

# Quarterly Report Q3 2016

November 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

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





# Executive Summary

## Highlights First Nine Months 2016

- Strong first nine months above budget and above market growth rates
- Fourth consecutive quarter with a positive book-to-bill ratio
- New monthly bookings record in September
- Strong free cashflow
- Growth drivers:
  - Technologies: GigE, USB, CMOS sensor technology
  - Regions: Asia and Germany
- The 1,000,000s camera produced during July. A new milestone in Basler's volume strategy



# Agenda

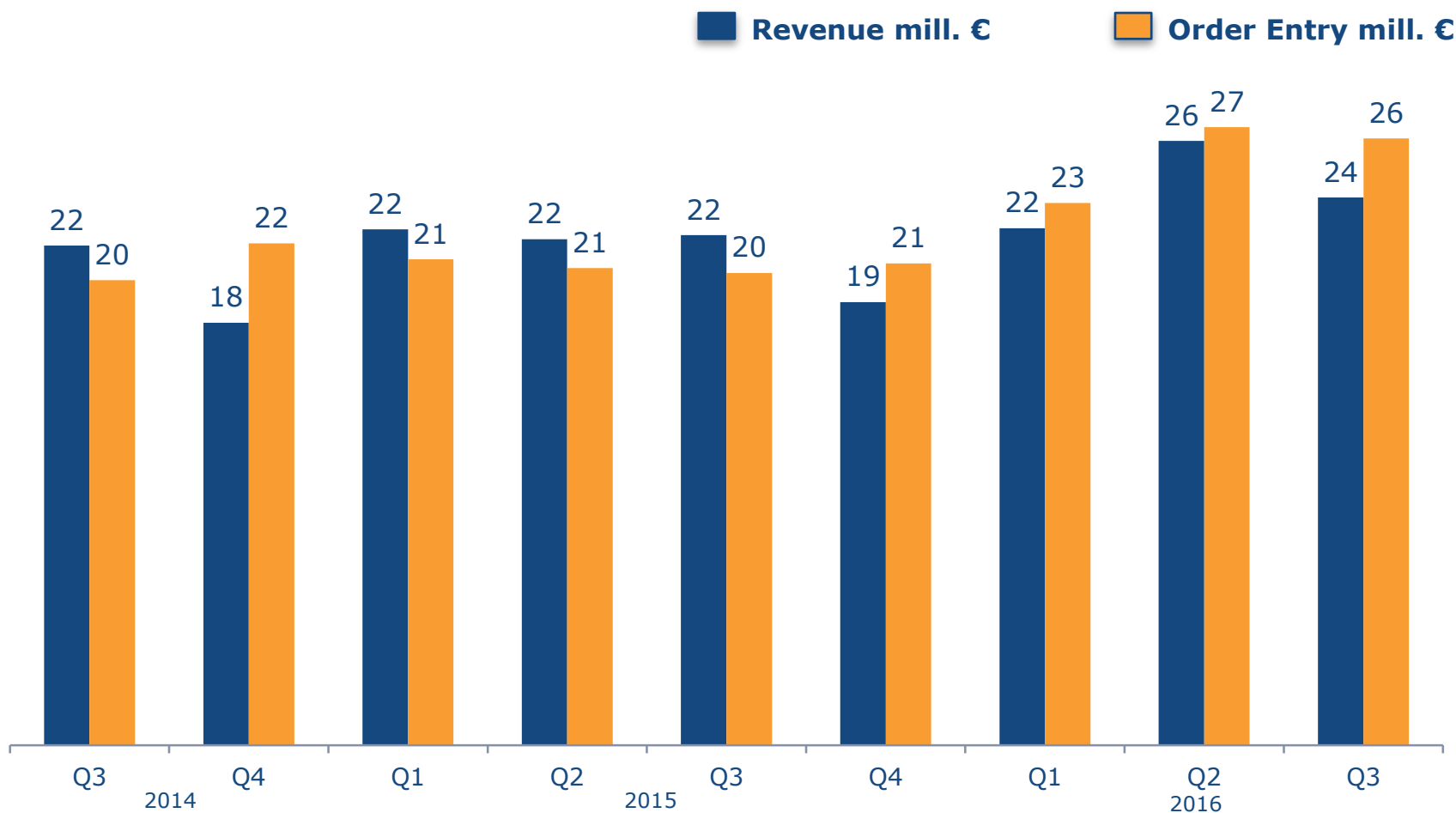
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# Financials

