

# MOBOTIX

## Beyond Human Vision



BeyondHumanVision

MOBOTIX

## 9 – month Results

(Oct'19 - Jun'20)

(Oct'18 - Jun'19)

**Actuals**
**Guidance**
**Actuals**

<b>Total Sales</b>	EUR 55,3 m	EUR 55,0 m	EUR 51,6 m
<b>EBIT</b>	EUR 6,2 m	EUR 2,1 m	EUR 1,3 m
<b>EBIT margin</b>	11,2%	3,8%	2,5%
<b>Adjusted EBIT*</b>	EUR 3,8 m	EUR 1,0 m	EUR 1,3 m
<b>Adjusted EBIT margin*</b>	6,9%	1,8%	2,5%
<b>Employees</b>	305**		302**

\*Without capitalization of development costs \*\*Total number of employees on average

Global supplier of intelligent video surveillance systems moving to new markets

## MOBOTIX DNA

German  
Quality &  
Reliability

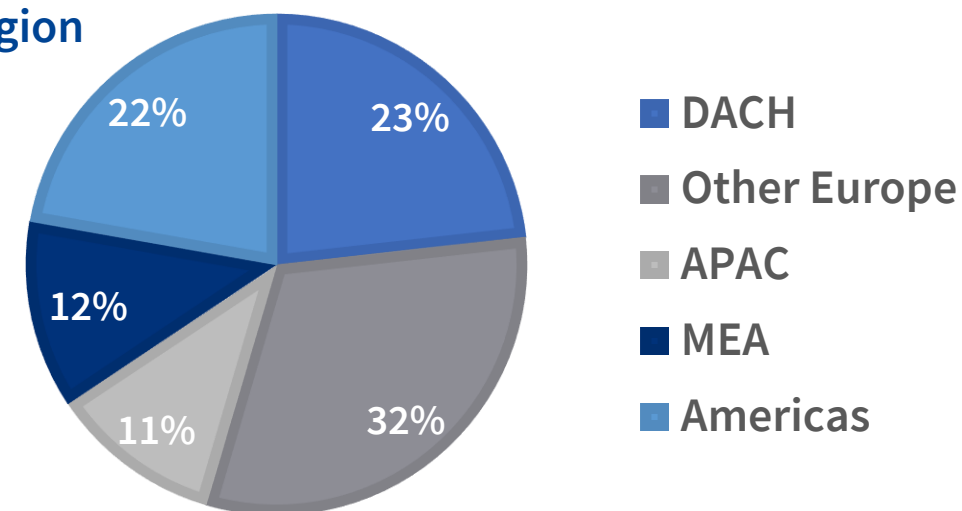
Decentralized  
Architecture

Integrated  
Intelligence

Modular  
System  
Design

End-to-End  
Cyber  
Security

## Revenues per Region (Oct'19 – Jun'20)

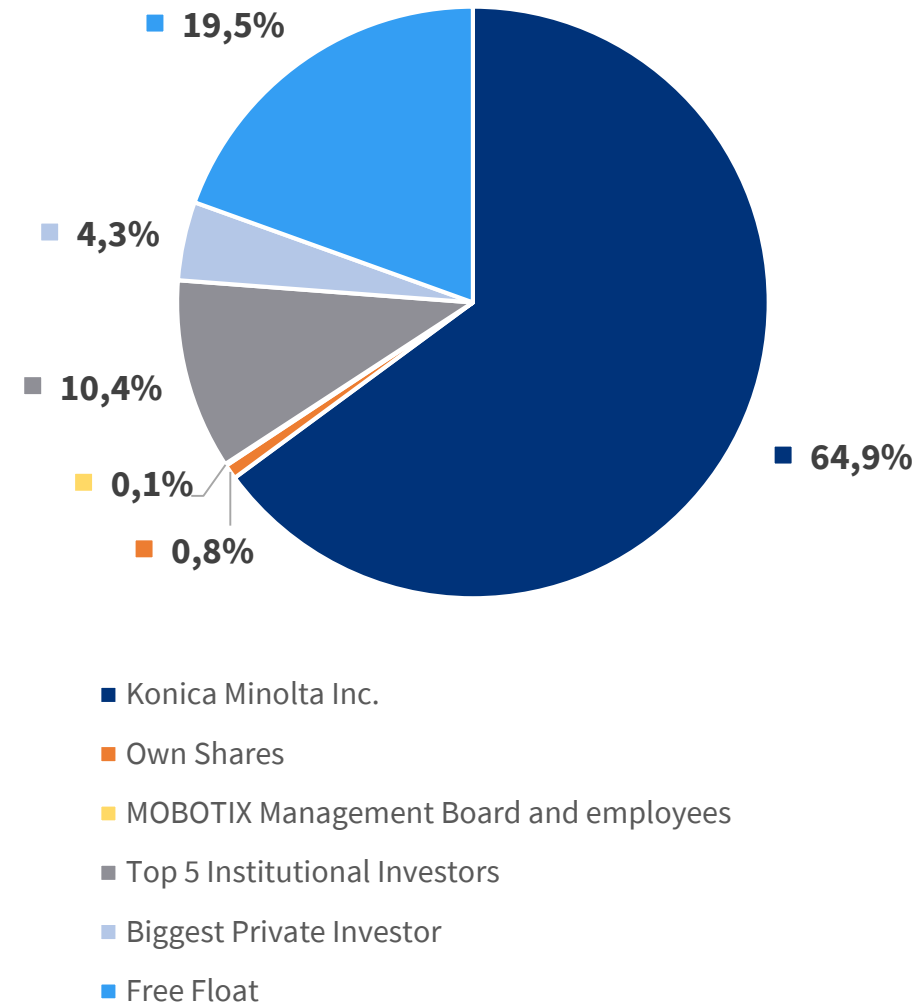


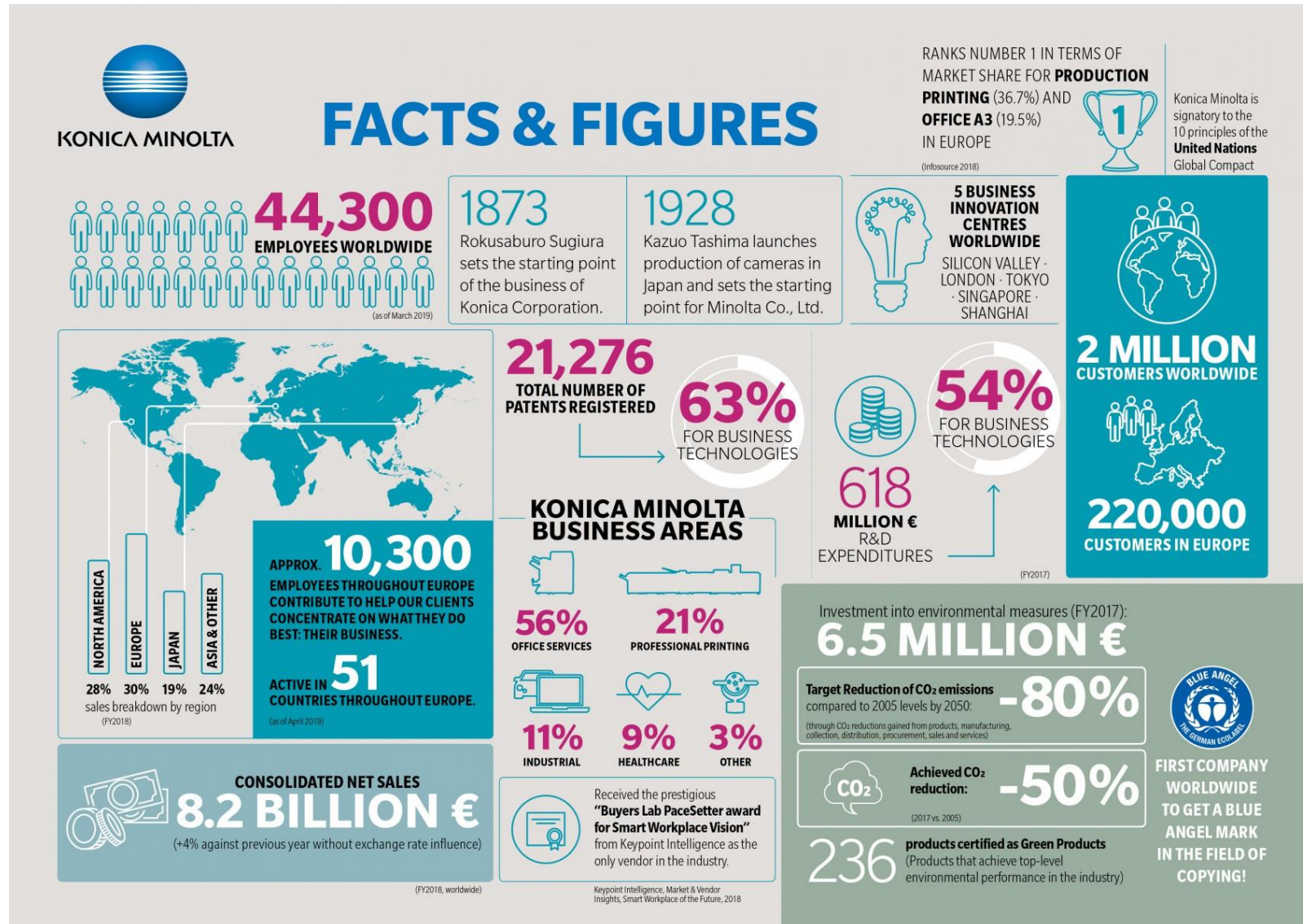
<b>ISIN</b>	DE0005218309
<b>Share Price</b> (52 week average)	6,50 EUR
<b>Market Capitalization</b>	EUR 86,5 million
<b>Number of Shares</b>	13.3 million
<b>Market Segment</b>	Open Market Frankfurt, Basic Board

