9-Month-Report 2024





Key Figures

in € m*	01/01 – 09/30/2024	- 01/01 09/30/2023	Changes to previous year
Sales revenues	136.7	157.5	-13 %
Incoming orders	133.5	128.3	4 %
Gross results	63.5	68.3	-7 %
Gross profit margin	46.5 %	43.4 %	3.1 Pp.
Full costs for research and development	21.2	29.4	-28 %
Research and development ratio	15.5 %	18.7 %	-3.2 Pp.
EBITDA	9.0	3.3	>100 %
EBIT	-4.3	-15.0	71 %
EBT	-4.9	-16.1	70 %
EBT Margin	-3.6 %	-10.2 %	6.6 Pp.
Net income	-6.7	-17.5	62 %
Weighted average number of shares	30,739,287	30,230,531	2 %
Result per share (€)	-0.22	-0.58	-63 %
Cash flow from operating activities	12.8	-0.1	>100 %
Cash flow from investing activities	-11.3	-11.0	-3 %
Free cash flow	1.5	-11.1	>100 %

in € m*	09/30/2024	12/31/2023	Changes to previous year
Total assets	239.9	255.8	-6 %
Long-term assets	136.7	136.7	0 %
Equity	132.0	139.2	-5 %
Borrowed capital	107.9	116.6	-7 %
Equity ratio	55.0 %	54.4 %	0.6 Pp.
Net cash	-31.3	-28.9	-8 %
Working capital	53.7	55.6	-3 %
Average number of employees over the year (full time equivalents)	890	1.059	-16 %
Share price (XETRA) in €	8.99	11.64	-23 %
Number of shares n circulation	30,743,000	30,736,812	0 %
Market capitalization	276.4	357.8	-23 %

*unless otherwise stated

Overview of the first nine months of 2024:

- ▶ Incoming orders: € 133.5 million (previous year: € 128.3 million, +4 %)
- Sales: € 136.7 million (previous year: € 157.5 million, -13 %)
- ► EBITDA: € 9.0 million (previous year: € 3.3 million, >+100 %)
- EBT: € -4.9 million (previous year: € -16.1 million, +70 %)
- ▶ Net result: € -6.7 million (previous year: € -17.5 million, +62 %)
- ► Free cash flow: € 1.5 million (previous year: € -11.1 million, >+100 %)

Dear Shareholders,

It has been a very intense nine months. After the restructuring in the second half of the year, it was important to look forward again in order to return to a profitable growth path as quickly as possible and to drive forward our transformation into a full-range and solutions provider with determination. After a gradual increase in incoming orders and sales in the first two quarters and a break-even result in the second quarter, both key figures declined in the third quarter due to the renewed weakening of the global capital goods markets. Despite strict cost discipline and an improved gross margin, declining sales pushed the Group back into the loss zone in the third quarter.

Basler AG's decline in incoming orders and sales coincides with a period of cautious macroeconomic outlook, global declines in purchasing managers' indices for the industry and ongoing geopolitical risks. As a result of the deteriorating conditions, the German Engineering Federation (VDMA) reduced its sales forecast for the German computer vision industry at the beginning of October and now expects industry sales to fall by 10 % in 2024 compared to the previous year. Consistent with these assessments is the more sceptical feedback we have recently received from our customers regarding business performance.

Due to the currently weak sales performance, we have come to the conclusion that the lowering of the break-even point to below \notin 200 million in 2023 is not sufficient to return Basler AG to profitability at the present time. We have therefore decided to lower the profit threshold for the financial year 2025 to below \notin 180 million. To achieve this, we need to further reduce personnel costs and keep operating expenses and investments at a low level.

Due to the loss incurred in the first nine months, the weak market outlook and the oneoff costs associated with the reduction in headcount, we are significantly reducing our sales and earnings forecast for the full year 2024. Sales revenues are now expected to be within a corridor of \in 178-184 million (previously \in 190-200 million). Depending on the development of the remaining sales risks and whether the planned headcount reduction can be fully implemented by the end of 2024, a negative pre-tax result within a corridor of \in 8 to 12 million (previously pre-tax return of 0 % to 3 % or pre-tax result of \in 0 to 6 million) is expected.

