

# BeyondHumanVision







**1999**

Established



**2007**

IPO



**More than 350**

Specialists



**Annual Production Quantity**

> 100.000 cameras



**Made in Germany**

Since 1999

Our purpose is to be the most reliable company protecting people and assets by intelligent, cyber-secure video technologies Beyond**HumanVision**

BeyondHuman**Vision**

**MOBOTIX**



## Seven sites worldwide

Headquarters in Germany, 67722 Langmeil



## Global Management Teams

### Management Board:

Thomas Lausten (CEO)

Klaus Kiener (CFO)

Hartmut Sprave (CTO)

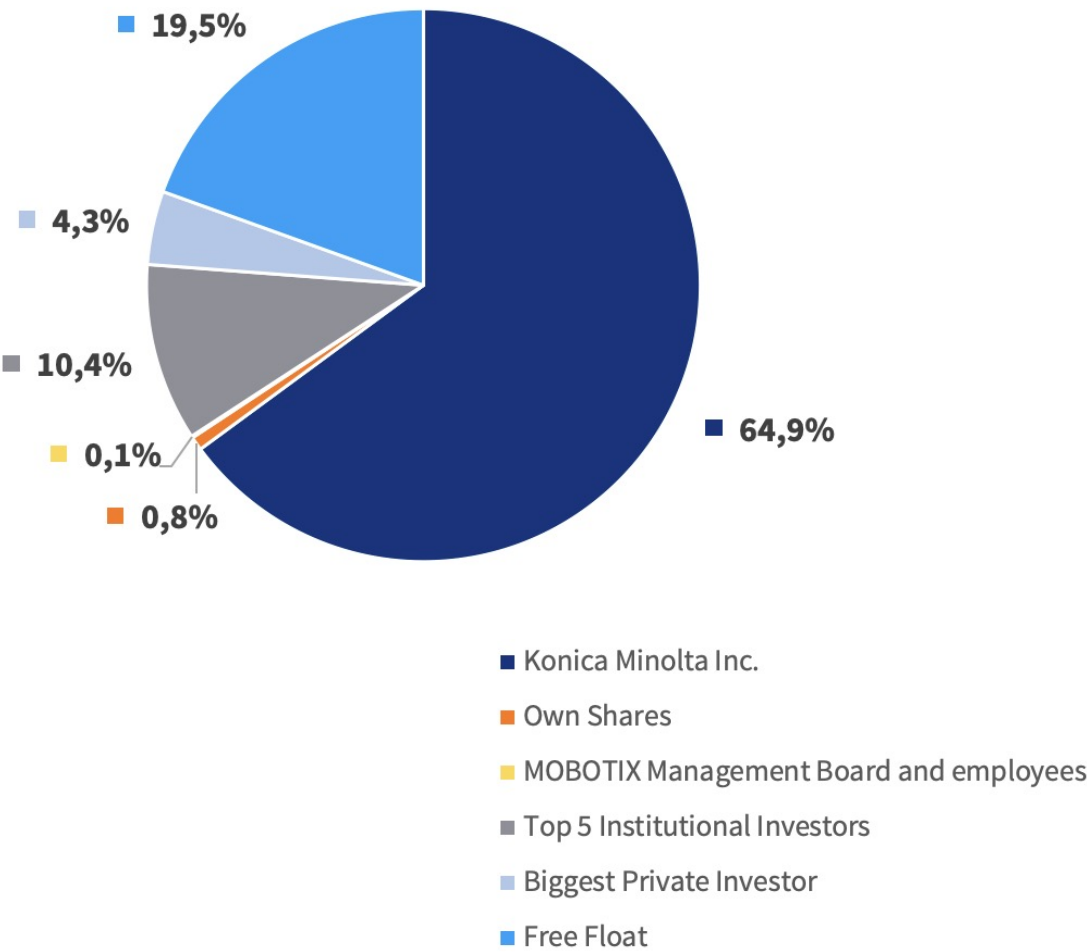
### Supervisory Board:

Toshiya Eguchi

Olaf Jonas

Tsuyoshi Yamazato

Ownership structure



Key facts

ISIN	DE0005218309
Share Price	6,50 EUR (11.05.2021)
Market Capitalization	EUR 86.30 million
Number of Shares	13.3 million
Market Segment	Open Market Frankfurt, Basic Board
Dividend	2019/20: 0,04 EUR per share

**Leading provider** of high-resolution digital, **network-based video security systems**

**The DNA of our core IoT product portfolio** is characterized by:

- decentralized architecture
- integrated intelligence
- excellent image quality
- modular design
- quality and reliability
- end-to-end cyber security
- Made in Germany

**Entire value chain** from hardware and software development, procurement, production, quality management to distribution is **covered by MOBOTIX**.

