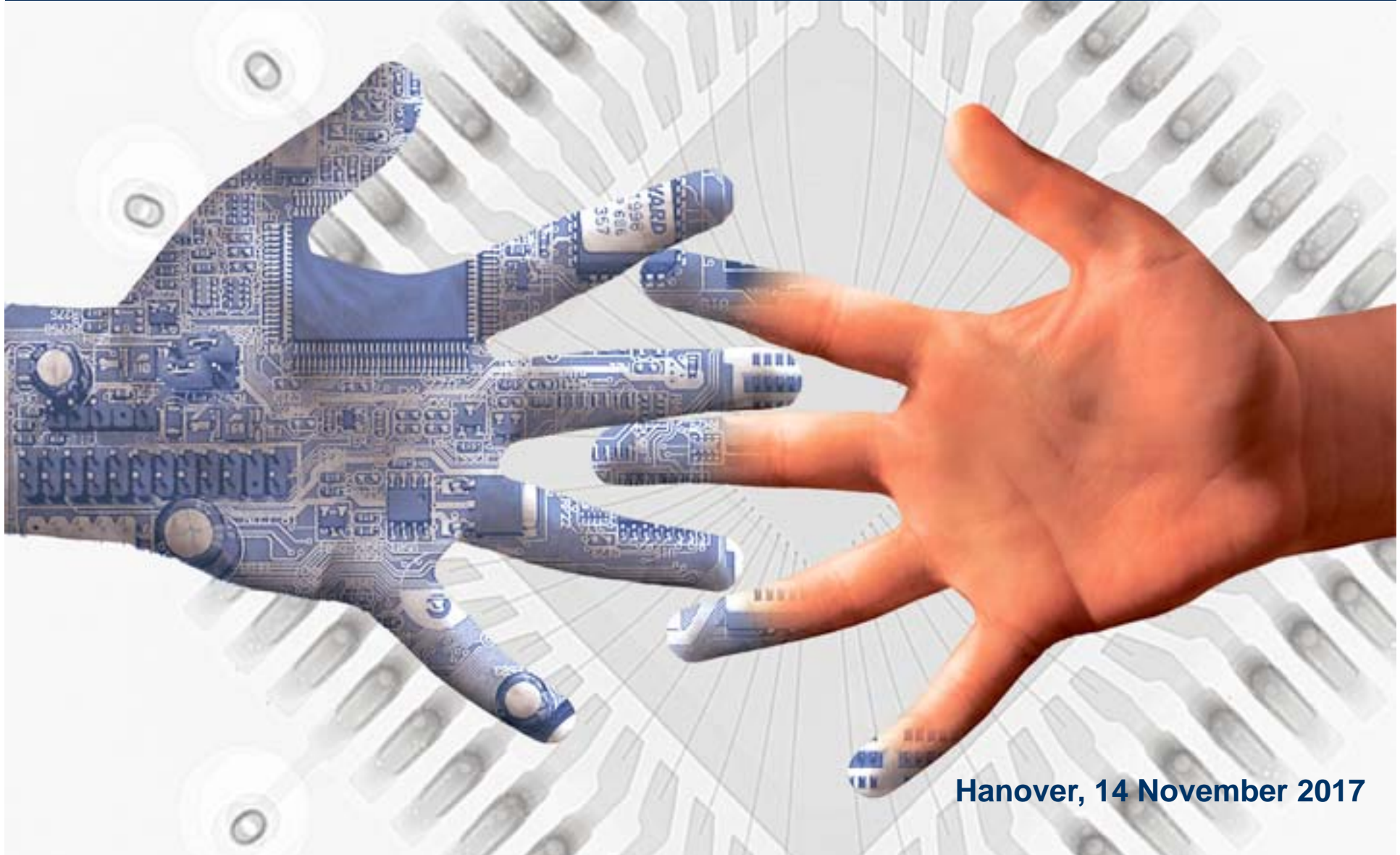


## Viscom AG – Financial results third quarter 2017



Hanover, 14 November 2017

