

First Sensor 

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# WE ENGINEER THE FUTURE

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PRESENTATION OF THE  
FINANCIAL YEAR 2014



First Sensor 

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# ENGINEERING THE FUTURE

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Together developing the  
products of tomorrow





# VISION

Our innovation and excellence are your success.

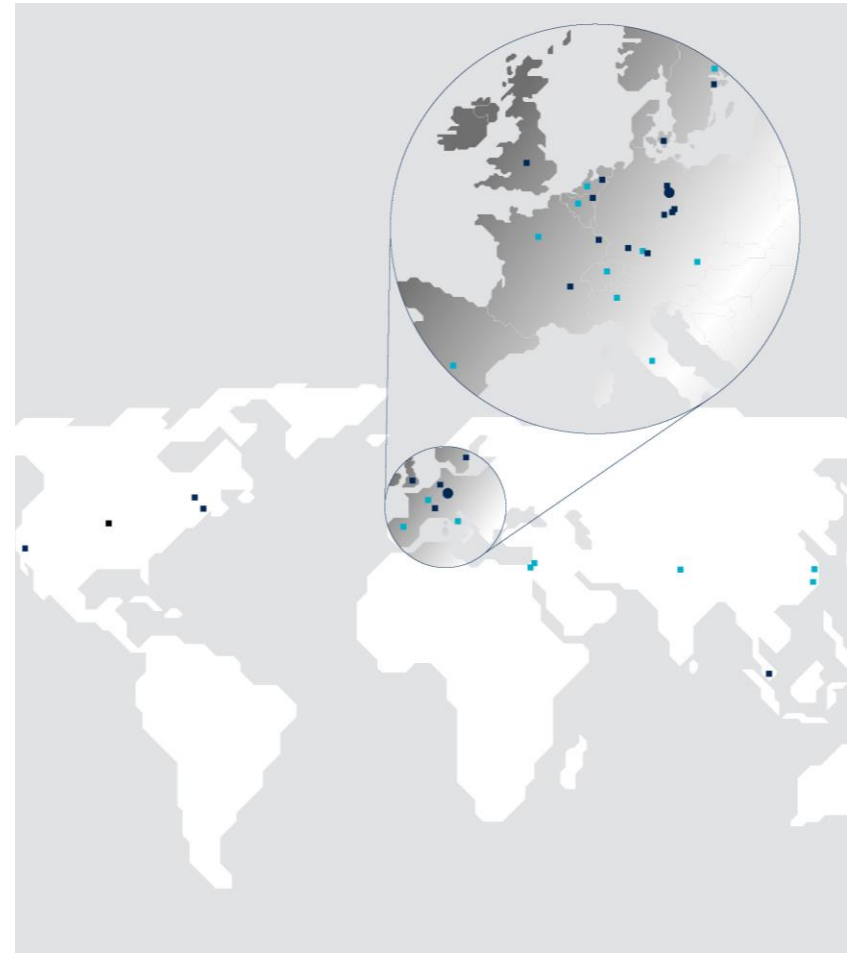
- Leading provider of certified top-quality sensor technology
- Development and production of standardized and tailor-made sensor solutions
- Applications in the industrial, medical and mobility growth markets



# POSITIONING

We have 750 employees worldwide.

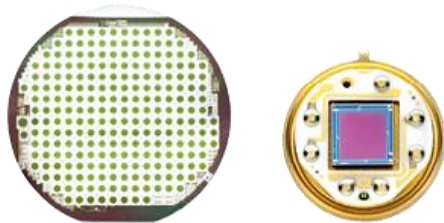
- Headquarters in Berlin
- Six German locations
- Sales and production locations in the USA, Canada, Singapore, the UK, France, Sweden, Denmark and the Netherlands
- Global sales partner network



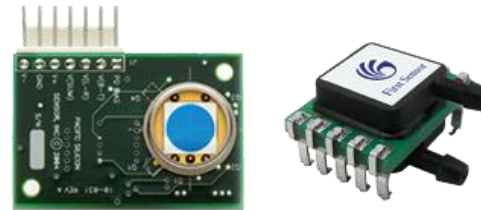
# PRODUCT PORTFOLIO

We cover the entire value chain for sensor technology.

WAFER + COMPONENTS



SENSOR



SYSTEM



ELECTRONIC ENGINEERING AND MANUFACTURING SERVICE

- Product portfolio ranging from wafers and individual sensor components to conventional sensors and smart sensor systems
- Technological expertise to innovatively combine the properties of materials and components in sophisticated processes

# CORPORATE STRUCTURE

## We are organized in three business units.

### GROUP STRUCTURE

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- Three business units for greater market orientation and customer focus
- Focus on the industrial, medical and mobility growth markets
- Two competence centers for development and production
- Comprehensive sales organization

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Industrial

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# ENGINEERING THE FUTURE

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Innovative solutions for  
the automation of industry





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# ENGINEERING THE FUTURE

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Reliable technology  
whenever it is needed





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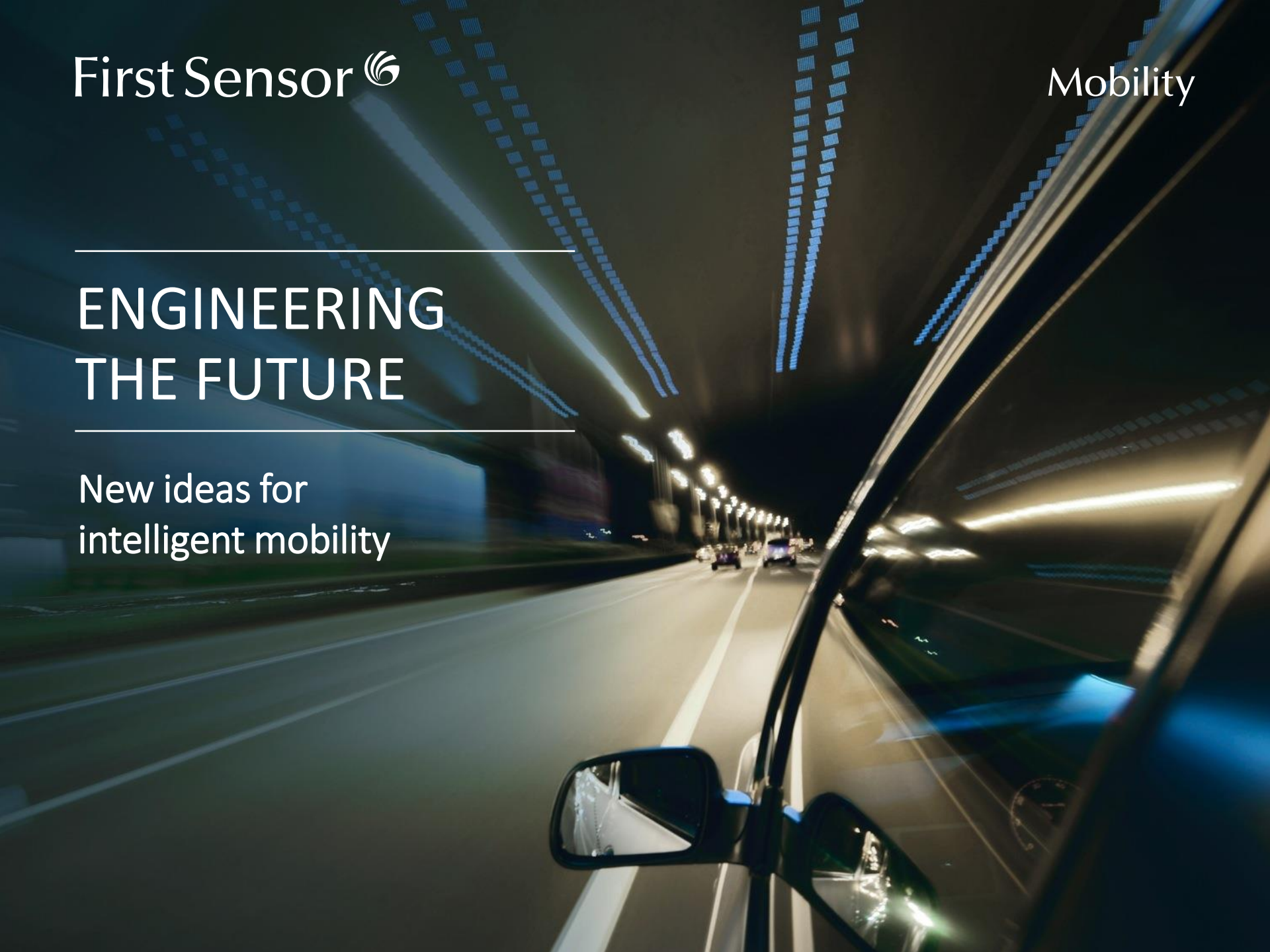
Mobility

