



Quarterly Report Q3, 2021

November 4th, 2021

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Disclaimer

This document includes forward looking statements on Basler AG, its subsidiaries and associates, and on the economic and 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

1. Executive Summary

2. Financials

3. Share

4. Outlook

Executive Summary

Market Environment and Basler Performance

Market Environment

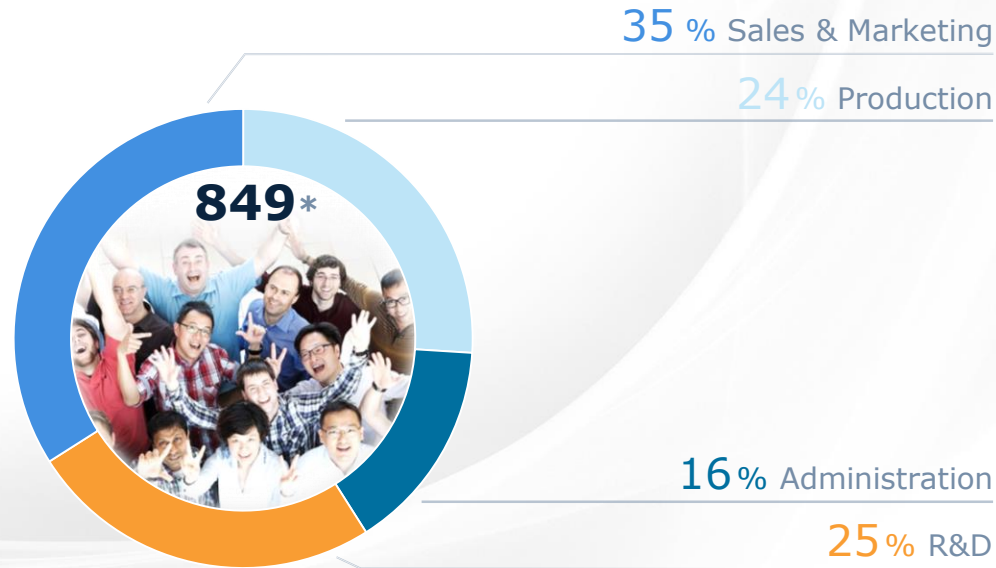
- German industry for vision components up 20 % in billings and 31 % in bookings*
- Continue of high growth in semicon, electronics and logistics applications
- Medical and general factory automation back to growth
- Strongest momentum in Asia, followed by Americas and EMEA
- Global shortage of semiconductor components further escalating

Basler Performance

- Bookings up 85 % and billings up 27 %
- Earnings before tax up 35 %
- Production output up 34 % (9M/2020 vs. 9M/2021) even under severe supply constraints and Covid-19 circumstances
- Significant backlog and extended lead times due to imbalance of supply and demand

Executive Summary

Organization



*fulltime equivalent jobs in average for the fiscal year (FTE)

- 41 FTEs more since Dec. 31, 2020
- New org architecture since April 1st to better support our strategic journey to a full range provider
- **Hiring program for ~150 employees worldwide initiated to further scale the company, planned to be completed by end of Q1/2022**

