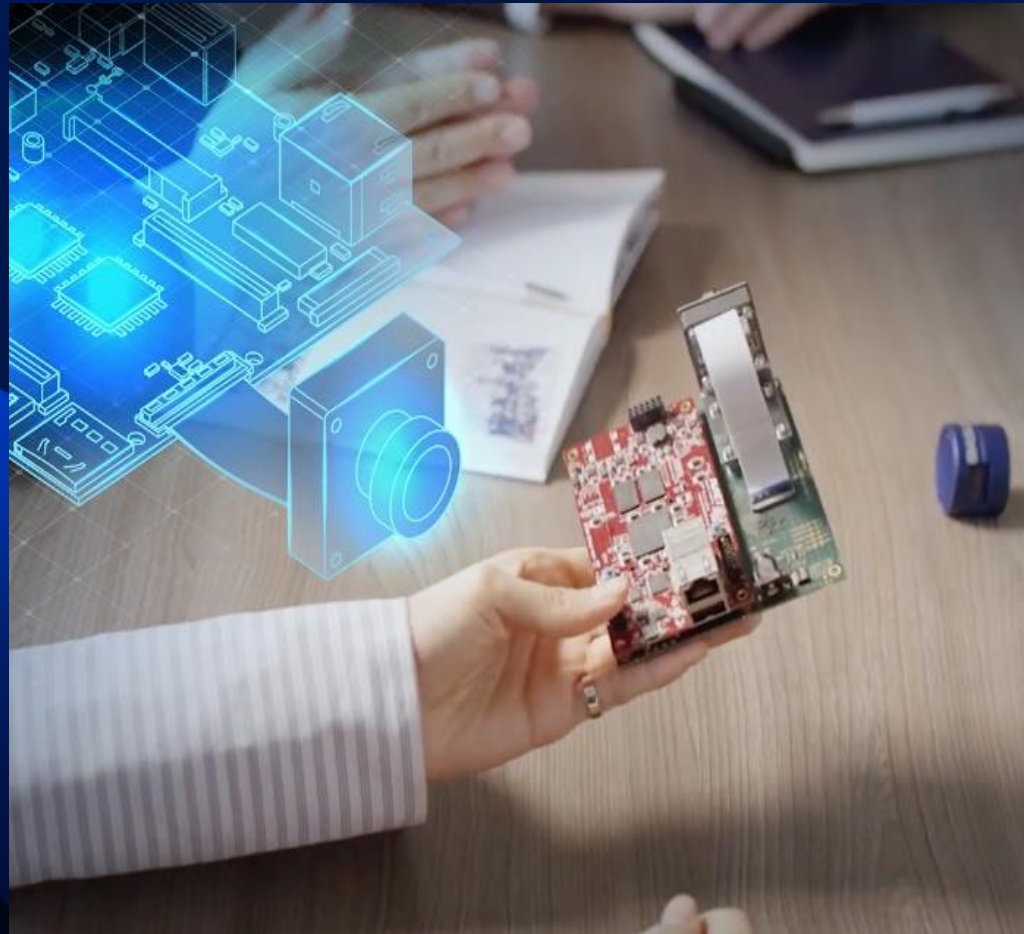




3-Months Report 2025

May 8th, 2025

Hardy Mehl | CCO/COO
Ines Brückel | CFO



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

01 Executive Summary

02 Financials

03 Share

04 Outlook

05 Q&A



Executive Summary

Introduction Ines Brückel – Our New CFO



Dr. Dietmar Ley

CEO

– with Basler since 1993

Responsibility:

- R&D
- Product Business Mngmt
- HR
- Organizational Development



Hardy Mehl

CCO / COO

– with Basler since 1999

Responsibility:

- Global Sales & Marketing
- Digital Customer Journey
- Operations
- Investor Relations



Ines Brückel

CFO

- with Basler since 2025

Responsibility:

- Finance
- Legal
- IT/SAP
- Administration

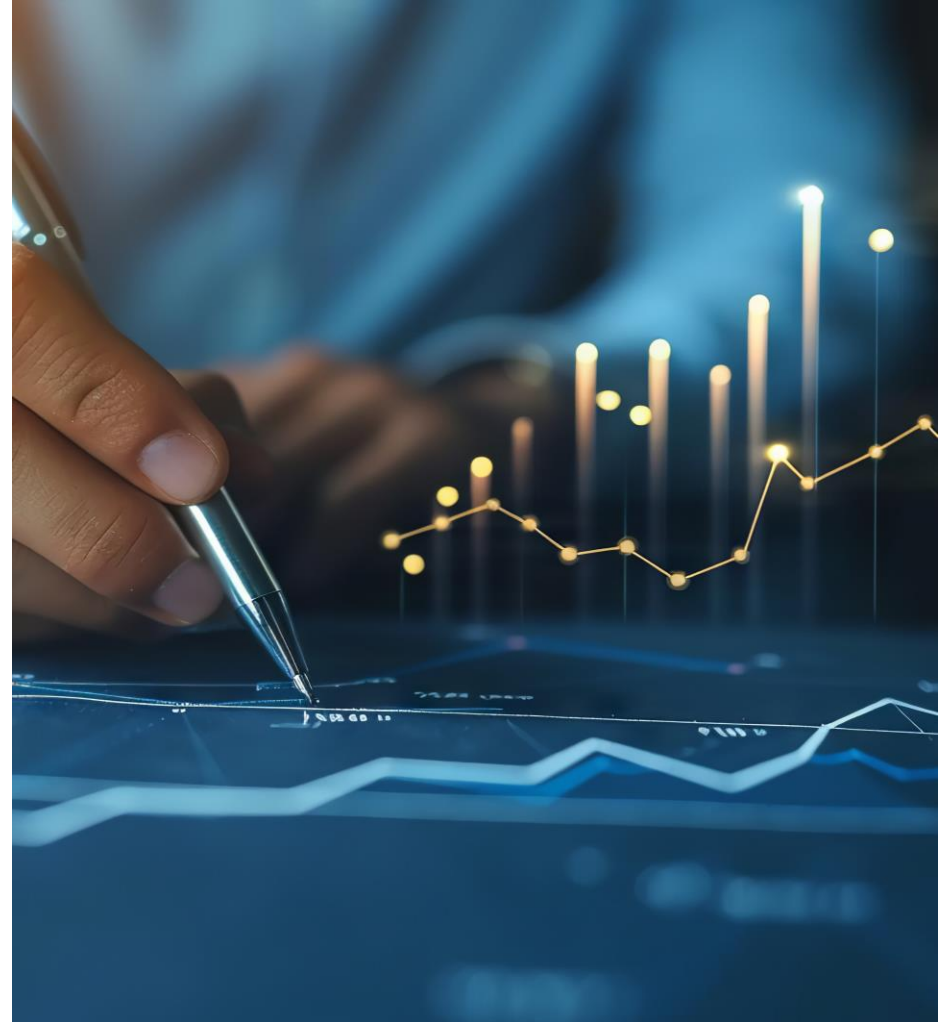
Executive Summary

Market Environment Q1 2025

German Industry for Vision Components:
Billings yoy +11 %, bookings yoy -5 % (VDMA)*

- Still low demand across all verticals, despite 3C battery inspection, semicon (advanced nodes) and logistics
- Inventory levels at customers have reached a normal level
- Ongoing high competition intensity, especially in China and Asia Pacific.
- Geopolitical uncertainties have risen

*Source: VDMA Jan. – March 2025; nominal values



Executive Summary

Basler Situation Q1 2025

Q1 2025 vs. Q1 2024:

Bookings yoy +18 %, billings yoy +37 %

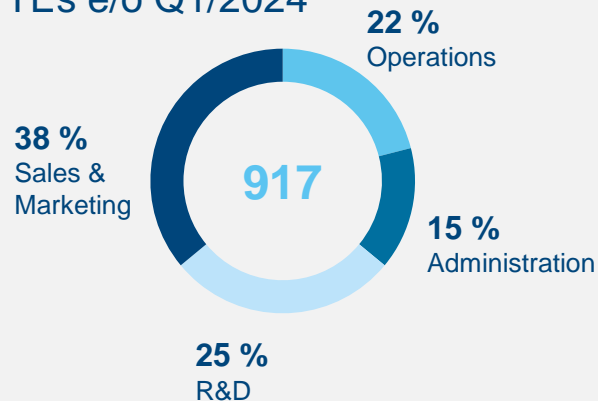
- Bookings growth and sizeable project wins in US and China back in Q4 2024 fueled high revenue increase of 37 % yoy
- Particularly in the USA and China, sales increased over-proportional. European market grew under-proportional, but also achieved double-digit sales growth outside of Germany
- Gross profit margin improvement to 48.1 % (Q1/2024: 44.6 %)
- Lowered break-even point ~180.0 mill. € sales
- Due to strong topline and gross margin improvement pre-tax result of +6.0 mill. €



Executive Summary

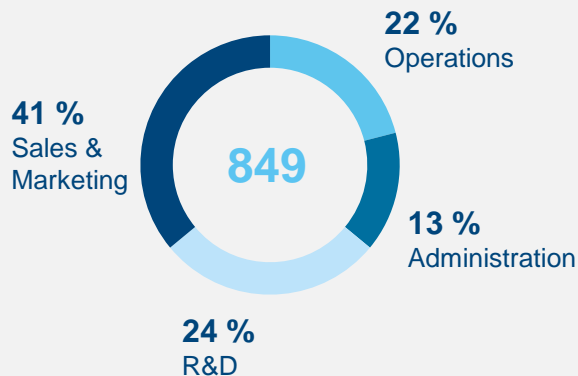
Team

FTEs e/o Q1/2024



R&D quota from sales: 17.0 %

FTEs e/o Q1/2025



R&D quota from sales: 12.6 %



Executive Summary

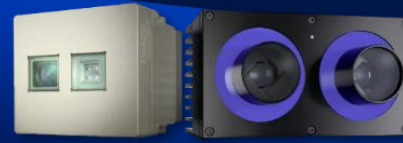
Constant Innovation in Product Portfolio