### **Core drivers:**

- from product provider to solution provider
- new camera platform with high-performance processors
- monetization of software applications
- expansion of complementary MX MOVE product line
- recurring revenues through software sales and professional services



## Camera IoT Products

Outdoor, Indoor, Thermal



## MOVE Camera Products

Centrally Managed ONVIF Cameras



## Access Control

Individual Access Solutions of All Sizes



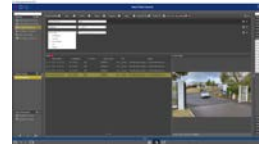
## CLOUD

Access Your Video Systems from Anywhere



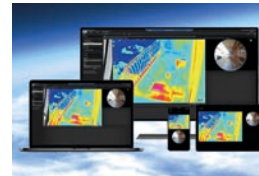
## Apps

Certified and Optimized for Various Industries



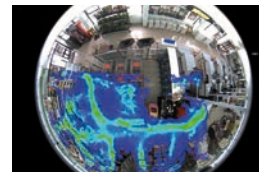
## VMS

Powerful MOBOTIX Video Management System



## HUB

New Video Management System



## Video Analysis

Collect statistical behavioral data on people & objects



# MOBOTIX Focus on Six Fast-Growing Vertical Markets

7



## Healthcare — A Success Story: BG Unfallklinik, Ludwigshafen (Germany)

BG Klinik Ludwigshafen in southwest Germany is an outstanding center of expertise for accident, hand, plastic and burns surgery with a 500-bed capacity

