

# Annual General Meeting - MOBOTIX AG

26th May 2023



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**Philippos Antoniou**



## WELCOME



Shareholders



Supervisory Board



Guests



Chairman of the AGM



# Review of Fiscal Year 2021/2022

Thomas Lausten, CEO



# MOBOTIX – Who We Are



**1999**

Established



**2007**

IPO



**360**

MOBOTIX  
Colleagues



**25**

Vaxtor  
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



# We Create Innovative Solutions Beyond Human Vision



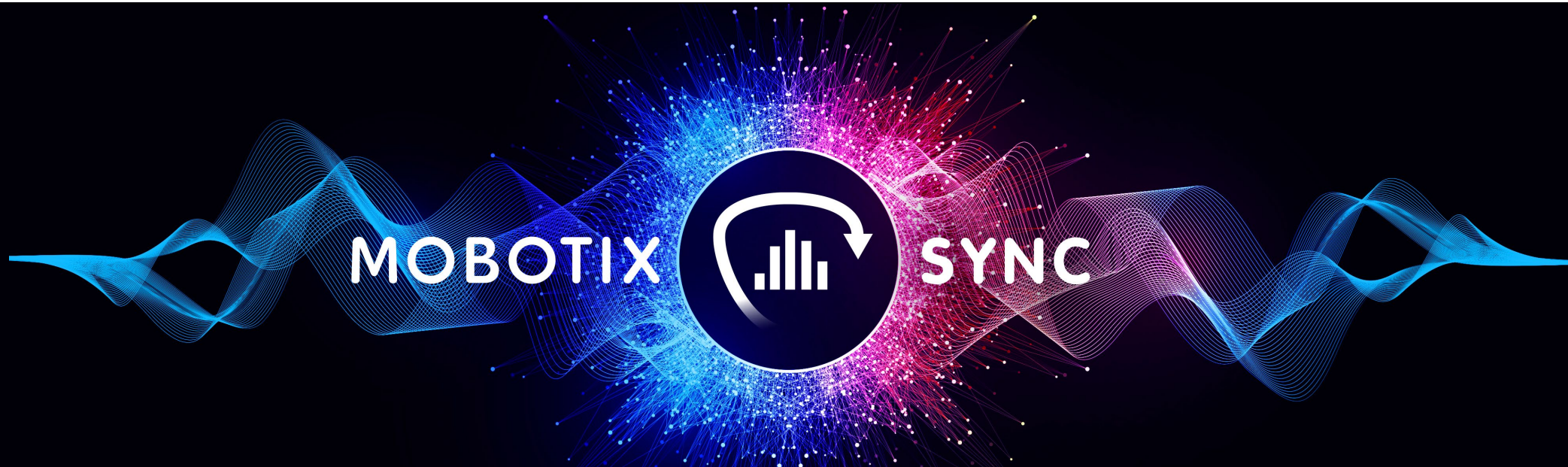
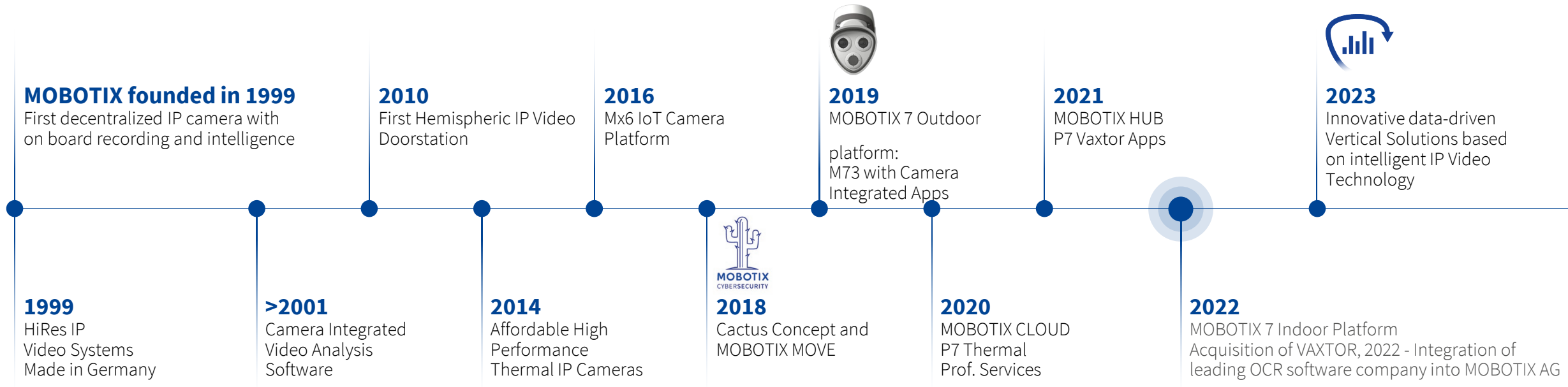
Intelligent video solutions  
using AI technology to  
protect people and assets



