## MOBOTIX AG Nine-Month Report

1 July 2010 to 31 March 2011



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### ... Letter To The Shareholders



#### Dear Shareholders,

MOBOTIX AG succeeded to increase sales in the first nine months of fiscal year 2010/11 by 37% to 51.4 Million Euro compared to the previous year. Once again, the sales in the USA grew very strong. Overall, the export share rose to over 75% and EBIT grew by 78% to 12.7 Million Euro.

This growth results from the continued expansion of new sales regions and from the sustained high demand for MOBOTIX-developed proprietary hemispheric camera technology that can monitor an entire room without any blind spots replacing multiple standard cameras with one single MOBOTIX camera.

The conversion to a new processor technology was completed in the fiscal year for all single lens camera series. In the current quarter, we will be converting the first MOBOTIX D14 dual camera to the new technology. In addition to higher computing power, the new platform provides the advantage that all MOBOTIX products, including the new door station, now have an identical circuit board. This will give MOBOTIX enormous savings potential on a sustained basis.

The in-house developed T24 IP Video Door Station uses the existing hemispheric MOBOTIX technology to enter a new, yet closely-related market of access control and door intercoms. When the door bell is rung, a connection to a standard VoIP phone or PC is established over the network so that the door station can be operated and the door opened from anywhere in the world. The integration of iPhones and iPads plays an important role in this technology.

I am convinced that we will continue to achieve strong growth in the current fiscal year as well, and that the new product line will play an important part in the process for the future.

I welcome once again Dr. Magnus Ekerot, Sales, and Dr. Oliver Gabel, Technology, our two new Board of Directors members as of January 1, 2011. Furthermore, the production capacity is being expanded and during the Company summer holidays, MOBOTIX AG production will be moving into our new 6,000square meter production hall.

Dr. Ralf Hinkel • CEO MOBOTIX AG

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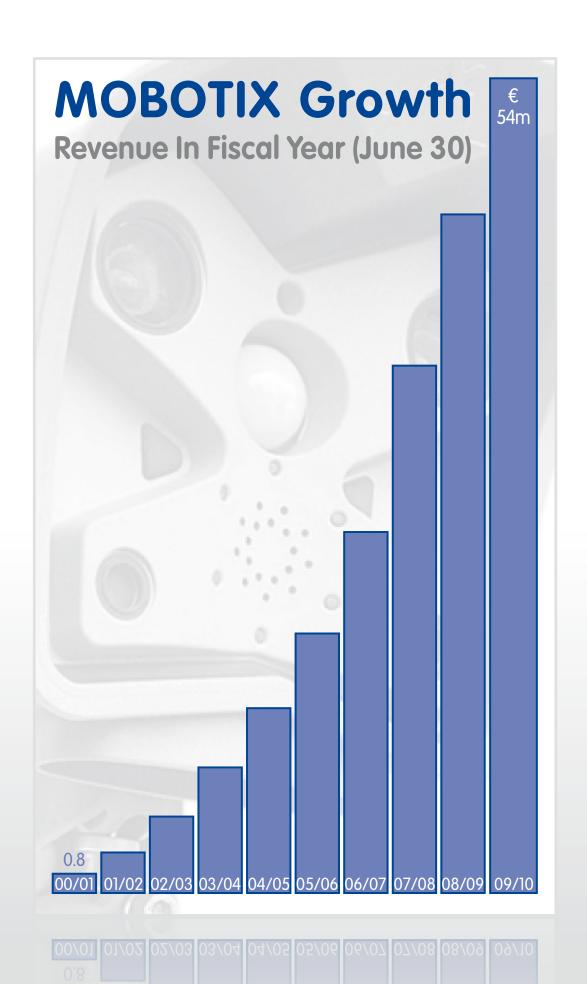


## ... Or At A Glance

<b>9 months</b> (July 1, 2010 to March 31, 2011)	2010/11	2009/10	Delta %
Financial performance	€′000s	€′000s	
Total Output	54,169	37,929	+42.8
Revenue	51,399	37,511	+37.0
Thereof outside of Germany (in %)	75.3	71.1	
EBITDA	14,784	8,540	+73.1
EBITDA as % of total output	27.3	22.5	
EBIT	12,656	7,103	+78.2
EBIT as % of total output	23.4	18.7	
Profit before tax	12,302	6,795	+81.0
Return on revenue in % before tax	23.9	18.1	
Profit for the period	8,671	4,791	+81.0
Cash flow from operating activities	9,308	6,788	+37.1
Financial position	Mar. 31, 2011	June 30, 2010	
Equity	32,727	29,283	+11.8
Equity-to-assets ratio in %	60.4	62.4	
Total assets	54,167	46,936	+15.4
Non-current assets	22,824	19,598	+16.5
Current assets	31,343	27,339	+14.7
Thereof cash and cash equivalents	6,846	7,312	-6.4
Employees			
Number of employees (Reporting date)	292(1)	232(1)	+25.9
Revenue per employee	210 <sup>(2)</sup>	182 <sup>(3)</sup>	+15.2
EBIT per employee	52 <sup>(2)</sup>	34(3)	+49.8
Key figures per share (in EUR)			
Earnings per share (EPS) <sup>(4)</sup>	1.97	1.08	+81.7
Dividend	1.01	1.00	+0.0
Cash flow as per DVFA/SG <sup>(4)</sup>	2.50	1.42	+76.1

<sup>1)</sup> Including trainees and temporary staff, 4 (prior year: 2) members of the Management Board; by headcount

<sup>2)</sup> Based on an average of 245 employees
3) Based on an average of 206 employees
4) Based on an average of 4.407m (previous year 4.424m) shares





## ... Company Profile

As a publicly traded company, MOBOTIX AG sees itself as a software company with an in-house hardware development for digital, high-resolution and network-based videosecurity solutions.

Whether it is embassies, airports, gas-stations, highways or private homes, MOBOTIX video systems are found world-wide with over onehundred thousand units in operation on every continent. In addition to the actual IP video camera with megapixel resolution, MOBOTIX also produces interface components and video management software for operating complex security solutions. The system concept - a distinctive software solution and decentralized camera systems – significantly distinguishes MOBOTIX from its competitors with MOBOTIX first having made high-resolution, hemispheric systems cost-efficient. With over 270 employees, and an export share of over 70%, MOBOTIX has achieved an 8% global market share.

MOBOTIX has designed a decentralized system architecture that allows images to be analyzed in the camera, instead of a central PC. Thus, the cameras detect movements in the image independently, store them in a database and report the results via eMail or VoIP phone calls. This decentralized structure relieves the network, allows the integrated video manage-

ment to make higher image rates possible and reduces the number of storage systems for recording high-resolution video sequences many times over.

The hemispheric camera technology developed at MOBOTIX permits the recording of an entire room from the ceiling or a wall – independent of the selected live image detail - using a single camera, so that other room areas can be viewed later during a search-analysis phase. Details of the hemispheric live image, resembling a fish-eye, are already transformed in the camera in such a way that the users believe they are using a panning camera.

The powerful innovative strength of MOBOTIX has enabled itself to be the first to introduce nearly all significant innovations in the IP camera sector market in the last ten years. For this reason, MOBOTIX is seen as the industry's technology leader. With growth rates at around 50%, MOBOTIX has continued to rapidly gain global market share since 1999.

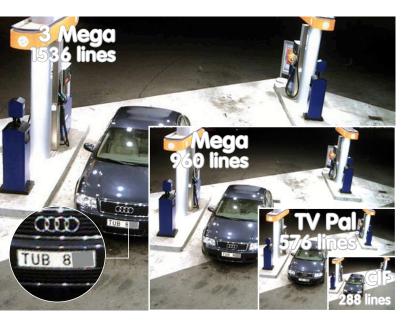


#### **HiRes Video Innovations**

The German company MOBOTIX AG is known as the leading pioneer in network camera technology and its decentralized concept has made high-resolution video systems cost efficient.

## The MOBOTIX Concept

## Was Somewhat Out Of Ordinary ...



#### **HiRes Video Innovations And Technology Leader**

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.

MOBOTIX has been producing megapixel cameras exclusively for many years now and is regarded as the global market leader for high-resolution video systems.

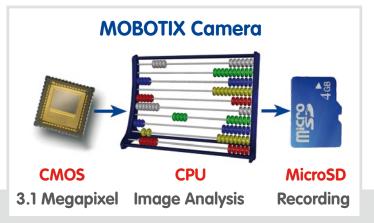
#### Why High-Resolution Systems?