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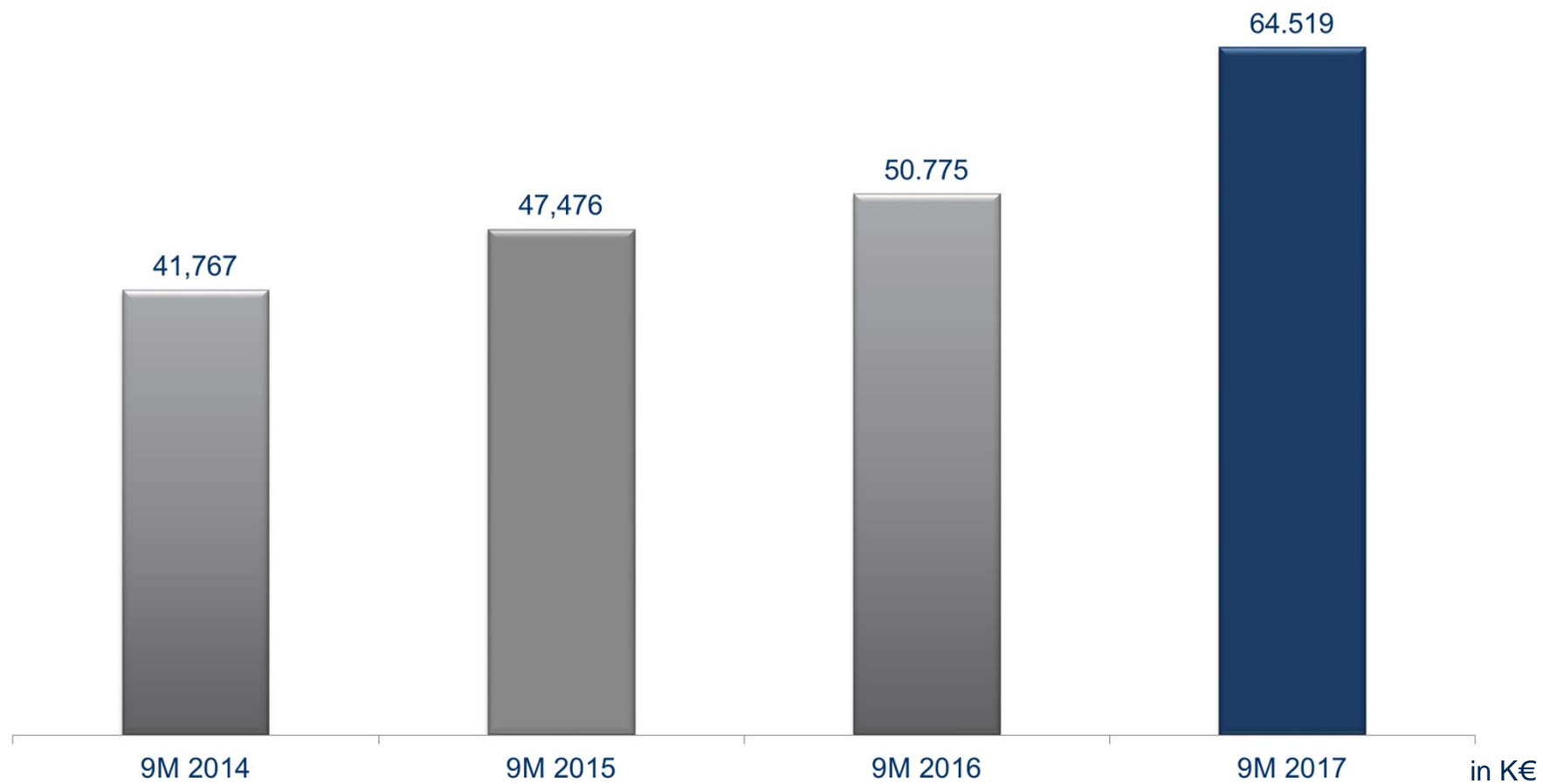
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