



# **Annual Report, 2018**

March 21, 2019

**Hardy Mehl | CFO/COO**

# Agenda

---

## **1. Executive Summary**

2. Financials

3. Share

4. Outlook

# Executive Summary

## Highlights 2018 (1/4)

### Market Environment

- As expected macro economy and industry growth slowed down
- German industry for vision components billings +0% and bookings -7%\*
- Declining business in capex goods for electronics and OLED displays
- Growth in medical, logistics and general automation applications

### Basler Performance

- Stabilized revenue on new high level and fulfilled guidance
- Scaled up the organization: +100 employees organically
- Started strategic journey from camera to vision toolbox provider
- Signed two important strategic M&A transactions

# Executive Summary

## Highlights 2018 (2/4)

### M&A Transactions

- On the way becoming a vision toolbox supplier:
  - Acquisition of Silicon Software in July 2018 (immediate effect)
- Direct market access in most important country market:
  - Joint Venture with MVLZ, China in July 2018 (effective Jan 1, 2019)



# Executive Summary

## Highlights 2018 (3/4)

Increase of 140 FTE e/o 2017 to e/o 2018  
incl. Silicon Software



\*670 fulltime equivalent jobs e/o 2018

# Executive Summary

Highlights 2018 (4/4)

## New Product Introductions & Innovations

- MED ace, special camera line for the medical market
- Expansion of ace product line (higher resolution, low res. CCD replacements)
- Announcement of new upper mainstream camera platform (Basler boost)
- Further penetration of 3D TOF technology
- New embedded vision products (modules & interfaces)
- Expansion of vision HW-toolbox: lenses, lighting, framegrabbers, cables



