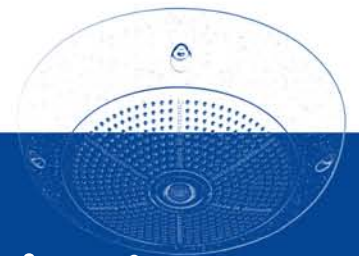


# MOBOTIX AG

## Interim Report

1 July 2008 to 30 September 2008



### Complete HiRes Video Solutions

high-resolution, digital & cost-effective recording



Original image from a Q22M panorama

Wall-mounted at 2.3 meter height in a bank



High-Resolution 180°-Panorama

Security-Vision-Systems



English 11/2008



**MOBOTIX best stock exchange newcomer in 2007**

**MOBOTIX** **change newcomer in 2007**

Kaiserslautern, 19 December 2007. 2007 has been a rather mixed year for stock exchange newcomers. Of the 29 stock exchange debuts with a stock issuing volume of more than 10 million euros, only six had share prices high at the close of trading on 18 December than at the time of the IPO.

... ranking is Mobotix AG ... share price incre...

million euros at the close of trading on the day of the IPO.

Top of the ranking is Mobotix AG of Kaiserslautern, whose share price increased by 85 percent compared to the IPO on 10th October 2007. Second place is held by TBS with a share price increase of 71 percent, followed by Centrotherm Phototherm with a 68 percent increase.

**Successful fiscal year in MOBOTIX**

**Most successful fiscal year in the history of the MOBOTIX Group**

**Most successful in the history of the MOBOTIX Group**

MOBOTIX AG (ISIN DE0005218309) a technologically leading system provider for digital high-resolution network-based video security systems, reports preliminary sales and profit estimates above expectations for the year ending on 30th June 2008. The past year was the most successful year in the company's history with a strong 4th quarter, which is expected for the full year 2008.

MOBOTIX AG (ISIN) fiscal year ending on 31 December 2007 was the most successful in the company's history. After a strong 4% increase in sales, the worldwide leading manufacturer of high-resolution and network security systems, reports sales of 10.5 million for the first half-year (1 January to 30 June 2007) of the current 2007/08 financial year. This corresponds to growth of 51% compared to the same period of the previous year. EBITDA of approx. 7 Mio. EUR, the EBIT of approx. 1.5 Mio. EUR could be increased to 19% of sales.

EBITDA reached EUR 3.4 million for the half-year, up 155.7 per cent for the same period of the previous year. The EBITDA margin therefore reached 22.5 per cent, up from 8.8 million, which corresponds to a margin of 18.5 per cent. The company expects to increase the net profit for the full year 2003 to EUR 6 million.

image sensors have a resolution of 2048 x 1536 pixels and will be available in all MOBOTIX camera series from now on at an unchanged price. In addition, the new version 3.4 of the software improves the ports customer-friendliness and in any case reduces the storage volume since images are transferred more efficiently.

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camera itself

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**ROBOTIX Stocks trade**  
**the Stock Market**

As of today, MOBOTIX AG stocks are traded in the Entry Standard at Frankfurt Exchange (Open Market) under the ticker symbol DE0005218309. MOBOTIX AG, a world leading manufacturer of digital, high-resolution and network-based video security cameras, reports sales of EUR 15.19 million in the half-year (1 July to 31 December) including

annually between 2006 and 2010, the market for network video surveillance cameras will secure its place not far behind at 35.8 per cent, says IMS Research. As a complete solution provider, Mobotix serves both major and minor camera manufacturers.

will continue to... surveillance came... some models are... of... used... 10th... har... in... IX... (8309) a for

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...the S...cer Stadiu  
...BOTIX...at Parc  
...princes, Paris

French engineering company Ingeni...  
asked to install a MOBOTIX netw...  
video surveillance solution at the...  
es soccer stadium in Paris

at 50% is home of the French pre  
of the MOBOTA club Paris Saint German an  
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increased to about 22%. With the 1998 World Cup and the  
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d be increased to 19% despite come. After a total overhaul in 1972  
um can hold 50,000 spectators. The  
surveillance system has a special

**MOBOTIX at Abu Dhabi International Airport**

The project at the Airport is an impressive example of excellence in video surveillance software. The angle lens, Ethernet (PoE) on MOBOTIX IP video technology. The weatherproof MOBOTIX technology has unmatched resolution because of its unmatched resolution requirements and the reduced storage requirements compared to other systems. The weatherproof MOBOTIX technology has unmatched resolution requirements and the reduced storage requirements compared to other systems.

OTIX Stocks track  
Stock Market

MOBOTIX AG stocks are publicly listed on the Entry Standard at Frankfurt Stock Exchange (Open Market) under the ISIN DE000558309. MOBOTIX AG, a worldwide manufacturer of digital, high-resolution network-based video security cameras, has a market capitalization of EUR 15.19 million as of 31 December 2011.

**Recording An Entire Room  
With A 360° Camera**

...TITIX AG, manufacturer of high-resolution, complete IP systems, presents a new hemispheric 2 camera with a discreet design for mounting on the ceiling or wall at the Security Essen Exhibition, Germany, in hall 1.0, stand 408. In addition to the PTZ function, which comes without any mechanically moving parts, an entire room can be recorded and reviewed later in the playback with a virtual PTZ function. A Quad view allows simultaneous viewing from four different angles with an independent PTZ functionality. Due to the conversion of the hemispheric image to a normal image in the camera and by saving the images in a 16 Gbit,



**ROBOTIX AG** (ISIN DE0005550100) is a leading manufacturer of digital network-based video cameras in a 16-bit format.

worldwide leading provider of high-resolution, reports sales of security systems for the first half-year (1 July to 31 December 2007) of the current 2007/08 fiscal year. This corresponds to growth of 51.1 per cent compared to the same period of the previous year. EBITDA reached EUR 3.4 million, up 155.7 per cent compared to the previous year.

**Camera Series: High-Resolution D22 Dome Camera**

...a line of very  
compact, attractively-priced dome  
960 lines resolution  
and long-term

MOBOTIX AG, a German company, will present its new network cameras at booth C33 in hall 3. The D22-Basic camera includes a 90-degree wide-angle lens and is powered using Power-over-Ethernet (PoE) and costs only EUR 448 net. The D22-IT and D22-S cameras are also available. The D22-S camera is equipped with even more features, including integrated video storage. The D22-Basic camera is specifically for use in indoor environments.



functions able to operate network cameras as well as analog PTZ cameras made by Siemens and Bosch using a joystick. The software is being used successfully at the Kaiserslautern soccer stadium since the World Cup. ControlCenter is available in the East, United States.

...ent at the largest exhibitions around the world almost simultaneously. For the first time, MOBOTIX has presented its IP network cameras at the GDSF, the Global Digital Surveillance Forum in Shanghai, at the end of August and at GITEX in Dubai, the third largest IT expo worldwide at the beginning of September. While the United States - MOBOTIX other enter chno AG Kai



# ... Letter To The Shareholders



## Dear Shareholders,

Our strong performance continued in the first quarter of fiscal year 2008/09. Revenue grew by approx. 48% while the export ratio rose to above 62%. The EBITDA margin increased to approx. 26% in the first quarter, and the EBIT margin to approx. 23%. As a result, MOBOTIX generated a net profit of approx. €1.8 million. Thus, the current global economic developments had no impact yet on the Company's performance.

The launch of the hemispherical camera Q22M has been extremely encouraging. The strong interest of customers remains uninterrupted and reflects the enormous potential of this model range. The newly integrated panorama function is just one of the features behind the high Q22 sales. It delivers a high-resolution 180° view image in broadview. So now it is possible to discreetly monitor and record an entire room with one single camera only. It is the world's first camera of its kind and once again

demonstrates the innovative strength of MOBOTIX as the global market leader in high-resolution video systems.

The excellent performance of the Q22 will bring MOBOTIX AG new application areas, such as wireless, flexible security, as well as new target markets.

We are delighted that at the end of this year, the three locations we currently occupy, will be merged in the new building located on the A63 (German highway) between Kaiserslautern and Frankfurt, providing the company with the extra space to continue the growth.

Although the global financial crisis is expected to have real economic implications in several countries, we look forward to continuous strong performance of the MOBOTIX Group in the coming months.



Dr. Ralf Hinkel • CEO MOBOTIX AG

**Share Price Increase**  
**€ 27.60 (+78.1%)**

**Earnings Per Share**  
**€ 0.40 (+57.8%)**

## MOBOTIX Close Up ...

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# ... Or At A Glance

3 months (July 1 to September 30, 2008)	2008/09	2007/08	Delta %
<b>Financial performance</b>	TEUR	TEUR	
Total Output	10,547	7,585	+ 39.1
Revenue	10,306	6,952	+ 48.2
thereof outside of Germany (in %)	62.3	53.5	
EBITDA	2,747	1,729	+ 58.9
EBITDA as a percentage of total output	26.0	22.8	
EBIT	2,467	1,479	+ 66.9
EBIT as a percentage of total output	23.4	19.5	
Profit before tax	2,479	1,452	+ 70.8
Return on revenue in % before tax	24.1	20.9	
Net profit for the period	1,759	961	+ 83.0
Cash flow from operating activities	2,589	1,504	+ 72.1
<b>Key figures per share (in €)<sup>(1)</sup></b>			
Earnings per share (EPS)	0.40	0.25	+ 57.8
Cash flow as per DVFA/SG	0.47	0.32	+ 48.6
<b>Financial position</b>	<b>Sept. 30, 08</b>	<b>June 30, 08</b>	
Equity	21,762	20,031	
Equity-to-assets ratio in %	60.6	60.0	
Total assets	35,888	33,379	
Non-current assets	13,297	11,221	
Current assets	22,591	22,157	
thereof cash and cash equivalents	8,771	10,475	
<b>Employees</b>			
Number of employees (Reporting date)	206	196	
Revenue per employee	51 <sup>(2)</sup>	50 <sup>(3)</sup>	
EBIT per employee	12 <sup>(2)</sup>	11 <sup>(3)</sup>	

1) Based on an average of 4,424m shares for the first 3 months 2008/09 and 3,814m shares for the first 3 months 2007/08.

