
SENSING INNOVATIONS

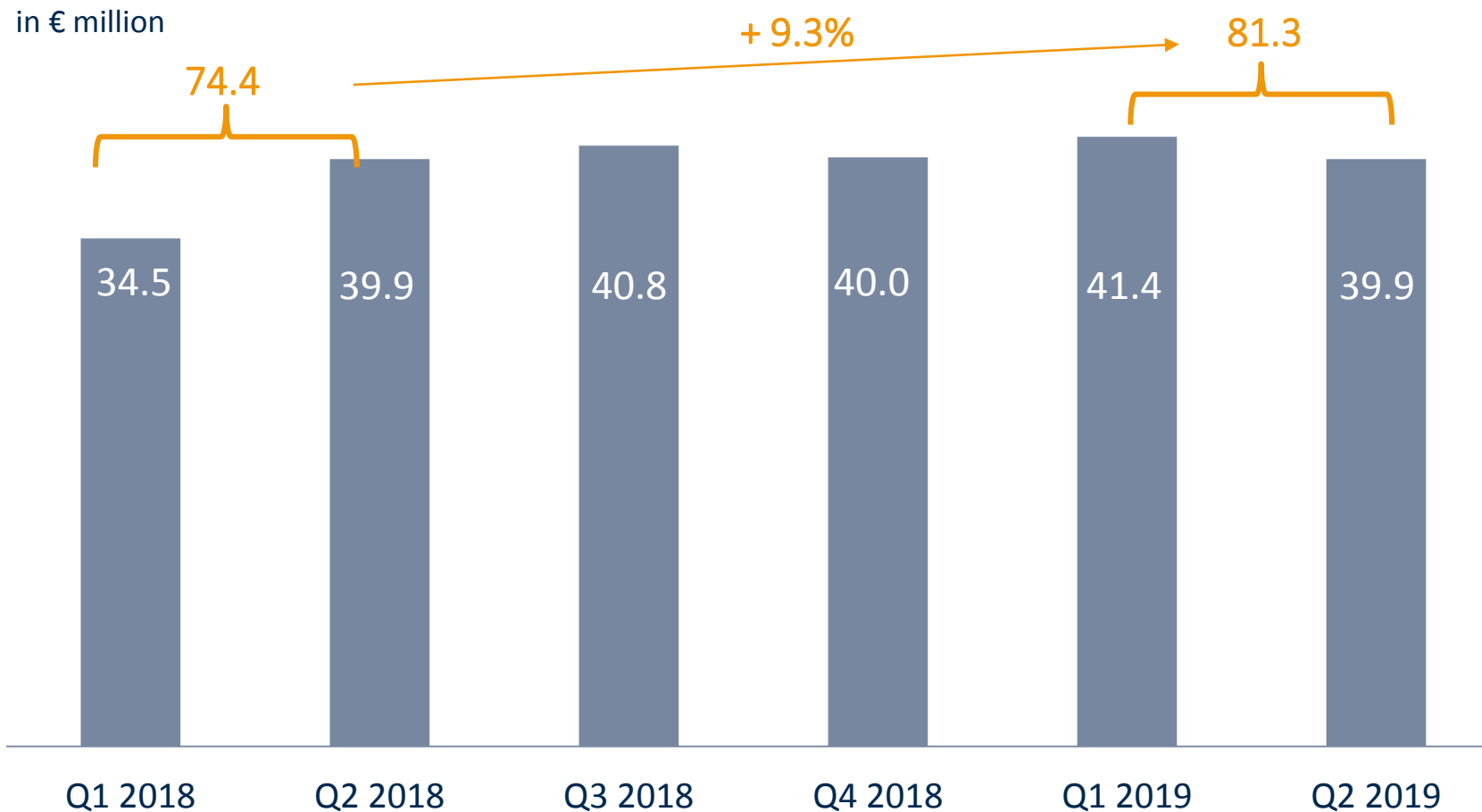
6M INTERIM REPORT 2019

AUGUST 14, 2019



6M INTERIM REPORT 2019

Sales increased by 9.3% to €81.3 million compared to 6M 2018



Comments

Q2 2019 slightly below Q1 shifts of orders (photonics)

