jump from one viewing area of a camera to another. This often produces a confusing situation for the viewer because objects may disappear from sight for a moment or even appear twice if the viewing areas overlap. This is not the case with hemispheric panoramic cameras. Objects remain in view at all times and the viewer can always keep good track of objects in the scene.



#### **Everything Stored In The Recording**

In contrast to a normal PTZ camera, which is always focused on one section of a room and only records that section, the virtual PTZ also allows you to pan to other areas at a later stage in the recording as the **entire room** can be recorded as a hemispheric image.

#### **Q24 - The Perfect Overview**

The Q24 enables a hemispheric 360° panorama view using only a single lens. One single camera can monitor all four corners of a room. The fisheye effect, which is typical for this lens, can be digitally compensated in the live image.

## www.mobotix.com

## The MOBOTIX Storage Technology

## The Superior MOBOTIX ...

## MOBOTIX Storage Concept Without Bottlenecks

These days, video data is normally preprocessed and stored centrally on a PC or digital video recorder (DVR) using video management software. Video and audio streams from all installed cameras are directed both of the network and of the recording device (PC, server). MOBOTIX cameras can of course also minimize the recording independent of the live video, and the sound channel is recorded even with video recordings of two frames per second.



Standard system requires an extra PC including software for analysis and storage

to this central device. In this case, using highresolution cameras often results in data jam. Above all, storage is inefficient, because if the PC has limited computing power, the highresolution video with a high frame rate must be sent directly to a storage device before it can be processed.

If, like with MOBOTIX cameras, the camera adjusts the image format and the frame rate to the correct values for the specific application (at a gas station, two frames per second are enough for the recording), it relieves the load

#### **No Storage Limit**

The decentralized MOBOTIX concept enables the user to save around 10 times the number of cameras on a single storage device because the camera manages the recording itself (on a PC, server, NAS), thus reducing load on the device. For this reason, practically speaking, there is no memory limit for the entire system because theoretically, each camera is able to manage its own terabyte-sized storage device via the network. Another benefit of this concept is the use of affordable, reliable NAS drives that do not require any special software.

#### **Choose Your Storage Location**

Every single MOBOTIX camera can be configured to record internally or externally via the network. If necessary, a USB stick can be connected by cable directly to the camera, but on the other side of the wall, where it cannot be stolen.



## ... Storage Solution

### **SD Card Memory Reduces Storage Costs**

MOBOTIX cameras are also able to store up to 64 GB of video in their integrated memory. Thanks to this high storage capacity and the option of recording only the sequences in which an event occurs, external storage devices such as hard drives are rarely required. This saves on storage devices and network infrastructure and reduces the maintenance cost of mechanical components such as hard drives or fans. The internal SD cards (flash memory) are digital and since they do not have mechanical components, they are maintenance-free.

#### A Single 64 GB SD Card Has Space For:

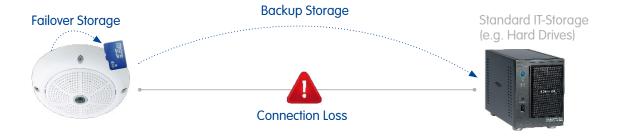
- 2 weeks of continuous recording from four gas station lanes
- 4 days of video in TV quality
- 200,000 clips of 10 s each in high-resolution
- 2 million images

#### **Ideal For Difficult Network Conditions Or WLAN**

MOBOTIX cameras are ideal for difficult network conditions or WLAN connections because the internal flash storage bridges network failures or bandwidth fluctuations and synchronizes data when a connection is re-established with the external storage device.



The option of backing up the internal memory at preset times (for example, at night) reduces the load on the network and, in many cases, enables shared use of the existing network infrastructure.



MOBOTIX systems are decentralized and secure, even without a PC for storage

#### **MOBOTIX Saves Only What Is Necessary**

Only relevant image detail (fading out sky, ceiling etc.); only relevant events (e.g. movement in the image); long-term recording only with temporarily increased frame rate during event, but no storage limitations in the MOBOTIX system thanks to modern NAS storage technology.

## **MOBOTIX Shares ...**

### **MOBOTIX Shares**

MOBOTIX AG shares have been listed on the German Stock Exchange since October 10, 2007 and on the Prime Standard segment of "Deutsche Börse AG" since March 31, 2008.

## Market Environment And Performance Of The MOBOTIX Share

The developments on the global stock markets were initially favorable in January 2013 – not least thanks to the provisional agreement reached in the USA to avoid the fiscal cliff, and thanks to positive growth indications in China. As a result of political uncertainty in Italy, however, the European stock exchanges weakened during the month of February. After good initial price increases during the first half of March, increasing uncertainty concerning the approval of the rescue package for Cyprus led to noticeable price decreases, causing the stock markets to close at the level seen in January.

On the whole, the current developments on the international markets are still reflecting the euro crisis. The measures taken by EU member states have led to market stability and reassurance, but a sustainable calming of the market is still pending. The effects of the Cyprus crisis on the international markets made this clear once again during this quarter.

Since the IPO in October 2007, the MOBOTIX share has consistently proven to be an exceptionally lucrative investment, despite the highly volatile trend in the last fiscal year. It is one of the few IPOs in recent years to have generated positive returns for its initial subscribers.

As an example, initial subscribers realized capital gains of 244.6% (effective date of the IPO: October 10, 2007) while all of the relevant indexes posted substantial losses in value in the same period. The DAX lost 2.4% in the same period, and the technology-focused TecDAX lost 7.4%. The German Entrepreneurial Index (GEX), on which MOBOTIX shares have been represented since June 23, 2008, also trended much slower since MOBOTIX AG's IPO, losing 59.2%. The GEX tracks owner-operated German companies within the Prime Standard segment of the Frankfurt Stock Exchange that have been listed for a maximum of ten years and are managed by their owners. To qualify as owner-operated, members of the management and supervisory boards or their families must hold between 25% and 75% of the voting shares.





## ... Most Succesful IPO Of 2007

In the first six month of fiscal year 2012/13, MOBOTIX shares reached a high of EUR 20.60 on December 6, 2012, and a low of EUR 15.66 on February 20, 2013. The closing price on March 31, 2013, was EUR 15.97. Accordingly, MOBOTIX shares gained 14.6% in value in the reporting period (including dividends).

## Performance of the MOBOTIX share since IPO\* and in the period under review (6 months)

	since IPO*	6 Mon		
MOBOTIX share	244.6 %	14.6 %		
DAX	-2.4 %	8.0 %		
TecDAX	-7.4 %	15.1 %		
GEX	-59.2 %	-0.6 %		

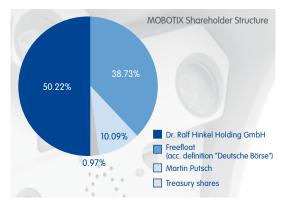
<sup>\*</sup>Reporting Date October 10, 2007

#### **Dividend**

MOBOTIX AG pursues a growth-oriented dividend policy that corresponds to corporate growth and the respective business situation. In the Annual General Meeting held for the last full fiscal year 2011/12 on December 20, 2012, a dividend of EUR 0.50 per share (prior year: EUR 1.50 per share before share split) was approved and subsequently paid to the shareholders.

