

# Viscom AG – Financial results 9M 2015



Hanover, 10 November 2015

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# Highlights 9M 2015

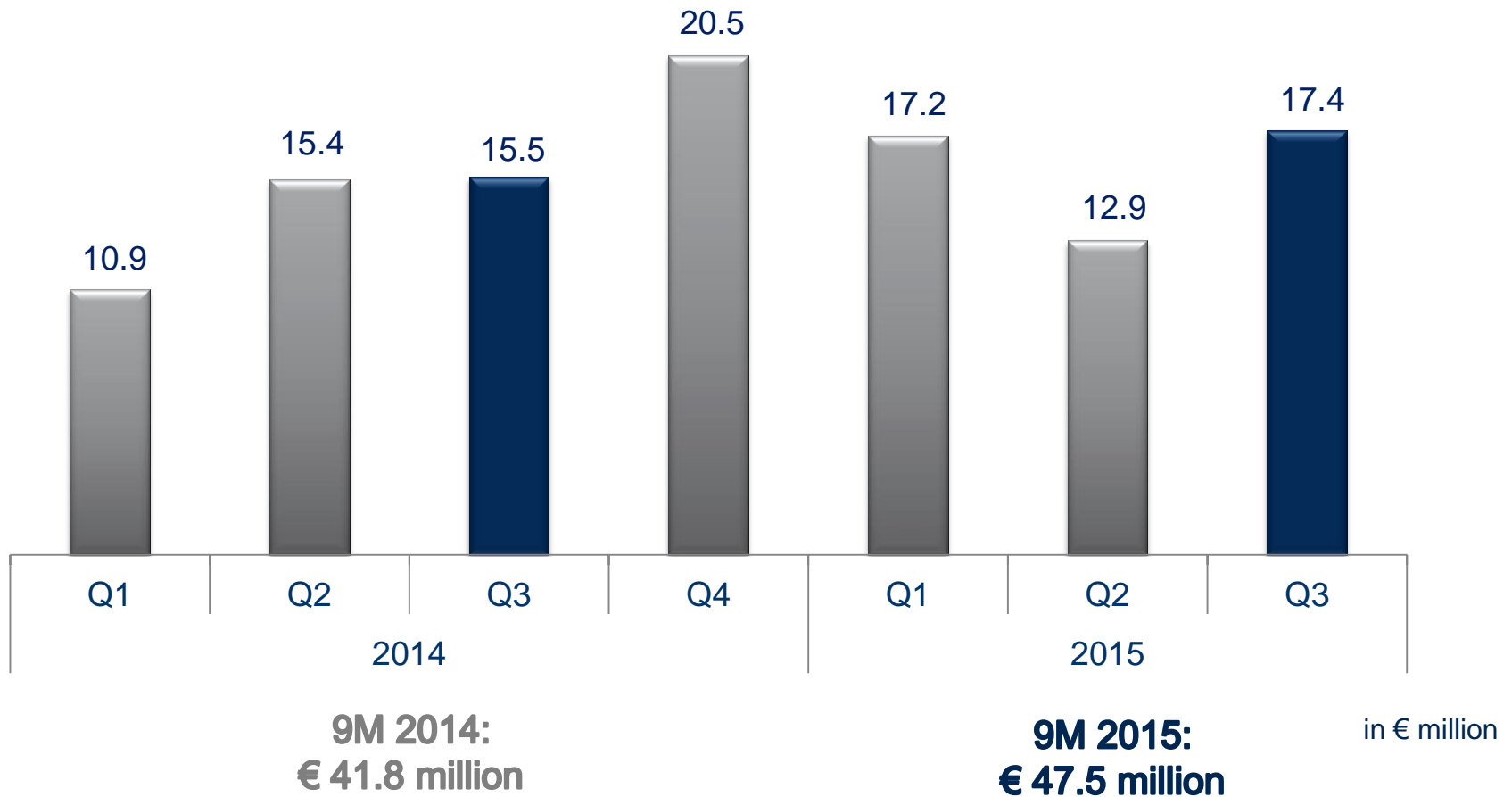
- Incoming orders: 47,804 K€ (previous year: 46,142 K€, **+3.6 %**)
- Group revenue: 47,476 K€ (previous year: 41,767 K€, **+13.7 %**)
- EBIT: 5,288 K€ (previous year: 5,140 K€, **+2.9 %**)
- EBIT-Margin: 11.1 % (previous year: 12.3 %)
- Management confirms annual forecast for 2015



