

**MOBOTIX**

Beyond Human Vision



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**MOBOTIX**

### Management

Management Board:

- Thomas Lausten (CEO)
- Klaus Kiener (CFO)
- Hartmut Sprave (CTO)

Supervisory Board:

- Toshiya Eguchi
- Olaf Jonas
- Tsuyoshi Yamazato



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### Who is MOBOTIX?

- **Leading provider** of high-resolution digital, network-based video security systems
- **The DNA of our Product portfolio** is characterized by:
  - decentralized architecture,
  - integrated intelligence,
  - excellent image quality,
  - modular design,
  - quality and reliability
  - end-to-end cyber security
  - all made in Germany
- **Entire value chain** from hardware and software development, procurement, production, quality management to distribution is **covered by MOBOTIX**
- **Core drivers:**
  - new camera platform with high-performance processors,
  - monetization of software applications,
  - expansion of complementary MX MOVE product line,
  - recurring revenues through professional services
- The company is **headquartered in Langmeil, Germany**, and employs approx. 300 people



Revenue of 100 mio € expected in BY 2022/23

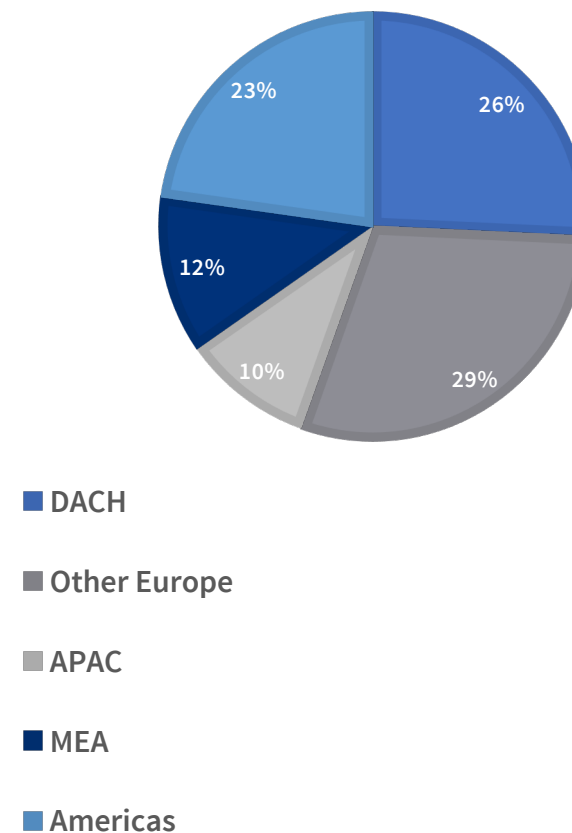
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## Revenue and Profits in Annual Comparison

	2017/18	2018/19	2019/20*	2022/23e
Revenue (EUR million)	66,4	69,9	70,4	100,0
Total performance	66,9	71,0	74,0	
EBIT (EUR million)	1,0	2,0	6,2	12,0
Adjusted EBIT (EUR million)	n/a	n/a	3,0	
EBIT-Margin	1,6%	2,8%	8,3%	12%
Adjusted EBIT-Margin	n/a	n/a	4,0	
EBITDA (EUR million)	3,2	4,3	8,8	
EBITDA-Margin	4,8%	6,0%	11,8%	
Net profit for the year (EUR mio)	0,4	0,9	4,7	
Operative Cash Flow (EUR miol)	-0,9	1,4	1,2	
Equity Ratio	51,4%	49,5%	48,6%	
Dividend / Share (EUR)	0,04	0,04	tbd	