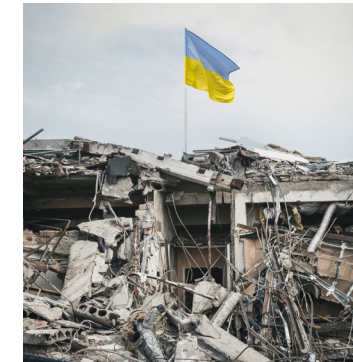
Trusted Quality Made in Germany



# MOBOTIX – From IP Camera Manufacturer to **End-to-End DataVision Company**



- Main impact from supply chain crisis (semiconductors, electronic components) and increased freight costs resulting in increased costs and delayed deliveries/cancelled orders
- Further impact from pandemic, Ukraine war, closed Russian market as well as inflation
- Turnover - 10.2% to EUR 56 million 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 business year 2021/22.  
MOBOTIX projects dividend in Business Year 2022/2023.



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



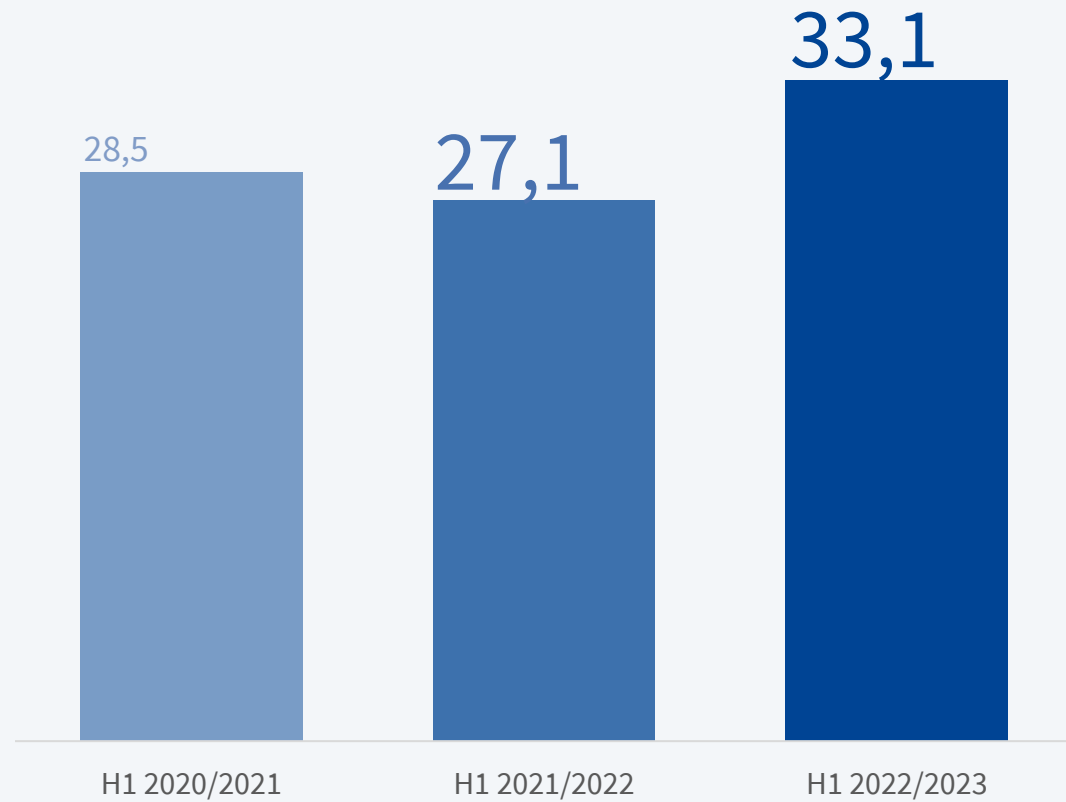
Sales in the USA increased, (closer cooperation with Konica Minolta in the USA)



