

Quarterly Report Q2 2016

July 29th, 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 Half Year 2016

- Records in bookings and billings
- Third consecutive quarter with a positive book-to-bill ratio
- Strong operating cash flow
- High demand for interface technologies GigE, USB, as well as CMOS sensor technology
- Stable market environment in EMEA and Americas
- Over-proportional business development in Asia, esp. semiconductor/electronic industries
- Channel stuffing behavior in Asia during May/June



Review

Medical & Life Sciences





Agenda

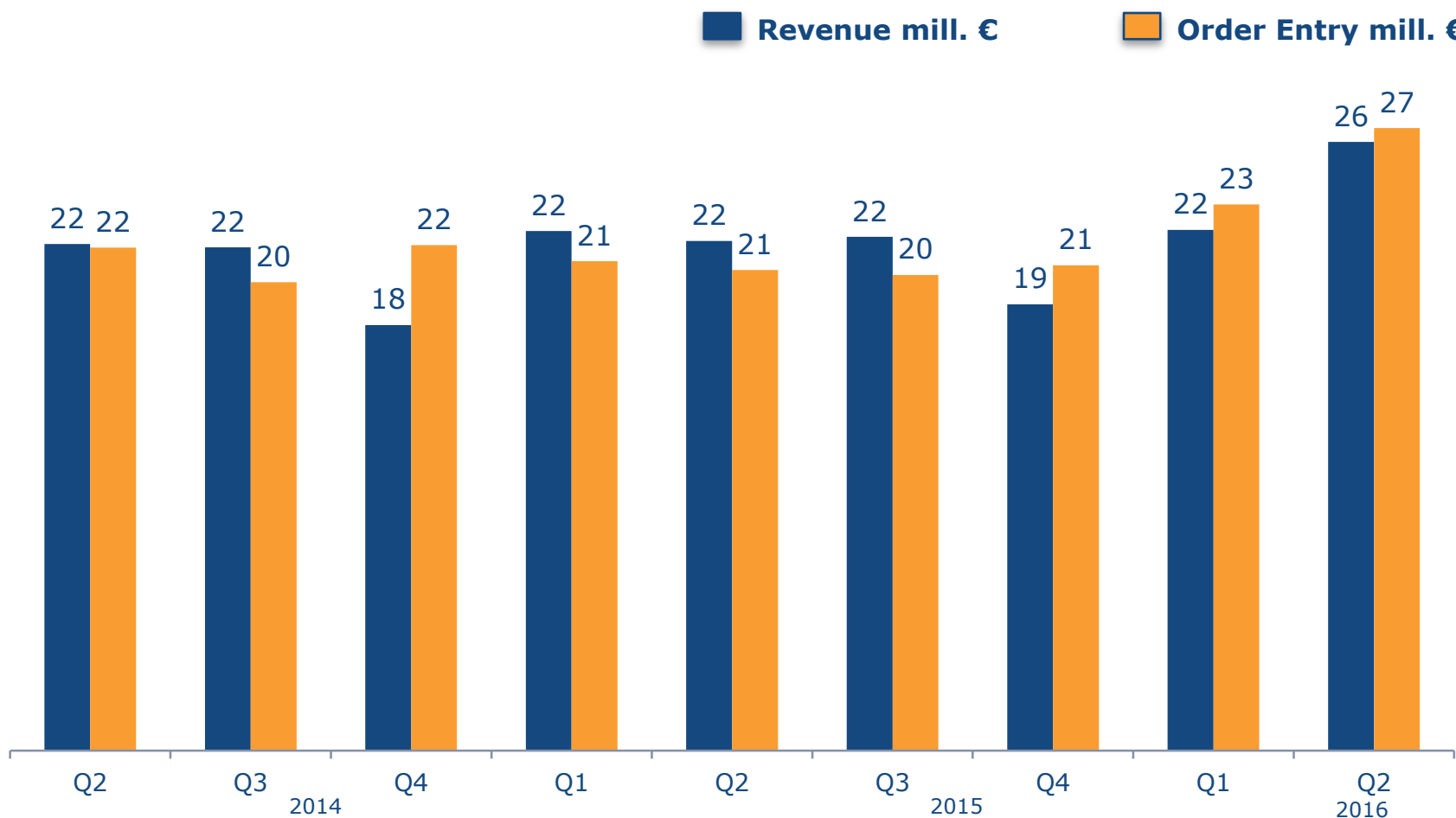
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Financials

