Annual General Meeting MOBOTIX AG
27 January 2022
Review of the Financial Year 2020/2021

01 Challenging Year for Our Employees and Business
  Thomas Lausten

02 Business Performance 2020/21 & Outlook 2021/2022
  Thomas Lausten

03 Financial Data Fiscal Year 2020/21 & Outlook 2021/22
  Klaus Kiener

04 Product Innovations
  Hartmut Sprave
Review of the Financial Year 2020/21
Challenging Year for Our Employees and Business – Thomas Lausten, CEO
Welcome to the MOBOTIX Virtual Annual General Meeting

WELCOME TO

our Shareholders

SVB Members

our Notary
MOBOTIX Management Board COVID-Related Actions

Home Office Initiatives and Counter Measures Taken to Protect Company and other Internal Initiatives to Secure Communication

- Home Office implemented already in March 2020 with flexible extended working hours
- Gradual return to offices started on 2 June 2020 and again on 5 July 2021
- headquarters- and global sales offices closed to all non-essential visitors, self-tests available to all colleagues
- Six colleagues at the Headquarters confirmed with COVID-19 from 1 October 2020 to 30 September 2021, all recovered well
- Management Board meetings twice a week to evaluate all risks, updated government regulations in Germany and in countries where MOBOTIX colleagues reside
- Virtual Managers Meetings twice a month to update all Managers
- Frequent information emails to all colleagues
- Monthly Town Hall Meetings in two languages and two different time zones
Business Performance 2020/2021 – Thomas Lausten, CEO
Performance of the Last 5 Years

Total Revenues & EBIT (€ million)

- 2016/17: Revenue 65.5, EBIT -7.6
- 2017/18: Revenue 66.4, EBIT 1.0
- 2018/19: Revenue 69.9, EBIT 2.0
- 2019/20: Revenue 70.4, EBIT 6.2
- 2020/21: Revenue 62.4, EBIT 0.2

Revenue: Red Bar
EBIT: Light Blue Bar
Six Offices Worldwide, Headquarters in Germany, 67722 Langmeil

New offices in Paris and in Dubai with enhanced customer demo facilities

Development team expanded in Madrid

Global Management Teams
Management Board: Supervisory Board:
Thomas Lausten (CEO) Toshiya Eguchi
Klaus Kiener (CFO) Olaf Jonas
Hartmut Sprave (CTO) Koji Ozeki

Beyond Human Vision
Organizational Development – Business Year 2020/21

**Business development in DACH and Europe**
- 11 new employees in DACH and Europe

**US expansion initiated**
- 12 new employees employed at MOBOTIX US

**APAC transformation plan**
- New Vice President of Sales for APAC since September 2021

**Further Organizational Investments to Support Corporate Strategy**
- Investments in R&D and product management: 12 new employees focusing on hard- and software development
- Infrastructure expanded with: 6 new employees in finance, business support and supply chain
**Improved Organization Structure to Support Growth**

- **Investments in IT infrastructure, new employees in R&D and sales to support organizational growth**

- **New colleagues**
  - BY 2017/18: **310** FTEs
  - BY 2018/19: **302** FTEs
  - BY 2019/20: **308** FTEs
  - BY 2020/21: **315** FTEs

  *FTE (full-time equivalent) on average*

- **Leadership and Career development** programs initiated for all global managers. Individual trainings and development for other employees.

- **New office in New York**
  - October 2020

- **New office in Paris**
  - with 6 colleagues in sales and technical support

- **Development of office in Madrid**
  - with 3 colleagues in sales and 13 colleagues in Camera App Team and Product Organisation

- **New sales office in Dubai**
  - Stronger focus on the larger project opportunities in middle East area

Focus on **corporate strategy** with improved organizational structures to secure efficiency and scalability outlined in our strategy.
Distribution of MOBOTIX Group Sales Regions

Increased share of business in Europe during pandemic
4678 Partners globally of which:
- Diamond level – 62 Partners
- Gold level – 213 Partners
- Silver level – 325 Partners
- Bronze level – 1607 Partners
- No Status assigned – 2471 Partners
MOBOTIX Success Stories from Around the World

Activity Park, UK (Dec 2020)
Short Hills Mall, New Jersey, USA (July 2021)
Boulevard de la Croisette, Cannes (Sep 2021)
Hagebaumarkt Stores, Germany (Feb 2021)
Westchester County Police Dept, USA (June 2021)
Wasco logistics, Netherlands (Dec 2021)

Proven in Practice – Solutions to perfectly fit all customer needs
MOBOTIX Product Launches in 2020/21

- New S74 (Oct 2020)
- New MOVE (Jan/Sep/Nov 2021)
- New Apps (Jan/Feb/May/Sep/Nov 2021)
- HUB Video Management Platform (May 2021)
- S74 Long Cable Extender (July 2021)
- Video Analytics Technology Partnership (Aug 2021)

Continuously launching innovative hardware and software solutions to support strategy
MOBOTIX
Product Awards
M73

GIT SICHERHEIT AWARD 2021 WINNER
Product **Certifications**

- NDAA Compliant
- VdS
- FDA
- U.S. FOOD & DRUG ADMINISTRATION
- SECURE BY DEFAULT
- Certified Product Approved Security

**VDS certification in February 2022**
MOBOTIX in the **News Worldwide**

- **Sicherheit.info**
  - March 2021
- **Interempresas Spain**
  - March 2021
- **Das Elektrohandwerk – elektro.net**
  - March 2021
- **Security News (securityinformed.com)**
  - May 2021
- **KonMeGa Portal**
  - Jun 2021
- **Security News (securityinformed.com)**
  - Nov 2021
- **GIT Sicherheit**
  - Nov 2021
- **International Security Journal**
  - Intersec Dubai Edition
  - UK/UAE January 2022
- **Security Infowatch**
  - Dec 2021
- **MarketWatch**
  - Dec 2021
Restructuring Program Progress

