



1st HY Report 2020

August 6th, 2020

Hardy Mehl | CFO/COO

Agenda

1. Executive Summary

2. Financials

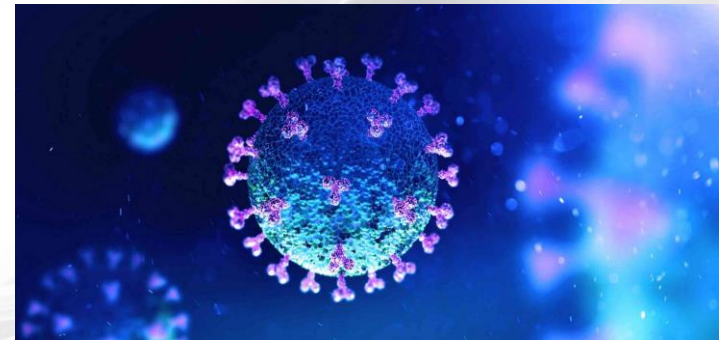
3. Share

4. Outlook

Executive Summary

Covid-19 Impact

- Highest priority on employees' health has been successful. Still no infection within the Basler team as of today. The Basler team did a great job and is highly motivated.
- Organization has been able to continue all operations and successfully serviced the customer with rapid adjustments of shift models and production processes as well as immediate transfer to home office.
- Prepared company for potential second row effects
 - Scenario plans in place
 - Cost savings already initiated
 - Drew open innovation loans from KfW
 - Dividend payout ratio adjusted to 20%



Executive Summary

Highlights 1st HY 2020 (1/3)

Market Environment

- German industry for vision components billings -5% and bookings -8%*
- Automotive industry and general machinery highly affected by Covid-19
- Good business for capex goods in semicon/electronics
- Continuing growth in medical and logistics applications

Basler Performance

- Bookings up 10% and billings up 9% (pure organic!)
- Doubled EAT due to high sales, gross margins and economies of scale
- Regional and vertical market diversification helped to grow the business
- Two production sites and supply chains supported our competitiveness
- Honored with Axia Best Managed Companies Award 2020

Executive Summary

Highlights 1st HY 2020 (2/3)

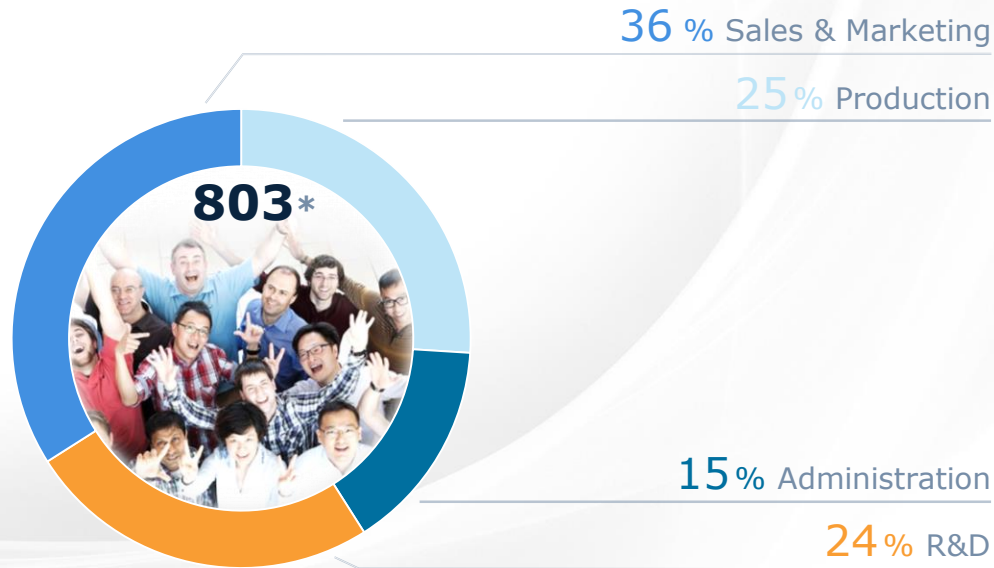
New Product Introductions & Innovations

- Start of series production of ace 2 Basic and Pro
- New pylon SDK release 6.1
- Upgrading of the MED ace cameras with dust protection
- Start of series production of boost camera/ bundle with framegrabber
- Introduction of first embedded vision camera module based on NXP processor family
- Introduction of Embedded Vision Development Kit and Add-on Camera Kits based on NVIDIA Jetson platform
- Expansion of companion products: lenses, lighting, cables