# Incoming orders and order backlog according to regions

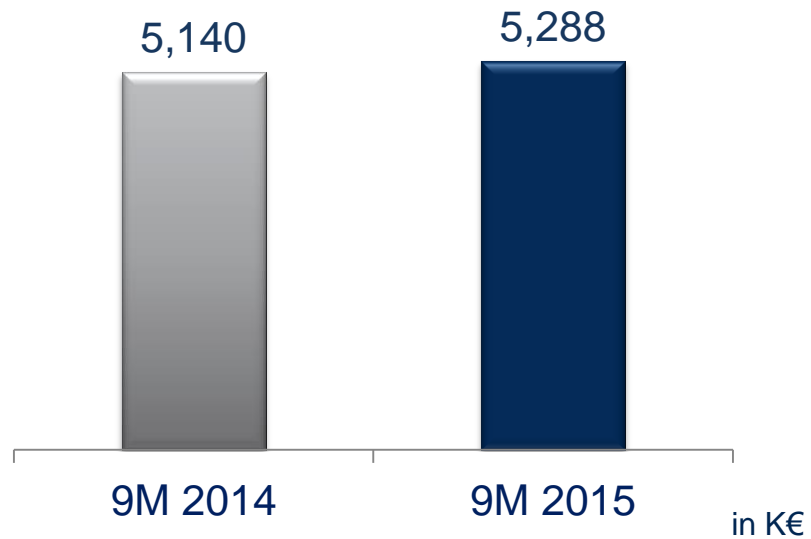
		9M 2014	9M 2015		
Incoming orders	K€	46,142	47,804	3.6%	↑
thereof Europe	K€	29,833	30,026	0.6%	↑
thereof Americas	K€	7,687	9,310	21.1%	↑
thereof Asia	K€	8,622	8,468	-1.8%	↓
Order backlog	K€	13,817	14,360	3.9%	↑