2D Mainstream Systems



2D Performance Systems



3D Imaging TOF & Stereo



Line Scan Systems



Pylon SDK

Executive Summary

Product update Q1

Basler presented in March at the LogiMAT in Stuttgart as a full-service provider for image processing solutions in the field of logistics automation with:

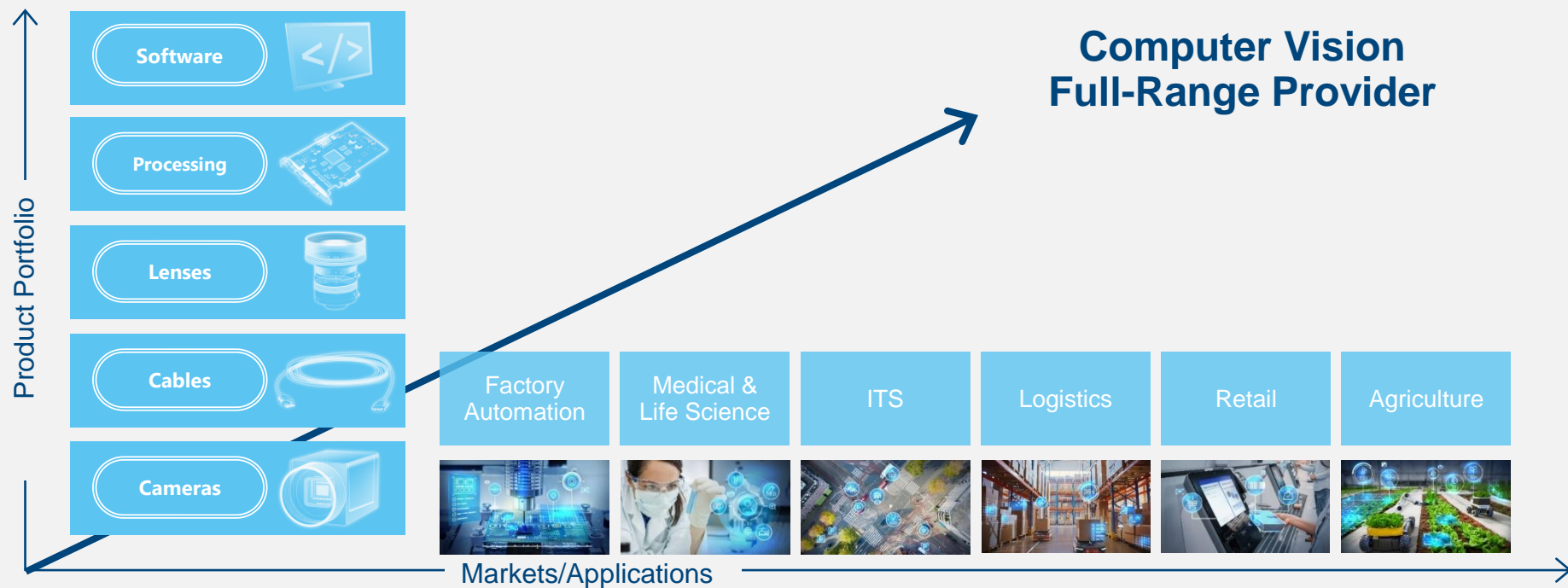
- Live demonstrations in the field of image-guided robotics
- 3D vision with the highest precision
- High-speed inspection and scanning

The live demonstrations illustrated the optimization possibilities for intralogistics, material flow, and warehouse management with Basler image processing.