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# ENGINEERING THE FUTURE

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New ideas for  
intelligent mobility



# KEY FIGURES

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# FISCAL YEAR 2014 AT A GLANCE

**Sales revenues**

Increase of 14.2%  
year-on-year.

124.0

MILLION  
EURO

**EBITDA**

Improvement of  
more than 17%.

13.5

MILLION  
EURO

**Incoming orders**

Increase of 14.7%.

139.3

MILLION  
EURO

**Equity ratio**

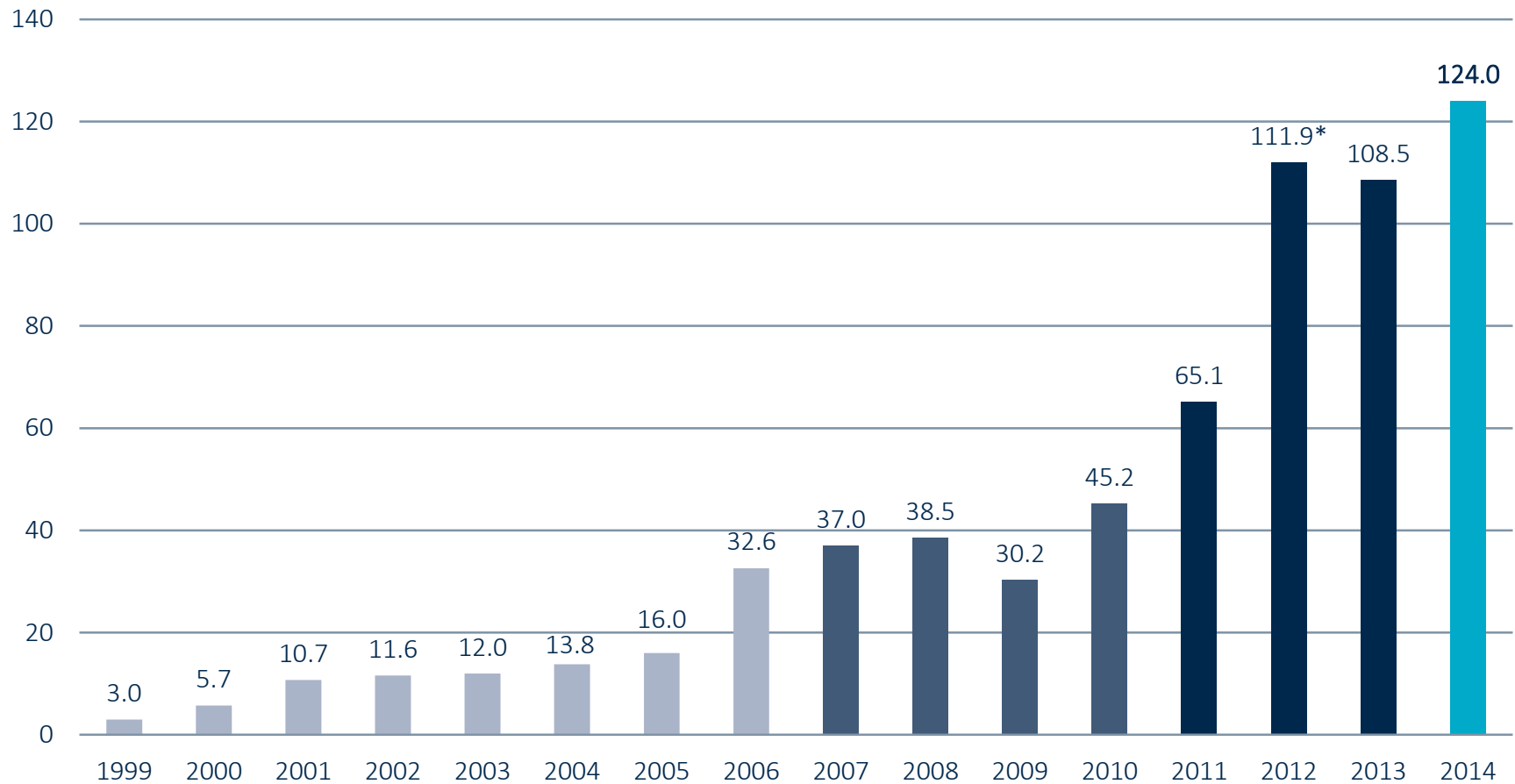
Improvement of  
1.4 percentage points.