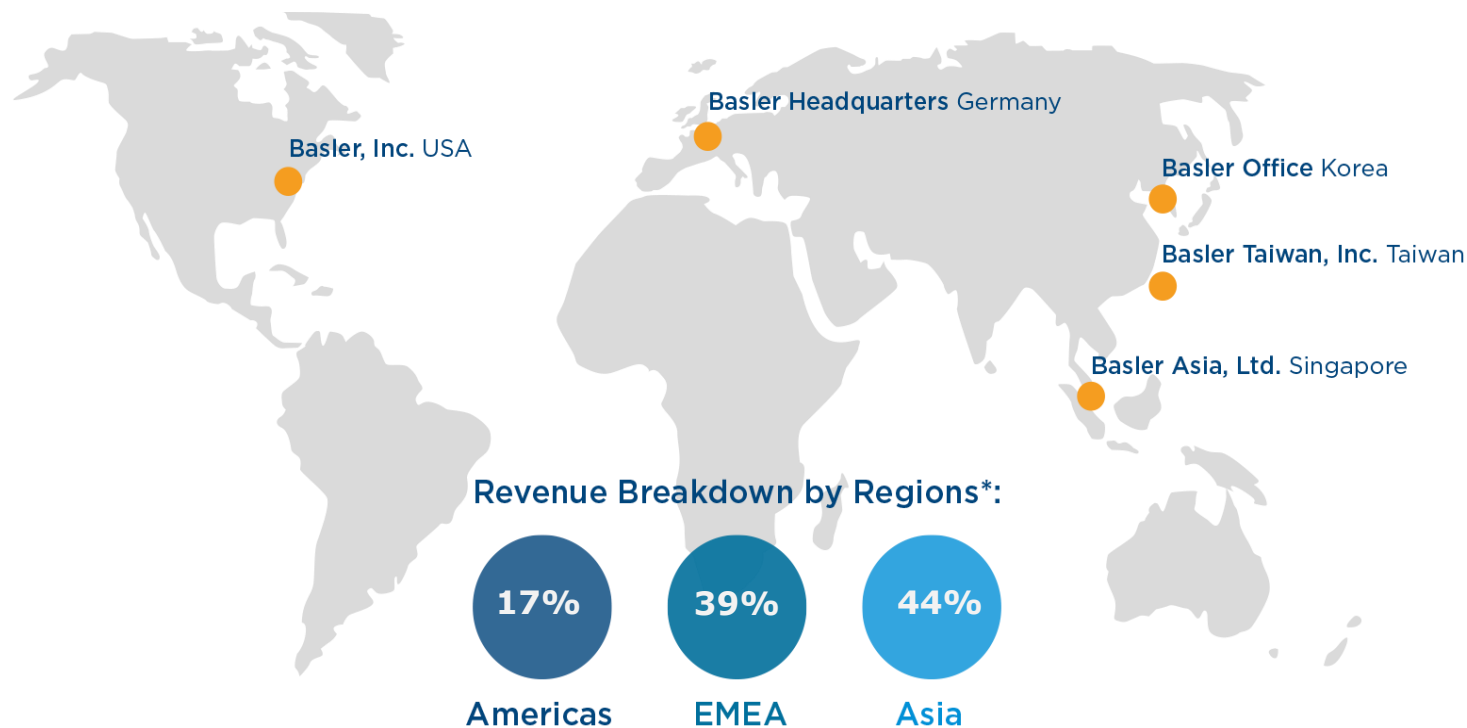
## Quarterly Bookings and Billings





# Financials

## Revenue Split by Regions



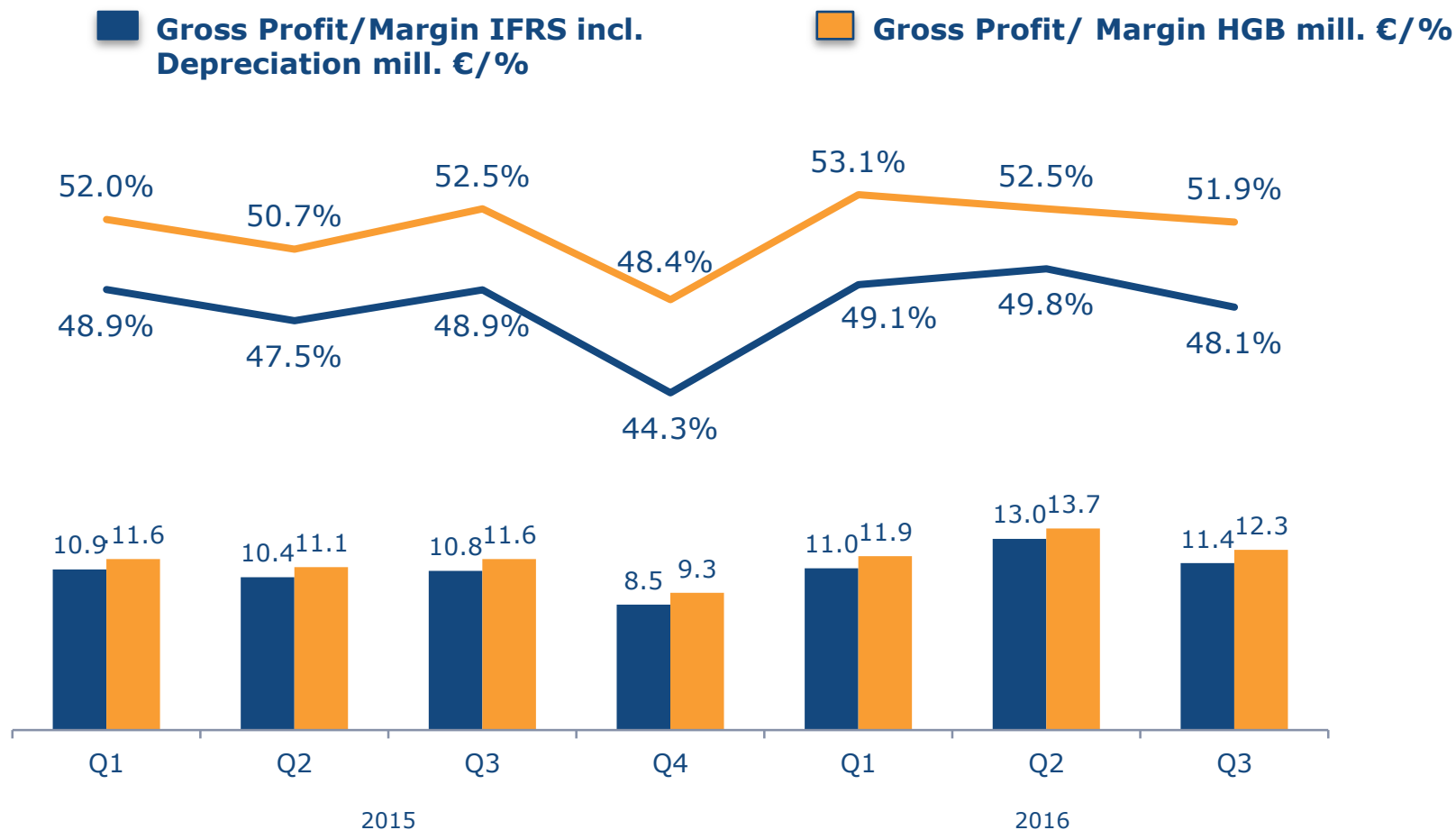
\*as of September 30, 2016





# Financials

## Development of Gross Profit and Margin

