



Three-Month Report 2023

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Hardy Mehl | CFO/COO

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Agenda

1. Executive Summary

2. Financials

3. Share

4. Outlook

Executive Summary

Market Environment

Market Situation

- German industry for vision components billings -4 % and bookings -13 %*
- Chip supply further normalized in Q1, 2023
- Significant regional differences:
 - Difficult market conditions in China after zero Covid policy. Rebound still muted besides solar and EV battery capex equipment. Consumer electronics and laboratory automation very weak
 - Asia Pacific is very weak due to severe downturns in semicon and consumer electronics
 - North America has further weakened due to increased inventory levels and downturns in semicon, electronics and logistics
 - Robust growth in Europe

*Source: VDMA Jan.-March 2023

Executive Summary

Basler Performance

Basler Performance

- Bookings down -39 %, billings down -15 %
- High exposure to weak vertical markets and regions
- Ongoing cancellations in Asia, especially China
- Pre-tax earnings margin of -2.8 %
- Successful Go-Live of SAP S/4 Hana. Challenging hypercare phase in Q1 led to process problems in shipping and delay in deliveries -> missed internal revenue target by appr. 3 Mio. Euro
- Management already initiated a savings program to react appropriately to the market conditions and the Q1 results

Executive Summary

Environmental Policy

SUSTAINABILITY REPORT 2022

Our values and our responsibility – for today and the future



Basler's climate and environmental policy defines the following targets:

- net zero emissions in Scopes 1 and 2 by the end of 2030
- a significant reduction of Scope 3 emissions in relation to sales

