HansaMatrix

Innovator and Manufacturing Solution High-Tech Group

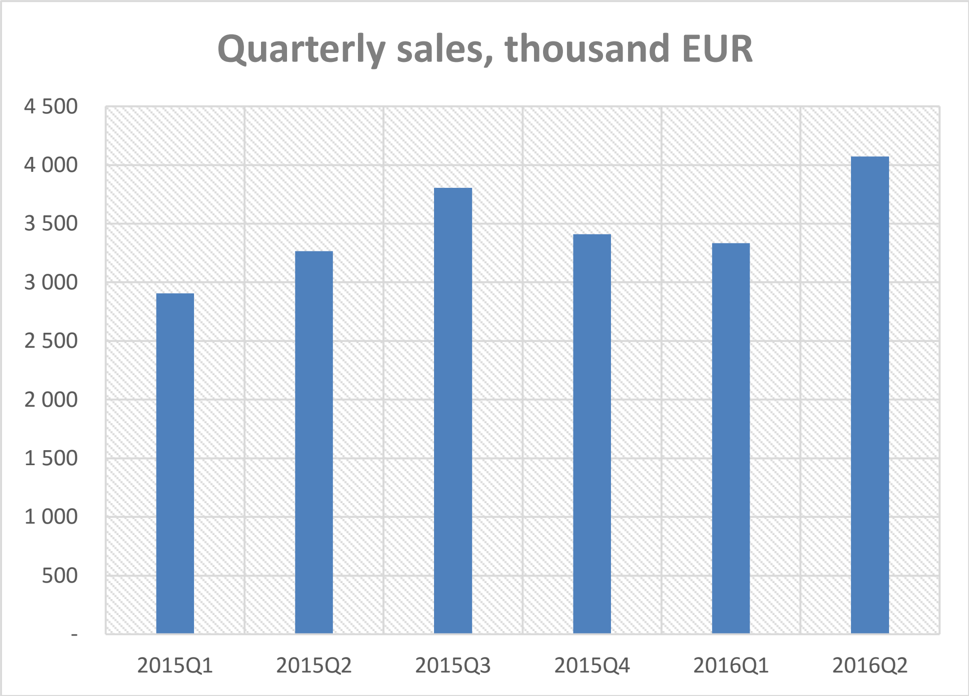
2nd quarter and 6 month results – Nasdaq webinar

21 September, 2016

2nd quarter results of 2016

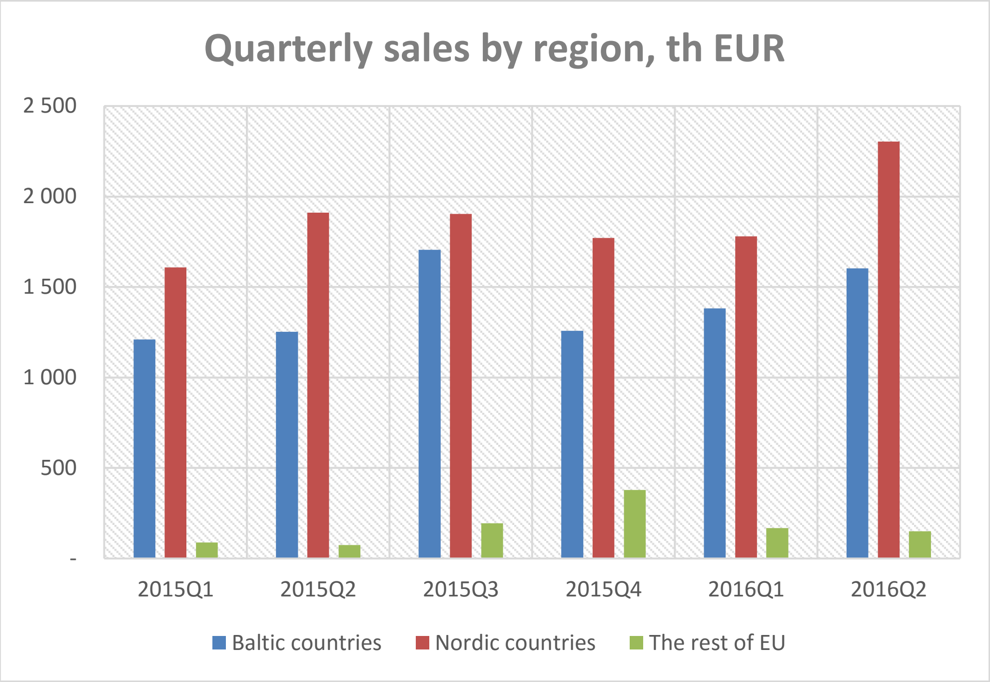
2nd quarter sales

- Sales worth of more then 4 million euros;
- In terms of sales the best quarter in company history so far
- An increase by 25% in comparison to 2015Q2
- An increase by 22% in comparison to 2016Q1