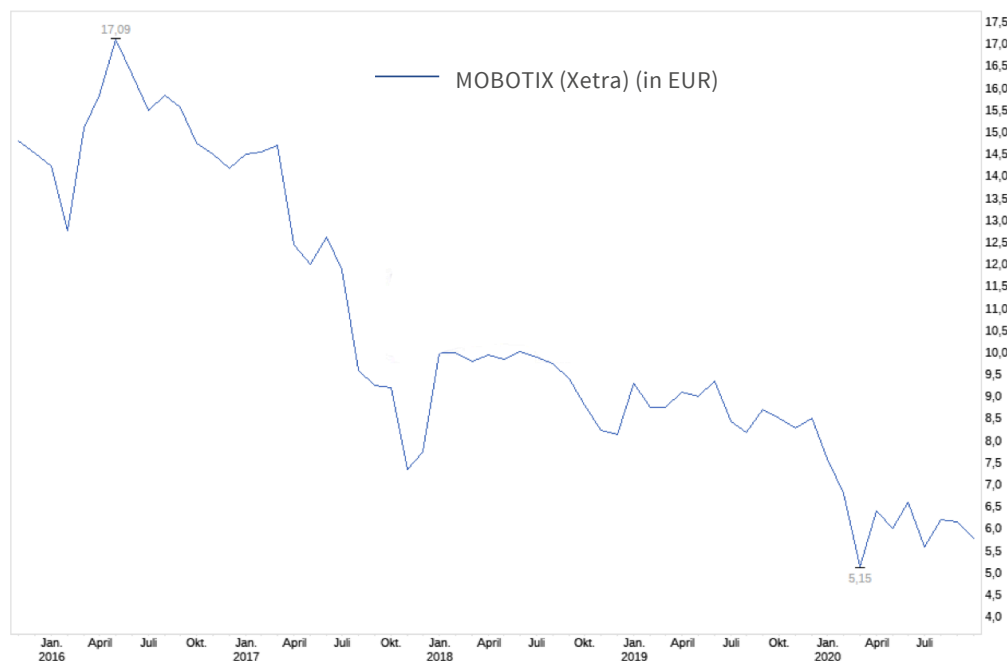
\*unaudited

## Revenue split (FY 19/20)

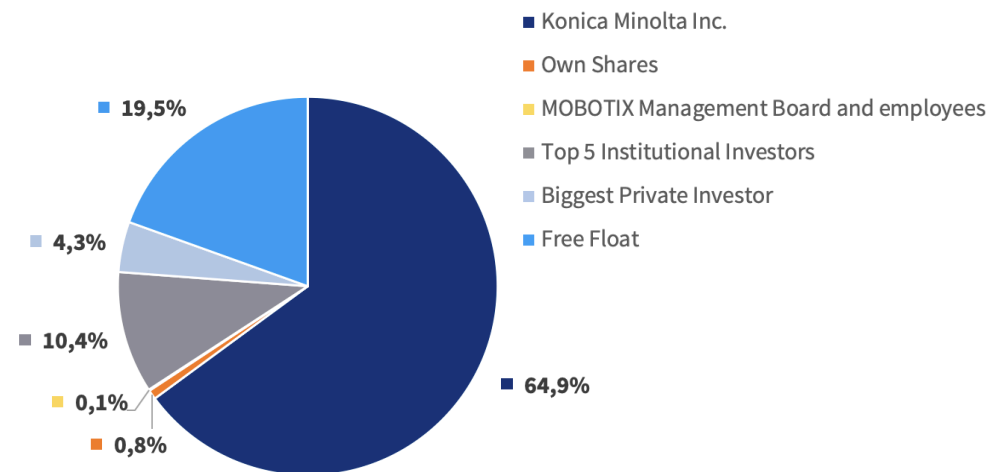


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## Share price development

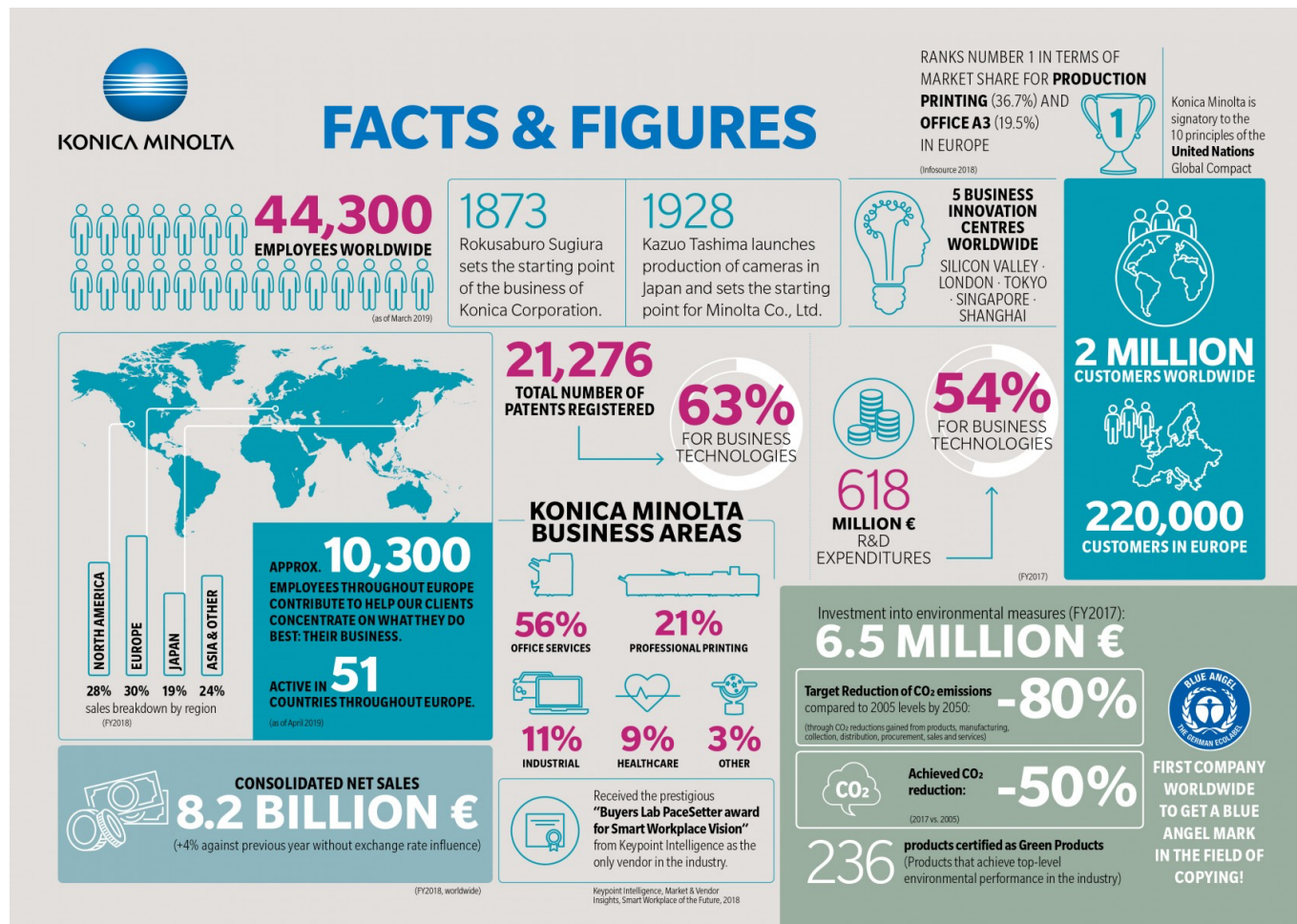


## Ownership structure



## Key facts

ISIN	DE0005218309
Share Price	6,52 EUR (52 week average)
Market Capitalization	EUR 86,5 million
Number of Shares	13.3 million