49.7 %



# FIRST SENSOR CLEARLY ON A PATH OF GROWTH

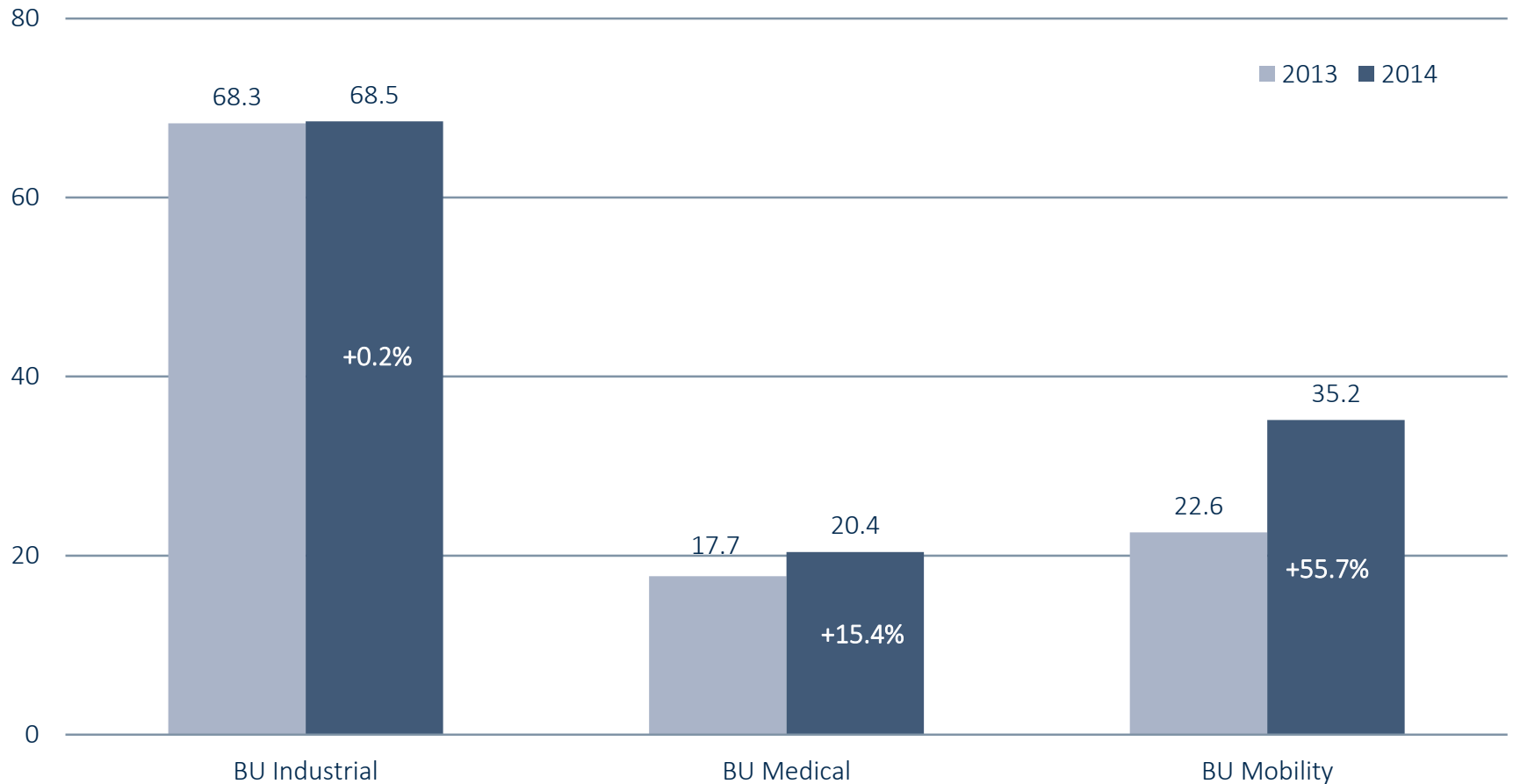
## Development of sales since IPO in € million



