

## Viscom AG – Financial results H1 2015



Hanover, 13 August 2015

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## Highlights first half-year 2015

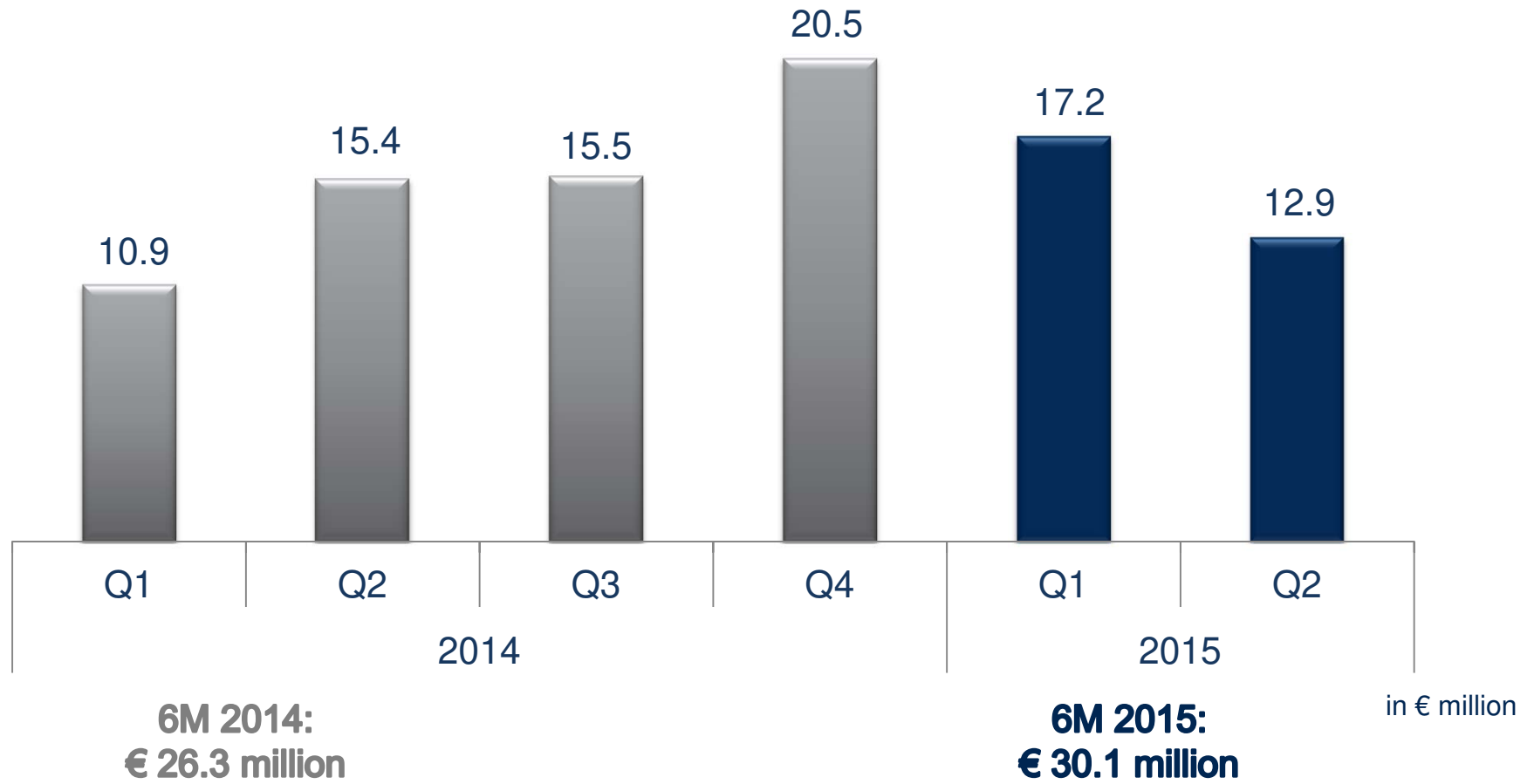
- Incoming orders: 31,815 K€ (previous year: 30,032 K€, **+5.9 %**)
- Group revenue: 30,061 K€ (previous year: 26,313 K€, **+14.2 %**)
- EBIT: 3,054 K€ (previous year: 2,419 K€, **+26.3 %**)
- EBIT-Margin: 10.2 % (previous year: 9.2 %)
- Management confirms annual forecast for 2015



