

First Sensor 

WE LEAD THE FUTURE

Q3 INTERIM REPORT 2018

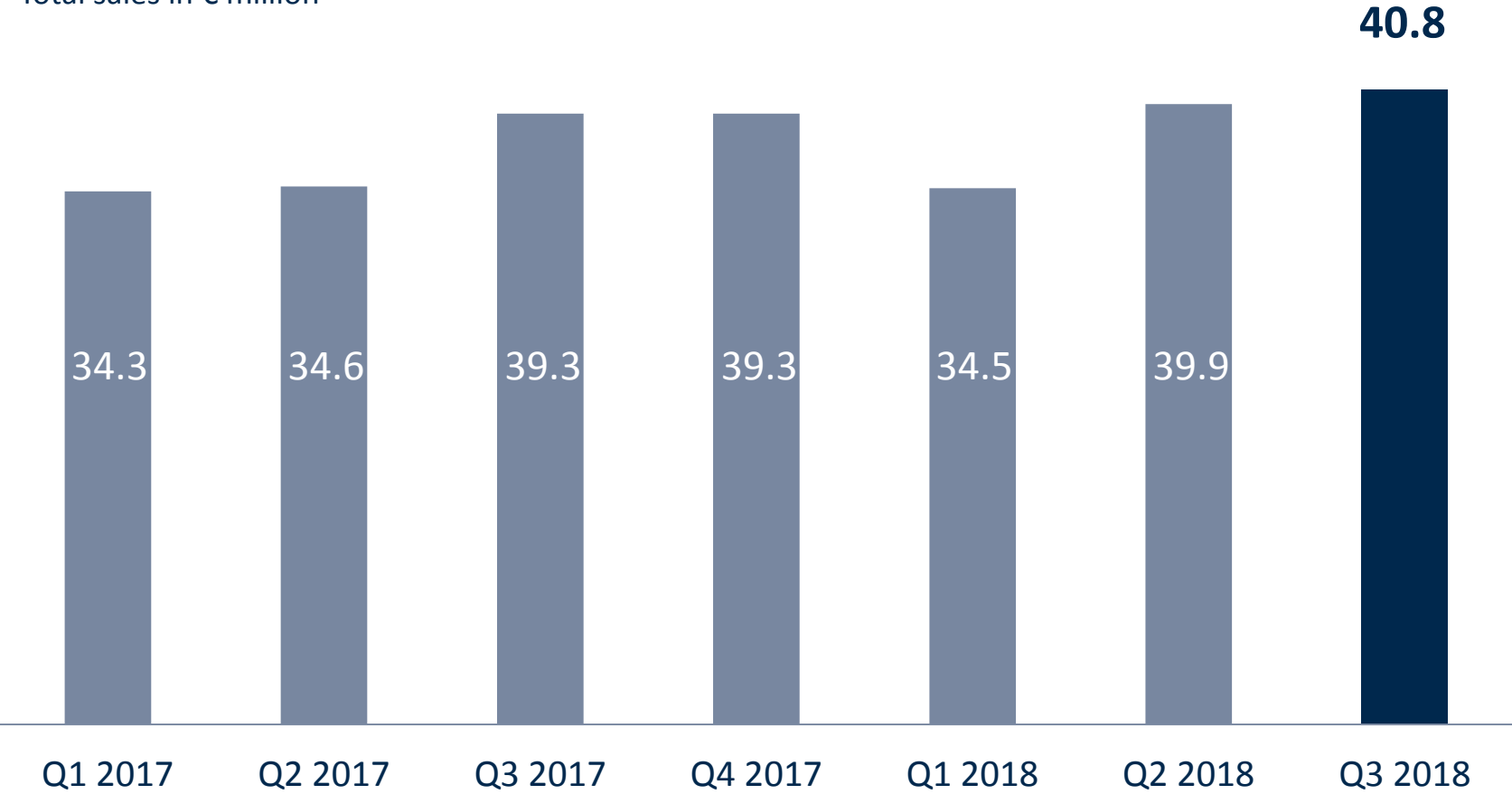
NOVEMBER 12, 2018



Q3 INTERIM REPORT 2018

Q3 2018: Solid sales growth

Total sales in € million



Comments

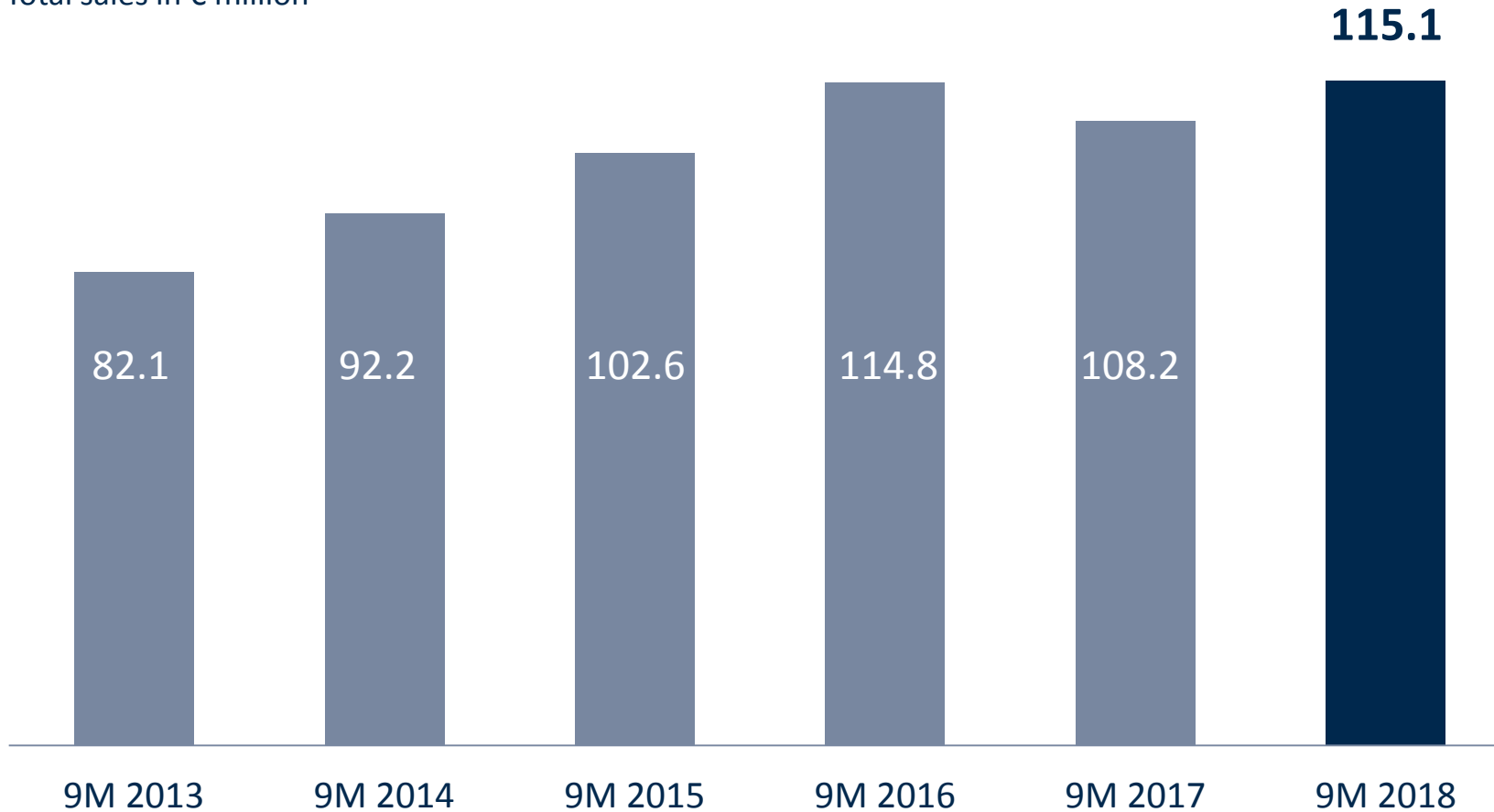
Further strengthening First Sensor's core business optical, pressure and flow sensors technology; sales share 80%

