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# WE SENSE THE FUTURE

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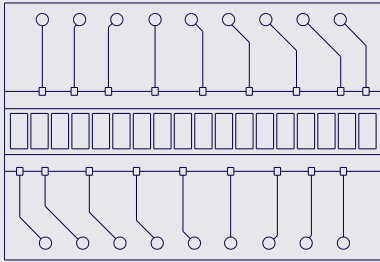
GERMAN EQUITY FORUM  
NOVEMBER 21, 2016



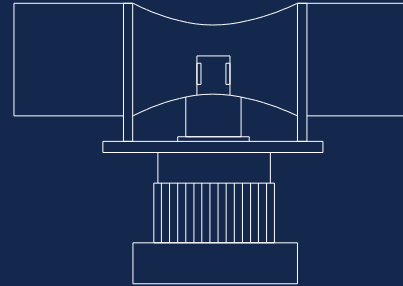
# FIRST SENSOR AG

We are an international manufacturer of sensor solutions.

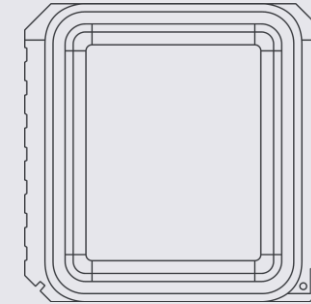
Radiation



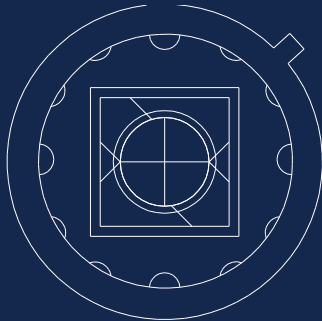
Flow



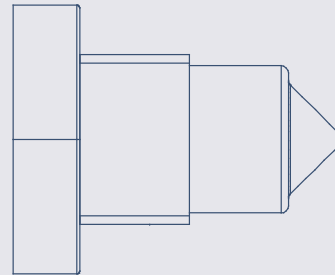
Acceleration



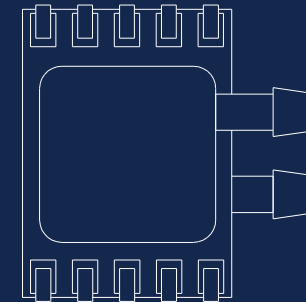
Light



Level

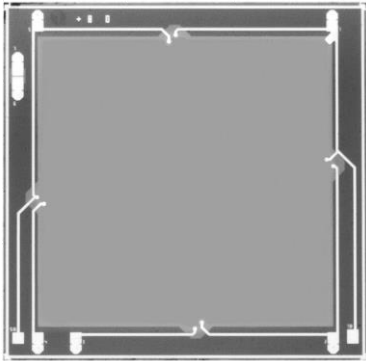


Pressure



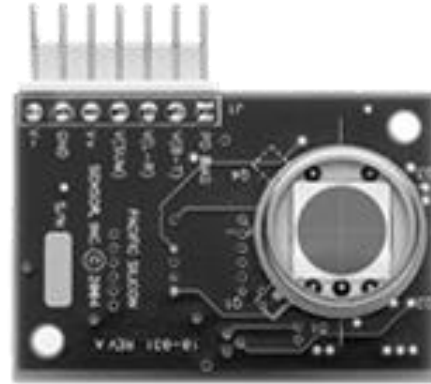
# OUR COMPETITIVE ADVANTAGE

We cover the entire value chain of sensor technology.



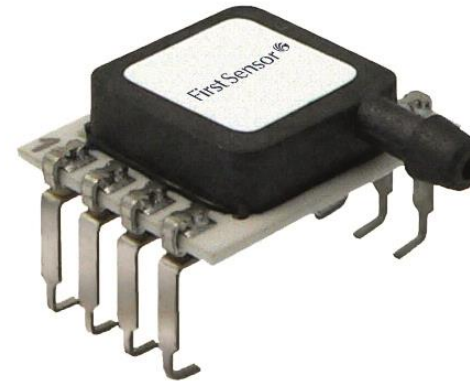
**Sensor chips**

- Silicon based
- converts physical parameters into electrical signals



**Packaging**

- Connecting microelectronic and non-electronic micro components to a housing



**Sensors**

- consists of a sensor chip, a housing and electronics
- the measurement signal can be calibrated



**Sensor System**

- Measures and preprocesses data
- communicates with other systems

Detect

Detect & Understand

# OUR TARGET MARKETS

We focus on the growth markets Industrial, Medical and Mobility.