The higher the resolution, the more accurate the detail in the image. With analog technology, a recorded image generally has no more than 0.1 megapixels (CIF). One single MOBOTIX camera with 3.1 megapixels 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 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 The Old Centralized Standard Solution

Usually, cameras only supply the images while the processing and recording is done later on a central PC using expensive video management software. This traditional centralized structure has many limitations, since it requires 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, so how can it be expected to process dozens of high-resolution live cameras? Traditional centralized systems are therefore less suitable and unprofitable when compared with 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 other systems, with the decentralized MOBOTIX concept, a high-speed computer and if necessary, digital long-term memory (MicroSD Card) is built into every camera, providing several days of recording time. The PC and the video control center now serve only for viewing and controlling the cameras (PTZ), not for analysis or recording. This makes it unnecessary to purchase expensive video management software, as the most important and computer-intensive functions are already integrated in the MOBOTIX cameras.

- fewer storage devices, because in the decentralized system, 10 times the standard number of cameras can simultaneously store high-resolution HDTV video with sound on one PC/server,
- lower network bandwidth, because everything is processed in the camera itself and the high-resolution images therefore do not have to be constantly transferred for analysis.

#### **Robust And Low-Maintenance**

MOBOTIX cameras have neither mechanical motors for lenses nor for movement. Without



#### **The Benefits**

MOBOTIX video solutions therefore require significantly:

• fewer cameras due to the more accurate detail of panoramic images with megapixel technology,

any moving parts, they are therefore so robust that maintenance is reduced to a minimum. The unique temperature range from -30 to +60 °C is achieved without heating or a 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.

#### **Standardized 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 ...

#### **The Vatican Apostolic Library**

The Vatican Apostolic Library holdings are amongst the most precious in the world. The origins of today's collection date back to 1447. The library's inventory consists of more than two million books and manuscripts. To safeguard these unique documents from misappropriation, 78 MOBOTIX systems, including several hemispheric cameras were installed. To protect the priceless art and literary collections, the highest quality of standards were the utmost important



factor in selecting a video surveillance system; this meant that crystal clear, high-resolution images of the events in the rooms of the library were just as essential as the absolute

reliability and failure-resistant cameras used. An essential decision factor in favor of MOBOTIX was the possibility of guaranteeing the absolute safety of the folios, manuscripts, maps, etc. through the use of RFID technology. Should an attempt be made to remove one of the exhibit exemplars from the library without authorization – for example, the interaction between the RFID system and the MOBOTIX video security system would be immediately recognize the piece, and instantaneously trigger an alarm.

#### **Europe's largest tropical vacation place**

Located at just about one hour's drive from Berlin by car, the Tropical Islands Resort the world's largest, self-sustaining, indoor tropical paradise, has been created on a 66,000 square meter interior area. A total of 13 MOBOTIX cameras offer a nice overview of the "South Sea" and the tropical village. However, the main reason for the installation was not to convey a "vacation feeling", but instead to satisfy the government requirements of various agencies and fulfill corporate guidelines for the monitoring of "hot spots". The MOBOTIX cameras enable the security staff to view wherever it may be necessary to record images, for example, the merchandising area, and cash-offices. MOBOTIX technology also safeguards the delivery doors, the access to the outdoor areas, as well as the server rooms.



The simple number plate recognition by the cameras makes it easy to gather statistical data to determine the regions from which the guests arrive, for example.

#### **German Reference Projects**

Airbus S.A.S., Commerzbank AG, Daimler AG, Deutsche Bahn Station & Service AG, Fraport AG, EON Wasserkraft, Le Méridien Parkhotel Frankfurt, Lübecker Hafen-Gesellschaft mbH, MAN Logistics, Max Planck Institute for Chemical Ecology, Schenker GmbH, Skoda Auto Deutschland GmbH, etc.



## ... Over 100.000 In Operation

#### The Harbor In Lavagna, Italy

The harbor in Lavagna is one of the largest in the entire Mediterranean. Its 1,600 berths make



it a destination for ships and yachts from all over the world. The requirement to integrate the harbor as part of the city while safeguarding the boats against theft and vandalism without limitations was not an easy task. However, 64 DualDome cameras, 3 Allround cameras and 12 Hemispheric cameras from MOBOTIX provide an overview of the entire harbor area. In addition to image quality, the weather-resistant robust housings and the wide operating temperature range from -30 to +60 °C are the most important decision-making criteria in favor of the MOBOTIX solution. Personnel from the security staff and law enforcement authorities are the only ones permitted to have viewing access to the network cameras. The number of on-board thefts has been significantly reduced since the installation. Moreover, the video recording allowed four perpetrators to be identified and handed over to police authorities for unlawful appropriation.

#### The Donbass Arena

The Donbass Arena is the first East European stadium built to meet UEFA regulations as an elite stadium, and has been selected as the main venue for the European Championships in 2012. Over 50,000 spectators can find seats at the immense arena. Not only are sport events well accommodated, but large venues, like concerts, have access to 53 fast-food outlets, 3 restaurants, 4 bars, a lounge bar, a Fan-Café, a fitness studio, the FC Schachtar Museum, and a merchandising shop. 528 MOBOTIX cameras

keep everything in sight, both inside, and outside the arena on its perimeter. No extra software was required while all the necessary applications were available via the camera, and



the license-free, professional video-management system, MxControlCenter. "We selected MOBOTIX cameras for a number of convincing reasons - the picture quality, the zoom on trouble-makers, and detailed image captures that I could immediately send to the police for identification" explained Sergey Burgula, Head of Security at Donbass Arena. "Ultimately, we want our guests to feel safe and enjoy their stay. That's why we chose the most advanced security technology" said Olexandr Atamanenko, the Stadium Manager.

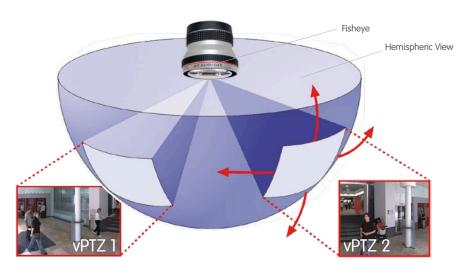
#### **International Reference Projects**

Abu Dhabi Airport (United Arab Emirates), Bahrain Defense Hospital (Bahrain), EURO 2012 Soccer Stadium (Ukraine), Hudson River Park (New York), Italian Financial Services Authority (Milano), Republic Polytechnic (Singapore), Orange Mobile (Romania), Vatican Apostolic Library (Vatican City), etc.

## Low System Costs ...

#### **The Hemispheric Camera**

The primary components of the hemispheric camera include a fisheye lens, a high-resolution image sensor and image correction software that is integrated into the camera. Using an ultra-wide angle fisheye lens, the camera captures a 180° hemispheric image of the room and projects it onto a high-resolution image sensor.



When ceiling mounted, the image area of the hemispheric camera covers the entire room. The image in the hemisphere is convex, particularly near the image borders. These image sections are corrected for the viewer by the integrated distortion correction

software, allowing a view of the scene from the usual perspective.

The virtual PTZ feature allows you to enlarge or move image sections within the hemisphere, just like a PTZ camera yet, with MOBOTIX, this is achieved with no moving parts.

#### **Handle Several Image Sections At Once**

One or more image sections can be corrected for perspective in the hemispheric view, allowing you to monitor and record several

> different areas of a room at the same time, something that a mechanical PTZ camera is not capable of doing.

#### **Discreet And Low Maintenance**

Hemispheric cameras are extremely discreet because they manage their task with only one lens, which is generally focused on the entire room and not a specific object. MOBOTIX hemispheric cameras are without

mechanical moving parts and require low maintenance. In addition, they are silent when panning and focusing on a specific image area.



#### **Technology Leader Of Network Cameras**

MOBOTIX ranks as the global market leader in high-resolution video systems. Each camera includes a high-speed processor and digital memory (SD Card) for long-term recording (decentralized MOBOTIX concept).

## ... Thanks To Hemispheric Panorama View

#### **Less Cameras Thanks To Panoramic Views**

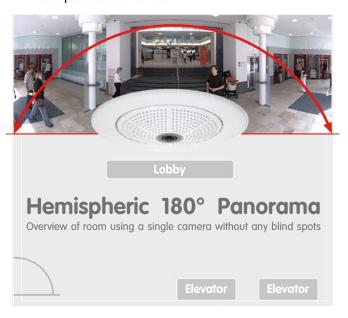
The perspective of the hemispheric image can also be transformed into an ultra-wide angle panoramic view spanning 180° if



Original Q24M image: Wall mounted at a height of 2.3 m

the camera is mounted on a wall, providing a wall-to-wall view of the room without

any blind spots. It offers a substantially better view of the scene, compared to other cameras, it also results in the need for fewer cameras overall. When ceiling mounted, one camera can also capture an entire room by two opposite panoramic views.



