

First Sensor 

WE ENGINEER THE FUTURE

GERMAN EQUITY FORUM
NOVEMBER 2015



COMPANY PROFILE

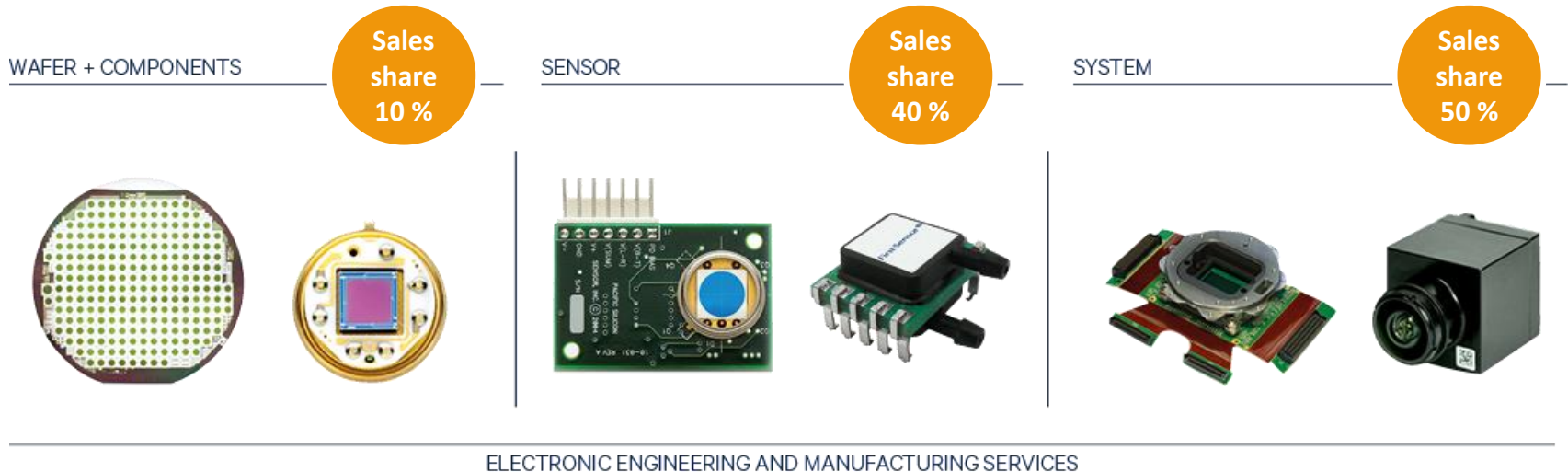
We are a leading provider of sensor solutions.

- established in Berlin in 1991, listed on the Frankfurt Stock Exchange since 1999
- Market cap €116.34m (Sep. 30, 15)
- International development, production and sales locations
- 850 employees worldwide
- 20,000 sqm manufacturing area, clean room class 100-100,000
- Guidance 2015: €136 million sales, €12-14 million EBITDA
- Core markets Germany (52%) and Europe (32%)



COMPANY PROFILE

We cover the entire value chain for sensor technologies.



- Product portfolio ranging from wafers and single sensor components to sensors and smart sensor systems
- Technological expertise to innovatively combine the properties of materials and components in sophisticated processes
- Services in engineering, development and manufacture of electronic micro-systems

COMPANY PROFILE

We focus on the markets Industrial, Medical and Mobility.

First Sensor  Industrial

Innovative solutions for the automation of industry

- Industrial Process Control
- Radiation and Security
- Smart Buildings
- Length Measurement
- Aerospace


