
WE EMPOWER THE FUTURE

Q3 INTERIM REPORT 2017

NOVEMBER 9, 2017



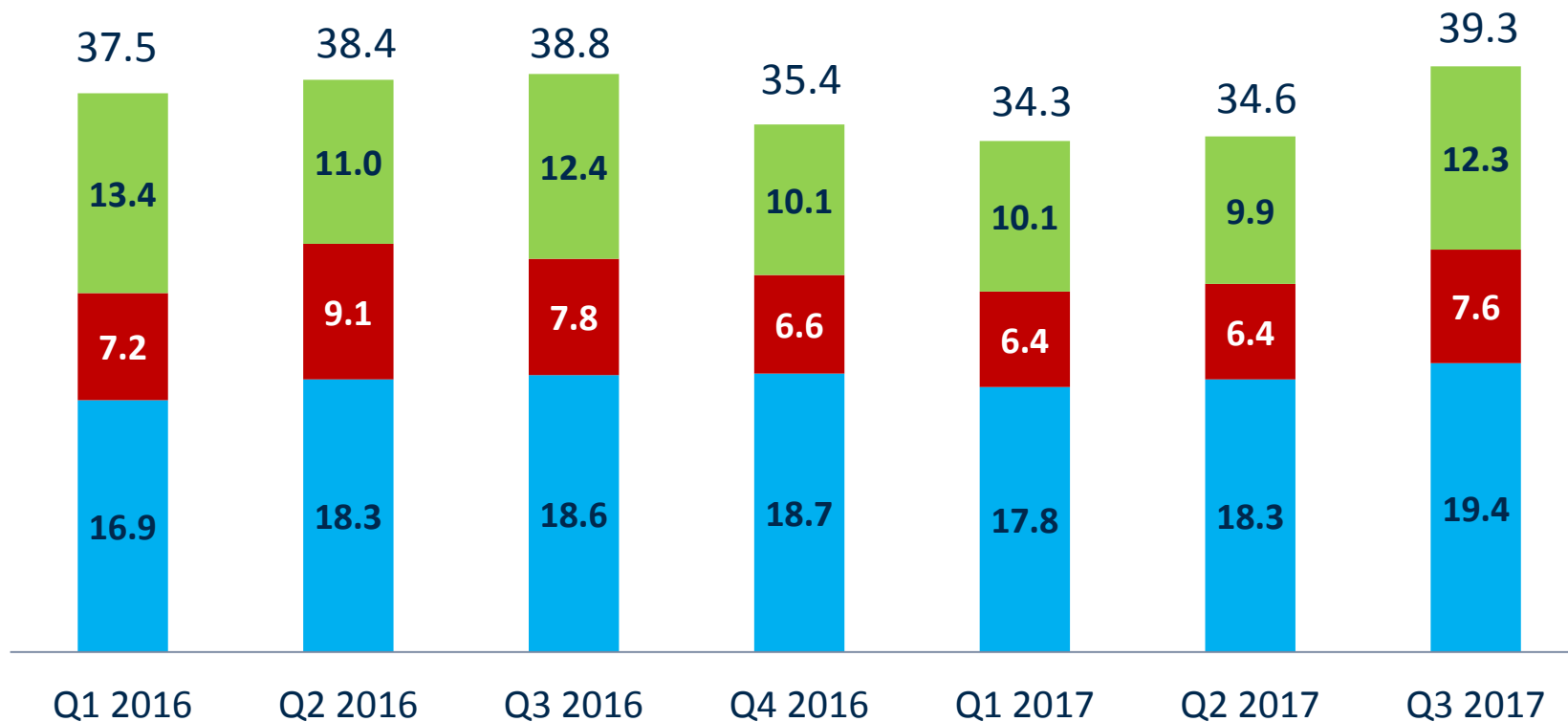
Q3 INTERIM REPORT 2017

Q3 INTERIM REPORT 2017

Q3 sales with € 39.3 million back on track; + 1.3 % over previous year

in € million

■ INDUSTRIAL ■ MEDICAL ■ MOBILITY



Comments

Dynamic start into the second half of 2017

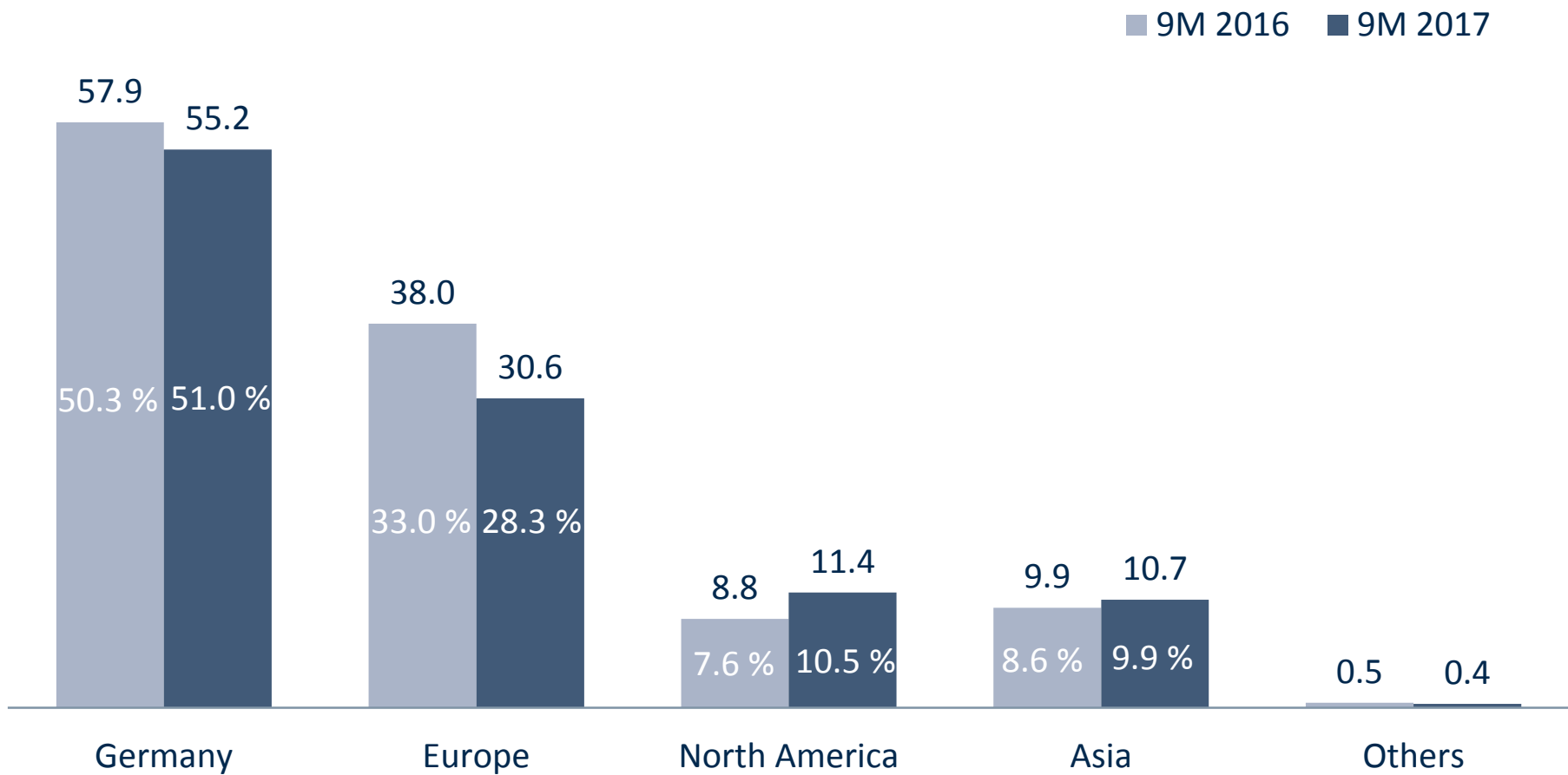
Sales up 1.3 % on Q3 2016

IND: +4.1%, MED: -3.0%, MOB: -0,4% compared to Q3 2016

Q3 INTERIM REPORT 2017

Share of sales in North America and Asia further climbing

Sales in € million, sales share in %



Comments

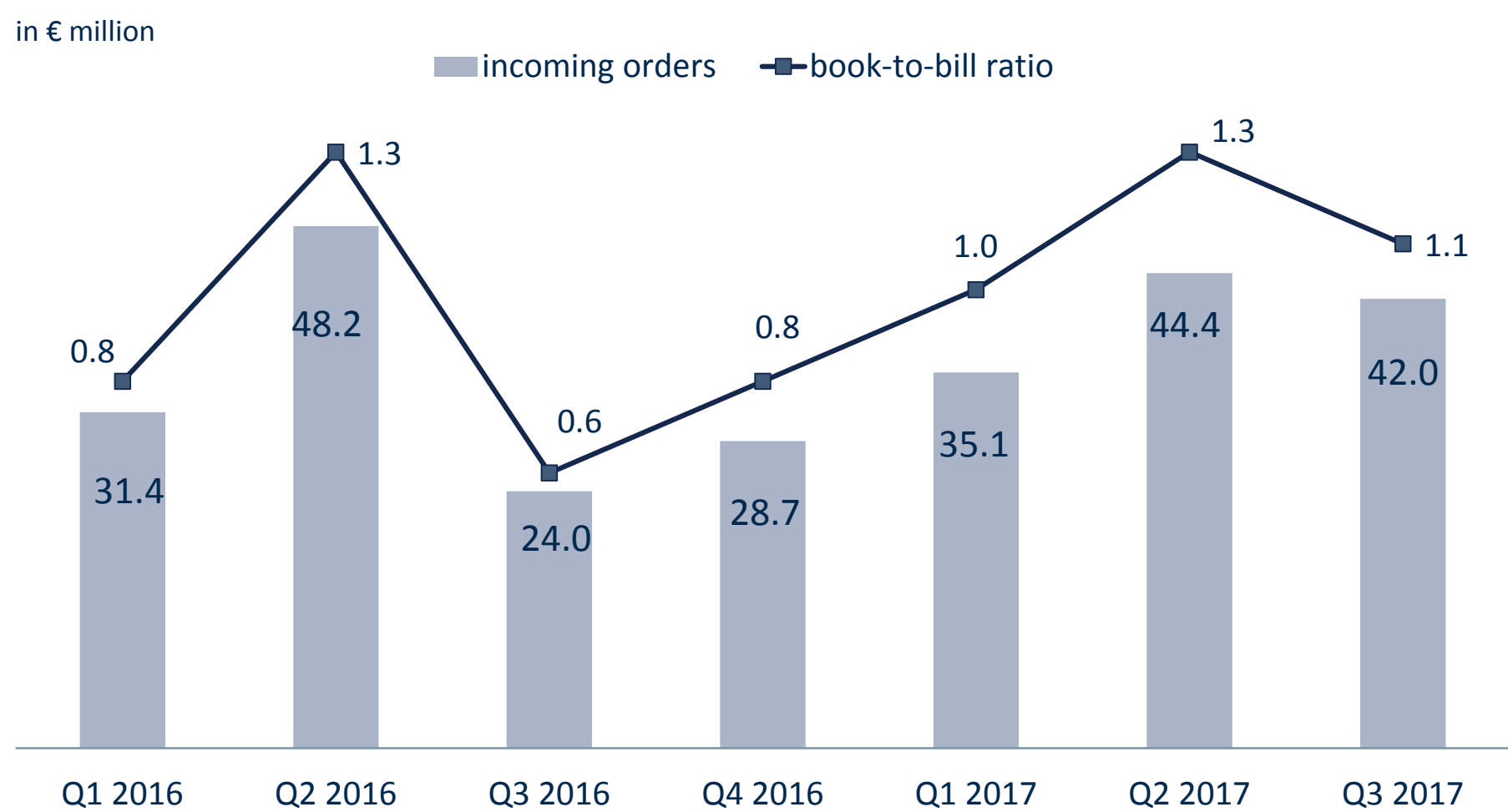
Germany still accounts for half of sales

Other European Countries contribute 28.3 %

