

Viscom AG – Financial results first quarter 2017



Hanover, 11 May 2017

Disclaimer






This presentation is not directed to the investment goals or financial position of any specific individual person or legal person. Investors should obtain independent expert counsel regarding the question of an investment in shares of the Viscom AG and carry out an analysis of the particular situation themselves.

Although Viscom has endeavored to deliver reliable, complete and up-to-date information with this presentation, the company can accept no liability for the accuracy, completeness or topicality of this information.

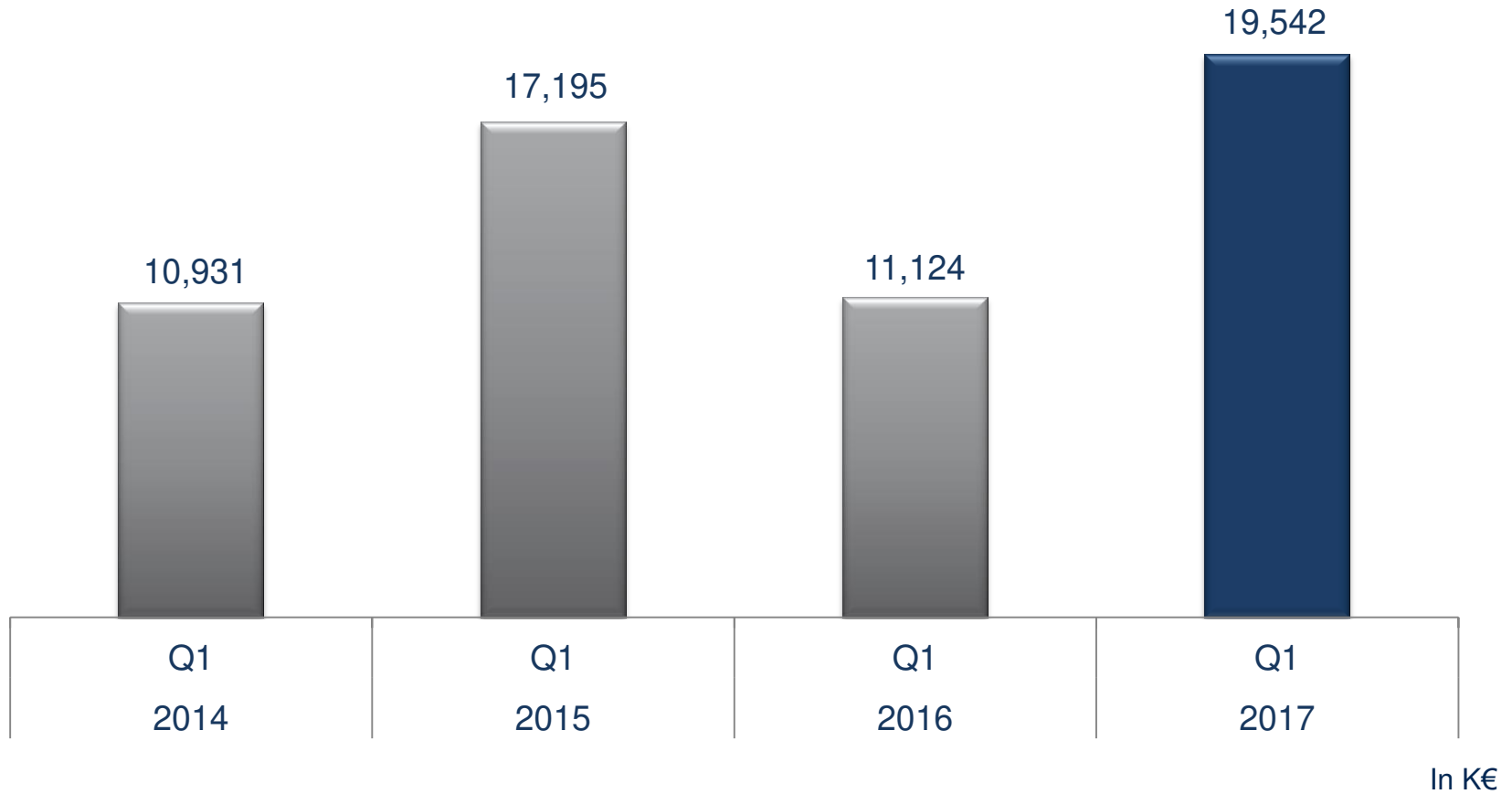
Certain statements in this presentation which are based on information available at present are forward-looking statements or contain specific expectations for the future. Such statements, by their nature, are subject to risks and uncertainties. Circumstances such as the general economic development, future market conditions, changes in the capital markets and other circumstances can lead to significant deviation of the actual events or results.

