

First Sensor 

WE LEAD THE FUTURE

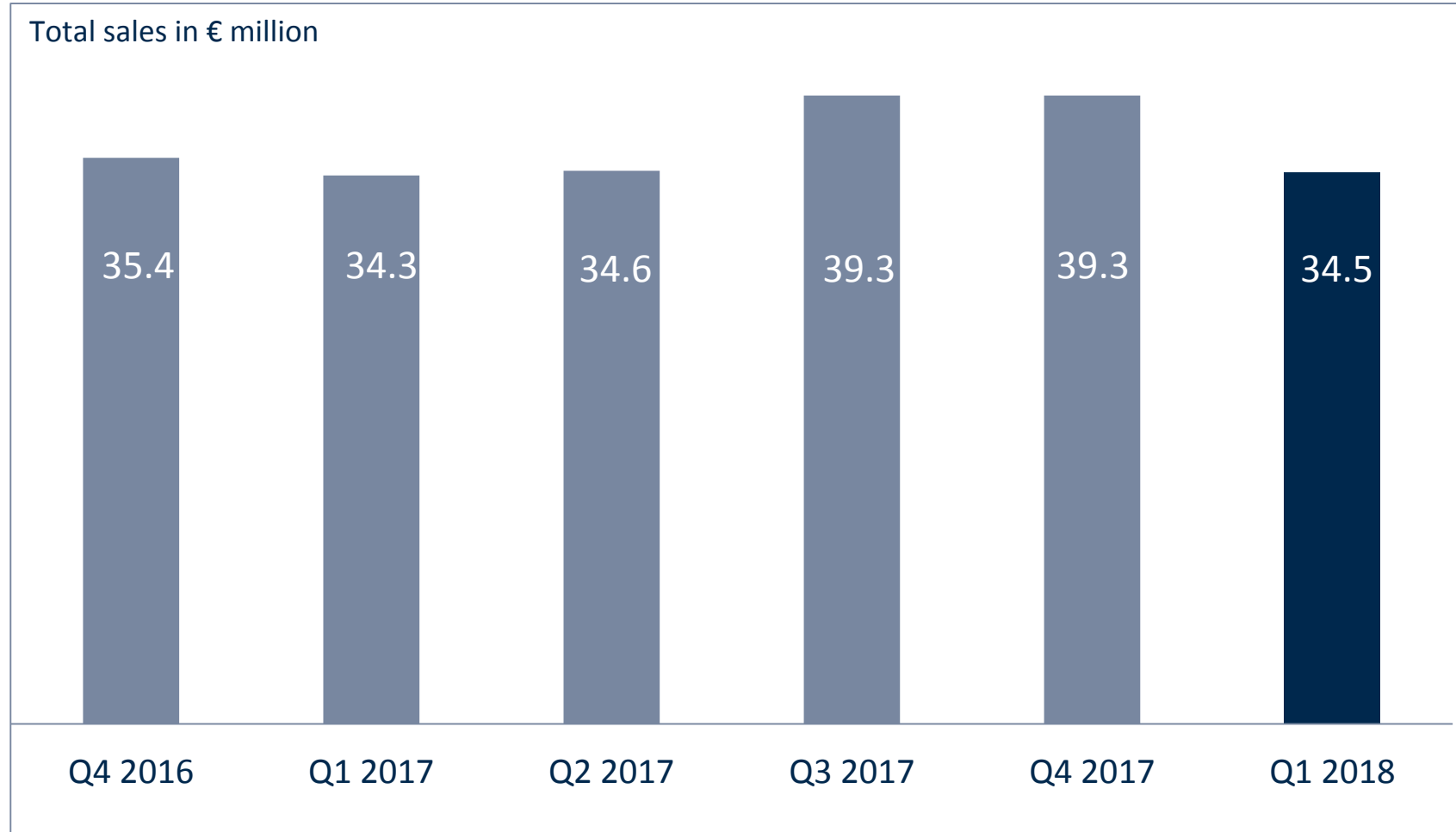
Q1 INTERIM REPORT 2018

MAY 14, 2018



Q1 INTERIM REPORT 2018

Q1 sales with € 34.5 million on level of previous year



Comments

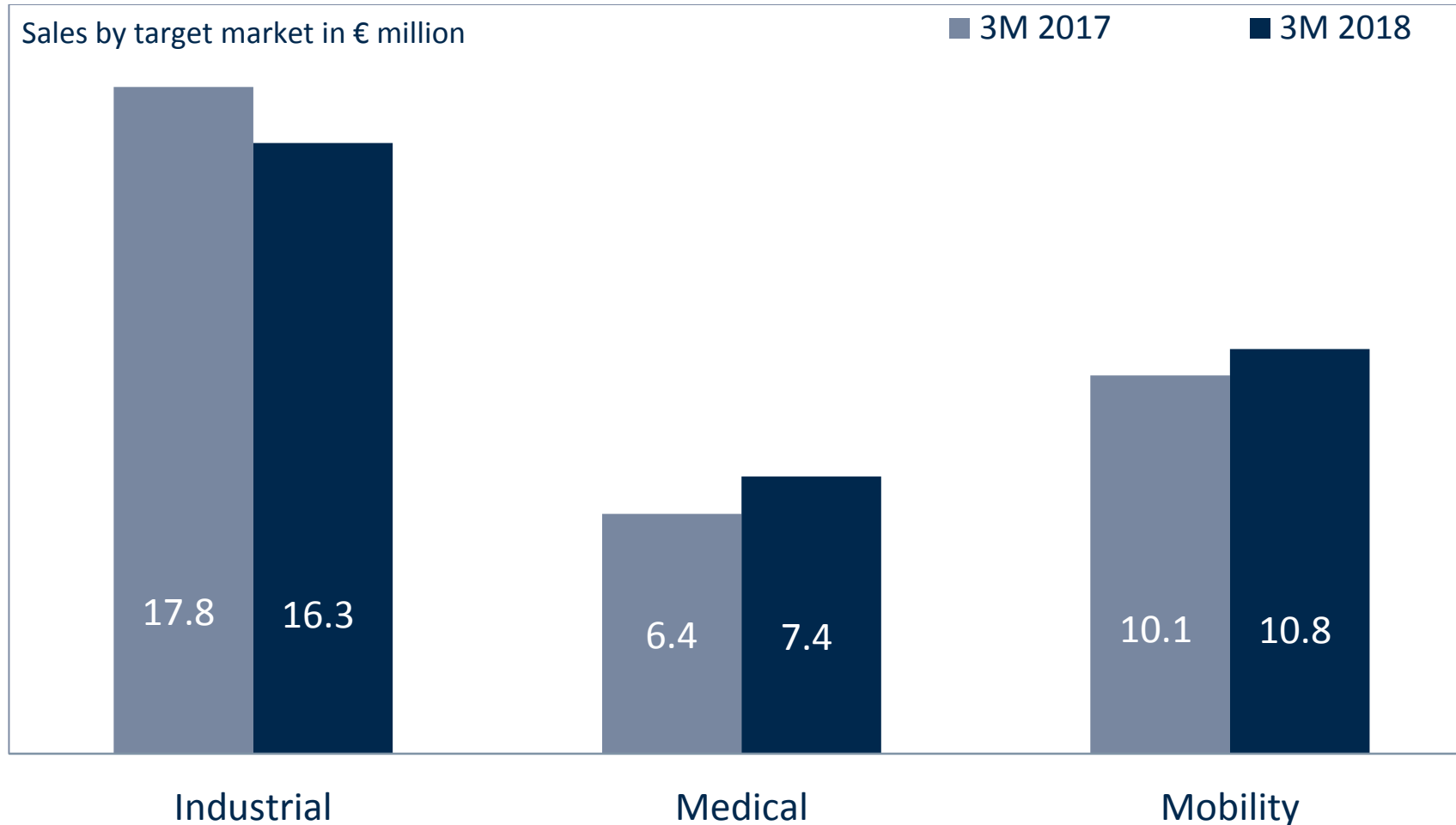
Production recorded decreased output due to the introduction of a new ERP system for company management.

As a result the booked order volume was not produced in full.

This is also evident in our order backlog, which at €97.3 million is €4.8 million up on the fourth quarter of 2017.

