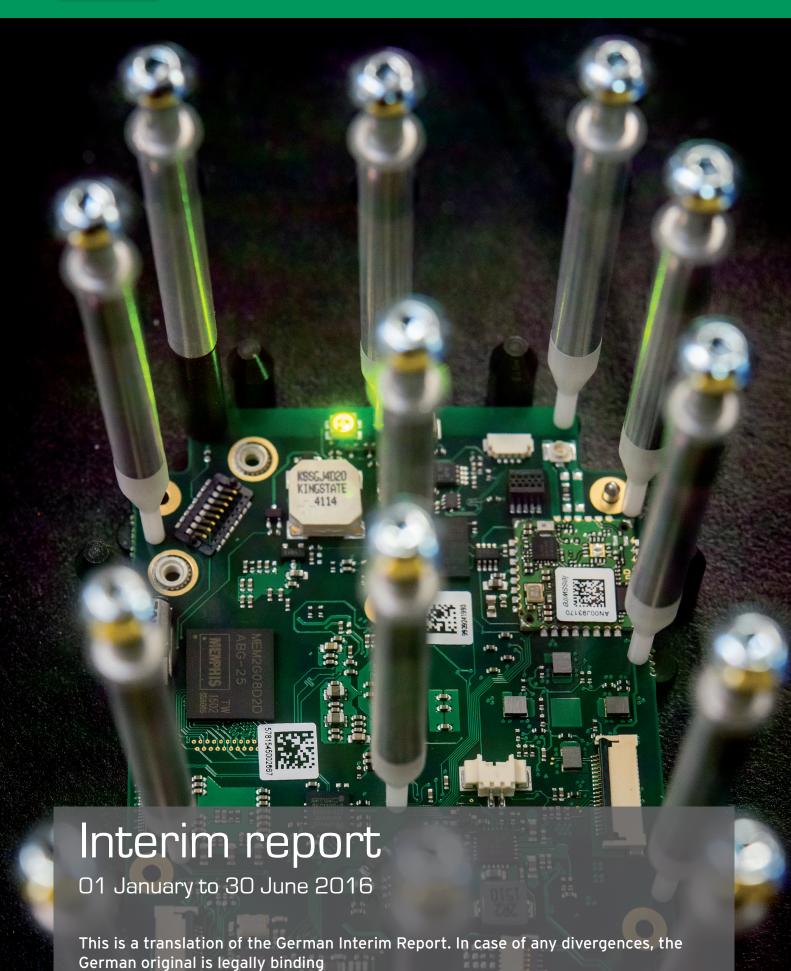


# Leading in POS Technology

... since 1990



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#### MANAGEMENT REPORT

### 1. Business performance

The economic framework conditions in the POS ("Point of Sale") sector have not changed significantly compared to the previous financial year. There continues to be intense competition with a trend towards lower sales prices with simultaneously higher-quality equipment. Growth is only possible through product innovations.

In the traditional POS business, the company continues to be benefit from the legislative initiatives for the fiscal memory obligation for POSs. The primary topics were the POS obligation that came into force in Austria on 01 January 2016 as well as the requirements imposed on POS systems in Germany by the tax authorities. With regard to the latter, a transitional regulation runs out at the end of 2016, meaning that all POS systems have to be converted to individual registration of sales by then.

In addition to the classic specialist retailer business, the company offers its end customers an attractive option of refinancing their investments in new POS models with its sales promotion model. The sales promotion model is offered through the existing sales network and uses the competency and market knowledge of the Vectron specialist trade partners locally. The financing model offered contributed to total sales with a share of 16 %.

The net sales for the reporting period were K€ 14,971 and were thus 28 % above the comparable period of the previous year. The export rate stands at to 30 %.

