First Sensor

WE ENGINEER THE FUTURE

PRESENTATION OF THE FINANCIAL YEAR 2014

First Sensor

ENGINEERING THE FUTURE

Together developing the products of tomorrow

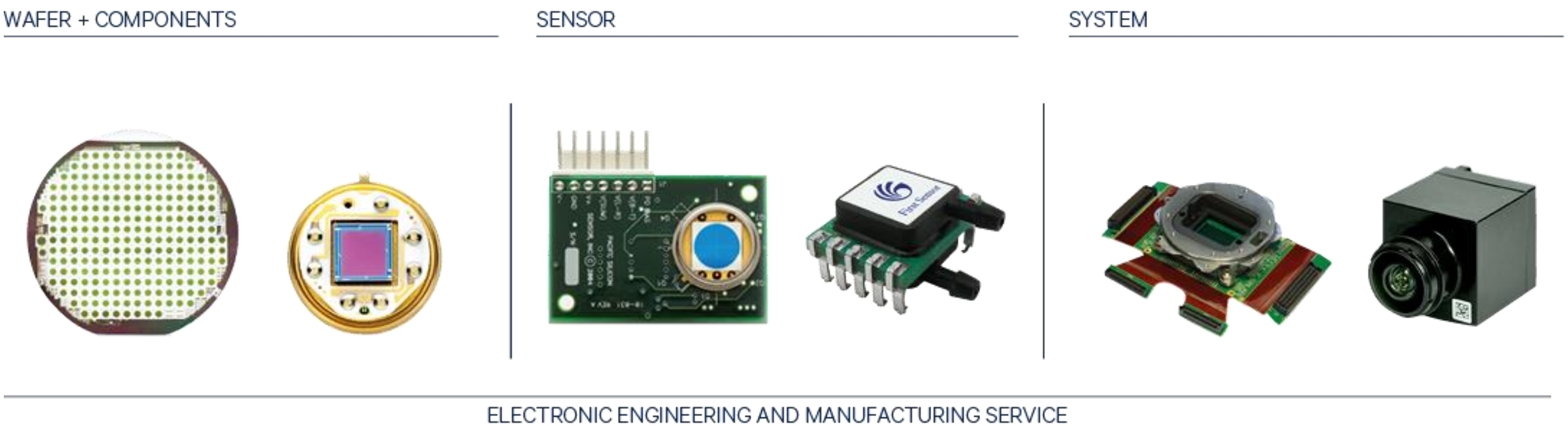
VISION
Our innovation and excellence are your success.

- Leading provider of certified top-quality sensor technology
- Development and production of standardized and tailor-made sensor solutions
- Applications in the industrial, medical and mobility growth markets

POSITIONING
We have 750 employees worldwide.

- Headquarters in Berlin
- Six German locations
- Sales and production locations in the USA, Canada, Singapore, the UK, France, Sweden, Denmark and the Netherlands
- Global sales partner network

PRODUCT PORTFOLIO
We cover the entire value chain for sensor technology.



- Product portfolio ranging from wafers and individual sensor components to conventional sensors and smart sensor systems
- Technological expertise to innovatively combine the properties of materials and components in sophisticated processes

CORPORATE STRUCTURE
We are organized in three business units.

GROUP STRUCTURE

First Sensor		
Industrial	Medical	Mobility
SALES		
COMPETENCE CENTER PRODUCTION		
COMPETENCE CENTER DEVELOPMENT		

- Three business units for greater market orientation and customer focus
- Focus on the industrial, medical and mobility growth markets
- Two competence centers for development and production
- Comprehensive sales organization

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Industrial

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Innovative solutions for
the automation of industry

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Medical

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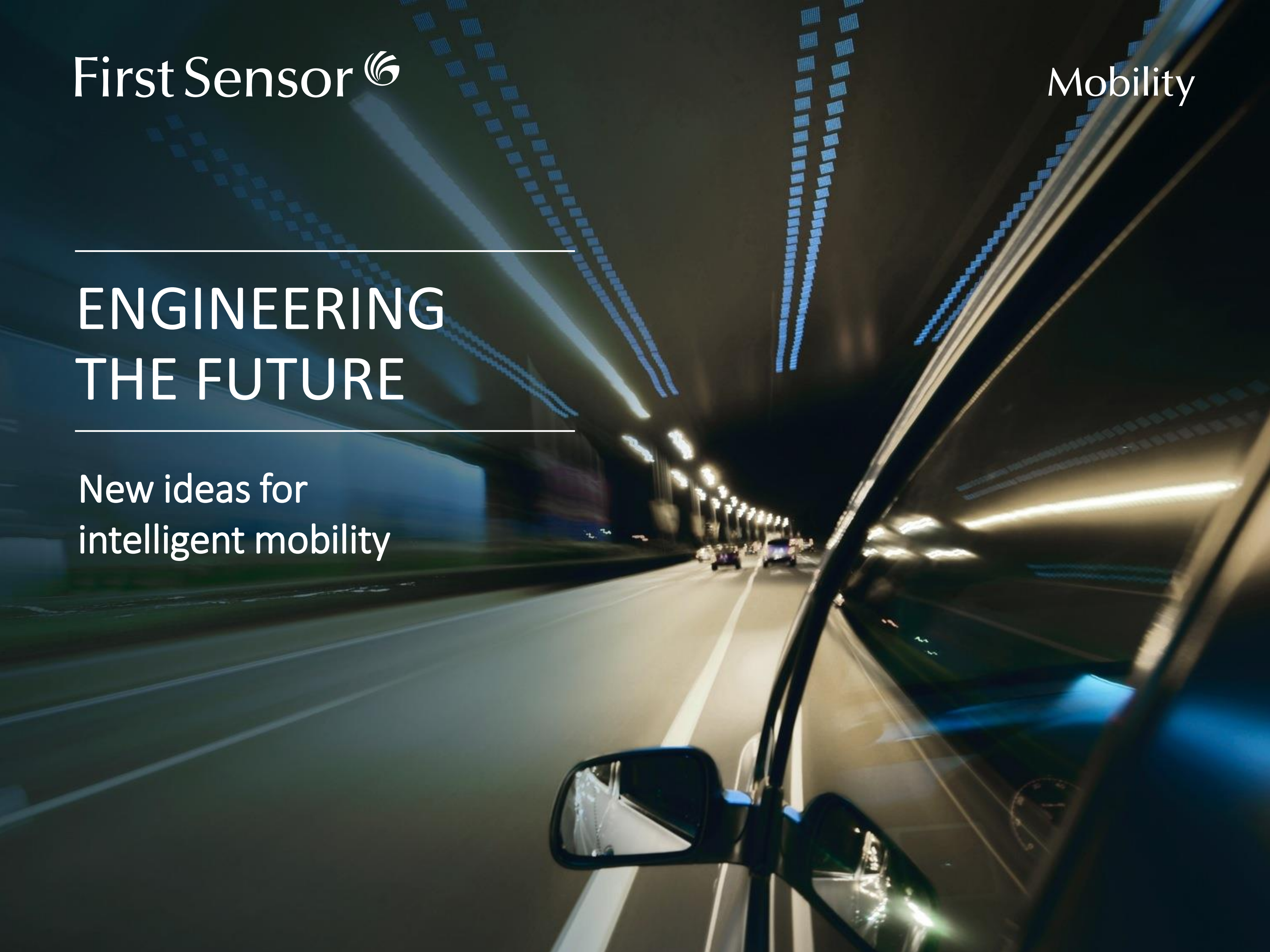
Reliable technology whenever it is needed



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Mobility

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New ideas for intelligent mobility

KEY FIGURES

FISCAL YEAR 2014 AT A GLANCE

Sales revenues

Increase of 14.2% year-on-year.

