



” FISCAL YEAR 2018:  
CONVINCING  
AS OUR PRODUCTS!

278 MIO. EURO SALES   +++   11% GROWTH   +++   18% EBIT MARGIN

30% DIVIDEND INCREASE   +++   1,300 EMPLOYEES   +++   50% ASSPS

KEY FIGURES   5-YEAR OVERVIEW					
in million Euro or %	2014	2015	2016	2017	2018
Sales	209.5	219.6	228.6	250.4	277.6
growth in %	10.8%	4.8%	4.1%	9.1%	10.8%
Gross profit	91.4	91.6	96.8	110.1	125.5
in % of sales	43.6%	41.7%	42.3%	43.9%	45.2%
R&D expenses	36.1	37.1	36.0	33.8	36.0
in % of sales	17.2%	16.9%	15.7%	13.5%	13.0%
EBIT	22.6	24.5	23.1	38.4	51.0
in % of sales	10.8%	11.2%	10.1%	15.3%	18.4%
Consolidated net income after non-controlling interests	18.3	16.2	15.9	24.9	35.4
in % of sales	8.7%	7.4%	6.9%	10.0%	12.8%
Basic earnings per share (in Euro)	0.94	0.82	0.80	1.26	1.79
Total assets	295.4	306.9	312.9	336.9	369.1
Shareholders' equity	206.9	219.4	231.6	240.1	266.6
Equity ratio in % of total assets	70.0%	71.5%	74.0%	71.3%	72.2%
Financial liabilities	37.4	36.8	36.2	51.2	43.8
Net cash	47.0	53.7	55.4	33.2	16.9
Operating cash flow	40.0	50.3	33.5	37.9	48.4
Capital expenditures	29.9	23.0 <sup>1</sup>	23.2	37.2	41.4
in % of sales	14.3%	10.5% <sup>1</sup>	10.1%	14.9%	14.9%
Adjusted free cash flow	10.6	29.7 <sup>1</sup>	9.1	-5.2	-3.3

<sup>1</sup>Adjusted for the repurchase of land and building from prematurely terminated lease agreements of ca. 14 million Euro

#### GUIDANCE 2019

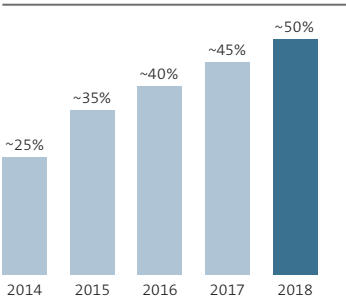
Fiscal year 2019	As of 9/30/2019	As of 2/13/2019
Sales growth in 2019 (vs. 2018)	4% to 8%	6% to 10%
EBIT margin	13% to 17% (operational)	13% to 17%
Capital expenditures (in % of sales) <sup>1</sup>	<15%	<15%
Adjusted free cash flow <sup>2</sup>	Significantly positive	Positive
Assumed exchange rate	1.15 USD/EUR	1.15 USD/EUR

<sup>1</sup> Capital expenditures for intangible assets and property, plant, and equipment less capitalized development expenses

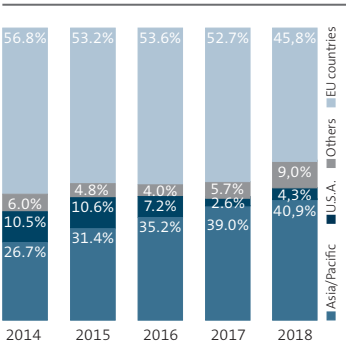
<sup>2</sup> Cash flow from operating activities less capital expenditures for/plus disposal of intangible assets and property, plant and equipment (including payments from the disposal of consolidated companies)

You will find further explanations of the indicators used in the Annual Report 2018 at [www.elmos.com](http://www.elmos.com)