Strong performance in North America – sales doubled within the last two years – and in Asia

Q3 INTERIM REPORT 2017

Order intake still on high level at € 42.0 million



Comments

Order intake in Q3 almost on Q2 level

Total order intake in 2017 is € 121.5 million after € 103.6 million in 2016

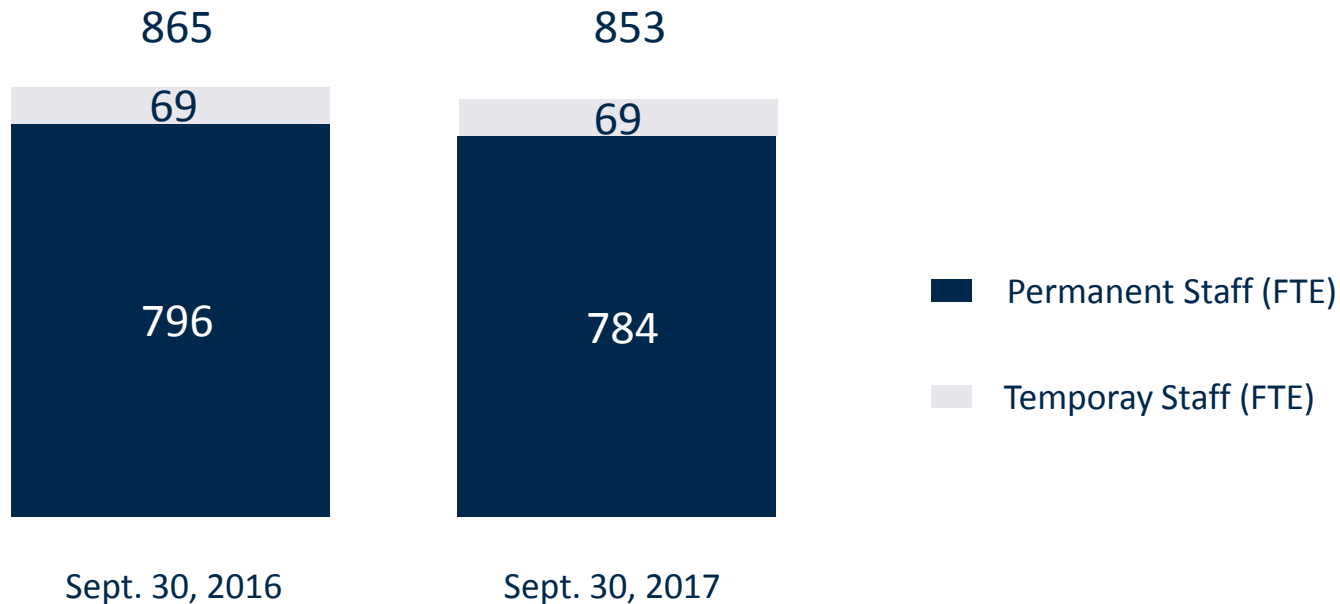
Order backlog at Sept. 30: € 96.5 million

BtB ratio supports further growth

Q3 INTERIM REPORT 2017

Sales per employee rises to 50.1 TEUR in Q3 2017

	Q3 2016	Q3 2017	
personnel expenses:	€ 11.2 million	€ 11.3 million	+1.6%
sales per employee:	€ 48.8 thousand	€ 50.1 thousand	-2.6%



Comments

Number of employees largely unchanged

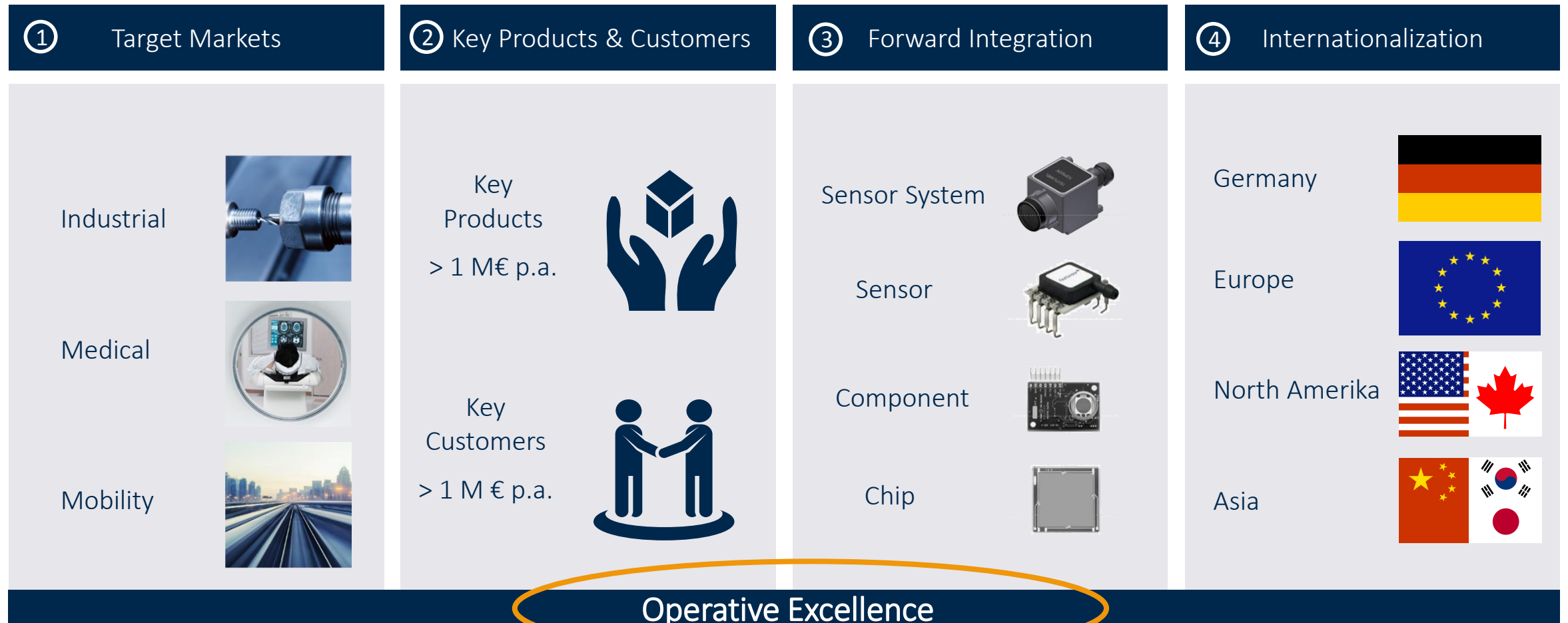
Increase of personnel expense by wage raise and shift to higher qualified staff

