# MOBOTIX AG Nine-Month Report

1 October 2011 to 30 June 2012



experts MOBOTIX Hemispk.2 Megapixels New MOBOTIX h DualDome Camera With Camera in the red dot aw Product design 2009 one of the most lowned and hardest

ernational design

The new weatherproof and shock-resistant MOBOTIX D14 DualDome camera with

6.2 megapixels is a more powerful successor model of the D12 camera. With the two model of the D12 camera modules, separately adjustable camera modules, separately adjustable camera modules, the award, the Hemispher mention 20 ach with 3,1 megapixels, the D14 offers a company of the mention 20 ach with 3,1 megapixels.

on award, the Hemispheric Camera t ariety of ways to examine a scene since the the IFRS financial statements) for the first months of fiscal year 2010/11 (July 1997). OTIX has just received an honourable on from the top-class expert iury. Wit one image. The D14 \* (1) The Only IP Video Door Stahas a digital PTZ In The World Featuring Allround no mechanical

View Without Any Blind Sp. loving parts. And With Worldwide Connectionpressive 6.2 Megapixels

MOBOTIX released the Equipped with 90° wide angle and IP Video Door Station on lenses, the camera can for example, m December 2011. In addition a scene entirely and, at the same time the video door intercom, MO-ele lens can record portrait photos in BOTIX also released the RFID f the entrance area. The two 90°

telephony standard enables the ser to establish a direct connection from the oor Station to any VoIP phone or any comter or smartphone.

Security In A UEFATor

is means that with appropriate network rastructure, the user can establish nection, resolution 3.1 pixel video system with emispheric version, lipnchronous sound and weatherfully bust, roof housing

IOBOTIX, acturer of complete, igh-resolution video systems, presents the new M24M Allround camera. This

successful M22M has a new microproces to evacuate the entire stadium, which and a modified system platform, which bles smooth video frame rates of up to fps, even at a megapixel resolution.

access module (Keypad), the ven allow a 180° recording, for extending the continue of the cont Security Door Opener and the vhen monitoring an entire parking lo two-wire network module (Mx- one camera installed on the wall. And 2wire info module). The new IP the digital consor switching function, Donbass Arena (Ukraine) sof the participants.

**Certified Stadium** The Donbass Arena in Ukraine was opened on August 29, 2009 with a sensational party which was attended by the Ukrainian e-day president himself. This arena was the very nning

first

ball

for

fulfill

hip. The most important factor is alwayBOTIX has presented its IP network ensure maximum security for the gue meras at the GDSF, the Global Digital In an emergency, it would take 8 mir urveillance Forum in Shanghai, at the end of 51,504. "We want our visitors to fe here and to enjoy their stay. For this we rely on cutting-edge security logy," says stadium manager

MOBOTIX Expands Its Range Of Training Courses In All Aspects Of Complete **IP Video Systems** 

EBIT margin significantly

Dates For New Software And Hardware Seminars Plus A Beginners Workshop

AG achie 37% sales growth in a

first nine months of fisc

MOBOTIX AG (ISIN DE000521830

system provider of high-resolution an

network-based video security system

ne months of fiscal year 2010/11 (July ) March 31, 2011). Both sales growth and

year 2010/11

Winnweiler/Langmeil, Germany, 3 Marc 2011. MOBOTIX, manufacturer of complete high-resolution IP video systems, ha extended its seminar program for 2011 ar

and

3tu-

Eastern ion (VPI)' workshop is intended European foot- . Attendees learn how to prop stadium ojects with MOBOTIX car the in relation to both commercial

UEFA criteria 1 aspects Around the Glob tadium and will host an important venue it at the largest exhibitions around the elite int to East, United States - MOBOTE or the 2012 European Football Champio e almost simultaneously. For the first time

> August and at GITEX in Dubai, the third largest IT expo worldwide at the beginning of September. While not a newcomer at the ISC East in New York, MOBOTIX' participation at this exposition also proved to be a main



# ... Letter To The Shareholders



#### Dear Shareholders,

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 located at that moment. The IP-based technology, which was developed in-house, is far ahead of current systems, and in addition will make it possible to integrate door communication, video monitoring, alarm systems, access control and home control from a single source via iPhone and iPad. Another significant innovation is efficient access via mobile phone networks with low data bandwidth.

Some components, such as display terminal and the App, have not yet gone into full production, so they can be used currently only via video-IP phones and not the smartphone. In April, both new key components have already been very successfully introduced at the Light+Building trade fair. The first systems are already being installed in large apartment buildings.

The new S14 camera line with its miniature installation modules was launched at the end of June 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 sales organization was optimized for further growth in the last twelve months. The restructuring had a temporary influence on revenue growth in the last quarters. In Germany, a turnaround can already be seen. Here, revenue in the first three quarters of the fiscal year increased by 22% compared to the first three quarters of fiscal year 2010/11.

In light of the debt and financial crisis, noticeable restraint can be seen in the Mediterranean countries of Europe. The uncertainty in these markets makes a forecast very difficult. On the other hand, the weak euro contributes to expansion in the American and Asian markets and will bring further growth. Altogether, growth in Europe is in fact slightly positive; however, the development in the months to come continues to be uncertain due to the financial crisis.

For the following fiscal year, we expect that the restructured sales structure and the new product segment Access Control & Communication as well as the new S14 camera line will bring continued robust growth in revenue and EBIT.

Dr. Ralf Hinkel • CEO MOBOTIX AG

Note: Because of the fiscal year changeover and the three-month short fiscal year in the last year, the year-on-year comparison is not calendar-based but is instead quarterly-based. This means that in addition to the comparsion with the short fiscal year, which does not supply meaningful information but is necessary for accounting reasons, the current fiscal year (October 1, 2011 to September 30, 2012) will also be compared with the last complete fiscal year (July 1, 2010 to June 30, 2011).

# **MOBOTIX Close Up ...**

#### **Content**

Letter To The Shareholders	1
MOBOTIX At A Glance	3
Highlights 2011/12	4
Company Profile	5
The MOBOTIX Concept	6
MOBOTIX Cameras In Operation Throughout The Globe	8
The MOBOTIX Technology	10
The MOBOTIX Storage Technology	12
MOBOTIX Shares	14
Interim Consolidated Management Report	18
Business And Market	18
Results Of Operations, Net Assets And Financial Position	22
Research And Development	26
Employees	26
Changes In The Board Of Management	26
Director's Dealings	27
Significant Events After The First Nine Months	27
Opportunities And Risks Of Future Development And Outlook	28
Interim Consolidated Financial Statements	34
Consolidated Income Statement, Consolidated Statement Of Comprehensive Income (Loss)	34
Consolidated Statement Of Financial Position	35
Consolidated Statement Of Cashflows	36
Consolidated Statement Of Changes In Equity	37
Notes To The Consolidated Financial Statements	38
Responsibility Statement	44
Independent Auditors' Review Report	46
Further Information	48

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# ... Or At A Glance

<b>9 months</b> (October 1, 2011 to June 30, 2012, prior year: July 1, 2010 to March 31, 2011)	2011/12	2010/11	Delta %
Financial performance	€′000s	€′000s	
Total Output	61,816	54,169	+14.1
Revenue	59,709	51,399	+16.2
Thereof outside of Germany (in %)	74.0	75.3	
EBITDA	15,599	14,784	+5.5
EBITDA as % of total output	25.2	27.3	
EBIT	12,909	12,656	+2.0
EBIT as % of total output	20.9	23.4	
Profit before tax	12,542	12,302	+2.0
Return on revenue in % before tax	21.0	23.9	
Profit for the period	9,066	8,671	+4.6
Cash flow from operating activities	11,576	9,308	+24.4
Financial position	June 30, 2012	Sep. 30, 2011	
Equity	40,912	39,006	+4.9
Equity-to-assets ratio in %	65.6	66.1	
Total assets	62,367	59,027	+5.7
Non-current assets	25,713	24,876	+3.4
Current assets	36,654	34,151	+7.3
Thereof cash and cash equivalents	7,008	6,994	+0.2
Employees			
Number of employees (Reporting date)	356 <sup>(1)</sup>	300(1)	+21.9
Revenue per employee	204 <sup>(2)</sup>	210 <sup>(3)</sup>	-2.9
EBIT per employee	44 <sup>(2)</sup>	52 <sup>(3)</sup>	-15.4
Key figures per share (in EUR)			
Earnings per share (EPS) <sup>(4)</sup>	0.69	0.66	-4.5
Dividend (after the share split)	0.50	0.33	+50.0
Cash flow as per DVFA/SG <sup>(4)</sup>	0.89	0.83	+7.2

Including trainees and temporary staff, 4 members of the Management Board; by headcount.
 Based on an average of 293 employees.
 Based on an average of 245 employees.

