



Sales and EBIT up year-on-year in Q1 of fiscal year

February 23, 2021

In Q1 (October to December 2020) of the current 2020/21 financial year, product-related revenue from the sale of hardware and software solutions increased by around 7.4% year-on-year to just under €14.9 million. Sales of thermal solutions increased by approximately 71.3% year-on-year in the reporting quarter. Thus, thermal solutions accounted for almost 20% of total product-related sales in Q1, compared with around 12% in the previous year. Solutions based on the new MOBOTIX 7 platform accounted for almost 11% of total product-related sales, compared to approximately 1.5% during the last year. While the DACH, EMEA and Americas sales regions were able to achieve growth, sales in the APAC sales region declined in the quarter under review due to a significant single-mailing project in the same quarter of the previous year.

Sales from contract development carried out with Konica Minolta contributed around €66 thousand to total sales of just under €15 million in the quarter under review, compared with about €504 thousand to total sales of €14.5 million in the same quarter of the previous year. The reduced sales are due to a reduced-order development due to the focus on own development projects.

Total sales in Q1 were therefore 3.5% higher than in the prior-year quarter.

Due to further cost savings/optimizations of around €824k in Q1 compared to the prior-year quarter, EBIT of around €493k was thus achieved in the reporting quarter compared to break-even EBIT in the prior-year quarter.

Further new hardware and software solutions are planned for Q3 and Q4 of the current fiscal year.

The transformation of the business model from a product provider to a solution provider and the associated generation of recurring revenues is thus on track.

However, the revenue development planned for the fiscal year continues to depend on the overall economic situation due to the consequences of the global COVID 19 pandemic and the success of the new MOBOTIX 7 camera platform and the sales market in the USA.

