

Quarterly Report Q1 2017

May 10th, 2017



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

- **Executive Summary**
- Financials
- Share
- Outlook





Executive Summary

Highlights First Three Months 2017

- Strong market: Combination of high growth in all regions and industries combined with significant investments in the Asian electronics industry (Capex)
- Records in bookings and billings because of strong market in combination with market share wins
- Bookings higher than capacity limit lead to significant backlog
- High gross profits and economies of scale resulted in very high short term profitability
- Growth drivers:
 - Technologies: GigE, USB, CMOS sensor technology
 - Regions: All regions and specifically Asia



Agenda

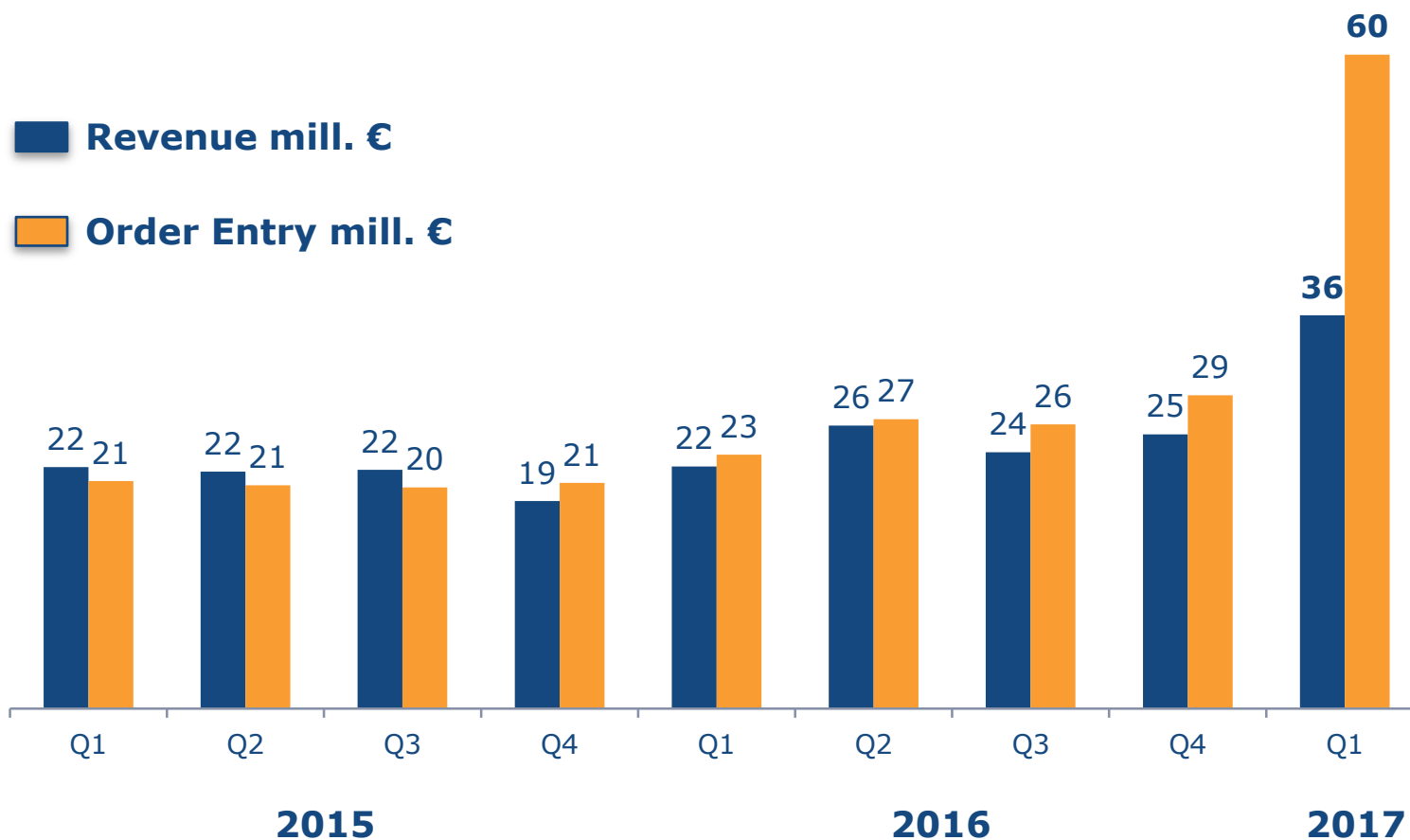
- Executive Summary
- **Financials**
- Share
- Outlook





