

First Sensor 

SENSING INNOVATIONS

Q3 INTERIM REPORT 2019

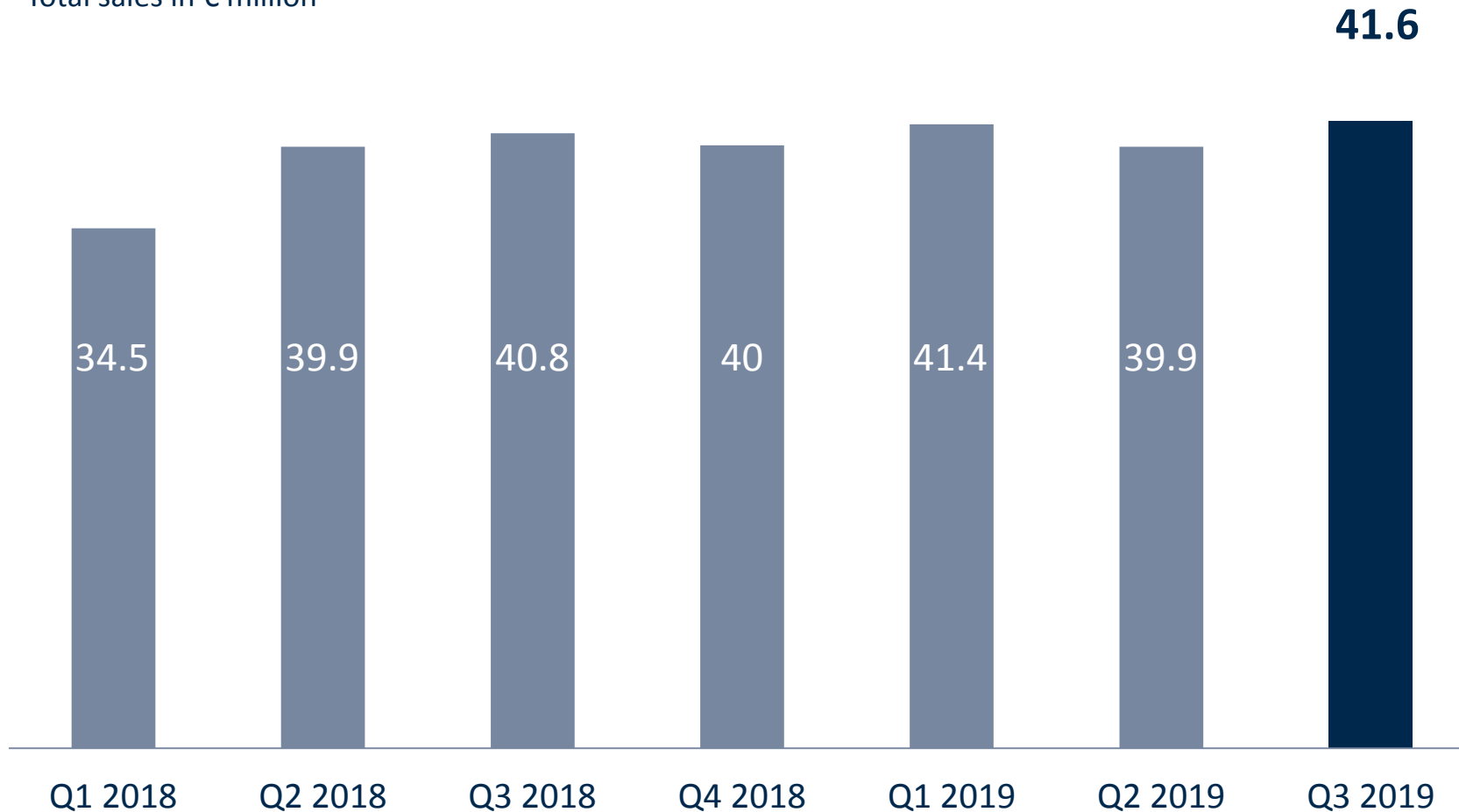
NOVEMBER 14, 2019



Q3 INTERIM REPORT 2019

Q3 sales surpassed good performance of the previous year's quarter

