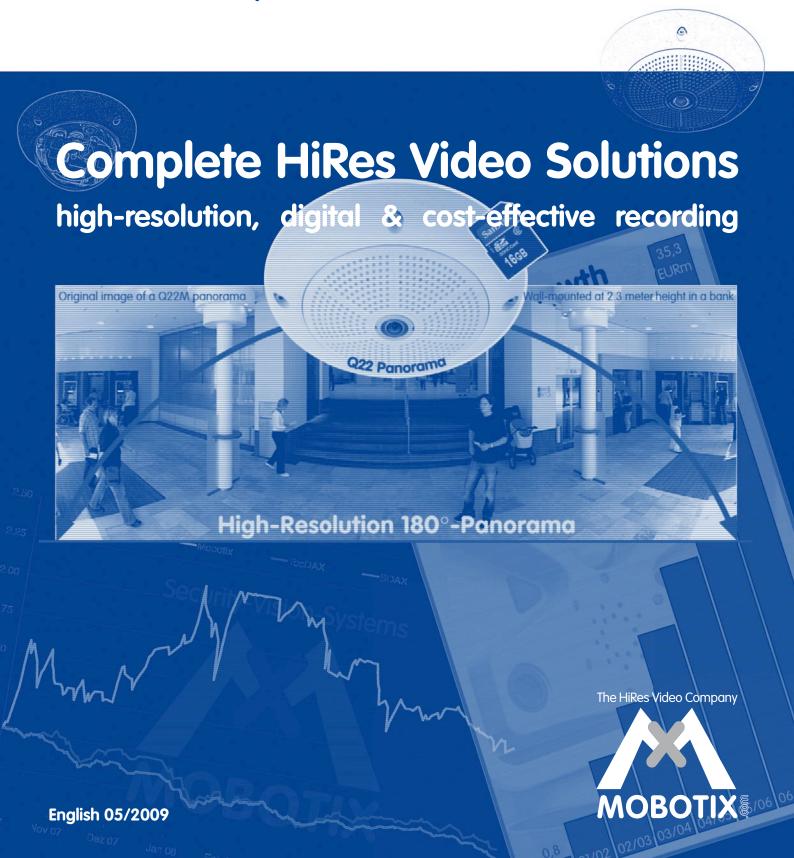
# MOBOTIX AG Interim Report

1 July 2008 to 31 March 2009



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## ... Letter To The Shareholders



**Dear Shareholders.** 

Despite the global economic crisis, MOBOTIX AG was able to continue its successful business trend. Revenue growth remained strong with an increase of 37% in the first nine months. The export ratio climbed to 67%. With an EBIT margin of 20% and an EBITDA margin of 23%, the Company continues to show profitability that is significantly above average.

After recording weak performance in January and February, March showed a strong revival in business activity. MOBOTIX AG will continue to counter the comparatively weak economic environment by further strengthening its global sales network and by bringing new and innovative products to market. It will be difficult however, to reliably predict how the general economic conditions in the coming months will develop.

The unique, decentralized technological approach that MOBOTIX offers and that makes high-resolution video systems cost-efficient, is the basis for the continued successful performance of the Company. This is especially noticeable with the recent launch of our Q22 hemispheric 360° panorama camera. There is still no sign of a comparable product from the competition.

In the past quarter, the focus of development activity was on preparations of hardware upgrades on existing product lines with an even more powerful microprocessor technology. In addition, preparations were made for the market launch of an IP-based door station. This product launch will generate positive growth stimuli in the second half of the calendar year.

We are confident that we will be able to offer our shareholders solid, above-average results in the months ahead

Dr. Ralf Hinkel • CEO MOBOTIX AG

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www.mobotix.com

## ... Or At A Glance

<b>9 months</b> (July 1, 2008 to March 31, 2009)	2008/09	2007/08	Delta %
Financial performance	EUR '000s	EUR '000s	
Total Output	33,869	25,318	+ 33.8
Revenue	32,528	23,760	+ 36.9
Thereof outside of Germany (in %)	66.8	59.6	
EBITDA	7,938	4,861	+ 63.3
EBITDA as a percentage of total output	23.4	19.2	
EBIT	6,947	3,974	+ 74.8
EBIT as a percentage of total output	20.5	15.7	
Profit before tax	6,884	4,037	+ 70.5
Return on revenue in % before tax	21.2	17.0	
Net profit for the period	5,037	2,715	+ 85.5
Cash flow from operating activities	6,138	4,524	+ 35.7
Key figures per share (in €) <sup>(1)</sup>			
Earnings per share (EPS)	1.14	0.65	+ 76.1
Cash flow as per DVFA/SG	1.38	1.01	+ 47.1
Financial position	March 31, 09	June 30, 08	
Equity	22,813	20,031	
Equity-to-assets ratio in %	61.7	60.0	
Total assets	36,976	33,379	
Non-current assets	16,321	11,221	
Current assets	20,654	22,157	
Thereof cash and cash equivalents	7,760	10,475	
Employees	March 31, 09	March 31, 08	
Number of employees (reporting date)	207	183	+ 24
Revenue per employee	163(2)	150 <sup>(3)</sup>	
EBIT per employee	35(2)	25 <sup>(3)</sup>	