# Group revenue by quarters

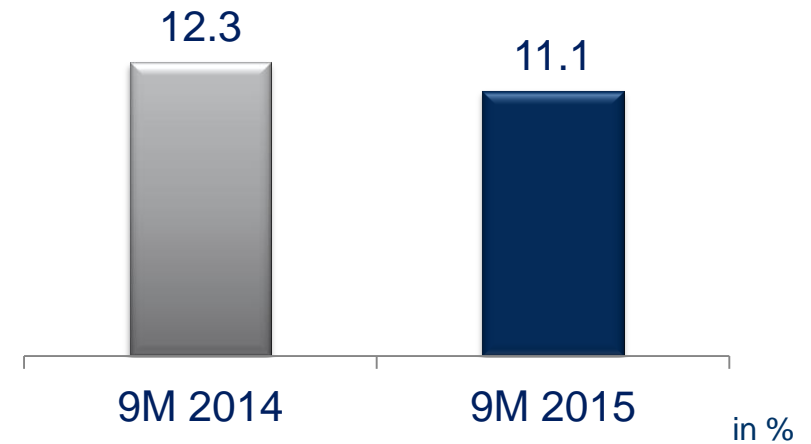


# EBIT and EBIT-Margin

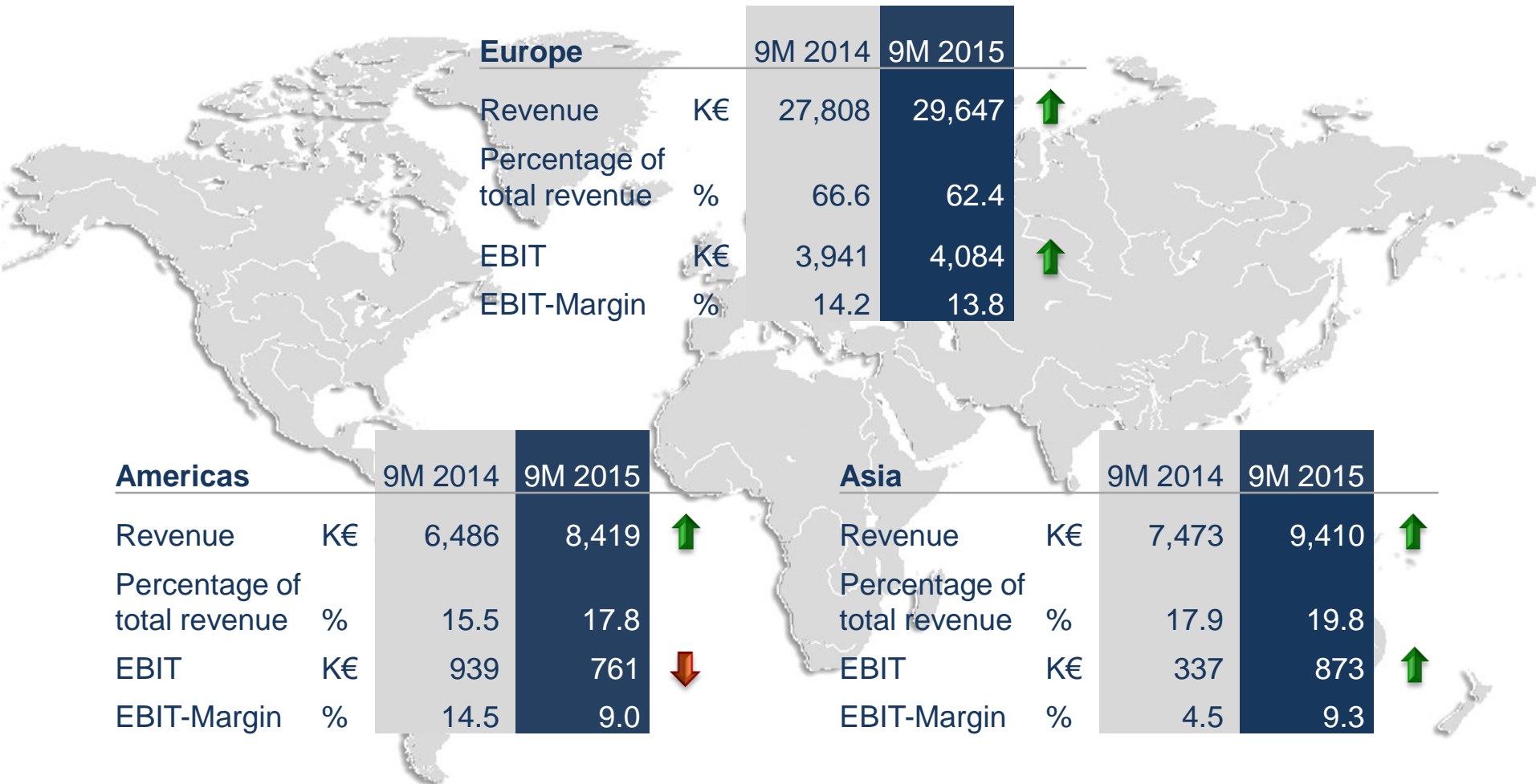
## EBIT



## EBIT-Margin



# Segment information according to regions\*



\* without consideration of consolidation differences in EBIT

## Core indicators of consolidated income statement

	9M 2014		9M 2015	
	K€	% to To	K€	% to To
<b>Group revenue</b>	<b>41,767</b>		<b>47,476</b>	
<b>Total output (To)*</b>	<b>46,954</b>	<b>100.0%</b>	<b>53,061</b>	<b>100.0%</b>
Cost of materials	-18,478	-39.4%	-21,164	-39.9%
Staff costs	-15,042	-32.0%	-17,112	-32.2%
<b>EBIT (% to revenue)</b>	<b>5,140</b>	<b>12.3%</b>	<b>5,288</b>	<b>11.1%</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>30.09.2015</b> K€
Cash and cash equivalents	16,933	7,638
Current liabilities	9,264	7,999
Non-current liabilities	1,610	1,547
Interest-bearing liabilities	0	0
Total shareholders' equity	53,584	48,221

<b>Consolidated cash flow statement</b>	<b>30.09.2014</b> K€	<b>30.09.2015</b> K€
Cash flow from operating activities	-1,124	1,228
Cash flow from investing activities	-1,546	-1,760
Cash flow from financing activities	-15,104	-8,944

# Group key figures

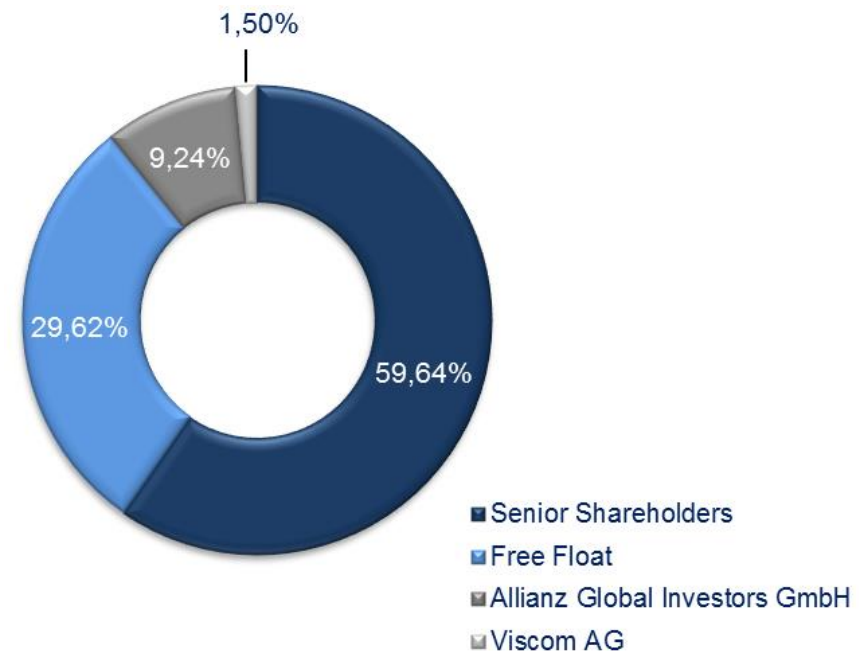
Key figures on net assets, financial position and results of operations	30.09.2014	30.09.2015
<b>Return on investment (ROI)</b> Net profit for period / total assets	6.5%	5.5%
<b>Return on sales</b> EBT / revenue	12.6%	11.1%
<b>Return on capital employed (ROCE)</b> EBIT / (total assets - cash and cash equivalents - current liabilities and provisions)	12.7%	12.6%
<b>Equity ratio</b> Equity / total assets	83.4%	83.5%

# 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 30.09.2015**	€ 121.77 € million
Share price as of 30.09.2015**	€ 13.50

\*) 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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