



Focusing

Worldwide #1 ICs

Mobility

System solutions

Innovation

Ready for the future

Fact Sheet 2019

Elmos at a glance

35

years of experience in analog
mixed signal IC solutions

16

sites globally – German roots
with Dortmund headquarters

~5

Elmos ICs on average in
every new car

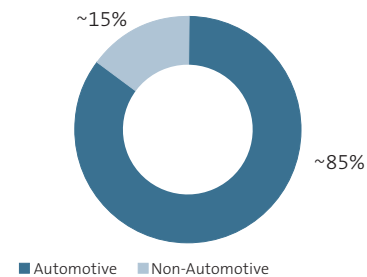
6

product segments:
Ranging, Optical, Sensor ICs,
Motor Control, Lighting,
Safety/Power/Custom ICs

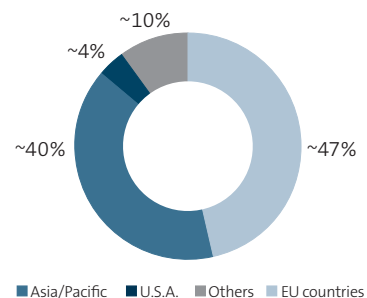
1,300

employees, thereof 350 people
in product development

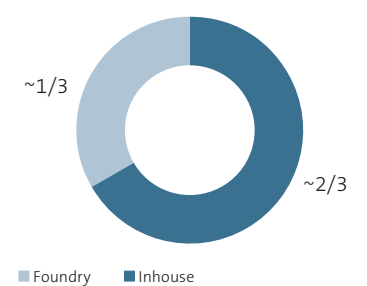
Automotive focus: Sales by industry



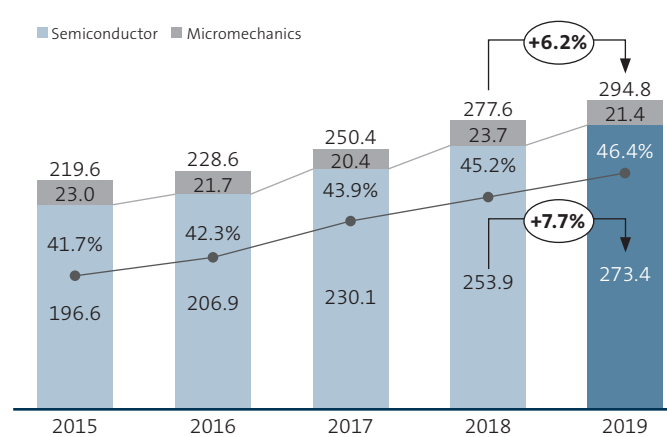
Global reach: Sales by region



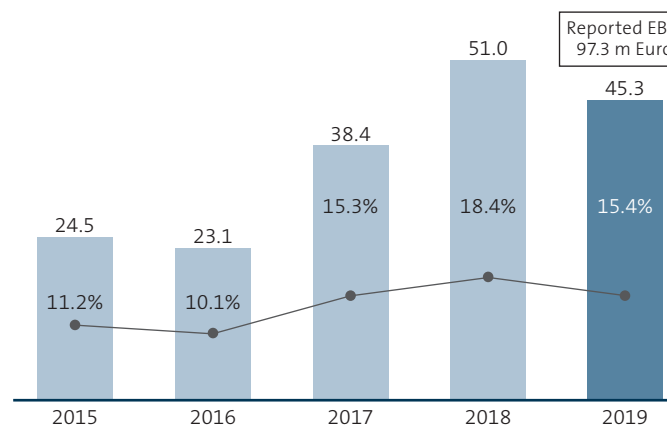
Fablite strategy: Wafer production



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



Yearly EBIT* (million Euro) & EBIT margin* (%)

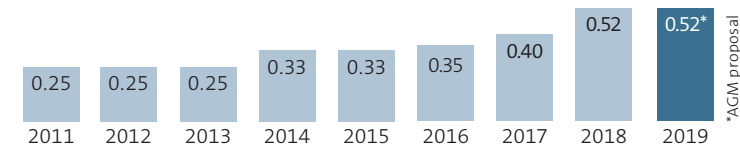


* 2019: Operational EBIT/EBIT margin without consideration of the result from the sale of the subsidiary SMI and without deduction of the restructuring expenses for the termination of the cooperation with the Fraunhofer Institute IMS

Share price development from 02/01/2019 until 02/28/2020



Dividend per share in Euro



Guidance 2020*

as of 02/17/2020

Sales growth in 2020 (vs. 273.4 million Euro in 2019) ¹	low single-digit percentage range
EBIT margin	11% to 16%
Capital expenditures (in % of sales) ²	<15%
Adjusted free cash flow ³	Positive
Assumed exchange rate	1.10 USD/EUR

¹ Previous-year sales adjusted for sales generated by SMI

² Capital expenditures for intangible assets and property, plant and equipment, less capitalized development expenses

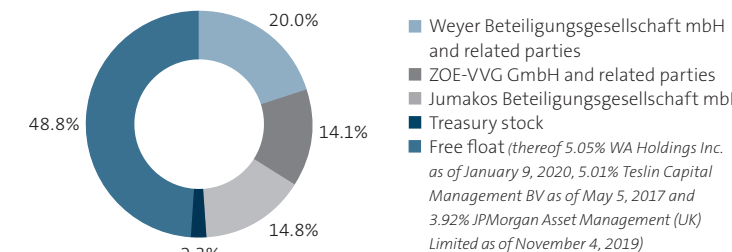
³ Cash flow from operating activities less capital expenditures for/plus disposals of intangible assets and property, plant and equipment (including payments from the disposal of consolidated companies)

* Because of the as yet unforeseeable impact of the coronavirus on the economy potential consequences are not included.