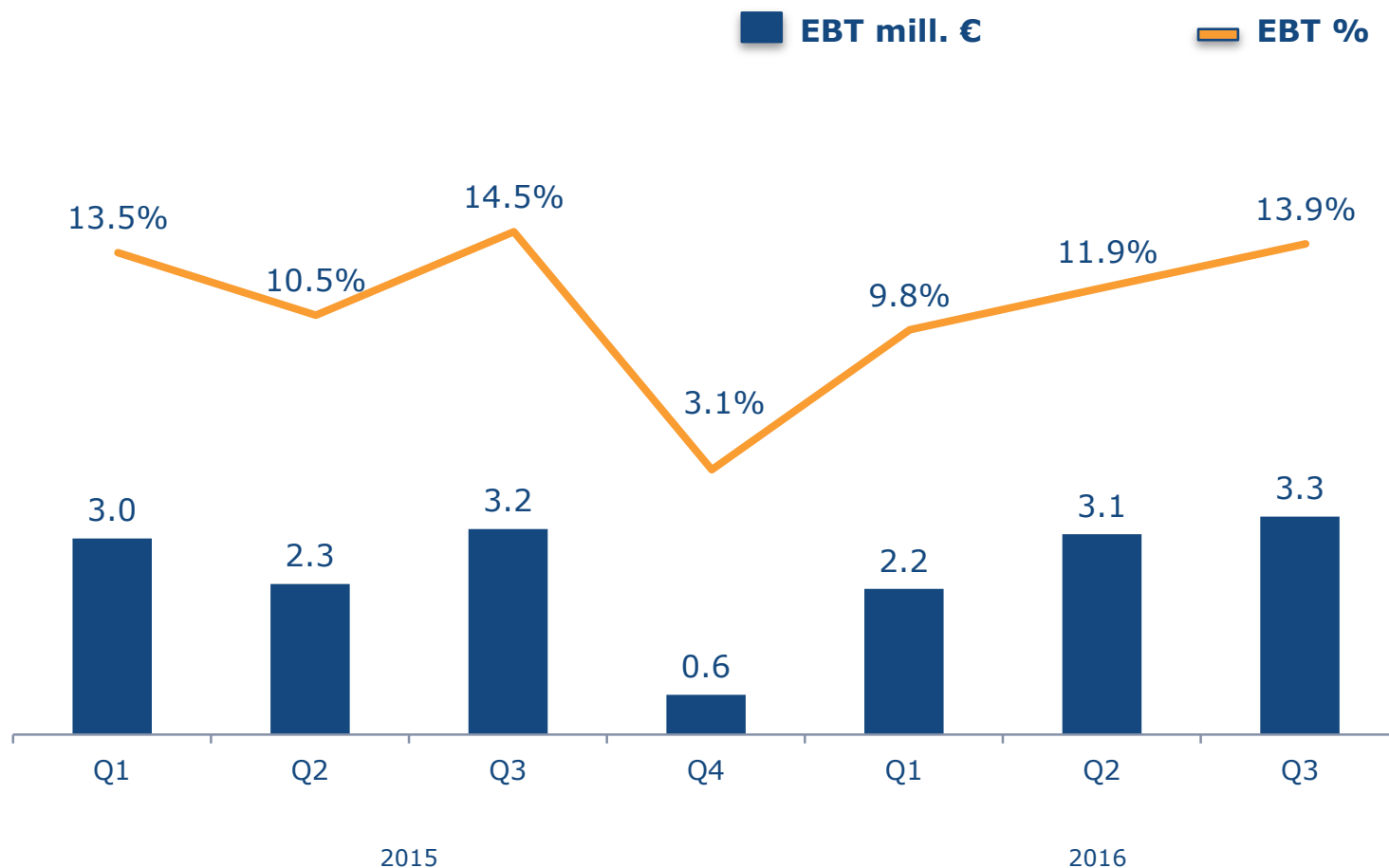






# Financials

## EBT Development by Quarter





# Financials

## Profit & Loss KPIs Year-on-Year

	9 Months, 2015	9 Months, 2016	+/-
<b>Order Entry</b>	62.0	<b>76.5</b>	<b>+23%</b>
<b>Sales</b>	66.3	<b>72.2</b>	<b>+9%</b>
<b>Gross Profit</b>	48.6	<b>49.0</b>	<b>0Pp</b>
<b>EBITDA</b>	13.1	<b>14.0</b>	<b>+7%</b>
<b>EBIT</b>	9.1	<b>9.2</b>	<b>+1%</b>
<b>EBT</b>	8.5	<b>8.6</b>	<b>+1%</b>
<b>Net Income</b>	6.0	<b>6.8</b>	<b>+13%</b>
<b>EPS*</b>	1.89	<b>2.10</b>	<b>+11%</b>