# Agenda

---

1. Executive Summary

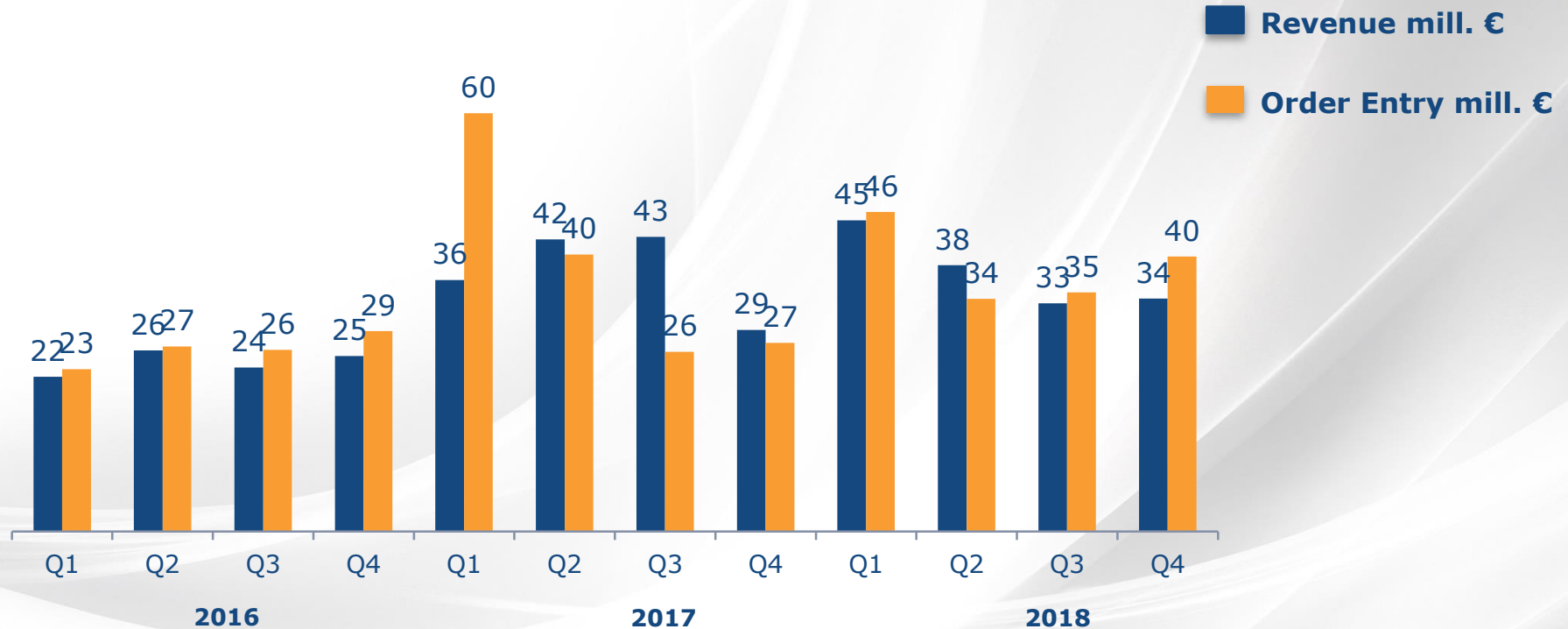
**2. Financials**

3. Share

4. Outlook

# Financials

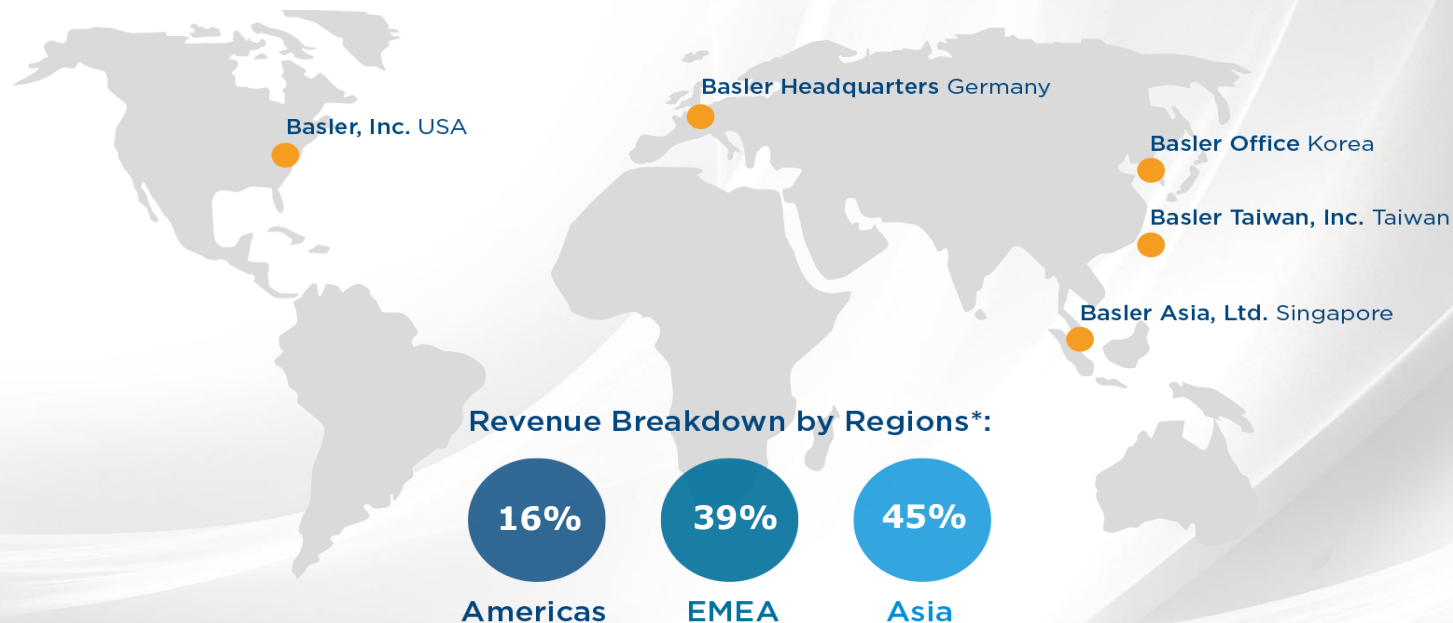
## Development of Booking and Billings\*





