

Viscom AG – Financial results 9M 2015



Hanover, 10 November 2015

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Highlights 9M 2015

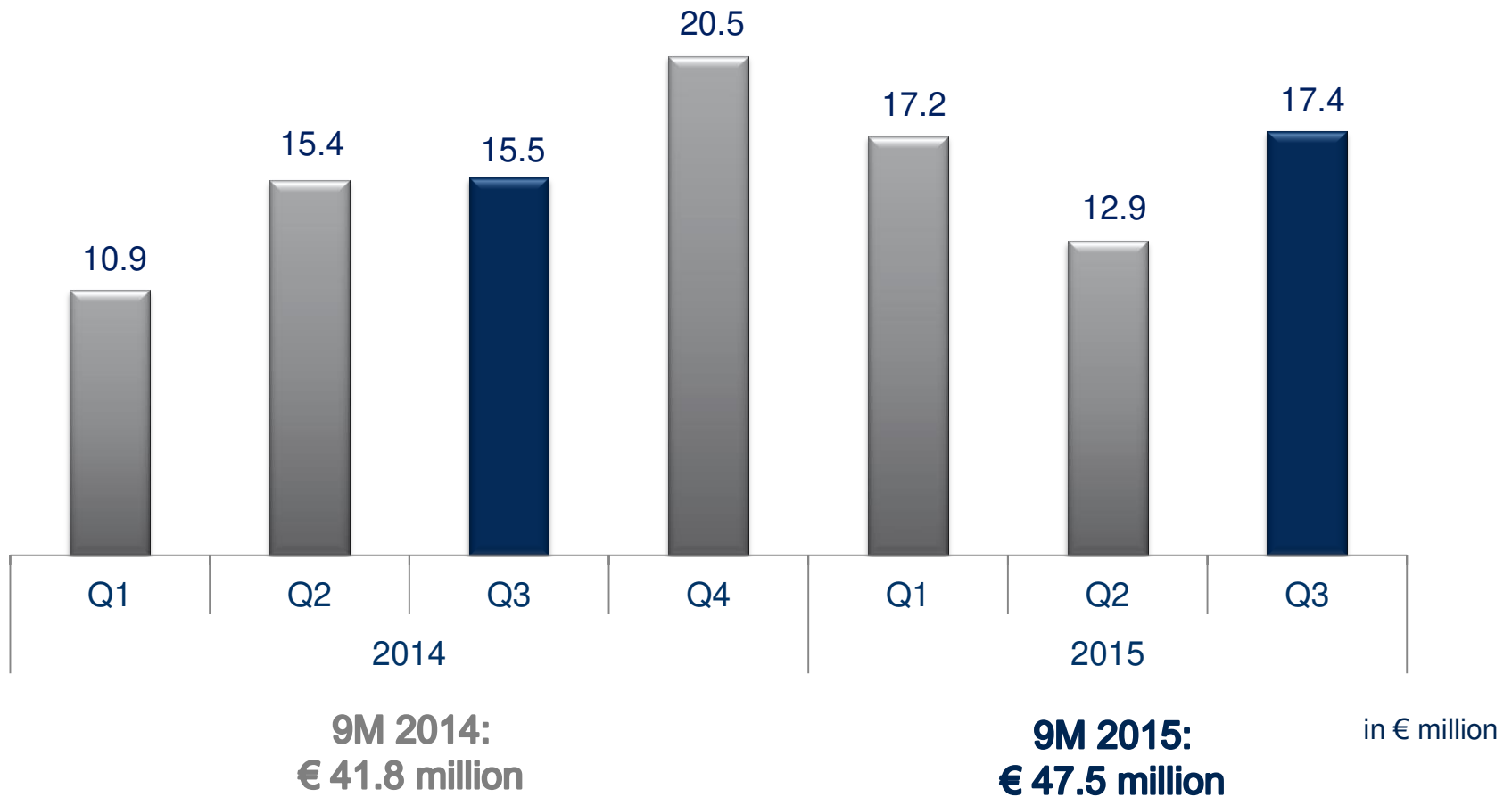
- Incoming orders: 47,804 K€ (previous year: 46,142 K€, **+3.6 %**)
- Group revenue: 47,476 K€ (previous year: 41,767 K€, **+13.7 %**)
- EBIT: 5,288 K€ (previous year: 5,140 K€, **+2.9 %**)
- EBIT-Margin: 11.1 % (previous year: 12.3 %)
- Management confirms annual forecast for 2015