## Incoming orders and order backlog according to regions

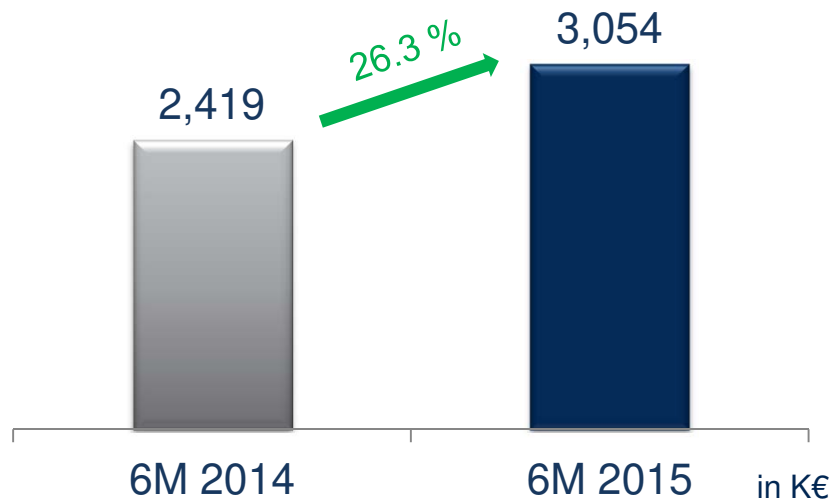
		6M 2014	6M 2015		
Incoming orders	K€	30,032	31,815	5.9%	↑
thereof Europe	K€	19,230	19,615	2.0%	↑
thereof Americas	K€	5,620	5,313	-5.5%	↓
thereof Asia	K€	5,182	6,887	32.9%	↑
Order backlog	K€	13,161	15,785	19.9%	↑

