

First Sensor 

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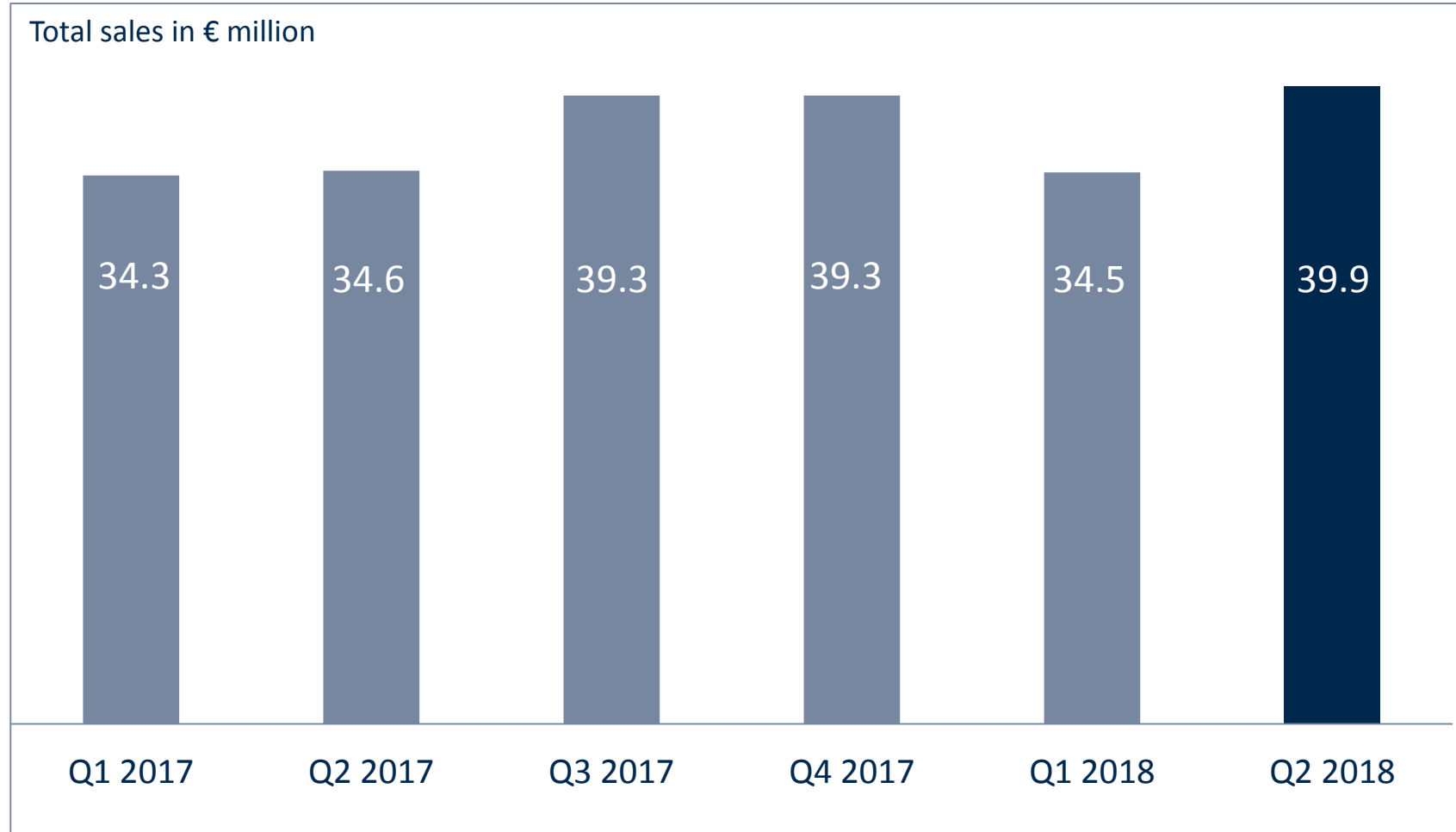
6M INTERIM REPORT 2018

AUGUST 13, 2018



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Q2 sales reach new quarterly record at € 39.9 million



Comments

Increase of 15.6% compared to Q1 2018 and Q2 2017

New quarterly high with sales of more than € 15 million in a single month for the first time