Executive Summary

Highlights 1st HY 2020 (3/3)



- 3 FTEs less since Dec. 31, 2019

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

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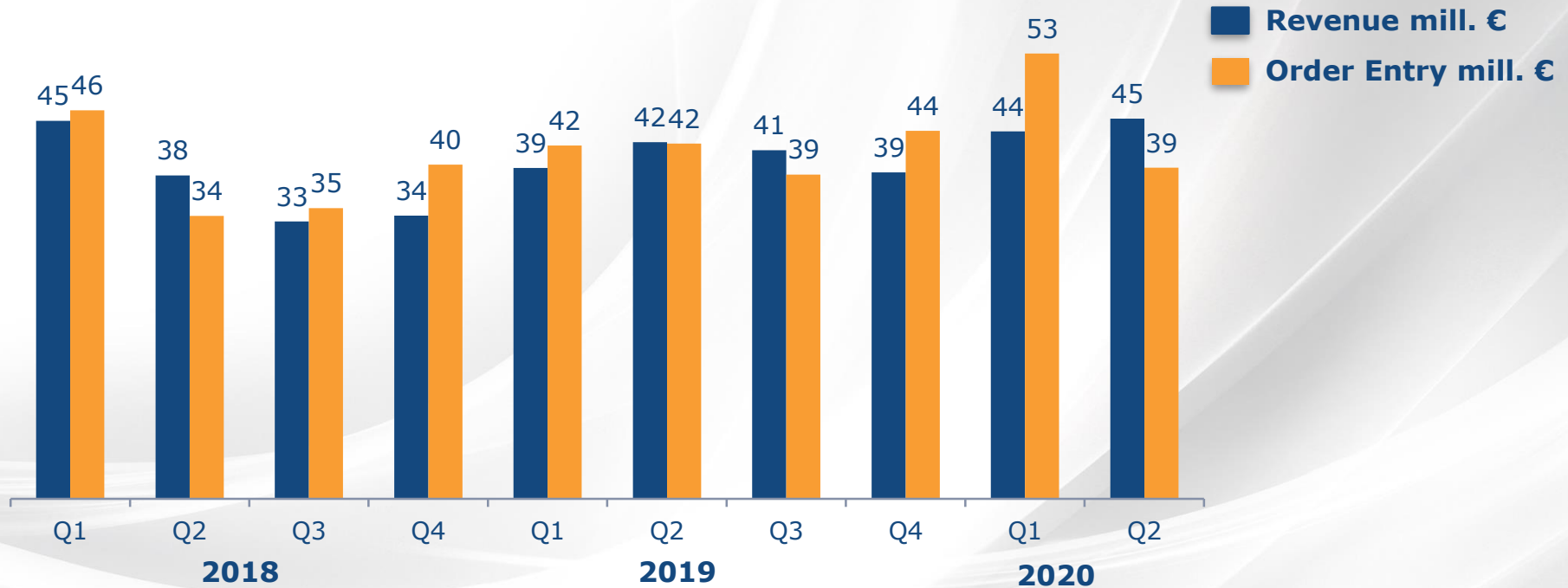
2. Financials