The information in this presentation serves general informational purposes and is neither an offer nor part of an offer or any other request to acquire, subscribe to or sell securities issued by Viscom.

Incoming orders and order backlog according to regions

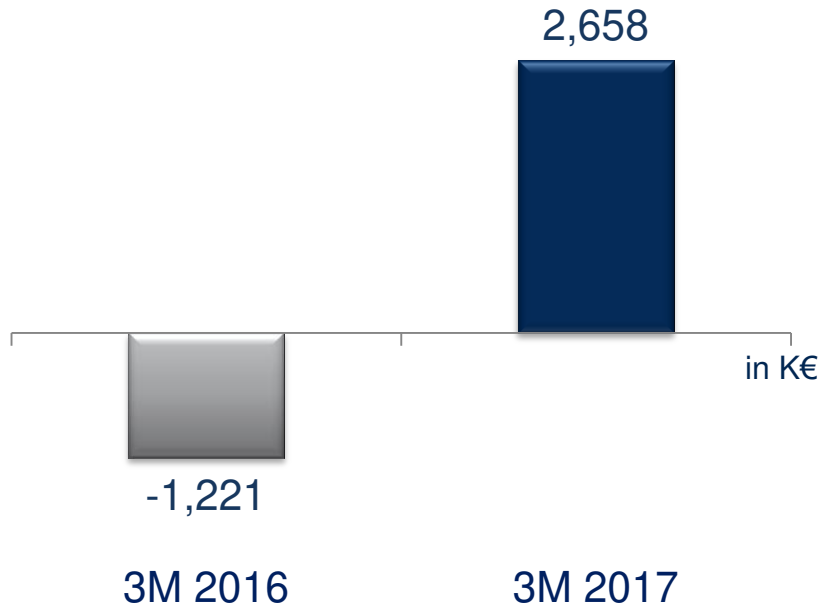
		3M 2016	3M 2017		
Incoming orders	K€	14,792	20,156	36.3%	
thereof Europe	K€	9,543	12,061	26.4%	
thereof Americas	K€	1,701	3,500	105.8%	
thereof Asia	K€	3,548	4,595	29.5%	
Order backlog	K€	15,484	18,684	20.7%	

Group revenues by first quarters

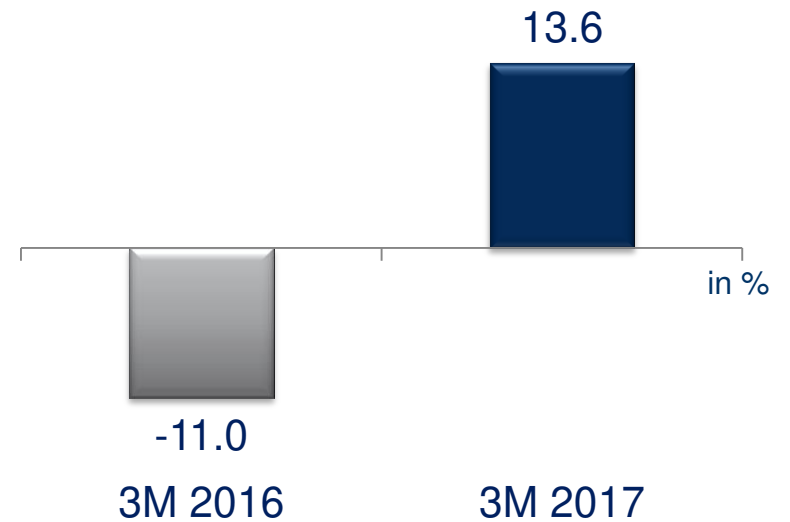


EBIT and EBIT-Margin

EBIT



EBIT-Margin



Segment information according to regions

Europe		3M 2016	3M 2017
Revenue	K€	7,817	9,338
Percentage of total revenue	%	70.3	47.8
EBIT*	K€	-851	1,944
EBIT-Margin*	%	-10.9	20.8

Americas		3M 2016	3M 2017
Revenue	K€	1,541	2,488
Percentage of total revenue	%	13.9	12.7
EBIT	K€	-121	235
EBIT-Margin	%	-7.9	9.4

Asia		3M 2016	3M 2017
Revenue	K€	1,766	7,716
Percentage of total revenue	%	15.9	39.5
EBIT	K€	-271	649
EBIT-Margin	%	-15.3	8.4

