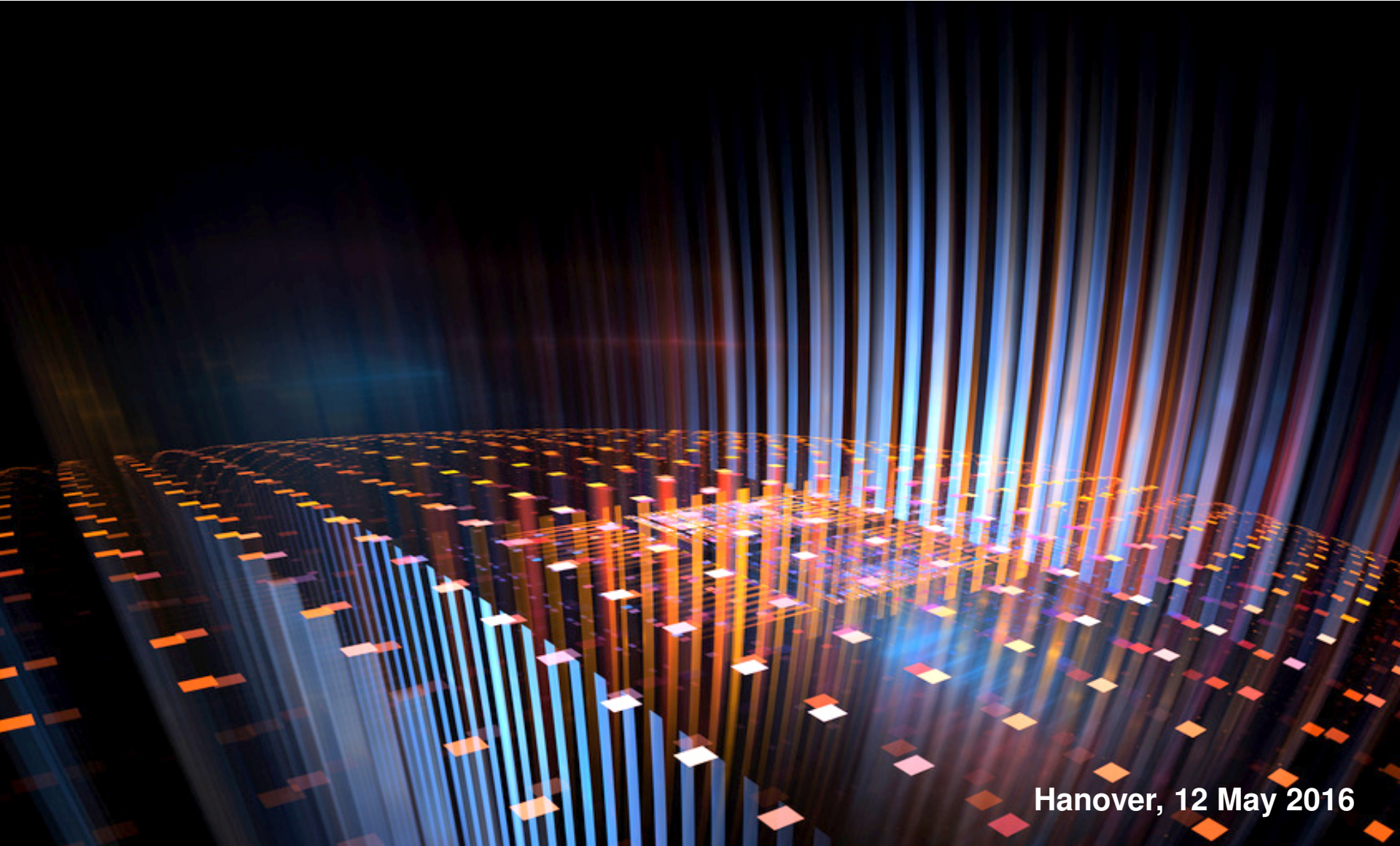


Viscom AG – Financial results first quarter 2016



Hanover, 12 May 2016

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3M 2016

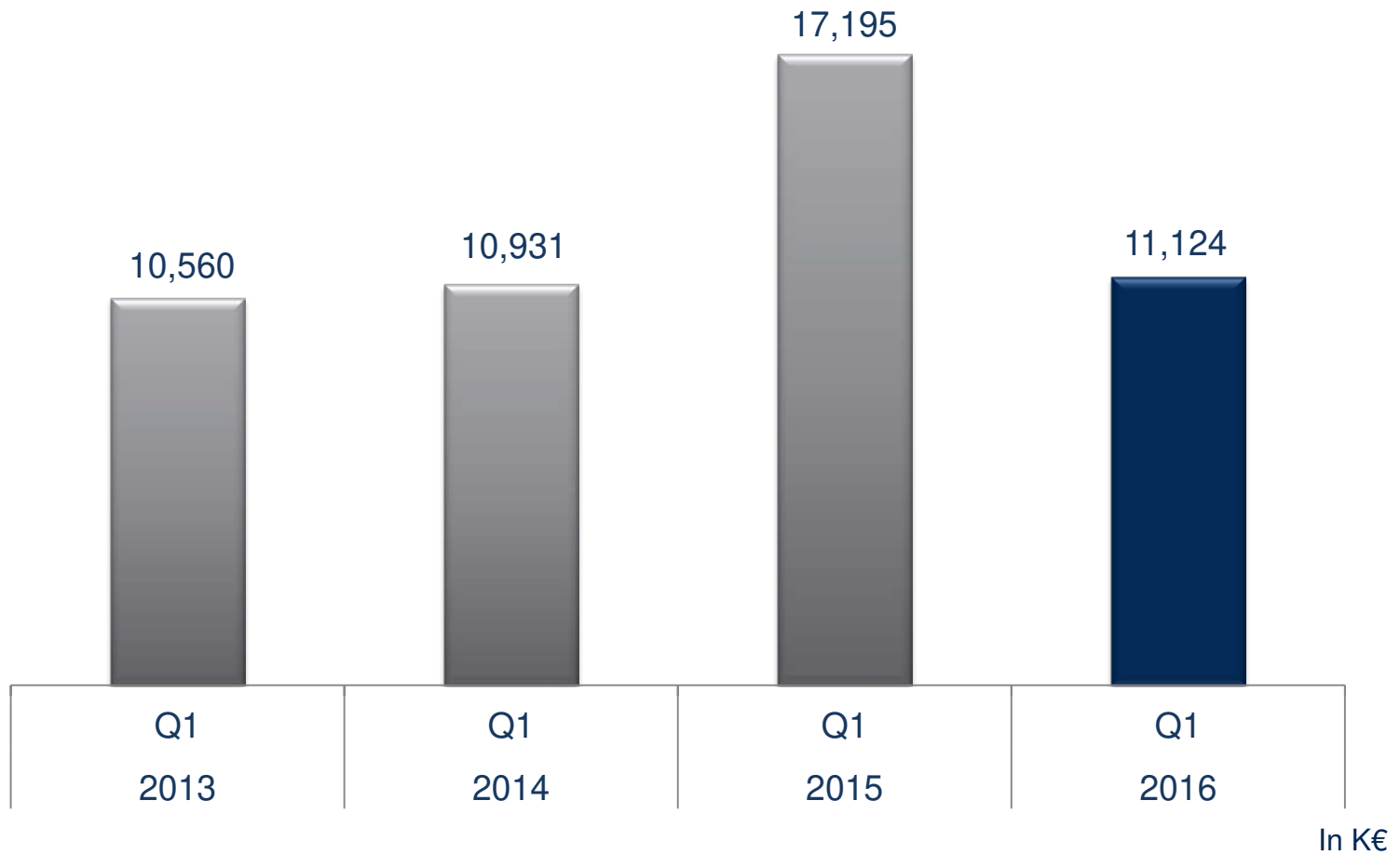
- Incoming orders: 14,792 K€ (previous year: 15,825 K€)
- Group revenue: 11,124 K€ (previous year: 17,195 K€)
- EBIT: -1,221 K€ (previous year.: 2,514 K€)
- EBIT-Margin: -11.0 % (previous year: 14.6 %)
- Management confirms annual forecast for 2016
- Outlook: Incoming orders on 30 April 2016 24,167 K€ (previous year.: 20,347 K€, +18.8%)