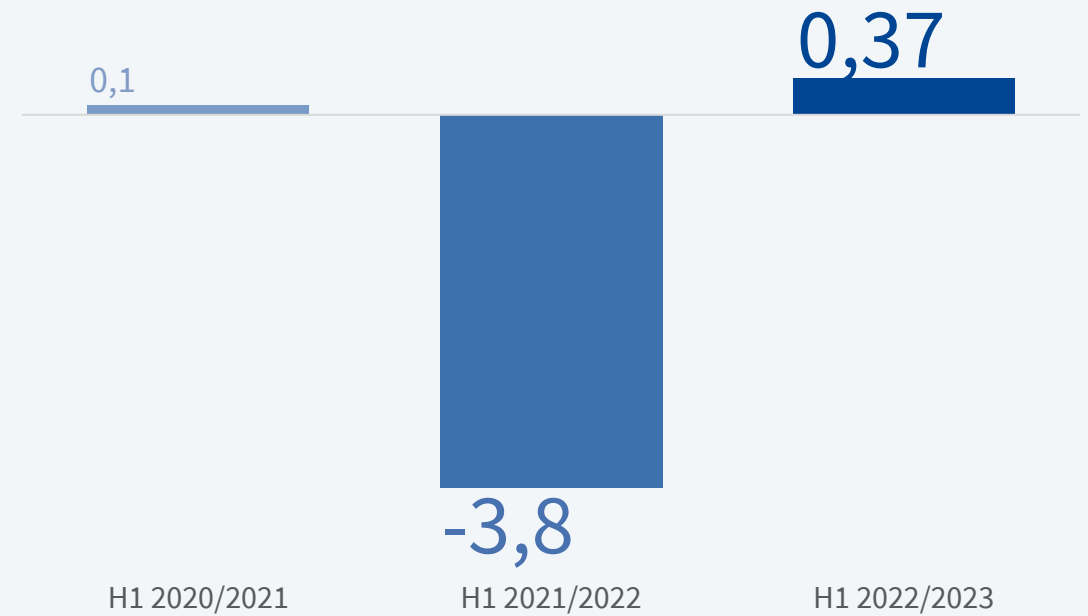
Green energy investments, e.g. solar panels in production and charge for e-cars



Total Revenue Development  
(€Mill)



EBIT Development  
(€Mill)

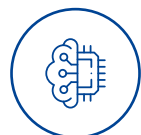




Product revenue growth of **27% to EUR 32.1 million** and **EBIT of EUR 0.4 million** (2021/22: EUR -3.8 million)



All key markets in Europe, USA and APAC increased



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



# Vision and Mid-Term Plan

Thomas Lausten, CEO





Quality –  
Designed, Assembled and  
Made in Germany



Understand  
Customers, Partners  
and market evolution



User Focus –  
Solutions developed  
for vertical markets



Strategic Partnerships  
with technology leaders



Increasing value  
by artificial intelligence



Innovative Solutions  
**BeyondHumanVision**





- Security to Perimeter protection and Object protection



Transformation

- Fire protection (VdS, EN 54-10, CNPP) & Occupational safety
- Process support and optimization (e.g., production, caregiver relief, traffic flow, automation)
- Collect and link data based on artificial intelligence for sustainable analyses
- New business areas combined with traditional markets!