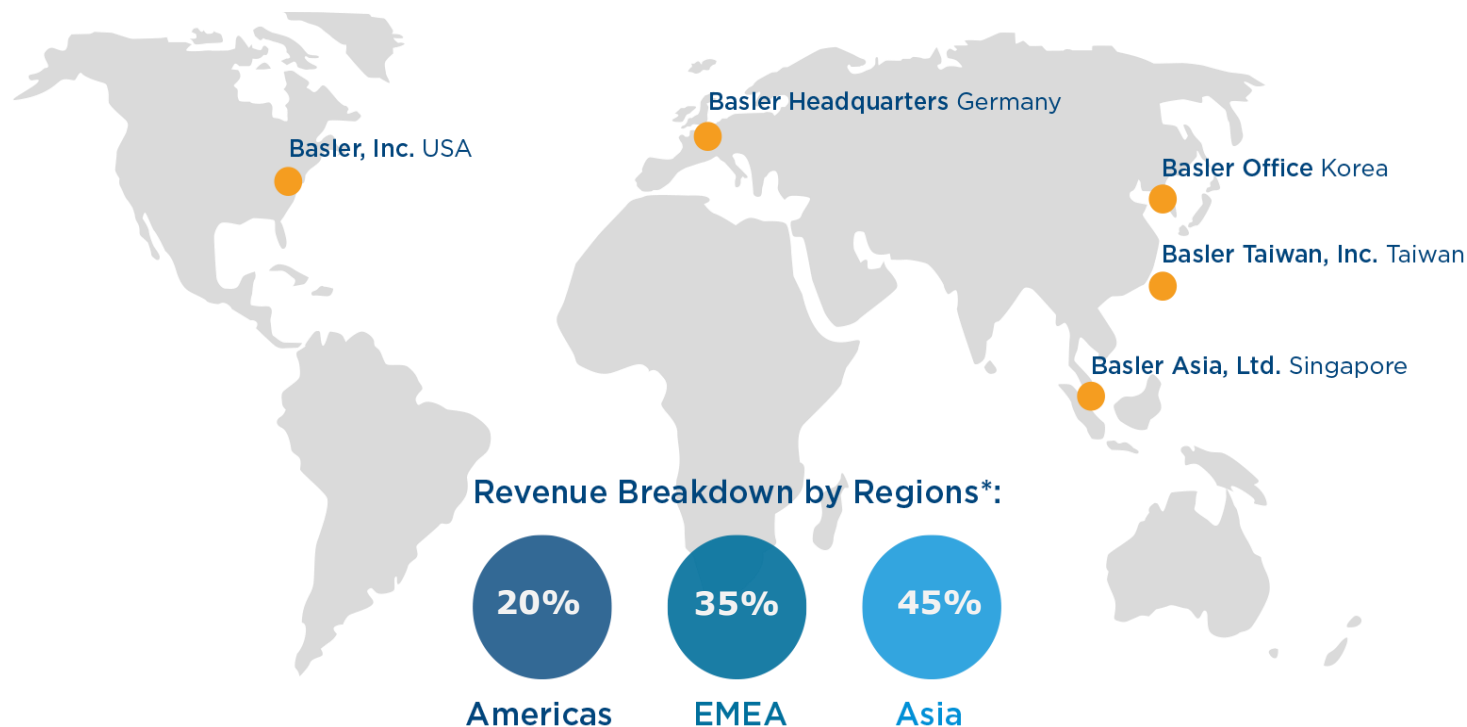
Quarterly Bookings and Billings





Financials

Revenue Split by Regions



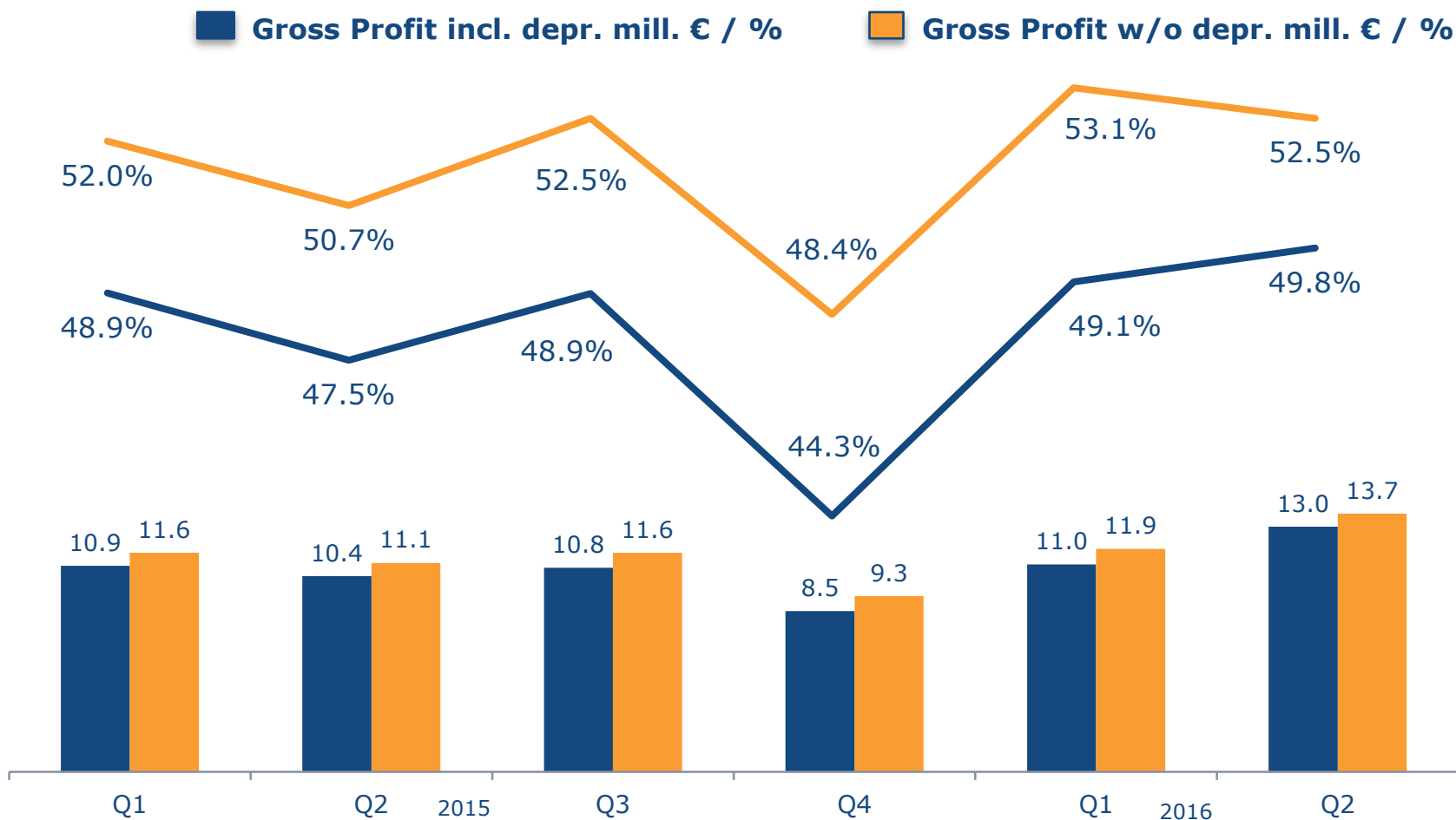
*as of June 30, 2016





