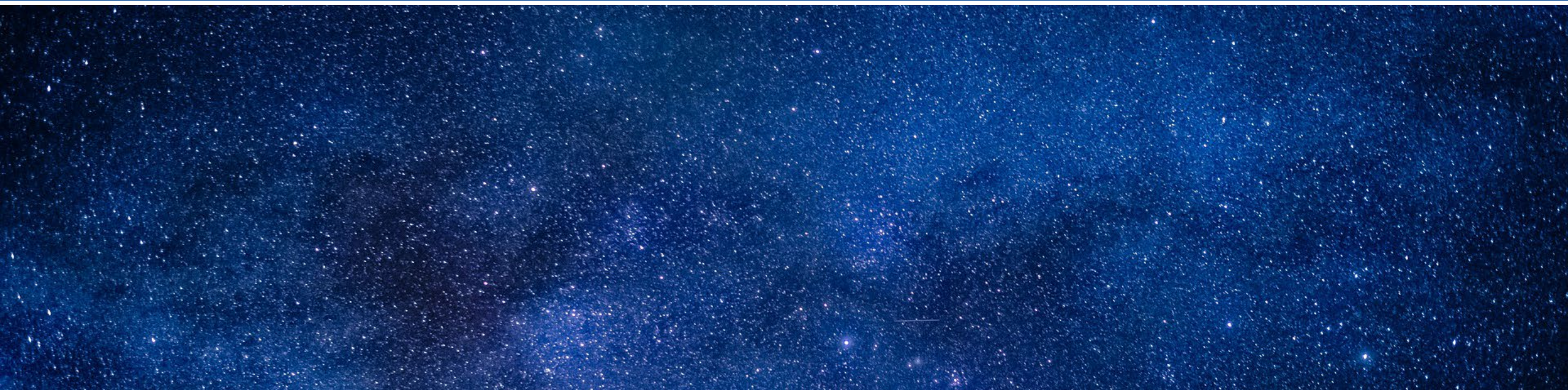


# **Annual General Meeting MOBOTIX AG**

27 January 2022



## Review of the Financial Year 2020/2021

01 Challenging Year for Our Employees and Business  
**Thomas Lausten**

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

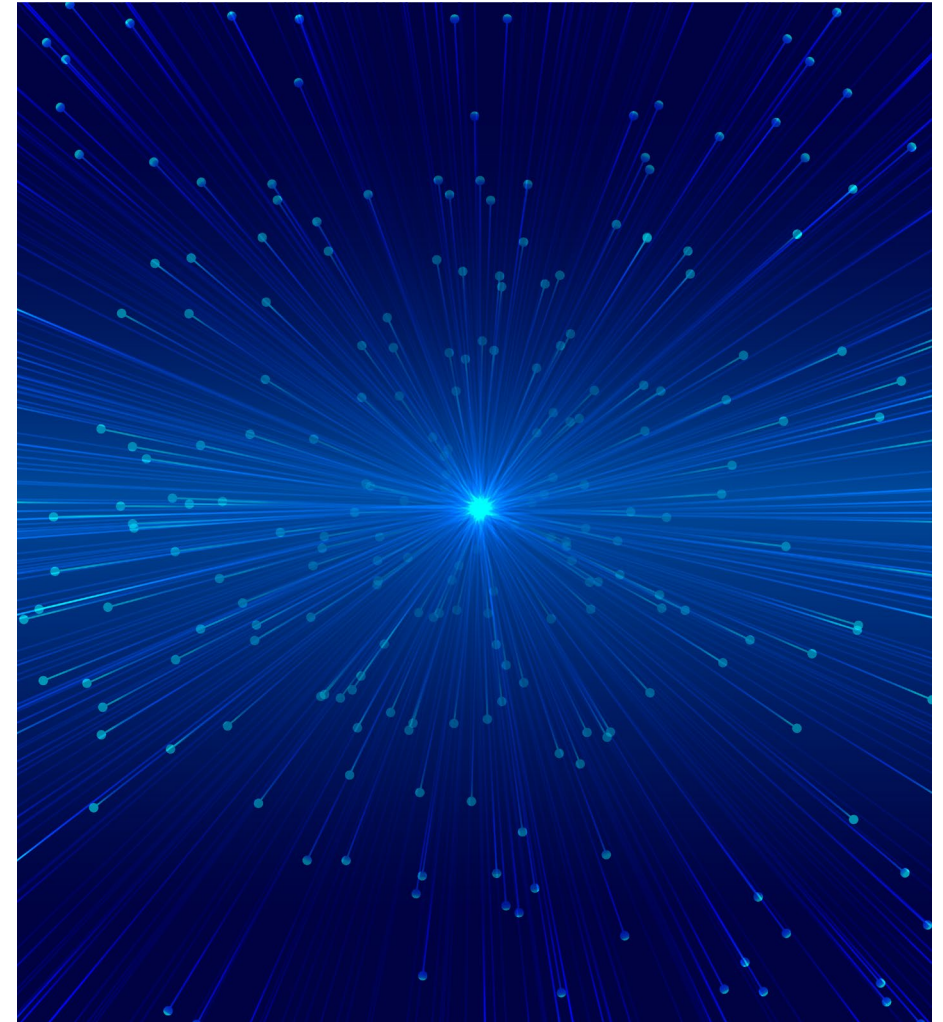
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03 Financial Data Fiscal Year 2020/21 & Outlook 2021/22  
**Klaus Kiener**

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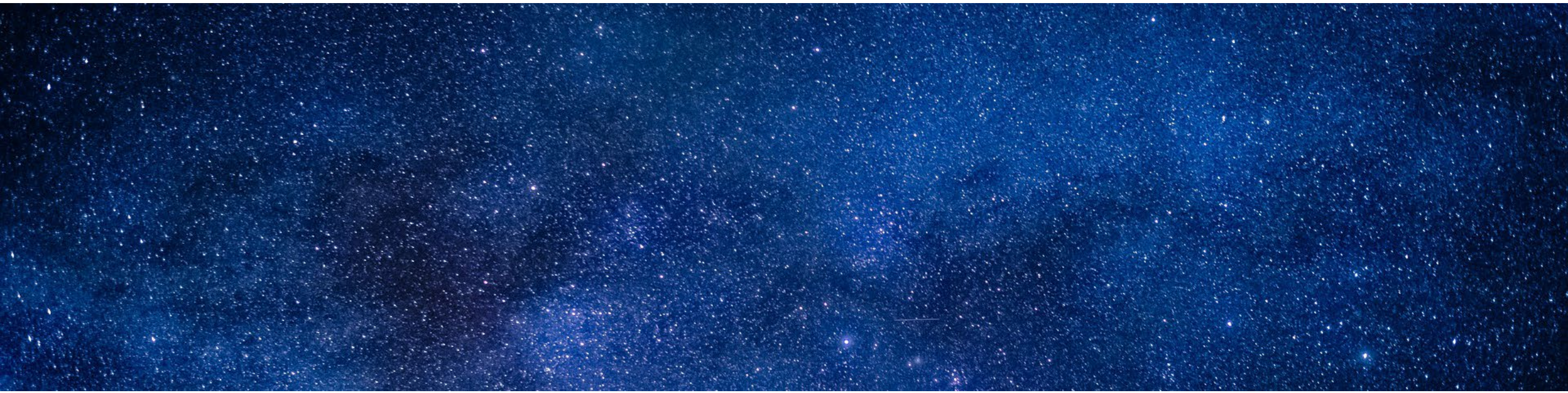
04 Product Innovations  
**Hartmut Sprave**

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# **Review of the Financial Year 2020/21**

# Challenging Year for Our Employees and Business – Thomas Lausten, CEO



## WELCOME TO



our Shareholders



SVB Members



our Notary

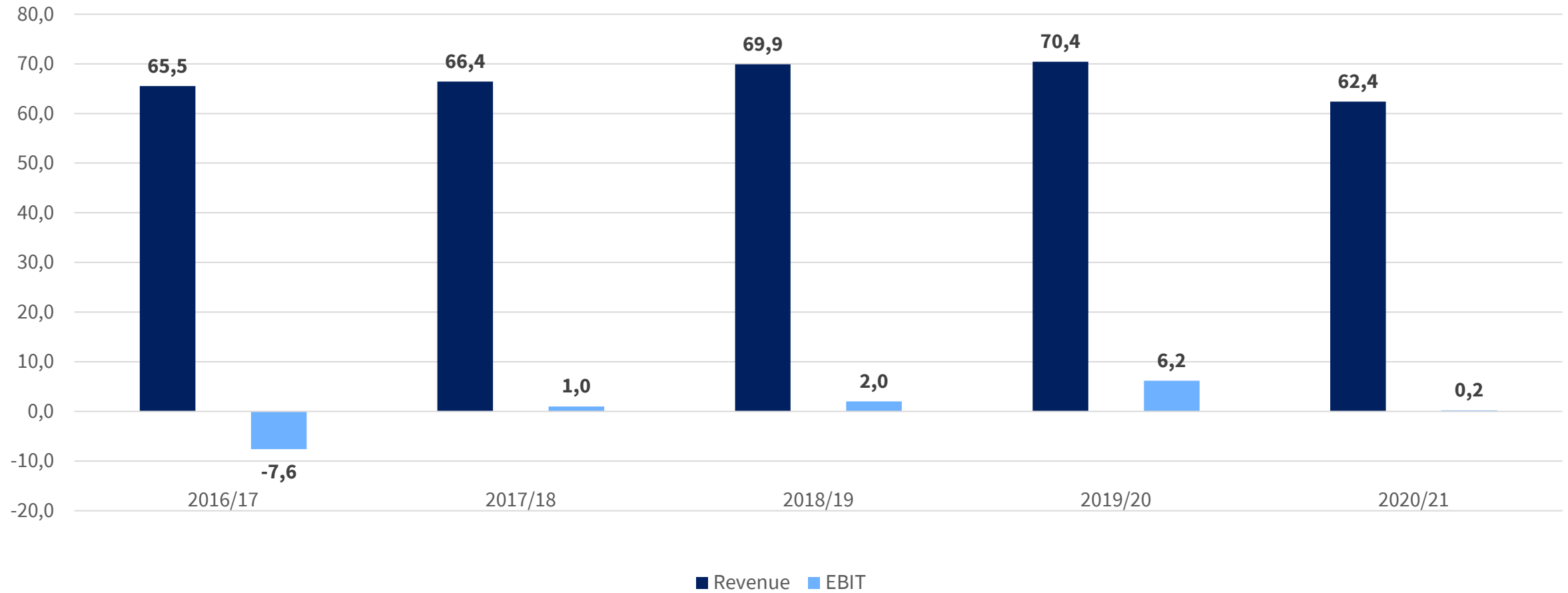
## Home Office Initiatives and Counter Measures Taken to Protect Company and other Internal Initiatives to Secure Communication