<sup>1)</sup> Based on an average of 4,424m shares for the first 9 months 2008/09 and 4,199m shares for the first 9 months 2007/08. 2) Based on an average of 2000 employees.

<sup>3)</sup> Based on an average of 158 employees.

# The MOBOTIX Concept

## Was Somewhat Out Of Ordinary ...

#### **HiRes Video Innovations**

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%.

The higher the resolution, the more

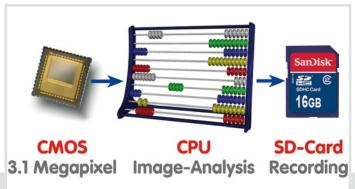
### Why High-Resolution Systems?

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 highspeed computer and, if requested, digital memory (SD card) is built into every camera for long-term 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  $-30^{\circ}$ C to  $+60^{\circ}$ C ( $-22^{\circ}$ F to  $+140^{\circ}$ 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-to-day 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."



#### 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.



MOBOTIX cameras at the football stadium "Parc de l

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



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



## Panama Ports Company, Central America

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 Research Station (GARS) - O'Higgins (Antarctic), 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 the Deutsche Börse AG, MOBOTIX shares have been listed on the Prime Standard segment since March 31, 2008.

### **Market Environment And Performance**

Global investor sentiment initially continued to worsen in the quarter under review. Around the world, nearly all the major indexes recorded heavy losses until early March. The DAX, the German benchmark index, closed at a five-year low of 3,666.41 points on March 6, 2009. The Dow Jones index also fell; reaching a twelve-year low of 6,547.05 points.

#### Performance of the MOBOTIX share since IPO:

MOBOTIX share	+19.0%
DAX	-48.9%
TecDAX	-52.3%
GEX	-55.9%

Subsequently there was a sudden market rally driven by positive reports from the major banks on their first quarter 2009 earnings and the hope for more economic stimulus packages. From the beginning of March to the end of the quarter, the Dow Jones and the S&P 500 achieved their greatest percentage gains since the great depression of the 1930s.

The downturn that started in August 2007 as a financial crisis has now spread to the real economy and has substantially affected nearly all industry sectors. The automotive industry, for instance, has had to struggle with significant declines in sales and has been forced to markedly curb production. Equally other industries such as the steel industry, machinery construction and even building suppliers are facing severe declines in orders and sales.

Even in this turbulent market phase, the MOBOTIX share proved to be a solid investment. Of course, the MOBOTIX share was not able to entirely escape the downward trend of the global markets in the first nine months of the current fiscal year 2008/09. However, the 27.9% loss in value of the MOBOTIX share was considerably less than in the case of the DAX which lost 36.4% of its value in the same period. The TecDAX (down 37.7%) and the German Entrepreneurial Index (GEX) (down 41.2%), on which the MOBOTIX share has been listed since June 23, 2008, also performed significantly worse than the MOBOTIX share in the period under review. The GEX tracks German companies within the Prime Standard segment of the Frankfurt Stock Exchange that have been listed no longer than ten years and are managed by

Market Capitalization € 81.6m

**Share Price Increase € 18.45 (+19.0%)** 





## ... Most Successful IPO Of 2007

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 shares.

While the value of the MOBOTIX share was nearly unchanged in the first six months of the current fiscal year (down 2.3%), it heavily lost value in the quarter under review (January 1 – March 31, 2009) with low market turnover (down 26.2%) and closed at €18.45 on March 31. Based on closing prices, the high for the third quarter (€25.75) was reached on January 9 while the low (€18.45) was on March 31.

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

€ 25.75
€ 18.45
€ 18.45
€ 81.6 Mio.