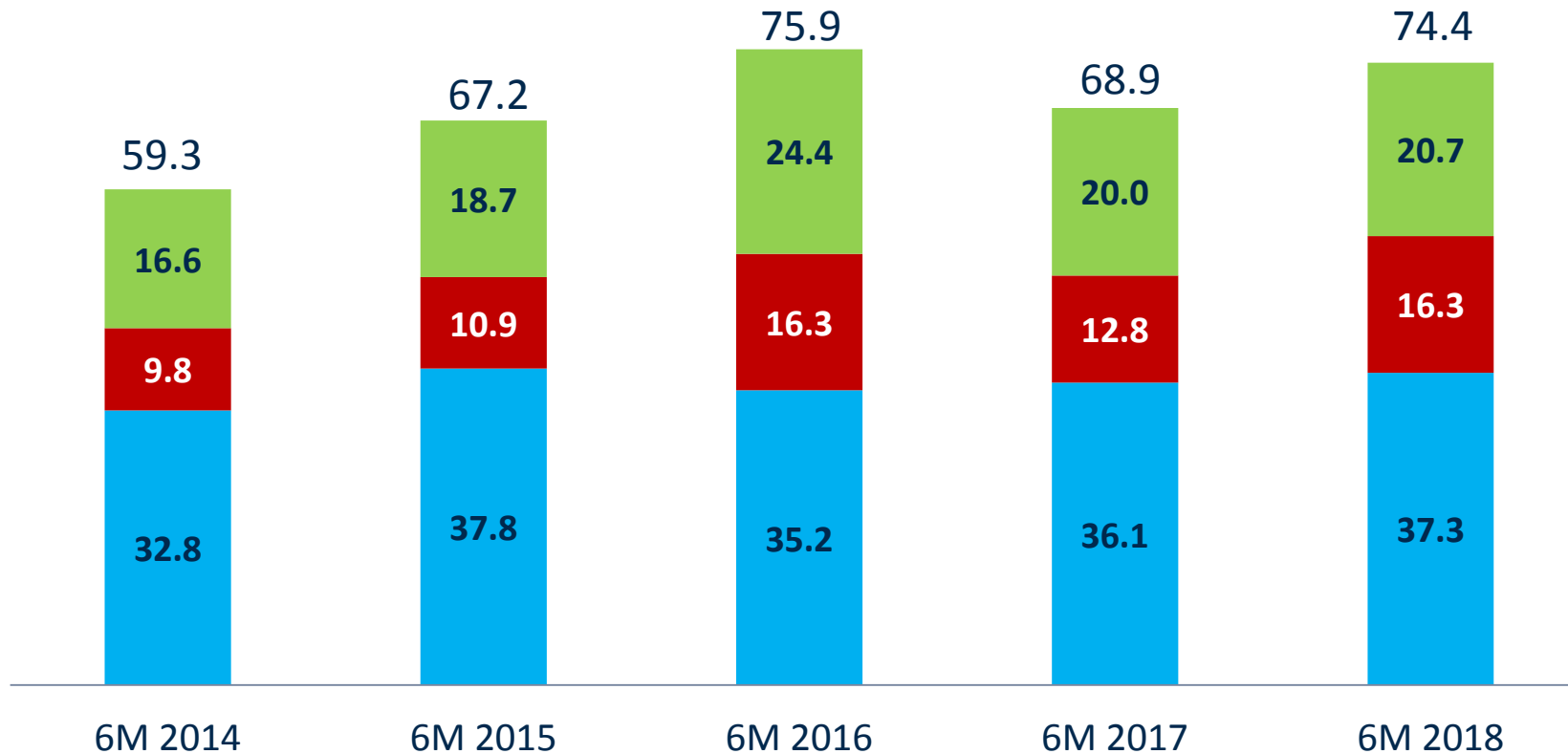
Compensation for Q1 2018 sales begun; further effects in Q3 + Q4

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Half-year sales as expected at +7.9%

in € million

■ INDUSTRIAL ■ MEDICAL ■ MOBILITY



Comments

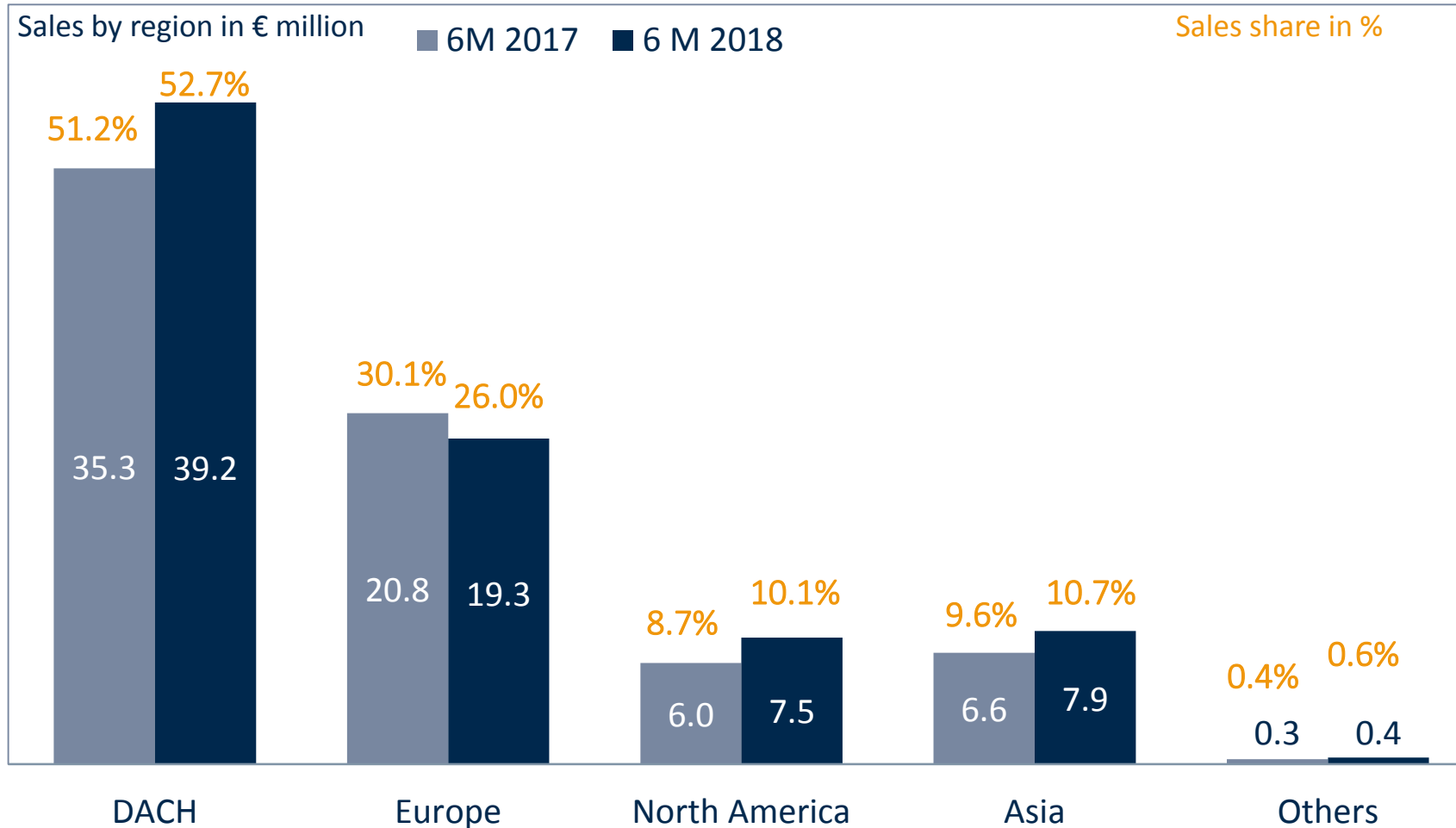
Medical: +27.5%; expansion of the business with H series sensors (Pressure) and optical solutions (Imaging)