#### **Shareholder Structure**

At the end of the first six months of the fiscal year 2012/13, MOBOTIX AG continues to have a very stable shareholder base that supports the long-term and sustained development of the Company. The shareholder structure of MOBOTIX AG is as follows:



Dr. Ralf Hinkel Holding GmbH holds 50.22% of the shares and according to the voting rights notification of March 4, 2013, Martin Putsch holds indirectly 10.09%. A share buyback program was started in July 2010. As of March 31, 2013 MOBOTIX AG had acquired 128,134 treasury shares as part of the share buyback program. In the first six month of the current fiscal year 2012/13 no further treasury shares were acquired. The free float as defined by the Deutsche Börse is 38.73%.

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## The Success Of MOBOTIX

#### **Investor Relations**

Since MOBOTIX AG's IPO, the Management Board has regularly engaged in dialogue with investors, analysts and financial journalists. Special emphasis is placed on the continuous flow of information. The Company fulfills the follow-up obligations of the Prime Standard segment of the Deutsche Börse AG.

In the past fiscal year, MOBOTIX AG continued to increase its Investor Relations activities and presented itself to interested analysts and investors at various events such as the Pan European Small and Mid Cap Conference in London, as were as roadshows in London, Zurich, Belgium, Paris and the Netherlands.

On December 20, 2012, MOBOTIX Annual General Meeting for the past short fiscal year was held at the Company's headquarters. With approximately 180 shareholders, 71.40% of the authorized capital was represented. The constructive and interesting questions, and the extraordinarily high agreement of over 99% for all proposals on the agenda clearly reflected the shareholders' confidence in the Company.

#### **Analyst Coverage**

In the fiscal years 2011 and 2012, the Bank of America Merrill Lynch and the Berenberg Bank have taken up coverage of the MOBOTIX share. Besides both new banks, analysts of the DZ Bank, the Equinet AG, Hauck & Aufhäuser and GBC AG have also taken up continuous coverage of the share.

#### Prices (Xetra) in the first six month 2012/13:

High (December 6, 2012)	20.60 €
Low (February 20, 2013)	15.66 €
Closing price*	15.97 €
Market capitalization*	211.9 Mio. €

<sup>\*</sup>as of reporting date March 31, 2013





## ... Solid MOBOTIX Shares



#### Key data of the MOBOTIX share

521830
DE0005218309
MBQ
MBQ:GR
MBQGn.DE
Regulated Market (Prime Standard)
Technology
Electronic Components & Hardware
Frankfurt
13,271,442 EUR
13,271,442
GEX, CDAX, Technology All Share, Prime All Share
DZ Bank, Equinet AG, Hauck & Aufhäuser, GBC AG, Bank of America Merrill Lynch

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## Interim Consolidated Management Report

## Positive Business Development ...

### **Business And Market** Technology And Products

MOBOTIX AG is a software company with its own hardware development in the area of digital, high-resolution and network-based video security solutions. The company focuses on the development of user-friendly, complete system solutions from a single provider.

The Company's product portfolio includes the product lines M12 (DualNight Camera), M24 (Allround Camera), D14 (DualDome Camera), D24 (MonoDome Camera), V12 (Vandalism Camera) and Q24 (Hemispheric 360° Camera), T24 (IP-based door station), as well as the product line S14 (FlexMount Camera in Mono and Dual versions) which has been available since June 2012.



MOBOTIX offers a comprehensive range of accessories and powerful software solutions for all of its product lines. The MxControlCenter is a complete video management solution in form of a control center that is able to integrate cameras from other manufacturers into the video security system as well - with an unlimited number of cameras.

MxEasy allows the integration of up to 16 MOBOTIX cameras and is therefore the optimal video software solution for use in small office and home security scenarios. The MOBOTIX premium App is a mobile video management solution, with which MOBOTIX users can access their video security solution at all times and anywhere in the world with mobile internet access via WLAN or UMTS/3G.

The MOBOTIX premium App features bandwidth-optimized remote access to live images and recordings, as well as an innovative operating concept. All MOBOTIX video management solutions are offered to customers free of charge.





## ... And Business Condition

#### **Market And Competition**

MOBOTIX operates in the video security systems market. This market is generally referred to as the CCTV market (Closed Circuit Television market). Today's market for video security systems includes both analog video security systems and network camera systems, as well as video management software and accessories. The relevant market segment for MOBOTIX is network camera systems.

The competitive environment is comparatively homogenous throughout the world - approximately 80% of the large major competitors have a similar presence in all of the global submarkets. In a recent study conducted by the market research firm IMS Research in June 2012, the authors presume that global sales in the market for network cameras will grow by an annual average of approximately 27.0% from 2011 to 2016. The growth potential is estimated to be comparatively high in all global market segments (Americas, Asia, EMEA) and is not limited to a few regional markets.



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## Interim Consolidated Management Report

## Positive Business Development ...

Currently, the market environment for network camera systems is developing slightly more weakly than forecast by IMS Research. Particularly in several regional markets in Europe, the debt crisis is expected to cause temporarily lower growth rates. Nevertheless, we assume that the performance of the global market for network camera systems will continue to be positive and stable with high growth rates.

## Results Of Operations, Net Assets and Financial Position

#### **Results Of Operations**

During the second quarter of fiscal year 2012/13, the MOBOTIX Group realized sales of EUR 21.3 million. The increase in revenue compared to the prior-year period amounts to 9.0%. The EBIT in this quarter amounts to EUR 4.1 million, corresponding to an EBIT margin (in relation to total output) of 20.1%.

During the first half of reporting year 2012/13, the MOBOTIX Group therefore realized total sales of EUR 41.4 million (prior year: EUR 40.4 million) and EBIT of EUR 7.4 million (prior year: EUR 9.5 million). As in the previous quarters, macroeconomic development in Europe influenced the business development of the MOBOTIX Group during the first half of the year. The development of revenue for this period was as follows:

Revenue in Germany fell slightly during the first half of the year, from EUR 10.3 million to EUR 10.1 million (-2.2%), as well as in the rest of Europe (excluding Germany) from EUR 14.6 million to EUR 14.1 million (-3.1%). On the other hand, revenues in the rest of the world increased from EUR 15.4 million to



Hemispheric IP Video Door Station in silver. Additional colors (white, dark gray, amber and black) are available.



## **Interim Consolidated Management Report**

## Results Of Operations, Net Assets ...

EUR 17.1 million (+11.1%), although noticeable revenue losses were still recorded during the first quarter in this sales region following the effects of the hurricane on the east coast of the United States. The export ratio during the first half of fiscal year 2012/13 was 75.6% (prior year: 74.4%).

