

## MAKING DIGITALIZATION POSSIBLE

Investor relations presentation  
9 months 2019



# Who we are

euromicron AG is a medium-sized technology group

Our target market:

## The Internet of Things

(IoT)



**1,923**  
Employees\*\*



**1998**

IPO on the Prime Standard  
10,046,956 registered shares  
Market capitalization ~ 40 Mio. €



Our IoT solutions:

## Vertical integration from the sensor to service



Solutions from a single source: from the shop floor to buildings to the Smart City

Rooted in Germany,  
with international focus:  
**Represented in 10 countries**  
**Active in more than 50 countries**



Sales\*  
**318.0**  
EUR million

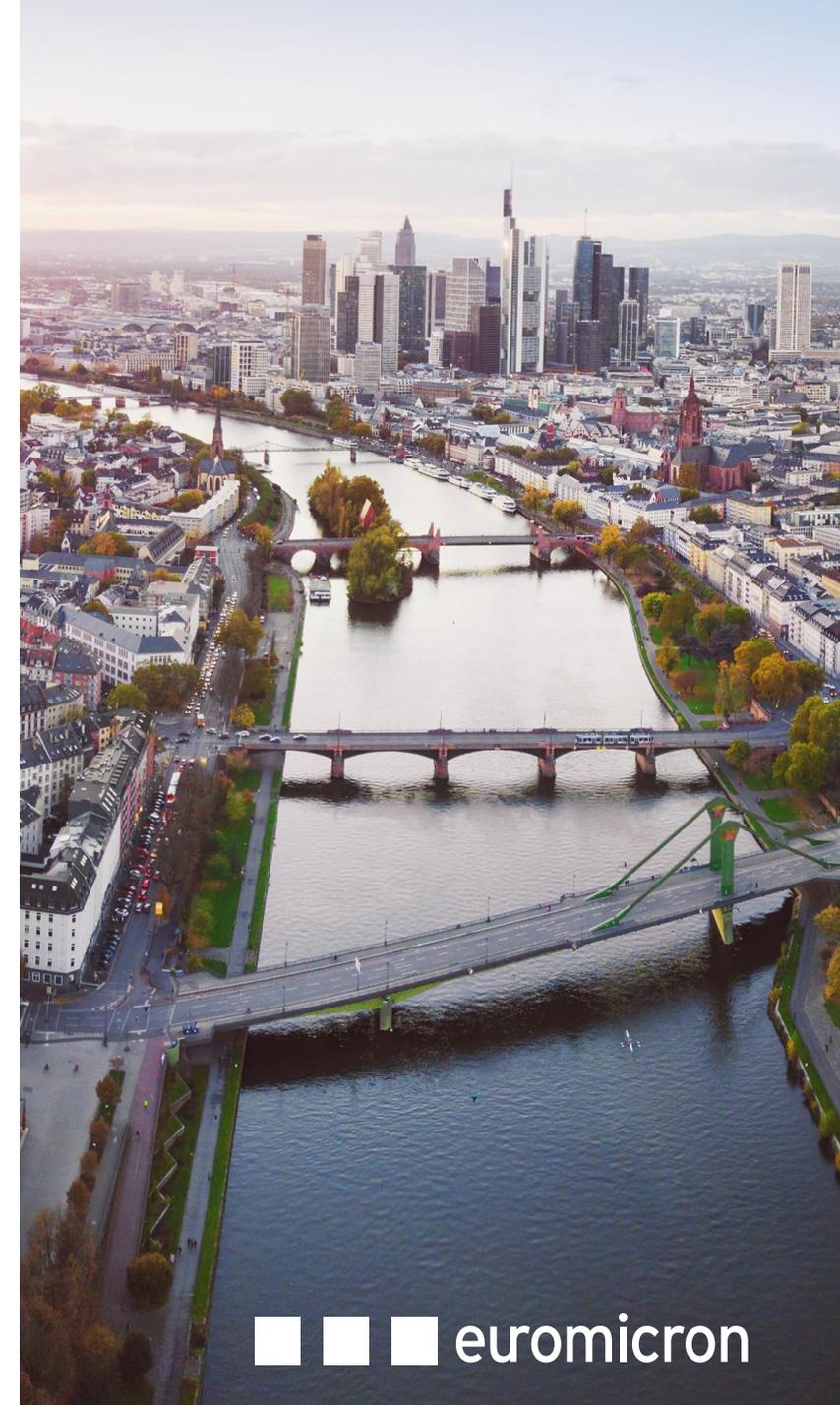


## Specialized in the fields of

- Digital Buildings
- Smart Industry
- Critical Infrastructures



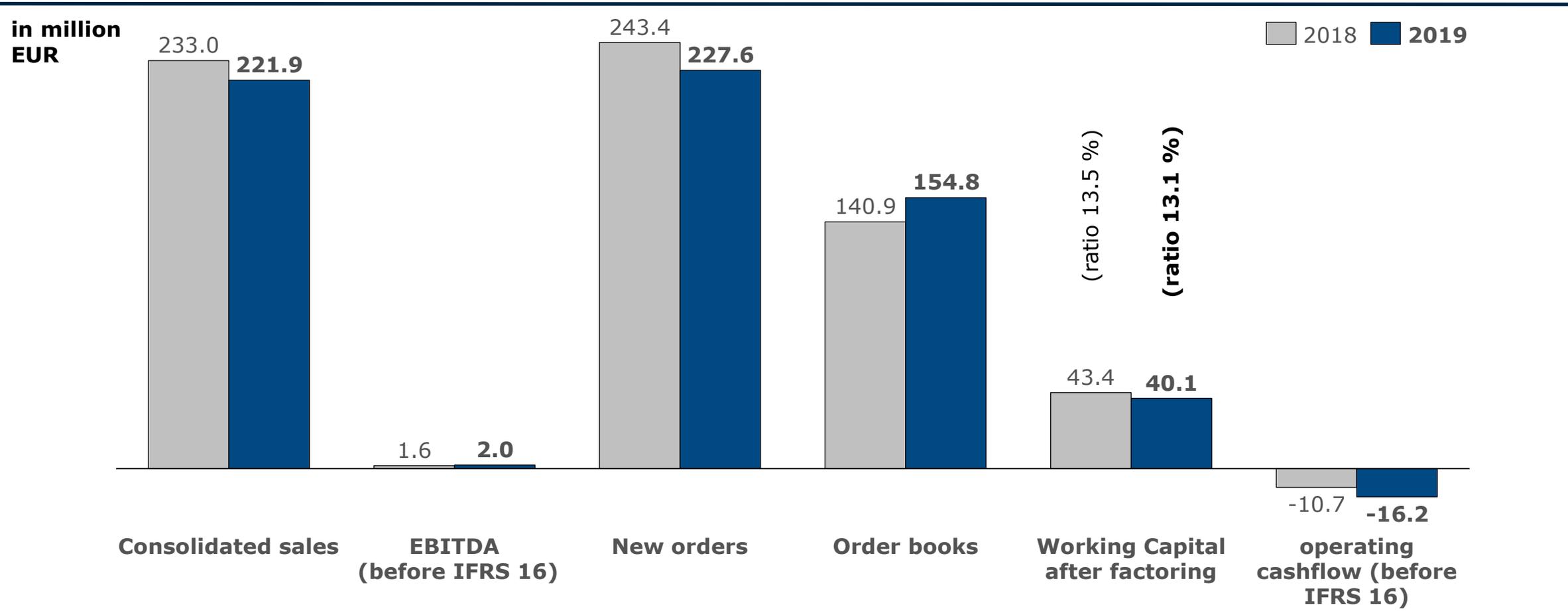
Equity ratio (before IFRS 16)\*\*  
**27.2%**