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Industrial sales Q1 affected by delayed production ramp-up



Comments

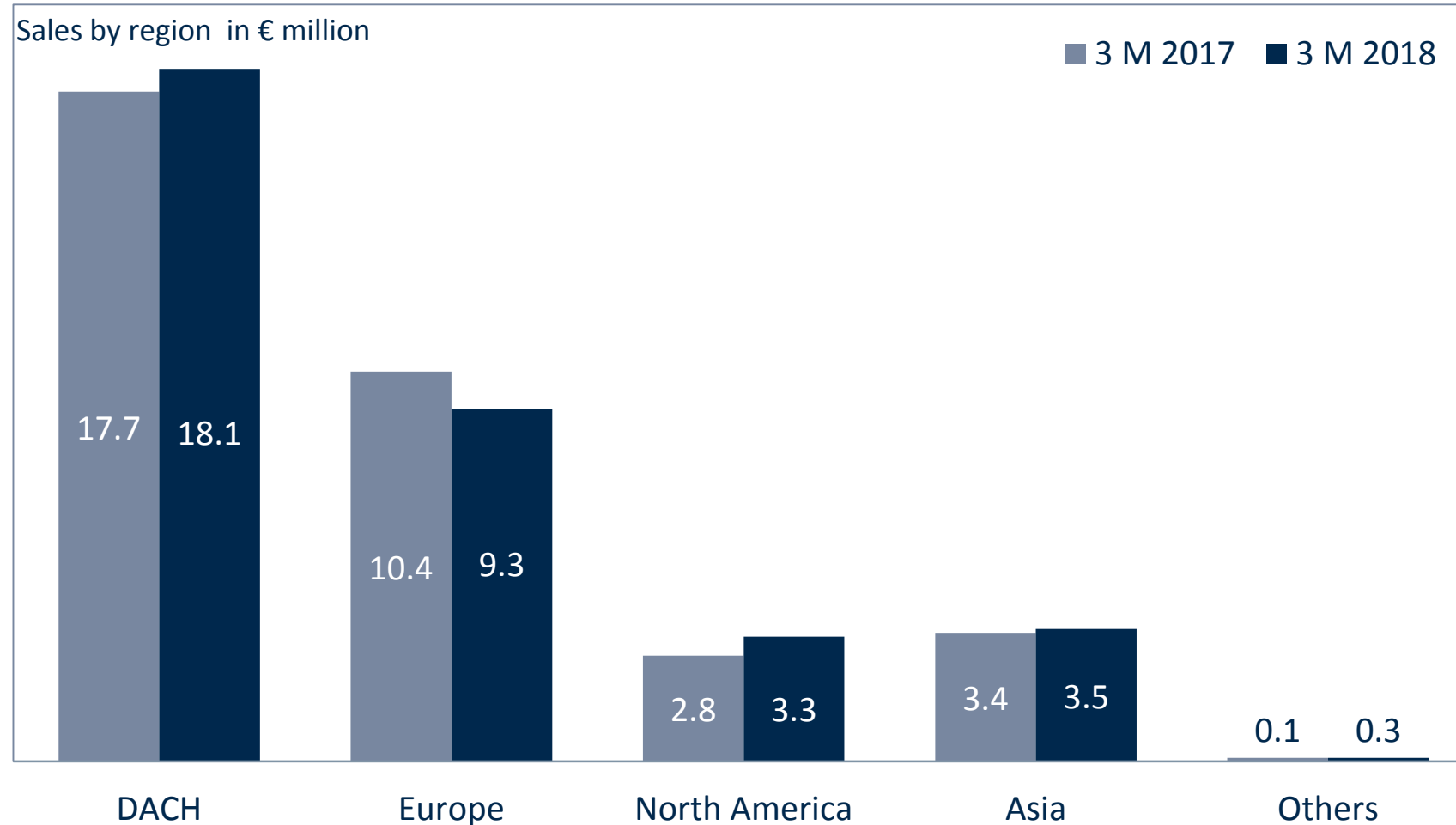
IND: lower sales volume closing date related; sales share 47.3%

MED: sales increase primarily due to optical diagnostics customers; sales share 21.3%

MOB: increase primarily due to greater demand in the area of pressure sensor technology; sales share 31.4%

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DACH region still the most important market



