

First Sensor 

WE SENSE THE FUTURE

6 MONTHS FINANCIAL REPORT 2017

AUGUST 10, 2017



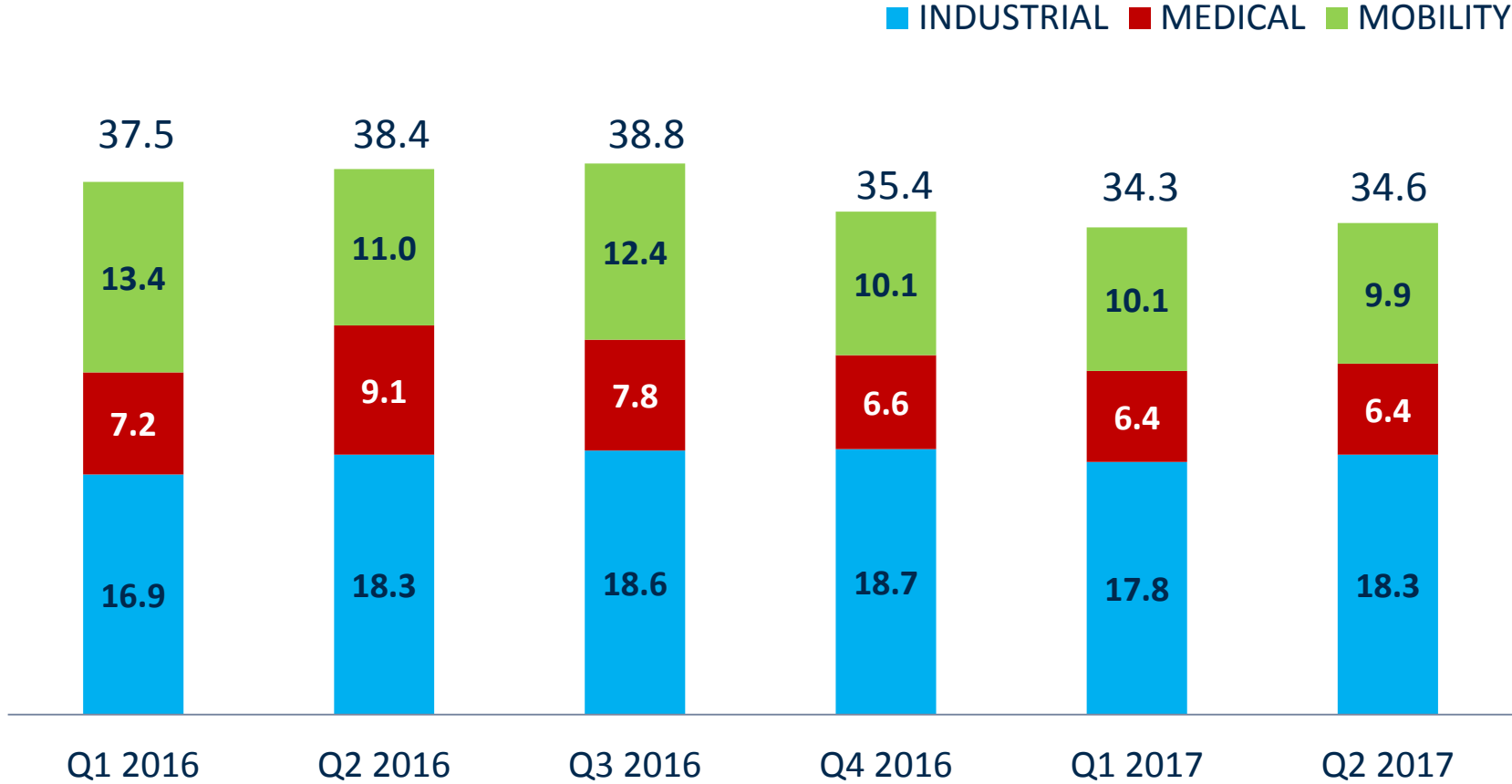
6 MONTHS FINANCIAL REPORT 2017

DR. MATHIAS GOLLWITZER, CFO

6 MONTHS FINANCIAL REPORT 2017

Sales in line with expectations

in € million



Comments

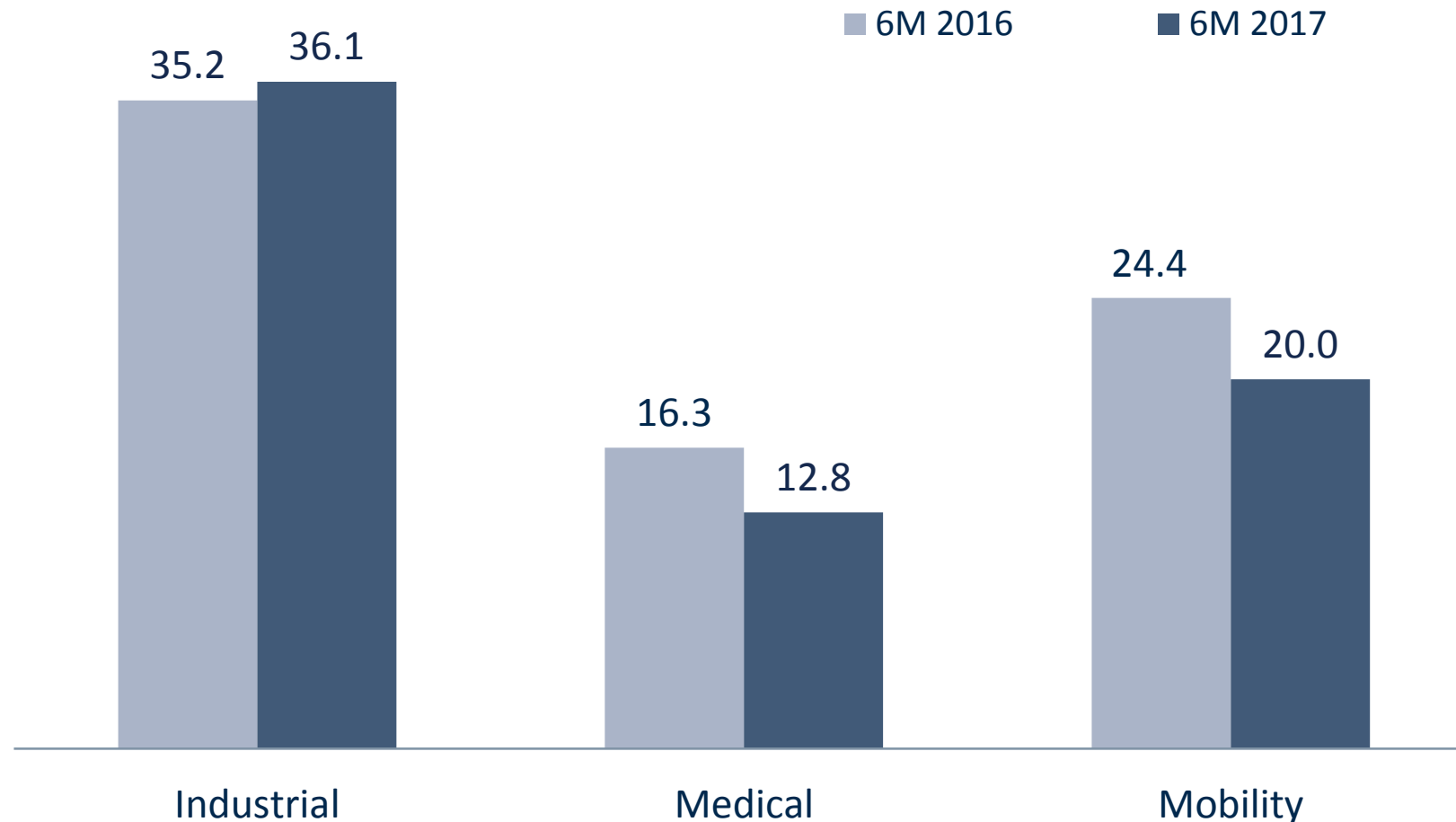
Business volume as anticipated

Revenue nearly on the same level as in Q1 2017

6 MONTHS FINANCIAL REPORT 2017

Ramp ups and new orders start compensating expired order

Sales in € million