Sales per employee after nine month € 138.2 thousand (previous year: € 144.2 thousand)

Q3 INTERIM REPORT 2017

Q3 earnings: Projects 'Operative Excellence' delivering first results

Strategy for Profitable Growth, presented on August 10, 2017



Q3 INTERIM REPORT 2017

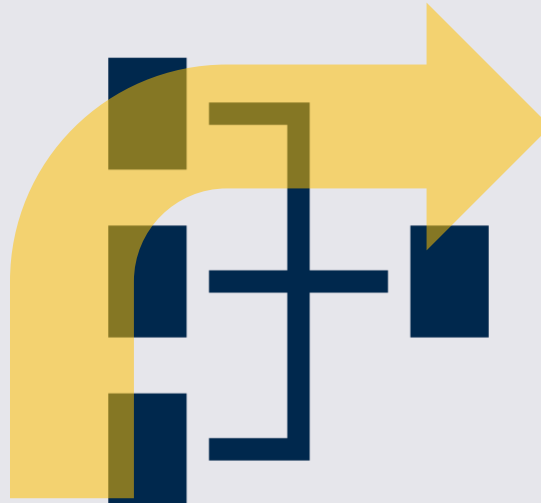
Operative Excellence focuses on three pillars



Mindset: 'Employees FIRST'



Management: 'Leading from the front'



Economies: 'Scale and Efficiency'

THE FUNDAMENT: FOCUS ON OPERATIVE EXCELLENCE
We concentrate on five core initiatives.

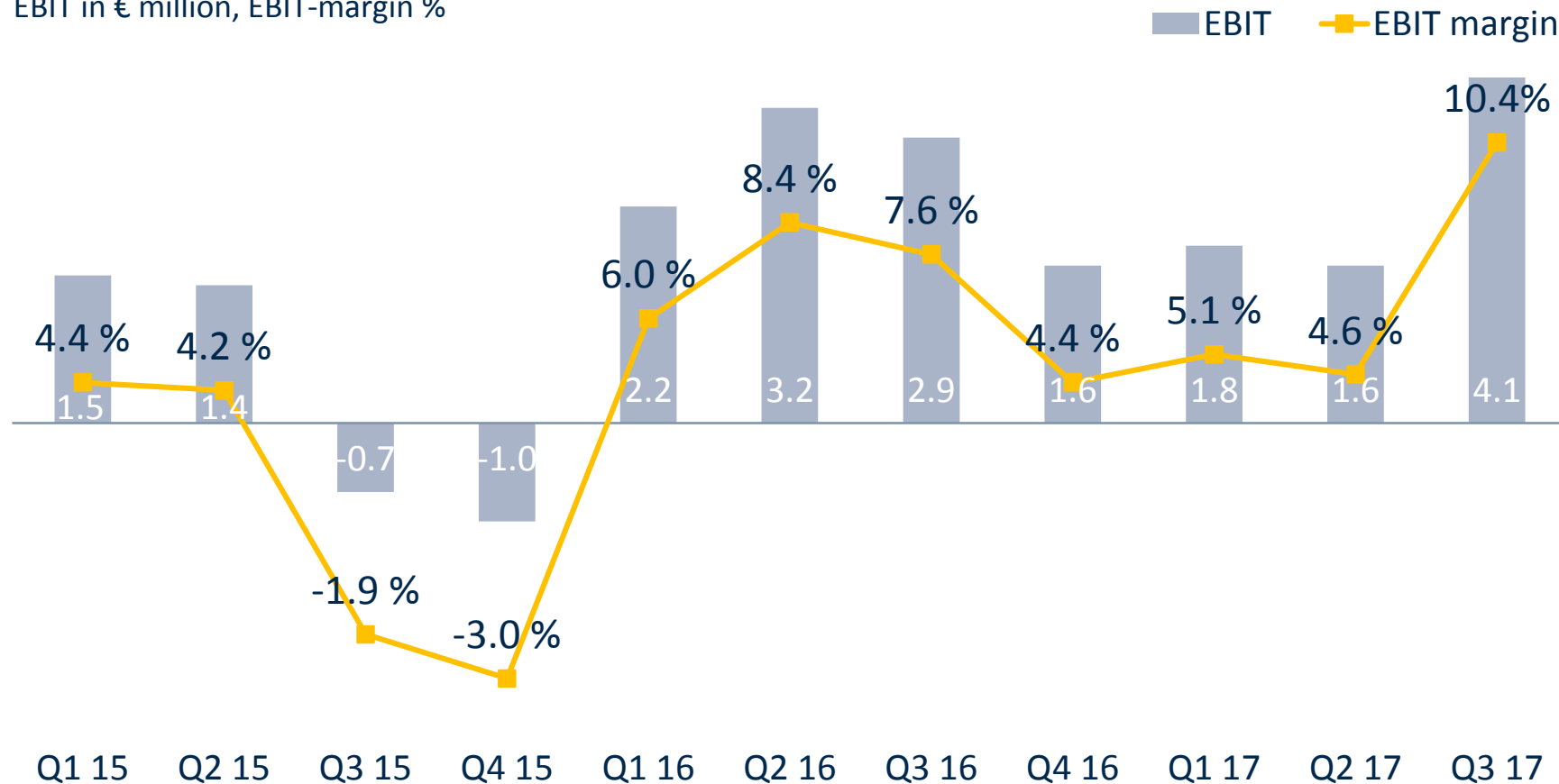
Top Initiatives

- | | |
|--|----------------|
| ▶ Lead Time, On-Time Delivery, Quality | ✓ |
| ▶ Core Processes | ✓ |
| ▶ One ERP | 1. Januar 2018 |
| ▶ T's & C's Harmonization | ✓ |
| ▶ Portfolio Optimization | ✓ |

Q3 INTERIM REPORT 2017

EBIT of € 4.1 million in Q3, margin climbs to 10.4 percent

EBIT in € million, EBIT-margin %



Comments

9M margin 6.9 %

Increase in sales with positive effect on profitability

Also contribution by product mix (material cost ratio down to 48.3 percent) and efficiency gains

Q3 INTERIM REPORT 2017

Net profit burdend by one-off currency loss

in € thousand	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017
Sales revenues	37.549	38.384	38.817	35.361	34.337	34.593	39.310
Other operating income	475	677	738	1.023	1.093	511	451
Changes in inventories	-354	-115	802	-1.584	10	-60	298
Other own work capitalized	276	309	231	607	299	463	522
Cost of material	-17.534	-19.655	-19.610	-15.583	-16.257	-16.665	-18.983
Gross profit	20.412	19.600	20.978	19.824	19.482	18.842	21.598
Personnel expenses	-10.696	-11.105	-11.156	-11.172	-11.426	-11.207	-11.332
Other operating expenses	-5.199	-2.948	-4.447	-4.676	-4.049	-3.826	-3.972
Operating result (EBITDA)	4.517	5.547	5.375	3.976	4.007	3.809	6.294
Depreciation and amortization	-1.680	-1.713	-1.834	-1.820	-1.646	-1.636	-1.619
Operating result before goodwill amortization (EBITA)	2.837	3.834	3.541	2.156	2.361	2.173	4.675
Goodwill amortization	-593	-593	-593	-593	-593	-569	-569
Earnings before interest and tax (EBIT)	2.244	3.241	2.948	1.563	1.768	1.604	4.106
Financial result	-153	-602	-375	-138	-348	-75	-1.934
Income before tax (EBT)	2.091	2.639	2.573	1.425	1.420	1.529	2.172
Taxes	-351	-227	-824	-1.229	-175	-688	-1.231
Net income	1.740	2.412	1.749	196	1.245	841	941