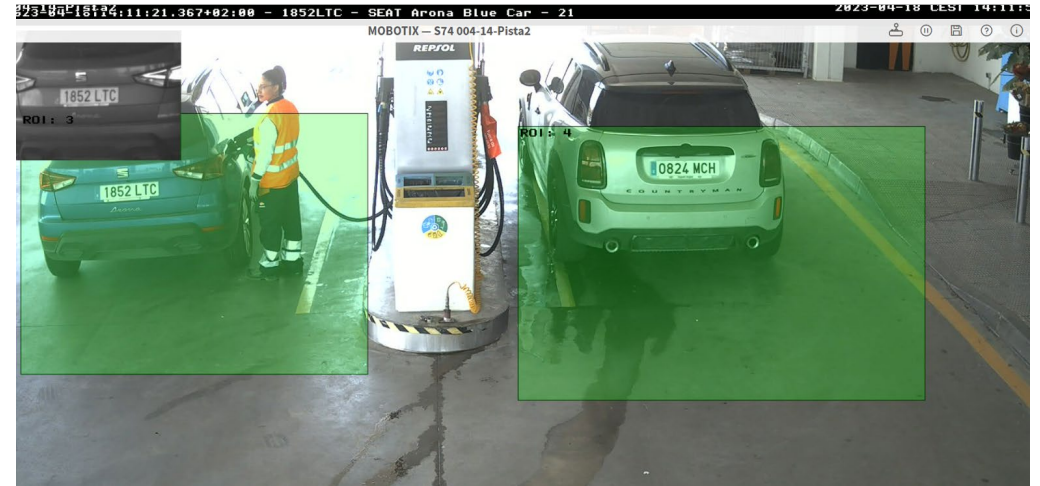


## Project Wolf, Germany

- The Wolf R1 is an unmanned land vehicle (UGV) and a mobile platform for a wide variety of applications and tasks in the civil sector
- The Wolf R1 was developed as a tactical robot for operational testing by the fire brigade

### Proven in Practice –

Solutions to perfectly fit all customer needs



## Grupo Zoile Rios, Spain

- 19 REPSOL Petrol Stations, around 12 MOBOTIX cameras per gas station + Vaxtor App
- Solutions for an environment with continuous changes in lighting and large areas of overexposure
- Reading two license plates at two different gas pumps with one camera





## VION Food Group – Tilburg, NL

- Leading food manufacturer in the Netherlands
- Perimeter Solution build around MOBOTIX P7 Thermal Sensors
- Upside potential with 29 production sites in NL & Germany



## E-Bus Charging Station, Germany

- Area-wide early fire detection of electric buses
- Each electric bus has a battery of approx. 450KWh and therefore offers enormous potential danger in the event of a defect
- The value per bus is approx. EUR 600k

### Proven in Practice –

Solutions to perfectly fit all customer needs

Current business year **targets**  
published on 23 August 2022 and  
confirmed on 12 April 2023:

Revenue

**66-68** Mio. €

EBIT

**2-4** Mio. €

### Growth Factors:



Increased investments and forecasts especially in the U.S. and EMEA following the global COVID 19 pandemic in BY 2021/22



VAXTOR solutions - further acceleration in full year 2022/23



Improved market expectations from market research institutes such as NOVAIRA



The situation in the supply chain has improved as of fall 2022



Strengthened customer pipelines in focused vertical markets, e.g., industrial, energy, healthcare and government

**Targets in an attractive but also challenging market environment**



	BY 22/23 - million €	BY 23/24 - million €	BY 24/25 - million €	BY 25/26 - million €
Revenue	66.0 - 68.0	74.9	81.3	91.4
EBIT	2.0 - 4.0	3.9	6.8	9.4
EBIT ratio	3,0% - 5,8%	5,2%	8,3%	10,2%