Incoming orders and order backlog according to regions

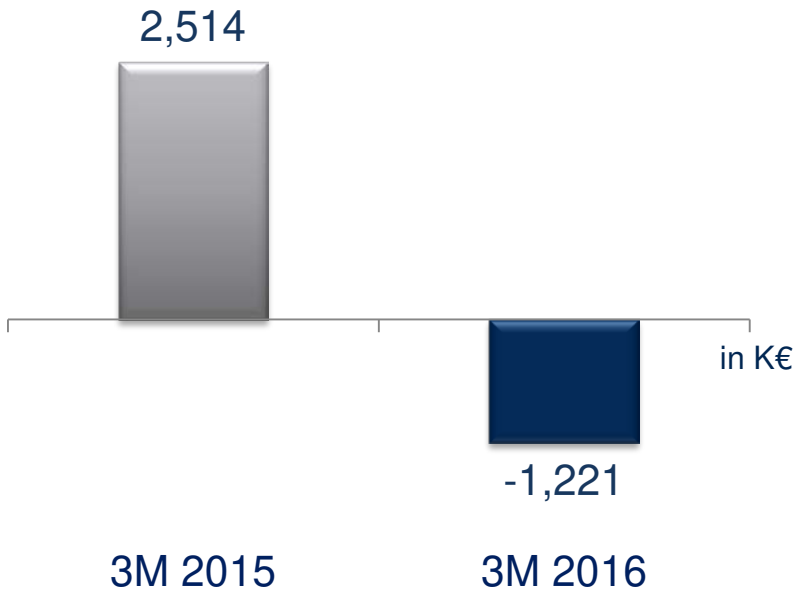
		3M 2015	3M 2016		
Incoming orders	K€	15,825	14,792	-6.5%	
thereof Europe	K€	9,452	9,543	1.0%	
thereof Americas	K€	3,192	1,701	-46.7%	
thereof Asia	K€	3,181	3,548	11.5%	
Order backlog	K€	12,662	15,484	22.3%	

Group revenues by first quarters

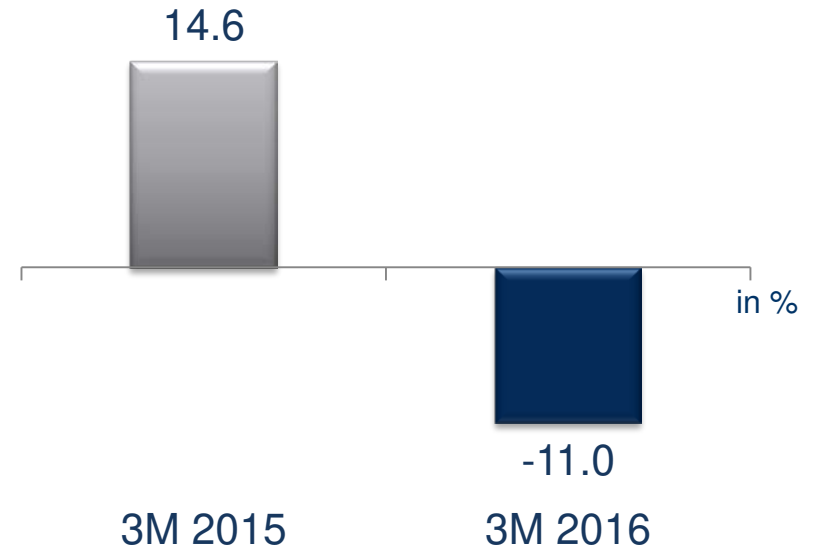


EBIT and EBIT-Margin

EBIT



EBIT-Margin



Segment information according to regions*

Europe		3M 2015	3M 2016
Revenue	K€	9.674	7,817
Percentage of total revenue	%	56.3	70.3
EBIT	K€	1,507	-851
EBIT-Margin	%	15.6	-10.9

Americas		3M 2015	3M 2016
Revenue	K€	4,184	1,541
Percentage of total revenue	%	24.3	13.8
EBIT	K€	600	-121
EBIT-Margin	%	14.3	-7.9

