



## 9-Month Report 2022

November 8, 2022

**Hardy Mehl | CFO/COO**

# Disclaimer

This document includes forward looking statements on Basler AG, its subsidiaries and associates („Group“), and on the economic, political and/or legal conditions that may influence the business performance of Basler AG. These forward looking statements include, without limitation, statements relating to the Group’s business prospects, future developments, trends and conditions in the industry and geographical markets in which the Group operates, its strategies, plans, objectives and goals, its ability to control costs, statements relating to prices, volumes, operations, margins, overall market trends, risk management and exchange rates.

All these statements are based on views and assumptions made by the Management Board using information available to it at the time. These forward looking statements are, by their nature, subject to significant known and unknown risks and uncertainties.

Should these views or assumptions prove to be wholly or partly incorrect, or should further risks arise, actual business performance may differ from that expected.

Neither the Group nor the Management Board therefore can assume any liability for the statements made. Subject to legal requirements, the Group does not intend to update or otherwise revise such forward looking statements, whether as a result of new information, future events or otherwise.

# Agenda

---

## **1. Executive Summary**

2. Financials

3. Share

4. Outlook

# Executive Summary

## Market Environment

### Market Highlights

- YTD German industry for vision components billings +6 % and bookings +8 %\*
- Chip supply has recovered, but still challenging for a few critical parts
- Market situation is changing:
  - Market demand has been cooling off since Q2
  - Lead times are still high but shortening
  - Particularly Capex related to consumer electronics has been weak
  - Asia and specifically China has been mostly affected by slow down
- Consolidation trend ongoing and increasing intensity of competition

\*Source: VDMA by e/o September 2022

# Executive Summary

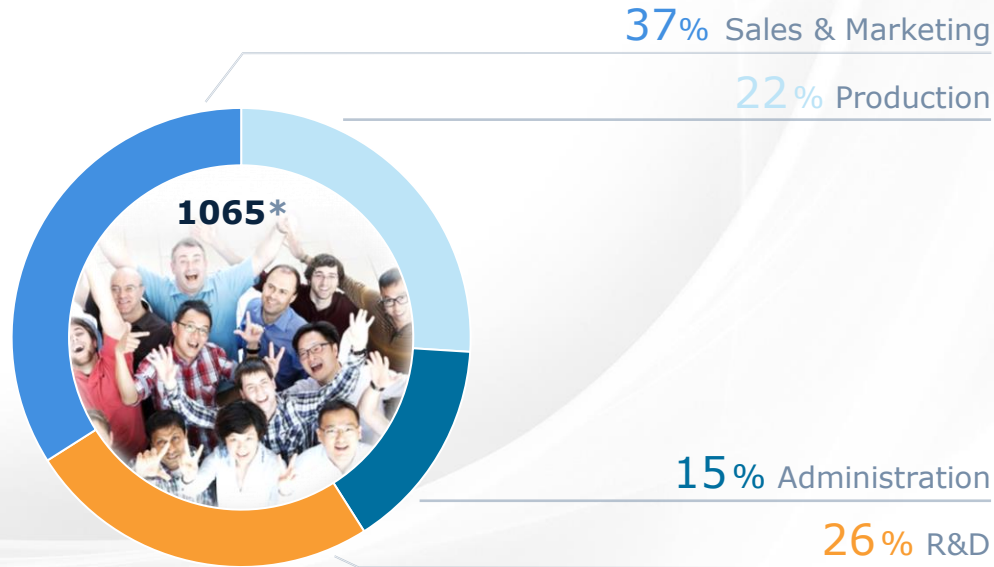
## Basler Performance

### Basler Highlights

- Successful closing of four M&A transactions until b/o September (2x Korea, Italy, France) - post merger integration ongoing
- Korea has been consolidated since b/o 2022; Italy since b/o Q3
- Fast organizational growth in 2022 with more than 150 additional FTEs until e/o September
- Bookings down 12 % due to lower demand, cancellations and reduction of order horizons because of improving supply
- Billings up 25 % resulting in new sales record for 9 months
- Order backlog is shrinking but with € 124 million appr. twice as high as normal
- Gross margins and earnings margin bounced back to solid levels in Q3 after a temporary weakness in Q2. YTD EBT-margin around upper end of guidance 11.8 %
- Guidance increased recently

# Executive Summary

## The Team



\*fulltime equivalent jobs, September 30th, 2022

- Ongoing hiring program until end of 2022
- M&A transaction: We have welcomed ~50 new colleagues in Korea and ~20 in Italy
- € 24.6 mill. R&D investment; ~12 % from Sales