# Business Performance 2020/2021 – Thomas Lausten, CEO



Total Revenues & EBIT  
(€ million)



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



Langmeil  
Germany



Paris  
France



Madrid  
Spain



Sydney  
Australia



Dubai  
UAE



New York  
USA

MOBOTIX

Business development in DACH and Europe

11

new employees in DACH and Europe



US expansion initiated

12

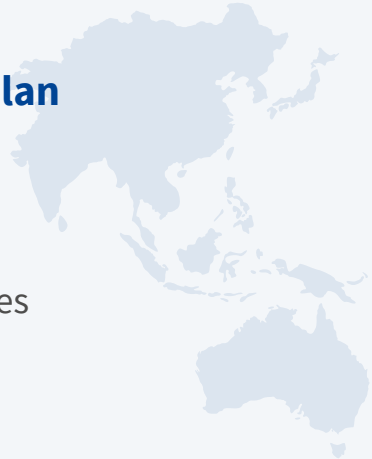
new employees employed at MOBOTIX US



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





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



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



## **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*



## **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

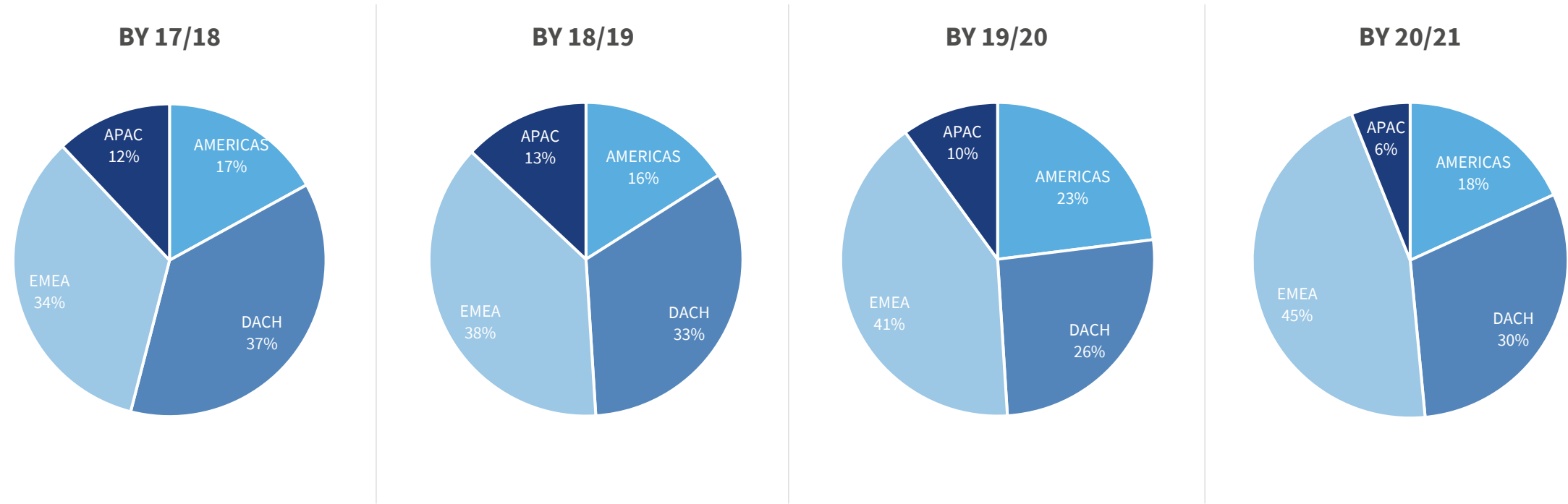


## **New sales office in Dubai**

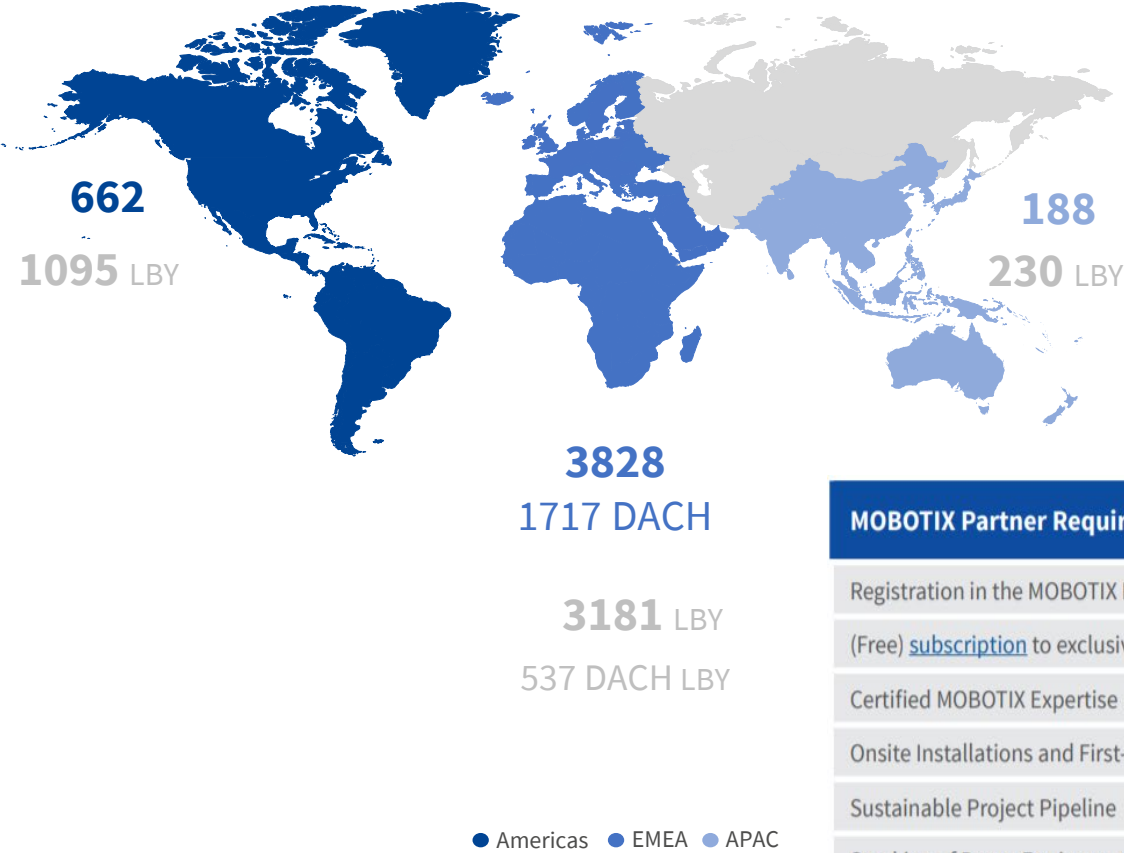
Stronger focus on the larger project opportunities in middle East area



Focus on **corporate strategy** with improved organizational structures to secure efficiency and scalability outlined in our strategy



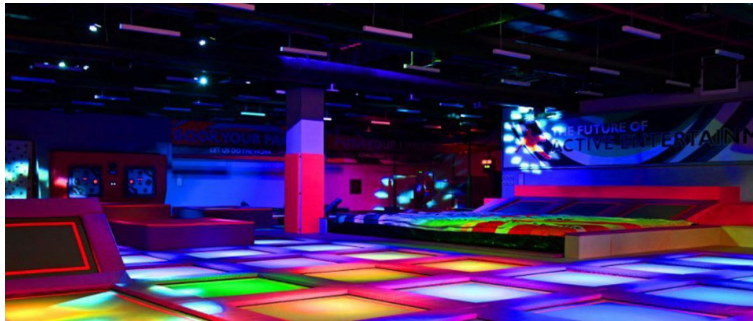
Increased share of business in Europe during pandemic



**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 Partner Requirements	MOBOTIX Bronze Partner 2021	MOBOTIX Silver Partner 2021	MOBOTIX Gold Partner 2021	MOBOTIX Diamond Partner 2021
Registration in the MOBOTIX Partner Portal	✓	✓	✓	✓
(Free) <a href="#">subscription</a> to exclusive Sales & Product News	✓	✓	✓	✓
Certified MOBOTIX Expertise	recommended	min. 1 employee	min. 2 employee	min. 3 employee
Onsite Installations and First-Line Support	✓	✓	✓	✓
Sustainable Project Pipeline	–	✓	✓	✓
Stocking of Demo Equipment	recommended	✓	✓	✓
Revenue Commitment in EUR/USD per year	–	25.000	50.000	200.000
Yearly Business Plan	–	–	✓	✓



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**



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**



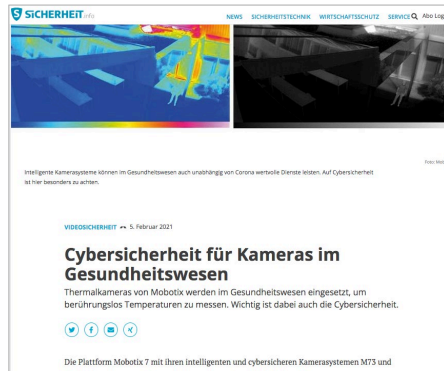
# **GIT** **SICHERHEIT** **AWARD** **2021** **WINNER**