* without consideration of consolidation differences in EBIT

Core indicators of consolidated income statement

	3M 2016		3M 2017		Change to the previous year
	K€	% to Gr	K€	% to Gr	
Group revenue (Gr)	11,124	100.0%	19,542	100.0%	75.7%
Total output*	13,765	123.7%	21,373	109.4%	55.3%
Cost of materials	-5,950	-53.5%	-8,429	-43.1%	41.7%
Staff cost	-6,023	-54.1%	-6,681	-34.2%	10.9%
Other operating expenses	-3,103	-27.9%	-3,602	-18.4%	16.1%
EBIT	-1,221	-11.0%	2,658	13.6%	
Net profit for the period	-1,326	-11.9%	1,880	9.6%	

*Total output = Group revenue + changes in finished goods and work in progress + other capitalised company-produced assets

Core indicators of balance sheet and cash flow statement

Consolidated balance sheet	31.12.2016 K€	31.03.2017 K€
Cash and cash equivalents	6,517	9,904
Current liabilities	12,047	11,078
Non-current liabilities	2,298	2,251
Interest-bearing liabilities	0	0
Total shareholders' equity	52,292	54,111

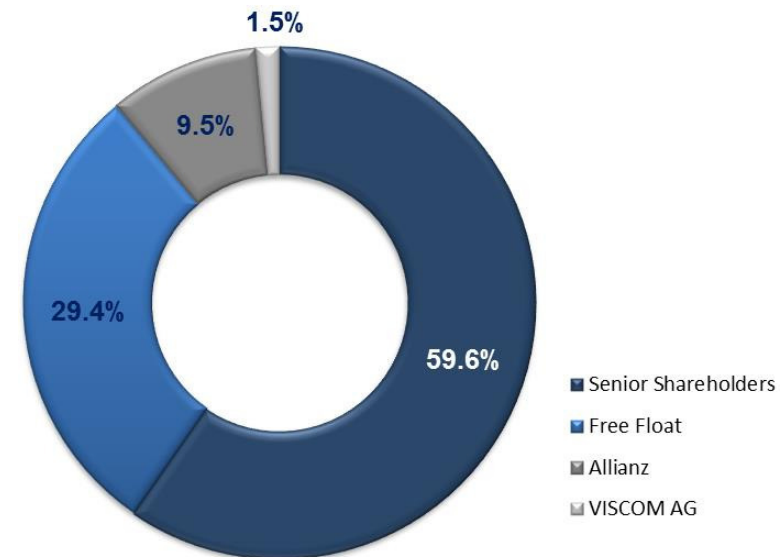
Consolidated cash flow statement	31.03.2016 K€	31.03.2017 K€
Cash flow from operating activities	-423	3,971
Cash flow from investing activities	-530	-544
Cash flow from financing activities	0	0

Group key figures

Key figures on net assets, financial position and results of operations	31.03.2016	31.03.2017
Return on investment (ROI) Net profit for period / total assets	-2.3%	2.8%
Return on sales EBT / revenue	-11.0%	13.6%
Return on capital employed (ROCE) EBIT / (total assets - cash and cash equivalents - current liabilities and provisions)	-3.2%	5.7%
Equity ratio Equity / total assets	81.5%	80.2%

The Viscom share

Listing	Regulated market (Prime Standard)
ISIN	DE 000 7846867
Number of shares	9,020,000 pieces
Number of voting shares	8,885,060 pieces
Market capitalisation as of 31.03.2017 *	€ 139.72 million
Share price as of 31.03.2017 *	€ 15.49



*) all price data on the basis of XETRA daily closing prices

Objectives and Forecast

- **The electronics market and megatrends offer secure growth perspectives.**
 - Autonomous driving vehicles
 - Electromobility
 - Miniaturization of electronic components
- **Further growth potential in global accounts**
- **Winning evaluations always in focus**
 - Positioning on Approved Vendor List (AVL)
- **Dividend policy:** Payout rate of at least 50 % of result

Annual Forecast 2017

Sales target: € 80 to 85 million

EBIT-Margin: 13 to 15 %

Thank you for your attention



Headquarters:

Viscom AG

Carl-Buderus-Str. 9 - 15 · 30455 Hanover

Tel.: +49 511 94996-0 · Fax: +49 511 94996-900

info@viscom.de · www.viscom.com

Contact Investor Relations:

Viscom AG, Anna Borkowski

Carl-Buderus-Str. 9 – 15 · 30455 Hanover

Tel.: +49 511 94996-861 · Fax: +49 511 94996-555

investor.relations@viscom.de · www.viscom.com



You will find our international subsidiaries and representatives in Europe, the USA and Asia under:

www.viscom.com