

First Sensor 

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# WE SENSE THE FUTURE

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INTERIM REPORT Q3 2016  
NOVEMBER 10, 2016

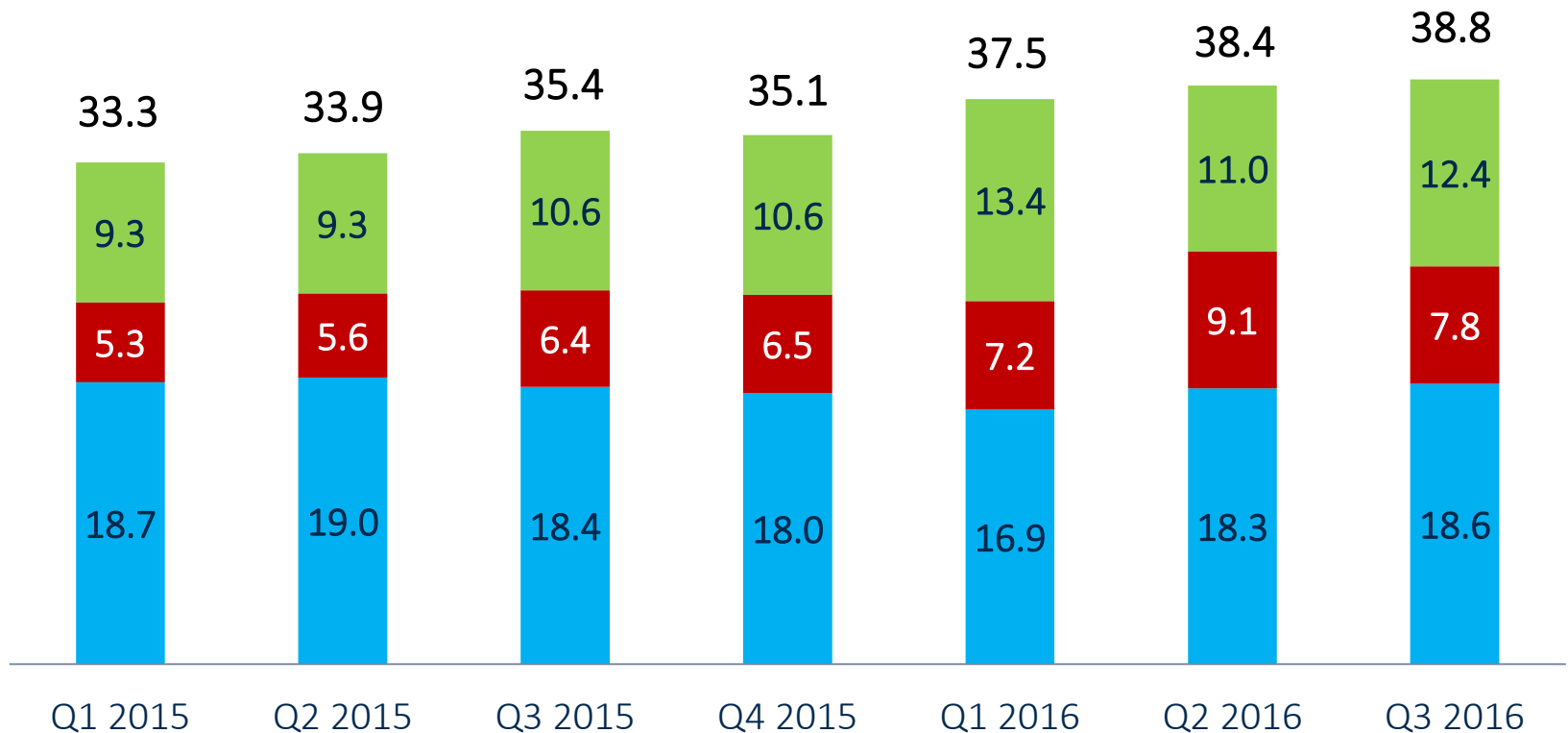


# 9 MONTHS FINANCIAL REPORT 2016

## Positive sales development continued in the third quarter

in € million

INDUSTRY MEDICAL MOBILITY

