MOBOTIX AG – Frühjahrskonferenz– 15. Mai 2023

Investor Insight – Trust. Conviction. Success.

BeyondHumanVision

MOBOTIX

We Create Innovative Solutions BeyondHumanVision

Intelligent video solutions using AI technology to protect people and assets

Trusted Quality Made in Germany

MOBOTIX – **Who We Are**

1999
Established

2007
IPO

360
Colleagues

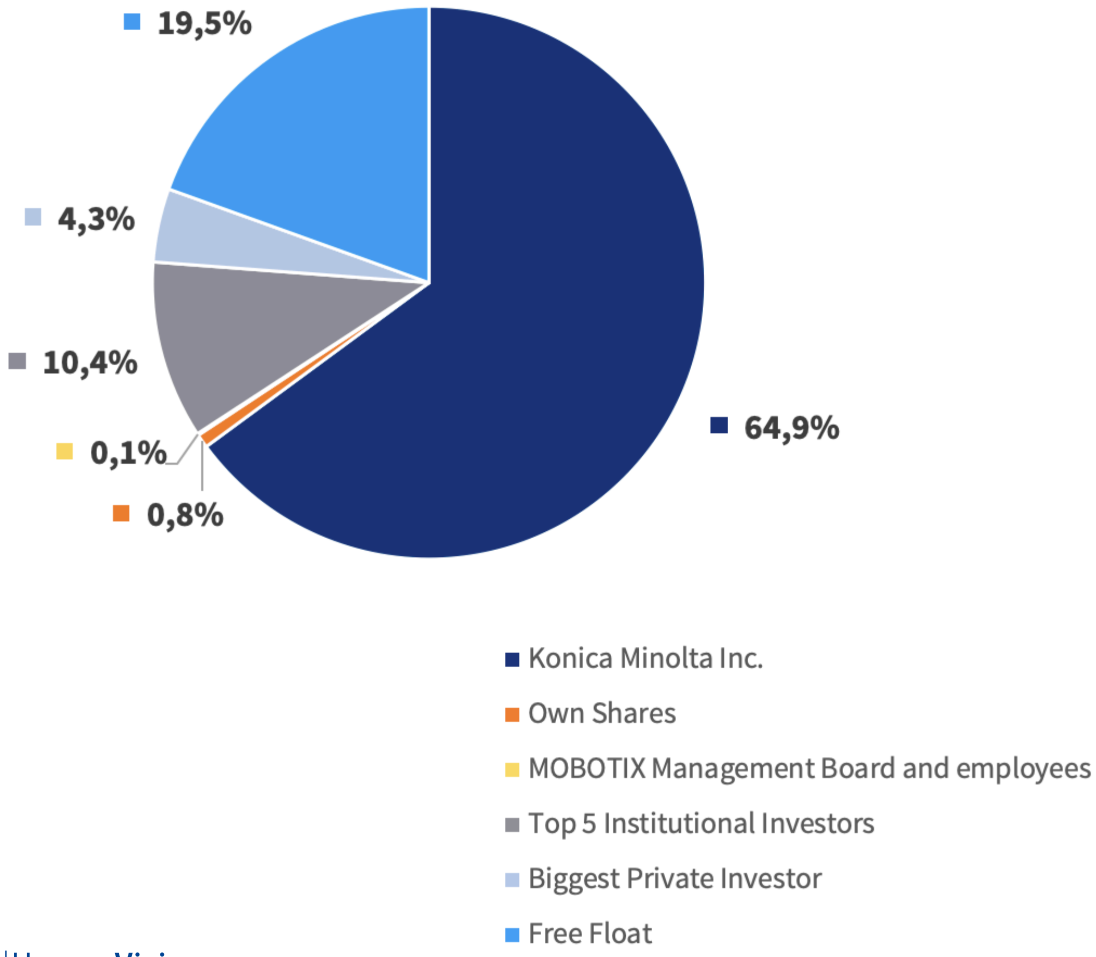
Made in Germany

Management Board:
Thomas Lausten (CEO)
Klaus Kiener (CFO)
Christian Cabirol (CTO)
Philippos Antoniou (CSMO)