The majority of the investments made by Vectron (as research and development expenses) is due to the personnel expenses for own employees and is shown directly in the income statement. Work performed is thus not capitalised. According to the commercial register entry from 22 April 2016, the subscribed capital was increased. The placement of the 149,999 new shares with institutional investors in Germany and abroad resulted in the company receiving € 5.925 million gross during the reporting period. The funds received strengthen the equity capital of the company to ensure the continued organic growth of the company.

The material obligations not contained in the statement of financial position (incl. rental contract for the property at the company head office, refinancing of the successful sales promotion model) amount to K€ 7,538 and have increased only insignificantly by 1.05 % compared to the last reporting date. To support bonVito GmbH in the start phase of the sales promotion model, guarantee commitments were entered into. We refer to the explanations in the notes.

On 30 June 2016 the workforce comprised 137 employees (last reporting date 125 employees). Additionally there are 8 trainees and 12 freelance salesmen.

#### 2. Assets and financial situation

The fixed assets have decreased slightly. The development expenditure of the first half 2016 was primarily related to personnel expenditure. The design and construction plans purchased from the development partners are capitalised as intangible assets. Production tools are capitalised as tangible assets (technical installations). The majority of the fixed assets relates directly to product development. The wholly owned subsidiary bonVito GmbH founded in 2012 is capitalised under the financial assets. The company provides internet services in connection with POS systems. During the company's start phase, normal and business model-specific start-up losses were incurred. Due to the positive forecast for the future, the shares in the company are measured at the ongoing acquisition costs.

The main product lines of Vectron were switched from order production to make-to-stock production. The short-term negative effect of the additional capital commitment in the warehouse is more than compensated for in the medium to long term through flexible reaction and service times. Particularly the usual seasonal demand fluctuations can be met much better.

The receivables have increased slightly compared to the last reporting date, but remain in a normal fluctuation range with claims ranging from 40 to 59 days. Potential risks are addressed through the formation of individual and general value adjustments.

The issued capital consists of 1,649,999 no-par value bearer shares with one vote each. The total equity capital on 30 June 2016 amounts to  $K \in 13,492$ . The economic equity capital (incl. participation rights capital) amounts to 67 %.

The short-term liabilities and accruals of K€ 4,271 may be serviced at any time from the operative cash flow and the existing liquid resources. The financing of the company is secured in the medium and long term even if sales vary or there is a temporary decrease in cash flow. The financing and liquidity situation of the company can be described as very good. The changes of the cash and cash equivalents are detailed in a separate statement of cash flows.

#### 3. Profit situation

At this point we would like to point out that this half year report was created on the basis of the Bilanzricht-linie-Umsetzungsgesetz (BilRUG) [German Accounting Standards Implementation Act]. The initial application of the new BilRUG accounting standards is regulated in the HGBEG [Introductory Law to the German Commercial Code] and must be applied to financial years starting after 31 December 2015. The net sales revenues increased by approx. 28 % to K€ 14,971 compared to the comparable period of the previous year. Here it was primarily possible to benefit from the legislative initiatives for the fiscal memory obligation for POSs. It was

thus possible to achieve clear revenue increases in the segments for POS systems and goods for resale/services. At 59 %, the gross profit ratio was at the same level as the previous year. The interim result to 30 June 2016 is  $K \in 585$ .

Personnel services and sales and administrative activities are provided for the subsidiary bonVito GmbH. The majority of the other company revenues is from these services.

The personnel costs have increased significantly due to increased staffing and higher variable salary components. The largest share of the other operating expenses are the sales costs at approx. 57 %. The operating costs have a share of approx. 25 %. Administrative costs as well as other expenses only play a minor role. A reclassification of the other operating expenses into the material expenses was performed according to BilRUG.

Interest payments arise primarily for participation rights capital. Interest revenues only play a minor role. Due to the existing financing structure, the company is subject to few interest change risks.

Approximately 51 % of the material purchases in the first half of 2016 were made in a foreign currency. To limit the resulting exchange rate risk, derivative financial instruments are concluded depending on the market situation. Even though unfavourable exchange rates

may have a negative effect on the gross margin, it was still possible to achieve a slightly positive result from exchange rate variations. Other expenses by the company are not significantly influenced by exchange rate variations. The proportion of sales revenues in foreign currencies is negligible. There are at present no recognisable inflationary tendencies.