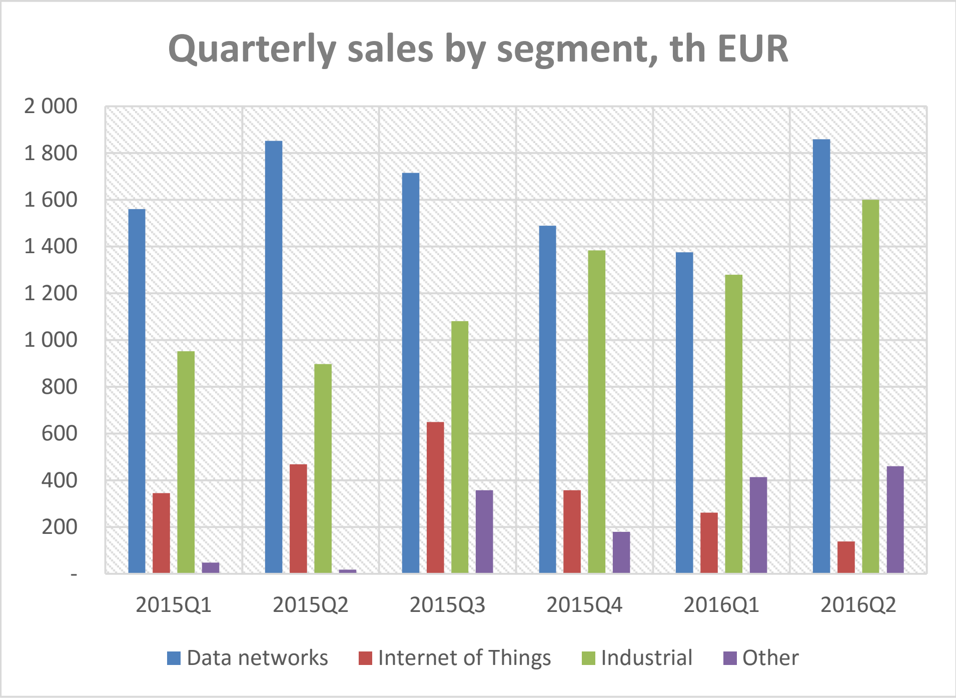
2nd quarter sales by region

- Substantial sales increase in Nordic countries;
- Increase in Nordic sales by 28% in comparison to 2015Q2
- Increase in Baltic sales by 21% in comparison to 2015Q2
- Increase in rest of EU sales by 102% in comparison to 2015Q2



