

Viscom AG – Financial results third quarter 2016



Hanover, 14 November 2016

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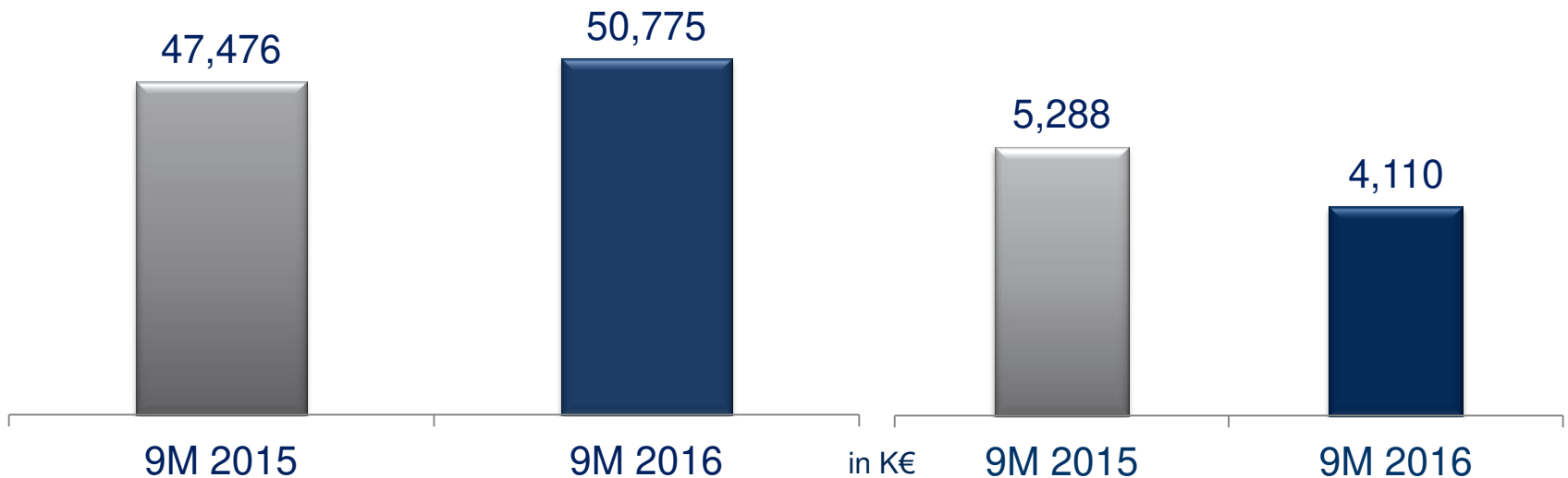
Incoming orders and order backlog according to regions

		9M 2015	9M 2016		
Incoming orders	K€	47,804	57,334	19.9%	↑
thereof Europe	K€	30,026	37,600	25.2%	↑
thereof Americas	K€	9,310	8,224	-11.7%	↓
thereof Asia	K€	8,468	11,510	35.9%	↑
Order backlog	K€	14,360	18,375	28.0%	↑