<sup>4)</sup> Based on an average of 13.200 (previous year 13.221) million shares (after the share split).

# Highlights 2011/12 ...

October 2011: MOBOTIX earns first place in Germany's "Top 100 - Small and Medium-Sized

Business Ranking 2011" and prevails against 1,600 companies particularly through

dynamic growth and a consistent expansion strategy.

**November 2011:** MOBOTIX conducts a share spilt in the ratio 1:3 to further increase the attractiveness

of the MOBOTIX share in particular for private investors.

December 2011: The IP Video Door Station T24 is available as complete version. In addition to the

video door intercom, the RFID access module (Keypad), the Security Door Opener and the two-wire network module (Info Module Mx2wire+) are now available.

**January 2012:** With total revenue of € 20.8 million and an export ratio of 74%, MOBOTIX looks back

on a successful first quarter.

**February 2012:** Anniversary in Antarctica: Under the most extreme weather conditions, MOBOTIX

cameras monitor the radio telescope of the German Antarctic Receiving Station O'Higgins to ensure proper continuous functioning of the radio telescope - now for

ten years.

March 2012: With the D14D, MOBOTIX launches an update of the successful DualDome camera

D14 on the market. This camera offers high image quality even in poor lighting conditions thanks to two camera modules mounted parallel to each other with two lenses and 6.2 megapixel dual sensor technology. The integrated vandalism sensor

detects forced manipulation immediately.

**April 2012:** At Light+Building in Frankfurt, MOBOTIX present at their own stand the world's

first S14 FlexMount in addition to the extensive product range including the most updated version of the dual dome camera D14, a prototype of the T24-Display with

touchscreen as well as new accessories.

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 scenario

**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 300 employees, and an export share of over 70%, MOBOTIX has achieved a 7% 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 a 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.

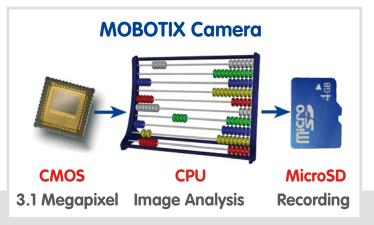
#### Why High-Resolution Systems?

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



**MOBOTIX System** Decentral and secure





Recording

PC as storage

#### **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 ...

#### **World Cup Football Stadiums In Qatar**

To guarantee security in the stadiums during the FIFA World Cup in Qatar in 2022, MOBOTIX has already equipped four of the completed or renovated World Cup arenas with IP video systems and managed to successfully compete against international rivals in the bidding process. The installations were completed already in late 2010 so the system could be tested in January 2011 during the Asian Cup of the Asian Football Confederation (AFC).



Altogether about 600 cameras were installed from the model series M12, DualDome Camera D12, both with day and night sensors, as well as the hemispheric camera

Q24 with a continuous 360 degree allround view. About 200 Mx2wire Media Converters were installed so that the existing cable structure could be used to save costs. The included MxControlCenter software, which MOBOTIX offers free of charge, was used in all four stadiums for professional video management. Thanks to the positive experiences, additional projects are already in the planning stage.

#### **Barwa Financial District**

The Barwa Financial District (BFD) is an office and retail complex currently under construction in Doha, Qatar. Nine skyscrapers with offices, a shopping mall, a 5-star hotel and a mosque will be located on the property measuring 670,000 square meters. The buildings will have an average height of between 21 and 36 floors. The 52-floor skyscraper tower will be the highlight of the BFD area and in the future will dominate Doha City's skyline. The investors of the project selected IP video systems from MOBOTIX to guarantee the security of the residents, employees and guests of the complex. For this purpose, 760 MOBOTIX cameras (700 D24 and 60 Q24 cameras) are currently being installed in the Barwa Financial District. In the bidding process, MOBOTIX successfully competed against numerous well-known rivals such as Axis and Honeywell.



#### **German Reference Projects**

Airbus S.A.S., Commerzbank AG, Daimler AG, Deutsche Bahn Station & Service AG, Fraport AG, EON Wasserkraft, Le Méridien Parkhotel Frankfurt, Lübecker Hafen-Gesellschaft mbH, MAN Logistics, Max Planck Institute for Chemical Ecology, Schenker GmbH, Skoda Auto Deutschland GmbH, etc.



# ... Over 100,000 In Operation

#### **Arriva Netherlands**

Arriva offers train and bus transportation in various provinces in the Netherlands. Based



on innovative transport solutions that optimize comfort and safety for the travelers, the Company is continously expanding. For this reason, Arriva has equipped all its buses and trains with surveillance cameras from the beginning on to ensure the safety of passengers and drivers. To increase the safety even more, the Company has replaced its analog cameras in the buses of the Achterhoek Riverland line with a new generation of IP cameras. The cameras must guarantee highresolution video and high-quality audio recordings. After a testing phase of several months, Arriva selected the MOBOTIX Q24 360° camera to secure the interior areas of the buses, while M12 cameras provide security in the front area of the buses. Altogether 210 mobile MOBOTIX cameras are currently being used in the Arriva buses.

#### "Climate Summit" On Mount Everest

A MOBOTIX camera now makes it possible to view the peak of Mount Everest in real time in complete comfort from your home computer. The camera has already established a world record being the highest webcam in the world. The scientific team Ev-K2-CNR from Bergamo, Italy has installed a MOBOTIX M12 camera on nearby Kala Patthar (5,675 meters) which delivers impressive images of Mount Everest. The research project "SHARE Everest 2011" is part of the international climate and environmental monitoring system called "SHARE - Stations at High Altitude for Research on the Environment." The researchers hope to gain knowledge concerning climate change and global warming. Powered by a solar panel, the MOBOTIX

camera delivers highquality images despite frigid temperatures as low as minus 30° Celsius. The camera is robust and versatile, making it ideally suited for harsh environmental conditions.



#### **International Reference Projects**

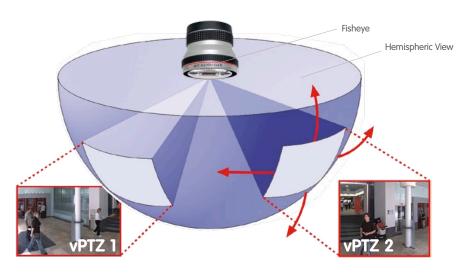
Abu Dhabi Airport (United Arab Emirates), Bahrain Defense Hospital (Bahrain), EURO 2012 Soccer Stadium (Ukraine), Hudson River Park (New York), Italian Financial Services Authority (Milano), Republic Polytechnic (Singapore), Orange Mobile (Romania), Vatican Apostolic Library (Vatican City), etc.