### 4. Risk reporting

For monitoring purposes and to support decision-making, Vectron has introduced a software-supported risk management system and appointed a risk management officer who reports directly to the executive board. All risks are classified and measured both qualitatively and quantitatively. There is a regular risk inventory. Changes are documented so that historical developments are transparent. The results of each assessment are recorded in a risk matrix and discussed with the executive board. If short-term counter-measures are required, these are initiated directly by the executive board.

The ongoing pricing pressure may result in investment decisions, particularly during a weak economic situation, being increasingly oriented along the sale price and not the service offered. A decline in margins that cannot be otherwise compensated would then be feasible. By offering unique selling points, Vectron has so far succeeded in being disconnected from the general pricing competition within the sector. Insofar, the aim

of technology leadership is of central significance for Vectron.

Various technical developments result in lowering market entry hurdles and in a continuous change of products and business models. Missing a new trend could damage Vectron's profitability long-term. The monitoring of competitors and other sectors in order to constantly check and adjust the company strategy is thus of great importance. For this reason, product developments are continually adjusted to current findings.

The POS sector is increasingly restricted by the requirements of the financial authorities. In addition to the fiscal memory obligation that has been standard in many countries for a long time, there are increasingly strict requirements for the recording and storing of sales data in the POS systems. These sometimes constitute a considerable interference with market activity. Corresponding political decisions are rarely agreed internationally, which may lead to distortions of competition.

There is thus continuous monitoring of legislative proposals and drafts that affect the POS sector directly, so that adjustments can be integrated into the development process at an early stage.

There are at present no significant dependencies on suppliers or individual customers. The requirements are distributed between numerous end customers. When entering into contracts with large customers, partial payments are agreed to limit the default risk. Changes in the customer structure may however have a negative effect on the risk of receivables defaults.

Economic fluctuations affect the willingness to make investments into POS systems. Sudden and unexpected economic downturns can have a significant effect on Vectron's sales. The focus on high-quality, complex system solutions has established itself as a sensible way for Vectron to achieve the best possible independence from economic fluctuations, as investment decisions for high-quality systems depend less on short-term economic trends and more on strategic decisions.

Sales variations may have a significant short-term effect on the available cash flow and thus endanger the overall financing of a company. For this reason, Vectron has chosen stable, long-term refinancing partners. Additionally, sufficient levels of liquidity holdings are kept, so that the stability of the company is ensured at all times even during longer periods of weak economic performance.

As the company buys a significant share of material in foreign currencies, unfavourable exchange rate variations may have a detrimental result on profits. Depending on the market situation, foreign currency items are thus secured with derivative financial instruments. Due to the sometimes high volatilities, these securities are

however not always available at acceptable conditions. Securing against long-term exchange rate changes is generally only possible to a very limited extent.

5. Forecast report

The intensity of the competition will remain to be felt strongly in future. It can be expected that the general market structure remains unchanged, i.e. a sector dominated by many small and regional market participants. Currently it can be observed that in particular a proportion of the globally active companies continues to withdraw from the market, thus strengthening the structure of the many small competitors. Particularly due to the complex requirements by the financial authorities and the specific regional requirements of the end customers, realising economies of scale is very difficult for many suppliers.

The integration of POS systems into the internet with corresponding new products and business models will further contribute to changing the sector. These changes will take place surely but slowly, not matching the intensity and speed of the consumer goods sector. In future, the innovative capability of the market participants will determine the competitive success even more.

A significant focus at Vectron is and remains the continuous development of the various software products.

The Vectron mobile apps for iOS and Android continue to be extended. These can be used with smartphones for order input. For POS systems of the Duratec brand there are also continuous improvements and adjustments for additional foreign markets.

