

Roadshow

December 2020

elmos[®]

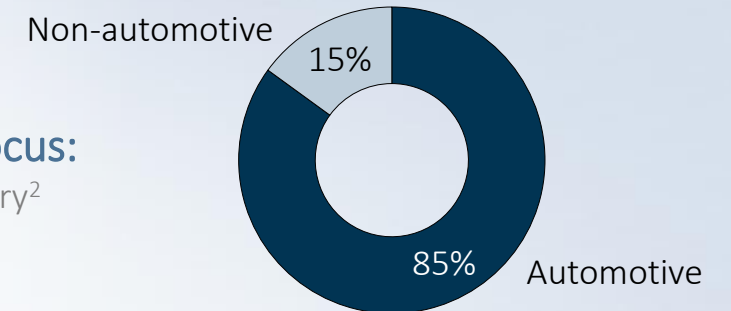


ELMOS KEY FIGURES

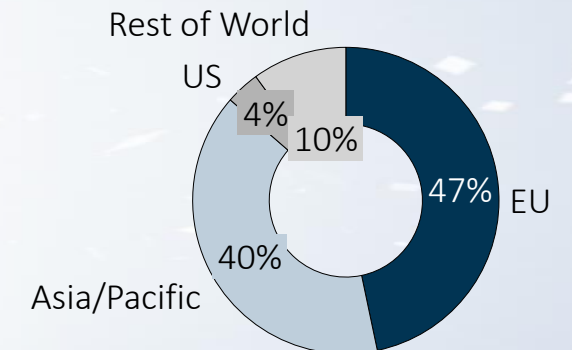


- ~5 Elmos ICs on average in every new car
- 6 product segments: Ranging, Optical, Sensor ICs, Motor Control, Lighting, Safety & Power ICs
- 16 locations worldwide, German roots with HQ located in Dortmund
- 35 years experience in analog mixed signal IC solutions
- 1,200 employees¹ thereof >350 product developers & engineers

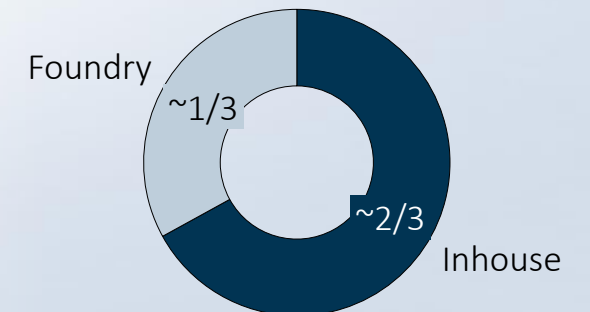
Automotive focus:
Sales by industry²



Global reach:
Sales by region²



Fab-lite strategy:
Wafer production²



¹Figure referring to end of Q3 2020

²Charts referring to 2019 financial figures

RECENT MILESTONES



Conversion into SE completed

July 1, 2020 – strengthening the international positioning



Turning point in Q3 2020

Significant recovery in business with very strong sequential growth in Q4 2020 expected



Management of Corona effects

Tightening of preventive measures in Oct 2020, short-time work suspended as of Nov 2020



Management Board

Contract of Dr. Jan Dienstuhl prematurely extended until end of 2023

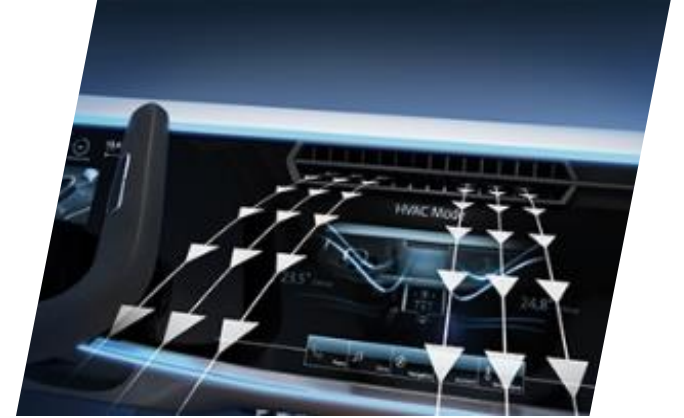
THE CAR IS THE NEXT SMART DEVICE
ELMOS IS PRESENT IN THE HIGHEST GROWING SUB-SEGMENTS

elmos[®]