# 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 hemispheric 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**

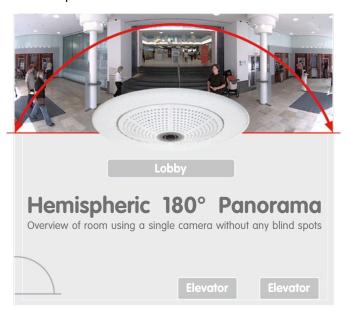
The perspective of the hemispheric image can also be transformed into an ultra-wide angle panoramic view spanning 180° if



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:

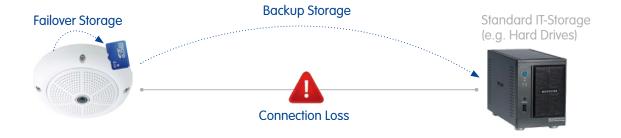
- 2 weeks of continuous recording from four gas station lanes
- 4 days of video in TV quality
- 200,000 clips of 10 s each in high-resolution
- 2 million images

#### **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.

# The Success Of MOBOTIX

## **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

An adverse month of May for the capital market was followed by a robust trend reversal in June. The Americans presented worsened labor market data for May with an 8.2% unemployment rate, and the ISM New York Index for the month of May slid from 61.2 to a low 49.9 points. For the same month, the China Purchasing Managers' Index (PMI) fell to an annual low. The unemployment rate in the eurozone climbed to 11%. German industry reported for April the largest drop in orders in six months at a negative 1.9% on a monthly basis. However, after the European Central Bank held out the prospect of additional resources for safeguarding liquidity and the FED also announced similar measures, the markets recovered steadily. Even the Chinese lowered key interest rates by 25 basis points, the first time in eight years. The result of the recent Greek election on June 17 with a victory for the New Democratic Party and the Panhellenic Socialist Movement (PASOK) and the guick formation of the

new coalition government ultimately had hardly any impact on the market. In the last trading week of the month, the stock markets were primarily driven by the EU Summit in Brussels on June 28 and 29 where easier means for tapping into the ESM (European Stability Mechanism) rescue package by the trouble-ridden euro states was approved. Thus, the market environment continues to be very volatile.

MOBOTIX's IPO in October 2007 was one of the few in recent years to have generated positive returns for its initial subscribers, and MOBOTIX shares have since proven exceptionally lucrative as an investment. As an example, initial subscribers realized capital gains of 293.7% (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, for instance, lost 19.7%, and the technology-focused TecDAX lost 26.1%. 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 57.5%. 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 manage-





## ... Most Succesful IPO Of 2007

ment and supervisory boards or their families must hold between 25% and 75% of the voting shares. In the first nine months of the fiscal year 2011/12, the MOBOTIX share reached a high of EUR 26.89 on February 24, 2012, and a low of EUR 17.60 on June 14, 2012. The closing price on June 30, 2012 was EUR 19.00. Accordingly, MOBOTIX shares lost 3.2% in value in the reporting period (including dividends).

## Performance of MOBOTIX shares since the IPO\* and in the reporting period (9 month)

· · · · · · · · · · · · · · · · · · ·		
MOBOTIX share	293,7%	-3,2%
DAX	-19,7%	16,6%
TecDAX	-26,1%	12,2%
GEX	-57,5%	-13,7%

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

#### **Dividend**

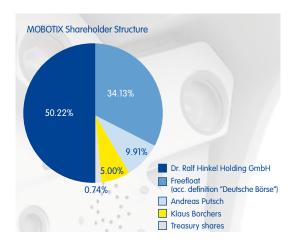
MOBOTIX AG pursues a growth-oriented dividend policy that corresponds to corporate growth and the respective business situation. In the Annual General Meeting held for the last full fiscal year 2010/11 on October 21, 2011, a dividend of EUR 1.50 per share (prior year: EUR 1.01 per share) was approved and subsequently paid to the shareholders.

#### **Share Split**

The capital increase including a subsequent share split according to a ratio of 1:3 adopted in the Annual General Meeting on October 21, 2011 was fully implemented in November. The Management Board assumes that this measure will lead to an additional increase in trading volume and accordingly an increase in the share's attractiveness.

#### **Shareholder Structure**

At the end of the first nine months 2011/12, 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, Andreas Putsch holds 9.91% of the shares and Klaus Borchers 5.00%. A

# The Success Of MOBOTIX

share buyback program was started in July 2010. As of September 30, 2011 MOBOTIX AG had acquired 98,259 treasury shares (after the share split) as part of the share buyback program. The free float as defined by the Deutsche Börse is 34.13%.

#### **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 quarters, MOBOTIX AG continued to increase its Investor Relations activities and presented itself to interested analysts and investors at various events such as German Equity Forum in Frankfurt, the European Small Mid Cap Conference of the Bank of America Merrill Lynch in June 2011 in London as well as further roadshows in Paris, Stockholm, Frankfurt and Zurich.

On December 20, 2011, MOBOTIX Annual General Meeting for the past short fiscal year was held at the Company's headquarters. With approximately 47 shareholders, 71.30% 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 year 2010/11, the Bank of America Merrill Lynch has taken up coverage of the MOBOTIX share. In the past six months, the Berenberg Bank was also added. Besides both of the new banks already mentional, analysts of the DZ Bank and the Equinet AG as well as Hauck & Aufhäuser and GBC AG have also taken up continuous coverage of the share.

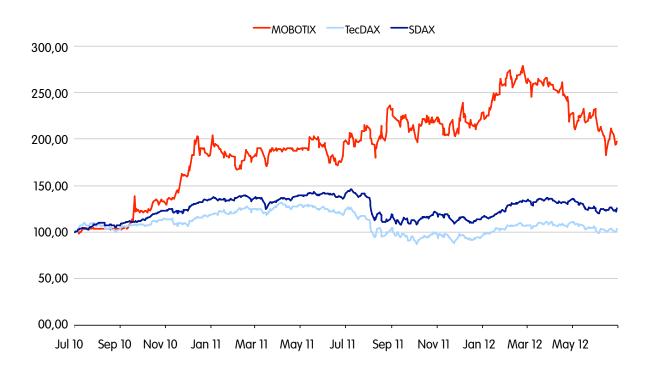
#### Prices (Xetra) in fiscal year 2011/12:

High (February 24, 2012)	26.89€
Low (June 14, 2011)	17.60 €
Closing price*	19.00€
Market capitalization*	252.2 Mio. €

<sup>\*</sup>as of reporting date June 30, 2012



# ... 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

Market Capitalisation

€ 252.2m

Share Price Increase € 19.00 (+293.7%)

# **Interim Consolidated Management Report**

# Positive Business Development ...

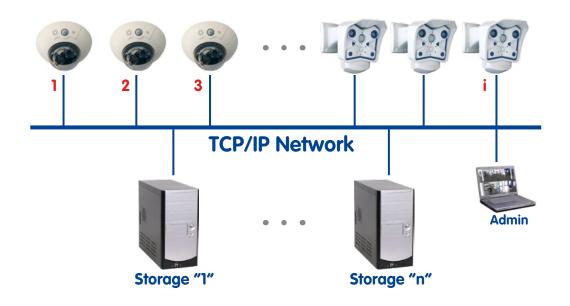
# **Business And Market**Technology And Products

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), as well as the product line S14 (FlexMount Camera in Mono and Dual versions) which



has been available since June 2012. Moreover, the digital door station **T24** with a variety of accessories was launched on the market in the last fiscal year. In addition to its network cameras and door station, MOBOTIX also offers the MxControlCenter, a complete video management solution as a control center



World's No. 1 In Megapixel



# ... And Business Condition

software that is able to integrate cameras from other manufacturers, as well as MxEasy – a video software solution for the consumer and semiprofessional segment. The MOBOTIX video management solutions are offered free of charge. In addition, various accessories are available in the Company's product range.