Total sales in € million



Comments

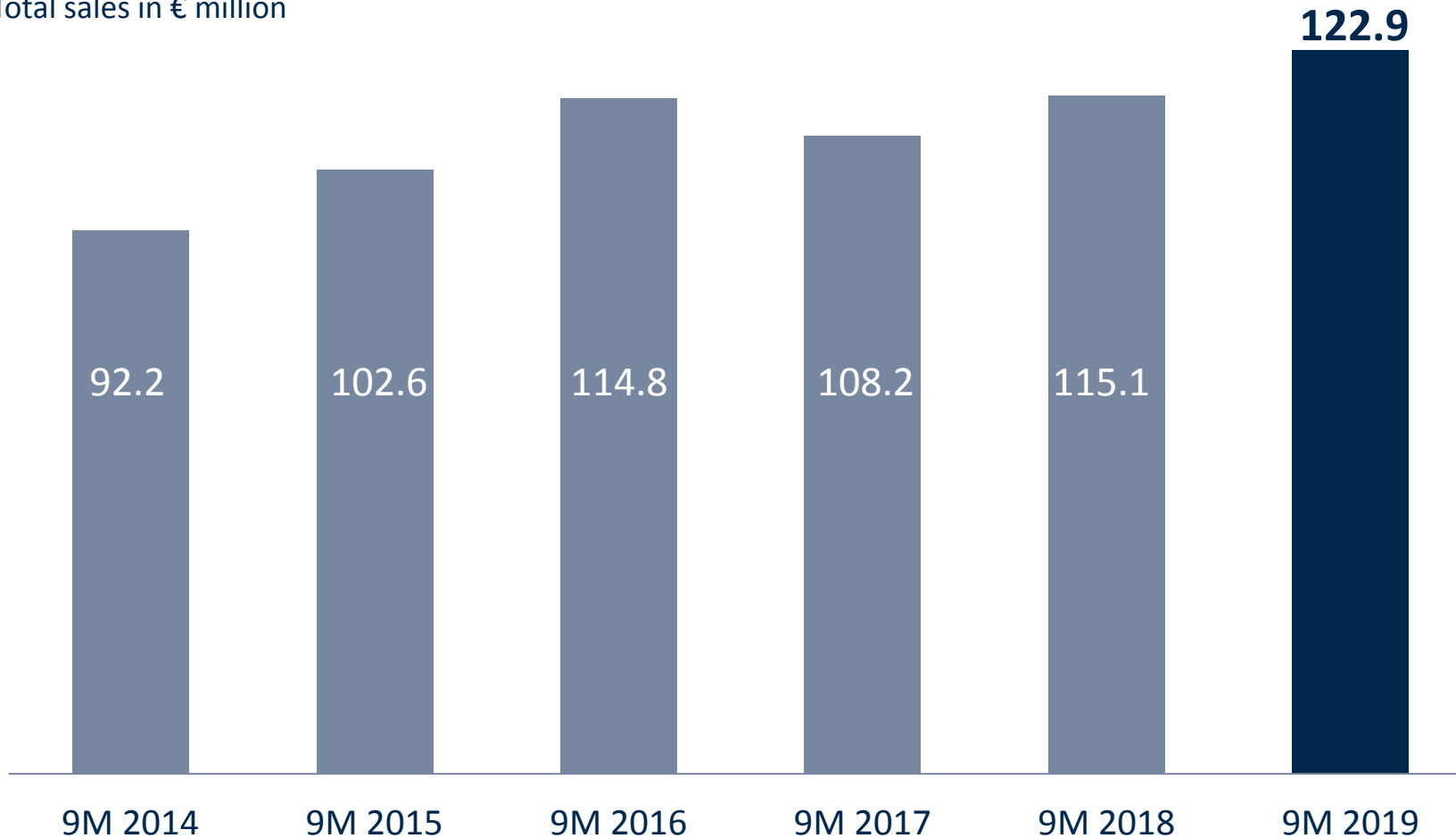
Quarterly sales up 2.0% on the quarter of the previous year

Around two-thirds of sales were generated with customer-specific sensor solutions