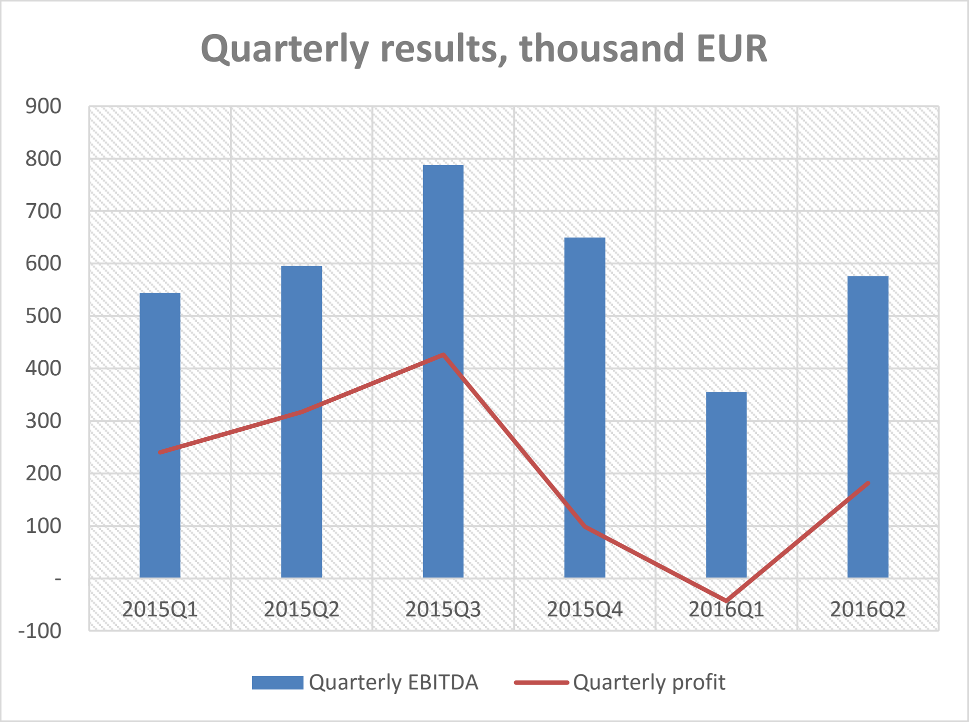
2nd quarter sales by segment

- Substantial sales increase in industrial product segment in Nordic countries;
- Increase of industrial segment share in sales to 39%
- Data network products sales at 2015Q2 sales level and has increased by 35% from 2016Q1



2nd quarter profitability results

- EBITDA results achieved – 0.576 million euros;
- EBITDA decrease by 3% in comparison to 2015Q2
- Net profit results – 0.181 million euros
- Net profit decrease by 43% in comparison to 2015Q2
- Both - EBITDA and net profit substantial increase in comparison to 2016Q1