Increase market position in DACH



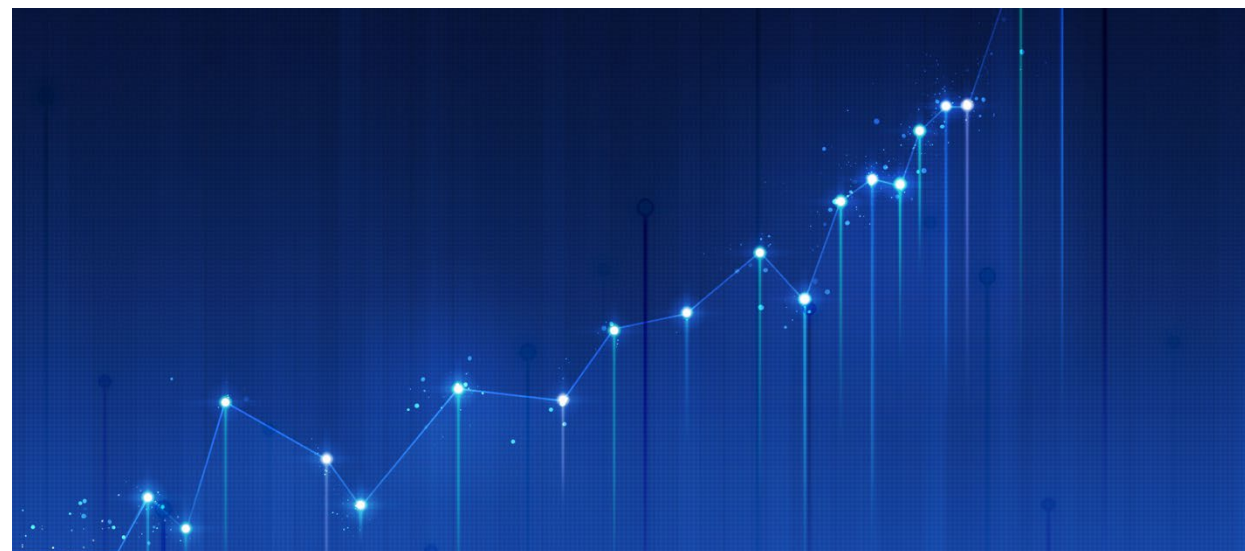
Geo expansion – US market



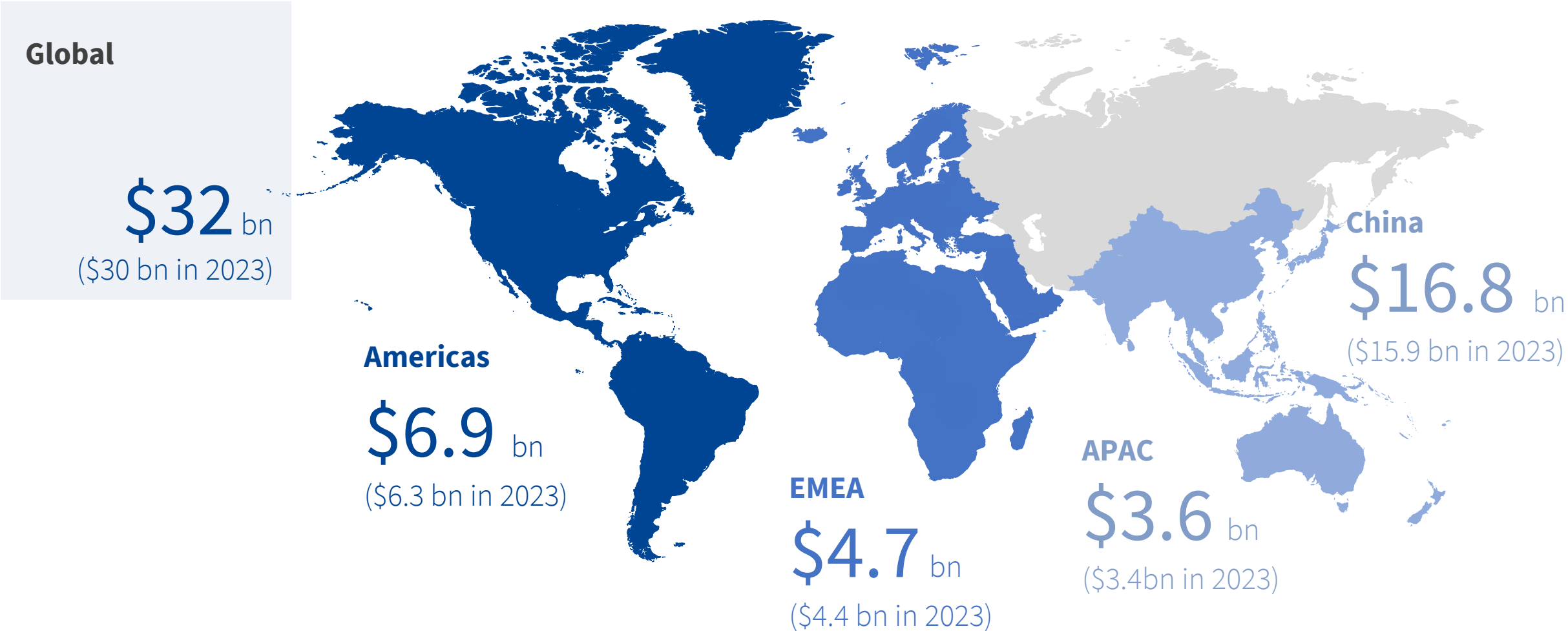