# Financials

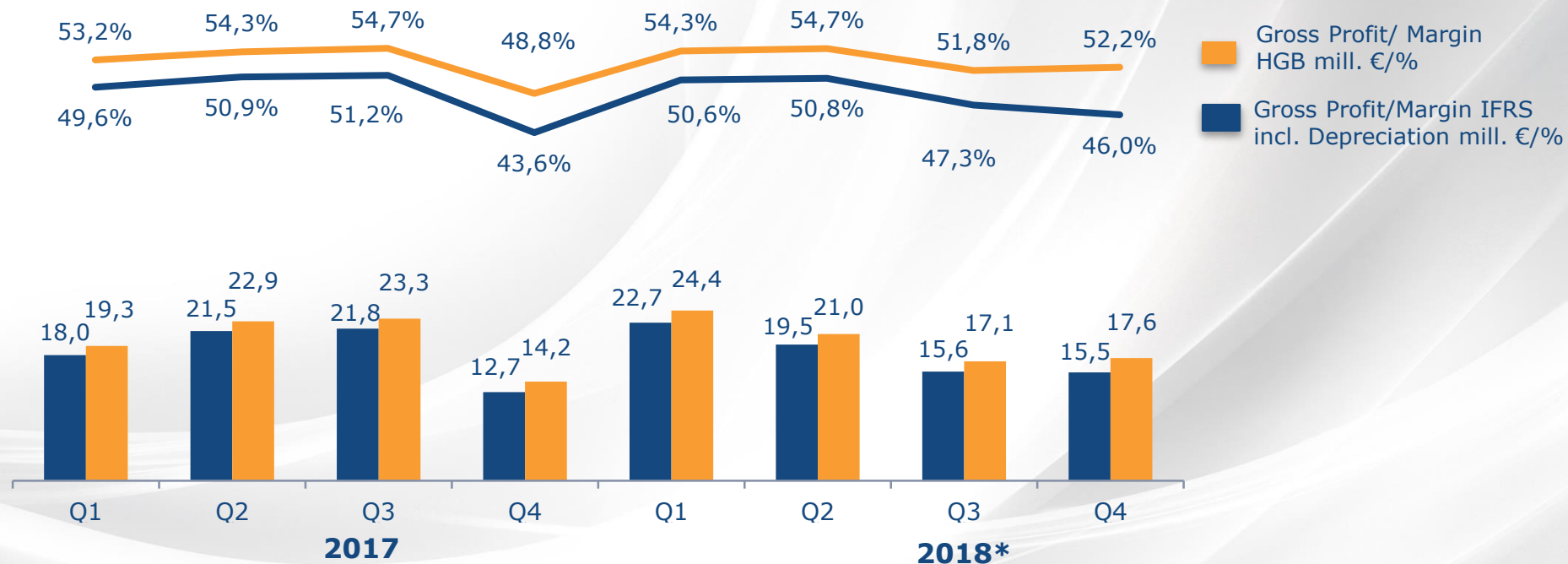
## Revenue Split by Regions



\*as of December 31, 2018

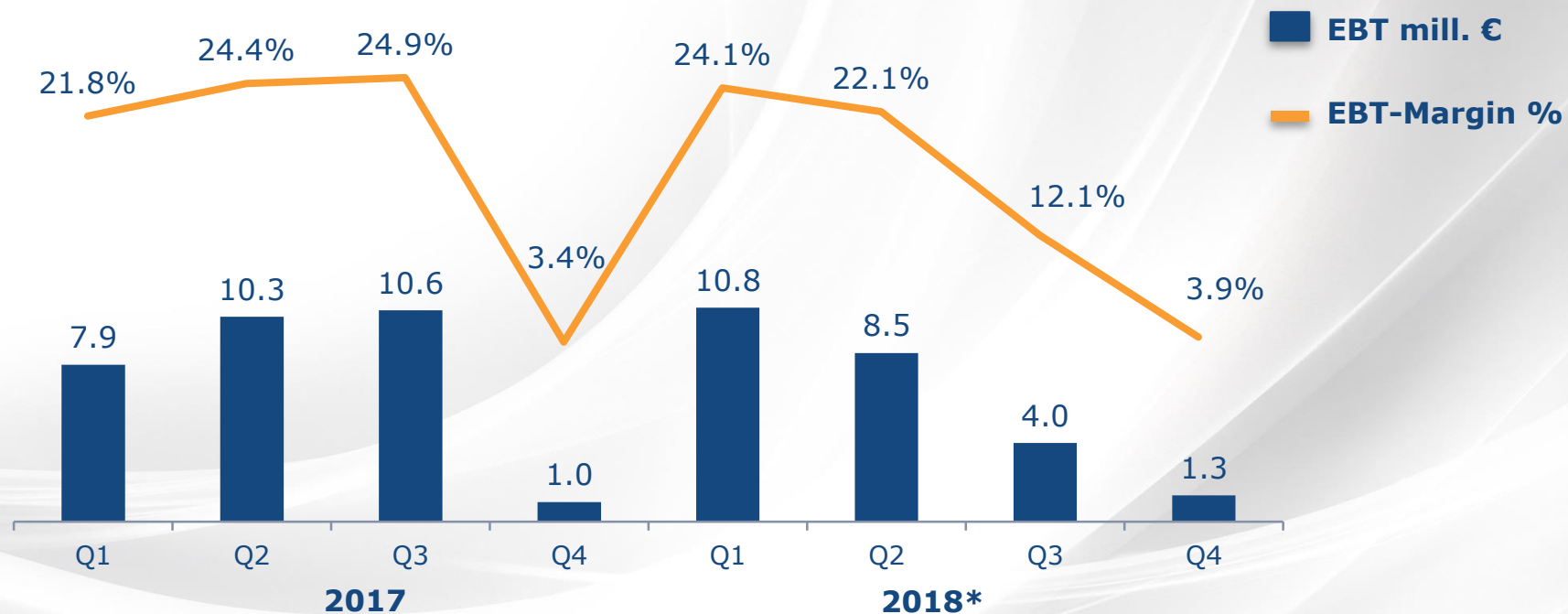