Market Segment	Open Market Frankfurt, Basic Board
Dividend	2018/19: 0,04 EUR per share



## 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

## Evolution of the Security Camera Market According to OMDIA Database: Strong Growth predicted

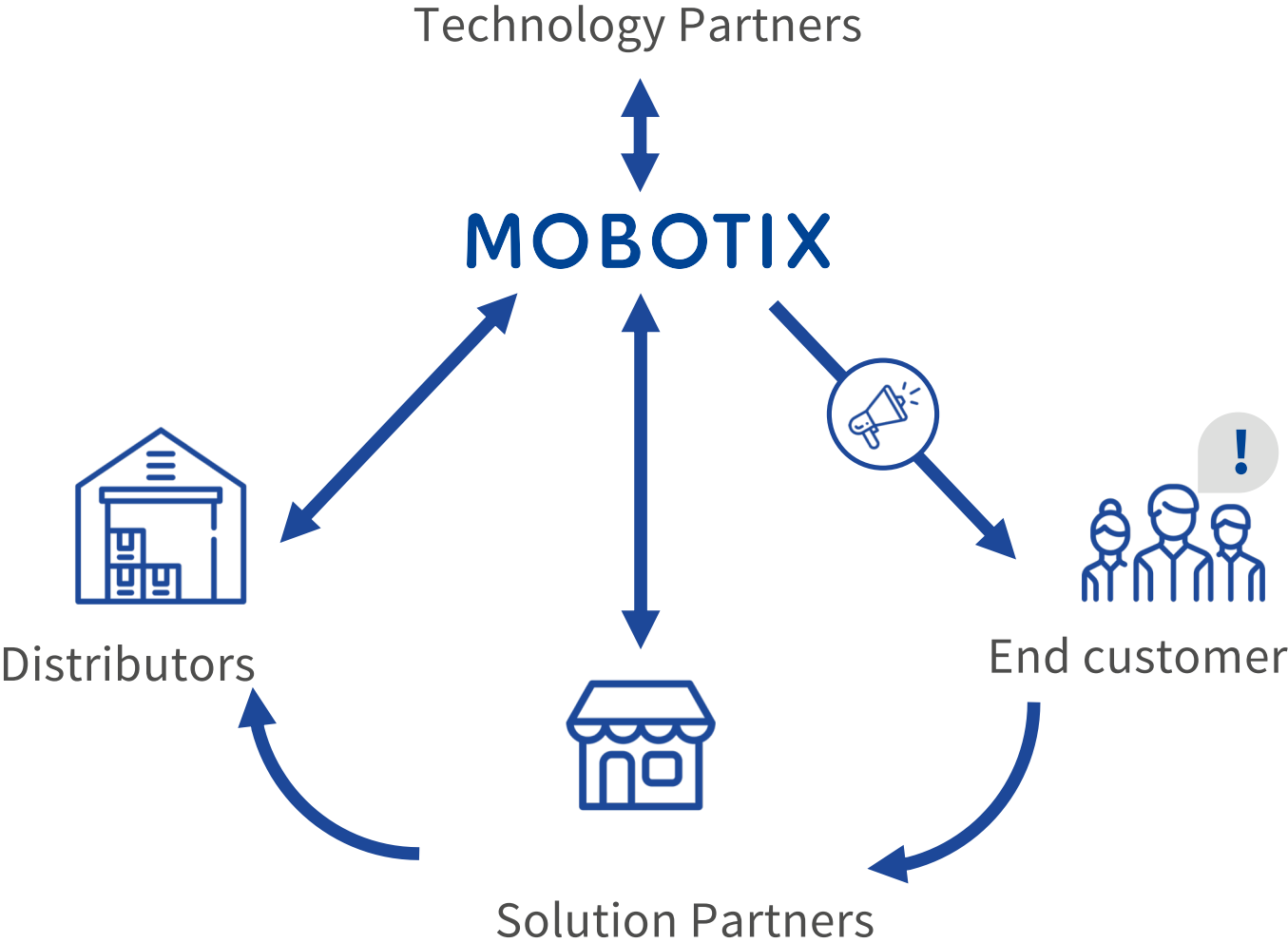
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The market for video surveillance cameras by camera type: World (excluding China)