Pressure sensor business drives growth in 6M 2019 compared to 2018

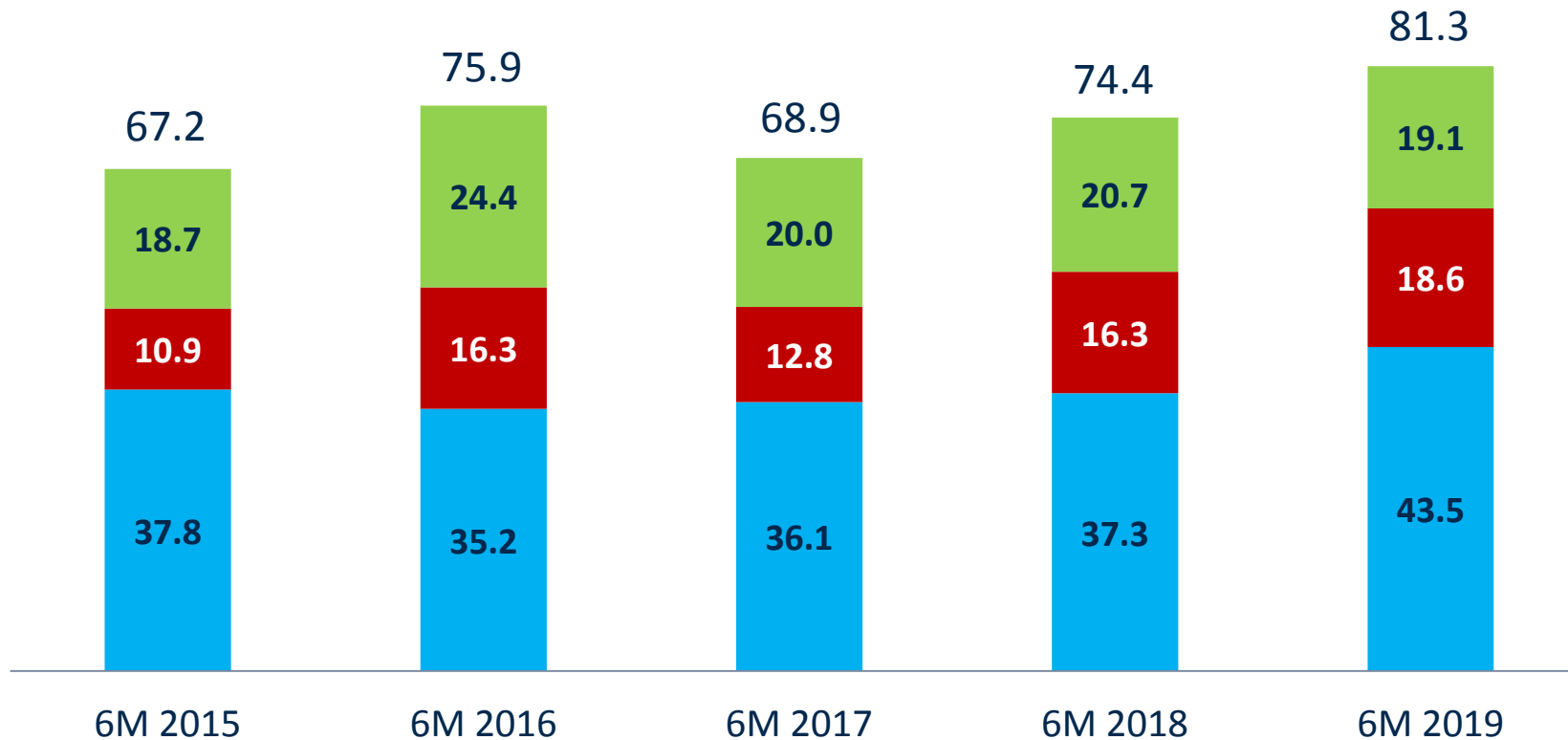
6M sales at the lower end of guidance for 2019