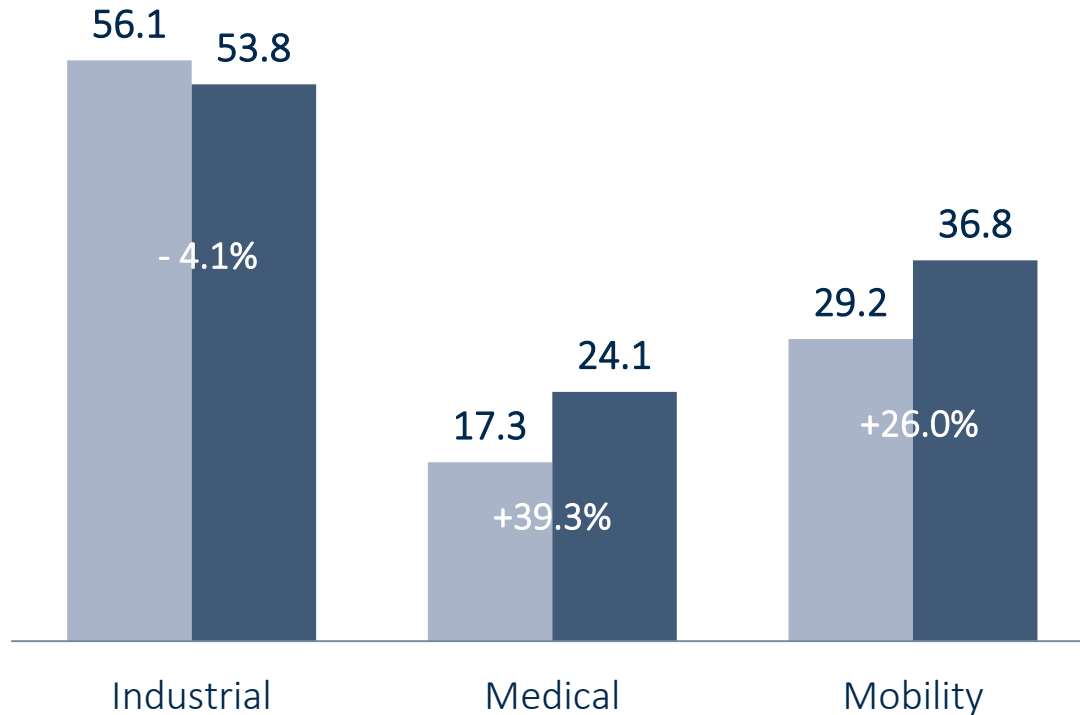


# 9 MONTHS FINANCIAL REPORT 2016

## Growth drivers: Medical and Mobility segments

in € million

■ 9M 2015 ■ 9M 2016



### Industrial

Weak Q1 could not yet be compensated

### Medical

High demand for optical sensors for CT scanners and X-ray machines, as well as for pressure sensors for HVAC applications