Growing demand for standard products of our H series

Q3 INTERIM REPORT 2018

Sales after nine months up 6.4% on the previous year's figure

Total sales in € million



Comments

Year to Date:
Sales in expected range for
the full year 2018

CAGR since 2013:
6.9% without M&A-activities

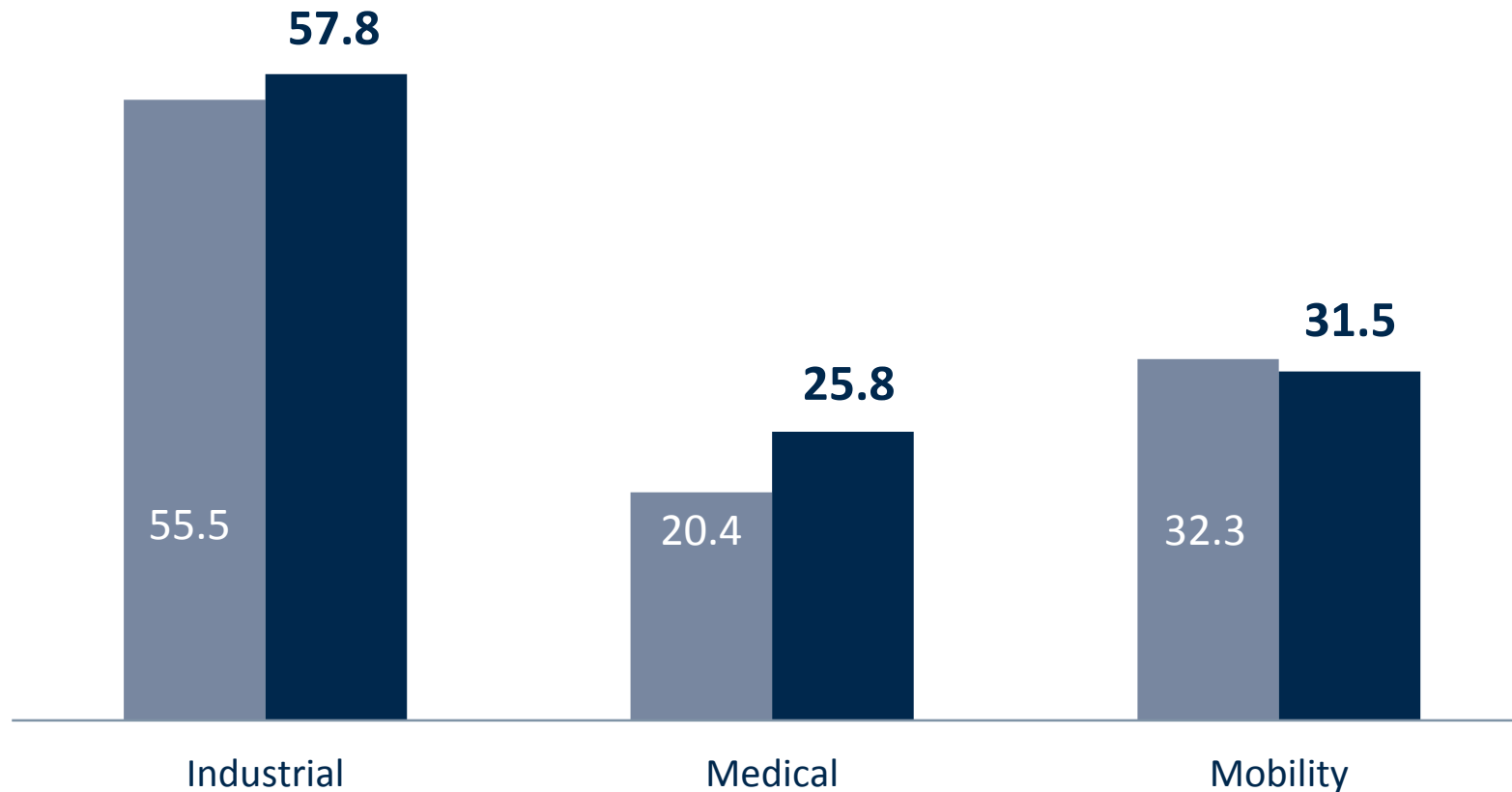