Incoming orders and order backlog according to regions

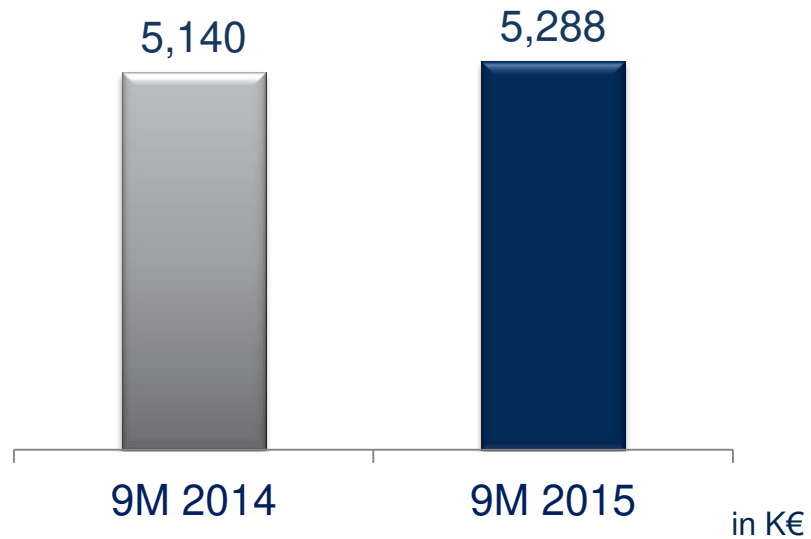
		9M 2014	9M 2015		
Incoming orders	K€	46,142	47,804	3.6%	↑
thereof Europe	K€	29,833	30,026	0.6%	↑
thereof Americas	K€	7,687	9,310	21.1%	↑
thereof Asia	K€	8,622	8,468	-1.8%	↓
Order backlog	K€	13,817	14,360	3.9%	↑

