

Final Results 2016

March 31st, 2017



Hardy Mehl (CFO/COO)



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All these statements are based on assumptions made by the Executive Board using information available to it at the time.

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The Executive Management Board therefore cannot assume any liability for the statements made.



Agenda

- **Review**
- Financials
- Share
- Outlook





Review 2016

Highlights 2016 (1/2)

- Significant tailwind in the first half of the year and Q4 due to strong project business driven by Asian electronic production
- Gained market share in the camera industry: Revenue growth of ~14% versus ~4% market growth (source: VDMA)
- Organizational growth: 21 new employees with a low fluctuation of approximately 2% - progress in business performance and increase in productivity
- Positive Book-to-Bill ratio over the whole year
- Positive free cash flow covering the financial expense and increasing the net cash position



Review 2016

Highlights 2016 (2/2)

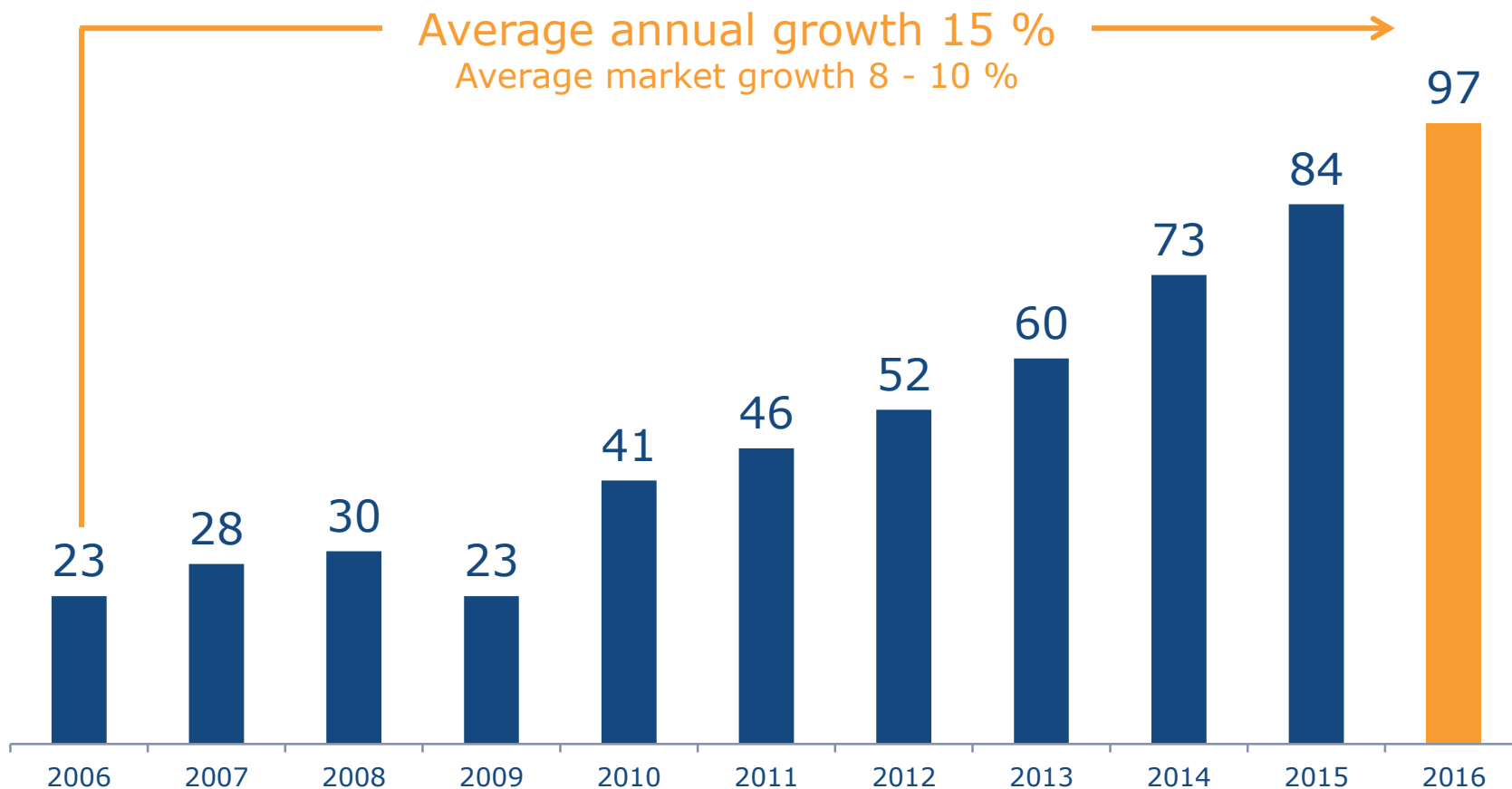
- Expansion of *ace* product line with various CMOS sensors
- High demand for interface technologies GigE, USB as well as CMOS-sensor based cameras
- Further penetration of medical applications
- Launch of first 3D camera based on so-called time-of-flight (TOF) technology
- Expansion of entry level product line *dart*