Comments

Industrial:
2.7% growth, driven by ramp ups

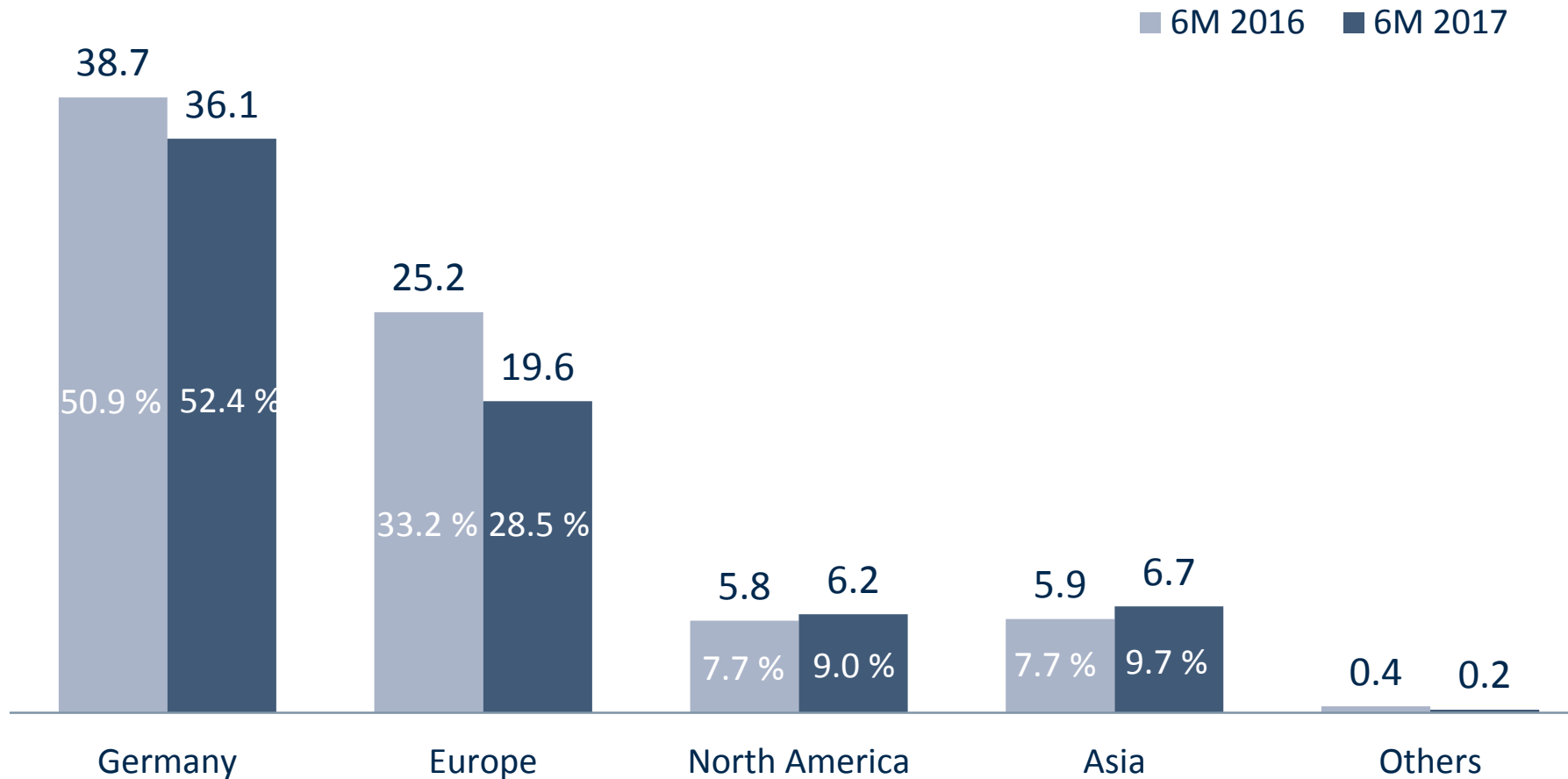
Medical:
Decline in sales due to the postponement of product launches by two customers

Mobility:
Decrease as expected, new orders start contributing to revenue

6 MONTHS FINANCIAL REPORT 2017

Germany still major market, North America and Asia grow further

Sales in € million, Sales share in %



Comments

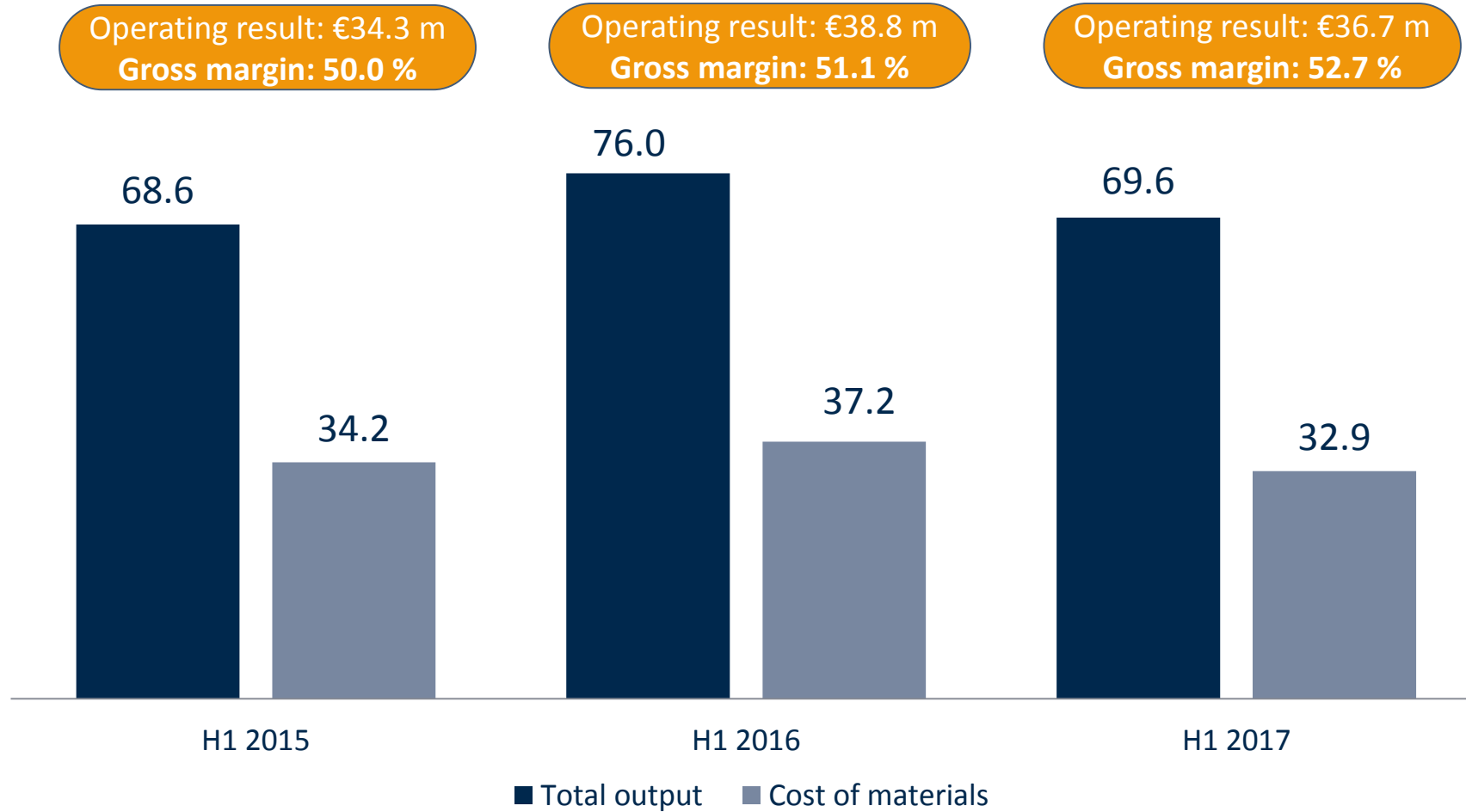
Germany:
Decrease due to Medical postponements