#### **Keeping Objects In View At All Times**

Using solutions featuring several individual cameras, moving objects will normally jump from one viewing area of a camera to another. This often produces a confusing situation for the viewer because objects may disappear from sight for a moment or even appear twice if the viewing areas overlap. This is not the case with hemispheric panoramic cameras. Objects remain in view at all times and the viewer can always keep good track of objects in the scene.



#### **Everything Stored In The Recording**

In contrast to a normal PTZ camera, which is always focused on one section of a room and only records that section, the virtual PTZ also allows you to pan to other areas at a later stage in the recording as the **entire room** can be recorded as a hemispheric image.

#### **Q24 - The Perfect Overview**

The Q24 enables a hemispheric 360° panorama view using only a single lens. One single camera can monitor all four corners of a room. The fisheye effect, which is typical for this lens, can be digitally compensated in the live image.

## The MOBOTIX Storage Technology

## The Superior MOBOTIX ...

## MOBOTIX Storage Concept Without Bottlenecks

These days, video data is normally preprocessed and stored centrally on a PC or digital video recorder (DVR) using video management software. Video and audio streams from all installed cameras are directed both of the network and of the recording device (PC, server). MOBOTIX cameras can of course also minimize the recording independent of the live video, and the sound channel is recorded even with video recordings of two frames per second.



Standard system requires an extra PC including software for analysis and storage

to this central device. In this case, using highresolution cameras often results in data jam. Above all, storage is inefficient, because if the PC has limited computing power, the highresolution video with a high frame rate must be sent directly to a storage device before it can be processed.

If, like with MOBOTIX cameras, the camera adjusts the image format and the frame rate to the correct values for the specific application (at a gas station, two frames per second are enough for the recording), it relieves the load

#### **No Storage Limit**

The decentralized MOBOTIX concept enables the user to save around 10 times the number of cameras on a single storage device because the camera manages the recording itself (on a PC, server, NAS), thus reducing load on the device. For this reason, practically speaking, there is no memory limit for the entire system because theoretically, each camera is able to manage its own terabyte-sized storage device via the network. Another benefit of this concept is the use of affordable, reliable NAS drives that do not require any special software.

#### **Choose Your Storage Location**

Every single MOBOTIX camera can be configured to record internally or externally via the network. If necessary, a USB stick can be connected by cable directly to the camera, but on the other side of the wall, where it cannot be stolen.



## ... Storage Solution

#### **SD Card Memory Reduces Storage Costs**

MOBOTIX cameras are also able to store up to 32 GB of video in their integrated memory. Thanks to this high storage capacity and the option of recording only the sequences in which an event occurs, external storage devices such as hard drives are rarely required. This saves on storage devices and network infrastructure and reduces the maintenance cost of mechanical components such as hard drives or fans. The internal SD cards (flash memory) are digital and since they do not have mechanical components, they are maintenance-free.

#### A Single 32 GB SD Card Has Space For:

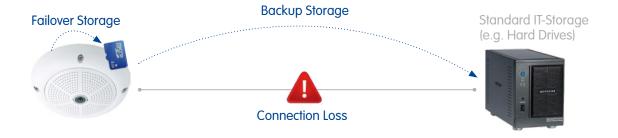
- 1 week of continuous recording from four gas station lanes
- 2 days of video in TV quality
- 100,000 clips of 10 s each in high-resolution
- 1 million images

#### **Ideal For Difficult Network Conditions Or WLAN**

MOBOTIX cameras are ideal for difficult network conditions or WLAN connections because the internal flash storage bridges network failures or bandwidth fluctuations and synchronizes data when a connection is re-established with the external storage device.



The option of backing up the internal memory at preset times (for example, at night) reduces the load on the network and, in many cases, enables shared use of the existing network infrastructure.



MOBOTIX systems are decentralized and secure, even without a PC for storage

#### **MOBOTIX Saves Only What Is Necessary**

Only relevant image detail (fading out sky, ceiling etc.); only relevant events (e.g. movement in the image); long-term recording only with temporarily increased frame rate during event, but no storage limitations in the MOBOTIX system thanks to modern NAS storage technology.

### **MOBOTIX Shares ...**

#### **MOBOTIX Shares**

MOBOTIX AG shares have been listed on the German Stock Exchange since October 10, 2007 and on the Prime Standard segment of "Deutsche Börse AG" since March 31, 2008.

## Market Environment And Performance Of The MOBOTIX Share

The end of the first quarter of the year 2011 was characterized by the devastating earth-quake, the following Tsunami and the resulting nuclear disaster in Japan. This also had an affect on the Japanese Nikkei index, which fell to a 28-month low. However, the international capital markets were able to recover rapidly as no long-term effects for the global economy are expected. Even the EURO rescue package of 700 billion contributed to the fact that the DAX index closed with over 7,000 points at 7,041 points at the end of the quarter.

The MOBOTIX share has proven to be an extremely lucrative investment since its IPO in October 2007 and it has been one of the most successful IPO's of the last years, providing one of the highest increases in share value for the initial investors. An initial investor (IPO date October 10, 2007) realized an increased value of 269.6%. In contrast, all relevant indices posted considerable losses during the same

period. The DAX, for example, lost 11.8% of its value and the technology-oriented TecDAX lost 7.5% during the same period. The German Entrepreneurial Index (GEX), on which the MOBOTIX shares have been listed since June 23, 2008, also showed significantly poorer performance since MOBOTIX AG's IPO, losing 17.1% in value. The GEX tracks owner-managed German companies within the Prime Standard segment of the Frankfurt Stock Exchange companies listed on Prime Standard segment may be listed for a maximum of ten years and must be managed by their owners. To qualify as owner-managed, members of the Management and Supervisory Boards, or their families must hold between 25% and 75% of the voting rights.

The MOBOTIX share outperformed the German DAX index as well as other German indices in the first nine month of fiscal year 2010/11. In the third quarter, the MOBOTIX share reached its high of EUR 58.90 on January 3, 2011, and its low of EUR 48.26 on February 4, 2011. The closing price on the reporting date of March 31, 2011 was EUR 54.78. Accordingly, the MOBOTIX share won 81.9% of its value (including dividend) in the period under review.



## ... Most Succesful IPO Of 2007

### Performance of the MOBOTIX share since IPO\* and in the year under review (9 months)

MOBOTIX share	269.6%	81.9%
DAX	-11.8%	18.0%
TecDAX	-7.5%	26.7%
GEX	-17.1%	24.3%

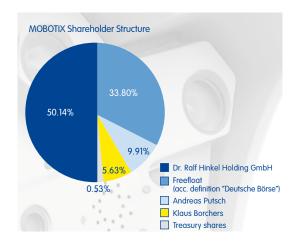
<sup>\*</sup>Reporting Date October 10, 2007

#### **Dividend**

MOBOTIX AG pursues a growth-oriented dividend policy that corresponds to corporate growth and the respective business situation. For fiscal year 2009/10, the Management Board distributed a dividend of approximately €1.01 per share (previous year €1.00).

#### **Shareholder Structure**

At the end of the third quarter 2010/11, MOBOTIX AG continues to have a very stabile shareholder base that supports the long-term and sustained development of the Company. The shareholder structure of MOBOTIX AG is as follows:



The Dr. Ralf Hinkel Holding GmbH holds 50.14% of the shares, Andreas Putsch holds 9.91% and Klaus Borchers 5.63%. A share buyback program was started in July 2010. As of March 31, 2011 MOBOTIX AG has acquired 23,349 treasury shares as part of the share buy-back program. The free float as defined by the Deutsche Börse AG is 33.80%.

## The Success Of MOBOTIX

#### **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.

Also in the current calendar year 2011, MOBOTIX AG will present itself to interested analysts and investors at e.g. the German Equity Forum in Frankfurt, the European Small Mid Cap Conference of Bank of America Merrill Lynch in June 2011 in London, as well as further roadshows.

On October 28, 2010, MOBOTIX' annual general meeting was held at the company's headquarters. With approximately 145 shareholders, 76.60% of the authorized capital was represented. The constructive and interesting questions and the extraordinarily high agreement of over 99.66% for all proposals on the agenda clearly reflected the shareholders confidence in the company.