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# **Interim Consolidated Management Report**

# Positive Business Development ...

#### **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. Combinations of analog and network camera systems are known as hybrid systems. The relevant market segment for MOBOTIX in this respect is network cameras.

In a current study made 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.

The competitive market is comparatively homogeneous worldwide – approximately 80% of the large major competitors are very similar in all global market segments.

We expect the market to perform very well in the short term, with steady growth at a comparatively high level. In this connection, the repercussions of the debt crisis can be seen at the present time in several market segments, particularly in Europe, which may temporarily result in lower growth rates in some local markets. It is important to note here that for the medium term, the dependence on the overall economic development will be slightly lower in the market segments.







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# **Interim Consolidated Management Report**

# Results Of Operations, Net Assets ...

# Results Of Operations, Net Assets And Financial Position

#### **Results Of Operations**

Note: Because of the fiscal year changeover and the three-month short fiscal year in the last year, the year-on-year comparison of the income statement, of the statement of comprehensive income and of the statement of cash flows is not only calendar-based but also quarterly-based. This means that in addition to the calendar-based comparison with the prior year, the third quarter ended on June 30, 2012 (April 1 to June 30, 2012) of the current fiscal year (October 1, 2011 to September 30, 2012) is additionally compared with the third quarter (January 1 to March 31, 2011) of the past complete fiscal year (July 1, 2010 to June 30, 2011). In addition, the 9-month period (October 1, 2011 to June 30, 2012) ended on June 30, 2012 of the current fiscal year (October 1, 2011 to September 30, 2012) is compared with the first three quarters (July 1, 2010 to March 31, 2011) of the last complete fiscal year (July 1, 2010 to June 30, 2011). The following presentation does not only include the quarterly-based but also the calendarbased (marked "cl.") figures.

It must be taken into account that due to the changeover of the fiscal year the calendar-

based prior-year period includes a year-end quarter with typical market-related year-end revenue effects, which were even further intensified due to the relocation of the production in the subsequent quarter (August 2011).

In the first nine months of fiscal year 2011/12, MOBOTIX Group revenue grew by 16.2% to EUR 59.7 million (prior year EUR 51.4 million, cl. EUR 58.1 million). The weak rates of growth seen for several months in nearly all European countries have continued to persist, leading to rising market uncertainty. The development of sales revenue considering the overall economic conditions in particular was within the expectations of the Management Board.

In the first nine months the revenue growth was achieved through increased sales of both dome cameras and fixed cameras. Sales revenues for fixed cameras rose from EUR 24.9 million to EUR 28.6 million (prior year +14.8%, cl. +3.6%); sales revenues for dome cameras grew to EUR 28.3 million (prior year +18.1%, cl. +2.3%). The export ratio in the first nine months was 74.0%, compared to 75.3% in the prior-year period (cl. 77.1%). In Germany, revenues increased from EUR 12.7 million to EUR 15.5 million (prior year 21.8%, cl. 16.4%), while revenues in the rest of Europe (without Germany) also increased by



## ... And Financial Position

2.6% (cl. -8.7%) to EUR 21.7 million. Revenues in the rest of the world rose from EUR 17.6 million to EUR 22.6 million, representing an increase of 28.4% (cl. 6.9%). The prices of products were neither increased nor lowered.

Total operating performance (sales revenue, increase/decrease in finished goods and work in progress and other own work capitalized) was EUR 61.8 million in the first nine months of 2011/12 (prior year EUR 54.2 million, cl. EUR 60.3 million).

At 26.8% (prior year 26.7%, cl. 26.1%), the material usage ratio (ratio of cost of materials to total operating performance) was slightly higher than the prior-year figure.

The personnel usage ratio (staff costs to total output) increased from 25.4% (cl. 25.5%) to 27.1% with a further build-up of the workforce. New hires were made in sales and development in particular. Compared to the same period of the prior year, personnel expenses rose by EUR 3.0 million (cl. EUR 1.3 million).

Other operating expenses rose by EUR 2.0 million (cl. EUR 1.2 million, prior year 17.0%, cl. 9.7%) to EUR 13.5 million (prior year EUR 11.5 million, cl. EUR 12.3 million). They include revenue-dependent distribution expenses such

as shipping and packaging costs, advertising and marketing expenses, travel and entertainment expenses as well as expenses for temporary staff.

Earnings before interest, tax, depreciation and amortization (EBITDA) (25.2% of total operating performance) amounted to EUR 15.6 million (prior year EUR 14.8 million, cl. EUR 17.2 million). Earnings before interest and taxes (EBIT) (20.9% of total operating performance) amounted to EUR 12.9 million (prior year EUR 12.7 million, cl. EUR 15.0 million).

The profit before tax of EUR 12.5 million (prior year EUR 12.3 million, cl. EUR 14.7 million) was 2.0% (cl. -14.4%) above the figure of the prior year period.

The first nine months of 2011/12 ended with net income of EUR 9.1 million (prior year EUR 8.7 million, cl. EUR 10.3. million, return on sales 15.2%).

The subsidiary MOBOTIX CORP reported with a revenue increase of 24.6% (cl. 8.9%) a positive net income for the period of USD 0.5 million (prior year net loss of USD 0.5 million, cl. net loss of USD 0.8 million) compared to the prior year period. This figure includes currency translation gains of USD 0.3 million (prior year:

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# **Interim Consolidated Management Report**

# Results Of Operations, Net Assets ...

currency translation loss of USD 0.3 million, cl. USD 0.2 million).

#### **Net Assets**

Development costs in the amount of EUR 0.8 million (prior year EUR 0.9 million, cl. EUR 1.0 million) were capitalized in the first nine months of fiscal year 2011/12. Property, plant and equipment increased by EUR 0.6 million, (2.8%), to EUR 23.1 million. Capital expenditure on property, plant and equipment of EUR 2.7 million was in contrast to depreciation in the amount of EUR 2.0 million. The investments related primarily to subsequent acquisition costs for the construction of the new production hall at the Langmeil site and 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.

Compared to the beginning of the fiscal year, inventories increased by EUR 0.5 million (3.2%) to EUR 15.4 million to ensure the availability of product deliveries during the company closure in July/August 2012.

Due to the higher business volume in June 2012, trade receivables increased to EUR 8.7 million as of September 30, 2012, an

increase of EUR 2.6 million compared to the balance sheet date as of September 30, 2011.

Other assets amounted to EUR 4.9 million (September 30, 2011: EUR 5.5 million) and comprised mainly gold reserves at a carrying amount of EUR 3.6 million, tax refunds of EUR 0.6 million and advance payments of EUR 0.2 million.

Cash and cash equivalents at EUR 7.0 million were unchanged from September 30, 2011 (September 30, 2011: EUR 7.0 million).

On the equity and liabilities side, equity rose by EUR 1.9 million to EUR 40.9 million despite the payment of the dividend. The equityto-assets ratio was reduced slightly by EUR 3.3 million from 66.1% to 65.6% due to the increase in total assets. Since September 30, 2011, treasury shares increased by 28,212 shares to 98,259 treasury shares. Due to tax expenses for the first nine months of fiscal year 2011/12, tax provisions rose by EUR 1.1 million to EUR 3.4 million. The decrease in liabilities to banks resulted in particular from the planned repayment of loans totaling EUR 0.8 million. At EUR 4.2 million, trade payables increased by EUR 0.5 million compared to September 30, 2011.





## ... And Financial Position

Other liabilities increased by EUR 0.5 million to EUR 3.0 million compared to September 30, 2011.