Europe:
Decrease due to expired Mobility order

6 MONTHS FINANCIAL REPORT 2017

We further improved our profitability

in € million



Comments

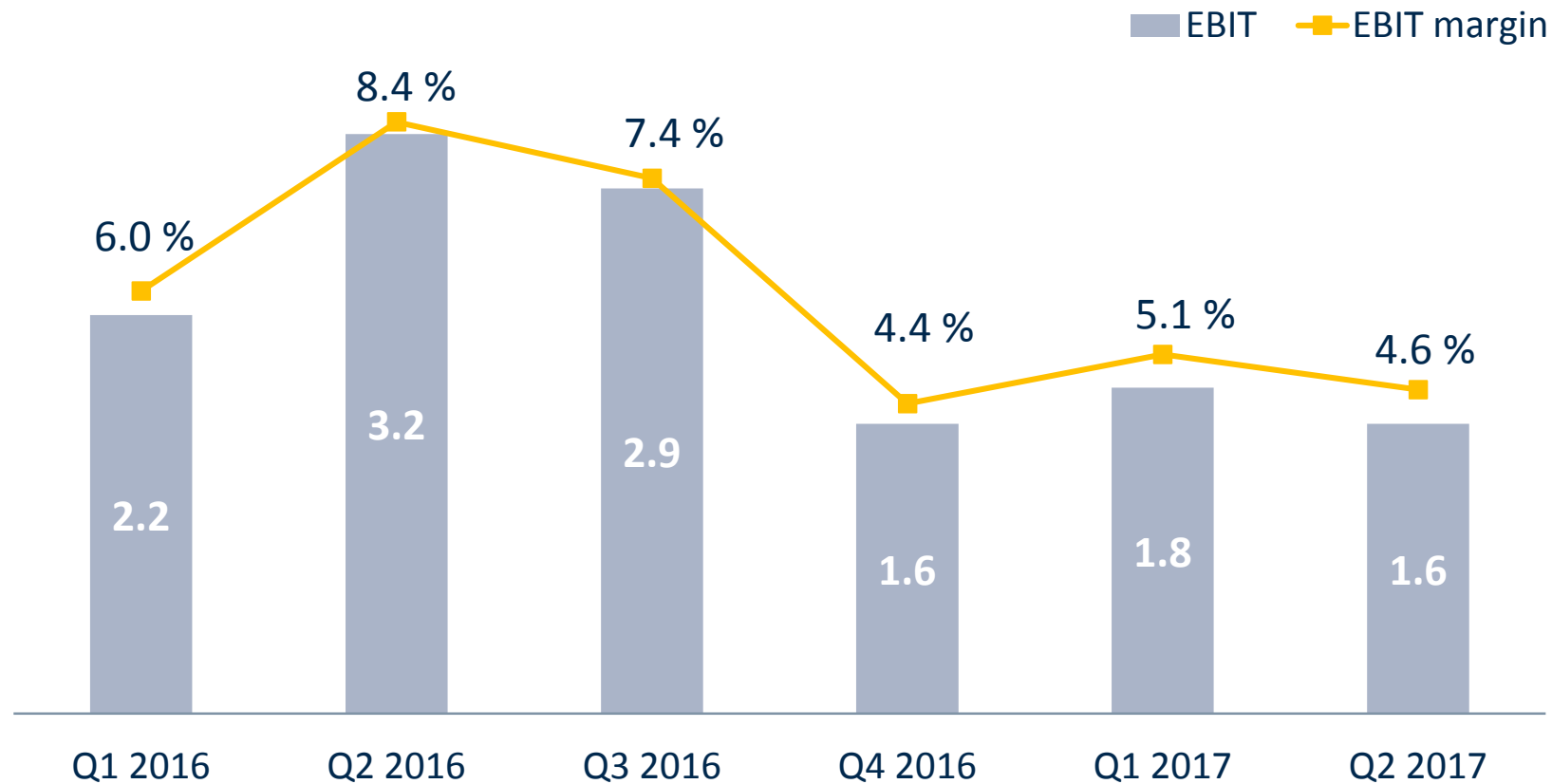
Profitability has improved, from H1 2015 to H1 2017 on a similar level of revenue

Gross margin has improved constantly

6 MONTHS FINANCIAL REPORT 2017

EBIT-margin H1 with 4.9% almost in target range for 2017

EBIT in € million, EBIT-margin %



Comments

Q2 2017: Depreciation on inventories of around 250 T Euros included

Net profit for the first half of 2017: 2.1 million

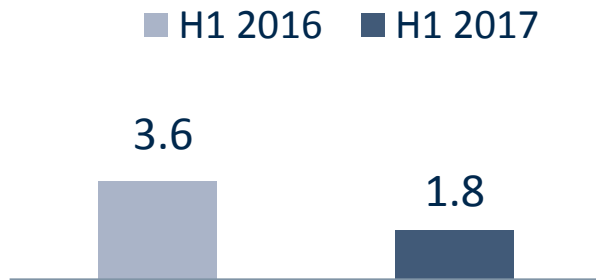
Earnings per share after six months: 19 cents

6 MONTHS FINANCIAL REPORT 2017

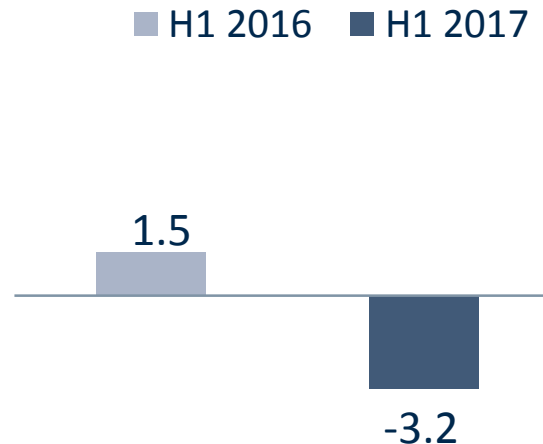
Cashflow back in positive figures, Free Cash Flow reflects investments