2) Based on an average of 201 employees.

3) Based on an average of 140 employees.

**Total Output**  
**€ 10.5m (+39.1%)**

**Revenue**  
**€ 10.3m (+48.2%)**

# The MOBOTIX Concept

## Was Somewhat Out Of Ordinary ...

M12D-Secure: Outdoor Day&Night



### HiRes Video Innovations

The German company MOBOTIX AG is known as the leading pioneer in network camera technology since its founding in 1999, and its decentralized concept has made high-resolution video systems cost efficient. Whether in embassies, airports, railway stations, ports, gas stations, hotels or on highways - over hundred thousand MOBOTIX video systems have been in operation on every continent for years.

### Technology Leader Of Network Cameras

In a short time, MOBOTIX has gained the second place in Europe and the fourth place worldwide in terms of market share. MOBOTIX has been producing solely megapixel cameras for years and, in this area, ranks as global market leader in high-resolution video systems with a market share of over 60%.

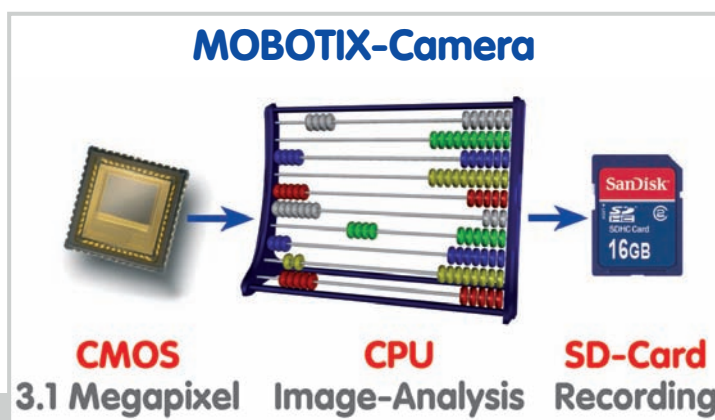
### Why High-Resolution Systems?

The higher the resolution, the more accurate the detail in the image. With the old analog technology, a live image has no more than 0.4 megapixels and a recorded image generally 0.1 megapixels (CIF). One MOBOTIX camera with 3.1 megapixels, on the contrary, records around 30 times

more detail. As a result, larger image areas with up to 360° allround views are possible, thus reducing the number of cameras needed and therefore the costs. For example, four lanes of a gas station can be recorded with one MOBOTIX camera instead of four conventional cameras.

### Disadvantages Of Old Centralized Solutions

Usually cameras only supply the images while the processing and recording is done later on a central PC using video management software. This traditional centralised structure has many limitations, since it requires a high network bandwidth and the PC processing power is not enough for several cameras. An HDTV MPEG4 film already puts considerable strain on a PC, how can it be expected to process dozens of high-resolution live cameras? Traditional centralized systems are therefore less suitable and unprofitable than high-resolution systems due to the high number of PCs needed.



### Network Video

MOBOTIX has redefined video. Whether on the Internet, in traffic management, building surveillance or banking environment, the MOBOTIX camera is connected to the network like a printer and live and recorded images can then be retrieved from any PC without installing any software.

# ... Is The Benchmark Today

## The Decentralized MOBOTIX Concept

Unlike with other systems, with the decentralized MOBOTIX concept a high-speed computer and, if requested, digital memory (SD card) is built into every camera for longterm recording. The PC now serves purely for viewing, not for analysis or recording. As a result, MOBOTIX cameras can record in response to an event even without the PC being switched on and digitally store the videos with sound.

## The Benefits

MOBOTIX video solutions therefore require significantly:

- **fewer cameras** due to the more accurate detail of panoramic images with megapixel technology,
- **fewer PCs/DVRs**, because around 40 cameras can store high-resolution videos with sound efficiently on a single PC, or no PC at all when recording in the camera using digital memory (USB, SD card),
- **lower network bandwidth**, because everything is processed in the camera itself and the high-resolution images

therefore do not have to be constantly transported for analysis.

## Robust And Low-Maintenance

MOBOTIX cameras have no mechanical motors for lenses or for movement. Without any moving parts, they are therefore so robust that maintenance is reduced to a minimum. The unique temperature range from  $-30^{\circ}\text{C}$  to  $+60^{\circ}\text{C}$  ( $-22^{\circ}\text{F}$  to  $+140^{\circ}\text{F}$ ) is achieved without heating or fan at only 3 watts. Since no PC hard disk is required for recording, there are no parts that wear out in the entire video system.

## Software Included - For Life

There are no software and licensing costs with MOBOTIX, because the software is always supplied with the camera; for an unlimited number of cameras and users. The software package supplied with the camera also includes professional control room software, like that used in football stadiums for example. Updates are supplied free of charge on the website. The system price for a weatherproof camera including lens, query software and day-today recording on the SD card is under € 1.000 .



## Standardised Network Technology

The networking of cameras incl. power supply is encoded and occurs via a normal computer network and not via video cable. This has the advantage of connecting from anywhere in the world with glass, copper or even wireless access using affordable standard IT technology components.



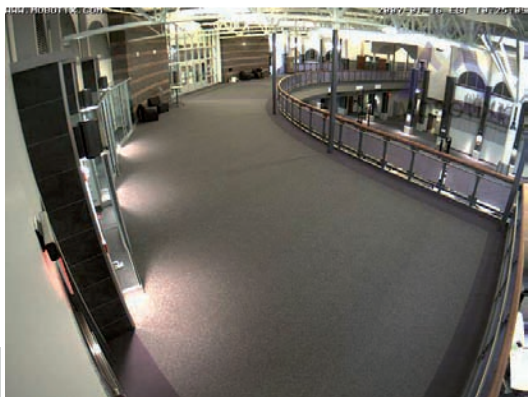
## A Success Around The World ...

### Jackson High School, Ohio, USA

The Jackson High School in Cleveland, Ohio, USA, has replaced its outdated analog video surveillance system with a new digital and high-resolution system based on MOBOTIX cameras, the **free MxControlCenter** and bidirectional VoIP communication. This has achieved substantial savings and offers unprecedented image quality for both live streams and recorded video.

"With our old system, we had great difficulty recognising particular students, or certain events clearly. The new MOBOTIX IP cameras record clips which are extremely detailed and represent an incredible improvement in image quality," comments Doug Winkler, Business Manager of the Jackson High School and continues, "the better we can keep an eye on our school, the better we can protect our students and teaching staff. So far we have had very positive feedback from parents. They welcome the fact that we have been able to improve the security of their children at school."

MOBOTIX ensures security at high school



### Parc des Princes - Stadium, Paris, France

At the football stadium in Paris, the new IP video surveillance system serves, in particular, to monitor the influx of spectators at the turnstiles of the stadium entrances.

Like at the World Cup stadium in Kaiserslautern, Germany, the MOBOTIX high-resolution D12 and M12 network cameras



MOBOTIX cameras at the football stadium "Parc de Princes"

are being used as cameras for perimeter surveillance during matches and to spot intruders when there are no events at the stadium. A storage system complying with the new French law on video surveillance has been installed in order to store large volumes of video data reliably. In addition, there are plans for a 3D face recognition system to control the admission of annual season-ticket holders at the stadium. This project is currently awaiting approval from the French data protection authorities.

### German Reference Projects

Daimler AG, Deutsche Bahn Station & Service AG, EON Wasserkraft, Le Méridien Parkhotel Frankfurt, MAN Logistics, Max Planck Institute for Chemical Ecology, Commerzbank AG, Skoda Auto Deutschland GmbH, Rheinkalk GmbH, Kliniken Maria Hilf GmbH, Zellstoff Stendal GmbH, etc.



# ... Over 100.000 In Operation

## International Airport, Abu Dhabi, United Arab Emirates

The Abu Dhabi International Airport project is an impressive example of how outstanding solutions can be achieved with MOBOTIX IP video technology in the area of security. Crucial factors in favor of MOBOTIX, in addition to the **high accuracy of image detail** produced by the network cameras, were the **low memory requirements** and coverage of the areas to be monitored with a relatively small number of cameras.

MOBOTIX cameras at Abu Dhabi International Airport



Highlights of the system include automatic object and face recognition, central control, network-wide redundancy in case of failures as well as secure offsite recording.

## Panama Ports Company, Central America



MOBOTIX cameras at Panama's Cargo Port

Two of the most important ports of the Panama Ports Company (PPC), Balboa and Cristobal, are being secured by over 50 MOBOTIX cameras. Crucial for the decision was particularly the robustness of the devices that even under the attack of the ocean climate operate maintenance free, while also warning employees of hazardous situations. "When we saw the images from the MOBOTIX cameras for the first time, they were as sharp as if we had been watching a DVD. Such quality has become an absolute necessity in our sector," says Michael Hernandez, Chief Investment Officer of the PPC, explaining their reasons for their choice. He adds, "It is not enough for us to just see what is happening at the moment - we have to hear it, too. Our entire security and safety depends on these two features."

## International Reference Projects

Garfield County Airport (USA), German Antarctic Receiving Station (GARS) - O'Higgins (Antarctic), British Republic Polytechnic (Singapore), Manly Beach (Australia), Heineken House (Olympic Games, Beijing), Orange Mobile (Romania), Integra2 (Barcelona, Spain), Bahrain Defense Hospital (Bahrain), etc.

# The Success Of MOBOTIX

## MOBOTIX Shares ...

### MOBOTIX Shares

MOBOTIX AG shares have been listed on the stock exchange since October 10, 2007. After first being launched on the Entry Standard segment of Deutsche Börse AG, MOBOTIX shares have been listed on the Prime Standard segment since March 31, 2008.

