Viscom AG reports significant growth in revenue and earnings

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- Incoming orders: EUR 66,844 thousand (previous year: EUR 50,960 thousand, +31.2 %)

- Revenue: EUR 62,254 thousand (previous year: EUR 49,820 thousand, +25.0 %)

- EBIT: EUR 9,378 thousand (previous year: EUR 6,772 thousand, +38.5 %)

- EBIT-Margin: 15.1 % (previous year: 13.6 %)

- Proposed dividend: EUR 1.00 per share

Hanover, 24 March 2015 – Viscom AG (ISIN DE0007846867), the European market leader in the field of automated optical inspection systems for use in the electronics industry, was able to maintain its strong position in the market in the 2014 financial year and exceeded management's targets.

The figures for the 2014 financial year speak for themselves: They reflect our dedicated, skilled employees in all business areas and markets. Incoming orders reached a record level during the first half of the year. In particular, our strategy of generating market shares outside the automotive sector has proved that we are on the right track to success. In the first quarter, we started with a large order from a customer in the computer, communication and consumer (3C) market for electronics production at a contract manufacturer (EMS) in China. The order volume totalled approximately EUR 4 million and was reported as revenue and income in the first half of 2014. The positive order trend continued in the third quarter, in particular due to increased demand for our new technologies. At EUR 66,844 thousand, incoming orders in 2014 were around 31 % higher in a year-on-year comparison (EUR 50,960 thousand). Order backlog increased to EUR 14,032 thousand at the end of 2014 (previous year: EUR 9,442 thousand).

Viscom AG generated revenue of EUR 62,254 thousand in the past financial year, which equated to a 25 % increase year on year (previous year: EUR 49,820 thousand) and even exceeded the last record of EUR 53,499 thousand in 2011.

Earnings before interest and taxes (EBIT) also developed positively in the 2014 financial year. At EUR 9,378 thousand (previous year: EUR 6,772 thousand), EBIT was up 38.5 % on the corresponding figure in the previous year. Viscom also generated an EBIT-Margin of 15.1 %, which was more than it had anticipated in the annual forecast for 2014. Net profit for the period rose from EUR 4,723 thousand in the previous year to EUR 6,685 thousand in 2014.

Europe was by far the strongest region for the Viscom Group, accounting for roughly 66 % of revenue. We were particularly pleased with the considerable investments made by our customers in Germany, where we were able to generate a 44 % increase in revenue year on year, from EUR 14,390 thousand to EUR 20,686 thousand. The segment results in the Europe region increased by around 48 % to EUR 7,245 thousand in 2014 (previous year: EUR 4,907 thousand).

Our subsidiaries in international markets also contributed to the positive development of the Group. During the second half of the year, customers from all market segments began to show heightened interest in our new 3D-inspection technologies. The launch of our XM-technology, which is also 3D-ready, in combination with the improved S3088-platform for optical inspection of electronic components, which now offers enhanced performance at a lower price, was able to accommodate the customer demand in the third quarter. Our ability to deliver products fast ensured that the final quarter was particularly good. At the same time, measures initiated during the year to improve the sales and support structure were effective. Revenue in the Asia region amounted to EUR 11,956 thousand (previous year: EUR 12,031 thousand). The segment results increased significantly by approximately 46 %, from EUR 889 thousand in 2013 to EUR 1,301 thousand in 2014.

The positive trend in the Americas region in 2013 continued in 2014, boosted by the popularity of the new XM-sensor module and the 3D-AOI-technology. Continued high demand for automotive electronics in Mexico and for industrial electronics in the United States have also ensured that the business environment has remained stable in this segment. At EUR 9,242 thousand, revenue was up by approximately 12 % year-on- year (previous year: EUR 8,257 thousand). Segment results were marginally lower than the previous year at EUR 834 thousand (previous year: EUR 894 thousand).

The Executive Board and Supervisory Board will propose to the Annual General Meeting on 3 June 2015 that a dividend of EUR 1.00 per dividend-bearing share be paid. In addition to the dividend from the retained earnings of Viscom AG for the 2014 financial year of EUR 0.72 per share, a special dividend of EUR 0.28 per share from retained earnings, which was increased through withdrawals from free capital reserves of EUR 2,500 thousand, will also be paid. Part of the dividend payment in the amount of approx. EUR 0.67 per share will be made from the tax contribution account (section 27 KStG). Such partial amount will not be subject to withholding tax and solidarity surcharge. After paying out the special dividend, EUR 8,650 thousand or EUR 0.97 per dividend-bearing share will remain in free capital reserves. This amount remains available for potential future dividend payments and/or share buy-back programs.

The signals currently coming from the markets and the economic outlook give us reason to assume that our expectations of a slight improvement in business in the 2015 financial year are realistic. The management of Viscom AG expects to generate revenue of between EUR 62 and 67 million and an EBIT-Margin of between 13 % and 15 % in the 2015 financial year. The Annual Report 2014 is now available on the website at www.viscom.com/europe under Investor Relations.

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.

OPERATING FIGURES

		2014	**2013**
Revenue	KEUR	62,254	49,820
EBIT	KEUR	9,378	6,772

EBIT-Margin	%	15.1	13.6
Net profit for the period	KEUR	6,685	4,723
Total assets	KEUR	64,458	71,358
Equity ratio	%	83.1	86.3
CF from operating activities	KEUR	4,755	7,174
CF from investing activities	KEUR	-2,233	-2,478
CF from financing activities	KEUR	-15,126	-5,331
Cash and cash equivalents at end of period	KEUR	16,933	29,285
Earnings per share	EUR	0.75	0.53
Dividend per share*)	EUR	1.00	1.70
Employees at year-end		325	300

*Dividend proposal EUR 1.00 per share for the 2014 financial year

SEGMENT INFORMATION

		2014	2013
EUROPE			
Revenue	KEUR	41,056	29,532
EBIT	KEUR	7,245	4,907
EBIT-Margin	%	17.6	16.6
ASIA			
Revenue	KEUR	11,956	12,031
EBIT	KEUR	1,301	889
EBIT-Margin	%	10.9	7.4
AMERICAS			
Revenue	KEUR	9,242	8,257
EBIT	KEUR	834	894
EBIT-Margin	%	9.0	10.8

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