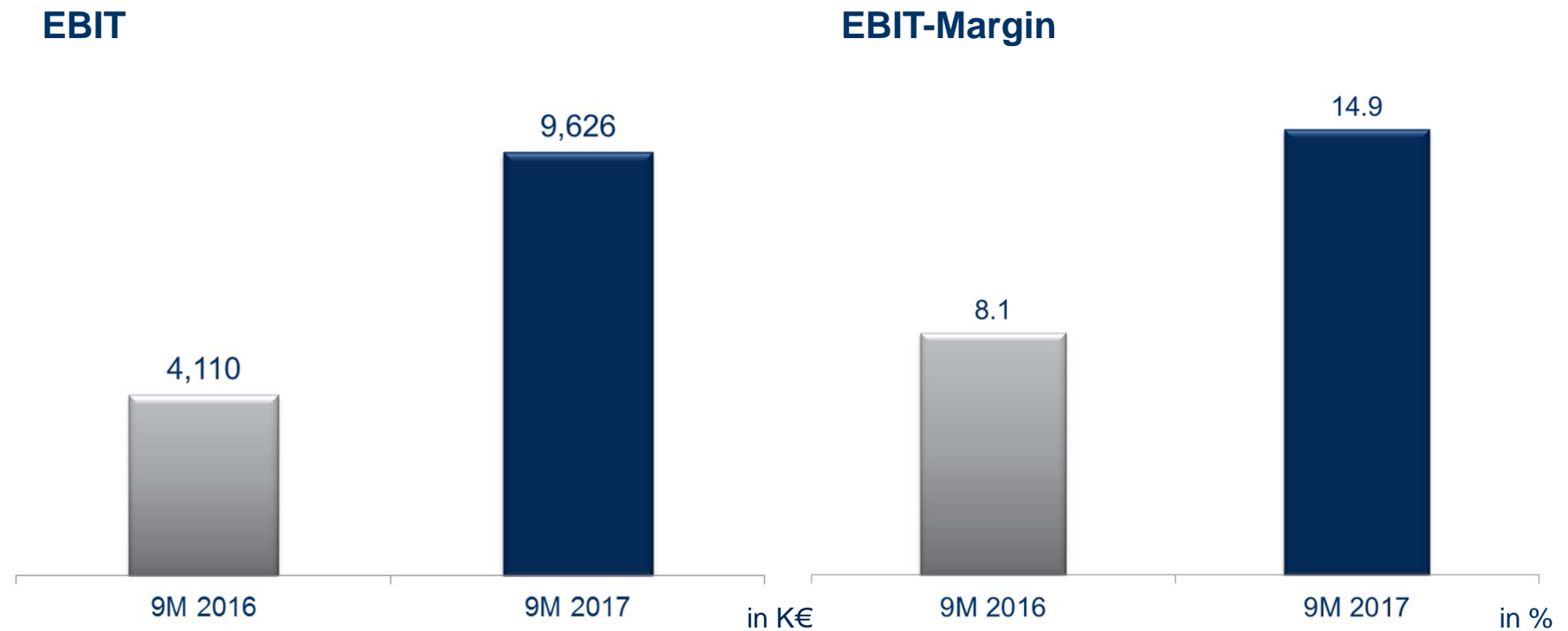
## Incoming orders and order backlog according to regions