Based upon the developments described above, the total assets of the MOBOTIX Group increased by EUR 3.3 million to EUR 62.4 million as of June 30, 2012 compared to September 30, 2011.

#### **Financial Position**

Cash flows from operating activities of the MOBOTIX Group amounted to EUR 11.6 million in the first nine months of 2011/12 (prior year EUR 9.3 milion, cl. EUR 10.6 million). At EUR 3.3 million (prior year EUR 4.9 million, cl. EUR 5.1 million), net cash used by 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 2.7 million. The negative cash flow from financing activities of EUR 8.3 million resulted in particular from the payment of a dividend of EUR 6.6 million for fiscal year 2010/11. In the first nine months of the prior year, the negative cash flow from financing activities amounted to EUR 4.8 million (cl. EUR 7.7 million) and was due to the distribution of a dividend of EUR 4.4 million for fiscal year 2009/10.

The various cash flows generated during the reporting period resulted in cash and cash equivalents of EUR 7.0 million as of June 30, 2012. The Company's solvency was guaranteed at all times in the first nine months of fiscal year 2011/12. Due to the Company's creditworthiness, a number of financing options are available.

Non-current liabilities decreased by EUR 0.7 million to EUR 9.5 million compared to September 30, 2011. Non-current liabilities as a share of total assets of the MOBOTIX Group decreased from 17.2% to 15.2%. As of the reporting date, current liabilities represented 19.2% of total assets, compared to 16.7% as of September 30, 2011.

The development of the Group's net assets, financial position and results of operations in the first nine months of fiscal year 2011/12 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.

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# Interim Consolidated Management Report

# Research And Development ...

#### **Research And Development**

Development activities were also further expanded during the first nine months of fiscal year 2011/12. As of June 30, 2012, the MOBOTIX Group had 84 employees (by headcount) 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.

Most development activity is carried out in-house. Development activities are outsourced on a very small scale only in the area of tool design and PC board layout.

One focus in the last nine months has been the development of accessories for the IP-based door station T24 as well as the development of the new camera line S14, which was launched on the market at the end of June.

In the last nine months, we also laid the foundation for additional product development innovations, which are expected to be launched on the market in fiscal year 2011/12.

#### **Employees**

52 employees were hired in the first nine months of fiscal year 2011/12. As of June 30, 2012, the MOBOTIX Group had 328 employees, compared to 292 employees (excluding trainees and temporary staff, including members of the Management Board; by headcount) at the beginning of the fiscal year. Fiscal year 2011/12 will see additional staff increases, particularly in marketing, sales and development.



## **Number Of Employees**

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



# ... Employees

#### **Directors' Dealings**

During the period from October 1, 2011 to June 30, 2012, the following reportable purchases or sales of shares were effected by members of the Management Board or Supervisory Board.

### **Significant Events After The First Nine** Months 2011/12

No events of any significance occurred after the end of the first nine months of fiscal year 2011/12.

		Date of	Type of	Stock	Number of		
Name	<b>Function</b>	transaction	transaction	exchange	shares	<b>€ Price</b>	€ Total volume
Prof. Dr. Gerten	Supervisory Board	*	Buy	Xetra	2,400**	19.77	47,440
Dr. Ralf Hinkel ***	CEO	May 3, 2012	Buy	Xetra	10.000	20,90	208.997

<sup>\* 4</sup> partial transactions on November 14, 15 and 16, 2011

# wide angle lens (right) – at the same time in one image

#### **Related Party Disclosures**

The loan granted to Dr. Ralf Hinkel in the amount of EUR 230 thousand was repaid in March 2012. The loan bore interest at a rate of 3.5 % per annum.

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

<sup>\*\*</sup> Number of shares after share split

<sup>\*\*\*</sup> Indirectly via Dr. Ralf Hinkel Holding GmbH

# Interim Consolidated Management Report

# Risk Management ...

# Opportunities And Risks Of Future Development And Outlook

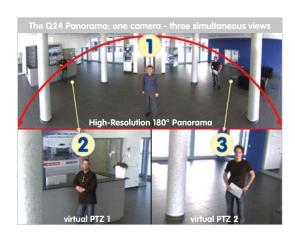
#### **Risk Management**

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 short fiscal year 2011 for details of any material risks.

The Management Board deems the procurement market risks to be basically within the customary range for the industry. The strained situation on the procurement market observable in recent months has not become worse. The Company is basically controlling the threat of long supply times by increasing inventory management on components and finished goods. At present, no specific impact





# ... And Material Risks

on product availability is anticipated, although this possibility cannot be ruled out.

A short-term failure of critical suppliers, e. g. for processors, which could lead to significant disruptions in production, is considered unlikely.



Original image by a MOBOTIX camera (library)

The number of patent disputes has increased noticeably in the recent quarters in the video security industry as well. It cannot be ruled out that MOBOTIX may also be drawn into patent

infringement proceedings entailing a notice-

able financial impact.

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 global or widespread recession should result from these developments, this would of course have noticeable 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 be seen in several European countries in particular.

During the period under review, our risk situation and risk management system did not deviate notably from that described in the Annual Report for the short fiscal year 2011. 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 very 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 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 such as

# **Interim Consolidated Management Report**

# Opportunities, Risks ...

the French video law 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). This would strengthen the MOBOTIX Group's competitive position and put pressure on the competition.

Experience shows that an accelerated macroeconomic recovery experience as well as a sustained macroeconomic downturn, of course, can also lead to supply bottlenecks on the procurement market and cause production bottlenecks. Such risks are counteracted in particular by increased warehousing of critical components and finished products. The Management Board is confident that through the increased publicity, new opportunities will arise to acquire new employees, sales partners and customers.

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 position – particularly in the niche markets of high-resolution network cameras – provides the conditions for ongoing and thriving growth.

In terms of regions, the Management Board sees key growth areas for the coming months in North America, South America and Asia.

The introduction of the hemispheric camera technology to the market has so far been very successful. The fact that the Company's



10BOTIX AG new headquarter





# ... And Outlook

key competitors are still unable to offer any comparable products is an indication of MOBOTIX AG's innovative strength and will enable the Company to occupy a unique position in this product field over the medium term. Moreover, MOBOTIX plans to use additional product innovations in the area of video surveillance systems in the coming months to reinforce its competitive position.

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 a 4/5-wire or 2-wire cabling. Digital systems based on IP networks represent a forward-looking innovation and a market novelty. The Company is accordingly aiming to be the technology leader in the door station field in the short term.

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 located at that moment. This IP-based technology, which was developed in-house, is far ahead of current systems, and in addition will make it possible to integrate door communication, video monitoring,

alarm systems, access control and home control from a single source via iPhone and iPad. Another significant innovation is efficient access via mobile phone networks with low data bandwidth.

Some components, such as display terminal and the App, have not yet gone into production, so they can be used currently only via video-IP phones and not the smartphone. In April 2012, both new key components have already been very successfully introduced at the Light+Building trade fair. The first systems are already being installed in large apartment buildings.

The new \$14 camera line with its miniature installation modules was launched at the end of June 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 sales organization was optimized for further growth in the last twelve months. The restructuring had a temporary influence on revenue growth in the last quarters. In

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# Interim Consolidated Management Report

Germany, a turnaround can already be seen. Revenue in the first three quarters of the fiscal year increased by 22% compared to the first three quarters of fiscal year 2010/11.

In light of the debt and financial crisis, noticeable restraint can be seen in the Mediterranean countries of Europe. The uncertainty in these markets makes a forecast very difficult. The same holds true for the introduction phase of the new product series. On the other hand, the weak euro contributes to expansion in the American and Asian markets and will bring further growth.