Review 2016

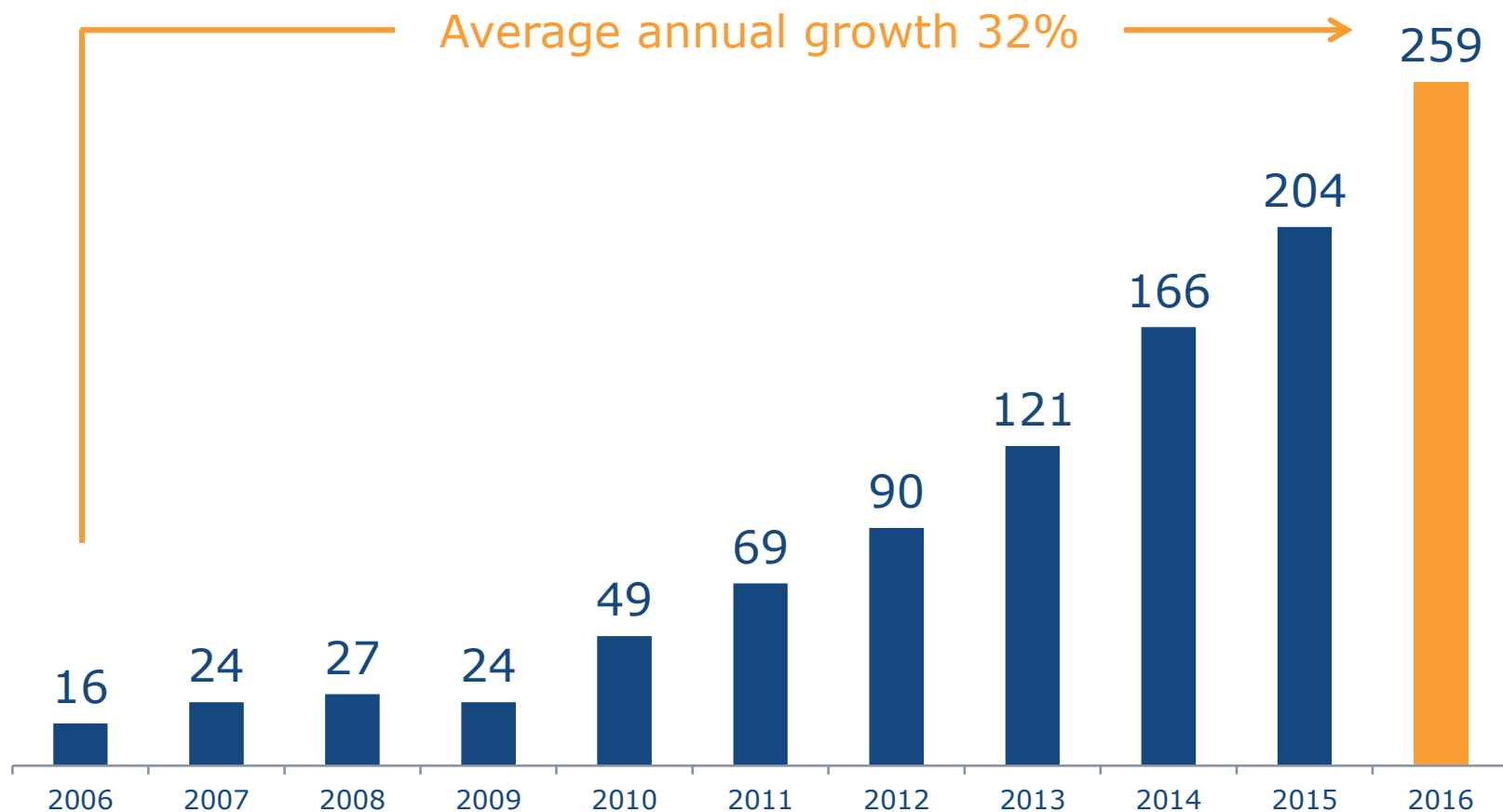
Camera Business [mill. €]





Review 2016

Camera Units sold [KPCS]