Executive Summary

Product Highlights, Innovations & Cooperations

Latest Product Introductions & Innovations

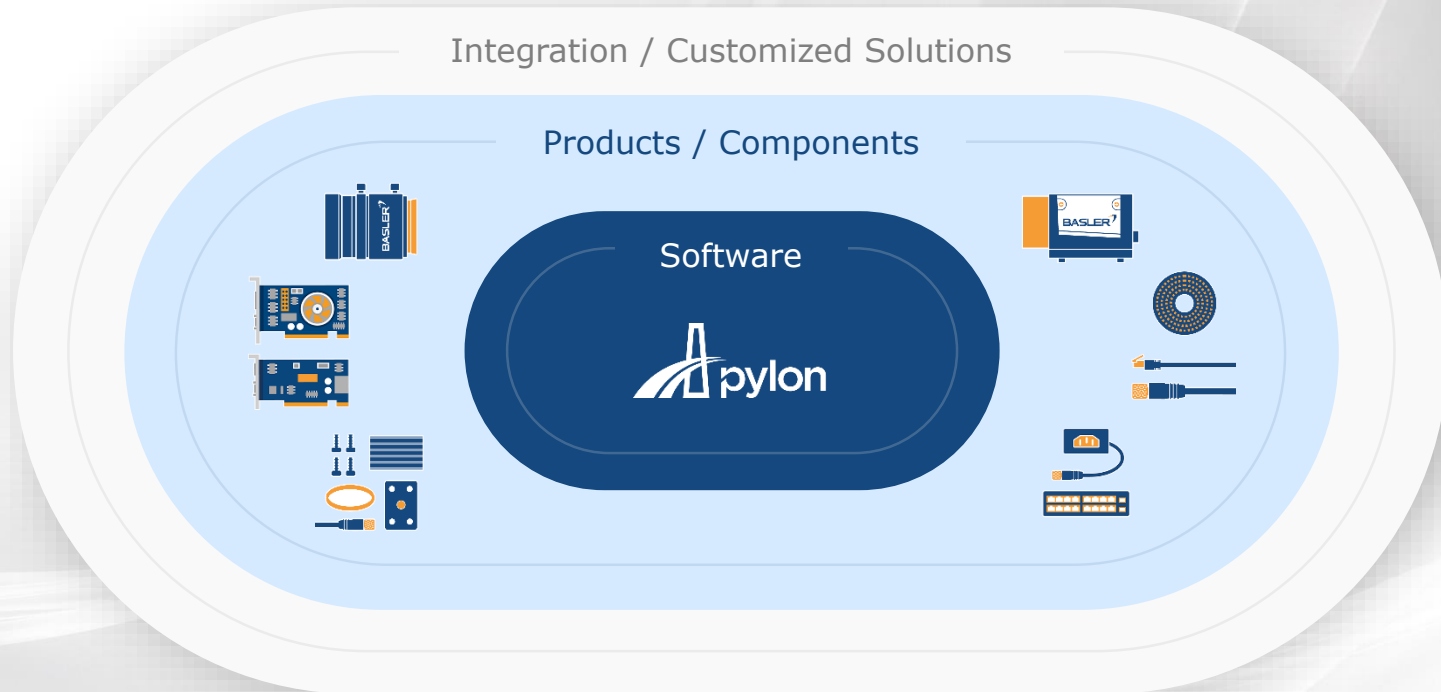
Basler presented its latest developments and vision solutions at VISION Stuttgart beginning of October:

- the broad portfolio of ace 2 cameras further complemented by powerful Sony sensors of the Pregius S series (4th generation)
- new models in Basler's boost camera series with CoaXPress 2.0 interface as well as the matching frame grabbers
- new features of the Basler pylon Camera Software Suite, which can be used to implement complex image processing tasks.