For the current fiscal year, we expect revenue growth of approximately 3% to 10% with an EBIT margin of 19% to 22% compared to the forecast made in the past consolidated management report. For the following fiscal year, we expect that the restructured sales structure and the new product segment "Access Control & Communication" as well as the new S14 camera line will bring continued robust growth in revenue and EBIT.

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

Winnweiler-Langmeil, July 19, 2012

The Management Board

Dr. Ralf Hinkel • CEO MOBOTIX AG

Lutz Coelen • CFO MOBOTIX AG

Dr. Magnus Ekerot • CSO MOBOTIX AG

Dr. Oliver Gabel • CTO MOBOTIX AG





# **Income Statement ...**

			9 Months		3 <sup>rd</sup> Quarter			
EUR '000s	see notes	Oct. 1, 2011- June 30, 2012	Oct. 1, 2010- June 30, 2011	Additional information July 1, 2010- Mar. 31, 2011	Apr. 1, 2012- June 30, 2012	Apr. 1, 2011- June 30, 2011	Additional information  Jan. 1, 2011-  Mar. 31, 2011	
Revenue	(1)	59,709	58,126	51,399	19,334	21,792	16,776	
Increase in finished goods and wo	rk in progress	1,231	1,036	1,668	1,033	454	592	
Other own work capitalized	(2)	876	1,182	1,103	401	329	492	
Total output		61,816	60,345	54,169	20,767	22,576	17,860	
Cost of materials	(3)	-16,586	-15,742	-14,441	-6,380	-6,101	-5,087	
Gross profit		45,230	44,603	39,728	14,387	16,475	12,773	
Staff costs	(4)	-16,729	-15,390	-13,775	-5,731	-5,500	-4,656	
Depreciation and amortization		-2,691	-2,215	-2,128	-931	-746	-736	
Other operating income		580	297	351	283	120	90	
Other operating expenses	(5)	-13,481	-12,288	-11,521	-4,605	-3,829	-3,860	
Operating profit		12,909	15,008	12,656	3,404	6,520	3,611	
Other interest and similar incor	ne	24	49	49	9	18	15	
Interest expense and similar ex	rpenses	-390	-397	-403	-126	-127	-121	
Profit before tax		12,542	14,660	12,302	3,287	6,411	3,505	
Income taxes	(6)	-3,477	-4,372	-3,631	-920	-1,884	-1,076	
Profit for the period		9,066	10,288	8,671	2,367	4,527	2,430	
Profit attributable to sharehol MOBOTIX AG	ders of	9,066	10,288	8,671	2,367	4,527	2,430	
Earnings per share (diluted/ba	asic) in EUR*	0.69	0.78	0.66	0.18	0.34	0.18	

<sup>\*</sup> taking into account the share split

Consolidated Statement of Comprehensive Income	Oct. 1, 2011- June 30, 2012		Additional information July 1, 2010- Mar. 31, 2011	Apr. 1, 2012- June 30, 2012	Apr. 1, 2011- June 30, 2011	Additional information  Jan. 1, 2011-  Mar. 31, 2011
Profit for the period	9,066	10,288	8,671	2,367	4,527	2,430
Difference resulting from currency translation	-7	18	-25	-3	6	1
Accumulated other comprehensive income (after tax)	-7	18	-25	-3	6	1
Total comprehensive income for the period	9,059	10,306	8,646	2,364	4,533	2,431
Profit attributable to shareholders of MOBOTIX AG	9,059	10,306	8,646	2,364	4,533	2,431

Profit For The Period EUR 9.1m (+4.6%)

Eurnings Per Share
EUR 0.69 (after the share split)



# ... Statement Of Financial Positions

EUR '000s	see notes	June 30, 2012	Sept. 30, 2011
Intangible assets	(7)	2,310	2,141
Property, plant and equipment	(8)	23,112	22,481
Prepaid expenses		61	74
Deferred tax assets		230	179
Non-current assets		25,713	24,876
Inventories	(9)	15,446	14,967
Trade receivables		8,692	6,136
Other assets		4,852	5,520
Cash and cash equivalents		7,008	6,994
Prepaid expenses		657	533
Current assets		36,654	34,151
ASSETS		62,367	59,027
Subscribed capital		13,271	4,424
Capital reserves		818	9,665
Treasury shares		-1,330	-778
Accumulated other comprehensive income		29	36
Profit or loss carried forward		19,058	23,892
Profit for the period		9,066	1,767
Equity	(10)	40,912	39,006
Liabilities to banks	(13)	8,740	9,457
Deferred tax liabilities		743	722
Non-current liabilities		9,483	10,179
Tax provisions	(11)	3,371	2,314
Other provisions	(12)	271	253
Liabilities to banks	(13)	1,164	1,164
Trade payables		4,159	3,681
Other liabilities	(14)	3,006	2,429
Current liabilities		11,971	9,842
EQUITY AND LIABILITIES		62,367	59,027

Total Assets EUR 62.4m (+5.7%)

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

EUR '000s	Oct. 1, 2011- June 30, 2012	Oct. 1, 2010- June 30, 2011	Additional information July 1, 2010- Mar. 31, 2011
Profit before tax for the period	12,542	14,660	12,302
+ Net interest income or expense	366	348	354
+ Depreciation and amortization of property, plant and equipment, and intangible assets	2,691	2,214	2,128
+ Interest received	23	57	49
+ Increase in other provisons	18	63	21
- Profit on disposal of non-current assets	-15	0	0
+ Other non-cash expenses	14	14	14
Operating profit before changes in working capital	15,639	17,356	14,868
<ul> <li>Increase in inventories, trade receivables and other assets not attributable to investing or financing activities</li> </ul>	-2,727	-6,544	-5,044
+ Increase of trade payables and other liabilities not attributable to investing or financing activities	1,115	1,933	681
Cash flow from operating activities before tax	14,027	12,745	10,506
- Income tax paid	-2,450	-2,114	-1,197
Cash flow from operating activities	11,577	10,632	9,308
- Cash paid for purchases of property, plant and equipment	-2,697	-5,260	-5,008
- Cash paid for purchases of intangible assets	-868	-1,103	-1,019
+ Cash received from subsidies	0	775	620
+ Proceeds from sales of current available-for-sale financial assets	230	476	476
+ Cash received from disposals of property, plant and equipment	27	0	0
Cash flow from investing activities	-3,308	-5,113	-4,931
- Dividends paid	-6,601	-4,424	-4,424
- Purchase of treasury shares	-552	-333	-778
- Cash paid for borrowings	-850	-2,700	-2,709
+ Cash received from borrowings	0	0	3,360
- Interest paid	-257	-272	-281
Cash flow from financing activities	-8,259	-7,729	-4,832
Net change in cash and cash equivalents	9	-2,210	-455
Effect of exchange rate and other changes on cash and cash equivalents	5	-5	-12
Cash and cash equivalents at the beginning of the reporting period	6,994	9,624	7,312
Cash and cash equivalents at the end of the reporting period	7,008	7,409	6,846

Operating Cashflow EUR 11.6m (+24.4%)

Profit Before Tax EUR 12.5m (+2.0%)



# ... Changes In Equity

EUR '000s	Subscribed capital	Capital reserves	Treasury shares	Accumulated other comprehensive income	Profit or loss carried forward	Result for the period	Total
Balance as of July 1, 2010	4,424	9,665	0	76	15,118	0	29,283
Dividend payment					-4,424		-4,424
Purchase of treasury shares			-778				-778
Currency translation				-25			-25
Profit for the period						8,671	8,671
Balance as of March 31, 2011	4,424	9,665	-778	51	10,694	8,671	32,727
Currency translation				6			6
Profit for the period						4,527	4,527
Balance as of June 30, 2011	4,424	9,665	-778	57	10,694	13,198	37,260
Balance as of July 1, 2011	4,424	9,665	-778	57	23,892	0	37,260
Currency translation				-21			-21
Profit for the year						1,767	1,767
Balance as of Sep. 30, 2011	4,424	9,665	-778	36	23,892	1,767	39,006
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				-7			-7
Purchase of treasury shares			-552				-552
Profit for the period						9,066	9,066
Balance as of June 30, 2012	13,271	818	-1,330	29	19,058	9,066	40,912

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

## Condensed Notes ...

### **Condensed Notes Of June 30, 2012**

#### 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.

Pursuant to the resolution of the Annual General Meeting of MOBOTIX AG of October 28, 2010, the fiscal year of MOBOTIX AG was changed effective October 1, 2011, and from that date will begin on October 1 of one year and end on September 30 of the following year. A short fiscal year was created for the period from July 1, 2011 to September 30, 2011.