# Executive Summary

## New Product Launches (1/2)

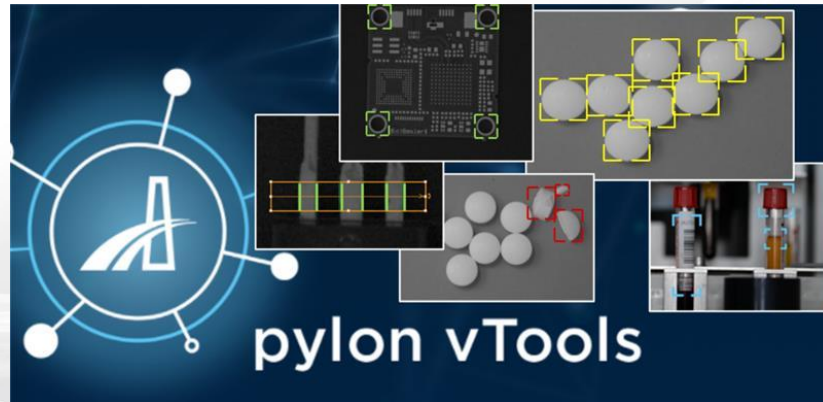
- Basler expanded its **lighting portfolio** by 200 further lighting products
- Basler launched various mainstream **ace2 cameras** with brand new **5GigE** interface
- Eight new models high-end **boost** cameras with fitting framegrabber technologies



# Executive Summary

## New Product Launches (2/2)

Introduction of **pylon 7** - for the first time Basler offers among numerous other options image processing algorithms and gradually expands the pylon Software Development Kit to the center of the offering