124.0 MILLION EURO

EBITDA

Improvement of more than 17%.

13.5 MILLION EURO

Incoming orders

Increase of 14.7%.

139.3 MILLION EURO

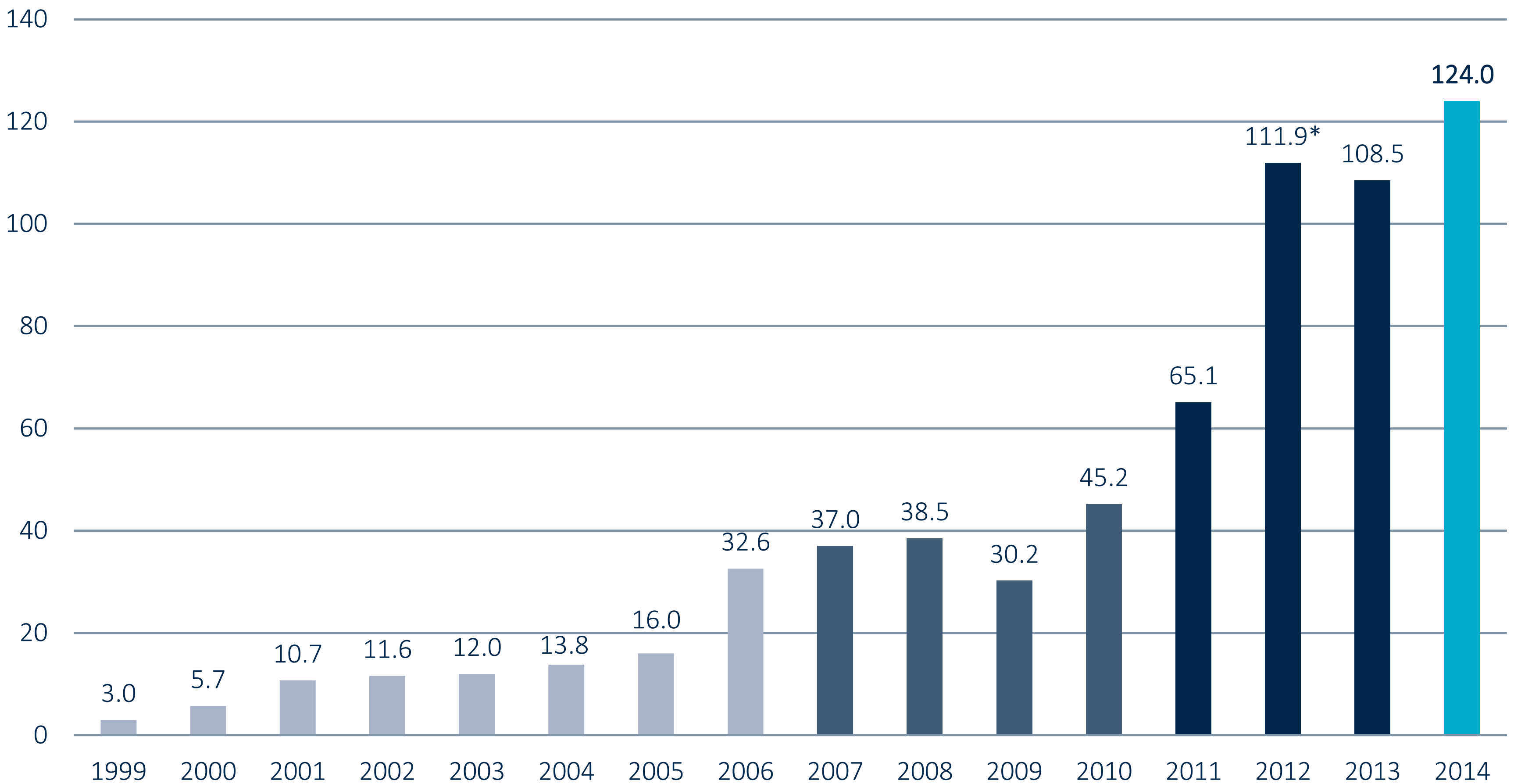
Equity ratio

Improvement of 1.4 percentage points.

