

Viscom AG – Financial results first half-year 2017



Hanover, 9 August 2017

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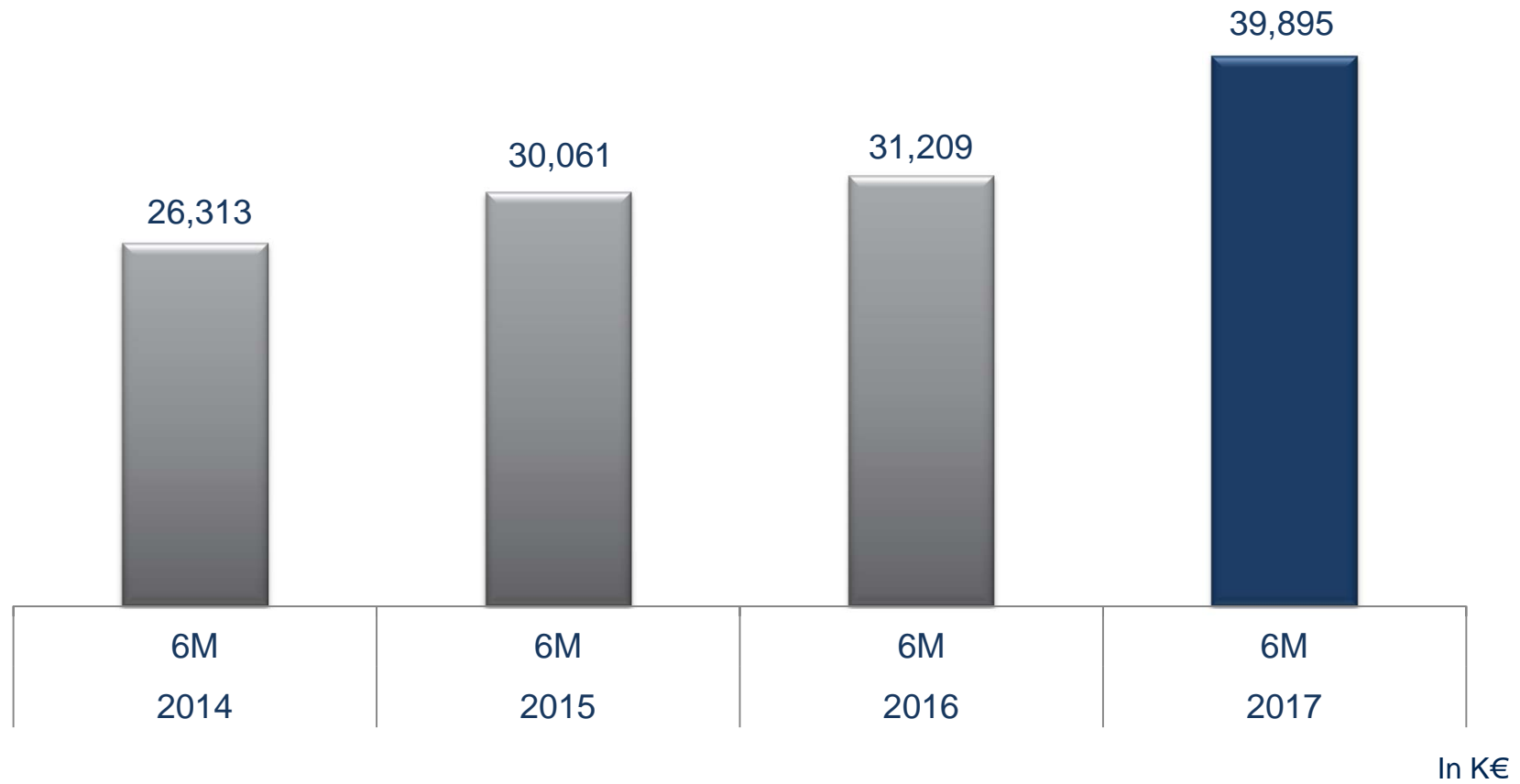
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Incoming orders and order backlog according to regions

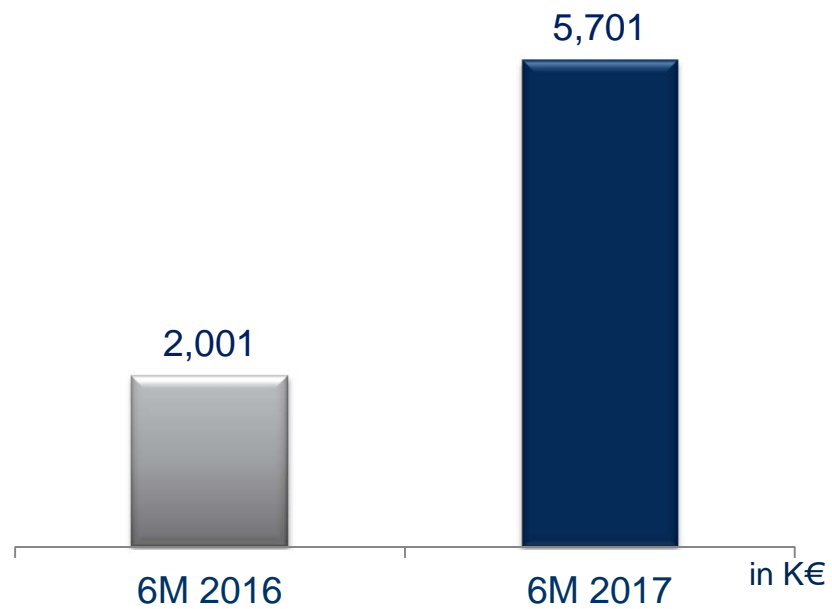
		6M 2016	6M 2017		
Incoming orders	K€	38,290	42,270	10.4%	
thereof Europe	K€	23,818	23,345	-2.0%	
thereof Americas	K€	6,525	7,937	21.6%	
thereof Asia	K€	7,947	10,988	38.3%	
Order backlog	K€	18,897	20,445	8.2%	