### Mobility

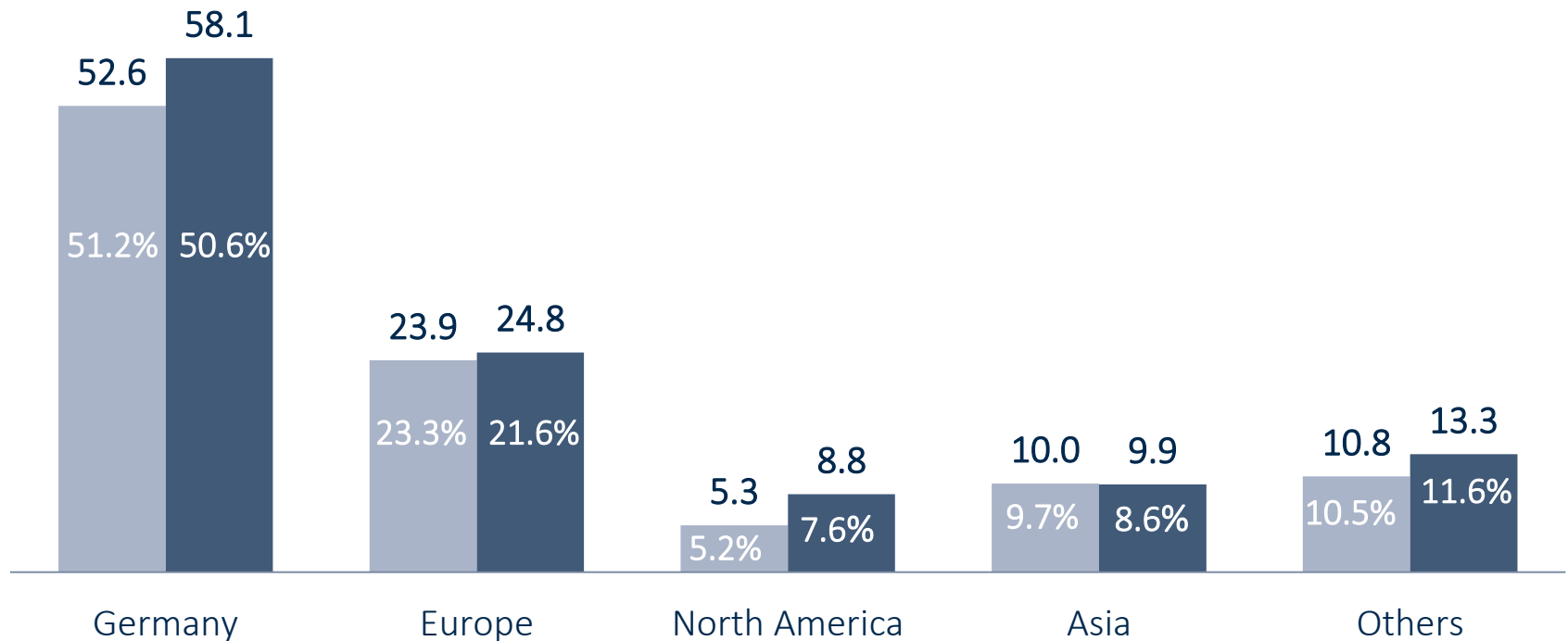
Increase in demand for OEM pressure sensors