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%	

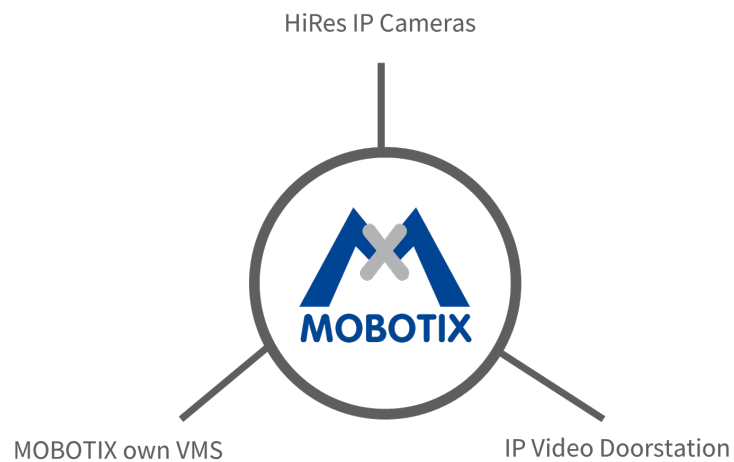
Source: OMDIA Video Surveillance & Analytics Intelligence Database dated July 08, 2020, Table WX.4

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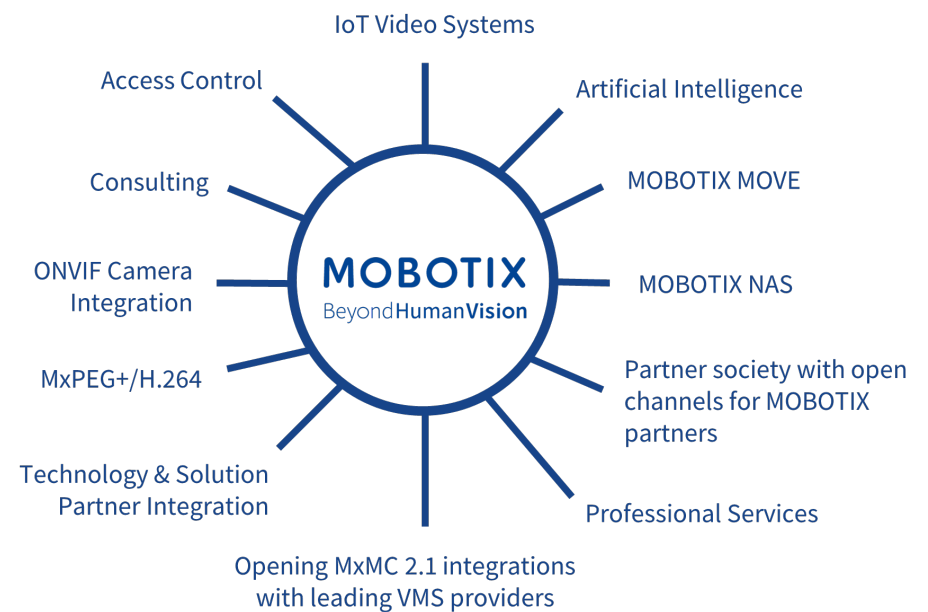




From a product manufacturer...



... to a complete solution provider!



## Powerful and Comprehensive Strategic Alliances

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**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