Agenda

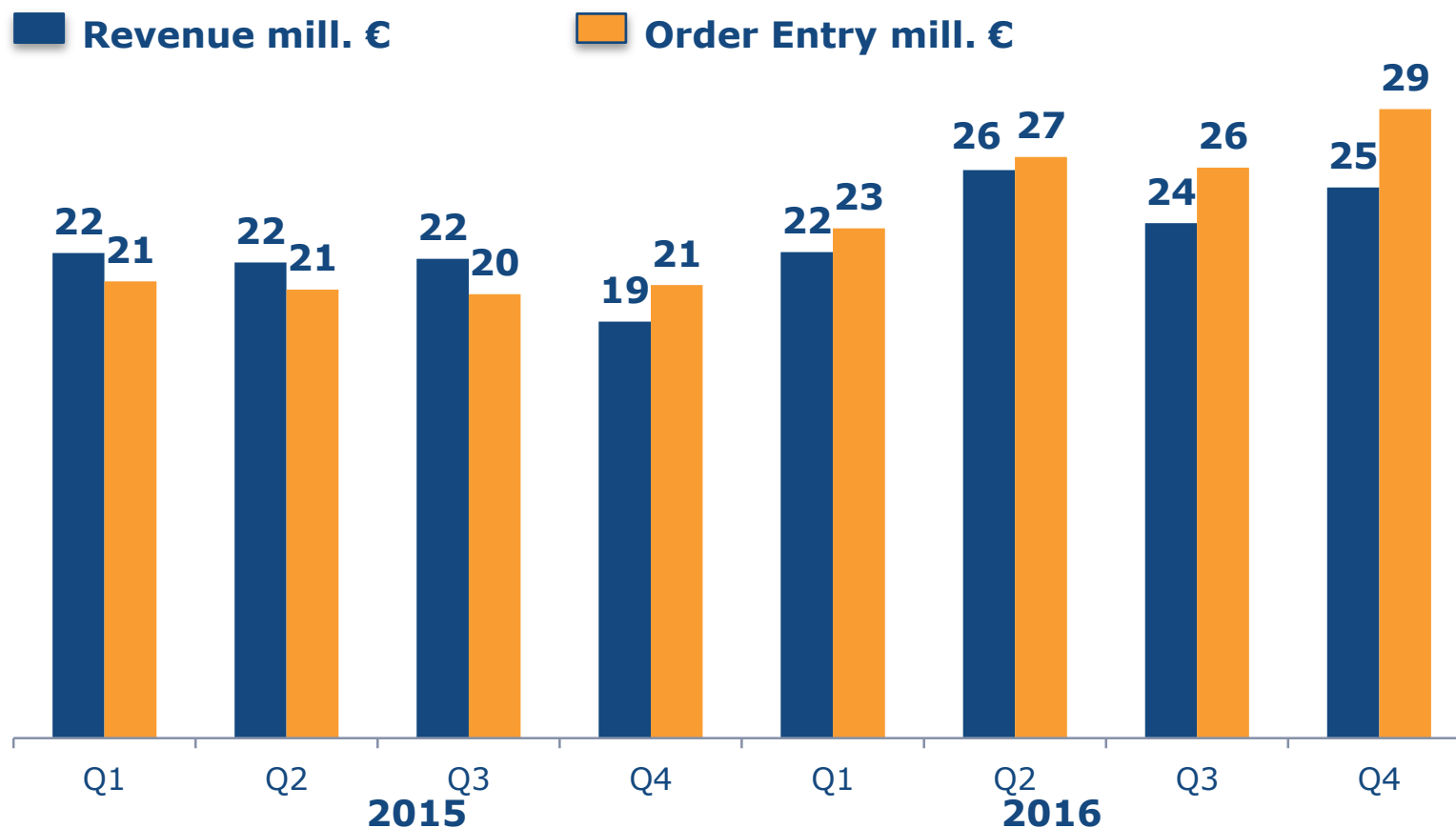
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Revenue & Order Entry