Launch of new P8 platform



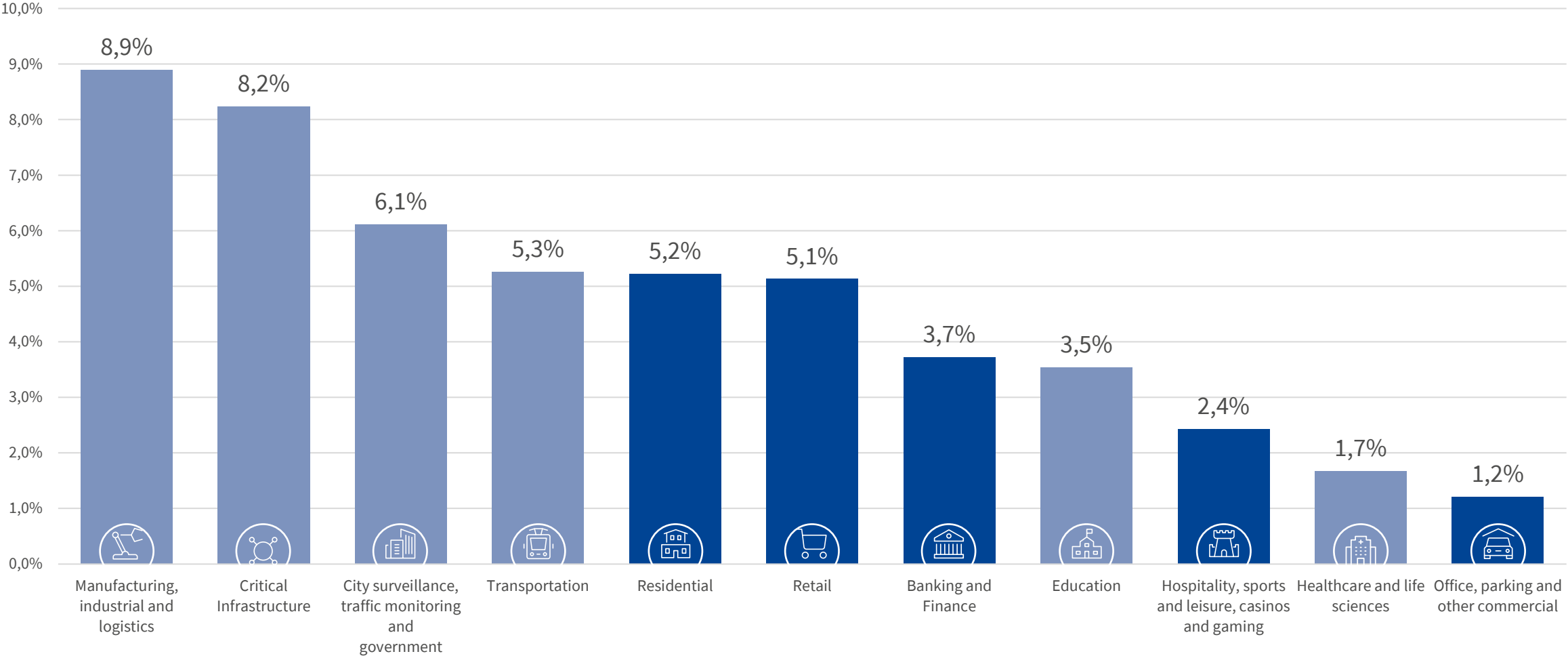
Further development of technology partnerships, e.g. HUB, MOBOTIX CLOUD