First Sensor  Industrial


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Innovative solutions  
for the automation  
of industry

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**Sales share  
47%\***

First Sensor  Mobility

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New ideas for  
intelligent mobility

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**Sales share  
32%\***

First Sensor  Medical

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Reliable technology  
whenever it is needed

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**Sales share  
21%\***

\*9 M 2016



## OUR MARKET PRESENCE

Germany is our most important market contributing 50% of sales.



\*9 M 2016

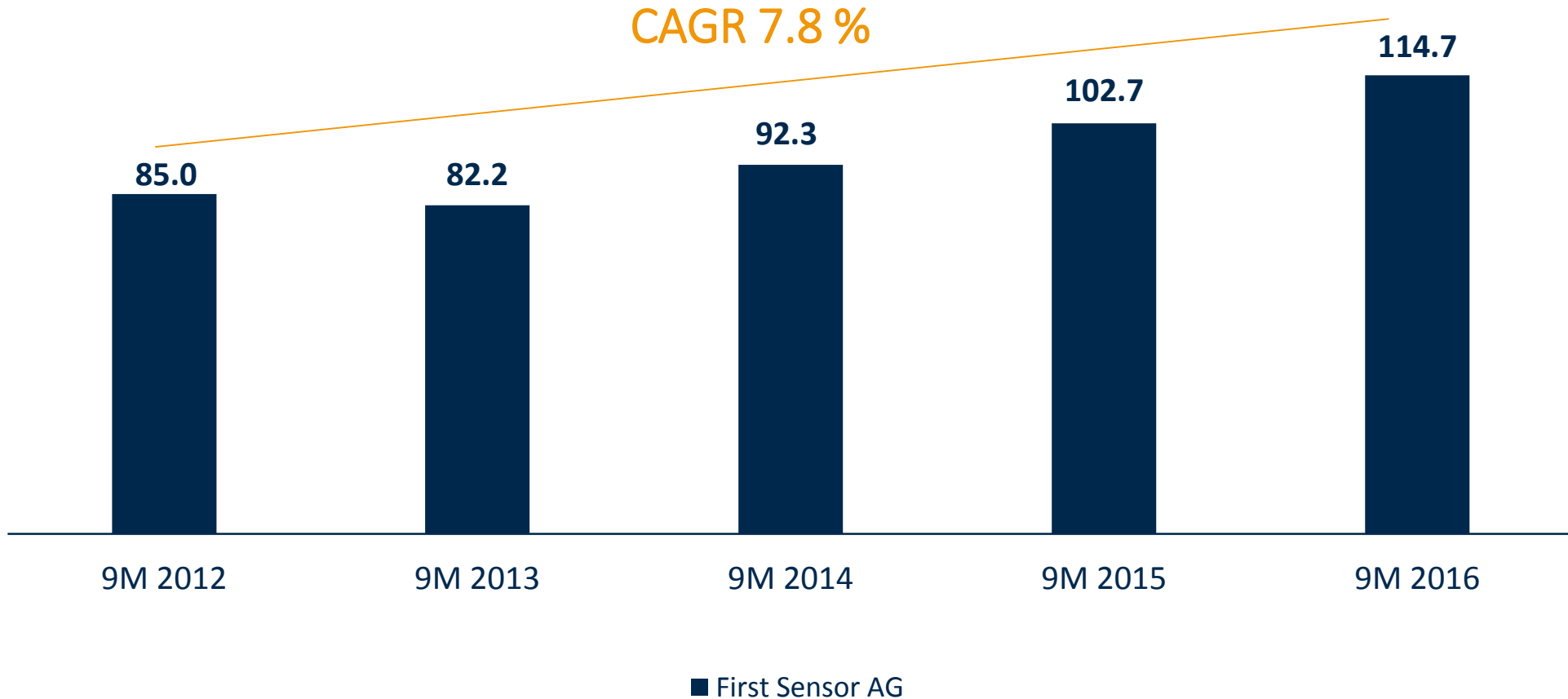
# FINANCIAL KEY FIGURES

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# FINANCIAL KEY FIGURES

First Sensor is clearly on a growth path.