### Challenge

Detection of persons with an abnormal body temperature in sensitive areas

### Solution

MOBOTIX thermal radiometry cameras

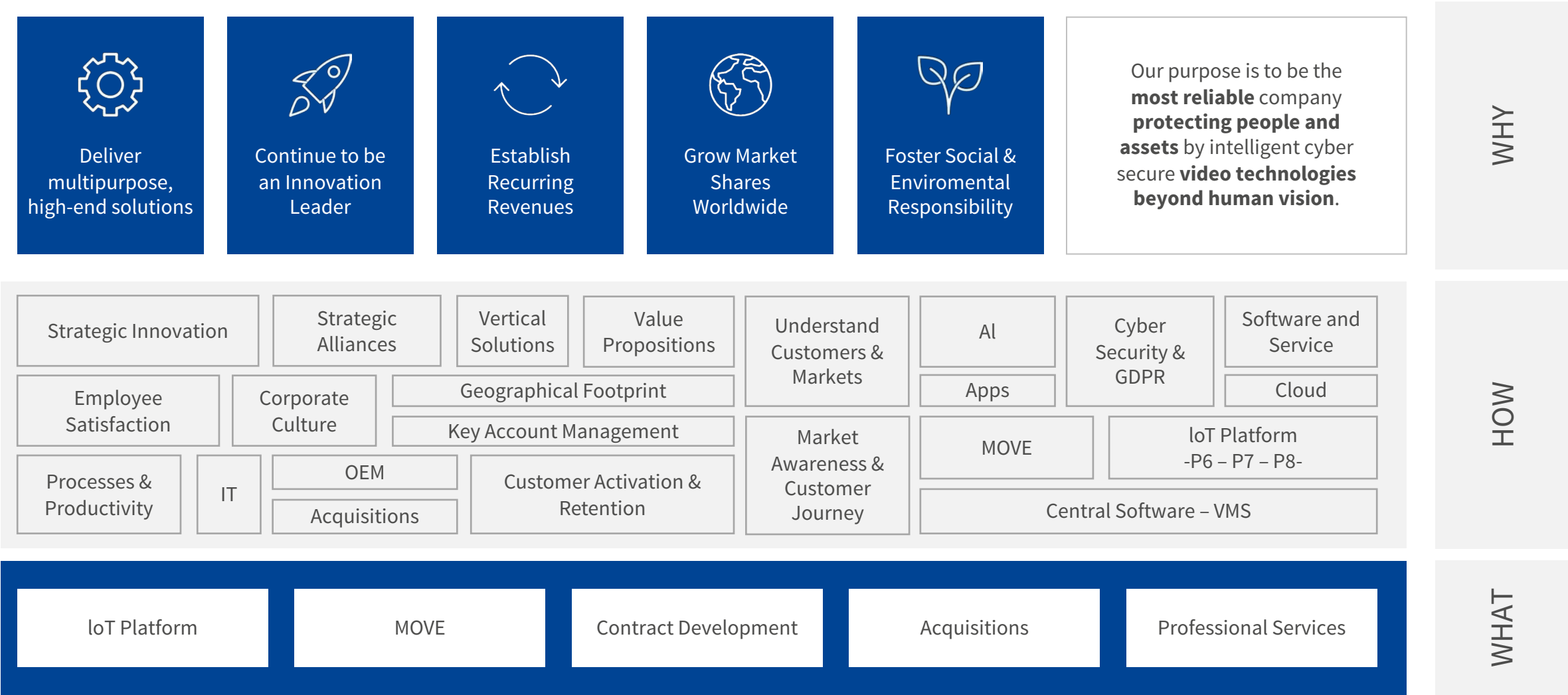


## Proven in Practice – An example of success: Keeping an Eye on Charging Stations with the MOBOTIX CLOUD

CITYWATT, which is a member of “PRAML Group — The Energy Family” develops and operates custom 360° charging station concepts for its clients throughout Europe.

For CITYWATT, the simple scalability of the system is important. If the company chooses to expand its network of charging stations, it is able to add an almost unlimited number of cameras. Likewise, the storage capacity in the MOBOTIX CLOUD can be expanded as needed. All whilst providing a high level of cybersecurity, as data transmitted to the CLOUD is encrypted.







# Strategic Alliance

MOBOTIX and KONICA MINOLTA



KONICA MINOLTA

**MOBOTIX**

BeyondHumanVision

# Benefits of the Strategic Alliance between MOBOTIX and KONICA MINOLTA

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## **Faster access to new product areas**

(e.g. IoT Platform, Deep Learning Framework)



## **Portfolio expansion with access to additional business opportunities**

(e.g., AI-based analytics, 3D LiDAR technology)