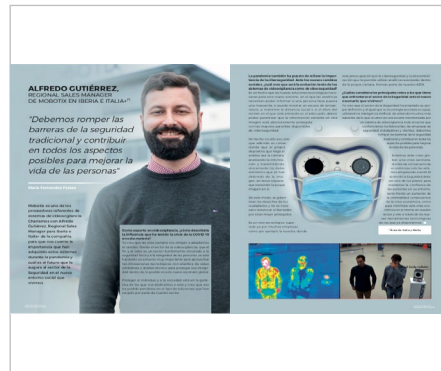
MOBOTIX  
Product Awards  
M73



*VDS certification in February 2022*



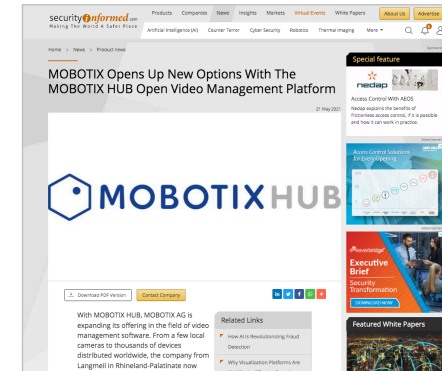
**Sicherheit.info**  
Feb 2021



**Interempresas Spain**  
March 2021



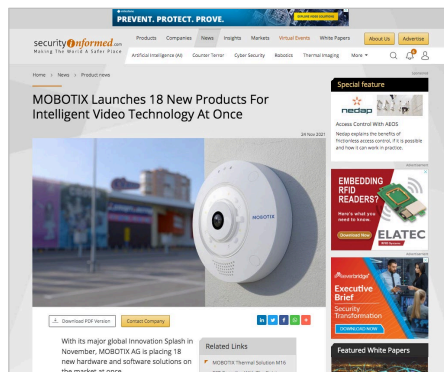
**Das Elektrohandwerk – elektro.net**  
March 2021



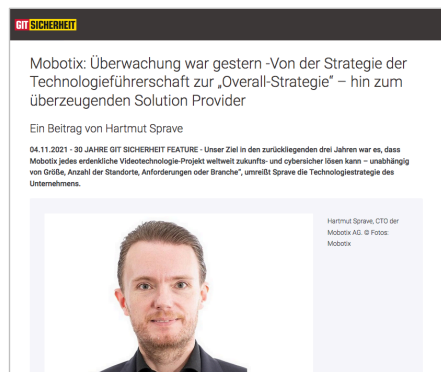
**Security News (securityinformed.com)**  
May 2021



**KonMeGa Portal**  
Jun 2021



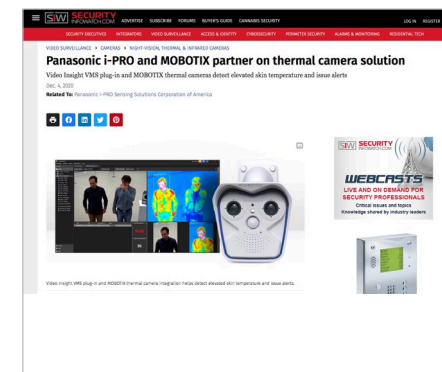
**Security News (securityinformed.com)**  
Nov 2021



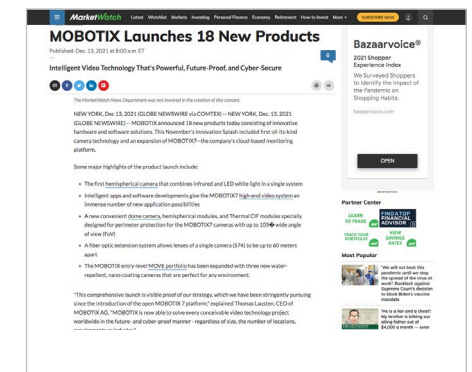
**GIT Sicherheit**  
Nov 2021



**International Security Journal**  
Intersec Dubai Edition  
UK/UAE January 2022



**Security Infowatch**  
Dec 2021



**MarketWatch**  
Dec 2021

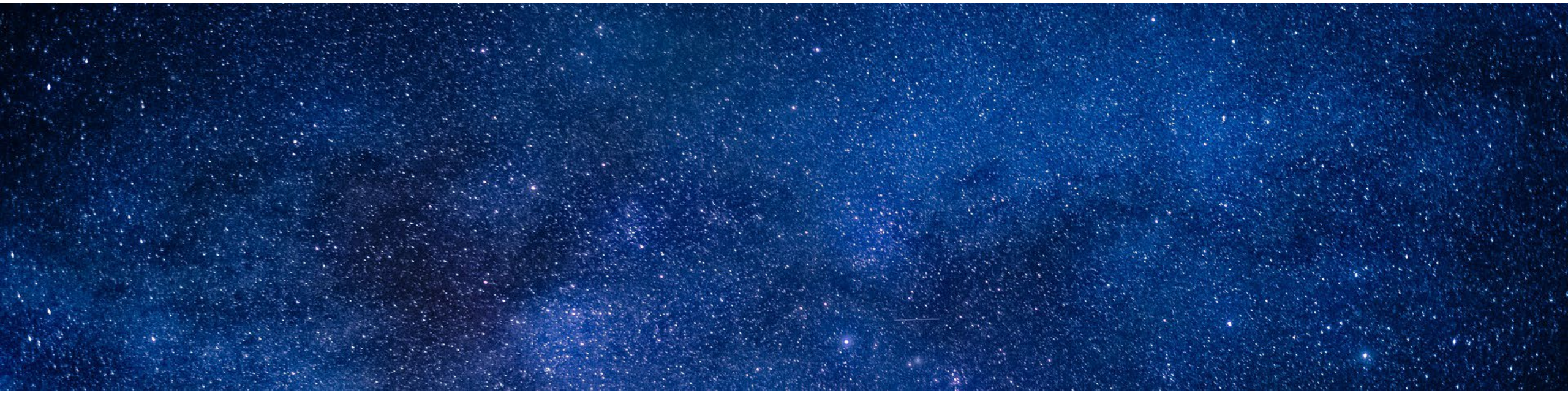
Started in August 2017 and final implementation in Reporting Year 2021/22;  
ahead of schedule

Objective	Status
Implementation of SAP Service Cloud (September 2021)	✓
Implementation of LOGA HR System (December 2021)	✓

Conditions created for further implementation of the 5-year plan



# Business Outlook BY 2021/22 - Thomas Lausten, CEO

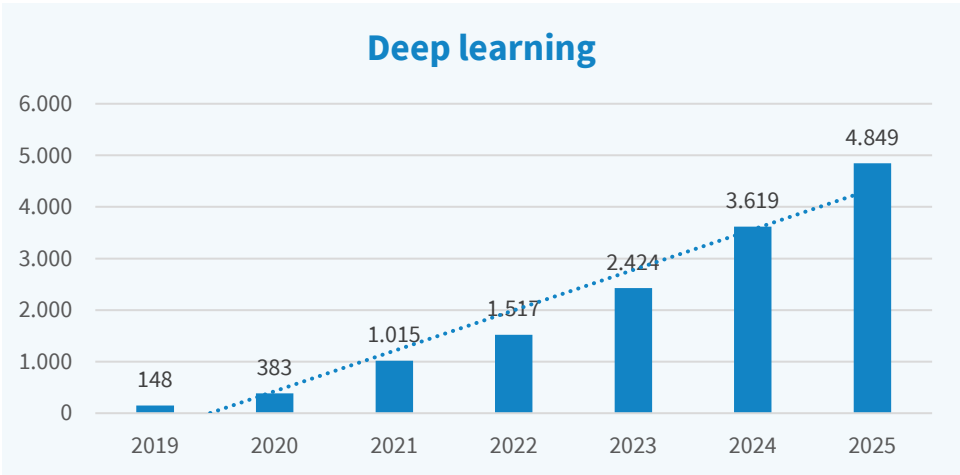


World market (excluding China) for network cameras; CAGR 9.6% in 2020-2025

Embedded Video analytics by analysis functionality – Revenues in \$ millions

	2019	2020	2021	2022	2023	2024	2025
None or basic	2.776,9	2.384,6	2.036,0	1.959,5	1.634,0	1.166,1	760,0
		-14,1%	-14,6%	-3,8%	-16,6%	-28,6%	-34,8%
Rules-based analytics	2.119,4	2.093,6	2.168,5	2.248,2	2.286,3	2.229,7	2.086,7
		-1,2%	3,6%	3,7%	1,7%	-2,5%	-6,4%
Deep learning-based analytics	147,8	383,5	1.014,7	1.516,8	2.423,7	3.618,8	4.849,4
		159,5%	164,6%	49,5%	59,8%	49,3%	34,0%

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



## Market Shares for Network Security Cameras – World exc. China

### Market Shares in 2020

Rank	Company	Revenue (\$m)	Market share
1	Axis Communications	1.000,4	20,6%
2	Hikvision	815,7	16,8%
3	Motorola Solutions	366,0	7,5%
4	Hanwha Techwin	338,4	7,0%
5	Dahua	319,7	6,6%
6	Panasonic	285,3	5,9%
7	Bosch Security Systems	231,8	4,8%
8	Uniview	139,6	2,9%
9	<b>Mobotix</b>	<b>70,7</b>	<b>1,5%</b>
10	FLIR	64,2	1,3%
	Other Companies	1.229,8	25,3%

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

Rank	Company	Market share
1	Axis Communications	20,5%
2	Hikvision	16,4%
3	Hanwha Techwin	7,6%
4	Panasonic	7,2%
5	Dahua	6,2%
6	Bosch Security Systems	5,3%
7	Avigilon	5,1%
8	Uniview	3,3%
9	Pelco	2,1%
10	Huawei	1,3%
	Others	25,1%