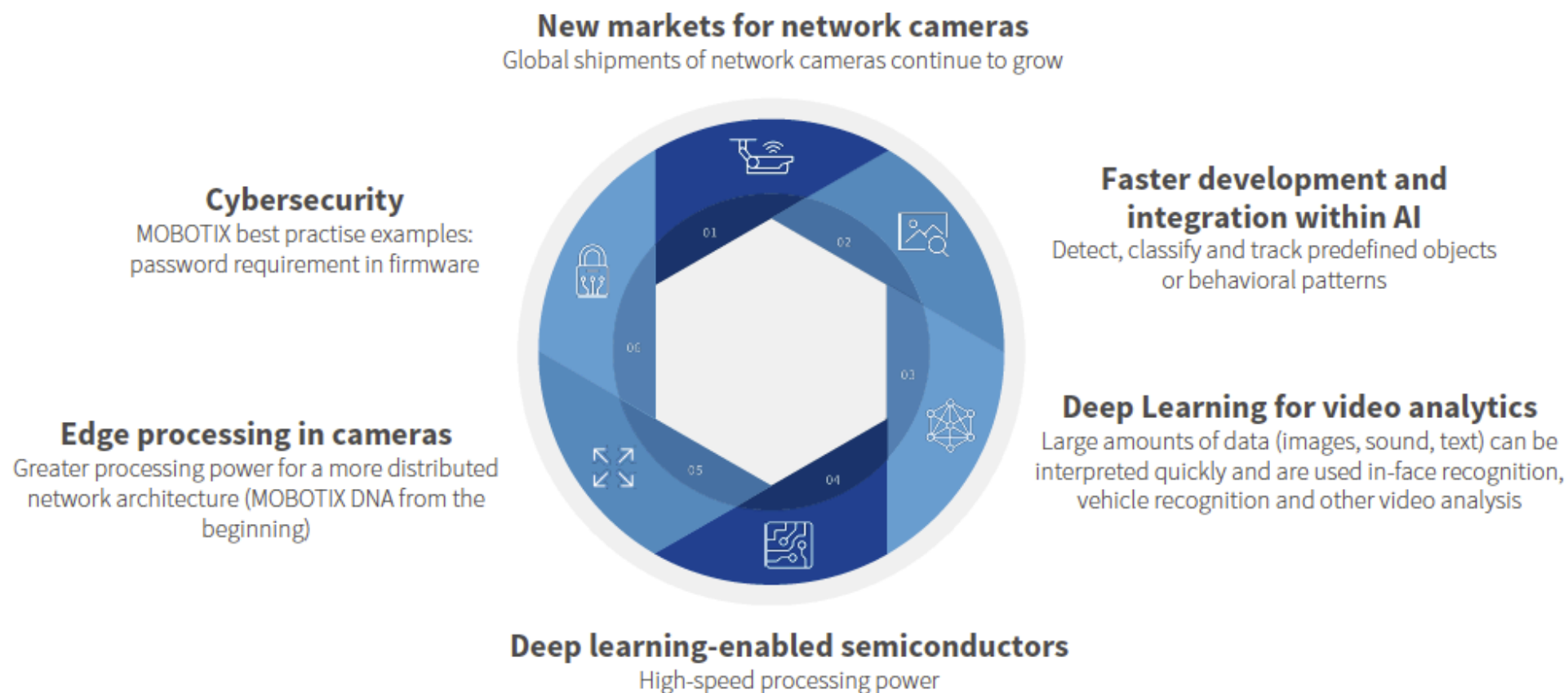
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## MOBOTIX Focus on Six Fast-Growing Vertical Markets

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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



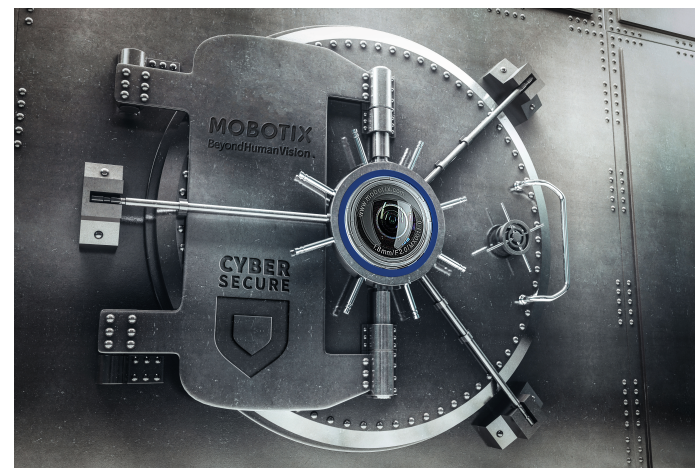
Value proposition and adjusted strategies for different businesses (solutions and products, software development, services)