Q3 INTERIM REPORT 2019

Sales after nine months still in line with expectations

Total sales in € million



Comments

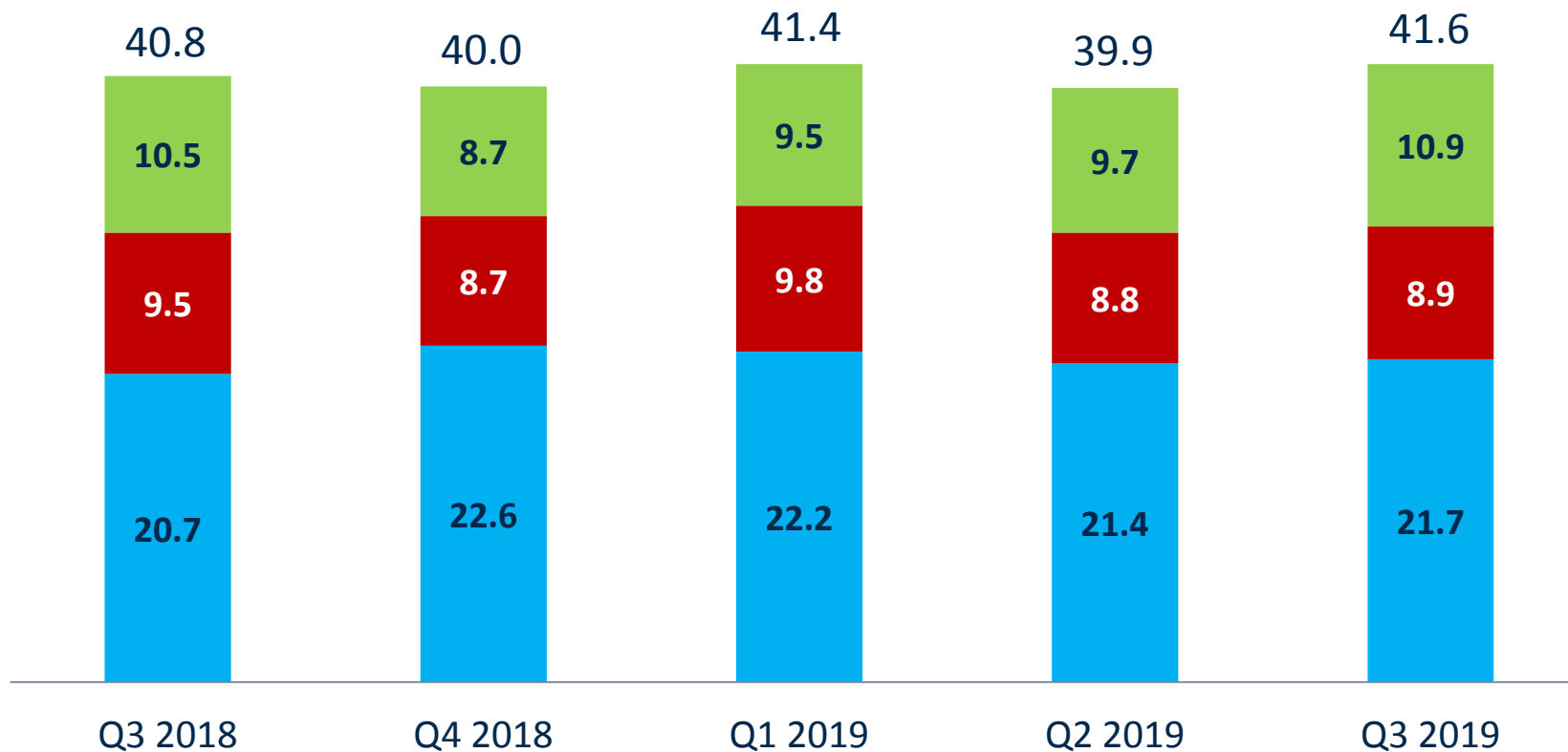
Growth of EUR 7.7 million or 6.7% compared with the same period of the previous year

Q3 INTERIM REPORT 2019

Sales development benefits from Industrial and Mobility markets

in € million

■ INDUSTRIAL ■ MEDICAL ■ MOBILITY



Comments

Industrial: +5.1%; continued demand for pressure sensors and optical sensor chips in Asia