Industrial: +3.4%; Q1 backlog not yet fully reduced

Mobility: +3.6%; further growth as the year progresses

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DACH remains key region, internationalization continues



Comments

No major changes in sales split by region

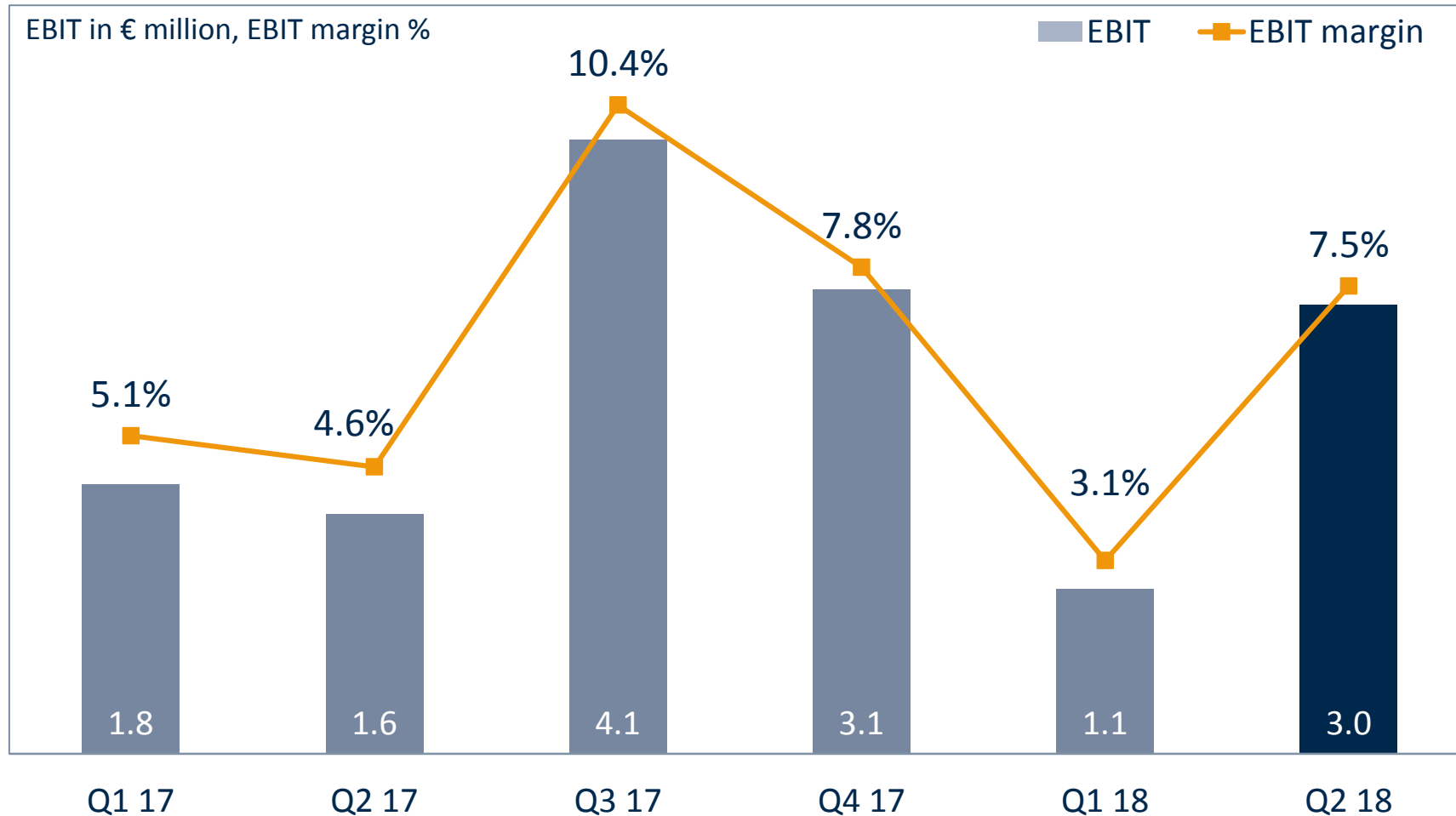
DACH region with 52.7% still most important market

Rest of Europe: sales share 26.0%; decrease due to shifts in delivery addresses for certain key customers

Sales share North America and Asia increased further to 10.1% and 10.7% with new and existing customers

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EBIT margin back in 2018 target range due to high quarterly sales