49.7 %

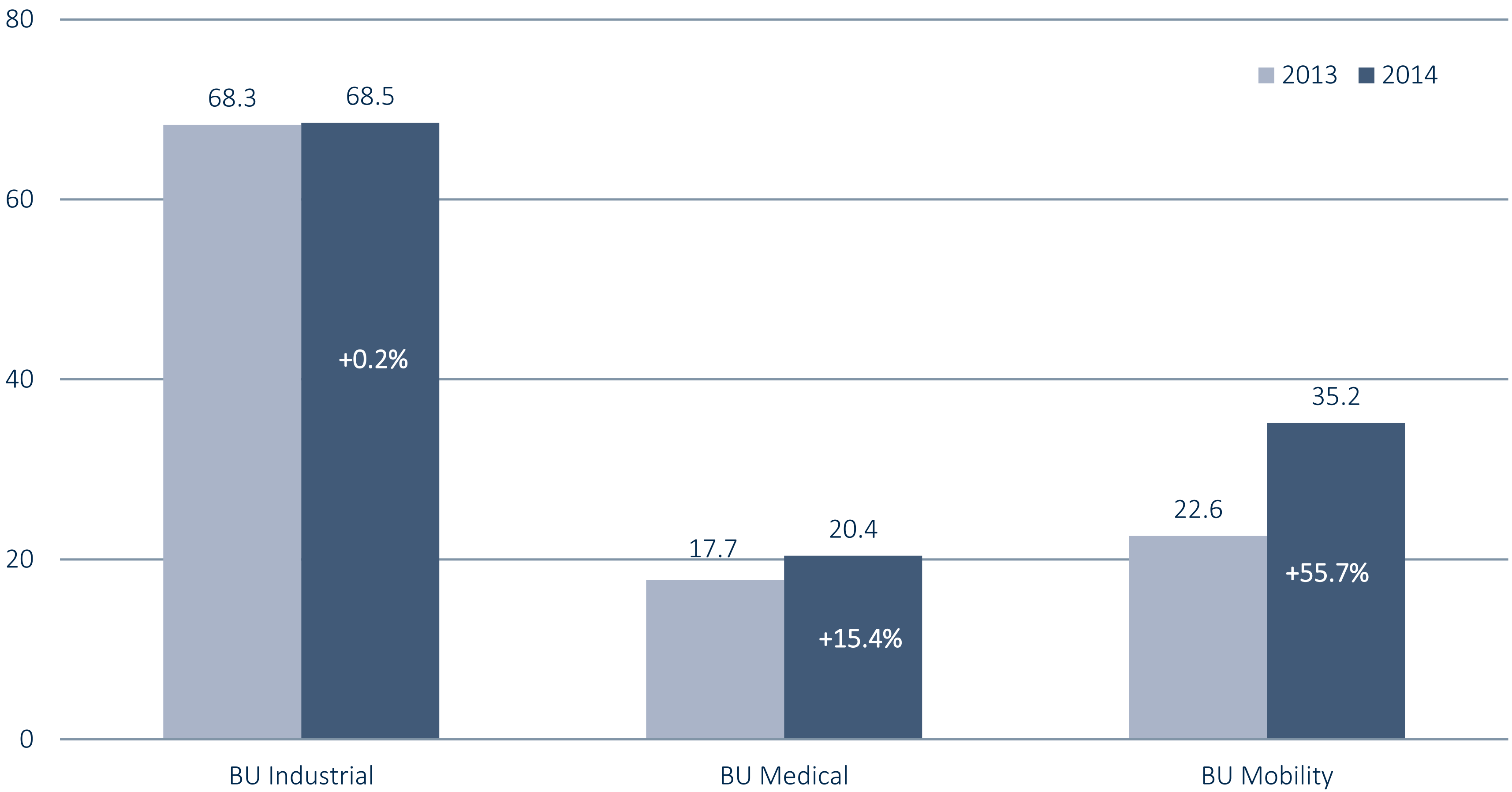
FIRST SENSOR CLEARLY ON A PATH OF GROWTH

Development of sales since IPO in € million



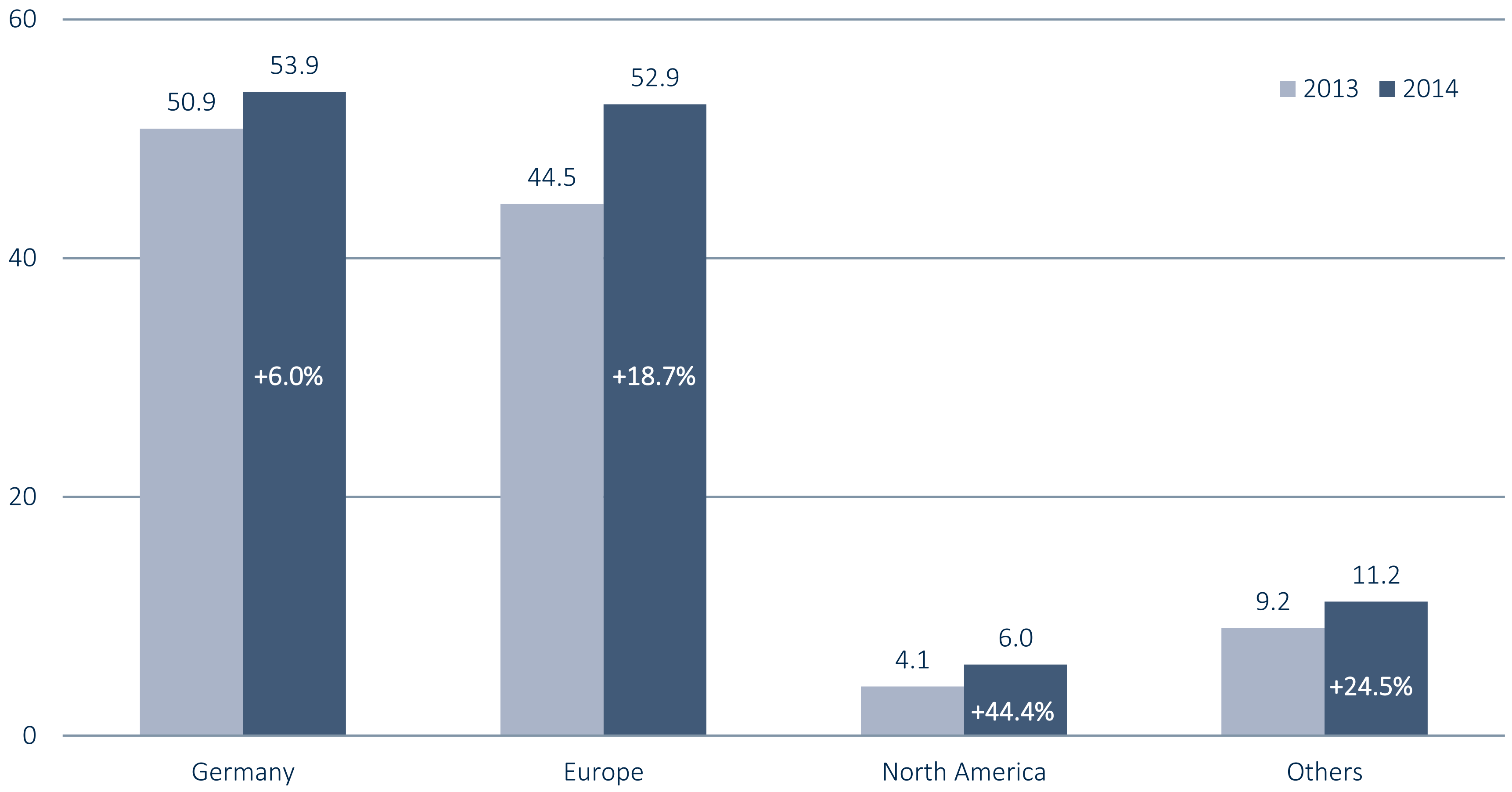
*Acquisition of Sensortechnics Group

STRONGEST GROWTH: BU MOBILITY
Sales distribution by segment in € million