Comments

EBITDA margin of 16.0%

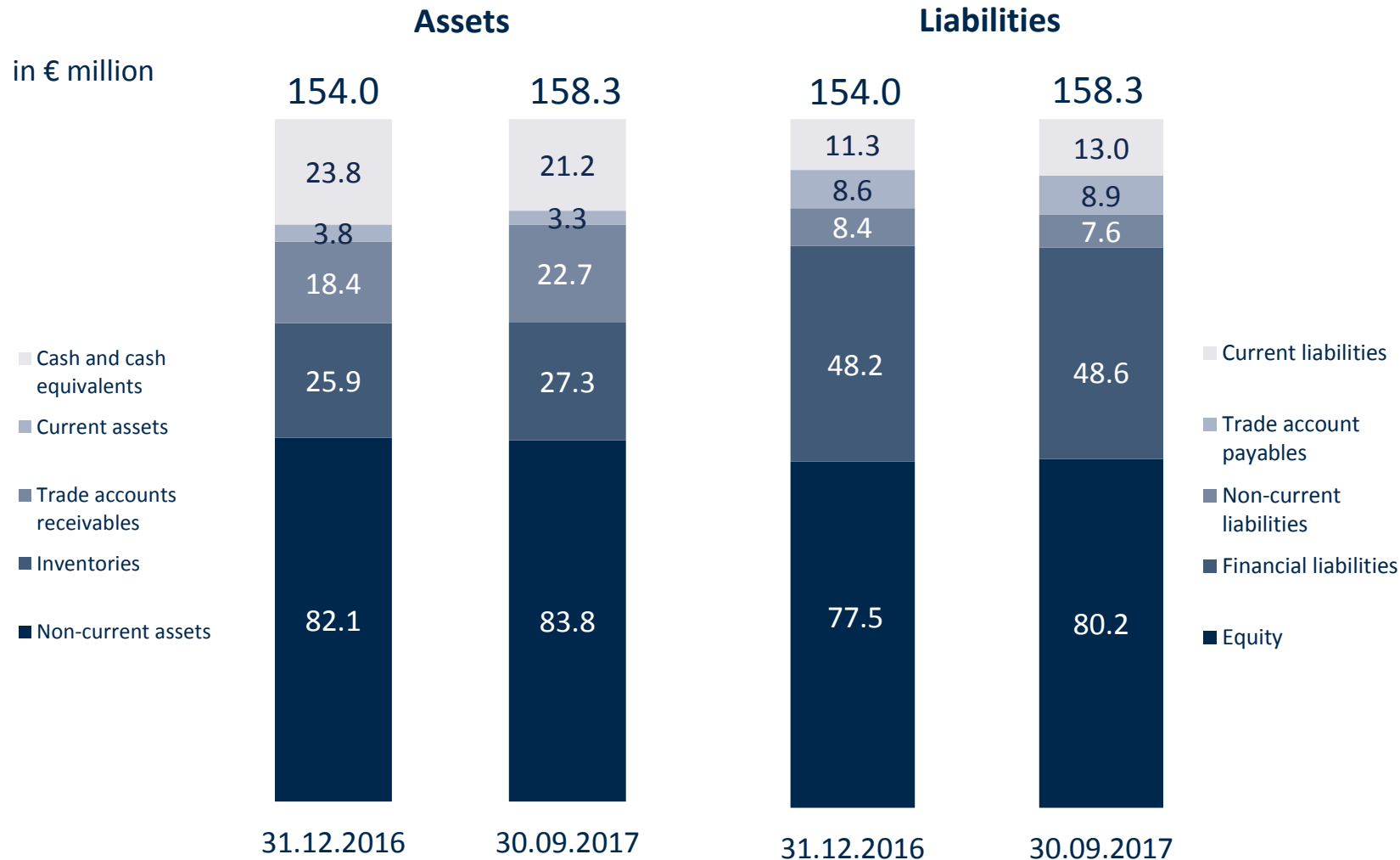
EBITA margin of 11.9%

Financial result:
extraordinary effect
arising from the
remeasurement of
currency hedges

Net income effected by
tax payments

Q3 INTERIM REPORT 2017

Balance sheet total rises by 2.8 percent from € 154.0 to € 158.3 million



Comments

WC: Inventories and trade receivables + € 5.7 million

Net debt down to € 27.5 million

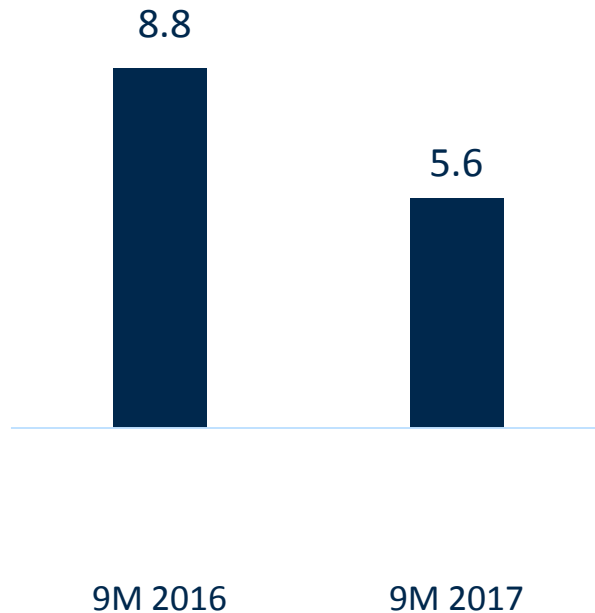
Equity ratio 50.7 %

Q3 INTERIM REPORT 2017

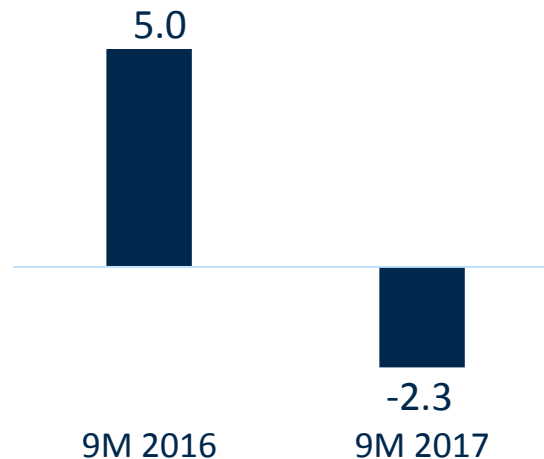
Operating Cashflow burdened by increase in Working Capital and taxes

in € million

Operating Cash Flow



Free Cash Flow



Comments

Changes in WC and taxes burdened CF

Investment volume up to almost € 8 mill after 9M

Q3 INTERIM REPORT 2017

Management confirms guidance 2017 at upper end of range

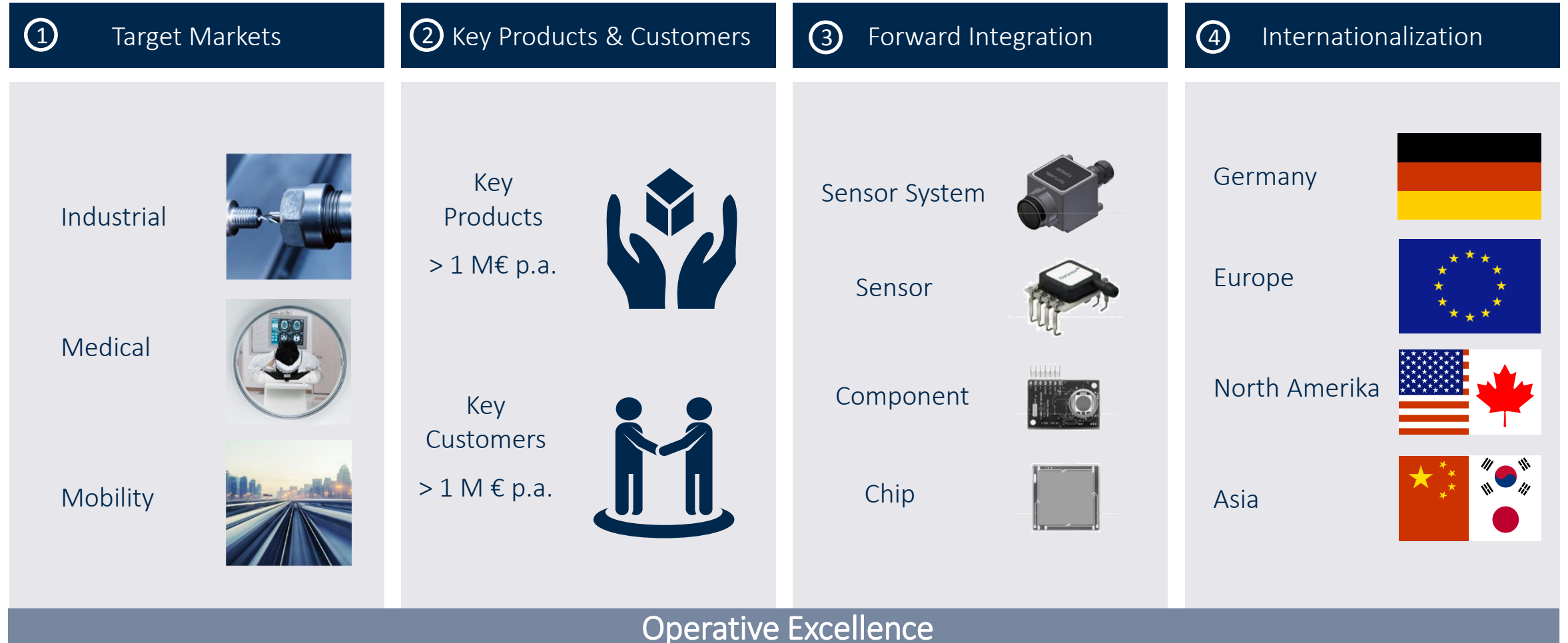
SALES REVENUES	140 - 145	MILLION EURO
----------------	-----------	--------------