9 M 2015
Sales €56.2 m
EBIT €9.66 m

First Sensor  Medical

Reliable technology whenever it is needed

- Diagnostics
- Medical Respiration and Pneumology
- Dialysis and Infusion

9 M 2015
Sales €17.3 m
EBIT €0.9 m

First Sensor  Mobility

New ideas for intelligent mobility

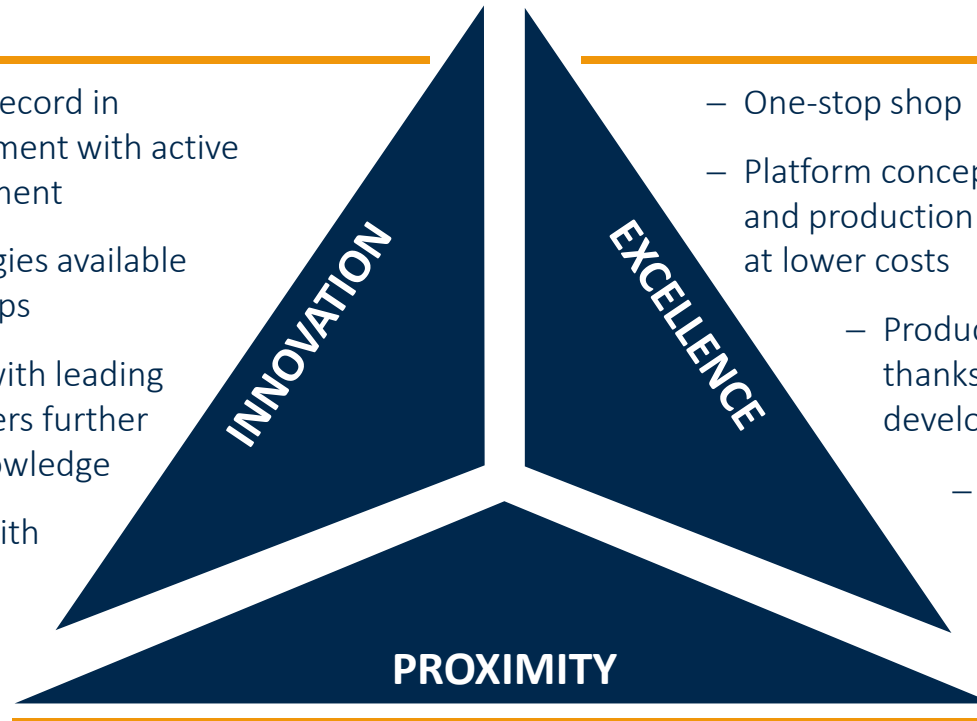
- Cameras and camera systems
- Pressure Sensors
- Optical Sensors
- Flow Sensors

9 M 2015
Sales €29.3 m
EBIT €1.45 m

OUR COMPETITIVE QUALITY

We have strong USPs.

- Longstanding track record in technology development with active innovation management
- Additional technologies available thanks to partnerships
- Close partnerships with leading European sensor users further drive advance in knowledge
- Close cooperation with technological and scientific research institutes

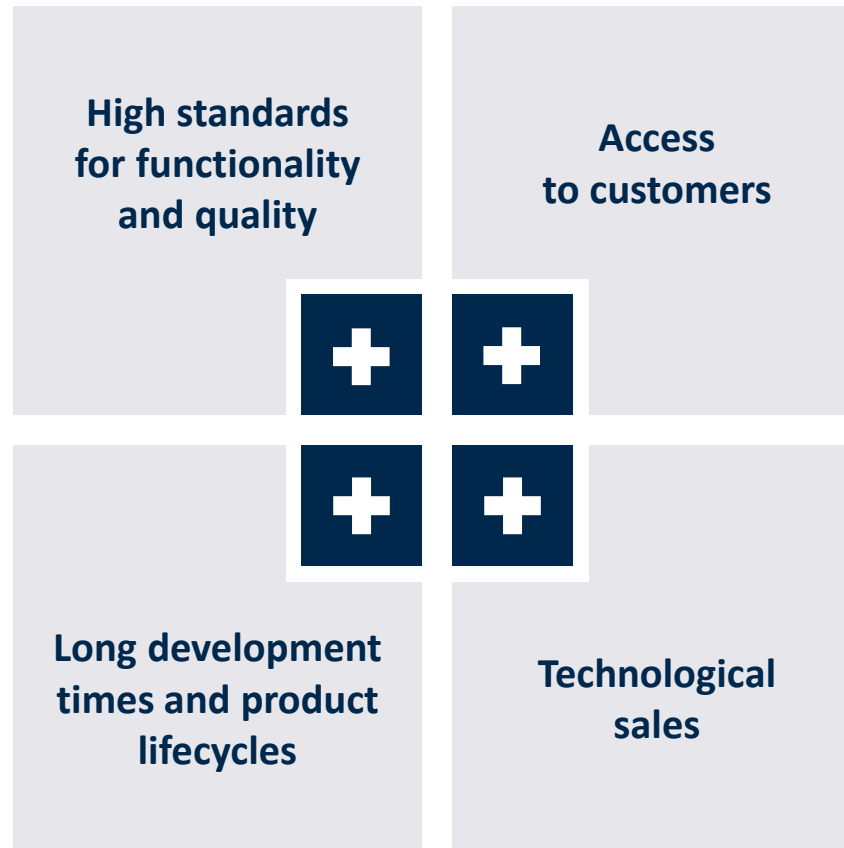


- One-stop shop
- Platform concepts in development and production ensure higher speed at lower costs
- Product quality and durability thanks to close links in development and production
- Technological expertise recognized worldwide

- Regional sales presence
- Development in close collaboration with our customers
- In-house production allows individual solutions for specific customer requirements