STRONGEST MARKETS: GERMANY & EUROPE

Sales distribution by region in € million



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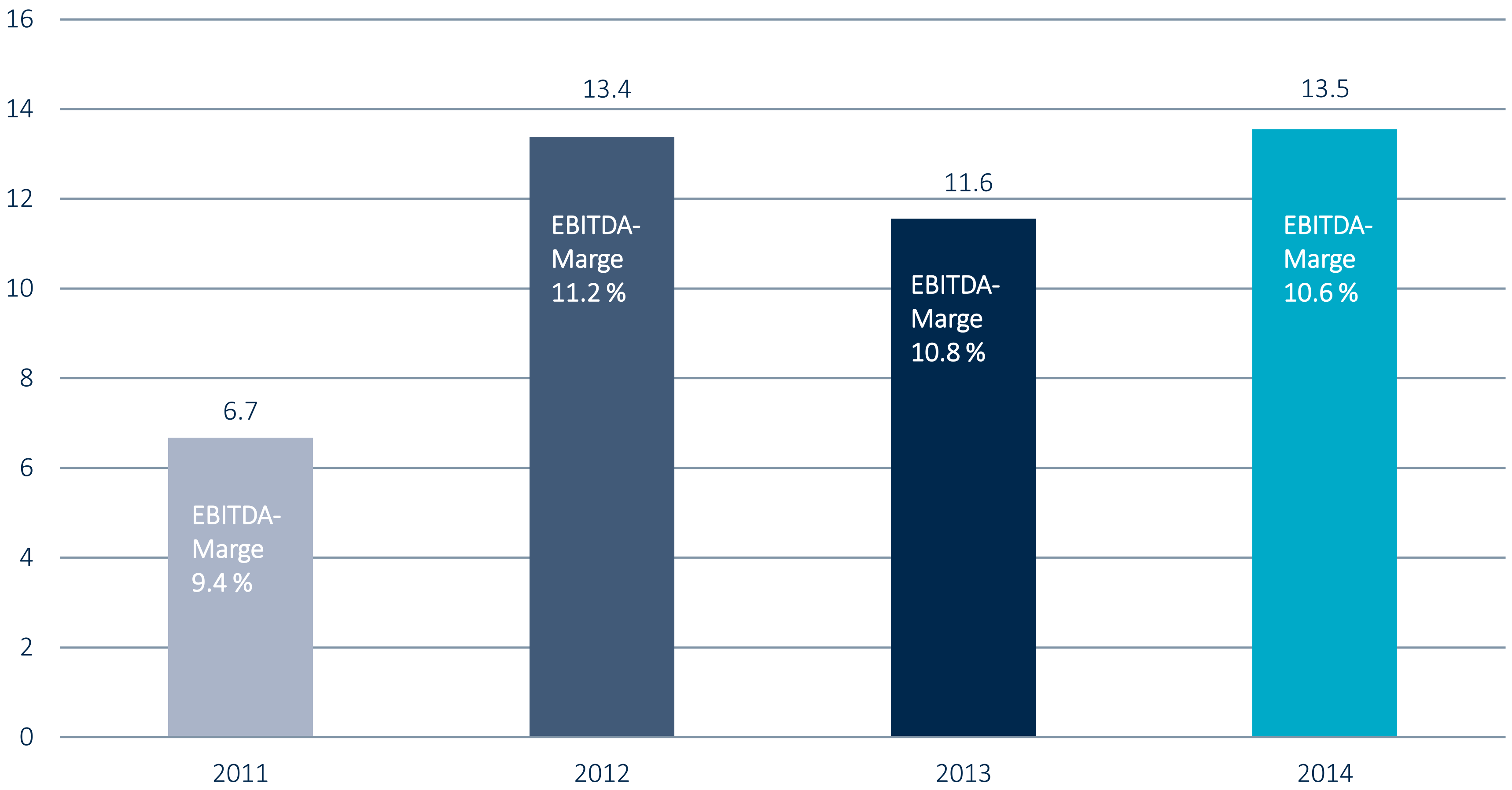
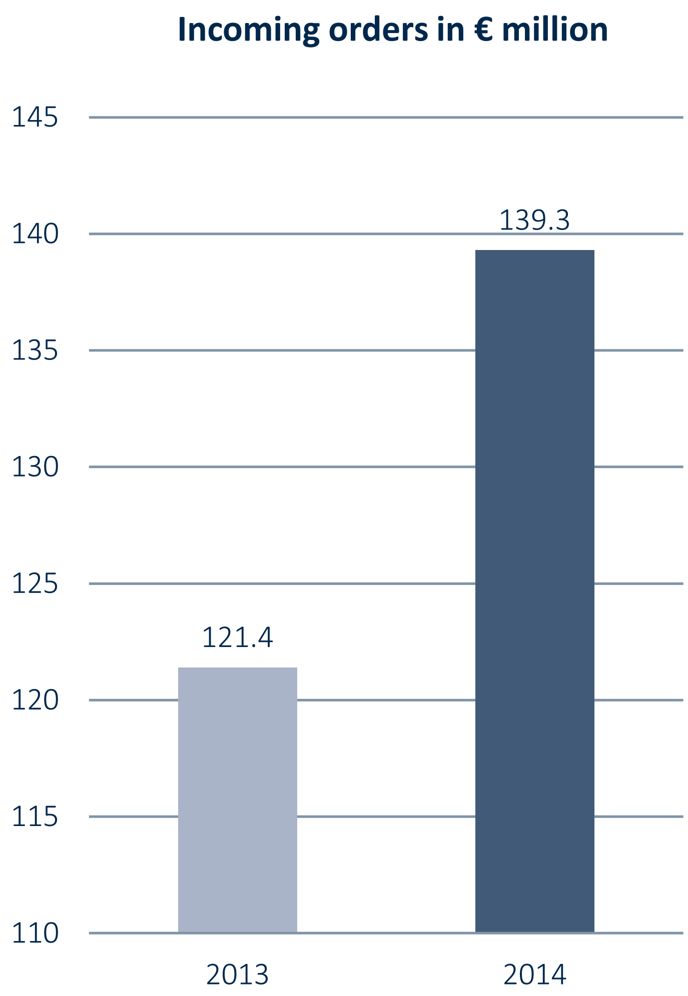
EBITDA IMPROVES BY MORE THAN 17%