\*Acquisition of Sensortech Group

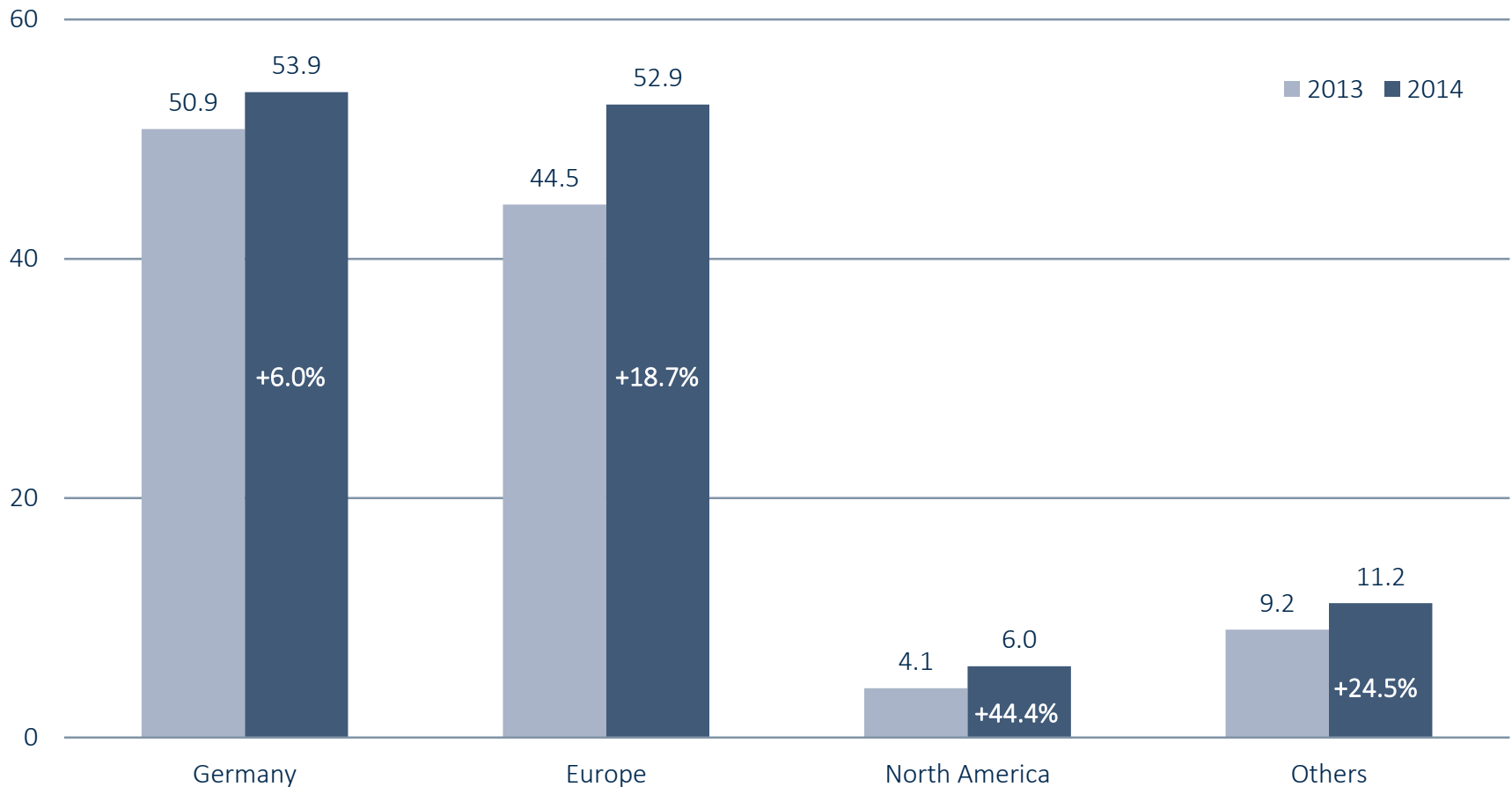
# STRONGEST GROWTH: BU MOBILITY

## Sales distribution by segment in € million



# STRONGEST MARKETS: GERMANY & EUROPE

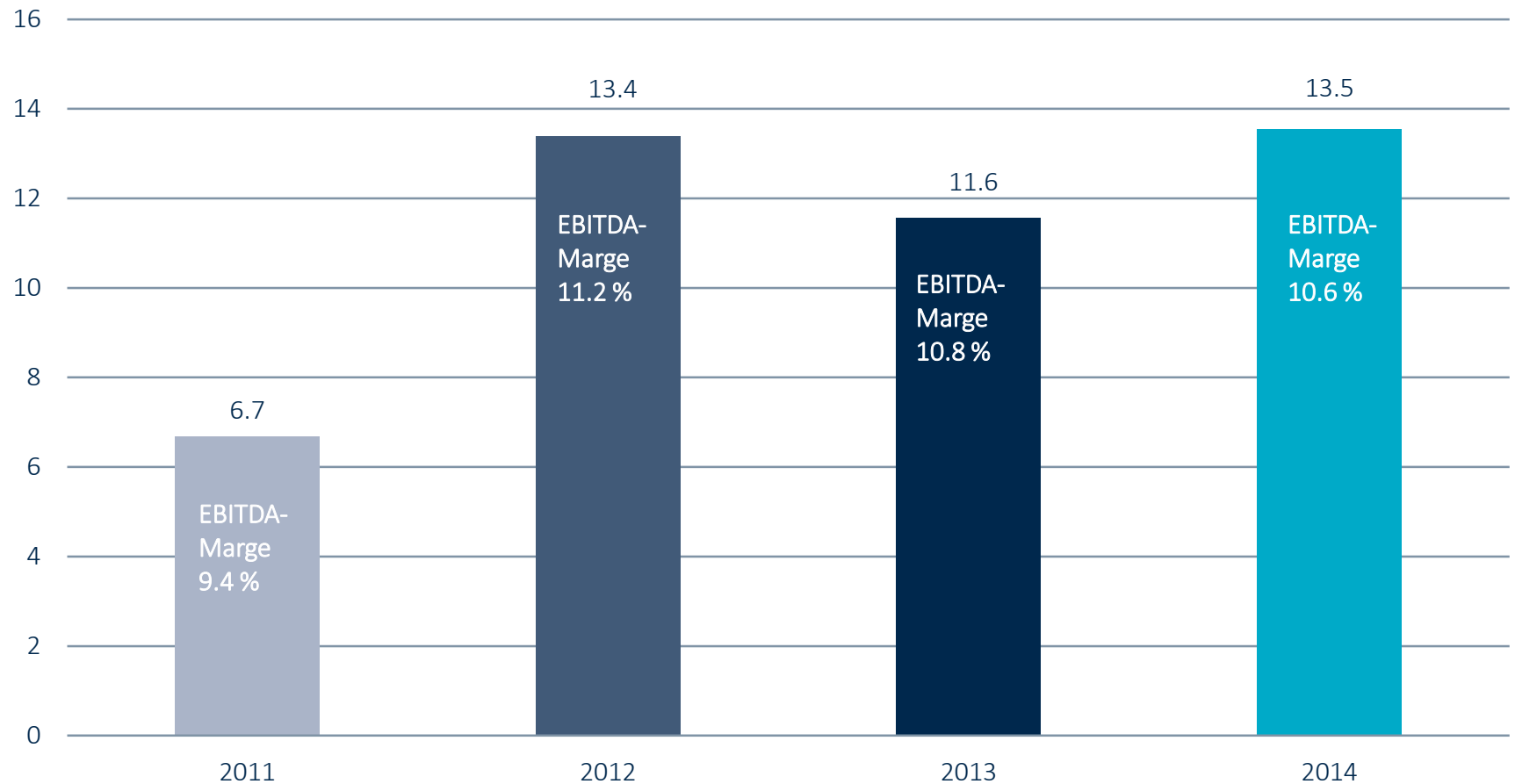
## Sales distribution by region in € million