# 9 MONTHS FINANCIAL REPORT 2016

## Still strong growth in Germany and also in America

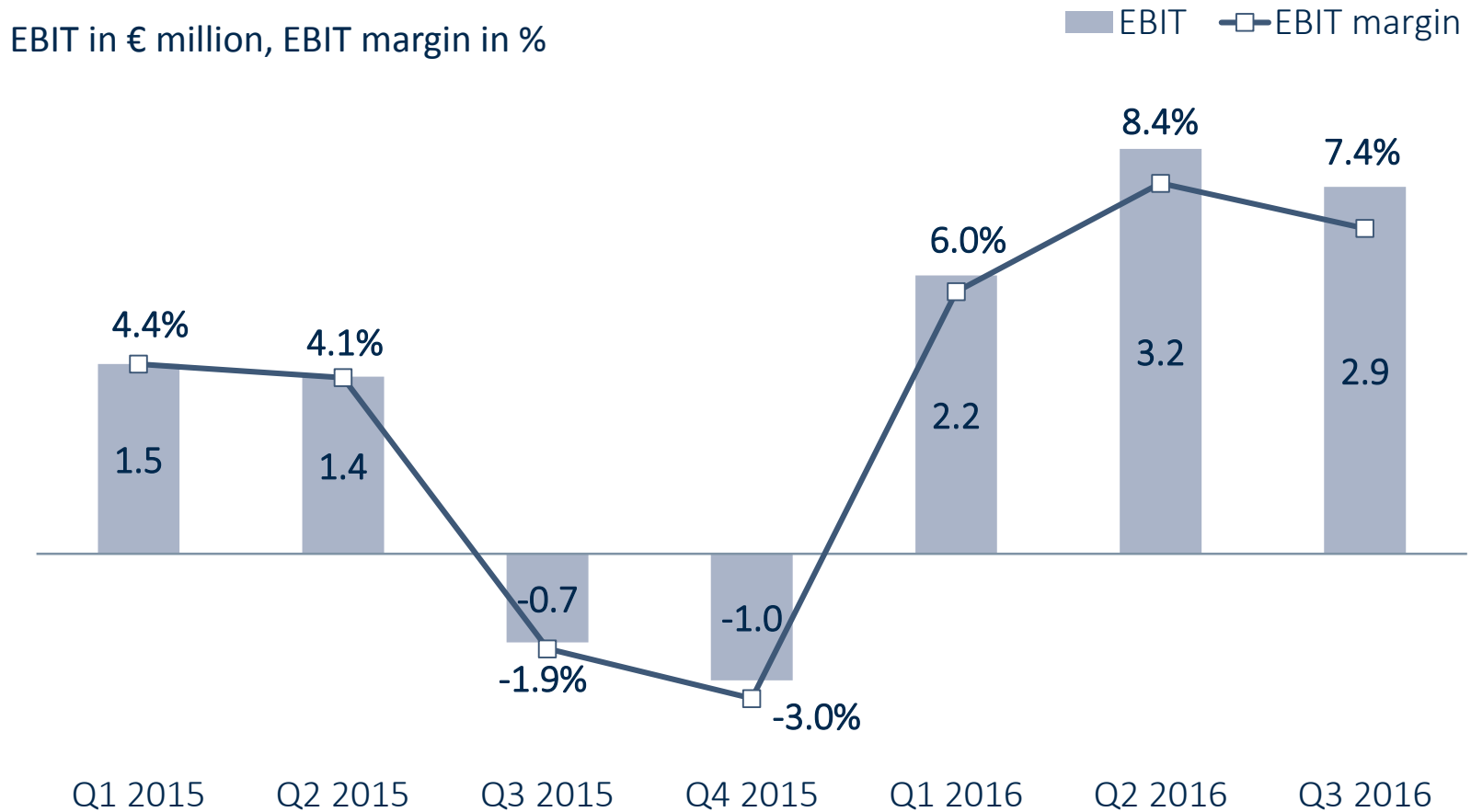
sales in € million, sales share in %

■ 9M 2015 ■ 9M 2016



# 9 MONTHS FINANCIAL REPORT 2016

## 7.3% EBIT margin for the first nine months

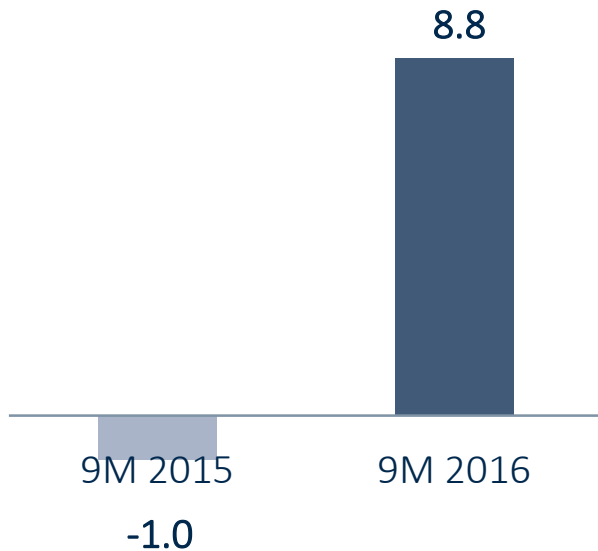


# 9 MONTHS FINANCIAL REPORT 2016

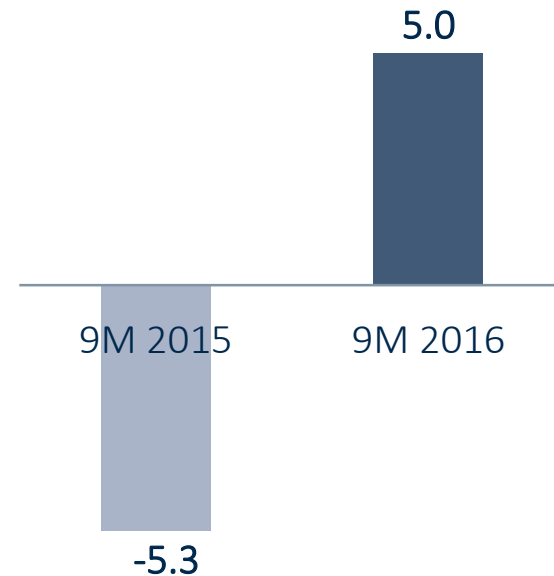
## Operating and Free Cash flow positive

