



Financial Report 1st Half Year, 2019

August 7, 2019

Hardy Mehl (CFO/COO)

Agenda

1. Executive Summary

2. Financials

3. Share

4. Outlook

Executive Summary

Highlights First 6 Months 2019

Market Environment

- Market bookings -9 % and billings -11 % (source: VDMA, YTD-May 2019)
- Manufacturing PMIs in Europe, ASEAN, China and Japan since b/o 2019 below 50; Germany even below 45.
- Significant weaker demand in electronics and semicon capex markets
- Medical and logistic applications continue to grow

Basler Performance

- Start of Basler China Jan 1st, 2019 (consolidation of MVLZ business since then)
- Billings -2 %; bookings +6 % (incl. M&A)
- Temporary lower gross margins due to lack of economies of scale and extraordinary one-time effect (China); no substantial market price effects on cameras but over-proportional sales of accessory products with lower gross margins
- EBT margin 9 % as a result of weak market environment combined with organic/inorganic strategic organizational growth

Executive Summary

Employees by Function



e/o June 2018

June 30th, 2019

**PRODUCTION
26 %**

**R&D
25 %**

808*

**SALES & MARKETING
34 %**

**ADMINISTRATION
15 %**



*fulltime equivalent jobs

Executive Summary

Highlights First 6 Months 2019

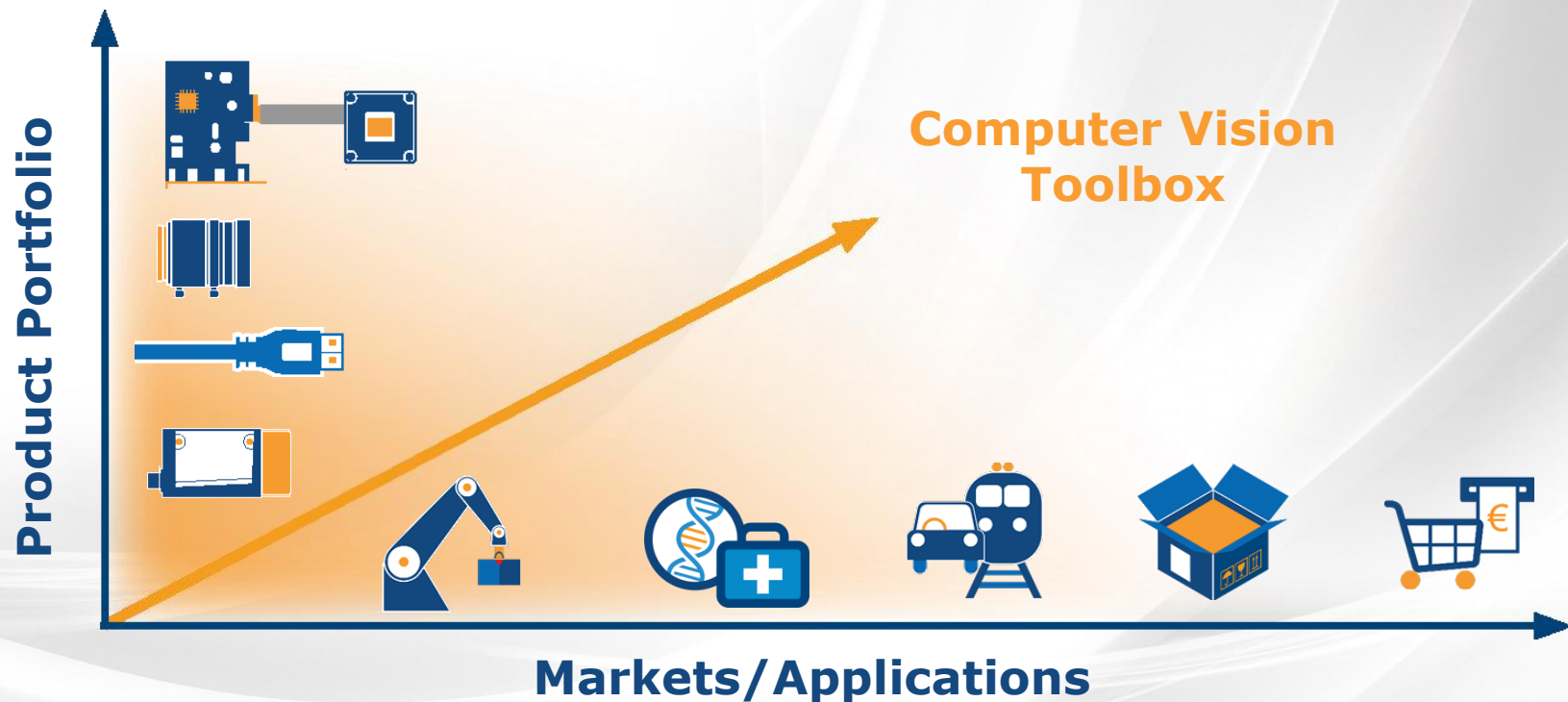
Main New Product Introductions

- New Basler ace cameras with CMOS sensors
- Portfolio expansion of ace MED product line
- Introduction of new embedded vision kits based on Qualcomm and NXP processors
- Announcement of ace2
- Announcement of Basler boost bundle (upper mainstream camera & framegrabber)