Supervisory Board:
Toshiya Eguchi
Olaf Jonas
Koji Ozeki

MOBOTIX **Ownership Structure and Some Key Facts**

Ownership structure



Key facts

ISIN	DE0005218309
Share Price	3.00 EUR *(8.5.2023)*
Market Capitalization	EUR 39,3 million
Number of Shares	13.1 million
Market Segment	Open Market Frankfurt, Basic Board
Dividend	2020/21: 0.04 EUR per share

MOBOTIX – **Vision**

Quality –
Designed, Assembled and Made in Germany

Understand customers, Partners and market evolution

User Focus –
Solutions developed for vertical markets

MOBOTIX
Beyond**HumanVision**

Strategic Partnerships with technology leaders

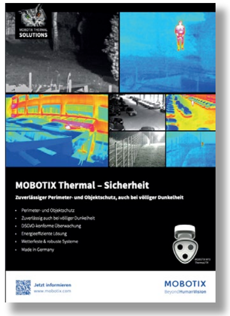
Increasing value by artificial intelligence

Innovative Solutions Beyond**HumanVision**

The **Wide Range** of MOBOTIX

VERTICAL SOLUTIONS:

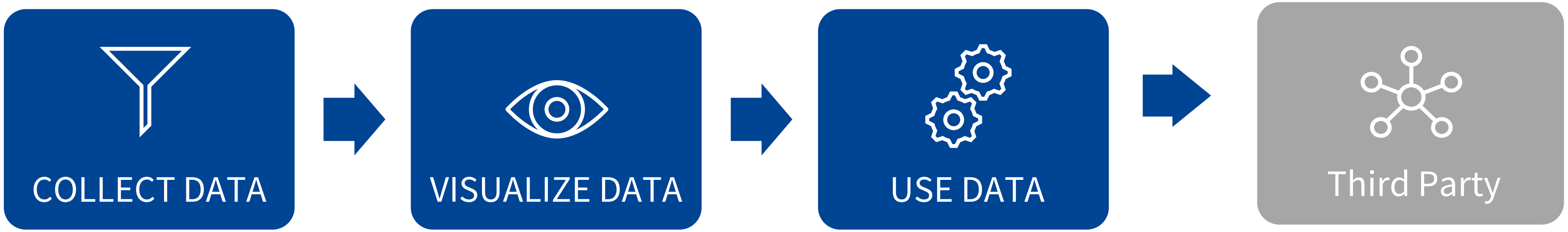
Transformation from single product development to **solution focus** and **customer value** in target segments with significant market growth , e.g. industry, energy and healthcare



Strategy: **Data Is The Key**

- **ARTIFICIAL INTELLIGENCE:** Investments in camera and software which support using artificial intelligence enhancing **customer values** from only security to **new areas** as e.g. production processes, detection of behavior, recognition of number plates etc.

- **BUSINESS INTELLIGENCE:** Addressing of emerging markets around Industry 4.0 and digitization of companies. Increasing productivity, reducing process costs and gaining new insights by data combined with video.