Comments

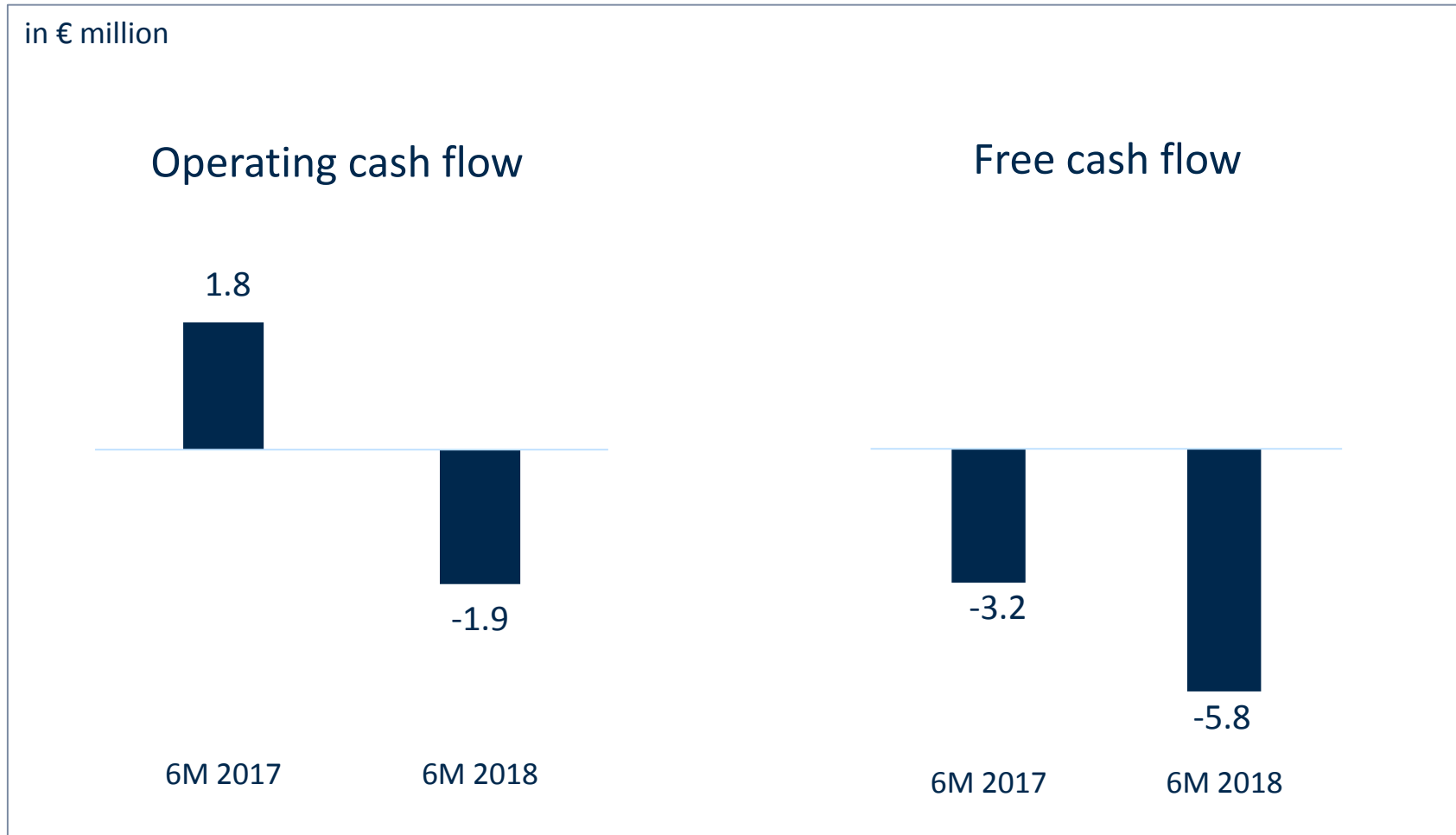
Higher overall business volume as well as improved product contribution margins lead to margin improvement compared to Q1

EBIT margin for the first half of 2018 reaches 5.5% (PY: 4.9%)

Further effects from sales volume and efficiency programs as the year progresses

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Growth-related increase in inventories and receivables reduces cash flow