in € million

Operating Cash Flow



Free Cash Flow



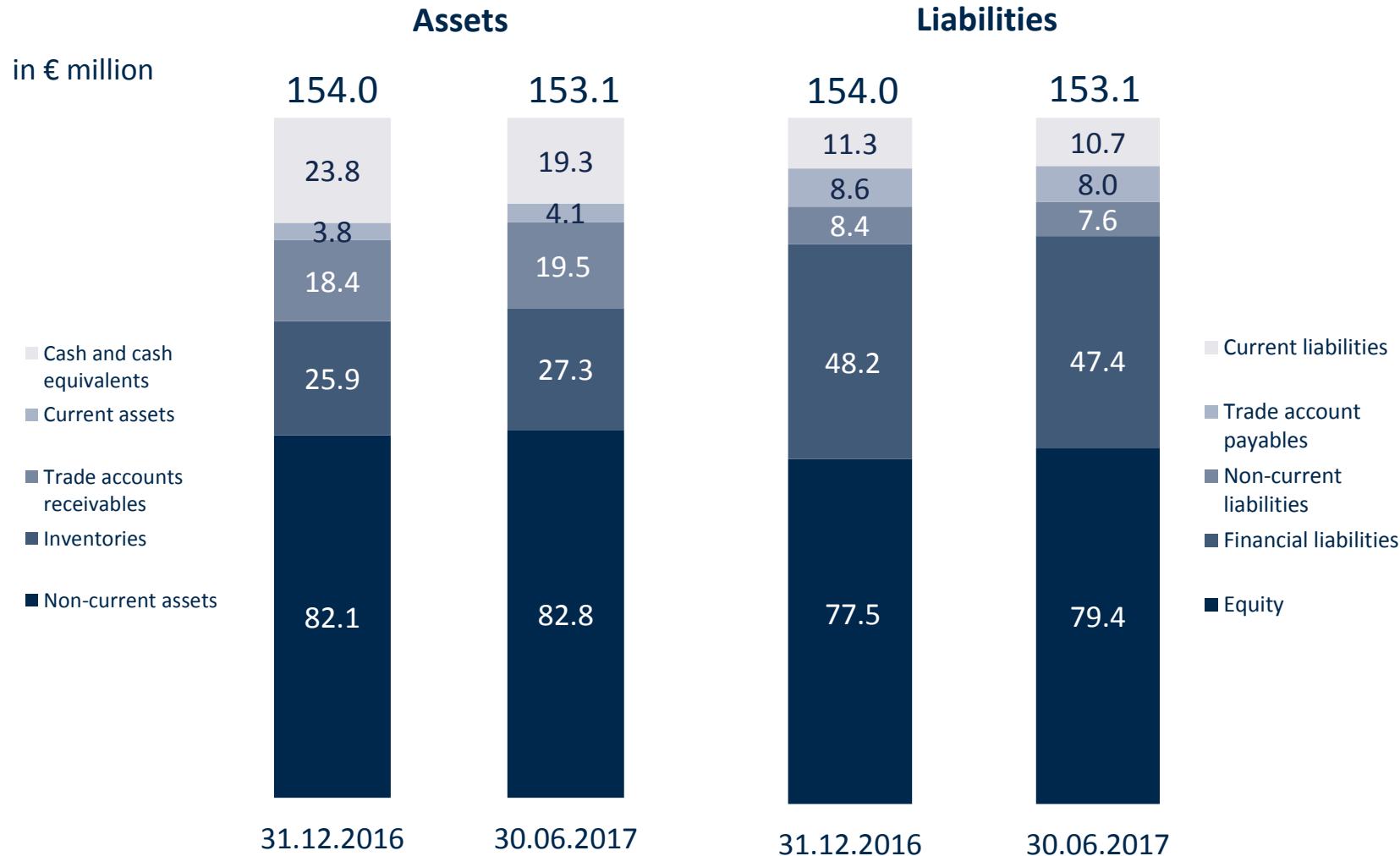
Comments

Operative cash flow positive after 6 months, expected to remain positive for the full year

Free Cash flow negative as a result of € 4.3 million investment volume in property, plant and equipment

6 MONTHS FINANCIAL REPORT 2017

No major changes to the balance sheet



Comments

Increase in non-current assets due to higher investment volume

Cash lower because of lower profit, working capital increase and higher investments

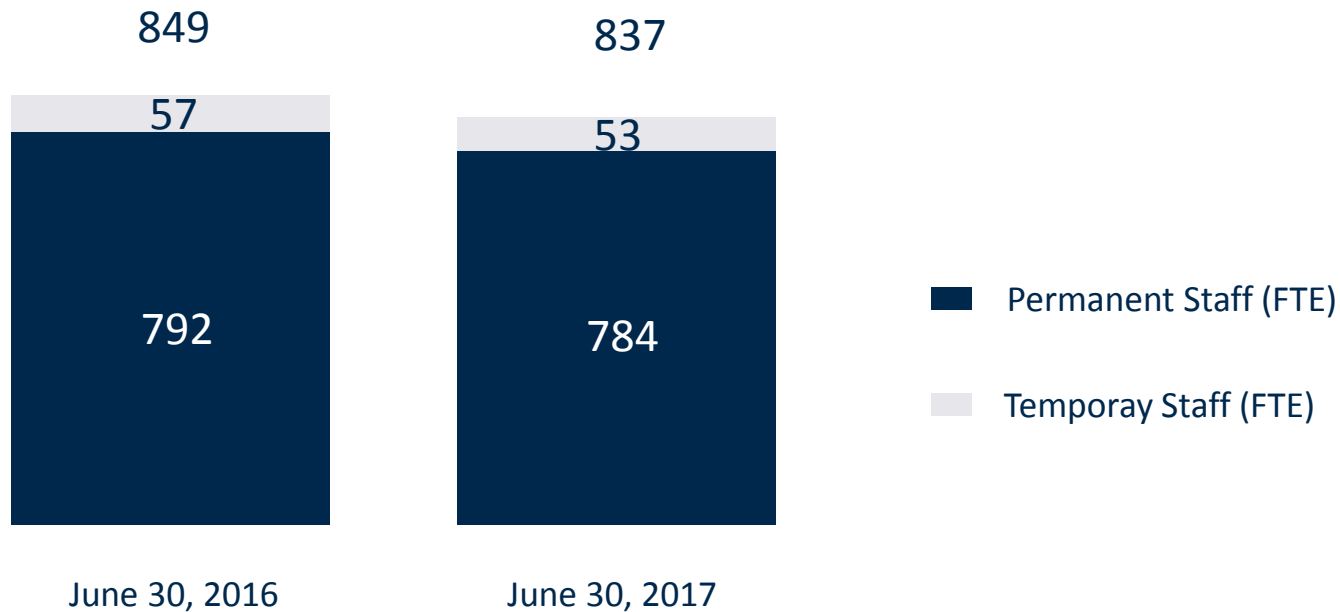
Equity ratio at 51.8%

Net debt at € 28 million gearing of 35.5%

6 MONTHS FINANCIAL REPORT 2017

Decrease in sales with temporary impact on key figures

	H1 2016	H1 2017	
personnel expenses:	€ 21.8 million	€ 22.6 million	+3.8%
sales per employee:	€ 95.9 thousand	€ 87.9 thousand	-8.3%