MOBOTIX – From IP Camera Manufacturer to an End-to-End Data Vision Company

MOBOTIX founded in 1999

First decentralized IP camera with on board recording and intelligence

Acquisition of VAXTOR, 2022

Integration of leading OCR software company into MOBOTIX AG

MOBOTIX CYBERSECURITY

DATA VISION

1999
HiRes IP Video Systems Made in Germany

>2001
Camera Integrated Video Analysis Software

2010
First Hemispheric IP Video Doorstation

2014
Affordable High Performance Thermal IP Cameras

2016
Mx6 IoT Camera Platform

2018
Cactus Concept and MOBOTIX MOVE

2019
MOBOTIX 7: M73 with Camera Integrated Apps

2020
MOBOTIX CLOUD P7 Thermal Prof. Services

2021
MOBOTIX HUB P7 Vaxtor Apps

2022

2023
Innovative data-driven Vertical Solutions based on intelligent IP Video Technology

- **OCR/ALPR** market alone is forecast to **grow globally** by $1.5Bn to **$3.8Bn** by 2025
- Vaxtor is a leading OCR software company with excellent expertise, fulfilling all KI/data management-requests
- Strong market position incl. sales agreements with some direct competitors
- Preferred ALPR provider for majority of Axis Partners

The Next Generation – **Outlook 2024/25**

- Transition to new platform based on new chip with full support for AI based image analysis
- Integration of industry standards
- Combine strong points of edge & cloud
- Constant quality improvement, e.g. reaction to customer requests
- Pioneering solutions based on well-founded R&D research
- Strengthen relation between R&D and partners

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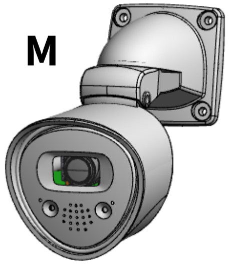

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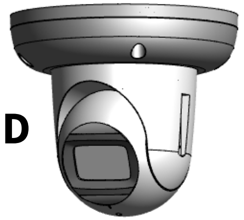


D Multi

S Multi

Key Figures of the Past Financial Years in Comparison

	2022/23 - H1	2021/22	2020/21	2019/20	2018/19	2017/18	2016/17
Product Revenue (€ million)	32,2	53,5	61,0	67,3	61,5	62,1	63,0
Order Development Konica Minolta (€ million)	0,8	1,6	0,2	2,1	3,6	1,7	0,0
Revenue from Component Sales (€ million)	0,1	0,9	1,2	0,1	4,5	2,5	2,4
Revenue from Sales (€ million)	33,1	56,0	62,4	69,5	69,6	66,3	65,4
Operating Output (€ million)	34,1	60,3	65,7	73,4	71,0	66,9	66,4
EBIT (€ million)	0,4	-7,5	0,2	6,2	2,0	1,0	-7,6
EBIT-Margin (%)	1,2	-12,7	0,4	8,4	2,8	1,6	-11,4
EBITDA (€ million)	2,5	-3,8	3,1	8,8	4,3	3,2	-5,3
EBITDA-Margin (%)	7,3	-6,2	5,0	11,9	6,0	4,8	-8,0
Net Profit (€ million)	0,0	-6,3	-0,1	4,7	0,9	0,4	-6,3
Operative Cash Flow (€ million)	tbd	-4,3	3,1	-0,5	1,4	-0,9	-0,4
Equity Ratio (%)	26,0	27,0	42,7	48,6	49,4	51,4	49,0
Dividend per Share (€)	tbd	0,00	0,04	0,04	0,04	0,04	0,04

Product Mix (Sales Quantities) and Gross Profit

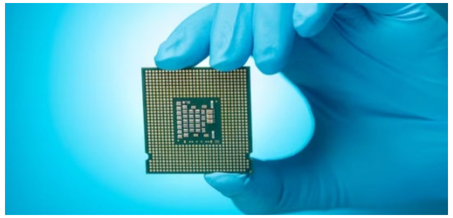
	Product Mix				Gross Profit Margin			
Segment	**BY 22/23 - HY 1**	**BY 21/22**	**BY 20/21**	**BY 19/20**	**BY 22/23 - HY 1**	**BY 21/22**	**BY 20/21**	**BY 19/20**
Indoor	20%	24%	26%	33%	32%	31%	39%	41%
Outdoor	53%	47%	60%	47%	48%	49%	49%	58%
Thermal	2%	3%	2%	4%	40%	40%	43%	51%
Access Control	2%	3%	3%	9%	46%	49%	49%	53%
Mx Move	23%	24%	9%	7%	36%	30%	44%	40%
Total	100%	100%	100%	100%	45%	43%	44%	52%

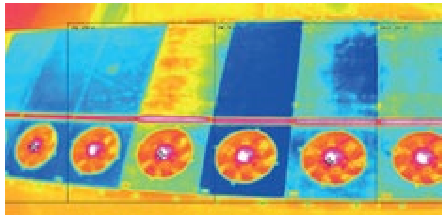
*Only product revenue included, no accounting adjustments etc.