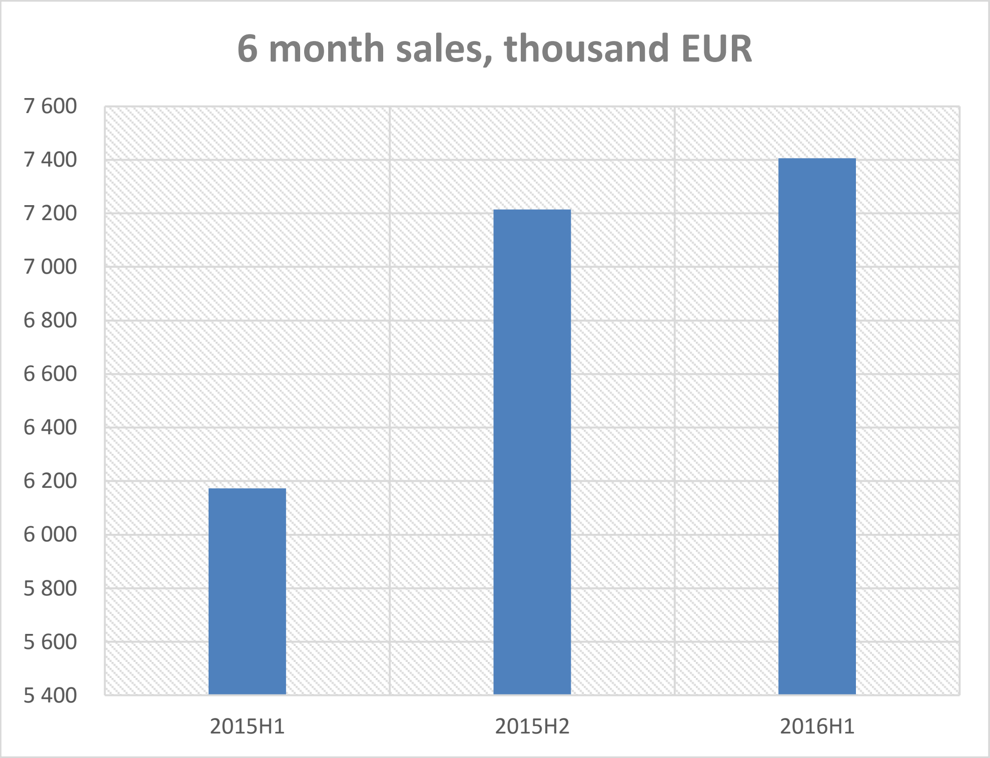


6 month results of 2016 and 12 months rolling results

HANSAMATRIX

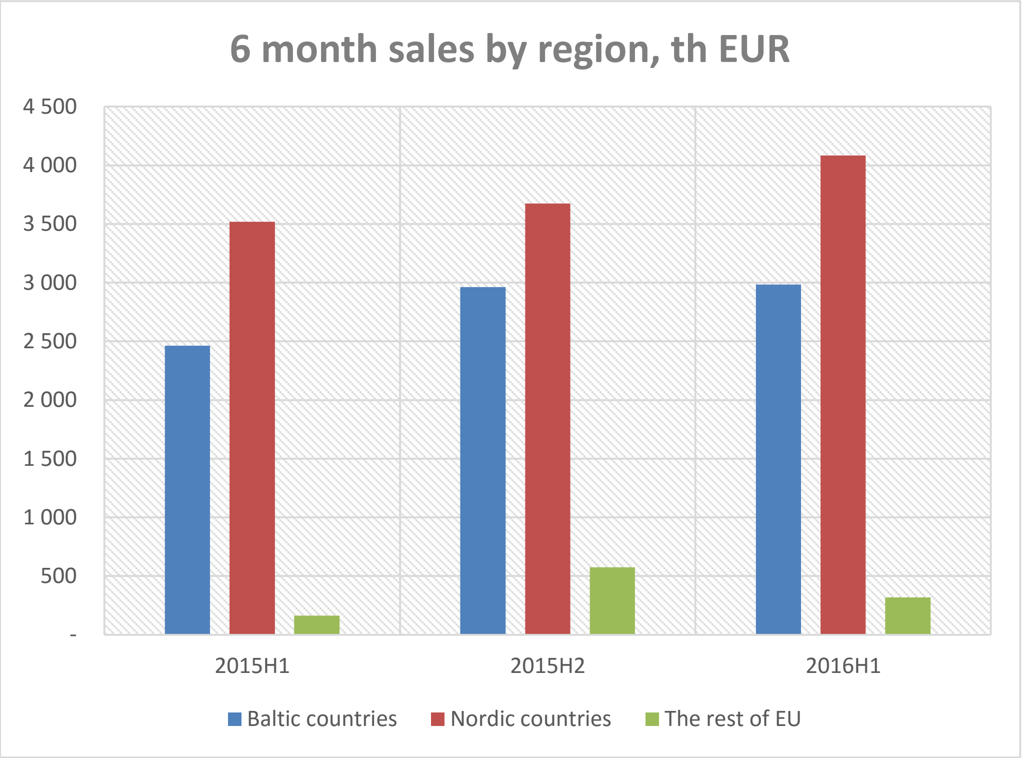
6 month sales results

- Sales of 7.4 million euros;
- In terms of sales the best half year in company history so far
- An increase by 20% in comparison to 2015H1
- An increase by 3% in comparison to 2015H2