Revenue from the sale of dome cameras increased from EUR 19.1 million during the first half of fiscal year 2011/12, to EUR 22.3 million (+16.7%). Revenue from fixed camera sales decreased by 11.0% to EUR 17.2 million (prior year: EUR 19.4 million) compared to the first six months of fiscal year 2011/12.

As no price increases or decreases were made on products, the increase in sales is primarily based on economies of scale. At 25.2%, the material usage ratio (ratio of cost of materials to total operating performance) remains at the level of the same period during fiscal year 2011/12.

The personnel usage ratio (staff costs to total output) increased from 26.8% during the same period in the previous year 2011/12, to 30.5% during the period under review. The increase can primarily be attributed to new hires in sales, production and development. Compared to the first half of fiscal year 2011/12, staff costs increased by a total of EUR 1.7 million.

Other operating expenses (EUR 9.2 million) rose only slightly compared to the previous year (prior year: EUR 8.9 million). They include revenue-dependent distribution expenses such as shipping and packaging costs, advertising



MOBOTIX AG new headquarter





## ... And Financial Position

and marketing expenses, travel and entertainment expenses, as well as expenses for temporary staff.

Earnings before interest, tax depreciation and amortization (EBITDA) (22.7% of total operating performance) amounted to EUR 9.4 million (prior year: EUR 11.3 million). Earnings before interest and taxes (EBIT) (17.9% of total operating performance) amounted to EUR 7.4 million (prior year: EUR 9.5 million), and net income amounted to EUR 5.0 million (prior year: EUR 6.7 million).

#### **Net Assets**

Development costs in the amount of EUR 0.4 million (prior year: EUR 0.5 million) were capitalized during the period under review. Property, plant and equipment decreased by EUR 0.3 million (-1.3%) to EUR 22.9 million. Capital expenditure on property, plant and equipment of EUR 1.1 million was offset by depreciation in the amount of EUR 1.3 million. The investments related primarily to investments in technical systems as well as operating and office equipment. Investments in technical systems consist largely of investments in injection molding tools and IT equipment.

Due to a reduction in the inventory of finished products, inventories decreased by EUR 0.5 million (-3.4%) to EUR 14.3 million compared to the beginning of the fiscal year.

Trade receivables increased by EUR 1.0 million to EUR 10.8 million compared to the reporting date of September 30, 2012, in particular due to the higher business volume at the end of the quarter in March 2013.

Other assets amounted to EUR 4.9 million (September 30, 2012: EUR 4.5 million) and comprised gold reserves at a carrying amount of EUR 3.6 million, tax refunds at EUR 0.7 million, and advance payments of EUR 0.2 million.

Cash and cash equivalents declined by EUR 5.0 million to EUR 6.7 million (September 30, 2012: EUR 11.6 million).

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## Interim Consolidated Management Report

## Results Of Operations, Net Assets ...

On the equity and liabilities side, equity declined by EUR 1.6 million to EUR 43.5 million due to the payment of the dividend. The equity-to-assets ratio increased from 67.3% to 69.5% as total assets decreased by EUR 4.4 million (6.5%). The number of treasury shares remained unchanged at 128,134 shares.

Due to tax payments for assessment periods 2011 and 2012, tax provisions decreased by EUR 2.8 million to EUR 1.6 million. The decrease in liabilities to banks resulted from the scheduled repayment of loans totaling EUR 0.6 million. At EUR 4.6 million (September 30, 2012: EUR 3.6 million), trade payables increased by EUR 1.0 million compared to September 30, 2012.

Other liabilities decreased by EUR 0.3 million to EUR 2.9 million compared to September 30, 2012.

Based upon the developments described above, the total assets of the MOBOTIX Group decreased by EUR 4.4 million to EUR 62.6 million (-6.5%) as of March 31, 2013 compared to September 30, 2012.

#### **Financial Position**

Cash flows from operating activities of the MOBOTIX Group amounted to EUR 3.9 million during the first half of fiscal year 2012/13 (prior year: EUR 8.5 million). The reason for the decrease was primarily tax payments of EUR 3.5 million for assessment periods 2011 and 2012. At EUR 1.5 million (prior year: EUR 2.2 million), net cash used for investing activities is primarily due to investments in property, plant and equipment. Cash paid for capital expenditure on property, plant and equipment amounted to EUR 1.1 million. The negative cash flow from financing activities of EUR 7.3 million (prior year: EUR 7.4 million) resulted in particular from the payment of a dividend of EUR 6.6 million. In addition, EUR 0.6 million was expended for the scheduled repayment of the loan.

The various cash flows generated during the reporting period resulted in cash and cash equivalents of EUR 6.7 million as of March 31, 2013. The Company's solvency was guaranteed at all times during the first half of fiscal year 2012/13. Due to the Company's creditworthiness, a number of financing options are available.



## ... And Financial Position

Non-current liabilities decreased by EUR 0.6 million to EUR 8.6 million compared to September 30, 2012. Non-current liabilities as a share of total assets of the MOBOTIX Group remained unchanged at 13.7%. As of the reporting date, current liabilities represented 16.8% of total assets, compared to 19.1% as of September 30, 2012.

The development of the Group's net assets, financial position and results of operations during the first six months of fiscal year 2012/13 reflects the expectations of the Management Board for the business development in this period, considering the current global economic developments, in particular the increased uncertainty in the markets associated with the European debt crisis, and considering the extraordinary events in the USA during the first quarter of the fiscal year.







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## Interim Consolidated Management Report

## Research And Development ...

#### **Research And Development**

Development activities were also further expanded during the first six months of fiscal year 2012/13. As of March 31, 2013, the MOBOTIX Group had 88 employees (by head-count) in its Development department. As in previous years, the primary development focus was on the creation of new hardware and software products as well as further optimization of the product functionality.

After the successful launch of the new MOBOTIX premium App (the mobile remote station for MOBOTIX cameras and door stations), in March 2013 the focus was on the development of the M15 (the follow-up model to the M12) and the development of more powerful follow-up models to existing cameras.

In addition, the foundation was laid for further product innovations in Development.

#### **Employees**

Nineteen new employees were hired during the first half of fiscal year 2012/13. As of March 31, 2013, the MOBOTIX Group had a total of 352 employees (excluding trainees and temporary staff, including members of the Management Board; by headcount) (September 30, 2012: 336 employees).



**Number Of Employees** 

384 (Head count incl. management board, trainees and temps)



## ... Employees

#### **Directors' Dealings**

During the period from October 1, 2012 to March 31, 2013, the following purchases or sales of shares were effected by members of the Management Board or Supervisory Board.

#### **Significant Events After The First Six Months**

No events of any significance occurred after the end of the first six months of fiscal year 2012/13.