6M INTERIM REPORT 2019

Industrial&Medical grow further, Mobility unchanged on previous years

in € million

■ INDUSTRIAL ■ MEDICAL ■ MOBILITY



Comments

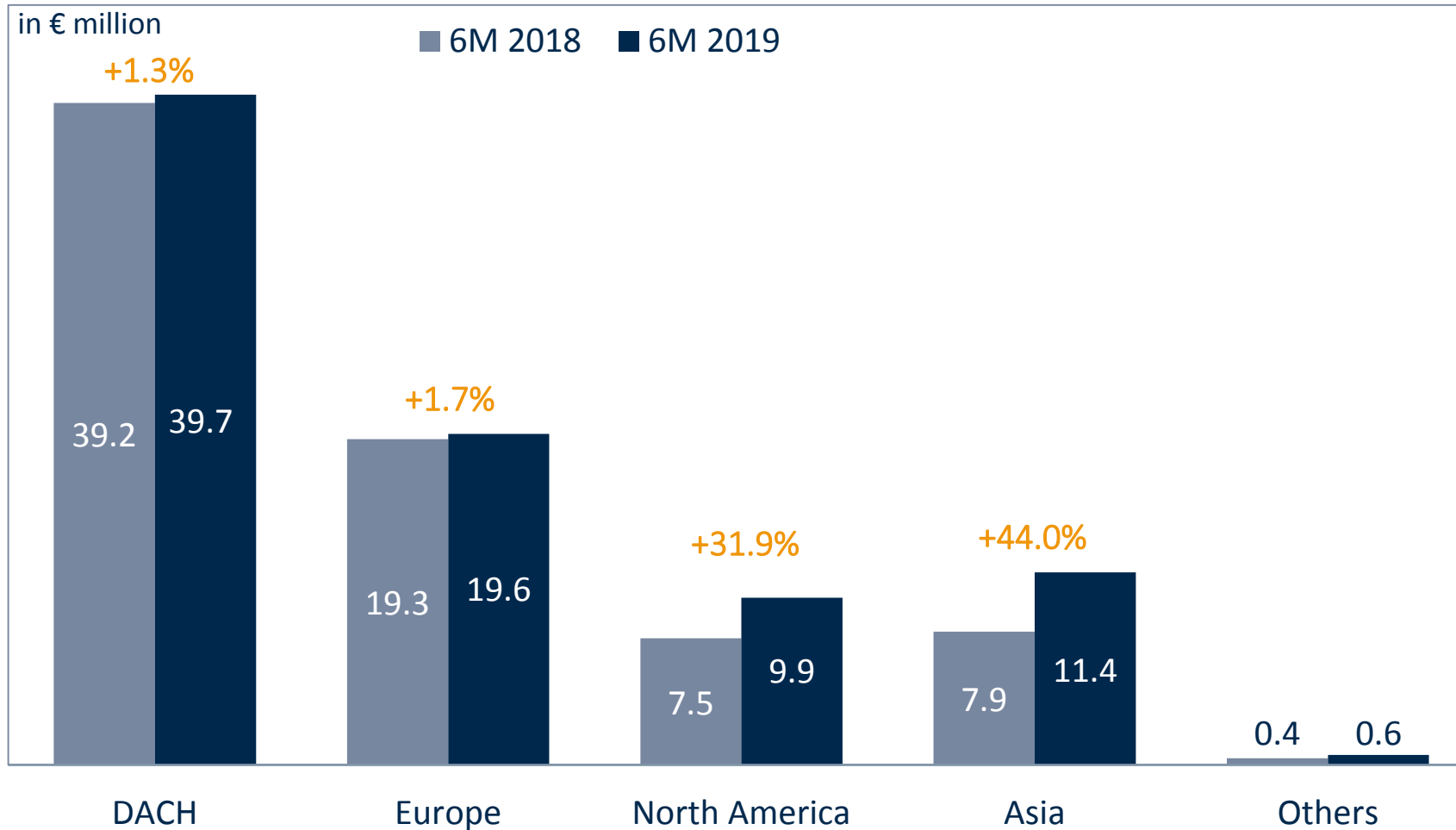
6M 2019 Industrial sales: +16.6% compared to 2018; demand for pressure & photonic (photodiodes) in Asia

6M 2019 Medical sales: +13.8% compared to 2018; sales for photonic (imaging solutions) in North America

6M 2019 Mobility sales: -7.5%; compared to 2018; sales reduced in advanced electronics; photonic and pressure unaffected

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Internationalization is progressing on schedule