# Financials

## Development of Gross Profit and Margin



# Financials

## Development EBT and EBT-Margin



# Financials

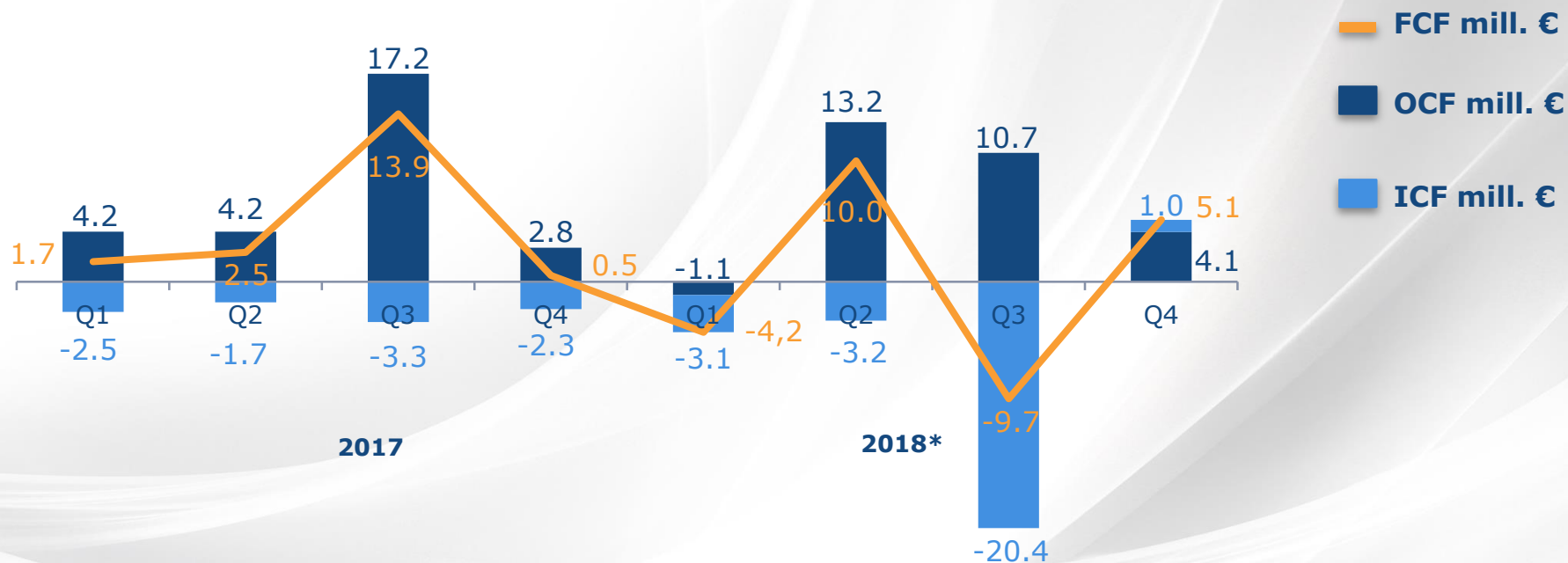
P&L KPIs 2018 versus 2017 (€ mill.)