The hardware for the stationary and mobile POS systems is complemented in a targeted manner through additional products that fill other niche areas (e.g. butchers) in the market.

The back office functions for reporting, data analysis and product management are extended considerably - in some cases with own products, in others through cooperations.

The Vectron-owned internet-based customer loyalty system bonVito, which is sold by the subsidiary bonVito GmbH, is continually developed further. A significant focus is also the further expansion of the internet service. This concerns both the establishment of a bonVito end customer portal as well as reporting and administration functions.

Münster, 22 August 2016

Vectron Systems AG

The executive board

Jen's Reckendorf

Thomas Stümmler

# INTERIM BALANCE SHEET to 30/06/2016

As	sets					
			30/06/2016		31/12/2015	
Α	Fixed assets	€	€	€	€	
 I						
	Intangible assets  1. Purchased concessions, commercial property rights and similar rights and values as well as licenses to such rights and values	372,356	······		431,223	
	2. Part payments made	38,117	410,472		38,117	
II	Tangible assets	•				
	1. Technical facilities and machines	423,254	•••••••••••		533,176	
	2. Other facilities, operational and business equipment	334,700			247,623	
	3. Part payments made	3,012	760,966		0	
Ш	Financial assets					
	Shares in associated companies	···	900,000	2,071,439	900,000	
В	Current assets					
I	Stocks					
	1. Raw materials, consumables and supplies	4,599,662			3,100,830	
	2. Finished products and merchandise	1,283,010	5,882,671		708,414	
II	Claims and other assets					
	1. Accounts receivable	3,694,776			3,409,512	
	- of which with a residual term of more than one year: € 294,731					
	2. Claims towards associated companies	395,972			255,279	
	- of which with a residual term of more than one year: € 0					
	- of which accounts receivable: € 395,972					
	3. Other assets	114,892	4,205,640		118,427	
Ш	Cash-in-hand, bank balances and cheques		9,980,559	20,068,870	9,457,664	
С	Accrued and deferred items			105,476	64,613	
D	Deferred tax assets			129,102	131,947	
				22.27.22	40.004.00=	
			_	22,374,887	19,396,825	

	abilities	30/06/201	16	31/12/2015
		€	€	€
A	Equity capital			
I	Subscribed capital	1,649,999		1,500,000
	- conditional capital: € 45,000			
11	Capital reserve	10,274,962		4,500,000
Ш	Retained earnings	······		
	Statutory reserve	40,000		40,000
IV	Participation rights capital I			(
V	Statement of financial position profit	1,526,590	13,491,551	1,684,70
В	Accruals and deferrals			
	1. Tax accruals	729,500		473,500
	2. Other accruals	1,273,715	2,003,215	1,480,349
С	Liabilities			
	1. Participation rights capital II	1,500,000		1,500,000
	- of which with a residual term up to one year: € 0			
	2. Liabilities towards financial institutions	3,368,410		3,789,470
	- of which with a residual term up to one year: € 421,060			
	- of which with a residual term of more than 5 years: € 0			
	3. Accounts payable	1,651,054		1,492,559
	- of which with a residual term up to one year: € 1,487,549			
	4. Other liabilities	359,458		2,935,047
	- of which from taxes: € 188,772 (previous year € 293,224)			
	- of which in the context of social security: € 11,940 (previous year € 0)			
	- of which with a residual term up to one year: € 359,458		6,878,921	
D	Accrued and deferred items		1,200	1,200
			22,374,887	19,396,825