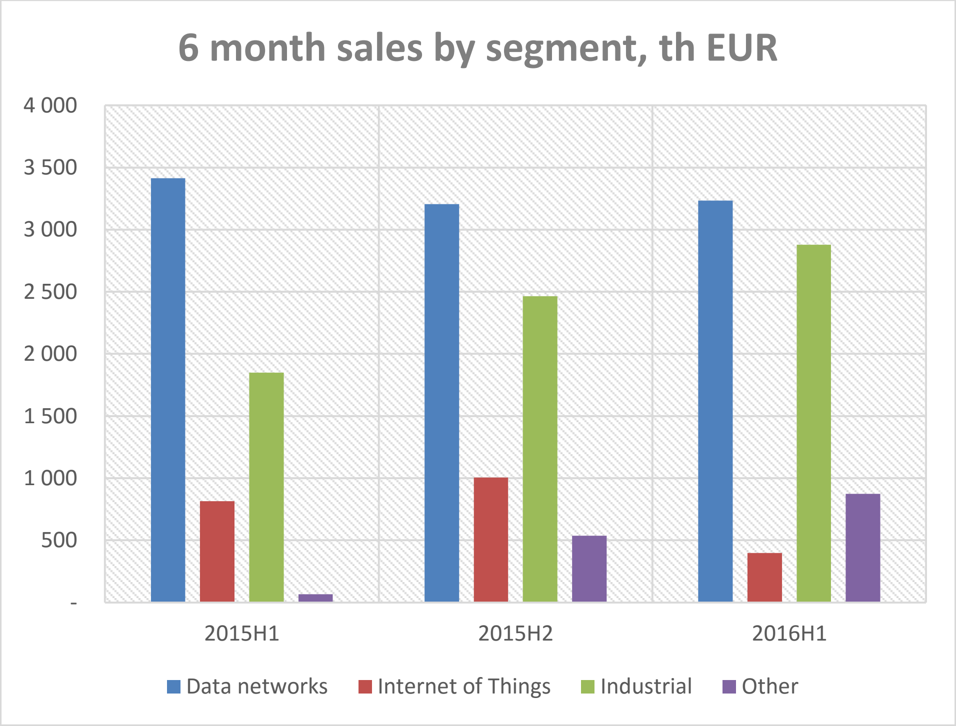
6 month sales by region results

- Sales increase in Nordic countries;
- Increase in Nordic sales by 21% in comparison to 2015H1 and by 11% in comparison to 2015H2
- Increase in Baltic sales by 16% in comparison to 2015H1 and 1% to 2015H2
- Increase in rest of EU sales by 95% in comparison to 2015H1 and decrease by 44% to 2015H2 – caused mostly by sezonality of investments



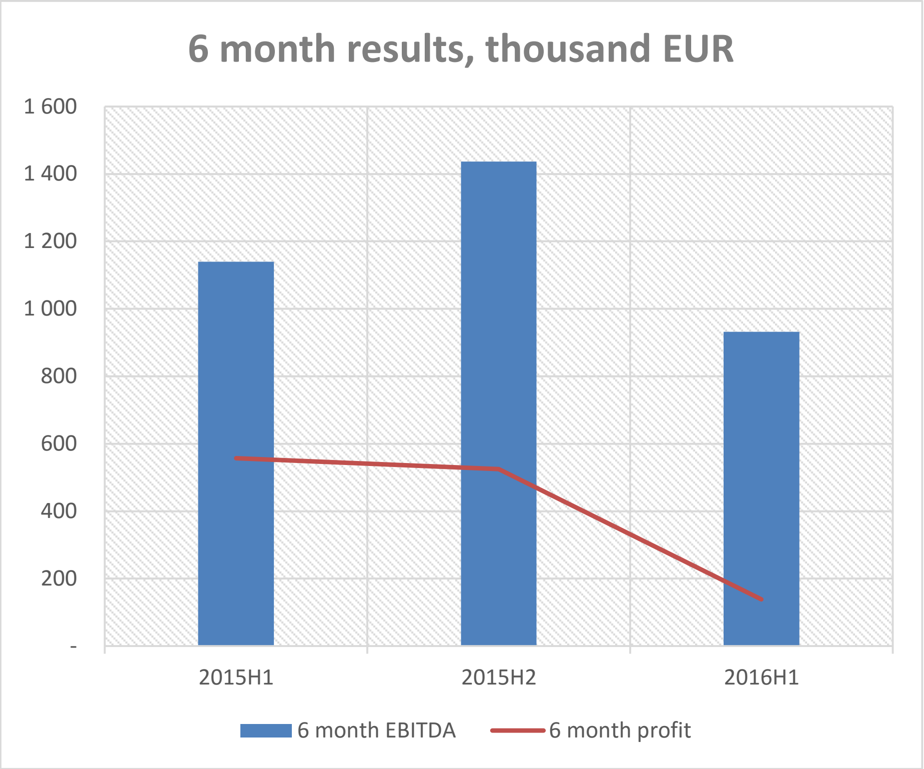
6 months sales by segment

- Increase in industrial product sales by 56% in comparison to 2015H1, by 17% to 2015H2 - share of 39% in sales
- Decrease in data network products sales by 5% in comparison to 2015H1 and increase by 1% to 2015H2 – share of 44% in sales
- Decrease of Internet of Things products sales by 51% to 2015H1 and by 60% to 2015H2 - mostly due to completion of few larger projects in 2015H2;