OUR COMPETITIVE QUALITY

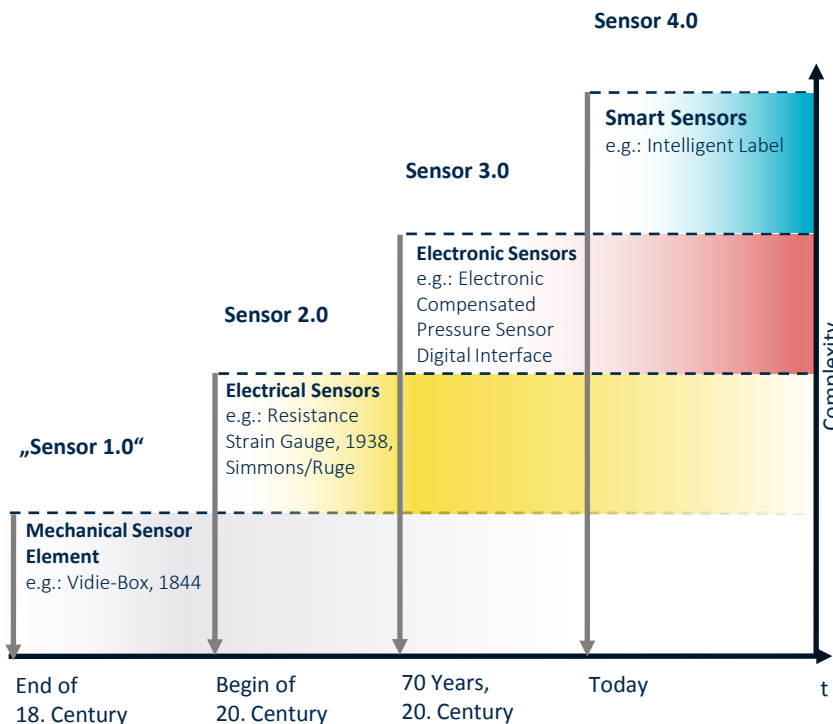
There are high barriers to enter our market.



DEVELOPMENT OF OUR MARKET

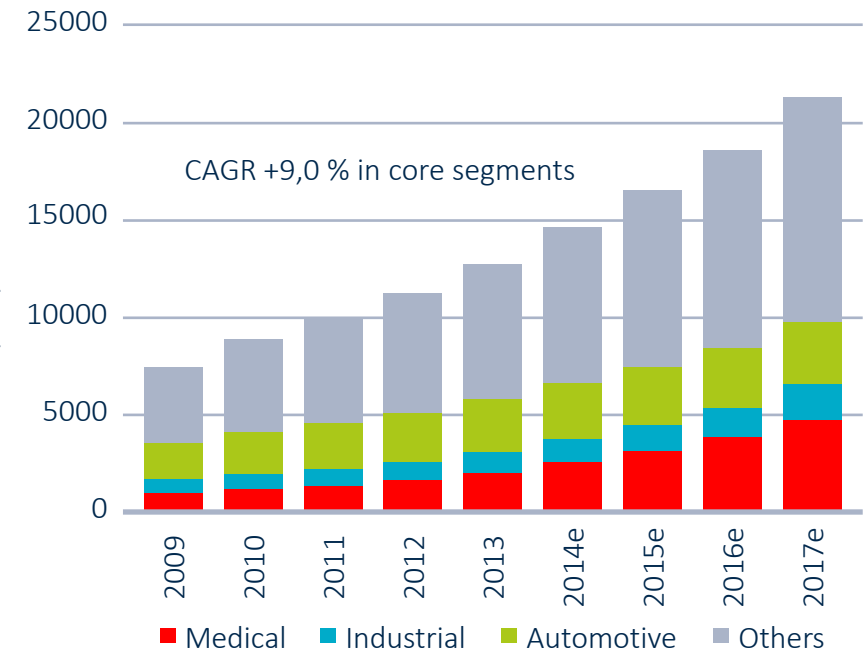
Dynamic market growth based on sensorization of the world.