Comments

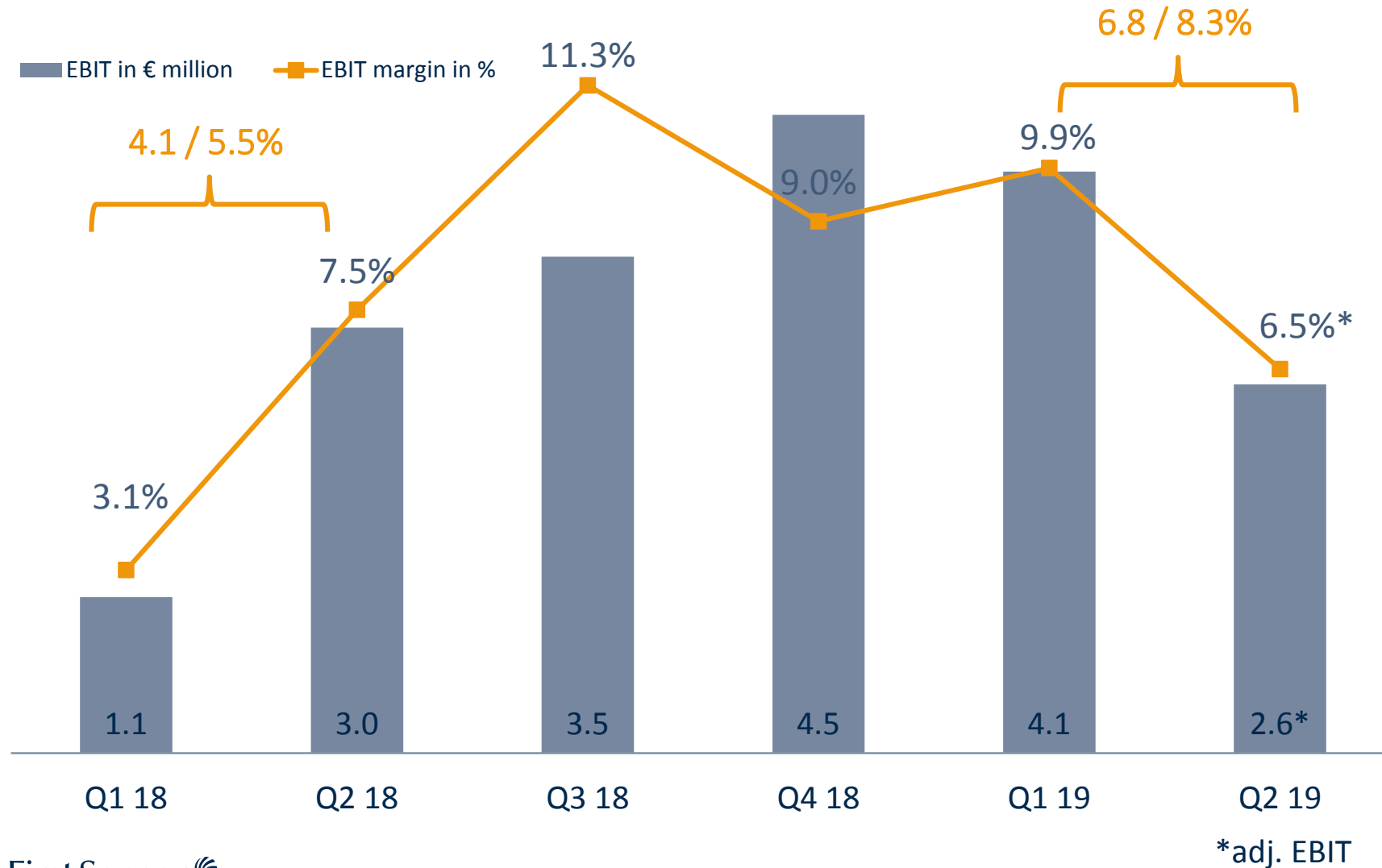
Sales in DACH region and Europe slightly even due to slowing economic environment

Increased sales with imaging solutions in North America

Higher demand for pressure sensors and photodiodes in Asia

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6M EBIT and EBIT margin with €6.8 million and 8.3% at higher level



Comments

EBIT Q2 could not match the high Q1 result; reason:

- Lower sales volume
- Higher cost for recruitment, marketing, maintenance

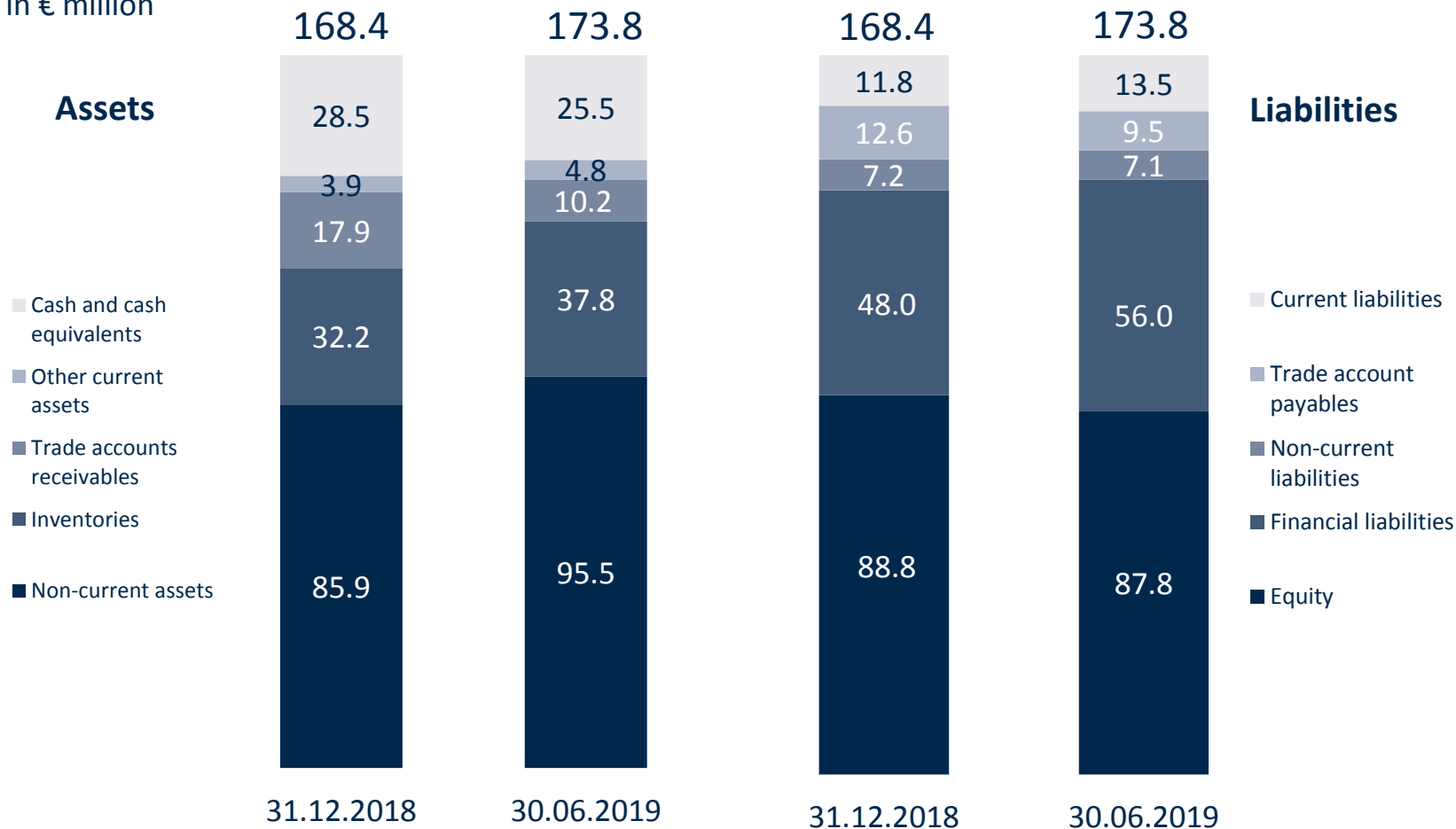
EBIT 6M shows further success of strategy for profitable growth and measures to improve operational excellence