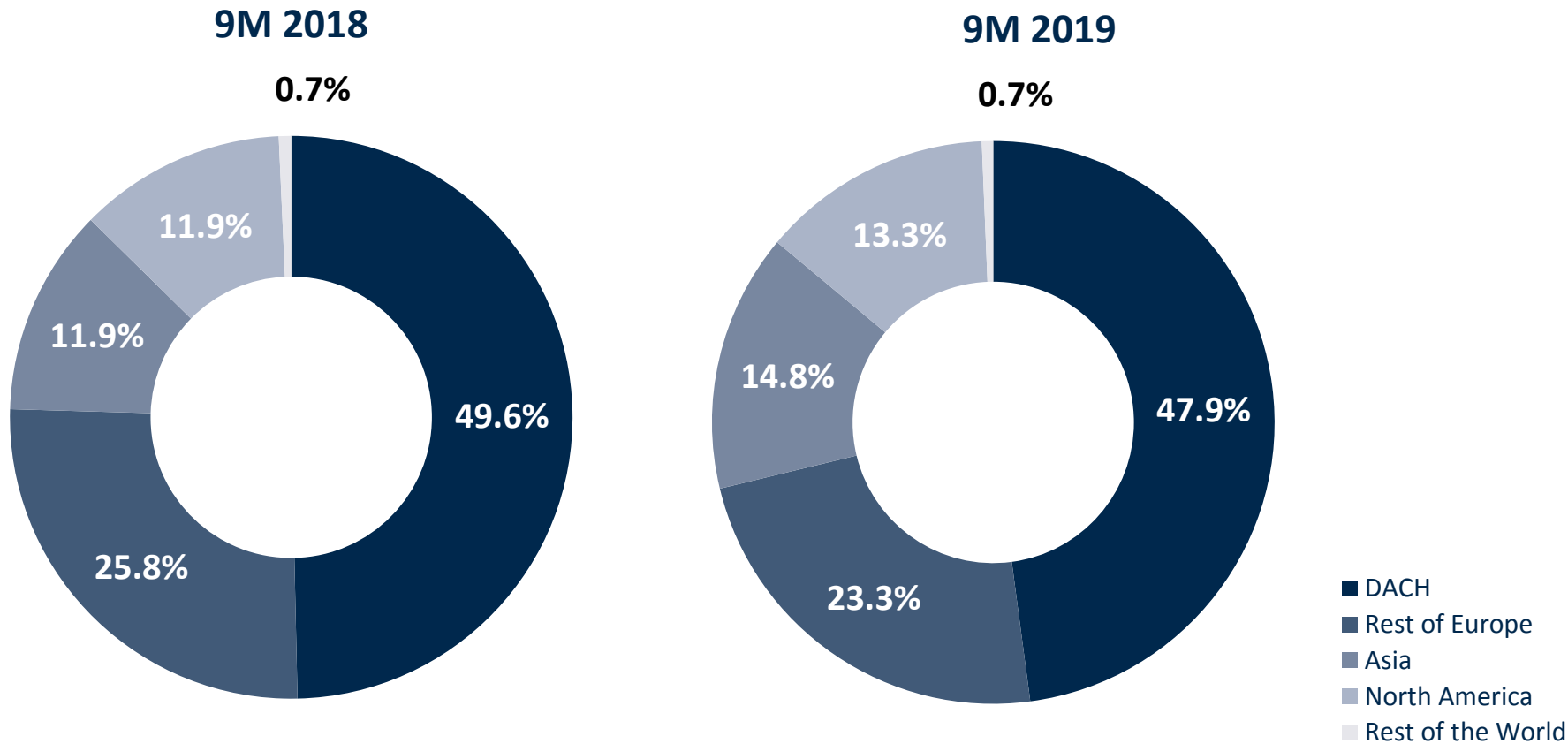
Medical: -6.6% compared to the previous year but +6.3% for the 9 months period driven by demand for Medical Imaging

Mobility: +3.8%; supported by OEM pressure sensors and the expansion of the camera business