Market Data: **World Size in 2024** by Major Geographic Region for Video Surveillance







## MOBOTIX Group Charter of Corporate Behaviour

Corporations, in addition to being economic entities engaged in the pursuit of profit through fair competition, should be beneficial to society at large. For this reason, MOBOTIX shall behave in a socially responsible manner and shall have all of its directors, officers and employees clearly acknowledge the spirit of this Charter of Corporate Behavior.

Senior management shall recognize that the fulfillment of the spirit of this Charter is its own role and responsibility, and shall take the initiative to ensure that all directors, officers and employees fully understand the Charter. In addition, the management shall constantly pay attention to the opinions of internal and external parties and shall promote the implementation of effective systems to secure ethical corporate behavior.

### 1. Beneficial and Safe Products

We shall strive to earn the confidence of consumers and customers through the development and provision of socially beneficial products and services with the utmost consideration for safety.

### 2. Fair and Transparent Corporate Activities

We shall, in the pursuit of fair and transparent corporate activities, comply with laws and social regulations and act in accordance with international rules and the articles of incorporation.

### 3. Communications with Society and Information Disclosure

We shall communicate with society at large and disclose corporate information fairly and adequately.

### 4. Environmental Protection

We shall acknowledge the seriousness of global environmental issues and shall act voluntarily and affirmatively to protect the environment.

### 5. Contribution to Society

We shall, with a global perspective, affirmatively make contributions to society while respecting local customs and cultures.

### 6. Respect for Employees

We shall endeavor to make the lives of employees comfortable and fulfilling, provide a safe work environment and respect each employee's personality and individuality.

### 7. Responsible Actions

In the event of a violation of the principles of this Charter, in order to solve the problem senior management shall investigate the cause of the violation and develop reforms to prevent its recurrence. The responsibility for the violation shall be clarified and prompt public disclosure of precise information and an explanation regarding the violation shall be made if appropriate. Strict and fair disciplinary action shall be taken, including with respect to senior management, where necessary.