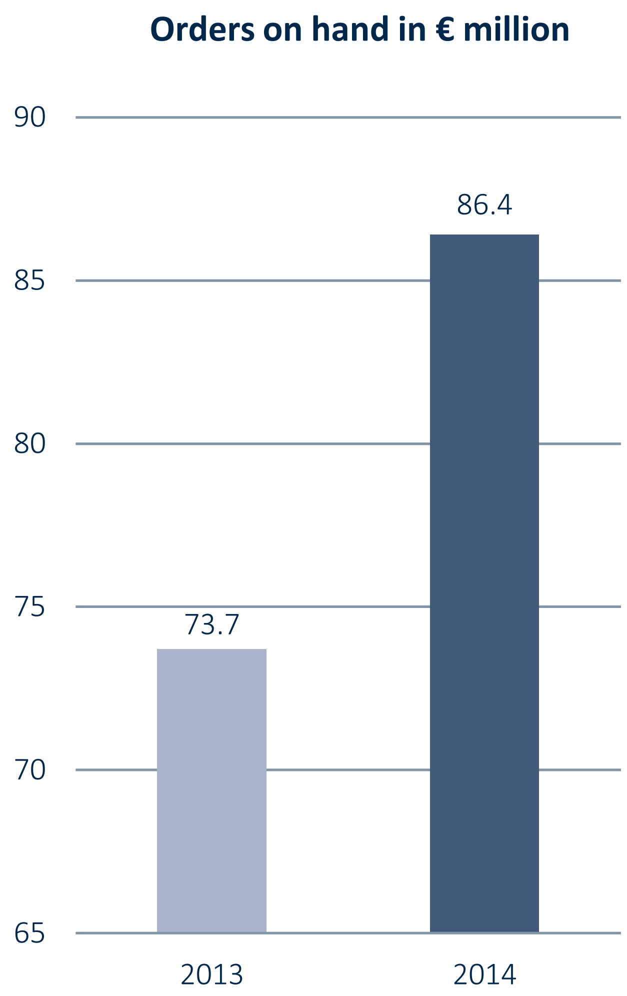
Development of EBITDA in € million



INCOMING ORDERS UP 14.7%

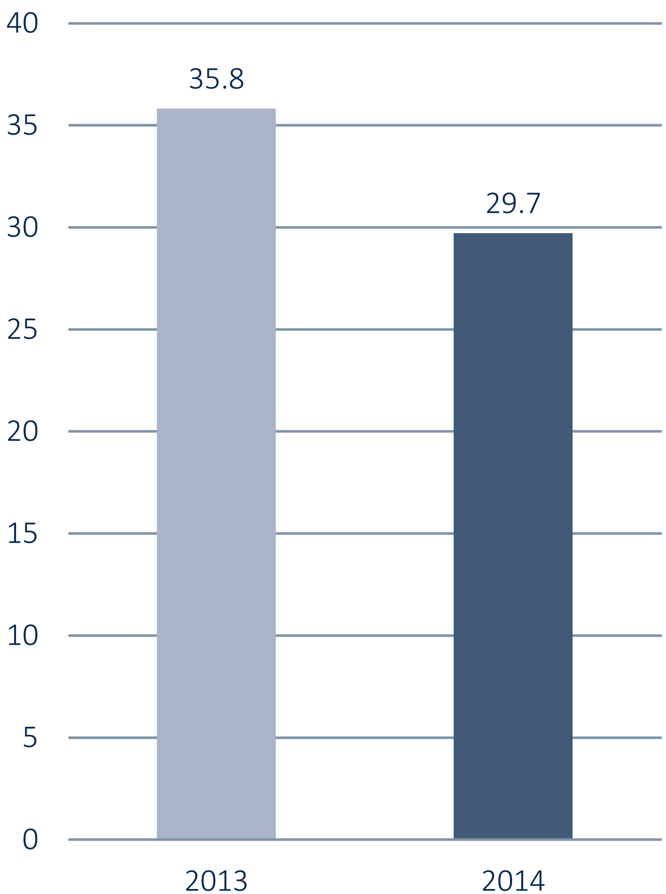
Book-to-bill ratio 1.12



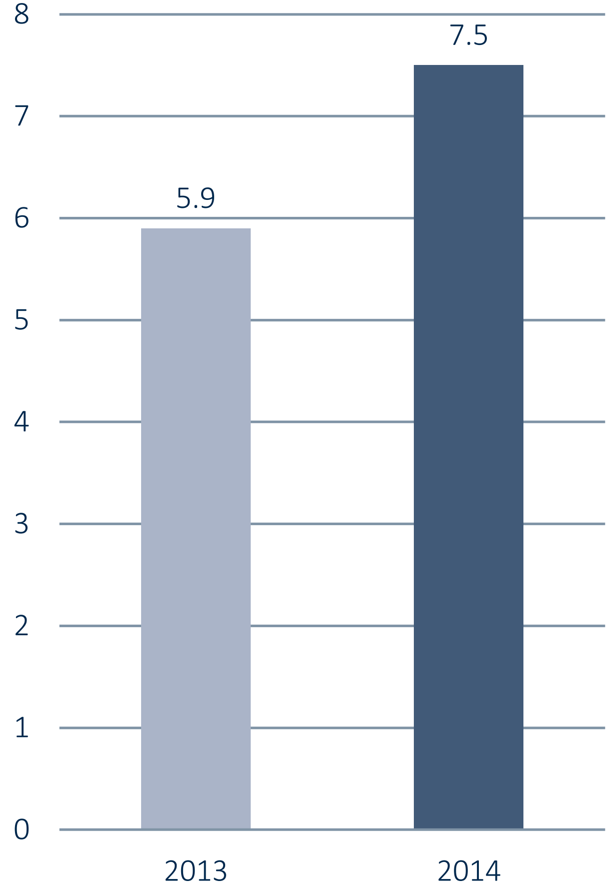


LOWER DEBT, HIGHER FREE CASH FLOW
Achievement of investment grade

Net debt in € million

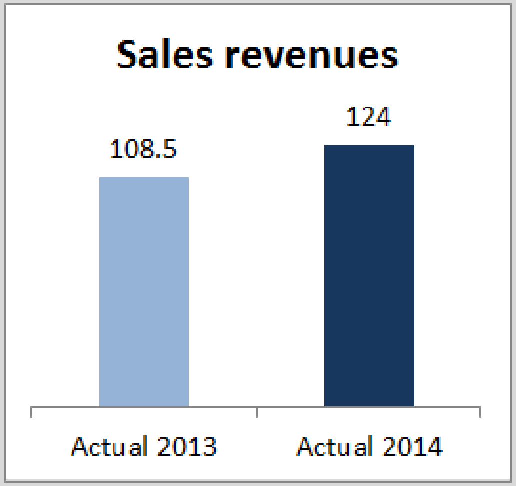


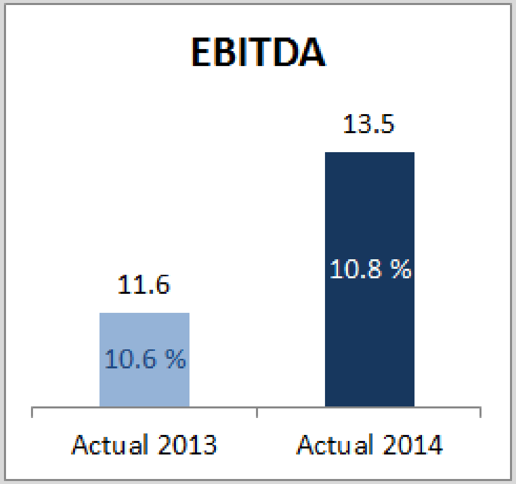
Free cash flow in € million

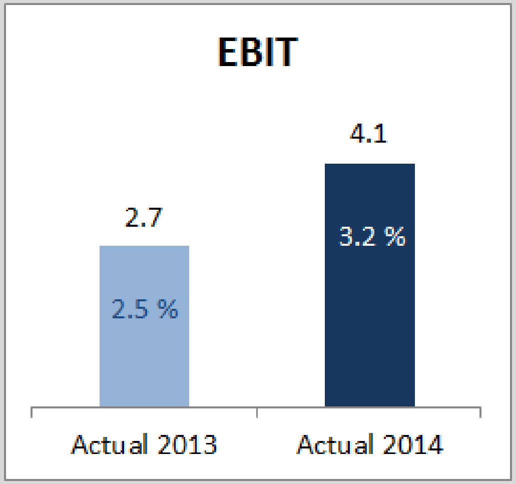


2014 ANNUAL FINANCIAL STATEMENTS
2014 income statement

in € million	Actual 12M 2014	Actual 12M 2013	Δ Actual-PY
Sales revenues	124.0	108.5	14.2%
Gross profit	68.4	62.1	10.1%
Gross margin (%)	51.3	53.9	-2.6
Personnel expenses	-39.4	-36.6	7.7%
Other operating expenses	-15.0	-13.9	7.3%
EBITDA	13.5	11.6	17.1%
EBITDA margin(%)	10.8	10.6	0.2
EBIT	4.1	2.7	48.4%
EBIT margin (%)	3.2	2.5	0.7







2014 ANNUAL FINANCIAL STATEMENTS

2014 balance sheet - assets

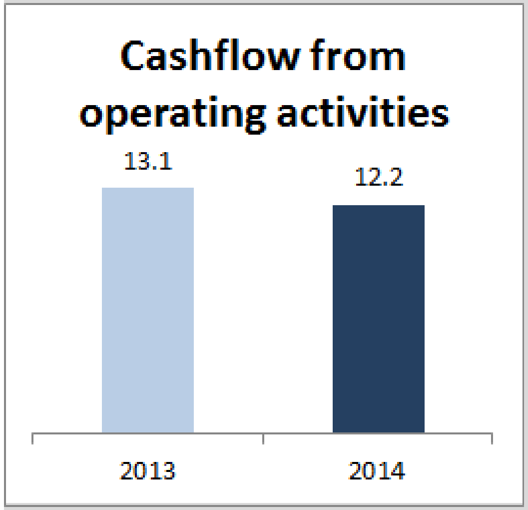
ASSETS in € million	Actual Dez 14	Actual Dez 13	Δ Actual-PY
Intangible assets	19.1	21.9	-12.7%
Internally-generated intangible assets	3.5	4.0	-11.7%
Goodwill	29.8	29.8	0.0%
Property, plant and equipment	36.4	37.5	-3.0%
Total non-current assets	**88.8**	**93.1**	**-4.7%**
Inventories	29.9	29.8	0.3%
Trade accounts receivables	8.1	6.6	30.9%
Other current assets	3.1	4.1	-24.4%
Cash and cash equivalents	14.5	11.4	27.9%
Total current assets	**56.6**	**51.8**	**9.3%**
TOTAL ASSETS	**144.9**	**144.9**	**0.0%**

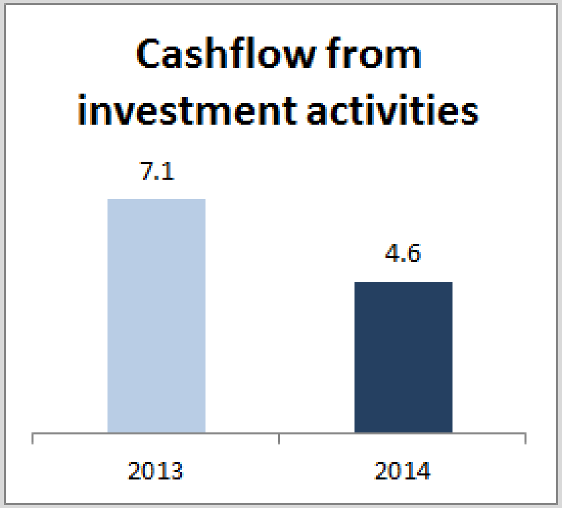
2014 balance sheet – equity and liabilities