### Market Environment And Performance

Investor sentiment on the global equity markets was characterized by tremendous insecurity and increasing panic in the quarter under review. The mortgage crisis in the USA reached another climax in the reporting period when the fourth largest American investment bank, Lehman Brothers, went bankrupt and the third largest American investment bank, Merrill Lynch, was sold to Bank of America in an emergency deal. After the end of the quarter, the financial crisis became even more intensified, and both the USA and several European countries were in the headlines with rescue packages that made previous events seem like nothing in comparison.

Even in this turbulent market phase, the MOBOTIX share proved to be an exceptionally solid investment. In the reporting period, the share went up from €25.60 to close at €27.60, representing a 7.8% gain (Xetra). The highest

trading price was reached on September 2, 2008 with €30.00 per share, and the lowest on September 16, 2008 at €24.49 per share (respective closing prices).

### Performance of the MOBOTIX share since IPO:

MOBOTIX share	+78.1%
DAX	-27.0%
TecDAX	-31.2%
GEX	-39.4%

Both the DAX and the TecDAX lost in value in the reporting period; the DAX lost 9.2% and the TecDAX 11.0%. Thus both indexes performed significantly worse than the MOBOTIX share. Also the German Entrepreneurial Index (GEX), on which the MOBOTIX share has been listed since June 23, 2008, demonstrated considerably worse share performance in the reporting period and lost 19.4%. The GEX monitors owner-operated German companies within the Prime Standard segment of the Frankfurt Stock Exchange that have been listed for a maximum of ten years and are managed by their owners. To qualify as owner-operated, members of the management and supervisory boards or their families must hold between 25 and 75 percent of the voting rights.

**Market Capitalization**  
**€ 122.1m**

**Share Price Increase**  
**€ 27.60 (+78.1%)**



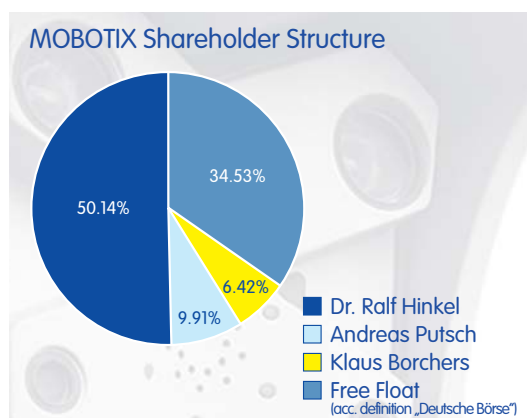
# ... Most Successful IPO of 2007

## Dividends

MOBOTIX AG pursues a growth-oriented dividend policy that corresponds to corporate growth and the respective business situation. For fiscal year 2007/08, the Company distributed a dividend of €0.50 per share.

## Shareholder Structure

At the end of the first quarter of fiscal year 2008/09, MOBOTIX AG continues to have a very stable shareholder base that supports the long-term and sustained development of the Company. The shareholder structure of MOBOTIX AG is as follows:



The founder and CEO of the Company, Dr. Ralf Hinkel, continues to hold 50.14% of the shares. Andreas Putsch holds 9.91% and Klaus Borchers 6.42%. The free float as defined by the Deutsche Börse AG is 33.53%

## Investor Relations

Since MOBOTIX AG's IPO, the Executive Board has regularly engaged in dialog with investors, analysts, and financial journalists. Special emphasis is placed on the continuous flow of information. The company fulfills the follow-up obligations of the Prime Standard segment of the Deutsche Börse AG.

On August 26, MOBOTIX AG presented itself to interested analysts and investors at the DVFA SCC Small Cap Conference. The response to the presentation in the financial community was extremely positive and led to increased demand for the share.

## Prices (Xetra) in the period under review:

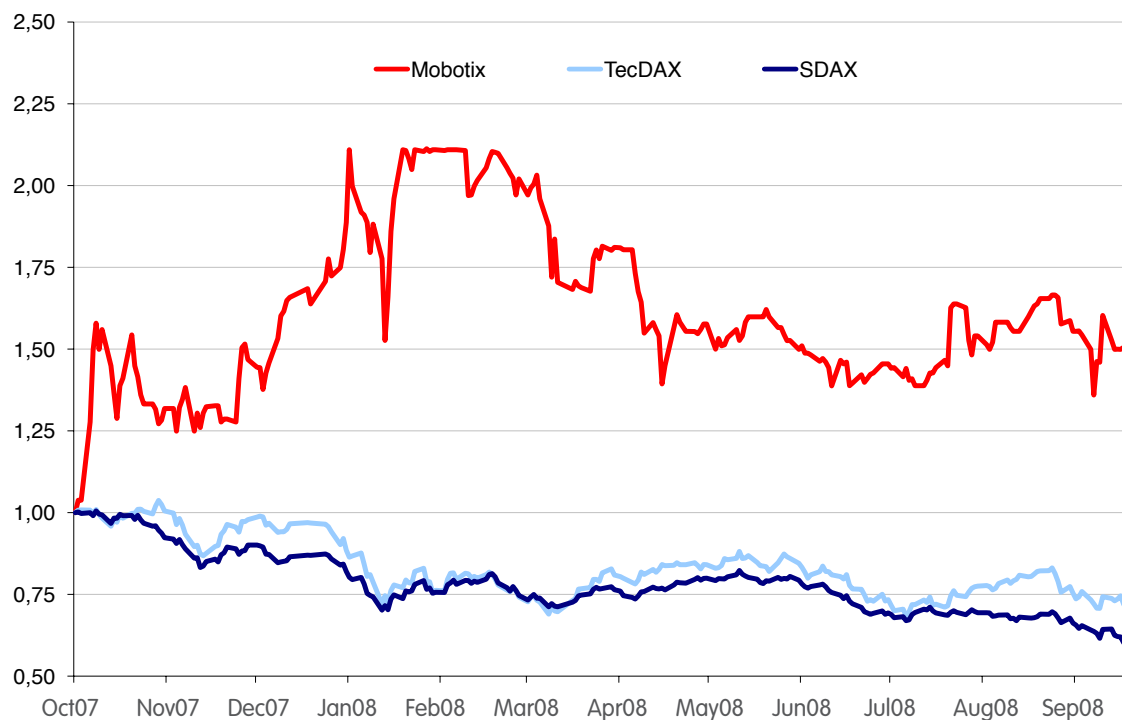
High (02.09.08)	€ 30.00
Low (16.09.08)	€ 24.49
Closing price*	€ 27.60
Market capitalization*	€ 122.1m

\*reporting date September 30, 2008

Founder's Share  
50.14%

# The Success Of MOBOTIX

## Solid MOBOTIX Shares ...



### Key data of the MOBOTIX share

WKN	521830
ISIN	DE0005218309
Ticker symbol	MBQ
Bloomberg	MBQ:GR
Reuters Instrument Code	MBQGn.DE
Stock exchange segment	Regulated market (Prime Standard)
Prime segment	Technology
Industry Group	Electronic Components & Hardware
Stock exchange	Frankfurt
Share capital	€ 4,423,814
No. of shares outstanding	4,423,814
Indexes	GEX, CDAX, Technology All Share, Prime All Share

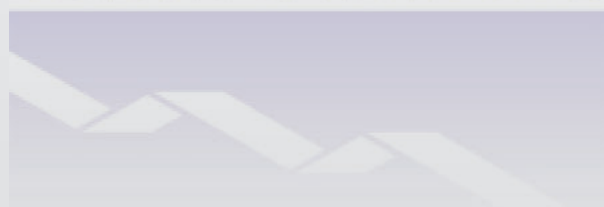


**DEUTSCHE BÖRSE**



**PRIME STANDARD**

**PRIME STANDARD**



# Interim Management Report

## Positive Business Development ...

### Business And Market Conditions

#### Technology And Products

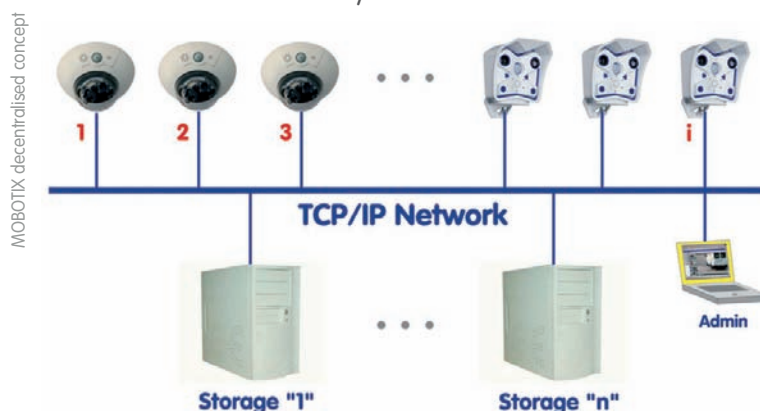
MOBOTIX is an European system provider and technology leader of digital, high-resolution, network-based video security systems. At the heart of MOBOTIX technology are proprietary and internally manufactured, fully digital network cameras. The Company was established in 1999 and recorded revenue of €35.3 million in fiscal year 2007/08.

One of the most important innovations of MOBOTIX is the **decentralized system architecture**, where the intelligence is placed into the camera itself by integrating software for image processing, image analysis, event control and recording management, and not in the central control unit, which is typical in traditional video security systems. MOBOTIX is currently the **only manufacturer** that offers network camera systems with such

software-based, decentralized system architecture.



The Company's product portfolio includes the product lines **M12** (DualNight Camera), **M22** (Allround Camera), **D12** (DualDome Camera), **D22** (MonoDome Camera), **V12** (Vandalism Camera), and, since the end of fiscal year 2007/08, the product line **Q22** (Hemispheric 360° Camera). In addition to its network cameras, MOBOTIX also offers the MxControl-Center, a complete video management solution, as a control center software that is able to integrate cameras also from other manufacturers. The MOBOTIX video management software is offered free of charge. In addition, various accessories are available in the Company's product mix.