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**

## Market Shares for Network Security Cameras – EMEA

### Market Shares in 2020

Rank	Company	Revenue (\$m)	Market share
1	Hikvision	414,5	26,3%
2	Axis Communications	293,6	18,6%
3	Dahua	186,0	11,8%
4	Motorola Solutions	102,2	6,5%
5	Hanwha Techwin	77,1	4,9%
6	Bosch Security Systems	77,1	4,9%
7	Uniview	58,0	3,7%
8	Mobotix	46,7	3,0%
9	Panasonic	28,3	1,8%
10	VIVOTEK	14,2	0,9%
	Other Companies	278,0	17,6%

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

Rank	Company	Market share
1	Hikvision	24,2%
2	Axis Communications	18,4%
3	Dahua	11,2%
4	Bosch Security Systems	6,3%
5	Hanwha Techwin	5,6%
6	Uniview	4,3%
7	Avigilon	4,0%
8	Mobotix	2,6%
9	Panasonic	2,3%
10	Pelco	2,2%
	Others	18,8%

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

Rank	Company	Revenue (\$m)	Market share
1	Axis Communications	51,8	16,1%
2	Bosch Security Systems	34,3	10,6%
3	Mobotix	21,7	6,7%
4	GEUTEBRÜCK GmbH	20,3	6,3%
5	Dell Technologies	18,9	5,9%
6	Hikvision	14,7	4,6%
7	Dallmeier Electronic	10,2	3,2%
8	Funkwerk	8,4	2,6%
9	Motorola Solutions	6,0	1,9%
10	Hanwha Techwin	4,8	1,5%
	Other Companies	131,6	40,8%

2020 market size \$322.7 million

© Novaira Insights June 2021

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

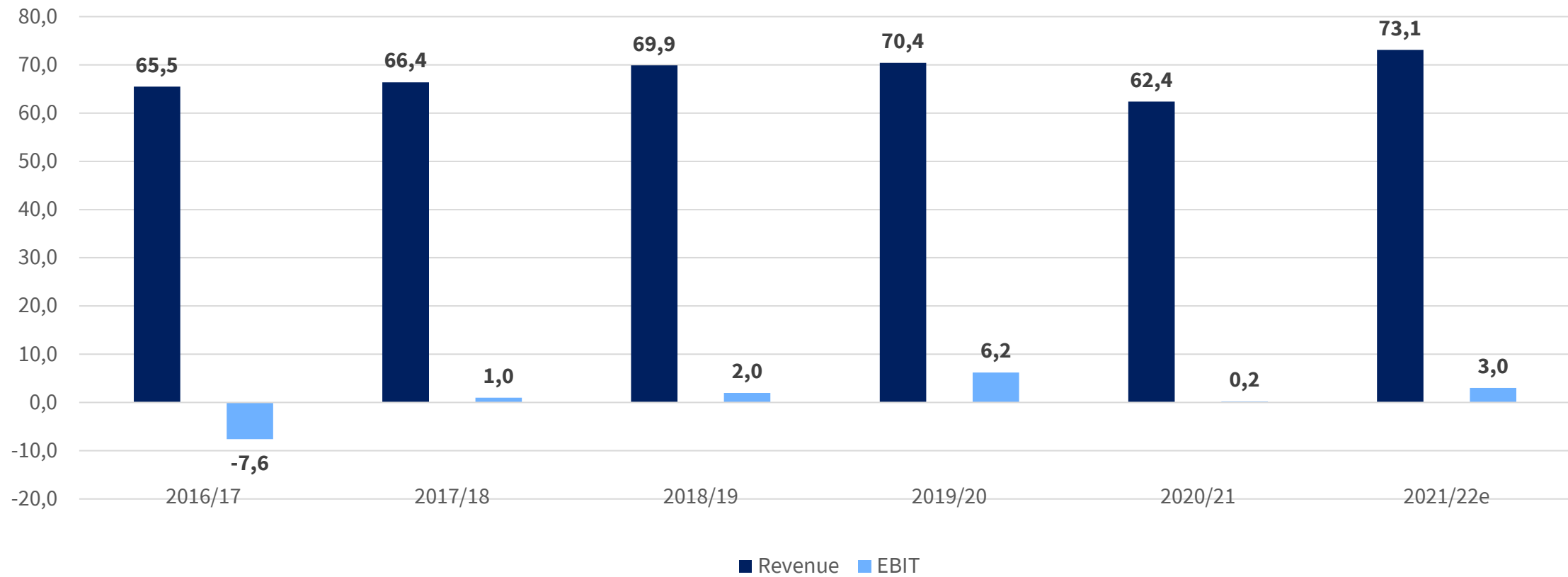
Source: Novaira Insights 2021



→ MOBOTIX maintains a strong market position as # 3 in Germany

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

Total Revenues & EBIT(€ million)



**Competitive Advantages**



Quality and cyber security differentiation from Chinese competitors



General market concern regarding Chinese surveillance technology



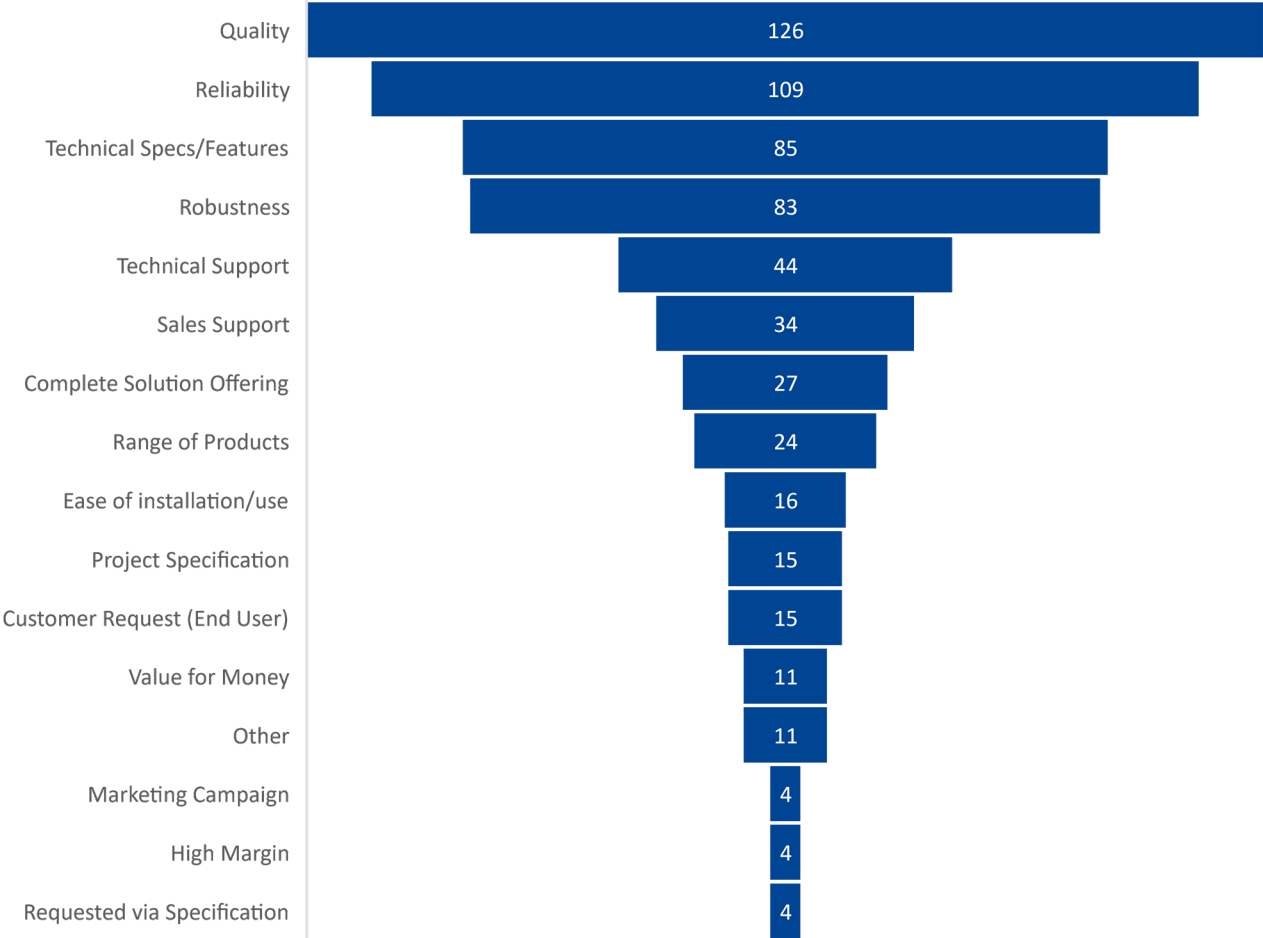
Increased organizational performance based on Fit-For-the-Future turnaround process