ln	terim profit and loss account to 30 June 2016		
		01/01-30/06/2016	01/01-30/06/2015
		€	€
1	Sales revenues	14,970,791	11,736,007
2	Increase or decrease in finished goods and work in progress inventories	2,105,427	333,140
3	Other operating revenues, of which from currency exchange: € 0 (previous year € 2,732)	533,902	427,805
4	Material costs	-9,119,573	-5,229,545
	a) Cost of raw materials, consumables and supplies, and of merchandise	-7,580,662	-4,517,858
	b) Costs for services obtained	-1,538,911	-711,687
5	Personnel costs	-3,722,533	-3,263,913
	a) Wages and salaries	-3,097,591	-2,735,885
	b) Social security, post-employment and other employee benefit costs, of which in respect of old age pensions: € 33,754 (previous year € 33,947)	-624,942	-528,028
6	Depreciation of tangible and intangible fixed assets	-272,844	-320,600
7	Other operating expenses, of which from currency exchange: € 0	-3,237,530	-3,139,298
8	Other interest and similar income, of which from the discounting of provisions: € 0 of which from associated companies: € 0	25,081	24,609
9	Other interest and similar expenses, of which from the compounding of provisions: € 0 of which from associated companies: € 0	-242,445	-6,598
10	Income from ordinary business	1,040,276	561,607
11	Income tax expenditure, of which latent taxes: revenue € 2,845 (previous year: revenue € 1,775)	-457,491	-161,079
12	Other taxes	1,604	-1,674
13	Remuneration for participation rights capital		-126,949
14	Half year profit	584,389	271,905

		01/01-30/06/2016	01/01-30/06/2015
		€	€
	Ordinary period result before income tax	1,040,276	432,984
+	Depreciation on fixed assets	272,844	320,600
<b>+</b>	Increase/decrease of other accruals, where these are not allocated to the investment or financing activity	-211,434	260,320
<b>+</b>	Other non-operative expenses	61,000	14,020
	Increase in stocks, accounts receivable as well as other assets not allocated to investment or financing activity	-2,592,913	-1,707,932
	Increase/decrease in accounts payable as well as other liabilities not allocated to investment or financing activity	-2,417,095	52,069
	Payments from exceptional items	0	0
	Income taxes paid	-197,042	-123,854
=	Operating cash flow	-4,044,363	-751,793
· · · · · · ·	Cash receipts from disposals of tangible fixed assets	0	1,208
	Payments for investments into tangible fixed assets and intangible fixed assets	-194,144	-142,390
	Payments for investments into financial assets	0	0
=	Cash flow from investment activity	-194,144	-141,182
 - 	Cash receipts from equity injections	5,924,961	0
	Payments silent partner	0	0
	Payments to company owners (dividends)	-742,500	-450,000
-	Cash receipts from borrowing	0	4,000,000
	Payments from the redemption of loans	-421,060	-60,059
=	Cash flow from financing activity	4,761,401	3,489,941
 = 	Cash change to the cash and cash equivalents	522,894	2,596,966
-	Cash and cash equivalents at the start of the period	9,457,664	5,110,449
_	Cash and cash equivalents at the end of the period	9,980,559	7,707,415

### Notes on the interim financial report 30 June 2016

### 1. General information on the company

Vectron Systems AG Münster is active in the production and sales of intelligent POS systems (POS systems) and communication software for the networking of branch operations. The location Münster is both the production centre and the administrative head office from which the domestic and international sales regions are supplied.

Company: Vectron Systems AG Head office:

48155 Münster

Willy-Brandt-Weg 41,

District Court Münster Register court:

Commercial register no.: B 10502

Executive board: Jens Reckendorf,

Thomas Stümmler

## 2. Information of the interim financial report and on the accounting and assessment methods

This interim financial report to 30 June 2016 was compiled in the Euro (€) currency on the basis of the regulations under German commercial law and the supplementary, legal form-specific statutory and legal regulations. The initial application of the new BilRUG accounting standards is regulated in the HGBEG [Introductory Law to the German Commercial Code] and must be applied to financial years starting after 31 December 2015.

The structure of the statement of financial position and the income statement complies with commercial law regulations and supplementary, legal form-specific legal regulations. The income statement is structured pursuant to Section 275 (2) HGB [German Commercial Codel in accordance with the total cost format. The option right under Section 265 (5) HGB was exercised. Pursuant to Section 267 (2) HGB, the company is a medium-sized corporation. The shares are traded in the Entry Standard of Deutsche Börse AG, a section of the open market.