# EBITDA IMPROVES BY MORE THAN 17%

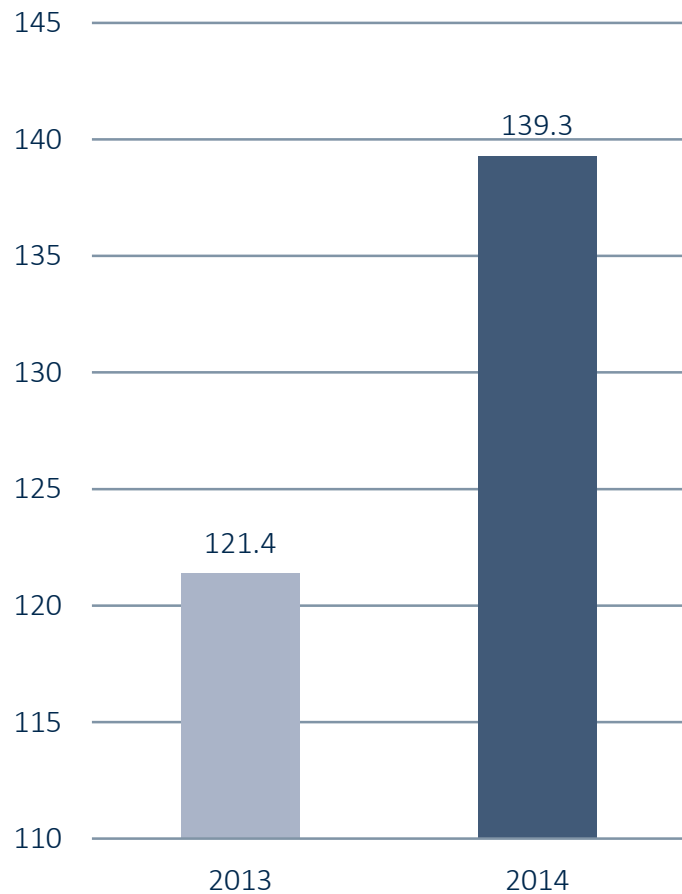
## Development of EBITDA in € million



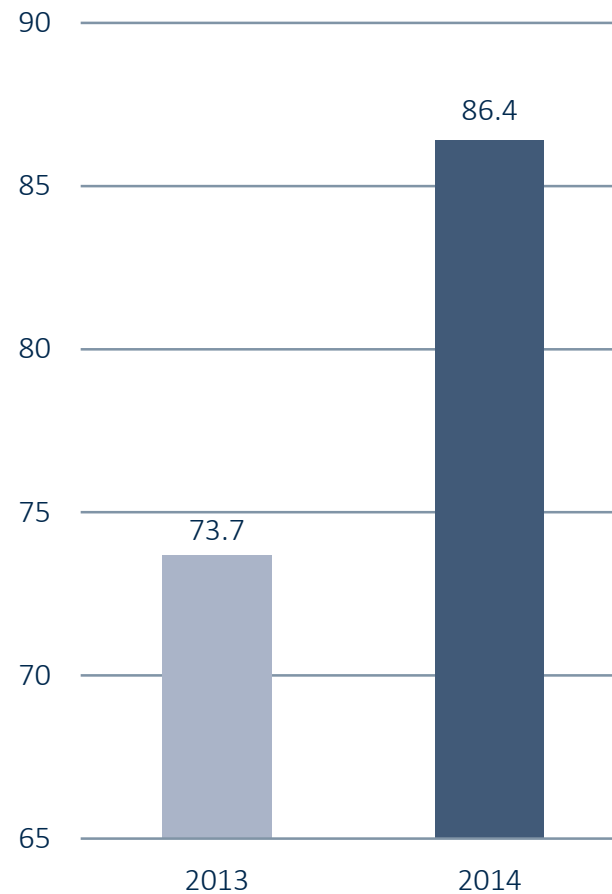
# INCOMING ORDERS UP 14.7%

## Book-to-bill ratio 1.12

Incoming orders in € million



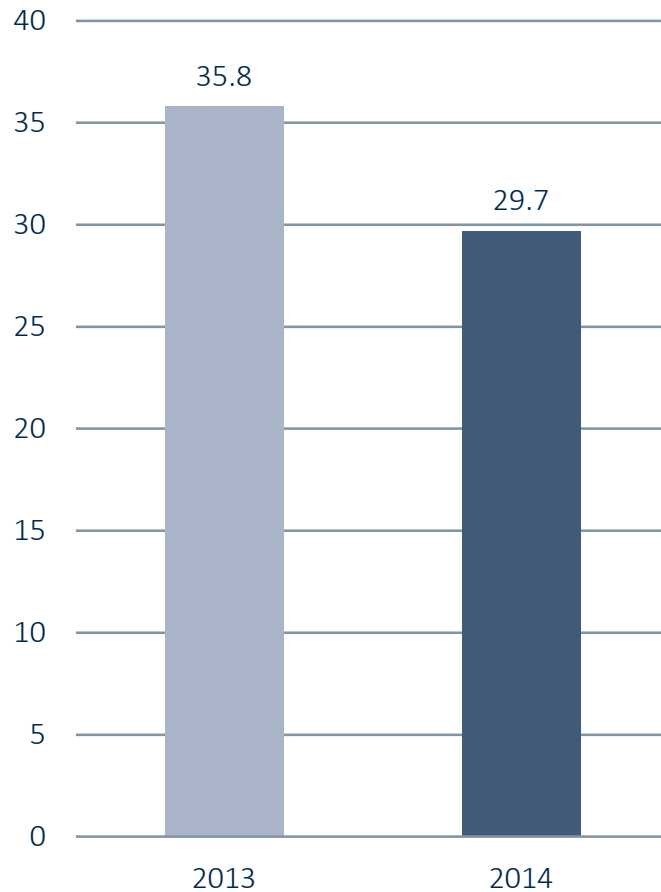
Orders on hand in € million



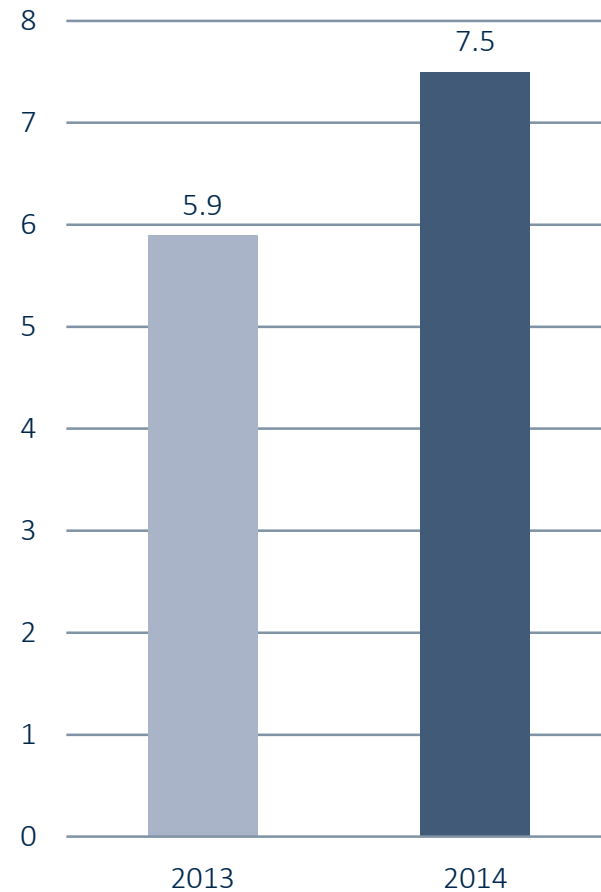
# LOWER DEBT, HIGHER FREE CASH FLOW

## Achievement of investment grade

Net debt in € million



Free cash flow in € million





# 2014 ANNUAL FINANCIAL STATEMENTS

## 2014 income statement

in € million	Actual 12M 2014	Actual 12M 2013	Δ Actual-PY
Sales revenues	124.0	108.5	14.2%
Gross profit	68.4	62.1	10.1%
Gross margin (%)	51.3	53.9	-2.6
Personnel expenses	-39.4	-36.6	7.7%
Other operating expenses	-15.0	-13.9	7.3%
EBITDA	13.5	11.6	17.1%
EBITDA margin(%)	10.8	10.6	0.2
EBIT	4.1	2.7	48.4%
EBIT margin (%)	3.2	2.5	0.7

### Sales revenues

Year	Sales revenues
Actual 2013	108.5
Actual 2014	124

### EBITDA

Year	EBITDA	EBITDA margin (%)
Actual 2013	11.6	10.6 %
Actual 2014	13.5	10.8 %

### EBIT

Year	EBIT	EBIT margin (%)
Actual 2013	2.7	2.5 %
Actual 2014	4.1	3.2 %

# 2014 ANNUAL FINANCIAL STATEMENTS

## 2014 balance sheet - assets

ASSETS			
in € million	Actual Dez 14	Actual Dez 13	Δ Actual-PY
Intangible assets	19.1	21.9	-12.7%
Internally-generated intangible assets	3.5	4.0	-11.7%
Goodwill	29.8	29.8	0.0%
Property, plant and equipment	36.4	37.5	-3.0%
<b>Total non-current assets</b>	<b>88.8</b>	<b>93.1</b>	<b>-4.7%</b>
Inventories	29.9	29.8	0.3%
Trade accounts receivables	8.1	6.6	30.9%
Other current assets	3.1	4.1	-24.4%
Cash and cash equivalents	14.5	11.4	27.9%
<b>Total current assets</b>	<b>56.6</b>	<b>51.8</b>	<b>9.3%</b>
<b>TOTAL ASSETS</b>	<b>144.9</b>	<b>144.9</b>	<b>0.0%</b>

# 2014 ANNUAL FINANCIAL STATEMENTS

## 2014 balance sheet – equity and liabilities

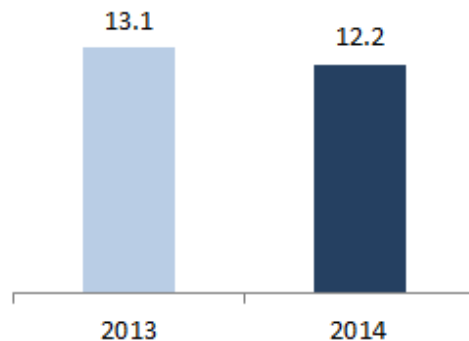
EQUITY AND LIABILITIES			
	Ist Dez 14	IST Dez 13	Δ Actual-PY
Equity	72.0	70.0	2.9%
Long-term loans, excluding current portion	41.2	42.9	-4.1%
Other non-current liabilities	10.4	11.5	-9.6%
<b>Total non-current liabilities</b>	<b>51.6</b>	<b>54.4</b>	<b>-5.2%</b>
Other current provisions	2.7	1.8	50.0%
Short-term loans&current portion of long-term loans	3.1	4.2	-27.1%
Payments received on account of orders	0.5	0.9	-41.4%
Trade accounts payables	8.2	7.7	6.5%
Other current liabilities	6.8	5.8	17.4%
<b>Total current liabilities</b>	<b>21.9</b>	<b>20.5</b>	<b>6.6%</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>144.9</b>	<b>144.9</b>	<b>0.0%</b>

# 2014 ANNUAL FINANCIAL STATEMENTS

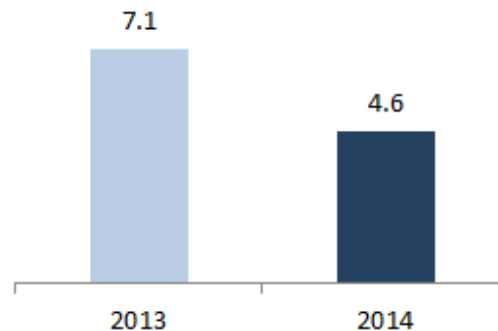
## 2014 cash flow statement

in € milliom	12M 2014	12M 2013	Δ
Cash flow from operating activities	12.2	13.1	-6.8%
Cash flow from investment activities	-4.6	-7.1	-35.1%
<b>Free cash flow</b>	<b>7.5</b>	<b>5.9</b>	<b>27.3%</b>
Cash flow from financing activities	-4.4	-6.7	-34.3%
<b>Cash and cash equivalents at the begin</b>	<b>11.4</b>	<b>12.2</b>	<b>-6.9%</b>
Changes	4.6	-4.2	-208.4%
<b>Cash and cash equivalents at the end of</b>	<b>14.5</b>	<b>11.4</b>	<b>27.9%</b>