#### **Analyst Coverage**

Since the fiscal year 2008/09, Hauck & Aufhäuser and GBC have now taken up coverage of MOBOTIX AG, in addition to the DZ Bank and the Equinet AG. Thus, market tracking and evaluation of the Company is now assessed by four analysts continuously.

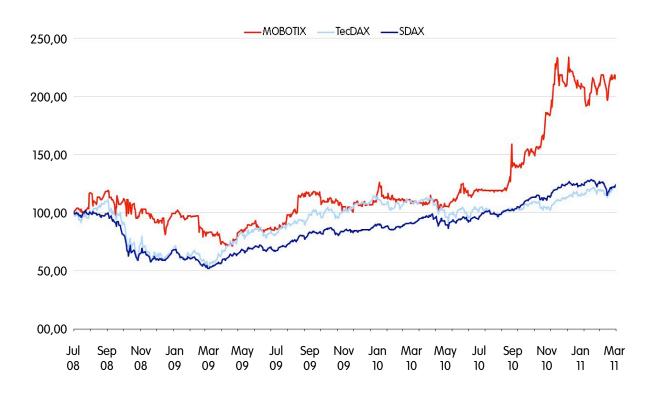
#### Prices (Xetra) in fiscal year 2010/11:

High (January 3, 2011)	58.90 EUR
Low (July 07, 2010)	28.50 EUR
Closing price*	54.78 EUR
Market capitalization*	242.34 Mio. EUR

<sup>\*</sup>as of reporting date March 31, 2011



## ... Solid MOBOTIX Shares



#### Key data of the MOBOTIX share

•	
/KN	521830
IN	DE0005218309
cker symbol	MBQ
oomberg	MBQ:GR
euters Instrument Code	MBQGn.DE
ock exchange segment	Regulated Market (Prime Standard)
rime segment	Technology
dustry Group	Electronic Components & Hardware
rock exchange	Frankfurt
nare capital	4,423,814 EUR
o. of shares outstanding	4,423,814
dex categories	GEX, CDAX, Technology All Share, Prime All Share
nalyst coverage	DZ Bank, Equinet AG, Hauck $\&$ Aufhäuser and GBC AG
rime segment dustry Group ock exchange nare capital o. of shares outstanding dex categories	Electronic Compo GEX, CDAX, Technology All Sho

Market Capitalisation € 242.34m

**Share Price Increase € 54.78 (+269.6%)** 

## Interim Consolidated Management Report

## Positive Business Development ...

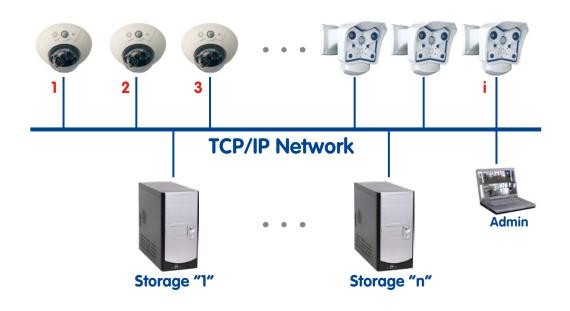
#### **Business And Market** Technology And Products

MOBOTIX AG sees itself as a software company with its own hardware development in the area of digital, high-resolution and network-based video security solutions. The company focuses on the development of user-friendly, complete system solutions from a single provider.

The Company's product portfolio includes the product lines M12 (DualNight Camera), M24 (Allround Camera), D12 (DualDome Camera), D24 (MonoDome Camera), V12 (Vandalism Camera) and Q24 (Hemispheric 360° Camera). The introduction of the first hemispheric camera with a 360° panorama view represented the



most successful product launch in the history of MOBOTIX. In addition to its network cameras, MOBOTIX also offers the MxControlCenter, a complete video management solution as a primary control center software package that is able to integrate cameras from other manufacturers, as well as MxEasy – a video software solution for the consumer and semi-



World's No. 1 In Megapixel





## ... And Business Condition

professional segment. These MOBOTIX video management solutions are offered free of charge. In addition, various accessories are available in the Company's product range. The first products in the new access control and communication product range were launched on the market during the current fiscal year.

A significant development focus during the past fiscal year was the conversion of the product line to the new P3 processor technology to double the camera's computing power. The switch to the new processor technology was made in order to use one single circuit board in four separate camera lines (mono camera lines). During the current calendar year, plans include converting the dual camera lines D12 and M12 to the same circuit board. Once the cameras are converted to the new circuit boards, they will be offered on the market as the D14 and M14 camera series, respectively. This systematic implementation of the platform strategy will provide additional substantial savings potential for the years to come.





## **Interim Consolidated Management Report**

## Positive Business Development ...

#### **Market And Competition**

MOBOTIX operates in the video security systems market. This market is generally referred to as the CCTV market (Closed Circuit Television 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.

The relevant market segment for MOBOTIX in this respect is network cameras.

The market research firm IMS Research expects the global sales in the network camera market to grow by an annual average of approximately 27.0% from 2009 to 2014. This assumption is based on their current study which was updated in July 2010.

In short-term, the market environment is also developing positively – as in many other industrial and service branches. It can be observed that the market environment has globally recovered from the effects of the financial and economic crisis.







## Interim Consolidated Management Report

## Results Of Operations, Net Assets ...

## Results Of Operations, Net Assets and Financial Position

#### **Results Of Operations**

Corporate development during the first nine months of the current fiscal year continues to be characterized by strong growth and high profitability. With a market environment still recovering, the MOBOTIX Group was able to reconnect with the sales and earnings development experienced before the financial crisis began. Investments in new staff and distribution activities during the 2009/10 fiscal year have had a noticeable impact. Both the growth in revenue (37.0%, previous year: 15.3%) and the EBIT margin (23.4%, previous year: 18.7%) have increased noticeably in comparison to the same period of the previous fiscal year.

During the first nine months of the fiscal year 2010/11, MOBOTIX Group revenue grew by 37.0% to €51.4 million (prior year: €37.5 million), and pretax earnings increased by 81.0% to €12.3 million. Total output (sales revenue, increase in finished goods and work in progress, and other own work capitalized) rose during the first nine month of 2010/11 by €16.2 million to €54.2 million.

EBITDA (27.3% of total output; earnings before interest, taxes, depreciation and amortization) came to €14.8 million (previous year: €8.5 million). EBIT (23.4% of total output; earnings before interest and taxes) amounted to €12.7 million (previous year: €7.1 million). Net income for the period (return on sales 16.9%) climbed by 81.0% to €8.7 million (previous year: €4.8 million).

The above average revenue growth continued to be achieved through increased sales of dome cameras, which rose by 56.0% from €16.3 million to €25.5 million. Sales revenues for fixed cameras grew by 22.9% to €23.5 million in comparison with the same period last year. The growth driver was once again, the export business. The export ratio amounted to 75.3% during the first nine months compared to 71.1% for the same period in the previous year. In Germany, revenue rose by 17.4% from €10.8 million to €12.7 million. In the rest of Europe (excluding Germany), revenue climbed 28.5% to €21.1 million. For the rest of the world, revenue rose from €10.2 million to €17.6 million, representing a 71.4% growth. The material usage ratio (cost of materials in relation to total operating performance) of 26.7% remained nearly identical in comparison to the first nine months of the 2009/10 fiscal year.

## ... And Financial Position

Despite of a €3.0 million increase in staff costs, the personnel usage ratio (staff costs to total output) decreased from 28.3% to 25.4%. New hires were carried out in particular in the sales department.

Other operating expenses (€11.5 million; previous year: €9.1 million) increased by 26.4% mainly due to higher distribution expenses dependent on sales such as shipping charges and packaging costs and increased promotional and marketing costs. Promotional and marketing costs primarily relate to expenses for trade fairs and partner conferences as well as marketing material.

The subsidiary MOBOTIX CORP reported a revenue increase of 48.2% (previous year: 40.2%), leading to a negative net income for the period of USD 512 thousand (previous year: USD -185 thousand). This includes currency translation losses of USD 333 thousand (currency translation gains previous year: USD 98 thousand).

#### **Net Assets**

Development costs of €0.9 million were capitalized during the first nine months of 2010/11. Property, plant and equipment grew by €2.7 million (+15.5%) to €20.4 million with new investments in property, plant and equipment totaling €5.0 million. The investments primarily involved the construction of new production facilities at the Langmeil site (€3.0 million), as well as investments in technical systems. In September 2010, government subsidies were granted for the construction of the new production facilities in the amount of €1.1 million. The subsidy grants have been proportionately offset against the acquisition costs for the new construction during the period under review. The investments in technical systems mostly consist of investments in injection molding tools as well as IT equipment. Inventories grew by €4.4 million, or 58.0%, to €12.0 million due to switching the production lines to a new processor technology, the expansion of the product range to include the T24 product line, the increased stock onhand due to possible delivery bottlenecks and the increased business activity.