Executive Summary

Progress in Full-Range Provider Strategy



Agenda

01 Executive Summary

02 Financials

03 Share

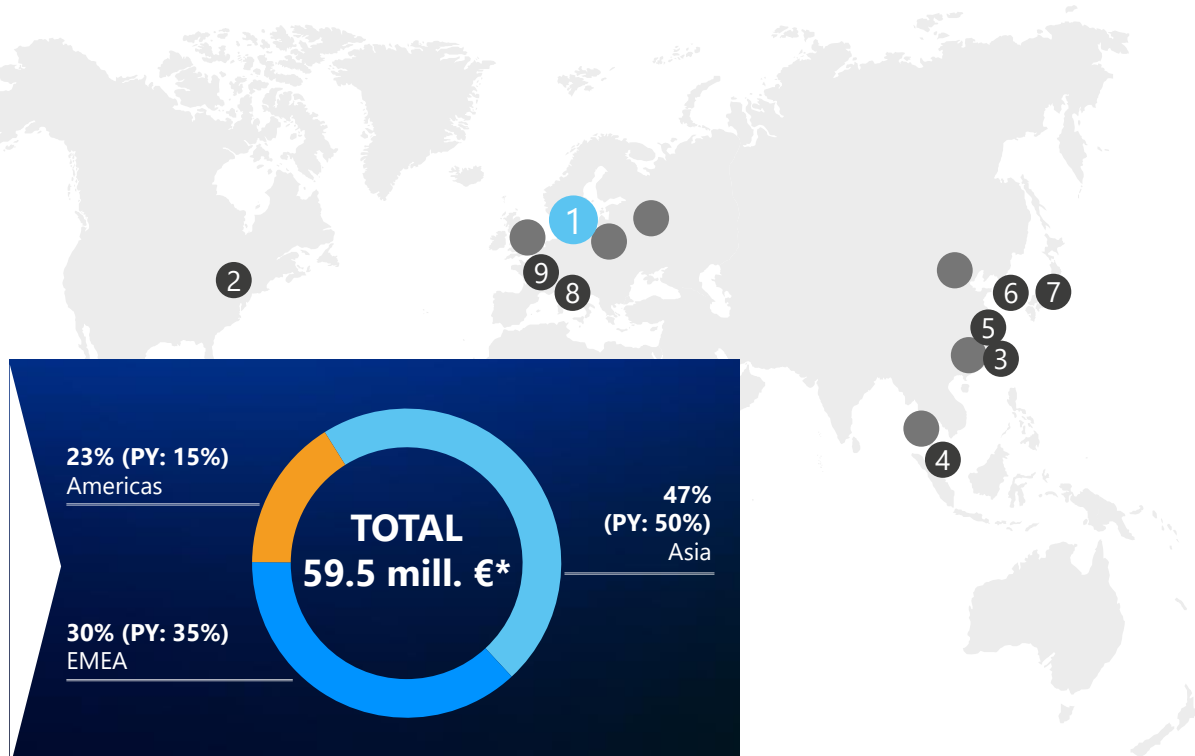
04 Outlook

05 Q&A



Financials

Sales Distribution by Region

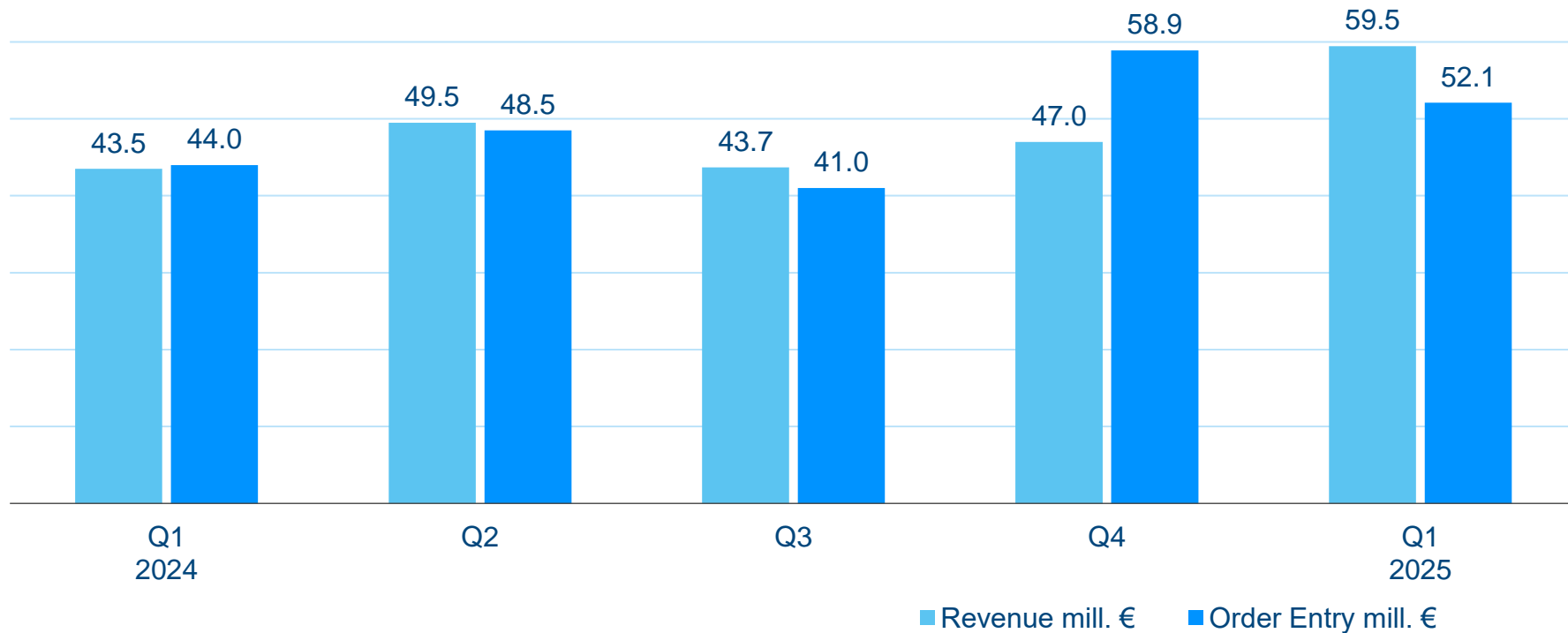


Global Organization

- 1 Headquarters, Germany
- 2 U.S
- 3 Taiwan
- 4 Singapore
- 5 China
- 6 Korea
- 7 Japan
- 8 Italy
- 9 France
- Sales Offices