The supervisory board has taken the revision of the sales and earnings forecast as an opportunity to reorganize the management board. Alexander Temme, the current Chief Commercial Officer (CCO) of Basler AG, will leave the company at the end of the year. The CCO role will be taken over by Hardy Mehl, the deputy chairman of the management board and long-standing Chief Financial Officer of Basler AG. Hardy Mehl has been with the company for 25 years. Thanks to his previous work at Basler AG, he has many years of experience in the industry and in the international marketing of computer vision products. To support Hardy Mehl, the company will temporarily hire experienced management resources in the area of marketing. The Supervisory Board sincerely thanks Alexander Temme for his great commitment and wishes him every success and all the best for his professional future. Furthermore, the Supervisory Board has arranged the succession of Hardy Mehl in his role as Chief Financial Officer and has appointed a new CFO for Basler AG as of 1 January 2025. Details will be announced during the fourth quarter.

The following nine-month report is intended to give you a deeper insight into the year to date and the reasons for our recent decision to further lower the break-even point.

Your management board

Business Development

Incoming orders for the first nine months of 2024 amounted to \in 133.5 million (previous year: \in 128.3 million). The positive growth trend that started in the fourth quarter of 2023 was interrupted in the third quarter of 2024 due to a renewed weakening of the markets. Sales decreased by 13 % to \in 136.7 million (previous year: \in 157.5 million) compared to the same period of the previous year, in which an increased order backlog due to the chip crisis was still being reduced. The main reason for the low level of incoming orders and sales was the persistently weak demand from the consumer electronics, logistics and laboratory automation equipment industries. The Asia and North America regions remained at a very low level. Demand from the previously robust Europe region also started to weaken. Increased inventories at our customers as a result of over-ordering during the chip crisis further dampened the already low demand. Persistently high interest rates and ongoing geopolitical tensions also contributed to the negative environment.

The German Engineering Federation (VDMA) reports a nominal decline in sales of -15 % for German machine vision component manufacturers at the end of September 2024 compared to the previous year. In the same period, incoming orders for the industry fell by -6 %. On 8 October, the VDMA reduced its forecast for the year from -3 % to -10 % due to the ongoing market weakness and the subdued outlook.

In the first two quarters, Basler AG performed in line with its forecast. Due to the deteriorating market environment, the third quarter closed with a loss. The accumulated pre-tax loss after nine months amounted to \notin -4.9 million.

Product Development & Product Launches

In the first nine months of 2024, development activities were carried out on a large number of forward-looking projects. The full cost of development services in the first nine months amounted to \in 21.2 million (September 30, 2023: \in 29.4 million). Although R&D costs were significantly reduced in absolute terms, at 15.5 % of sales they were still above the target rate of around 13 % due to weak demand in the first nine months. This is accepted on a temporary basis in order to implement the transformation to a full-range and solutions provider in terms of technology and products. In September, Basler AG expanded its software offering to include pylon AI.

This software provides image analysis functions based on artificial intelligence. In contrast to conventional algorithms, these functions are better able to solve complex image processing tasks (e.g. pattern classification) and are easier for customers to configure. The new performance benchmarking included in the software is unique: pylon Al shows customers the expected evaluation performance of an Al model for a variety of processors and Al accelerators, enabling them to easily select the most suitable or cost-effective processing hardware in terms of frame rate, latency, accuracy and power consumption.

At the world's leading trade fair for the computer vision industry, VISION, from 8 to 10 October 2024, Basler, as a leading international computer vision expert, presented a broad, well-coordinated portfolio of image processing hardware and software. At the Basler booth, visitors were able to experience new line scan, area scan, and 3D cameras with matching lenses, illumination, and processor boards, as well as pylon AI, our new AI software for image analysis, in live demonstrations. Despite a decline in industry sales, the show attracted a record number of visitors. At the Basler AG booth, the targets set in advance were exceeded.