Comments

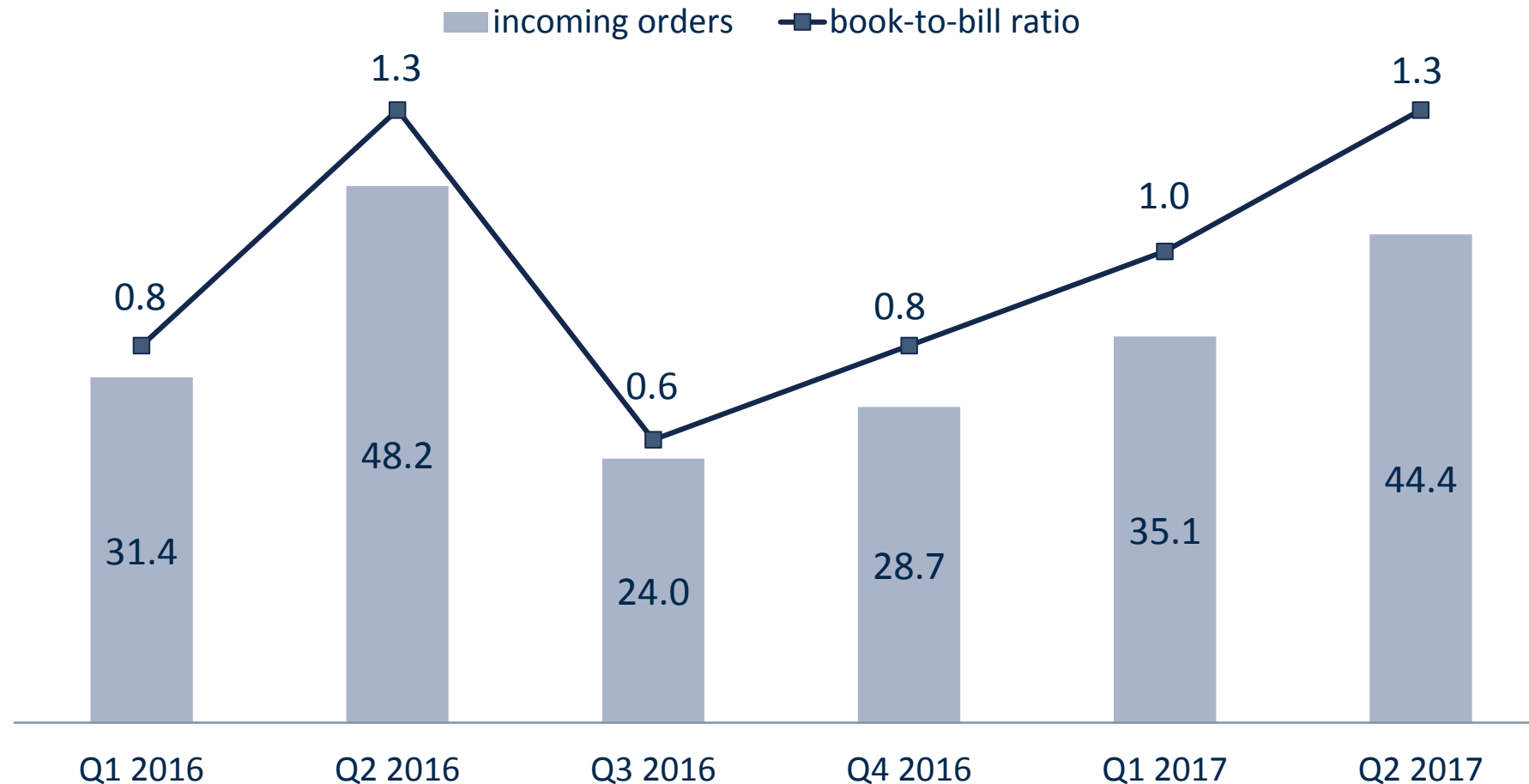
Increase in personnel expenses as a result of higher qualification of new staff, impact below Q1 figures

Sales per employee down 8.3% while revenue for the first half was down 9.2%

6 MONTHS FINANCIAL REPORT 2017

Order intake and book-to-bill sound basis for dynamic 2nd HY

in € million



Comments

Third quarter of increasing order intake, nearly doubled compared to Q3 2016
Book-to-bill ratio at 1.15 after 6 months

Change in accounting of orders received: no framework contracts booked, only release orders