Executive Summary

The Team

FTEs e/o March 2023

37% Sales & Marketing

21% Production

15% Administration

27% R&D

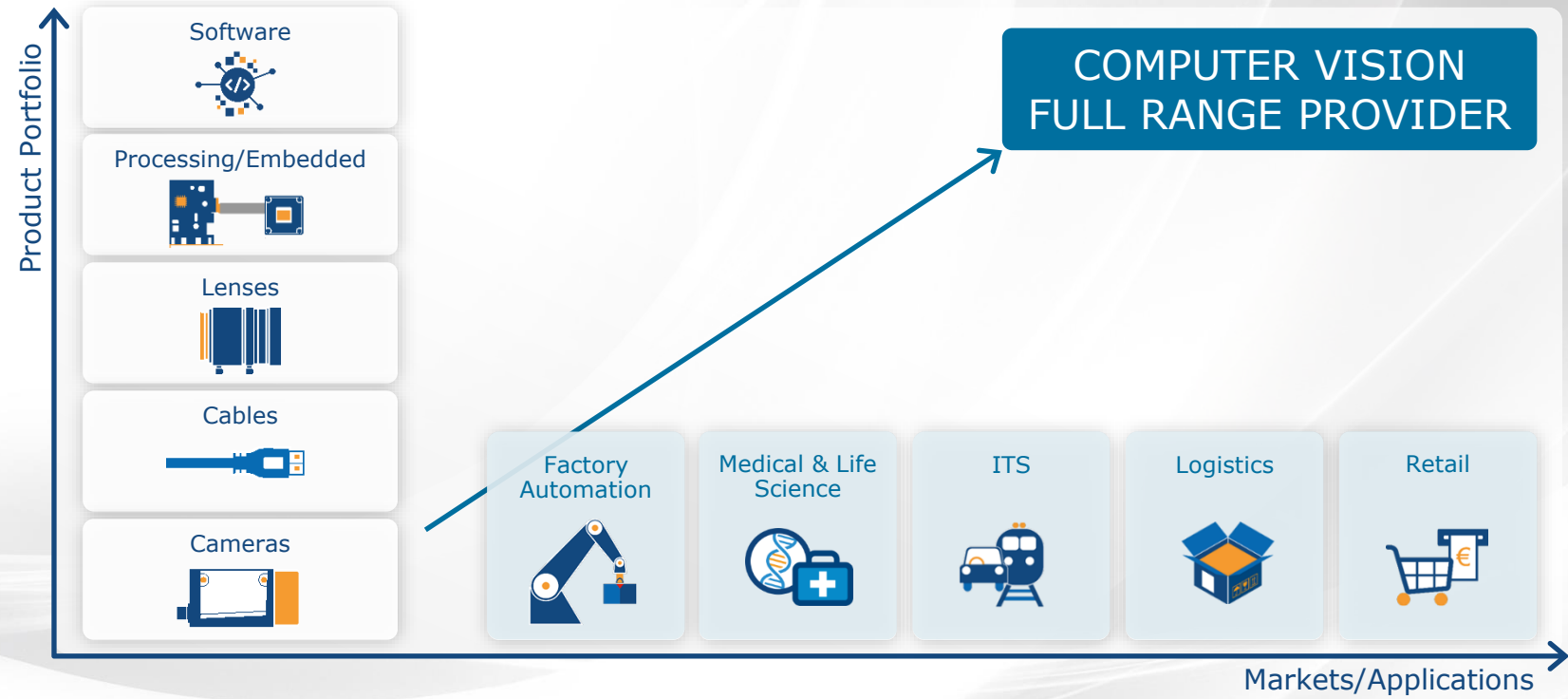


1,139

€ 10.1 mill. R&D investments in Q1 2023
19 % from sales due to signification increase of R&D staff
combined with low revenue level in Q1