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

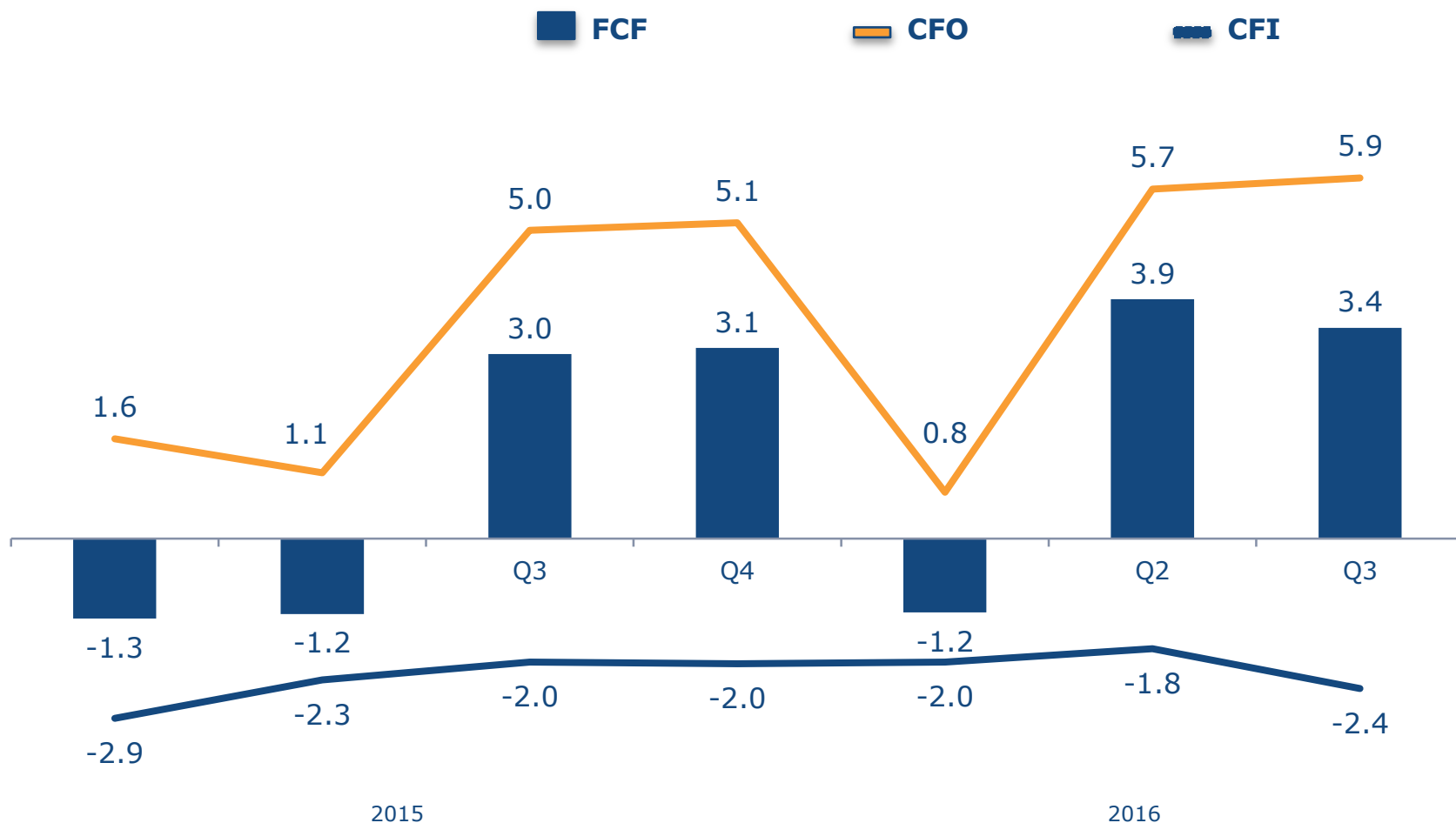
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03.11.2016



# Financials

## Free Cashflow (mill. €) Development by Quarter





# Financials

## Cashflow Year-on-Year

	9 Months, 2015	9 Months, 2016	+/-
<b>Cash, b.o. period</b>	12.8	14.0	+9%
Cashflow from Operations	7.7	12.3	+60%
Cashflow from Investments	-7.2	-6.2	-14%
<b>Free Cashflow</b>	0.5	6.1	>100%
Cashflow from Financing	-1.4	-3.8	>100%
<b>Cash, e.o. period</b>	11.9	16.3	+37%



\*All numbers in € mill.