Asia		3M 2015	3M 2016
Revenue	K€	3,337	1,766
Percentage of total revenue	%	19.4	15.9
EBIT	K€	787	-271
EBIT-Margin	%	23.6	-15.3

* without consideration of consolidation differences in EBIT

Core indicators of consolidated income statement

	3M 2015		3M 2016	
	K€	% to To	K€	% to To
Group revenue	17,195		11,124	
Total output (To)*	18,189	100.0%	13,765	100.0%
Cost of materials	-7,046	-38.7%	-5,950	-43.2%
Staff costs	-5,666	-31.2%	-6,023	-43.8%
EBIT (% to revenue)	2,514	14.6%	-1,221	-11.0%

*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	31.12.2015 K€	31.03.2016 K€
Cash and cash equivalents	11,868	10,862
Current liabilities	12,539	9,001
Non-current liabilities	1,934	1,732
Interest-bearing liabilities	0	0
Total shareholders' equity	48,657	47,128

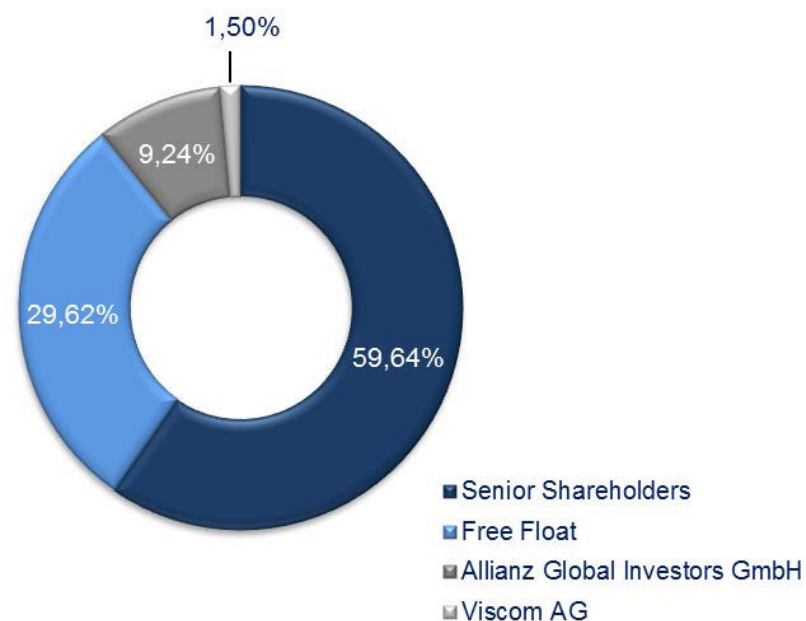
Consolidated cash flow statement	31.03.2015 K€	31.03.2016 K€
Cash flow from operating activities	2,473	-423
Cash flow from investing activities	-601	-530
Cash flow from financing activities	0	0

Group key figures

Key figures on net assets, financial position and results of operations	31.03.2015	31.03.2016
Return on investment (ROI) Net profit for period / total assets	2.7%	-2.3%
Return on sales EBT / revenue	14.7%	-11.0%
Return on capital employed (ROCE) EBIT / (total assets - cash and cash equivalents – current liabilities and provisions)	6.5%	-3.2%
Equity ratio Equity / total assets	83.9%	81.5%

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 31.03.2016 *	€ 126.28 million
Share price as of 31.03.2016 *	€ 14.00



*) 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 2016

Sales target: € 70 to 75 million

EBIT-Margin: 13 to 15 %

Thank you for your attention



Headquarters:
Viscom AG
Carl-Buderus-Str. 9 - 15 · 30455 Hanover
Tel.: +49 511 94996-0 · Fax: +49 511 94996-900
info@viscom.de · www.viscom.com

Contact Investor Relations:
Viscom AG, Anna Borkowski
Carl-Buderus-Str. 9 – 15 · 30455 Hanover
Tel.: +49 511 94996-861 · Fax: +49 511 94996-555
investor.relations@viscom.de · www.viscom.com

You will find our international subsidiaries and representatives in Europe, the USA and Asia under:

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