EBIT MARGIN	5 - 6	PERCENT
-------------	-------	---------

GROWTH DRIVER LIDAR

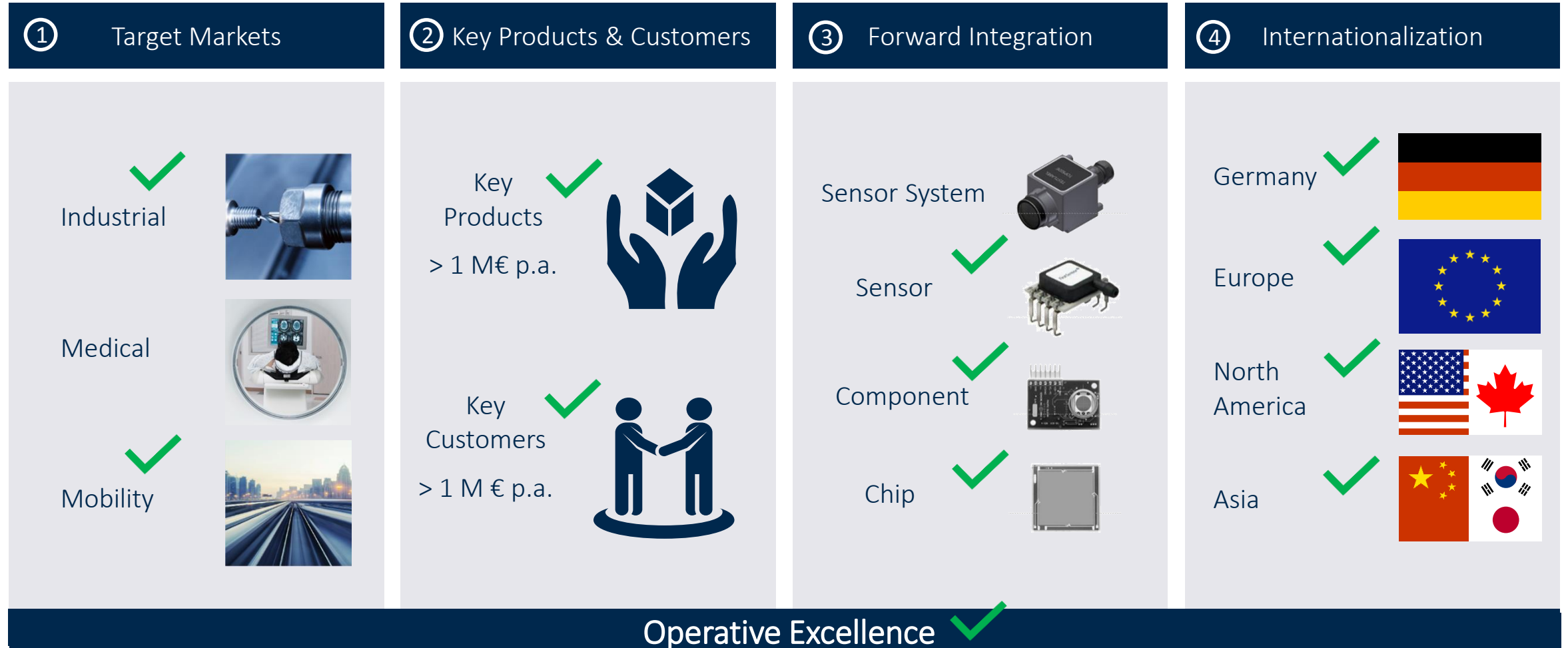
OUR STRATEGY FOR PROFITABLE GROWTH

We generate and utilize economies of scale in 4 dimensions



OUR STRATEGY FOR PROFITABLE GROWTH

Growth driver Lidar is relevant for all pillars of our strategy



GROWTH DRIVER LIDAR

Main reason for accidents are preventable human mistakes

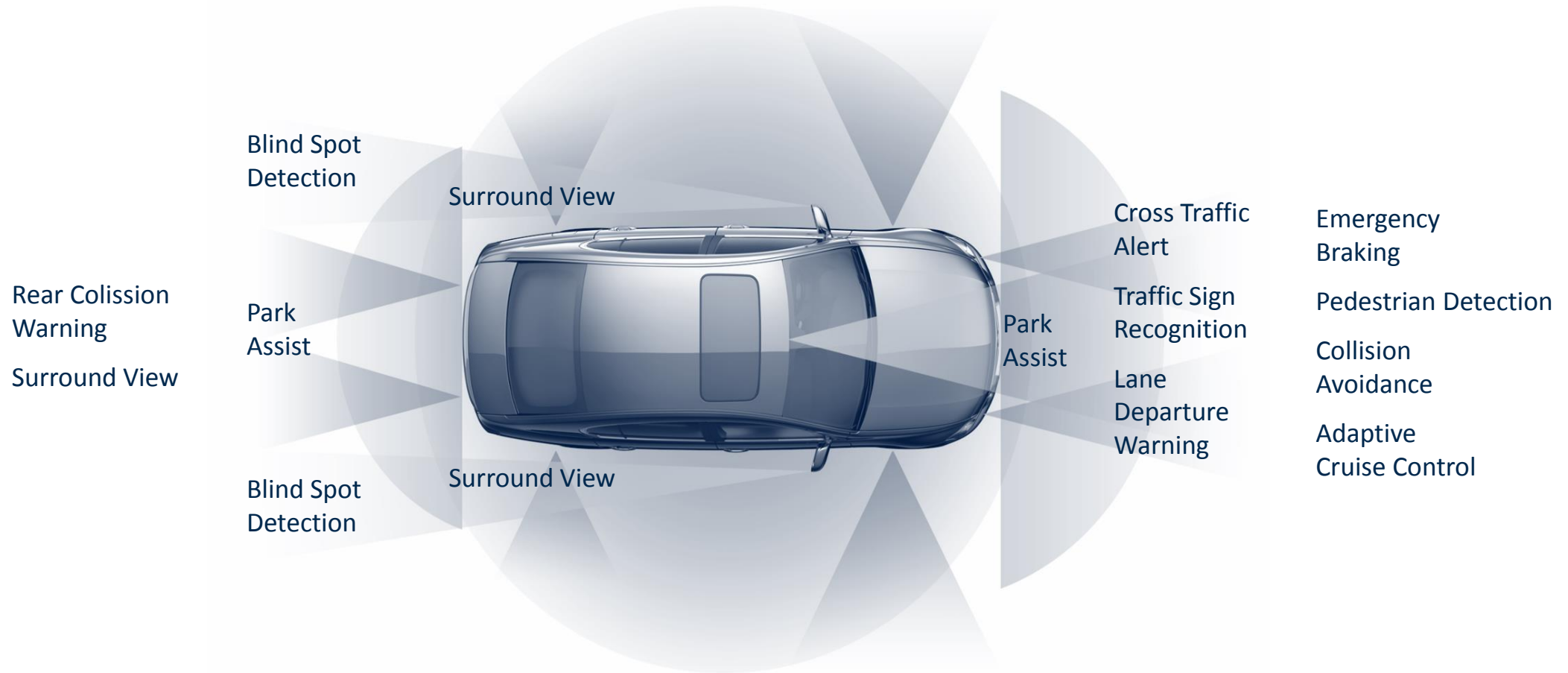


1	Mistakes of car drivers	63.9 %
2	Mistakes of bicyclists	13.5 %
3	Bad road conditions	7.7 %
4	Mistakes of motorbike riders	7.2 %
5	Mistakes of truck drivers	5.7 %
6	Mistakes of pedestrians	3.5 %
7	Technical issues	0.9 %