## Dividend

2018/19: 0,04 EUR per share

## Shareholder Structure:





## Konica Minolta Inc., Tokyo, Japan

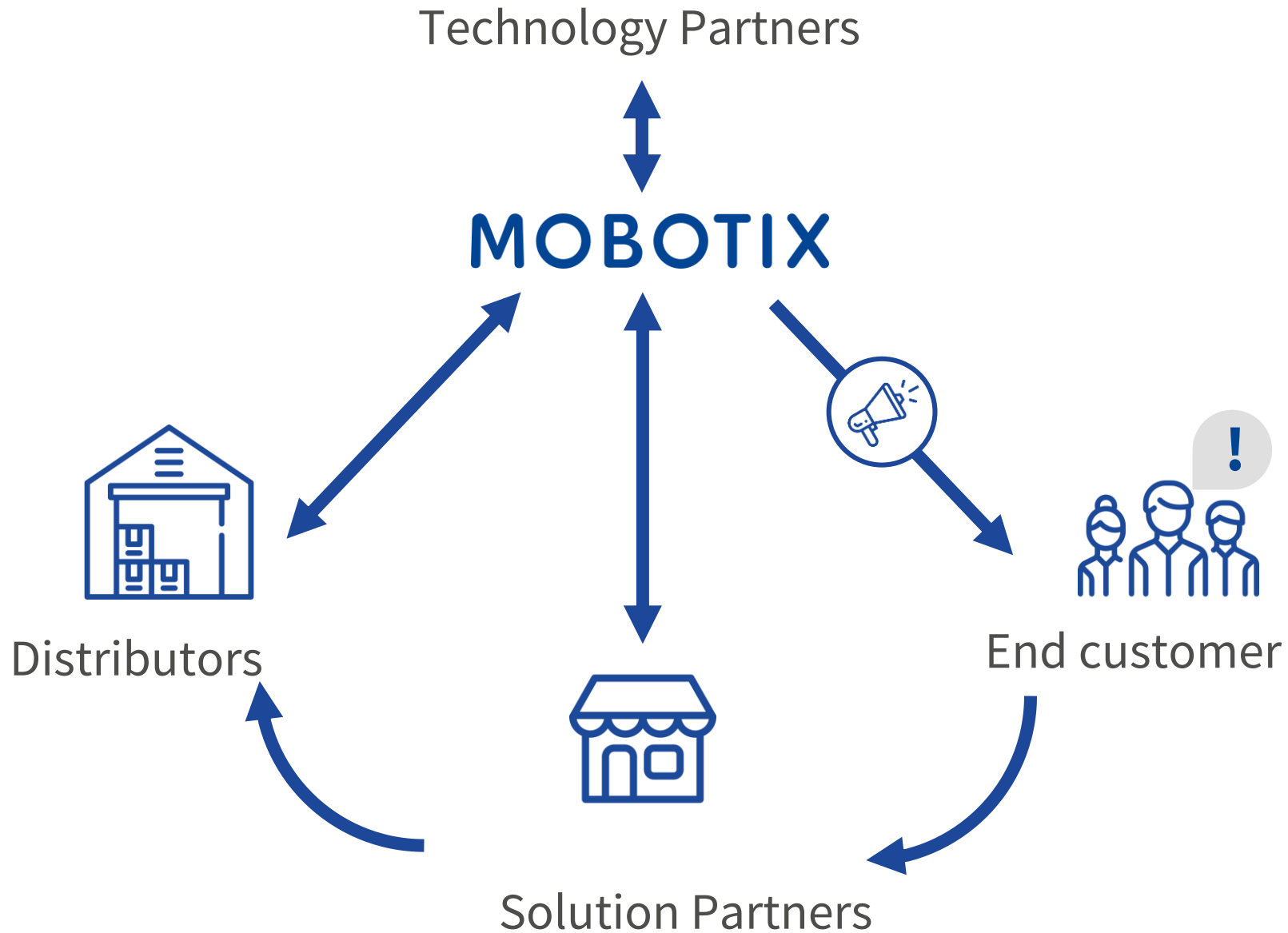
- Majority Shareholder with 64,9% since May 2016
- Strategic anchor shareholder with representatives in the Supervisory Board
- Global Technology Partner for joint development projects, especially for AI, deep learning and algorithm with global development resources
- Global Solution and Sales Partner with global resources



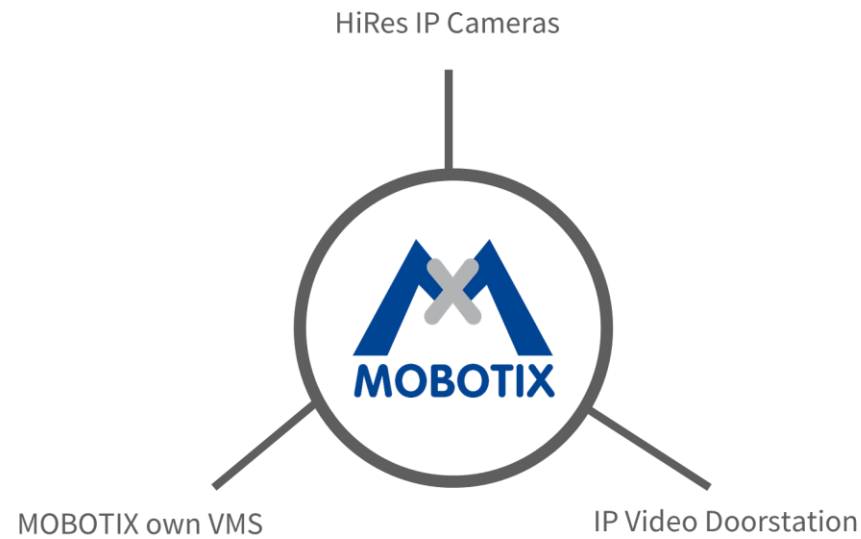
	2016/17	2017/18	2018/19	2019/20 <sup>e</sup>	
Revenue (EUR million)	65,5	66,4	69,9	70,0	
Total performance	66,4	66,9	71,0		
EBIT (EUR million)	-7,6 <sup>1</sup>	1,0	2,0	2,5-3,0 <sup>3</sup>	
EBIT-Margin	-11,4%	1,6%	2,8%	3,6%-4,3% <sup>3</sup>	
EBITDA (EUR million)	-5,3	3,2	4,3	5,0 – 5,5 <sup>3</sup>	
EBITDA-Margin	-8,0%	4,8%	6,0%	7,1%-7,8% <sup>3</sup>	
Net profit for the year (EUR million)	-6,3 <sup>2</sup>	0,4	0,9	1,2-1,5	
Operative Cash Flow (EUR million)	-0,4	-0,9	1,4	-2,3	
Equity Ratio	49,0%	51,4%	49,5%	49,7%	<sup>1</sup> inkl. EUR 1.8 million for restructuring
Dividend / Share (EUR)	0,04	0,04	0,04	tbd	<sup>2</sup> inkl. EUR 1.4 million for restructuring <sup>3</sup> Adjusted EBIT (without capitalization of development costs)
Expectations fulfilled – Growth in line with the 5-year plan					