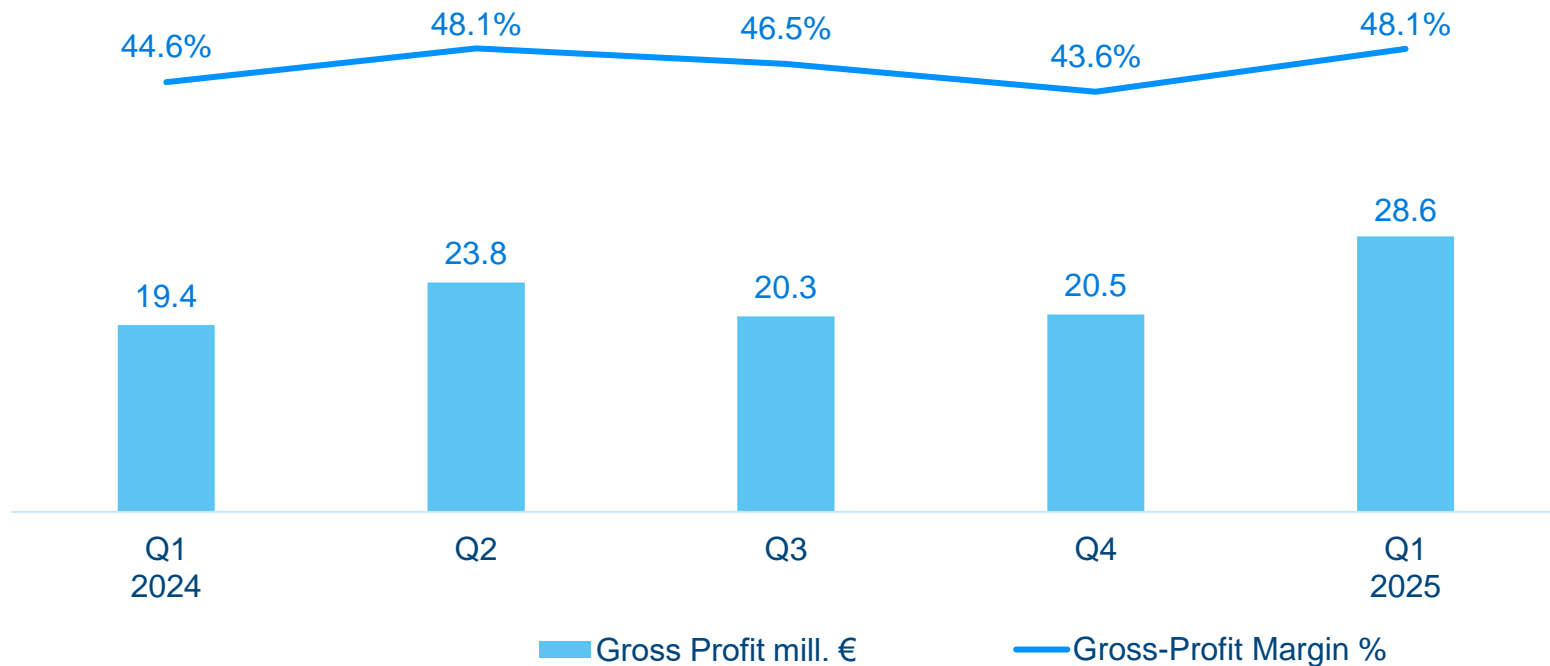
Financials

Bookings and Billings



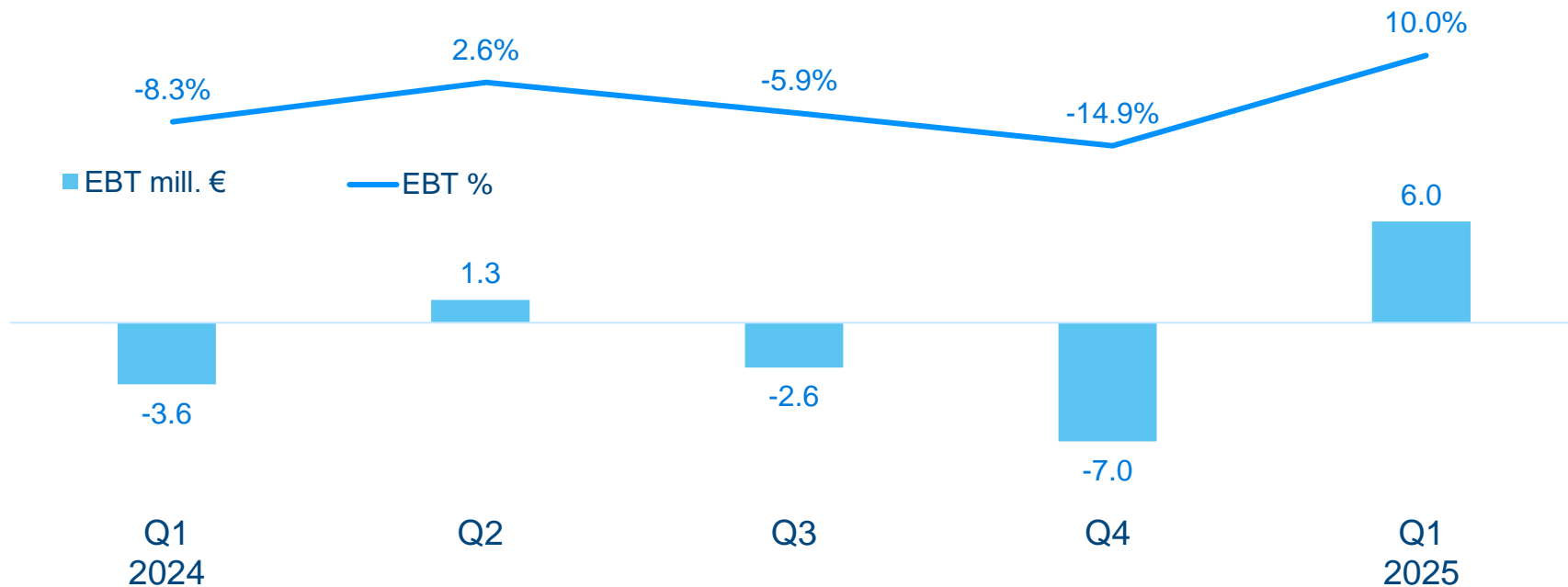
Financials