Increased portfolio and solution focus rather than product-centric

*Source: MOBOTIX customer survey 2021*

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



### Strategic Areas

### Key Actions



US expansion



Pipeline Development



Software revenue development



Optimized Pricing Strategy



Expand Product portfolio



Cost reduction &  
Margin increase



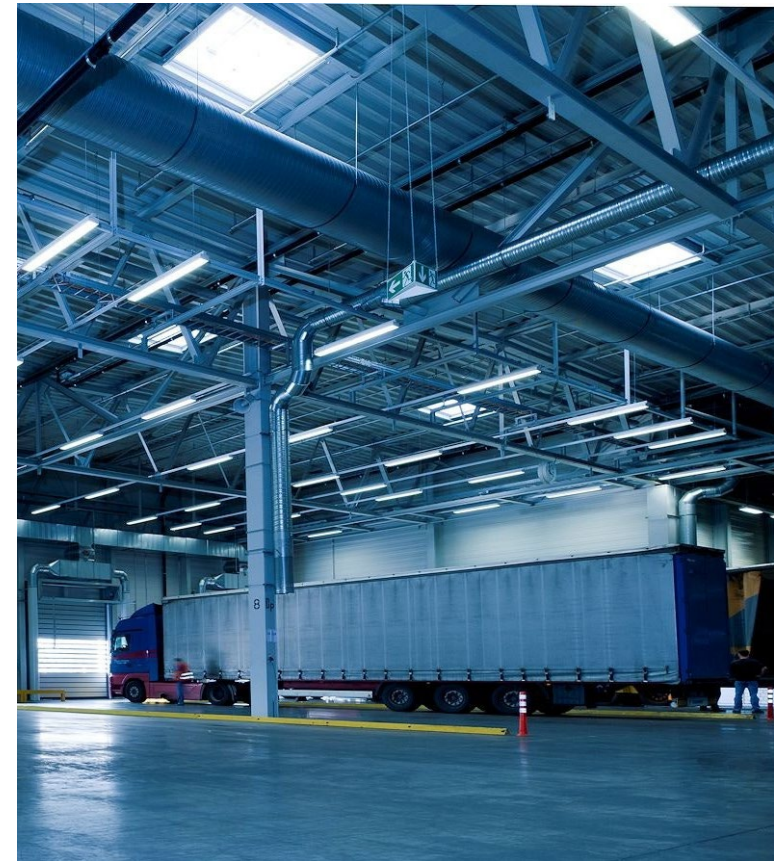
Supply Chain optimization



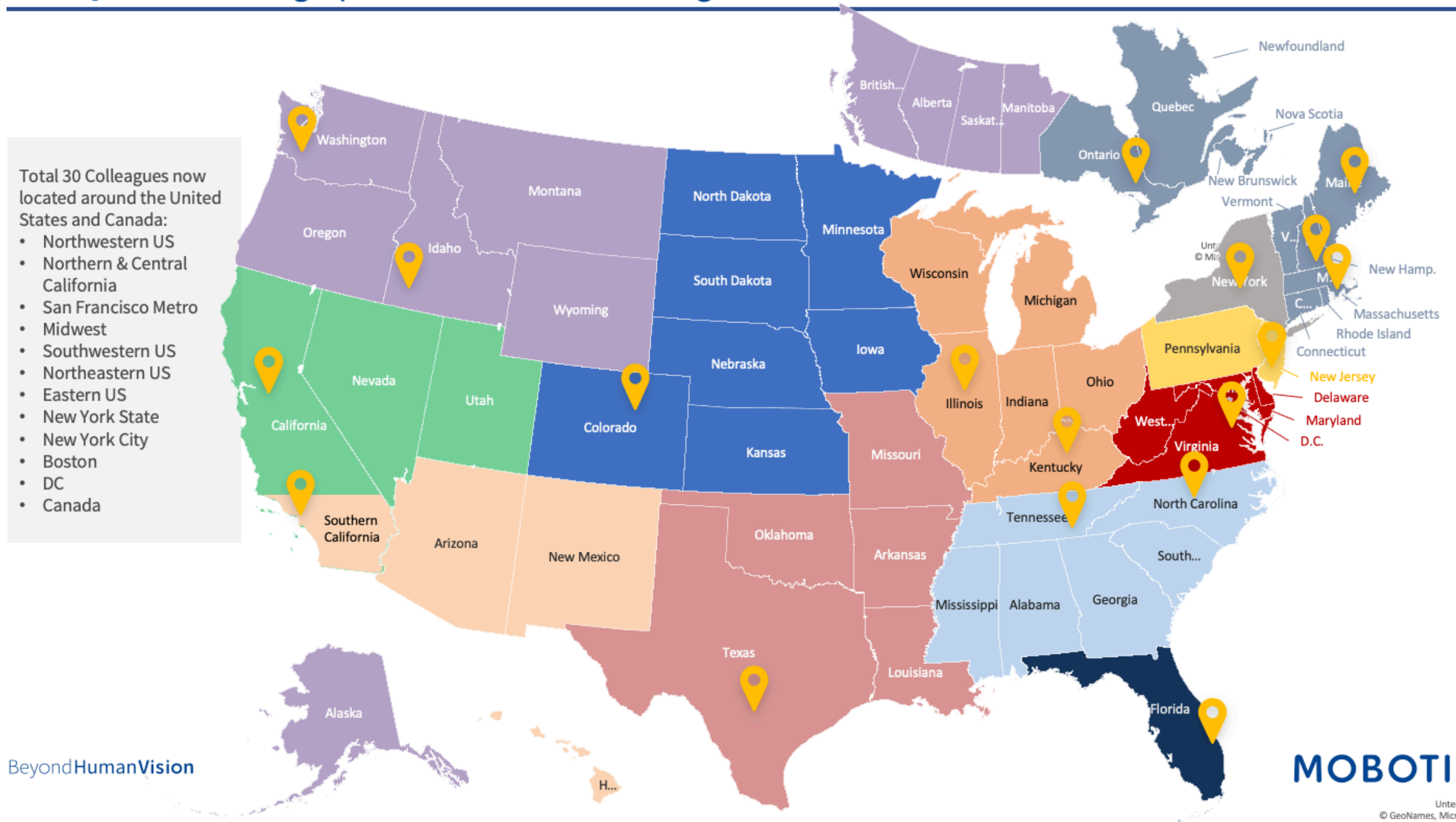
**GEO Expansion and Marketing**

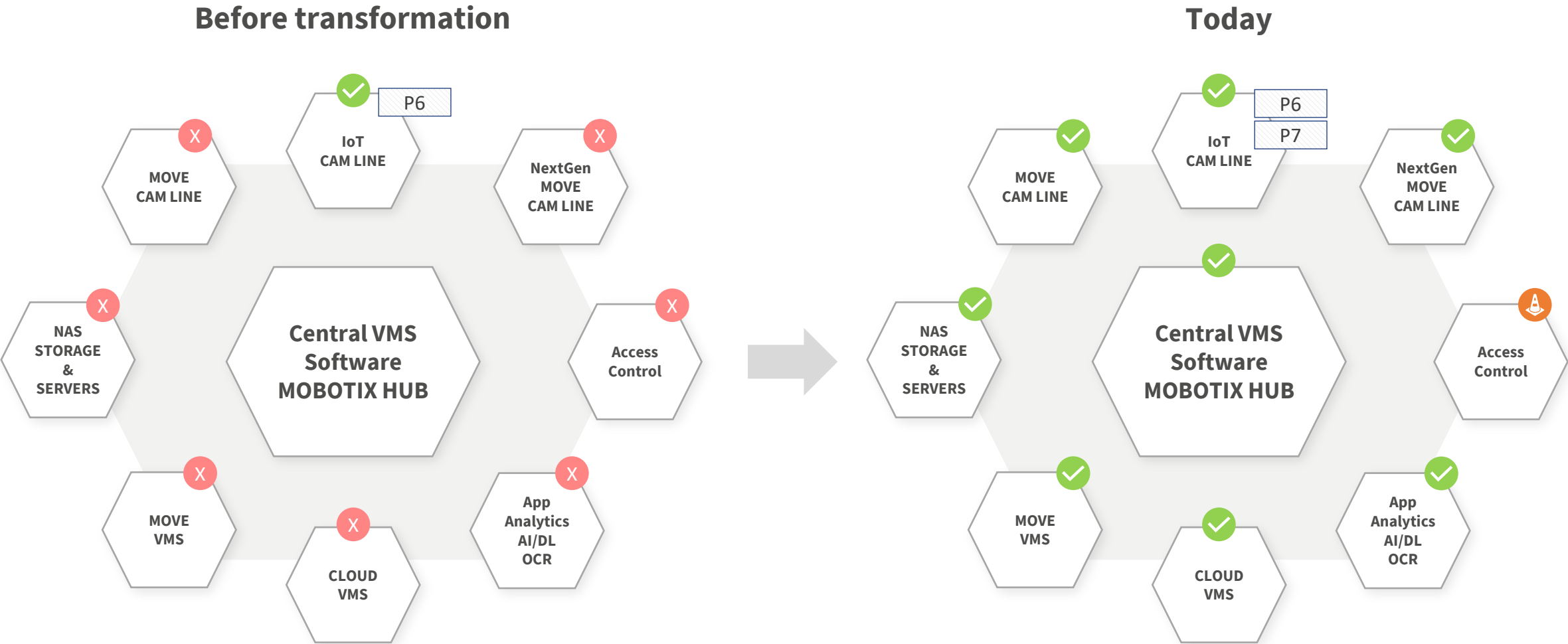


**Move from product to solution focus  
Artificial intelligence embedded in  
product development**



**Supply Chain and Margin Increase**





## MOBOTIX Acquisition of Vaxtor Group

**MOBOTIX**  
Beyond Human Vision





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

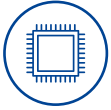
- Spanish HQ with global sales coverage
- Currently 19 Staff based in Europe, US & APAC



## 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





## 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



## 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



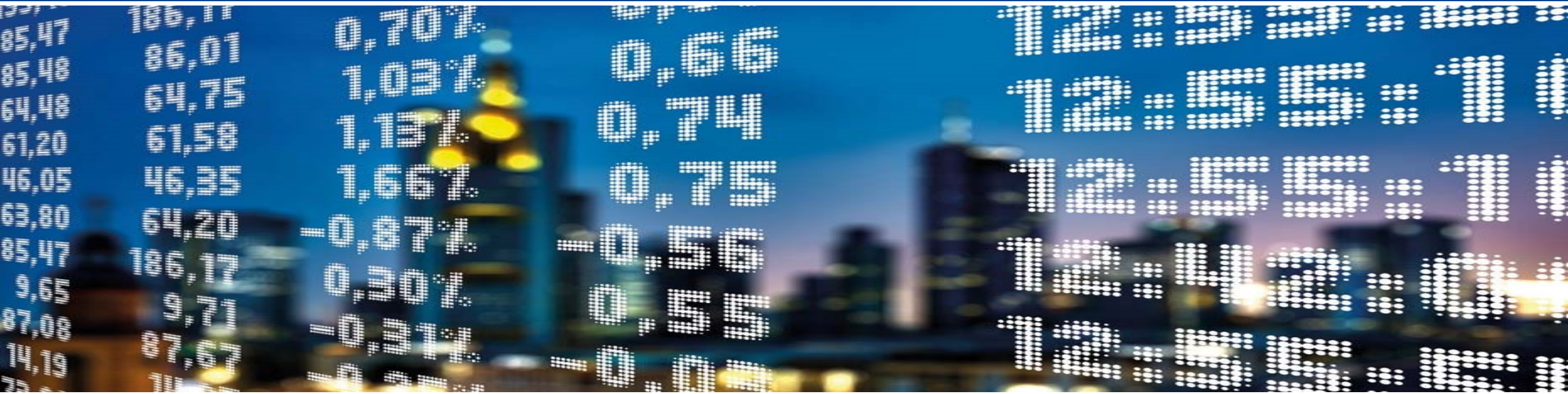
## Technical Synergies

- 1<sup>st</sup> 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

37

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

Fiscal Year	2020/21	2019/20
Non-Current Assets	23.1	20.5
Current Assets	45.7	41.9
Other	2.2	1.0
Assets	71.0	63.4