ELMOS ICs FOR GROWING SEGMENTS



DISTANCE WARNING
#1 FOR ULTRASONIC ICs



BLDC MOTORS
#1 FOR HVAC FLAPS



ADVANCED DISPLAY / HMI
#1 FOR GESTURE CONTROL

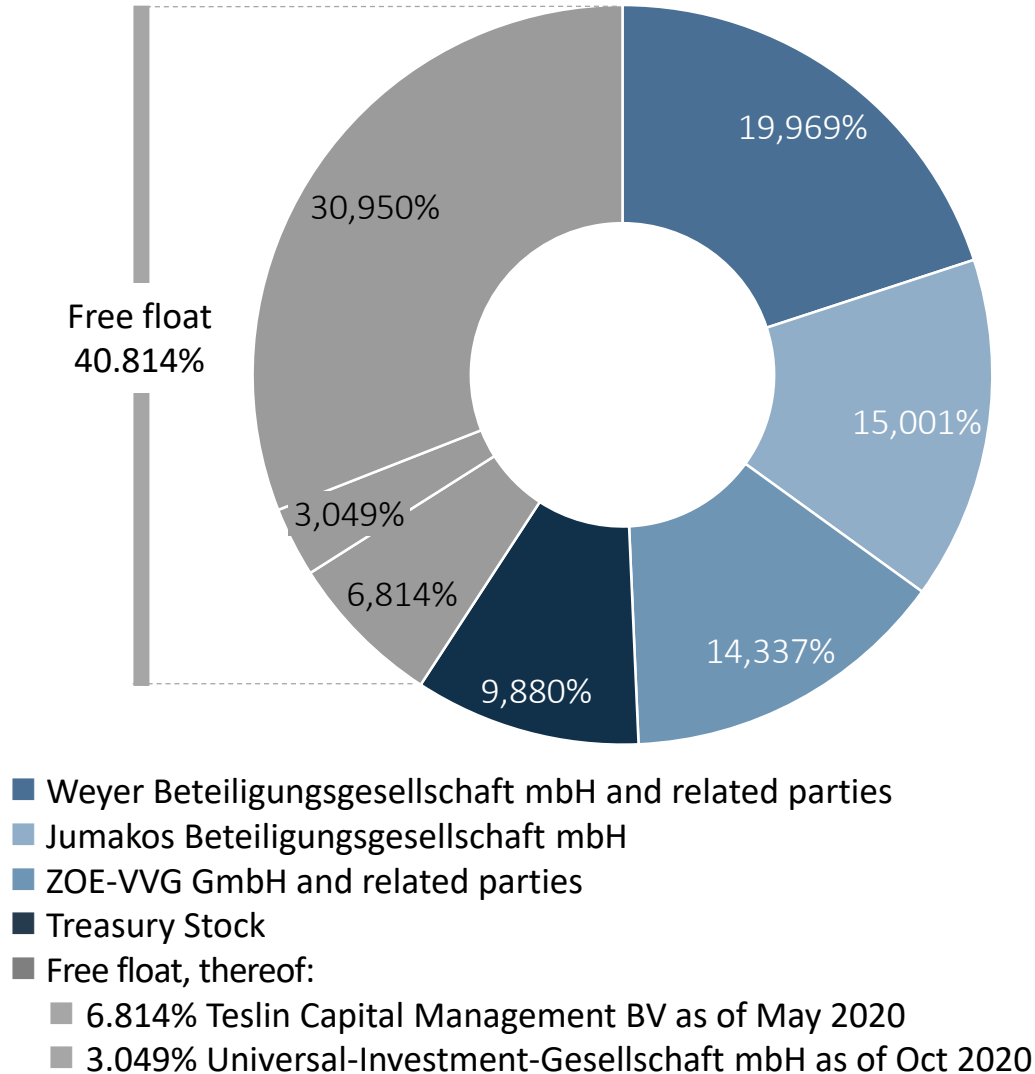


ELECTROMOBILITY
PROJECTS IN DEVELOPMENT



LED LIGHTING
#1 FOR AMBIENT AND REAR LIGHT

SHAREHOLDER STRUCTURE SET FOR LONG-TERM PERSPECTIVE



- Public buyback offer 2020
(17.03.2020-26.03.2020)
Offer price per share: 17.50 Euro
- A total of 1.54 million shares bought back
for ~27 million Euro

Elmos now holds 1,986,206 treasury shares /
9.880% of the share capital

”