The market for video surveillance cameras by camera type: World (excluding China)

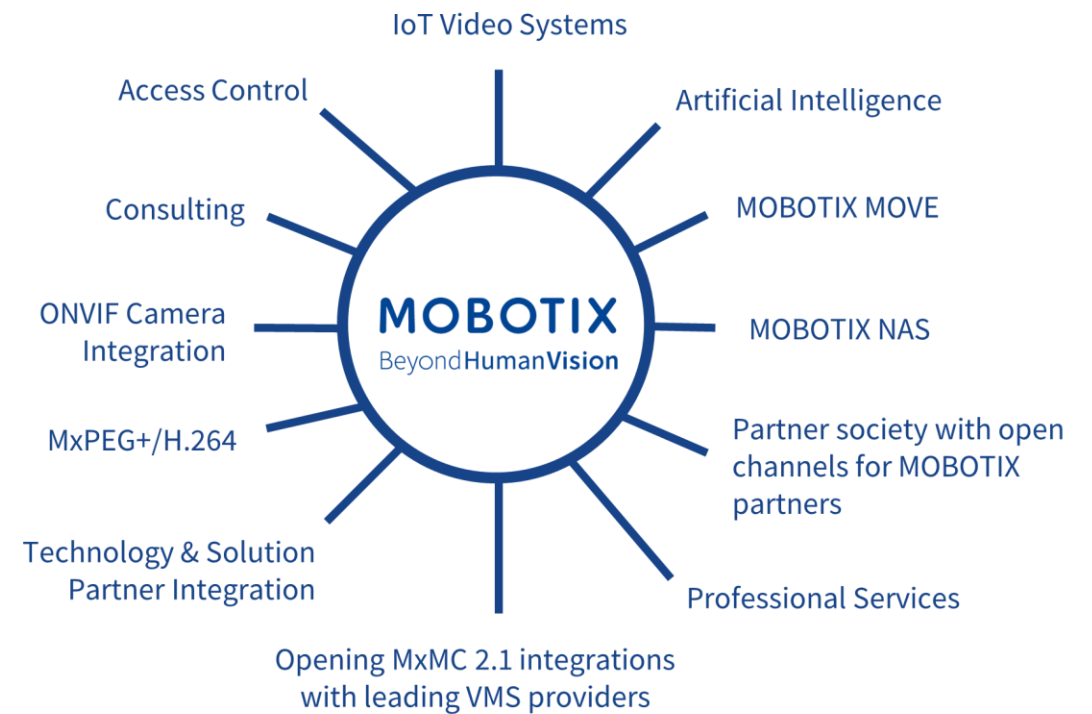
Revenues (\$ millions)						
	2020	2021	2022	2023	2024	CAGR 19-24
Analog and HD CCTV cameras	704,0	648,0	556,1	449,6	361,9	-15,9%
	-18,4%	-8,0%	-14,2%	-19,1%	-19,5%	
Network cameras	4.308,8	4.661,3	5.193,1	5.763,9	6.369,8	6,9%
	-5,5%	8,2%	11,4%	11,0%	10,5%	
Explosion proof cameras	81,4	85,5	90,1	92,8	95,1	-0,4%
	-16,3%	5,1%	5,4%	3,0%	2,5%	
Thermal cameras	290,2	317,7	339,5	366,9	393,1	5,4%
	-4,1%	9,4%	6,9%	8,1%	7,2%	
Total video surveillance cameras						
Revenues (\$ millions)	5.384,5	5.712,5	6.178,7	6.673,2	7.219,9	4,4%
Revenue growth	-7,5%	6,1%	8,2%	8,0%	8,2%	



From a product manufacturer...



... to a complete solution provider!