#### 2. Basis Of Presentation

The consolidated interim financial statements of MOBOTIX AG as of June 30, 2012 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 2011/12.

The accounting policies applied in the consolidated interim financial statements as of June 30, 2012, 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 short fiscal year 2011.

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, 2011. The information shown in the column "Additional information" is to be read together with the consolidated financial statements of MOBOTIX AG as of June 30, 2011.

Note: Because of the fiscal year changeover and the three-month short fiscal year in the last year, the year-on-year comparison of the income statement, of the statement of comprehensive income and of the statement of cash flows is not only calendar-based but also quarterly-based. This means that in addition to the calendar-based comparison with the prior year, the third quarter ended on June 30, 2012 (April 1 to June 30, 2012) of the current fiscal year (October 1, 2011 to September 30, 2012) is additionally compared with the third quarter (January 1 to March 31, 2011) of the past complete fiscal year (July 1, 2010 to June 30, 2011). In addition, the 9-month period (October 1, 2011 to June 30, 2012) ended on June 30, 2012 of the current fiscal year (October 1, 2011 to September 30, 2012) is compared with the first three quarters (July 1, 2010 to March 31, 2011) of the last complete fiscal year (July 1, 2010 to June

30, 2011). The following presentation does not only include the guarterly-based but also the calendar-based (marked "cl.") figures.

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 MOBOTIX AG for the nine-month period ended June 30, 2012 is the same as that used in the consolidated financial statements for the fiscal year ended September 30, 2011 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 has not been included in the consolidated financial statements as it is not material to the consolidated financial statements of MOBOTIX AG. MOBOTIX Ltd. is currently not operating.

Additional

## Condensed Notes ...

#### 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 nine months of fiscal year 2011/12 refers to development costs capitalized in the amount of EUR 782 thousand (prior year qu. EUR 927 thousand, cl. EUR 1,007 thousand).

#### (3) Cost Of Materials

EUR '000s	Oct. 1, 11- June 30, 12	Oct. 1, 10- June 30, 11	information July 1, 2010- Mar. 31, 2011
Cost of raw materials, supply and merchandise	16,357	15,611	14,321
Cost of purchased services	229	131	119
Total	16,586	15,742	14,441

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.

#### (4) Staff Costs

EUR '000s			Information July 1, 2010- Mar. 31, 2011
Wages and salaries	14,644	13,594	12,153
Social security	2,085	1,796	1,622
Total	16,729	15,390	13,775

Additional

The rise in staff costs reflects in particular the increase in number of the workforce. In the first nine months of fiscal year 2011/12, the Company employed an average of 293 persons in full-time equivalent positions (prior year qu. 245, cl. 254) (excluding trainees and temporary staff, including 4 Management Board members). As of the reporting date, the Company employed 328 (prior year: 277) persons (excluding trainees and temporary staff, including 4 Management Board members; by headcount).

#### (5) Other Operating Expenses

At EUR 13,481 thousand (prior year qu. EUR 11,521 thousand, cl. EUR 12,288 thousand), other operating expenses are by EUR 1,960 thousand above 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			Additional information  July 1, 2010- Mar. 31, 2011
Current taxes	3,507	4,253	3,475
Deferred taxes	-30	119	156
Total	3,477	4,372	3,631

The tax rate applicable as of June 30, 2012 was 27.7% (prior year qu. 29.5%, cl. 29.8%).

## 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 782 thousand in the first nine months of 2011/12 (prior year qu. EUR 927 thousand, cl. EUR 1,007 thousand). At EUR 4,123 thousand, the development costs capitalized as of June 30, 2012 (September 30, 2011: EUR 3,342 thousand) comprise all costs directly attributable to the development process. The accumulated amortization and impairment amounted to EUR 1,935 thousand as of June 30, 2012 (September 30, 2011: EUR 1,305 thousand). The development projects are amortized on a uniform, straight-line basis over a period of three years following completion.

#### (8) Property, Plant And Equipment

Additions to property, plant and equipment of EUR 2,688 thousand primarily relate to subsequent aquisition 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	June 30, 2012	Sep. 30, 2011
Raw materials and supplies	7,119	7,872
Work in progress	4,114	3,847
Finished goods	4,213	3,248
Total	15,446	14,967

Inventories were increased for the purpose of ensuring supply capability in the upcoming vacation close-down in July/August 2012.

#### (10) Equity

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

By resolution of the Annual General Meeting of October 21, 2011, the Company's share capital was increased by EUR 8,847,628.00 from EUR 4,423,814.00 to EUR 13,271,442.00 pursuant to the provisions of the German Stock Corporation Act concerning the capital increase from reserves (Sections 207 et seq. AktG) by

## Condensed Notes ...

conversion of an amount of EUR 8,847,628.00 from the capital reserve into share capital. Pursuant to Section 207 (2) Sentence 2 AktG, the capital increase was effected without the issue of new shares in such a way that the share capital (as explained above) was increased, and as a result, the proportional amount of the share capital attributable to the individual share was increased to EUR 3.00.

The total share capital of the Company, which was increased in this manner, in the amount of EUR 13,271,442.00 divided into 4,423,814 bearer shares, will be redivided according to a ratio of 1:3 (share split) and is now divided into 13,271,442 bearer shares. After the share split, the one bearer share with a proportional amount of the Company's share capital of EUR 3.00 will be replaced by three bearer shares with a proportional amount of the share capital of EUR 1.00 attributed to each share.

The Annual General Meeting of MOBOTIX AG, Winnweiler-Langmeil, held on October 21, 2011 resolved to pay out a dividend in the amount of EUR 1.50 per share for fiscal year 2010/11. This corresponds to a dividend of EUR 6,601 thousand. The treasury shares held by the Company do not carry dividend rights. The dividend was paid out on October 24, 2011.

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, 2010 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 resume the





repurchase of shares under the share buyback program adopted on July 15, 2010 and expanded on October 5, 2010 at a price not exceeding EUR 24.

As of June 30, 2012, the Company had acquired 98,259 shares (number after the share split). The treasury shares deducted from shareholders' equity are recognized at cost.

During the period under review, the weighted number of shares outstanding was 13,199,939 (prior year qu. 13,220,595, cl. 13,202,293) taking into account the share split.

#### (11) Tax Provisions

The tax provisions of EUR 3,371 thousand (September 30, 2011: EUR 2,314 thousand) include provisions for municipal trade tax, corporation tax, and the solidarity surcharge for the assessment periods 2011 and 2012.

#### (12) Other Provisions

The other provisions primarily include provisions for warranties.

#### (13) Liabilities To Banks

Loans in the amount of EUR 850 thousand were repaid as scheduled in the first nine months of fiscal year 2011/12.

#### (14) Other Liabilities

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

### 5. Other Disclosures

### **Material 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 the short fiscal year 2011 and with fiscal year 2010/11.