## **Introduction of new methods for faster innovation in the current market environment**



# Cybersecurity and Certifications

One of the most secure systems in the world



# The MOBOTIX Cactus Concept

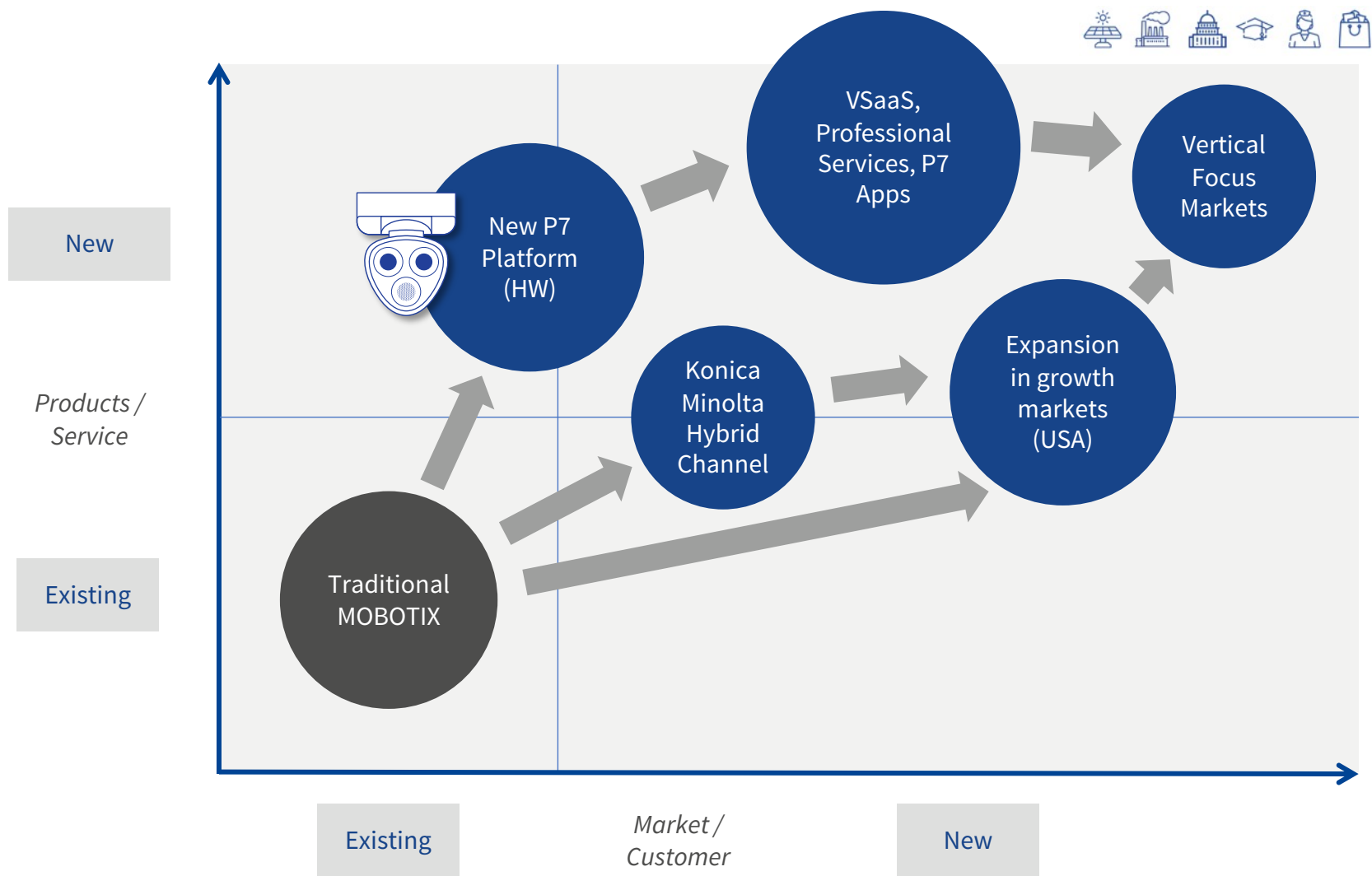
Cybersecurity is one of MOBOTIX's core areas of development

