

Quarterly Report Q1 2016

May 2nd, 2016



Hardy Mehl (CFO/COO)



Disclaimer

This document includes forward looking statements on Basler AG, its subsidiaries and associates, and on the economic und political conditions that may influence the business performance of Basler AG.

All these statements are based on assumptions made by the Executive Board using information available to it at the time.

Should these assumptions prove to be wholly or partly incorrect, or should further risks arise, actual business performance may differ from that expected.

The Executive Management Board therefore cannot assume any liability for the statements made.



Agenda

- **Review**
- Financials
- Share
- Outlook





Review

Highlights First Quarter 2016

- Good start into the new fiscal year with solid sales and profit margins as well as a new record in bookings
- Stable market environment
- Bookings and billings are strongly influenced by over-proportional business development in Asia
- Revenue on similar level compared to last year's first quarter but without large special project business in the EMEA region
- Strong demand of ace product line with CMOS sensors and GigE/USB interface



Agenda

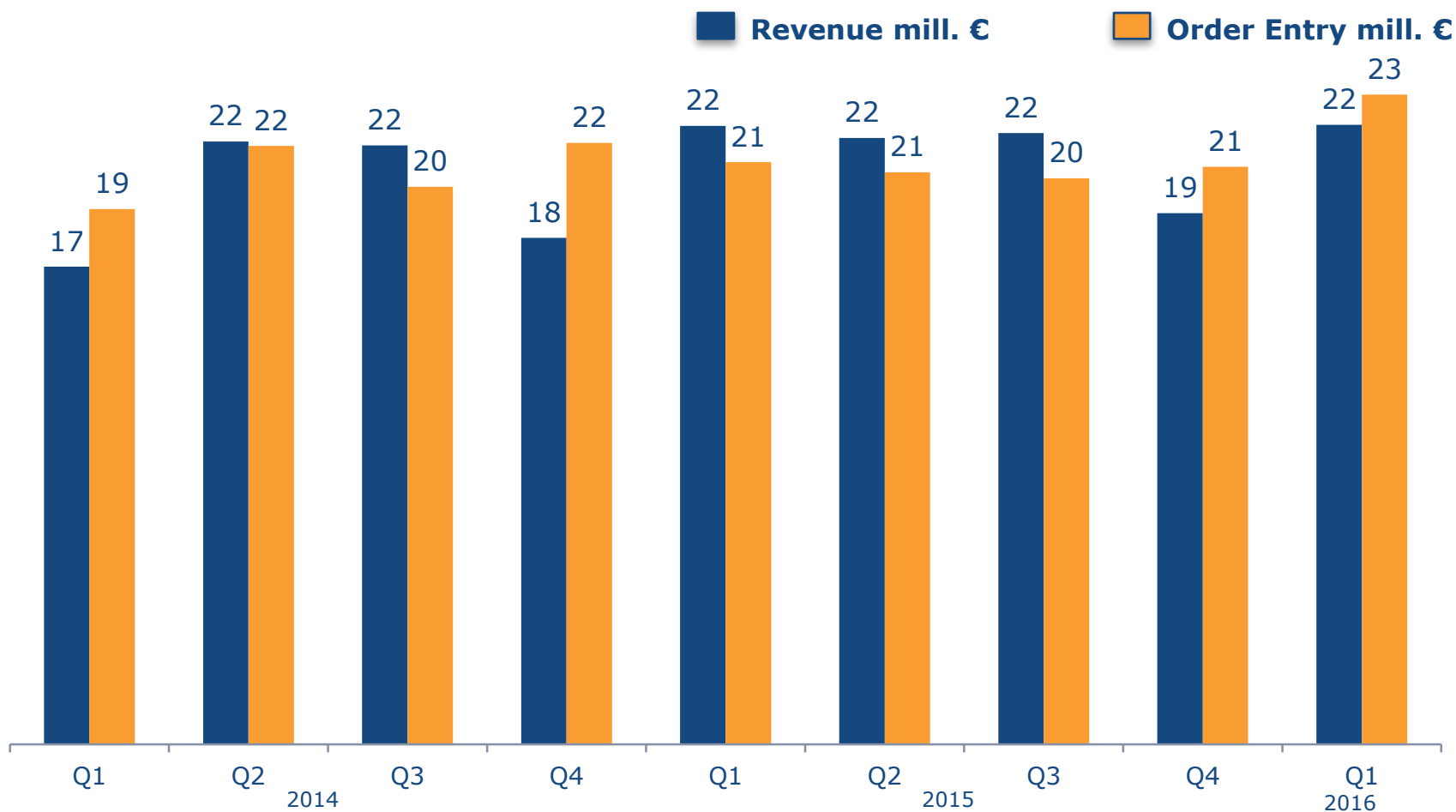
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Financials