Executive Summary

Full-Line Provider



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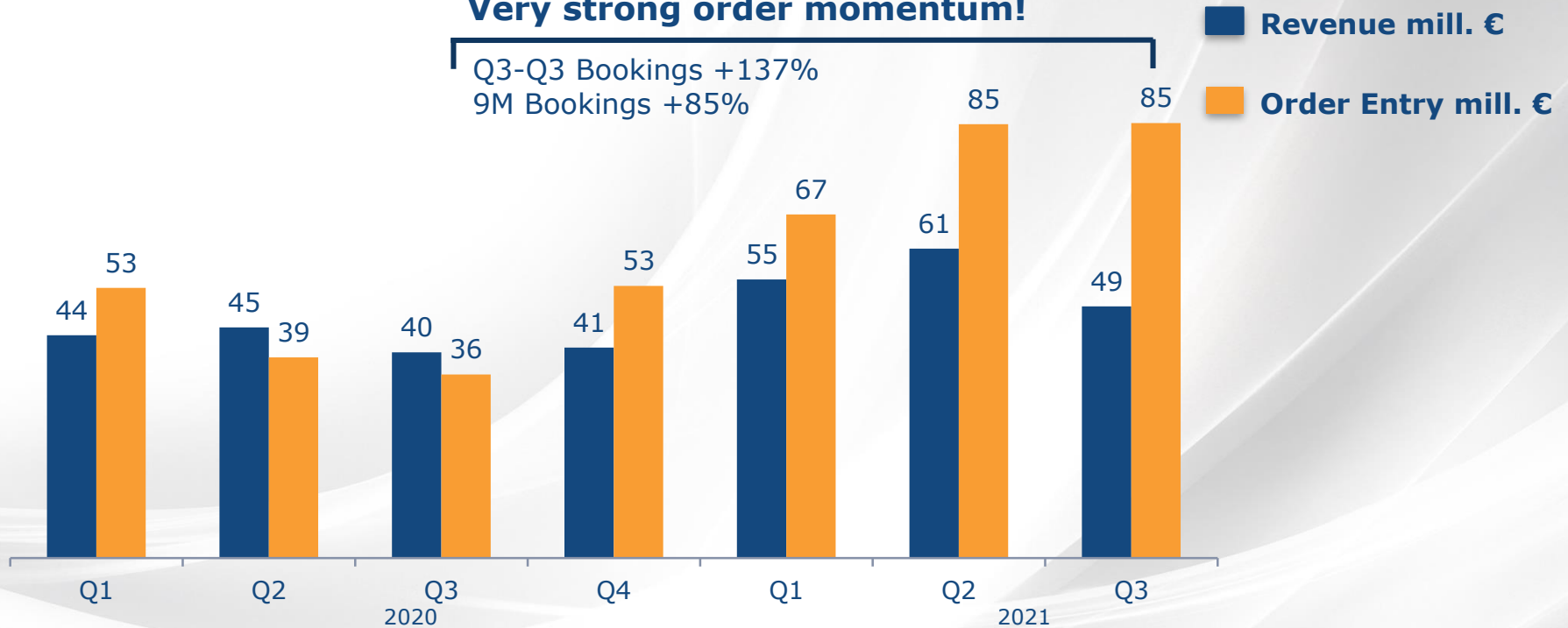
4. Outlook

Financials

Development of Bookings and Billings

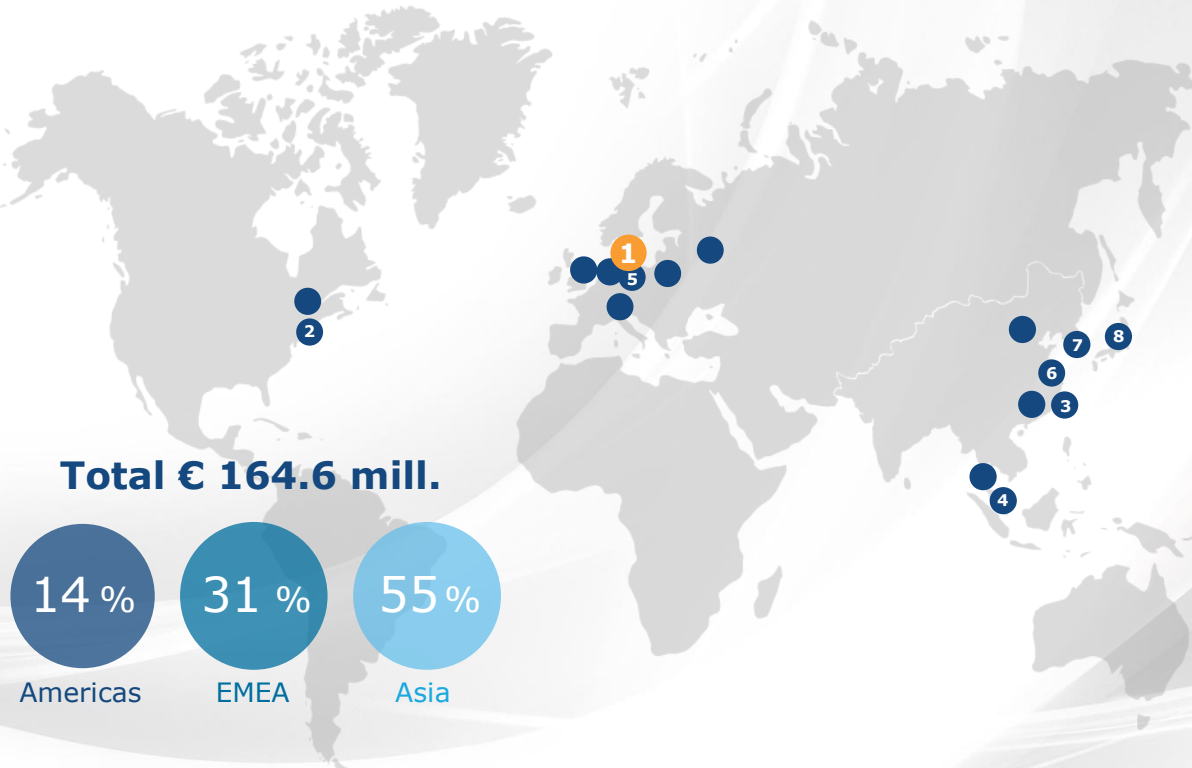
Very strong order momentum!