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Strong demand in Industrial and Medical target markets

Sales by target market in € million

■ 9M 2017

■ 9M 2018



Comments

Industrial: +4.1%;
Further demand for pressure sensors (H series) and optical sensors

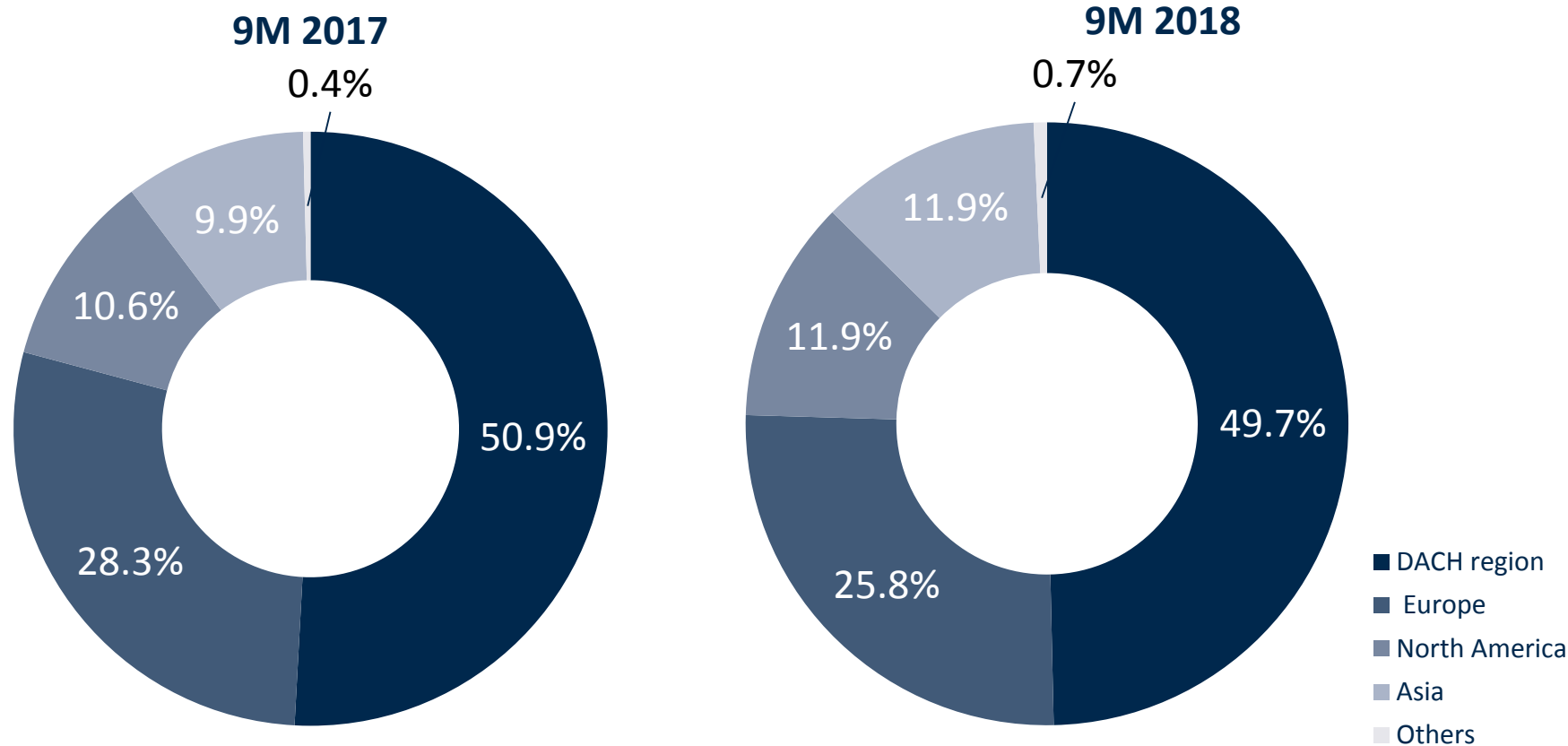
Medical: +26.5%;
Increased demand for low pressure and pressure standard sensors as well as for imaging solutions