Financials

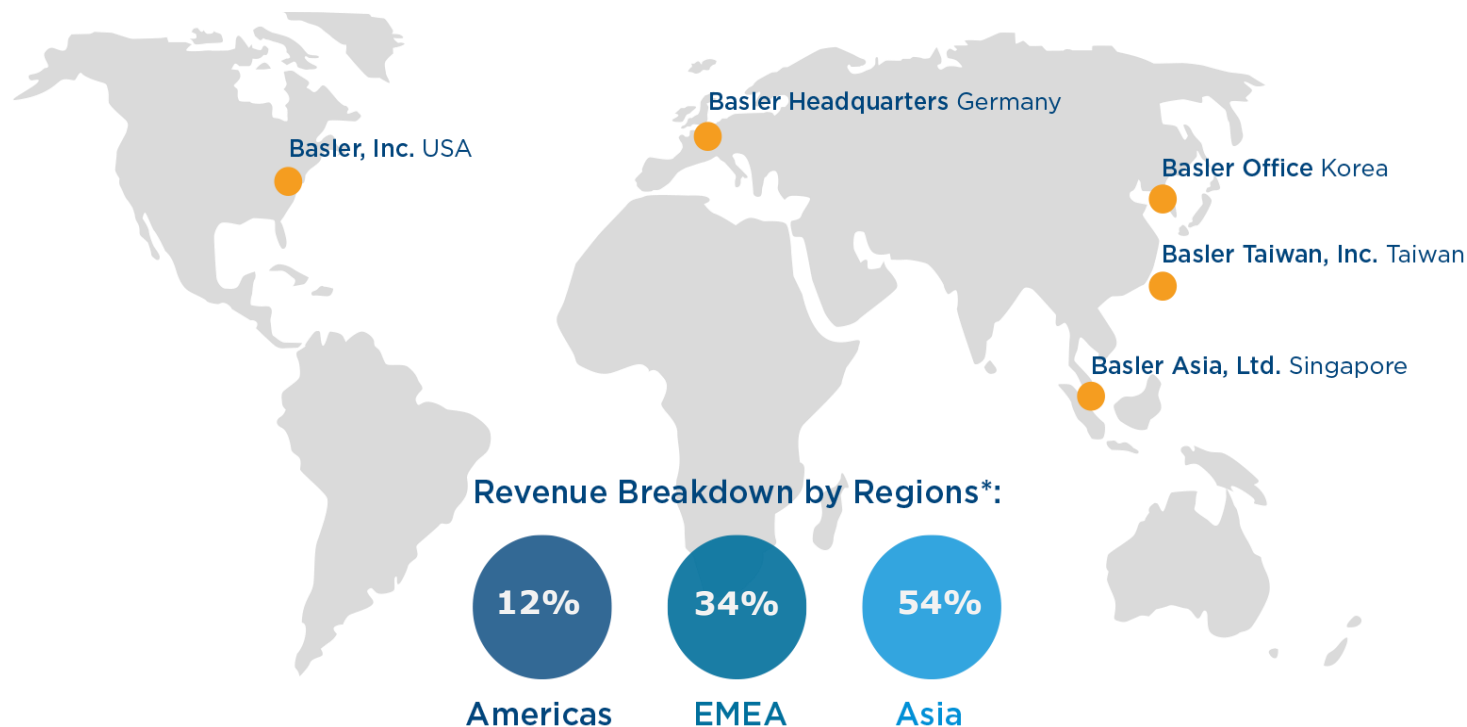
Quarterly Bookings and Billings





Financials

Revenue Split by Regions



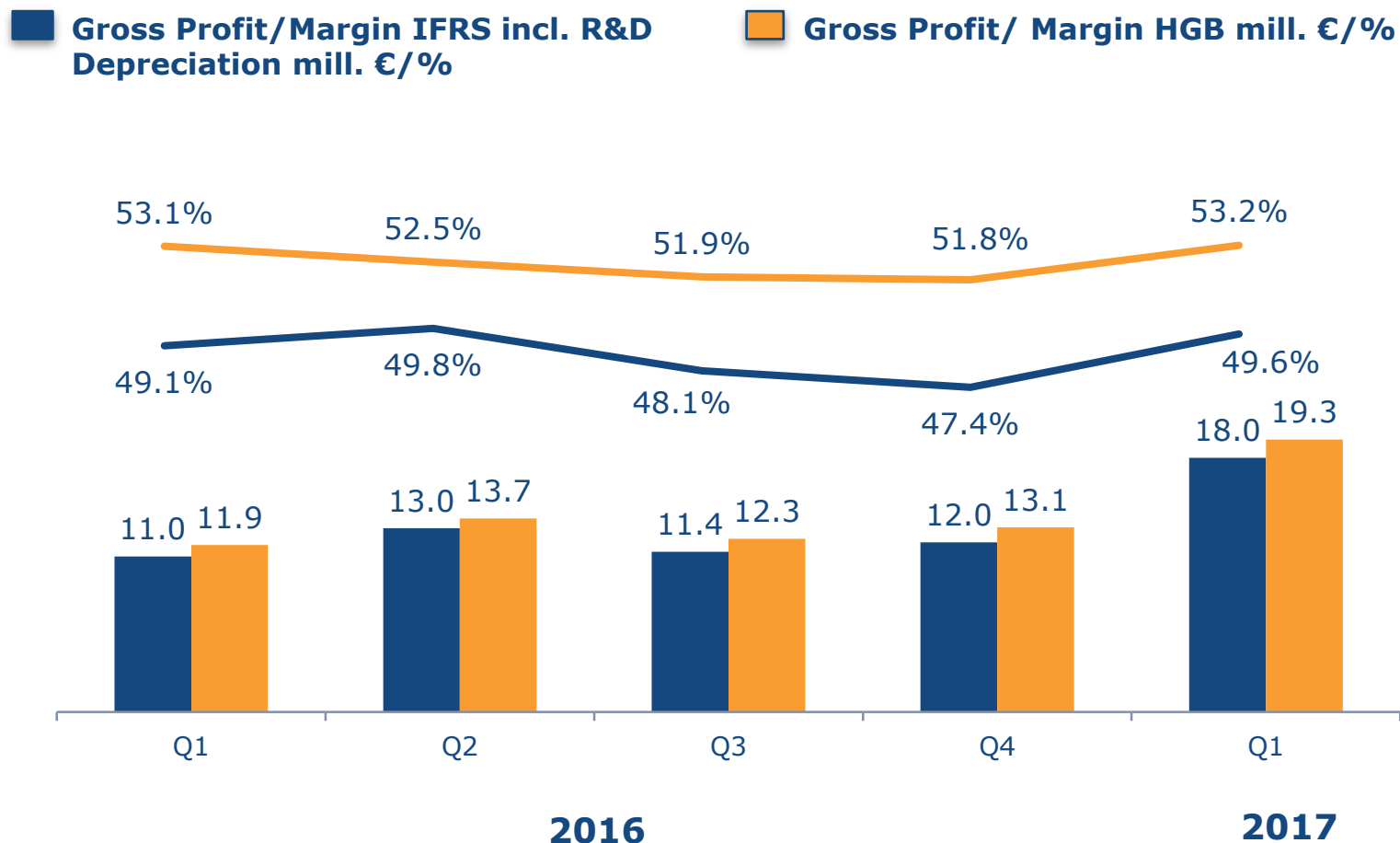
*as of March 31, 2017





