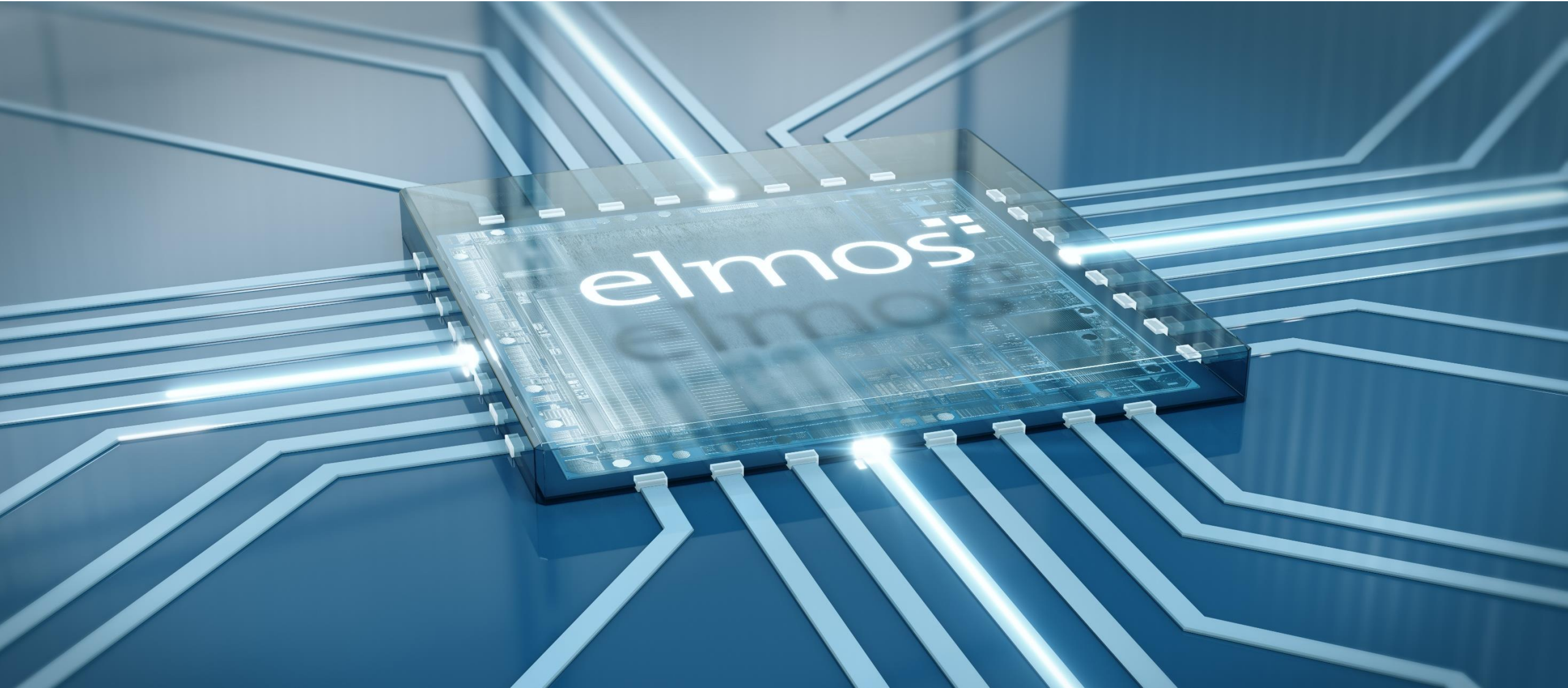


# Investor Presentation Q2 2022

August 2022



# ELMOS CORPORATE OVERVIEW



## Corporate highlights

**~7** Elmos ICs  
on average in every new car

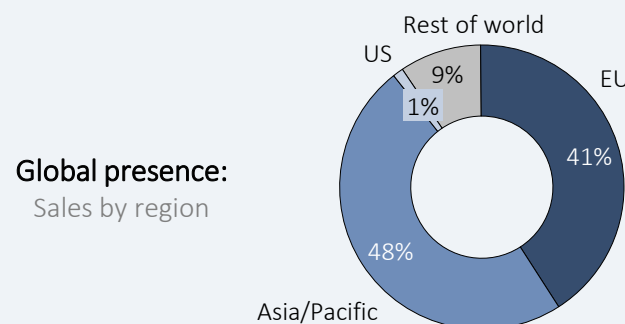
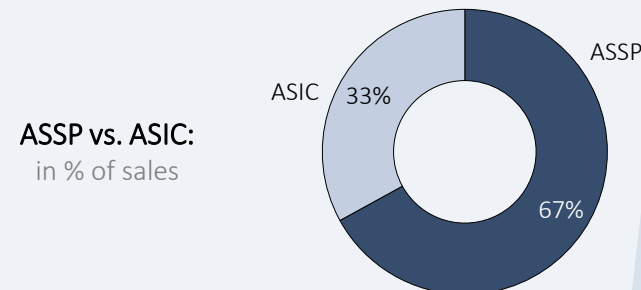
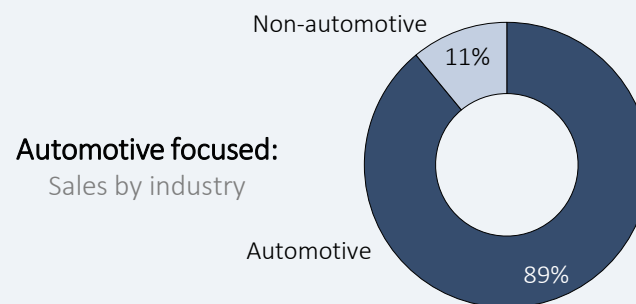
**6** product segments:  
Ranging, Optical, Sensor ICs, Motor Control,  
Lighting, Safety/Power/Custom ICs

**16** locations worldwide incl. 7 R&D centers  
HQ located in Dortmund, Germany

**>35** years experience in analog  
mixed signal IC solutions

**1,150** employees thereof 350+ product  
developers & engineers

## Sales breakdown FY 2021



## Financial highlights FY 2021

**322** million Euro sales  
strong growth to new record levels

**18.6** percent EBIT margin  
impacted by allocation-related effects,  
especially material price increases

**60** million Euro CAPEX  
mainly for the expansion of test capacities

**72** percent equity ratio  
emphasizing Elmos' financial solidity

**>1** billion Euro market capitalization  
(as of December 30, 2021)

# ELMOS INNOVATIVE SOLUTIONS FOR GLOBAL MEGA TRENDS

elmos<sup>®</sup>

Leading innovator in future mobility

- #1 FOR ULTRASONIC ICs
- #1 FOR HVAC FLAPS
- #1 FOR GESTURE CONTROL
- #1 FOR AMBIENT AND REAR LIGHT



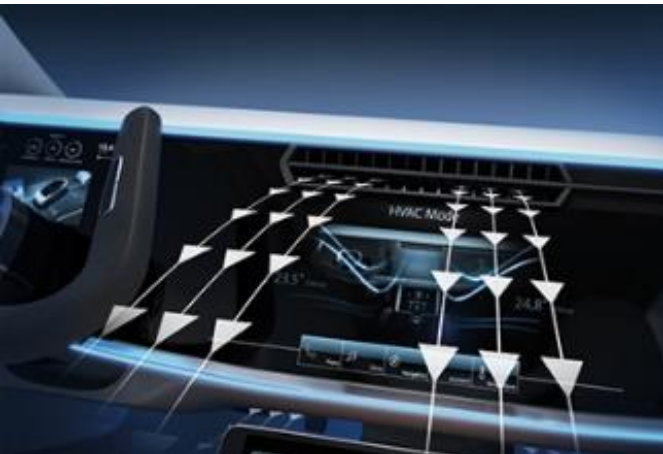
USER EXPERIENCE



ADAS & AUTONOMOUS DRIVING



SAFETY



COMFORT



ELECTRIFICATION



LIGHTING



# HIGHLIGHTS IN Q2 2022



Ongoing high demand for automotive semiconductors in a very challenging economic and geopolitical environment

## Semiconductor market

Unabated high order levels for automotive semiconductors.

Limited wafer supply, pandemic-related shutdowns, the supply chain shortages and logistical challenges due to the war in Ukraine as well as rising material and energy costs are a major challenge.

Elmos team has managed these major challenges very well to date.

Ongoing focus is to secure sufficient wafer capacities from our foundries in order to fulfil our delivery obligations.

## Geopolitical environment

The war in Ukraine has massive impacts on global supply chains, logistics, material and energy prices.

Economic sanctions, supply bottlenecks as well as the high inflation affect the global economic development.

The direct impact of the war in Ukraine is negligible for Elmos, as we do not directly ship any products to customers in Russia or the Ukraine.

For our own production in Dortmund we have initiated a comprehensive package to be able to maintain wafer fabrication in case of a further tightening of the gas supply.

We are monitoring the situation and the potential impacts very closely and will update the markets, if this should be necessary.

## Sale of wafer fab

On Dec. 14, 2021 we signed a sale and purchase agreement with Silex Microsystems AB to transfer the Elmos wafer fab including a separate long-term supply agreement for wafers produced at the Dortmund fab.