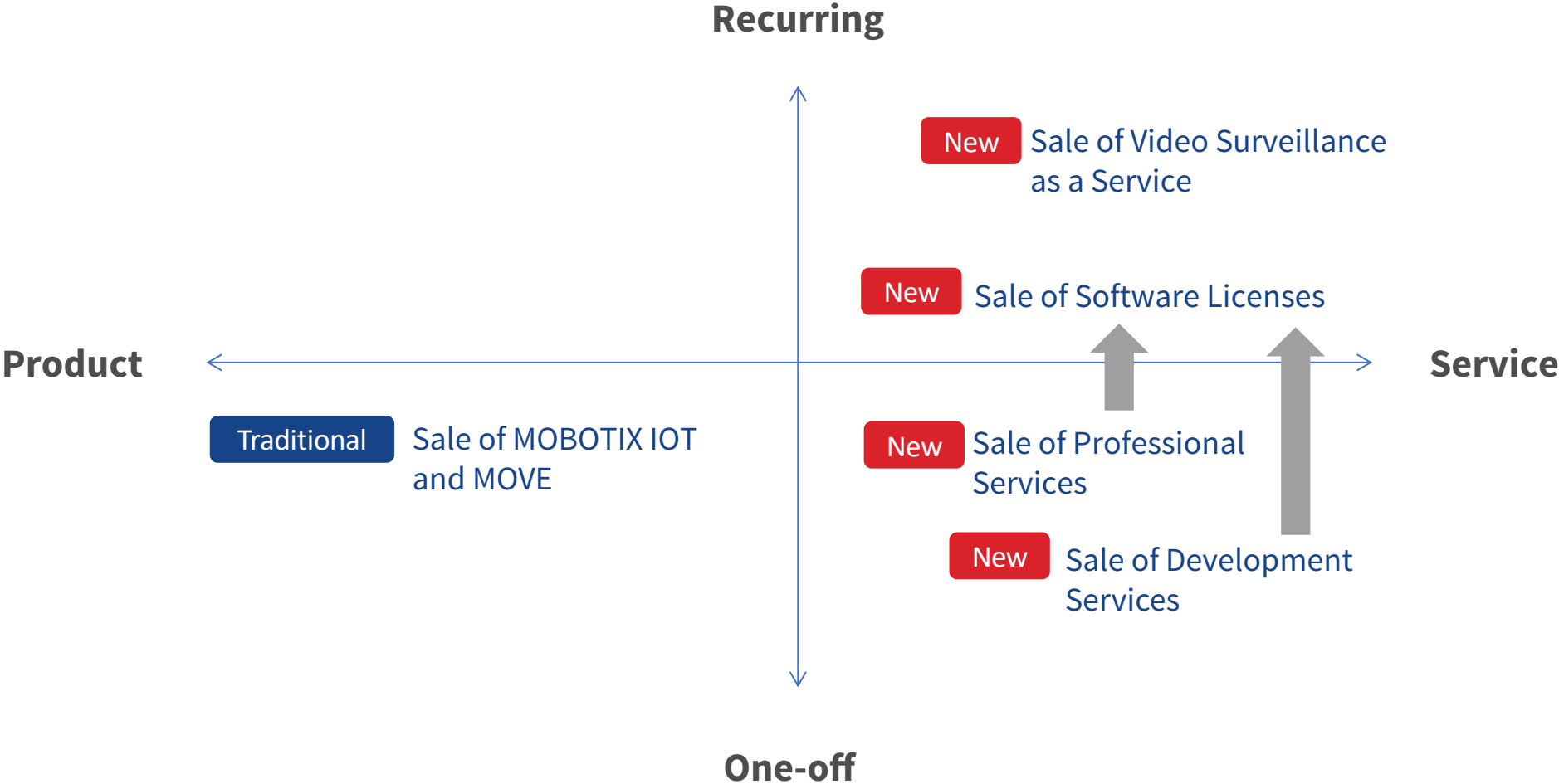
Encrypted end-to-end security concept

MOBOTIX IoT systems are regularly audited by external parties (e.g. Syss certification)











From Product  
Manufacturer ...