	2017	2018	+/-
<b>Order Entry</b>	153.6	<b>154.0</b>	<b>+0%</b>
<b>Sales</b>	150.2	<b>150.0</b>	<b>+0%</b>
<b>Gross Profit</b>	49.3%	<b>48.9%</b>	<b>-0.4 Pp.</b>
<b>EBITDA</b>	40.0	<b>36.0</b>	<b>-10%</b>
<b>EBIT</b>	30.5	<b>24.8</b>	<b>-19%</b>
<b>EBT</b>	29.8	<b>24.5</b>	<b>-18%</b>
<b>Net Income</b>	21.6	<b>17.0</b>	<b>-21%</b>
<b>EPS*</b>	6.74	<b>5.29</b>	<b>-22%</b>

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

# Financials

## Development Free Cashflow (mill. €)



# Financials

2018 versus 2017 (in € mill.)

	2017	2018	+/-
Cash, b.o. period	19.4	36.0	+86%
Cashflow from Operations	31.8	27.0	-15%
Cashflow from Investments	-9.8	-25.7	+162%
Free Cashflow	22.0	1.3	-94%
Cashflow from Financing	-5.4	-5.5	+2%
Cash, e.o. period	36.0	31.8	-12%

# Financials

Balance Sheet Assets on Dec 31st, 2018 (in € mill.)

<b>ASSETS</b>	<b>2017</b>	<b>2018</b>	<b>+/-</b>
Intangible assets	21.4	28.1	+31%
Fixed assets	8.8	10.6	+21%
Buildings and land in finance lease	12.5	12.0	-4%
Goodwill	3.1	12.7	+310%
	0.1	0.1	0%
<b>Long-term assets</b>	<b>45.9</b>	<b>63.5</b>	<b>+38%</b>
Inventories	20.8	21.0	+1%
Receivables from deliveries and service	11.1	18.3	+65%
Other short-term assets	3.9	4.4	+13%
Cash in bank and cash in hand	36.0	31.8	-12%
<b>Short-term assets</b>	<b>71.8</b>	<b>75.5</b>	<b>+5%</b>
<b>Total assets</b>	<b>117.7</b>	<b>139.0</b>	<b>+18%</b>

# Financials

Balance Sheet Liabilities on Dec. 31st, 2018 (in € mill.)

LIABILITIES	2017	2018	+/-
<b>Equity</b>	<b>65.6</b>	<b>75.5</b>	<b>+15%</b>
Long-term liabilities to bank	9.9	17.7	+79%
Other financial liabilities	0.5	4.8	+860%
Liabilities from finance lease	10.3	8.5	-17%
Other long-term liabilities	6.9	9.1	+32%
<b>Long-term liabilities</b>	<b>27.6</b>	<b>40.1</b>	<b>+45%</b>
Other financial liabilities	1.6	1.8	+13%
Short-term accrual liabilities	3.8	4.4	+16%
Short-term other liabilities	17.1	14.4	-16%
Current tax liabilities	1.9	2.7	+42%
<b>Current financial debt</b>	<b>24.4</b>	<b>23.3</b>	<b>-5%</b>
<b>Total liabilities</b>	<b>117.7</b>	<b>139.0</b>	<b>+18%</b>