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)

	Fiscal Year	2020/21	2019/20
Equity		30.3	30.8
Provisions		5.6	5.2
Liabilities		33.1	26.6
Other		2.0	0.9
Liabilities		71.0	63.5
all figures in € million			
Equity Ratio in %		42.7	48.6

- 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)

	Fiscal Year	2020/21	2019/20
Revenue from Sales		62.4	70.4
Total Output		65.7	73.4
Material Costs		30.9	32.2
Staff Expenses		23.6	23.3
Other operating Expenses		8.6	9.7
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

Fiscal Year	2020/21	2019/20
Revenue from Sales	62.4	70.4
EBITDA	3.1	8.8
EBIT	0.2	6.2
Net Profit	-0.1	4.7

all figures in € million

- EBIT: despite provision for legal dispute in France minimally positive
- Net loss of €62K

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

Maturity	up to 1 Year	1 to 5 Years	over 5 Years	Total
to financial institutions	22.3	3.8	0.0	26.1
trade receivables	6.3	0.0	0.0	6.3
others	0.8	0.0	0.0	0.8
Total	29.4	3.8	0.0	33.1
<i>prev. year</i>	<i>10.2</i>	<i>16.4</i>	<i>0.0</i>	<i>26.6</i>

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)

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

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

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

Sales: **€70-73** million

EBIT: **€1,5-3,0** million

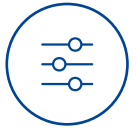


### **Growth factors:**

- 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



**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



Product Releases in Business Year 2020/21

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Roadmap Outlook for 2021/22

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Vaxtor Assets and Potential

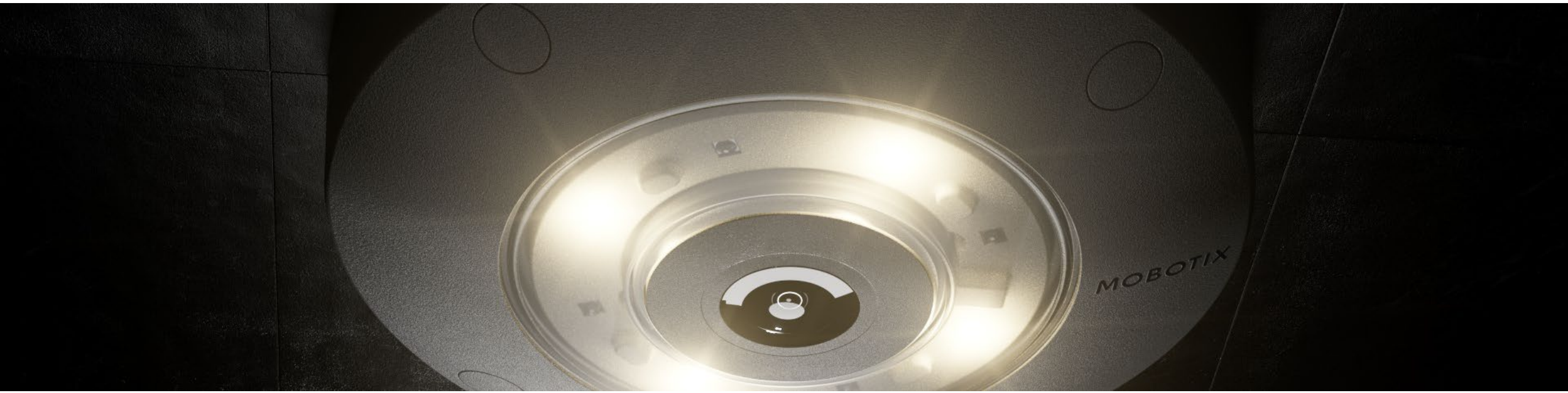
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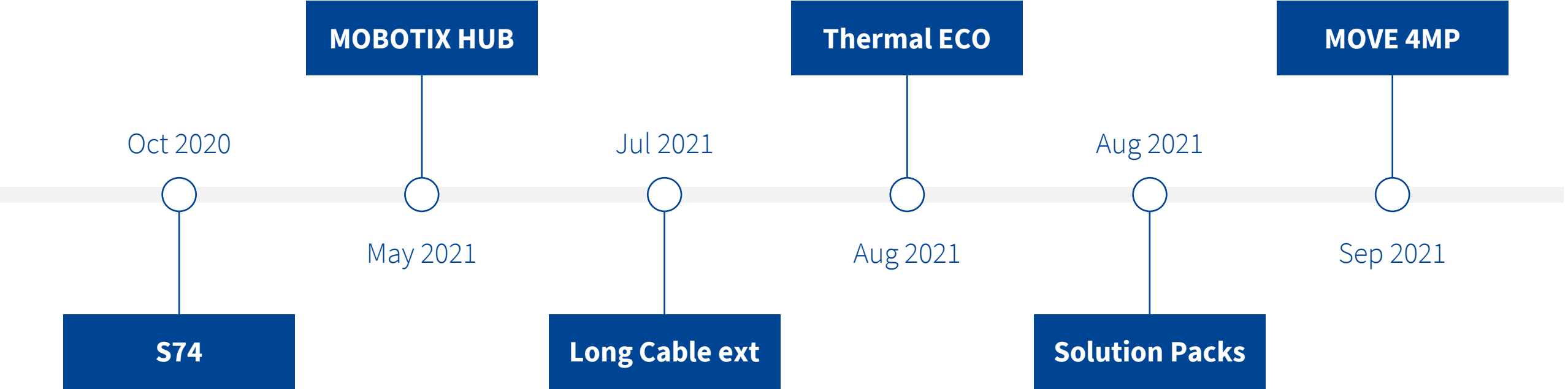
Strategy Summary

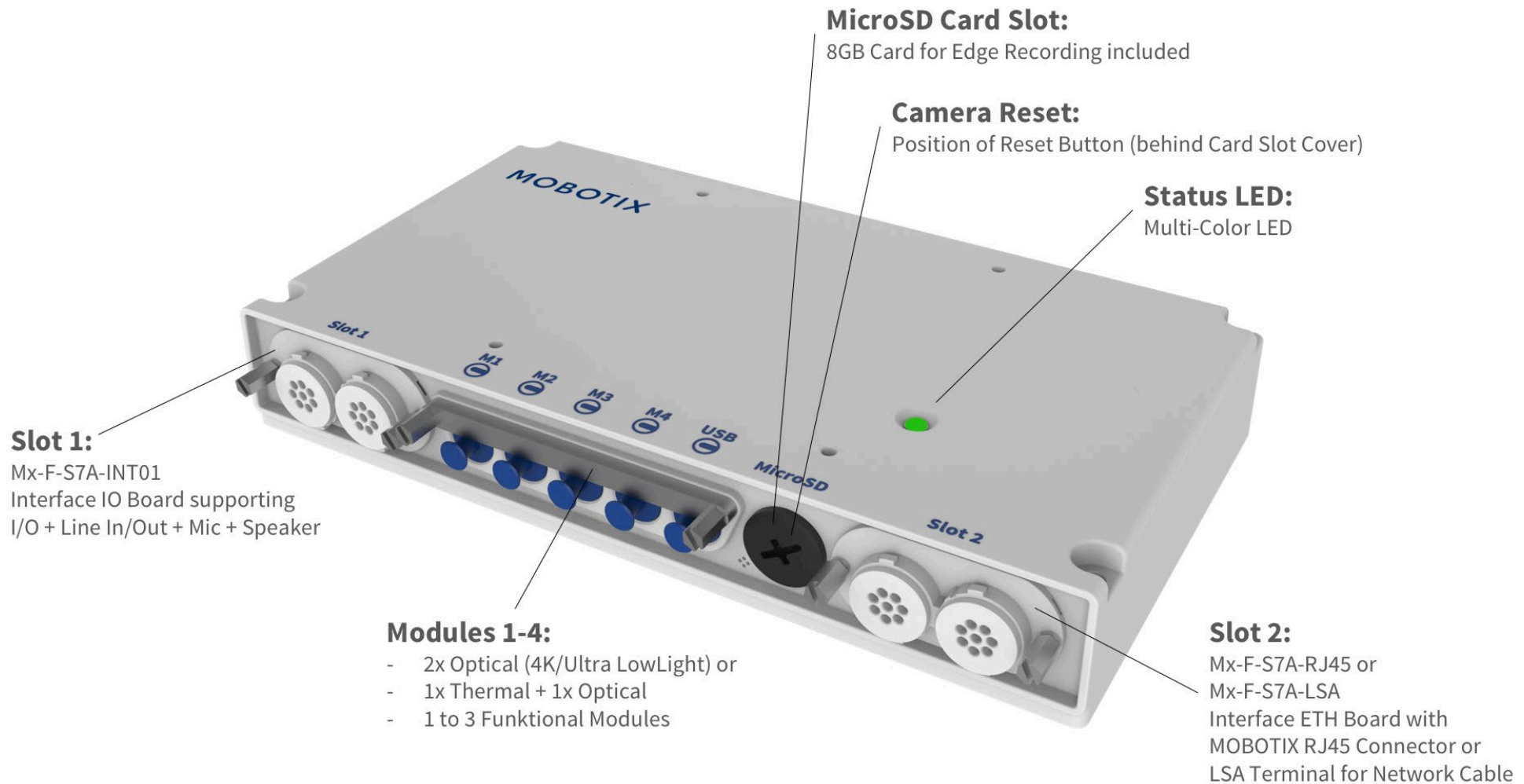
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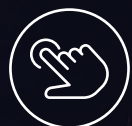
## Product Releases in Business Year 2020/21 – Hartmut Sprave, CTO