Guidance 2017

SALES REVENUES **140 - 145** MILLION EURO

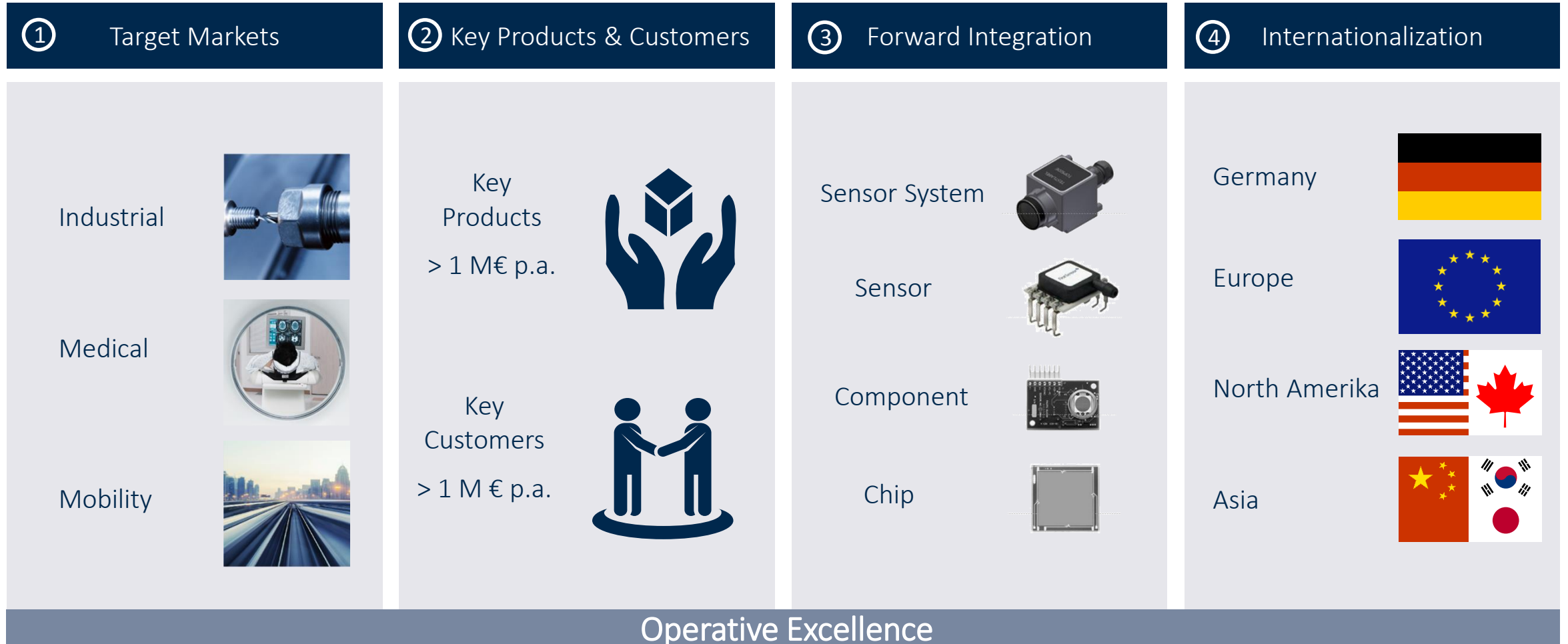
EBIT MARGIN **5 - 6** PERCENT

STRATEGIC PERSPECTIVE

DR. DIRK ROTHWEILER, CEO

PERSPECTIVE FOR PROFITABLE GROWTH

We generate and utilize economies of scale in 4 dimensions



PERSPECTIVE FOR PROFITABLE GROWTH

We generate and utilize economies of scale in 4 dimensions



DIMENSION 1: CLEAR FOCUS ON OUR TARGET MARKETS

We participate in above average growth markets



Industrial



+ 6.0 % up to 2018
+ 10.8 % up to 2020

Gartner®

+ 9.0 % up to 2020



Medical



+ 11.0 % up to 2020



Mobility



+ 13.0 % up to 2018
+ 10.8 % up to 2020

AMA

Verband für Sensorik + Messtechnik

+ 5.0 % in 2017

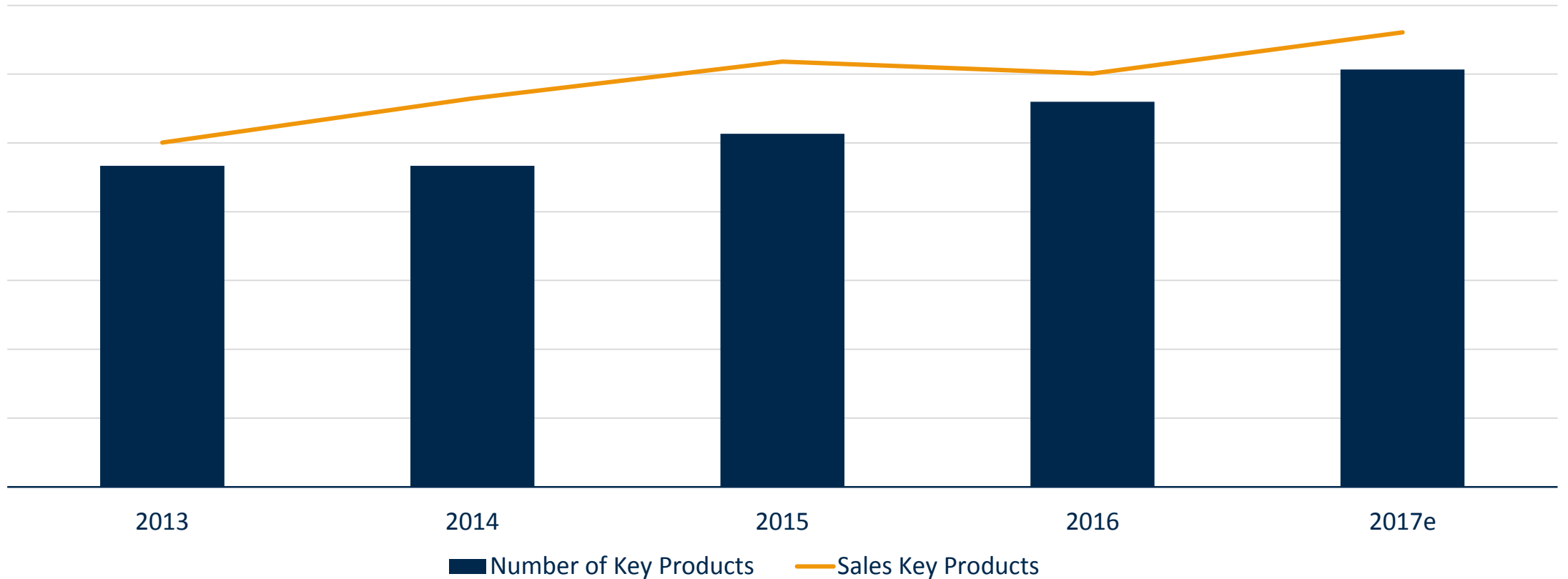
PERSPECTIVE FOR PROFITABLE GROWTH

We generate and utilize economies of scale in 4 dimensions



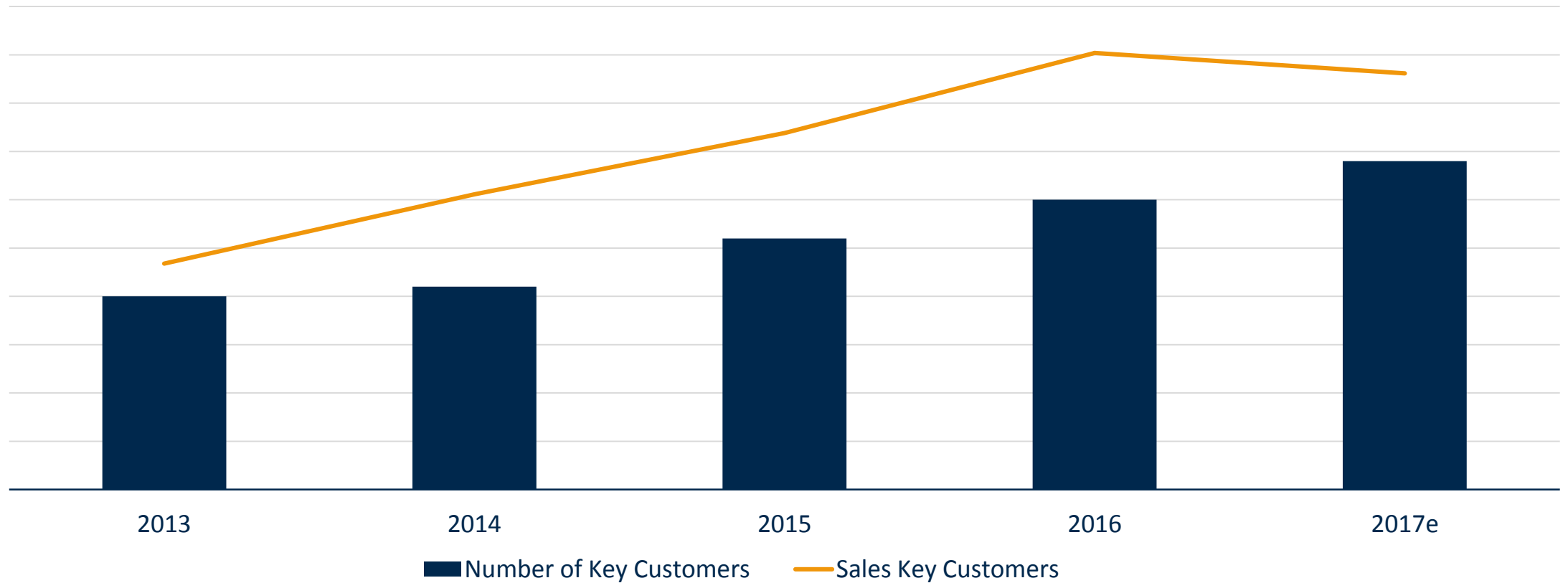
DIMENSION 2: CLEAR FOCUS ON KEY PRODUCTS

In the next years, we will grow with existing and new key products



DIMENSION 2: CLEAR FOCUS ON KEY CUSTOMERS

In the next years, we will grow with existing and new key customers



DIMENSION 2: CLEAR FOCUS ON KEY PRODUCTS & CUSTOMERS

Why is this efficient?