<sup>\*</sup>reporting date March 31, 2009

## **Successful Market History**

On March 31, the MOBOTIX share completed its first full year of listing in the strictly regulated Prime Standard segment of Deutsche Börse AG. By making the change from the Entry Standard to the Prime Standard, MOBOTIX AG took on the obligation to meet high transparency criteria such as interim reporting in both

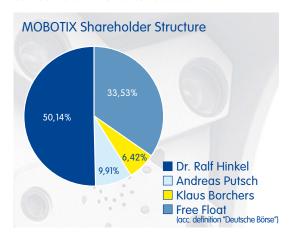
German and English and the application of IFRS international accounting standards, and in doing so has met the requirements of international investors.

#### **Dividend**

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 third 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 Success Of MOBOTIX

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**

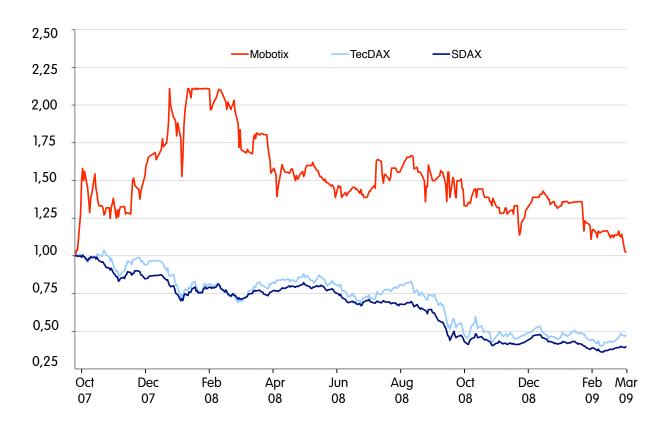
Since MOBOTIX AG's IPO, the Management Board has regularly engaged in dialogue with investors, analysts and financial journalists. Special emphasis is placed on the continuous flow of information. The company fulfills the follow-up obligations of the Prime Standard segment of the Deutsche Börse AG.

On March 5, 2009, MOBOTIX AG presented itself to interested analysts and investors on the Small and MidCap Day of CeBIT 2009. The response by investors and analysts in the financial community was extremely positive.





## **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 EUR
No. of shares outstanding	4,423,814 Stück
Indexes:	GEX, CDAX, Technology All Share, Prime All Share

## Interim Management Report

## Positive Business Development ...

## **Business And Market Conditions**

## **Technology And Products**

MOBOTIX is a 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.

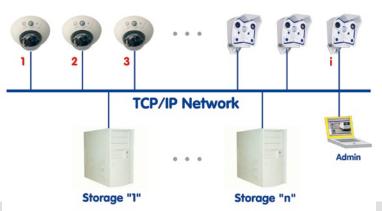
One of the most important innovations of MOBOTIX is the **decentralized system architecture**, where the intelligence is placed into the camera itself by integrating software for image processing, image analysis, event control and recording management, and not in the central control unit, which is typical 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 MxControlCenter, 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



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



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 megapixel 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 exposure adjustment, lip-synchronized audio trans-



MOBOTIX Hemispheric Q22M

mission, 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.



# Interim Management Report

# Positive Business Development ...

## **Group Organization And Control**

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

Following the successful move in early January, the Company's management and administration headquarters were relocated to Langmeil based on a Management Board decision dated January 13, 2009 and the Company's mailing address was changed accordingly.

New products are manufactured and developed exclusively at the Kaisers-lautern and Langmeil location. Langmeil also controls global sales.



The subsidiary MOBOTIX CORP is exclusively a distribution company for the American market. MOBOTIX CORP is managed by Mr. Lutz Coelen (CFO/CSO).

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 single market with a 33.2% 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

Market Share (EMEA)

2nd Place (15.5%)

Market Share (global)
4th Place (7.3%)



## ... And Business Condition

Business Development Managers who are employed directly by MOBOTIX AG.

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'smarket 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.

The market research company IMS Research assumes that sales in the market for network cameras will grow globally by an annual average of approximately 34.2% from 2007 to 2012. This assumption is based on its current study which was updated as a forecast in mid-March and adjusted to current global developments. As in the prior year, MOBOTIX continues to be the world's fourth largest network camera manufacturer, with a market share of 7.3 % in 2007 (source: IMS Research. The World Market for CCTV & Video Surveillance Equipment, 2008 Edition) and was able to further increase its market share. According to IMS, MOBOTIX was in second place in the EMEA region in the same year. The study shows that MOBOTIX has a solid global



Software and storage integrated in the MOBOTIX camera

# Interim Management Report

## Results Of Operation, Net Assets ...

market share that should further increase in the coming years. Apart from the current worldwide crisis, the sustained favorable market environment and the excellent global market position are a good basis for further successful growth of the Company.