Outlook

The upward trend in incoming orders and sales in the first half of the year was interrupted by the weakening market in the second half of the year. Given the negative conditions for the global capital goods markets, the current weak demand is expected to continue in the upcoming quarters.

As a result of the loss incurred in the first nine months of the year and the onetime costs associated with the planned reduction in headcount, the company will not be able to achieve its forecast for the financial year 2024. As a consequence, the management board significantly lowers its sales and earnings forecast for the fiscal year 2024. Sales revenues are now expected to be in a corridor of \in 178 to 184 million (previously \in 190 to 200 million). The one-time expenses included in the forecast amount to approximately \in 5.5 million. Depending on the occurrence of the remaining sales risks and whether the planned headcount reduction can be fully implemented by the end of 2024, a negative pre-tax result within a corridor of \in 8 million to \in 12 million is expected (previously pre-tax return of 0 % - 3 % or pre-tax result of \in 0 - 6 million).

Interim Management Report including essential Supplementary Disclosures of the Consolidated Annual Financial Statement of December 31, 2023 according to IFRS

Report on profit, finance, and asset situation

After developing positively since the fourth quarter of 2023, incoming orders and sales declined significantly in the third quarter of 2024 due to seasonal effects and renewed market weakness compared to the second quarter.

Compared to the first nine months of the previous year, sales decreased by 13 % to \notin 136.7 million (previous year: \notin 157.5 million). When comparing these figures, the base effect from the first half of 2023 must be taken into account, which is explained by the reduction of order backlogs from fiscal year 2022 and the resulting strong sales. By contrast, incoming orders had already declined significantly in the first half of 2023. Compared to the first nine months of the previous year, sales in the current fiscal year 2024 increased to \notin 133.5 million (previous year: \notin 128.3 million), a slight increase of 4 %.

Sales and Incoming Orders

For the last seven quarters (in € million)



* order entry in 2023 excluding cancellations of orders placed in previous years; no significant amount of cancellations in 2024

Sales by Regions

The regional distribution of sales changed slightly compared to the previous year due to a slight decline in European business: Europe 36 % (previous year: 38 %), Americas 16 % (previous year: 16 %) and Asia 48 % (previous year: 46 %).



At 46.5 %, the gross profit margin for the first nine months of 2024 was slightly above

Gross Profit and Gross Margin

the previous year's level, but significantly above the level of the second half of 2023. In the first and second quarter, the gross profit margin increased to a level of up to 48.1 % and fell slightly in the third quarter, particularly due to the low sales volume and the associated lower fixed cost degression. Throughout the period, the gross profit margin was impacted by increased material costs resulting from the chip crisis, weak currencies in China and Japan and low production capacity utilization. Price pressure continued as a result of intense competition, particularly in the Chinese market.



Pre-tax Result

After Basler AG returned to profitability in the second quarter, the decline in sales in the third quarter led to a pre-tax loss of \notin 2.6 million. The accumulated pre-tax result for the first nine months was \notin -4.9 million (previous year: \notin -16.1 million). The net after-tax result for the first nine months amounted to \notin -6.7 million (previous year: \notin -17.5 million).



EBT in € million

EBT before restructuring costs in € million

Asset Situation

There has been no significant change in non-current assets compared to December 31, 2023.

Due to weak demand, inventories could not be reduced in the course of the first nine months and remained unchanged at a high level of \in 44.3 million. Significant reductions in inventories are not expected until the next financial year.

Development of Equity

Equity decreased to \notin 132.0 million in the first nine months (December 31, 2023: \notin 139.2 million). The equity ratio was 55 % as of September 30, compared to 54.4 % as of December 31, 2023.

Cash Flow and Liquidity

The operating cash flow amounted to \notin 12.8 million (previous year: \notin -0.1 million).

Cash flow from investing activities amounted to \notin -11.3 million (previous year: \notin -11.0 million) and includes investments in tangible and intangible assets, the investment in Roboception GmbH and the contractually agreed acquisition of 75 % of the shares in Basler France in 2022.

Cash flow from financing activities amounted to \in -9.8 million (previous year: \in 16.1 million). The main factors influencing this item were the repayment of bank loans and the repayment of finance lease liabilities.