Key Products

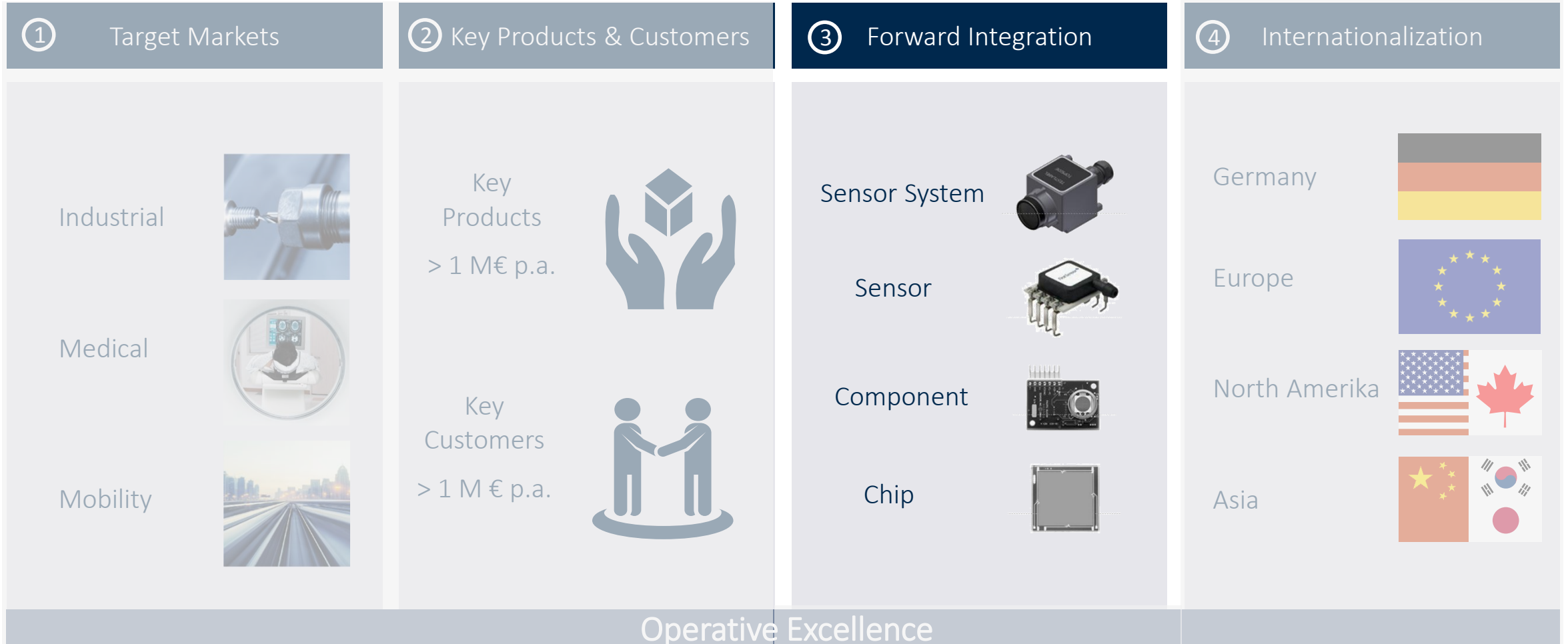
Key Customers

- ▶ Single respective product developments result in relatively large quantities and therefore sales volumes.
- ▶ Sales per head in both sales and engineering increases – our existing team will be able to handle larger revenue streams.
- ▶ „Mix & Noise“ in operations are decreased due to reduced parts variety and transactions per revenue.
- ▶ Our supply chain and own production will gain in productivity and can be managed with fewer resources per revenue.
- ▶ With higher quantities per part our purchasing power will increase.
- ▶ With more varietal purity we increase the stability of our value creation process.
- ▶ Lead time, on time delivery and quality will improve as a result.

Our growth becomes more scalable and our profitability increases.

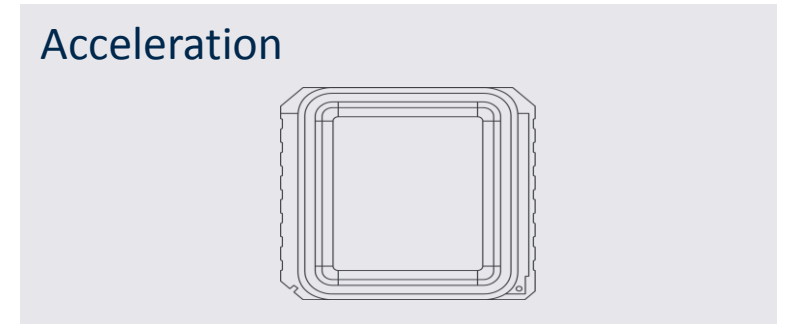
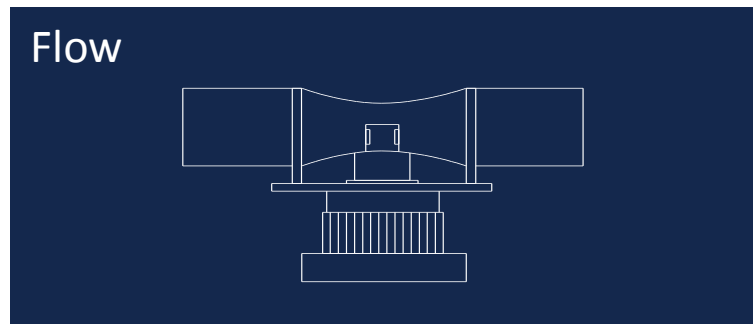
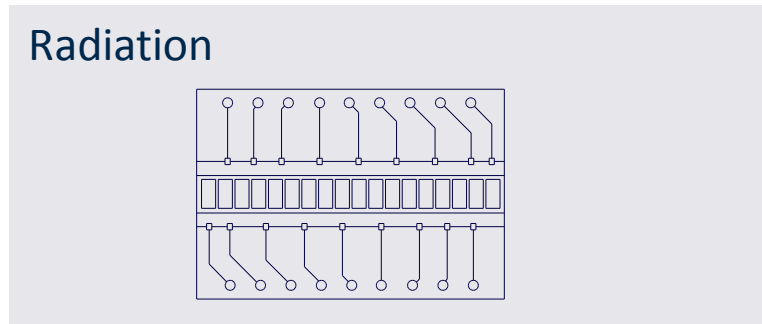
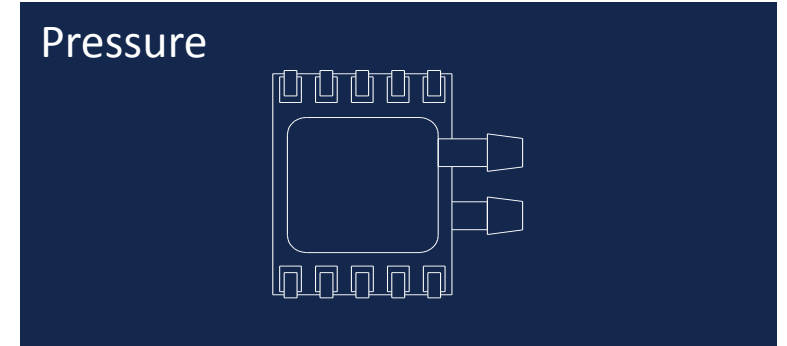
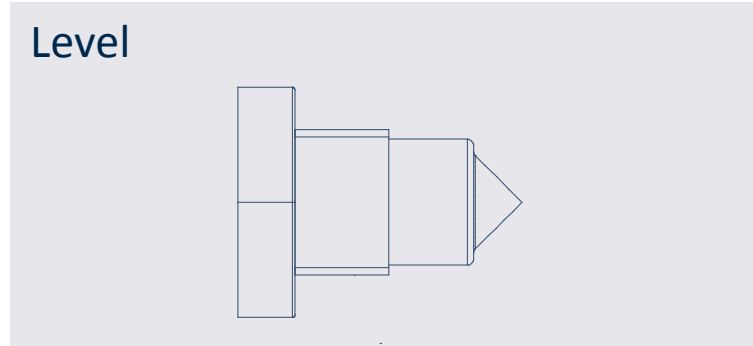
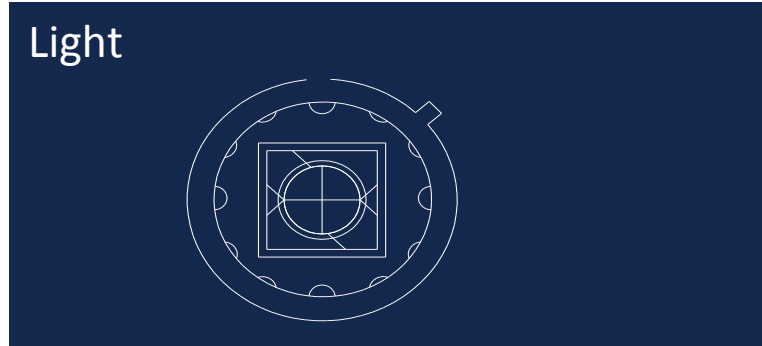
PERSPECTIVE FOR PROFITABLE GROWTH