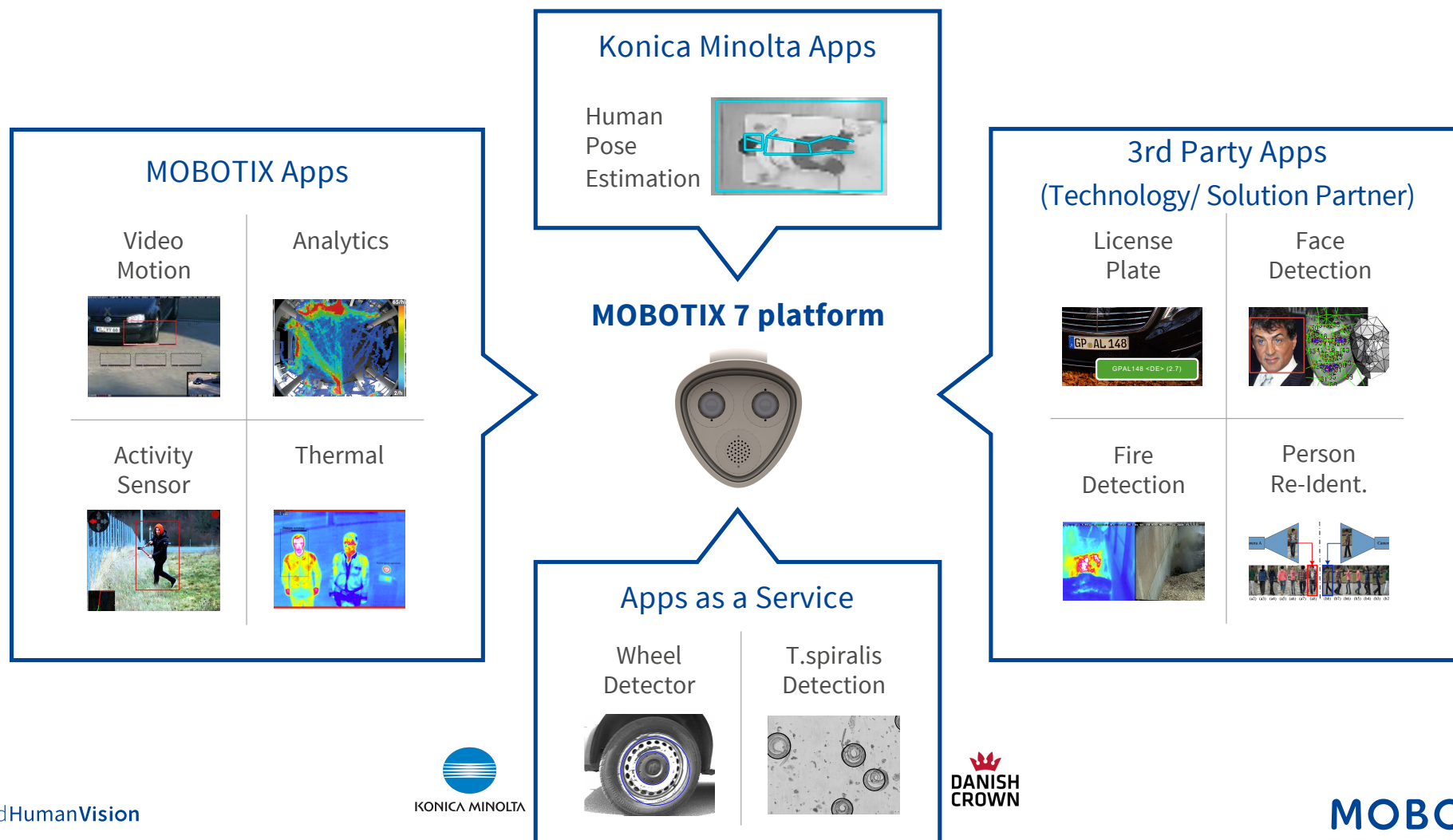
Forerunner in **GDPR** (European General Data Protection Regulation)



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







## New Camera Platform – Deep Learning in Expanded Product Portfolio

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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

