



## **The first quarter of the financial year 2018/19 also shows a strong increase in EBIT and quarterly net income compared with the same quarter of the previous year**

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In the first quarter of the financial year 2018/19, sales increased by around 3.1% year-on-year to € 17.0 million.

The largest sales growth was achieved in the Europe and Middle East/Africa regions, due to implementation of new global sales strategy, organizational changes and implementation of new software, camera and storage solutions. The recent investments within IT infrastructure have furthermore supported efficiencies and internal processes.

The order backlog as of 31 December 2018 increased significantly by 200% from € 0.4 million to € 1.2 million compared to 31 December 2017.

The quarterly EBIT of € 1.0 million increased by around € 0.4 million (+70.8%) compared to the same quarter of the previous year. Further cost optimization measures, especially with regard to personnel costs and shipping costs, contributed to the development.

The quarterly net profit of € 0.6 million was increased by € 0.3 million (+88.1%) compared to the same quarter of the previous year.

The progress of sales and order backlog in the first quarter of financial year 2018/19 are as such in line with the first year of the five-year plan announced on 27 November 2018. This 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.