

## Press Release

### euromicron AG publishes report on the first quarter of 2016

- Start of the transformation phase – continued implementation of the Group's new strategy and accomplishment of the innovation processes
- Sales of € 65.2 million and so down on the previous year especially as a result of the discontinuation of non-strategic business segments and knock-on effects from the reorganization
- Operating EBITDA of € –1.0 million within the Group's planning
- New orders 12% and order books 4% up year on year
- Forecast for the year as a whole confirmed

**Frankfurt/Main, May 10, 2016** – euromicron AG, a medium-sized high-tech group and specialist for the Internet of Things (IoT), is today publishing its report on the first quarter of 2016. Under the reorganization that was completed in 2015, the company had laid the foundation for the Group's future, orienting it toward profitable growth. As part of the transformation phase that has now commenced, euromicron aims to gear its core business to the target markets of "Digital Buildings", "Smart Industry" and "Critical Infrastructures" by 2017. Bettina Meyer, Spokeswoman of the Executive Board of euromicron AG, comments: "The first quarter was significantly impacted by knock-on effects from the restructuring in 2015. As expected, operating business still exhibited differing trends in the first three months of the year of transformation 2016. At the same time, we can see that with implementing the Group's new strategy euromicron is on the right track."

Consolidated sales in the first quarter of 2016 were € 65.2 million and so down on the previous year's figure of € 74.6 million. This decline in consolidated sales in the period under review is mainly due to the fact that non-strategic business segments were discontinued at the end of fiscal 2015. In addition, the restrictive acceptance of large projects with a higher risk, as well as knock-on effects from the reorganization, impacted sales in the first quarter of 2016. That related in particular to euromicron Deutschland GmbH. The even lower sales base compared to the previous year consequently affected operating earnings before interest, taxes, depreciation and amortization (EBITDA), which were € –1.0 million in the period under review (previous year: € 1.4 million). However, there was a pleasing reduction of 3.6 percentage points in the material usage ratio, which can be attributed to the reorganization of sales controlling.

Bettina Meyer: "The operating EBITDA is in line with our Group planning for the first quarter of 2016. Since our business activities traditionally pick up in the course of the year, we also still assume that we'll achieve our forecast as regards sales and earnings targets for the year as a whole. I believe that assumption is strengthened not least by the positive order trend in the first quarter of 2016." At March 31, 2016, euromicron posted new orders from continuing core business operations totaling € 85.2 million (previous year: € 76.1 million) and order books of € 123.4 million (previous year: € 118.7 million). That means new orders are 12% and order books are 4% above the comparative figures for the previous year.

The Group's new strategy is to be implemented and the innovation process of euromicron AG is to be accomplished within the transformation phase in 2016 and 2017. Initial successes were already achieved in the strategic orientation toward the future market of the "Internet of Things" in the first quarter of 2016. The portfolio of euromicron Deutschland GmbH was adapted further to the new orientation, for example. At the same time, necessary measures to increase efficiency were implemented successfully. They include professionalization and standardization of business administration structures and IT systems. Jürgen Hansjosten from euromicron AG's Executive Board comments: "In addition to the implemented measures in the Group, we succeeded in initiating pilot projects for customers from the future market of the 'Internet of Things' in the first quarter of 2016. We're also investing group-wide in further sales staff in order to benefit from the huge growth potential in the IoT market. We therefore expect additional boosts that will make a positive contribution to euromicron Group's development in the coming quarters."

The full report on the first quarter of 2016 is available as of today on the company's website at [www.euromicron.de](http://www.euromicron.de) in the section "Investor Relations/Publications/Financial Reports".

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**euromicron AG** ([www.euromicron.de](http://www.euromicron.de)) unites medium-sized high-tech companies from the fields of Digital Buildings, Critical Infrastructures and Smart Industry. As a German specialist for the Internet of Things, euromicron enables its customers to network business and production processes and successfully move to a digital future. From design and implementation, operation, to related services – euromicron implements customized solutions and creates the IT, network and security infrastructures required for them. As a result, euromicron lets its customers migrate existing infrastructures gradually to the digital age. euromicron's expertise helps the company's customers increase their agility and efficiency, as well as develop new business models that lay the foundation for commercial success down the road.

The technology group is headquartered in Frankfurt/Main, has been listed on the stock exchange since 1998 and employs around 1,800 people at 30 locations. The euromicron Group comprises a total of 14 subsidiaries, including the brand names Elabo, LWL-Sachsenkabel, MICROSENS and telent. euromicron AG generated total sales of € 350 million in fiscal year 2015.

**euromicron AG**

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