		Date of	Type of	Stock	Number		
Name							€ Total volume
Prof. Dr. Gerten	Supervisory Board	Nov. 07, 2012	Donation	off-market	-2.400	0,00	0,00

#### **Changes In The Management Board**

In its meeting held on December 13, 2012, Supervisory Board of MOBOTIX appointed Mr. Klaus Gesmann as the Company's new Chief Financial

> Officer effective January 1, 2013. Mr. Lutz Coelen resigned from the Company as of December 31, 2012.

#### **Related Party Disclosures**

No other significant changes in transactions with related parties occurred during the period under review.



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## Interim Consolidated Management Report

## Risk Management ...

### **Opportunities And Risks Of Future Development And Outlook**

#### **Risk Management**

The MOBOTIX Group has implemented an adequate risk management system to ensure that risks are detected and mitigated at an early stage. The Group's risk management system is intended to identify, monitor, and control any risks that occur. In addition to risks that could jeopardize the Company's continued existence as a going concern, the system also records activities, events and developments that could significantly affect the future performance of the Company's business. As part of risk management, operational opportunities and risks are identified and managed over a period of one to three years. For strategic opportunities and risks, a correspondingly longer forecasting horizon is used.

Precautions are taken against typical business risks that could have a material influence on the Group's results of operations, net assets or financial position.

Based upon the information currently available, the MOBOTIX Group is not at present faced with any significant specific risks that, in and of themselves, would be likely to jeopardize the continued existence of the MOBOTIX Group.

The Company continues to refine its internal structures in line with its growth and to adapt them to the scale of its business. The Company plans additional measures to strengthen and improve quality management, the internal control system, and risk management.



#### **Material Risks**

Please refer to the Annual Report for the fiscal year 2011/12 for details of any material risks.

It is currently not possible to estimate how negatively the current debt crisis in Europe and the resulting upheavals in the capital markets will impact revenue and earnings growth in the long term. If a globally more widespread recession should result from these developments, this would of course have noticeable





## ... And Material Risks

impacts on the relevant market environment of MOBOTIX. It should be noted that repercussions in the form of delays in the implementation of projects as well as weak demand can already be seen in several European countries in particular.

During the period under review, the risk situation and risk management system did not deviate notably from that described in the Annual Report for fiscal year 2011/12. The Company sees no risks at the present time or in the future that would endanger the Company's continued existence or would have a material influence on its development. Technological innovation and further expansion of the distribution network are extremely important for the Group's sustained success.

#### **Opportunities And Outlook**

The high growth rates predicted for the medium and long term create the foundation for the Company's continued successful development. In addition to a rising awareness of security issues, market growth will be driven by the switch from analog to digital technology. If this switch should happen sooner than expected, additional opportunities could

arise for MOBOTIX. Factors that could lead to an acceleration include political initiatives that would improve the quality of security systems in the public sector.

The Management Board assumes that technological market drivers such as increasing image resolution in video systems and more complex security installations will favor the advantages of the decentralized technology approach. This has become particularly evident through the introduction of hemispheric technology (Q24). Several providers of hemispheric cameras have come on the scene in the meantime. Due to the generally centralized system architecture of the competitors, these cameras are, however, of poor quality and/or have lower performance. This would strengthen the MOBOTIX Group's competitive position and put pressure on the competition.

MOBOTIX is currently represented by partners throughout the world. A key factor for unleashing future growth potential involves pursuing a targeted expansion of the partner network. The successful expansion of the sales network holds the key to significant growth opportunities. The outstanding global market

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## Interim Consolidated Management Report

## Opportunities, Risks ...

position – particularly in the niche markets of high-resolution network cameras – provides the conditions for ongoing and thriving growth. With the introduction of the Digital Video Door Station T24, the focus is currently on the targeted global expansion of the distribution channels to include electrical wholesalers.

In terms of regions, key growth areas for the coming months will be in North America, South America and Asia.

The introduction of the hemispheric camera technology to the market has been very successful. The fact that the technology has established itself as a new type of camera in the market, and significant major competitors are still unable to offer any products or only offer products of inferior quality demonstrates the innovative strength of MOBOTIX AG. The introduction of the S14 camera line - a completely new type of camera, in a form that had been unprecedented in the market before - is also a clear sign of innovation power. With the MOBOTIX premium App, MOBOTIX offers its customers another important component for creating complete video security solutions. In particular with bandwidthoptimized remote access to live images and

recordings, the advantages of decentralized system architecture come into play. MOBOTIX will strengthen its competitive position in the coming months through additional product innovations in the area of video monitoring systems.

Considerable future potential is seen for the new Access Control & Communication product field, particularly the T24 digital door station. The systems currently available on the market are based on analog or hybrid technology in combination with a 4/5-wire or 2-wire cabling, and a centralized approach to technology. Digital systems based on IP networks basically represent a forward-looking innovation and a market novelty. In contrast to the competition, MOBOTIX AG offers purely digital products in combination with the proven, decentralized technology approach. The products of the new Access Control & Communications product segment will enable direct communication from the front door to the smart phone, regardless of where the user is currently located. This new IP-based technology is far ahead of today's systems and also allows the use of integrative door communications, video surveillance, alarm, access control and home automation from a single source via smart phone.



## ... And Outlook

A significant innovation is efficient access even via mobile phone networks with low data bandwidth. The Company is accordingly aiming to be the technology leader in this market segment.

The new S14 camera line with its miniature installation modules was launched at the end of June 2012, and it promises new market shares in the area of discreet monitoring. Moreover, the S14 is a camera system that has been specially optimized for use in the mobile sector for the transport market, and in this way expands the areas of application of the MOBOTIX camera systems.

The entry into the new product segment of Access Control & Communication and the associated lack of experience as to the possible speed of global market penetration on the one hand, as well as the rising uncertainty associated with the 'euro crisis' on the other hand, make it difficult to predict the outlook for the current fiscal year 2012/13 and the following year.

In light of the debt and financial crisis, a high degree of uncertainty and recessionary trends are likely to persist in the short term, particularly in Europe.

Considering the overall conditions mentioned above, and taking into account the results of the first half of the fiscal year, we expect continued revenue growth of approximately 5% and an EBIT margin of approximately 20% for fiscal year 2012/13.

The above forward-looking statements are of a purely predictive nature. The actual results may thus deviate substantially from these expectations.