Comments

No major changes in sales split by regions

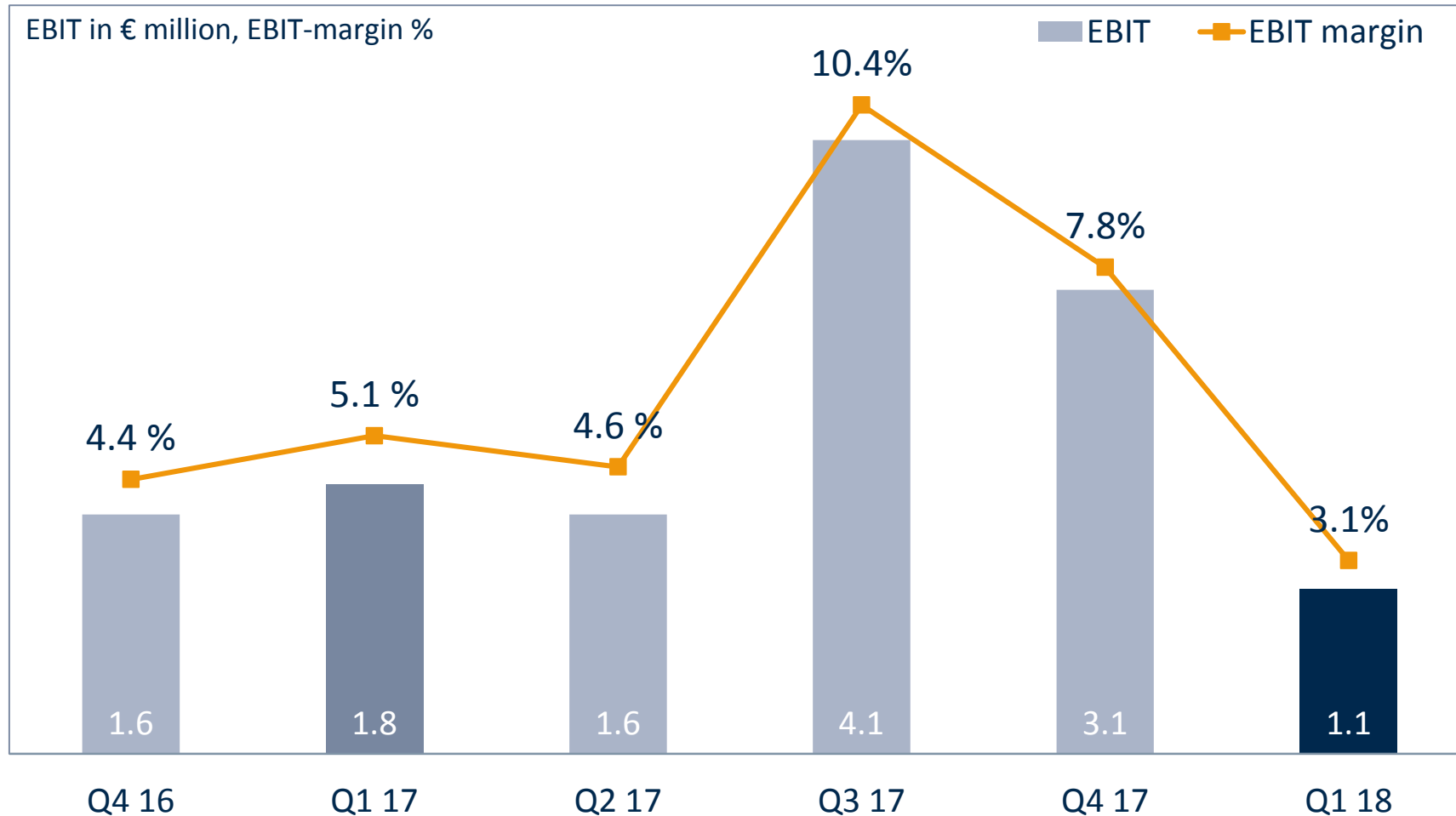
German-speaking area with 53.0% still the most important market

Rest of Europe: sales share 27.0%; decrease due to shifts in supplier countries on the part of customers

Sales share North America and Asia increased further to 9.6% and 10.1%

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EBIT year-on-year affected by other operating income