Gross Profit and Gross Profit-Margin



Financials

EBT and EBT-Margin



Financials

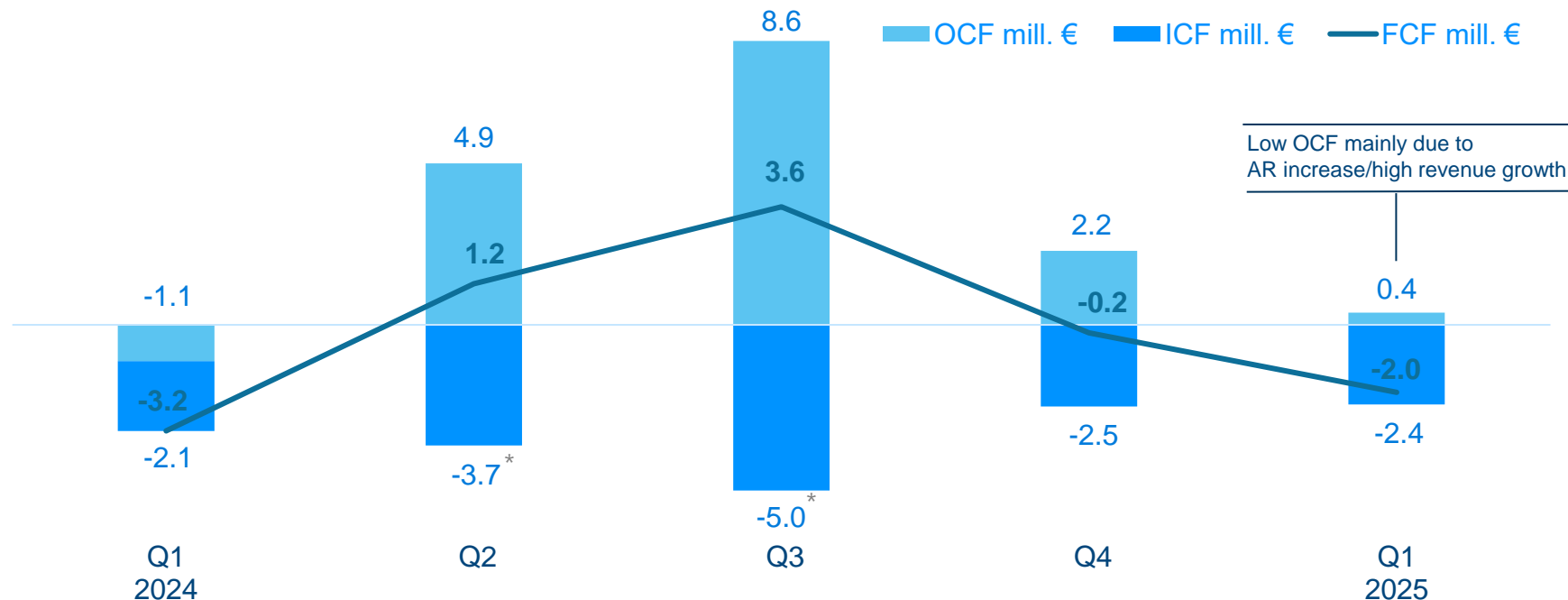
P&L Q1/2025 vs Q1/2024 (in mill. €*)