Winnweiler-Langmeil, April 22, 2013

The Management Board

Dr. Ralf Hinkel • CEO MOBOTIX AG

Dr. Mågnus Ekerot • CSO MOBOTIX AG

Dr. Oliver Gabel • CTO MOBOTIX AG

Klaus Gesmann • CFO MOBOTIX AG





## **Income Statement ...**

	6 Months		2" Quarter		
otes	1.10.2012- 31.3.2013	1.10.2011- 31.3.2012	1.1.2013- 31.3.2013	1.1.2012- 31.3.2012	
(1)	41,410	40,375	21,340	19,584	
5	-294	199	-994	1,097	
(2)	369	475	186	298	
	41,485	41,049	20,532	20,979	
(3)	-10,464	-10,206	-4,906	-5,830	
	31,021	30,843	15,626	15,148	
(4)	-12,659	-10,998	-6,177	-5,385	
	-1,975	-1,760	-998	-873	
	274	296	136	33	
(5)	-9,222	-8,876	-4,455	-4,326	
	7,439	9,505	4,132	4,598	
	19	15	4	10	
	-236	-264	-116	-131	
	7,222	9,256	4,020	4,477	
(6)	-2,212	-2,557	-1,279	-1,293	
	5,010	6,699	2,741	3,184	
	5,010	6,699	2,741	3,184	
	0.38	0.51	0.21	0.24	
	1.10.0010	1 10 0011	11 2012	110010	
	31.3.2013	31.3.2012	31.3.2013	1.1.2012- 31.3.2012	
	5,010	6,699	2,741	3,184	
	-11	-4	-1	-2	
be	-11	-4	-1	-2	
	4,999	6,695	2,740	3,182	
	(3)	1.10.2012- 31.3.2013 (1) 41,410 (2) 369 41,485 (3) -10,464 31,021 (4) -12,659 -1,975 274 (5) -9,222 7,439 19 -236 7,222 (6) -2,212 5,010 5,010 0.38  1.10.2012- 31.3.2013 5,010 -11 (2) be -11	1.10.2012- 31.3.2013         1.10.2011- 31.3.2012           (1)         41,410         40,375           (2)         369         475           41,485         41,049           (3)         -10,464         -10,206           31,021         30,843           (4)         -12,659         -10,998           -1,975         -1,760           274         296           (5)         -9,222         -8,876           7,439         9,505           19         15           -236         -264           7,222         9,256           (6)         -2,212         -2,557           5,010         6,699           5,010         6,699           0.38         0.51           1.10.2012- 31.3.2013         31.3.2012 31.3.2012           5,010         6,699           -11         -4           0 be         -11           -4         -4	Interview         1.10.2012- 31.3.2013         1.10.2011- 31.3.2013         1.1.2013- 31.3.2013           (1)         41,410         40,375         21,340           (2)         369         475         186           41,485         41,049         20,532           (3)         -10,464         -10,206         -4,906           31,021         30,843         15,626           (4)         -12,659         -10,998         -6,177           -1,975         -1,760         -998           274         296         136           (5)         -9,222         -8,876         -4,455           7,439         9,505         4,132           19         15         4           -236         -264         -116           7,222         9,256         4,020           (6)         -2,212         -2,557         -1,279           5,010         6,699         2,741           0.38         0.51         0.21           1.10.2012- 31.3.2013         31.3.2012 31.3.2013         31.3.2013 31.3.2013           5,010         6,699         2,741           -0         -1         -4         -1           -2	

**6 Months** 

2<sup>nd</sup> Quarter

Profit attributable to shareholders of MOBOTIX AG

6,695

4,999

2,740

3,182



# ... Statement Of Financial Positions

EUR '000s	see notes	Mar. 31, 2013	Sept. 30, 2012
Intangible assets	(7)	2,036	2,233
Property, plant and equipment	(8)	22,853	23,158
Other investments		4	0
Prepaid expenses		47	56
Deferred tax assets		291	218
Non-current assets		25,231	25,665
Inventories	(9)	14,304	14,810
Trade receivables		10,818	9,834
Receivables from affiliated companies		25	0
Other assets		4,930	4,543
Cash and cash equivalents		6,688	11,648
Prepaid expenses		596	466
Current assets		37,361	41,301
ASSETS		62,592	66,966
Subscribed capital		13,271	13,271
Statutory reserves		77	77
Capital reserves		818	818
Treasury shares		-1,798	-1,798
Accumulated other comprehensive income		15	26
Profit or loss carried forward		26,101	18,981
Profit for the period		5,010	13,691
Equity	(10)	43,494	45,066
Liabilities to banks	(13)	7,966	8,468
Deferred tax liabilities		610	670
Non-current liabilities		8,576	9,138
Tax provisions	(11)	1,629	4,478
Other provisions	(12)	253	245
Liabilities to banks	(13)	1,164	1,164
Trade payables		4,553	3,602
Other liabilities	(14)	2,923	3,272
Current liabilities		10,522	12,762
EQUITY AND LIABILITIES		62,592	66,966

Total Assets € 62.6m (-6.5%)

# **Statement Of Cash Flows...**

EUR '000s	Oct. 1, 2012- Mar. 31, 2013	Oct. 1, 2011- Mar. 31, 2012
Profit before tax for the period	7,222	9,256
+ Net interest income or expense	216	250
<ul> <li>Depreciation and amortization of property, plant and equipment, and intangible assets</li> </ul>	1,975	1,760
+ Interest received	19	13
+ Increase in other provisons	8	10
+/- Loss/profit on disposal of non-current assets	41	-13
+ Other non-cash expenses	9	9
Operating profit before changes in working capital	9,490	11,285
<ul> <li>Increase in inventories, trade receivables and other assets not attributable to investing or financing activities</li> </ul>	-1,030	-1,273
+ Increase in trade payables and other liabilities not attributable to investing or financing activities	600	159
Cash flow from operating activities before tax	9,060	10,171
- Income tax paid	-5,194	-1,645
Cash flow from operating activities	3,866	8,526
- Cash paid for purchases of property, plant and equipment	-1,092	-1,897
- Cash paid for purchases of intangible assets	-438	-523
+ Cash received from subsidies	-4	0
+ Proceeds from sales of current available-for-sale financial assets	0	230
+ Cash received from disposals of property, plant and equipment	16	26
Cash flow from investing activities	-1,518	-2,164
- Dividends paid	-6,571	-6,601
- Cash received from borrowings	-582	-582
- Interest paid	-155	-170
Cash flow from financing activities	-7,308	-7,353
Net change in cash and cash equivalents	-4,960	-991
Effect of exchange rate and other changes on cash and cash equivalents	0	1
Cash and cash equivalents at the beginning of the reporting period	11,648	6,994
Cash and cash equivalents at the end of the reporting period	6,688	6,004



# ... Changes In Equity

EUR '000s	Subscribed capital	Statutory reserves	Capital reserves	Treasury shares	Accumulated other comprehensive income	Profit or loss carried forward	Result for the period	Total
Balance as of Oct. 1, 2011	4,424		9,665	-778	36	25,659	0	39,006
Dividend payment						-6,601		-6,601
Capital increase from reserves	8,847		-8,847					0
Currency translation					-4			-4
Profit for the period							6,699	6,699
Balance as of Mar. 31, 2012	13,271		818	-778	32	19,058	6,699	39,100
Currency translation					-6			-6
Purchase of treasury shares				-1,020				-1,020
Profit for the period							6,992	6,992
Allocation to statutory reserves		77				-77		0
Balance as of Sep. 30, 2012	13,271	77	818	-1,798	26	18,981	13,691	45,066
Balance as of Oct. 1, 2012	13,271	77	818	-1,798	26	32,672	0	45,066
Dividend payment						-6,571		-6,571
Currency translation					-11			-11
Profit for the period							5,010	5,010
Balance as of Mar. 31, 2013	13,271	77	818	-1,798	15	26,101	5,010	43,494

For a more detailed explanation concerning changes in equity, please refer to section (10) of the Notes to the Condensed Consolidated Financial Statements.