Executive Summary

From Camera Manufacturer to Full Range Provider



Agenda

1. Executive Summary

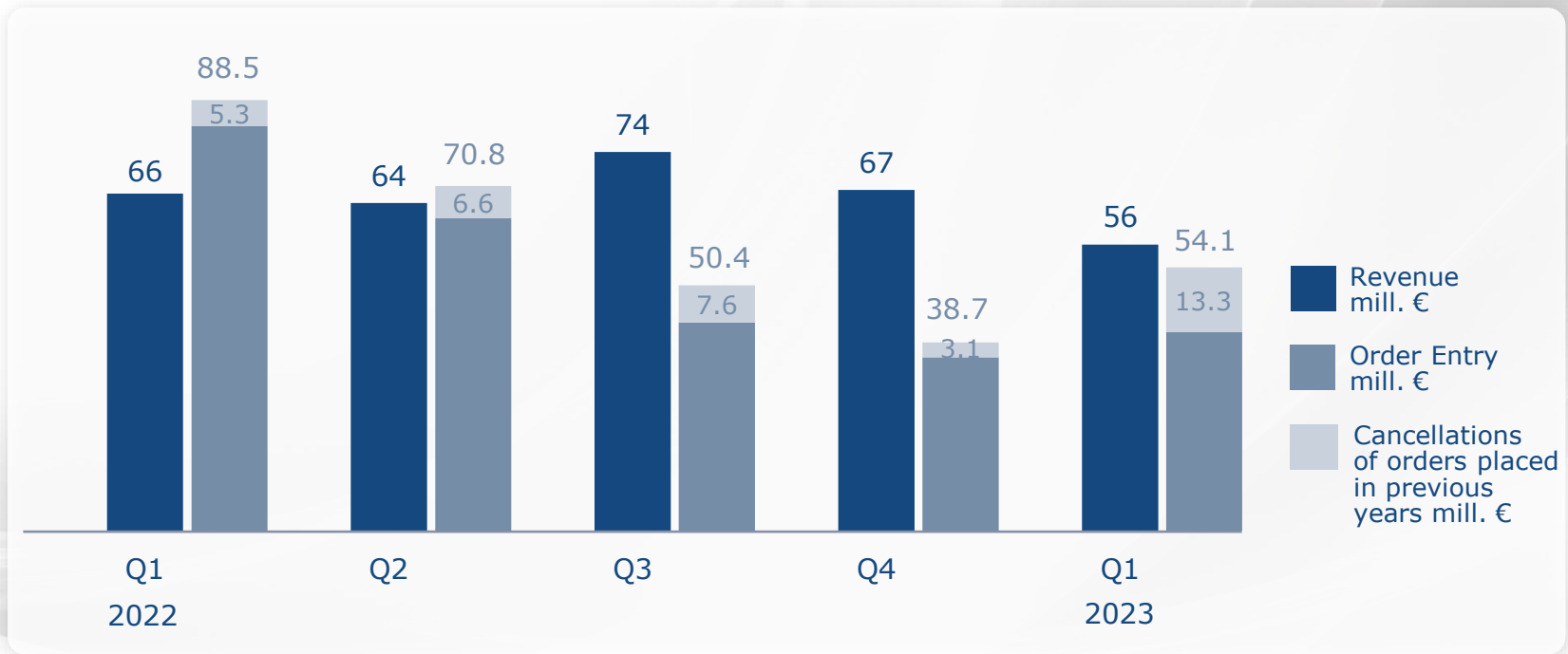
2. Financials

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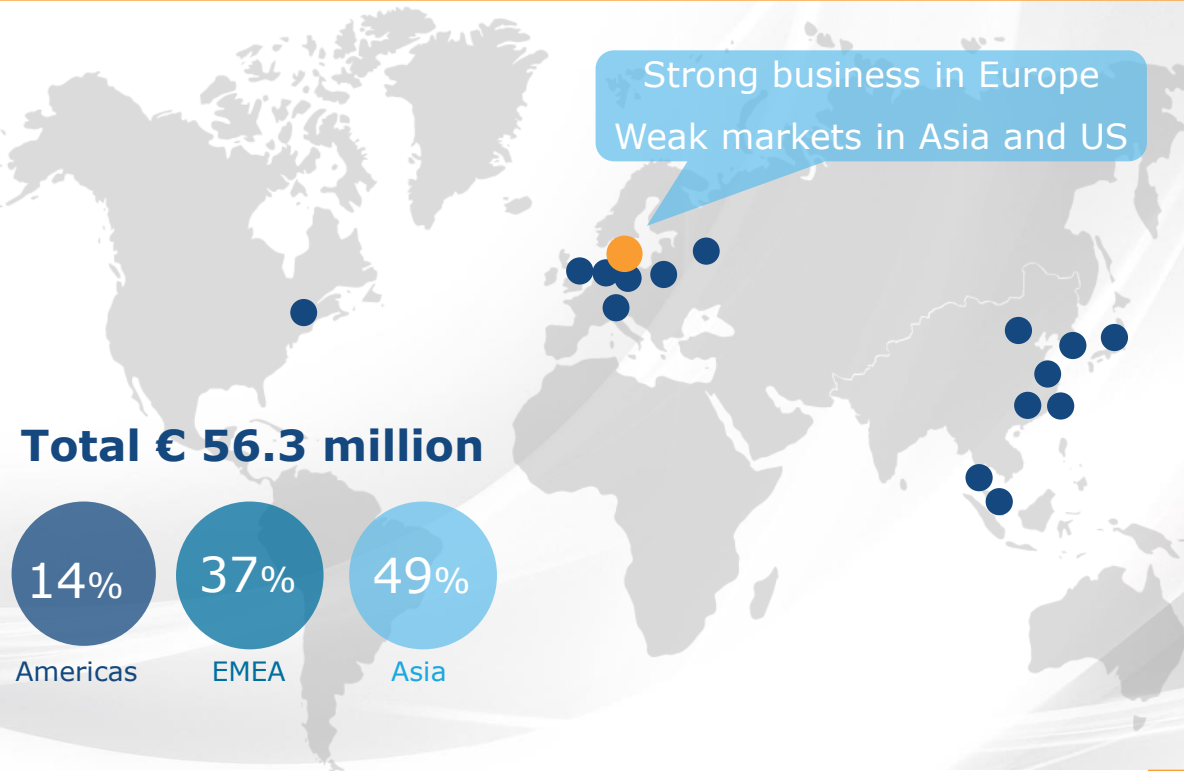
Financials