Started in August 2017 and final implementation in Reporting Year 2021/22; ahead of schedule

<table>
<thead>
<tr>
<th>Objective</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Implementation of SAP Service Cloud (September 2021)</td>
<td>✔️</td>
</tr>
<tr>
<td>Implementation of LOGA HR System (December 2021)</td>
<td>✔️</td>
</tr>
</tbody>
</table>

Conditions created for further implementation of the 5-year plan
Business Outlook BY 2021/22 - Thomas Lausten, CEO
World market (excluding China) for network cameras; CAGR 9.6% in 2020-2025

Embedded Video analytics by analysis functionality – Revenues in $ millions

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
<th>2023</th>
<th>2024</th>
<th>2025</th>
</tr>
</thead>
<tbody>
<tr>
<td>None or basic</td>
<td>2.776</td>
<td>2.384</td>
<td>2.036</td>
<td>1.959</td>
<td>1.634</td>
<td>1.166</td>
<td>0.76</td>
</tr>
<tr>
<td></td>
<td>-14.1%</td>
<td>-14.7%</td>
<td>-3.8%</td>
<td>-16.6%</td>
<td>-28.6%</td>
<td>-34.8%</td>
<td></td>
</tr>
<tr>
<td>Rules-based analytics</td>
<td>2.119</td>
<td>2.093</td>
<td>2.168</td>
<td>2.248</td>
<td>2.286</td>
<td>2.229</td>
<td>2.086</td>
</tr>
<tr>
<td></td>
<td>-1.2%</td>
<td>3.6%</td>
<td>3.7%</td>
<td>1.7%</td>
<td>-2.5%</td>
<td>-6.4%</td>
<td></td>
</tr>
<tr>
<td>Deep learning-based analytics</td>
<td>147.8</td>
<td>383.5</td>
<td>1.014</td>
<td>1.516</td>
<td>2.423</td>
<td>3.618</td>
<td>4.849</td>
</tr>
<tr>
<td></td>
<td>159.5%</td>
<td>164.6%</td>
<td>49.5%</td>
<td>49.8%</td>
<td>49.3%</td>
<td>34.0%</td>
<td></td>
</tr>
</tbody>
</table>

P7 Apps: Vaxtor, FF Group, Visage, AI Tech

Source: Novaira Insights 2021, World market for video surveillance hardware and software 2021 edition
## Market Shares for Network Security Cameras – World exc. China

### Market Shares in 2020

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Revenue ($m)</th>
<th>Market share</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Axis Communications</td>
<td>1,000,4</td>
<td>20,6%</td>
</tr>
<tr>
<td>2</td>
<td>Hikvision</td>
<td>815,7</td>
<td>16,8%</td>
</tr>
<tr>
<td>3</td>
<td>Motorola Solutions</td>
<td>366,0</td>
<td>7,5%</td>
</tr>
<tr>
<td>4</td>
<td>Hanwha Techwin</td>
<td>338,4</td>
<td>7,0%</td>
</tr>
<tr>
<td>5</td>
<td>Dahua</td>
<td>319,7</td>
<td>6,6%</td>
</tr>
<tr>
<td>6</td>
<td>Panasonic</td>
<td>285,3</td>
<td>5,9%</td>
</tr>
<tr>
<td>7</td>
<td>Bosch Security Systems</td>
<td>231,8</td>
<td>4,8%</td>
</tr>
<tr>
<td>8</td>
<td>Uniview</td>
<td>139,6</td>
<td>2,9%</td>
</tr>
<tr>
<td>9</td>
<td>Mobotix</td>
<td>70,7</td>
<td>1,5%</td>
</tr>
<tr>
<td>10</td>
<td>FLIR</td>
<td>64,2</td>
<td>1,3%</td>
</tr>
<tr>
<td></td>
<td>Other Companies</td>
<td>1,229,8</td>
<td>25,3%</td>
</tr>
</tbody>
</table>

2020 market size $4,861.6 million
© Novaira Insights June 2021

Shares represent sales revenues from network cameras - including network thermal and explosion proof cameras. Excludes sales of thermal body temperature monitoring solutions.

Source: Novaira Insights 2021

### Market Shares in 2019

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Market share</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Axis Communications</td>
<td>20,5%</td>
</tr>
<tr>
<td>2</td>
<td>Hikvision</td>
<td>16,4%</td>
</tr>
<tr>
<td>3</td>
<td>Hanwha Techwin</td>
<td>7,6%</td>
</tr>
<tr>
<td>4</td>
<td>Panasonic</td>
<td>7,2%</td>
</tr>
<tr>
<td>5</td>
<td>Dahua</td>
<td>6,2%</td>
</tr>
<tr>
<td>6</td>
<td>Bosch Security Systems</td>
<td>5,3%</td>
</tr>
<tr>
<td>7</td>
<td>Avigilon</td>
<td>5,1%</td>
</tr>
<tr>
<td>8</td>
<td>Uniview</td>
<td>3,3%</td>
</tr>
<tr>
<td>9</td>
<td>Pelco</td>
<td>2,1%</td>
</tr>
<tr>
<td>10</td>
<td>Huawei</td>
<td>1,3%</td>
</tr>
<tr>
<td></td>
<td>Others</td>
<td>25,1%</td>
</tr>
</tbody>
</table>

2019 market size: $4,628.0 million
Data issued: July 2020

Shares do not include revenues from the sale of analog, HD CCTV, explosion proof or thermal cameras.