in € million

### Operating Cash flow



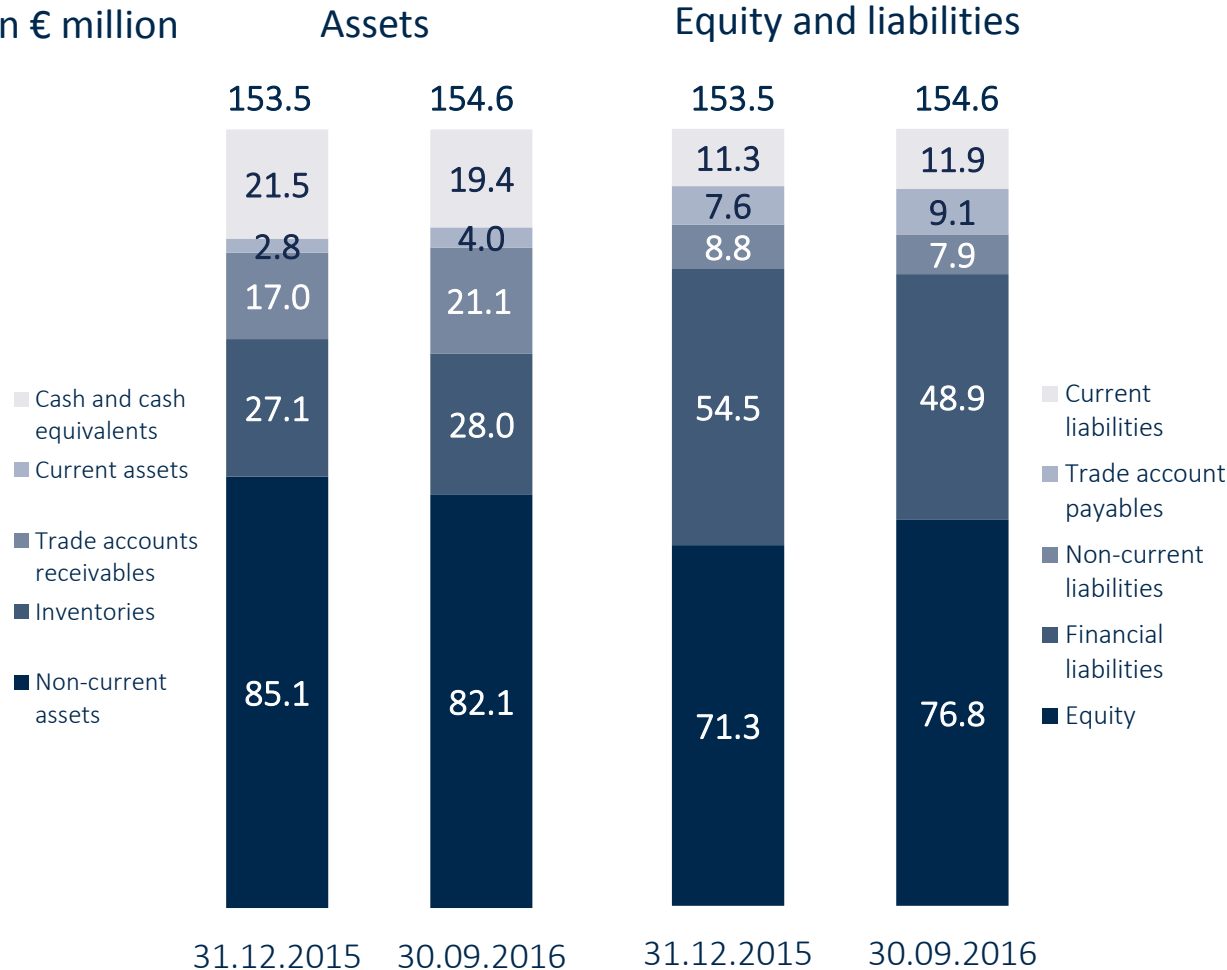
### Free Cash flow



# 9 MONTHS FINANCIAL REPORT 2016

## No major changes in key balance sheet items

in € million



The balance sheet almost on the same level as at 31.12.2015 despite a strong growth in sales.