Financials

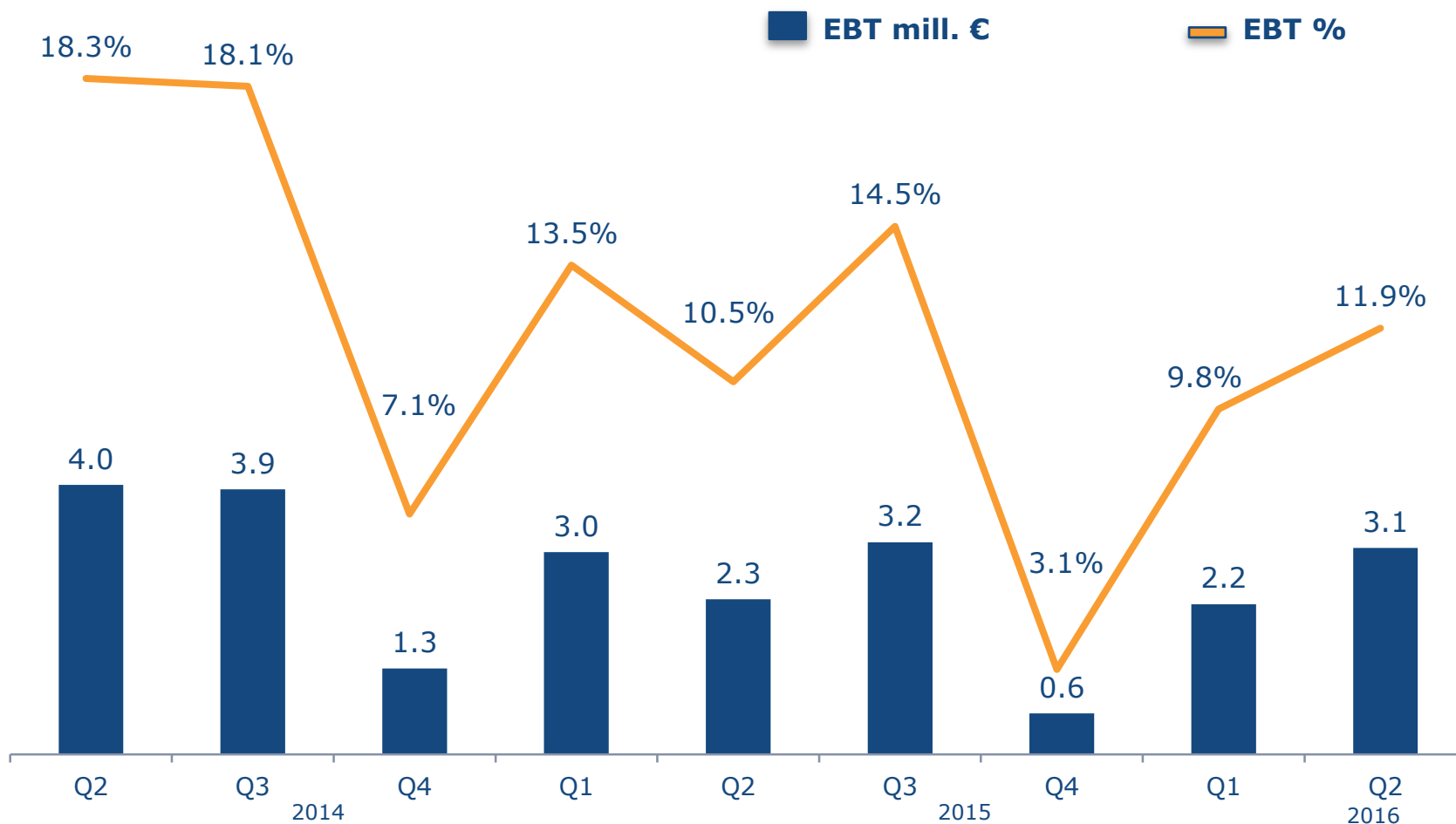
Development of IFRS Gross Profit (incl. and w/o R&D depreciation)





Financials

Earnings Before Tax





Financials

Profit & Loss KPIs

	HY1/2015	HY1/2016	+/-
Order Entry	41.6	50.2	+21%
Sales	44.2	48.5	+10%
Gross Profit	48.4	49.7	1Pp
EBIT	5.6	5.7	+2%
EBT	5.3	5.3	-
Net Income	4.2	3.8	-10%
EPS*	1.30	1.19	-8%