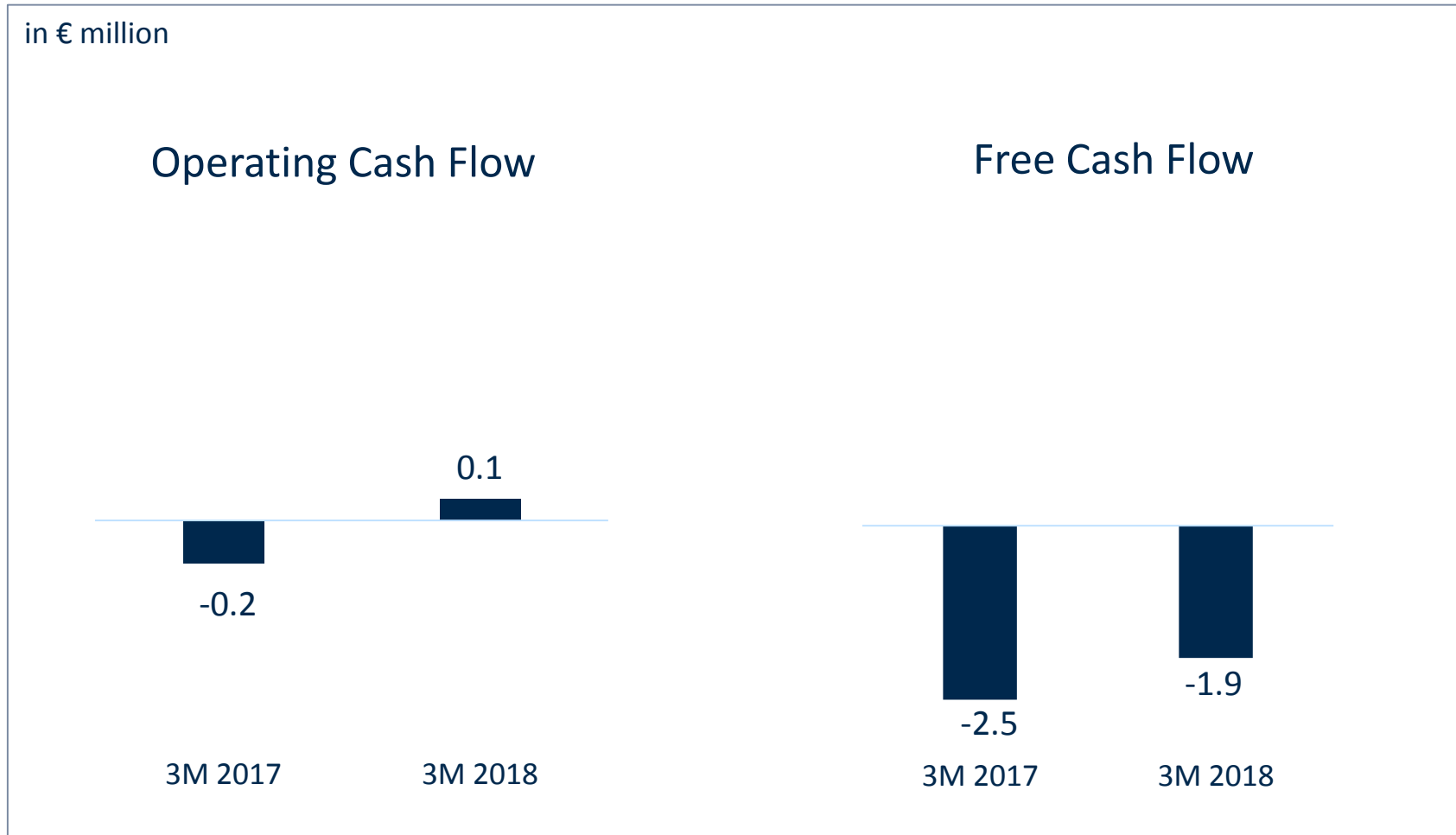
Comments

Compared to Q1 2017

- increased cost of material: € +1.2 million
- increased personnel expenses: € +0.4 million
- Reduced other operating income: € -0.7 million

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Cash flow year-on-year slightly improved