## World's No. 1 in Megapixel



# ... And Business Condition

MOBOTIX MonoDome D22M



Thanks to the decentralized system architecture, **MOBOTIX cameras have a number of advantages** compared to traditional systems.

MOBOTIX Allround M22M



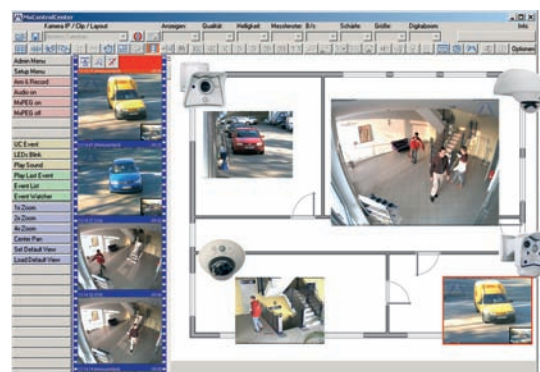
Processing the image within the camera considerably reduces the required computing power of a central PC and saves bandwidth within the network, permitting a significantly larger number of recording cameras per PC to be used in video security systems, particularly when high image rates and resolutions are needed. In addition, the fully digital design of MOBOTIX cameras enables them to transmit images in mega-

pixel quality and also permits event-controlled adjustment of the image rate in response to movement in the image, noises or sound signals. The cameras also have other functions such as dual-camera technology with picture-in-picture and **360° panorama**, day/night switching with



MOBOTIX Hemispheric Q22M

exposure adjustment, lip-synchronized audio transmission, alarm messages via VoIP telephony and soft pan-tilt-zoom functionality. Through the total elimination of mechanical moving parts, with wide temperature range and low power usage, MOBOTIX cameras offer a very powerful and failure-resistant video monitoring system at comparatively low cost.



MOBOTIX Video Management Software MxS

# Interim Management Report

## Positive Business Development ...

### Group Organization And control

The MOBOTIX Group consists of MOBOTIX AG, Kaiserslautern, and MOBOTIX CORP, New York.



**New products are manufactured and developed exclusively at the Kaiserslautern location.** Kaiserslautern also controls global sales.

The subsidiary MOBOTIX CORP is exclusively a distribution company for the American market. MOBOTIX CORP is managed by Dr. Hinkel (CEO and president) and Mr. Lutz Coelen (CFO).

The MOBOTIX Group uses a number of operational key indicators to measure the Group's strategic growth and profitability objectives. These include sales figures for the individual segments as well as profitability indicators for the Company as a whole. The

Company's performance is monitored and controlled through regular monitoring of trends in the individual sales regions. Other financial figures are also analyzed and evaluated. EBIT and EBITDA are the primary control parameters for the profitability of the MOBOTIX Group. These financial indicators are presented to the Management Board on a monthly basis as part of the internal reporting process, so that any necessary changes can be initiated promptly.

### Sales

In Germany, the Company's most important market with a 37.7% share of total sales, the products are currently sold via **MOBOTIX-certified Secure Partners, specialized IT-retailers or directly**, e.g. via the Company's online store, to commercial and private customers. Most of MOBOTIX' international sales are made via distributors and their qualified systems integrators and resellers. The distributors are supported in this process by a number of locally-based Business Development Managers who are employed directly by MOBOTIX AG.

**Market Share (EMEA)**  
**2. Place (16.3%)**

**Market Share (global)**  
**4. Place (6.6%)**



# ... And Business Condition

More than 100,000 MOBOTIX cameras are in use worldwide. In addition to numerous projects in Germany, MOBOTIX AG also has a number of international reference projects, such as railroad crossings in Japan, urban monitoring in Alaska, the campus of Singapore Polytechnic, pipelines



in Saudi Arabia, gold mines in South Africa and post offices in Israel. In the USA, the Company sells its products through its own sales subsidiary, MOBOTIX CORP. Sales in Switzerland are handled by an associated company (MOBOTIX AG Schweiz).

## Market And Competition

MOBOTIX operates in the market for video security systems. This market is generally referred to as the CCTV market. Today's market for video security systems includes both analog video security systems and network camera systems, as well as video management software and accessories.

Combinations of analog and network camera systems are known as hybrid systems.

In a study made by the market research firm Frost & Sullivan (World Internet Protocol Surveillance Markets, 2006), the authors presume that global sales in the market for network cameras will grow by an annual average of approximately 40% from 2005 to 2012. MOBOTIX is now the world's fourth largest network camera manufacturer, with a market share of 6.6% in 2006 (source: IMS Research, The World Market for CCTV & Video Surveillance Equipment, 2007 Edition), up from fifth place in 2005 with a 6.2% market share. According to IMS, MOBOTIX was in second place in the EMEA region in 2006. **The study shows that MOBOTIX has a solid global market share that should further increase in the coming years.**

## MOBOTIX system



**Software and storage integrated in the MOBOTIX camera**

**Export Share**  
**62.3 %**

**Frost & Sullivan Award**  
**Winner 2008**

# Interim Management Report

## Results Of Operations, Net Assets...

The favorable market environment and the excellent global market position are a good basis for further successful growth of the Company. In addition to its important primary product features and unique selling propositions (USPs), MOBOTIX has a further advantage over most of its global competitors. The company offers not just a camera, but – as one of the very few manufacturers of IP video products – a complete monitoring system, including accessories and its own video management software.

MOBOTIX' technology leadership is reflected distinctively in its receiving the Frost & Sullivan "European CCTV and Video Surveillance Product Innovation Award 2008" for outstanding product innovation. The award recognized MOBOTIX for its sophisticated, innovative megapixel

cameras, which provide highly detailed resolution to best meet the demands of the security industry.

### Results Of Operations, Net Assets And Financial Position

#### Results Of Operations

The MOBOTIX Group maintains its strong revenue and earnings growth from the previous years. The positive trend continues uninterrupted since the second quarter of 2002, recording significant net income in each period.

In the first quarter of the 2008/09 fiscal year, the MOBOTIX Group's revenue grew by 48.2% to approximately €10.3 million (in the prior year €7.0 million), and profit before tax rose by 70.8% to €2.5 million. Total output (sales revenue, increase in finished goods



**Revenue Germany**  
**€ 10.3m (+48.2%)**

**EBITDA**  
**€ 2.7m (26.0%)**



# ... And Financial Position

and work in progress, and other own work capitalized) increased by €3.0 million to €10.5 million. Earnings before interest, tax, depreciation and amortization (EBITDA) amounted to €2.7 million (in the prior year €1.7 million), thus making up 26.0% of total output. Earnings before interest and tax (EBIT) totaled €2.5 million (in the prior year €1.5 million). Net income climbed 83.0% to €1.8 million (in the prior year €1.0 million).

A large part of revenue growth was achieved through increased sales of dome cameras, which rose by 80.9% from approx. €2.1 million to €3.8 million. Sales revenues for fixed cameras increased 40.3%, from €4.2 million to approx. €5.9 million. The Q22 product line, which was launched in June 2008, made a noticeable impact on revenue growth for the first time in the first quarter of 2008/09. Once again, our export business was the growth driver. The export ratio grew to 62.3% in the first quarter of 2008/09 compared to 53.5% in the prior-year period. In Germany, revenues from exports increased 20.2%, from €3.2 million to €3.9 million, while in the rest of Europe, revenues soared by 76.2% to €4.1 million. In the remaining countries, revenue increased

66.6%, from €1.4 million to €2.3 million.

The material usage ratio (cost of materials in relation to total output) fell from 31.5% to 30.0%. The gross profit margin increased slightly due to the positive effects of economies of scale.

Staff costs rose in response to the high number of new hires, though the increase did not match the rise in total output. The personnel usage ratio (personnel expenses in relation to total output) thus decreased slightly from 26.5% to 25.0%.

Other operating expenses increased due to higher costs for marketing and trade fairs/ exhibitions as well as revenue-dependent expenses of €624 thousand.

The subsidiary MOBOTIX CORP reported a revenue increase of approx. 62.0%, leading to net income of approx. USD 0.1 million for the period. This includes currency translation gains of approx. USD 0.2 million.

## Net Assets

Development costs of €194 thousand were capitalized in the first quarter of 2008/09. Property, plant and equipment increased by €1.9 million, or 19.3%, to €11.9 million. Capital

**EBIT**

**€ 2.5m (23.4%)**

**Equity**

**€ 21.8m (60.6%)**

# Interim Management Report

## Results Of Operations, Net Assets...

expenditure on property, plant and equipment during the reporting period amounted to €3.9 million and related primarily to construction activity at the new Winnweiler location. Capital expenditure on plant and machinery essentially related to investments in injection molding tools and IT equipment. In August, public subsidies were approved in the amount of €2.4 million for construction of the Company's new production site. An initial amount of €1.7 million of the subsidy granted was deducted from assets for costs related to the new site.

Inventories grew by a moderate €426 thousand, or 9.7%, to €4.8 million due to expansion of the product range to include the Q22 product line and the increase in business activity.

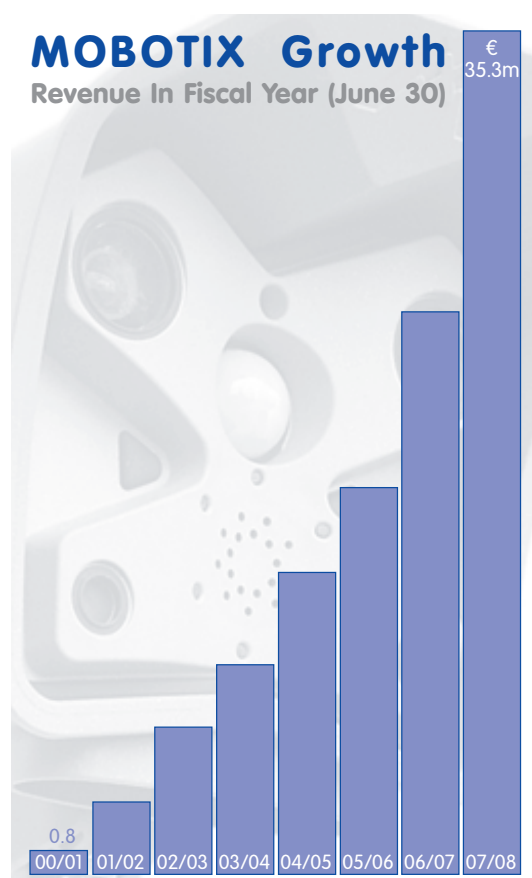
Trade receivables decreased to €3.6 million as of September 30, 2008, down by €1.0 million from the figure as of June 30, 2008. The decline was due to lower sales revenues in September 2008 as compared with June 2008.