“As expected, the third quarter of 2020 was clearly a **turning point**. We are seeing **significant recovery** in our business with **very strong sequential growth** in the fourth quarter of 2020. Due to this noticeable improvement, the full-year guidance for 2020 is **above market expectations**. This recovery is widespread, however the strongest impetus is coming from Asia.

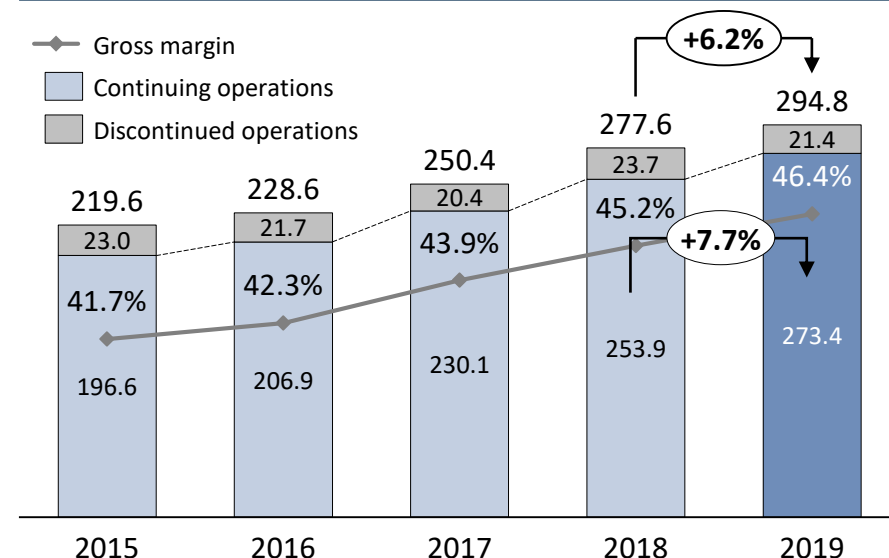
In spite of the current rise in coronavirus infections, our **intensive work** on **numerous new projects** and our known **strong product portfolio** puts us in a confident mood when it comes to our medium- to long-term development.”

— *Dr. Anton Mindl*

”