Development of sensors over time



MEMS market growth by business segments

in mUSD

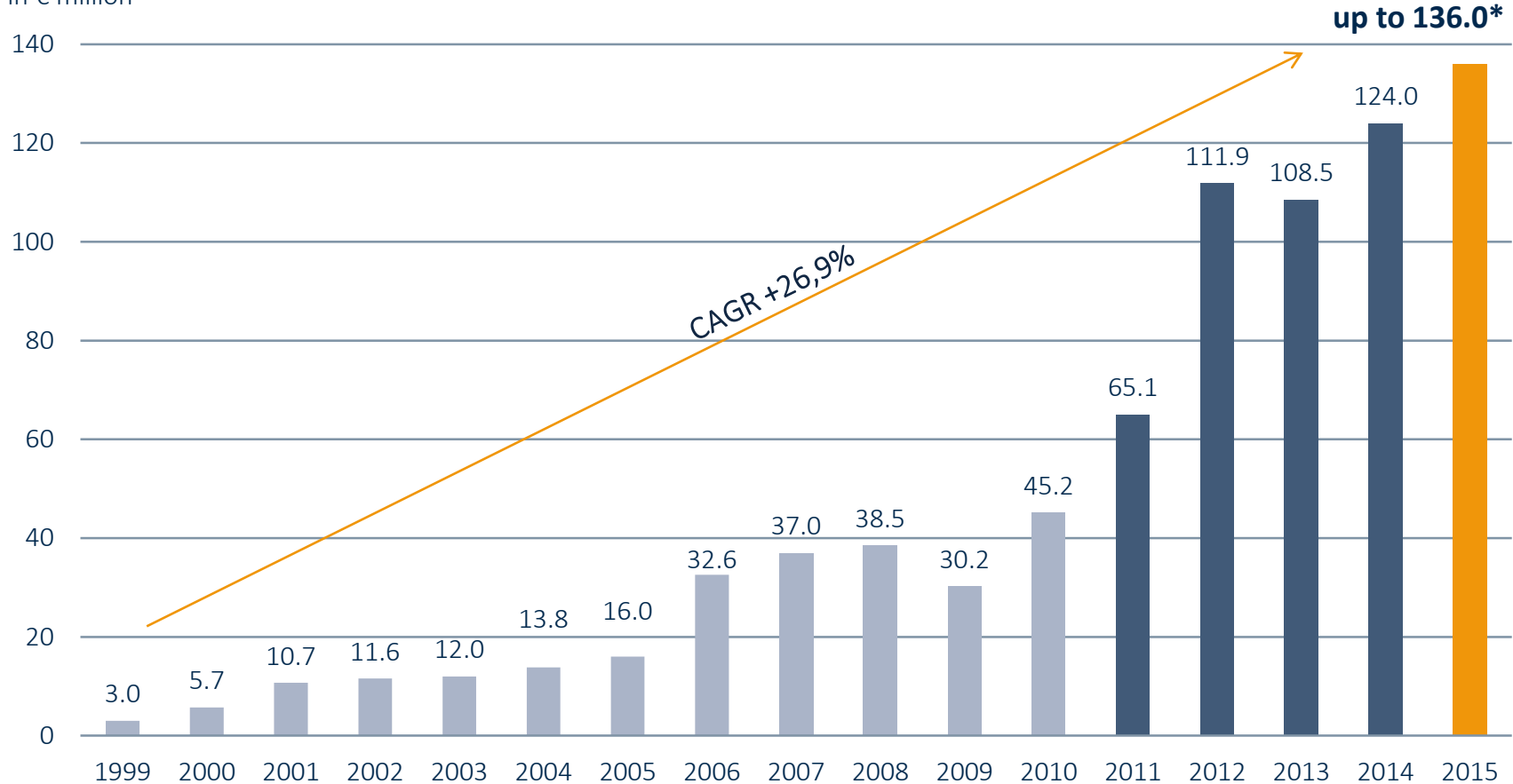


Source: Yole Development

FINANCIAL KEY FIGURES

First Sensor is clearly on a path of growth.