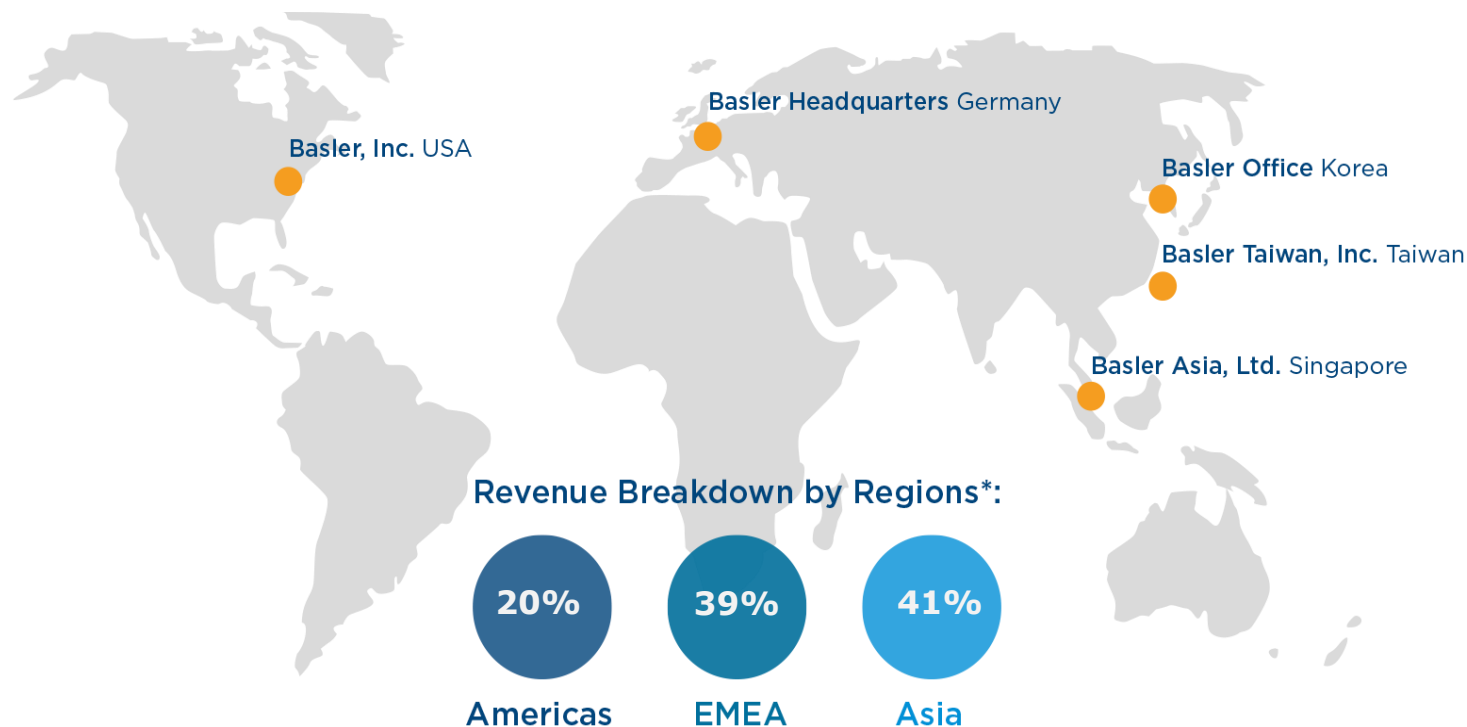
Quarterly Bookings and Billings





Financials

Revenue Split by Region



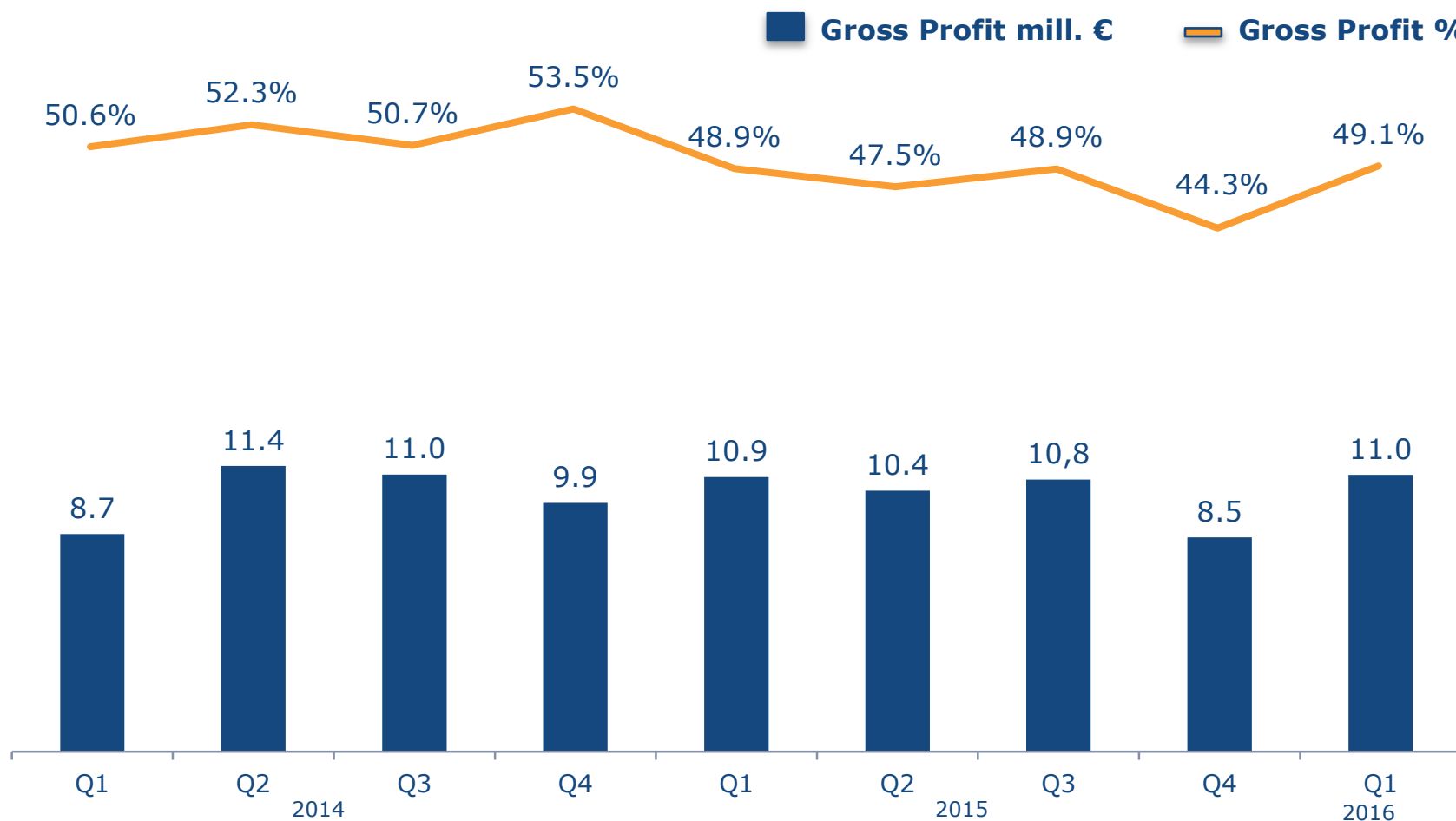
*as of March 31, 2016