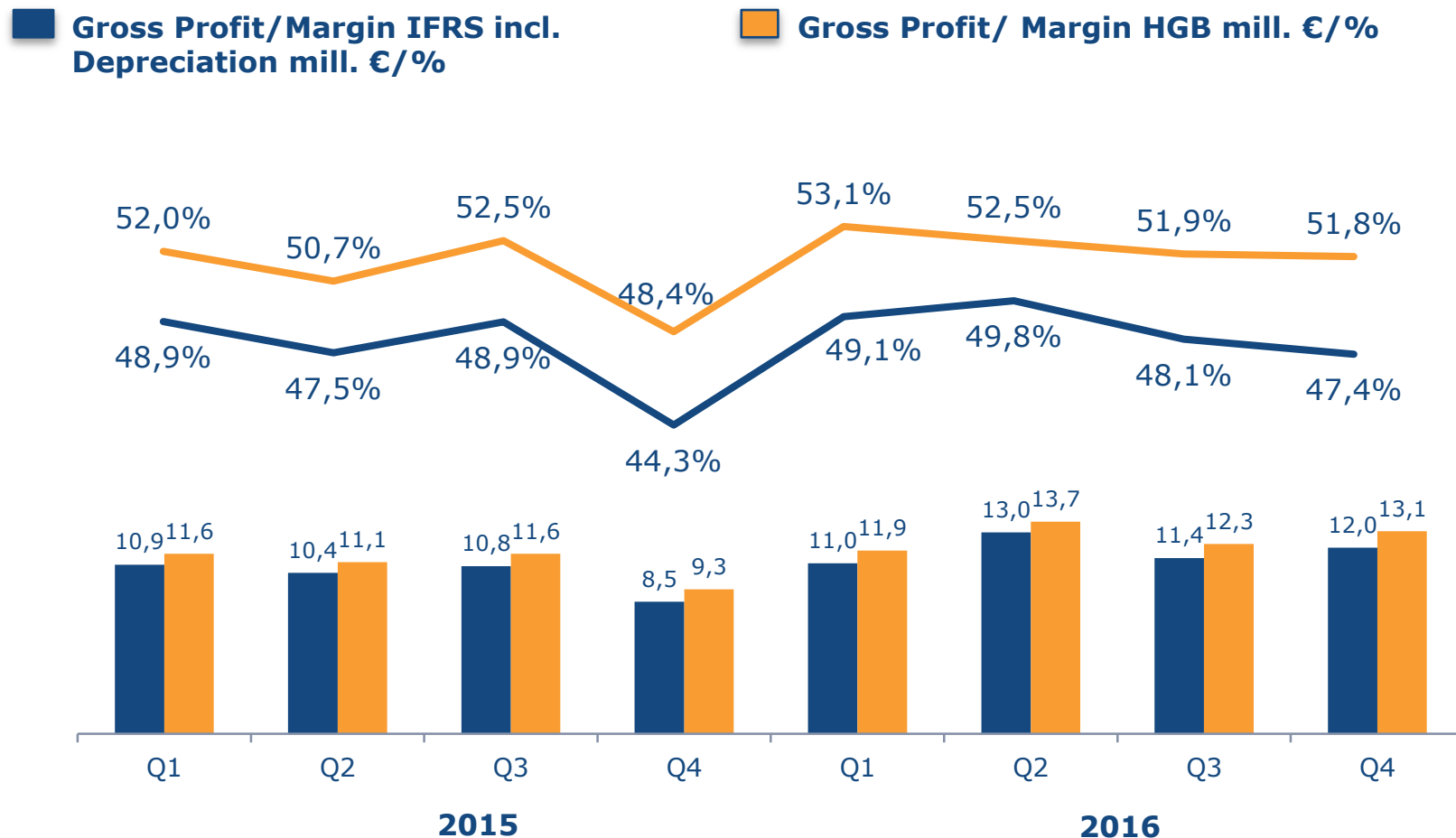
Quarterly Booking and Billings





Gross Profit & Gross Margin

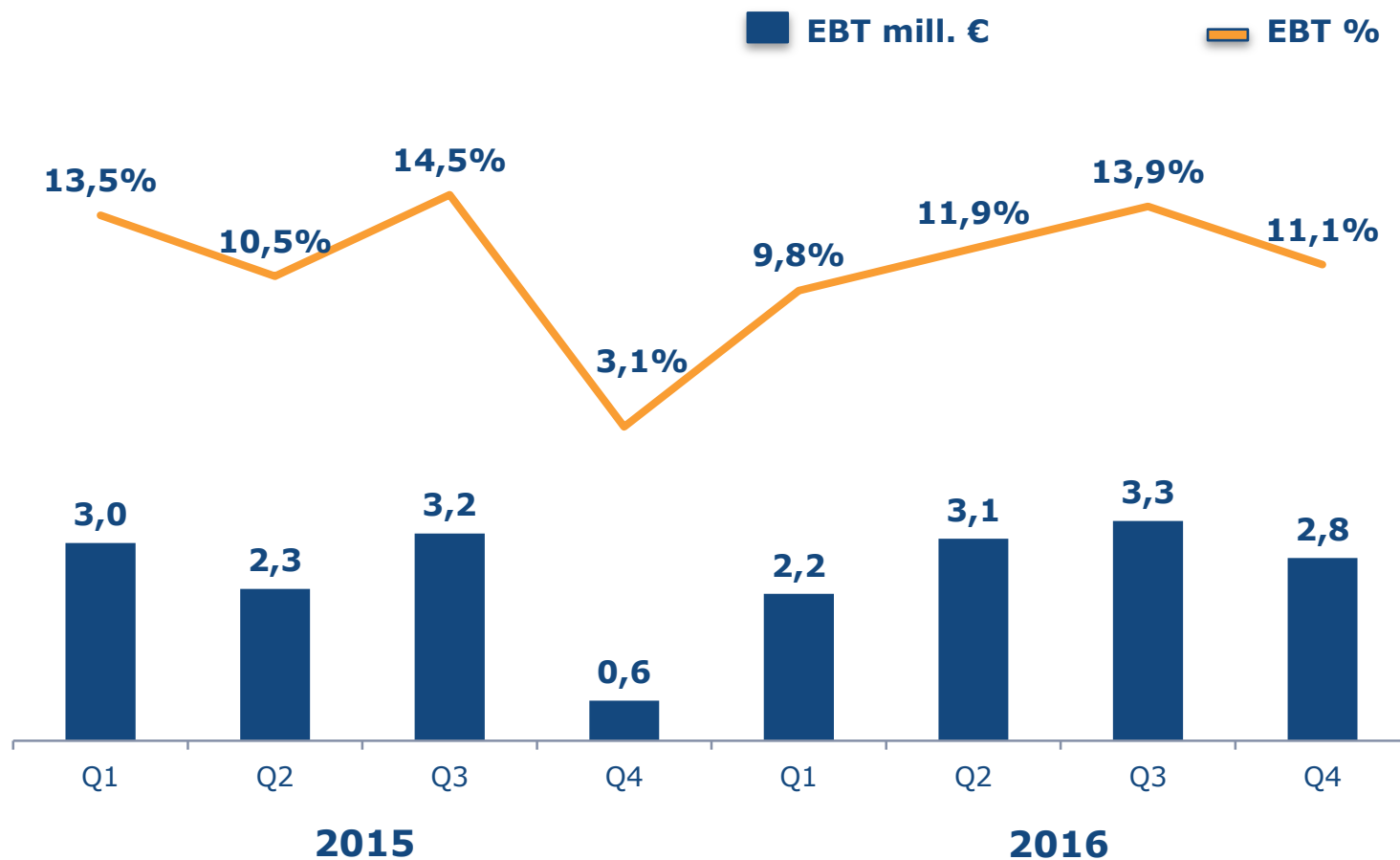
Development of Gross Profit and Gross Margin (HGB and IFRS)