Sales 9M 2012 – 2016  
in € million



# FINANCIAL KEY FIGURES

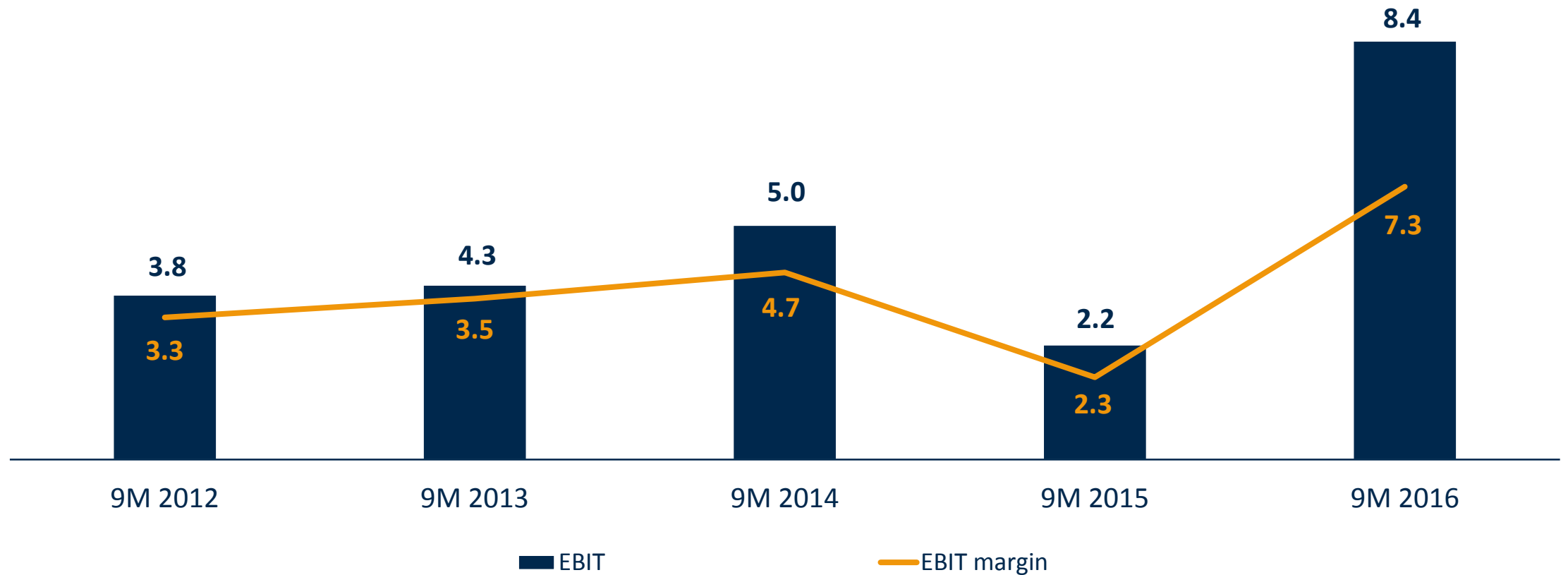
We focus on improving our profitability.