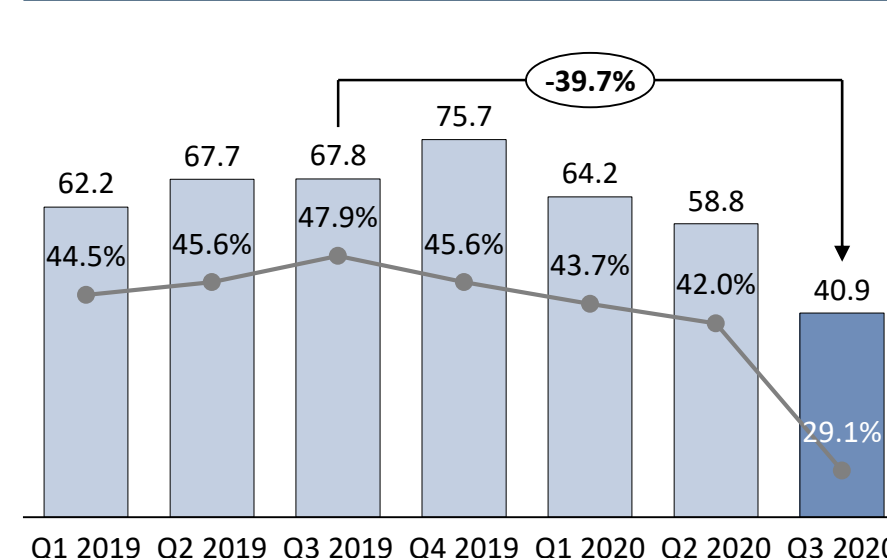
Q3 2020: SALES AT THE UPPER END OF GUIDANCE RANGE

Yearly sales (million Euro) & gross margin (%)



- Organic growth of 7.7% to 273.4 million Euro in 2019

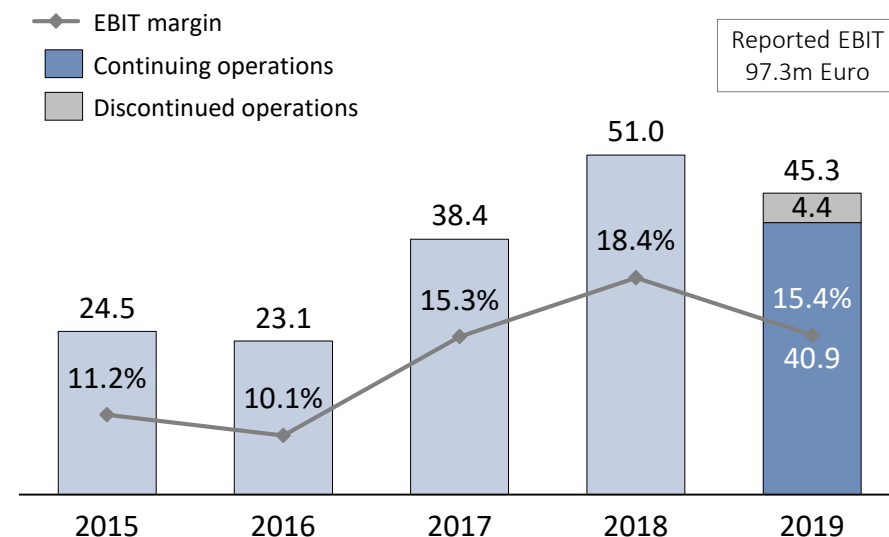
Quarterly sales* (million Euro) & gross margin* (%)



- Q3 2020 sales performance is at the upper end of the given guidance range (between 37 and 41 million Euro)
- Q3 2020 gross margin is under pressure due to the fixed costs reflecting the under-utilization in production
- The ratio of orders received for the next three months to sales over the past three months (**book-to-bill**) was **well above one** at the end of the reporting period