# Agenda

---

1. Executive Summary

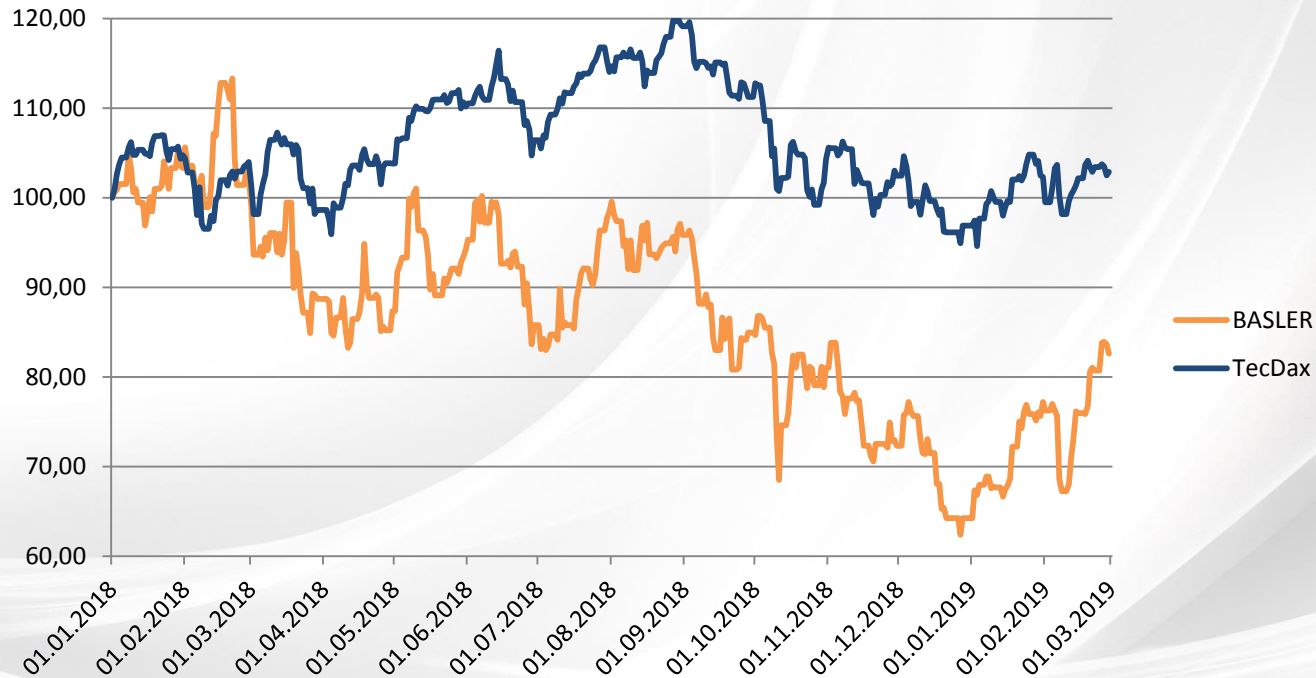
2. Financials

**3. Share**

4. Outlook

# Share

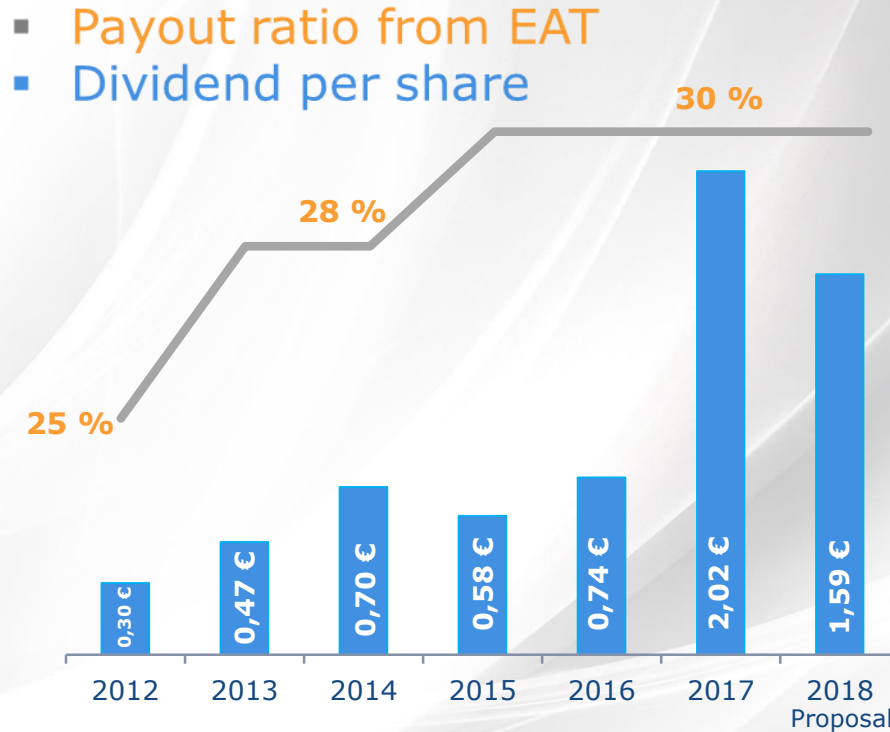
## Basler Share versus TecDax



# Share

## Dividend Proposal for 2018

- IPO volume:  
3.5 million shares
- Market cap e.o. Dec.  
2018: € 397,5 million
- Dividend Policy:  
~30% from EAT



# Agenda

---

1. Executive Summary
2. Financials
3. Share
- 4. Outlook**

# Outlook

## Market Environment

### **We assume a weak market environment for 2019 and expect...**

- general capex markets to further slow down
- semicon & electronics to remain weak
- medical and logistics business continue to grow