Executive Summary

Journey Towards Computer Vision Toolbox



Agenda

1. Executive Summary

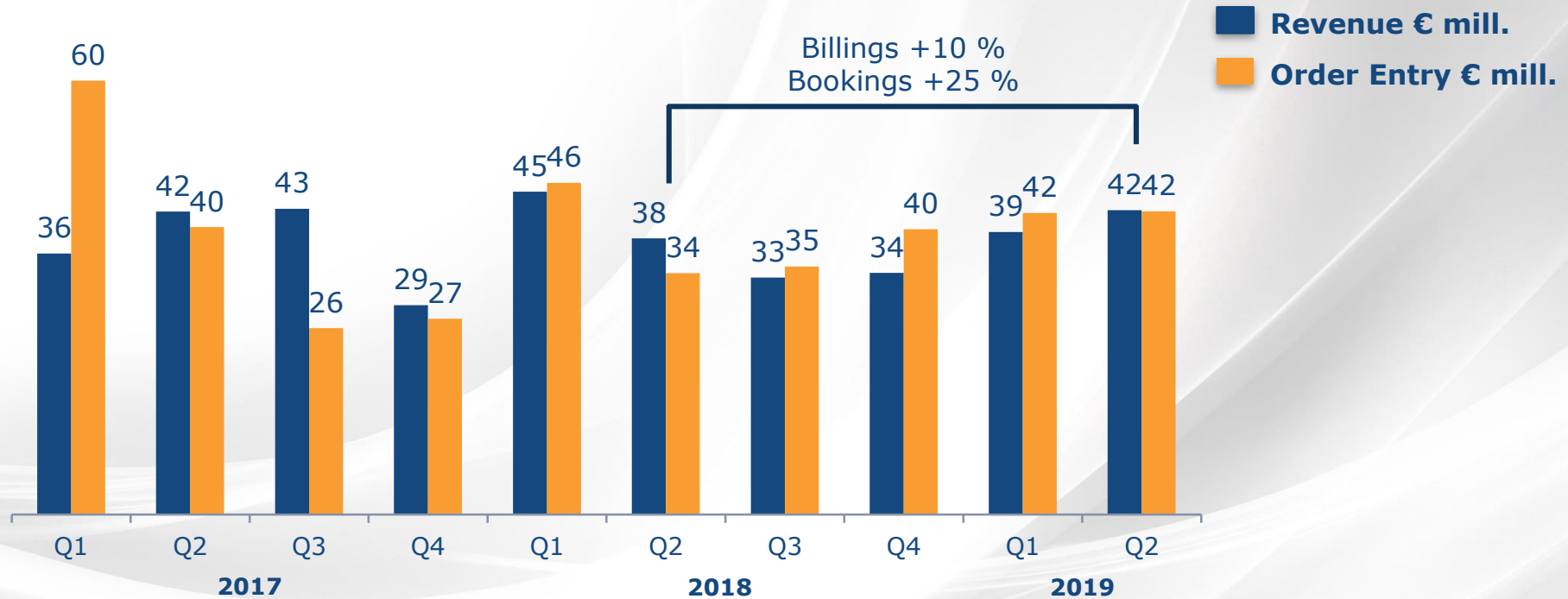
2. Financials

3. Share

4. Outlook

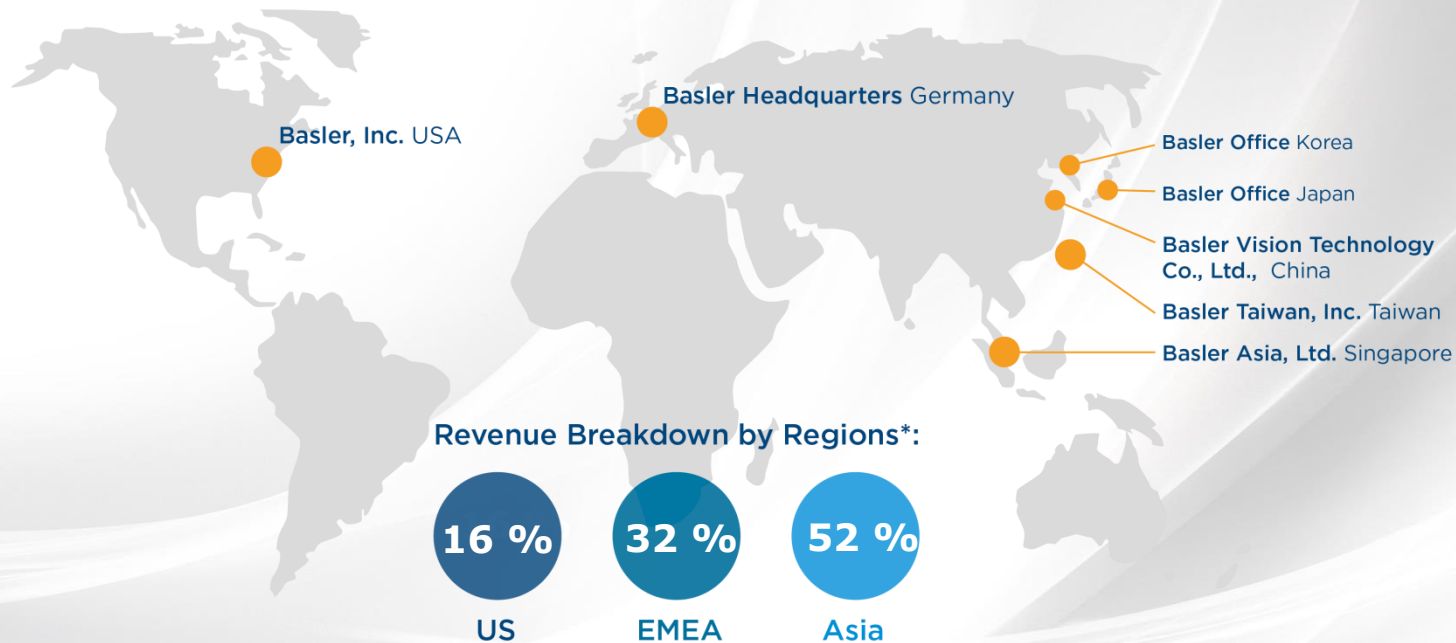