Earnings before Tax

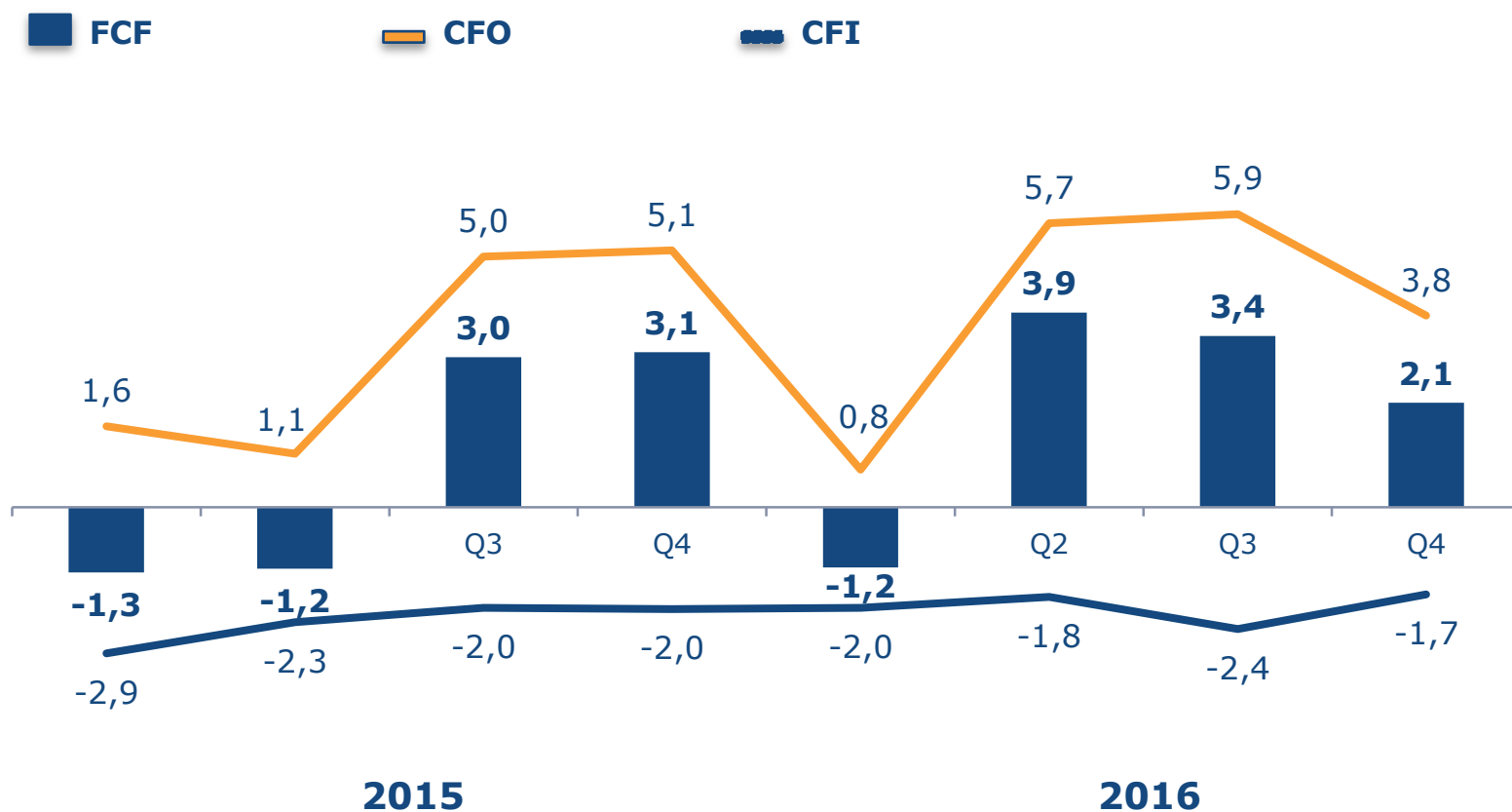
EBT Development by Quarter





Free Cash Flow

Free Cash Flow (mill. €) Development by Quarter





Profit & Loss KPIs

2016 vs. 2015

	2015	2016	+/-
Order Entry	83.0	105.4	+27%
Sales	85.4	97.5	+14%
Gross Profit	40.7	47.5	+17%
EBITDA	16.0	18.8	+17%
EBIT	10.0	12.2	+22%
EBT	9.1	11.4	+25%
Net Income	6.2	7.9	+27%
EPS*	1.94	2.45	+26%