3. Share

4. Outlook

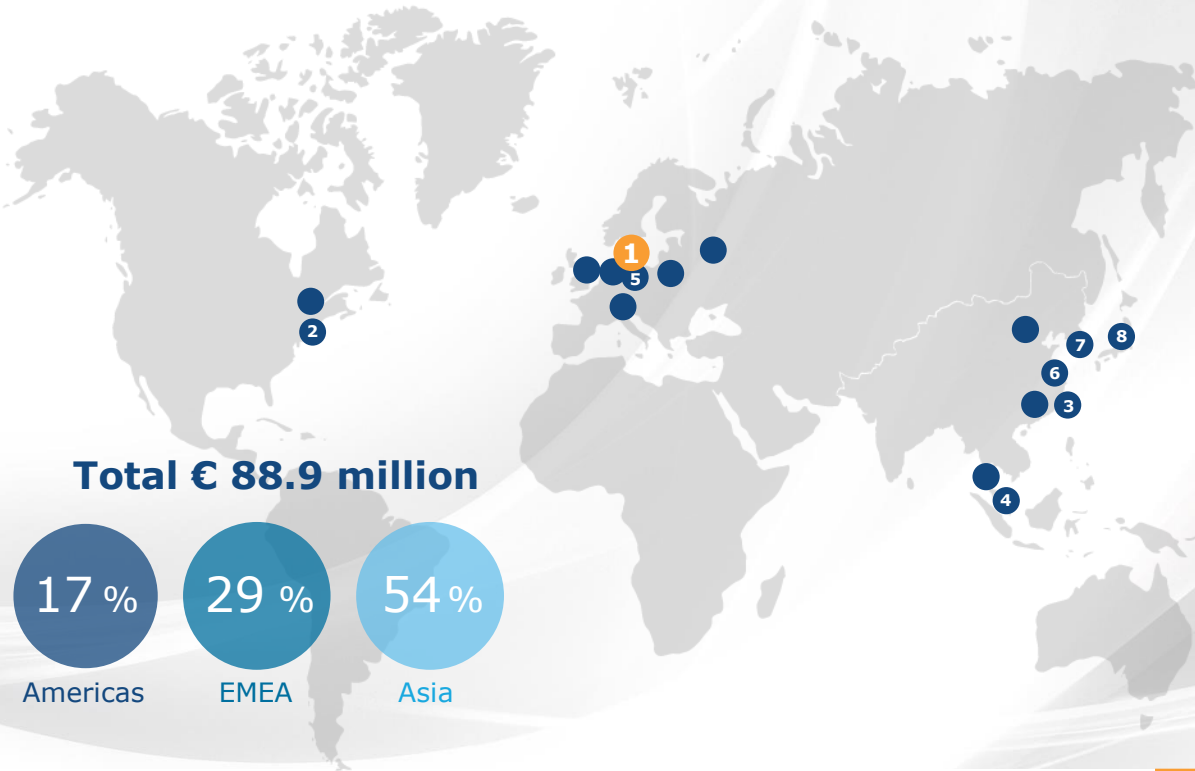
Financials

Development of Bookings and Billings



Financials

Revenue Split by Region



Basler AG Headquarters

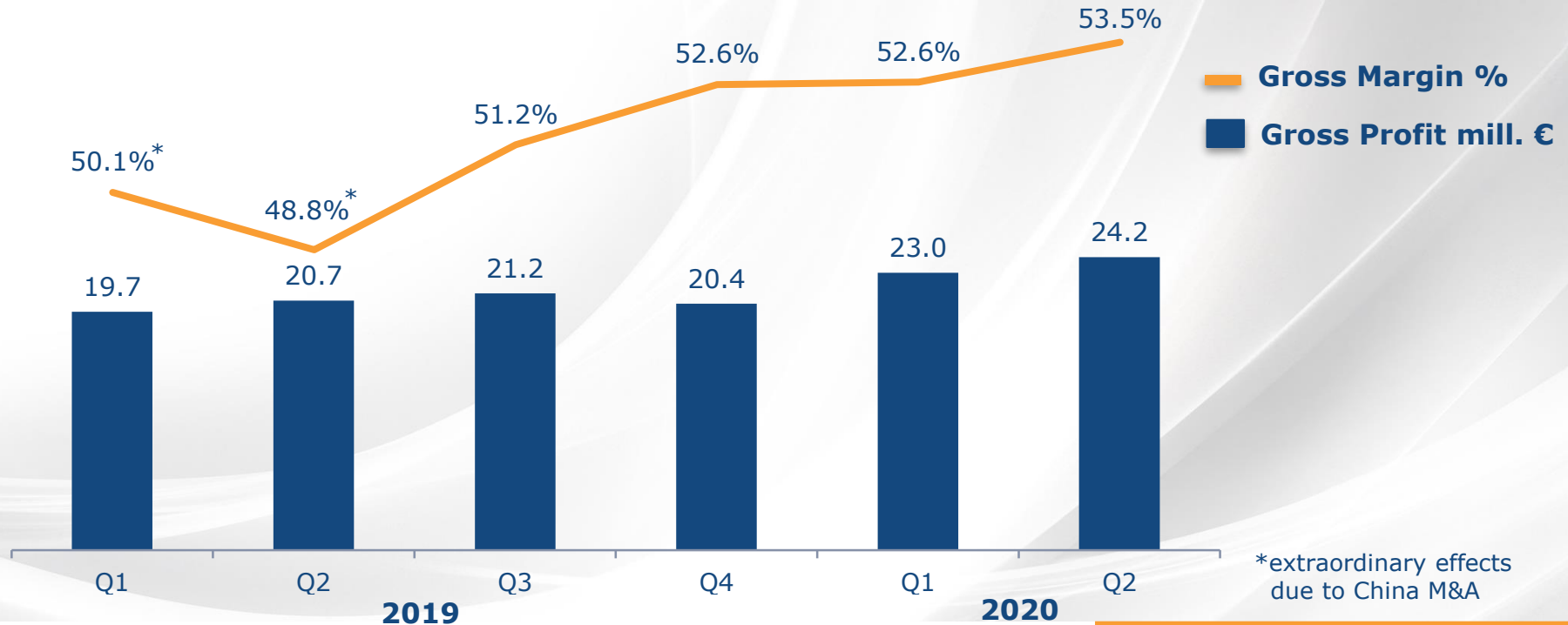
- 1 Ahrensburg, Germany

Basler Subsidiaries

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