Development of Bookings and Billings



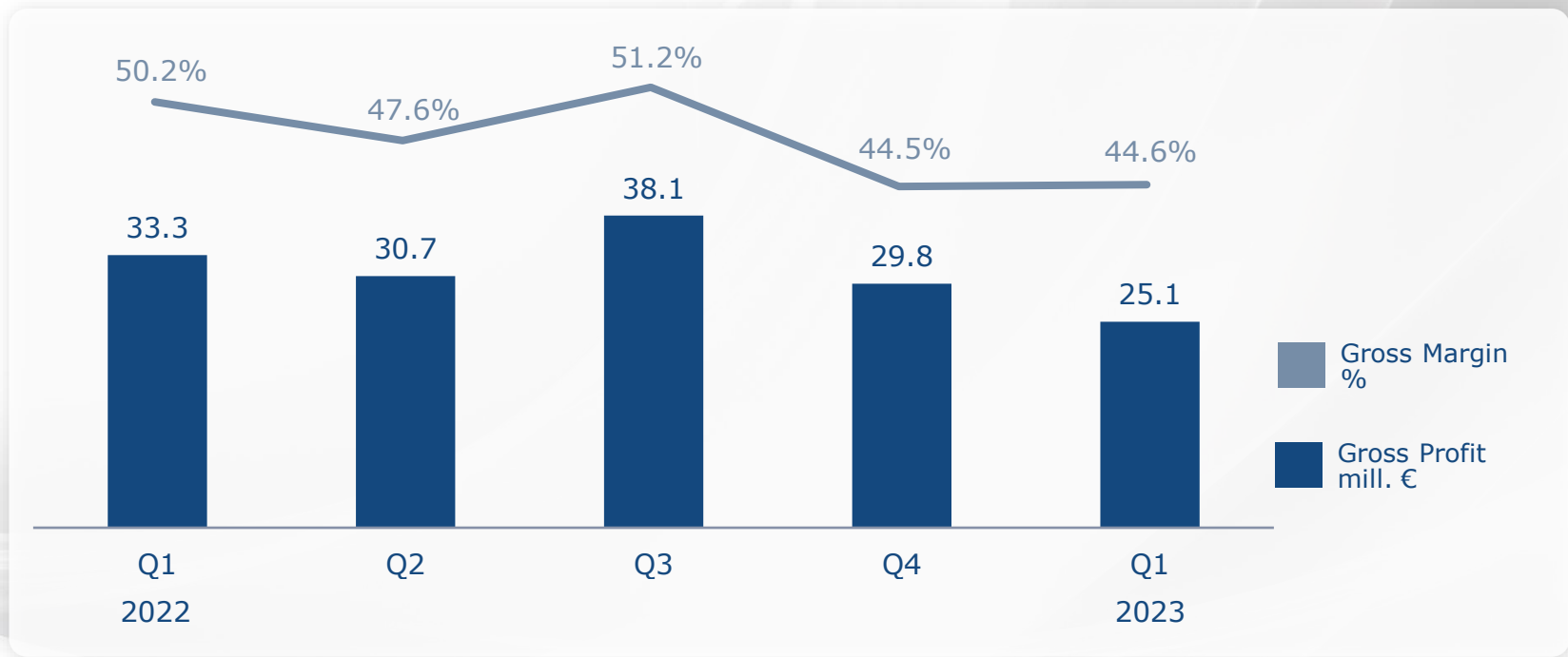
Financials

Revenue Split by Regions Q1 2023



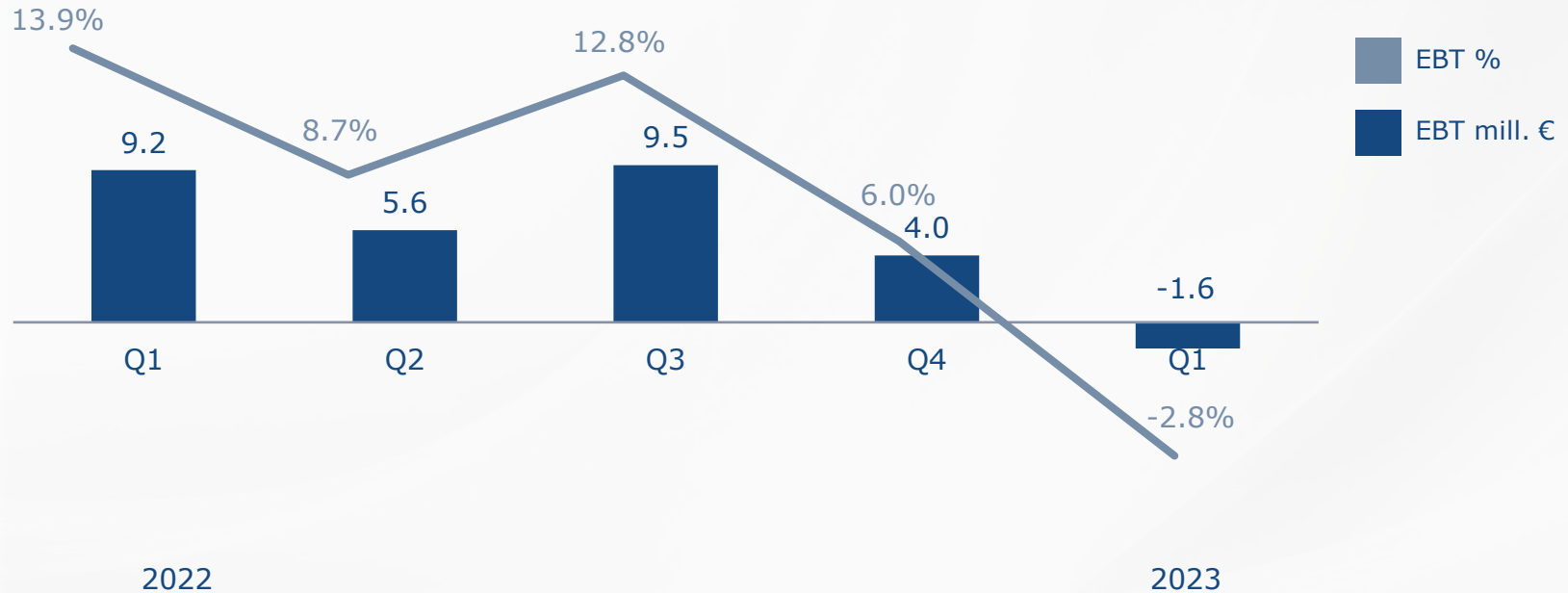
Financials

Development of Gross Profit and Margin



Financials

Development of EBT and EBT-Margin



Financials

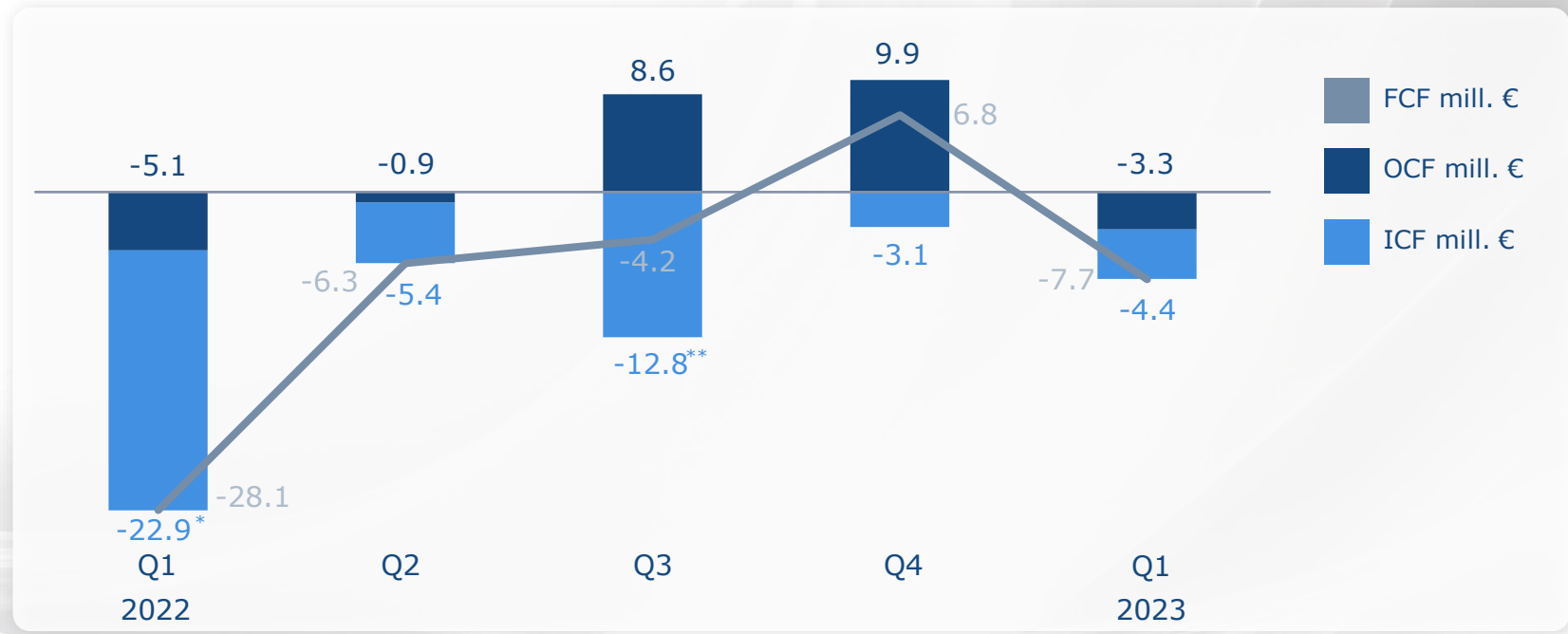
P&L KPIs Q1/2023 versus Q1/2022 (in € mill.)

	Q1/2023	Q1/2022	+/-
Order Entry	54.1	88.5	-39 %
Sales	56.3	66.3	-15 %
Gross Profit	25.1	33.3	-25 %
Gross Profit Margin	44.6 %	50.2 %	-5.6 Pp.
EBITDA	3.6	13.4	-73 %
EBIT	-1.2	9.3	>-100 %
EBT	-1.6	9.2	>-100 %
EBT-Margin	-2.8 %	13.9 %	-16.7 Pp.
Net Income	-2.2	6.8	>-100 %
EPS*	-0.07	0.23	>-100 %

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

Financials

Development of Free Cashflow



* extraordinary M&A investment (DATVISION and IOVIS, Korea) ** extraordinary M&A investment (Basler Italy and Basler France)

Financials

Cashflow Q1-2023 vs. Q1-2022 (in € mill.)

CASHFLOW	Q1/2023	Q1/2022	+/-
Cash, b.o. period	28.7	54.8	-48 %
Cashflow from Operations	-3.3	-5.1	-36 %
Cashflow from Investments	-4.4	-22.9	-81 %
Free Cashflow	-7.7	-28.1	-73 %
Cashflow from Financing	-2.0	13.6	>-100 %
Cash, e.o. period	19.0	40.4	-53 %

