



MOBOTIX lowers guidance for fiscal year 2020/21 due to global lockdowns, but announces further investments in the U.S. due to increasing sales in the U.S.

May 12, 2021

MOBOTIX achieved organic revenue growth in the U.S. of 28% in U.S. dollars and 18% in euros in the first half of fiscal year 2020/21 compared to the previous year.

Further investments in the business development of the USA region were decided with implementation in the 3rd quarter of the current fiscal year. The focus here will be on geographic presence in key states due to increased demand for our solutions, particularly in the public sector, retail and industry.

Investments in additional sales staff and marketing activities will be supported by the growth of the U.S. economy and the increased interest in surveillance technology developed and produced in Germany.

MOBOTIX has achieved NDAA approval in 2020 to ensure compliance for the US market in the coming years.

Sales in the DACH and Southwest Europe sales regions grew moderately compared to the previous year, while the Middle East, Africa and Asia-Pacific sales regions in particular declined compared to the previous year due to project delays caused by the current COVID 19 pandemic and lockdowns in key markets.

As a result, product-related sales in the first half of the current fiscal year were down 11% year-on-year on a global basis, following growth of 6% in Q1 and 10% in fiscal year 2019/20.

The main reason for the decline in sales is thus the impact of the COVID-19 pandemic, especially in connection with postponed major projects. Order development for Konica Minolta was also delayed but has been restarted already based on Konica Minolta platform strategy and it is expected to grow in Q4 and fiscal year 2021/22.

The 2nd half of the current fiscal year is expected to see a recovery and sales growth compared to the first half, due to the reopening of key markets and the delivery of major projects in the Middle East.

For the current full year, product-related revenues are therefore expected to be in the range of EUR 62-64 million and EBIT of around EUR 1,5-2,5 million.

MOBOTIX has announced in recent weeks that a cooperation with Milestone will be presented in the 3rd quarter of the current fiscal year.

This is a further step in the development of the announced corporate strategy, which focuses on scalable

high-end video surveillance solutions with a focus on vertical market requirements. MOBOTIX will thus for the first time be able to offer full end-to-end video surveillance solutions for its many global customers.