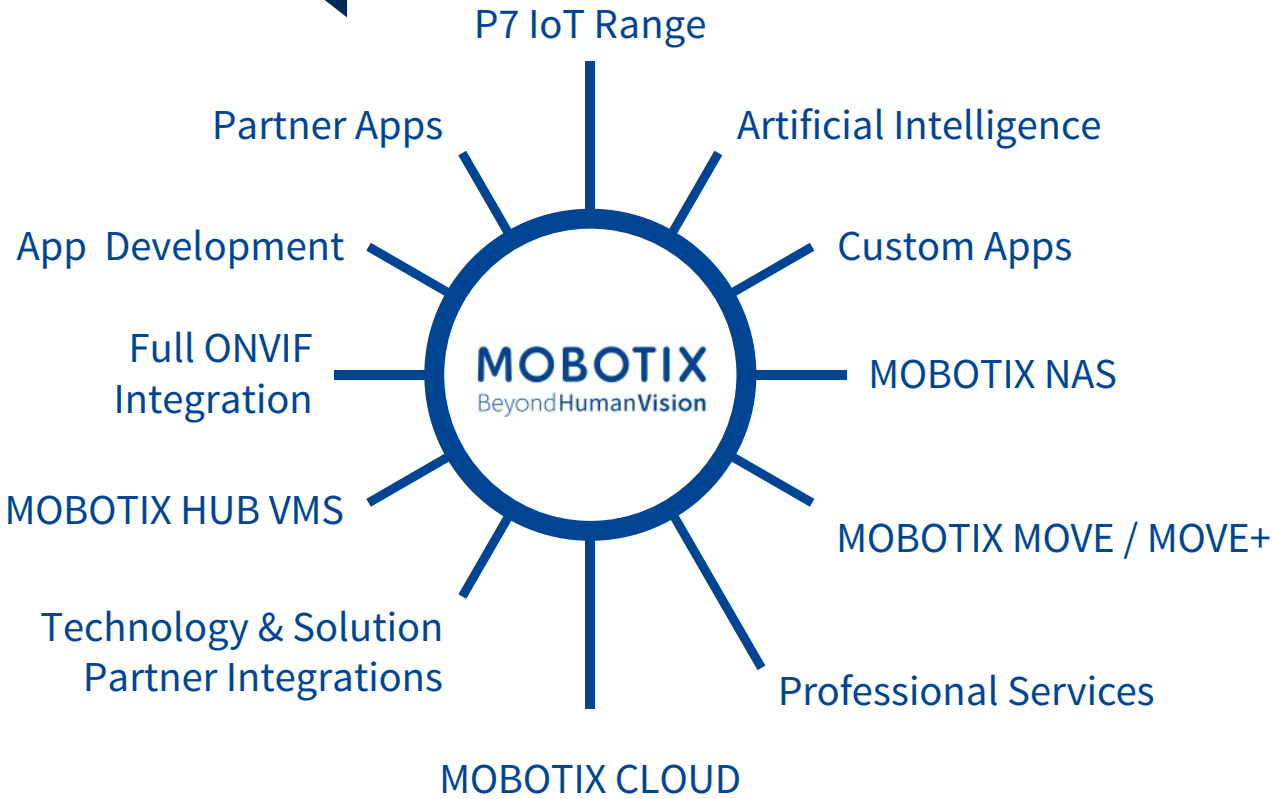
P6 HiRes IP-Cameras

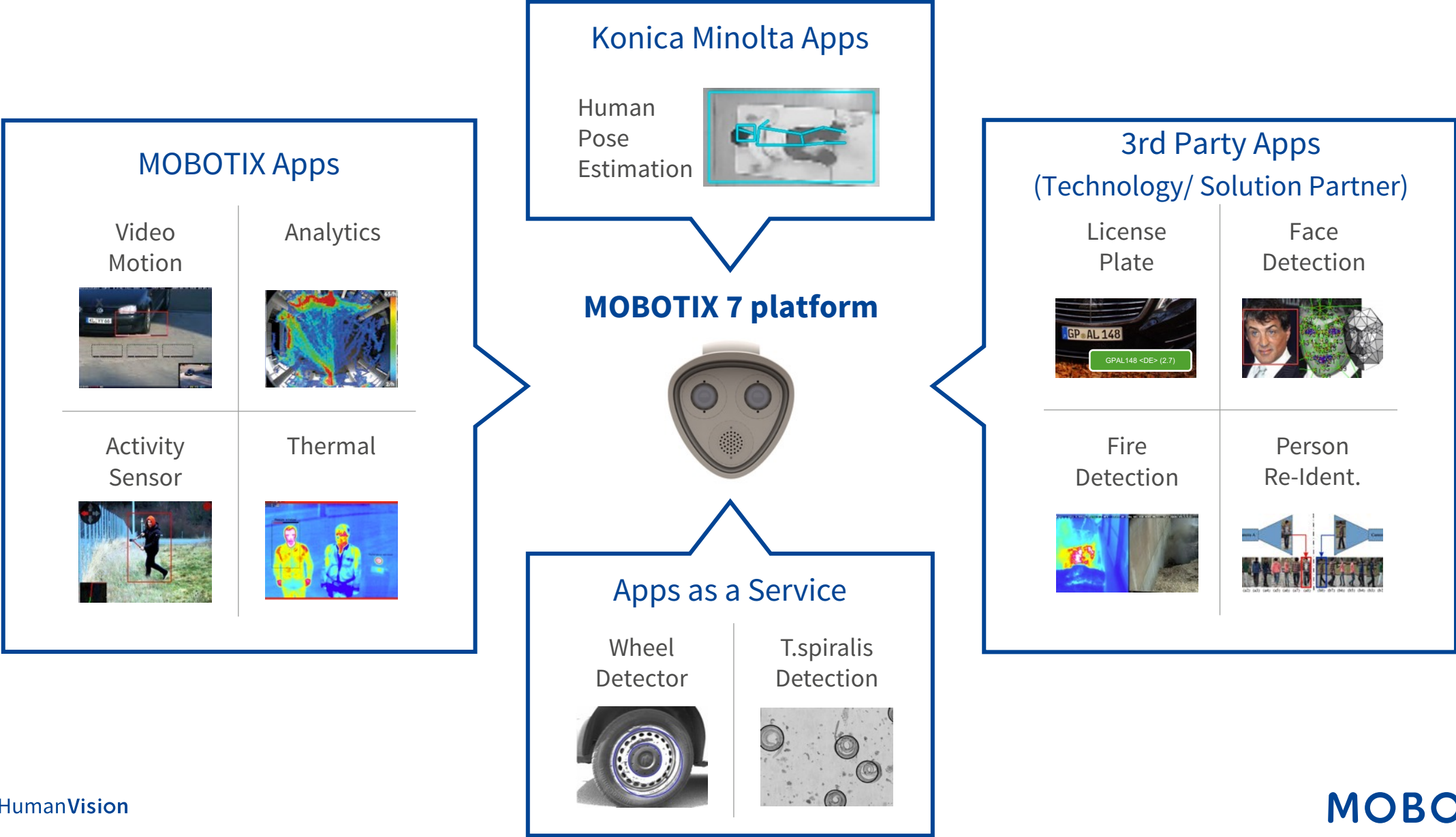


Proprietary VMS

IP-Video  
Doorstation

... to Solution  
Provider!







Queue management  
Shop analysis  
Limitation of people qty



Pose based counting



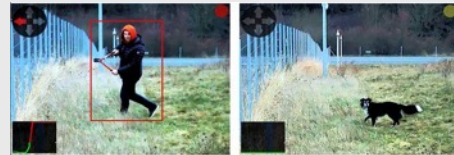
Pedestrian analysis



Behavior analysis



Improved perimeter  
surveillance



Improved people  
Counting including  
Social Distancing (COVID-19)



Object recognition  
and tracking/  
Traffic analysis / LPR



Mood detection  
analysis







Thermal analysis  
Elevated body temperature  
(COVID-19)



Face and mark detection/  
recognition



The video surveillance camera market by camera type: World excluding China

World excluding China		2019 size	(% of market)	5-Year trend (2019-2024)	CAGR
Front end	Analog & HD CCTV cameras	● \$0.86bn	7.5%		-16.1%
	Network cameras	●● \$4.63bn	40.1%		6.8%
	Explosion proof cameras	• \$0.1bn	0.8%		-0.4%
	Thermal cameras	● \$0.3bn	2.6%		5.4%

**Largest growth in sales of network and thermal cameras expected in**  
1) Americas 2) EMEA 3) Asia

Source: OMDIA Video Surveillance & Analytics Intelligence Service dated October 2020

- Largest CAGR growth projection outside China
- The US market accounted for 73.8% of revenues in the Americas
- The US market is forecast to decline 8.6% in 2020 as the knock-on effects of the pandemic, lockdown and economic slowdown impact spending on video surveillance equipment
- Some recovery is forecast in 2021 with high growth of 8.9%
- Another year of high growth is forecast in 2022
- Predicted US market potential in 2024: USD 4.7bn
- Competitive advantage driven by regulatory environment (NDAA)



*Source: OMDIA Video Surveillance & Analytics Intelligence Service dated October 2020*