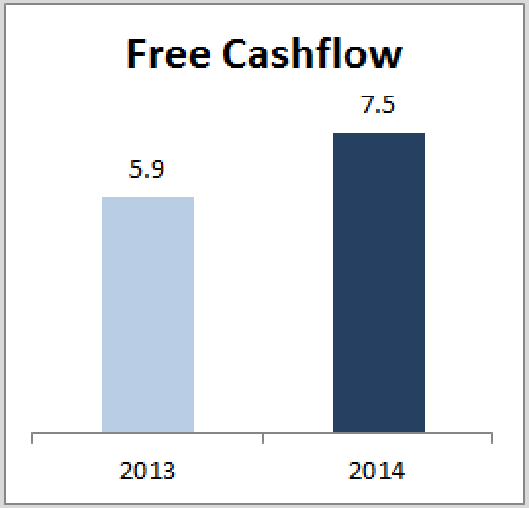
EQUITY AND LIABILITIES	Ist Dez 14	IST Dez 13	Δ Actual-PY
Equity	72.0	70.0	2.9%
Long-term loans, excluding current portion	41.2	42.9	-4.1%
Other non-current liabilities	10.4	11.5	-9.6%
Total non-current liabilities	**51.6**	**54.4**	**-5.2%**
Other current provisions	2.7	1.8	50.0%
Short-term loans&current portion of long-term loans	3.1	4.2	-27.1%
Payments received on account of orders	0.5	0.9	-41.4%
Trade accounts payables	8.2	7.7	6.5%
Other current liabilities	6.8	5.8	17.4%
Total current liabilities	**21.9**	**20.5**	**6.6%**
TOTAL EQUITY AND LIABILITIES	**144.9**	**144.9**	**0.0%**

2014 ANNUAL FINANCIAL STATEMENTS
2014 cash flow statement

in € milliom	12M 2014	12M 2013	Δ
Cash flow from operating activities	12.2	13.1	-6.8%
Cash flow from investment activities	-4.6	-7.1	-35.1%
Free cash flow	**7.5**	**5.9**	**27.3%**
Cash flow from financing activities	-4.4	-6.7	-34.3%
Cash and cash equivalents at the begin	**11.4**	**12.2**	**-6.9%**
Changes	4.6	-4.2	-208.4%
Cash and cash equivalents at the end o	**14.5**	**11.4**	**27.9%**