The intangible assets and the tangible fixed assets are measured at acquisition cost. Self-produced intangible fixed assets have not been activated. Assets that are subject to wear and tear are reduced by planned linear depreciation. The financial assets are measured at acquisition cost. The planned depreciations are generally determined on the basis of the following operating lives across the group.

Category	Years
IT programs/other rights	3-10
POS software/construction plans	5-6
Tangible fixed assets	3-13

Stocks are measured at acquisition or production costs. The acquisition costs correspond with the most recent purchase prices. The finished products are measured at production costs, i.e. manufacturing and general material costs as well as the manufacturing-related value reduction of the fixed assets were considered. The lower fair value was applied if this was below the acquisition or production costs on the reporting date. Interest for borrowed capital is not included.

Accounts receivable, other assets as well as the liquid funds are accounted at the par value. Default and value risks affecting the accounts receivable have been suitably considered through itemised valuation allowances and provisions for doubtful accounts.

Assets and liabilities in foreign currency were measured as of the reporting date at the average spot exchange rate. All foreign currency items have terms of less than one year.

Accruals are set at the fulfilment amount required in accordance with a prudent commercial assessment. Liabilities are set at their fulfilment amounts.

#### 3. Illustrations on assets

The intangible assets contain in particular hardware construction plans for POS models. The construction

plans are written off according to the average useful life of the POS models over a period of five to six years.

Vectron Systems AG owns 100 % of the shares in the subsidiary bonVito which was founded in 2012. The head office of BonVito GmbH is in Münster at the same address as the parent company. The equity capital of bonVito GmbH as of 30 June 2016 is € 207,235. The company finished the first half of 2016 with a deficit of € 60,739. Due to the expected positive development of the subsidiary, the investment book value is set at the acquisition costs. There is no obligation to prepare consolidated financial statements pursuant to Section 293 HGB.

The stocks mainly consist of raw materials, consumables and supplies for the production of the POS models. Goods for resale only play a minor role. For some product lines there is a move from order production to make-to-stock production to shorten delivery periods. The amount of the finished products has thus correspondingly increased compared to the last reporting date.

Due to temporary differences between the valuations of assets and liabilities under commercial law and tax law, in future years there will be a tax relief. Deferred tax assets were formed at the amount of this tax relief on the basis of differences regarding the useful life of some fixed assets. The measurement was made at a tax rate of 31.9 %.

As a result of the capitalisation of deferred tax assets, profits can only be paid out if the accruals freely available after the pay-out amount to at least € 129,102 plus a profit carried forward and minus a loss carried forward.

4. Illustrations on liabilities

The shares listed in the subscribed capital are no-par value bearer shares with one vote each and a book value of  $\in$  1.

With approval of the supervisory board, the executive board is authorised to increase the subscribed capital of the company during the period up to 06 June 2018 through issuing new bearer shares against a cash or non-cash contribution once or repeatedly, but not exceeding a total of  $\in$  750,000 (authorised capital).

Further, the subscribed capital is conditionally increased by up to & 45,000 through the issuing of up to 45,000 new bearer shares. The conditional capital increase ensures that pre-emptive rights are granted to company managers. On the reporting date, 27,500 pre-emptive rights with a volume of & 27,500 were issued. No pre-emptive rights have been redeemed so far.