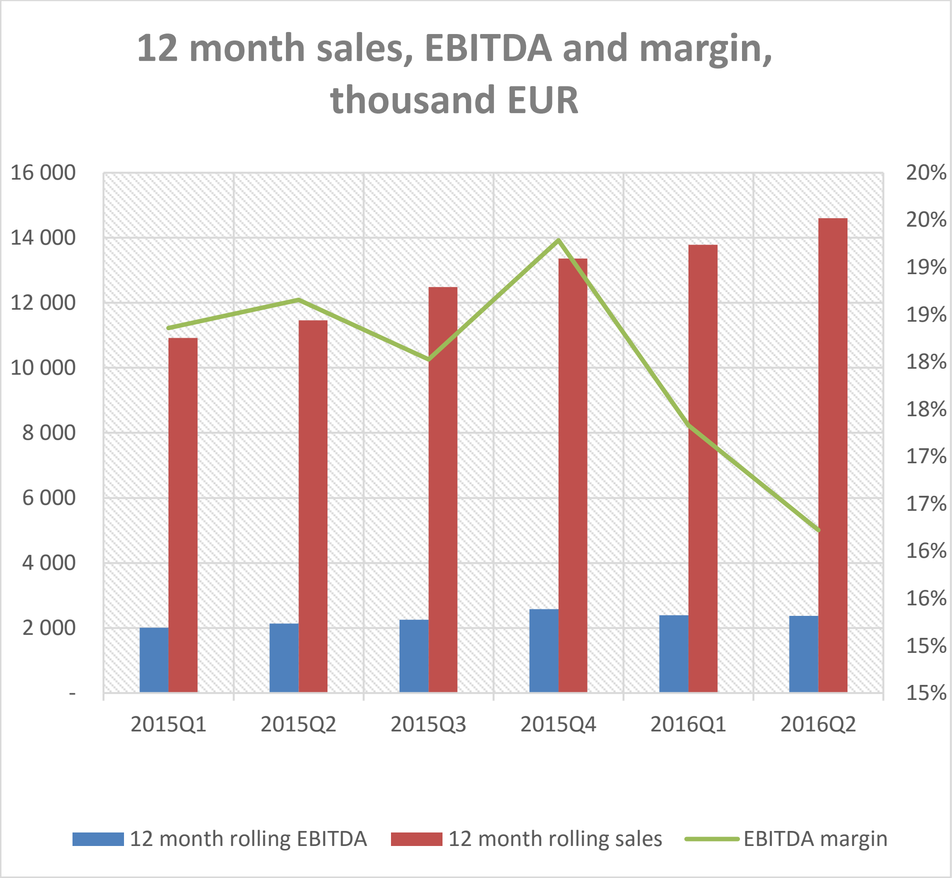
6 month profitability results

- EBITDA results: 0.932 and net profit: 0.139 million euros;
- EBITDA decrease by 18% in comparison to 2015H1 and decrease by 35% to 2015H2
- Lover then expected sales at first three months of 2016 and increased R&D expense levels are main reasons for lover EBITDA levels for period
- Net profit decrease by 75% in comparison to 2015H1 and 74% to 2015H2
- Increased depreciation levels of large investments done in 2015 is main cause for lover net profit levels in this period



12 months rolling sales and results

- Rolling 12 months results in sales are 14.6 million euros
- Rolling 12 months EBITDA results are 2.369 million euros;
- EBITDA margin decrease to 16% is connected to faster increase of sales lower margin products and weaker then expected sales of high margin products in 2016Q1.



Update on Recent Events

Recent events

- 26th January 2016 company has acquired land plot of 1.535 ha located next to existing plant in Ogre. Company have started building project of warehouse and production space extension to existing plant to be completed by 2018.
- In June 2016 company with cooperation of LightSpace Technologies, SIA has started realization of research and development project supervised by “*Centrālā Finanšu un līgumu aģentūra*” with project title “Real time 3D volumetric imaging technology development” financed by European Regional Development Funds (ERDF). Overall budget of the project – 665’046 EUR
- Company *Zinātnes Parks, SIA* in which HansaMatrix owns 24% shares and for which it is providing investment loan on 26th July 2016 has acquired 4.51ha building site in Riga International Airport and started construction project development. In that site 2018 HansaMatrix is planning to open Fast Track manufacturing facility, R&D site and new product accelerator.

Existing guidance

- Consolidated revenue target for 2018: EUR 20m
- Subject to ongoing revenue growth, absolute EBITDA levels are expected to increase over time
- EBITDA margins may gradually decrease over time due to the incorporation of a greater percentage of high value components (which typically carry lower margins). Nevertheless, the Company expects this to be higher than basic EMS peers due to the incorporation of its ‘knowledge business’ (proprietary technology) and selection of customers/products.

Q&A Session

We welcome your questions during webinar !

Please use investor contact for any other enquiries:

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Thank you!