



## **The first half-year of the 2018/19 financial year also shows a strong increase in sales, EBIT and net income compared with the same period of the previous year**

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In the first half of the 2018/19 financial year (1 October 2018 to 31 March 2019), sales increased by around 10.4% year-on-year to € 35 million.

The largest sales growth was achieved in the Europe, Middle East/Africa and Asia Pacific regions, which is attributable to the continued implementation of the global sales strategy, further organizational changes and the implementation of new software, camera and storage solutions. Recent investments in IT infrastructure have made internal processes and procedures more effective and efficient.

The order backlog as of March 31, 2019 largely corresponds to that as of March 31, 2018.

The half-year EBIT of € 2.3 million increased by € 3.1 million compared to the same period of the previous year. Further cost optimization measures, especially in shipping costs and other operating expenses, contributed to this. The half-year net profit of € 1.5 million increased by € 2.2 million compared to the same period of the previous year.

Sales and order backlog in the first half of fiscal year 2018/19 are as such in line with the first year of the five-year plan published on November 27, 2018. Half-year EBIT and net income even developed significantly better. Further investments in the development of new hardware and software solutions and in the sales

organization are planned for the second half of fiscal year 2018/19.

The five-year plan confirms sales of € 67.5 million and EBIT of € 1.4 million for the financial year 2018/19 and sales of at least € 100 million and an EBIT margin of 12% by financial year 2022/23.