Financials

Development of Bookings and Billings



Financials

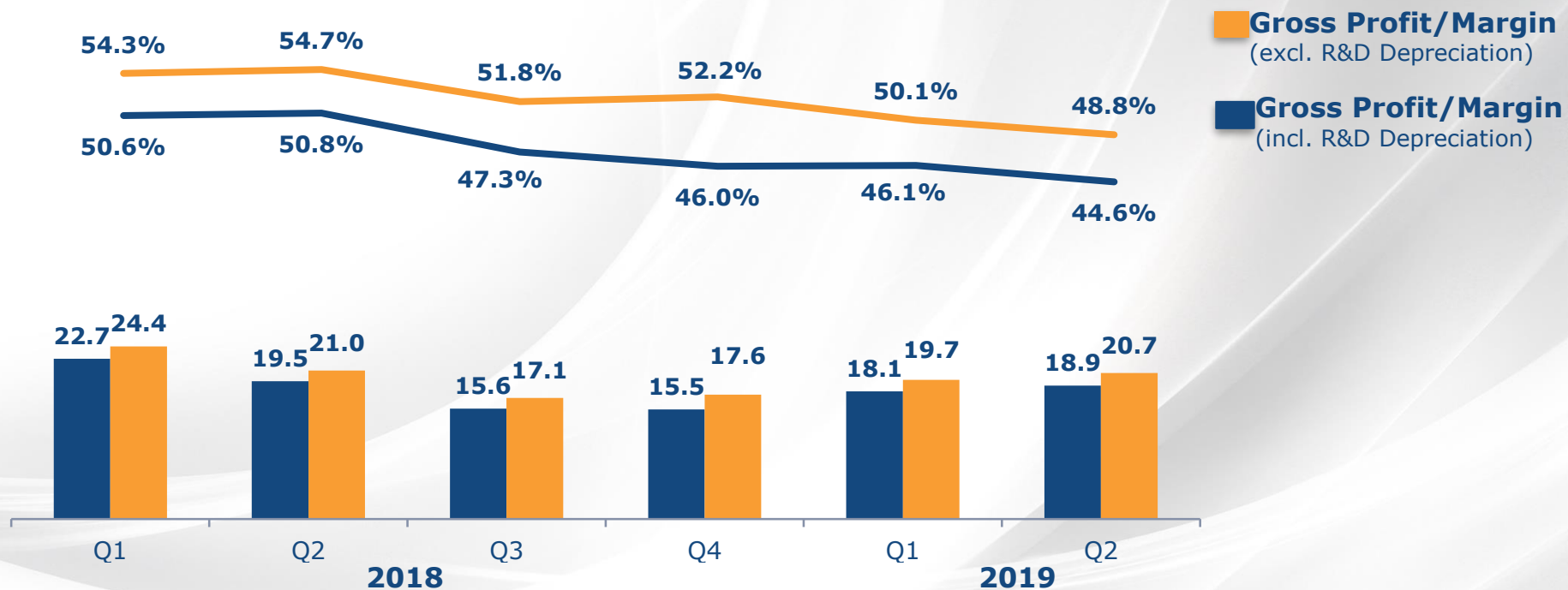
Revenue Split by Regions



*as of June 30, 2019

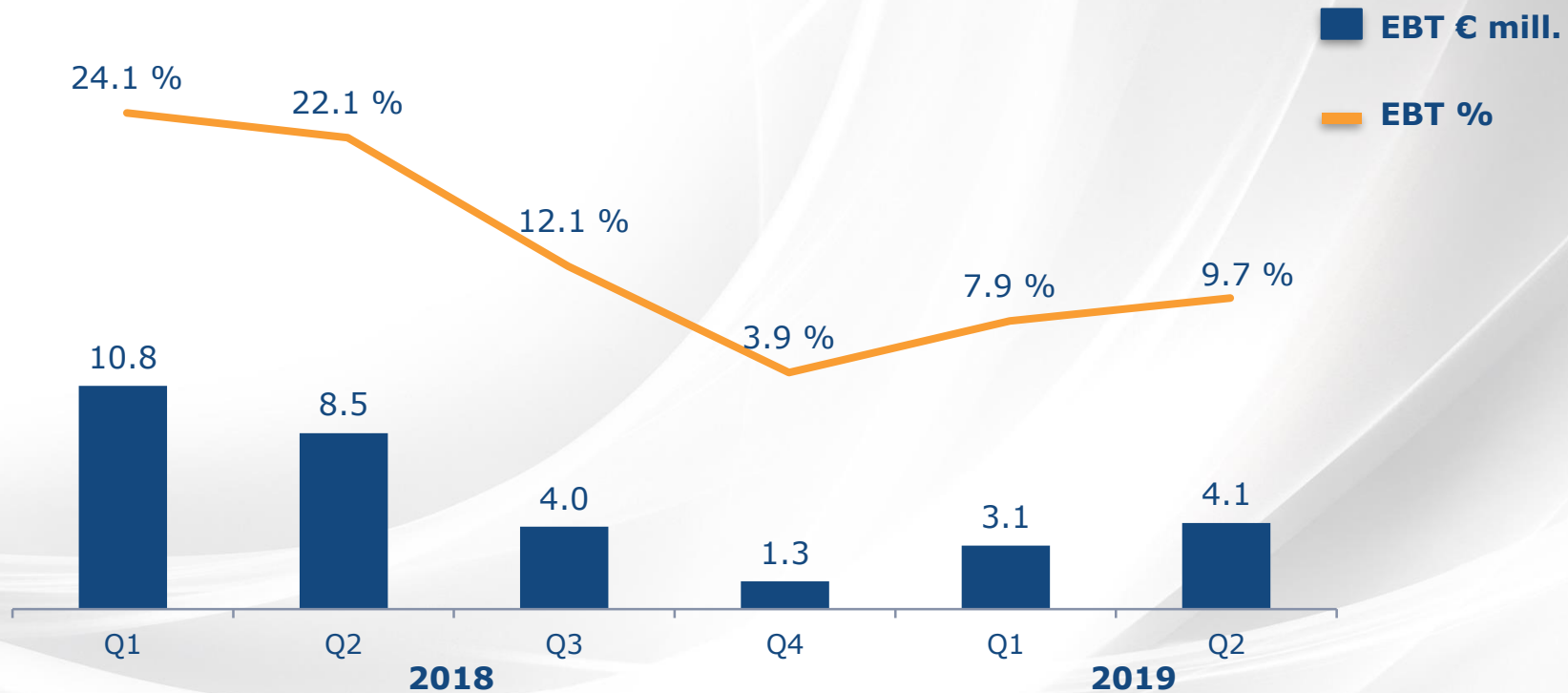