Business Review **BY 2021/22**

- Impact by pandemic, Ukraine war and supply chain crisis.
- Turnover - 10.2% to EUR 56 million in with a negative EBIT of EUR -7.5 million (2020/21: EUR 0.2 million)
- Net loss of EUR 6.3 million (2020/21: EUR 0.1 million)
- Equity ratio of 27.0% and equity of EUR 23.7 million and strategic shareholder support secure existing credit lines
- No dividend for fiscal year 2021/22. However, MOBOTIX expects to be able to pay a dividend again in 2024.

- Cost reduction programs implemented, strategic investments in sales and R&D maintained
- New solution areas, such as software, expanded in several markets → Added value to MOBOTIX's vertical solutions
- Sales in the USA increased, (closer cooperation with Konica Minolta USA)
- New solution areas, such as software, expanded in several markets → Added value to MOBOTIX's vertical solutions

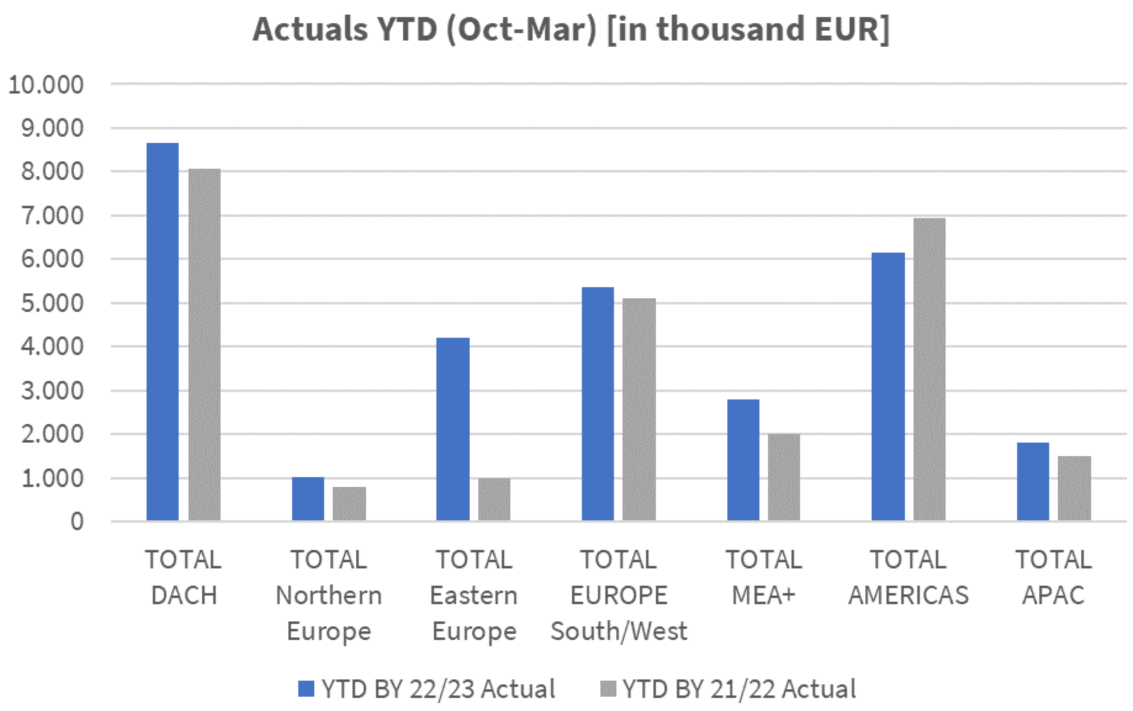




MOBOTIX

H1 Actuals by Sales Region BY 2022/23 compared to last BY H1

	Actuals YTD (Oct-Mar)			
	YTD BY 21/22 Actual	YTD BY 22/23 Actual	Deviation to LBY	[%]
TOTAL DACH	8.068.419	8.651.182	582.763	7%
TOTAL Northern Europe	797.836	1.011.267	213.431	27%
TOTAL Eastern Europe	997.291	4.189.896	3.192.605	320%
TOTAL EUROPE South/West	5.102.090	5.363.447	261.357	5%
TOTAL MEA+	2.000.733	2.792.449	791.717	40%
TOTAL AMERICAS	6.929.681	6.160.738	-768.943	-11%
TOTAL APAC	1.488.580	1.806.699	318.119	21%
Vaxtor	0	2.214.909		
TOTAL FM MX Group	25.384.630	32.190.588	6.805.957	27%



Business Review of **1st half-year 2022/23**

- Product revenue growth of **27% to EUR 32.1 million** and **EBIT of EUR 0.4 million** (2021/22: EUR -3.8 million)
- Key markets in Europe, USA and APAC grew particularly
- Revenue was supported by growth in AI and analytics as part of the solutions strategy
- Acquisition of VAXTOR and further strategic investments during FY 2022/23 are key components of this strategic direction and growth drivers

Forecast for Fiscal Year 2022/23

Revenue: **66.0 to 68.0** Mio. €

EBIT: **2.0 to 4.0** Mio. €

- Published on August 23, 2022 and reconfirmed on April 12, 2023 for current fiscal year
- Increased investments and forecasts from Konica Minolta based on increased sales in especially US and EMEA after the global COVID 19 pandemic in BY 2021/22