# Important strategic milestones



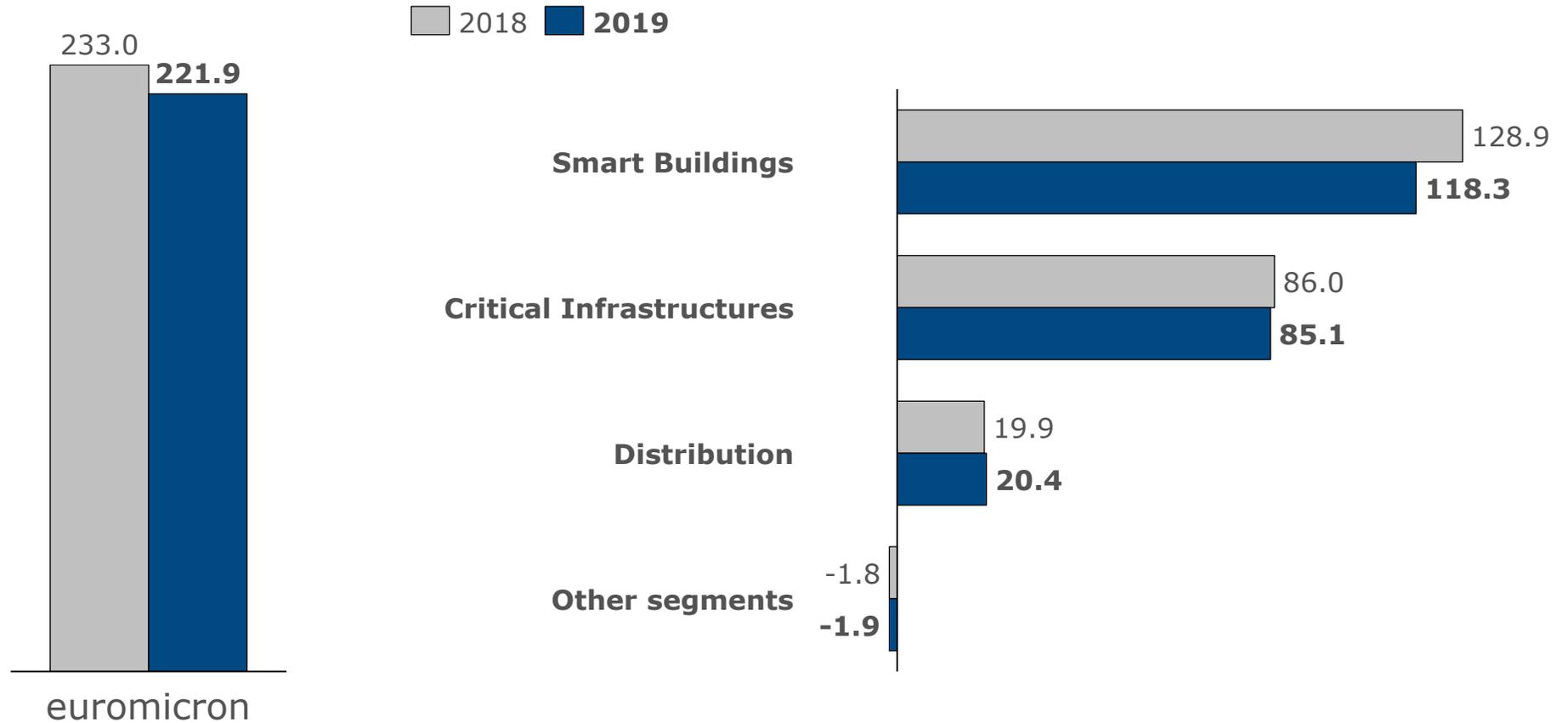
# 9 months 2019



# 9 months 2019

Sales\* by segments (September 30, 2019)