# Executive Summary

New Product Launches @ Vision Show, Stuttgart



# Agenda

---

1. Executive Summary

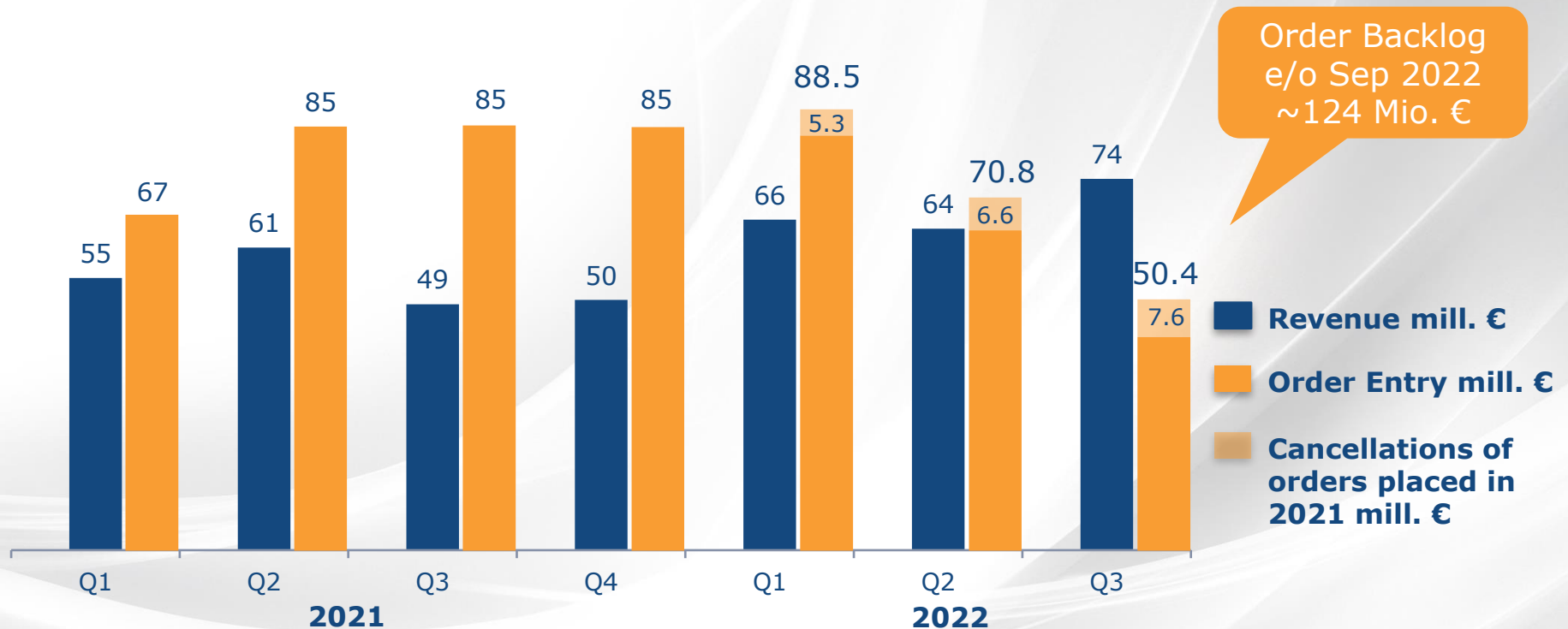
**2. Financials**

3. Share

4. Outlook

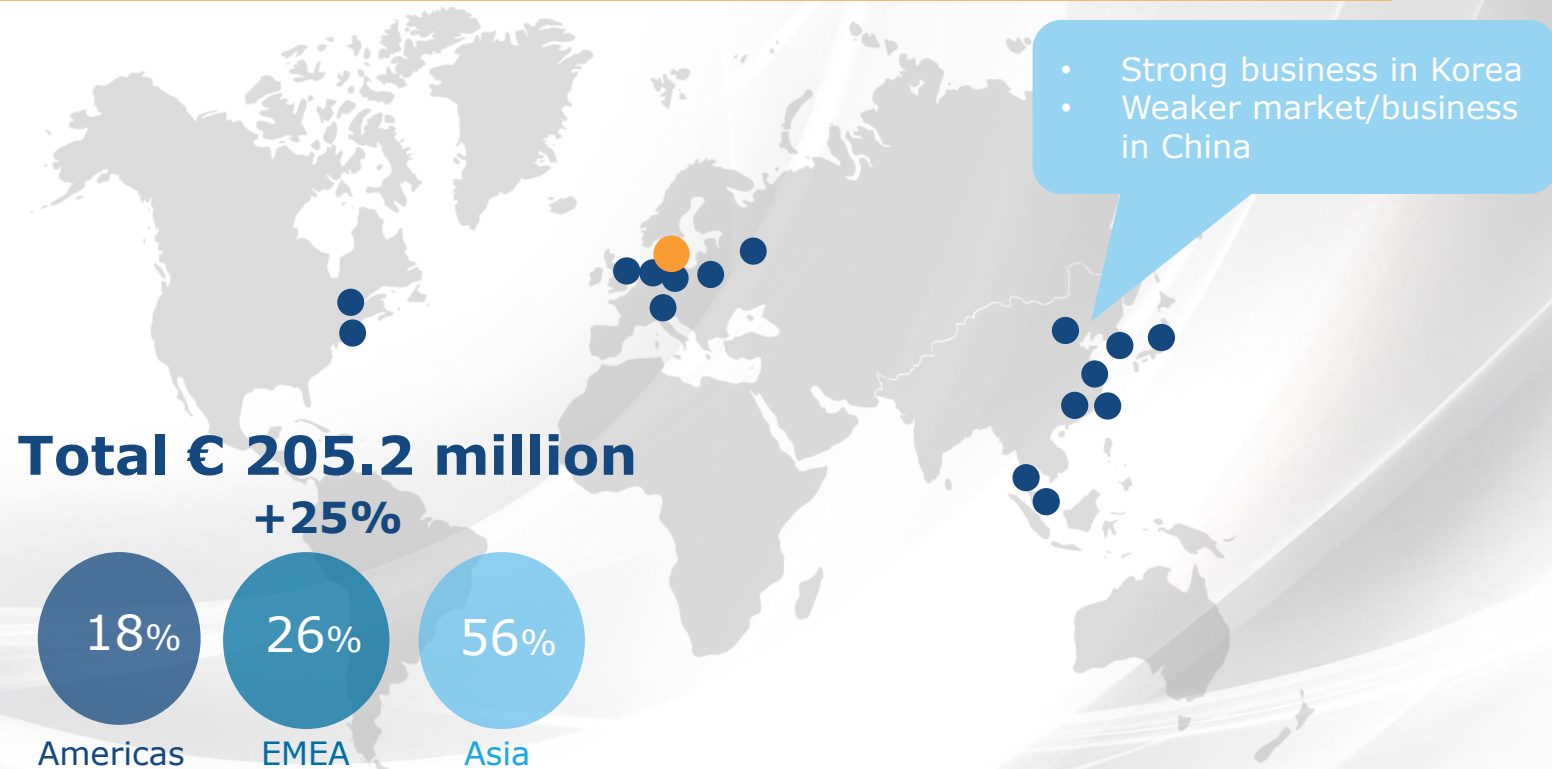
# Financials

## Development of Bookings and Billings



# Financials

## Revenue Split by Regions



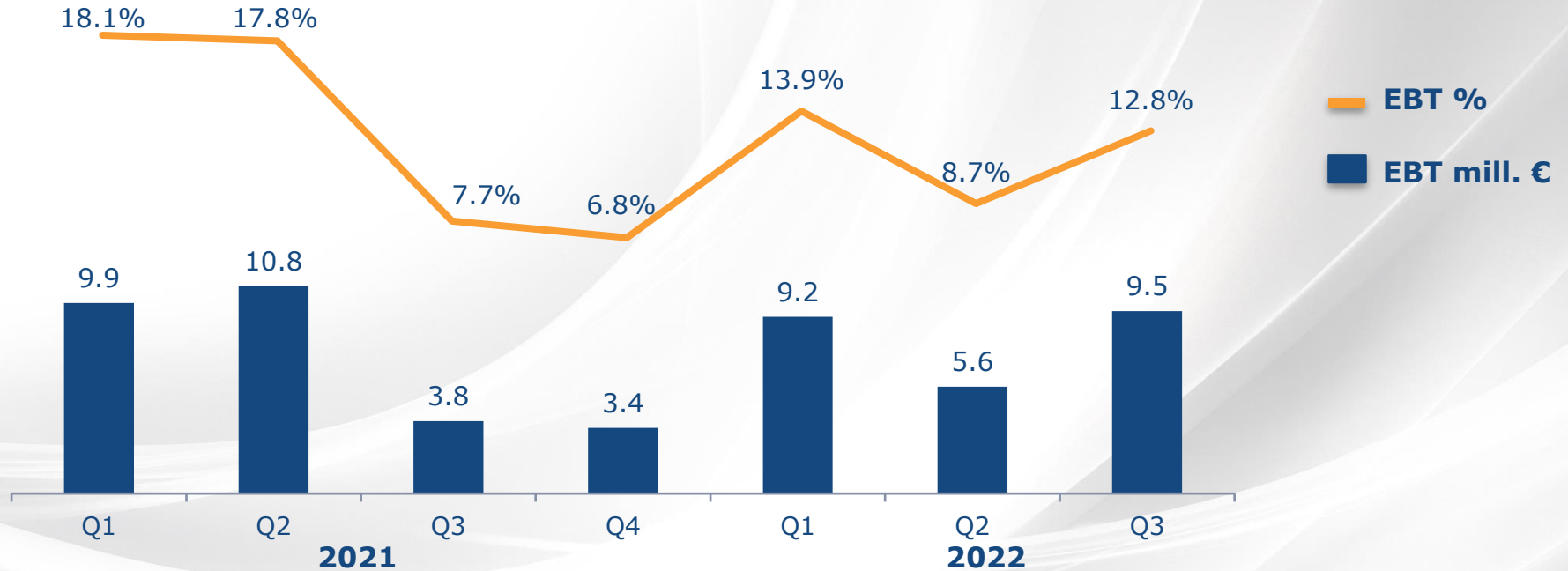
# Financials

## Development of Gross Profit and Margin



# Financials

## Development of EBT and EBT-Margin



# Financials

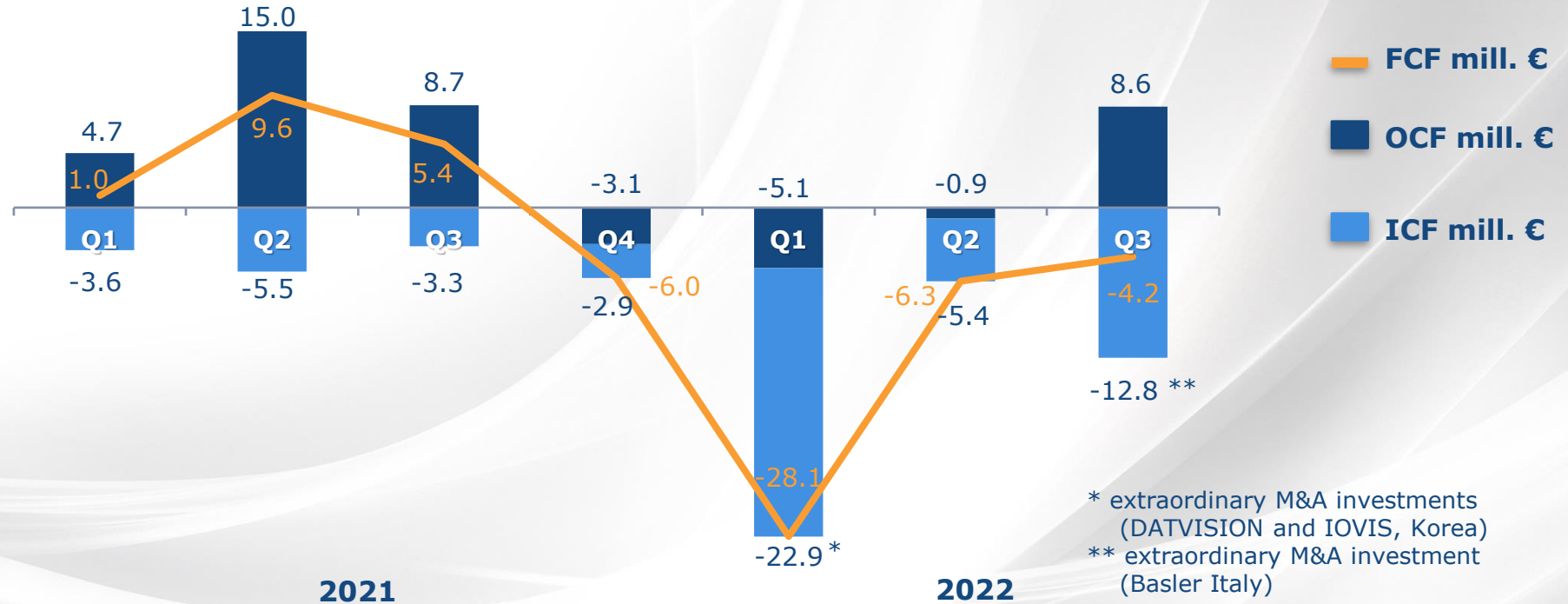