**Segment Information For The Nine-Month** Period From October 1, 2011 To June 30, 2012 (In The Prior Year Quarterly-based July 1, 2010 To March 31, 2011 And Calendarbased October 1, 2010 to June 30, 2011)

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

# Responsibility Statement ...

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 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			July 1, 2010- Mar. 31, 2011
Fixed Cams	28,633	27,630	24,930
Dome Cams	28,340	27,699	24,002
Other	2,736	2,797	2,467
Total	59,709	58,126	51,399

Revenue by region is broken down as follows:

EUR' 000s	Oct. 1, 11- June 30, 12	•	Additional information July 1, 2010- Mar. 31, 2011
Germany	15,496	13,315	12.721
Rest of Europe	21,652	23,706	21.110
Rest of the world	22,561	21,105	17.568
Total	59,709	58,126	51.399

The Company's product lines have not changed significantly compared to September 30, 2011.

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

Winnweiler-Langmeil, July 19, 2012

The Management Board

Dr. Ralf Hinkel • CEO MOBOTIX AG

Lutz Coelen • CFO MOBOTIX AG

Dr. Magnus Ekerot • CSO MOBOTIX AG

Dr. Oliver Gabel • CTO MOBOTIX 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, July 19, 2012

The Management Board

Dr. Ralf Hinkel • CEO MOBOTIX AG

Lutz Coelen • CFO MOBOTIX AG

Dr. Magnus Ekerot • CSO MOBOTIX AG

Dr. Oliver Gabel • CTO 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 Group Management Report the MOBOTIX AG, Winnweiler-Langmeil, the period from October 1, 2011 to June 30, 2012 that are part of the six months financial report according to § 37w Abs. 3. 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, July 19, 2012

**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 2011/12

Roadshow Stockholm AGB Sundal Collier

September 18th, 2012

Annual General Meeting of the Shareholders 2012

December 20th, 2012

#### **Contact Details**

**Lutz Coelen** 

CFO

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Fax: +49 6302 9816-190

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#### **MOBOTIX AG**

**Investor Relations** 

Kaiserstrasse

67722 Langmeil

E-mail: investor@mobotix.com

experts MOBOTIX Hemispk.2 Megapixels New MOBOTIX h DualDome Camera With Camera in the red dot aw Product design 2009 one of the most lowned and hardest

ernational design

The new weatherproof and shock-resistant MOBOTIX D14 DualDome camera with

6.2 megapixels is a more powerful successor model of the D12 camera. With the two model of the D12 camera modules, separately adjustable camera modules, separately adjustable camera modules, the award, the Hemispher mention 20 ach with 3,1 megapixels, the D14 offers a company of the mention 20 ach with 3,1 megapixels.

on award, the Hemispheric Camera t ariety of ways to examine a scene since the the IFRS financial statements) for the first months of fiscal year 2010/11 (July 1997). OTIX has just received an honourable on from the top-class expert iury. Wit one image. The D14 \* (1) The Only IP Video Door Stahas a digital PTZ In The World Featuring Allround no mechanical

View Without Any Blind Sp. loving parts. And With Worldwide Connectionpressive 6.2 Megapixels

MOBOTIX released the Equipped with 90° wide angle and IP Video Door Station on lenses, the camera can for example, m December 2011. In addition a scene entirely and, at the same time the video door intercom, MO-ele lens can record portrait photos in BOTIX also released the RFID f the entrance area. The two 90°

telephony standard enables the ser to establish a direct connection from the oor Station to any VoIP phone or any comter or smartphone.

Security In A UEFATor

is means that with appropriate network rastructure, the user can establish nection, resolution 3.1 pixel video system with emispheric version, lipnchronous sound and weatherfully bust, roof housing

IOBOTIX, acturer of complete, igh-resolution video systems, presents the new M24M Allround camera. This

successful M22M has a new microproces to evacuate the entire stadium, which and a modified system platform, which bles smooth video frame rates of up to fps, even at a megapixel resolution.

access module (Keypad), the ven allow a 180° recording, for extending the continue of the cont Security Door Opener and the vhen monitoring an entire parking lo two-wire network module (Mx- one camera installed on the wall. And 2wire info module). The new IP the digital consor switching function, Donbass Arena (Ukraine) sof the participants.

**Certified Stadium** The Donbass Arena in Ukraine was opened on August 29, 2009 with a sensational party which was attended by the Ukrainian e-day president himself. This arena was the very nning

first

ball

for

fulfill

hip. The most important factor is alwayBOTIX has presented its IP network ensure maximum security for the gue meras at the GDSF, the Global Digital In an emergency, it would take 8 mir urveillance Forum in Shanghai, at the end of 51,504. "We want our visitors to fe here and to enjoy their stay. For this we rely on cutting-edge security logy," says stadium manager

MOBOTIX Expands Its Range Of Training Courses In All Aspects Of Complete **IP Video Systems** 

EBIT margin significantly

Dates For New Software And Hardware Seminars Plus A Beginners Workshop

AG achie 37% sales growth in a

first nine months of fisc

MOBOTIX AG (ISIN DE000521830

system provider of high-resolution an

network-based video security system

ne months of fiscal year 2010/11 (July ) March 31, 2011). Both sales growth and

year 2010/11

Winnweiler/Langmeil, Germany, 3 Marc 2011. MOBOTIX, manufacturer of complete high-resolution IP video systems, ha extended its seminar program for 2011 ar

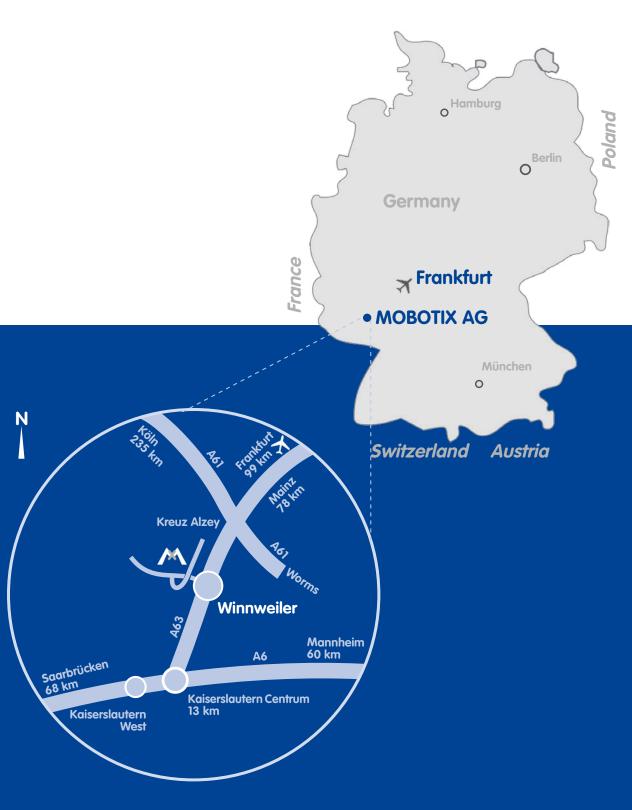
and

3tu-

Eastern ion (VPI)' workshop is intended European foot- . Attendees learn how to prop stadium ojects with MOBOTIX car the in relation to both commercial

UEFA criteria 1 aspects Around the Glob tadium and will host an important venue it at the largest exhibitions around the elite int to East, United States - MOBOTE or the 2012 European Football Champio e almost simultaneously. For the first time

> August and at GITEX in Dubai, the third largest IT expo worldwide at the beginning of September. While not a newcomer at the ISC East in New York, MOBOTIX' participation at this exposition also proved to be a main



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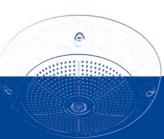
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