Source: German Federal Statistical Office 2016

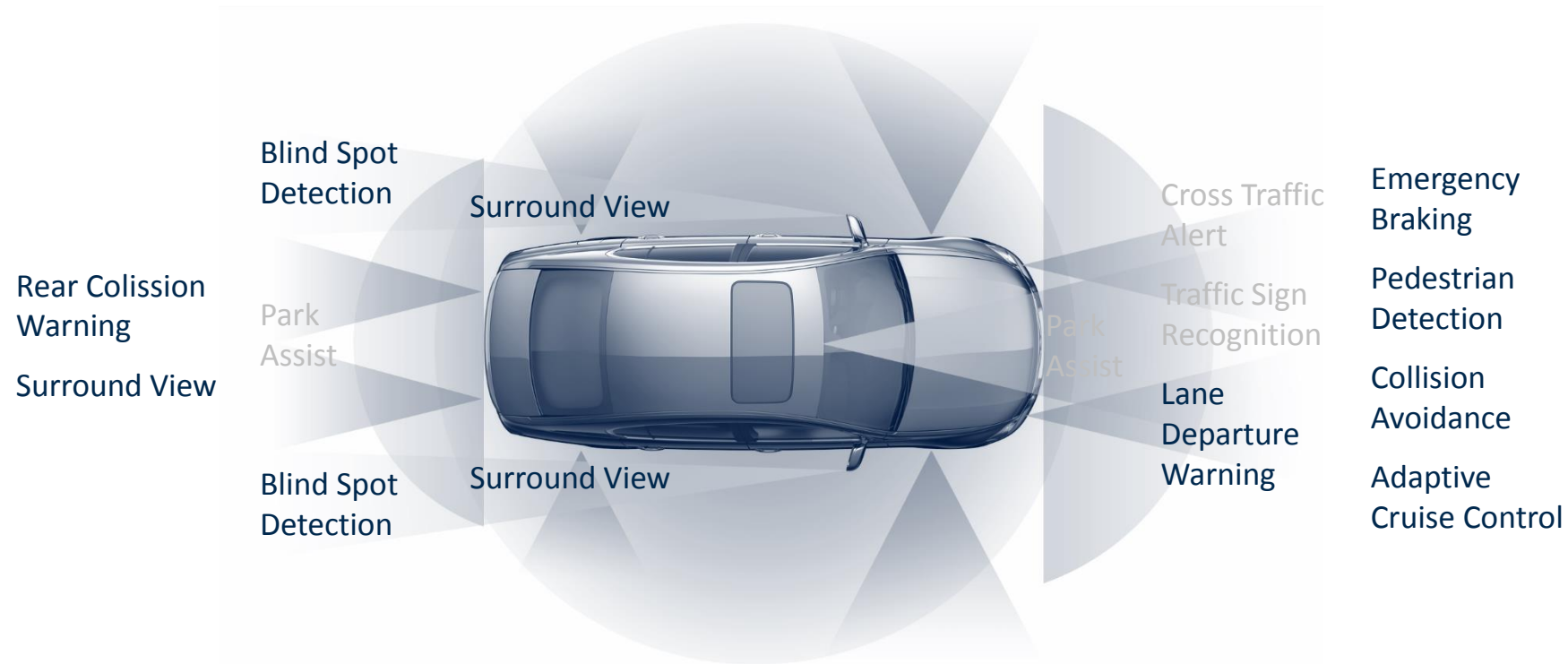
GROWTH DRIVER LIDAR

Sensors in the car provide more safety



GROWTH DRIVER LIDAR

LIDAR plays a key role for many applications



GROWTH DRIVER LIDAR

Reason: Highest resolution even for large distances

Criteria	LIDAR (pulsed ToF)	Radar		Ultra-sonic	Cameras		PMD
		Short distance	Long distance		Mono	Stereo	
Max range (m)	150 - 250	55 - 100	150 - 200	2 - 4	40 - 60 (120 coarse)	60	7 - 10
Min range (m)	1	0,25 - 1	1	0.25	0.3	0.3	0.3 – 0.8
Precision (m)	0.1 (newer: 0.04)	0.25 – 0.75	0.3 – 3.75	Very good	3	0.2 – 0.3	good
Velocity measurement	Indirectly via distance t1-t0	directly via Doppler effect		hardly	hardly	Indirect via dist.	Indirect via dist.
Horizontal field of view	30° - 180°	55° Scan: 120°	16°, Scan: 60°	60°	45° - 190°	45°	40 - 69°
Horizontal resolution	0.01° - 1°	10.5°	3.5°	bad	< 0.1° - 0.3°	< 0.1°	0.2°
Vertical field of view	3° - 16°	3° - 13°	3° - 13°	30°	45°	45°	40 - 56°
Vertical resolution	0.8° - 1°	4.5°	4.5°	bad	< 0.1°	< 0.1°	0.2°

GROWTH DRIVER LIDAR

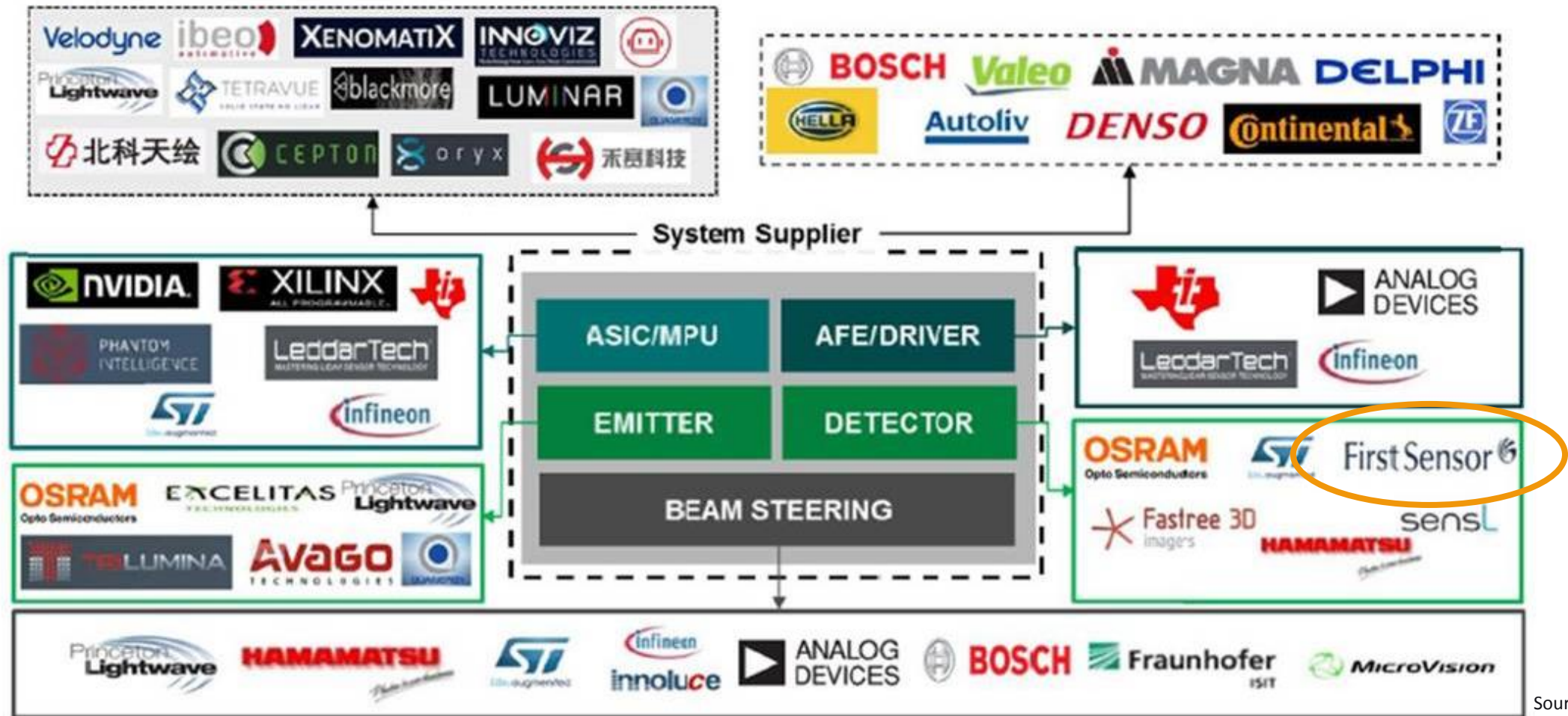
Different technologies are used in LIDAR systems