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

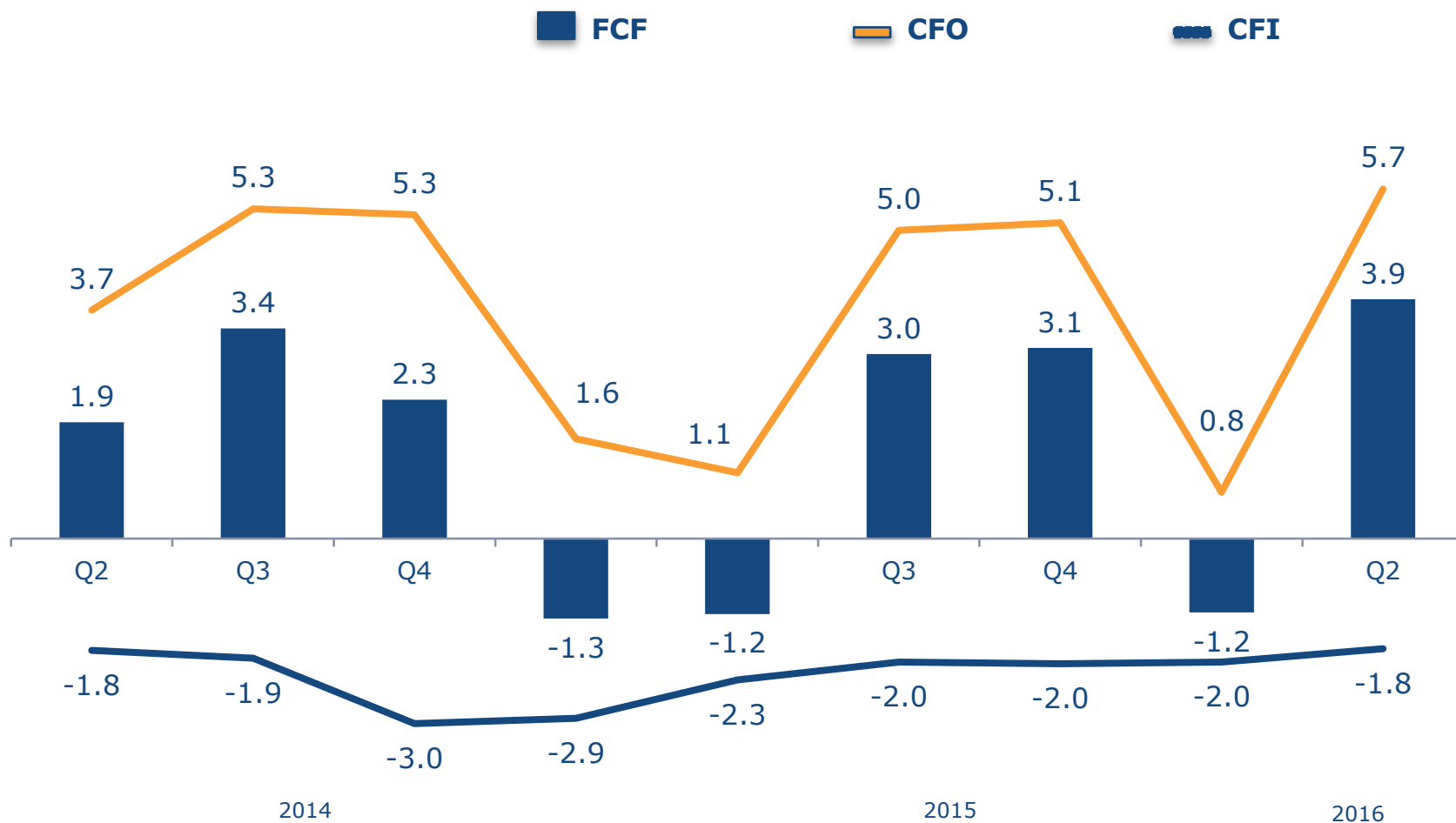
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29.07.2016



Financials

Free Cash Flow [mill. €]





Financials

Cash Flow

	HY1/2015	HY1/2016	+/-
Cash, b.o. period	12.8	14.0	+9%
Cashflow from Operations	2.7	6.4	+137%
Cashflow from Investments	-5.2	-3.8	-27%
Free Cashflow	-2.5	2.6	>100%
Cashflow from Financing	-1.2	-2.3	+92%
Cash, e.o. period	9.1	14.3	+57%



*All numbers in € mill.



Financials

Liquidity

	Dec. 31st, 2015	July 30th, 2016	+/-
Liabilities to banks	-7.4	-8.7	+18%
Cash & Cash equivalents	14.0	14.4	+3%
Net Cash	6.6	5.7	-14%



*Numbers in € mill.