Other assets rose from €2.3 million to €5.0 million in response to capitalization of €1.7 million of the Company's subsidy

entitlement in line with the progress of construction as well as tax claims amounting to €0.6 million.

The decline in cash and cash equivalents of €1.7 million, or 16.3%, to €8.8 million refers to net cash used in investing activities, which related primarily to construction of the new production location.

On the equity and liabilities side of the balance sheet, the increase of approxi-



## ... And Financial Position

mately €1.7 million in equity, which resulted from the profit earned for the quarter despite the simultaneous rise in total assets, raised MOBOTIX' equity-to-assets ratio from 60.0% to 60.6%.

The higher figure reported for provisions can be explained by corresponding tax provisions based upon the high net profit for the quarter.

The decline in liabilities to banks was largely due to scheduled loan repayments.

Trade payables as of the reporting date rose slightly by €0.2 million to €2.1 million due to payment obligations related to the construction activity at the new location as

well as the increased operational activity. Other liabilities remained nearly identical in comparison to June 30, 2008.

Based upon the developments described above, the MOBOTIX Group's total assets grew by €2.5 million, or 7.5%, to €35.9 million as of September 30, 2008 compared to the reporting date June 30, 2008.

### Financial Position

Cash flow from operating activities of the MOBOTIX Group increased to €2.6 million in the first quarter of 2008/09, compared to €1.5 million in the prior-year quarter. Cash outflows for investment activities grew by €3.6 million to €4.1 million. Negative cash

## HiRes Complete Video Solutions

high-resolution, digital & cost-effective recording





## Research And Development ...

flow from financing activities amounted to €0.9 million in the prior-year quarter due to payment of the dividend for fiscal year 2006/07 in the amount of €0.8 million. The dividend for fiscal year 2007/08 in the amount of €2.2 million was paid in October 2008.

The various cash flows generated during the reporting period resulted in cash and cash equivalents of €8.8 million as of September 30, 2008. The Company's solvency was guaranteed at all times during the first quarter and, given its credit standing, it has a number of financing options available.

Non-current liabilities declined by €0.1 million to €6.7 million based on scheduled loan repayments. The ratio of non-current liabilities to total assets of the MOBOTIX Group decreased from 20.3% to 18.7%. Current liabilities as of the reporting date corresponded to 20.7% of total assets as opposed to 19.7% in the previous year. Current liabilities include tax provisions in the amount of €3.0 million. A cash outflow for tax payments of €1.4 million is still expected in fiscal year 2008/09.

The Group's financial position and financial

performance – which are characterized by continued strong growth and high profitability – fully reflect the expectations of the Management Board.

### Research And Development

Development activities were also further expanded during the period under review. As of September 30, 2008, the MOBOTIX Group had 47 employees in its Development department. As in previous years, the



Q22M 180° panorama function



180° Pan



# ... Employees

primary development focus was on the creation of new hardware and software products and components as well as further optimization of product functionality.

Development activities are essentially done only in-house. Outsourcing of development activities occurs only on a very small scale, and only in the area of tool design and PC board layout.

During the current fiscal year, the Company introduced the newly developed **360° camera product line Q22**. The video control center software MxControlCenter underwent further development. Other product innovations are currently in development and should be introduced to the market in the current fiscal year 2008/09.

## Employees

As in the past years, the number of employees grew in almost every area of the Company. As of September 30, 2008, the MOBOTIX Group had 206 employees, compared to 196 employees at the beginning of the fiscal year. There will be personnel increases in the current fiscal year 2008/09 as well, primarily in national and international sales. The Company will also focus on strengthening its development activities.



Original image from the Q22M



anorama

# Interim Management Report

## Risk Management ...

### Opportunities and Risks of Future Development and Outlook

#### Risk Management

The MOBOTIX Group has implemented an adequate risk management system to ensure that risks are detected and addressed early. The Group's risk management system is intended to identify, monitor, and control any risks that may occur. In addition to risks posing a threat to the Company's continued existence, the system also records activities, events, and developments that could significantly influence the Company's future performance.

Precautions are taken against typical business risks that could have a material influence on the Group's financial performance or financial position.

Based upon the information currently available, at present the MOBOTIX Group is not faced with any significant specific risks that, in and of themselves, would be likely to jeopardize the continued existence of the MOBOTIX Group.

The Company is continuing to refine its internal structures commensurate with its

growth and to adapt these structures to the scale of its business. Additional measures are planned to strengthen and improve quality management, the internal control system, and risk management.



MOBOTIX cameras monitor Coventry Airport

#### Material Risks

Please refer to the 2007/08 Annual Report for details of any significant specific risks.

At present, it is not possible to make an assessment as to the impact that the **current financial crisis** and the ensuing consequences for the real economy will have on business performance. No direct impact was felt in the first quarter of the current fiscal year.

During the period under review, our risk situation and risk management system did not deviate notably from that described in the Annual Report for fiscal year 2007/08. No



# ... And Material Risks

risks that could jeopardize the continued existence of the Company are anticipated.

## Opportunities And Outlook

The **positive market environment** with its continued forecasts of high growth rates will form the basis for the Company's continued

MOBOTIX cameras at Panama's Cargo Port



successful development. Market growth will be driven by the **switch from analog to digital technology**. If this switch should happen sooner than expected, additional opportunities could arise for MOBOTIX. Factors that could lead to an acceleration include **political initiatives** such as the French video law that would improve the quality of security systems in the public sector.

The Management Board assumes that **technological market drivers** such as increasing image resolution in video systems and more complex security installations **will**

**favor the advantages of the decentralized technology approach.** This would strengthen the MOBOTIX Group's competitive position and put pressure on the competition.

The Management Board also believes that increased publicity will provide new opportunities, e.g. to acquire new employees, sales partners, and customers.

MOBOTIX is represented throughout the world by distributors and partners. A key factor for unlocking future growth potential involves continuing to pursue targeted expansion of our partner network in order to broaden our sales structures. The Company's outstanding global market position – particularly in the subsegment of high-resolution network cameras – puts MOBOTIX in a very good position to take advantage of the opportunities at hand.



MOBOTIX Hemispheric Q22M

# Interim Management Report

## Outlook ...

In terms of regions, the Management Board sees key growth areas for the coming months in North America, South America, Asia, and Russia.

The market launch of the Q22 is continuing to show promising results. Feedback from distributors has been especially encouraging. The fact that the Company's chief competitors cannot offer any comparable products is an indication of MOBOTIX AG's innovative strength and will also enable the Company to occupy a unique position in this product segment over the medium term. In addition, MOBOTIX plans to take advantage of additional product innovations in the coming months to reinforce its competitive position and create a foundation for developing new market segments.

Our goal for fiscal 2008/09 continues to be growth in line with the market for network cameras. Key market research institutions estimate this growth rate to be approx. 40% per year. As in recent years, we plan to achieve the targeted growth while maintaining profitability.

### Significant Events After The Balance Sheet Date

No events of any significance occurred after the end of the first quarter of fiscal year 2008/09.

### Related Party Disclosures

During the period under review, no changes of any significance occurred with regard to transactions with related parties in comparison with fiscal year 2007/08.

Kaiserslautern, October 24, 2008

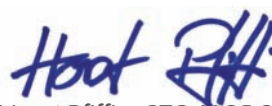
The Management Board



Dr. Ralf Hinkel • CEO MOBOTIX AG



Lutz Coelen • CFO MOBOTIX AG



Horst Pfiffi • CTO MOBOTIX AG

**07/08 Dividend**  
**Per Share € 0.50**



**MOBOTIX**  
WOROLIX

mobotix.com



# Interim Financial Statements

## Income Statement ...

EUR '000s	See Note	3 Months	
		July 01, 08- Sept. 30, 08	July 01, 07- Sept. 30, 07
Revenue	(1)	10,306	6,952
Increase in finished goods and work in progress		48	451
Other own work capitalized	(2)	194	181
<b>Total output</b>		<b>10,547</b>	<b>7,585</b>
Cost of materials	(3)	-3,169	-2,391
<b>Gross profit</b>		<b>7,379</b>	<b>5,194</b>
Staff costs	(4)	-2,640	-2,009
Depreciation and amortization		-279	-250
Other operating income	(5)	193	105
Other operating expenses	(6)	-2,185	-1,561
<b>Operating profit</b>		<b>2,467</b>	<b>1,479</b>
Profit or loss from investments accounted for using the equity method		0	12
Other interest and similar income	(7)	120	6
Interest expense and similar charges	(8)	-108	-46
<b>Profit before tax</b>		<b>2,479</b>	<b>1,452</b>
Income taxes	(9)	-720	-490
<b>Profit for the period</b>		<b>1,759</b>	<b>961</b>
<b>Earnings per share (diluted / basic)</b>	(10)	<b>0.40</b>	<b>0.25</b>

Revenue  
€ 10.3m (+48.2%)

Net Income  
€ 1.8m (+83.0%)