In total, the free cash flow amounted to \in 1.5 million (previous year: \in -11.1 million). Cash and cash equivalents decreased from \in 32.2 million (December 31, 2023) to \in 23.9 million. Net debt after deduction of all bank liabilities amounted to \in 31.3 million (December 31, 2023: \in 28.9 million).

Cash Flow

For the last seven quarters (in € million)





Events after the end of the interim reporting period

Employees

As of the reporting date of September 30, 2024, the Basler group employed 869 (December 31, 2023: 942) employees (calculated in full-time equivalents). Compared to the previous year, the number of employees in full-time equivalents decreased by 167 (September 30, 2023: 1,036).

Report on Significant transactions with related parties (entities and individuals)

There have been no material related party transactions since the reporting date of December 31, 2023.

Opportunities and Risks Report

Regarding significant opportunities and risks of the probable development of the company, we refer to the group management report as of December 31, 2023. In the first half of the year, an analysis was made of the risks that have arisen in the area of incoming orders and business development. The next comprehensive group-wide risk inventory will take place in the third and fourth quarters of 2024

Notes to the interim statement according to IFRS

The interim statement of Basler was prepared according to the International Financial Reporting Standards (IFRS) as applicable within the European Union (EU), the interpretations of the International Financial Reporting Interpretations Committee (IFRIC), as well as the Standing Interpretations Committee (SIC). The interim statement was

prepared according to the provision of the IAS 34. The interim financial statements as of September 3, 2024 are unaudited and have not been reviewed by an auditor. The interim financial statements have been prepared using generally the same accounting policies as those used in the annual financial statements as at December 31, 2023.

For significant changes of the consolidated balance sheet, the consolidated income statement as well as the consolidated cash flow statement, we refer to the report on the profit, finance, and asset situation. The statements on IFRS 9 made in the consolidated financial statements as at 31 December 2023 have not changed in the first quarter of the current financial year. To date, the Basler group has not been able to identify any changes in the payment behavior of customers that would have led to a different valuation of trade receivables. There were no findings that would have led to a revaluation of the lease accounting in accordance with IFRS 16 as at the reporting date.

Basler in the Capital Market

The business development and the restructuring program as well as the fundamental sentiment in the capital markets regarding small and mid caps have been clearly reflected in the share price of Basler over the past quarters. In addition to the determined management of the restructuring program, management has again intensified the active exchange with the capital market in recent months through conferences, roadshows and video calls. In the coming quarters, management will continue to report transparently on the market situation and the progress of the transformation to a solution provider.



Shareholder Structure*



The share capital of Basler AG amounted to \in 31.5 million at the end of the quarter on September 30, 2024, divided into 31.5 million no-par-value bearer shares at \in 1.0 each.

Shareholdings Management

	09/30/2024 Number of shares in pieces	12/31/2023 Number of shares in pieces
Supervisory Board		
Norbert Basler	0	0
Horst W. Garbrecht	10,000	10,000
Alexander Jürn	0	0
Tanja Schley	0	0
Lennart Schulenburg	0	0
Prof. Dr. Mirja Steinkamp	12,793	12,793
Management Board		
Arndt Bake (until December 31, 2023)	-	7,311
Dr. Dietmar Ley	1,145,495	1,143,669
Hardy Mehl	38,388	36,683
Alexander Temme	4,533	3,400

Treasury Shares

As of the reporting date of September 30, 2024, the company holds 757,000 treasury shares, or 2.42% of the share capital of 31.5 million shares, on the basis of the new authorization to acquire and use of treasury shares in accordance with Section 71 (1) no. 8 AktG, the company still holds 757,000 treasury shares, or 2.42 % of the share capital of 31.5 million shares, as of the reporting date of September 30, 2024.

As part of the remuneration of the management board for the 2023 financial year, 1,826 treasury shares were transferred to Mr. Dietmar Ley, 1,705 to Mr. Hardy Mehl and 1,133 to Mr. Alexander Temme at the end of May 2024.