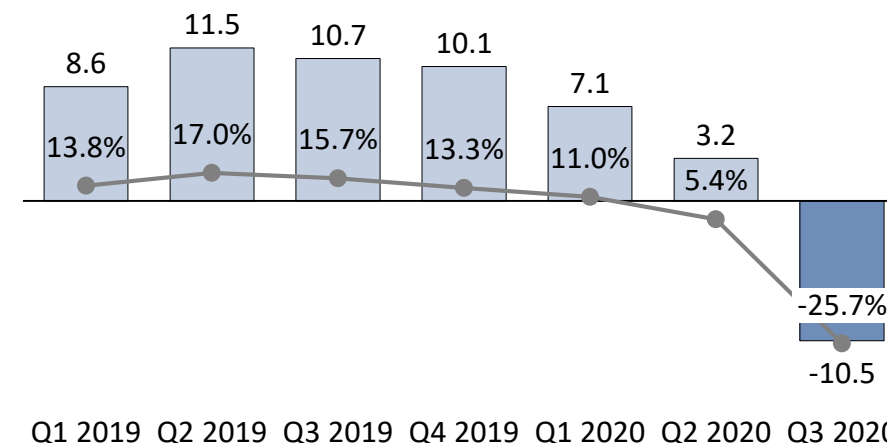
Q3 2020: EBIT ALSO AT THE UPPER END OF GUIDANCE RANGE

Yearly EBIT¹ (million Euro) & EBIT margin¹ (%)



- EBIT margin **achieved mid-term target** level in 2017, 2018 and 2019
- 2019: Reported EBIT** is 97.3m Euro
 - The sale of SMI resulted in other operating income of 63.1m Euro
 - The termination of the Fraunhofer cooperation resulted in other operating expenses of 11.1m Euro

Quarterly EBIT^{1,2} (million Euro) & EBIT margin^{1,2} (%)



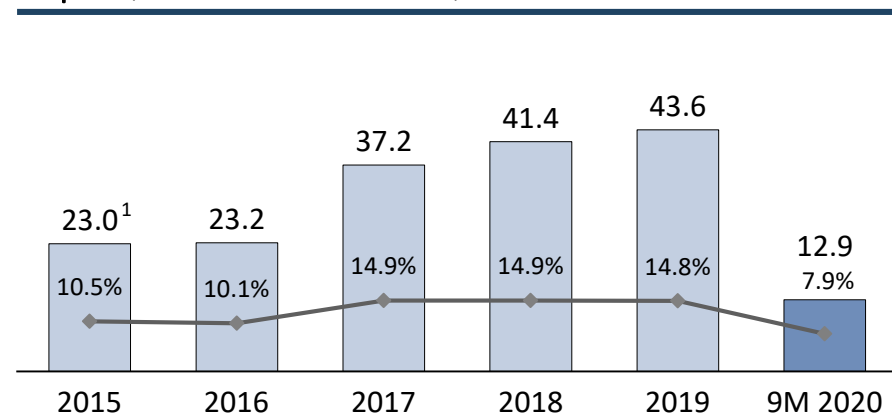
- Q3 2020 EBIT** performance is at the **upper end** of the given **guidance** range (between -13 and -10 million Euro)
- Q3 2020 EBIT** is mainly affected by the gross margin, increasing operating expenses in relative terms as a percentage of sales and by other operating expenses for restructuring purposes

¹Operational EBIT/EBIT margin (2019) without consideration of the result from the sale of the subsidiary SMI and without deduction of the restructuring expenses for the termination of the cooperation with the Fraunhofer Institute IMS.

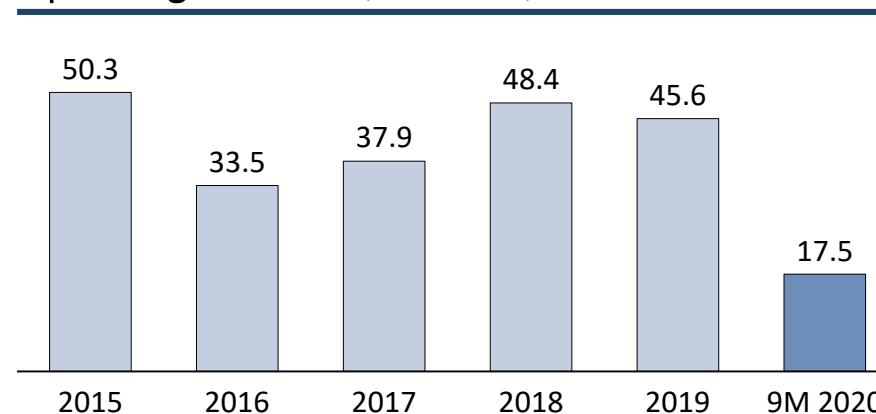
²For purposes of comparison, quarterly information in the consolidated income statement relates exclusively to continuing operations.