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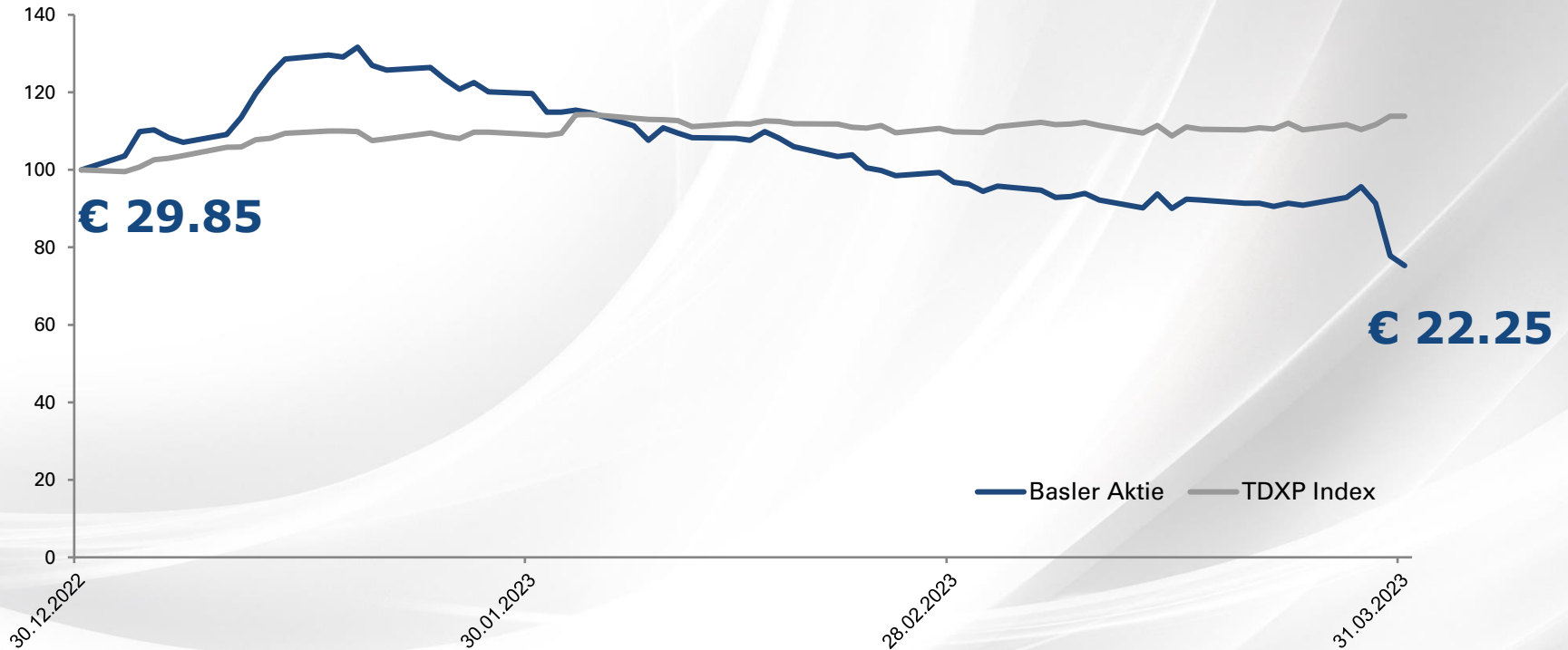
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Share

Basler Share versus TecDax



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Outlook

Assumptions upcoming 2023

For upcoming 2023, we expect:

- Gloomy market conditions:
 - order entries to stay on a low level in Q2 but cancellations will phase out
 - recovery expected in HY2/2023
 - geopolitical uncertainties remain
 - high competition intensity in China
- Gross margins expected to increase slightly by positive pricing effects, clearance of inventories from expensive spot buys. Headwinds from price pressure in China.
- High pressure on profit margin due to market headwinds and increasing costs (larger organization, cost of living increase, inflation).



Outlook

Forecast 2023

Under these assumptions and even with the very weak start into the year we confirm our guidance for 2023:

- **Revenue € 235 - 265 mill.**
- **EBT-Margin 5 - 8 %**

In order to keep the company above 5% pre-tax profit margin even in the lower area of the revenue corridor we already implemented a savings program that has become effected starting from April onwards.



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