Financials

Development of Gross Profit and Gross Margin



Financials

EBT Development by Quarter



Financials

Profit & Loss KPIs Year-on-Year (in € mill.)

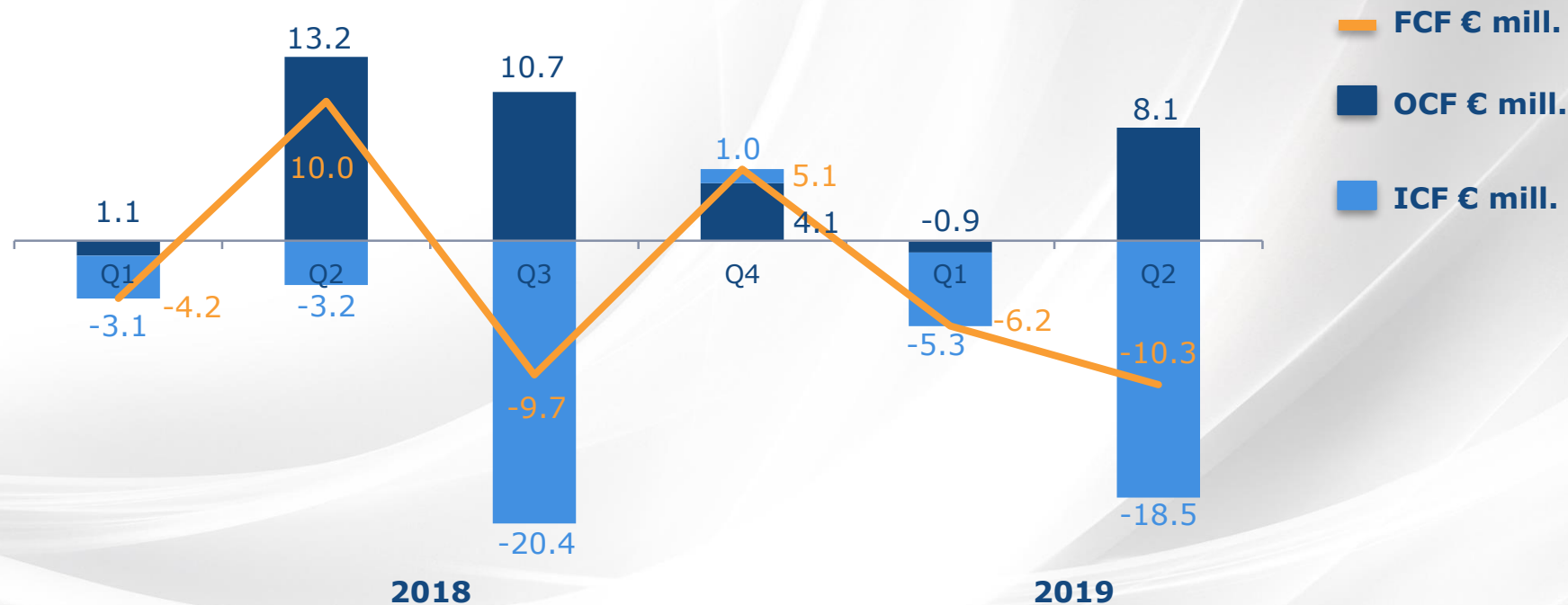
	HY1 - 2018	HY1 - 2019	+/-
Order Entry	79.8	84.2	6 %
Sales	83.4	81.7	-2 %
Gross Profit	50.6 %	45.3 %	-5 Pp.
EBITDA	24.4	13.7	-44 %
EBIT	19.3	7.5	-61 %
EBT	19.2	7.2	-63 %
Net Income	14.6	4.8	-67 %
EPS*	1.51	0.49	-68 %