Comments

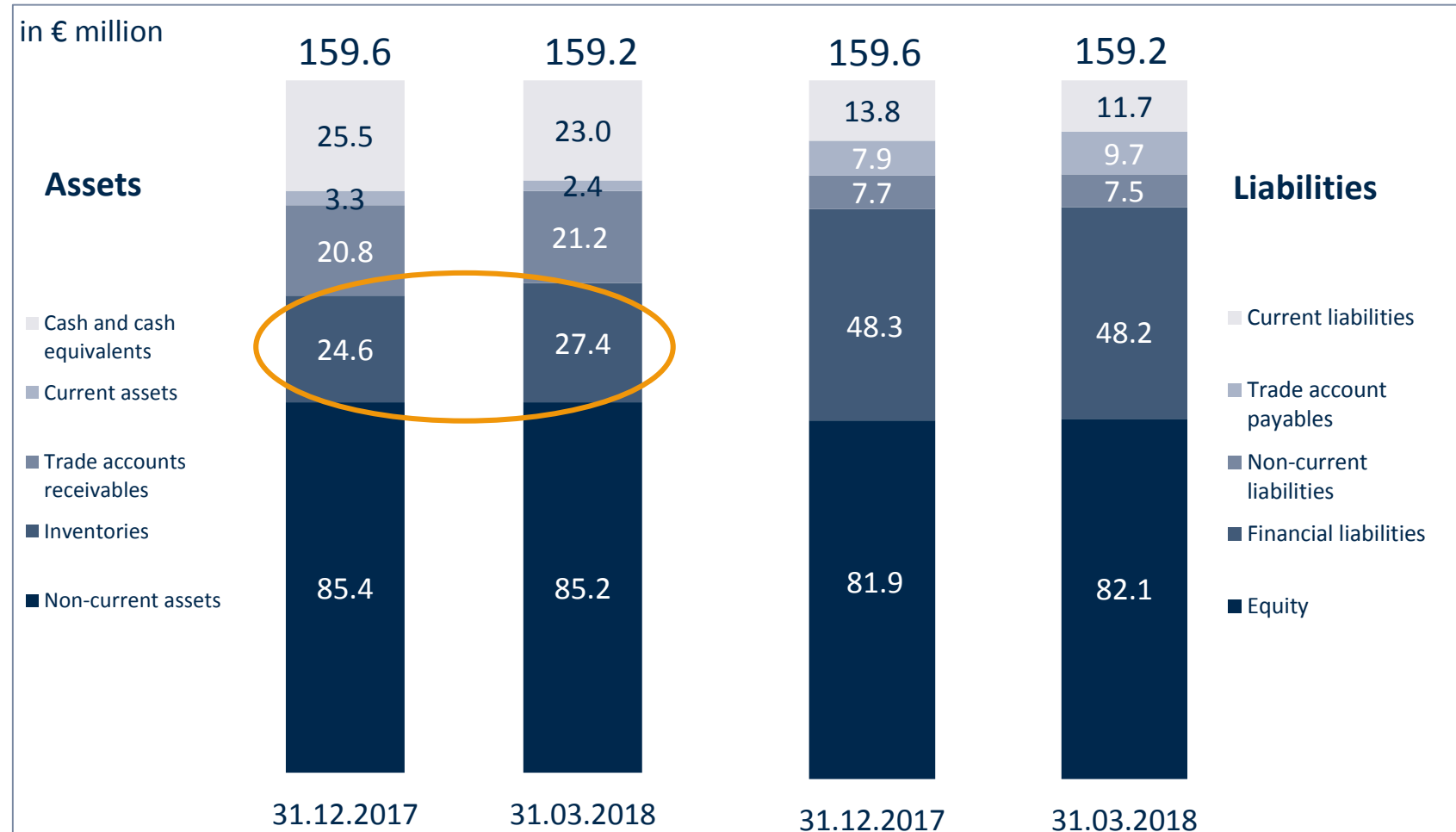
With roughly constant sales and a significant increase in inventories, operating cash flow improved slightly

Moderate additions to investments curbed the outflow of cash

Negative cash flow from financing activities with €-0.6 million also lower

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Total assets on same level as end of 2017



Comments

Increase in inventories of around €2.8 financed with cash and cash equivalents to allow improvement in delivery capability