EBIT 9 M 2012 – 2016

in € million

EBIT margin

in %

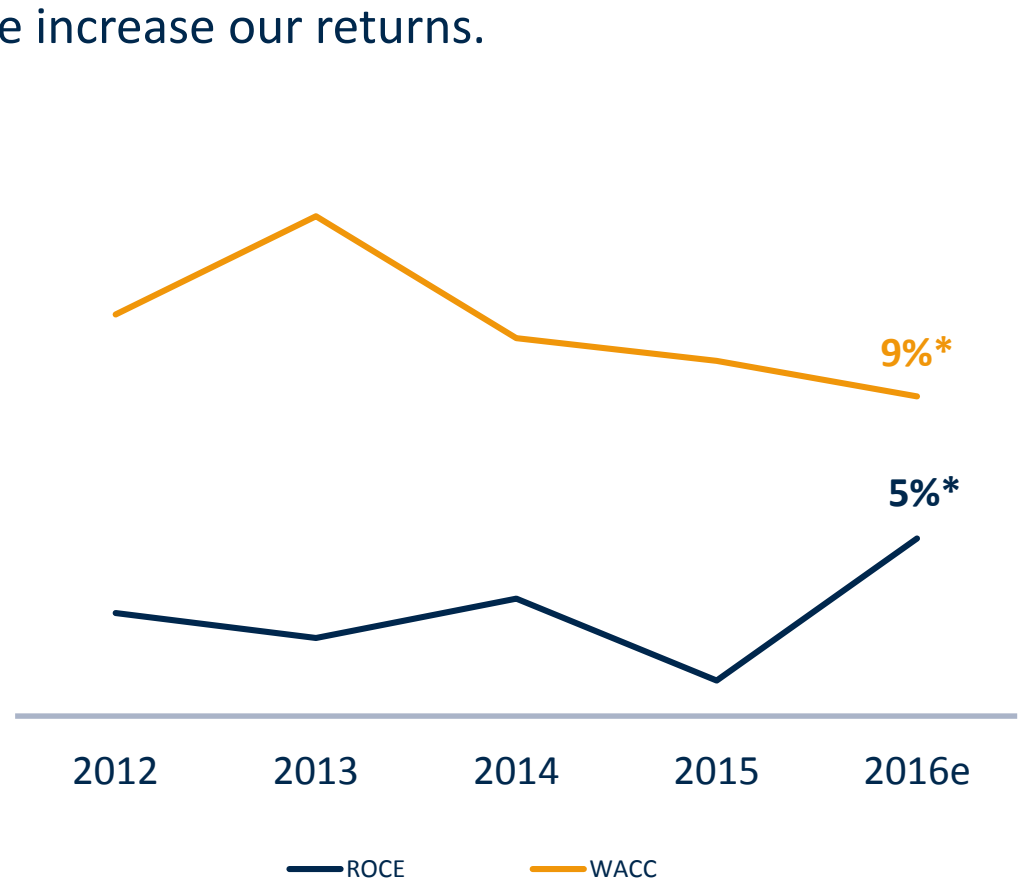




# FINANCIAL KEY FIGURES

## We strengthen our profitability year-on-year.

We increase our returns.

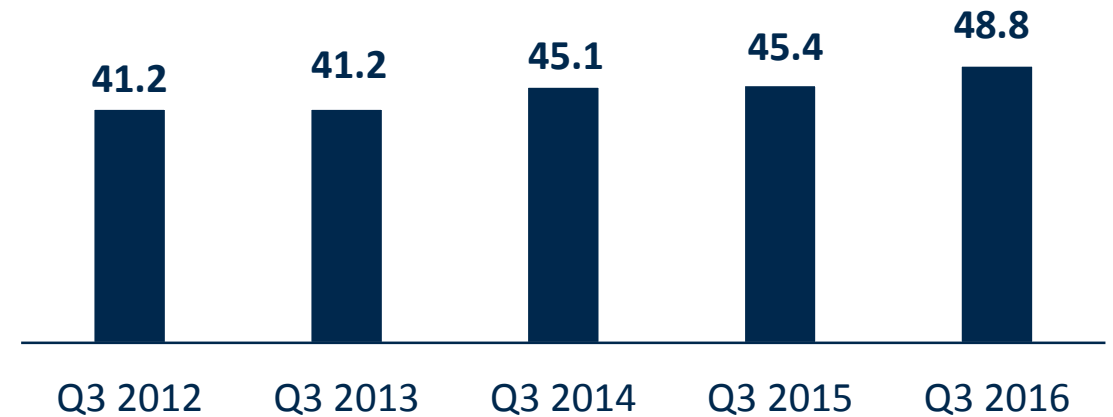


\* estimate

in %

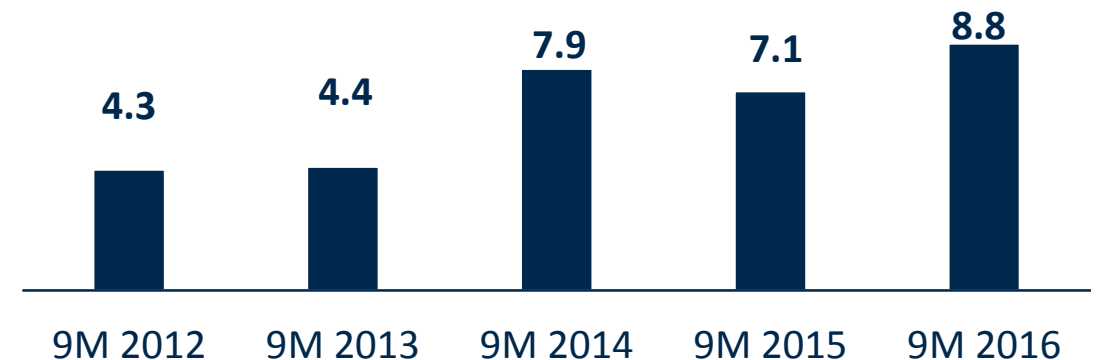
Sales per employee rise steadily.