in € million



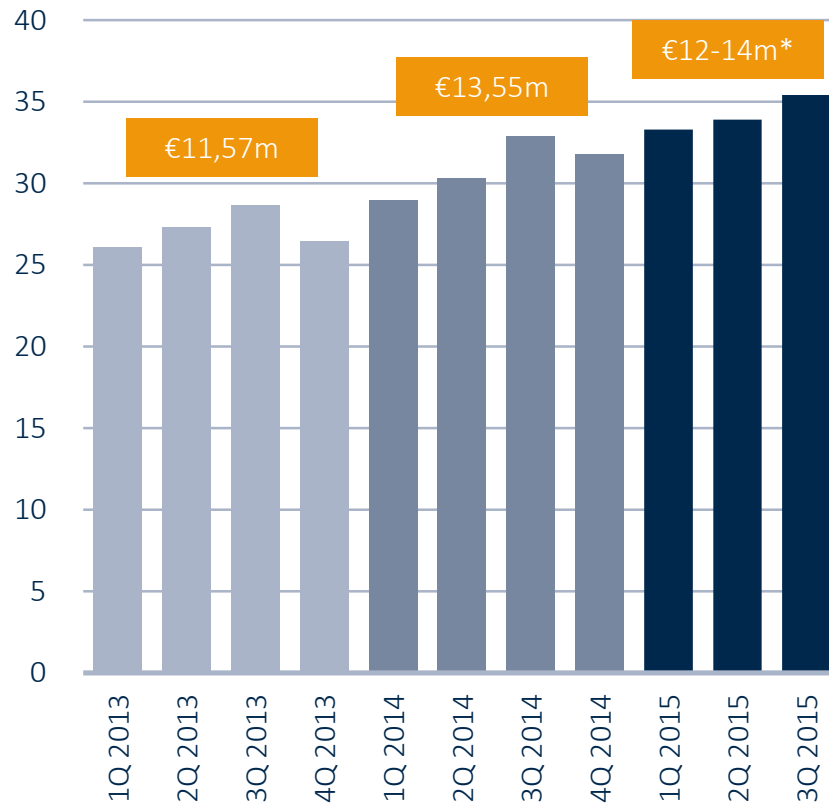
*Forecast by October 12, 2015

FINANCIAL KEY FIGURES

EBITDA 2015 covers non-recurring effects.