German Corporate Governance Code

The current declaration of the management board and the supervisory board pursuant to § 161 of the German Stock Corporation Act (AktG) regarding the German Corporate Governance Code was made continually available to the shareholders on the company's website at:

www.baslerweb.com/en/investors/declaration-of-compliance/

Declaration of the Legal Representatives

We affirm to the best of our knowledge that the interim consolidated financial statements, in accordance with the accounting principles applicable to interim reporting, provide a true and fair view of the group's asset, financial, and earnings situation and that the group's interim management report represents a true and fair picture of the course of business, including the operating result, and the group's financial situation as well as describing the essential opportunities and risks concomitant with the expected development of the group during the remainder of the fiscal year.

The management board

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Dr. Dietmar Ley

Hardy Mehl A CFO/COO C

Alexander Temme ссо

Consolidated Profit and Loss Statement

in € k	01/01/ - 09/30/2024	01/01/ - 09/30/2023
Sales revenues	136,742	157,534
Currency result	-112	-947
Cost of sales	-73,143	-88,278
Gross profit on sales	63,488	68,309
Other income	980	1,378
Sales and marketing costs	-29,392	-30,886
General administration costs	-19,072	-21,560
Research and development		
Full costs	-21,240	-29,412
Capitalisation of developments	6,498	6,549
Amortizations and impairments on developments	-5,243	-9,171
Research and development	-19,985	-32,034
Other expenses	-361	-176
Operating result	-4,342	-14,969
Financial income	414	245
Financial expenses	-1,138	-1,357
Financial result	-724	-1,112
Profit shares in companies accounted for using the equity method	119	0
Earnings before taxes	-4,947	-16,081
Income taxes	-1,737	-1,436
Group net loss for the period	-6,684	-17,517
of which are allocated to		
shareholders of the parent company	-6,684	-17,517
non-controlling shareholders	0	(
Average number of shares (pieces)	30,739,287	30,230,53
Earnings per share diluted = undiluted (€)	-0.22	-0.58

Consolidated Statement of Comprehensive Income

in € k	01/01/ - 09/30/2024	01/01/ - 09/30/2023
Group net loss for the period	-6,684	-17,517
Result from currency translation differences recognized directly in equity	-492	-1,410
Other result	-492	-1,410
Total result	-7,176	-18,927
of which are allocated to		
shareholders of the parent company	-7,176	-18,927
non-controlling shareholders	0	0

Consolidated Cash Flow Statement

in € k	01/01/ - 09/30/2024	01/01/ - 09/30/2023
Operating activities		
Group net loss for the period	-6,684	-17,517
Increase (+) / decrease (-) in deferred taxes	-263	-877
Interest expenses / incoming payments for interest	1,254	1,250
Depreciation on fixed assets	13,322	18,307
Change in capital resources without affecting payment	-492	-1,410
Decrease (-) / increase (+) in accruals	1,564	-2,355
Loss (+) / profit (-) from asset disposals	0	-129
Decrease (+) / increase (-) in inventories	-242	1,240
Increase (+) / decrease (-) in advanced payments received	-321	-171
Increase (-) / decrease (+) in receivables from deliveries and services	3,693	9,885
Increase (-) / decrease (+) in other assets	3,088	-2,013
Increase (+) / decrease (-) in liabilities from deliveries and services	-1,703	-4,887
Increase (+) / decrease (-) in other liabilities	-424	-1,405
Net cash from operating activities	12,792	-82
Investing activities		
Payout for investments in fixed assets - tangible assets	-1,605	-1,355
Payout for investments in fixed assets - intangible assets	-6,013	-10,064
Incoming payments for asset disposals	535	657
Expenses for acquisitions less cash acquired	-2,996	0
Payoput for increase valuation at equity	-1,238	-240
Net cash used in investing activities	-11,317	-11,002

in € k		
Financing activities		
Payments from the repayment of loans from banks	-6,339	-1,370
Receipts / payments for the repayment of finance liabilities	-2,958	-2,635
Incoming payment for borrowings from banks	780	8,000
Interest payouts	-637	-506
Interest portion finance lease	-617	-744
Incoming payments for sale of own shares	0	17,588
Payment for the acquisition of own shares	0	C
Dividends paid	0	-4,232
Net cash used in financing activities	-9,771	16,101
Cash-effective changes in cash and cash equivalents in the period	-8,297	5,017
Cash and cash equivalents at the beginning of the period	32,228	28,701
Cash and cash equivalents at the end of the period	23,931	33,718
Composition of cash and cash equivalents at the end of the period		
Cash in bank and cash in hand	23,931	33,718
Payout for taxes	277	-2,172