in TEUR



We improve operating cash steadily.

in € million

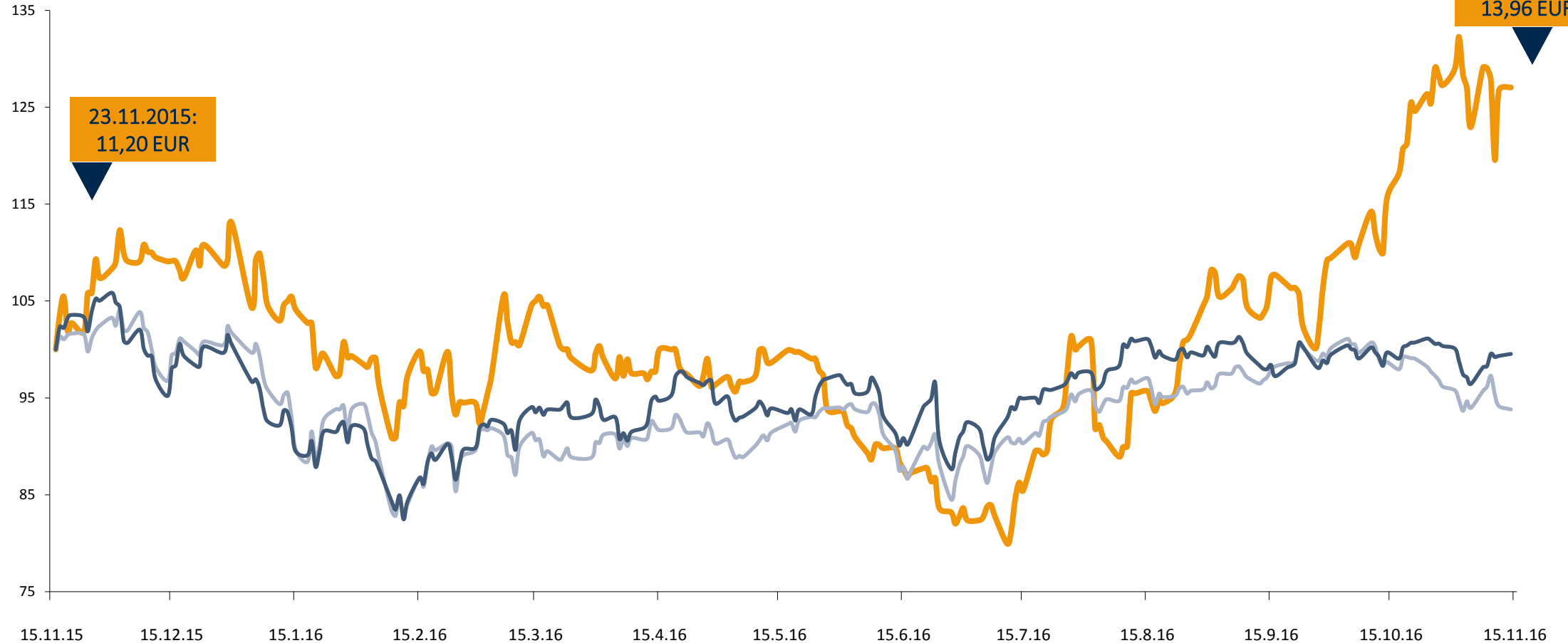


# FIRST SENSOR SHARE

Our share reflects positive trend in the 3rd quarter.