Comments

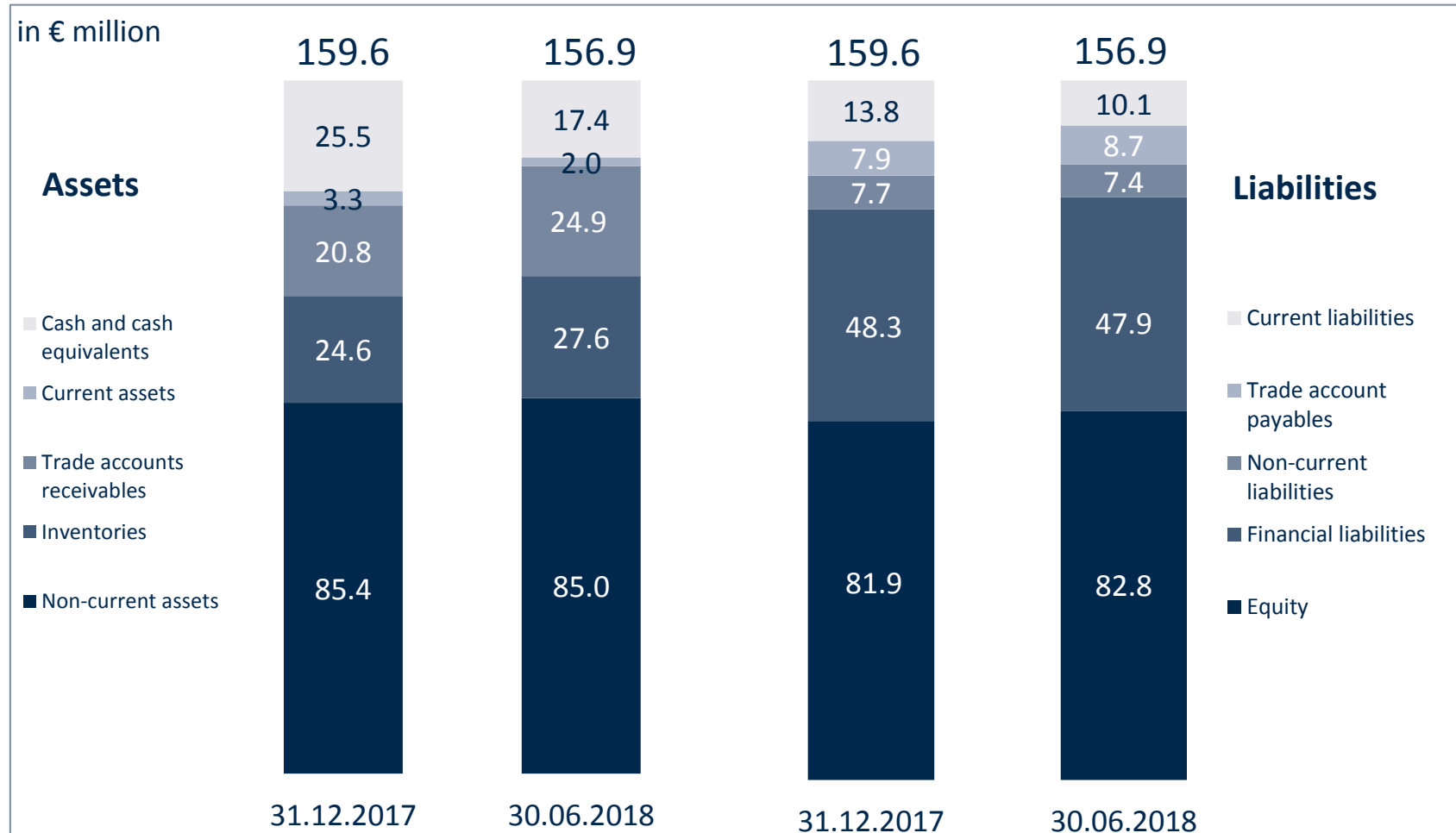
Dividend payment reduced cash and cash equivalents by EUR 1.6 million

Operating and free cash flow reduced by rise in inventories and trade receivables due to increased sales volume

Improvement of both items in the further course of business

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Balance sheet structure balanced further



Comments

Current assets reduced by dividend payment

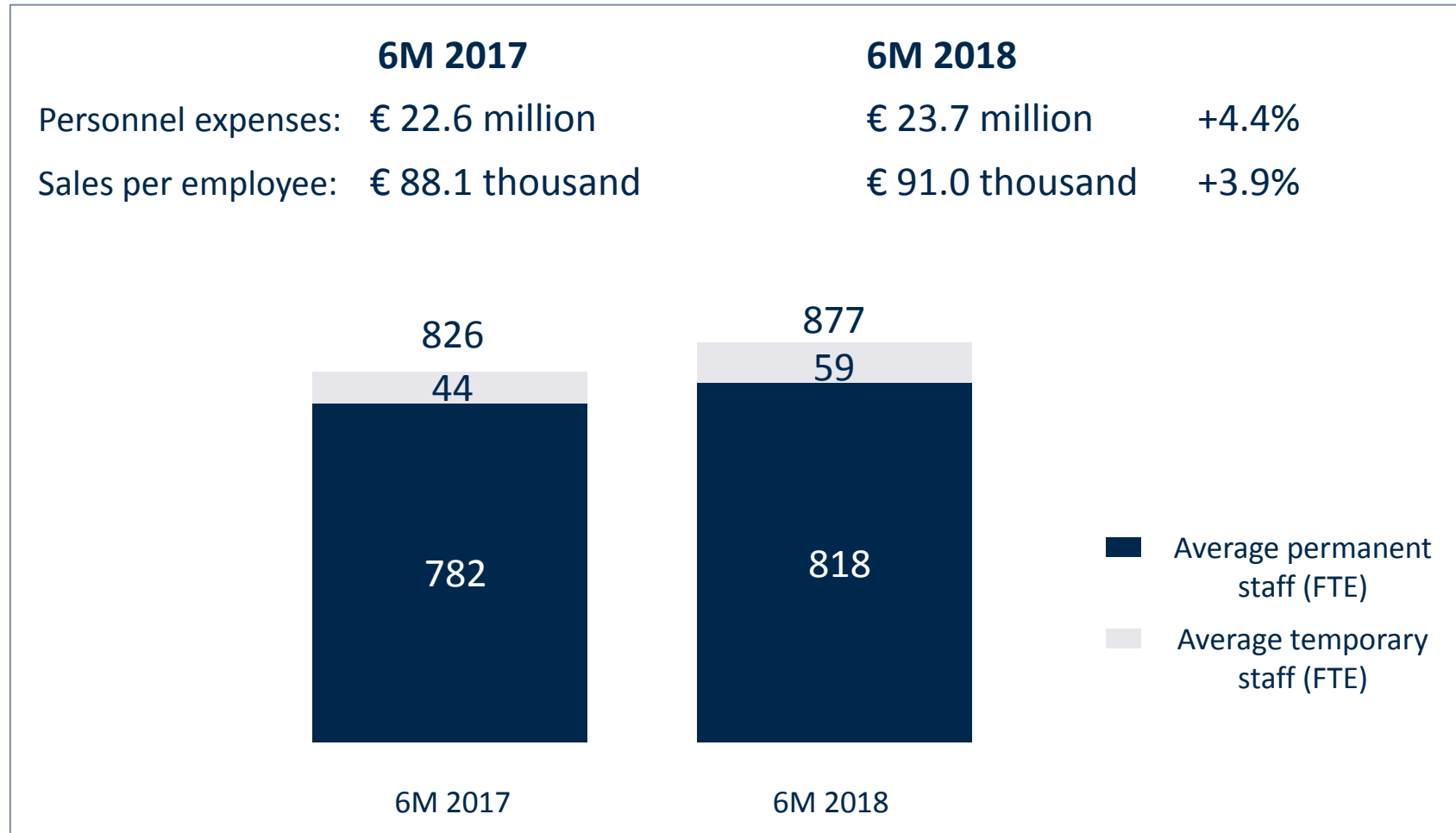
Growth-related higher level of tied-up liquidity due to increase in inventories and trade receivables