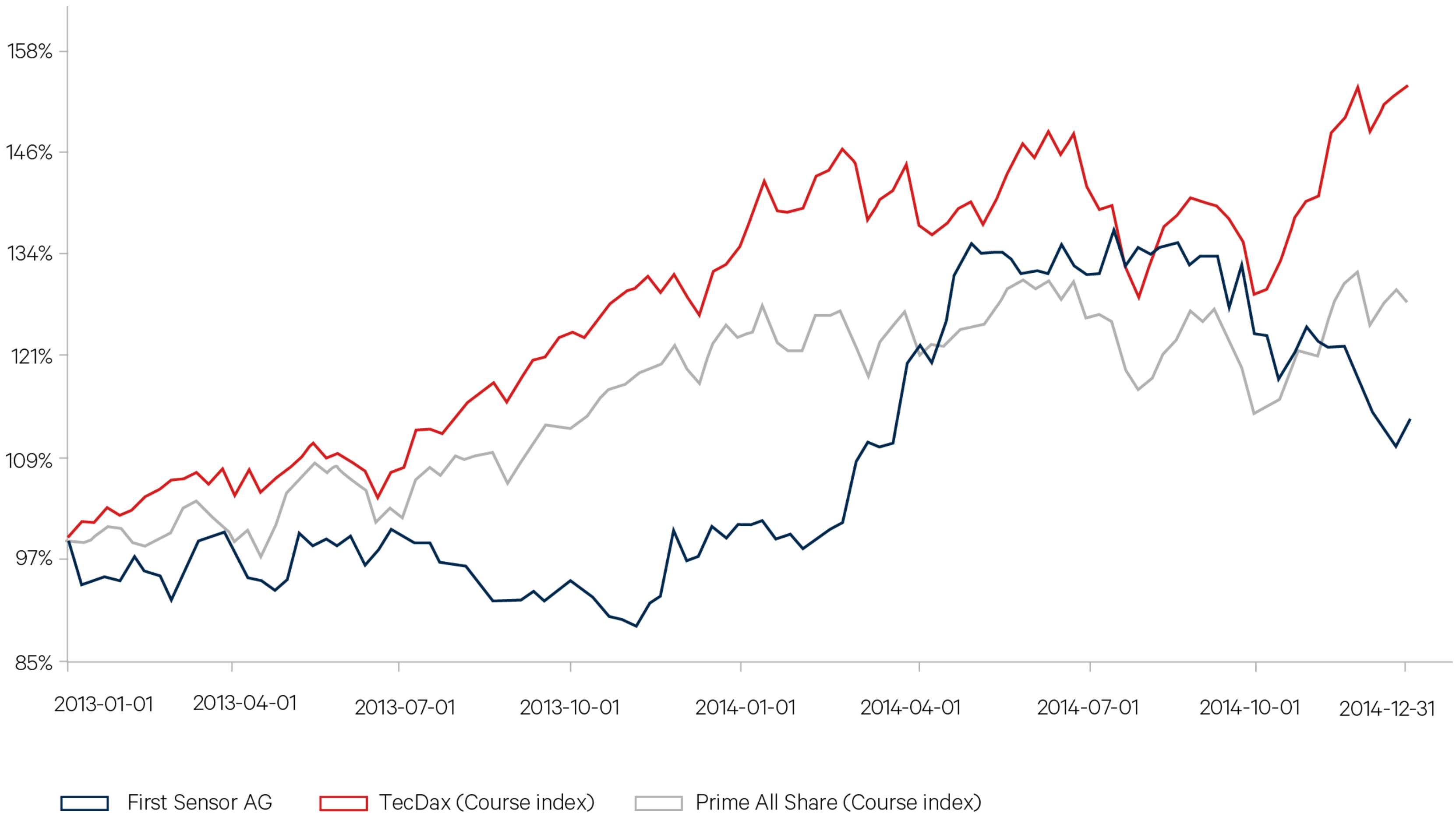




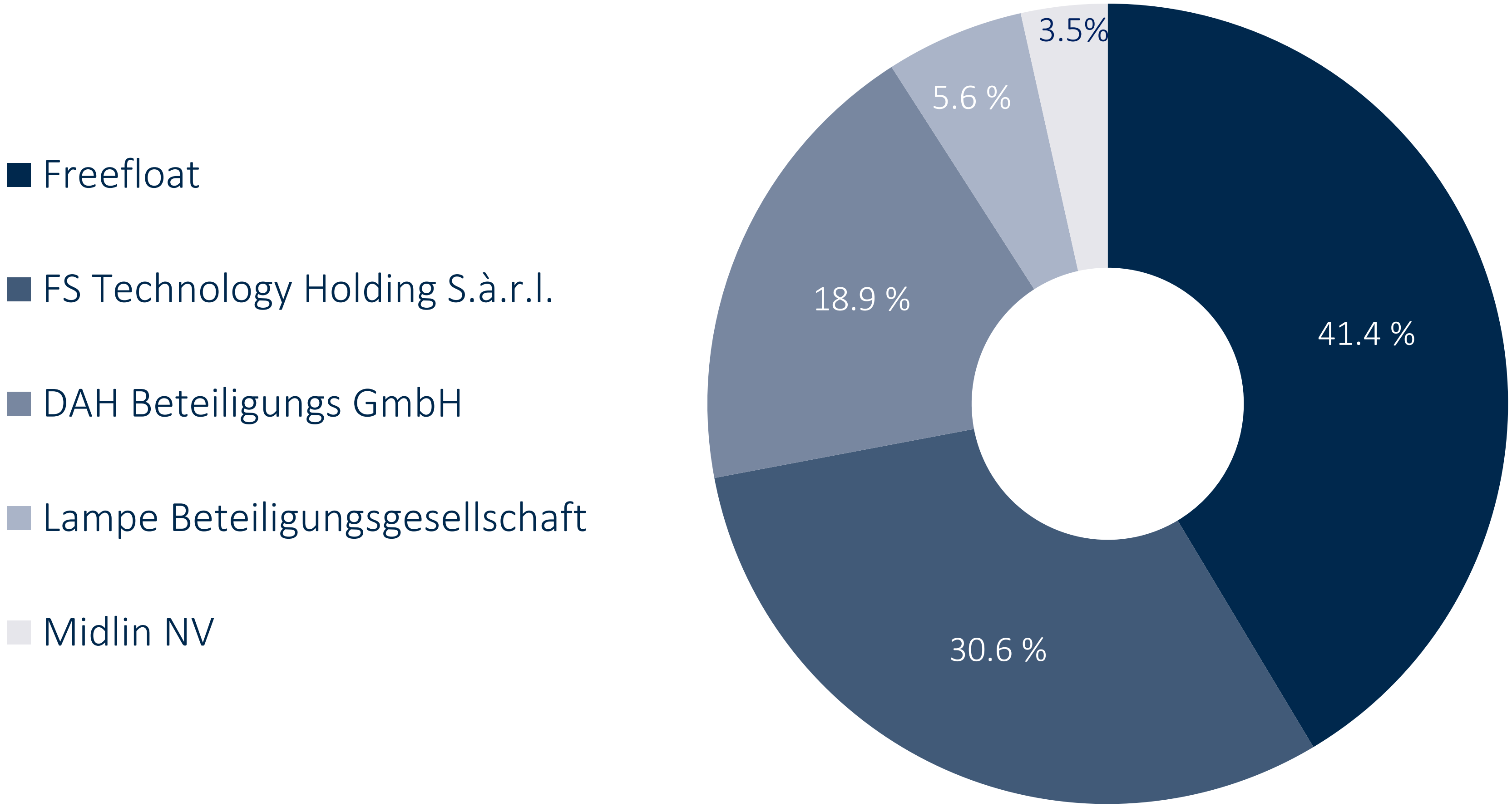


THE SHARE

FIRST SENSOR SHARE PRICE PERFORMANCE
01.01.2013 – 31.12.2014



OVERVIEW OF SHAREHOLDER STRUCTURE
As of 31.12.2014



FINANCIAL CALENDAR FOR 2015

Date	Feature
May 12, 2015	Publication of consolidated quarterly financial report as at March 31, 2015
May 28, 2015	Annual General Meeting
Aug. 13, 2015	Publication of consolidated interim financial report as at June 30, 2015
Nov. 12, 2015	Publication of consolidated quarterly financial report as at September 30, 2015
Nov. 23-25, 2015	Analysts' conference / German Equity Forum 2015

OUTLOOK FOR 2015

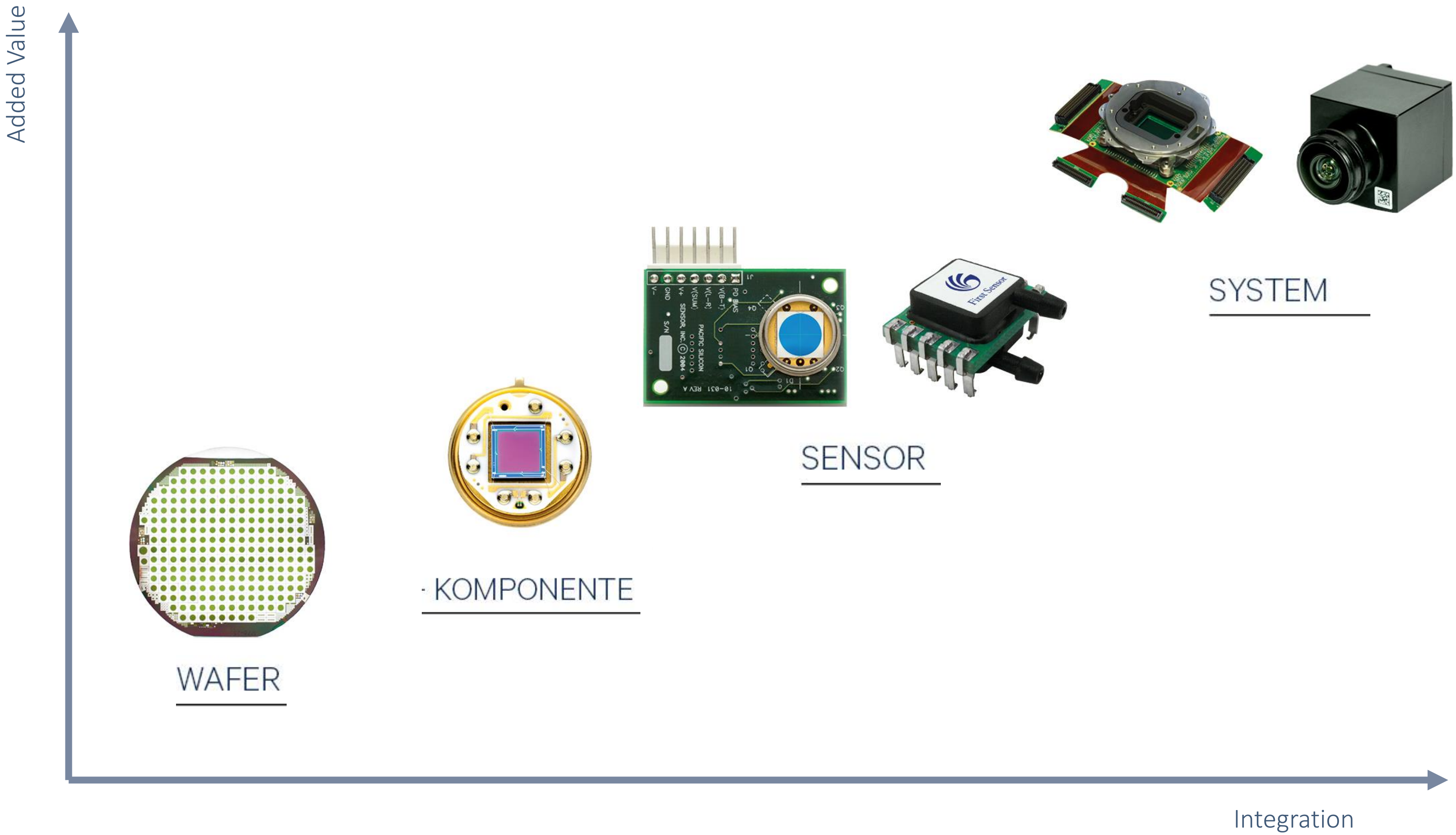
GUIDANCE FOR 2015

We will continue to grow.