1. General Development Partner

2. Video Management System

3. Hardware

4. Analytics:

General AI

Face recognition

License plate recognition

5. Access Control

6. Cloud Solution

7. Network

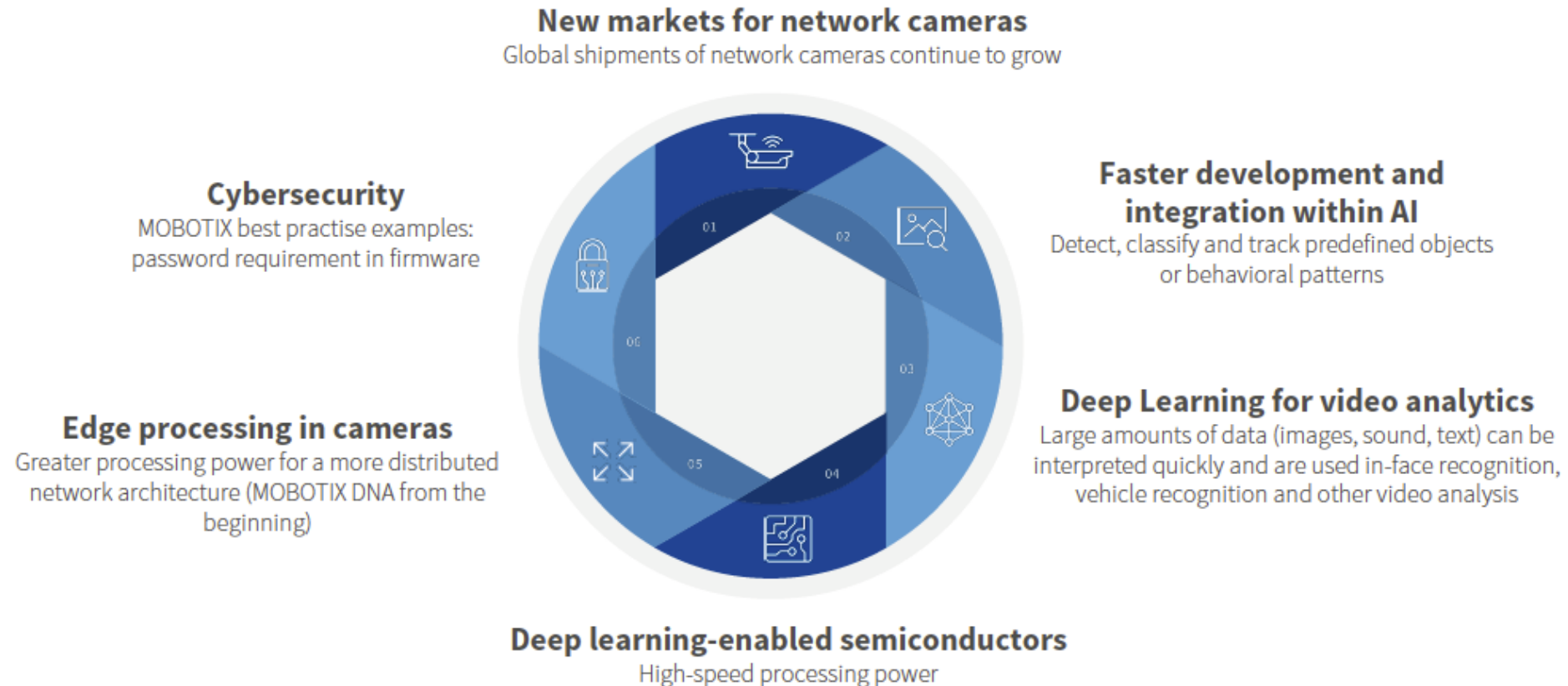
8. Storage

9. Vertical Market Solution:

Automation

Retail



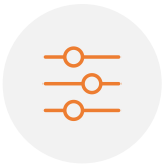






Commitment to **Cyber Security** at the core of our business adhering to the highest level of best practices

→ Penetration testing, certifications (CNPP, le trophée de la Sécurité), accreditations



Value proposition and adjusted strategies for different businesses (solutions and products, software development, services)



Forerunner in **GDPR** (European General Data Protection Regulation)