Agenda

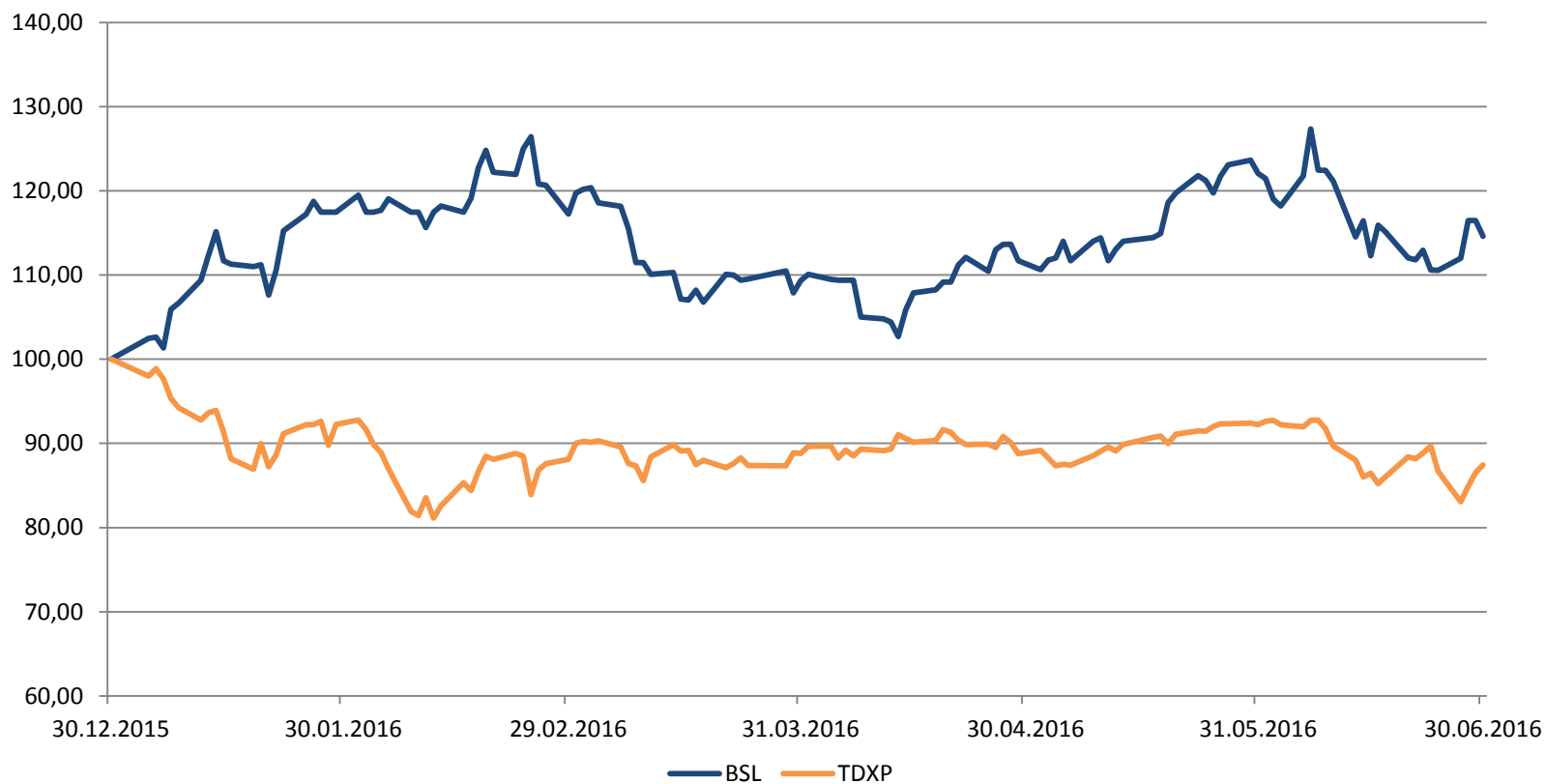
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Share

Basler Share versus TecDax





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Outlook

Macro Environment

Based on an over-achievement in HY1/2016 we...

- expect a little slow-down in the Asian markets in the second half of 2016
- anticipate no major currency shifts (Japanese Yen, USD)
- believe the Asian region will stay the main growth driver in the second half of the year
- see a continuing strong demand in CMOS, GigE and USB based products





Outlook

2016 Guidance

Therefore we underline our current (recently increased) guidance for 2016:

- Sales € 92 – 94 mill.
- EBT-Margin 10 – 11 %
- Positive free cashflow



Questions & Answers



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