Source: Velodyne

GROWTH DRIVER LIDAR

Different technologies – different suppliers in the market

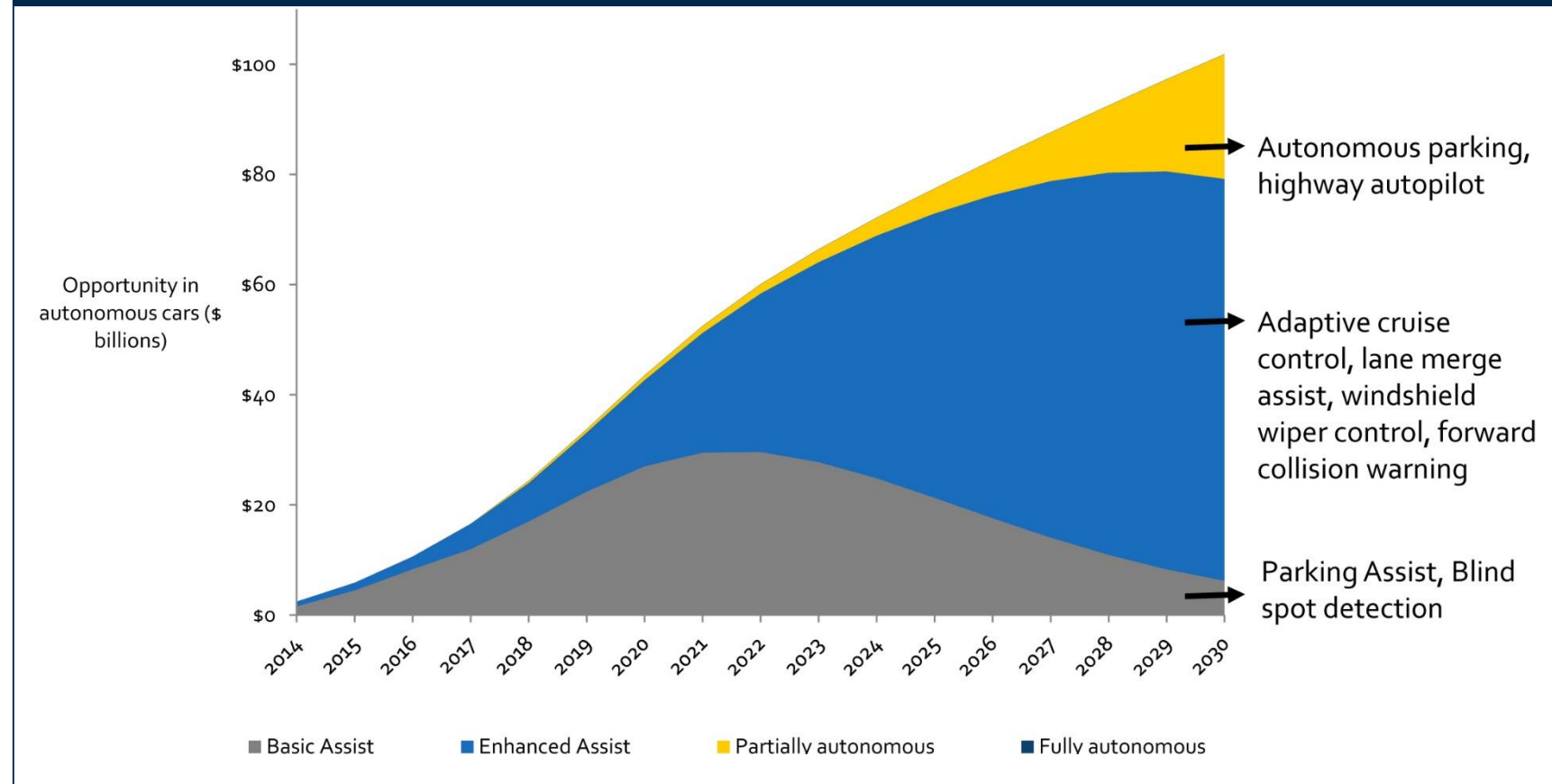


Source: YOLE

GROWTH DRIVER LIDAR

Consequently we will participate in the market growth

Global driver assist market will grow to \$102 billion by 2030

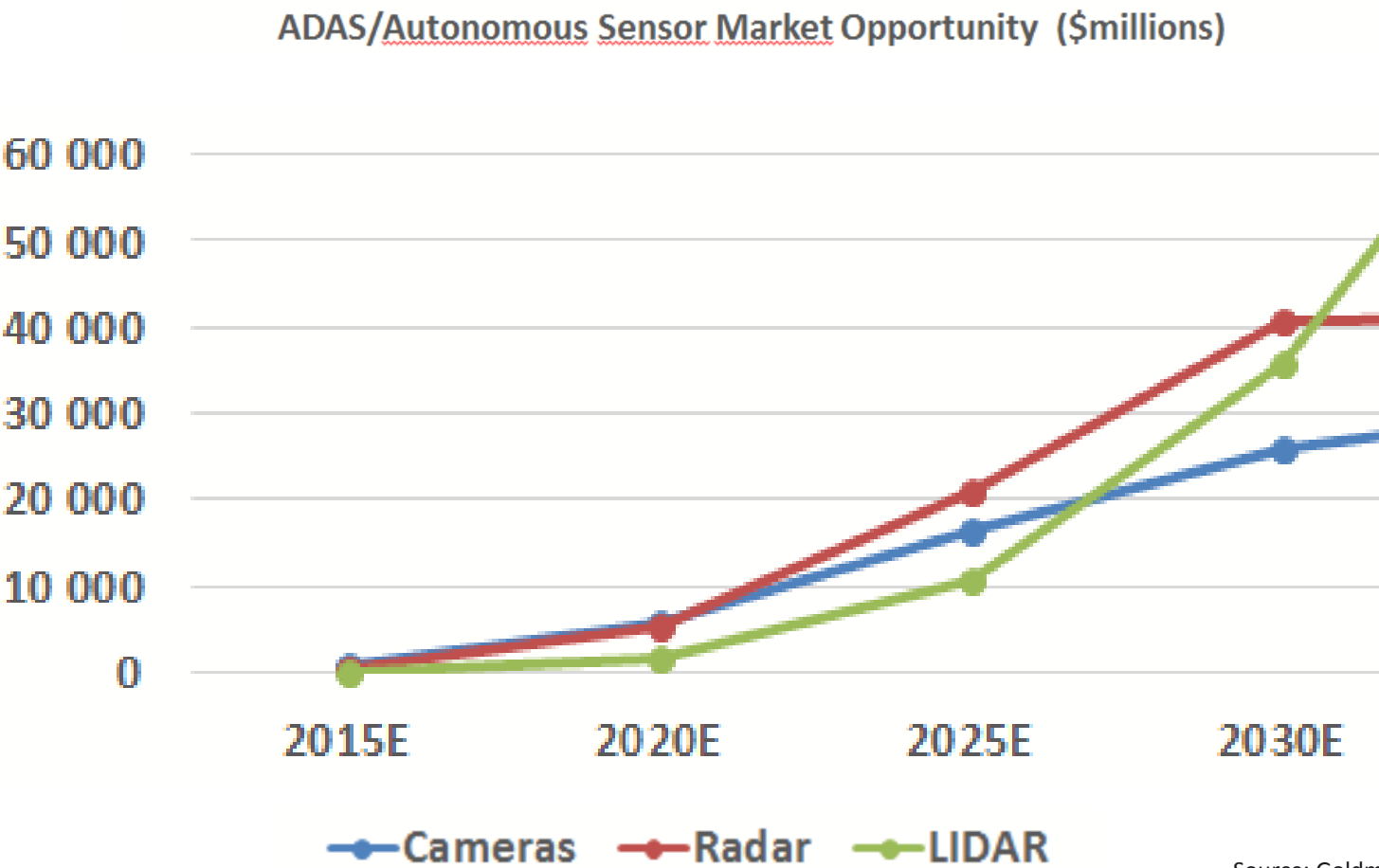


- 2017: 94 m vehicles produced (2.2% CAGR 17-22, 2017 IHS Markit)
- Automotive semiconductor revenue for ADAS grows with 20.9% (CAGR 17-22, 2017 IHS Markit)
- Estimates as high as 10% of new cars with self-driving features in 2020