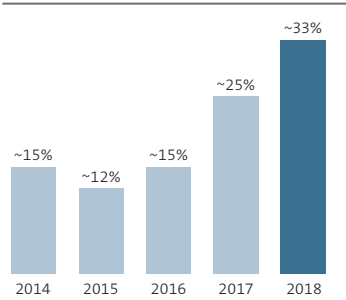
#### SHARE OF ASSP SALES



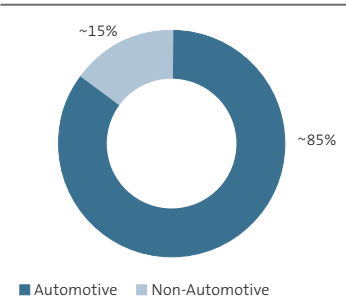
#### SALES BY REGION



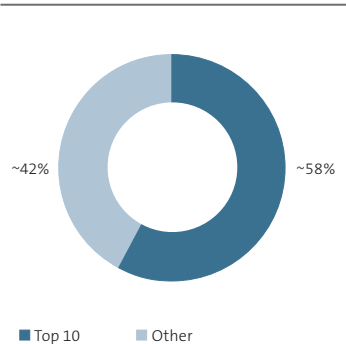
#### WAFERS OUTSOURCED



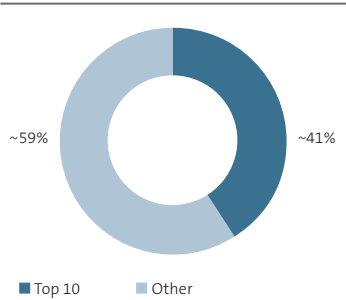
#### SALES BY INDUSTRY



#### SALES BY CUSTOMER



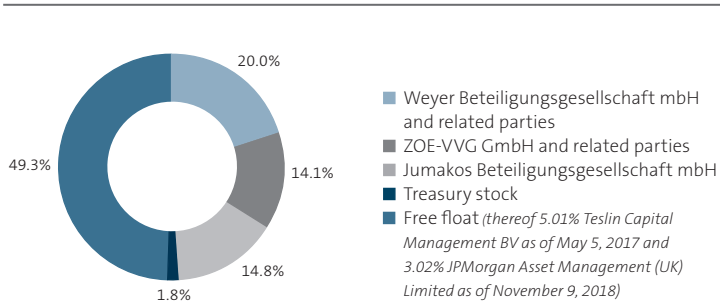
#### SALES BY PRODUCT



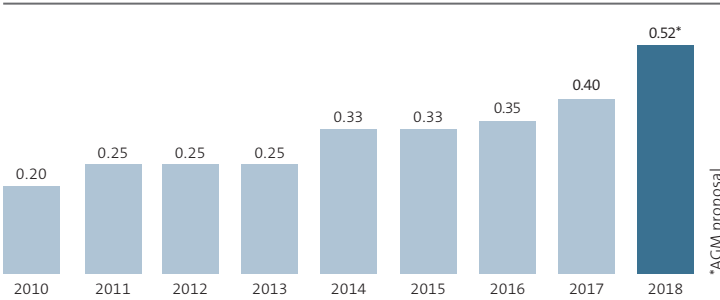
#### BASIC INFORMATION

Company foundation	1984
IPO	October 11, 1999
ISIN	DE0005677108
WKN	567710
Stock symbol	ELG
Transparency level	Prime Standard, Regulated Market
Designated sponsor	M.M. Warburg & CO KGaA
Share capital	20,103,513 Euro/shares

#### SHAREHOLDER STRUCTURE AS OF 02/28/2019



#### DIVIDEND PER SHARE IN EURO



\*AGM proposal

#### SHARE | SHARE PRICE DEVELOPMENT FROM JANUARY 1, 2018 UNTIL FEBRUARY 28, 2019



#### ANALYSTS' COVERAGE (AS OF 02/28/2019)

Institution	Research Analyst
Deutsche Bank	Johannes Schaller
DZ Bank	Harald Schnitzer
Hauck & Aufhäuser	Robin Brass
NIBC	Edwin de Jong
Oddo BHF	Stéphane Hourri
Warburg Research	Malte Schaumann

# FINANCIAL CALENDAR 2019

Final Results 2018 <sup>1</sup>	March 14, 2019
Quarterly results Q1/2019 <sup>1</sup>	May 8, 2019
Annual General Meeting in Dortmund (Germany)	May 15, 2019
Quarterly results Q2/2019 <sup>1</sup>	August 1, 2019
Quarterly results Q3/2019 <sup>1</sup>	November 6, 2019

<sup>1</sup> The German Securities Trading Act (Wertpapierhandelsgesetz) and the Market Abuse Regulation (EU) oblige issuers to immediately announce any information that may have a substantial price impact, irrespective of the communicated schedules. Therefore it is possible that we will announce key figures of quarterly and annual results ahead of the dates listed above. As we can never rule out changes of dates, we recommend checking dates and news ahead of schedule on the Company's website (www.elmos.com).

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# MANAGEMENT BOARD



**DR. ANTON MINDL**  
Chief Executive Officer

- since 2005, appointed until 2020
- Graduate physicist
- Strategy, Coordination of Board Responsibilities, Executive Personnel, Quality, Micromechanics



**DR. ARNE SCHNEIDER**  
Chief Financial Officer

- since 2014, appointed until 2022
- Graduate economist
- Finance, Management Accounting, Investor Relations, Human Resources, Purchasing, Information Technology



**GUIDO MEYER**  
Chief Operating Officer

- since 2017, appointed until 2024
- Graduate engineer (FH)
- Production, Foundry, Assembly, Logistics, Product Engineering



**DR. JAN DIENSTUHL**  
Chief Sales Officer

- since 2019, appointed until 2021
- Graduate electrical engineer
- Sales, Development, Business Lines, Technology

# LOCATIONS





**DORTMUND (HQ)**



**ST. PETERSBURG**



**SHANGHAI**



**BERLIN**



**SILICON VALLEY**



**SINGAPORE**



**DRESDEN**



**SEOUL**

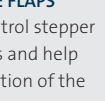


**TOKYO**

# SELECTED PRODUCTS



**WE KNOW WHAT'S GOING ON OUTSIDE**  
Continuous innovation has made us the market leader for ultrasonic ranging ICs. They are an essential part of parking and emergency braking assistant. They are indispensable in the "car of tomorrow".



**WE CONTROL THE CLIMATE FLAPS**  
Elmos semiconductors control stepper motors in the climate flaps and help to ensure optimum ventilation of the car interior.



**WE LIGHT UP THE CAR**  
Elmos is number 1 in ICs for controlling ambient interior lighting. Our solutions need little space and the LEDs provide homogeneous lighting over the complete life cycle.



**WE DEPLOY THE AIRBAG**  
Activating the airbag at the right moment can save lives in an emergency. Elmos ICs have been reliably deploying airbags for more than two decades.



**WE KNOW HOW GESTURES WORK**  
We are the global market leader for proximity and gesture control in the car. Our chips work according to a unique principle. That is why it always works exactly as you expect.



**WE LET THE REAR LIGHT SHINE**  
Elmos' ICs deliver consistent lighting intensity and have patented power loss management. This means the rear lights always light up reliably, no matter what the temperature.



**WE PROTECT THE ANTENNA**  
An interference-free GPS signal is essential for navigation to show the right way. The Elmos chip helps reliably receive the location and lots of other data.

**STRONG CUSTOMER BASE: GROWING EVERY YEAR**

- >400 million ICs p.a. delivered to 300++ customers
- >140 ASSP products plus many ASICs
- Elmos ICs are in almost all cars worldwide