P&L KPIs (in € mill.)

	9 Months 2022	9 Months 2021	+/-
Order Entry	209.7	237.6	-12 %
Sales	205.2	164.6	+25 %
Gross Profit	102.0	86.9	+17%
Gross Profit Margin	49.7 %	52.8 %	-3.1 Pp.
EBITDA	36.8	37.1	-1 %
EBIT	24.7	24.9	-1 %
EBT	24.3	24.5	-1 %
EBT-Margin	11.8 %	14.9 %	-3.1 Pp.
Net Income	19.2	18.7	+3 %
EPS*	0.64	0.62	+3 %

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

# Financials

## Development of Free Cashflow





# Financials

## Cashflow and Liquidity (in € mill.)

	9 Months 2022	9 Months 2021	+/-		9/30/2022	12/31/2021
<b>Cash, b.o. period</b>	<b>54.8</b>	<b>47.9</b>	<b>+15 %</b>			
Cashflow from Operations	2.5	28.4				
Cashflow from Investments	-41.1	-12.4				
<b>Free Cashflow</b>	<b>-38.6</b>	<b>16.0</b>		Liabilities to banks	-56.1	-36.1
Cashflow from Financing	7.6	-15.8		Cash & Cash equivalents	23.9	54.8
<b>Cash, e.o. period</b>	<b>23.9</b>	<b>48.1</b>	<b>-50 %</b>	<b>Operative Net Cash</b>	<b>-32.2</b>	<b>18.7</b>