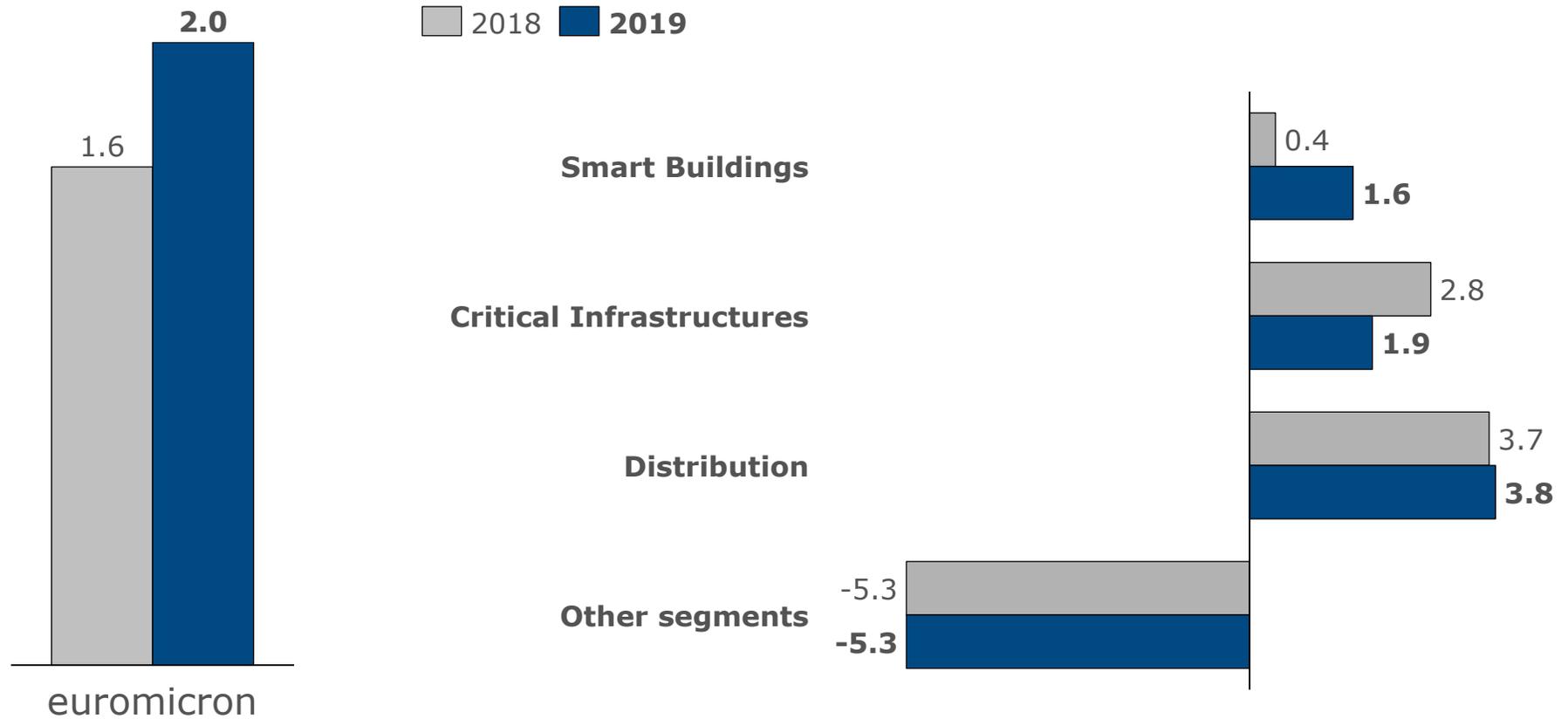
in million EUR



# 9 months 2019

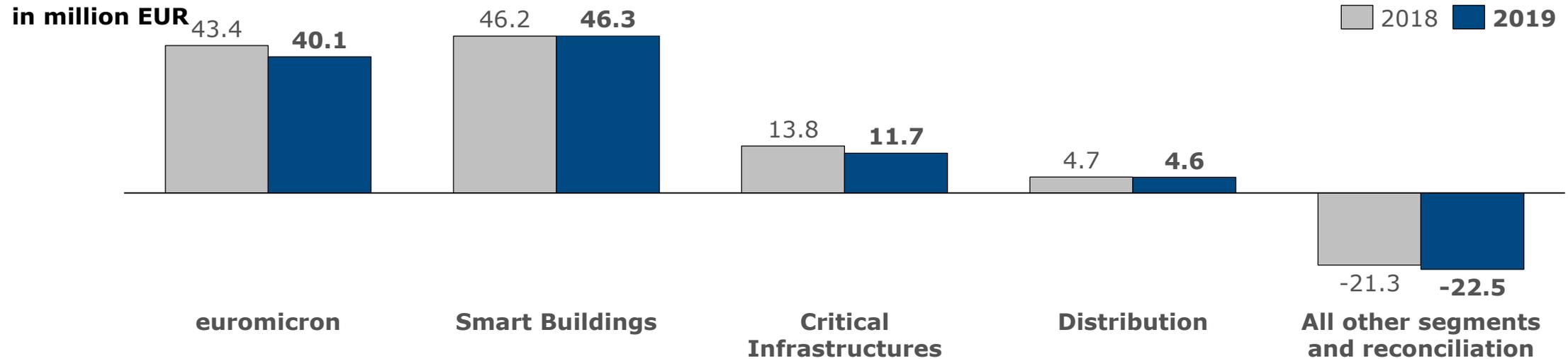
EBITDA (before IFRS 16) by segments (September 30, 2019)