6M EBIT margin including TE one-timer at 2.9%

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Balance sheet increased to €173.8 million mainly due to IFRS 16

in € million



Comments

IFRS 16 results in increasing non-current assets of €9,7 million

cash effect: dividend payment €2,0 million

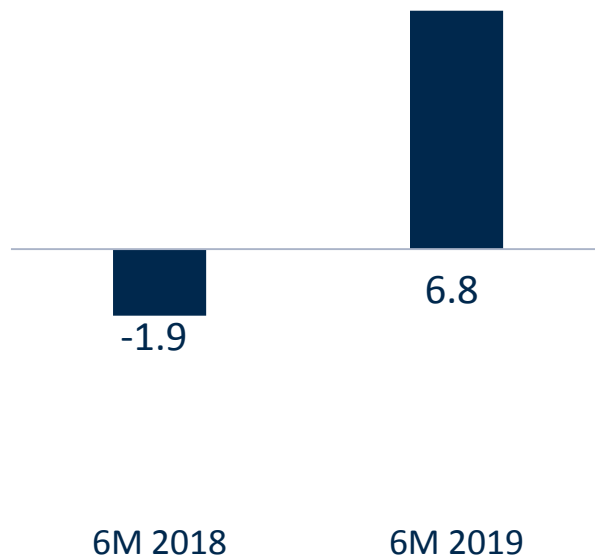
Net debt at €30.4 million (31.12.18: €19.5 million) due to IFRS, dividend payment and higher working capital of €38.4 million (31.12.18: €37.3 million)

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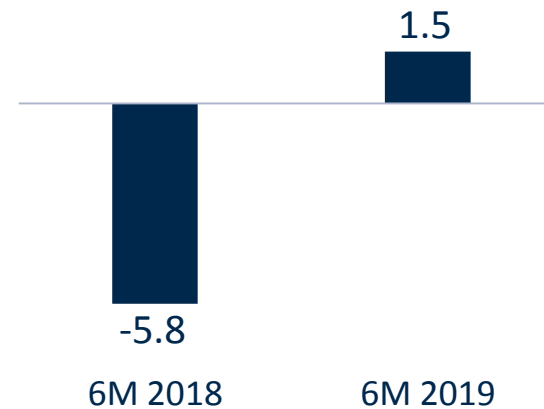
Operating Cashflow and Free Cashflow improved

in € million

Operating cashflow



Free cashflow



Comments

Cash flow from investing activities

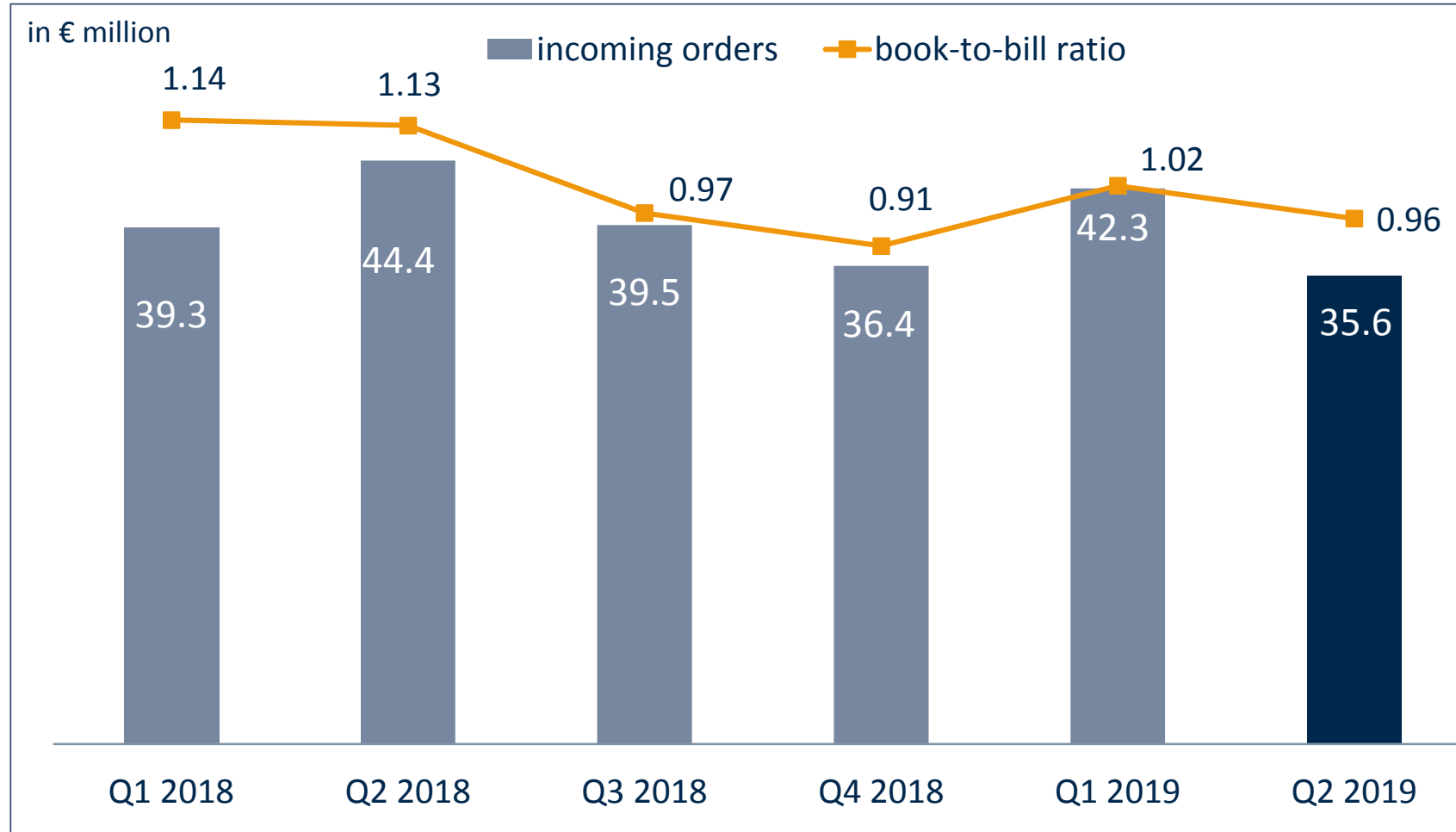
- 30.06.2018 €-3.9 million
- 30.06.2019 €-5.3 million