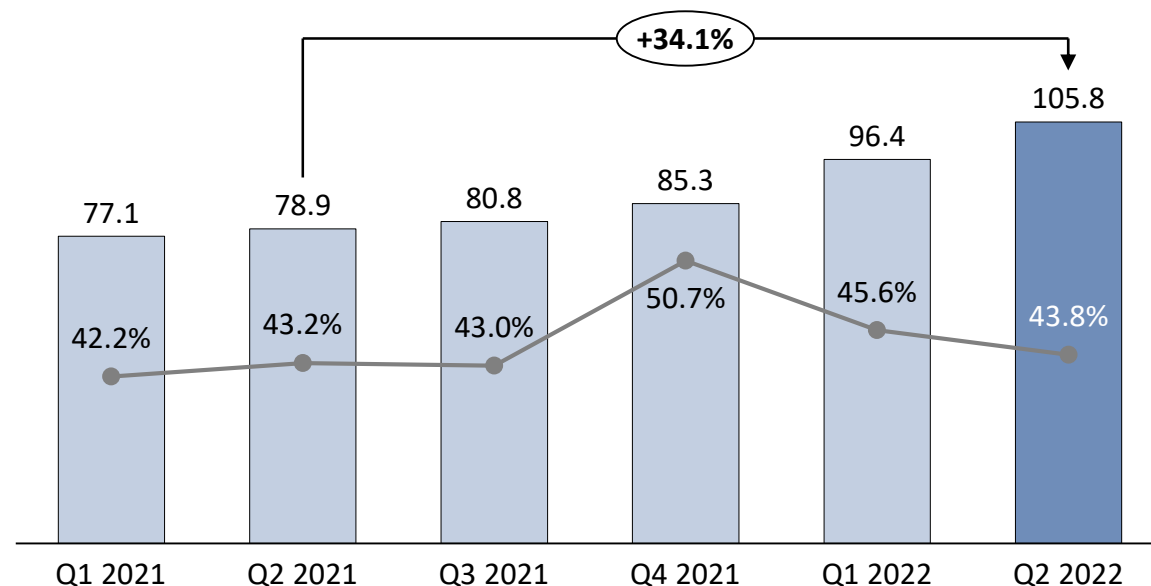
As a fabless company, Elmos now becomes more flexible and can access latest foundry technologies.

The transfer of the fab to Silex with new products and technologies provides a long-term perspective for the Dortmund wafer fab and employees.

All closing conditions are on track and we are on schedule in the regulatory process. For the final closing we still need the approval of the Federal Ministry of Economics and Climate Protection (BMWK) in Berlin.