Group revenue, EBIT and EBIT-Margin

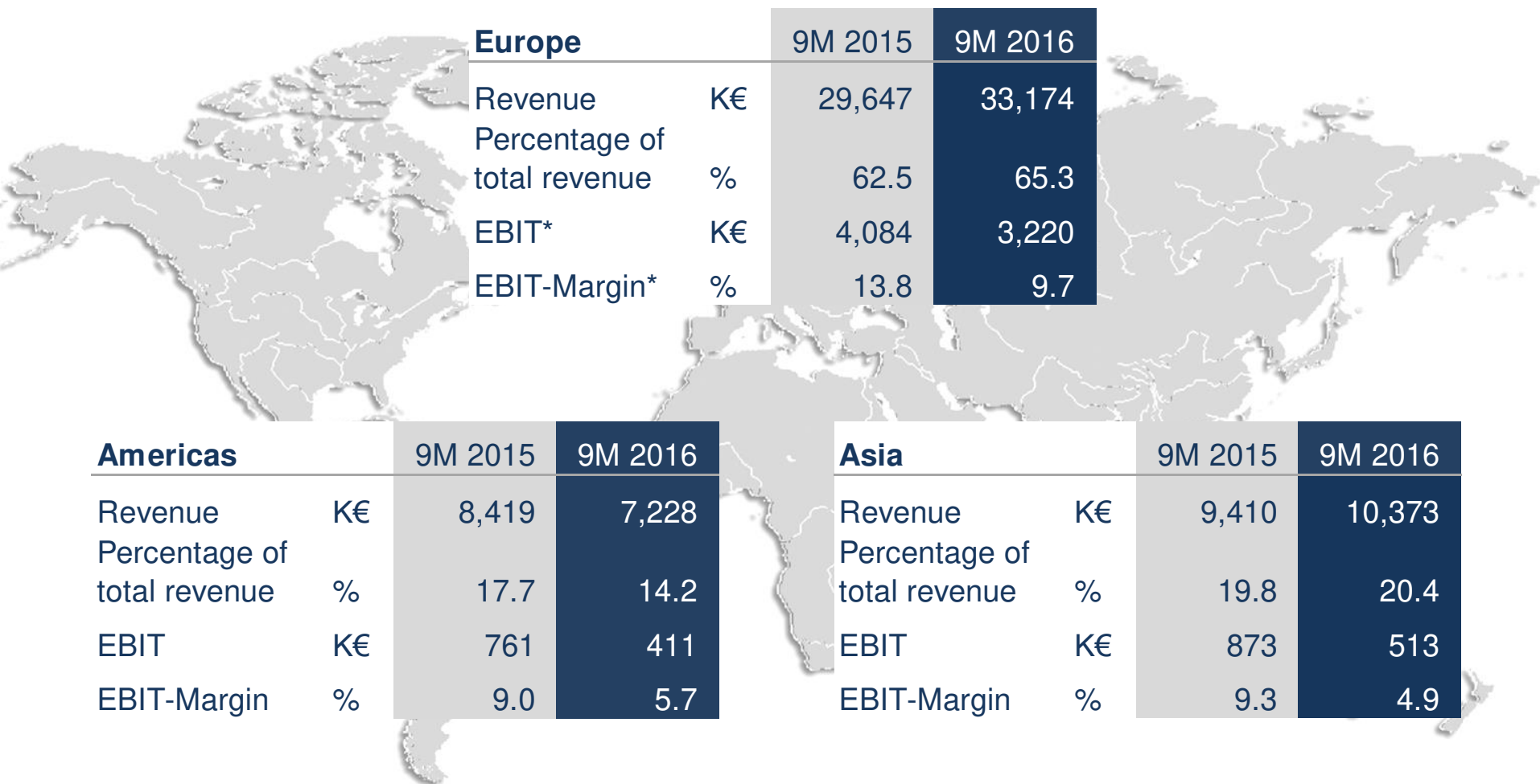
Revenue

EBIT



EBIT-Margin in third quarter: 8.1 % (previous year: 11.1 %)

Segment information according to regions



Europe		9M 2015	9M 2016
Revenue	K€	29,647	33,174
Percentage of total revenue	%	62.5	65.3
EBIT*	K€	4,084	3,220
EBIT-Margin*	%	13.8	9.7

Americas		9M 2015	9M 2016
Revenue	K€	8,419	7,228
Percentage of total revenue	%	17.7	14.2
EBIT	K€	761	411
EBIT-Margin	%	9.0	5.7

Asia		9M 2015	9M 2016
Revenue	K€	9,410	10,373
Percentage of total revenue	%	19.8	20.4
EBIT	K€	873	513
EBIT-Margin	%	9.3	4.9