* EPS (Earnings per share) in €



Financials

Free Cash Flow Development by Quarter



Financials

Cash Year-on-Year (in € mill.)

	HY1 - 2018	HY1 - 2019
Cash, b.o. period	36.0	31.8
Cashflow from Operations	12.2	7.3
Cashflow from Investments	-6.3	-23.8
Free Cashflow	5.9	-16.5
Cashflow from Financing	-5.6	15.4*
Cash, e.o. period	36.3	30.7

*Incl. sold treasury shares for € 20.8 mill.



Financials

Net Cash (in € mill.)

	Dec. 31st, 2018	June 30th, 2019
Liabilities to banks	-19.1	-20.6
Cash & Cash equivalents	31.8	30.7
Operative Net Cash	12.7	10.1



Agenda

1. Executive Summary

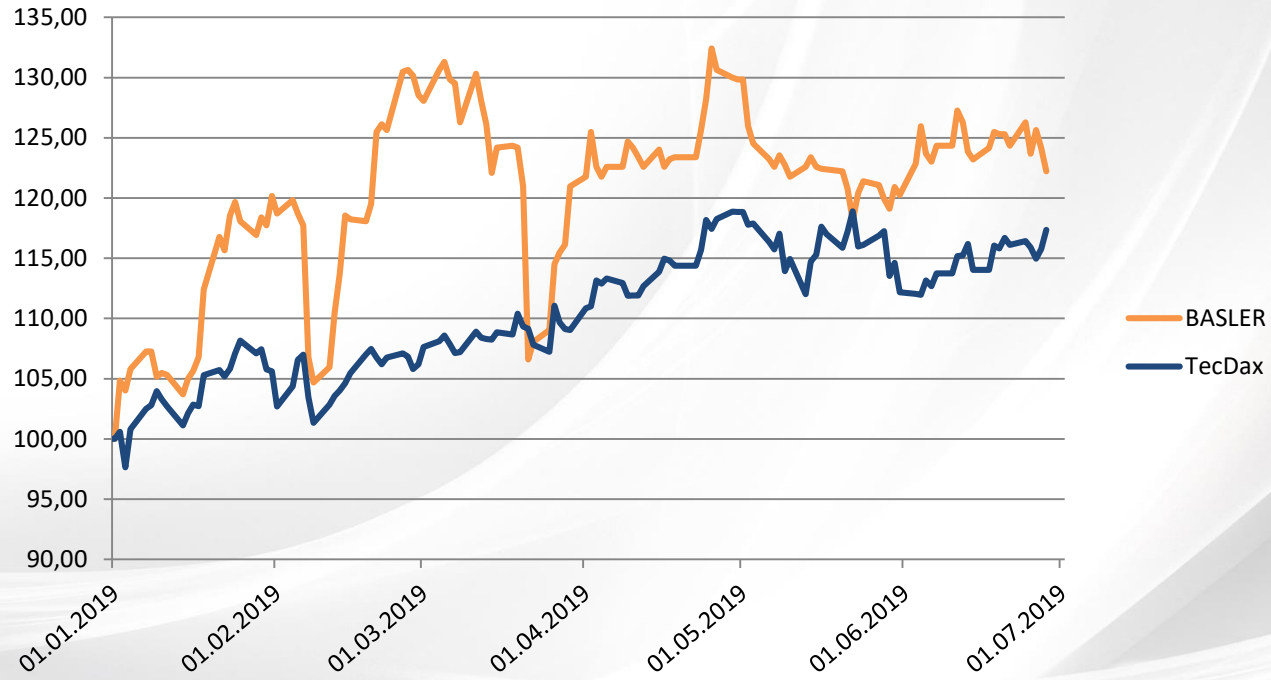