Q3 INTERIM REPORT 2019

Above average growth in Asia and North America

Sales share in %



Comments

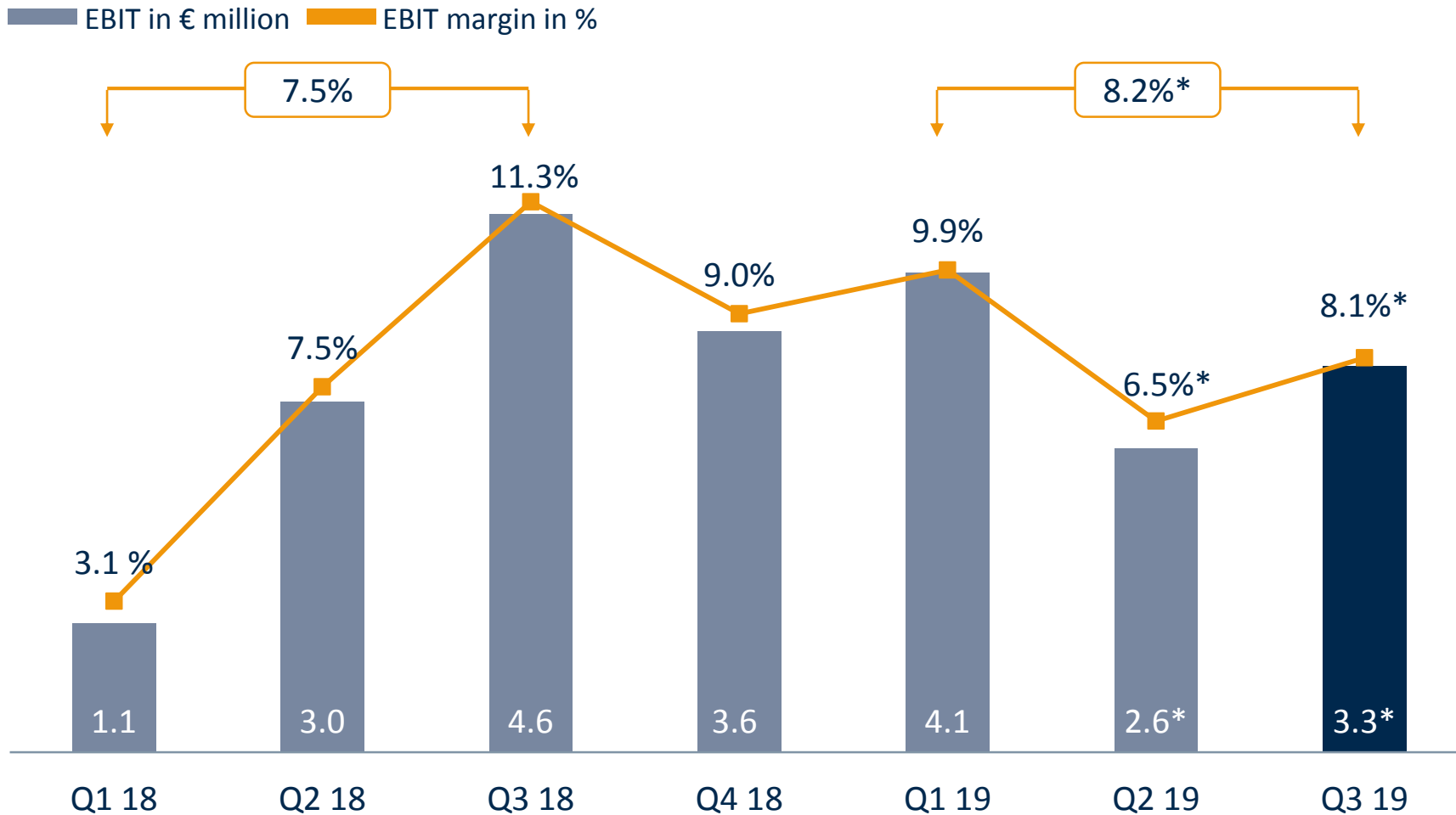
Sales contributions from Asia and North America driven by demand for photonics and pressure

Europe's and DACH region's sales shares decreased slightly as a result of stronger footprint in overseas markets

Growth based on expanded business with our key customers and the winning of new contracts