Group revenue by quarters

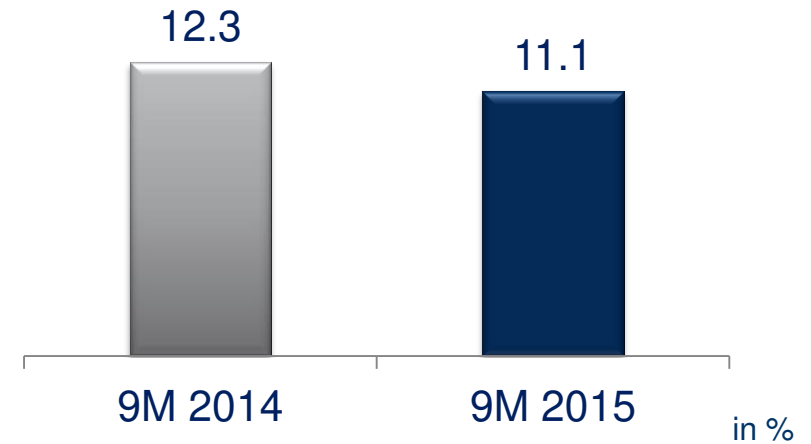


EBIT and EBIT-Margin

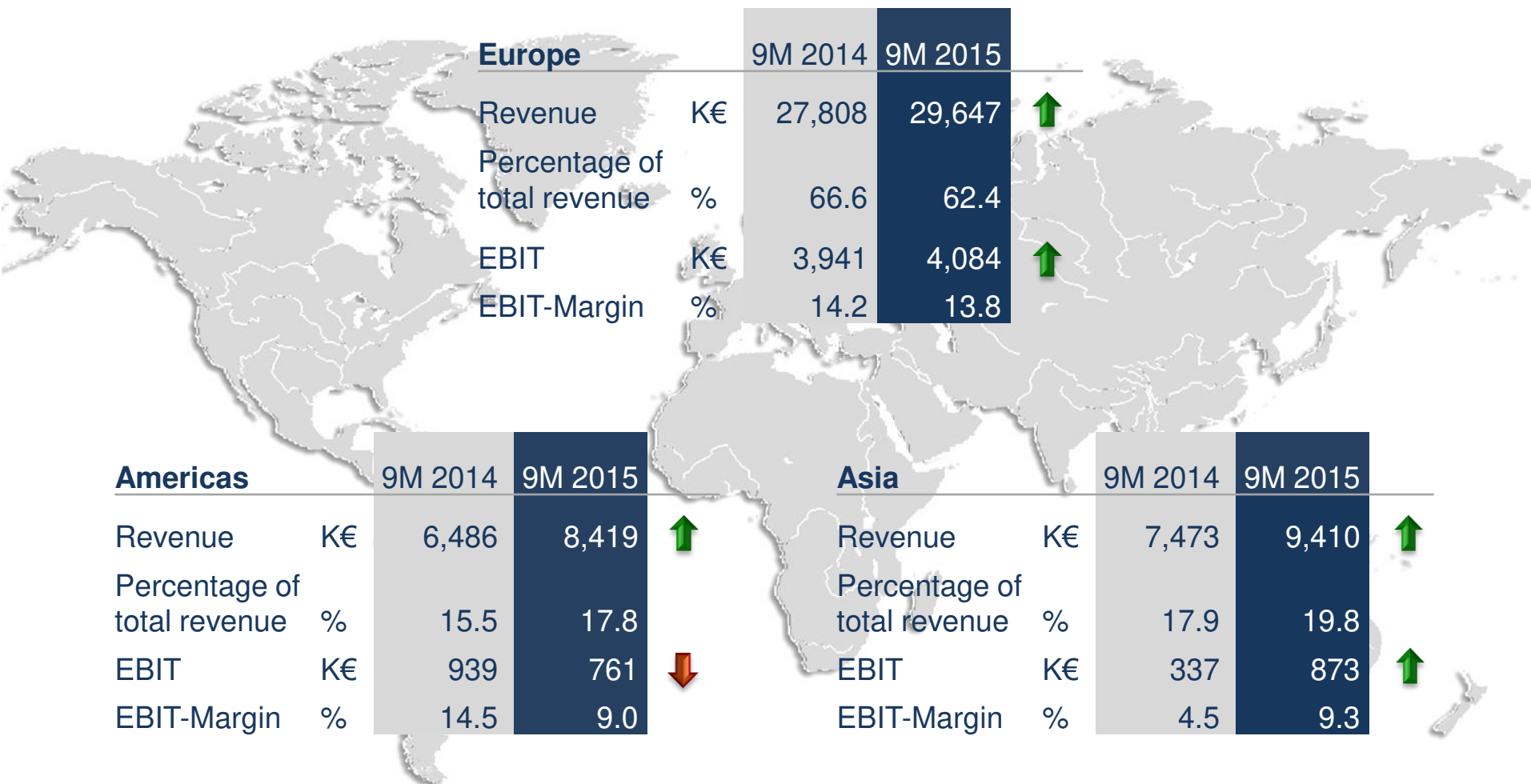
EBIT



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
Group revenue	41,767		47,476	
Total output (To)*	46,954	100.0%	53,061	100.0%
Cost of materials	-18,478	-39.4%	-21,164	-39.9%
Staff costs	-15,042	-32.0%	-17,112	-32.2%
EBIT (% to revenue)	5,140	12.3%	5,288	11.1%

*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 balance sheet	31.12.2014 K€	30.09.2015 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

Consolidated cash flow statement	30.09.2014 K€	30.09.2015 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

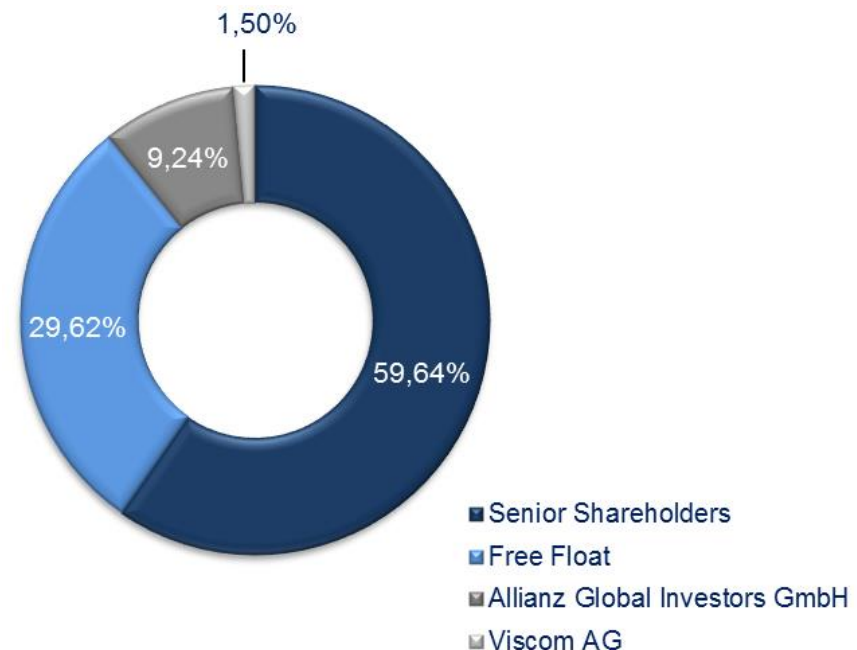
Key figures on net assets, financial position and results of operations	30.09.2014	30.09.2015
Return on investment (ROI) Net profit for period / total assets	6.5%	5.5%
Return on sales EBT / revenue	12.6%	11.1%
Return on capital employed (ROCE) EBIT / (total assets - cash and cash equivalents - current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

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 30.09.2015**	€ 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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