Source: OMDIA 2020

→ MOBOTIX has gained market share and is now ranked within the Top 10 in the market
## Economic Outlook and Business Environment Surrounding MOBOTIX

### Market Shares for Network Security Cameras – EMEA

#### Market Shares in 2020

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Revenue ($m)</th>
<th>Market share</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Hikvision</td>
<td>414.5</td>
<td>26.3%</td>
</tr>
<tr>
<td>2</td>
<td>Axis Communications</td>
<td>293.6</td>
<td>18.6%</td>
</tr>
<tr>
<td>3</td>
<td>Dahua</td>
<td>186.0</td>
<td>11.8%</td>
</tr>
<tr>
<td>4</td>
<td>Motorola Solutions</td>
<td>102.2</td>
<td>6.5%</td>
</tr>
<tr>
<td>5</td>
<td>Hanwha Techwin</td>
<td>77.1</td>
<td>4.9%</td>
</tr>
<tr>
<td>6</td>
<td>Bosch Security Systems</td>
<td>77.1</td>
<td>4.9%</td>
</tr>
<tr>
<td>7</td>
<td>Uniview</td>
<td>58.0</td>
<td>3.7%</td>
</tr>
<tr>
<td>8</td>
<td>MOBOTIX</td>
<td>46.7</td>
<td>3.0%</td>
</tr>
<tr>
<td>9</td>
<td>Panasonic</td>
<td>28.3</td>
<td>1.8%</td>
</tr>
<tr>
<td>10</td>
<td>VIVOTEK</td>
<td>14.2</td>
<td>0.9%</td>
</tr>
<tr>
<td></td>
<td>Other Companies</td>
<td>278.0</td>
<td>17.6%</td>
</tr>
</tbody>
</table>

2020 market size $1,575.7 million

© Novaira Insights June 2021

Shares represent sales revenues from network cameras - including network thermal and explosion proof cameras. Excludes sales of thermal body temperature monitoring solutions.

**Source:** Novaira Insights 2021

#### Market Shares in 2019

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Market share</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Hikvision</td>
<td>24.2%</td>
</tr>
<tr>
<td>2</td>
<td>Axis Communications</td>
<td>18.4%</td>
</tr>
<tr>
<td>3</td>
<td>Dahua</td>
<td>11.2%</td>
</tr>
<tr>
<td>4</td>
<td>Bosch Security Systems</td>
<td>6.3%</td>
</tr>
<tr>
<td>5</td>
<td>Hanwha Techwin</td>
<td>5.6%</td>
</tr>
<tr>
<td>6</td>
<td>Uniview</td>
<td>4.3%</td>
</tr>
<tr>
<td>7</td>
<td>Avigilon</td>
<td>4.0%</td>
</tr>
<tr>
<td>8</td>
<td>MOBOTIX</td>
<td>2.6%</td>
</tr>
<tr>
<td>9</td>
<td>Panasonic</td>
<td>2.3%</td>
</tr>
<tr>
<td>10</td>
<td>Pelco</td>
<td>2.2%</td>
</tr>
<tr>
<td></td>
<td>Others</td>
<td>18.8%</td>
</tr>
</tbody>
</table>

2019 market size: $1,448.8 million

Data issued: July 2020

Shares do not include revenues from the sale of analog, HD CCTV, explosion proof or thermal cameras.

**Source:** OMDIA 2020

→ MOBOTIX maintains its rank and has slightly increased its market share
### Market Shares for Video surveillance hardware and software – Germany

#### Market Shares in 2020

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Revenue (Sm)</th>
<th>Market share</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Axis Communications</td>
<td>51.8</td>
<td>16.1%</td>
</tr>
<tr>
<td>2</td>
<td>Bosch Security Systems</td>
<td>34.3</td>
<td>10.6%</td>
</tr>
<tr>
<td>3</td>
<td>Mobotix</td>
<td>21.7</td>
<td>6.7%</td>
</tr>
<tr>
<td>4</td>
<td>GEUTEBRÜCK GmbH</td>
<td>20.3</td>
<td>6.3%</td>
</tr>
<tr>
<td>5</td>
<td>Dell Technologies</td>
<td>18.9</td>
<td>5.9%</td>
</tr>
<tr>
<td>6</td>
<td>Hikvision</td>
<td>14.7</td>
<td>4.6%</td>
</tr>
<tr>
<td>7</td>
<td>Dallmeier Electronic</td>
<td>10.2</td>
<td>3.2%</td>
</tr>
<tr>
<td>8</td>
<td>Funkwerk</td>
<td>8.4</td>
<td>2.6%</td>
</tr>
<tr>
<td>9</td>
<td>Motorola Solutions</td>
<td>6.0</td>
<td>1.9%</td>
</tr>
<tr>
<td>10</td>
<td>Hanwha Techwin</td>
<td>4.8</td>
<td>1.5%</td>
</tr>
<tr>
<td>Other Companies</td>
<td>131.6</td>
<td>40.8%</td>
<td></td>
</tr>
</tbody>
</table>

**2020 market size $322.7 million**

© Novaira Insights June 2021

Includes sales from cameras, recording hardware, accessories, software and managed services.