Financials

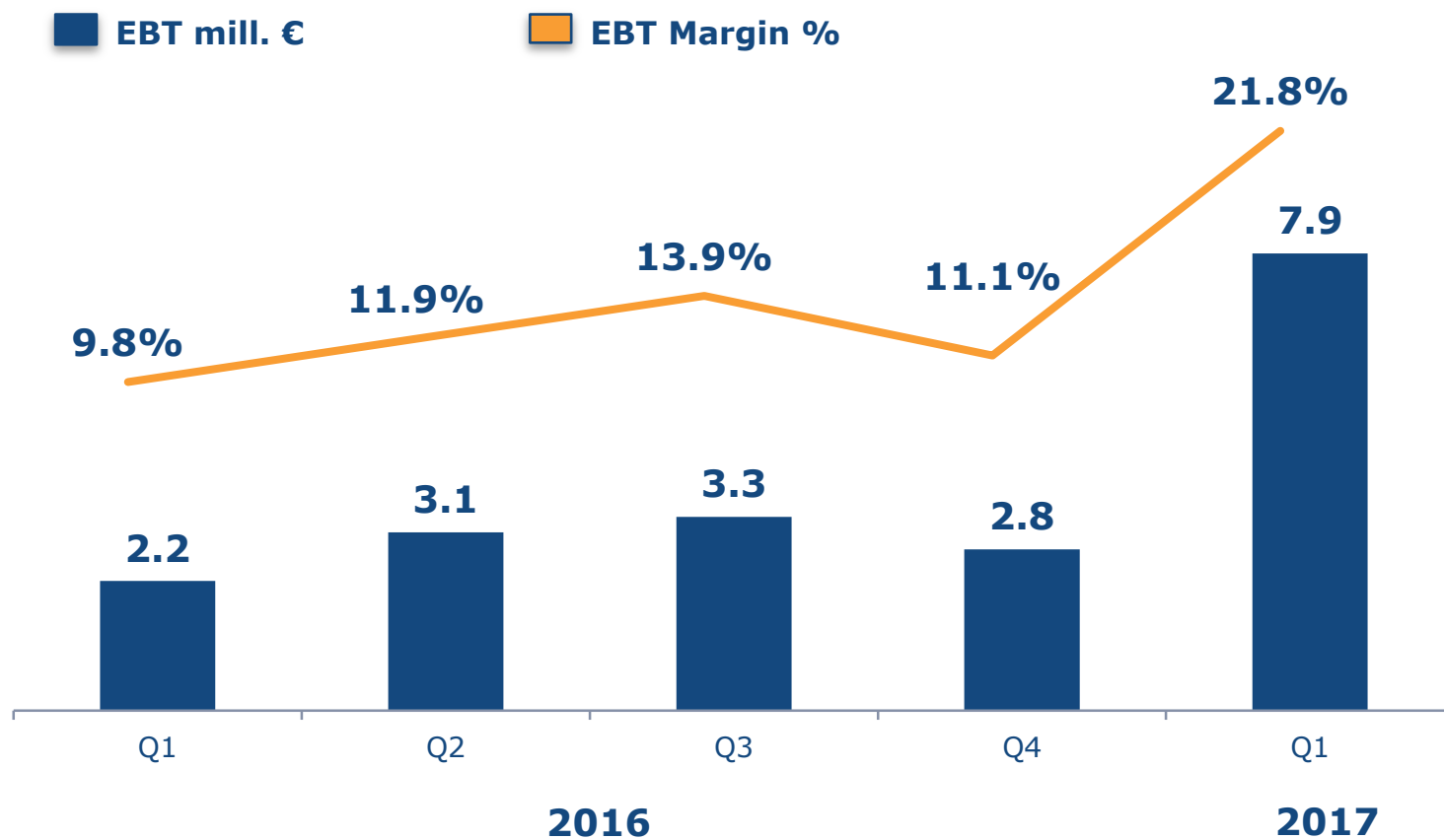
Development of Gross Profit and Margin





Financials

EBT Development by Quarter





Financials

Profit & Loss KPIs Year-on-Year

	3 Months, 2016	3 Months, 2017	+/-
Order Entry	23.5	60.4	+157%
Sales	22.4	36.3	+62%
Gross Profit	49.1%	49.6%	+0.5 Pp
EBITDA	4.0	10.0	+150%
EBIT	2.4	8.0	+233%
EBT	2.2	7.9	+259%
Net Income	1.6	5.7	+256%
EPS*	0.51	1.78	+249%