Mobility: -2,5%;
Some delays in ramping-up the new camera generation

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Internationalization is moving forward

Sales share in %



Comments

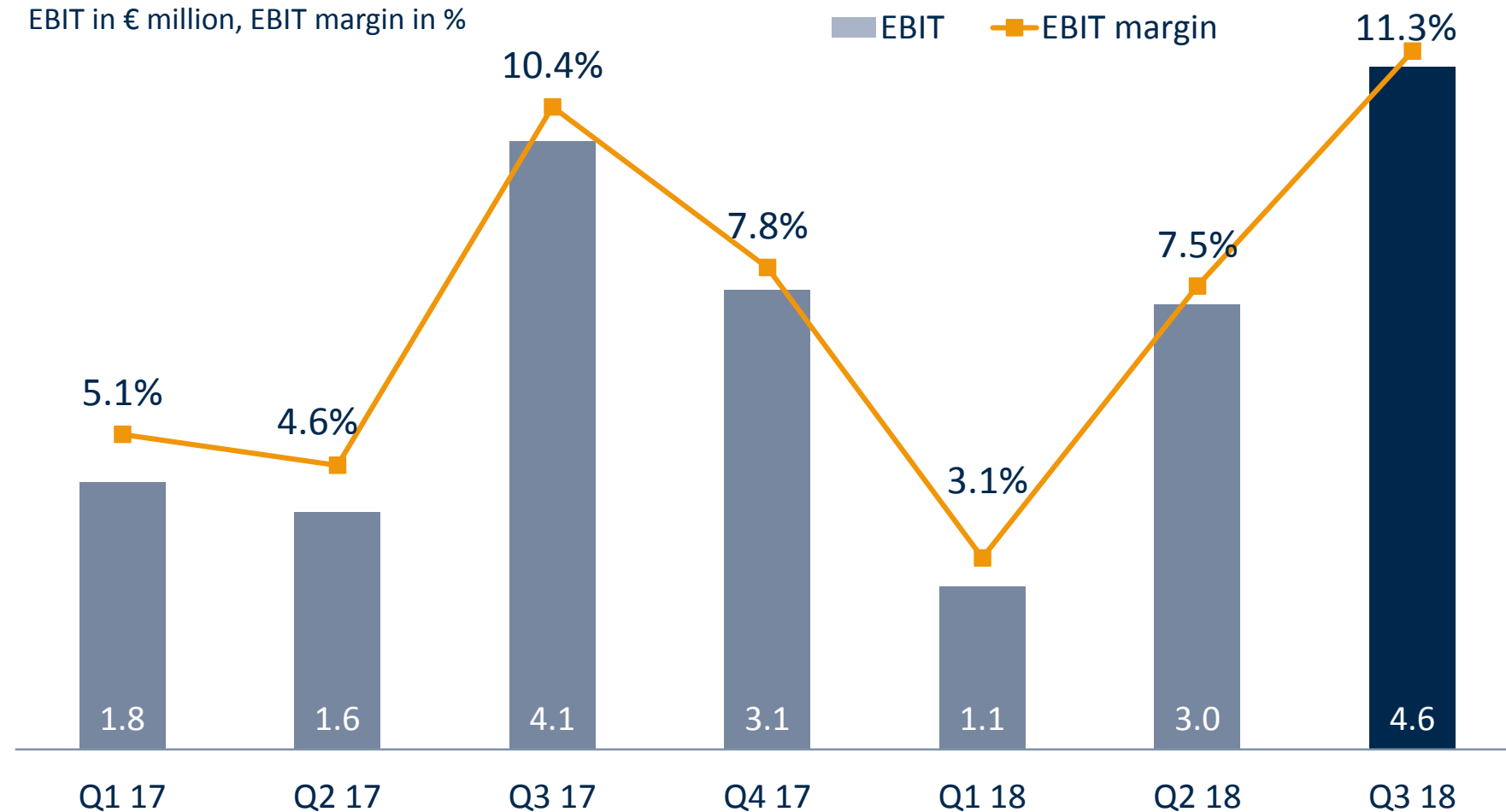
North America and Asia:
11.9% sales share