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

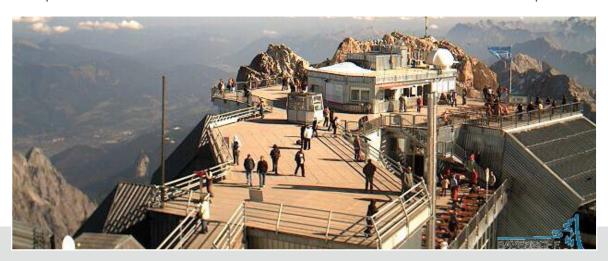
Product Innovation Award 2008" for outstanding product innovation. The award recognized MOBOTIX for its sophisticated, innovative megapixel cameras, which provide highly detailed resolution to best meet the demands of the security industry.

## Results Of Operations, Net Assets And Financial Position

### **Results Of Operations**

Despite the significantly deteriorated economic environment, the MOBOTIX Group has maintained its strong revenue and earnings growth from the previous years. The positive trend has continued uninterrupted since the second quarter of 2002, recording significant net income in each period.

In the first nine months of the fiscal year 2008/09, the MOBOTIX Group's revenue grew by 36.9% to €32.5 million (prior year: €23.8 million), and profit before tax rose by 70.5% to €6.9 million. Total output (sales



Revenue € 32.5m (+36.9%) **EBITDA € 7.9m (23.4%)** 



## ... And Financial Position

revenue, increase in finished goods and work in progress, and other own work capitalized) increased by €8.6 million to €33.9 million. Earnings before interest, taxes, depreciation and amortization (EBITDA) amounted to €7.9 million (prior year: €4.9 million), thus making up 23.4% of total output. Earnings before interest and taxes (EBIT) totaled €6.9 million (prior year: €4.0 million). Net income for the period climbed 85.5% to €5.0 million (prior year: €2.7 million).

A large part of revenue growth continued to be achieved through increased sales of dome cameras, which rose 76.2% from €7.3 million to €12.9 million. Sales revenues for fixed cameras grew by 18.9% from €14.9 million to €17.8 million. The Q22 product line, which was launched in June 2008, made a noticeable impact on revenue growth in the first nine months of fiscal year 2008/09. Once again, our export business was the growth driver. The export ratio increased to 66.8% in the first nine months of 2008/09, compared to 59.6% in the prior-year period. In Germany, revenues increased 12.4% from €9.6 million to €10.8 million, while in the rest of Europe revenues grew by 57.5% to €14.1 million. Revenues in the other countries rose from €5.2 million to €7.7 million, representing a 46.8% increase.

The material usage ratio (cost of materials in relation to total output) fell from 30.2% to 28.2%. The gross profit margin increased due to the positive effects of economies of scale.

Staff costs (in absolute terms) rose in response to restricted 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 28.7% to 27.1%.

Other operating expenses increased by €1,865 thousand due to higher costs for marketing and trade fairs/exhibitions as well as revenue-dependent expenses.

The subsidiary MOBOTIX CORP reported a revenue increase of approx. 54.9%, leading to net income for the period of approx. USD 0.75 million for the period. This includes currency translation gains of approx. USD 0.34 million.

#### **Net Assets**

Development costs of €523 thousand were capitalized in the first nine months of 2008/09. Property, plant and equipment increased by €4.7 million, or 47.5%, to €14.7 million. Capital expenditure on property, plant and equipment during the reporting period amounted to €7.7 million and related primarily to construction activity at the new Langmeil location. Capital expenditure on

# Interim Management Report

## Results Of Operations, Net Assets ...

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. The subsidies granted were deducted from assets for costs related to the new site in the reporting period.

Inventories grew by €1,832 thousand, or 41.6%, to €6.2 million due to the planned early changeover of the first production lines to a new processor technology, the expansion of the product range to include the Q22 product line and the increase in business activity.

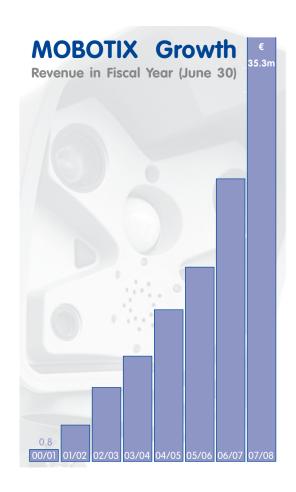
Trade receivables decreased to €4.2 million as of March 31, 2009, down by €0.5 million from the figure as of June 30, 2008.