		9M 2016	9M 2017		
Incoming orders	K€	57,334	65,815	14.8%	↑
thereof Europe	K€	37,600	39,422	4.8%	↗
thereof Americas	K€	8,224	10,657	29.6%	↑
thereof Asia	K€	11,510	15,736	36.7%	↑
Order backlog	K€	18,375	19,365	5.4%	↗

## Group revenues



## EBIT and EBIT-Margin



## Segment information according to regions

<b>Europe</b>		9M 2016	9M 2017
Revenue	K€	33,174	32,777
Percentage of total revenue	%	65.3	50.8
EBIT*	K€	3,220	6,501
EBIT-Margin*	%	9.7	19.8

<b>Americas</b>		9M 2016	9M 2017
Revenue	K€	7,228	10,688
Percentage of total revenue	%	14.2	16.6
EBIT	K€	411	1,381
EBIT-Margin	%	5.7	12.9

<b>Asia</b>		9M 2016	9M 2017
Revenue	K€	10,373	21,054
Percentage of total revenue	%	20.4	32.6
EBIT	K€	513	2,012
EBIT-Margin	%	4.9	9.6

\* without consideration of consolidation differences in EBIT

## Core indicators of consolidated income statement

	9M 2016		9M 2017	
	K€	% to To	K€	% to To
<b>Group revenue</b>	<b>50,775</b>		<b>64,519</b>	
<b>Total output (To)*</b>	<b>53,036</b>	<b>100.0%</b>	<b>67,586</b>	<b>100.0%</b>
Cost of materials	-19,568	-36.9%	-25,435	-37.6%
Staff costs	-18,575	-35.0%	-20,699	-30.6%
<b>EBIT (% to revenue)</b>	<b>4,110</b>	<b>8.1%</b>	<b>9,626</b>	<b>14.9%</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>31.12.2016</b> K€	<b>30.09.2017</b> K€
Cash and cash equivalents	6,517	8,846
Current liabilities	12,047	11,133
Non-current liabilities	2,298	2,153
Interest-bearing liabilities	0	0
Total shareholders' equity	52,292	54,719

<b>Consolidated cash flow statement</b>	<b>30.09.2016</b> K€	<b>30.09.2017</b> K€
Cash flow from operating activities	-2,043	7,961
Cash flow from investing activities	-1,436	-1,330
Cash flow from financing activities	-3,556	-3,999

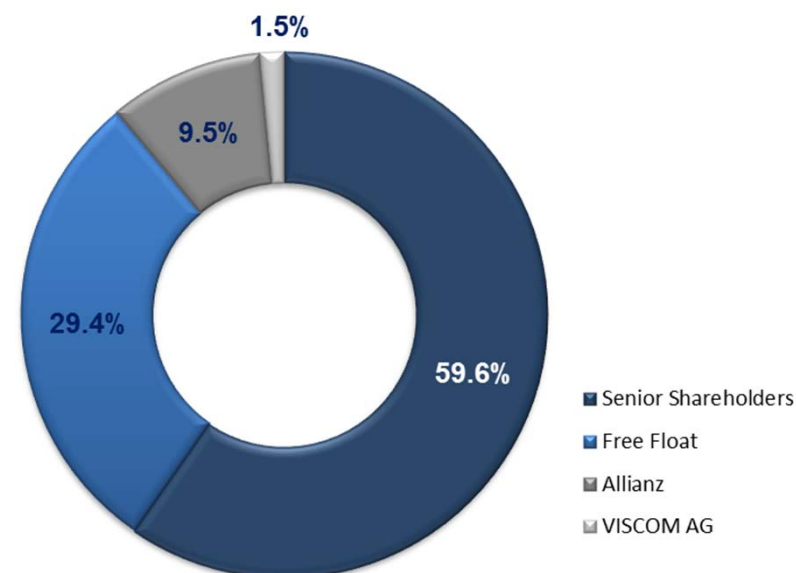


## Group key figures

Key figures on net assets, financial position and results of operations	30.09.2016	30.09.2017
<b>Return on investment (ROI)</b> Net profit for period / total assets	4.5%	10.3%
<b>Return on sales</b> EBT / revenue	8.1%	14.9%
<b>Return on capital employed (ROCE)</b> EBIT / (total assets - cash and cash equivalents - current liabilities and provisions)	9.2%	20.0%
<b>Equity ratio</b> Equity / total assets	79.4%	80.5%

## 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 30.09.2017 *	€ 276.37 million
Share price as of 29.09.2017 *	€ 30.64



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

## Objectives and Forecast

- **The electronics market and megatrends offer secure growth perspectives.**
  - Autonomous driving vehicles
  - Electromobility
  - Miniaturization of electronic components
- **Further growth potential in global accounts**
- **Winning evaluations always in focus**
  - Positioning on Approved Vendor List (AVL)
- **Dividend policy:** Payout rate of at least 50 % of result

### Guidance 2017

Sales target: € 87 to € 92 million

EBIT-Margin: 14 to 16 %

Thank you for your attention



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