9M 2020: FURTHER FINANCIAL KPIS

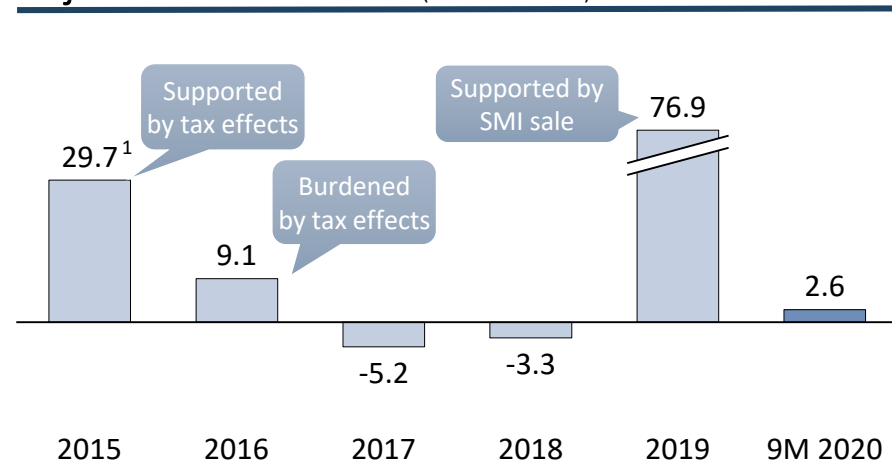
Capex (million Euro & % of sales)



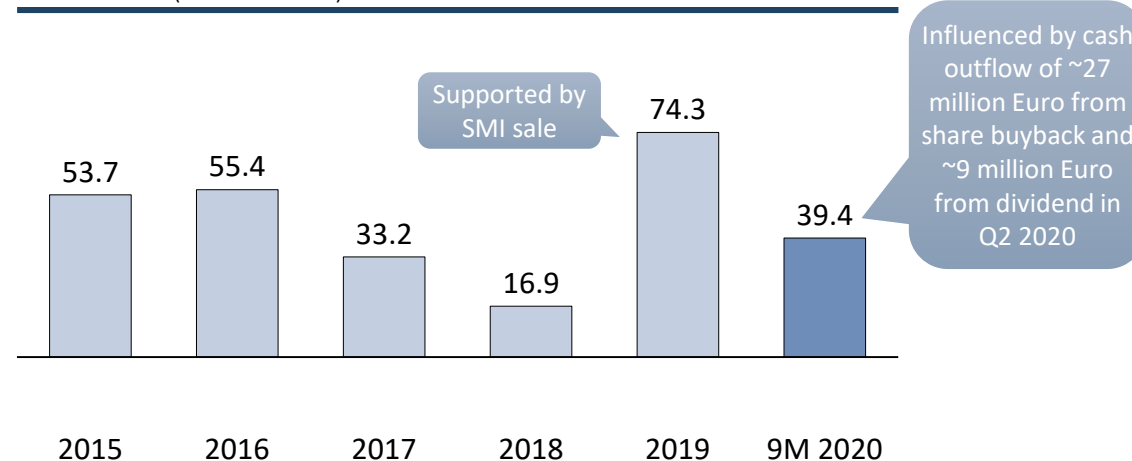
Operating cash flow (million Euro)



Adjusted free cash flow (million Euro)



Net cash (million Euro)



- Adjusted free cash flow: Cash flow from operating activities less capital expenditures for/plus disposal of intangible assets and property, plant and equipment (incl. payments from disposals of consolidated companies)