# ... Balance Sheet

EUR '000s	See Note	Sept. 30, 08	June. 30, 07
Intangible assets	(11)	1,135	993
Property, plant and equipment	(12)	11,906	9,983
Investments accounted for using the equity method		32	32
Prepaid expenses		130	133
Deferred tax assets		94	80
<b>Non-current assets</b>		<b>13,297</b>	<b>11,221</b>
Inventories	(13)	4,828	4,402
Trade receivables		3,624	4,677
Other assets	(14)	4,996	2,301
Cash and cash equivalents		8,771	10,475
Prepaid expenses		371	303
<b>Current assets</b>		<b>22,591</b>	<b>22,157</b>
<b>ASSETS</b>		<b>35,888</b>	<b>33,379</b>
Subscribed capital		4,424	4,424
Capital reserves		9,665	9,665
Accumulated other comprehensive income		60	88
Profit or loss carried forward	(15)	5,855	930
Profit for the period	(15)	1,759	4,924
<b>Equity</b>		<b>21,762</b>	<b>20,031</b>
Liabilities to banks	(18)	6,378	6,478
Deferred tax liabilities		324	294
<b>Non-current liabilities</b>		<b>6,702</b>	<b>6,772</b>
Tax provisions	(16)	2,967	2,453
Other provisions	(17)	131	123
Liabilities to banks	(18)	550	589
Trade payables		2,135	1,905
Other liabilities		1,640	1,506
<b>Current liabilities</b>		<b>7,423</b>	<b>6,576</b>
<b>EQUITY AND LIABILITIES</b>		<b>35,888</b>	<b>33,379</b>

**Total Assets**  
**€ 35.9m (+7.5%)**

**Fixed Assets**  
**€ 13.1m**

# Interim Financial Statements

## Cash Flow Statement ...

EUR '000s	July 01, 08- Sept. 30,	July 01, 07- Sept. 30, 07
<b>Profit before tax for the period</b>	<b>2,479</b>	<b>1,452</b>
-/+ Net interest income or expense	-12	39
- Profit or loss from investments accounted for using the equity method	0	-12
+ Depreciation and amortization of property, plant and equipment, and intangible assets	279	250
+ Interest received	102	5
+/- Increase/Decrease in other provisions	8	-7
+ Profit on disposal of non-current assets	-3	0
+ Other non-cash expenses	18	9
<b>Operating profit before changes in working capital</b>	<b>2,872</b>	<b>1,737</b>
- Increase in inventories, trade receivables and other assets not attributable to investing or financing activities	-441	-327
+ Increase trade payables and other liabilities not attributable to investing or financing activities	347	262
<b>Cash flow from operating activities before tax</b>	<b>2,777</b>	<b>1,672</b>
- Income tax paid	-189	-168
<b>Cash flow from operating activities</b>	<b>2,589</b>	<b>1,504</b>
- Cash paid for purchases of property, plant and equipment	-3,915	-343
- Cash paid for purchases of intangible assets	-195	-189
+ Cash received from disposals of property, plant and equipment	20	17
<b>Cash flow from investing activities</b>	<b>-4,090</b>	<b>-515</b>
- Dividends paid	0	-839
- Cash paid for the redemption of loans	-164	-33
+ Cash received from borrowings	0	12
- Interest paid	-37	-49
<b>Cash flow from financing activities</b>	<b>-202</b>	<b>-909</b>
<b>Net change in cash and cash equivalents</b>	<b>-1,703</b>	<b>81</b>
Effect of exchange rate and other changes on cash and cash equivalents	-1	-1
Cash and cash equivalents at the beginning of the reporting period	10,475	1,352
<b>Cash and cash equivalents at the end of the reporting period</b>	<b>8,771</b>	<b>1,432</b>

**Operating Cashflow**  
**€ 2.6m (+72.1%)**

**Cash And Cash Equiv.**  
**€ 8.8m**



## ... Changes In Equity

EUR '000s	Subscribed	Capital reserves	Accumulated other comprehensive income	Profit or loss carried forward	Profit for the period	Total
<b>Balance as at Jul. 1, 2007</b>	<b>3,814</b>	<b>1,249</b>	<b>44</b>	<b>1,769</b>		<b>6,876</b>
Dividend payment				-839		-839
Currency translation			20			20
Profit for the period					961	961
<b>Balance as at Sept. 30, 2007</b>	<b>3,814</b>	<b>1,249</b>	<b>64</b>	<b>930</b>	<b>961</b>	<b>7,018</b>
Issuance of shares	610	8,845				9,455
Cost of capital increase		-429				-429
Currency translation			24			24
Profit for the period					3,963	3,963
<b>Balance as at Jun. 30, 2008</b>	<b>4,424</b>	<b>9,665</b>	<b>88</b>	<b>930</b>	<b>4,924</b>	<b>20,031</b>
<b>Balance as at Jul. 1, 2008</b>	<b>4,424</b>	<b>9,665</b>	<b>88</b>	<b>5,854</b>		<b>20,031</b>
Currency translation			-28			-28
Profit for the period					1,759	1,759
<b>Balance as at Sept. 30, 2008</b>	<b>4,424</b>	<b>9,665</b>	<b>60</b>	<b>5,854</b>	<b>1,759</b>	<b>21,762</b>

Equity  
€ 21.8m

Equity-To-Assets Ratio  
60.6%

# Interim Financial Statements

## Condensed Notes ...

### Condensed Notes Of September 30, 2008

#### 1. General Information

MOBOTIX AG was established on June 21, 1999. Since June 16, 2001 the company's registered office has been in Kaiserslautern (Luxemburger Str. 6, 67657 Kaiserslautern, Germany).

MOBOTIX AG is a European technology leader and system provider of digital, high-resolution, network-based video security systems, video management software, and systems accessories. At the heart of MOBOTIX technology are proprietary, internally manufactured, fully digital network cameras.

Most of MOBOTIX' products are sold worldwide primarily via distributors, qualified systems integrators, and specialist retailers.

The Company's fiscal year begins on July 1 and ends on June 30 of the following year.

#### 2. Basis Of Presentation

The consolidated interim financial statements of MOBOTIX AG for the three-month period from July 1 to September 30, 2008 have been prepared in accordance with all International Financial Reporting Standards (IFRSs), International Accounting Standards

(IASs), and interpretations of the International Financial Reporting Interpretations Committee and the Standing Interpretations Committee (IFRIC / SIC) that have been adopted by the European Union and are applicable to the 2008/09 fiscal year.

The accounting policies applied in the consolidated interim financial statements for the three-month period from July 1 to September 30, 2008, which have been prepared on the basis of IAS 34 "Interim Financial Reporting," are essentially the same as those used in the consolidated financial statements for the 2007/08 fiscal year. The condensed consolidated interim financial statements for the period under review have been reviewed by KPMG Aktiengesellschaft, Wirtschaftsprüfungsgesellschaft. This interim report is also consistent with German accounting standard No. 6 on interim financial reporting (GAS 6) issued by the German Accounting Standards Committee (GASC).

For further information on the accounting policies applied, please refer to the consolidated financial statements for the year ended June 30, 2008.

Unless stated otherwise, all figures in these notes are stated in thousands of euro (€ thousand). The translation of euro into

thousands of euro may give rise to rounding differences of plus or minus one unit (euro or percent).

### Basis Of Consolidation

The basis of consolidation used by MOBOTIX AG for the three-month period from July 1 to September 30, 2008 is the same as that used in the consolidated financial statements for the year ended June 30, 2008 and in the corresponding quarter of 2007. MOBOTIX CORP has been retroactively included in the consolidated financial statements of MOBOTIX AG from the date in 2003 when MOBOTIX CORP was established. In addition, MOBOTIX AG Schweiz has been consolidated using the equity method because it is an associate.

## 3. Notes To The Income Statement

### (1) Revenue

A breakdown of revenue by region and product group is provided in the section on segment reporting.

### (2) Other Own Work Capitalized

Other own work capitalized in the first quarter of the 2008/09 fiscal year refers only to capitalized development costs of €194 thousand.

### (3) Cost Of Materials

The cost of materials includes all materials used to produce the cameras. To a small extent it also includes the cost of services rendered, such as the cost of outsourced production and development activities.

EUR '000s	July 01, 08- Sept. 30, 08	July 01, 07- Sept. 30, 07
Cost of raw materials, supply and merchandise	3,108	2,383
Cost of purchased services	61	8
<b>Total</b>	<b>3,169</b>	<b>2,391</b>

### (4) Staff Costs

The rise in staff costs reflects the increase in the workforce. The MOBOTIX Group employed 206 people as of the balance sheet date (June 30, 2008: 196 people).

EUR '000s	July 01, 08- Sept. 30, 08	July 01, 07- Sept. 30, 07
Wages and salaries	2,295	1,733
Social security	345	276
<b>Total</b>	<b>2,640</b>	<b>2,009</b>



# Interim Financial Statements

## Condensed Notes ...

### (5) Other Operating Income

Other operating income primarily comprises gains from exchange differences and amounts reimbursed by employees for private use of company cars.

### (6) Other Operating Expenses

Other operating expenses comprise all expenses not allocated to other items. They include the cost of marketing, office supplies, communications, legal and other advice, premises, maintenance, and trade fairs and exhibitions.

The increase of €624 thousand, or 40.0%, to €2,185 thousand compared with the corresponding quarter of 2007 was largely attributable to the rise in marketing and trade fair/exhibition costs and to higher operating costs as a result of the growth in business volume.

### (7) Other Interest And Similar Income

Other interest and similar income essentially comprises interest income from short-term and demand deposits held with banks.

### (8) Interest Expense And Similar Charges

Interest expense and similar charges mainly comprise the interest paid on bank loans.

### (9) Income Taxes

The table below gives a breakdown of income taxes.

EUR '000s	July 01, 08- Sept. 30, 08	July 01, 07- Sept. 30, 07
Current taxes	703	372
Deferred taxes	17	118
<b>Total</b>	<b>720</b>	<b>490</b>

The tax rate applicable as of September 30, 2008 was 29.0% (in the prior year 33.8%).