Stay true to our **DNA** – pioneer of decentralized analytics and recording

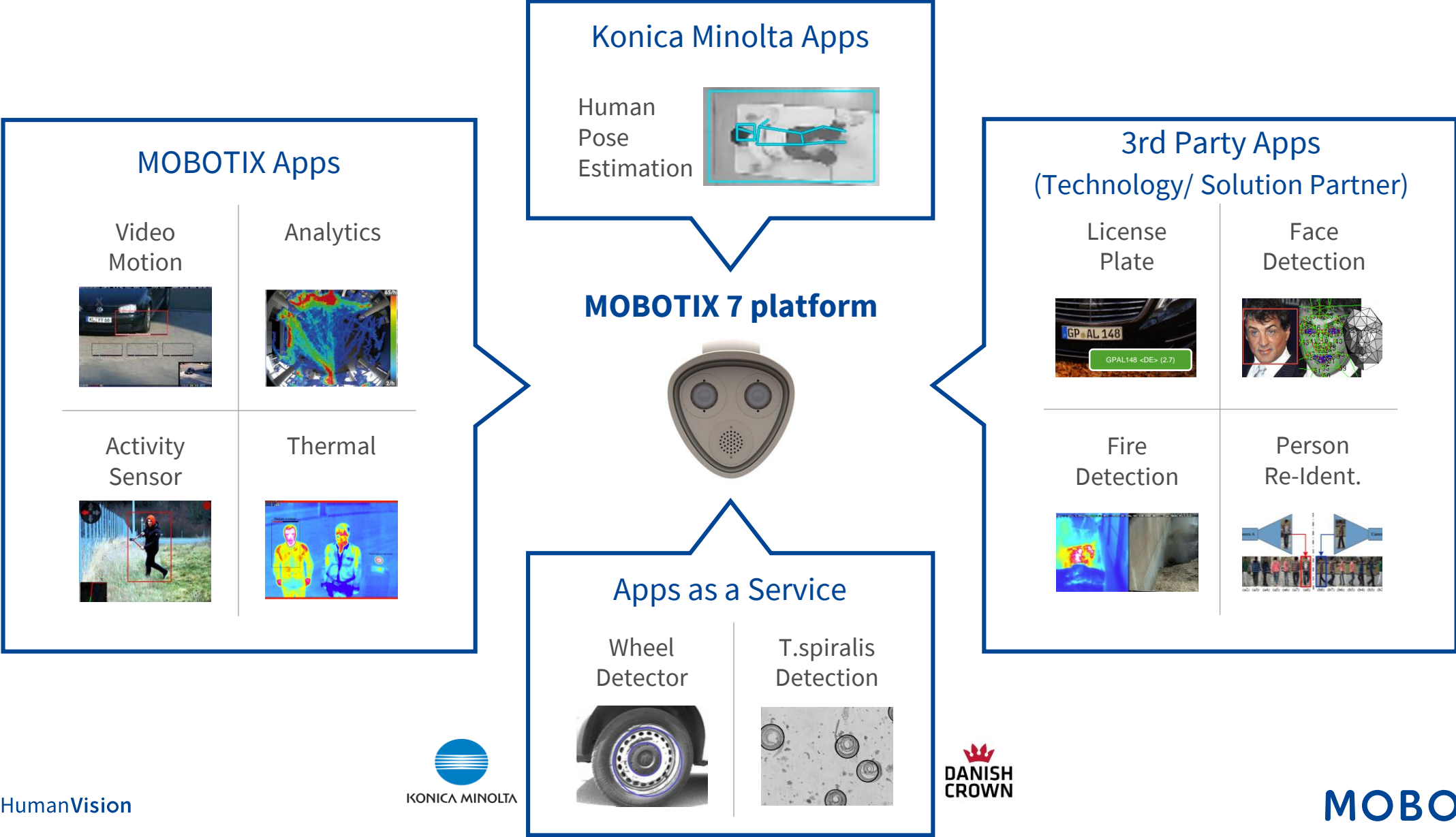


### Security camera industry needs to challenge itself more, it's not only about features

- ➔ Constantly taking measures on privacy concerns
- ➔ Promoting ethical data use
- ➔ Require product features that are GDPR compliant such as
  - ✓ image capture to a certain perimeter masking with video analytics
  - ✓ greater control of user permissions