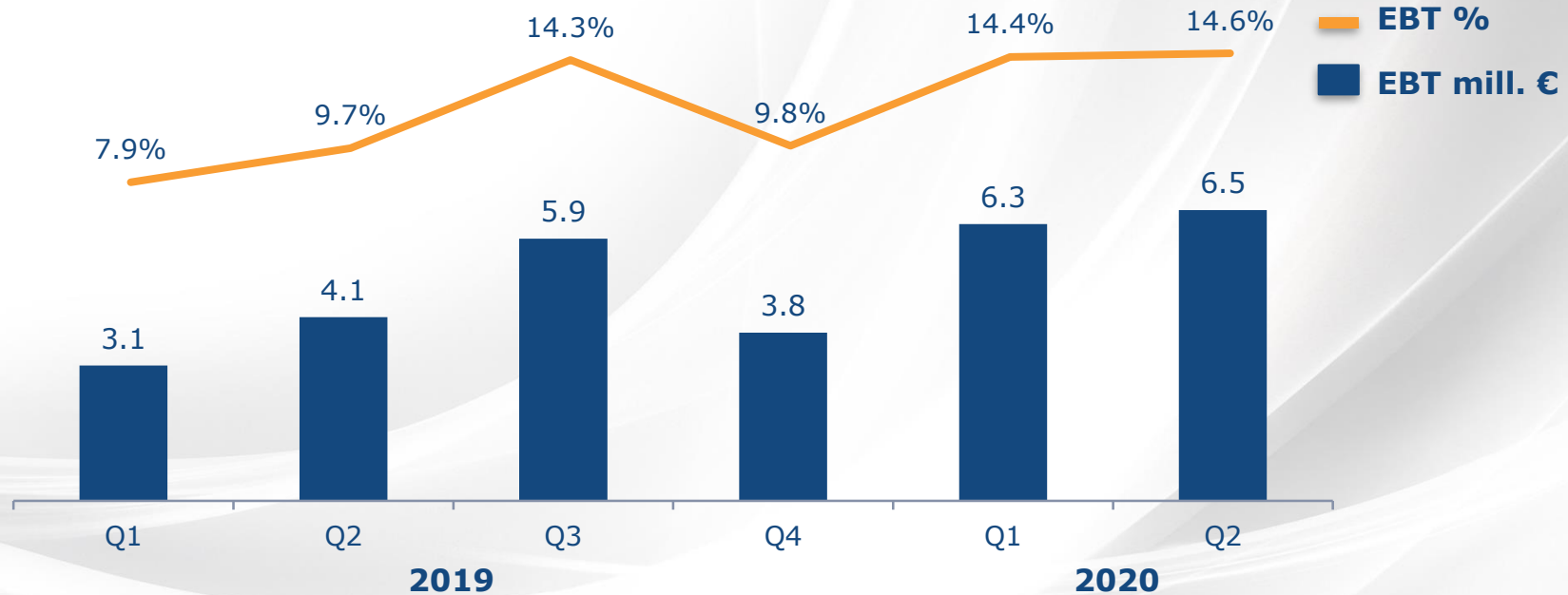
Financials

Development of Gross Profit and Margin



Financials

Development of EBT and EBT-Margin



Financials

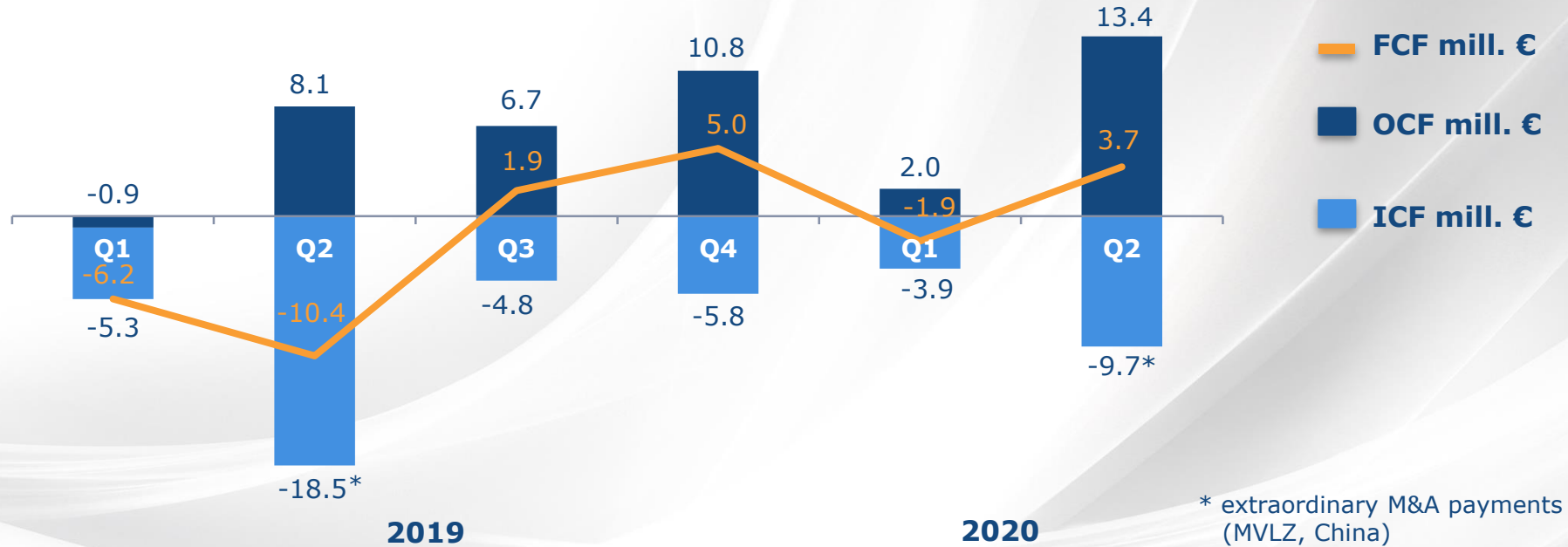
P&L KPIs (mill. €)

	1st HY/2020	1st HY/2019	+/-
Order Entry	92.3	84.2	+10%
Sales	88.9	81.7	+9%
Gross Profit	53.1%	49.4%	+3.7 Pp.
EBITDA	19.8	13.7	+45%
EBIT	13.2	7.5	+76%
EBT	12.8	7.2	+78%
Net Income	9.6	4.8	+100%
EPS*	0.96	0.49	+96%

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

Financials

Development Free Cashflow



Financials

Cashflow & Liquidity (in mill. €)