Growth based on expanded
business with our key
customers and new project
wins

Europe's and DACH region's
sales shares changed
slightly as a result of
growth in Asia and North
America

Q3 INTERIM REPORT 2018

Continuous improvements lead to 11.3% EBIT margin



Comments

Compared to Q3 2017:

Gross profit EUR 23.3 million, an improvement of EUR + 1.7 million

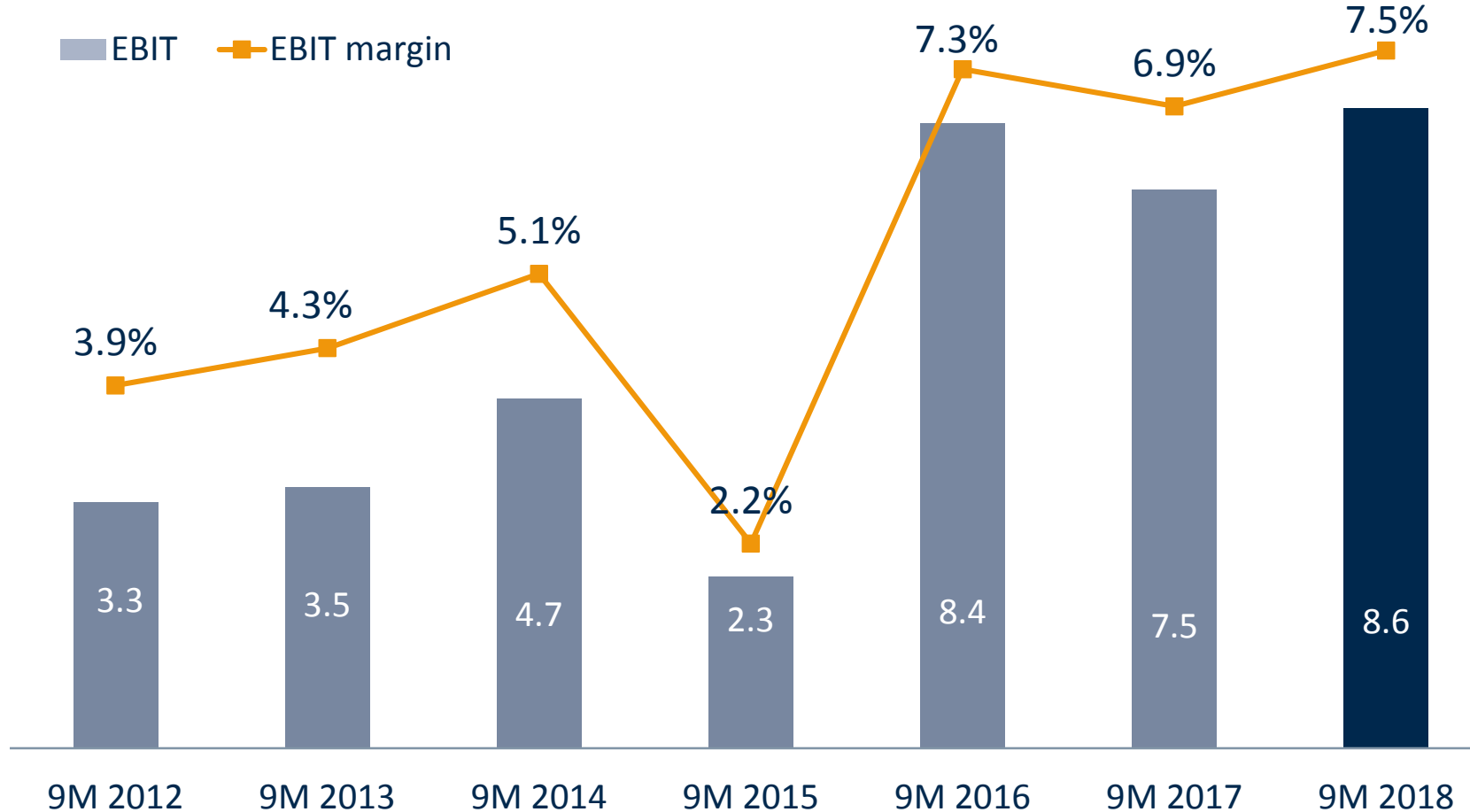
Personnel expenses EUR 12.3 million, EUR + 1.0 million due to new hires and salary increases