**Equal Opportunity** Employer with diverse Workforce



**Zero tolerance** for discrimination against race, color, disability, gender, sexual orientation, religion, nationality and age



**Long-Term responsibility** to Employees, Partners and End Customers, Shareholders, Suppliers and Society



**MOBOTIX People** and the **Strong Culture** drive our Performance and uniquely define our Company

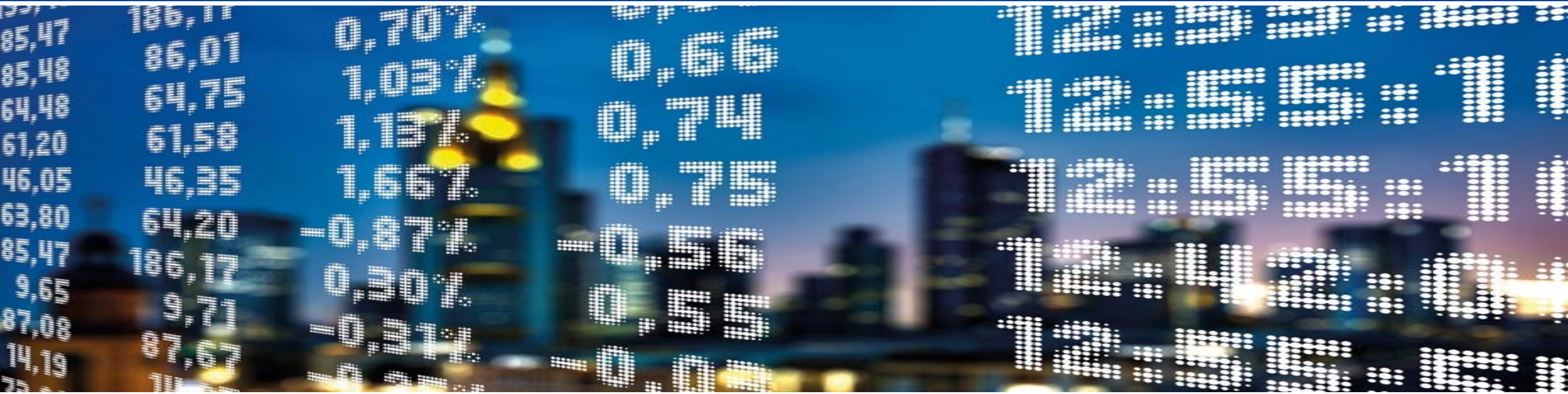


Commitment to **social** and **environmental responsibility**





## Financial Data of Business Year 2021/22 & Outlook 2022/23 - Klaus Kiener, CFO



## Key Figures of the Past Business Years in Comparison

22

	2022/23 H1	2021/22	2020/21	2019/20	2018/19	2017/18	2016/17	2015/16	2014/15
Product Turnover (€ million)	32.2	53.5	61.0	67.3	61.5	62.1	63.0	72.8	79.6
Order Development Konica Minolta (€ million)	0.8	1.6	0.2	2.1	3.6	1.7	0.0	0.0	0.0
Sales of materials (€ million)	0.1	0.9	1.2	0.1	4.5	2.5	2.4	6.8	0.5
Total turnover (€ million)	33.1	56.0	62.4	69.5	69.6	66.3	65.4	79.6	80.1
Total output (€ million)	34.1	60.3	65.7	73.4	71.0	66.9	66.4	81.9	83.3
EBIT (€ million)	0.4	-7.5	0.2	6.2	2.0	1.0	-7.6	-1.0	6.5
EBIT margin (%)	1,1	-12,7	0,4	8,4	2,8	1,6	-11,4	-1,3	7,9
EBITDA (€ million)	2.5	-3.8	3.1	8.8	4.3	3.2	-5.3	1.3	8.8
EBITDA margin (%)	7,3	-6,2	5,0	11,9	6,0	4,8	-8,0	1,5	10,6
Annual Result(€ million)	-0.3	-6.3	-0.1	4.7	0.9	0.4	-6.3	-1.7	4.1
Operating cash flow (€ million)	2.3	-4.4	3.1	-0.5	1.4	-0.9	-0.4	3.6	0.1
Equity ratio (%)	26,0	27,0	42,7	48,6	49,4	51,4	49,0	60,4	65,5
Dividend per share (€)	tbd	0,0	0,04	0,04	0,04	0,04	0,04	0,00	0,50



Thank you

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# MOBOTIX

## BeyondHumanVision

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