	Q1/2025	Q1/2024	+/-
Order Entry	52.1	44.0	+18 %
Sales	59.5	43.5	+37 %
Gross Profit	28.6	19.4	+47 %
Gross Profit Margin	48.1 %	44.6 %	+3.5 Pp.
EBITDA	10.1	1.0	>+100 %
EBIT	6.3	-3.3	>+100 %
EBT	6.0	-3.6	>+100 %
EBT-Margin	10.0 %	-8.3 %	+18.3 Pp.
Net Income	4.8	-3.9	>+100 %
EPS in €	0.16	-0.13	>+100 %

*unless otherwise stated

Financials

Free Cashflow FCF



* Includes M&A investments: Roboception and Basler France

Financials

Liquidity and Cashflow Q1/2025 versus Q1/2024 (in mill. €)

Cashflow	Q1/2025	Q1/2024	+/-
Cash b/o period	21.3	32.2	-34 %
Cashflow from Operations	0.4	-1.1	>+100 %
Cashflow from Investments	-2.4	-2.1	+14 %
Free Cashflow	-2.2	-3.4	-37 %
Cashflow from Financing	-3.1	-3.1	0 %
Cash e/o period	16.1	25.7	-37 %

Net Cash	March 31st 2025	March 31st 2024	+/-
Liabilities to banks	-50.2	-59.2	-15 %
Cash and Cash equivalents	16.1	25.7	-37 %
Net Debts (w/o leasing)	-34.1	-33.5	+2 %