Q3 INTERIM REPORT 2019

Profitability for Q3 2019 in line with sales development



Comments

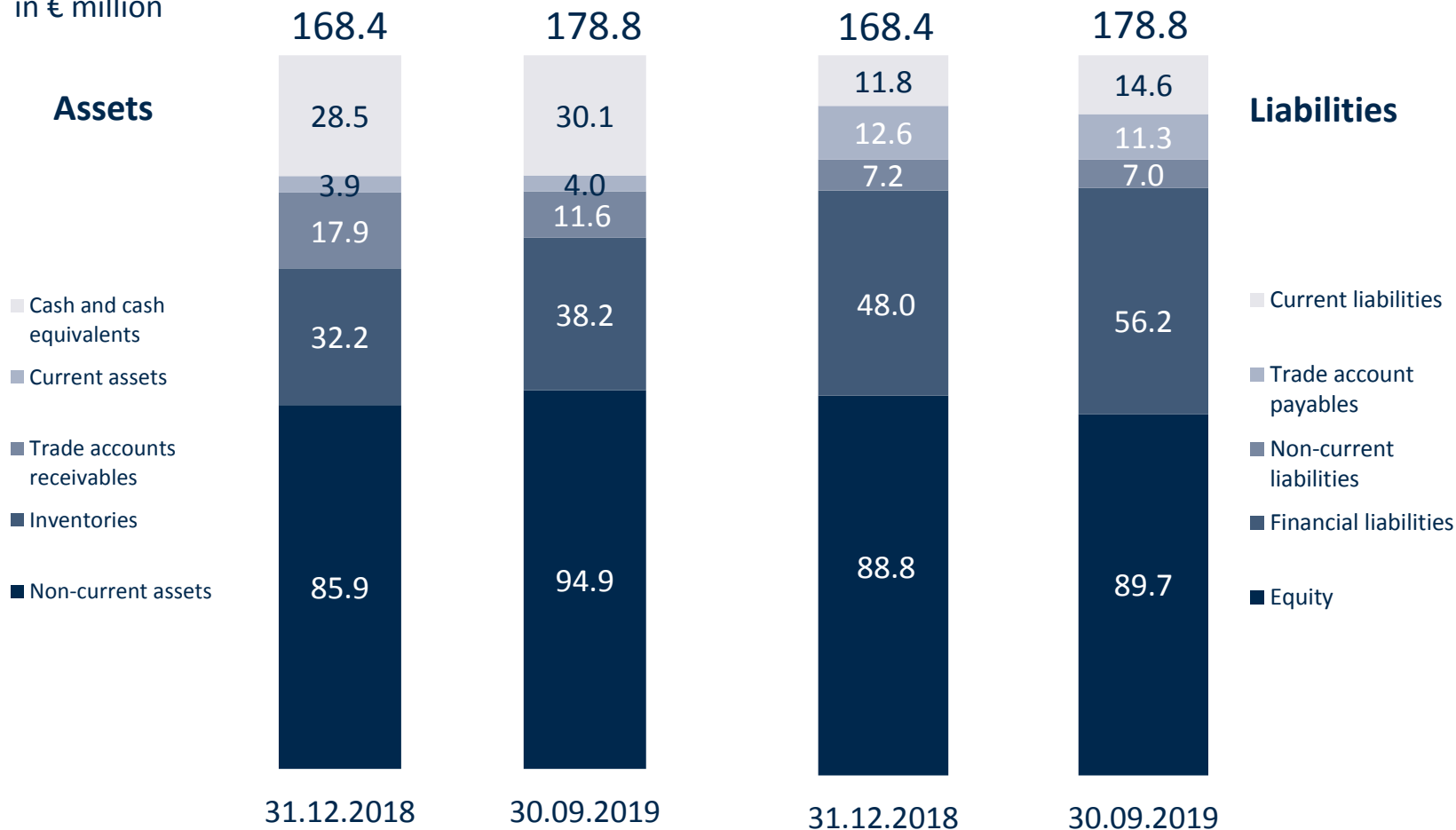
Operating EBIT margin after 9 months with 8.2%* slightly below the target range and 9.3% above the previous year

*EBIT Q2/Q3 adjusted for transaction costs and accruals in connection with the planned combination with TE Connectivity Sensors Germany Holding AG

Q3 INTERIM REPORT 2019

Balance sheet increased to €178.8 million mainly due to IFRS 16

in € million



Comments

Cash

31.12.2018: €28.5 million
30.09.2019: €30.1 million

Net Working Capital

31.12.2018: €37.3 million
30.09.2019: €38.2 million

Equity Ratio

31.12.2018: 52.7%
30.09.2019: 50.2%

Net Debt

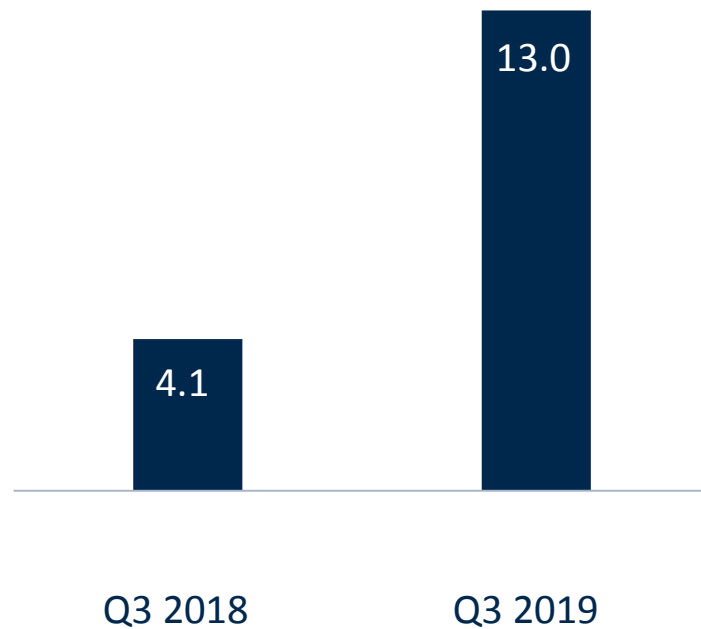
31.12.2018: €19.5 million
30.09.2019: €17.6 million