In accordance with Section 71 (1) 8 AktG [German Stock Corporation Act], the company is entitled to buy own shares during the period up to 12 June 2020. The purchase is limited to a quantity corresponding to 10 % of the existing subscribed capital. The authorisation can be exercised within the upper limit in full or in partial

Equity capital development (Euro)	Subscribed capital	Capital reserve	Statutory reserve	Participation rights capital I	Balance profit *	Sum
Equity capital at 01/01/2015	1,500,000	4,500,000	40,000	2,760,000	951,612	9,751,612
Dividend payout					-450,000	-450,000
Value adjustment				-276,000		-276,000
Reclassification in other obligations				-2,484,000		-2,484,000
Annual net income					1,183,089	1,183,089
Equity capital at 31/12/2015	1,500,000	4,500,000	40,000	0	1,684,701	7,724,701
Dividend payout					-742,500	-742,500
Capital increase	149,999	5,774,962				5,924,961
Half year profit					584,389	584,389
Equity capital at 30/06/2016	1,649,999	10,274,962	40,000	0	1,526,591	13,491,551

<sup>\*</sup> The balance profits of  $\in$  1,526,591 (previous year  $\in$  773,517) contains a profit carried forward of  $\in$  942,201 (previous year  $\in$  501,612).

amounts. The purchase can be made via the stock exchange or through a public offering. This was not exercised during the financial year.

Interest-bearing securities loans have been provided by the three founding shareholders, these have participation rights (partially tax-deductible) to the fixed interest rate and no right to participation in liquidation proceeds (participation rights capital I). The founding shareholders' loans to the company refer to securities of the Hansa Group AG, Münster (WKN 760860).

The securities loans have a term up to 31 December 2015. They are subordinate, cannot be recalled if the company's economic situation deteriorates and cannot be terminated during the term. Additionally, the loans, interest etc. are subject to the maturity condition that they can be fulfilled from the borrower's own resources that are available for a free payout to the shareholders and do not originate from its liquidation proceeds.

Both the borrower and the loan provider have the option right on the return day to fulfil or demand money instead of the return of the securities (Hansa Group shares), if the exchange-traded price of the Hansa Group share exceeds or falls below the price of the Hansa Group share on the relevant issue date (€1,38) by at least 10%. As the exchange-traded price of the Hansa Group share fell below the lower threshold detailed above, the participation rights capital is listed at the fulfilment amount of the company of € 2,484,000.

Due to the final maturity, the listing is no longer under equity capital with a separate listing in the statement of financial position as participation rights, but under the other liabilities. The payment of the participation rights capital is made under consideration of interest of  $K \in 2,521$  to the end of May.

The following funds managed by Alto Invest SA, France, contain summarily 85,000 shares and an equal number of voting rights (5.67 %) according to notification dated 04 June 2016:

- ALTO INNOVATION 2012: 21,190 shares and voting rights (1.41 %)
- FORTUNE EUROPE 2013: 28,750 shares and voting rights (1.92 %)
- FCPI EUROPE LEADERS: 35,060 shares and voting rights (2.34 %)

The other accruals that are comprehensively classified as short-term are primarily distributed amongst the following areas:

Designation	Euro
Annual leave/overtime/variable compensation components	244,385
Outstanding purchase invoices	638,444
Other accruals	390,886
Sum	1,273,715

By way of resolution made at the annual general meeting on O7 June 2013, participation rights capital of

up to  $\in$  10,000,000 can be issued. The participation rights exclusively establish rights under the law of obligations and do not give rise to membership rights. With the supervisory board's agreement, the executive board exercised this right and issued participation rights amounting to  $\in$  1,500,000 (participation rights capital II). The subordinate participation rights capital II has a residual term up to 15 February 2019.

The liabilities to financial institutions result from an unsecured development loan and amount to  $K \in 3,368$  by the reporting date.

The other liabilities contain outstanding liabilities for the participation rights capital I+II of  $\in$  153,115.

Regarding the accounts payable, the usual retentions of title from the acquisition of assets exist.

# 5. Notes on the interim profit and loss calculation

A large proportion of the sales is achieved through internally developed and produced Vectron POS systems. In addition to the sale of hardware, the internally developed software (network communication, expansion licences) are also sold. Furthermore, Vectron's complete portfolio is rounded off by peripheral appliances (printers, scanners, POS drawers etc.) and services.