Other assets in the amount of  $\in$ 2.1 million (prior year:  $\in$ 2.3 million) include the subsidy entitlement in line with the progress of construction amounting to  $\in$ 0.2 million and tax claims amounting to  $\in$ 0.4 million among other items.

The decline in cash and cash equivalents by €2.7 million, or 25.9%, to €7.8 million was due to income tax payments and net cash used in investing activities.

On the liabilities side, equity rose by €2.8 million as a result of the positive net income for the period despite the dividend payment of €2.2 million made in October 2008. The slight increase in the equity-to-assets ratio from 60.0% to 61.7% reflects the positive net income for the period.

Income tax for 2007 was paid in March 2009, resulting in a corresponding decrease in provisions.







## ... And Financial Position

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

Trade payables as of the reporting date rose by €0.4 million to €2.3 million as a consequence of payment obligations related to the construction activity at the new location as well as the increased operational activity.

The increase in other liabilities in comparison to June 30, 2008 resulted primarily from personnel liabilities.

Based upon the developments described above, the MOBOTIX Group's total assets grew by €3.6 million, or 10.8%, to €37.0 million on March 31, 2009, compared to the reporting date of June 30, 2008.

#### **Financial Position**

Cash flow from operating activities of the MOBOTIX Group increased to €6.1 million in the first nine months of 2008/09, compared to €4.5 million in the first nine months of the prior year. Cash outflows for investment activities grew by €1.6 million to €5.9 million. Cash paid for capital expenditure on property, plant and equipment amounted to €8.2 million. This was offset by cash received in the form of subsidies for the new site in the amount of €2.1 million. Negative cash flow from financing activities amounted to €3.0 million, largely due to payment of the dividend for fiscal year 2007/08 in the amount of €2.2 million. In the corresponding prior-year period, the cash flow from



# Interim Management Report

## Research And Development ...

financing activities had amounted to €12.0 million due to the cash inflow from the capital increase and cash received from borrowings.

The various cash flows generated during the reporting period resulted in cash and cash equivalents of €7.8 million as of March 31, 2009. The Company's solvency was guaranteed at all times during the first nine months and, given its credit standing, it has a number of financing options available.

Non-current liabilities declined by €0.4 million to €6.4 million based on scheduled repayments. The ratio of non-current liabilities to total assets of the MOBOTIX Group decreased from 20.3% to 17.4%. Current liabilities as of the reporting date corresponded to 20.9% of total assets after 19.7% in the corresponding prior-year period.

The Group's net assets, financial position and results of operations – 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 March 31, 2009, the MOBOTIX Group had 53 employees in its Development department. As in previous years, the primary development focus was on the creation of new hardware and software products 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. In addition, the new

Q22M 180° panorama function





## ... Employees

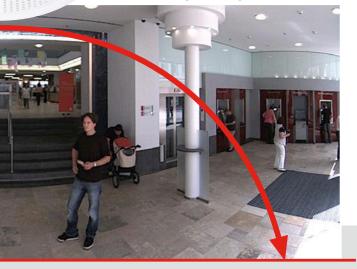
version of the extensively revised MxCC 2.0 video management software and the first version of the video management software for the MxEasy semi-professional segment were introduced to the market. Currently, considerable development resources are tied up with the conversion of the existing camera lines to a more efficient processor technology and the development of an IP based door station. Furthermore, other product innovations are currently in development and should be introduced to the market in the current fiscal year 2008/09.

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.

## **Employees**

As in the past years, the number of employees grew in almost every area of the Company. As of March 31, 2009, the MOBOTIX Group had 207 employees, compared to

Orginal image from the Q22M



## 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.

#### **Material Risks**

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



MOBOTIX cameras monitor Coventry Airport

The initial impact of the current financial crisis and the ensuing consequences for the real economy have led to the postponement of a few isolated projects, particularly in the last quarter. Furthermore, it became apparent that distributors have reduced their inventories and accordingly their capital tied up in inventories. It is impossible to estimate the extent and magnitude of the crisis and its short- and mid-term effects on the business development. MOBOTIX will confront the negative effects by developing an even stronger sales structure.

During the period under review, our risk situation and risk management system did





## ... And Material Risks

not deviate notably from that described in the Annual Report for fiscal year 2007/08. No 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 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.



MOBOTIX-Kameras im Cargo Hafen von Panama

Factors that could lead to an acceleration include **political initiatives** such as the French video law that would improve the quality of

The Management Board assumes that technological market drivers such as increasing image resolution in video systems

security systems in the public sector.