**Source:** Novaira Insights 2021

→ MOBOTIX maintains a strong market position as #3 in Germany
Performance of the Last 5 Years and Outlook for BY 2021/22

Focus on New product strategy and Sales Development especially in US and Europe

Total Revenues & EBIT (€ million)

-7.6  1.0  2.0  6.2  0.2  3.0
**Competitive Advantages**

- Quality and cyber security differentiation from Chinese competitors
- General market concern regarding Chinese surveillance technology
- Increased organizational performance based on Fit-For-the-Future turnaround process
- Increased portfolio and solution focus rather than product-centric

**Evaluation of customer feedback on why MOBOTIX?**

- **Quality**: 126
- **Reliability**: 109
- **Technical Specs/Features**: 85
- **Robustness**: 83
- **Technical Support**: 44
- **Sales Support**: 34
- **Complete Solution Offering**: 27
- **Range of Products**: 24
- **Ease of installation/use**: 16
- **Project Specification**: 15
- **Customer Request (End User)**: 15
- **Value for Money**: 11
- **Other**: 11
- **Marketing Campaign**: 4
- **High Margin**: 4
- **Requested via Specification**: 4

*Source: MOBOTIX customer survey 2021*
# Strategic Areas

## Sales
- **Key Actions**
  - US expansion
  - Pipeline Development
  - Software revenue development
  - Optimized Pricing Strategy

## Product
- **Key Actions**
  - Expand Product portfolio
  - Cost reduction & Margin increase

## Operation
- **Key Actions**
  - Supply Chain optimization
MOBOTIX Strategy - Three Prioritized Focus Areas for BY 2021/22

GEO Expansion and Marketing

Move from product to solution focus
Artificial intelligence embedded in product development

Supply Chain and Margin Increase
Total 30 Colleagues now located around the United States and Canada:
- Northwestern US
- Northern & Central California
- San Francisco Metro
- Midwest
- Southwestern US
- Northeastern US
- Eastern US
- New York State
- New York City
- Boston
- DC
- Canada
Business Expansion & Transformation – **Complete the Portfolio**

**Before transformation**

- Central VMS Software MOBOTIX HUB
- IoT CAM LINE
- NextGen MOVE CAM LINE
- Access Control
- App Analytics AI/DL OCR
- MOVE VMS
- CLOUD VMS
- NAS STORAGE & SERVERS

**Today**

- Central VMS Software MOBOTIX HUB
- IoT CAM LINE
- MOVE CAM LINE
- NAS STORAGE & SERVERS
- Access Control
- App Analytics AI/DL OCR
- MOVE VMS
- CLOUD VMS
- MOVE VMS

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BeyondHumanVision
MOBOTIX Acquisition of Vaxtor Group
Who is Vaxtor?

Leading Artificial Intelligence (AI) based video analytics provider, specializing in Optical Character Recognition (OCR) and Deep Learning technologies

- Spanish HQ with global sales coverage
- Currently 19 Staff based in Europe, US & APAC

MOBOTIX Technology Partner and Certified App Provider for last 2 years

- Automatic License Plate Recognition (ALPR) - incl. make, model, color
- Identification and Tracking of:
  - Dangerous Goods Vehicles
  - Shipping Containers
  - Railway carriages
  - Aircraft Tail Numbers
Why Vaxtor?

Technology

- **AI** is a high-growth market – Applications and Meta Data (Big Data) are becoming **critical success factors**
- Vaxtor current product portfolio matches our focus Vertical markets - **OCR capabilities is an enabler** to develop and expand into new Verticals
- **Competitive Advantages** - ability to run Apps ‘on the Edge’ and higher performance and accuracy levels than competition

Commercial

- **ALPR** market alone is forecast to grow Globally by $1.5Bn to $3.8Bn by 2025
  - Vaxtor has **expertise, network and good reputation in this market**
- Vaxtor is a profitable business with growing revenue numbers
- Has a strong market position incl. sales agreements with some direct competitors – Honeywell, Pelco (others in negotiation)
- Preferred ALPR provider for majority of Axis Partners

Synergies

- **Increased Market Share** opportunities - customer base is from Installer to End User, majority unknown to us = **new business potential**
- **Joint Development** - Advanced Deployment Processes can help us in **optimizing** release **processes**, time-to-market and quality of our **SW**
  - Vaxtor is specialized in Big Data Generation and Advanced Scraping & Labelling techniques
What Happens Next?

**Commercial Operations**
- **Vaxtor** continues to operate as a **Standalone** company
  - Existing agreements with other Manufacturers will continue - as well as closer relations with MOBOTIX
- Reporting to MOBOTIX Management Board and incorporated into MOBOTIX corporate reporting

**Sales Synergies**
- Strategy Meetings with Regional Sales Vice Presidents in CW 3
- Joint Sales Workshops in CW 4
- Regional Sales Meetings and Joint Action Plans in CW 5
- Co-Exhibiting on MOBOTIX stand at Intersec Dubai 16-18 Jan 22

**Technical Synergies**
- 1st Quarterly Technical Management Alignment Meeting in CW 11
  - to explore Joint Development opportunities
Financial Data Fiscal Year 2020/21 and Outlook 2021/22