- VAXTOR solutions - further accelerated in the full year of 2022/23
- Improved market expectations by research companies such as Novaira
- The supply chain situation is expected to improve gradually during the autumn of 2022
- Increased customer pipelines in the focused vertical markets, e.g. Industry, Energy, Healthcare and Government

New Business Opportunities in View of Ban of Chinese Products in Government Installations

- US government has banned Hikvision and Dahua for government installation and now expanding their ban to consumers and private American companies
- The ban and concerns about security threats have been expanding the entire western countries
- Australia, UK, Scotland and Denmark now also considering to ban their products for the government installation

UK government ban for Chinese Hikvision CCTV cameras

Security cameras made by Chinese company Hikvision can no longer be installed in or on government buildings after cabinet minister Oliver Dowden declared them “current and future possible security risks”. This came after calls for a nationwide ban by a group of MPs and peers, but doesn’t go far enough, according to the UK’s outgoing biometrics and surveillance cameras commissioner.

Australia Bans Hikvision & Dahua Cameras From Defense Sites

The Government Is Considering Banning Their Use Across All Federal Agencies

Jayant Chakravarti (@JayJay_Tech) • February 10, 2023

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Image: Shutterstock

Danish Capital Region Bans Hikvision Purchases, Calls "Critical Threat To Security"

By Charles Rollet, Published Sep 28, 2022, 09:05am EDT (Info+) | Email This

The most populous region of Denmark, which includes the nation’s capital of Copenhagen, has banned Hikvision camera purchases following an assessment that Hikvision constitutes a "critical threat to security".

Certified Quality Fuels the Trust – **Quality Made in Germany**

VdS

EN 54-10

PBST

Certified CNPP

NDAA Compliant

HIPAA Compliant

TAA Compliant

SySS THE PENTEST EXPERTS. Certified Product Approved Security TESTED 04.2021

SECURE BY DEFAULT

ISO 9001 Certification currently in implementation

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