Financials

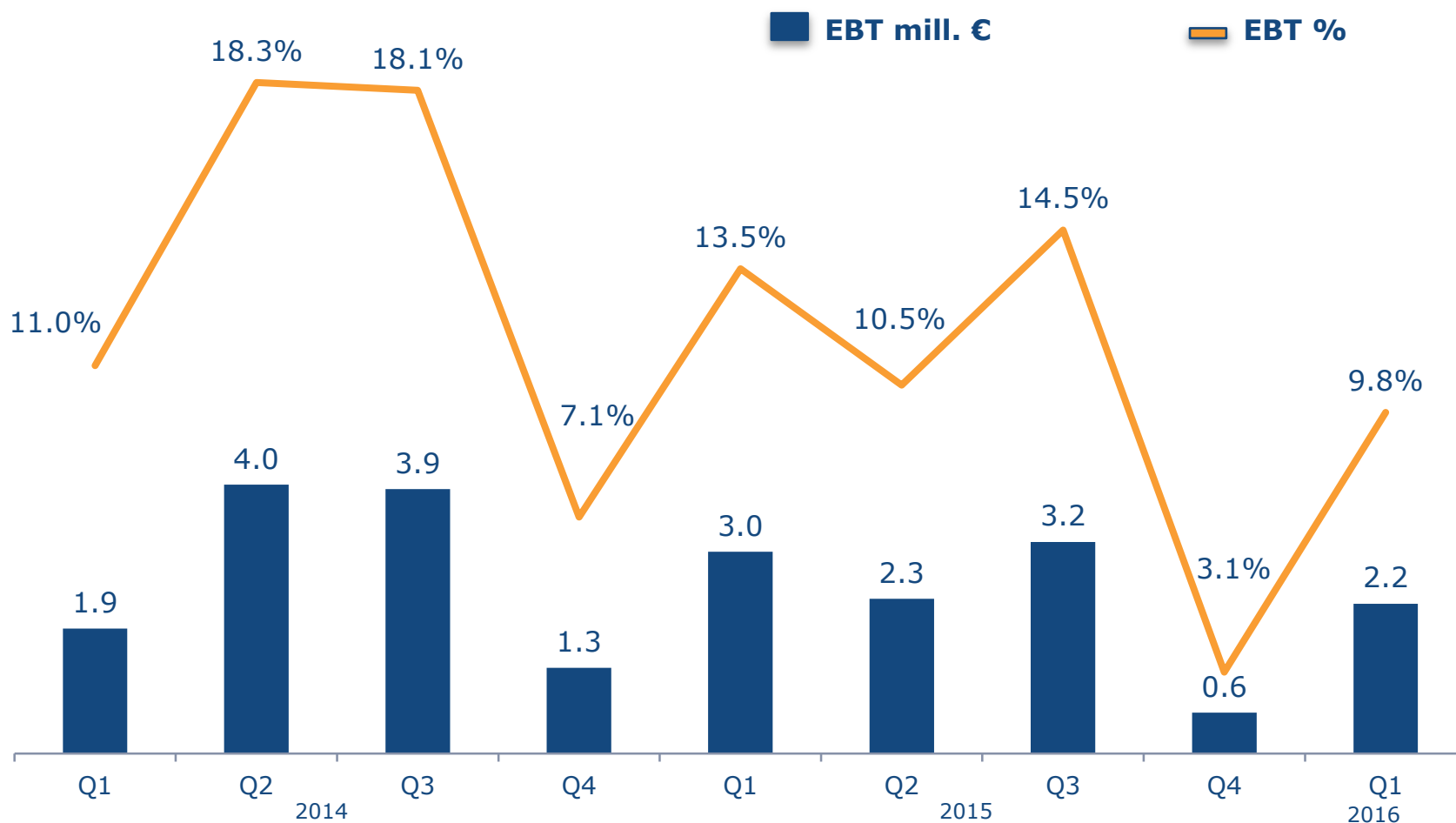
IFRS Gross Profit (incl. R&D depreciation)





Financials

Earnings Before Tax





Financials

Profit & Loss KPIs (Q1-vs-Q1)

	3 Months 2015	3 Months 2016	+/-
Order Entry	21.0	23.5	+12%
Sales	22.3	22.4	0%
Gross Profit	48.9	49.1	0%
EBIT	3.2	2.4	-25%
EBT	3.0	2.2	-27%
Net Income	2.3	1.6	-30%
EPS*	0.72	0.51	-29%