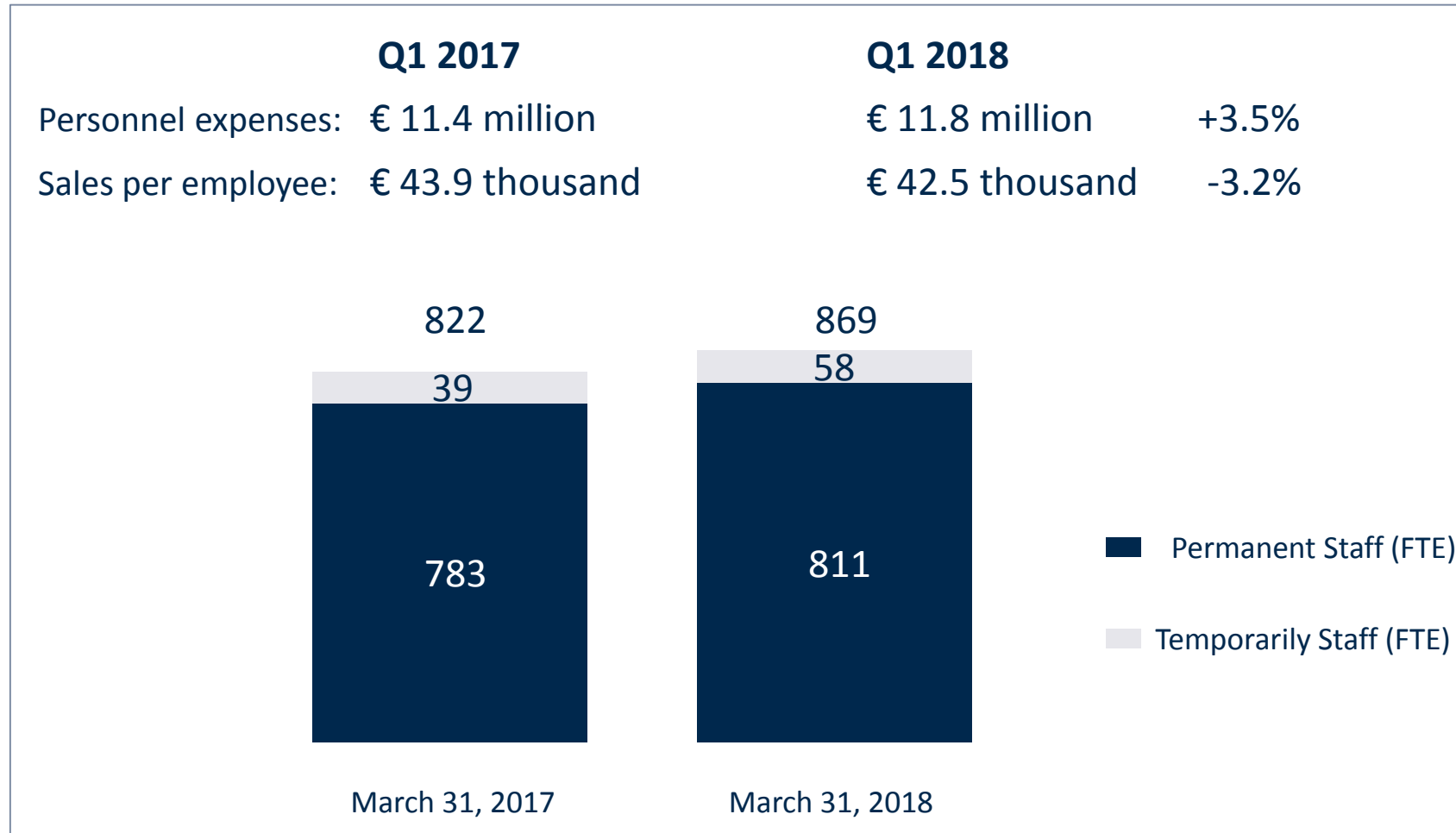
Net debt with €25.2 million slightly lower than in the previous year (PY: €27.3 million)

Equity increased to €82.1 million (PY: €78.7 million)

Equity ratio 51.5% (PY: 50.9%)

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FTEs increased to in order to meet growth targets