# Group revenue by quarters

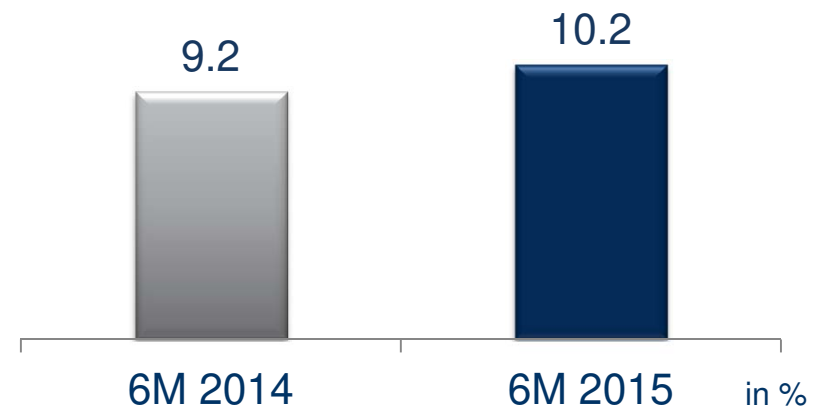


## EBIT and EBIT-Margin

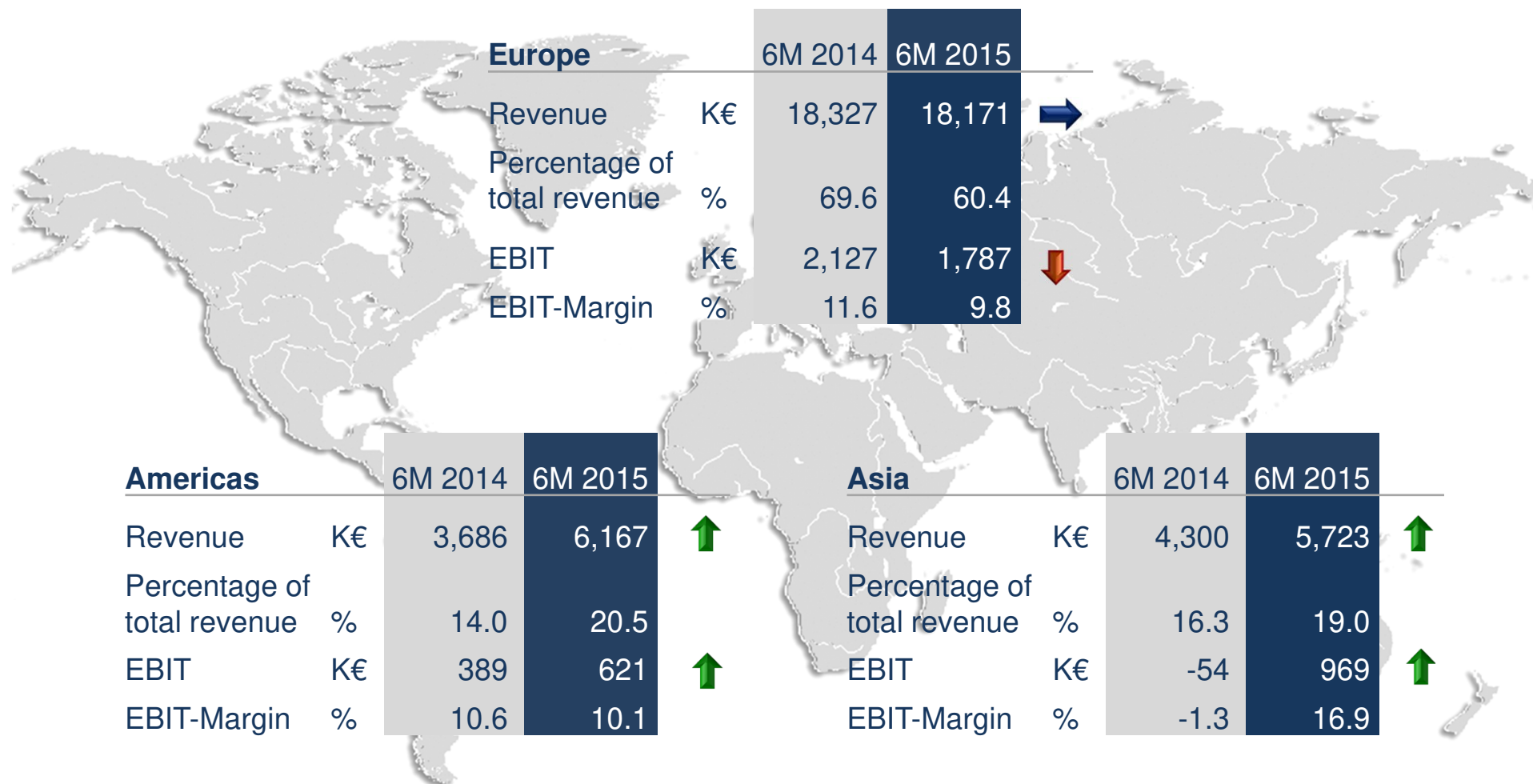
### EBIT



### EBIT-Margin



## Segment information according to regions\*



\* without consideration of consolidation differences in EBIT

## Core indicators of consolidated income statement

	6M 2014		6M 2015	
	K€	% to To	K€	% to To
<b>Group revenue</b>	<b>26,313</b>		<b>30,061</b>	
<b>Total output (To)*</b>	<b>30,232</b>	<b>100.0%</b>	<b>34,343</b>	<b>100,0%</b>
Cost of materials	-12,047	-39.8%	-14,176	-41.3%
Staff costs	-10,202	-33.7%	-11,045	-32.2%
<b>EBIT (% to revenue)</b>	<b>2,419</b>	<b>9.2%</b>	<b>3,054</b>	<b>10.2%</b>

\*Total output = Group revenue + changes in finished goods and work in progress + other capitalised company-produced assets