Cash flow from financing activities

- 30.06.2018 €-2.4 million
- 30.06.2019 €-4.5 million

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Economic environment impacts order situation



Comments

Incoming orders totaled €77.9 million for 6M 2019 (PY: €83.7 million)

Book-to-bill ratio at 0.96

Backlog at €94.2 (PY: €102.0 million)

Half of this order backlog is scheduled for 2019

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Sales and EBIT margin are expected to be in the lower guidance range

SALES REVENUES **160 - 170** MILLION EURO

OPERATIVE EBIT MARGIN* **8.5 - 9.5** PERCENT

*related to operating business and adjusted for transaction costs and accruals in connection with the planned combination with TE Connectivity Sensors Germany Holding AG

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Opportunities and risks for sales and profitability

	Sales	Profitability
Opportunities	<ul style="list-style-type: none">– Strong demand for sensor technology– Growing global market for optical and pressure sensors with average growth rate approx. 7%-8% to 2022– Pushed back projects might be picked up	<ul style="list-style-type: none">– Economies of scale– Rising sales with value-added products– Effects of further measures to improve operational excellence
Risks	<ul style="list-style-type: none">– Slowing economic growth– Slowing automotive demand– Order behavior of large customers; further postponements might occur	<ul style="list-style-type: none">– Changes in product mix– Increases in costs, e.g. wages and salaries

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3 weeks before tender offer ends 64% of all shares are committed

Date	Step
July 8	Publication Voluntary Public Takeover Offer by TE/ Merger Control Clearance Germany
July 15	The Takeover Offer has been accepted for 2.02 % of the share capital; DPE, Teslin and Corecam bring in their shares*
July 16	Merger Control Clearance Austria
July 18	Publication Joint Reasoned Statement by Executive Board and Supervisory Board FIS AG
July 22	The Takeover Offer has been accepted for 45.51% of the share capital** / Merger Control Clearance Hungary
July 29	The Takeover Offer has been accepted for 46.65% of the share capital**
July 31	Foreign investment clearance France
August, 5	The Takeover Offer has been accepted for 60.13% of the share capital**
August, 6	Publication Statement by General Works Council FIS AG
August, 12	The Takeover Offer has been accepted for 63.69% of the share capital**

Q&A SESSION

SENSING INNOVATIONS

6M Interim Report 2019

August 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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