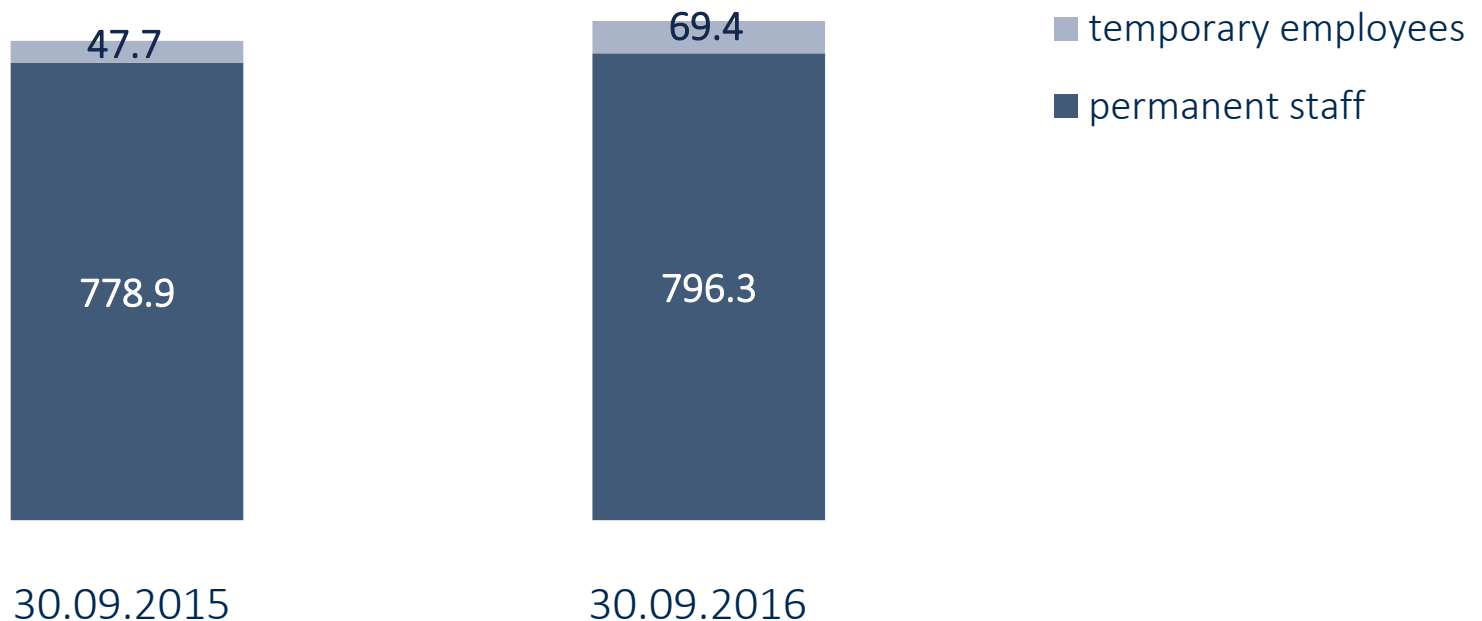
**Net debt** was down by € 3.6 million to € 29.4 million. **Equity** rose to € 76.8 million because of the net profit for the first nine months.

The **equity ratio** is now at 49.7 percent.

# 9 MONTHS FINANCIAL REPORT 2016

## Further rise in sales per employee

	9M 2015	9M 2016	
personnel expenses:	€ 31.0 million	€ 33.0 million	<b>+6.5 %</b>
sales per employee:	€ 131.8 thousand	€ 144.2 thousand	<b>+9.4 %</b>