in million EUR

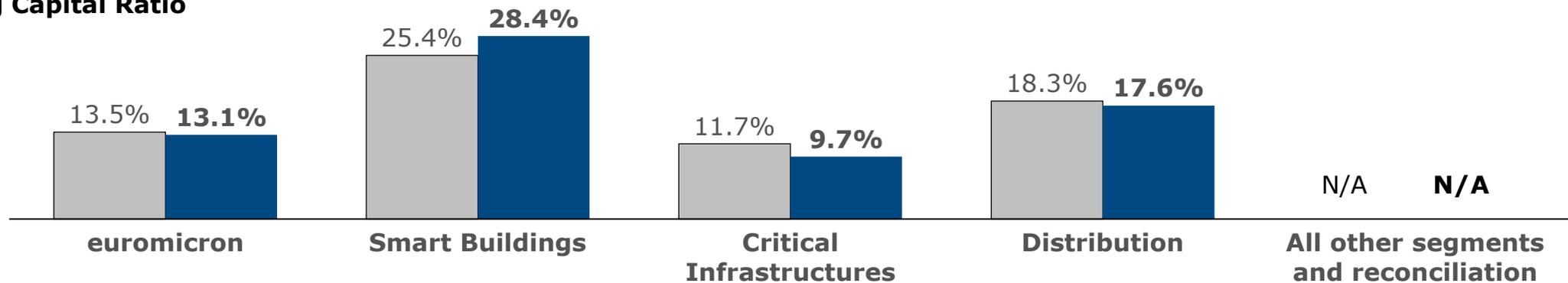


# 9 months 2019

Working Capital (after factoring) by segments (September 30, 2019)