- our industry to stagnate or even decline single digit in 2019



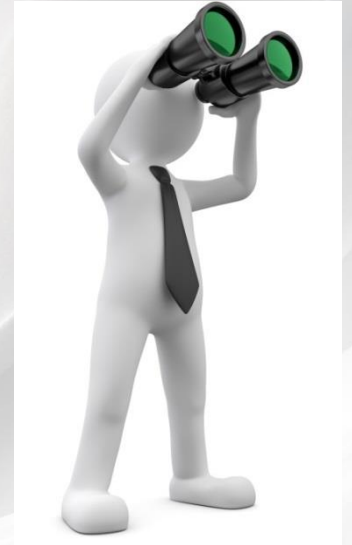
# Outlook

## Basler 2019 Guidance

**We will continue to invest in our growth strategy as the mid- to longterm outlook is positive.**

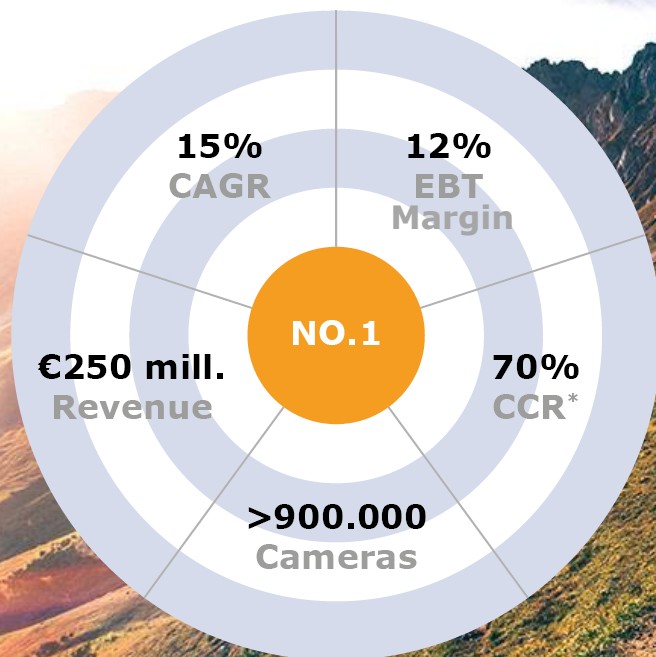
Our Guidance for 2019:

- Revenue 160 - 180 mill. €
- EBT-Margin 7 – 11 %



# 2022 Outlook

## Financial Mid-term Plan



\* Cash Conversion Rate FCF/EAT (excl. M&A transactions)

\*\* Mid-term goals, 2022

# 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.



# Questions & Answers



Verena Fehling

Phone +49 4102 463 101

Verena.Fehling@baslerweb.com