

# INTERIM MANAGEMENT REPORT

AS OF 30 SEPTEMBER 2011



## VISCOM AG: GOOD TIMES FOR SUCCESS

---

### GENERAL BUSINESS PERFORMANCE

The very upbeat business performance in the first half of 2011 continued in the third quarter. Participants in the key markets were increasingly willing to invest again. Together with investments in new products and future technologies as well as the growing service portfolio, this had a positive effect. In the reporting period, all regions contributed to a rise in revenue and consequently to the Company's positive total earnings. The European market remains Viscom Group's strongest sales region by far, but the USA and Asia also confirmed their positive market position with positive figures. Core customers' increasing willingness to invest, the strengthening of the sales and after-sales business areas as well as a greater presence at trade fairs supported this positive development.

X-ray inspection systems are becoming more important for reliably ensuring the quality of modern assemblies. Viscom is banking on factors such as a specific control for the X-ray tubes to speed up the X-ray inspection process in an environment of ever-increasing industry requirements. This technology has significantly increased speeds during inline use – providing the electronics industry with the greatest possible flexibility. In addition, demand for high-end inspection systems has risen further. Production capacities are full until the end of the year and beyond.

### EARNINGS AND FINANCIAL POSITION

In the first nine months of 2011, customers placed orders totalling € 38,510 thousand with Viscom Group. Incoming orders were therefore clearly up on the comparable period (previous year: € 32,731 thousand). Order backlog at the end of the third quarter was € 12,639 thousand (previous year: € 15,011 thousand).

Viscom generated Group revenue of € 39,351 thousand in the reporting period (previous year: € 22,975 thousand). Compared to the previous year's period, this is a steep rise of 71.3 %. Earnings before interest and taxes (EBIT) amounted to € 8,692 thousand (previous year: € 2,753 thousand). This corresponds to an EBIT margin of 22.1 %. The result was positively impacted by the capitalisation of company-produced assets to the amount of € 1,297 thousand in the first nine months. Adjusted for this one-off effect, EBIT amounted to € 7,395 thousand and the adjusted EBIT margin to 18.8 % respectively. Net profit for the period more than doubled from € 2,972 thousand in the previous year to € 6,400 thousand. With an equity ratio of 87.2 %, Viscom AG still has a very positive equity base (31 December 2010: 86.3 %).

Viscom Group is sticking with its guidance from 27 July 2011 of € 50 million to € 53 million in revenue and an EBIT margin between 15 % and 18 % for the current financial year in view of its present business performance.

### OUTLOOK

Viscom systems are top technological products that are employed around the world for improving quality and efficiency of electronics production processes. The Company continues to invest in research and development to maintain its status as a technological leader. Its current focus is increasingly shifting to expanding the sales of the 3D paste inspection system and developing the 3D X-ray inspection system as well as the 3D function of the bonding wire inspection system. In terms of market development, the objective remains to strengthen and expand sales in Asia.

**ORGANISATIONAL CHANGES**

On 1 September 2011, the Executive Board of Viscom AG resolved to merge the divisions of the special optical inspection systems (NP) and special X-ray inspection systems (XP) business areas to streamline the Group structure and further improve processes. The XP business area was integrated as an independent Group into the NP business area.

**VISCOM**

Viscom AG develops, manufactures and sells high-quality automated optical and X-ray inspection systems for use in industrial electronics production and is one of the global leaders in its field. Viscom inspection systems are used in nearly all sectors of the electronics industry.

Hanover, 11 November 2011

The Executive Board

Dr. Martin Heuser    Volker Pape    Dirk Schwingel

**KEY FIGURES OF THE GROUP**

CONSOLIDATED INCOME STATEMENT (K€)	01.01. – 30.09.2011	01.01. – 30.09.2010
Revenue	39,351	22,975
EBIT	8,692	2,753
Financial result	402	296
Income taxes	-2,694	-77
Net profit for the period	6,400	2,972
Earnings per share	€ 0.72	€ 0.33
Number of employees at end of period	273	257

CONSOLIDATED BALANCE (K€)	30.09.2011	31.12.2010
<b>ASSETS</b>		
Current assets	51,051	51,120
Non-current assets	17,941	11,073
thereof: financial assets	10,565	3,166
Total assets	68,992	62,193
<b>LIABILITIES</b>		
Current liabilities	8,403	8,232
Non-current liabilities	426	299
Shareholders' equity	60,163	53,662
Total liabilities and shareholders' equity	68,992	62,193
Equity ratio	87.2 %	86.3 %

CONSOLIDATED CASH-FLOW STATEMENT (K€)	01.01. – 30.09.2011	01.01. – 31.12.2010
Cashflow from operating activities	10,291	4,686
Cashflow from investing activities	-8,874	-4,394
Cashflow from financing activities	-15	-6
End of period capital	27,323	25,905

**SEGMENT INFORMATION**

KEY FIGURES (K€)	01.01. – 30.09.2011	01.01. – 30.09.2010
<b>EUROPE</b>		
Revenue	30,068	16,229
EBIT	7,661	2,852
<b>ASIA</b>		
Revenue	5,736	4,368
EBIT	711	58
<b>AMERICAS</b>		
Revenue	3,547	2,378
EBIT	320	-157

Any forecasts, expectations or forward-looking statements included in this report may carry risks and uncertainties. We therefore cannot guarantee that these assumptions will turn out to be correct. Actual results and developments may vary significantly from the forecasts and assumptions made in this report. Factors that may lead to such deviations include changes to the general economic development and competitive position, exchange rate and interest rate fluctuations as well as amendments to national and international laws. The Company does not assume any responsibility for updating the statements contained in this report.



**HEADQUARTERS:**

**VISCOM AG**

Carl-Buderus-Str. 9 - 15 · 30455 Hanover · Germany

Tel.: +49 511 94996-0 · Fax: +49 511 94996-900

info@viscom.de · www.viscom.com

**CONTACT INVESTOR RELATIONS:**

**VISCOM AG, DIRK SCHWINGEL**

Carl-Buderus-Str. 9 - 15 · 30455 Hanover · Germany

Tel.: +49 511 94996-861 · Fax: +49 511 94996-555

investor.relations@viscom.de · www.viscom.com

Visit our website to find international subsidiaries and representatives in Europe, USA and Asia:

**www.viscom.com**