In comparison to June 30, 2010, trade receivables slightly decreased with €6.2 million.

## Interim Consolidated Management Report

## Results Of Operations, Net Assets ...

Other assets of €5.8 million (June 30, 2010: €5.5 million) comprise gold reserves with a carrying amount of €3.6 million, tax refund of €0.8 million and as yet unpaid subsidy entitlements of €0.2 million.

On the liabilities side, equity rose by €3.4 million despite the dividend payment of €4.4 million due to the net income for the period. The equity-to-assets ratio slightly decreased from 62.4% to 60.4% due to the increase in total assets of €7.2 million or 15.4%. Due to the acquisition of treasury shares, equity decreased by €0.8 million. The executive board of MOBOTIX AG resolved on October 5, 2010 to amend the terms and conditions of the current share buy-back program. Taking into account the shares already purchased, the total amount of shares to be purchased shall be up to 50,000 shares of the Company. This amounts to 1.13% of the registered share capital of the Company. The remaining provisions of the share buy-back program remain unaffected.

Tax provisions increased by €2.3 million to €5.3 million, as a result of current tax liabil-

ities. The increase in liabilities to banks is the result of taking out two loans for a total of €3.5 million to finance the construction of the new production facilities. This was offset by the repayments on a promissory note of about €2.0 million in December 2010 and scheduled repayments of the loans totaling €0.7 million. Trades payable grew by €0.1 million to €3.3 million due to the increase in business volume.

Other liabilities grew by €0.6 million to €2.7 million in comparison to June 30, 2010, mainly due to an increase in personnel liabilities. Based on the developments described above, the total assets of the MOBOTIX Group grew by €7.2 million (+15.4%) to €54.2 million as of March 31, 2011 in comparison to June 30, 2010.

#### **Financial Position**

Cash flow from the operating activities of the MOBOTIX Group was €9.3 million during the first nine months of the 2010/11 fiscal year, compared to €6.8 million in the prior-year period. In comparison to the total business trend, the modest increase in cash flow from operating activites can primarily be explained by the strategic decision of the Management to build up inventories. Due to investments in the new production facilities, cash outflows for investments is, at €4.9 million, €2.0 million



## ... And Financial Position

higher than the comparison period of the prior year. Cash paid for capital expenditure on property, plant and equipment amounted to €5.0 million. Negative cash flow from financing activities amounted to €4.8 million and resulted in particular from payment of the dividend for fiscal year 2009/10 in the amount of €4.4 million and repayment of a promissory note in the amount of €2.0 million. In addition, €778 thousand have been used for the acquisition of treasury shares. This was offset by taking out two loans for a total of €3.5 million to finance the construction of the new production facilities. During the comparison period of the prior year, the negative cash flow from financing activities amounted to €5.3 million due to the payment of dividends for the 2008/09 fiscal year.

The various cash flows generated during the reporting period resulted in cash and cash equivalents of €6.8 million as of March 31, 2011. The Company's solvency was guaranteed at all times during the reporting period. Due to the Company's credit-worthiness, a number of financing options are available.

Non-current liabilities increased by €2.5 million to €9.0 million compared to June 30, 2010. Non-current liabilities as a share of total assets increased from 13.8% to 16.5%. Current liabilities as of the reporting date correspond to 23.1% of total assets, compared to 23.8% as of June 30, 2010.

The very positive development of the Group's net assets, financial position and results of operations fully reflects the expectations of the Management Board.









## Interim Consolidated Management Report

## Research And Development ...

#### **Research And Development**

Development activities also expanded further during the first nine months of the 2010/11 fiscal year. As of March 31, 2011, the MOBOTIX Group had 71 employees (by headcount) in its Development department. As in previous years, the primary development focus was the creation of new hardware and software products as well as the further optimization of product functionality.

An area of focus was the development of the IP-based Video-Door-Station T24 as well as additional accessories for the new access control and communication product range.

Outsourcing of development activities only occurs on a very small scale, and only in the area of tool design and PC board layout.

#### **Employees**

During the past nine months, 43 new employees were hired. As of March 31, 2011, the MOBOTIX Group has 271 employees, compared to 233 employees (excluding trainees and temporary staff, and including 4 (previous year: 2) members of the Management Board; by head-count) at the beginning of the fiscal year. The remainder of fiscal year 2010/11 will see additional staff increases, particularly in marketing, sales and development.

#### **Changes In The Management Board**

The Supervisory Board of MOBOTIX AG decided on September 19, 2010 (subject to the agreement of the annual general meeting to enlarge the Management Board) to appoint two additional members to the Management Board as of January 1, 2011, and to redistribute the port-



### **Number Of Employees**

292 (Head count incl. management board, trainees and temps)



## ... Employees

folios of its members accordingly. The October 28, 2010 Annual General Meeting agreed to enlarge the Management Board.

Lutz Coelen, who also managed the sales department on interim basis, will continue as Chief Financial Officer (CFO). Dr. Magnus Ekerot has been appointed as the new Chief Sales Officer (CSO). Long-time assistant to the Chairman of the Management Board and Director of Advanced Technology Development, Dr. Oliver Gabel has been appointed as the new Chief Technology Officer (CTO) and is responsible for the Production & Development divisions.

#### **Directors' Dealings**

During the period from July 1, 2010 to March

31, 2011, the following purchases or sales of shares were effected by members of the Management Board or Supervisory Board.

#### **Significant Events After The First Nine Months**

In addition to the changes in the Board of Management described in chapter 5, no events of any significance occurred after the end of the first nine months 2010/11.

#### **Related Party Disclosures**

During the period under review, no changes of any significance occurred with regard to transactions with related parties in compared to fiscal year 2009/10.

		Date of	Type of	Stock	Number of		
Name	<b>Function</b>	transaction	transaction	exchange	shares	<b>€ Price</b>	€ Total volume
Lutz Coelen	CFO	Dec 22, 2010	Purchase	Xetra	200	54.88	10,975



## Interim Consolidated Management Report

## Risk Management ...

#### Opportunities And Risks Of Future Development And Outlook

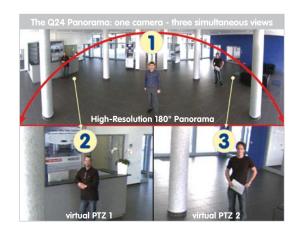
#### **Risk Management**

The MOBOTIX Group has implemented an adequate risk management system to ensure that risks are detected and mitigated at an early stage. The Group's risk management system is intended to identify, monitor, and control any risks that occur. In addition to risks that could jeopardize the Company's continued existence as a going concern, the system also records activities, events and developments that could significantly affect the future performance of the Company's business. As part of risk management, operational opportunities and risks are identified and managed over a period of one to three years. For strategic opportunities and risks, a correspondingly longer forecasting horizon is used.

Precautions are taken against typical business risks that could have a material influence on the Group's results of operations, net assets or financial position.

Based upon the information currently available, the MOBOTIX Group is not at present 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 continues to refine its internal structures in line with its growth and to adapt them to the scale of its business. The Company plans additional measures to strengthen and improve quality management, the internal control systems and risk management.







## ... And Material Risks

#### **Material Risks**

For information concerning individual material risks, please refer to the statements made in the 2009/10 annual report.



Risks resulting from the procurement market are estimated by the Management Board as being within the customary range for the industry. The strained situation observed on the procurement market in the past several months is further intensified by possible supply shortages in relation with the earthquake and the resulting nuclear disaster in Japan. With regard to the disaster in Japan, it becomes difficult to identify the relevant components that might

suffer delivery bottlenecks; however, associated

longer delivery times are being supported by an increased inventory control of components and finished goods. Concrete impact on product availability is not expected at present, but can not be excluded.

During the past twelve months a noticeable recovery has been recognized in the macroeconomic environment following the financial crisis. The extent to which short- to mediumterm setbacks should be expected due to the crisis (e.g. provoked by state bankruptcies), or whether a lasting recovery of the global markets will continue, still cannot be evaluated conclusively.

During the period under review, the risk situation described in the annual report of MOBOTIX AG for the 2009/10 fiscal year, as well as our risk management system of MOBOTIX AG, have not changed significantly. The occurrence of risks that could jeopardize the Company's continued existence is not anticipated.