	1st HY/2020	1st HY/2019
Cash, b.o. period	35.2	31.8
Cashflow from Operations	15.4	7.3
Cashflow from Investments	-13.6	-23.8
Free Cashflow	1.8	-16.5
Cashflow from Financing	1.0	15.4
Cash, e.o. period	37.9	30.7

	June 30th, 2020	Dec. 31st, 2019
Liabilities to banks	-24.9	-19.5
Cash & Cash equivalents	37.9	35.2
Operative Net Cash	13.0	15.7

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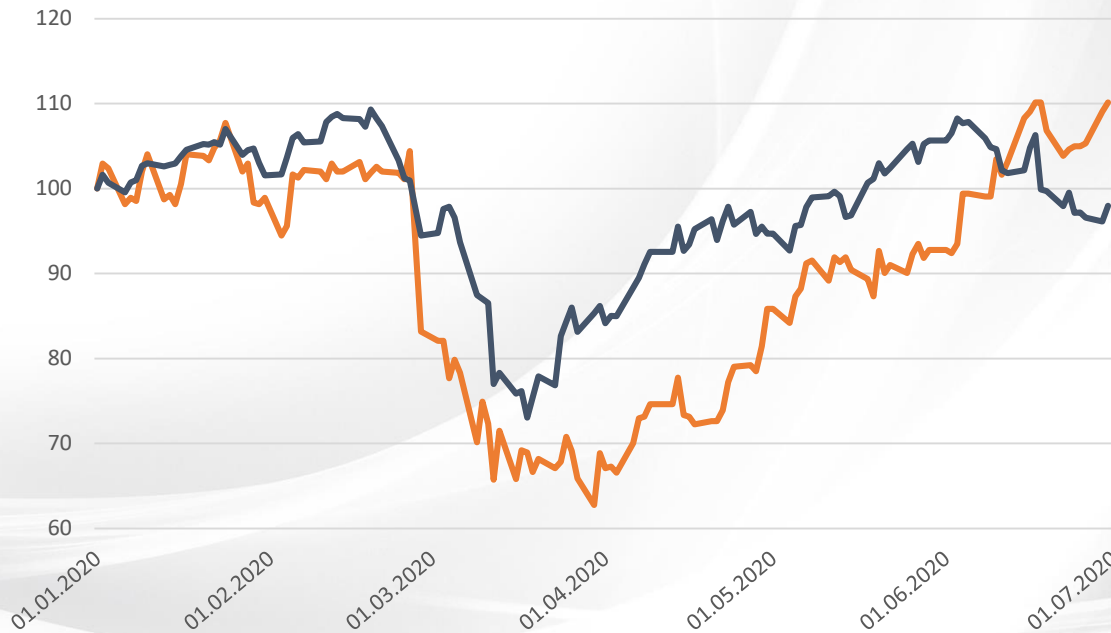
3. Share