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 already currently 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.



MOBOTIX Hemispheric Q22M

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.

## 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 year 2008/09 continues to be growth in line with the market for network cameras. Key market research institutions estimate this growth rate for calendar year 2009 to be approx. 28.5% per year. As in recent years, we plan to achieve at least 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 nine months 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.

Langmeil, April 23, 2009

The Management Board

Dr. Ralf Hinkel • CEO MOBOTIX AG

Lutz Coelen • CFO/CSO MOBOTIX AG

Horst Pfiffi • CTO MOBOTIX AG



## **Interim Financial Statements**

## **Income Statement ...**

		9 Months		3 <sup>rd</sup> Quarter	
EUR '000s	See Note	July 1, 08- Mar. 31, 09	July 1, 07- Mar. 31, 08	Jan. 1, 09 - Mar. 31, 09	Jan. 1, 08- Mar. 31, 08
Revenue	(1)	32,528	23,760	10,531	8,442
Increase in finished goods and work in progress		781	953	473	284
Other own work capitalized	(2)	560	606	196	268
Total output		33,869	25,318	11,199	8,994
Cost of materials	(3)	-9,547	-7,245	-3,345	-2,404
Gross profit		24,322	17,673	7,854	6,590
Staff costs	(4)	-9,178	-7,264	-3,117	-2,641
Depreciation and amortization		-990	-887	-411	-267
Other operating income	(5)	448	241	139	59
Other operating expenses	(6)	-7,654	-5,789	-2,712	-2,451
Operating profit		6,949	3,974	1,753	1,317
Profit or loss from investments accounted to using the equity method	for	-1	18	-2	-7
Other interest and similar income	(7)	247	195	45	94
Interest expense and similar charges	(8)	-310	-150	-100	-59
Profit before tax		6,884	4,037	1,696	1,346
Income taxes	(9)	-1,847	-1,322	-419	-449
Profit for the period		5,037	2,715	1,277	897
Earnings per share (diluted / basic)	(10)	1.14	0.65	0.29	0.20



## ... Balance Sheet

EUR '000s See	Note	Mar. 31, 2009	June 30, 2008
Intangible assets	(11)	1,327	993
Property, plant and equipment	(12)	14,726	9,983
Investments accounted for using the equity method		33	32
Prepaid expenses		120	133
Deferred tax assets		115	80
Non-current assets		16,321	11,221
Inventories	(13)	6,234	4,402
Trade receivables		4,194	4,677
Other assets	(14)	2,084	2,301
Cash and cash equivalents		7,760	10,475
Prepaid expenses		381	303
Current assets		20,654	22,157
ASSETS		36,976	33,379
Subscribed capital		4,424	4,424
Capital reserves		9,665	9,665
Accumulated other comprehensive income		45	88
Profit or loss carried forward	(15)	3,642	930
Profit for the period	(15)	5,037	4,924
Equity		22,813	20,031
Liabilities to banks	(18)	6,025	6,478
Deferred tax liabilities		395	294
Non-current liabilities		6,421	6,772
Tax provisions	(16)	2,068	2,453
Other provisions		169	123
Liabilities to banks	(17)	595	589
Trade payables	(18)	2,317	1,905
Other liabilities		2,593	1,506
Current liabilities		7,742	6,576
EQUITY AND LIABILITIES		36,976	33,379

## **Interim Financial Statements**

## Cash Flow Statement ...

EUR '000s	July 1, 08- Mar. 31, 09	July 1, 07- Mar. 31, 08
Profit before tax for the period	6,884	4,037
+/- Net interest income or expense	63	-45
+/- Profit or loss from investments accounted for using the equity metho	d 1	-18
+ Depreciation and amortization of property, plant and equipment, and intangible assets	990	887
+ Interest received	238	172
+ Increase/Decrease in other provisions	46	59
-/+ Profit/Loss on disposal of non-current assets	-2	3
+ Other non-cash expenses	14	14
Operating profit before changes in working capital	8,235	5,109
- Decrease/Increase in inventories, trade receivables and other assets not attributable to investing or financing activities	-1,677	-2,062
+ Increase trade payables and other liabilities not attributable to investing or financing activities	-1.745	1,817
Cash flow from operating activities before tax	8,303	4,864
- Income tax paid	-2,165	-340
Cash flow from operating activities	6,138	4,524
- Cash paid for purchases of property, plant and equipment	-8,154	-3,210
- Cash paid for purchases of intangible assets	-526	-655
+ Cash received from subsidies	2,113	0
- Purchases of current available-for-sale financial assets	-1,043	-430
+ Proceeds from sales of current available-for-sale financial assets	1,699	0
+ Cash received from disposals of property, plant and equipment	20	20
Cash flow from investing activities	-5,891	-4,276
+ Cash received from additions to equity	0	9,455
- Cost of capital increase	0	-631
- Dividends paid	-2,212	-839
- Cash paid for the redemption of loans	-512	-155
+ Cash received from borrowings	0	4,320
- Interest paid	-236	-146
Cash flow from financing activities	-2,960	12,004
Net change in cash and cash equivalents	-2,712	12,252
Effect of exchange rate and other changes on cash and cash equivalents	-2	-1
Cash and cash equivalents at the beginning of the reporting period	10,475	1,352
Cash and cash equivalents at the end of the reporting period	7,760	13,602