Other operating expenses at a stable level of EUR 4.0 million

Q3 INTERIM REPORT 2018

Strategy toward economies of scale shows first results

EBIT in € million, EBIT margin in %



Comments

EBIT margin after nine months at 7.5%

Production sites improved their profitability by optimizing value chains and yield

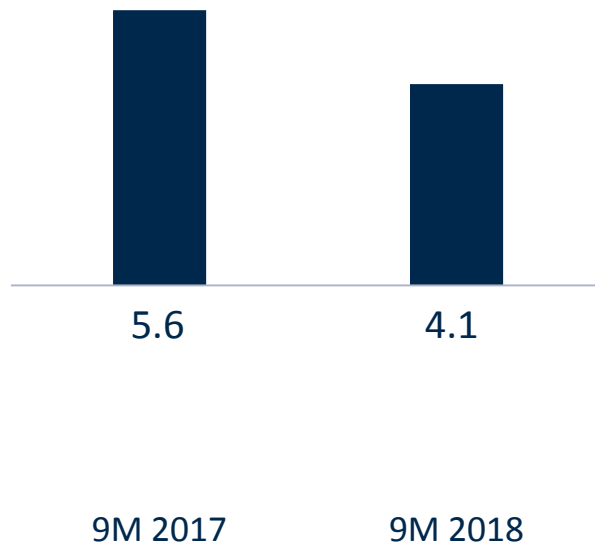
Success in the strategy to focus on economies of scale, forward integrated customer-specific solutions and a differentiated standard product portfolio

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Free cash flow: Improved earnings but higher working capital