### (10) Earnings Per Share

Earnings per share is calculated by dividing the group profit for the period attributable to the shareholders of MOBOTIX AG by the weighted average number of shares outstanding.

In the first quarter of the current fiscal year (2008/09), earnings per share amounted to €0.40 based on a weighted average number of shares outstanding of 4,423,814. In the first quarter of the previous fiscal year, earnings per share amounted to €0.25 (weighted average number of shares outstanding of 3,813,814). Based on the current number of shares of 4,423,814, earnings per share in the previous year would have amounted to

€0.22. There was no dilutive effect on MOBOTIX AG's profit for the period.

## 4. Notes To The Balance Sheet

### (11) Intangible Assets

The cost of developing camera housings, electronics, and software projects was capitalized at cost in the amount of €194 thousand in the first quarter of 2008/09. The capitalized development costs of €1,040 thousand as of September 30, 2008 cover all costs directly attributable to the development process. The accumulated amortization and impairment amounted to €105 thousand as of September 30, 2008. The development projects are amortized on a uniform, straight-line basis over a period of three years following completion.

### (12) Property, Plant And Equipment

The additions to property, plant and equipment essentially relate to the construction of the new production building. This project entails total capital expenditure of roughly €14,000 thousand and is due to be completed in December 2008. The Ministry of Economics, Transport, Agriculture and Viticulture of Rhineland-Palatinate has approved an investment grant in the amount of €2,443 thousand for MOBOTIX AG pursuant to the notice of subsidy allocation

dated September 8, 2008. On September 30, 2008, a subsidy entitlement of €1,721 thousand was capitalized in accordance with the progress of construction. The capitalized subsidy was deducted from non-current assets pursuant to IAS 20.27.

### (13) Inventories

The table below gives a breakdown of inventories.

EUR '000s	Sept. 30, 08	June 30, 08
Raw materials and supplies	2,157	1,785
Work in progress	1,393	1,139
Finished goods	1,249	1,453
Advanced payments	29	26
<b>Total</b>	<b>4,828</b>	<b>4,402</b>

The increase in inventories resulted from the introduction of new products and the rise in business volume.

# Interim Financial Statements

## Condensed Notes ...

### (14) Other Assets

The table below gives a breakdown of other assets.

EUR '000s	Sept. 30, 08	June 30, 08
VAT receivables	682	125
Loans granted	430	430
Investment grant	1,721	0
Other securities (other money market investments)	1,998	1,499
Receivables from employees	8	6
Accounts payable with a debit balance	29	10
Rent deposits	49	49
Other items	79	181
<b>Total</b>	<b>4,996</b>	<b>2,301</b>

### (15) Equity

Please refer to the statement of changes in equity for an overview of the development of equity.

The dividends for fiscal year 2007/08 were paid out in October 2008 in the amount of €2,212 thousand pursuant to the shareholders' resolution of October 6, 2008.

### (16) Tax Provisions

The tax provisions of €2,967 thousand (June 30, 2008: €2,453 thousand) include pro-

visions for municipal trade tax, corporation tax, and the solidarity surcharge for 2007 and 2008 as well as for 2009.

### (17) Other Provisions

Other provisions primarily relate to provisions for warranties and customer rebates.

### (18) Liabilities To Banks

Loans in the amount of €125 thousand were repaid as scheduled in the first quarter of fiscal year 2008/09.

## 5. Other Disclosures

### Related Party Disclosures

During the period under review, no changes of any significance occurred with regard to transactions with related parties in comparison with fiscal year 2007/08.

### Segment Reporting For The Three-Month Period From July 1 To September 30, 2008

Revenue by product line is broken down as follows:

<b>EUR '000s</b>	<b>July 01, 08- Sept. 30, 08</b>	<b>July 01, 07- Sept. 30, 07</b>
Fixed Cams	5,938	4,233
Dome Cams	3,818	2,110
Other	550	609
<b>Total</b>	<b>10,306</b>	<b>6,952</b>

Revenue by region is broken down as follows:

<b>EUR '000s</b>	<b>July 01, 08- Sept. 30, 08</b>	<b>July 01, 07- Sept. 30, 07</b>
Germany	3,882	3,230
Rest of Europe	4,082	2,316
Other	2,342	1,406
<b>Total</b>	<b>10,306</b>	<b>6,952</b>

In accordance with IFRS 8 "Operating Segments," the definition of the segments is based on the Company's internal reporting structure. At MOBOTIX AG, these segments are primarily defined by region, but also by product category. The regions represent the basis for corporate planning and allocation of resources.

The control of the MOBOTIX Group is based

on revenue in view of the individual segments due to the internal structures and the size of the Company. Profitability ratios and performance-based statements are only made on the level of the entire company.

The Company's product categories are broken down as detailed below:

#### Fixed Cams

The fixed cams include the M12, M22 and V12 camera lines.



The M12 is usually equipped with two image sensors and a passive infrared sensor. This camera series also comes with a microphone and a speaker for audio communication. If there is no DSL connection, the M12 can be easily hooked up to the internet via its integrated ISDN connection that can be used to transmit data over the internet and to forward voice messages and alarm alerts, for example to telephones. IP



# Interim Financial Statements

## Condensed Notes ...

telephony based on the VoIP SIP standard is also available directly from the camera. Various camera modules can be used so that a Wide-Angle lens can be combined with a Telephoto lens. The M12 Day/Night model is equipped with a light-sensitive black-and-white sensor for use at night and a color sensor that provides sharp color images in daylight. The automatic switching between the two sensors is purely electronic with no mechanical moving parts.

The M22 is the mono version of the M12 and, with the exception of the passive infrared sensor and ISDN connection, features all the functionality of the M12. Audio communication is also available via the integrated microphone and speaker. All telephony functionality is based on the VoIP SIP standard.



The V12 vandalism-proof camera has been especially designed for use in locations with a high risk of vandalism, such as prisons. The camera housing is made of 3mm-thick stainless steel. It is also protected by a 6mm-thick cover and is triangular in shape so that it can be mounted in the corner of a room and fixed in place using heavy-duty dowels. To illuminate the room when it is dark the V12 is equipped with integrated, remote-controlled IR lighting with 20 infrared LEDs.

### Dome Cams

The dome cams currently include the D12, D22 and Q22 camera models.



The D12 is a dome camera that features two manually adjustable modules. It is based on the same hardware as the M12 although, unlike the M12, its camera modules can be individually positioned in any direction when mounted. This makes it possible, for example, to position a Wide-Angle lens in one direction and a Telephoto lens in another

direction. With two Super-Wide-Angle lenses each covering a 90-degree horizontal viewing angle, the camera can monitor an area of 180 degrees in panorama view. The software integrated into the camera enables the two generated images either to be shown separately or to be combined into a single image.

The D22 is a dome camera that features a manually adjustable module and offers all the software functionality of the other camera series. Although it is not equipped with an infrared sensor, microphone or speaker, these can be externally retrofitted. In locations with a high risk of vandalism, the already robust D22 models can be given extra protection with the optional Vandalism Set, which includes a 3mm-thick polycarbonate dome and an additional stainless steel cover.

The Q22 model is an ultra-compact IP-Dome camera that features a 360° allround view. The camera line allows a hemispherical allround view for complete room coverage, digital, continuous zooming and panning as well as event-driven complete room recording directly in the camera. In addition, the camera features all the software functionality of the other camera series. The speaker and microphone are integrated into

the camera. The range of accessories includes, for example, a vandalism housing and an in-ceiling set.



MOBOTIX Hemispheric Q22M

### Other Products And Services

MOBOTIX offers the appropriate accessories for all camera series to enable the cameras to be properly mounted and to protect their cables and leads. Various installation kits for mounting cameras on surfaces and walls or integrating them into suspended ceilings are supplied for each model. MOBOTIX AG also generates a small amount of revenue from training seminars.

Internal reports are submitted to the Management Board. Only revenue is reported for each product category and region.

Intersegment revenue is not netted.

No single customer generates more than 10% of the MOBOTIX Group's revenue.

# Responsibility Statement

## And Responsibility Statement

### Responsibility Statement

To the best of our knowledge, we hereby affirm that, pursuant to the generally accepted accounting principles for interim reporting, the consolidated financial statements give a true and fair view of the net assets, financial position and the results of operations of the Group, that the Interim Report presents the development of the Group's business, including its performance and situation, in such a way that it is a true and fair reflection, and that it describes the major risks and opportunities inherent in the development of the Group during the remaining financial year.

Kaiserslautern, October 24, 2008

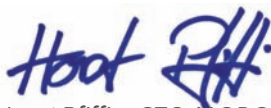
The Management Board



Dr. Ralf Hinkel • CEO MOBOTIX AG



Lutz Coelen • CFO MOBOTIX AG



Horst Piffi • CTO MOBOTIX AG





# Technical Glossary ...

CCD	Image sensor Charged Coupled Device; a light sensitive hardware component
CIF	Common Intermediate Format, an image compression format
CMOS image sensor	Complementary Metal Oxide Semiconductor - a light sensitive hardware component
CPU	Central Processing Unit
DVR	Digital Video Recorder
Fixdome	Camera without any mechanical moving parts, inside a dome housing
HDTV	High Definition TV
HiRes	High Resolution
IP network	Data network based on the internet protocol
IP standard	Standardized network protocol
JPEG format	A lossy image data format which reduces the file size by compressing the same or similar image content.
LAN	Local Area Network; local network
Control center computer	The computer at a central control center that enables the information supplied by the camera to be handled
Megapixel	Image size of more than 1 million pixels
MPEG format	Video format for creating data streams for streaming images, defined by the Motion Picture Experts Group
SD Card	SD Memory Card (short for Secure Digital Memory Card) is a digital memory device that works according to the principle of flash memory, such as a USB card
TCP/IP protocol	Transmission Control Protocol/Internet Protocol
Video server	Central storage unit for video images or video streams
VoIP	Voice over IP; standard for voice transmission via IP networks