Operating Cashflow € 6.1m (+35.7%)

Cash And Cash Equiv. € 7.8m



# ... Changes In Equity

EUR '000s	Subscribed	Capital reserves	Accumulated other comprehensive income	Profit or loss carried forward	Profit for the period	Total
Balance as at July 1, 07	3,814	1,249	44	1,769	0	6,876
Dividend payment				-839		-839
Issuance of shares	610	8,845				9,455
Cost of capital increase		-429				-429
Currency translation			61			61
Profit for the period					2,715	2,715
Balance as at Mar. 31, 08	4,424	9,665	105	930	2,715	17,839
Currency translation			-17			-17
Profit for the period					2,209	2,209
Balance as at June 30,08	4,424	9,665	88	930	4,924	20,031
Balance as at July 1, 08	4,424	9,665	88	5,854	0	20,031
Dividend payment				-2,212		-2,212
Currency translation			-43			-43
Profit for the period					5,037	5,037
Balance as at Mar. 31, 09	4,424	9,665	45	3,642	5,037	22,813

## **Interim Financial Statements**

## Condensed Notes ...

## Condensed Notes Of March 31, 2009

#### 1. General Information

MOBOTIX AG was established on June 21, 1999. Since June 16, 2001 the company's registred office has been in Kaiserslautern. Following the successful move in early January, the Company's management and administration headquarters were relocated to Langmeil based on a Management Board decision dated January 13, 2009 and the Company's mailing address was changed accordingly.

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 as of March 31, 2009 have

been prepared in accordance with all International Financial Reporting Standards (IFRSs), International Accounting Standards (IASs), and interpretations of the International Financial Reporting Inter-pretations 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 as of March 31, 2009, 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 AG, Wirtschaftsprüfungsgesellschaft. This interim report is also consistent with German accounting standard No. 16 on interim financial reporting (GAS 16) 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 the condensed consolidated financial statements, 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 nine-month period from March 31, 2009 is the same as that used in the consolidated financial statements for the year ended June 30, 2008 and in the period of the prior year. 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 presentation of the 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 nine months of fiscal year 2008/09 refers

primarily to capitalized development costs of €560 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 1, 08- Mar. 31, 09	July 1, 07- Mar. 31, 09
Cost of raw materials, supply and merchandise	9,430	7,625
Cost of purchased services	117	20
Total	9,547	7,645

#### (4) Staff Costs

The rise in staff costs reflects the increase in the workforce. The MOBOTIX Group employed 207 people (183 in the prior year) as of the reporting date.

EUR '000s		July 1, 07- Mar. 31, 09
Wages and salaries	8,067	6,335
Social security	1,110	929
Total	9,178	7,264

## **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 €1,865 thousand, or 32.2%, to €7.654 thousand compared with the corresponding period of the prior year 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 1, 08- Mar. 31, 09	July 1, 07- Mar. 31, 08
Current taxes	1,780	1,327
Deferred taxes	67	-5
Total	1,847	1,322

The tax rate applicable as of March 31, 2009 was 26.8% (in the prior year 32.8%).