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

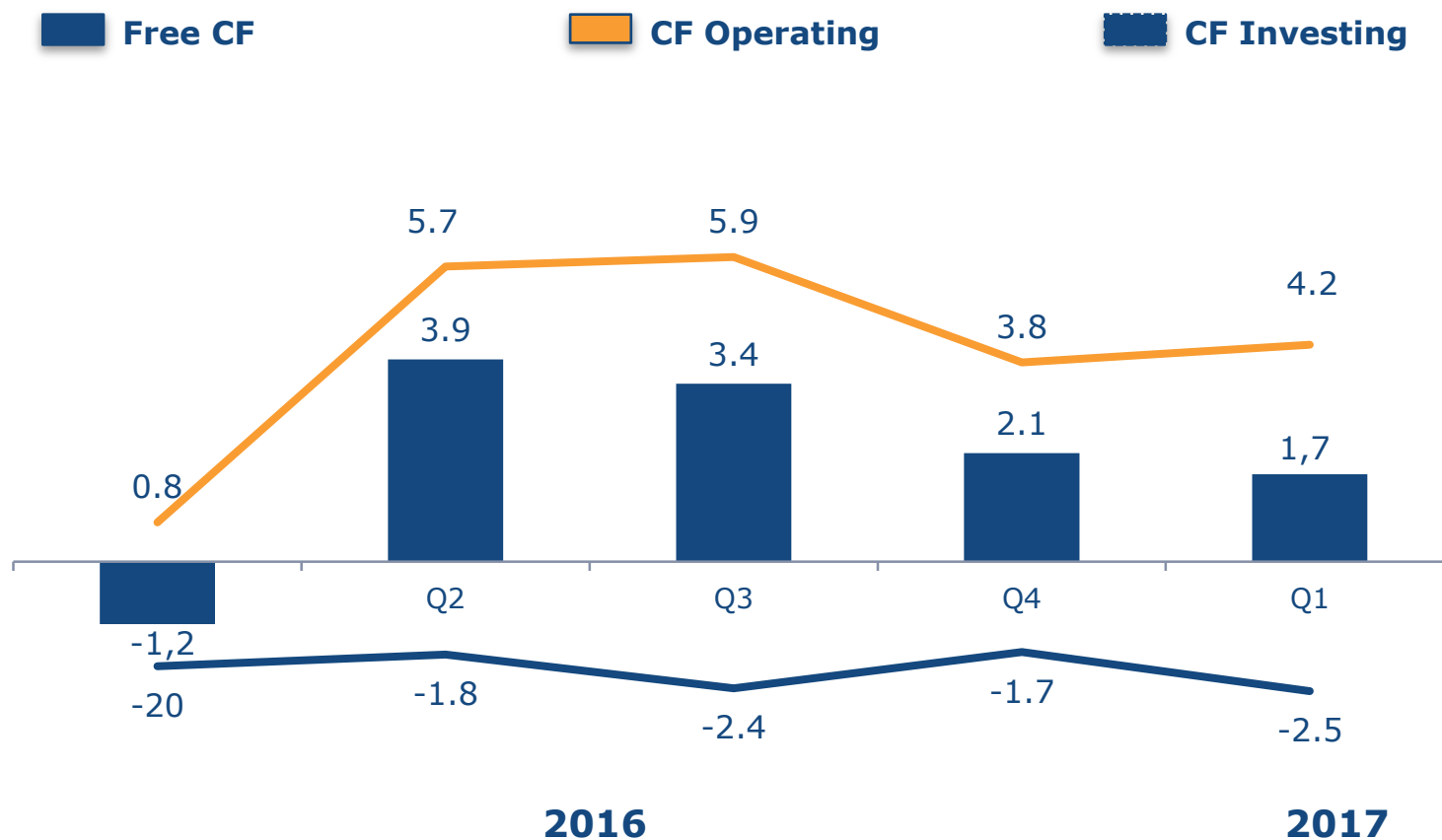
Public | © Basler AG

10.05.2017



Financials

Free Cashflow (mill. €) Development by Quarter





Financials

Cash Year-on-Year

	3 Months, 2016	3 Months, 2017	+/-
Cash, b.o. period	14.0	19.4	+39%
Cashflow from Operations	0.8	4.2	+425%
Cashflow from Investments	-2.0	-2.5	+25%
Free Cashflow	-1.2	1.7	n.a.
Cashflow from Financing	-0.9	-1.5	+67%
Cash, e.o. period	11.9	19.6	+65%



*All numbers in € mill.



Financials

Net Cash

	Dec. 31st, 2016	March 30th, 2017	+/-
Liabilities to banks	-10.6	-10.5	-1%
Cash & Cash equivalents	19.4	19.7	+2%
Net Cash	8.8	9.2	+5%



*Numbers in € mill.