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

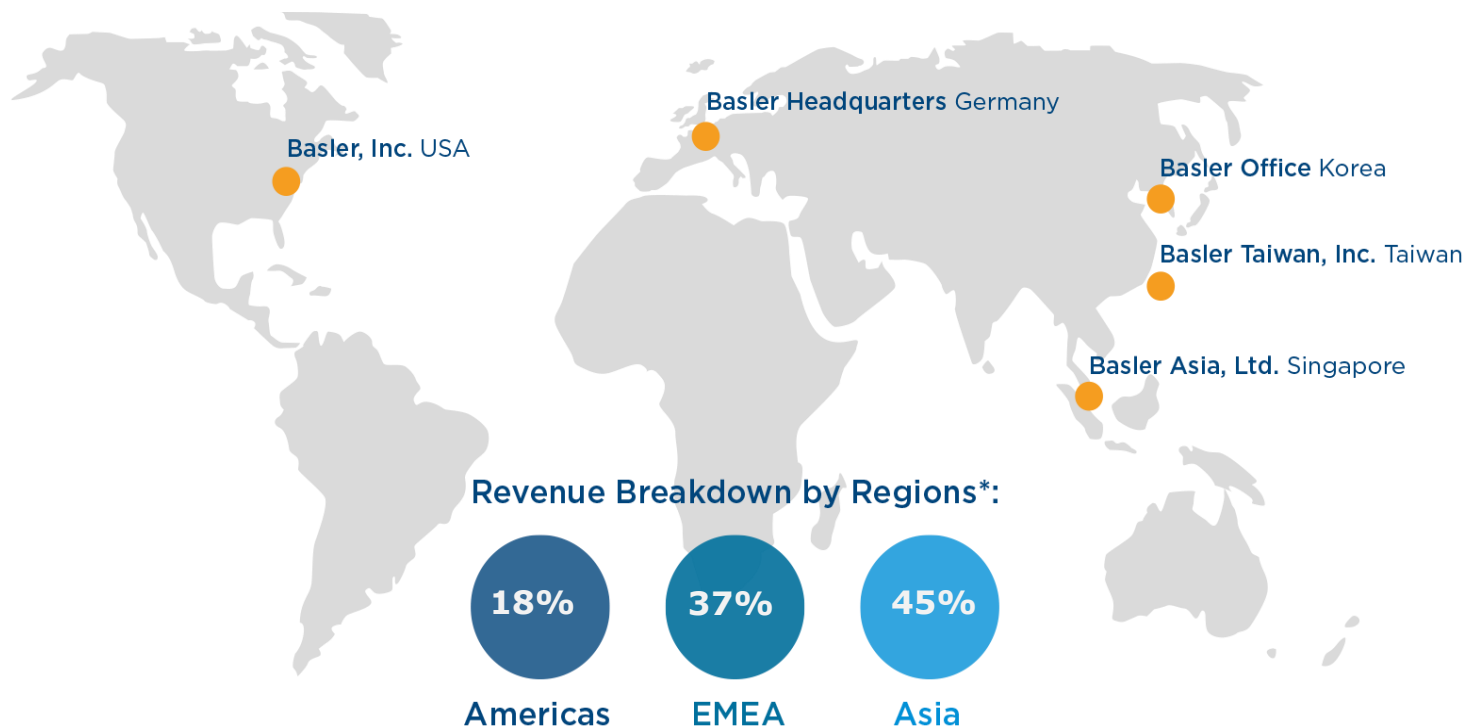
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Regional Revenue Breakdown

Revenue Split by Region



*as of December 31, 2016



Cash Flow & Liquidity

2016 vs. 2015

	2015	2016	+/-
Cash, b.o. period	12.8	14.0	+9%
Cashflow from Operations	12.9	16.1	+25%
Cashflow from Investments	-9.3	-8.0	-14%
Free Cashflow	3.6	8.1	+125%
Cashflow from Financing	-2.3	-2.7	+17%
Cash, e.o. period	14.1	19.4	+38%



*All numbers in € mill.



Net Cash

Net Cash e/o 2016 vs. e/o 2015

	Dec. 31st, 2015	Dec. 31st, 2016	+/-
Liabilities to banks	-7.4	-10.6	+43%
Cash & Cash equivalents	14.0	19.4	+39%
Net Cash	6.6	8.8	+33%



Basler bought 26,116 additional treasury shares in 2016.
Total amount at Dec. 31, 2016: 284,753 own shares corresponding to almost 8.1%

*Numbers in € mill.



Balance Sheet Dec 31st, 2016

Assets

	2015	2016	+/-
Intangible assets	20.8	22.5	+8%
Fixed assets	6.3	6.7	+6%
Buildings and land in finance lease	15.3	14.6	-5%
Deferred tax claims	0.1	0.1	0%
Long-term assets	42.5	43.9	+3%
Inventories	10.7	14.6	+36%
Receivables from deliveries and service	7.8	10.4	+33%
Other short-term assets	1.6	2.1	+31%
Cash in bank and cash in hand	14.0	19.4	+39%
Short-term assets	34.1	46.5	+36%
Total assets	76.6	90.4	+18%



*Numbers in € mill.