Q3-Q3 Bookings +137%
9M Bookings +85%



Financials

Revenue Split by Region



Basler AG Headquarters

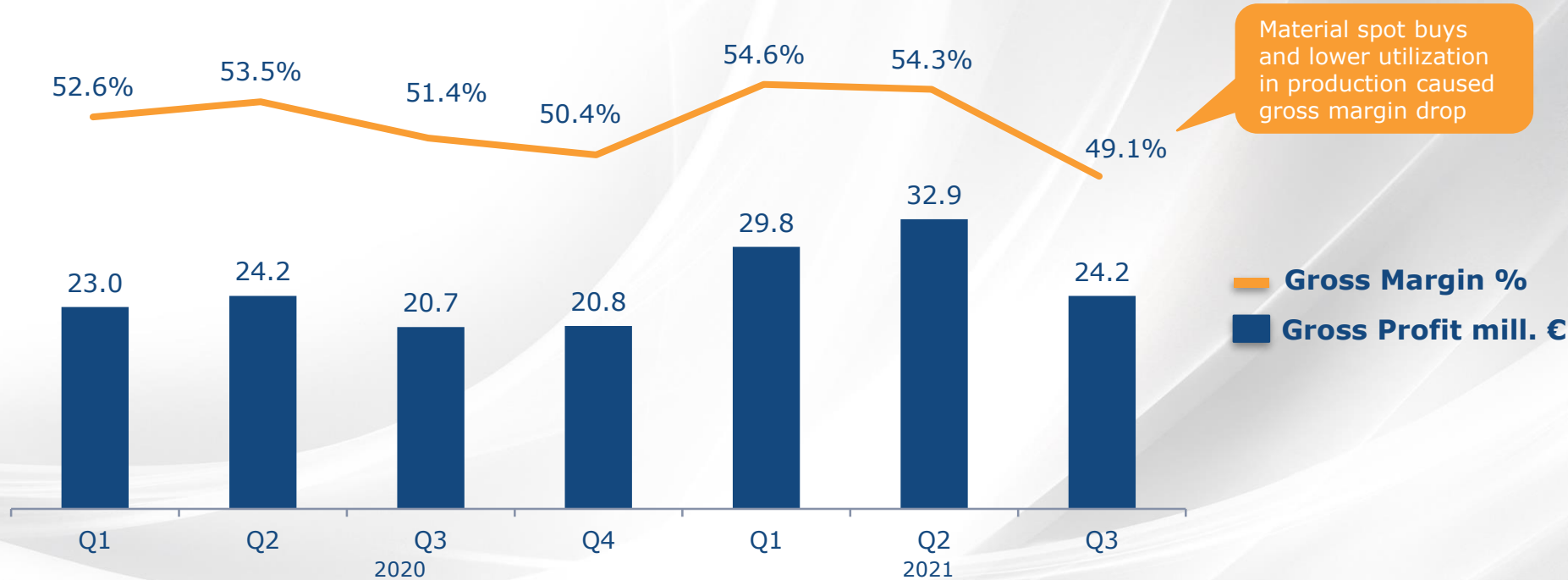
- 1 Ahrensburg, Germany

Basler Subsidiaries

- 2 Exton, U.S.
- 3 Taiwan
- 4 Singapur
- 5 Silicon Software
- 6 Basler China
- 7 Korea
- 8 Japan