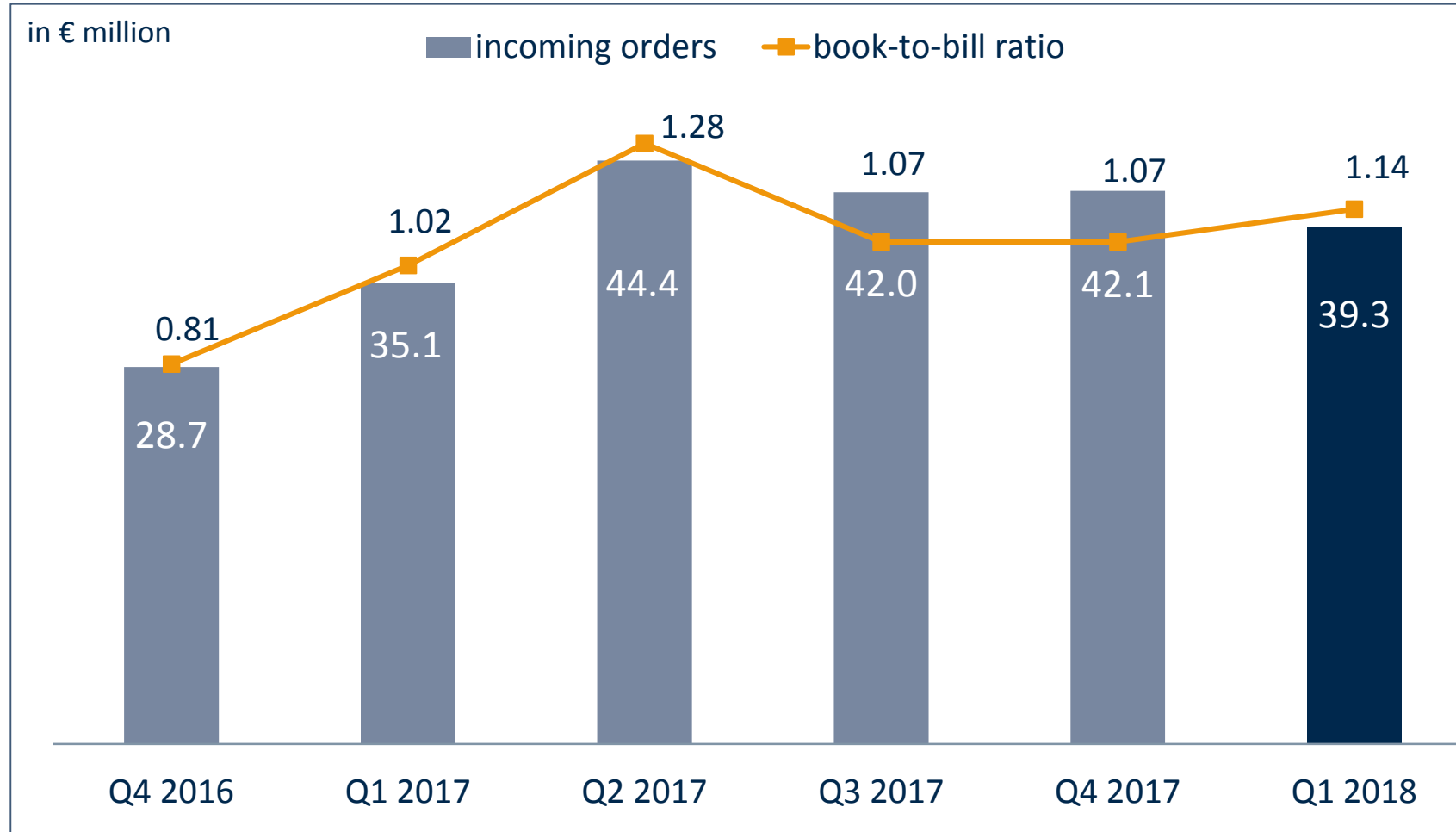
Comments

The increase in employees is attributable to additional requirements for services to be performed in the current fiscal year and to drive further growth

Focus of new hires: Sales and production

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Order intake still on high level, book-to-bill indicates further growth



Comments

Incoming orders totaled €39.3 million. As an important growth indicator, our book-to-bill ratio thus came to 1.14 as at the reporting date.

Due to reporting date factors driven by the lower output in connection and the alignment of the ERP system, the order backlog also increased. It now totals €97.3 million.

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Management confirms guidance 2018

SALES REVENUES **150 - 160** MILLION EURO

EBIT MARGIN **7 - 9** PERCENT

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Opportunities and risks for our business

Opportunities

- Increased order backlog and high level of order entries
- Ramp up of customer-specific solutions projects
- Increased demand for standard products
- Economies of scale: focus on key products and key customers
- Forward integration: higher level of value add
- Operative excellence: continuous improvement

Risks

- Late order placement may result in 2019 shipments
- Customer demand may vary
- Product launches of customers may delay
- Higher marketing expenses for the introduction of new technologies and products
- Effects such as fluctuations in purchase prices, risks in process stability, increases in wages and salaries
- Trend to increased lead times on supplier site

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Meet First Sensor: Financial Calendar 2018

When?	What?
15.05.2018	German Spring Conference, Marriott-Hotel, Frankfurt am Main
23.05.2018	Annual Meeting 2018, Penta Hotel, Grünauer Str. 1, 12557 Berlin
01.06.2018	Roadshow Oddo BHF, Paris, France
21./22.6.2018	Berenberg Pan-European Discovery Conference, Provence Côte d'Azur, France
13.08.2018	6-Month Financial Report
12.11.2018	Q3 Interim Report
26./27.11.2018	Analyst' Conference: German Equity Forum, Sheraton Airport Hotel, Frankfurt am Main

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Q1 Interim Report

May 14, 2018

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