## (10) Earnings Per Share

In the first nine months of the current fiscal year 2008/2009, earnings per share amounted to €1.14 based on a weighted average number of shares outstanding of 4,423,814. In the first nine months of the previous fiscal year, earnings per share amounted to €0.65 (weighted average number of shares outstanding of 4,198,960). Based on the current number of shares of 4,423,814, earnings per share in the previous year would have amounted to €0.61. 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 €523 thousand in the first nine months of 2008/09. The capitalized development costs of €1,183 thousand as of March 31, 2009 cover all costs directly attributable to the development process. The accumulated amortization and impairment amounted to €187 thousand as of March 31, 2009. The development projects are amortized on a uniform, straightline 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 was completed with the exception of the extension building 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. MOBOTIX AG has received as of

March 31, 2009 a subsidy allocation in the amount of €2,113 thousand. On March 31, 2009, a subsidy entitlement of €238 thousand was for outstanding subsidy allocation. 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	Mar. 31, 09	June 30, 08
Raw materials and supplies	2,669	1,785
Work in progress	2,130	1,139
Finished goods	1,271	1,453
Advanced payments	163	26
Total	6,234	4,402

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	Mar. 31, 09	June 30, 08
VAT receivables	342	125
Loans granted	230	430
Investment grant	238	0
Other securities (money market investments)	0	1,499
Receivables from employees	4	6
Accounts payable with a debit balance	132	10
Rent deposits	34	49
Other items	1,104	181
Total	2,084	2,301

## (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 €2,068 thousand (June 30, 2008: €2,453 thousand) include provisions for municipal trade tax, corporation tax, and the solidarity surcharge for 2008 and 2009.

#### (17) Other Provisions

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

### (18) Liabilities To Banks

Loans in the amount of €472 thousand were repaid as scheduled in the first nine months 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 Nine-Month** Period From July 1, 2008 To March 31, 2009

Revenue by product line is broken down as follows:

EUR '000s	July 1, 08- Mar. 31, 09	July 1, 07- Mar. 31, 08
Fixed Cams	17,767	14,941
Dome Cams	12,896	7,320
Other	1,865	1,499
Total	32,528	23,760

Revenue by region is broken down as follows:

EUR '000s	July 1, 08- Mar. 31, 09	
Germany	10,804	9,608
Rest Of Europe	14,051	8,923
Rest Of World	7,673	5,229
Total	32,528	23,760

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 telephony based on the VoIP SIP standard is also available directly from the camera. Various camera

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## **Interim Financial Statements**

## Condensed Notes ...

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.



AOBOTIX MonoDome D22M

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

MOBOTIX Allround M22M



MOBOTIX Hemispheric Q22N

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.

#### **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.

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## **Responsibility Statement**

## 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.

Langmeil, April 23, 2009

The Management Board

Dr. Ralf Hinkel • CEO MOBOTIX AG

Lut Coelen • C/O/CSO MOBOTIX AG

Horst Pfiffi • CTO MOROTIX AG



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## **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 Internet protocols

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 steams 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**

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).



## Financial Calendar And Contact ...

#### Financial Calendar 2008/09

Annual Report for fiscal year 2008/09 September 23, 2009

Annual press conference September 23, 2009

Annual General Meeting 2008/09 October 2009

Eigenkapitalforum der Deutschen Börse November 9 - 11, 2009

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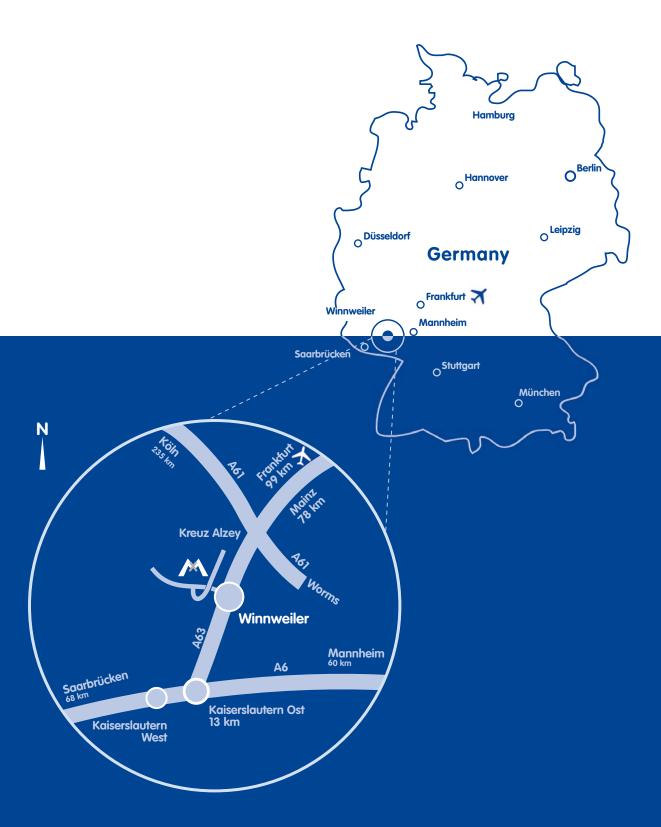
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