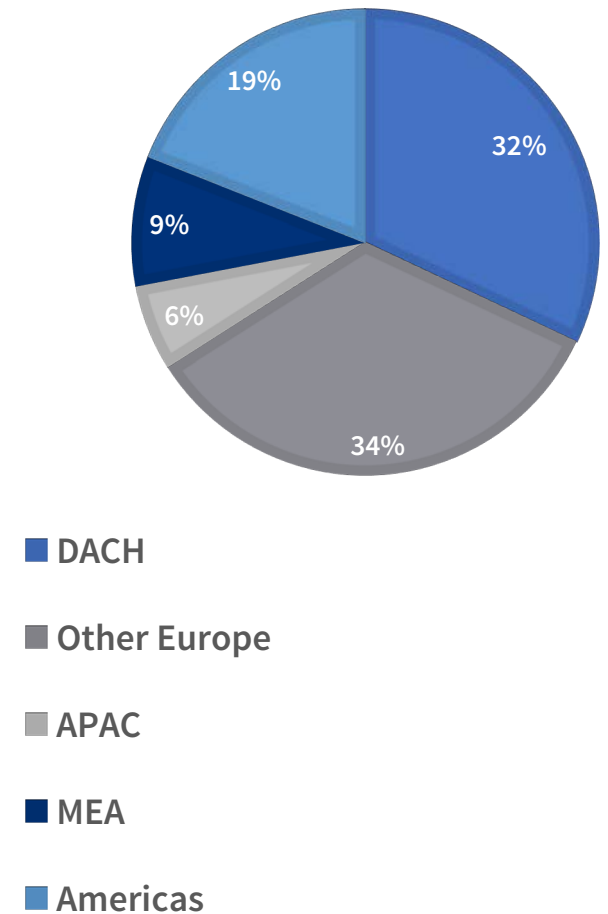


- MOBOTIX achieved organic revenue growth in the U.S. of 28% in U.S. dollars and 18% in euros in the first half of fiscal year 2020/21 compared to the previous year.
- Further investments in the business development of the USA region were decided with implementation in the 3rd quarter of the current fiscal year. The focus here will be on geographic presence in key states due to increased demand for our solutions, particularly in the public sector, retail and industry.
- Investments in additional sales staff and marketing activities will be supported by the growth of the U.S. economy and the increased interest in surveillance technology developed and produced in Germany.
- MOBOTIX has achieved NDAA approval in 2020 to ensure compliance for the US market in the coming years.

## Revenue and Profit in FY Comparison

	2017/18	2018/19	2019/20	2020/21 H1	2020/21e FY	2022/23e
Revenue (EUR mil)	66,4	69,9	70,4	28,5	62,0 - 64,0	100,0
Total performance	66,9	71,0	73,4	30,1		
EBIT (EUR mil)	1,0	2,0	6,2	0,1	1,5 - 2,5	12,0
<i>EBIT-Margin</i>	1,6%	2,8%	8,4%	0,3%	2,4% – 3,9%	12,0%
EBITDA (EUR mil)	3,2	4,3	8,8	1,5		
<i>EBITDA-Margin</i>	4,8%	6,0%	11,9%	4,9%		
<i>Net profit for the year (EUR mil)</i>	0,4	0,9	4,7	0,1		
Operative Cash Flow (EUR mil)	-0,9	1,4	-0,5	4,5		
<i>Equity Ratio</i>	51,4%	49,4%	48,6%	49,4%		
Dividend / Share (EUR)	0,04	0,04	0,04	n/a	tbd	tbd

## Break-down of Sales (H1 2020/2021)



- Sales in the DACH and Southwest Europe sales regions grew moderately compared to the previous year, while the Middle East, Africa and Asia-Pacific sales regions in particular declined compared to the previous year due to project delays caused by the current COVID-19 pandemic and lockdowns in key markets.
- As a result, product-related sales in the first half of the current fiscal year were down 11% year-on-year on a global basis, following growth of 6% in Q1 and 10% in fiscal year 2019/20.
- The main reason for the decline in sales is thus the impact of the COVID-19 pandemic, especially in connection with postponed major projects. Order development for Konica Minolta was also delayed but has been restarted already based on Konica Minolta platform strategy and it is expected to grow in Q4 and fiscal year 2021/22.
- The 2nd half of the current fiscal year is expected to see a recovery and sales growth compared to the first half, due to the reopening of key markets and the delivery of major projects in the Middle East.
- For the current full year, product-related revenues are therefore expected to be in the range of EUR 62 - 64 million and EBIT of around EUR 1.5 - 2.5 million.



- MOBOTIX has announced in recent weeks that a cooperation with Milestone will be presented in the 3rd quarter of the current fiscal year.
- This is a further step in the development of the announced corporate strategy, which focuses on high-end, scalable, end-to-end video surveillance solutions based on vertical market requirements.
- MOBOTIX will thus for the first time be able to offer full end-to-end video surveillance solutions for its many global customers.

# Why Invest in MOBOTIX? Our Unique Selling Points

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## Pioneer of the video industry

Decentralized system/dual thermal



## Technical expertise

Technical and project support/MOBOTIX  
Creator/Professional Services



## Partner Network

Unique community



## Stability

In the market for over 20 years



## Presence in the area

Regional sales representatives



## Certified Cybersecurity

Cactus Concept



## One-stop shopping

From request to completion



## Quality – Made in Germany

Since 1999



**MOBOTIX Reliability**  
Made in Germany

MOBOTIX DualDome camera (-30 to +60 °C) • Iceland, Vatnajökull — Europe's largest glacier

BeyondHumanVision

**MOBOTIX**



Thank you

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BeyondHuman**Vision**

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