Klaus Kiener, CFO
## Main Figures of the Past Fiscal Years in Comparison

<table>
<thead>
<tr>
<th></th>
<th>Fiscal Year</th>
<th>2020/21</th>
<th>2019/20</th>
<th>2018/19</th>
<th>2017/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Product Revenue (€ million)</td>
<td></td>
<td>61.0</td>
<td>67.3</td>
<td>61.5</td>
<td>62.1</td>
</tr>
<tr>
<td>Order Development Konica Minolta (€ million)</td>
<td></td>
<td>0.2</td>
<td>2.1</td>
<td>3.6</td>
<td>1.7</td>
</tr>
<tr>
<td>Revenue from Component Sales (€ million)</td>
<td></td>
<td>1.2</td>
<td>0.1</td>
<td>4.5</td>
<td>2.5</td>
</tr>
<tr>
<td>Revenue from Sales (€ million)</td>
<td></td>
<td>62.4</td>
<td>69.5</td>
<td>69.6</td>
<td>66.3</td>
</tr>
<tr>
<td>Operating Output (€ million)</td>
<td></td>
<td>65.7</td>
<td>73.4</td>
<td>71.0</td>
<td>66.9</td>
</tr>
<tr>
<td>EBIT (€ million)</td>
<td></td>
<td>0.2</td>
<td>6.2</td>
<td>2.0</td>
<td>1.0</td>
</tr>
<tr>
<td>EBIT-Margin (%)</td>
<td></td>
<td>0.4</td>
<td>8.4</td>
<td>2.8</td>
<td>1.6</td>
</tr>
<tr>
<td>EBITDA (€ million)</td>
<td></td>
<td>3.1</td>
<td>8.8</td>
<td>4.3</td>
<td>3.2</td>
</tr>
<tr>
<td>EBITDA-Margin (%)</td>
<td></td>
<td>5.0</td>
<td>11.9</td>
<td>6.0</td>
<td>4.8</td>
</tr>
<tr>
<td>Net Profit (€ million)</td>
<td></td>
<td>-0.1</td>
<td>4.7</td>
<td>0.9</td>
<td>0.4</td>
</tr>
<tr>
<td>Operating Cash Flow (€ million)</td>
<td></td>
<td>3.1</td>
<td>-0.5</td>
<td>1.4</td>
<td>-0.9</td>
</tr>
<tr>
<td>Equity Ratio (%)</td>
<td></td>
<td>42.7</td>
<td>48.6</td>
<td>49.4</td>
<td>51.4</td>
</tr>
<tr>
<td>Dividends per Share (€); proposal for 2020/21</td>
<td></td>
<td>0.04</td>
<td>0.04</td>
<td>0.04</td>
<td>0.04</td>
</tr>
</tbody>
</table>
## Consolidated Balance Sheet - Assets

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>2020/21</th>
<th>2019/20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-Current Assets</td>
<td>23.1</td>
<td>20.5</td>
</tr>
<tr>
<td>Current Assets</td>
<td>45.7</td>
<td>41.9</td>
</tr>
<tr>
<td>Other</td>
<td>2.2</td>
<td>1.0</td>
</tr>
<tr>
<td>Assets</td>
<td>71.0</td>
<td>63.4</td>
</tr>
</tbody>
</table>

All figures in € million

- Non-Current Assets +12.5% YOY; Mainly due to higher investments in internal development of new products
- Current Assets +8.9% YOY; Inventories decreased (e.g. reduction in inventories of thermal sensors), trade accounts receivable increased (e.g. extended payment periods)
### Consolidated Balance Sheet - Liabilities

<table>
<thead>
<tr>
<th></th>
<th>Fiscal Year</th>
<th>2020/21</th>
<th>2019/20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity</td>
<td></td>
<td>30.3</td>
<td>30.8</td>
</tr>
<tr>
<td>Provisions</td>
<td></td>
<td>5.6</td>
<td>5.2</td>
</tr>
<tr>
<td>Liabilities</td>
<td></td>
<td>33.1</td>
<td>26.6</td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td>2.0</td>
<td>0.9</td>
</tr>
<tr>
<td>Liabilities</td>
<td></td>
<td>71.0</td>
<td>63.5</td>
</tr>
</tbody>
</table>

All figures in € million

- Decrease in equity mainly due to distributed dividend (ca. € 0.5 million)
- Equity-Ratio: 42.7%
- Provisions increased mainly due to addition to punitive and legal counsel costs (France)
- Increase in liabilities due to targeted goods receipt (precautionary measures on the procurement markets)
## Consolidated Income Statement - Selected Figures

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>2020/21</th>
<th>2019/20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue from Sales</td>
<td>62.4</td>
<td>70.4</td>
</tr>
<tr>
<td>Total Output</td>
<td>65.7</td>
<td>73.4</td>
</tr>
<tr>
<td>Material Costs</td>
<td>30.9</td>
<td>32.2</td>
</tr>
<tr>
<td>Staff Expenses</td>
<td>23.6</td>
<td>23.3</td>
</tr>
<tr>
<td>Other operating Expenses</td>
<td>8.6</td>
<td>9.7</td>
</tr>
</tbody>
</table>

All figures in € million

- Revenue from sales decreased by 11.3%: Revenue from sales of video management system decreased, Revenue from component sales increased, Revenue from order development decreased
- Total output decreased by 10.5%
- Material costs reduced with higher cost of materials ratio: higher customer discount and purchase prices
- Staff expenses stable, staff expense ratio increased: higher average number of employees and limited salary increases
- Other operating expenses decreased: lowered costs for marketing, decrease in travel and entertainment costs, including vehicle expenses and decrease in bad debt expenses
Consolidated Income Statement - Selected Figures

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>2020/21</th>
<th>2019/20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue from Sales</td>
<td>62.4</td>
<td>70.4</td>
</tr>
<tr>
<td>EBITDA</td>
<td>3.1</td>
<td>8.8</td>
</tr>
<tr>
<td>EBIT</td>
<td>0.2</td>
<td>6.2</td>
</tr>
<tr>
<td>Net Profit</td>
<td>-0.1</td>
<td>4.7</td>
</tr>
</tbody>
</table>

all figures in € million

- EBIT: despite provision for legal dispute in France minimally positive
- Net loss of €62K
### Consolidated Cash Flow Statement