## Interim Consolidated Management Report

## Opportunities, Risks

#### **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 transition from analog to digital technology. If this change should happen sooner than expected, additional opportunities could be presented for the MOBOTIX Group. 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 has become particularly evident through the introduction of hemispheric technology (Q24).

This would strengthen the MOBOTIX Group's competitive position and put pressure on the competition.

An accelerated macroeconomic recovery from experience, of course, can also lead to supplyside bottlenecks on the procurement market, and cause production bottlenecks. Such risks are counteracted in particular by increased warehousing of critical components and finished products.

The Management Board is confident that through the increased publicity new opportunities will arise to acquire new employees, sales partners and customers.

MOBOTIX is currently represented by partners throughout the world. A key factor for unleashing future growth potential involves pursuing a targeted expansion of the partner network. The successful expansion of the sales



10BOTIX AG new headquarter



### ... And Outlook

network holds the key to significant growth opportunities. The outstanding global market position – particularly in the niche markets of high-resolution network cameras – provides the conditions for ongoing and thriving growth.

Regional areas of key growth in the upcoming months include particularly North America, South America and Asia.

The market introduction of the hemispheric camera technology has been so far very successful. The fact that the Company's main competitors cannot offer any comparable products shows MOBOTIX AG's innovative strength and enables the company to occupy a unique position in this product segment over the medium term. Moreover, 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.

MOBOTIX will introduce additional components of the new T24 IP Video Door Station in the coming quarters. The entry into a new product segment (access-control and communication) makes a predication for the whole of fiscal year 2010/11 and the following year difficult. Overall, the Management Board anticipates

continued sales growth of at least 30% for the 2010/11 fiscal year. In terms of profitability, an EBIT margin of 22% is viewed as realistic with corresponding sales growth. Due to the high level of interest in the new product segment, the Management Board anticipates continued high growth in sales and EBIT for the following year.

Winnweiler-Langmeil, April 21, 2011

The Management Board

Dr. Ralf Hinkel • CEO MOBOTIX AG

Lutz Coelen • CFO MOBOTIX AG

Dr. Magnus Ekerot • CSO MOBOTIX AG

Dr. Oliver Ğabel • CTO MOBOTIX AG







### **Income Statement ...**

		9 Months		3 <sup>rd</sup> Quarter	
EUR '000s see	e notes	July 1, 2010- Mar. 31, 2011	July 1, 2009- Mar. 31, 2010	Jan. 1, 2011- Mar. 31, 2011	Jan. 1, 2010- Mar. 31, 2010
Revenue	(1)	51,399	37,511	16,776	13,602
Increase/Decrease in finished goods and work in prog		1,668	22	592	-36
Other own work capitalized	(2)	1,103	396	492	91
Total output		54,169	37,929	17,860	13,657
Cost of materials	(3)	-14,441	-9,893	-5,087	-3,746
Gross profit		39,728	28,036	12,773	9,911
Staff costs	(4)	-13,775	-10,728	-4,656	-4,005
Depreciation and amortization		-2,128	-1,436	-736	-525
Other operating income		351	344	90	205
Other operating expenses	(5)	-11,521	-9,113	-3,860	-3,219
Operating profit		12,656	7,103	3,611	2,367
Other interest and similar income		49	79	15	23
Interest expense and similar charges		-403	-388	-121	-127
Profit before tax		12,302	6,795	3,505	2,263
Income taxes	(6)	-3,631	-2,004	-1,076	-648
Profit for the period		8,671	4,791	2,430	1,615
Profit attributable to shareholders of MOBOTIX AG	•	8,671	4,791	2,430	1,615
Earnings per share (diluted/basic) in EUR		1.97	1.08	0.55	0.37
		July 1, 2010-	July 1, 2009-	Jan, 1, 2011-	Jan, 1, 2010-
Consolidated Statement of Comprehensive Incom- Profit for the period	e (Loss)	Mar. 31, 2011 8,671	Mar. 31, 2010 4,791	Mar. 31, 2011 2,430	Mar. 31, 2010
<u> </u>		-25	-8	2,430	-7
Difference resulting from currency translation		-25 - <b>25</b>	-o -8	1	-/ - <b>7</b>
Accumulated other comprehensive income (after tax  Total comprehensive income for the period	4	8,646	4,783	2,431	1,608
Profit attributable to shareholders of MOBOTIX AG	<u> </u>	8,646	4,783	2,431	1,608
From difficultie to strateficialis of MODOTIX AC	,	0,040	4,763	2,431	1,000



## ... Statement Of Financial Positions

EUR '000s	see notes	Mar. 31, 2011	June 30, 2010
Intangible assets	(7)	2,181	1,727
Property, plant and equipment	(8)	20,394	17,650
Deferred tax assets		166	123
Prepaid expenses		83	97
Non-current assets		22,824	19,598
Inventories	(9)	11,975	7,579
Trade receivables		6,189	6,542
Other assets		5,802	5,526
Cash and cash equivalents		6,846	7,312
Prepaid expenses		531	379
Current assets		31,343	27,339
ASSETS		54,167	46,936
Subscribed capital		4,424	4,424
Capital reserves		9,665	9,665
Treasury shares		-778	0
Accumulated other comprehensive income		51	76
Profit or loss carried forward		10,694	6,757
Profit for the period		8,671	8,361
Equity	(10)	32,727	29,283
Liabilities to banks	(13)	8,163	5,906
Deferred tax liabilities		790	591
Non-current liabilities		8,953	6,497
Tax provisions	(11)	5,282	3,005
Other provisions	(12)	198	176
Liabilities to banks	(13)	964	2,614
Trade payables		3,308	3,245
Other liabilities	(14)	2,734	2,115
Current liabilities		12,487	11,156
EQUITY AND LIABILITIES		54,167	46,936

### **Statement Of Cash Flows...**

EU	R ′000s	July 1, 2010- Mar. 31, 2011	July 1, 2009- Mar. 31, 2010
Pro	ofit before tax for the period	12,302	6,795
+	Net interest income or expense	354	308
+	Depreciation and amortization of property, plant and equipment, and intangible assets	2,128	1,436
+	Interest received	49	69
+	Increase in other provisons	21	4
-	Profit on disposal of non-current assets	0	-2
+	Other non-cash expenses	14	13
Op	erating profit before changes in working capital	14,868	8,624
-	Increase in inventories, trade receivables and other assets not attributable to investing or financing activities	-5,044	-921
+	Increase trade payables and other liabilities not attributable to investing or financing activities	681	964
Ca	sh flow from operating activities before tax	10,506	8,668
-	Income tax paid	-1,197	-1,880
Ca	sh flow from operating activities	9,308	6,788
-	Cash paid for purchases of property, plant and equipment	-5,008	-2,479
-	Cash paid for purchases of intangible assets	-1,019	-447
+	Cash received from subsidies	620	33
+	Proceeds from sales of current available-for-sale financial assets	476	0
+	Cash received from disposals of property, plant and equipment	0	6
Ca	sh flow from investing activities	-4,931	-2,887
-	Dividends paid	-4,424	-4,424
-	Purchase of treasury shares	-778	0
-	Cash paid for the redemption of loans	-2,709	-584
+	Cash received from borrowings	3,360	0
-	Interest paid	-281	-286
Ca	sh flow from financing activities	-4,832	-5,294
Ne	t change in cash and cash equivalents	-455	-1,393
Effe	ect of exchange rate and other changes on cash and cash equivalents	-12	0
Ca	sh and cash equivalents at the beginning of the reporting period	7,312	10,142
Ca	sh and cash equivalents at the end of the reporting period	6,846	8,749

Operating Cashflow Profit Before Tax € 9.3m (+37.1%)

€ 12.3m (+81.0%)



# ... Changes In Equity

	Subscribed	Capital	Treasury	Accumulated other comprehensive	Profit or loss carried	Result for	
EUR '000s	capital	reserves	shares	income		the period	Total
Balance as of July 1, 2009	4,424	9,665	0	37	11,180	0	25,306
Dividend payment					-4,424		-4,424
Currency translation				-8			-8
Profit for the period						4,791	4,791
Balance as of Mar. 31, 2010	4,424	9,665	0	29	6,756	4,791	25,665
Currency translation				47			47
Profit for the period						3,571	3,571
Balance as of June 30, 2010	4,424	9,665	0	76	6,756	8,361	29,283
Balance as of July 1, 2010	4,424	9,665	0	76	15,118	0	29,283
Dividend payment					-4,424		-4,424
Purchase of treasury shares			-778				-778
Currency translation				-25			-25
Profit for the period						8,671	8,671
Balance as of Mar. 31, 2011	4,424	9,665	-778	51	10,694	8,671	32,727

For a more detailed explanation concerning changes in equity, please refer to section (10) of the Notes to the Condensed Consolidated Financial Statements.