4. Outlook

Share

Basler Share Performance

- Basler Share - TDXP Index



Number of shares:
10.5 million, Prime Standard

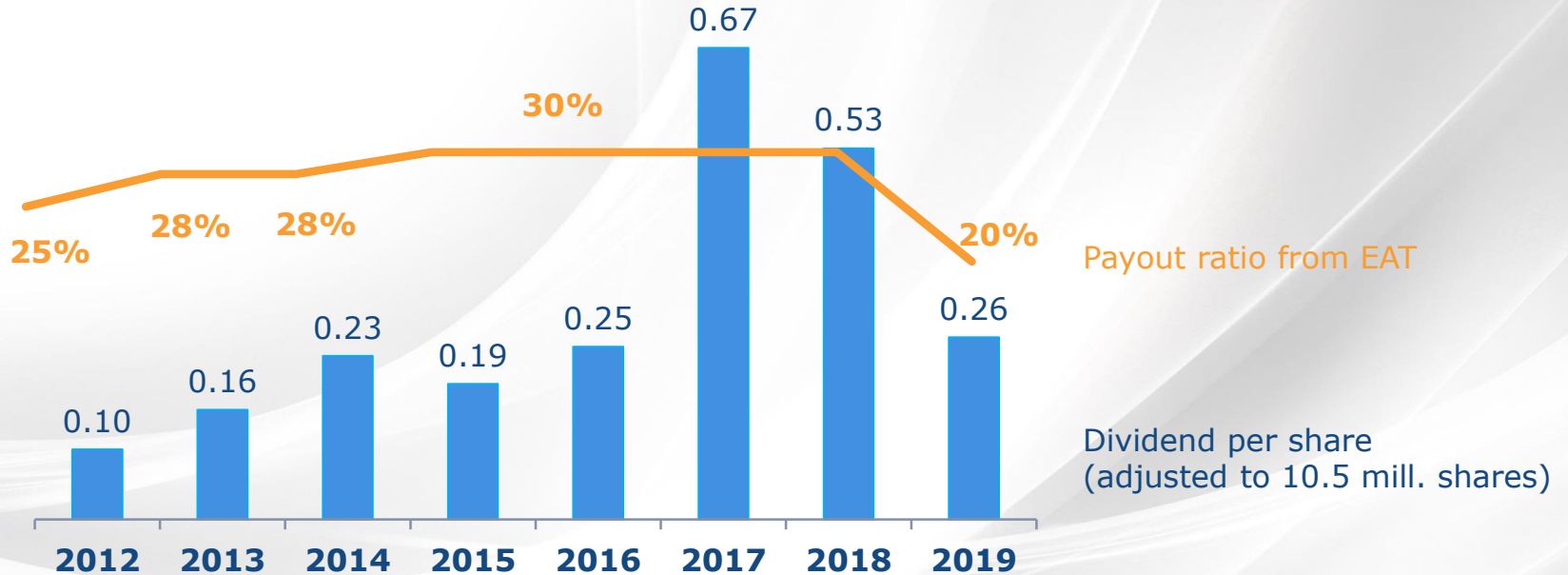
Market cap e.o. June 2020:
€ 582.3 million

— BASLER Xetra
— TecDax

Share

Dividend for 2019

Lower payout ratio for 2019 due to high risks and uncertainties of Covid-19 crisis



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- 4. Outlook**

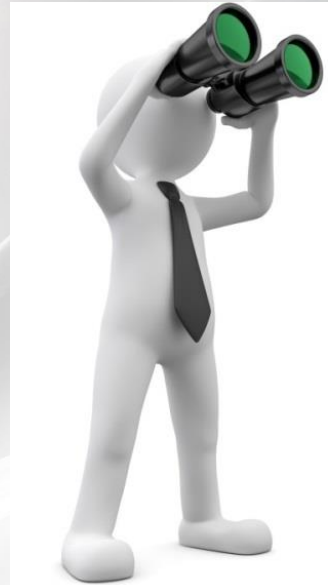
Outlook

Market Environment

Overall, we experienced a strong demand in the first half of 2020. However, the potential second row effects of Covid-19 for our industry are uncertain and the visibility is low.

For the second half of 2020, we expect:

- demand from semicon/electronics to decline sharply due to seasonality effects
- automotive capex markets and general automation/machine building to remain weak due to Covid-19 impact
- business with medical and logistic customers continue to grow
- high uncertainties and risks due to Covid-19 and the US-China conflict
- currency head wind due to strong EUR vs. USD and CNY

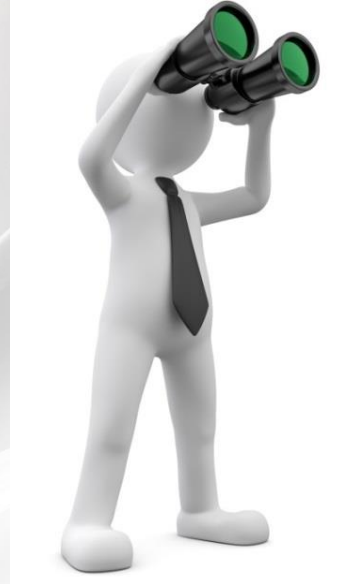


Outlook

Basler Guidance 2020

Based on the positive 1st HY results and with many uncertainties in front of us, our annual guidance for 2020 is:

- Revenues between 155 - 165 million Euro
- EBT-Margin between 8 - 10%



2023 Outlook

Financial Mid-term Plan



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

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.

Questions & Answers



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