Agenda

01 Executive Summary

02 Financials

03 Share

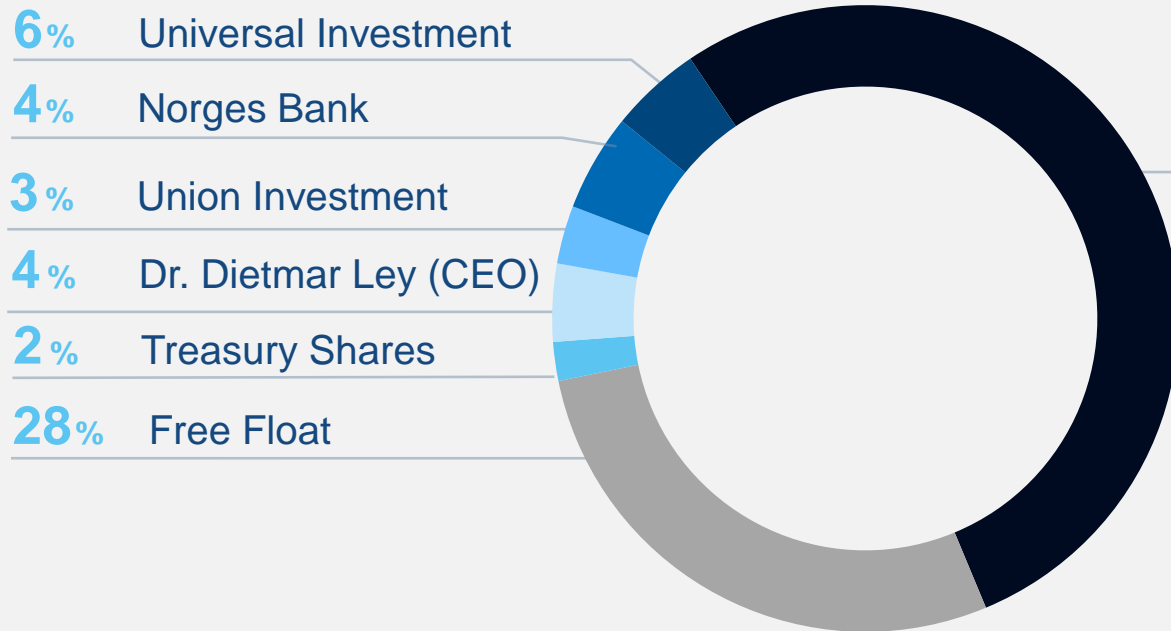
04 Outlook

05 Q&A



Share

Basler Shareholder Structure



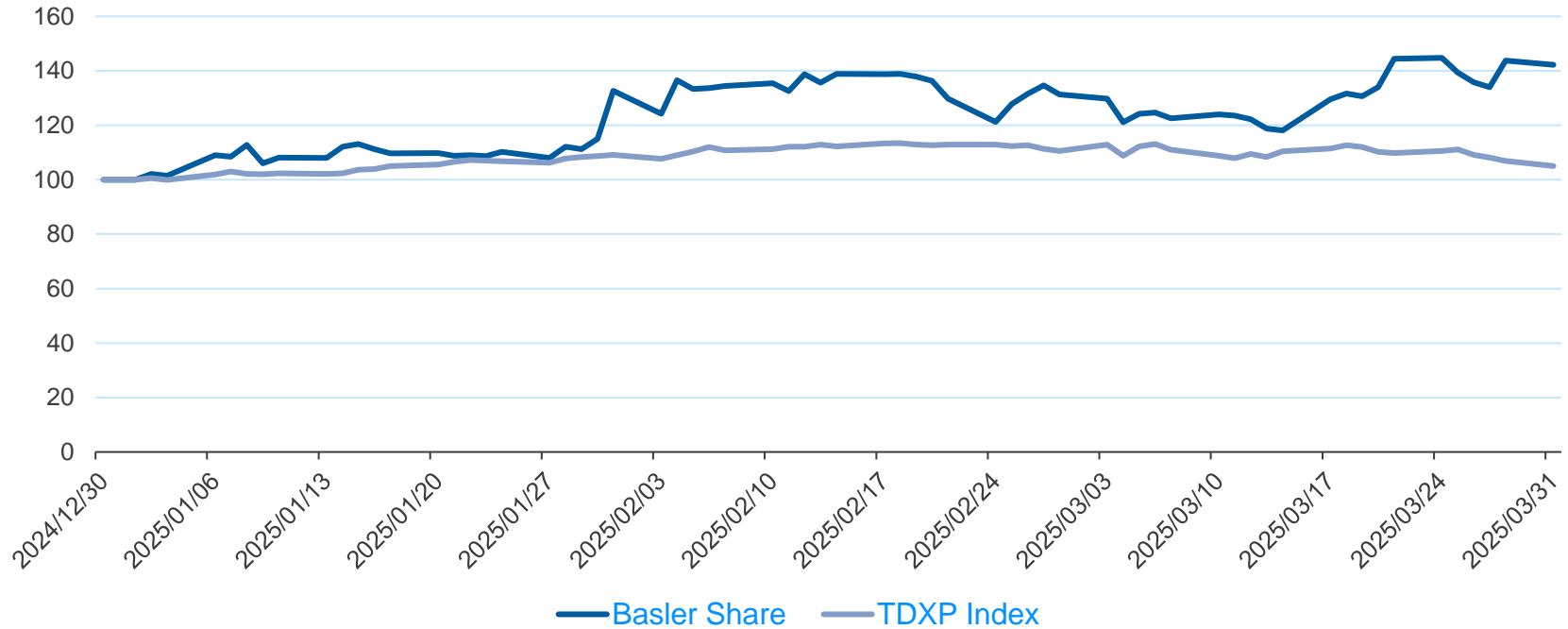
53 %
Norbert Basler Holding GmbH



*as of 3/31/2025

Share

Basler Share versus TecDax Q1 2025



€ 6,09 opening price on January 2, 2025

€ 8.70 closing price on March 31, 2025

Agenda

01 Executive Summary

02 Financials

03 Share

04 Outlook

05 Q&A



Outlook

Impact of US import tariffs

We manage what we can influence:

- The export volume exposure (Germany to US) is appr. 30 mill. € but highly dependent on product mix and demand.
- We expect to substantially mitigate direct cost impacts of tariffs (Germany to US) – measures are already in process
- At this point in time, the direct effects of US tariffs for this year cannot be quantified.

There are aspects we can't control:

- Uncertainty on overall macroeconomic development
- Exchange rates volatility

Outlook

2025 Assumptions

In line with trade associations, we expect the market to develop sideways on an annual base.

However, after a good start into the year, we expect the market to cool down over the course of the year due to US trade tariffs and related uncertainties

- trade tariffs will impact Q2 gross profit, but we expect to substantially mitigate the direct costs in HY2
- low visibility for the remainder of the year
- we expect geopolitical uncertainties to continue/rise
- we expect high currency volatility (USD, KRW, Chinese Yuan, Japanese Yen)
- we assume high competition intensity to continue, especially in China and Asia Pacific



Outlook

Forecast 2025

Under these assumptions we confirm our guidance for 2025:

Revenue: 186 - 198 mill. €

EBT-Margin: 0 % - 5 %



Outlook

Financial Mid-term Plan



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

Assumptions:

- Computer vision market will grow again – mid to high single digit long-term CAGR expected
- Successful execution of Basler's strategy to address a bigger market
- Market recovery begins 2026 at the latest
- Access to China market remains

Agenda

01 Executive Summary

02 Financials

03 Share

04 Outlook

05 Q&A



Questions & Answers

A close-up photograph of a person's hand holding a white business card. The person is wearing a white shirt. The background is blurred, showing a light blue wall. The business card contains the following text: 'Hardy Mehl', 'Ines Brückel', 'Phone +49 4102 463 0', and a blue email address 'Hardy.mehl@baslerweb.com'. There is also a logo on the card, which is a stylized blue and orange bird or 'S' shape.

Hardy Mehl
Ines Brückel

Phone +49 4102 463 0

Hardy.mehl@baslerweb.com