### Condensed Notes ...

#### Condensed Notes Of March 31, 2011

#### 1. General Information

MOBOTIX AG was established on June 21, 1999. Since September 30, 2009, the Company's registered office has been in Winnweiler-Langmeil (Kaiserstrasse, 67722 Winnweiler-Langmeil).

MOBOTIX AG is a European technology leader and system provider in the production of high-resolution digital, network-based video security systems, video management software and systems accessories. The core technology of MOBOTIX AG is its proprietary, internally manufactured, fully digital network cameras.

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.

Pursuant to the resolution of the annual general meeting of MOBOTIX AG on October 28, 2010 the fiscal year of MOBOTIX AG will be amended and repealed with effect from October 1, 2011 and starts from this time onwards each October 1 and ends on September 30 of the following year. The fiscal year, which starts July 1, 2011 is a short fiscal year and ends September 30, 2011.

#### 2. Basis Of Presentation

The condensed interim consolidated financial statements of MOBOTIX AG as of March 31, 2011 have been prepared in accordance with all International Financial Reporting Standards (IFRS), International Accounting Standards (IAS) and Interpretations of the International Financial Reporting Interpretation Committee or Standing Interpretations Committee (IFRIC/SIC) recognized by the European Union and valid for the fiscal year 2010/11.

In the condensed interim consolidated financial statements as of March 31, 2011, which have been prepared based on IAS 34 "Interim Financial Reporting", the same basic accounting and valuation principles were used as in the consolidated financial statements for the fiscal year 2009/10.

During the first nine month the 2010/11 fiscal year, MOBOTIX AG acquired treasury shares for the first time commensurate with the authorization of the annual general meeting held on September 30, 2009. In accordance with IAS 32.33, these treasury shares are to be deducted from equity.

The condensed interim consolidated financial statements were subject to an audit review



conducted by KPMG AG, Wirtschaftsprüfungsgesellschaft. Furthermore, this interim report is consistent with German Accounting Standard No. 16 (GAS 16) on Interim Financial Reporting, as published by the German Accounting Standards Committee (GASC).

For additional information concerning the accounting and valuation principles applied to individual items, please refer to the Consolidated Financial Statements of MOBOTIX AG as of June 30, 2010.

Unless otherwise indicated, all figures in the condensed consolidated financial statements are stated in thousands of Euro (EUR '000s). The translation of EUR into EUR thousand may give rise to rounding differences of plus or minus one unit (EUR thousand or percent).

#### **Basis Of Consolidation**

The scope of consolidation of MOBOTIX AG as of March 31, 2011 has neither changed in comparison to the Consolidated Financial Statements as of June 30, 2010, nor in comparison to the same period of the previous year. In the Consolidated Financial Statements of MOBOTIX AG, MOBOTIX CORP has been consolidated retroactively to the time it was established in 2003. Due to its no longer significant influence, MOBOTIX AG Schweiz has not been consolidated in the course of at-equity accounting since December 31, 2009.

#### 3. Notes To The Income Statement

#### (1) Revenue

A breakdown of revenue by region and product line is presented as part of the segment information.

#### (2) Other Own Work Capitalized

Other own work capitalized in the first nine months of 2010/11 comprises development costs capitalized in the amount of €927 thousand (previous year: €390 thousand).

#### (3) Cost Of Materials

EUR '000s	July 1, 10- Mar. 31, 11	July 1, 09- Mar. 31, 10
Cost of raw materials, supply and merchandise	14,321	9,732
Cost of purchased services	119	161
Total	14,441	9,893

Cost of materials comprises any materials used for the production of cameras. This item also comprises to a small extent expenses for purchased services, which include expenses for outsourced manufacturing activities.

### Condensed Notes ...

#### (4) Staff Costs

EUR '000s	July 1, 10- Mar. 31, 11	July 1, 09- Mar. 31, 10
Wages and salaries	12,153	9,433
Social security	1,622	1,295
Total	13,775	10,278

The reason for the increased staff costs is primarily due to the increases in the number of staff. During the first nine months of 2010/11, the average headcount in full-time equivalents totaled 245 (previous year: 206) employees (excluding trainees and temporary staff, and including directors). As of the reporting date, 271 (previous year: 220) staff members were employed by the Company (excluding trainees and temporary staff, and including 4 (previous year: 2) directors – in terms of headcount).

#### (5) Other Operating Expenses

Other operating expenses comprise all expenses that cannot be attributed to other items. In particular, the item comprises marketing expenses, trade fair expenses, expenses for packaging and shipping, legal and advisory costs, as well as occupancy costs and office equipment.

The increase in comparison to the same period during the previous fiscal year of €2,408 thousand or 26.4% to €11,521 thousand

can mainly be attributed to higher distribution costs (transportation, packaging and travel costs), as well as to higher operating expenses due to an increase in business volume.

#### (6) Income Taxes

Income taxes can be broken down as follows:

EUR '000s	July 1, 10- Mar. 31, 11	July 1, 09- Mar. 31, 10
Current taxes	3,475	1,954
Deferred taxes	156	50
Total	3,631	2,004

As of March 31, 2011, the tax load ratio amounts to 29.5% (previous year: 29.5%).

## 4. Notes To The Statement Of Financial Positions

#### (7) Intangible Assets

During the first nine months of 2010/11, development costs for camera housings, electronics and software projects were capitalized at cost in the amount of €927 thousand (previous year: €390 thousand). The development costs capitalized as of March 31, 2011 of €2,978 thousand (June 30, 2010: €2,051 thousand) comprise all costs directly attributable to the development process. Cumulative amortization and depreciation as of March 31, 2011 amount to €923 thousand (June 30, 2010: €437 thousand). After



completion, development projects are written down uniformly on a straight-line basis over three years.

#### (8) Property, Plant And Equipment

Additions to property, plant and equipment primarily concern the construction of new production facilities at the Company's location in Langmeil. Due to the reduced construction time, they do not equate to a "qualifying" asset according to IAS 23. Correspondingly, the associated financing costs have not been capitalized.

The Ministry of Economy, Transport, Agriculture and Viniculture for the German State of Rhineland-Palatinate allotted MOBOTIX AG an investment grant of €1,067 thousand in accordance with an approval letter dated August 31, 2010. Commensurate with the progress of construction, a deferred asset from subsidies was capitalized as of March 31, 2011 in the amount of €157 thousand for outstanding subsidies for the new construction of the production facilities. Subsidies in the amount of €376 thousands were paid off. The subsidies were deducted from fixed assets in accordance with IAS 20.27.

#### (9) Inventories

Inventories are composed of the following:

EUR '000s	Mar. 31, 11	June 30, 10
Raw materials and supplies	6,692	3,964
Work in progress	2,797	1,405
Finished goods	2,486	2,210
Total	11,975	7,579

The increase in inventories is due to the introduction of new products, the increase in business volume and the targeted stocking of the Company's warehouse in connection with the procurement market being narrow for several months, particularly for electronic components.

#### (10) Equity

The development of equity is presented in the statement of changes in equity.

During the period under review, the weighted number of shares outstanding amounted to 4,406,865 (previous year: 4,423,814).

By resolution of the annual general meeting held on September 30, 2009, the Management Board is authorized to acquire treasury shares of the Company until September 30, 2014. The shares to be acquired based on this authorization combined with the other shares of the Company, which the Company

### Condensed Notes ...

has already acquired or still possesses, may not exceed more than 10% of the Company's share capital at the time of the resolution or its exercise – accordingly 442,381 shares.

On July 15, 2010, the Management Board of MOBOTIX AG decided to make use of the authorization of the annual general meeting of September 30, 2009 to acquire treasury shares in accordance with section 71 (1) (8) of the German Stock Corporation Act (AktG) to an extent of up to 15,000 shares. The buy-back program was started on July 19, 2010.

Furthermore, the Management Board of MOBOTIX AG decided on October 5, 2010 to change the conditions of the ongoing buy-back program in such a way so that up to 50,000 shares can be acquired.

As of March 31, 2011, the Company has already acquired 23,349 shares. These treasury shares deducted from equity are accounted at acquisition costs.