We generate and utilize economies of scale in 4 dimensions



DIMENSION 3: CLEAR FOCUS ON FORWARD INTEGRATION

We base our forward integration initiatives on clear product roadmaps



Integrated Manufacturing Service



Multi Sensor Systems



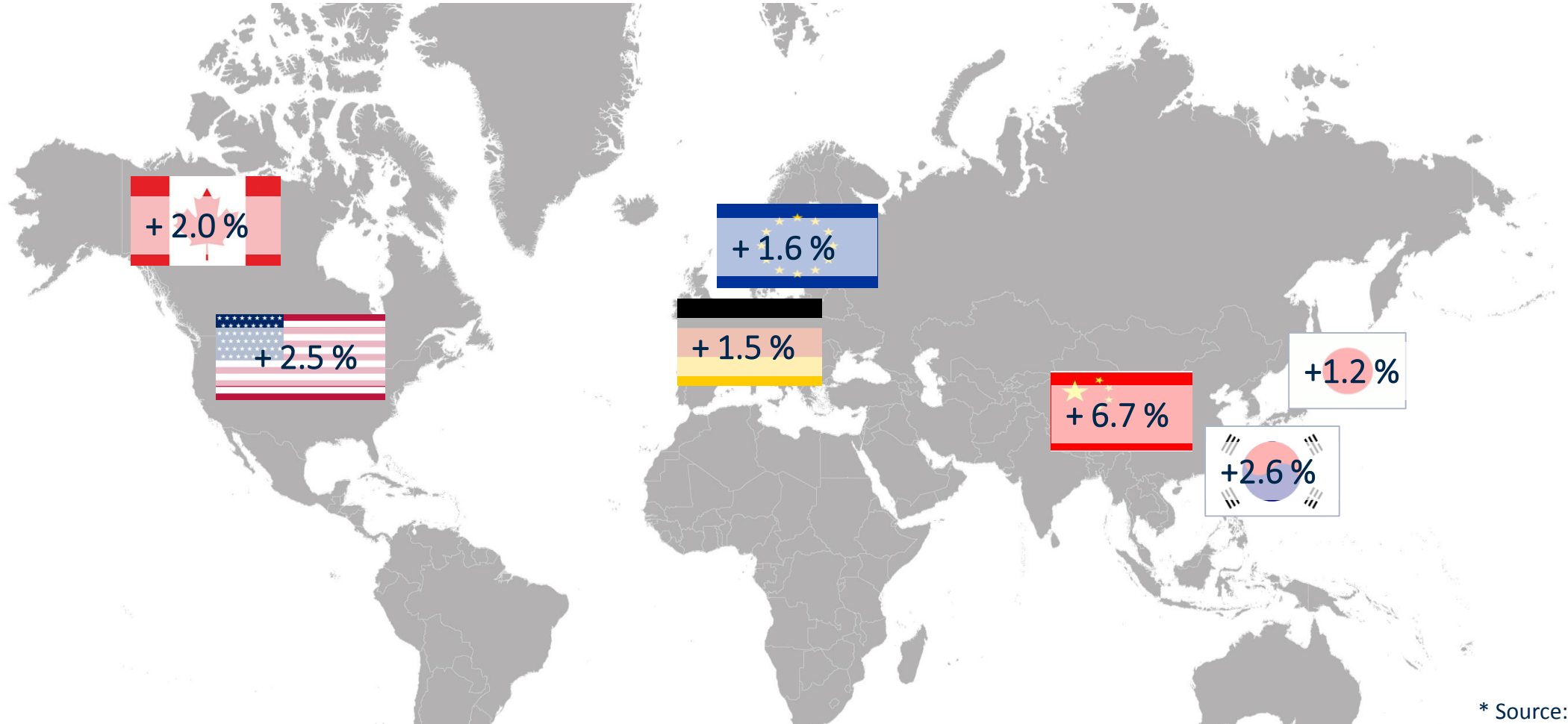
PERSPECTIVE FOR PROFITABLE GROWTH

We generate and utilize economies of scale in 4 dimensions.



DIMENSION 4: CLEAR FOCUS ON INTERNATIONALIZATION

We will participate in the solid growth* of our targeted sales regions



* Source: IWF

PERSPECTIVE FOR PROFITABLE GROWTH

We generate and utilize economies of scale in 4 dimensions



THE FUNDAMENT: FOCUS ON OPERATIVE EXCELLENCE

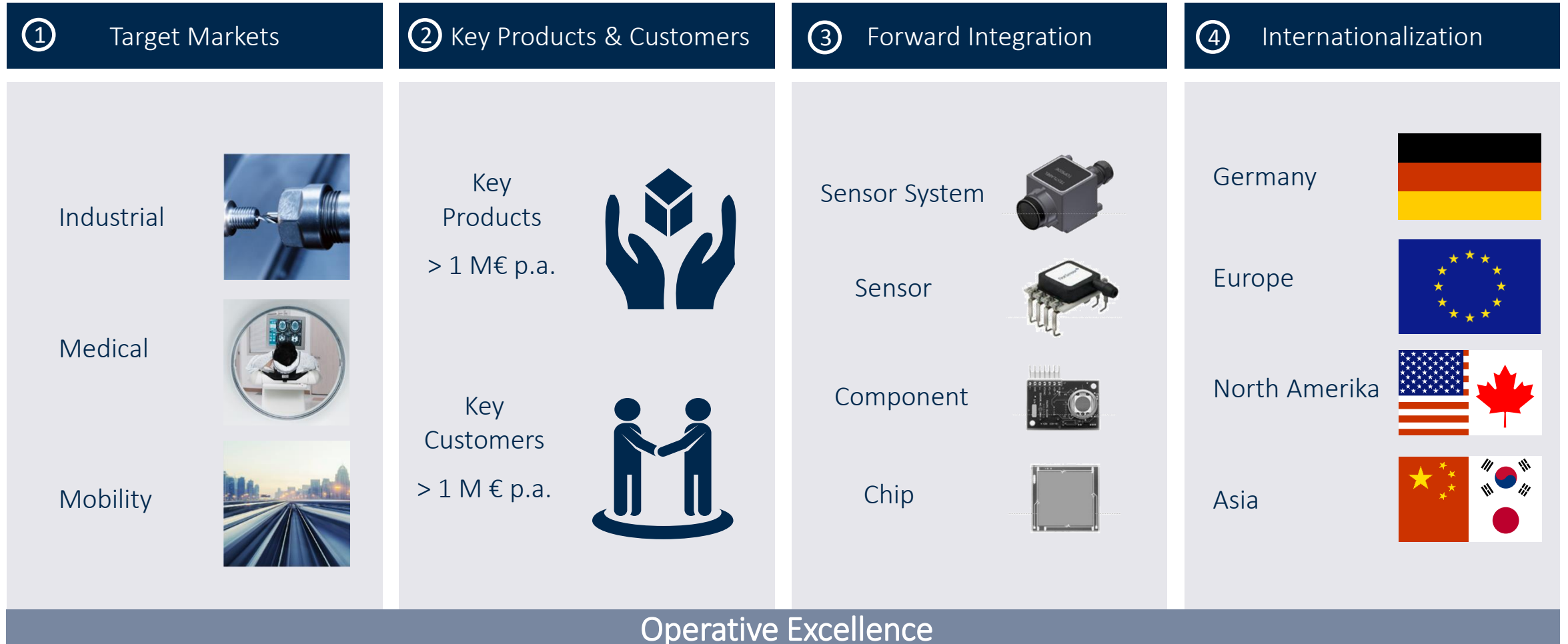
We concentrate on five core initiatives

Top Initiatives

- ▶ Lead Time, On-Time Delivery, Quality
- ▶ Core Processes
- ▶ One ERP
- ▶ T's & C's Harmonization
- ▶ Portofolio Optimization

PERSPECTIVE FOR PROFITABLE GROWTH

We generate and utilize economies of scale in 4 dimensions



Q&A SESSION

6 MONTHS FINANCIAL REPORT 2017

Financial Calendar

When?	What?
November 9, 2017	Q3 Interim Report
November 9, 2017 2pm	Presentation Interim Report Q3 2017
November 27-28, 2017	German Equity Forum, Frankfurt am Main

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