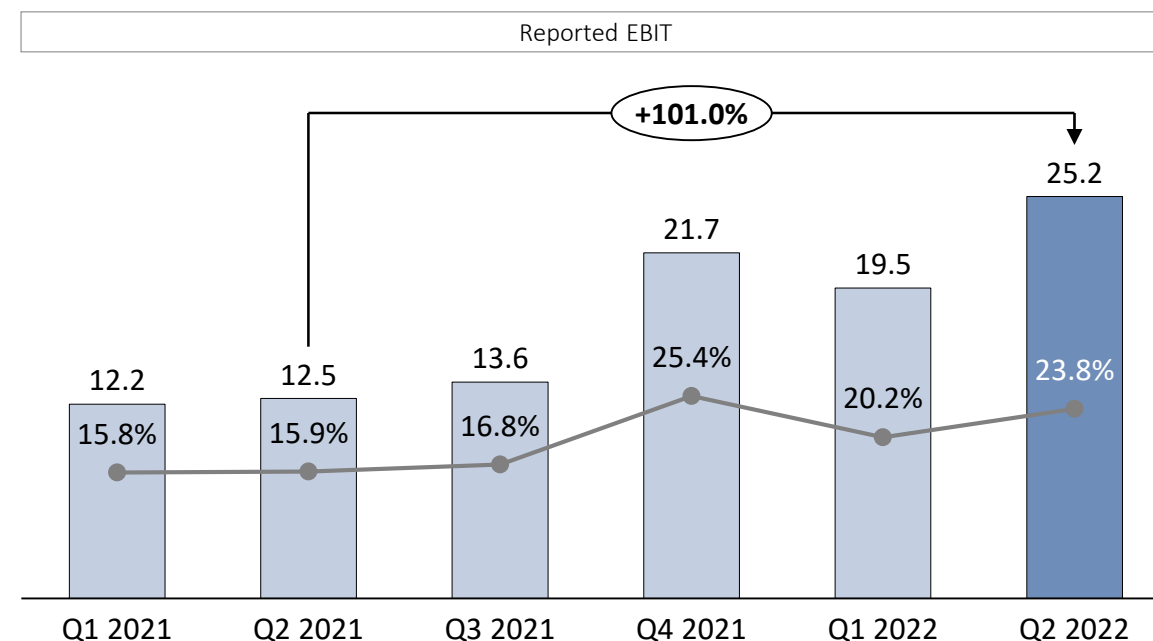
# SALES AND EBIT

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



- Sales in Q2 2022 further increased significantly by **26.9 million Euro or 34.1%** to **105.8 million Euro**. This strong increase represents another all-time high, with quarterly sales exceeding 100 million Euro for the first time in the company history.
- Thanks to the ongoing high demand for Elmos semiconductors, **all product segments** supported the outstanding growth trajectory.
- The Q2 2022 **gross margin** has been impacted by **rising material prices and FX impacts** due to the stronger USD.

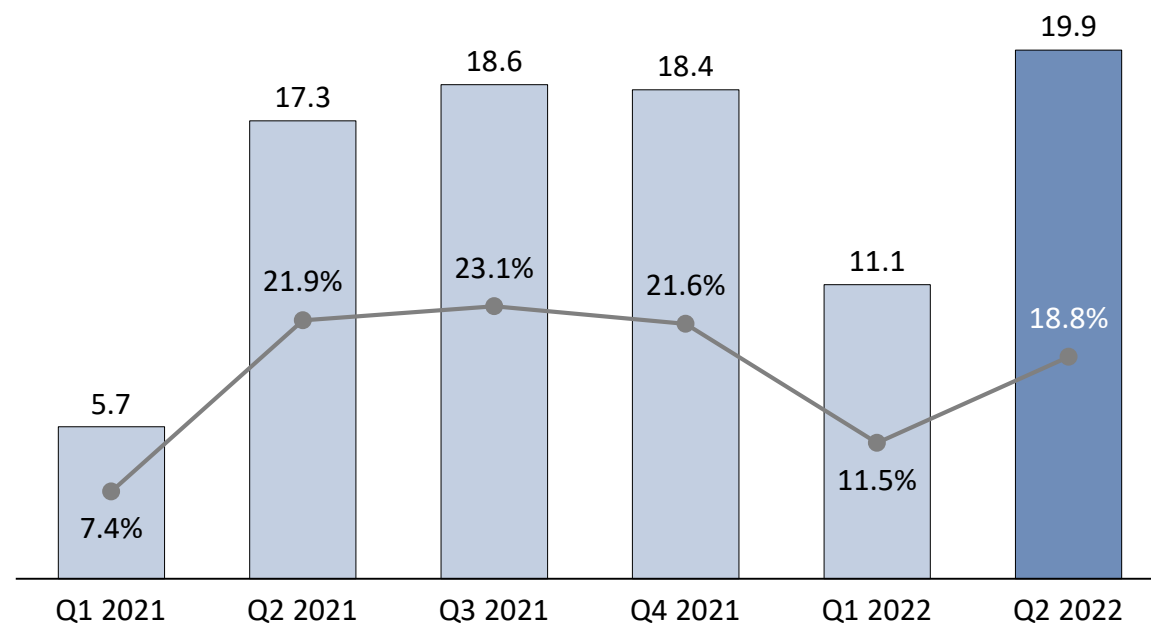
Quarterly EBIT (in million Euro) & EBIT margin (in %)



- Despite rising material and energy prices as well as allocation- and pandemic-related effects, the **EBIT increased to 25.2 million Euro in Q2 2022** thanks to the ongoing high demand and favorable FX hedging results.
- **Q2 2022 EBIT margin reached 23.8%**, an increase of 7.9 percentage points year-over-year.