* without consideration of consolidation differences in EBIT (9M 2016: € -34 thousand; previous year: € -430 thousand)

Core indicators of consolidated income statement

	9M 2015		9M 2016	
	K€	% to To	K€	% to To
Group revenue	47,476		50,775	
Total output (To)*	53,061	100.0%	53,036	100.0%
Cost of materials	-21,164	-39.9%	-19,568	-36.9%
Staff costs	-17,112	-32.2%	-18,575	-35.0%
EBIT (% to revenue)	5,288	11.1%	4,110	8.1%

*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

Consolidated cash flow statement	30.09.2015 K€	30.09.2016 K€
Cash flow from operating activities	1,228	-2,043
Cash flow from investing activities	-1,760	-1,436
Cash flow from financing activities	-8,944	-3,556

Consolidated balance sheet	31.12.2015 K€	30.09.2016 K€
Cash and cash equivalents	11,868	4,806
Current liabilities	12,539	10,399
Non-current liabilities	1,934	1,972
Interest-bearing liabilities	0	0
Total shareholders' equity	48,657	47,623

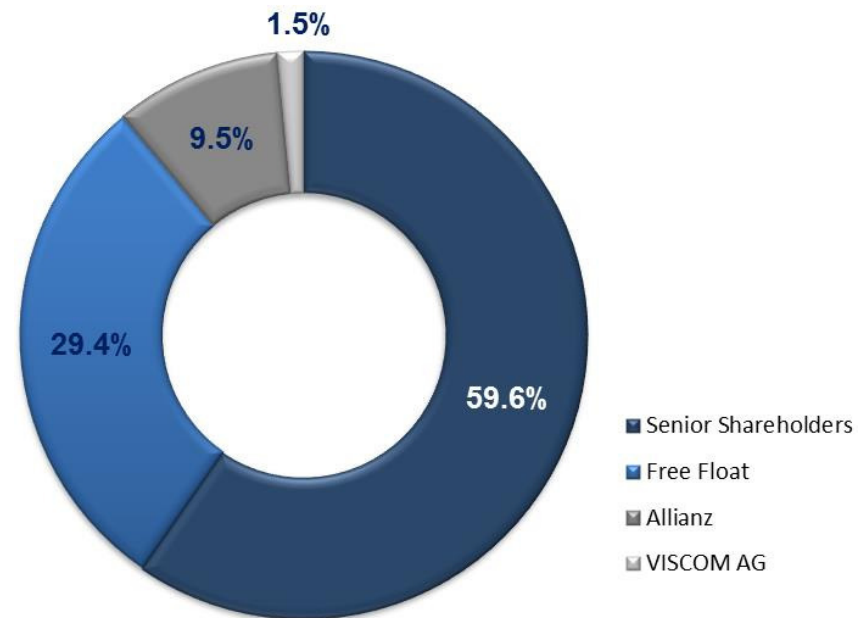
Group key figures

Key figures on net assets, financial position and results of operations

	30.09.2015	30.09.2016
Return on investment (ROI) Net profit for period / total assets	5.5%	4.5%
Return on sales EBT / revenue	11.1%	8.1%
Return on capital employed (ROCE) EBIT / (total assets - cash and cash equivalents - current liabilities and provisions)	12.6%	9.2%
Equity ratio Equity / total assets	83.5%	79.4%

The Viscom share

Listing	Regulated market (Prime Standard)
ISIN	DE 000 7846867
Number of shares	9,020,000 pieces
Number of voting shares	8,885,060 pieces
Market capitalisation as of 30.09.2016 *	€ 119.06 million
Share price as of 30.09.2016 *	€ 13.20 €



*) 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**
- **Additional growth potential into other segments through diversification**
- **Highly attractive dividend - dividend payout ratio of at least 50 % of net profit**

Annual Forecast 2016

Sales target: € 70 to 75 million

EBIT-Margin: 13 to 15 %

Thank you for your attention



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