## Core indicators of balance sheet and cash flow statement

<b>Consolidated balance sheet</b>	<b>31.12.2014</b> K€	<b>30.06.2015</b> K€
Cash and cash equivalents	16,933	6,150
Current liabilities	9,264	7,776
Non-current liabilities	1,610	1,508
Interest-bearing liabilities	0	0
Total shareholders' equity	53,584	46,760

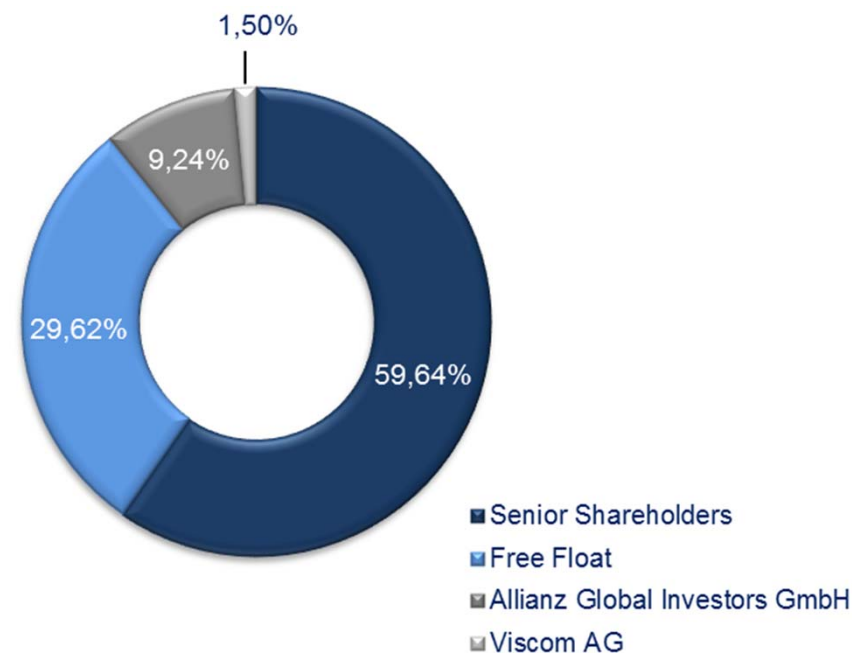
<b>Consolidated cash flow statement</b>	<b>30.06.2014</b> K€	<b>30.06.2015</b> K€
Cash flow from operating activities	-777	-931
Cash flow from investing activities	-1,117	-1,154
Cash flow from financing activities	-15,104	-8,885

## Group key figures

Key figures on net assets, financial position and results of operations	30.06.2014	30.06.2015
<b>Return on investment (ROI)</b> Net profit for period / total assets	2.9%	2.9%
<b>Return on sales</b> EBT / revenue	9.6%	10.0%
<b>Return on capital employed (ROCE)</b> EBIT / (total assets - cash and cash equivalents - current liabilities and provisions)	6.5%	7.3%
<b>Equity ratio</b> Equity / total assets	82.7%	83.4%

# The Viscom share

Listing	Regulated market <b>(Prime Standard*)</b>
ISIN	DE 000 7846867
Number of shares	9,020,000 pieces
Number of voting shares	8,885,060 pieces
Market capitalisation as of 30.06.2015**	€ 123.66 million
Share price as of 30.06.2015**	€ 13.71



\*) admission to Prime Standard in regulated market of FSE, effective 22.01.2015

\*\*\*) all price data on the basis of XETRA daily closing prices

## Objectives and Forecast

- **Viscom benefits from megatrends and growth perspectives of electronics market**
- **Market leader for SMT inspection in the challenging automotive segment**
- **Successful entry into the 3C market**
- **Additional growth potential into other segments through diversification**
- **Excellent reputation due to good market positioning**
- **Highly attractive dividend - dividend payout ratio of at least 50 % of net profit**

### Annual Forecast 2015

Sales target: € 62 to 67 million

EBIT-Margin: 13 to 15 %

Thank you for your attention



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