*All numbers other than EPS in € mill., EPS in €

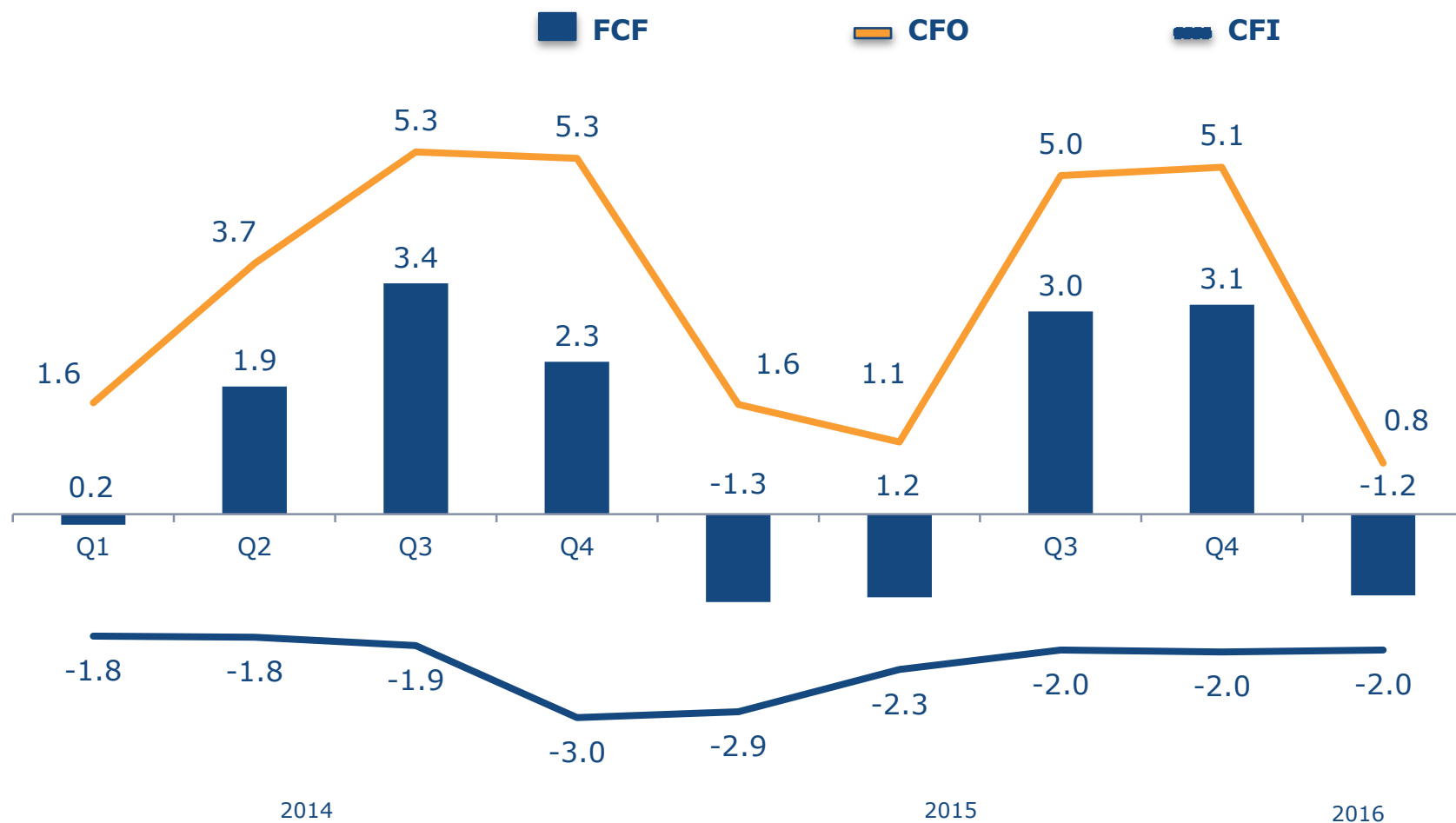
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28.04.2016



Financials

Cash Flow [mill. €]





Financials

Cash Flow & Liquidity

	3 Months 2015	3 Months 2016	+/-
Cash, b.o. period	12.8	14.0	+9%
Cashflow from Operations	1.6	0.8	-50%
Cashflow from Investments	-2.9	-2	31%
Free Cashflow	-1.3	-1.2	-8%
Cashflow from Financing	-1.2	-0.9	-25%
Cash, e.o. period	10.3	11.9	+16%



*All numbers in € mill.



Financials

Liquidity

	Dec. 31st, 2015	March 31st, 2016	+/-
Liabilities to banks	-7.4	-7.2	-3%
Cash & Cash equivalents	14.0	11.9	-15%
Net Cash	6.6	4.7	-29%



*Numbers in € mill.