# Agenda

---

1. Executive Summary

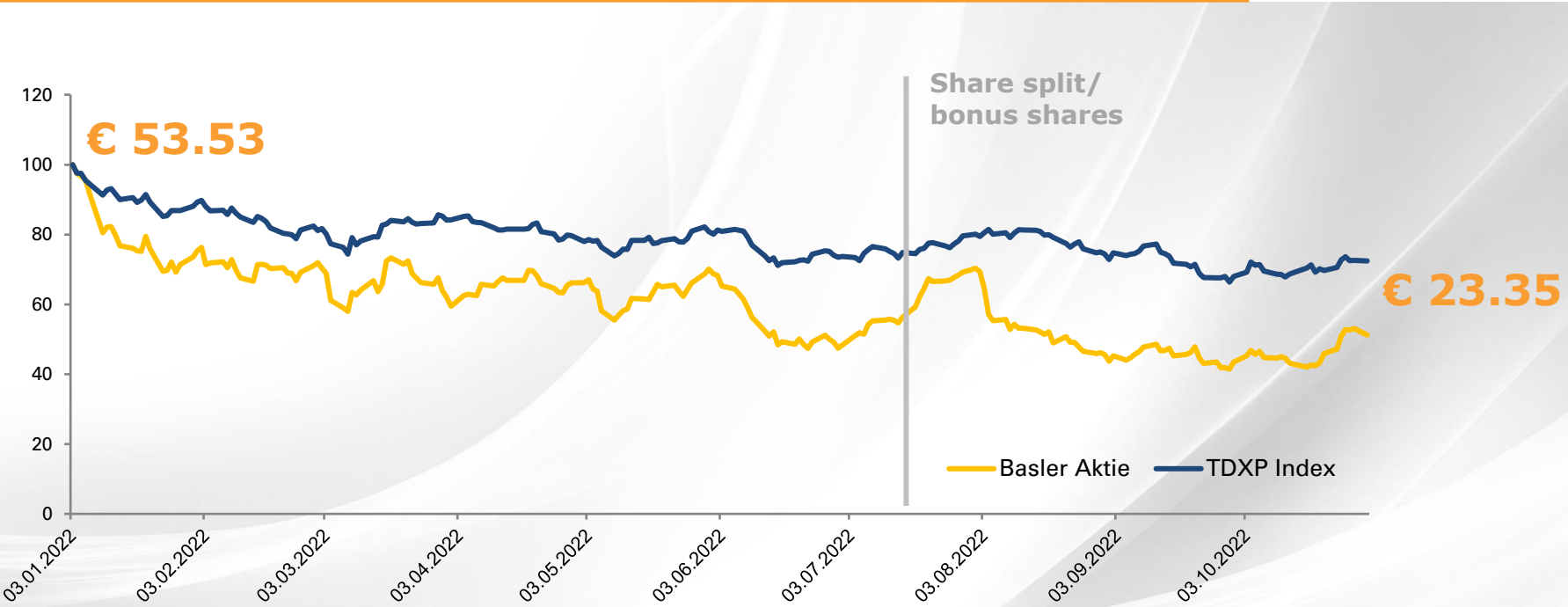
2. Financials

**3. Share**

4. Outlook

# Share

## Basler Share versus TecDax



# Agenda

---

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

# Outlook

## Assumptions until e/o 2022

### For the remainder of the year, we expect:

- Weak demand (incl. order horizon reduction) and further backlog corrections
- Sound production output but still limited by a few missing critical parts -> impact on some product lines
- Limited sales in December due to holiday season and planned system change from SAP-R3 to SAP-S4
- Organization and thus HR and opex costs to increase until e/o 2022



# Outlook

## Forecast 2022

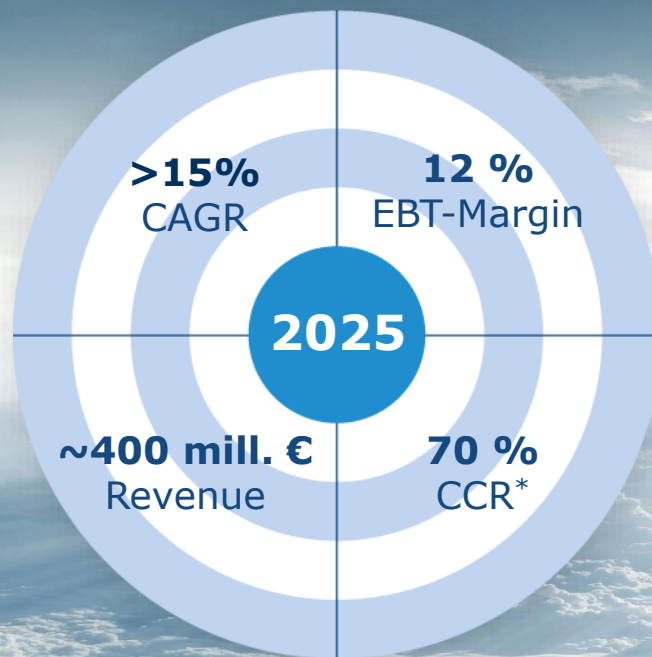
Under these assumptions we **confirm our recently increased guidance** for 2022:

- **Revenue € 262 - 270 mill.**
- **EBT-Margin 10 - 12 %**



# Outlook

## Financial Mid-term Plan



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

# Questions & Answers



Hardy Mehl

Phone +49 4102 463 0

Hardy.mehl@baslerweb.com