Sales revenues	128 - 132	MILLION EURO
EBITDA	14 - 16	MILLION EURO
Employees	800	

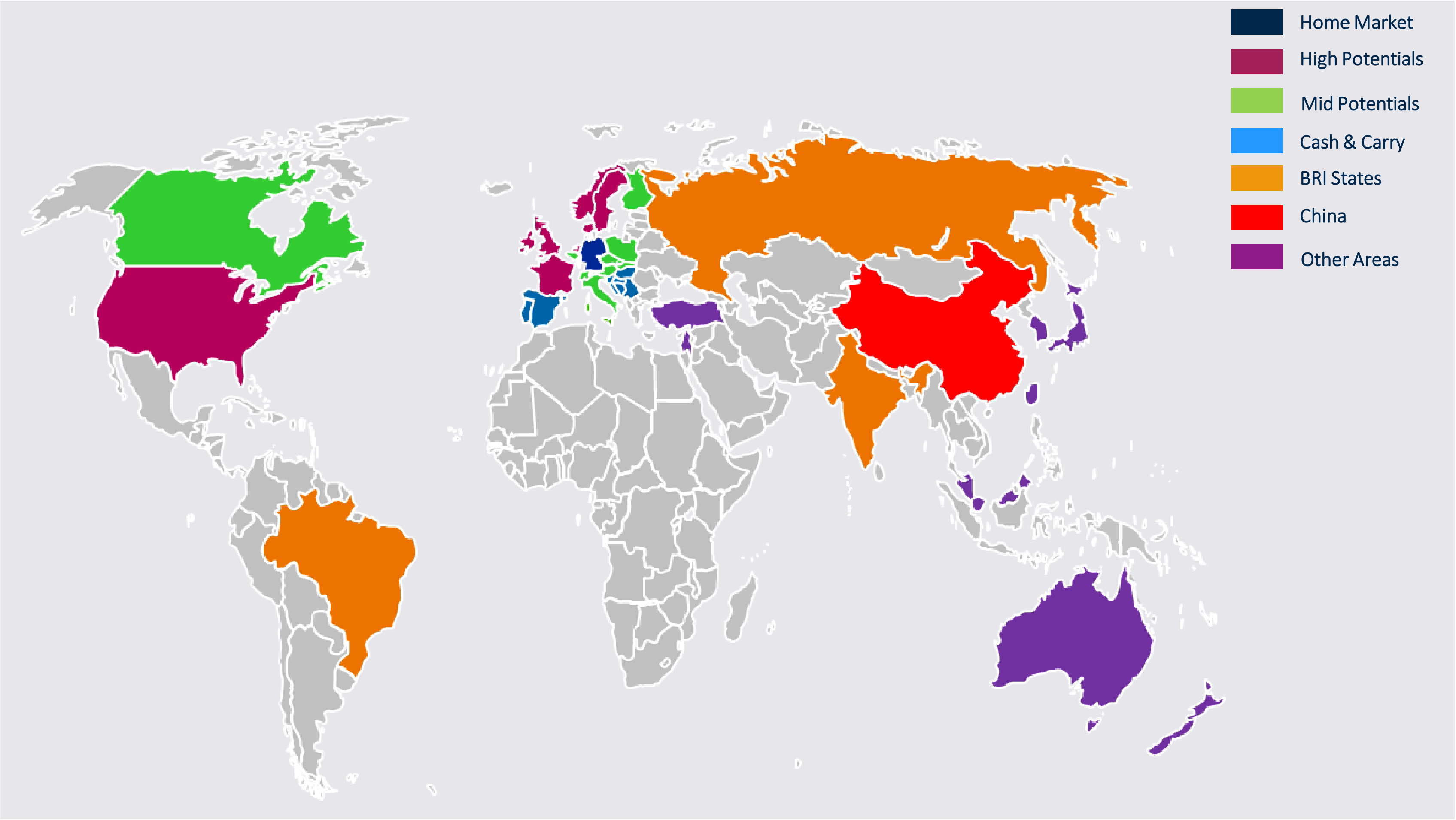
GROWTH STRATEGY OF FIRST SENSOR AG

We will grow along the value chain.



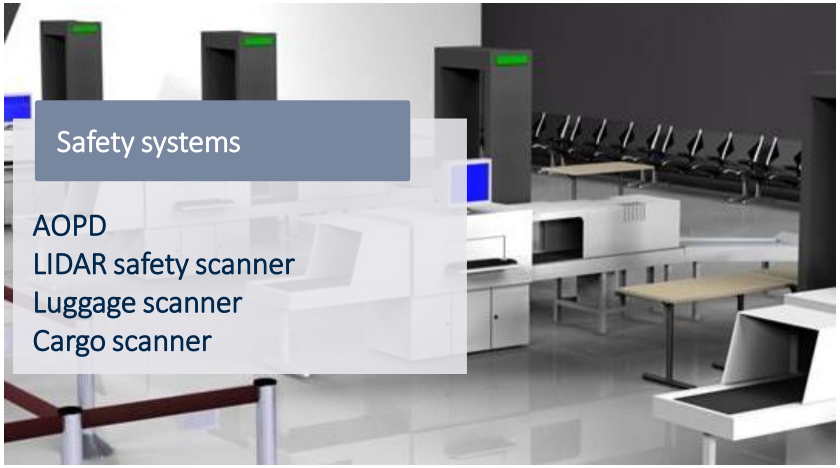
GROWTH STRATEGY OF FIRST SENSOR AG

We will expand sales in growth regions.



GROWTH STRATEGY OF INDUSTRIAL BU

We will focus on growing markets.



GROWTH STRATEGY OF MEDICAL BU

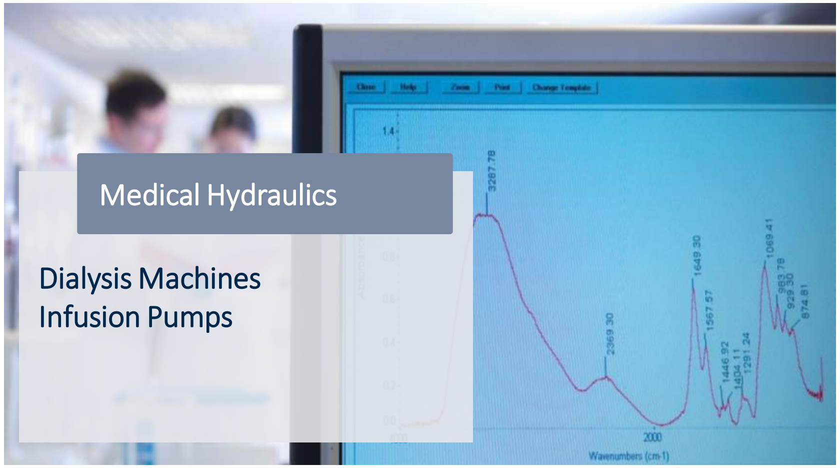
We will extend on our core segments.

Medical Pneumatics

Respiratory Equipment
Anaesthesia Devices

Optical Diagnostics

SpO2
BGM
PET-Scan
CT



Medical Hydraulics

Dialysis Machines
Infusion Pumps

GROWTH STRATEGY OF MOBILITY BU

We will break into the market segment of smart cars.

Safety

- Adaptive cruise control (ACC)
- Speed control
- Distance detection
- Blind spot assist systems
- Pedestrian recognition
- Tank leak detection

Comfort

- Park control
- Lane keeping assist
- Traffic sign recognition
- Sun and rain detection
- Automatic start-stop systems
- Connected cars

THANK YOU FOR LISTENING

Disclaimer

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