EUR 12 million promissory note loan due reclassified to current financial liabilities

Net debt EUR 30.5 million

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More new hires for future growth



Comments

New employees in production and development

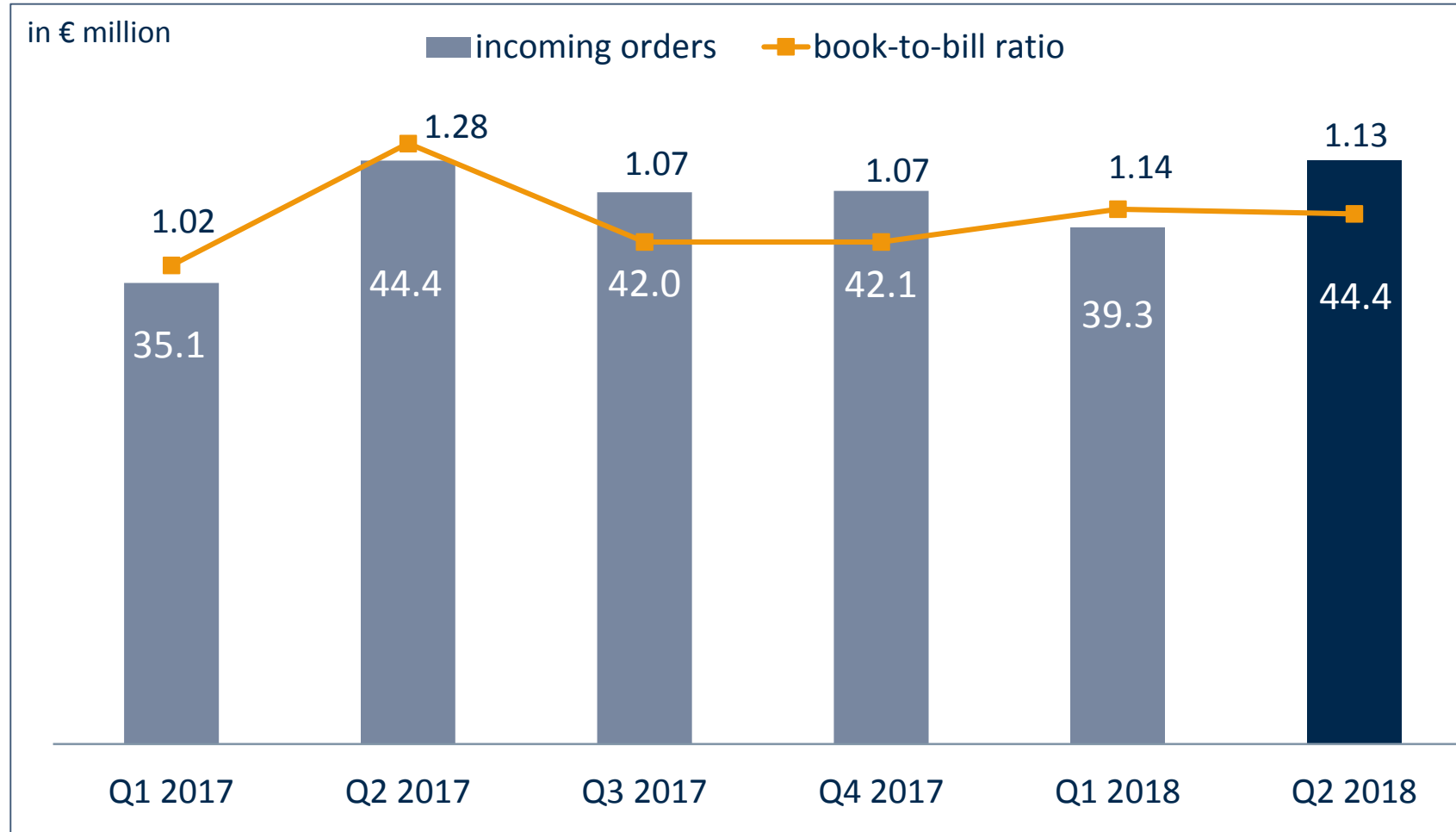
Personnel costs increased due to rise in FTE and salary adjustments

Sales per employee improved

Proportion of temporary staff increased for growing output

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High demand lends tailwind for H2 and further growth



Comments

More incoming orders received in Q2

Book-to-bill ratio sets course for further growth

Order backlog reaches new high of € 102.1 million; majority leads to sales in 2018