Sales / EBITDA

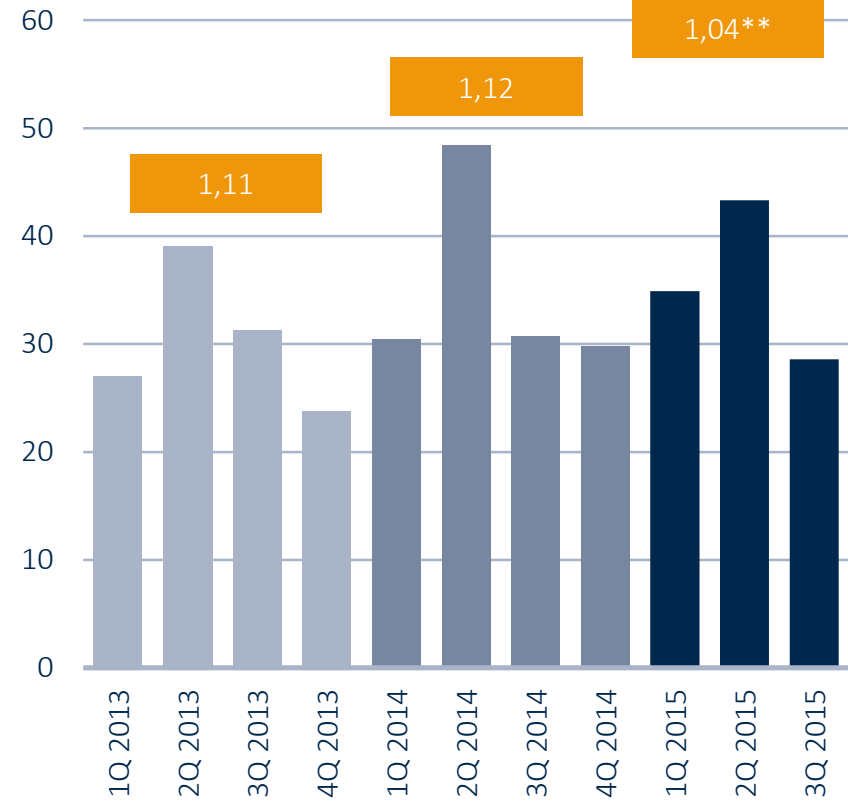
in € million



*Guidance 2015

Incoming Orders / Book-to-bill Ratio

in € million

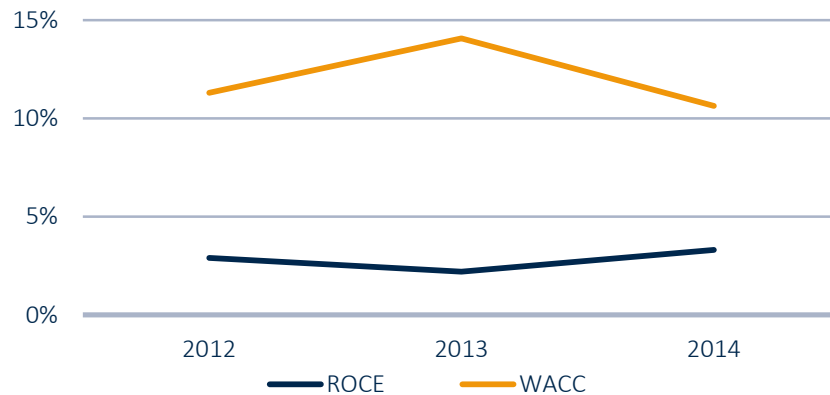


** 9M 2015

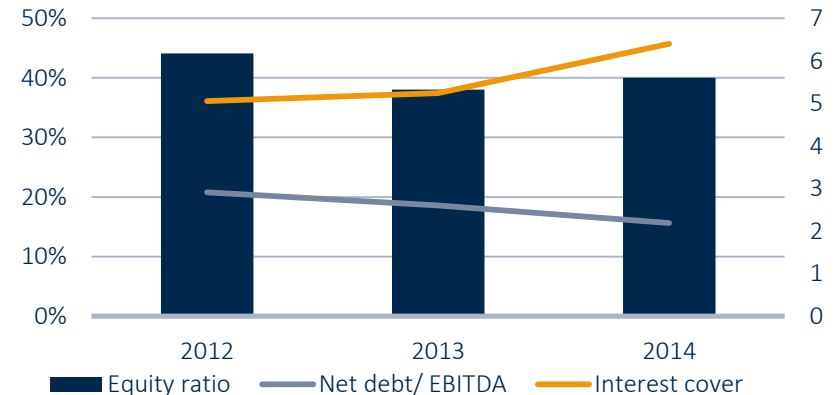
FINANCIAL KEY FIGURES

Based on a solid liquidity structure, we want to strengthen our profitability in the medium-term.

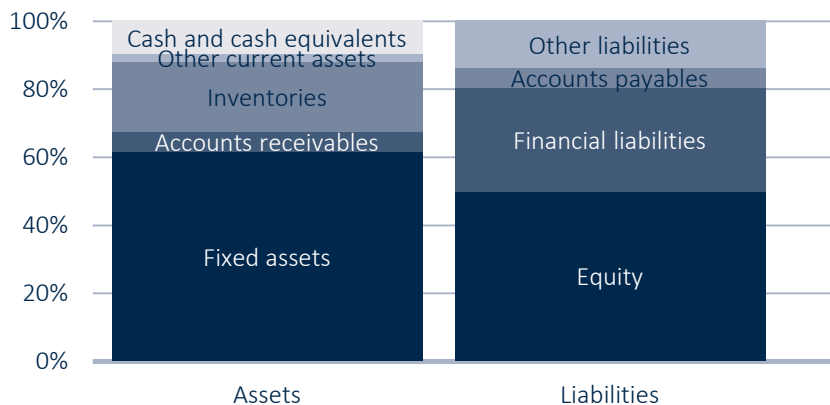
Returns 2012 – 2014



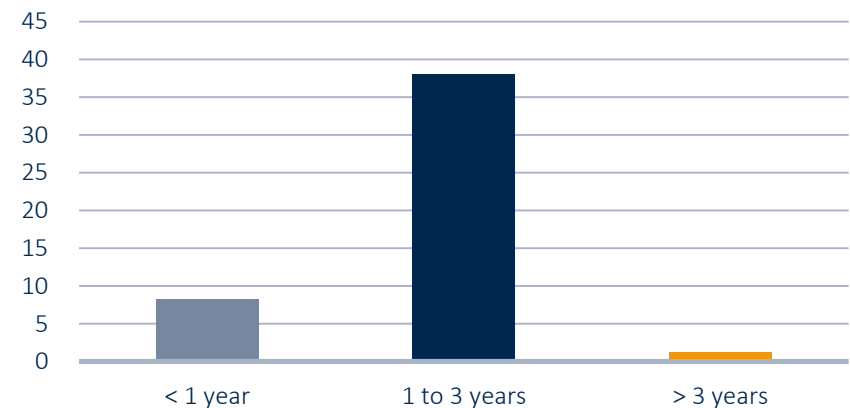
Solvency 2012 – 2014



Balanced Sheet: Assets & Liability, Sep. 30, 2015



Debt Maturity, Sep. 30, 2015



EXECUTIVE SUMMARY

We engineer the growth markets of the future.

- ✓ Implementation of professional group structure („One First Sensor“)

Clear focus on core segments Mobility,

- ✓ Industrial and Medical and on customer specific applications

- ✓ Re-alignment of sales structure; increase global footprint (e.g. Asia, USA)

- ✓ Company shift from technology-based to customer-driven (Market Pull)

- ✓ Financially stable and reliable supplier for leading customers in their industries

- ✓ Ongoing optimization programs secure long-term objectives

Guidance 2015

- Sales up to **€ 136m**
- EBITDA **€ 12 -14m**

Growth strategy 2020

- Top 3 player in each core segment
- Sales growth ahead of the market
- Improvement of EBITDA-margin