Agenda

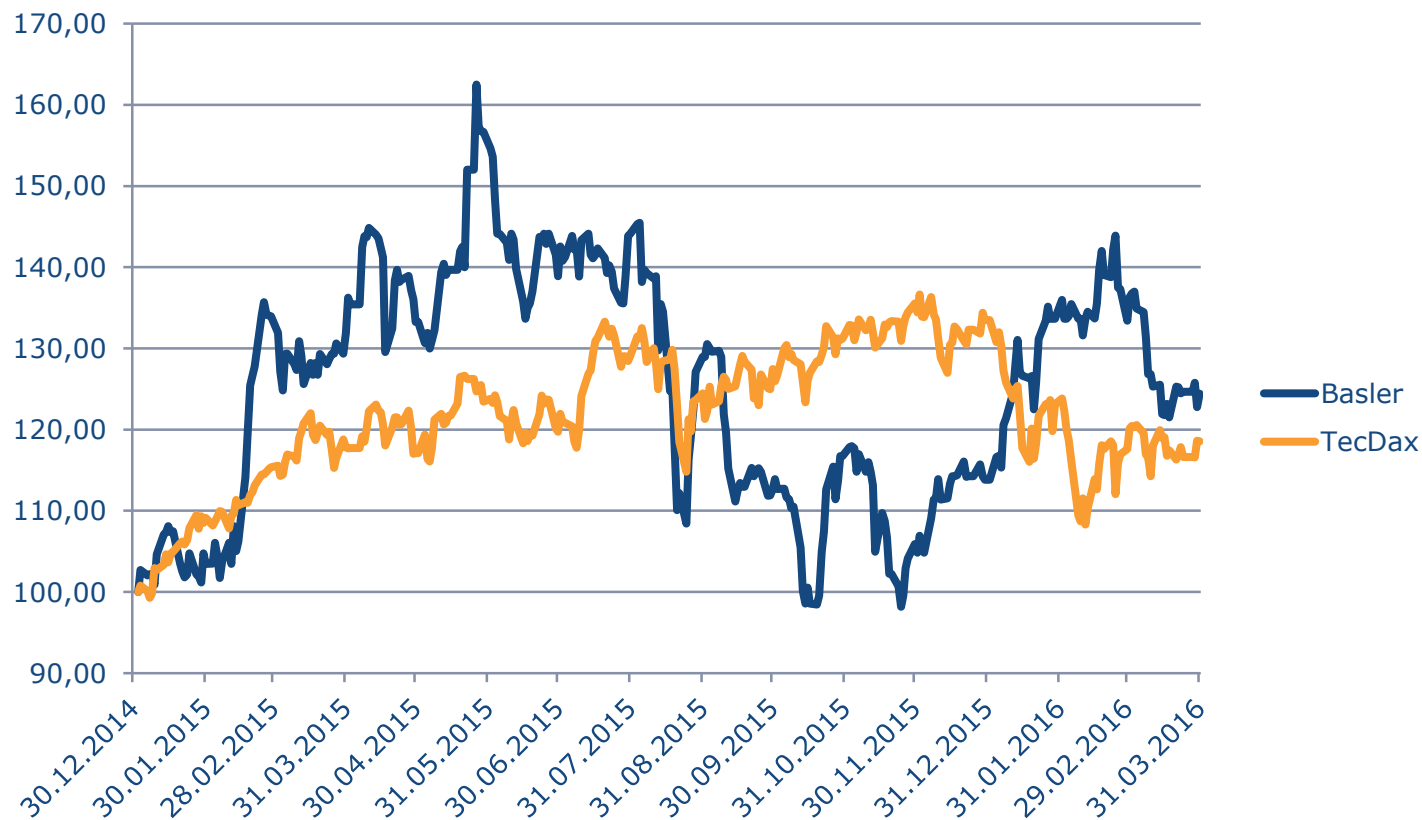
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Share

Basler Share versus TecDax





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Outlook

Macro Environment

Based on a solid performance in Q1 we...

- expect a similar macro-economic environment compared to 2015
- no major currency shifts (Japanese Yen, USD)
- expect the Asian region to remain a growth driver in the second and third quarter
- see a strong demand in CMOS, GigE and USB based products





Outlook

2016 Guidance

Therefore we underline our current guidance for 2016

- Sales € 90 – 92 mill.
- EBT-Margin 9 – 10 %
- Positive free cashflow



Questions & Answers



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