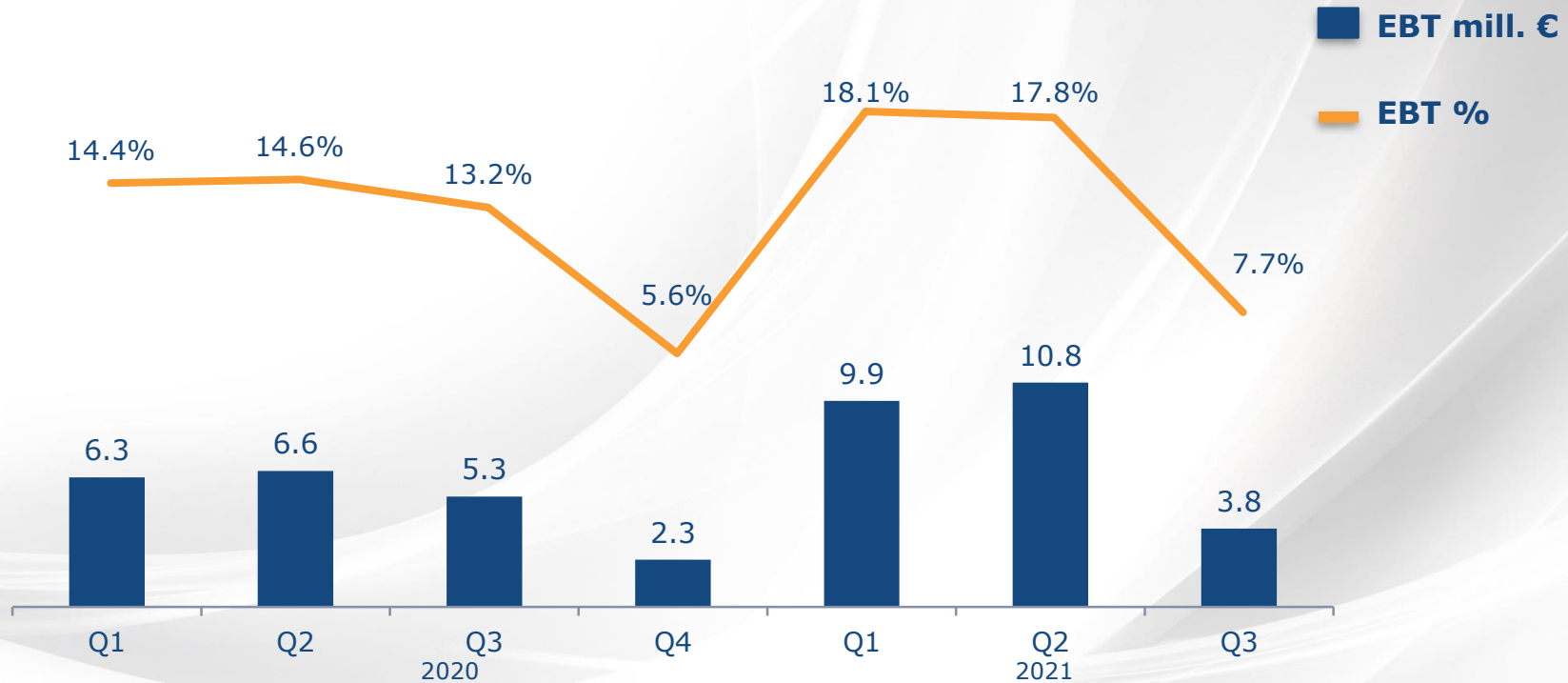
Financials

Development of Gross Profit and Margin



Financials

Development of EBT and EBT-Margin



Financials

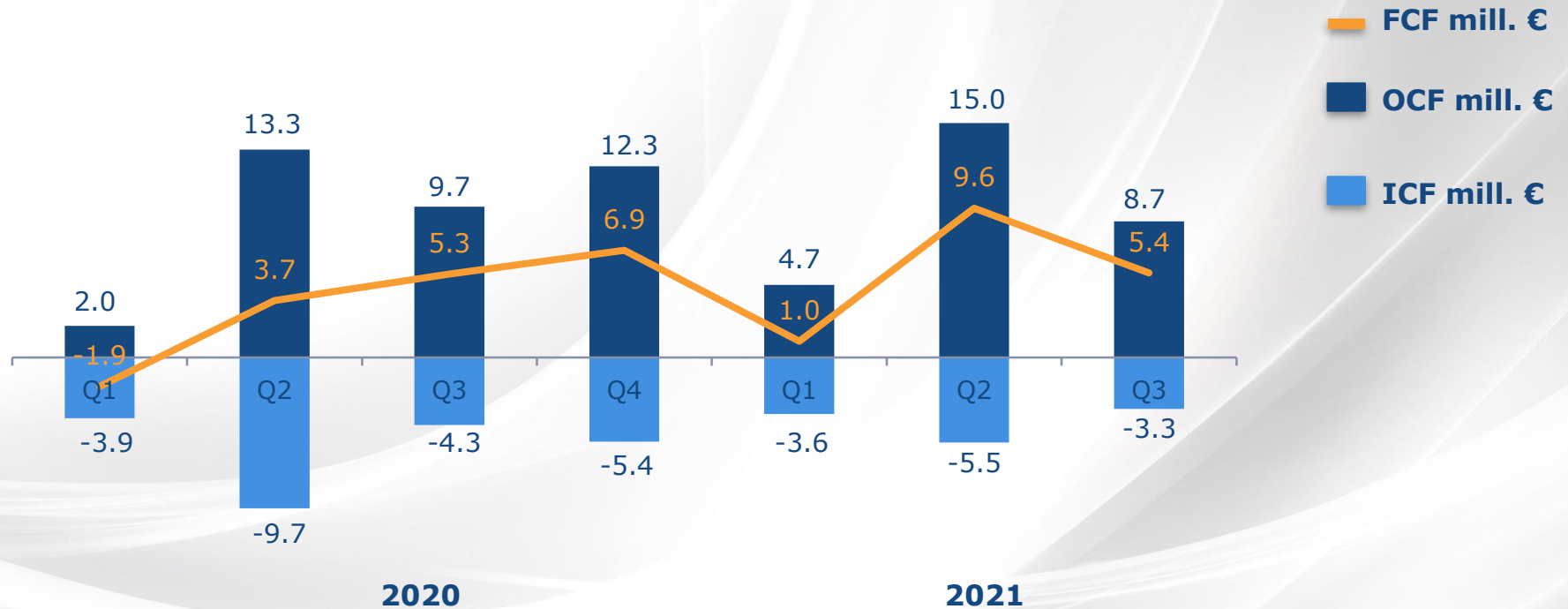
P&L KPIs (mill. €)

	9 Months 2021	9 Months 2020	+/-
Order Entry	237.6	128.3	+85 %
Sales	164.6	129.2	+27 %
Gross Profit	52.8%	52.6%	+0,2 Pp.
EBITDA	37.1	28.2	+32 %
EBIT	24.9	18.6	+34 %
EBT	24.5	18.1	+35 %
EBT Margin	14.9%	14.0%	+0,9 Pp.
Net Income	18.7	13.7	+36 %
EPS*	1.87	1.37	+36 %

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

Financials

Development Free Cashflow



Financials

Cashflow & Liquidity (in mill. €)

	9 Months 2021	9 Months 2020
Cash, b.o. period	47.9	35.2
Cash flow from Operations	28.4	25.0
Cash flow from Investments	-12.4	-17.9
Free Cash flow	16.0	7.1
Cash flow from Financing	-15.8	-0.5
Cash, e.o. period	48.1	41.8

	Sept. 30th, 2021	Dec. 31st, 2020
Liabilities to banks	-22.1	-25.2
Cash & Cash equivalents	48.1	47.9
Operative Net Cash	26.0	22.7