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>2020/21</th>
<th>2019/20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Cash Flow before changes in working capital</td>
<td>3.8</td>
<td>9.2</td>
</tr>
<tr>
<td>Cash Flow from operating activities before taxes on income</td>
<td>3.2</td>
<td>-0.4</td>
</tr>
<tr>
<td>Cash Flow from operating activities</td>
<td>3.1</td>
<td>-0.5</td>
</tr>
<tr>
<td>Cash Flow from investing activities</td>
<td>-5.6</td>
<td>-4.6</td>
</tr>
<tr>
<td>Cashflow from financing activities</td>
<td>-3.0</td>
<td>2.1</td>
</tr>
</tbody>
</table>

*all figures in € million*

- Reduced net profit is reflected in Cash Flow
- Operating Cash Flow positive: Decrease in inventories, increase in trade receivables and increase in trade payables
- Cash Flow from investing activities increased: Increase due to investments in development of new products and solutions
- Cash Flow from financing negative: Scheduled repayment of loans and dividend payment
### Liabilities: Maturity Profile

<table>
<thead>
<tr>
<th>Maturity</th>
<th>up to 1 Year</th>
<th>1 to 5 Years</th>
<th>over 5 Years</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>to financial institutions</td>
<td>22.3</td>
<td>3.8</td>
<td>0.0</td>
<td>26.1</td>
</tr>
<tr>
<td>trade receivables</td>
<td>6.3</td>
<td>0.0</td>
<td>0.0</td>
<td>6.3</td>
</tr>
<tr>
<td>others</td>
<td>0.8</td>
<td>0.0</td>
<td>0.0</td>
<td>0.8</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>29.4</strong></td>
<td><strong>3.8</strong></td>
<td><strong>0.0</strong></td>
<td><strong>33.1</strong></td>
</tr>
<tr>
<td>prev. year</td>
<td>10.2</td>
<td>16.4</td>
<td>0.0</td>
<td>26.6</td>
</tr>
</tbody>
</table>

All figures in € million

- Total debts increased
- Maturities of payables shortened; increase in inventories of certain parts and components - Background: tension on global procurement markets
- €8M liabilities secured by mortgage (unchanged to previous year)
## Financial Debt and Credit lines

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>2020/21</th>
<th>2019/20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liabilities to financial institutions</td>
<td>26.1</td>
<td>23.6</td>
</tr>
<tr>
<td>thereof short term</td>
<td>22.3</td>
<td>7.2</td>
</tr>
<tr>
<td>thereof long term</td>
<td>3.8</td>
<td>16.4</td>
</tr>
<tr>
<td>Available short-term credit lines</td>
<td>30.5</td>
<td>30.5</td>
</tr>
<tr>
<td>used</td>
<td>9.7</td>
<td>5.0</td>
</tr>
<tr>
<td>unused</td>
<td>20.8</td>
<td>25.5</td>
</tr>
</tbody>
</table>

all figures in € million

- Sufficient opportunities to draw on credit lines with banks: as of September 30, 2021, the unused short-term credit lines comprised €20.8M.

- The increase in liabilities to banks by €2.5M to €26.1M results from additional short-term borrowings of €4.7M to a total of €9.7M. This was offset by scheduled repayments of long and medium-term loans amounting to €2.2M.
MOBOTIX is currently monitoring **two market risks** with particularly high attention:

01 | **Sales risks and competitive situation**
- Competition in the addressed markets is fierce and tends to intensify. Average prices per camera will tend to fall in some market segments in the future.
- Competitors introduced new solutions in fiscal 2020/21 that change the competitive situation in certain market segments, partly in terms of technology and partly in terms of price

02 | **Procurement risks**
- Increased significantly in the reporting year as a result of the global procurement situation for electronic components (mainly semiconductors, processors and chips), but also for certain plastics
- Failure of (critical) suppliers cannot be ruled out

Risks increased overall compared with the previous fiscal year
Opportunities exist technologically, regionally and sectorally:

01 | Market driver technologically is the increased linking of video solutions with data analysis
   • Intelligent sensors are a prerequisite for safety, automation, efficient logistics and Industry 4.0
   • Deep learning algorithms as well as video analysis by AI are a key factor for this
   • Decentralized technology approach and attention to data protection and data security are competitive advantages

02 | Regionally, the US market is of particular interest, as our solutions meet the requirements there (NDAA)

03 | Six vertical markets defined sectorally that offer high growth opportunities in the long term

04 | Increased focus of the business model to become a solution provider incl. expansion of recurring revenues

Video surveillance and analysis systems are a long-term growth market
**Forecast for Fiscal Year 2021/22**

**Targets** published on Jan. 10, 2022 for the current fiscal year:

- **Sales:** €70-73 million
- **EBIT:** €1,5-3,0 million

**Growth factors:**

- Investments initiated: Expansion of global sales teams (especially US market)
- Market launch of new products and solutions
- Strengthened technological and sales cooperation with Konica Minolta Inc. (especially on Konica Minolta's IoT platform for sensor products, FORXAI).
- Market opportunities through deep learning and AI algorithms
- M&A

Targets in the Annual Report, p. 40, based on the date of preparation of the annual financial statements (Nov. 23, 2021)

Targets in an attractive but also challenging market environment
Medium-Term Planning for Fiscal Year 2022/23

**Previous plans** at the end of fiscal year 2022/23 (Sept. 30, 2023) published in 2018 required **adjustments:**

- Negative market changes: COVID-19, global tension in procurement markets
- Positive market changes: Opportunities in USA, technological and sales cooperation with Konica Minolta

**Investments** increase initially in the short term, thereby opening up additional **potential in the long term**

Decision to **review** the previous medium-term plans and publish a **new plan** before the end of the 2nd quarter of the current fiscal year 2021/22