Agenda

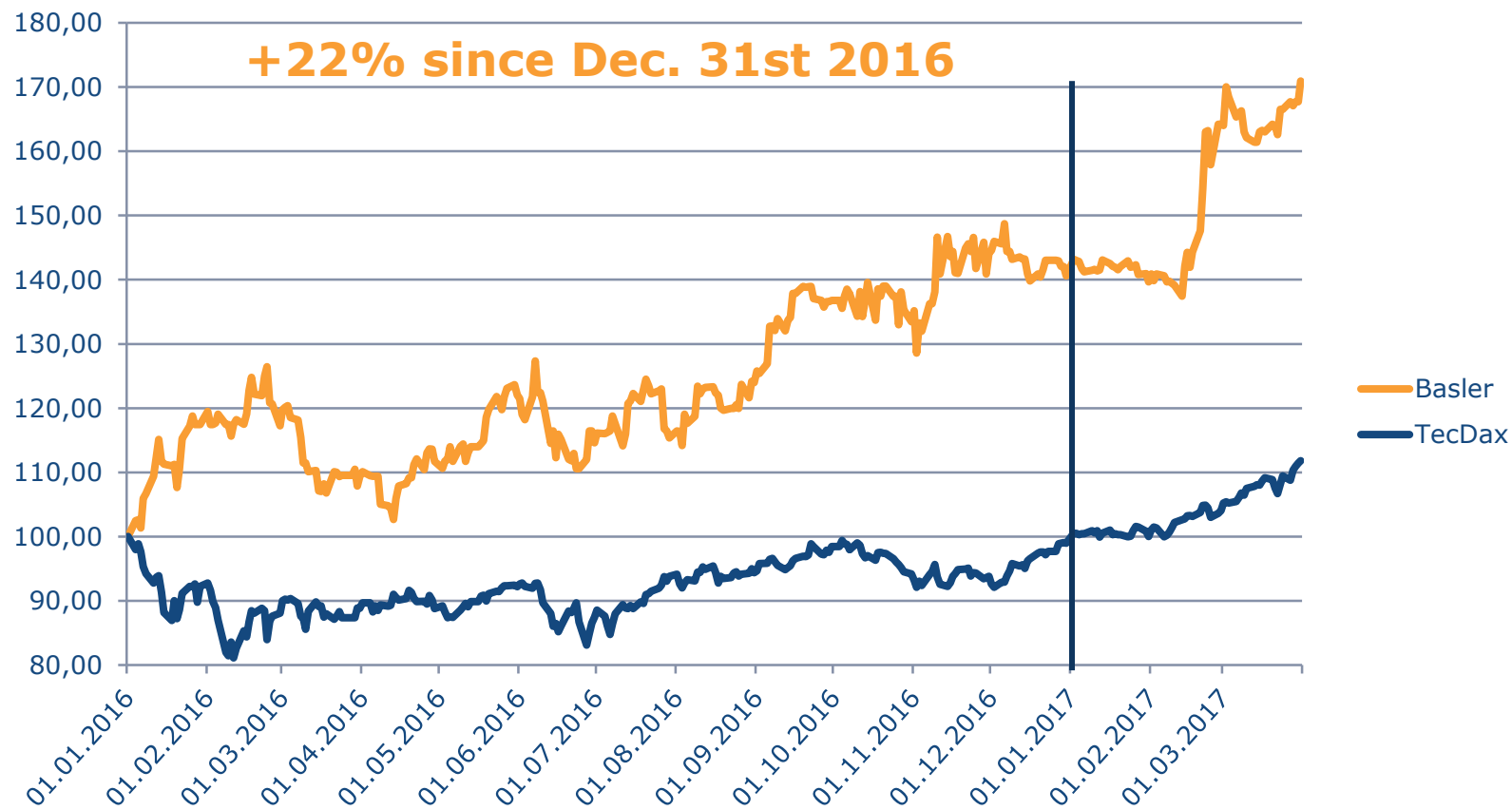
- Executive Summary
- Financials
- **Share**
- Outlook





Share

Basler Share versus TecDax





Agenda

- Executive Summary
- Financials
- Share
- **Outlook**





Outlook

Business Development

Based on the strong start into the year, we...

- expect bookings to swing back already in the second quarter
- revenues to remain strong for the coming months due to high back log
- keep producing at capacity limits in the coming months
- anticipate high profitability in the first half of the year because of economies of scale





Outlook

2017 Guidance

We confirm our annual guidance:

- Revenues 120 - 130 mill. €
- EBT-Margin 13 – 15 %
- Strong positive Free Cashflow



Questions & Answers



Verena.Fehling@baslerweb.com
Phone +49 4102 463 101