Queue management  
Shop analysis



Pose based counting



Pedestrian analysis



Behavior analysis



Improved perimeter  
surveillance



Improved people  
counting



Object recognition  
and tracking/  
Traffic analysis



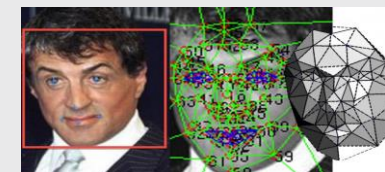
Mood detection  
analysis

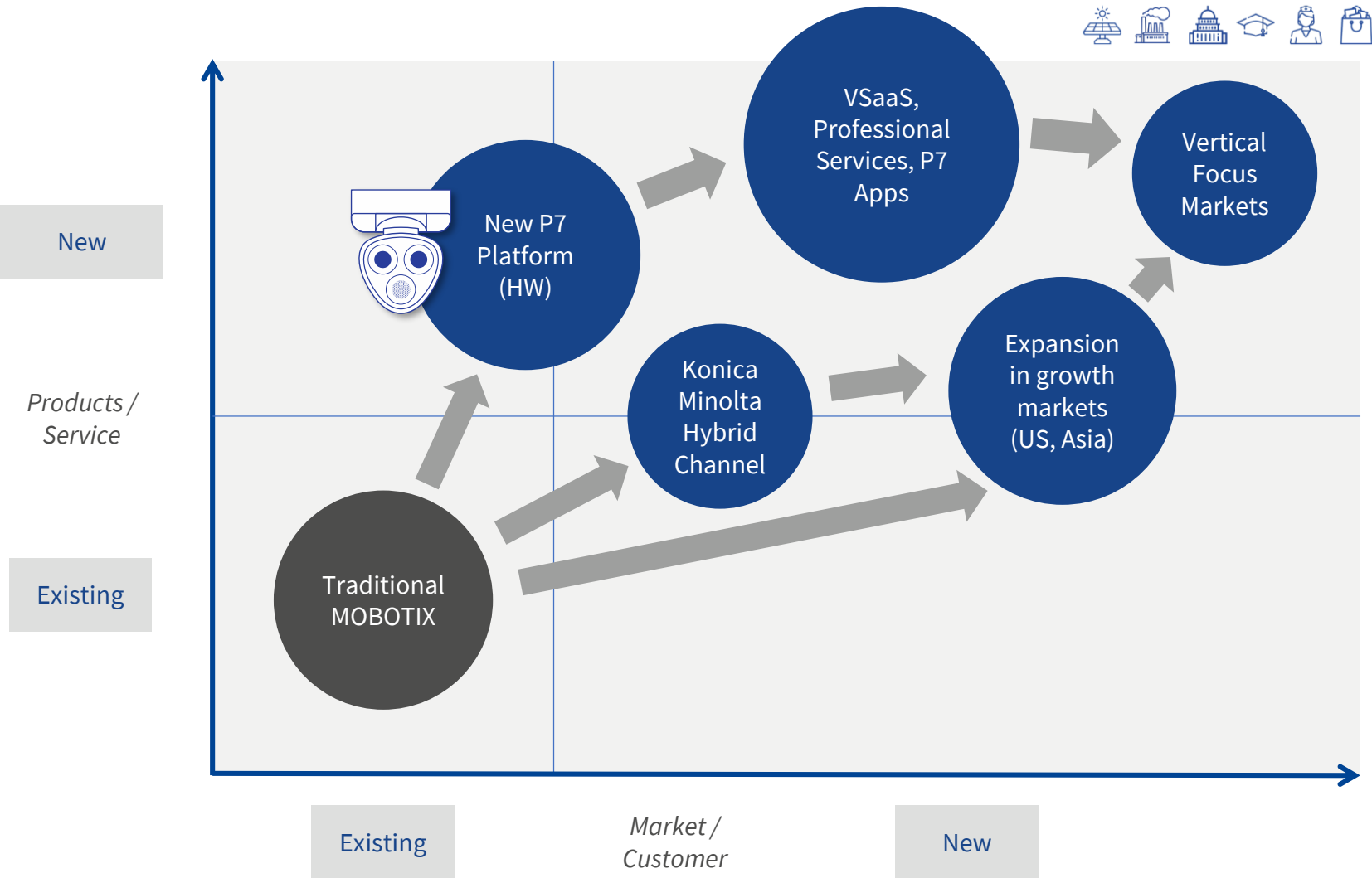


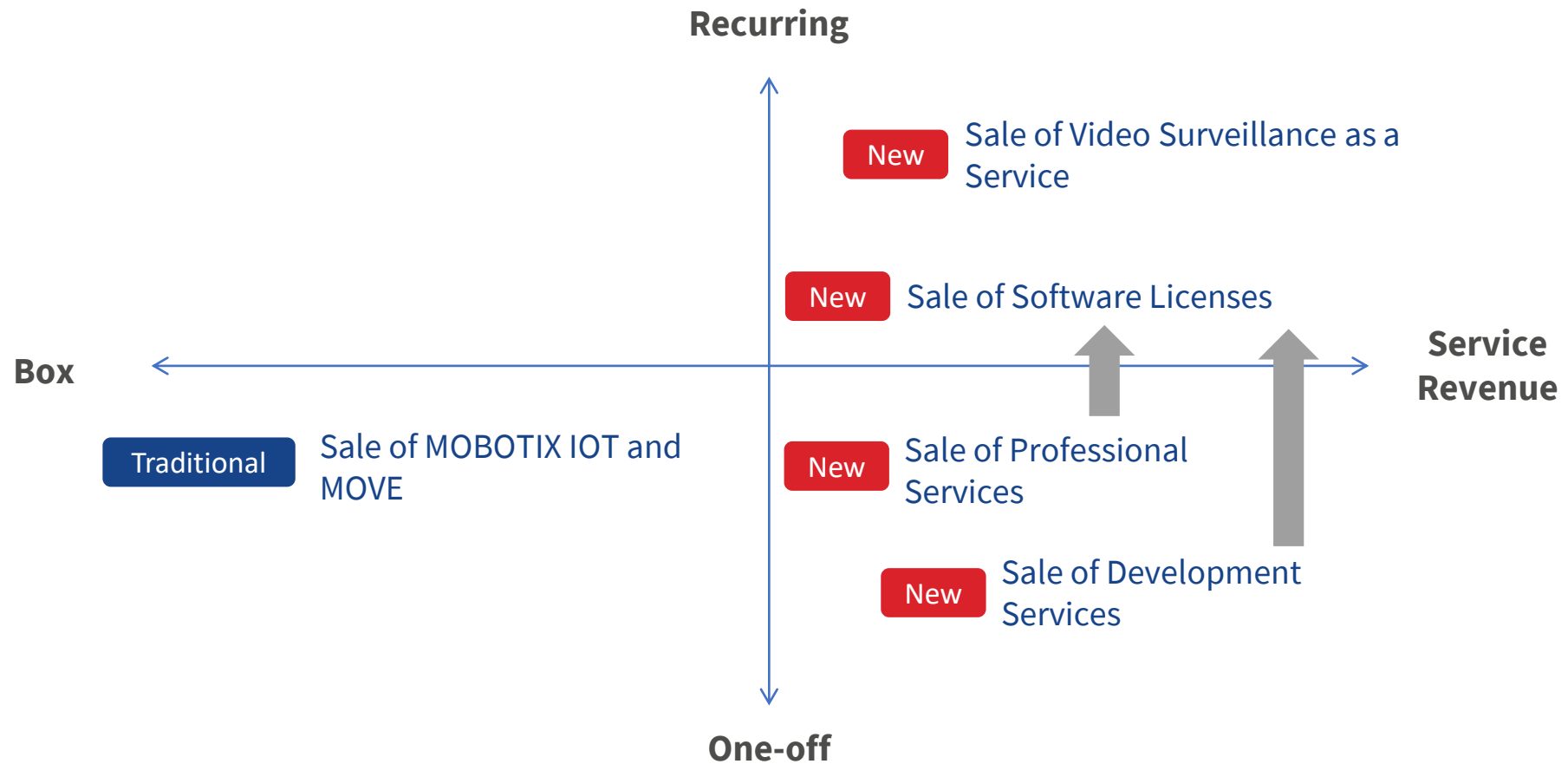
Thermal analysis



Face detection  
and recognition







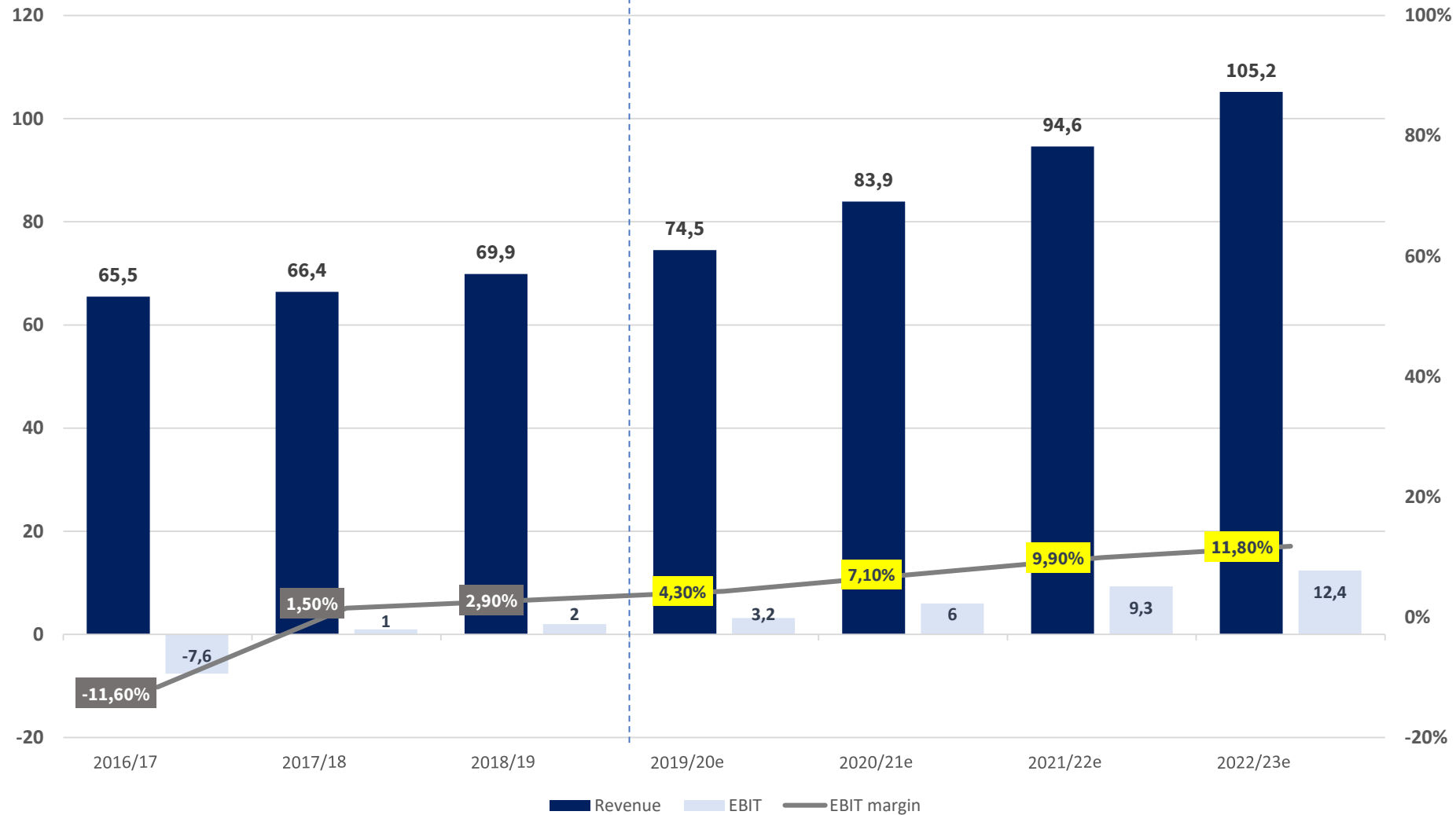
- MOBOTIX is an independent, German quality provider
- The MOBOTIX DNA: Our unique technology
- Security for hardware and software is the declared goal of MOBOTIX
- MOBOTIX follows a clear 5-year plan
- MOBOTIX shows global presence



- Reduced dependency on hardware and camera revenues
- Further development of software monetization and recurring revenues through license and subscription models
- Further extension of the MOBOTIX MOVE range
- Expansion of the Konica Minolta product distribution
- Stable and continuous contract development for Konica Minolta

Total revenue &  
EBIT (Mio. €)

EBIT margin



# MOBOTIX Culture



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# MOBOTIX

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