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### **Interim Consolidated Financial Statements**

### Condensed Notes ...

# Condensed Notes Of March 31, 2013

### 1. General Information

MOBOTIX AG was established on June 21, 1999. Since September 30, 2009, the Company's registered office has been in Winnweiler-Langmeil (Kaiserstrasse, 67722 Winnweiler-Langmeil).

MOBOTIX AG is a European technology leader and system provider in the production of high-resolution digital, network-based video security systems, video management software and systems accessories. The core technology of MOBOTIX AG is its proprietary, internally manufactured, fully digital network cameras.

MOBOTIX products are sold worldwide primarily via distributors, qualified systems integrators and specialist retailers.

The fiscal year of MOBOTX AG begins on October 1 of one year and ends on September 30 of the following year.

#### 2. Basis Of Presentation

The consolidated interim financial statements of MOBOTIX AG as of March 31, 2013 have been prepared in accordance with all International Financial Reporting Standards (IFRSs), International Accounting Standards (IASs), and interpretations of the International Financial Reporting

Interpretations Committee and the Standing Interpretations Committee (IFRIC / SIC) that have been adopted by the European Union and are applicable to the fiscal year 2012/13.

The accounting policies applied in the consolidated interim financial statements as of March 31, 2013, which have been prepared on the basis of IAS 34 "Interim Financial Reporting," are essentially the same as those used in the consolidated financial statements, for the fiscal year 2011/12.

These consolidated interim financial statements include a breakdown of the changes in equity without effect on income, in connection with the statement of comprehensive income, into such components which are to be reclassified into the income statement in future periods, and those which may not be reclassified (Amendments to IAS 1 - Presentation of Items of Other Comprehensive Income).

The condensed consolidated interim financial statements for the period under review have been reviewed by KPMG AG, Wirtschafts-prüfungsgesellschaft. This interim report is also consistent with German accounting standard No. 16 on interim financial reporting (GAS 16) issued by the German Accounting Standards Committee (GASC).



For further information on the accounting policies applied, please refer to the consolidated financial statements for the year ended September 30, 2012.

Unless stated otherwise, all figures in the condensed consolidated financial statements are stated in thousands of Euro (EUR '000s). The translation of Euro into thousands of Euro may give rise to rounding differences of plus or minus one unit (EUR '000s or percent).

#### **Basis Of Consolidation**

The basis of consolidation used by MOBOTIX AG for the six-month period ended March 31, 2013 is the same as that used in the consolidated financial statements for the fiscal year ended September 30, 2012 and in the period of the prior year. MOBOTIX Corp. has been retroactively included in the consolidated financial statements of MOBOTIX AG from the date in 2003 when MOBOTIX Corp. was established. MOBOTIX Ltd., Nottingham, United Kingdom, and MOBOTIX DO BRASIL Ltda., São Paulo, Brazil, have not been included in the consolidated financial statements as they are not material to the consolidated financial statements of MOBOTIX AG.

### 3. Notes To The Income Statement

### (1) Revenue

A breakdown of revenue by region and product line is presented as part of the segment information.

### (2) Other Own Work Capitalized

Other own work capitalized in the first six months of fiscal year 2012/13 refers primarily to development costs capitalized in the amount of €369 thousand (prior year: €475 thousand).

#### (3) Cost Of Materials

EUR '000s	Oct. 1, 12- Mar. 31, 13	Oct. 1, 11- Mar. 31, 12
Cost of raw materials, supply and merchandise	10,326	10,070
Cost of purchased services	138	136
Total	10,464	10,206

Cost of materials comprises any materials used for the production of cameras. This item also comprises to a small extent expenses for purchased services, which include expenses for outsourced manufacturing activities.

### Condensed Notes ...

### (4) Staff Costs

EUR '000s	Oct. 1, 12- Mar. 31, 13	Oct. 1, 11- Mar. 31, 12
Wages and salaries	11,156	9,654
Social security	1,503	1,344
Total	12,659	10,998

The rise in staff costs reflects in particular the increase in the workforce. In the first six months of 2012/13, the Company employed 329 persons in full-time equivalent positions (prior year: 286) (excluding trainees and temporary staff, including Management Board members). As of the reporting date, the Company employed 352 (prior year: 305) persons (excluding trainees and temporary staff, including Management Board members; by headcount).

### (5) Other Operating Expenses

At EUR €9,222 thousand (prior year: €8,876 thousand), other operating expenses are roughly at the level of the prior year and include all expenses that cannot be assigned to other items. They include in particular the cost of marketing, trade fairs and exhibitions, shipping and packaging, legal and consulting fees, as well as premises and maintenance.

### (6) Income Taxes

Income taxes can be broken down as follows:

EUR '000s	Oct. 1, 12- Mar. 31, 13	Oct. 1, 11- Mar. 31, 12
Current taxes	2,345	2,540
Deferred taxes	-133	17
Total	2,212	2,557

The tax rate applicable as of March 31, 2013 was 30.6% (prior year: 27.6%).



### 4. Notes To The Statement Of Financial **Positions**

### (7) Intangible Assets

The cost of developing camera housings, electronics and software projects was capitalized at cost in the amount of EUR 369 thousand during the first half of fiscal year 2012/13 (prior year: EUR 475 thousand). At EUR 4,655 thousand, the development costs capitalized as of March 31, 2013 (September 30, 2012: EUR 4,287 thousand) comprise all costs directly attributable to development projects. Accumulated amortization and impairment amounted to EUR 2,743 thousand as of March 31, 2013 (September 30, 2012: EUR 2,171 thousand). The development projects are amortized on a uniform, straightline basis over a period of three years following completion.

### (8) Property, Plant And Equipment

Additions to property, plant and equipment of €1,091 thousand primarily relate to subsequent manufacturing costs for the construction of the new production hall at the Langmeil location, costs for tools as well as operating and office equipment.

#### (9) Inventories

Inventories are composed of the following:

EUR '000s	Dec. 31, 11	Sep. 30, 11
Raw materials and supplies	6,241	6,453
Work in progress	4,652	4,514
Finished goods	3,411	3,843
Total	14,304	14,810

The decrease in inventories was caused by measures targeted at reducing the capital commitment in the quarter.

### (10) Equity

Please refer to the statement of changes in equity for an overview of the development of equity.