BACKUP

REMUNERATION OF MANAGEMENT BOARD

Performance-related with short- and longterm incentives

Dr. Martin U. Schefter



Professional career

2013	CEO First Sensor AG
2009	Managing Director Eaton Industries Holding
2005	Managing Director Moeller (Holding) GmbH
2002	Business Unit Manager Moeller GmbH
2000	CFO / CTO of Equity Scope AG
1994	Partner of GCN Management AG
1993	Engagement Manager McKinsey
1990	Entry position McKinsey

Dr. Mathias Gollwitzer



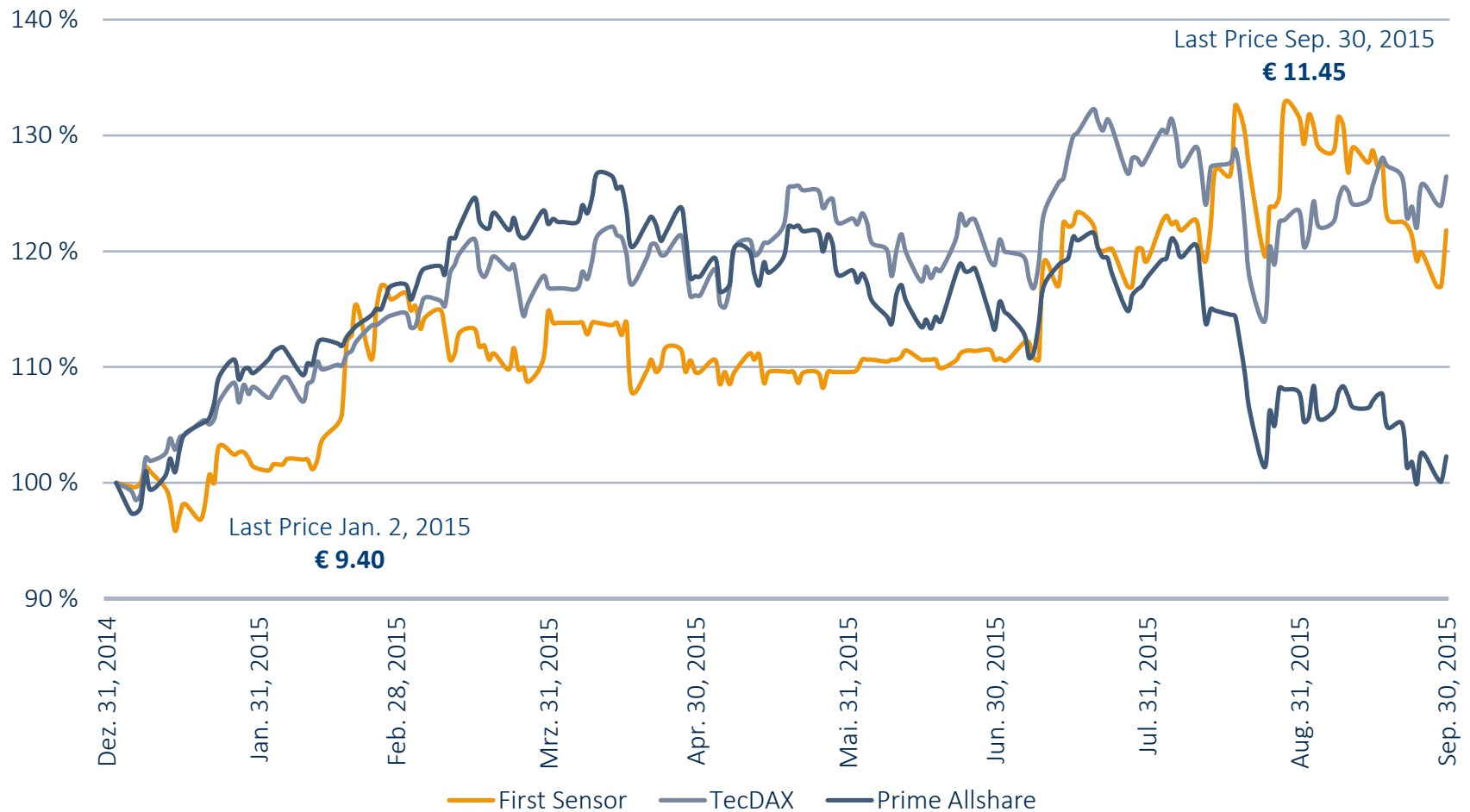
Professional career

2015	CFO First Sensor AG
2012	Director Group Controlling EnBW AG
2008	CFO Mercedes-Benz France SAS
2006	Director Corporate Controlling DaimlerChrysler AG
2005	CFO DaimlerChrysler Belgium/Luxembourg NV/SA
2002	Division Manager R&D Daimler AG
1995	Division Manager Controlling, Telefunken Systemtechnik
1992	Specialist Controlling Deutsche Aerospace AG