**Publication of a new medium-term plan before March 31, 2022**
Product Innovations
Hartmut Sprave, CTO
Agenda

Product Releases in Business Year 2020/21

Roadmap Outlook for 2021/22

Vaxtor Assets and Potential

Strategy Summary
Product Releases Business Year 2020/2021

- **MOBOTIX HUB**: Oct 2020
- **Long Cable ext**: May 2021
- **Thermal ECO**: Jul 2021
- **Solution Packs**: Aug 2021
- **MOVE 4MP**: Sep 2021
MicroSD Card Slot:
8GB Card for Edge Recording included

Camera Reset:
Position of Reset Button (behind Card Slot Cover)

Status LED:
Multi-Color LED

Slot 1:
Mx-F-S7A:INT01
Interface I/O Board supporting
I/O + Line In/Out + Mic + Speaker

Modules 1-4:
- 2x Optical (4K/Ultra LowLight) or
- 1x Thermal + 1x Optical
- 1 to 3 Funktional Modules

Slot 2:
Mx-F-S7A-RJ45 or
Mx-F-S7A-LSA
Interface ETH Board with
MOBOTIX RJ45 Connector or
LSA Terminal for Network Cable
User-friendly control of video and security systems

Connect all network components

Get the best overview

Use high-quality analysis functions

Optimize business processes
## Comparison of Current MOBOTIX Video Management Solutions

<table>
<thead>
<tr>
<th>MOBOTIX CLOUD</th>
<th>MOBOTIX MOVE NVR</th>
<th>MOBOTIX MxMC</th>
<th>MOBOTIX HUB</th>
</tr>
</thead>
<tbody>
<tr>
<td>Multi-Site</td>
<td>No monthly fees</td>
<td>No monthly fees / free of charge</td>
<td>No monthly fees</td>
</tr>
<tr>
<td>Unlimited cameras</td>
<td>MOVE camera support</td>
<td>Partial licenses (mainly 3rd party)</td>
<td>Full licenses</td>
</tr>
<tr>
<td>Security</td>
<td>Up to 32 cameras</td>
<td>Support for IoT and MOVE cameras</td>
<td>Support for IoT and MOVE cameras</td>
</tr>
<tr>
<td>Easy to use</td>
<td>Single site</td>
<td>Config, maintenance and monitoring for IoT cameras</td>
<td>Unlimited number of cameras</td>
</tr>
<tr>
<td></td>
<td></td>
<td>MxSmart Data Support</td>
<td>Central user management</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Unlimited cameras</td>
<td>Optimal for large project tenders</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Single site and remote</td>
<td></td>
</tr>
</tbody>
</table>
Up to 30 meters more distance between sensor module and S74 camera housing
ECOnomical: Cost-effective and compact thermal sensor modules for M73 and S74

Thermal ECO: Mounting and module brackets for the S74

Wide angle 105° option
**Vertical Solution Packages Example – Industry – Foundries (Injection Molding)**

<table>
<thead>
<tr>
<th>Package</th>
<th>User Story</th>
</tr>
</thead>
<tbody>
<tr>
<td>Perimeter Protection</td>
<td>• Full plant security</td>
</tr>
<tr>
<td>Access Control</td>
<td>• Limit access to authorized/trained personnel</td>
</tr>
<tr>
<td>Foundry Monitoring</td>
<td>• Employee protection</td>
</tr>
<tr>
<td></td>
<td>• Energy saving</td>
</tr>
<tr>
<td></td>
<td>• Production Process / Automation optimization</td>
</tr>
<tr>
<td>Quality Assurance</td>
<td>• Temperature control to avoid rejected goods</td>
</tr>
<tr>
<td>Safety and Health</td>
<td>• Avoid exposure to hot surfaces and liquids as well as other hazardous substances</td>
</tr>
</tbody>
</table>
Vertical Solution Packages Example – **Education – Universities – Campus**

<table>
<thead>
<tr>
<th>Package</th>
<th>User Story</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intrusion / Perimeter Detection</td>
<td>• Full campus security</td>
</tr>
<tr>
<td></td>
<td>• Burglary protection</td>
</tr>
<tr>
<td></td>
<td>• Theft prevention</td>
</tr>
<tr>
<td>Access Control</td>
<td>• Limit access to authorized/trained personnel</td>
</tr>
<tr>
<td>Occupancy</td>
<td>• People counting</td>
</tr>
<tr>
<td></td>
<td>• Occupancy detection of i.e. Sports Areas / Gym, Aula etc.</td>
</tr>
<tr>
<td>Life Safety and Health</td>
<td>• Early fire detection</td>
</tr>
<tr>
<td></td>
<td>• Suicide prevention</td>
</tr>
<tr>
<td></td>
<td>• Criminal behavior detection</td>
</tr>
<tr>
<td></td>
<td>• Pandemic / fever early detection</td>
</tr>
</tbody>
</table>
Roadmap Outlook for 2021/22 – Hartmut Sprave, CTO
Business Expansion & Transformation – Strategy Progressed, Portfolio to be Completed

Before transformation

Central VMS Software MOBOTIX HUB

- MOVE VMS
- CLOUD VMS
- Access Control
- Move Cam Line
- IoT Cam Line
- NextGen Move Cam Line
- App Analytics AI/DL OCR
- NAS Storage & Servers

Today

Central VMS Software MOBOTIX HUB

- MOVE VMS
- CLOUD VMS
- Access Control
- Move Cam Line
- IoT Cam Line
- NextGen Move Cam Line
- App Analytics AI/DL OCR
- NAS Storage & Servers