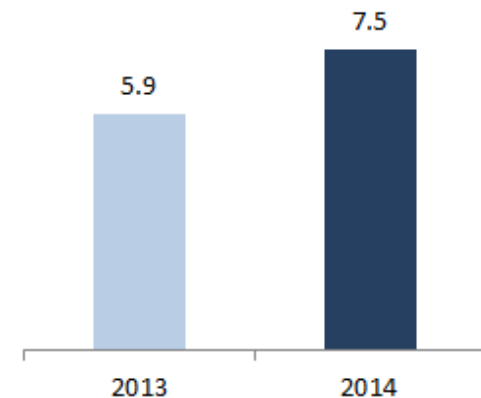
**Cashflow from operating activities**



**Cashflow from investment activities**



**Free Cashflow**



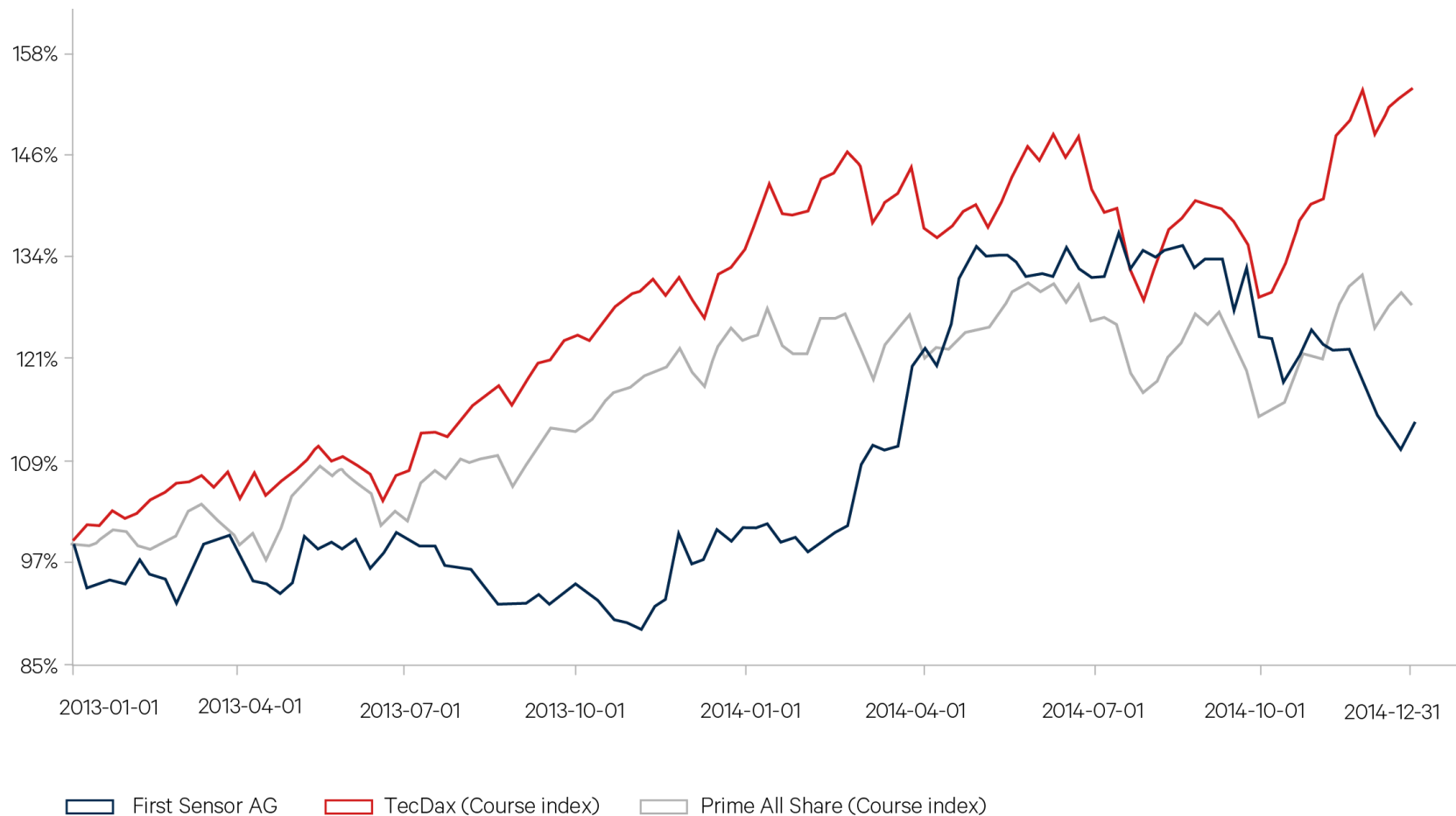
# THE SHARE

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# FIRST SENSOR SHARE PRICE PERFORMANCE

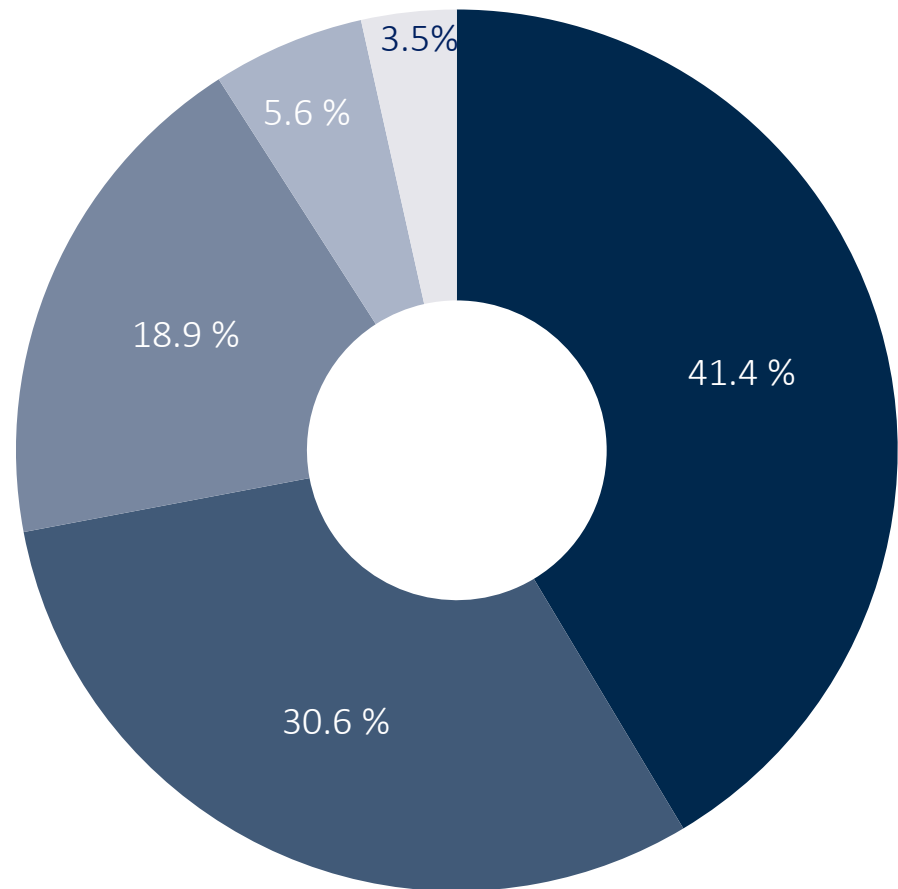
## 01.01.2013 – 31.12.2014



# OVERVIEW OF SHAREHOLDER STRUCTURE

## As of 31.12.2014

- Freefloat
- FS Technology Holding S.à.r.l.
- DAH Beteiligungs GmbH
- Lampe Beteiligungsgesellschaft
- Midlin NV



# FINANCIAL CALENDAR FOR 2015

Date	Feature
May 12, 2015	Publication of consolidated quarterly financial report as at March 31, 2015
May 28, 2015	Annual General Meeting
Aug. 13, 2015	Publication of consolidated interim financial report as at June 30, 2015
Nov. 12, 2015	Publication of consolidated quarterly financial report as at September 30, 2015
Nov. 23-25, 2015	Analysts' conference / German Equity Forum 2015

# OUTLOOK FOR 2015

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# GUIDANCE FOR 2015

We will continue to grow.