in € million

Operating cash flow



Free cash flow



Comments

Deviation in operating cash flow: EUR -1,5 million compared to previous year

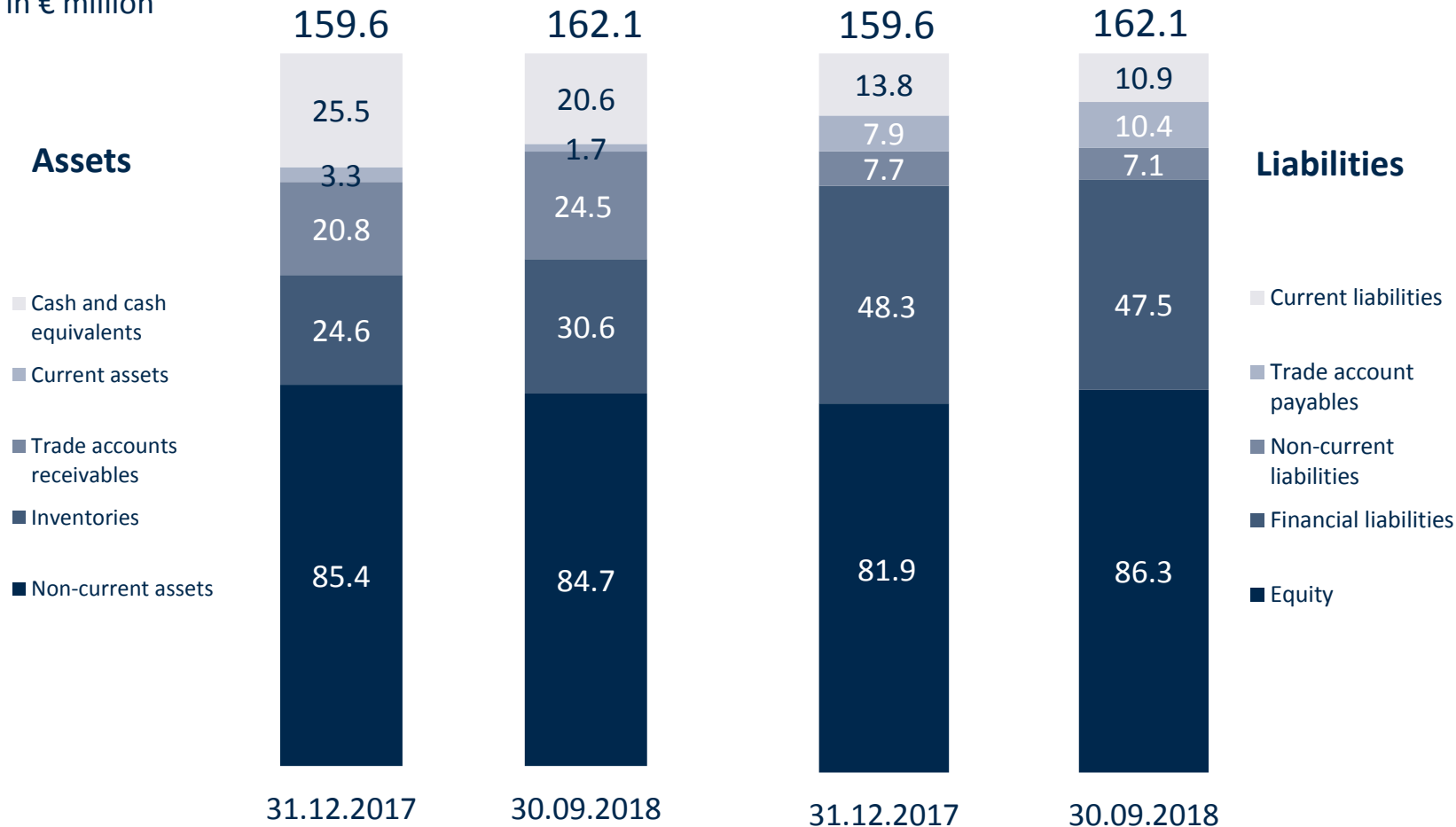
Increased working capital

Free cash flow 2018: approximately on 2017 level

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Assets reflect increase in inventories and trade accounts receivables

in € million



Comments

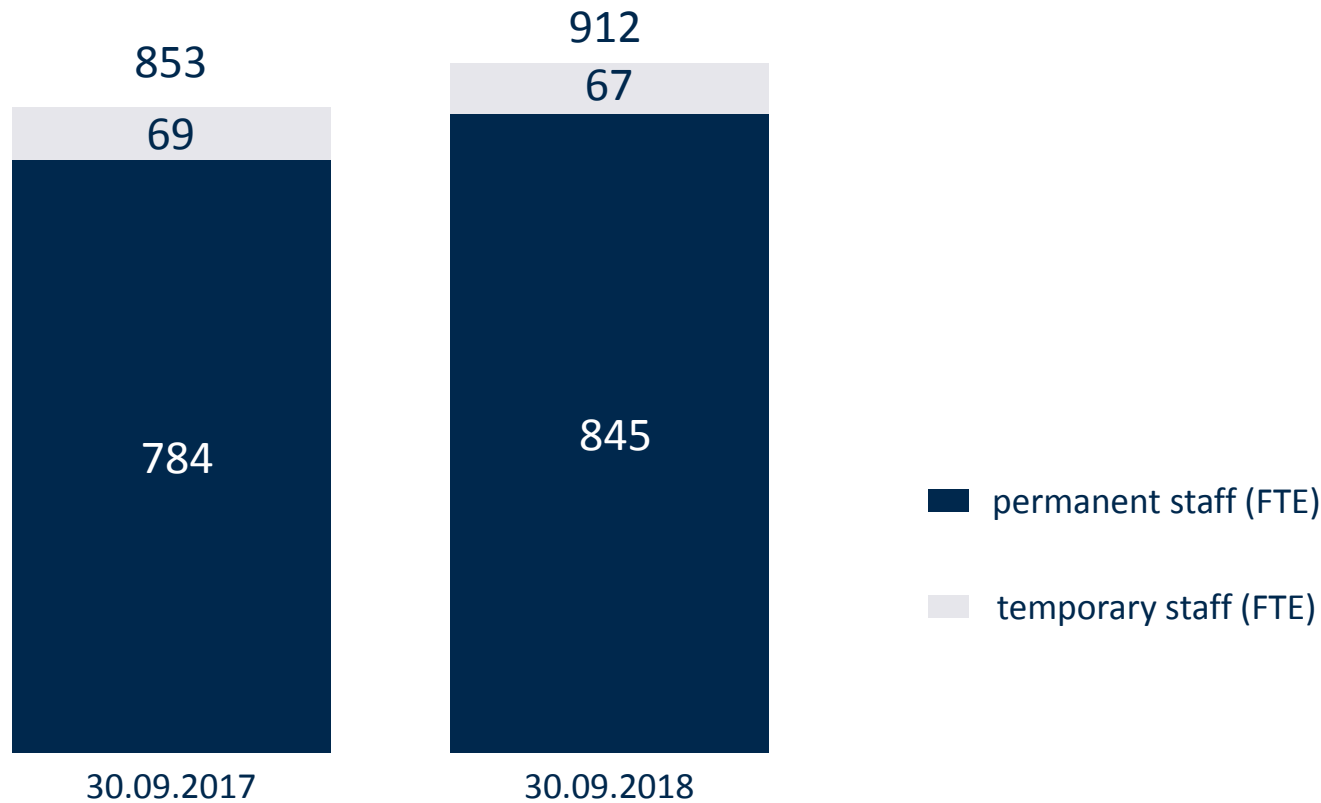
Cash and cash equivalents decreased:

- Working capital up
- Cash out for new equipment
- Dividend payed in May

Net debt amounts to EUR 26.9 million

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New employees in production and development



Comments

41 additional FTEs in production; three-shift model

11 more FTEs joined product and technology development to strengthen solution business as well as LIDAR, software and system expertise