2. Financials

3. Share

4. Outlook

Share

Basler Share versus TecDax



Agenda

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

Outlook

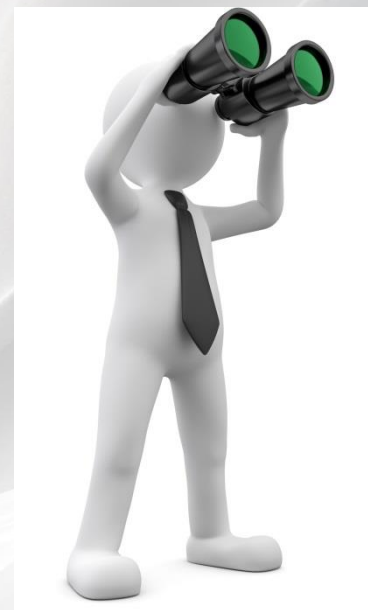
Business Outlook & Guidance 2019

Based on current information we expect:

- bookings and billings to make a side move in Q3/2019
- markets to stay weak, uncertain and volatile

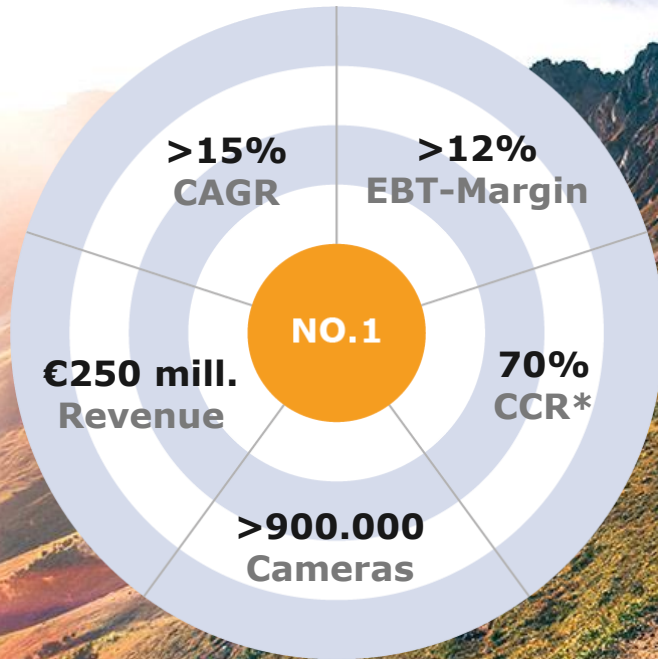
We confirm our guidance from March 21st, 2019:

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



Outlook

2022 Financial Mid-term Plan



* Cash Conversation Rate FCF/EAT

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