Sales revenues

128 - 132

MILLION  
EURO

EBITDA

14 - 16

MILLION  
EURO

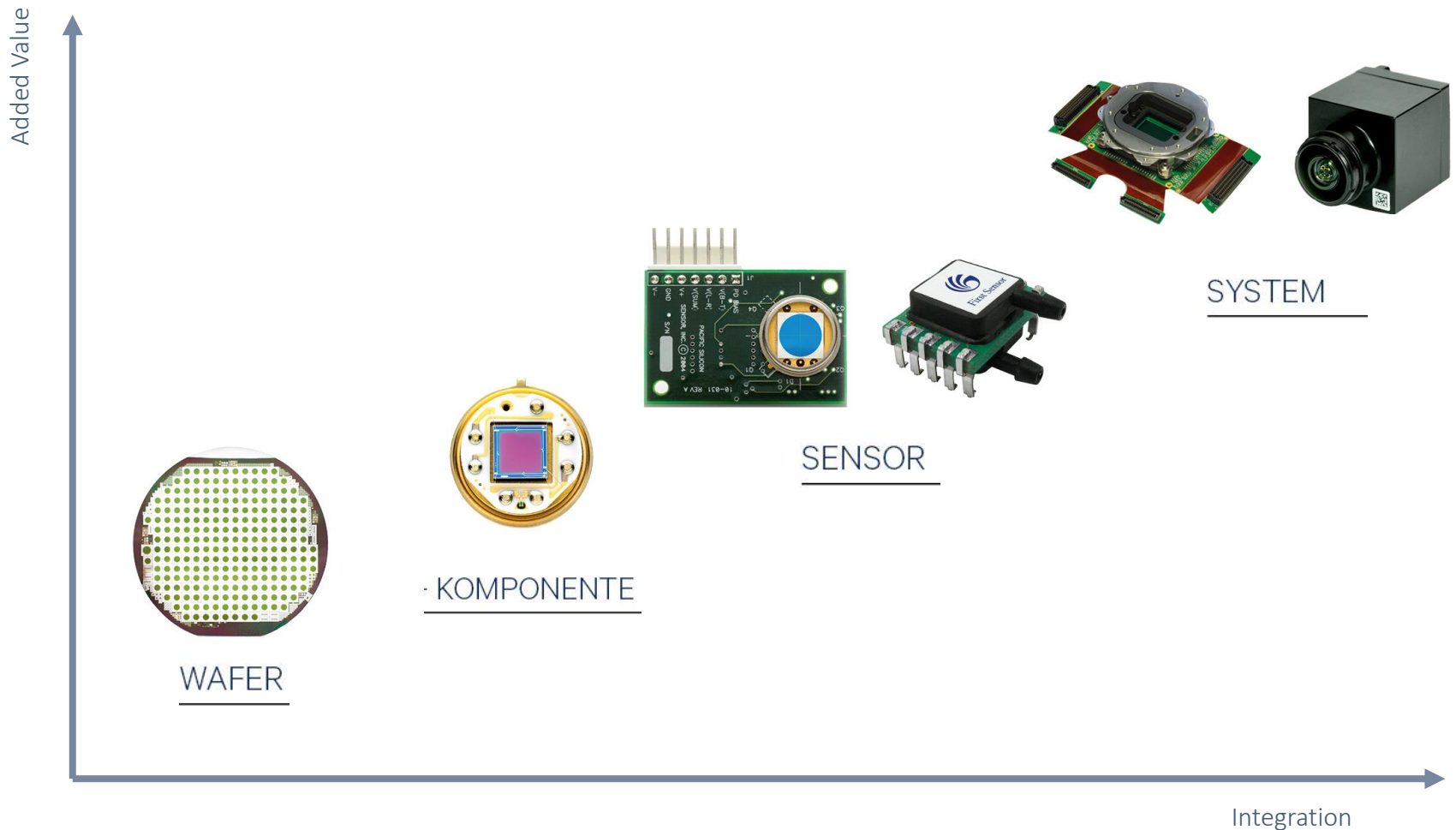
Employees

800



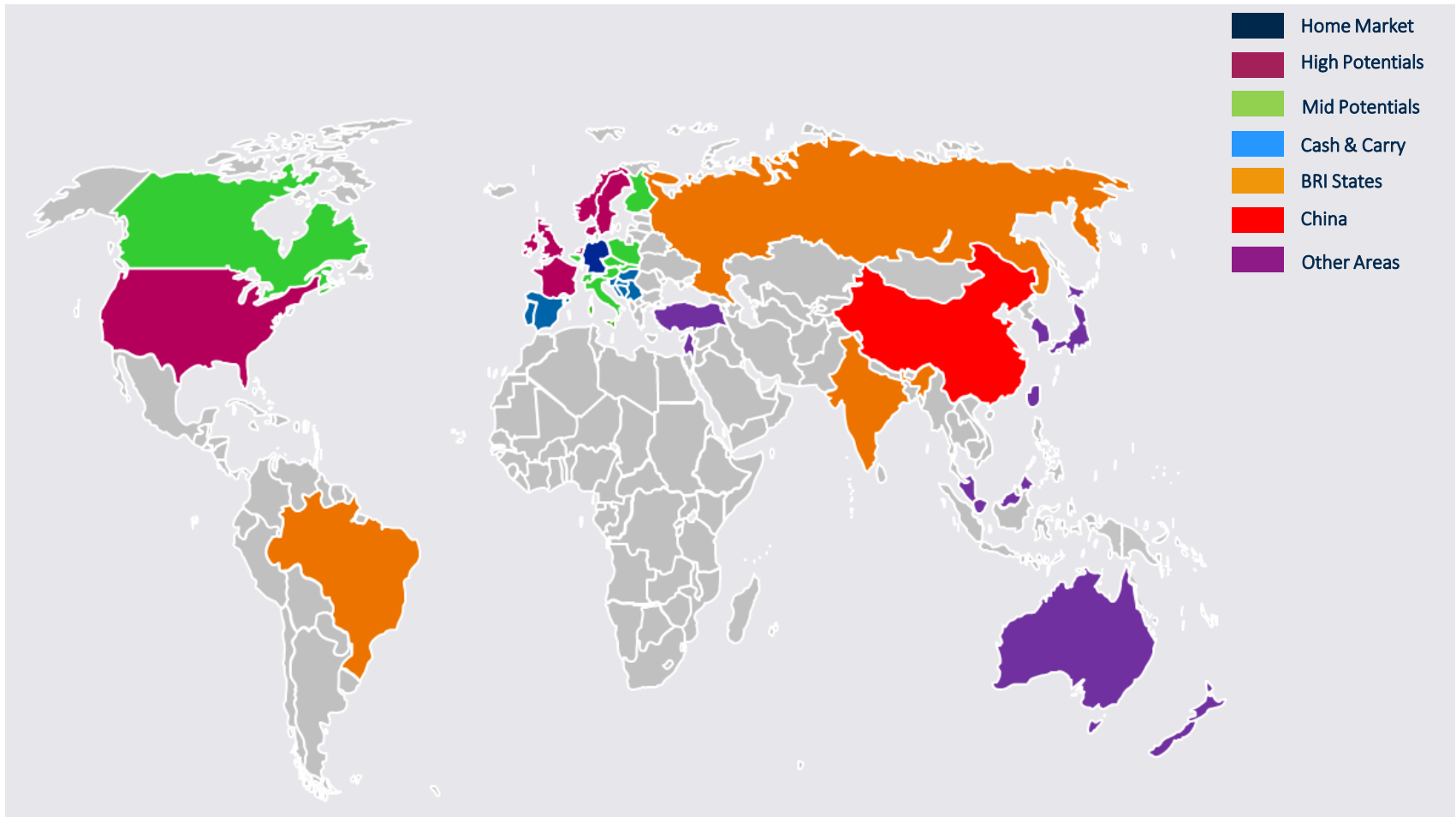
# GROWTH STRATEGY OF FIRST SENSOR AG

We will grow along the value chain.



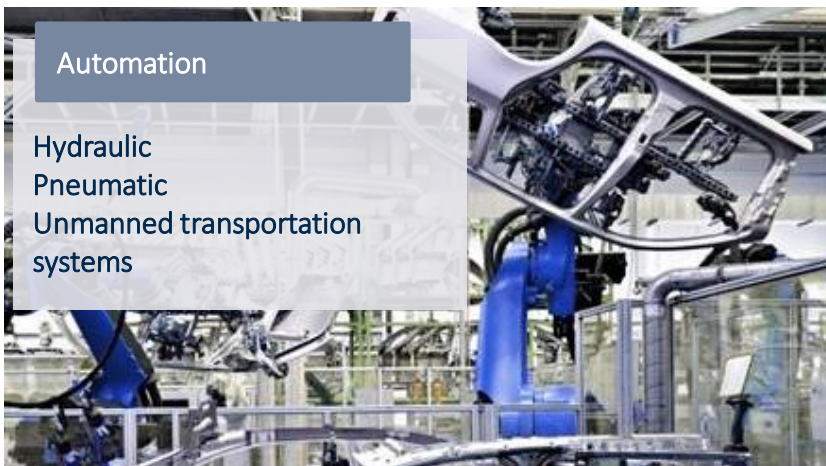
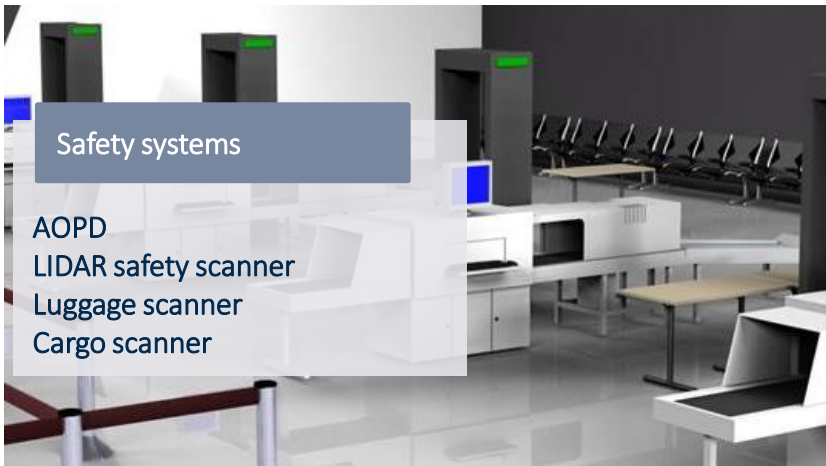
# GROWTH STRATEGY OF FIRST SENSOR AG

We will expand sales in growth regions.



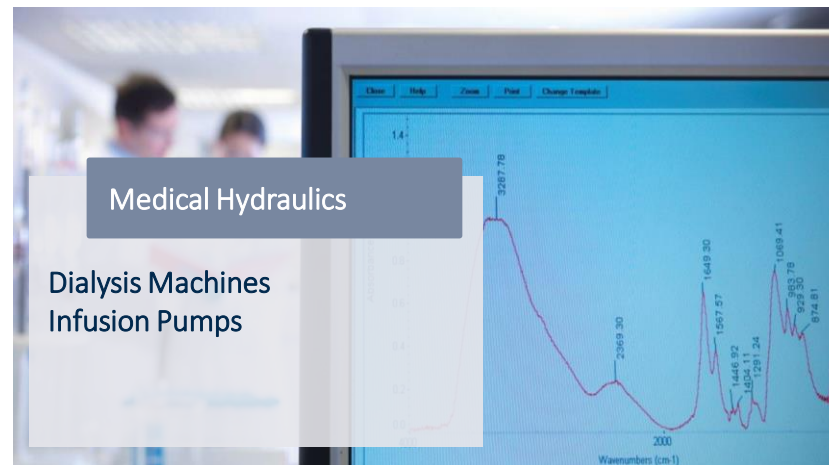
# GROWTH STRATEGY OF INDUSTRIAL BU

## We will focus on growing markets.



# GROWTH STRATEGY OF MEDICAL BU

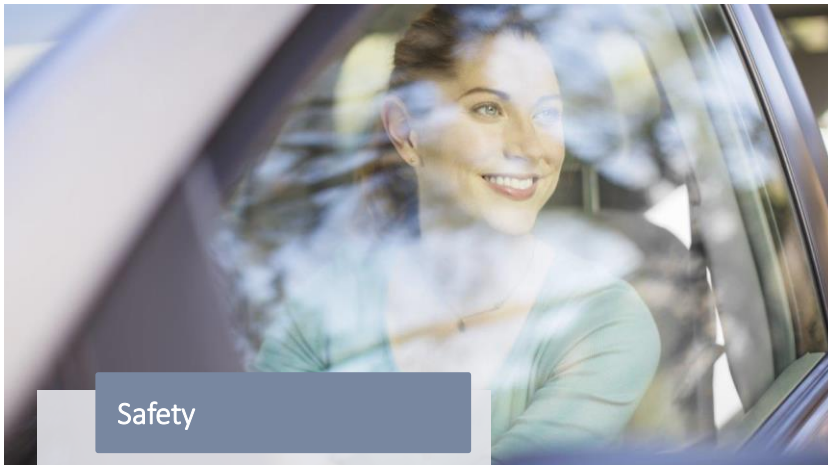
## We will extend on our core segments.





# GROWTH STRATEGY OF MOBILITY BU

We will break into the market segment of smart cars.



## Safety

- Adaptive cruise control (ACC)
- Speed control
- Distance detection
- Blind spot assist systems
- Pedestrian recognition
- Tank leak detection



## Comfort

- Park control
- Lane keeping assist
- Traffic sign recognition
- Sun and rain detection
- Automatic start-stop systems
- Connected cars

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# THANK YOU FOR LISTENING

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## **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.