Agenda

1. Executive Summary

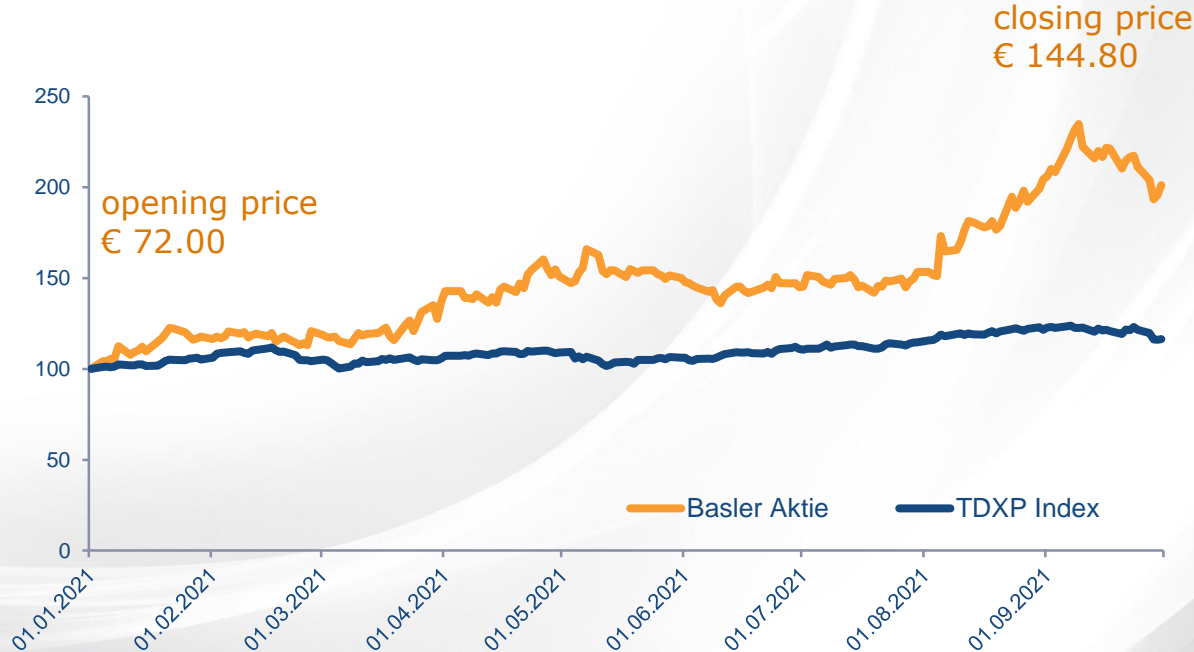
2. Financials

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Share

Basler Share Performance



Number of shares:
10.5 mill., Prime Standard

Market cap e.o. Sept.
2021: € 1,444 billion

Treasury shares:
5% threshold of voting
rights reached in July, 2021

Listing:
Upmove to the SDax by
Oct. 27, 2021

Agenda

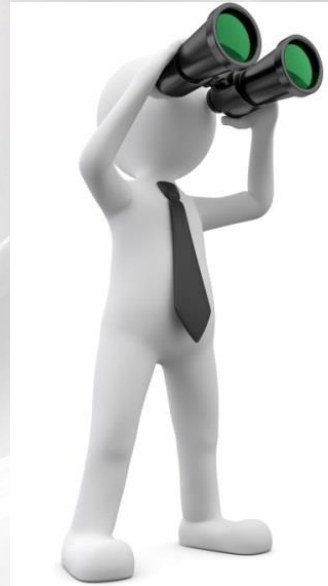
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Outlook

Business Environment

For the coming months, we expect

- order level to stay high because of strong demand and extended order horizons
- global shortage of semiconductors to further disrupt supply chains and to remain the key bottleneck for production output
- temporary material cost increase due to spot market purchases



Outlook

Basler Guidance 2021

Considering our YTD results and the business environment we **underline and narrow** down the corridor of our annual guidance:

Guidance for 2021:

	Actual	Previous
Revenues	210M€ – 220M€	205M€ - 225M€
EBT-Margin	13%-15%	13%-15.5%



2023 Outlook

Financial Mid-term Plan – Update e/o 2021



* Cash Conversion Rate FCF/EAT (excl. M&A transactions)
** Mid-term goals, 2023

Questions & Answers



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