Group revenues by 6M

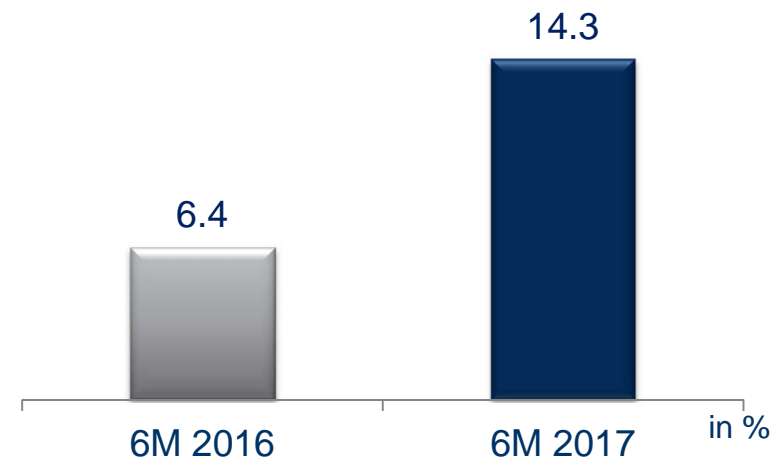


EBIT and EBIT-Margin

EBIT



EBIT-Margin



Segment information according to regions

Europe		6M 2016	6M 2017
Revenue	K€	20,545	20,912
Percentage of total revenue	%	65.8	52.4
EBIT*	K€	1,627	4,181
EBIT-Margin*	%	7.9	20.0
Employees		302	324

Americas		6M 2016	6M 2017
Revenue	K€	3,859	6,497
Percentage of total revenue	%	12.4	16.3
EBIT	K€	72	642
EBIT-Margin	%	1.9	9.9
Employees		18	20

Asia		6M 2016	6M 2017
Revenue	K€	6,805	12,486
Percentage of total revenue	%	21.8	31.3
EBIT	K€	295	1,136
EBIT-Margin	%	4.3	9.1
Employees		52	53

* without consideration of consolidation differences in EBIT

Core indicators of consolidated income statement

	6M 2016		6M 2017		Change to the previous year
	K€	% to Gr	K€	% to Gr	
Group revenue (Gr)	31,209	100.0%	39,895	100.0%	27.8%
Total output*	33,265	106.6%	44,221	110.8%	32.9%
Cost of materials	-12,147	-38.9%	-17,400	-43.6%	43.2%
Staff cost	-12,322	-39.5%	-13,503	-33.8%	9.6%
Other operating expenses	-6,815	-21.8%	-7,575	-19.0%	11.2%
EBIT	2,001	6.4%	5,701	14.3%	184.9%
Net profit for the period	681	2.2%	4,122	10.3%	505.3%

*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	31.12.2016 K€	30.06.2017 K€
Cash and cash equivalents	6,517	10,251
Current liabilities	12,047	10,401
Non-current liabilities	2,298	2,006
Interest-bearing liabilities	0	0
Total shareholders' equity	52,292	51,978

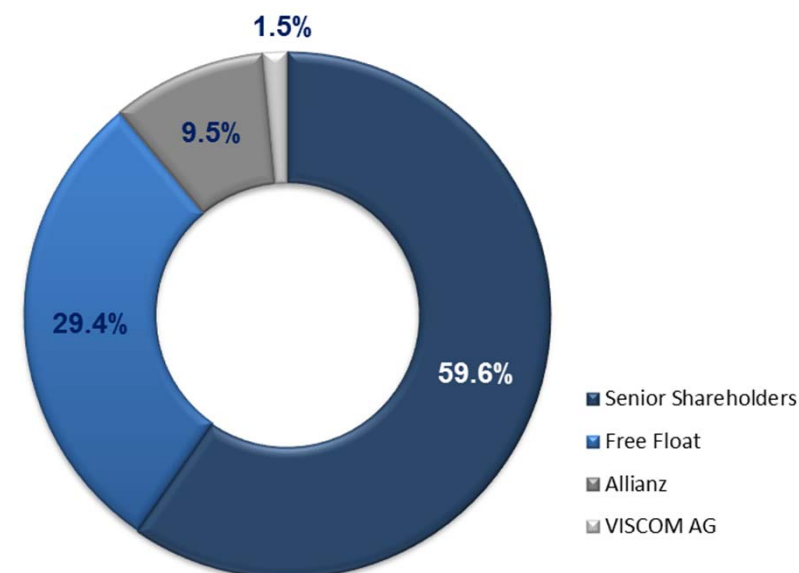
Consolidated cash flow statement	30.06.2016 K€	30.06.2017 K€
Cash flow from operating activities	-3,588	8,828
Cash flow from investing activities	-991	-917
Cash flow from financing activities	-3,554	-3,984

Group key figures

Key figures on net assets, financial position and results of operations	30.06.2016	30.06.2017
Return on investment (ROI) Net profit for period / total assets	1.2%	6.4%
Return on sales EBT / revenue	6.4%	14.3%
Return on capital employed (ROCE) EBIT / (total assets - cash and cash equivalents – current liabilities and provisions)	4.6%	13.0%
Equity ratio Equity / total assets	80.3%	80.7%

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 30.06.2017 *	€ 170.48 million
Share price as of 30.06.2017 *	€ 18.90



*) 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

Adjusted Guidance 2017

Sales target: €87 to €92 million (prev.: €80 to 85 million)
EBIT-Margin: 14 to 16 % (prev.: 13 to 15 %)

Thank you for your attention



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