Group Balance Sheet

in € k	09/30/2024	12/31/2023
Assets		
A. Long-term assets		
I. Intangible assets	43,197	44,304
II. Goodwill	49,198	45,790
III. Fixed assets	13,019	14,620
IV. Buildings and land in finance lease	20,497	22,291
V. Other financial assets	1,533	1,791
VI. Other long term assets	6,765	5,496
VII. Deferred tax assets	2,487	2,424
	136,696	136,716
B. Short-term assets		
I. Inventories	44,286	44,044
II. Receivables from deliveries and services	23,732	27,425
III. Other short-term financial assets	5,407	7,901
IV. Other short-term assets	5,191	5,68
V. Claim for tax refunds	616	1,760
VI. Cash in bank and cash in hand	23,931	32,228
	103,163	119,039
	239,859	255,755

in € k	09/30/2024	12/31/2023
Liabilities		
A. Equity		
I. Subscribed capital	30,737	30,737
II. Capital reserves	10,669	10,669
III. Retained earnings	95,789	102,473
IV. Other components of equity	-5,196	-4,704
	131,999	139,175
B. Long-term debt		
I. Long-term liabilities		
1. Long-term liabilities to banks	46,429	51,360
2. Other financial liabilities	0	522
3. Liabilities from finance lease	18,189	19,907
II. Non-current provisions	1,408	1,340
III. Deferred tax liabilities	3,022	3,222
	69,048	76,351
C. Short-term debt		
I. Other financial liabilities	8,811	9,722
II. Short-term provisions	7,973	7,248
III. Short-term other liabilities		
1. Liabilities from deliveries and services	13,492	14,672
2. Other short-term financial liabilities	3,675	5,149
3. Liabilities from finance lease	3,384	2,731
IV. Current tax liabilities	1,477	707
	38,812	40,229
	239,859	255,755

Consolidated Statement of Changes in Equity

Group's annual balance sheet according to IFRS for the fiscal year from January 1, 2024 to September 30, 2024

				0	ther components of e	quity	
in € k	Subscribed capital	Capital reserve	Retained earnings	Differences due to currency conversion	Adjustment recog- nized directly in equity Finance lease/IFRS15	Sum of other com- ponents of equity	Total
Shareholders´ equity as of 01/01/2023	29,834	7,223	107,192	2,049	-4,812	-2,763	141,486
Total result			-17,518	-1,410		-1,410	-18,928
Share buyback / Sale of own shares	894	3,446	13,248				17,588
Dividend distribution*			-4,232				-4,232
Shareholders´ equity as of 30/09/2023	30,728	10,669	98,690	639	-4,812	-4,173	135,914
Total result			3,711	-531	0	-531	3,180
Share buyback / Sale of own shares	9		72				81
Shareholders ´equity as of 12/31/2023	30,737	10,669	102,473	108	-4,812	-4,704	139,175
Total result			-6,684	-492		-492	-7,176
Share buyback / Sale of own shares							0
Shareholders ´equity as of 09/30/2024	30,737	10,669	95,789	-384	-4,812	-5,196	131,999

* € 0.14 per share (distribution in 2023 for 2022)

Events 2024

IR-Events		
Date	Event	Venue
11/25/2024 - 11/26/2024	German Equity Forum, Frankfurt	Frankfurt/Main, Germany
Shows and Conferences		
Date	Event	Venue
12/5/2024 - 12/8/2024	Healthcare + Expo Taiwan	Taipei, Taiwan



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