P6

P7
Outlook – Releases Business Year 2021/2022

- **D71**: Oct 2021
- **Q71**: Oct 2021
- **Apps**: Jan 2022
- **p71/c71/v71**: Jan 2022
- **MOVE models**: 2022
- **P8?**: 2022
Q71 Hemispheric – an All-Round View has Never Been More Complete!
MOBOTIX 7 Single Lens Cameras: **Q71 and D71**

Q71

D71
MOBOTIX 7 Single Lens Cameras: **Q71 Overview**

- **High resolution imaging technology**

- **Environmental conditions**
  - IP66, IK10, -40 to +65 °C

- **IR illumination & white light illumination**

- **Audio and interfaces**

- **Video Analysis & MOBOTIX 7 Platform**

**First customers:**
- Health-care
- Retail
MOBOTIX 7 Single Lens Cameras: **Q71 Overview**

Infrared & White Light off (residual light present)

IR on (in complete darkness)

White Light on (in complete darkness)
MOBOTIX 7 Single Lens Cameras: **D71 Overview**

**High resolution imaging technology**

**Environmental conditions**
- IP66, IK10, -40 to +65 °C

**Excellent alignment: Sensor module moveable in three axes**

**Audio and interfaces**

**MOBOTIX 7 Platform**

**Accessory holder**

**First customers:**
- Surveillance
- LPR
- Analytics
Optimized cost and logistics by modular design and same part policy
Selected Planned **App Releases I**

**Plane Identification**
- Aircraft Tail Number: N57AW
- Country: USA
- Airline: Private
- Originating Airport: GEU
- Destination Airport: E63
- Arrival: 2242, 19 Jul 2021
- Runway: 4
- Passengers: 2

**Container + LPR**
- USDOT: 3102535
- State: Idaho
- Time/Date: 22:42, 19 Jul 2020
- Location: 51.50476, -0.140634

**Truck Identification**

**Tire Identification**
Selected Planned **App Releases II**

- **Analog Meter Reader**
- **Generic Code Reader**
- **Dynamic Privacy**
- **Falling Detection**
Vaxtor Assets and Potential – Hartmut Sprave, CTO

Plate: VR ED 2015
Make: Mercedes
Model: E-Class
Colour: Silver
Class: Saloon, Electric
Speed: 160kph/100mph, Towards
Time/Date: 16.26, 19 Jul 2021
Location: 51.501476, -0.140634
Country of Origin: Germany
Technical Assets, Competitive Advantages and Value for MOBOTIX

- **OCR / LPR**
- **Deep learning**
- **Big data generation**
**Asset 1: OCR / LPR Algorithm**

**OCR engine**
- Developed 100% by Vaxtor
- Unique algorithm

**Best-in Class**
- Recognition rate 99%
- Country coverage
- Speed
- Weather conditions

**Used for**
- LPR
- Container codes
- Trucks (USDOT)
- Plane Identification

**Potential**
- Automotive – car ID numbers
- Specialized LPR cameras
- Speed ticketing
- Highway statistics
Asset 2: MMC and Deep Learning

HH-OG7813 Audi TT Roadster Silber OK
Asset 2: MMC and Deep Learning Approach

**DL engine**
- Developed 100% by Vaxtor
- Trained by huge dataset

**Best-in Class**
- Recognition rate

**Used for**
- Make/Model/Color
- Combination with LPR

**Potential**
- Logistics
- Business model optimizations (washing park)
- New business models / billing methods
- Marketing
Asset 3: Big Data Generation and Advanced Scraping and Labeling

**Web scraping engine**
- developed 100% by Vaxtor
- Crawl internet for images and label automatically

**Best-in Class**
- Download speed
- Labelling Accuracy

**Potential**
- Deep Learning data generation
- Build deep learning full service
Product Strategy Key Components

Camera Apps
- Solutions for customers and vertical markets

Complete Portfolio
- Fewer models – scalable
- Focus on Thermal
- MOVE with MOBOTIX-DNA

M&A
- Strengthen development
- New markets
- Increase market share

Innovation
- P7 » P8
- Analytics
- Vaxtor Deep Learning

Cyber Security and Data Protection
- Continue to be the pioneer
- Pen-Testing
- Experts
**Technical Glossary**

**Analog Meter Reader**
Offers the possibility to scan non-digital readings (e.g. an old-style electricity meter) and thus make them available digitally for further processing.

**Generic Code Reader**
Can read a wide variety of digitally printed codes, from the familiar EAN codes on food products to QR codes (e.g. for vaccination certificates).

**Interface ETH Board**
An add-on option of the MOBOTIX S74 camera for direct connection to an Ethernet network with a standard connector.

**Interface IO Board**
An additional option of the MOBOTIX S74 camera for direct communication with external systems, e.g. for opening a barrier or a door.

**IoT**
The Internet of Things (IoT) is the term used to describe the network of physical objects ("Things") that are equipped with sensors, software and other technology to connect them to other devices and systems via the Internet so that data can be exchanged between the objects.
**Technical Glossary**

### Labeling
In the context of Deep Learning, labeling means the (partially manual) rewriting of image content, which is later used to teach the network.

### LPR
License Plate Recognition

### LSA Terminal
A common connection in the security industry for an Ethernet network that is screwed in place of the usual connector.

### OCR
Optical Character Recognition

### Scraping
Scraping, short for screen scraping or web scraping, is a function in which an application or script reads and stores information from a website or online service - in other words, "scrapes" the information from the Internet.

### Vandal Fix Bullet
Designation for a security camera with an elongated design and fixed lens.

### Vandal Fix Dome
Designation for a security camera with a dome design and fixed lens.