Q3 INTERIM REPORT 2019

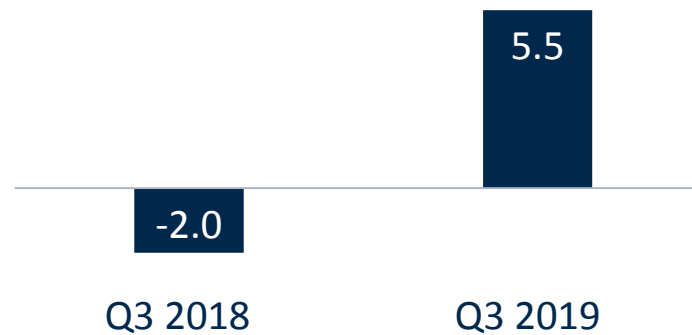
Significant improvement of cash flow

in € million

Operating cash flow



Free cash flow



Comments

Cash flow from operating activities

- 30.09.2018 € 4.1 million
- 30.09.2019 € 13.0 million

Cash flow from investing activities

- 30.09.2018 €-6.0 million
- 30.09.2019 €-7.5 million

Cash flow from financing activities

- 30.09.2018 €-3.0 million
- 30.09.2019 €-4.1 million

Q3 INTERIM REPORT 2019

Guidance 2019 will be achieved at the lower end of the range*

SALES REVENUES **160 - 170** MILLION EURO

ADJUSTED
EBIT MARGIN **8.5 - 9.5** PERCENT

* Subject to no further deterioration in the economic situation

Q3 INTERIM REPORT 2019

Opportunities and risks for sales and profitability

	Sales	Profitability
Opportunities	<ul style="list-style-type: none">– Global market for optical and pressure sensors with average growth rate approx. 7-8% to 2022– First Sensor as leading supplier of APDs for industrial and mobility LiDAR applications– €98.3 million backlog; 1/3 scheduled for 2019	<ul style="list-style-type: none">– Economies of Scale based on our strategy of profitable growth– Rising sales with value-add products– Continuous measures to improve operational excellence
Risks	<ul style="list-style-type: none">– Further worsening of global economic outlook due to persisting geo-political and trade-related tensions between major economies– Reluctant buying behavior of major customers triggered by economic insecurities sets back growth ambitions	<ul style="list-style-type: none">– Turnover-based decrease in economies of scale and profitability– Reluctant buying behavior and inventory corrections of major customers in current economic situation– Increases in wages and salaries

Q3 INTERIM REPORT 2019

71,87% of all First Sensor shares have been tendered

Date	Status
July 8	Offer publication / First merger control clearance (Germany)
July 16	Merger control clearance Austria
18. Juli	Joint reasoned statement by Executive Board & Supervisory Board FIS AG
July 22	Merger control clearance Hungary
July 30	Foreign investment approval France
August 6	Statement of the General Works Council FIS AG
September 2	End of the first acceptance period
September 19	End of the additional acceptance period
September 29	Foreign trade approval United States - DDTC
Mid-2020 at the latest	Completion of the offer

SENSING INNOVATIONS

Q3 Interim Report 2019

November 14, 2019

First Sensor AG prepares its interim consolidated financial statements in accordance with the International Financial Reporting Standards (IFRS). However, this report was not prepared in accordance with IAS 34 "Interim Financial Reporting" and has been neither audited nor subjected to any other formal audit examination. In addition to the key figures according to IFRS, key figures adjusted for transaction costs and provisions in connection with the planned combination with TE Connectivity Sensors Germany AG are shown for the presentation of earnings. In the presentation, rounding differences to the mathematically exact values may occur. This report contains statements of a predictive nature. All future-oriented specifications in this consolidated financial report were produced on the basis of a probability-based plan and represent statements regarding the future which cannot be guaranteed.

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