# Financials

## Net Cash

	Dec. 31st, 2015	Sept. 30th, 2016	+/-
Liabilities to banks	-7.4	<b>-8.5</b>	<b>+15%</b>
Cash & Cash equivalents	14.0	<b>16.3</b>	<b>+16%</b>
<b>Net Cash</b>	6.6	<b>7.8</b>	<b>+18%</b>



\*Numbers in € mill.



# Agenda

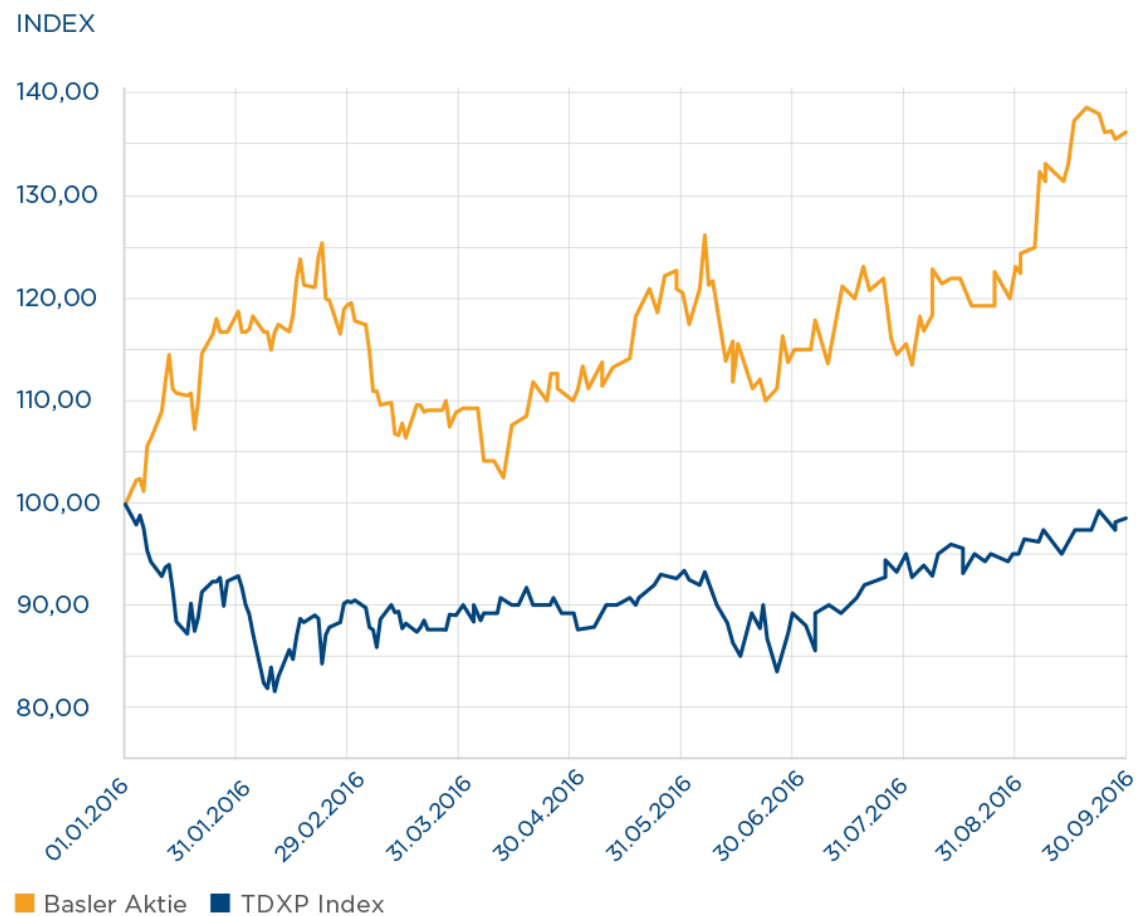
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# Share

## Basler Share versus TecDax





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# Outlook

## Market Environment

### Based on the strong results of the first nine months of 2016 we...

- expect a strong and stable business in the Asian markets for the fourth quarter
- foresee a typical seasonality and therefore lower bookings compared to Q2/Q3
- see a continuing strong demand in CMOS, GigE and USB based products
- anticipate no major currency shifts (Japanese Yen, USD)





# Outlook

## 2016 Guidance

**Therefore we recently increased our guidance to:**

- Sales € 94 – 96 mill.
- EBT-Margin 11 – 12 %
- Strong positive free cashflow



# Questions & Answers



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