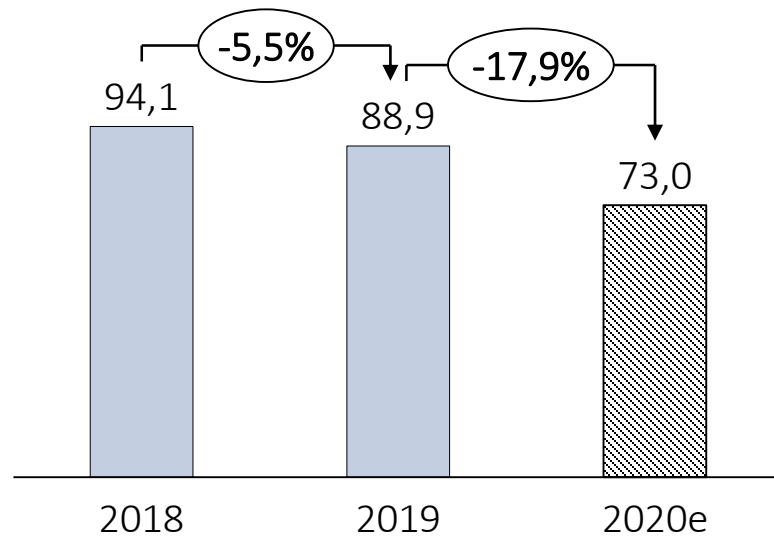
- Capital expenditures: Capital expenditures for intangible assets and property, plant and equipment less capitalized development expenses

¹Disregarding one-off effect from sale and lease back structure of ca. 14 million Euro

MARKET ENVIRONMENT: ECONOMY PROVIDES A MIXED PICTURE

Market Outlook¹

Light vehicle production in million units



Regional outlook 2020:

- Europe (-23%)
- China (-7%)
- North America (-20%)

Despite the Corona crisis, Daimler dares to make profits like 2019

Only weeks left to save EU and UK auto sectors from €110 billion 'no deal' Brexit disaster

Germany's car industry struggles with transformation amid coronavirus crisis

France: Economy rebounds from first COVID-19 lockdown just as second one begins

Coronavirus: European lockdowns could be extended past December

China's October passenger car sales expected to increase 6% YoY

¹IHS Light Vehicle Production (Forecast as of October 2020)

GUIDANCE FOR FY 2020

As of November 3, 2020

Sales	227 to 233 million Euro
EBIT	6 to 9 million Euro
Ø exchange rate	1.15 EUR/USD

Roadshow

December 2020

elmos[®]



RESEARCH COVERAGE AND FINANCIAL CALENDAR



Institution	Analyst	Recommendation
Deutsche Bank	Robert Sanders	Hold
DZ Bank	Harald Schnitzer	Hold
Hauck & Aufhäuser	Christian Sandherr	Buy
Oddo BHF	Stéphane Houri	Buy
Warburg Research	Malte Schaumann	Buy

Event	Date
Preliminary results 2020*	February 17, 2021
Final results 2020*	March 17, 2021
Quarterly results Q1/2021*	May 6, 2021
Annual General Meeting	May 20, 2021
Quarterly results Q2/2021*	August 4, 2021
Quarterly results Q3/2021*	November 4, 2021

*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).



DISCLAIMER

This presentation contains forward-looking statements based on beliefs of Elmos' management. Such statements reflect the company's current views with respect to future events and are subject to risks and uncertainties. Many factors could cause the actual results to be materially different, including, among others, changes in general economic and business conditions, changes in currency exchange rates and interest rates, introduction of competing products, lack of acceptance of new products or services and changes in business strategy. Actual results may vary materially from those projected here. Elmos does not intend or assume any obligation to update these forward-looking statements.

Elmos Semiconductor SE

Heinrich-Hertz-Str. 1 | 44227 Dortmund | Germany | Telephone: + 49 231 75 49 0 | info@elmos.com | www.elmos.com