User-friendly control of video and security systems



Connect all network components



Get the best overview



Use high-quality analysis functions



Optimize business processes





### MOBOTIX CLOUD

- Multi-Site
- Unlimited cameras
- Security
- Easy to use



### MOBOTIX MOVE NVR

- No monthly fees
- MOVE camera support
- Up to 32 cameras
- Single site



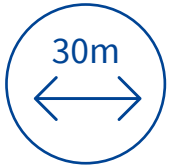
### MOBOTIX MxMC

- No monthly fees / free of charge
- Partial licenses (mainly 3<sup>rd</sup> party)
- Support for IoT and MOVE cameras
- Config, maintenance and monitoring for IoT cameras
- MxSmart Data Support
- Unlimited cameras
- Single site and remote



### MOBOTIX HUB

- No monthly fees
- Full licenses
- Support for IoT and MOVE cameras
- Unlimited number of cameras
- Central user management
- Optimal for large project tenders



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





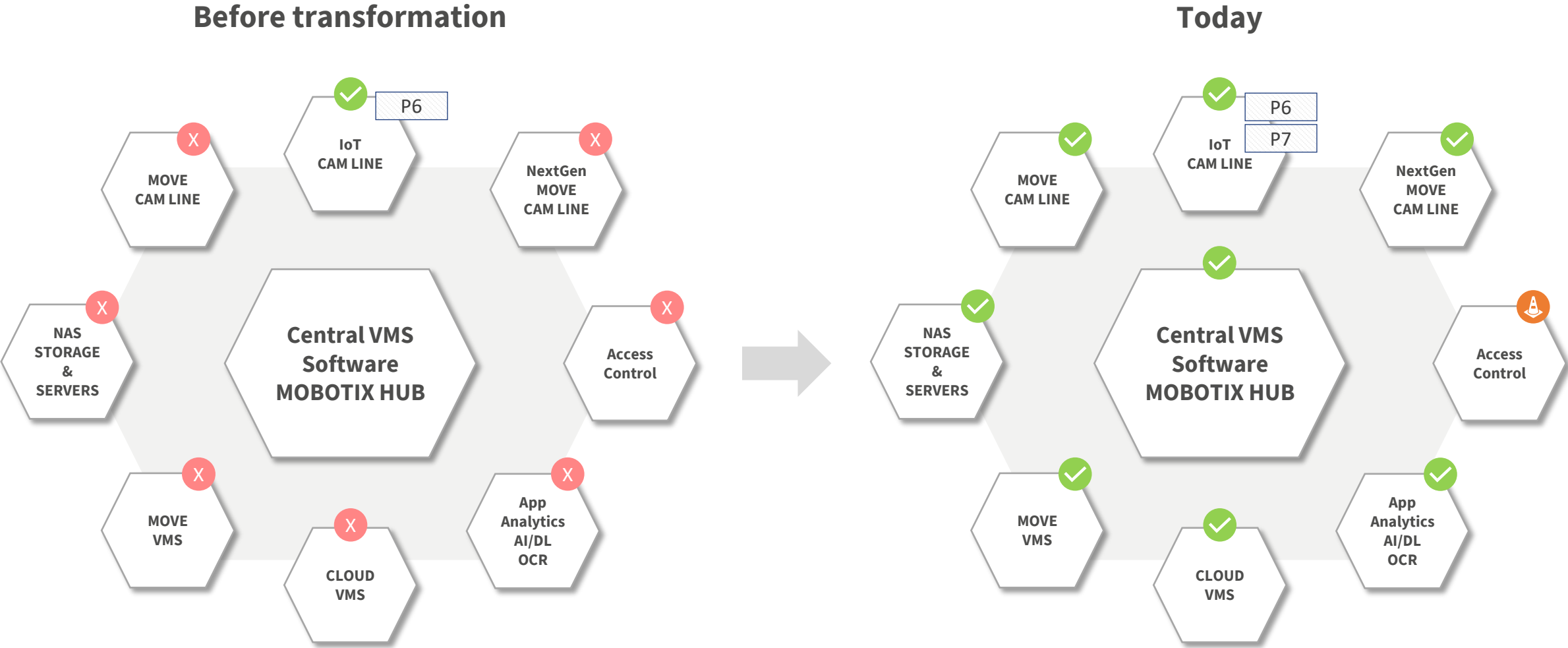
Package		User Story
	Perimeter Protection	<ul style="list-style-type: none"><li>• Full plant security</li></ul>
	Access Control	<ul style="list-style-type: none"><li>• Limit access to authorized/trained personnel</li></ul>
	Foundry Monitoring	<ul style="list-style-type: none"><li>• Employee protection</li><li>• Energy saving</li><li>• Production Process / Automation optimization</li></ul>
	Quality Assurance	<ul style="list-style-type: none"><li>• Temperature control to avoid rejected goods</li></ul>
	Safety and Health	<ul style="list-style-type: none"><li>• Avoid exposure to hot surfaces and liquids as well as other hazardous substances</li></ul>

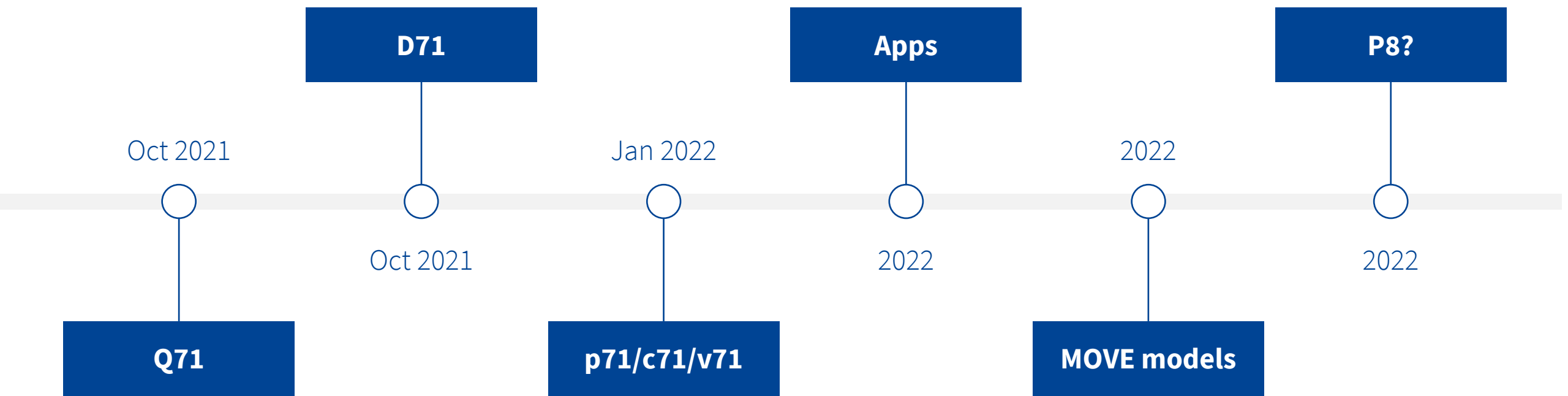


Package	User Story
 Intrusion / Perimeter Detection	<ul style="list-style-type: none"><li>• Full campus security</li><li>• Burglary protection</li><li>• Theft prevention</li></ul>
 Access Control	<ul style="list-style-type: none"><li>• Limit access to authorized/trained personnel</li></ul>
 Occupancy	<ul style="list-style-type: none"><li>• People counting</li><li>• Occupancy detection of i.e. Sports Areas / Gym, Aula etc.</li></ul>
 Life Safety and Health	<ul style="list-style-type: none"><li>• Early fire detection</li><li>• Suicide prevention</li><li>• Criminal behavior detection</li><li>• Pandemic / fever early detection</li></ul>