Balance Sheet Dec 31st, 2016

Liabilities

	2015	2016	+/-
Equity	45.2	50.0	+11%
Long-term liabilities to bank	6.8	9.8	+44%
Liabilities from finance lease	10.1	8.6	-15%
Other long-term liabilities	4.8	6.3	+31%
Long-term liabilities	21.7	24.7	+14%
Other financial liabilities	1.6	1.5	-6%
Short-term accrual liabilities	2.0	3.5	+75%
Short-term other liabilities	6.1	9.6	+57%
Current tax liabilities	0.1	1.0	>100
Current financial debt	9.8	15.6	+59%
Total liabilities	76.7	90.3	+18%

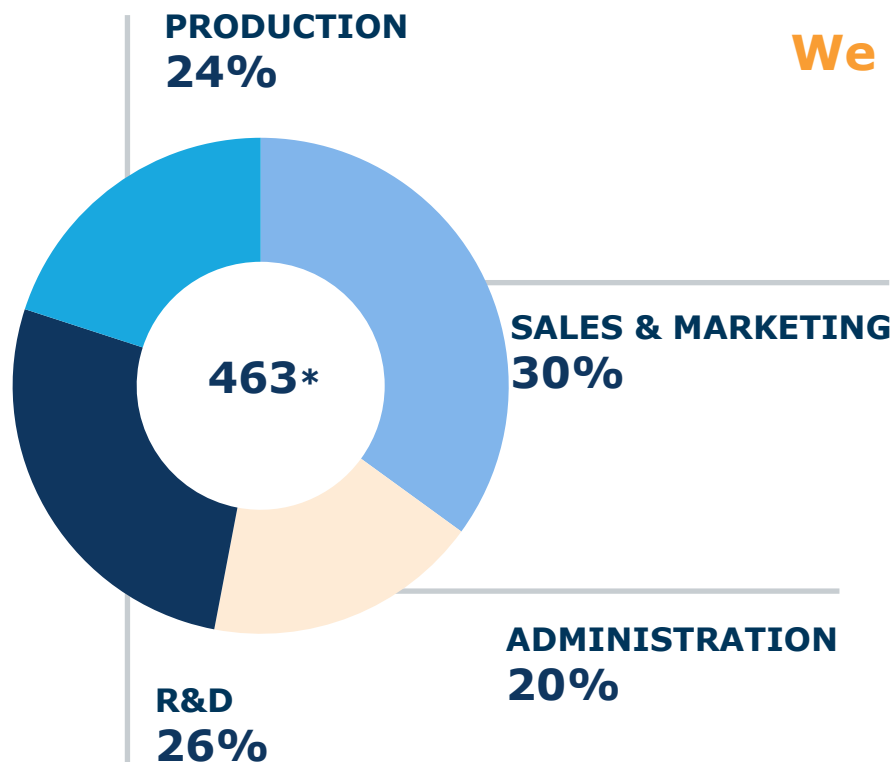


*Numbers in € mill.



Personnel & Hires

New Hires and Distribution by Function



We hired 21 new employees in 2016



*Dec. 31st, 2016: 463 fulltime equivalent jobs



Agenda

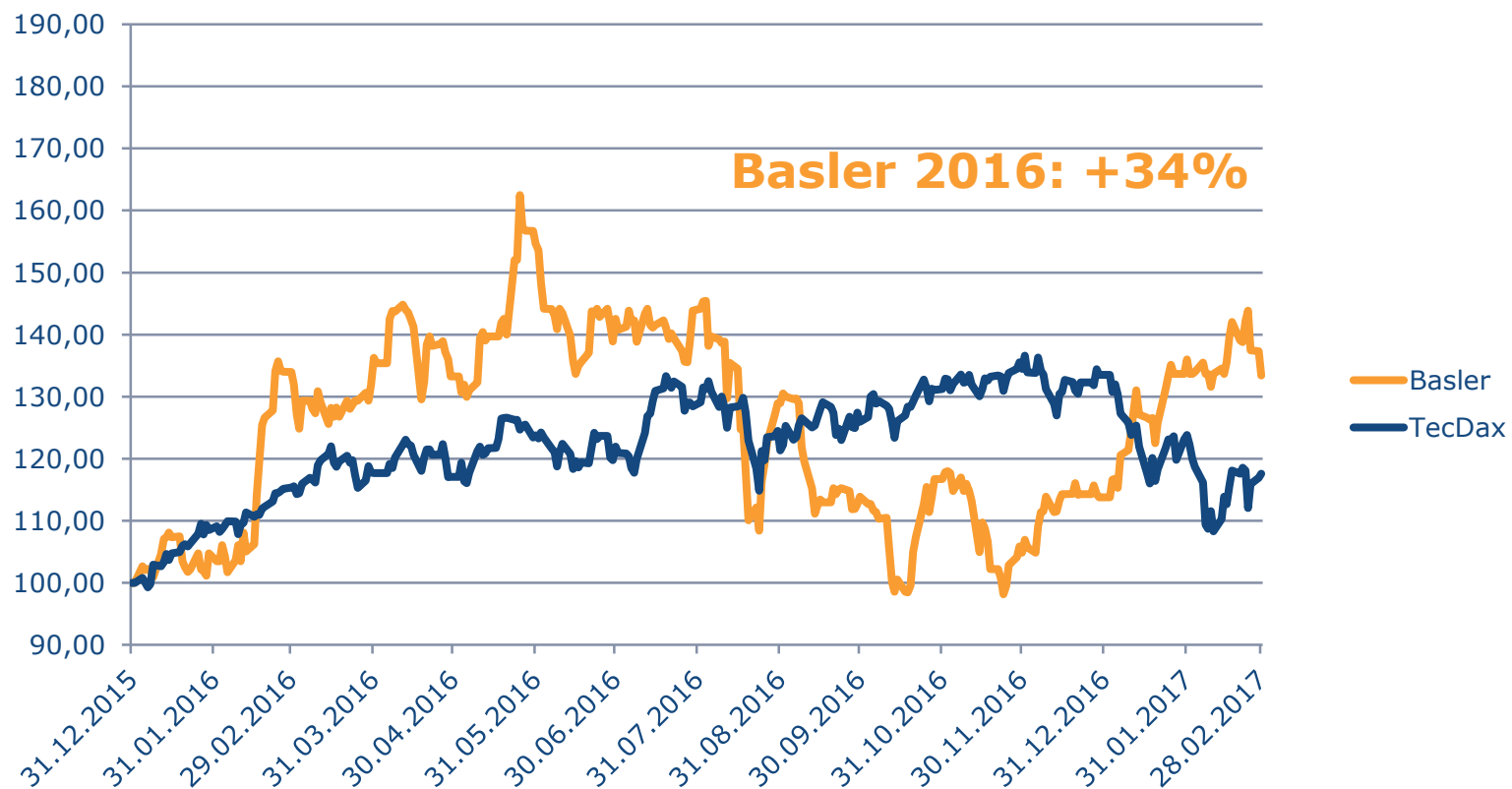
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Basler Share 2016