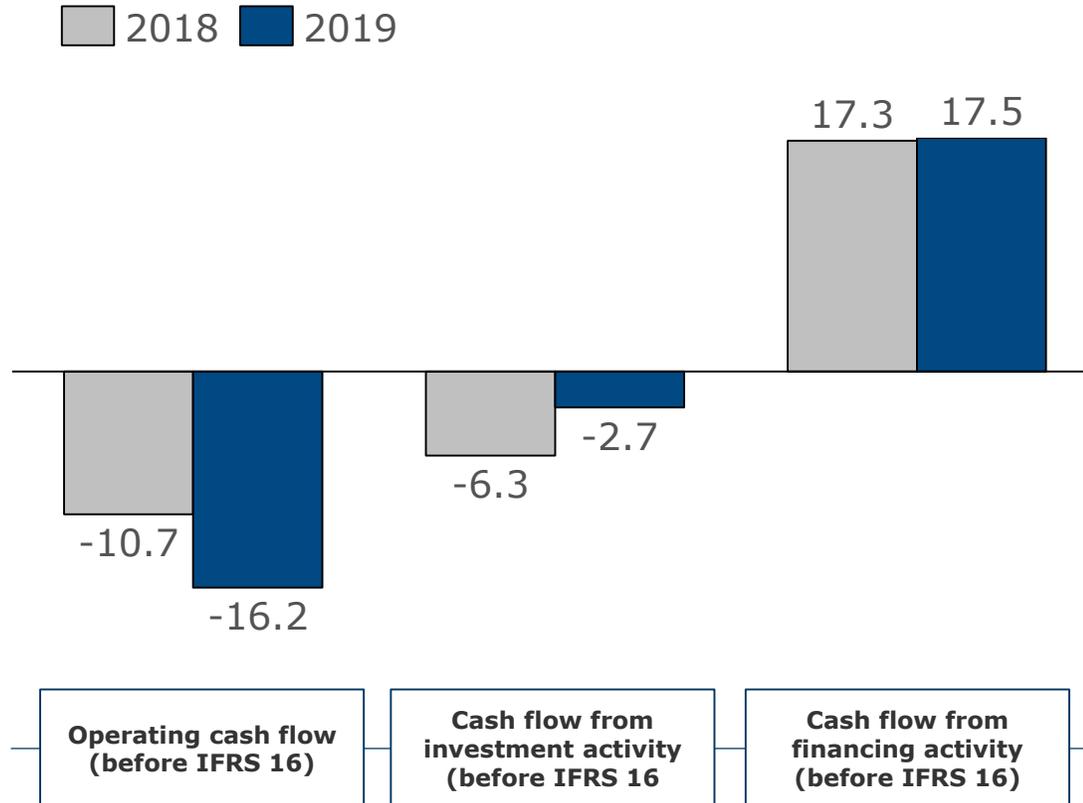
## Working Capital Ratio



# 9 months 2019

## Group cash flow development before IFRS 16 (September 30, 2019)

in million EUR



### Operating cash flow

- Decline of EUR -5.5 million compared to the previous year.
- The main causes are cash flow effects from working capital.

### Cash flow from investment activity

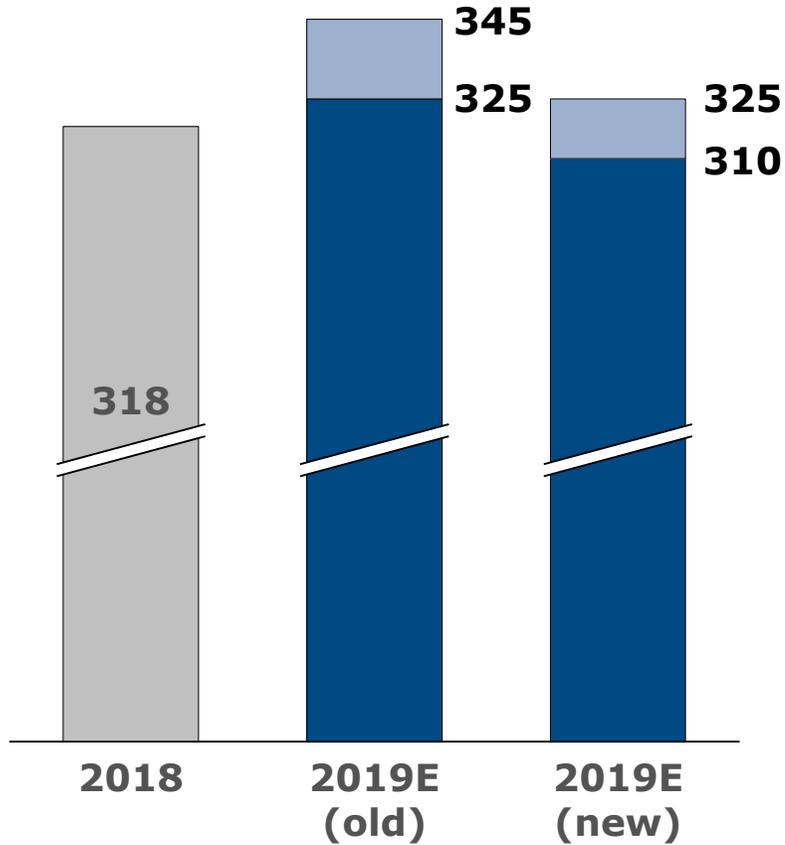
- The significantly lower value of EUR 2.7 million is due to higher proceeds from the disposal of property, plant and equipment (sale of land).
- In addition, there were EUR 0.9 million lower payments for investments than in the previous year.