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 02/29/2020



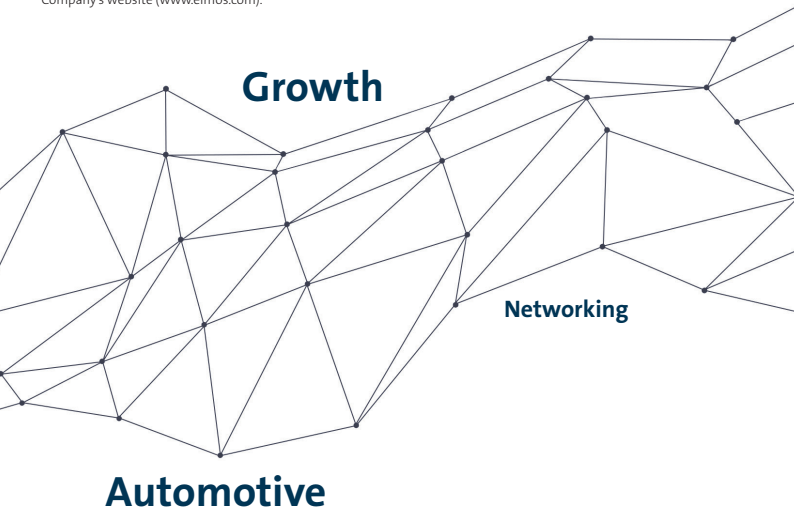
Analysts' coverage (as of 02/29/2020)

Institution	Research Analyst
Deutsche Bank	Johannes Schaller
DZ Bank	Harald Schnitzer
Hauck & Aufhäuser	Christian Sandherr
Oddo BHF	Stéphane Hourri
Warburg Research	Malte Schaumann

Financial calendar 2020

Final results 2019 ¹	03/19/2020
Quarterly results Q1/2020 ¹	05/06/2020
Annual General Meeting in Dortmund (Germany)	05/13/2020
Quarterly results Q2/2020 ¹	08/05/2020
Quarterly results Q3/2020 ¹	11/04/2020

¹ 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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Key figures | 5-year overview

in million Euro or %	2015	2016	2017	2018	2019
Sales	219.6	228.6	250.4	277.6	294.8
growth in %	4.8%	4.1%	9.5%	10.8%	6.2%
thereof continued operation	196.6	206.9	230.1	253.9	273.4
thereof discontinued operation	23.0	21.7	20.4	23.7	21.4
Gross profit	91.6	96.8	110.1	125.5	136.8
in % of sales	41.7%	42.3%	43.9%	45.2%	46.4%
R&D expenses	37.1	36.0	33.8	36.0	44.6
in % of sales	16.9%	15.7%	13.5%	13.0%	15.1%
EBIT	24.5	23.1	38.4	51.0	97.3 45.3 ¹
in % of sales	11.2%	10.1%	15.3%	18.4%	33.0% 15.4% ¹
Consolidated net income after non-controlling interests	16.2	15.9	24.9	35.4	85.7
in % of sales	7.4%	6.9%	10.0%	12.8%	29.1%
Basic earnings per share (in Euro)	0.82	0.80	1.26	1.79	4.36
Total assets	306.9	312.9	336.9	369.1	439.5
Shareholders' equity	219.4	231.6	240.1	266.6	339.7
Equity ratio in % of total assets	71.5%	74.0%	71.3%	72.2%	77.3%
Financial liabilities	36.8	36.2	51.2	43.8	49.1
Net cash	53.7	55.4	33.2	16.9	74.3
Operating cash flow	50.3	33.5	37.9	48.4	45.6
Capital expenditures	23.0 ²	23.2	37.2	41.4	43.6
in % of sales	10.5% ²	10.1%	14.9%	14.9%	14.8%
Adjusted free cash flow	29.7 ²	9.1	-5.2	-3.3	76.9
Dividend per share in Euro	0.33	0.35	0.40	0.52	0.52 ³

¹ 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

² Adjusted for the repurchase of land and building from prematurely terminated lease agreements of ca. 14 million Euro

³ Proposal for the AGM in 2020

Definition of selected financial indicators

- Adjusted free cash flow: cash flow from operating activities minus capital expenditures for/in addition to the disposal of intangible assets and property, plant and equipment (including payments from the disposal of consolidated companies)
- Cash flow from operating activities less capital expenditures for/plus disposals 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 2019 at www.elmos.com

Management Board



DR. ANTON MINDL
CEO

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



DR. ARNE SCHNEIDER

CFO / Designated CEO (starting 2021)

- since 2014, appointed until 2024
- Graduate economist
- Finance, Management Accounting, Investor Relations, Human Resources, Purchasing, Information Technology



GUIDO MEYER

COO

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



DR. JAN DIENSTUHL

CSO

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



Elmos ICs for growing segments