Basler Share versus TecDax





Basler Share 2016

Dividend

- Market cap Dec 31st, 2016: € 194.1 million
- Dividend:

Proposal 2016 = € 0.74 per share

2015 = € 0.58 per share

2014 = € 0.70 per share

2013 = € 0.47 per share

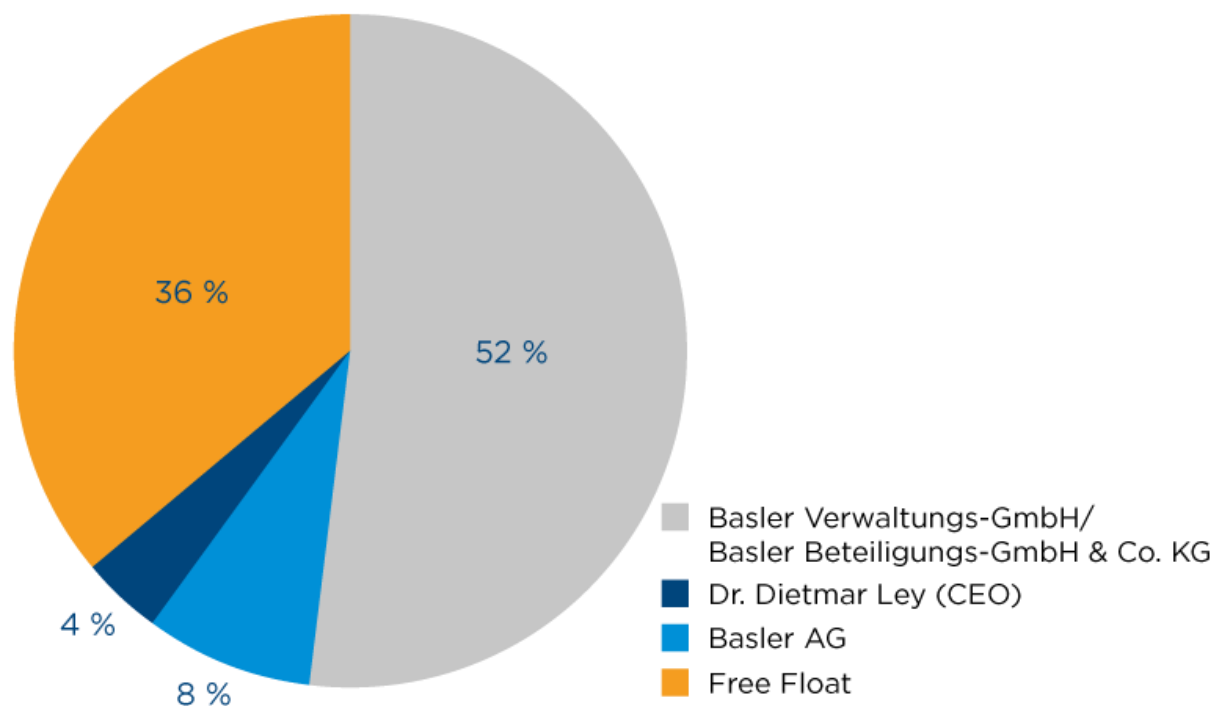
2012 = € 0.30 per share





Basler Share

Shareholder Structure



*as of December, 2016

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Outlook

Macro Environment

For 2017 we expect

- a stronger market compared to last year with ~8-10% growth
- all main regions to grow. South Korea as well as China to grow over-proportionally
- strong Capex/demand for cameras from electronic and semiconductor industry in H1 2017
- no major currency shifts (Japanese Yen, USD)





Outlook

Critical Success Factors for 2017

We need to

- further expand market leadership in GigE Vision and leverage early-mover advantage with regard to USB3 Vision interface
- profit from CCD to CMOS sensor trend
- leverage premium market access
- deliver on peak demands in H1/2017





Outlook

2017 Guidance

Based on the macro environment and a very strong order entry in Q1/2017 (>50 mill. €) we expect an exceptional year for Basler.

Our guidance:

- Revenues 120 - 130 mill. €
- EBT-Margin 13 – 15 %
- Strong positive Free Cashflow



Questions & Answers



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