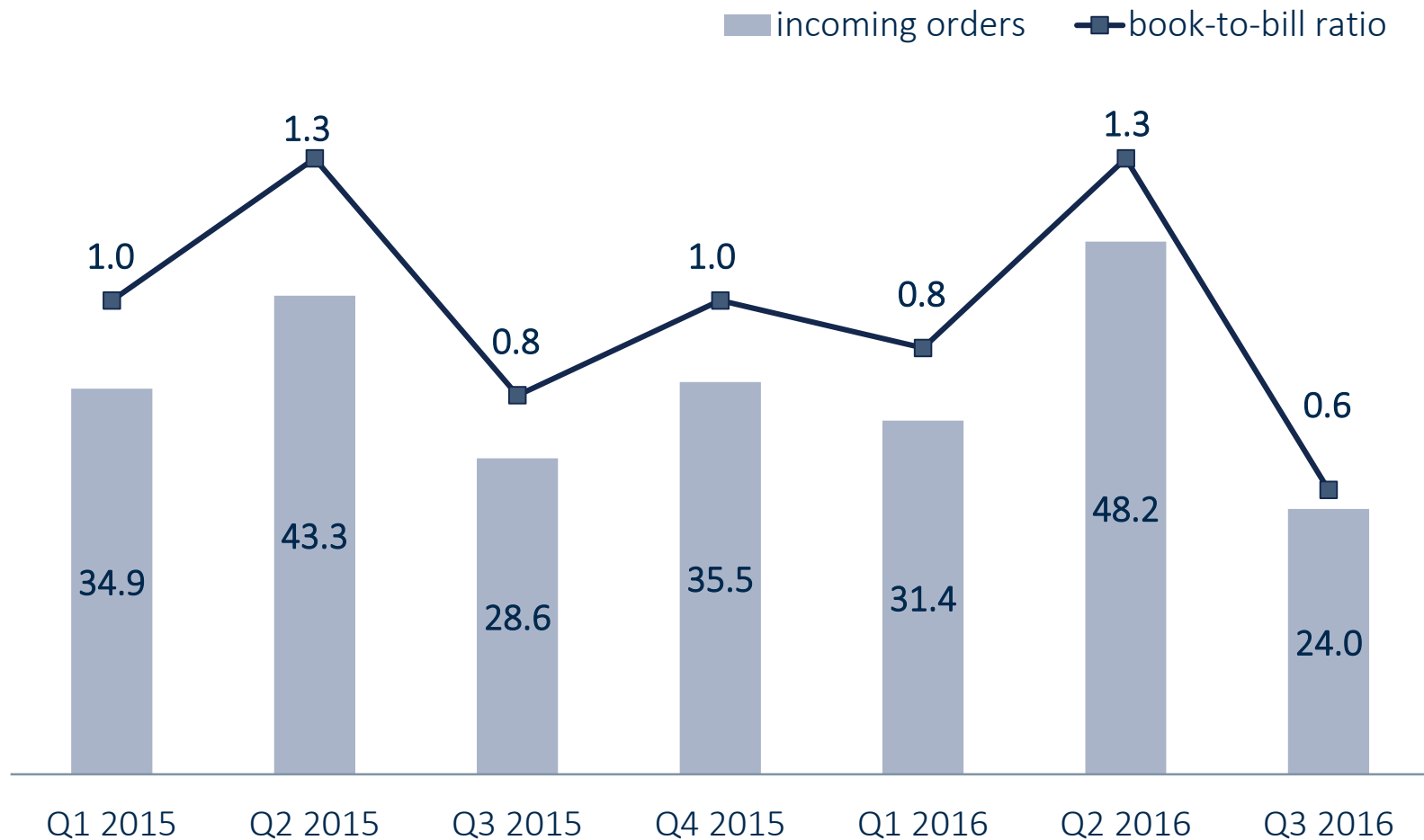




# 9 MONTHS FINANCIAL REPORT 2016

## Order intake similar pattern as last year

in € million



# GUIDANCE 2016 (OCTOBER 14, 2016)

SALES REVENUES **145 - 150** MILLION EURO

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EBIT MARGIN\* **6 - 7** PERCENT

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# Q&A SESSION

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# FINANCIAL CALENDAR

## Next analyst conference on November 21, 2016

When?	What?
21.-22.11.2016	German Equity Forum, Frankfurt am Main
21.11.2016, 3 pm	Analyst conference, German Equity Forum, Frankfurt am Main

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# THANK YOU

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