The Annual General Meeting of MOBOTIX AG, Winnweiler-Langmeil, held on December 20, 2012 resolved to pay out a dividend in the amount of EUR 1.50 per share for fiscal year 2011/12. This corresponds to a dividend of EUR 6,571 thousand. The treasury shares held by the Company do not carry dividend rights. The dividend was paid out on December 21, 2012.

### Condensed Notes ...

By resolution of the Annual General Meeting of September 30, 2009, the Management Board was authorized to acquire treasury shares of the Company until September 30, 2014. The shares to be acquired based on this authorization combined with other shares of the Company, which the Company has already acquired or still possesses, may not exceed more than 10% of the Company's share capital at the time of the resolution or its exercise, accordingly 1,327,143 shares (number after the share split).

The Management Board of MOBOTIX AG adopted on July 15, 2010 to utilize the authorization of the Annual General Meeting of September 30, 2009 to acquire treasury shares pursuant to Section 71 (1) No. 8 AktG in the amount of up to 45,000 shares (number after the share split). The repurchase program was started on July 19, 2010.

Furthermore, the Management Board of MOBOTIX AG adopted on October 5, 1010 to change the conditions of the current share repurchase program to make it possible to acquire up to 150,000 shares (number after the share split).

On May 4, 2012, the Management Board of MOBOTIX AG decided to assume the resume the repurchase of share under the share buyback program adopted on July 15, 2010 and expanded on October 5, 2010 at a price not exceeding EUR 24.

The acquisition may be effected as a purchase via the stock exchange or through a public tender offer to all shareholders. In order to simplify the purchase process, should the number of tendered shares exceed the total number of shares the company plans to purchase during a publicly issued purchase offer, the purchase can be carried out under suspension of the shareholders' right to sell based on the amount of shares tendered.

While also under suspension of the shareholders' right to sell, this simplification also serves to give preference to smaller amounts of shares of up to 300 shares tendered per shareholder.

Furthermore, with the consent of the Supervisory Board, the Management Board is authorized to use the treasury shares acquired under the authorization also for purposes for which the subscription rights of existing shareholders are excluded.





As of March 31, 2013, the Company had 128,134 treasury shares. The treasury shares deducted from shareholders' equity are recognized at cost.

During the period under review, the weighted number of shares outstanding was 13,143,308 (prior year: 13,201,395).

### (11) Tax Provisions

The tax provisions of EUR 1,629 thousand (September 30, 2012: EUR 4,478 thousand) include provisions for municipal trade tax, corporation tax, and the solidarity surcharge for the assessment periods 2012 and 2013. The decline compared to September 30, 2012 is primarily due to tax payments for the years 2011 and 2012.

#### (12) Other Provisions

The other provisions primarily include provisions for warranties.

#### (13) Liabilities To Banks

Loans in the amount of EUR 582 thousand were repaid as scheduled during the first six months of fiscal year 2012/13.

#### (14) Other Liabilities

The other liabilities have terms of less than one year. They primarily comprise personnel liabilities.

# Other DisclosuresMaterial transactions and legal

### relationships with related parties

During the period under review, no changes of any significance occurred with regard to transactions with related parties in comparison with fiscal year 2011/12.

# Segment Information For The Six-Month Period From October 1, 2012 To March 31, 2013

No definable business segments exist within MOBOTIX AG, the operating results of which are regularly reviewed by the Management Board with regard to decisions concerning the allocation of resources to these business segments or the measurement of the profitability. Due to internal structures and its size, resource allocation management within the MOBOTIX Group takes place based on sales revenues, primarily according to regions, but also according to product lines. Profitability ratios or earnings statements are only prepared on the level of the entire company. Thus, no separate financial information is

# Responsibility Statement ...

calculated for definable business segments. In this respect, no reportable segments exist in terms of IFRS 8.

Revenue by product line is broken down as follows:

EUR' 000s	Oct. 1, 12- Mar. 31, 13	Oct. 1, 11- Mar. 31, 12
Fixed Cams	17,229	19,369
Dome Cams	22,345	19,141
Other	1,836	1,865
Total	41,410	40,375

Revenue by region is broken down as follows:

EUR' 000s	Oct. 1, 12- Mar. 31, 13	Oct. 1, 11- Mar. 31, 12
Germany	10,113	10,342
Rest of Europe	14,163	14,610
Rest of the world	17,134	15,423
Total	41,410	40,375

The Company's product lines have not changed significantly compared to September 30, 2012.

No single customer generates more than 10% of total revenue.

Winnweiler-Langmeil, April 22, 2013

The Management Board

Dr. Ralf Hinkel • CEO MOBOTIX AG

Dr. Magnus Ekerot • CSO MOBOTIX AG

Dr. Oliver Gabel • CTO MOBOTIX AG

Vlaus Gosmana CEO MOROTIV AG

### **Responsibility Statement**

To the best of our knowledge, we hereby affirm that, pursuant to the generally accepted accounting principles for interim reporting, the consolidated financial statements give a true and fair view of the net assets, financial position and the results of operations of the Group, that the Interim Report presents the development of the Group's business, including its performance and situation, in such a way that it is a true and fair reflection, and that it describes the major risks and opportunities inherent in the development of the Group during the remaining financial year.

Winnweiler-Langmeil, April 22, 2013

The Management Board

Dr. Ralf Hinkel • CEO MOBOTIX AG

Dr. Magnus Ekerot • CSO MOBOTIX AG

Dr. Oliver Gabel • CTO MOBOTIX AG

Klaus Gesmann • CFO MOBOTIX AG

# Independent Auditors' ...

### **Review Report**

To MOBOTIX AG, Winnweiler-Langmeil

We have reviewed the Condensed Interim Consolidated Financial **Statements** the MOBOTIX AG, Winnweiler-Langmeil comprising a statement of financial positions, an income statement, a statement of comprehensive income, a statement of cash flows, a statement of changes in equity and condensed notes - together with the Interim Management Group Report MOBOTIX AG, Winnweiler-Langmeil, for the period from October 1, 2012 to March 31, 2013 that are part of the quarterly financial report according to § 37w WpHG ("Wertpapierhandelsgesetz": "German Securities Trading Act"). The preparation of the Condensed Interim Consolidated Financial Statements in accordance with those IFRS applicable to interim financial reporting as adopted by the EU, and of the Interim Group Management Report in accordance with the requirements of the WpHG applicable to interim group management reports, is the responsibility of the Company's management. Our responsibility is to issue a report on the Condensed Interim Consolidated Financial Statements and on the Interim Group Management Report based on our review.

We performed our review of the Condensed Interim Consolidated Financial Statements and the interim group management report in accordance with the German generally accepted standards for the review of financial statements promulgated by the Institut der Wirtschaftsprüfer (IDW). Those standards require that we plan and perform the review so that we can preclude through critical evaluation, with a certain level of assurance, that the Condensed Interim Consolidated Financial Statements have not been prepared, in material aspects, in accordance with the IFRS applicable to interim financial reporting as adopted by the EU, and that the interim group management report has not been prepared, in material aspects, in accordance with the requirements of the WpHG applicable to interim group management reports. A review is limited primarily to inquiries of company employees and analytical assessments and therefore does not provide the assurance attainable in a financial statement audit. Since, in accordance with our engagement, we have not performed a financial statement audit, we cannot issue an auditor's report.