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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

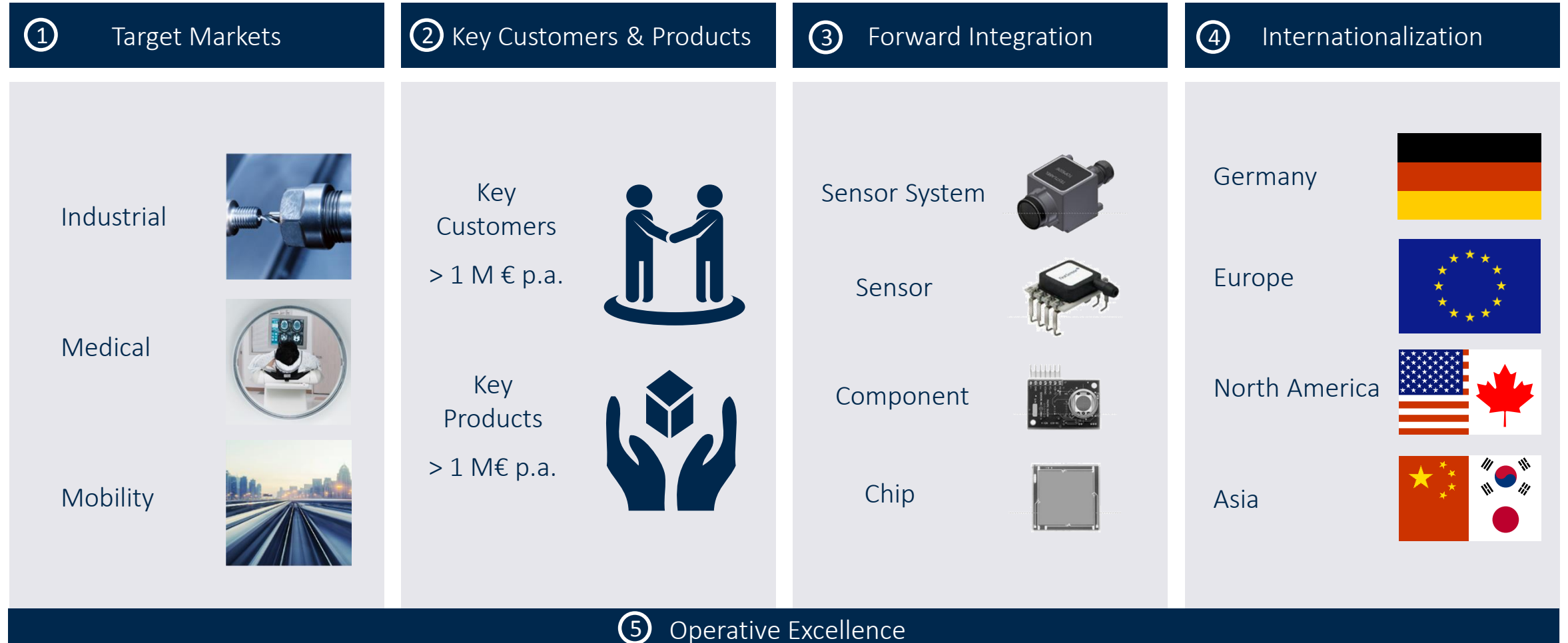
- Increased demand for standard products, sensor solutions and integrated manufacturing services
- Ramp up of customer-specific solutions projects
- Increased production capacity thanks to increased shift work, new equipment and optimized production management
- Economies of scale: High monthly and quarterly sales have a positive effect on the margin

Risks

- Trade conflicts could have a negative influence on business performance
- New emissions standard could hit sales figures for passenger cars
- Higher demand for sensors could lead to shortages of some electronic components due to increased lead times on supplier site
- Increases in wages and salaries due to full employment and economic climate
- Late order placement may result in 2019 shipments