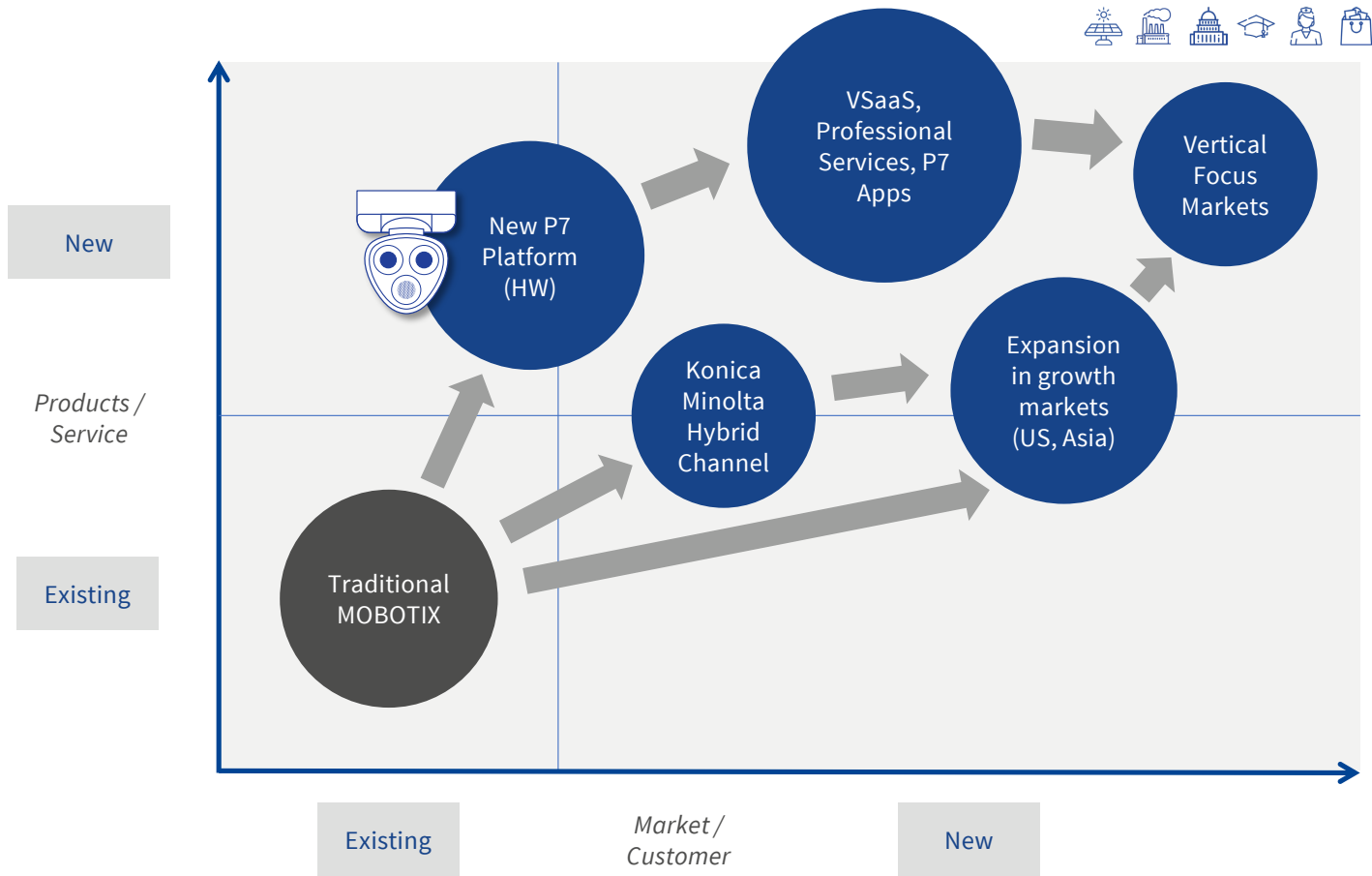


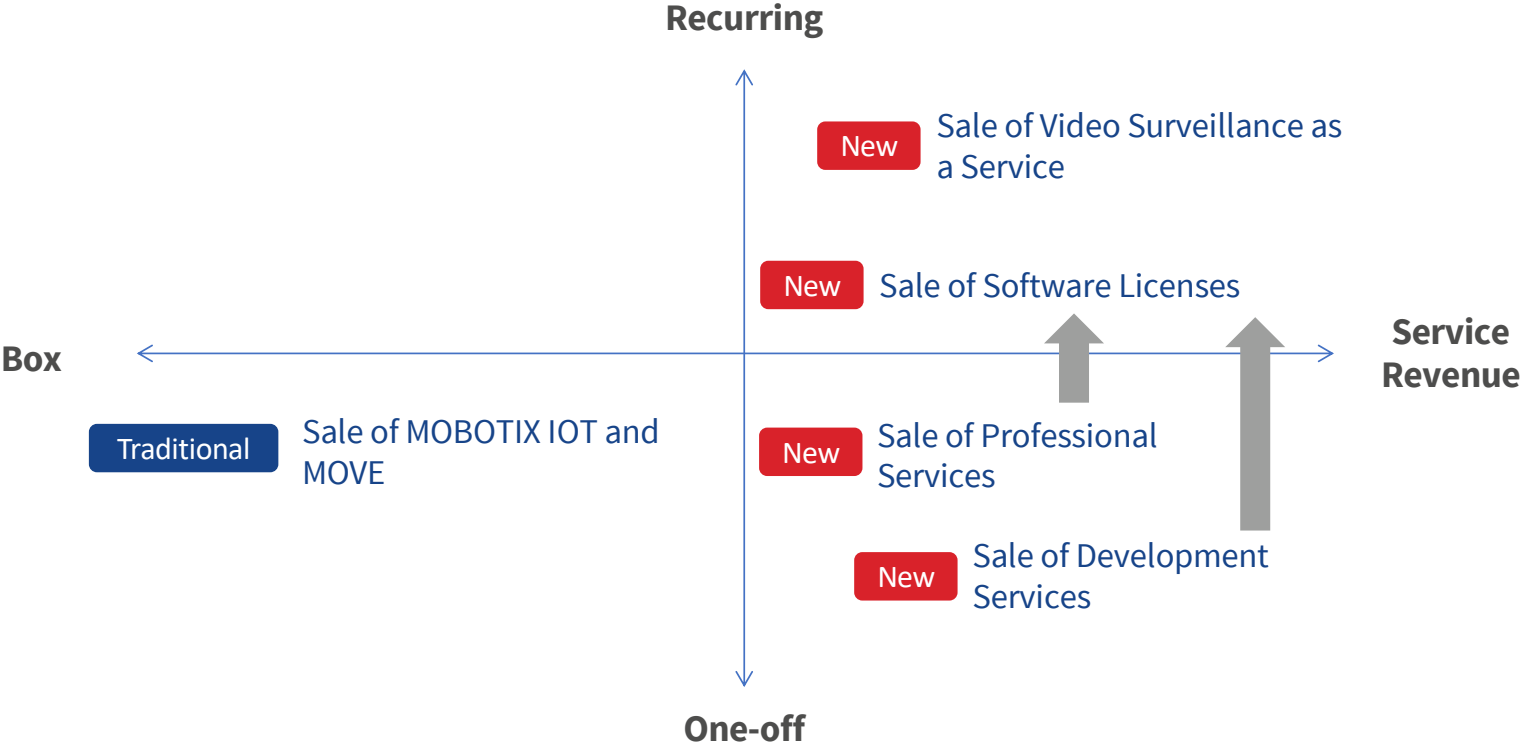
Thermal analysis



Face detection  
and recognition







## Summary of the most important revenue drivers within the 5-year plan

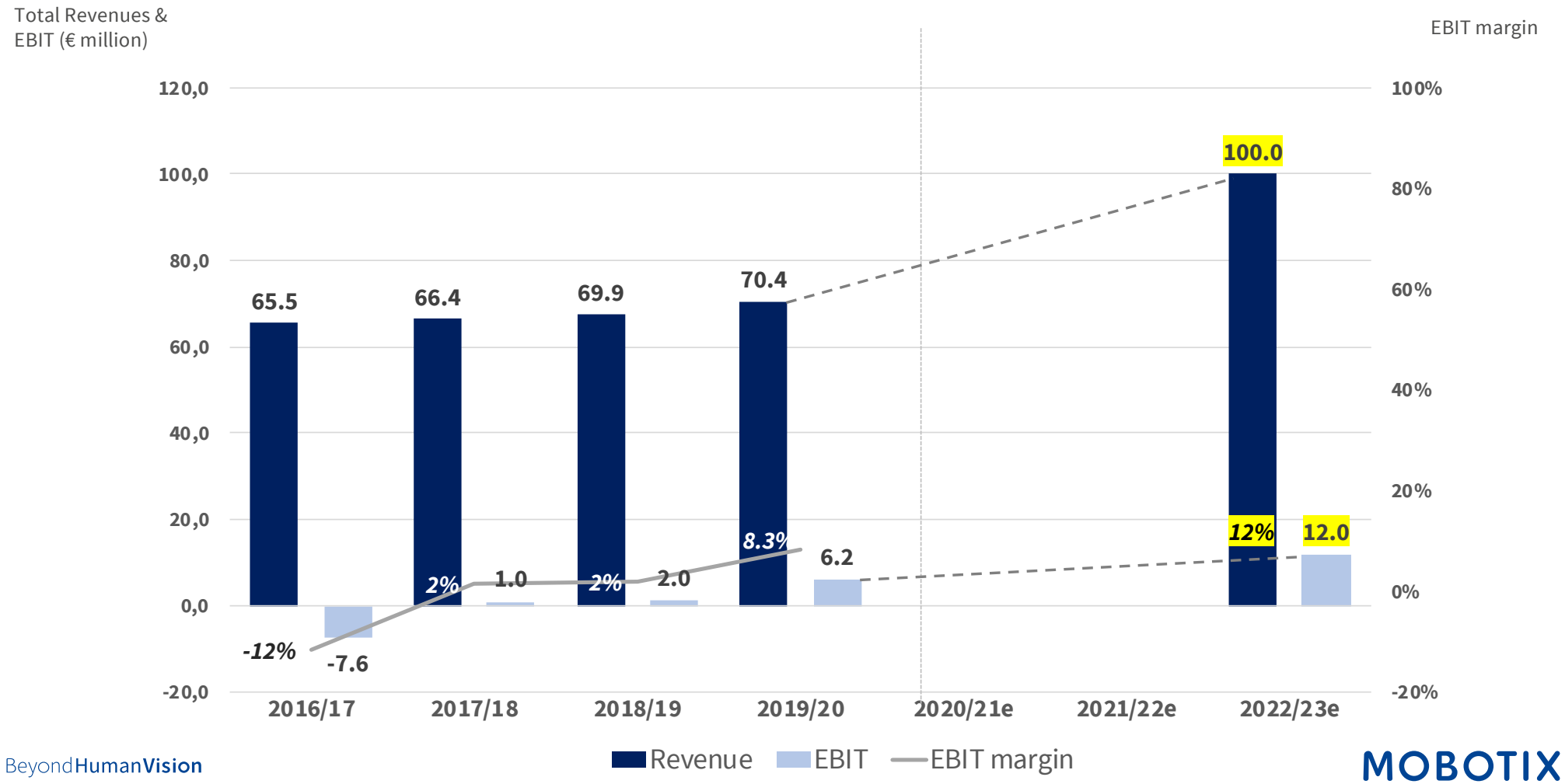
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- Reduced dependency on hardware and camera revenues
- Further development of software monetization and recurring revenues through license and subscription models
- Further extension of the MOBOTIX MOVE range
- Expansion of the Konica Minolta product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



# Last 4-Years Result and 5-Years-Plan



- 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

# MOBOTIX Culture



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# Thank you for your attention!



MOBOTIX AG

Kaiserstrasse

67722 Langmeil, Germany

Klaus Kiener

+49 6302 9816-3003

[investor@mobotix.com](mailto:investor@mobotix.com)

[www.mobotix.com](http://www.mobotix.com)

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