# ... Review Report

Based on our review, no matters have come to our attention that cause us to presume that the Condensed Interim Consolidated Financial Statements have not been prepared, in material respects, in accordance with the IFRS applicable to interim financial reporting as adopted by the EU, or that the interim group management report has not been prepared, in material respects, in accordance with the requirements of the WpHG applicable to interim group management reports.

Saarbrücken, April 24, 2013

**KPMG AG** 

Wirtschaftsprüfungsgesellschaft

Geis-Sändig Palm

Auditor Auditor

# Technical Glossary ...

CCD Image sensor Charged Coupled Device; a light sensitive hardware

component

CIF Common Intermediate Format, an image compression format

CMOS image sensor Complementary Metal Oxide Semiconductor - a light sensitive hardware

component

CPU Central Processing Unit

DVR Digital Video Recorder

Fixdome Camera without any mechanical moving parts, inside a dome housing

HDTV High Definition TV

HiRes High Resolution

IP network Data network based on Internet protocols

IP standard Standardized network protocol

JPEG format A lossy image data format which reduces the file size by compressing the

same or similar image content.

LAN Local Area Network; local network

Control center computer The computer at a central control center that enables the information

supplied by the camera to be handled

Megapixel Image size of more than 1 million pixels

MPEG format Video format for creating data steams for streaming images, defined by

the Motion Picture Experts Group

SD Card SD Memory Card (short for Secure Digital Memory Card) is a digital

memory device that works according to the principle of flash memory,

such as a USB card

TCP/IP protocol Transmission Control Protocol/Internet Protocol

Video server Central storage unit for video images or video streams

VoIP Voice over IP; standard for voice transmission via IP networks

www.mobotix.com



# Financial Glossary ...

EBITDA Earnings before interest, taxes, depreciation and amortization

EBITDA margin EBITDA divided by total output multiplied by 100 (the higher the percentage,

the higher the financial performance)

EBIT Earnings before interest and taxes

EBIT margin EBIT divided by total output multiplied by 100 (the higher the percentage,

the higher the financial performance)

Total output Revenue plus/minus changes in inventories plus other own work

capitalized

Gross profit Total output less cost of materials

Dividend yield Dividend divided by share price multiplied by 100

Equity-to-assets ratio Equity as reported on the balance sheet divided by total assets multiplied

by 100 (the higher the figure, the lower the debt-to-equity ratio)

Free float Shares of a public listed company that are freely available to the investing

public

Market capitalization Number of shares multiplied by share price

# **Disclaimer**

### Disclaimer ...

#### **Disclaimer**

This financial report contains MOBOTIX AG statements and information which relate to future periods. Such future-oriented statements may be recognised from wording such as plan, expect, intend, endeavour, will, estimate, assume, aim at or similar such terms. Statements of this kind have been made on the basis of current circumstances and current expectations and may differ considerably from the actual development both to positive and negative effect. The following factors, amongst others, may give rise to uncertainties: changes to the overall economic situation both nationally and internationally, changes to the underlying political situation, the introduction of new products or technologies by other companies, changes to investment activities in the customer markets important to MOBOTIX AG, changes to exchange rates and interest rates, integration of acquired companies along with other factors. MOBOTIX AG does not accept any obligation over and above existing legal obligations to correct or update future-oriented statements.

This is an English translation of the German original. Only the German version is binding. The financial reports from MOBOTIX AG are available as pdf files on the homepage (www.mobotix.com).



# ... Financial Calendar And Contact

### Financial Calendar 2012/13

Announcement of the Nine-Month Report 2012/13

August 22nd, 2013

Announcement of the Annual Report 2012/13

November 12th, 2013

Annual General Meeting of the Shareholders 2012/13 (expected)

December 19th, 2013

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#### **MOBOTIX AG**

**Investor Relations** 

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Design experts OBOTT New MOBOTIX D14 Donoass Arena (Ukrair - Security In A UEF MOBOTIX Hemisphe 6.2 Megapixels honDualDome Camera With Camera in the red dot awa **Certified Stadium** roduct design 2009 The new weatherproof and shock-resistant The Donbass Arena in Ukraine was o one of the most MOBOTIX D14 DualDome camera with ned on August 29, 2009 with a sensation MOBOTIX D14 DualDonic values of a sensation of the sense owned and hardest 6,2 megapixels is a more powers. With the two esident himself. This arena was the ve rnational design reddot design award separately adjustable cannot honourable mention 200 ach with 3,1 megapixels, the D14 offers a scene since the Easter European foor ariety of ways to examine a scene since the The Only IP Video Door Starwo modules can be ball stadiun In The World Featuring Allro combined to create to fulfill \* **\*** th View Without Any Blind St has a digital PTZ **UEFA** criteria two-wire info n FlexMount

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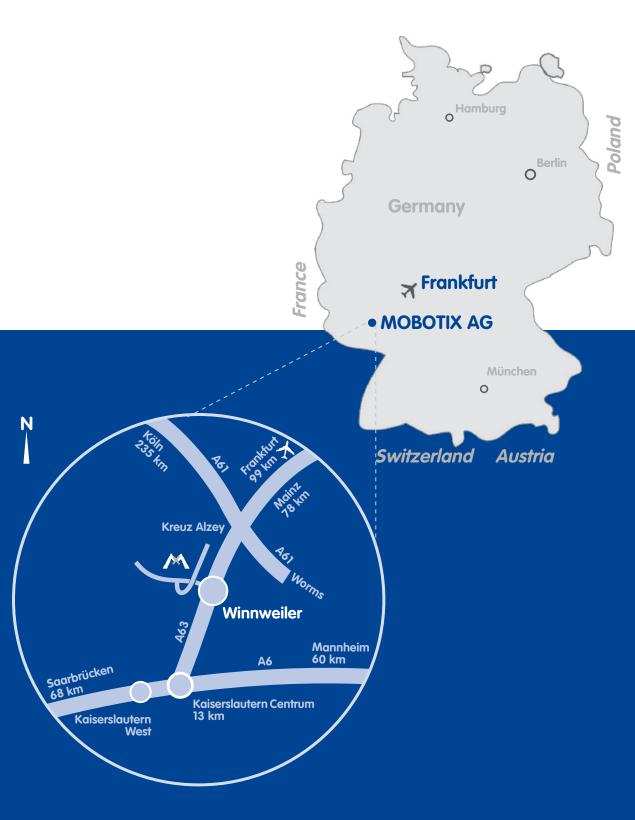
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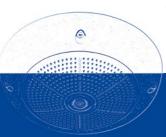
www.mobotix.com



... the HiRes Video Company

Security-Vision-Systems





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