### Cash flow from financing activity

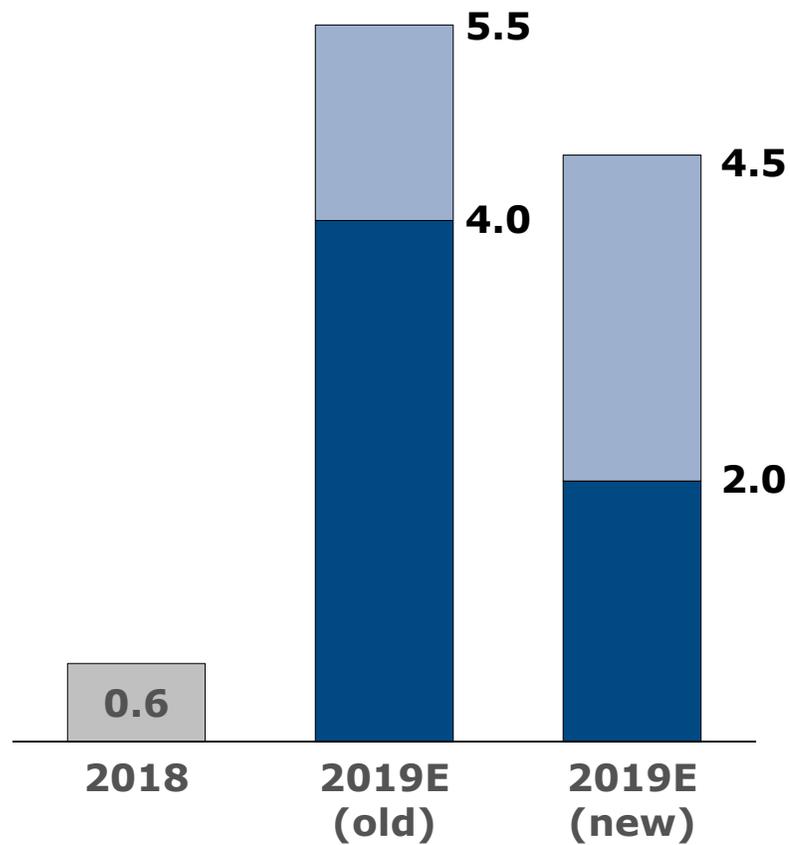
- The cash inflow is attributable to the capital increase of EUR 9.4 million.
- On balance, cash inflows from loans amounted to EUR 9.0 million (previous year: EUR 17.8 million). Other effects contributed EUR -0.9 million (previous year: EUR -0.5 million).

# Outlook 2019

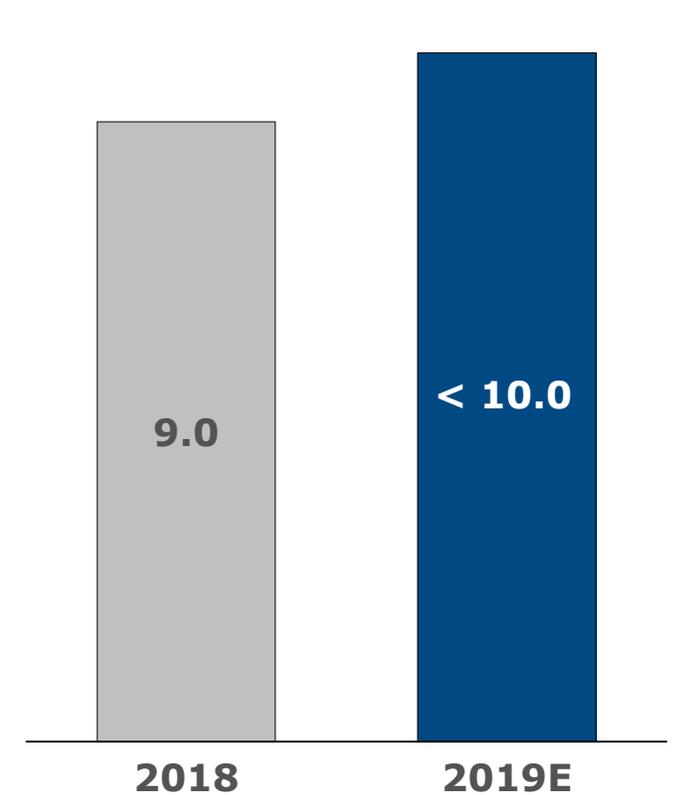
**Sales**  
(in million EUR)



**EBITDA-margin (before IFRS 16)**  
(in %)



**Working Capital Ratio**  
(in %)



## Contact

euromicron AG

Siemensstraße 6  
63263 Neu-Isenburg

Germany

Phone: +49 69 631583-0

Fax: +49 69 631583-17

[info@euromicron.de](mailto:info@euromicron.de)

[www.euromicron.de/en](http://www.euromicron.de/en)



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