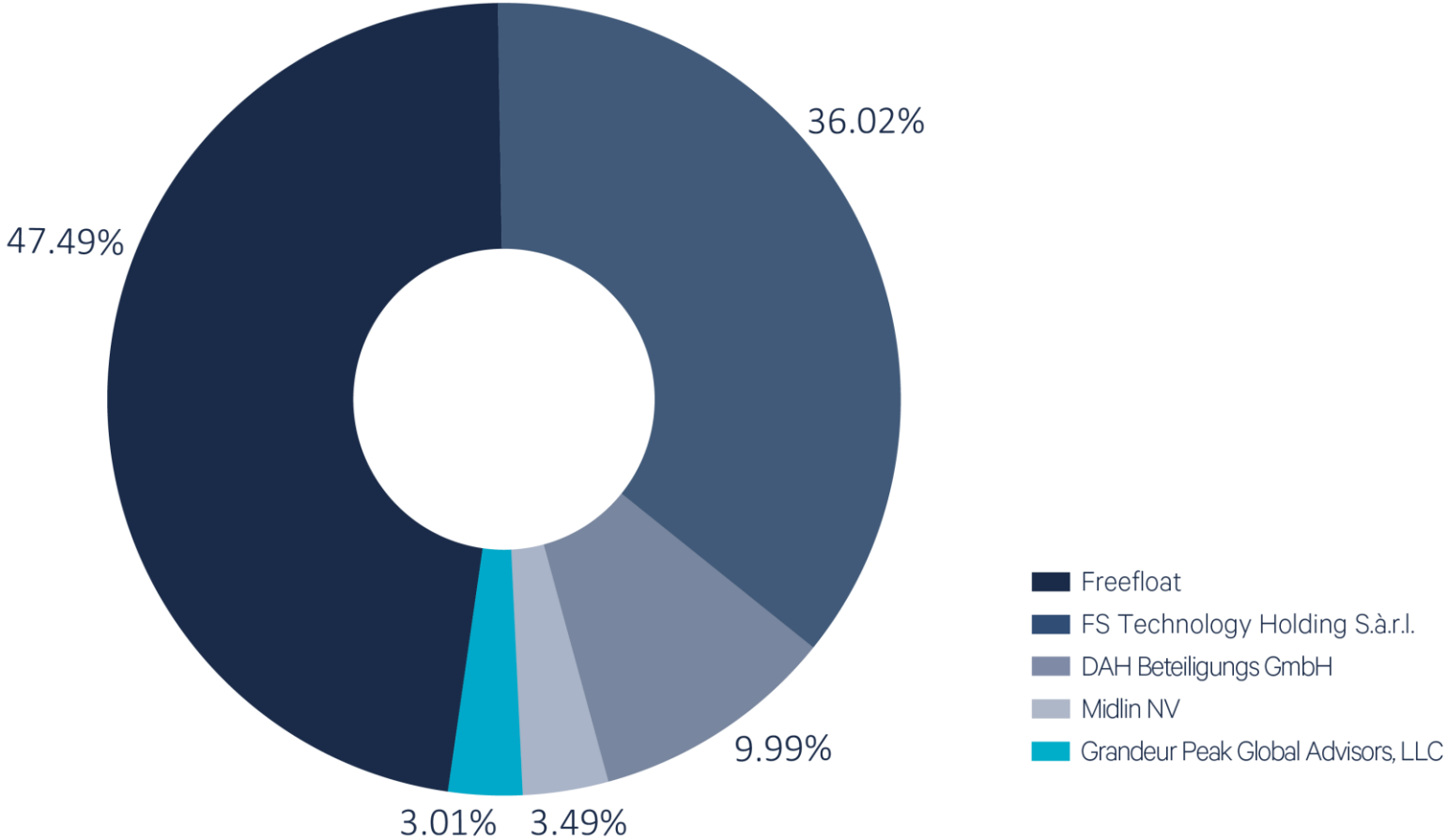
- Short-term incentives: variable remuneration based on sales, EBITDA, net debt, individual targets
- Long-term incentives: share option plan and share matching scheme

FIRST SENSOR SHARE

Excellent development in the third quarter of 2015, peaking at a high of €12.95.



SHAREHOLDER STRUCTURE as of November 23, 2015



Disclaimer

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.

THANK YOU

We engineer the future

Dr. Martin U. Schefter / Dr. Mathias Gollwitzer

November 2015

German Equity Forum