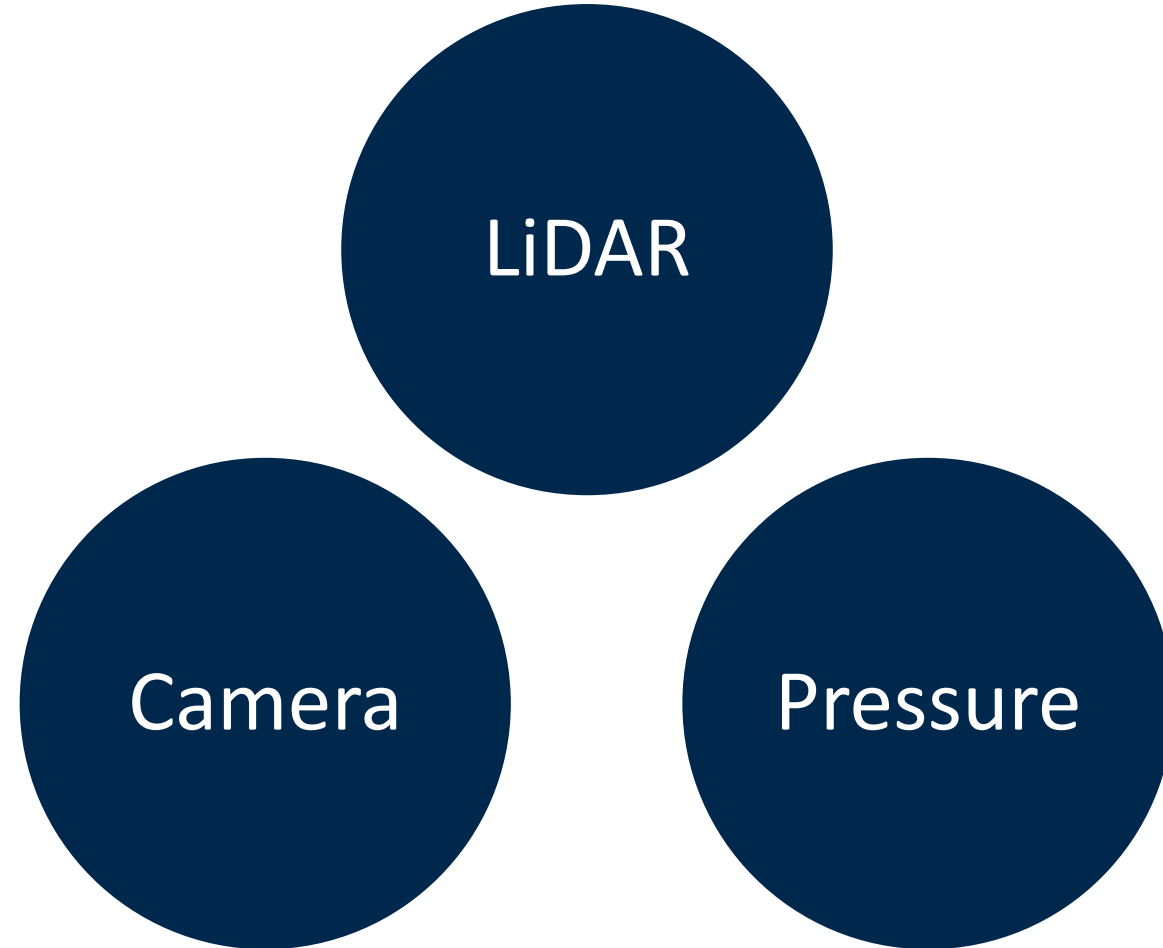
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Strategic Perspective for profitable growth



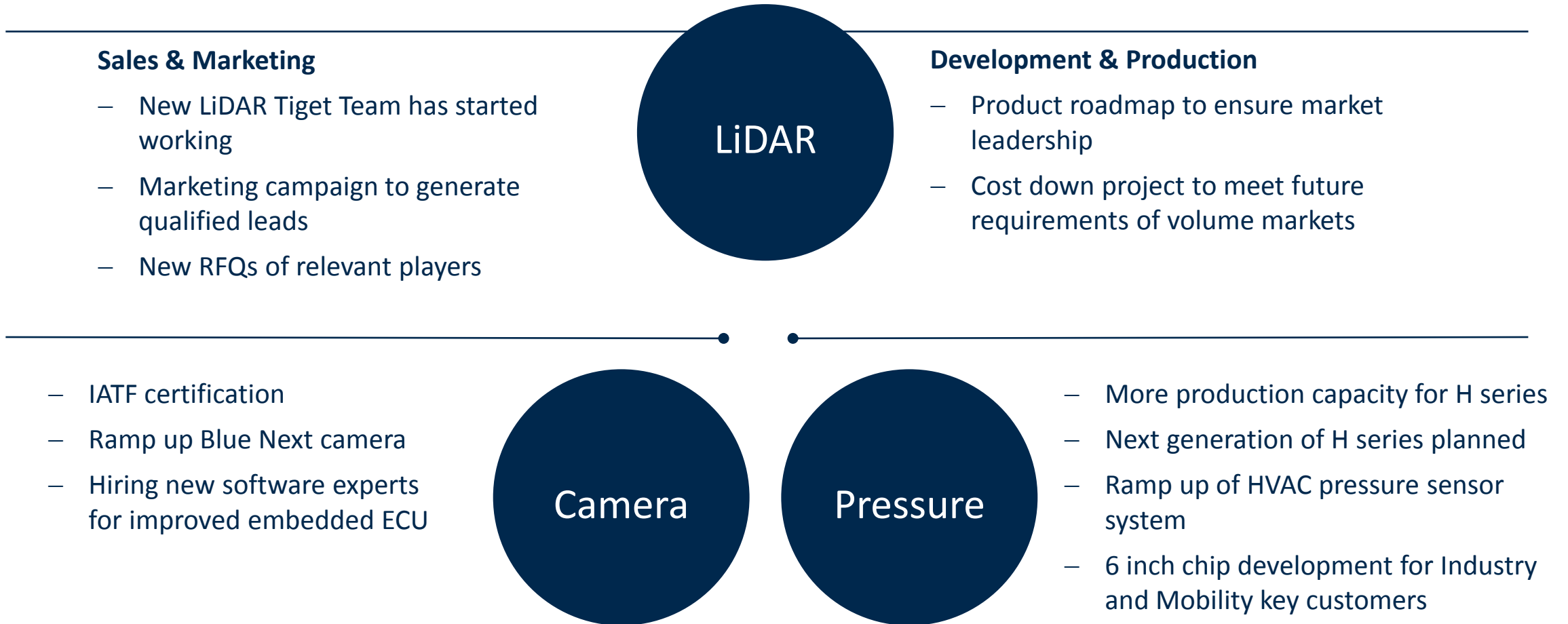
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Further progress in pushing our growth drivers



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Further progress in pushing our growth drivers



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Financial Calendar

When?	What?
12.11.2018	Q3 Interim Report
26./27.11.2018	Analyst' Conference: German Equity Forum, Sheraton Airport Hotel, Frankfurt am Main
21.03.2019	Annual Report 2018 and Financial Statement Press Conference
03.05.2019	Annual General Meeting

Q&A SESSION

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6M Interim Report 2018

August 13, 2018

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