In addition to the classic specialist trade partner sales business, the company also offers a sales promotion model ("sale-and-lease-back with subsequent sublease of these POSs by Vectron to end customers"). Within the framework of this model, the sales revenues from sublease ( $K \in 953$ ; previous year:  $K \in 850$ ) during the term always need to be viewed against (almost) identical leasing expenses ( $K \in 731$ ; previous year:  $K \in 680$ ) under the material expenses item. Additionally, direct sales costs are incurred through this model ( $K \in 796$ ; previous year:  $K \in 418$ ) which are contained in material expenses. Following elimination of these effects, a corrected turnover of  $\in 13.4$  million (previous year:  $\in 10.3$  million) as well as a gross profit ratio of 59.2 % (previous year: 59.7 %) exists.

As during the previous year, the other company revenues largely result from personnel services and sales and administrative activities for the subsidiary bonVito GmbH.

Amortisations are made for the normal operating life. There are no amortisations for purchased goodwill.

The income statement contains expenses for the auditor's fees for the audit of the annual financial statement of  $\in$  14,000 and for tax advisory services of  $\in$  6,000.

During the first half of 2016, payments of  $\in$  54,847 arose for the participation rights capital I and of  $\in$  36,467 for the participation rights capital II.

Segment (Euro) to 30/06	Period	Germany	EU	Third country	Sum
POS systems	2016	7,033,825	2,582,514	143,122	9,759,462
	2015	5,503,557	1,730,117	288,230	7,521,904
Software	2016	668,422	317,431	17,386	1,003,239
	2015	935,740	335,515	53,876	1,325,131
Goods for resale/service	2016	2,760,105	1,308,991	51,220	4,120,316
	2015	1,834,831	1,009,750	44,391	2,888,972
Total	2016	10,462,352	4,208,936	211,728	14,883,017
	2015	8,274,128	3,075,382	386,497	11,736,007
Reclassification effect BilRUG	2016	87,774			87,774
Total under BilRUG	2016	10,550,126	4,208,936	211,728	14,970,791
Percentage	2016	70.5	28.3	1.4	100.0
	2015	70.5	26.2	3.3	100.0

The income taxes which are listed in the income statement are wholly the result of the income from ordinary business.

The statement of financial position was compiled under consideration of the partial use of the half year result. The executive board did not exercise the option of endowment of statutory reserves.

#### 6. Other information

Other financial obligations in the form of liquidity-protecting leasing obligations amount to  $\in$  7,537,740.

There are contingent liabilities in the form of guarantees in favour of the associated company pursuant to Section 251 HBG of  $\in$  736,812. Due to the anticipated positive development of the subsidiary these are not expected to be utilised.

During the reporting period, an average of 143 employees (of which 135 full-time employees and 8 part-time employees) worked at Vectron Systems AG.

The members of the executive board can be contacted at the company's administrative address. Mr Jens Reckendorf is the managing director for the business divisions technology and development, Mr Thomas

Other financial obligations (Euro)	of which residual term			
	Total	up to 1 year	1 to 5 years	over 5 years
Leasing obligations*	3,540,418	1,523,928	2,016,490	0
Rental obligations	3,997,322	813,015	2,439,044	745,263
Sum	7,537,740	2,336,942	4,455,534	745,263

The sale-and-lease-back transactions concluded within the framework of the sales promotion model have terms of 36 or 48 months with a residual volume for the following financial years of  $\in$  3,148,492, which must be viewed against slightly increased sublease contracts.

Stümmler is the managing director for the divisions finance and marketing/sales. A spokesperson for the executive board has not been appointed.

The supervisory board consists of the following three members:

- Mr Christian Ehlers (chairman), lawyer
- Mr Maurice Oosenbrugh (vice chair), merchant, managing director EUCON GmbH
- Mr Heinz-Jürgen Buss, Dipl.-Kaufmann [business administration graduate], managing director Winkelmann Group GmbH & Co. KG

Münster, 22 August 2016

Vectron Systems AG

The executive board

erks Reckendorf / Thomas Stümmler