Source: Lux Research 2017

GROWTH DRIVER LIDAR

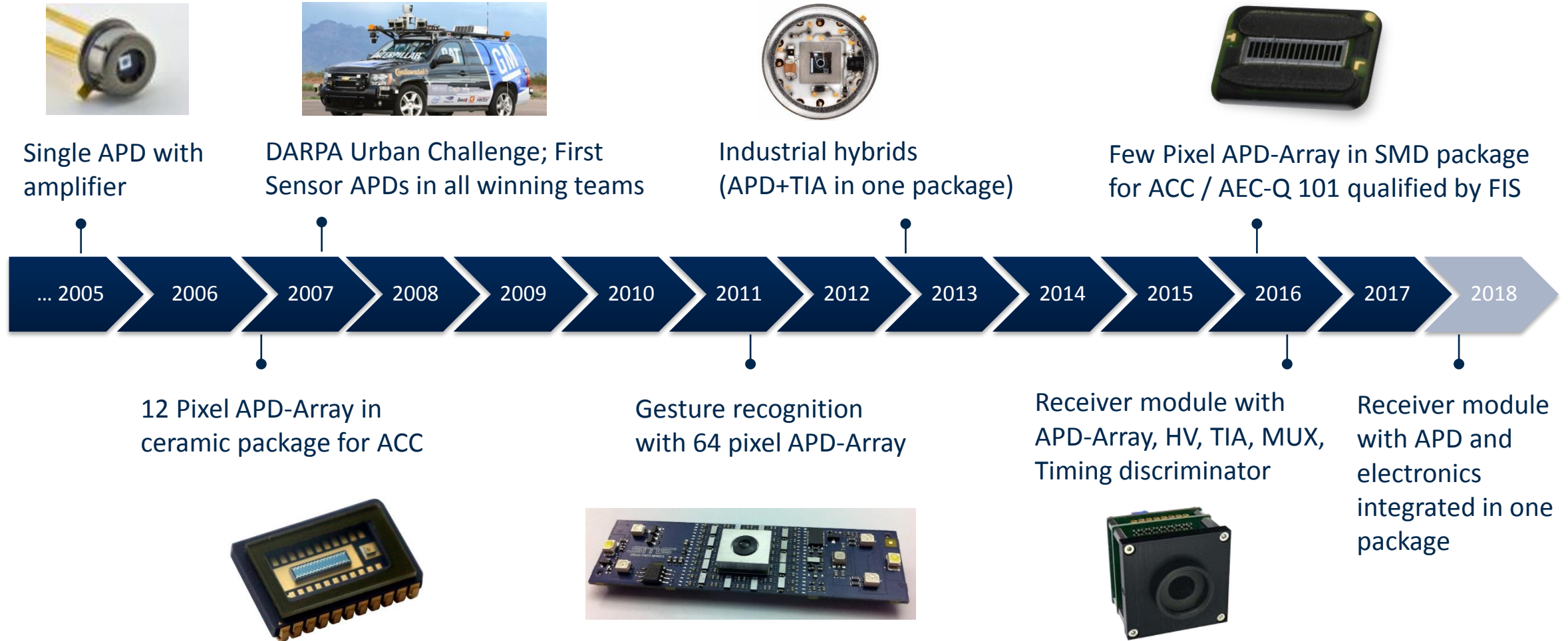
... in particular with our LiDAR products



Source: Goldman Sachs Global Investment Research

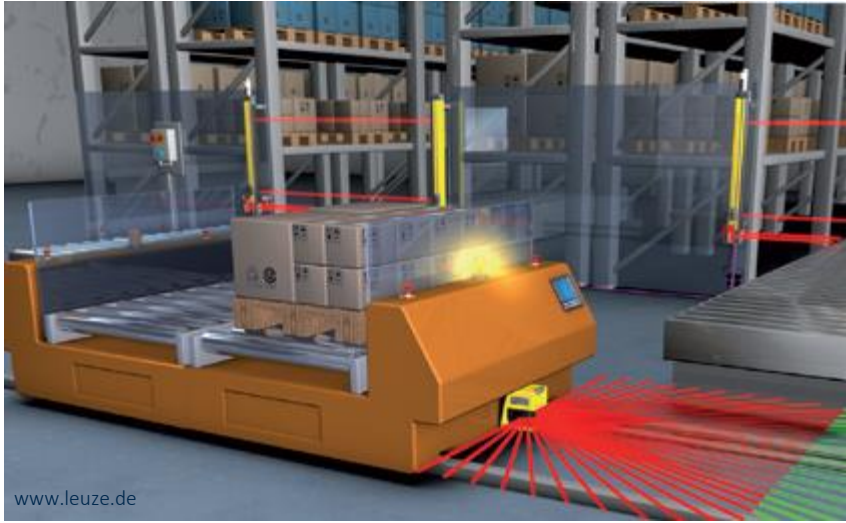
GROWTH DRIVER LIDAR

First Sensor contributes more than 10 years of experience



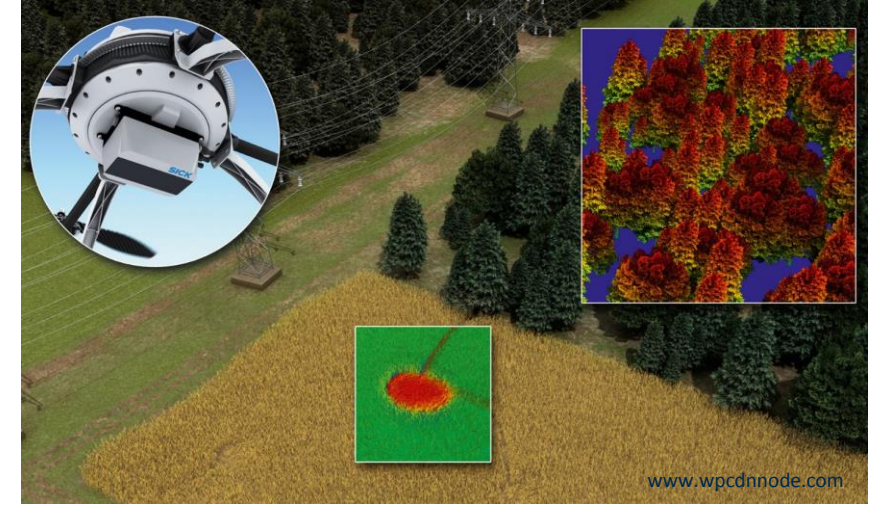
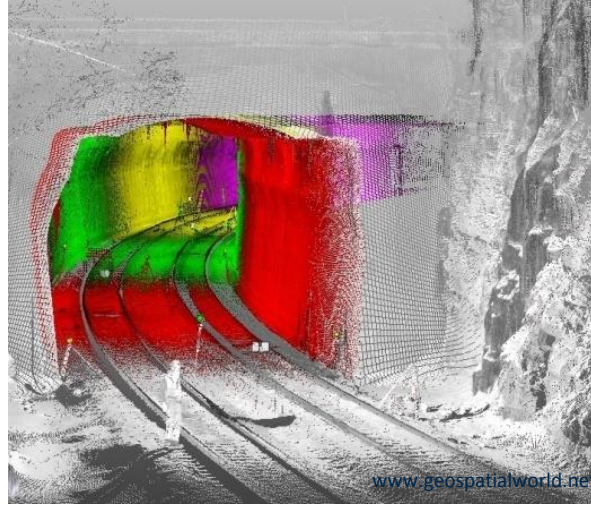
GROWTH DRIVER LIDAR

LiDAR has also applications in industry and logistics,...

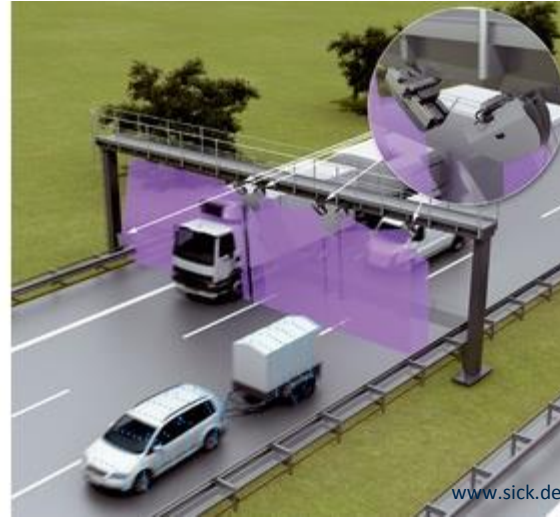


GROWTH DRIVER LIDAR

...applications in mapping and construction...



GROWTH DRIVER LIDAR ...and in traffic control & security



Q&A SESSION

Q3 INTERIM REPORT 2017

Financial Calendar

When?	What?
November 16, 2017	Warburg Meet-the-Future Conference, Berlin
November 27-28, 2017	German Equity Forum, Frankfurt am Main
March 22, 2018	Annual Report 2017 and Financial Statement Press Conference 2018

THANK YOU

This presentation contains forward-looking statements. This presentation does not represent any solicitation to purchase shares of First Sensor AG. Rather it is intended exclusively for information purposes with regard to possible future developments at the company. All future-oriented information in this presentation was produced on the basis of probability-based planning and represents statements regarding the future which cannot be guaranteed. Rounding differences may arise.

First Sensor AG
Corinna Krause
T +49 30 63 99 23 571
E corinna.krause@first-sensor.com