#### (11) Tax Provisions

Tax provisions of €5,282 thousand (June 30, 2010: €3,005 thousand) include provisions for trade tax, corporation tax and the solidarity surcharge for the tax assessment periods 2009, 2010 and 2011.

#### (12) Other Provisions

The other provisions primarily include provisions for warranties and client bonuses.

#### (13) Liabilities To Banks

In order to finance its new production facilities at its Langmeil site, MOBOTIX AG took out two loans for a total of €3,500 thousand during the first nine months of the 2010/11 fiscal year. The loans have a term of 10 years and are stateaided. In order to calculate the fair value of the loans, they have been discounted by 3.7% and 4.0%. The promotional contributions included in the loans in the amount of €165 thousand have been offset against property, plant and equipment.

During the first nine months of the 2010/11 fiscal year, loans in the amount of €2,709 thousand were paid off as scheduled.

#### (14) Other Liabilities

The other liabilities have a remaining life of less than one year. They primarily include liabilities from the personnel department.

#### 5. Other Disclosures

## Material transactions and legal relationships with related parties

There were no significant changes to transactions with related parties during the period



under review in comparison to the 2009/10 fiscal year.

#### Segment Information For The Nine-Month Period From July 1, 2010 To March 31, 2011

Within the MOBOTIX AG no definable business segments exist whose operating results are routinely reviewed by the Management Board with respect to decisions regarding allocation of resources to those business segments, or the measurement of their profitability. Due to the internal structures and size of the corporation, management and allocation of resources for the MOBOTIX Group is conducted based on sales revenues - primarily by geographic regions, followed then by product lines. Profitability ratios - particularly earnings statements, are prepared only on the level of the entire corporation. Thus, no separate financial information is calculated for definable business segments. In this respect, no reportable segments exist in terms of IFRS 8.

Revenue by product line is broken down as follows:

EUR' 000s	July 1, 10- Mar. 31, 11	July 1, 09- Mar. 31, 10
Fixed Cams	23,478	19,105
Dome Cams	25,454	16,322
Other	2,467	2,083
Total	51,399	37,511

Revenue by region is broken down as follows:

EUR' 000s	July 1, 10- Mar. 31, 11	July 1, 09- Mar. 31, 10
Germany	12,721	10,835
Rest of Europe	21,110	16,428
Rest of World	17,568	10,248
Total	51,399	37,511

The Company's product lines have not changed significantly in comparison to June 30, 2010.

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

Winnweiler-Langmeil, April 21, 2011

The Management Board

Dr. Ralf Hinkel • CEO MOBOTIX AG

Lutz Coelen • CFO MOBOTIX AG

Dr. Magnus Ekerot • CSO MOBOTIX AG

Dr. Oliver Gabel • CTO MOBOTIX AG

## 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.

Winnweiler-Langmeil, April 21, 2011

The Management Board

Dr. Ralf Hinkel • CEO MOBOTIX AG

Lutz Coelen • CFO MOBOTIX AG

Dr. Magnus Ekerot • CSO MOBOTIX AG

Dr. Oliver Gabel • CTO MOBOTIX AG



## Independent Auditors' ...

#### **Review Report**

To MOBOTIX AG, Winnweiler-Langmeil

We have reviewed the Condensed Interim Consolidated Financial **Statements** the MOBOTIX AG, Winnweiler-Langmeil comprising a statement of financial positions, an income statement, a statement of comprehensive income, a statement of cash flows, a statement of changes in equity and condensed notes - together with the Interim Group Management Report of the MOBOTIX AG, Winnweiler-Langmeil, for the period from July 1 to 31 March 2011 that are part of the quarterly financial report according to § 37x Abs. 3. WpHG ("Wertpapierhandelsgesetz": "German Securities Trading Act"). The preparation of the Condensed Interim Consolidated Financial Statements in accordance with those IFRS applicable to interim financial reporting as adopted by the EU, and of the Interim Group Management Report in accordance with the requirements of the WpHG applicable to interim group management reports, is the responsibility of the Company's management. Our responsibility is to issue a report on the Condensed Interim Consolidated Financial Statements and on the Interim Group Management Report based on our review.

We performed our review of the condensed interim consolidated financial statements and the interim group management report in accordance with the German generally accepted standards for the review of financial statements promulgated by the Institut der Wirtschaftsprüfer (IDW). Those standards require that we plan and perform the review so that we can preclude through critical evaluation, with a certain level of assurance, that the condensed interim consolidated financial statements have not been prepared, in material aspects, in accordance with the IFRS applicable to interim financial reporting as adopted by the EU, and that the interim group management report has not been prepared, in material aspects, in accordance with the requirements of the WpHG applicable to interim group management reports. A review is limited primarily to inquiries of company employees and analytical assessments and therefore does not provide the assurance attainable in a financial statement audit. Since, in accordance with our engagement, we have not performed a financial statement audit, we cannot issue an auditor's report.



## ... Review Report

Based on our review, no matters have come to our attention that cause us to presume that the Condensed Interim Consolidated Financial Statements have not been prepared, in material respects, in accordance with the IFRS applicable to interim financial reporting as adopted by the EU, or that the interim group management report has not been prepared, in material respects, in accordance with the requirements of the WpHG applicable to interim group management reports.

Saarbrücken, April 21, 2011

**KPMG AG** 

Wirtschaftsprüfungsgesellschaft

Geis-Sändig Palm

Auditor Auditor

## **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

www.mobotix.com



# 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

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 ...

#### **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 2010/11

European Small Mid Cap Conference, Bank of America Merrill Lynch

June 2011

Annual General Meeting Business Year 2010/11

Oktober 2011

German Equity Forum Fall 2011

November 2011

#### **Contact Details**

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#### **MOBOTIX AG**

**Investor Relations** 

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67722 Langmeil

E-mail: investor@mobotix.com

#### **Ariane Oltmanns**

**Investor Relations Manager** 

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MOBOTIX best stock exnot far behind at 35.8 per Q24M impresses w market for network video surveillance software between 2006 and 2011, with the Per cent for use at different Surveilland Kaiserslautern, January 27, 20 aufacturer of network cameras , Germany, criticizes change newcomer in 2007 Kaiserslautern, 19 December 2007. 2007 has eillance in Ger been a rather mixed year for stock exchange MOBOTIX Group conti- nit double frame rate Mobotix serve newcomers. Of the 29 stock exchange debuts camera manufa The Q24M impresses with nues successful business ger with a stock issuing volume of more than 10 million euros, only six had share prices higher development a double frame rate, a at the close of trading on 18 December than at distortion-corrected 1800 MOBOTIX Group achieved revenue growth panorama view Top of the ranking is Mobotix AG of of 15.3% to €37.5m in the first nine months integrated video storage. the time of the IPO. of the fiscal year 2009/10. 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Stock Market

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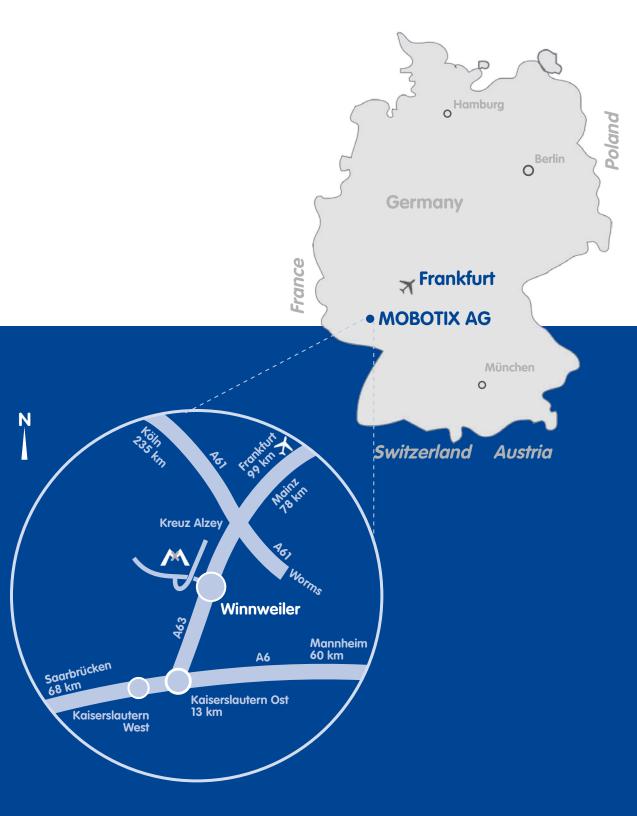
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... the HiRes Video Company

Security-Vision-Systems





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