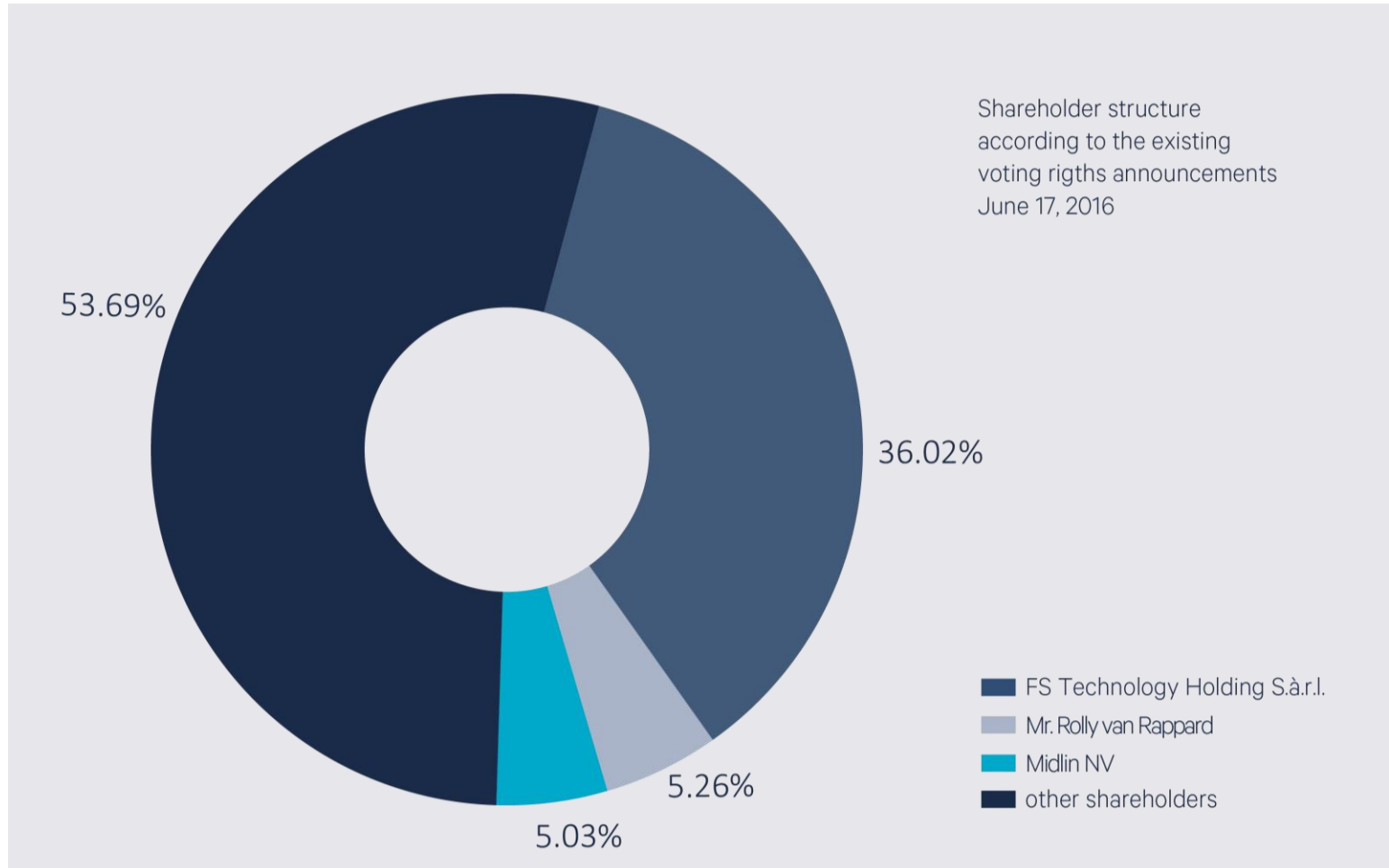
First Sensor AG vs. TecDAX vs. Prime Allshare 15.11.2015 - 15.11.2016

— First Sensor AG — TecDAX — Prime Allshare



# FIRST SENSOR SHARE

## Key Data



### Key facts

IPO:	07/15/1999
Market listing:	Prime Standard
Market Cap*:	€ 142.0 million
Number of shares:	10,167,096
Traded stocks/day**:	10,921

\* as of November 14, 2016

\*\* average 15.11.15-14.11.16

SALES REVENUES **145 - 150** MILLION EURO

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EBIT MARGIN **6 - 7** PERCENT


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# FUTURE PROJECTS

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We are there,  
when smart  
things become  
standard.



- 
- condition monitoring & predictive maintenance
  - mimic & gesture control
  - smart gas detection & metering



We are there,  
when little  
miracles start  
being taken  
for granted.



- 
- real-time diagnosis
  - medical devices for pneumology
  - medical devices for imaging techniques

We are there,  
when mobility  
is redefined.





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- light detection and ranging
  - structural health monitoring
  - intelligent people detection and counting



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# WE SENSE THE FUTURE. TOGETHER.

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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.

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