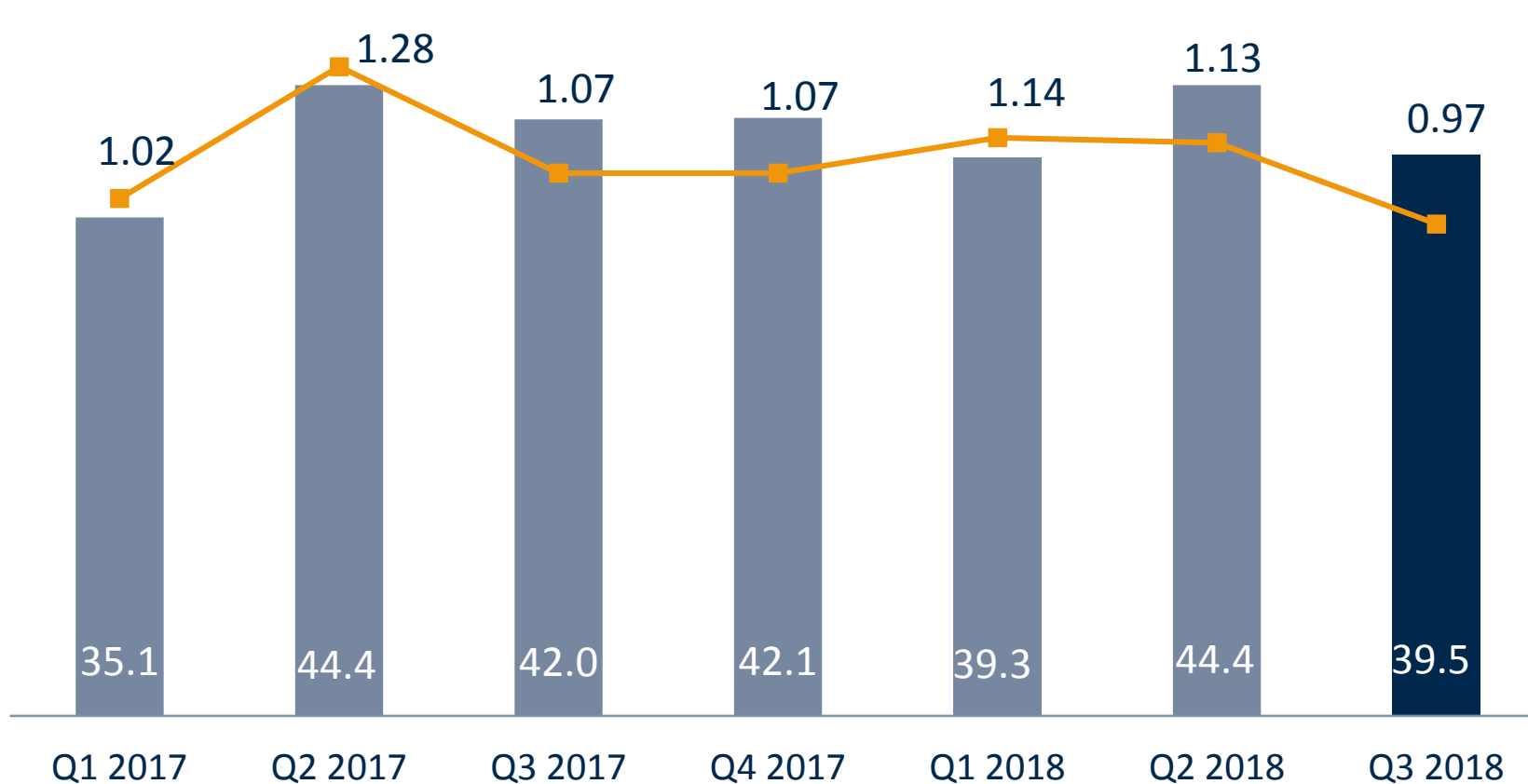
Sales per employee: EUR 48.2 thousand for the third quarter of 2018

Q3 INTERIM REPORT 2018

Order intake Q3 at EUR 39.5 million, backlog at EUR 100.6 million

in € million

■ incoming orders ■ book-to-bill ratio



Comments

Order backlog remains at a high level of EUR 100.6 million

One third is scheduled for 2018, two thirds already show good visibility for 2019

Rolling book-to-bill: 1.07

Q3 INTERIM REPORT 2018

Management confirms guidance 2018

SALES REVENUES **150 - 160** MILLION EURO

EBIT MARGIN **7 - 9** PERCENT

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Opportunities and risks for our business

Opportunities

- Sensor technology remains important key technology in the medium to long term with respect to industry automation, advances in medical technology and the transition to a new era of mobility
- Our analog chip know-how and microelectronic packaging expertise puts us in an excellent position to meet the higher demand for sensors and sensor solutions
- Expansion of production capacity further reduces delivery times and increases monthly output
- Economies of scale: High monthly and quarterly sales have a positive effect on the margin

Risks

- The leading economic institutes and experts lowered their economic forecast for 2018 and 2019
- New emissions standard could further hit sales figures for passenger cars
- Trade conflicts could have a negative influence on business performance
- Higher demand for sensors could lead to shortages of some electronic components due to increased lead times on supplier side
- Increases in wages and salaries due to full employment and economic climate

Q&A SESSION

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Q3 Interim Report 2018

November 12, 2018

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