# Financial Glossary ...

EBITDA	Earnings before interest, taxes, depreciation and amortization
EBITDA margin	EBITDA divided by total output multiplied by 100 (the higher the percentage, the higher the financial performance)
EBIT	Earnings before interest and taxes.
EBIT margin	EBIT divided by total output multiplied by 100 (the higher the percentage, the higher the financial performance)
Total output	Revenue plus/minus changes in inventories plus other own work capitalized
Gross profit	Total output less cost of materials
Dividend yield	Dividend divided by share price multiplied by 100
Equity-to-assets ratio	Equity as reported on the balance sheet divided by total assets multiplied by 100 (the higher the figure, the lower the debt-to-equity ratio)
Free float	Shares of a public listed company that are freely available to the investing public
Market capitalization	Number of shares multiplied by share price

# ... Disclaimer

## Disclaimer

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This financial report contains MOBOTIX AG statements and information which relate to future periods. Such future-oriented statements may be recognised from wording such as plan, expect, intend, endeavour, will, estimate, assume, aim at or similar such terms. Statements of this kind have been made on the basis of current circumstances and current expectations and may differ considerably from the actual development both to positive and negative effect. The following factors, amongst others, may give rise to uncertainties: changes to the overall economic situation both nationally and internationally, changes to the underlying political situation, the introduction of new products or technologies by other companies, changes to investment activities in the customer markets important to MOBOTIX AG, changes to exchange rates and interest rates, integration of acquired companies along with other factors. MOBOTIX AG does not accept any obligation over and above existing legal obligations to correct or update future-oriented statements.

**This is an English translation of the German original. Only the German version is binding. The financial reports from MOBOTIX AG are available as pdf files on the homepage ([www.mobotix.com](http://www.mobotix.com)).**

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## Financial Calendar 2008/09

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Analyst presentation, German Equity Forum (Deutsche Börse AG)	November 12, 2008
Report on the first three months of fiscal year 2008/09	November 12, 2008
Report on the first six months of fiscal year 2008/09	February 11, 2009
Report on the first nine months of fiscal year 2008/09	May 13, 2009
Annual Report for fiscal year 2008/09	September 23, 2009
Annual press conference	September 23, 2009
Annual General Meeting 2008/09	October 2009

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### MOBOTIX AG

Investor Relations

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**MOBOTIX best stock exchange newcomer in 2007**

**MOBOTIX** **change newcomer in 2007**

Kaiserslautern, 19 December 2007. 2007 has been a rather mixed year for stock exchange newcomers. Of the 29 stock exchange debuts with a stock issuing volume of more than 10 million euros, only six had share prices high at the close of trading on 18 December than at the time of the IPO.

... ranking is Mobotix AG ... share price incre...

million euros at the close of trading on the day of the IPO.

Top of the ranking is Mobotix AG of Kaiserslautern, whose share price increased by 85 percent compared to the IPO on 10th October 2007. Second place is held by TBS with a share price increase of 71 percent, followed by Centrotherm Phototherm with a 68 percent increase.

**Successful fiscal year in MOBOTIX**

**Most successful fiscal year in the history of the MOBOTIX Group**

**Most successful in the history of the MOBOTIX Group**

MOBOTIX AG (ISIN DE0005218309) a technologically leading system provider for digital high-resolution network-based video security systems, reports preliminary sales and profit estimates above expectations for the year ending on 30th June 2008. The past year was the most successful year in the company's history with a strong 4th quarter, which is expected for the full year.

**MOBOTIX AG** (ISIN) fiscal year ending on... worldwide leading manufacturer of high-resolution and network security systems, reports sales of... million for the first half-year (1 January to 30 June 2007) of the current 2007/08 financial year. This corresponds to growth of 51% compared to the same period of the previous year. EBITDA...

EBITDA reached EUR 3.4 million for the half-year, up 155.7 per cent for the same period of the previous year. The EBITDA margin therefore reached 22.5 per cent, up from 8.8 million, which corresponds to a margin of 18.5 per cent. The company expects to increase the net profit for the full year by 50 per cent.

image sensors have a resolution of 2048 x 2048 pixels and will be available in all MOBOT camera series from now on.

**Panama Are Safer  
Thanks To  
ROBOTIX Cameras**



MOBOTIX cameras: the container harbor of Colon and Cristobal (both in Panama). The MOBOTIX partner, Mutitek, installed a total of 100 DualNight cameras with more than 50 M12 DualNight cameras. The decisive factor for the MOBOTIX was especially their robustness since they operate even in an ocean climate with high humidity and salt air.

[illegible]

...al year in  
**MOBOTIX**  
... (DE0005218309) a  
...ng system provider for  
...on network-based video  
...preliminary sales and  
...tions for the past

French engineering company Ingenica has been asked to install a MOBOTIX network of video surveillance solution at the Parc des Princes soccer stadium in Paris.

history. After  
growth of about 50% in  
fiscal year of the MOBOTIX  
consolidated financial statement).  
According to current estimations the EBITDA  
margin could be increased to about 22%. With  
EBIT of approx. 7 Mio. EUR, the EBIT  
margin could be increased to 19% despite  
the 1998 between Inter Milano and Lazio  
come. After a total overhaul in 1972, the  
stadium can hold 50,000 spectators. The new  
surveillance system has a special new

**MOBOTIX at Abu Dhabi International Airport**

The project at the Airport is an impressive example of excellence in video surveillance software. The use of MOBOTIX IP video technology has been chosen because of its unmatched resolution, storage requirements and the ease of integration compared to other systems.

**ROBOTIX Stocks track the Stock Market**

As of today, MOBOTIX AG stocks are publicly traded in the Entry Standard at Frankfurt Stock Exchange (Open Market) under the ISIN DE0005218309. MOBOTIX AG, a world leading manufacturer of digital, high-resolution and network-based video security reports sales of EUR 15.19 million in the half-year (1 July to 31 December).

**MOBOTIX Sec**  
**Heineken House**



## Recording An Entire Room With A 360° Camera

**Holland ROTIX AG,** manufacturer of high-resolution, complete IP systems, presents a new hemispheric 2 camera with a discreet design for mounting on the ceiling or wall at the Security Essen Exhibition, Germany, in hall 1.0, stand 408. In addition to the PTZ function, which comes without any mechanically moving parts, an entire room can be recorded and reviewed later in the playback with a virtual PTZ function. A Quad view allows simultaneous viewing from four different angles with an independent PTZ functionality. Due to the conversion of the hemispheric image to a normal image in the camera and by saving the images in a 16 Gbit



**ROBOT**  
**Successful**

worldwide lead in high-resolution and security systems, reports sales of 1 million for the first half-year (1 July to 30 June 2007) of the current 2007/08 fiscal year. This corresponds to growth of 51.1 per cent compared to the same period of the previous year. EBITDA reached EUR 3.4 million, up 155.7 per cent on the previous year.

**Highly-Camera Series:  
D22 Dome Camera**



22 camera  
line of very  
attractively-priced dome cameras  
ines resolution, integrated video  
ng-term storage. The D22-Basic  
specifically for use in indoor  
ra includes a 90-degree wide-  
owered using Power-over-  
costs only EUR 448 net.  
22-IT and D22-S

in EUR 5  
which includes

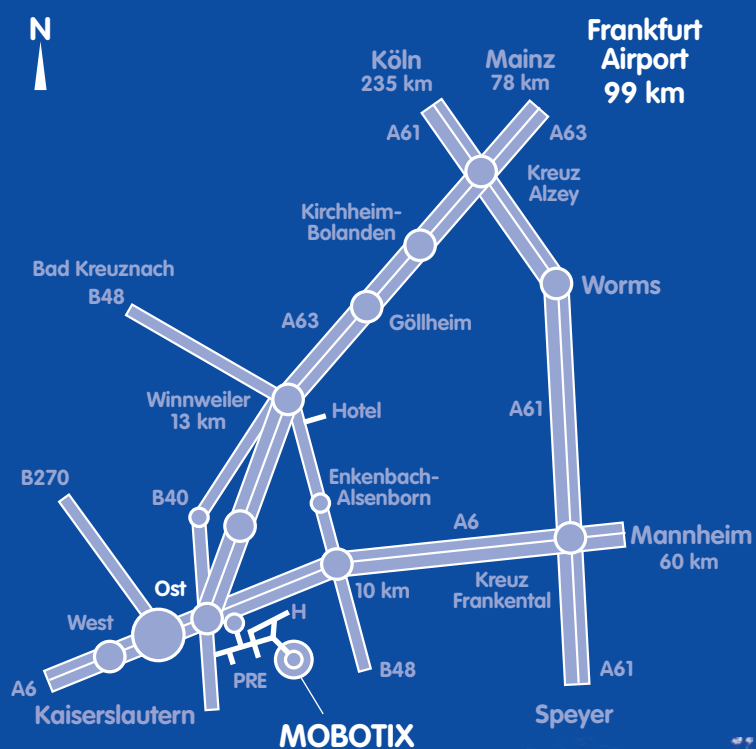
**Order Center**  
**ControlCenter**

MOBOTIX A  
network cameras ba  
Germany, will pres  
control center software  
at booth C33 in ha  
Center is equipped with even

functions able to operate network well as analog PTZ cameras made by Siemens and Bosch using a joystick. The software is being used successfully at the Kaiserslautern soccer stadium since last year. World ControlCenter is a joint venture of East, United States

ent at the largest exhibitions around the world simultaneously. For the first time, MOBOTIX has presented its IP network cameras at the GDSF, the Global Digital Surveillance Forum in Shanghai, at the end of August and at GITEX in Dubai, the third largest expo worldwide at the beginning of September. While the United States - MOBOTIX other enter chno AG Kai

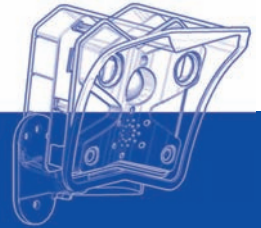




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Security-Vision-Systems



... the HiRes Video Company

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