## Roadmap Outlook for 2021/22 – Hartmut Sprave, CTO









Q71



D71



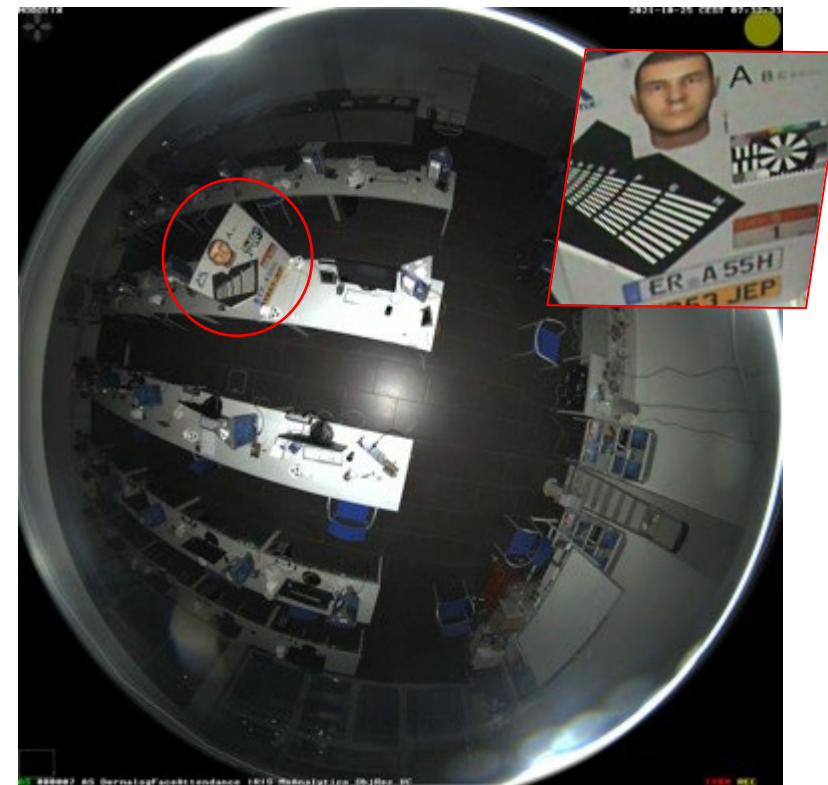




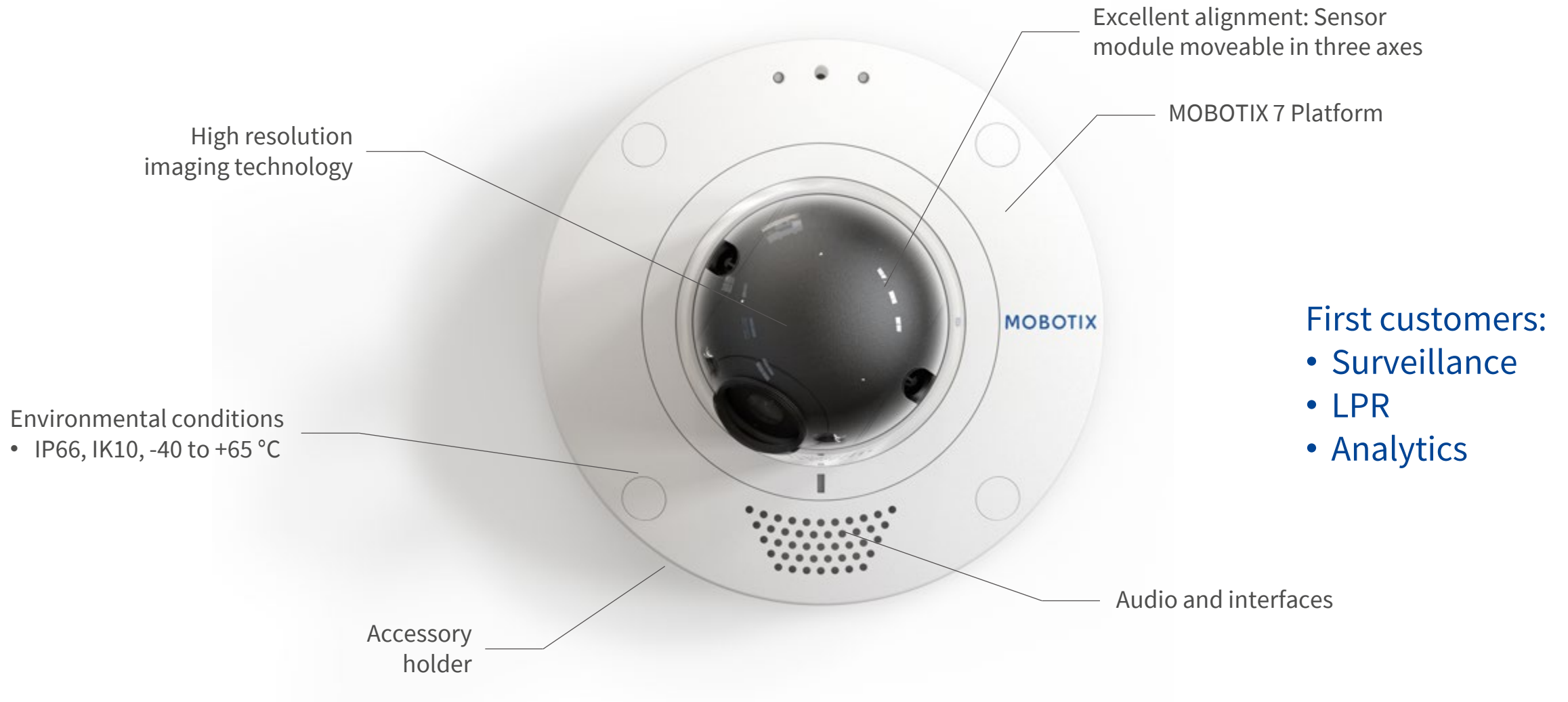
Infrared & White Light off  
(residual light present)



IR on  
(in complete darkness)



White Light on  
(in complete darkness)



c71



v71



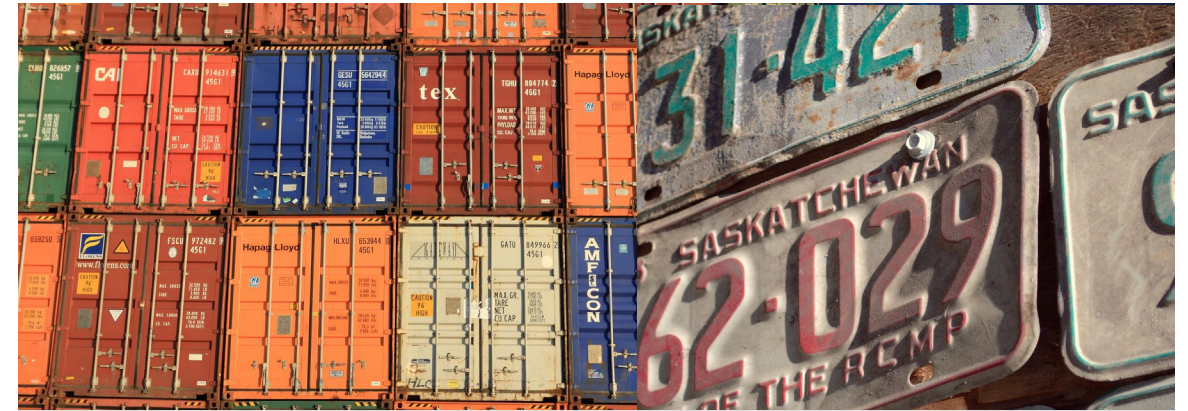
p71



Optimized cost and logistics by modular design and same part policy



Plane Identification



Container + LPR



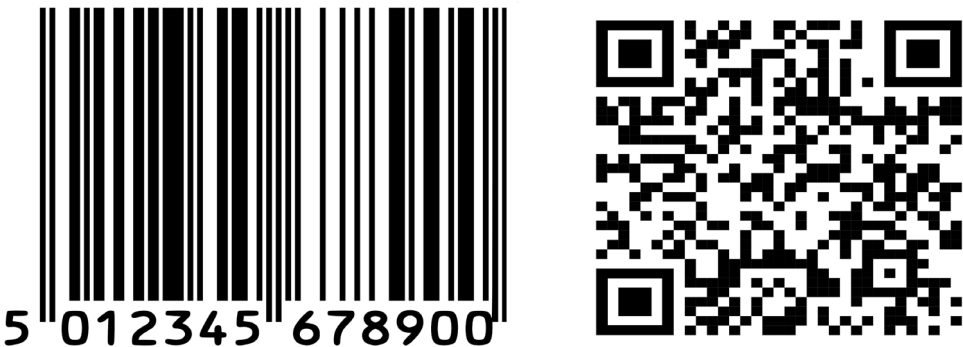
Truck Identification



Tire Identification



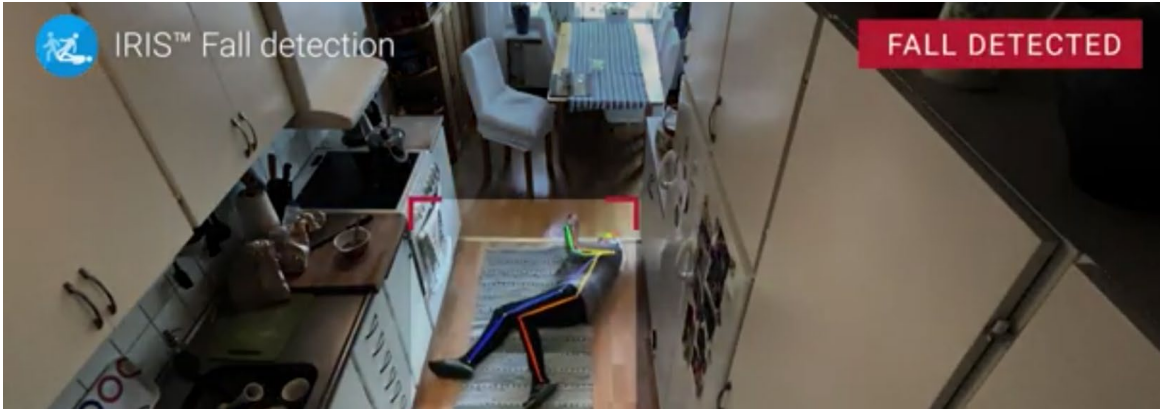
Analog Meter Reader



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



**OCR / LPR**



**Deep learning**



**Big data generation**





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





### 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





### Web scraping engine

developed 100% by Vaxtor

Crawl internet for images and  
label automatically



### Best-in Class

Download speed

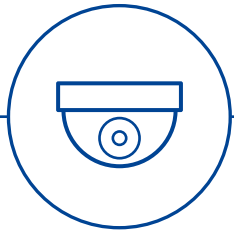
Labelling Accuracy



### Potential

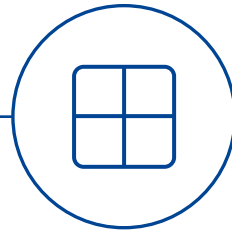
Deep Learning data  
generation

Build deep learning  
full service



## Camera Apps

Solutions for customers and vertical markets



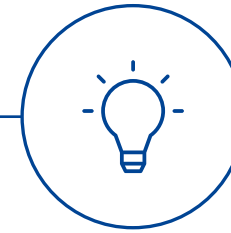
## Complete Portfolio

- Fewer models
  - scalable
- Focus on Thermal
- MOVE with MOBOTIX-DNA



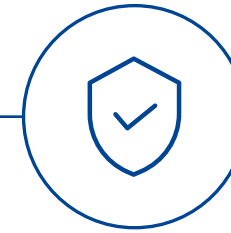
## M&A

- 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



## **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



## Labeling

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



## 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



## LPR

License Plate Recognition



## Vandal Fix Bullet

Designation for a security camera with an elongated design and fixed lens



## LSA Terminal

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



## Vandal Fix Dome

Designation for a security camera with a dome design and fixed lens



## OCR

Optical Character Recognition

Thank you

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# MOBOTIX

## BeyondHumanVision

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