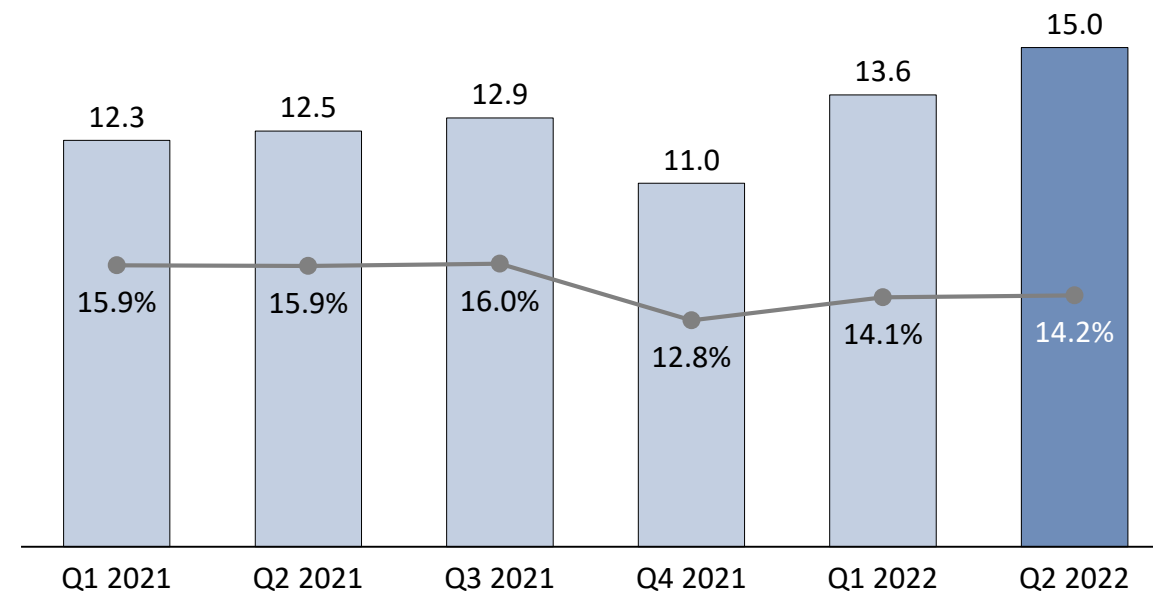
# CAPEX AND R&D EXPENSES

CAPEX<sup>1</sup> (in million Euro & in % of sales)



- Capital expenditures to expand our testing capacities, especially in East Asia have been further increased to **19.9 million Euro** in Q2 2022.
- Q2 2022 **CAPEX to sales ratio** stood at **18.8%**, in line with our expectations.

R&D expenses (in million Euro & in % of sales)

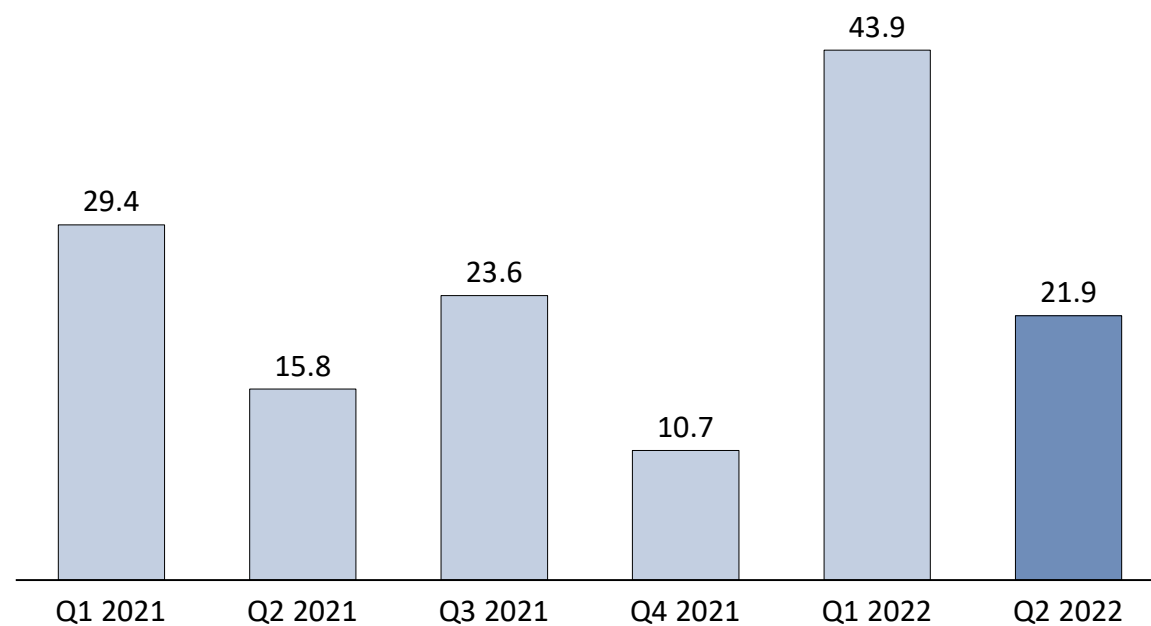


- To transfer the many innovative projects and solutions into successful serial products, our **R&D expenses** continue to remain on a high level at **14.2% of sales** or **15.0 million Euro** in Q2 2022.
- In the first half of 2022, we were again able to further **accelerate our New Design Win activities**. These promising new projects in all of our product segments form an excellent basis for our future growth.

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

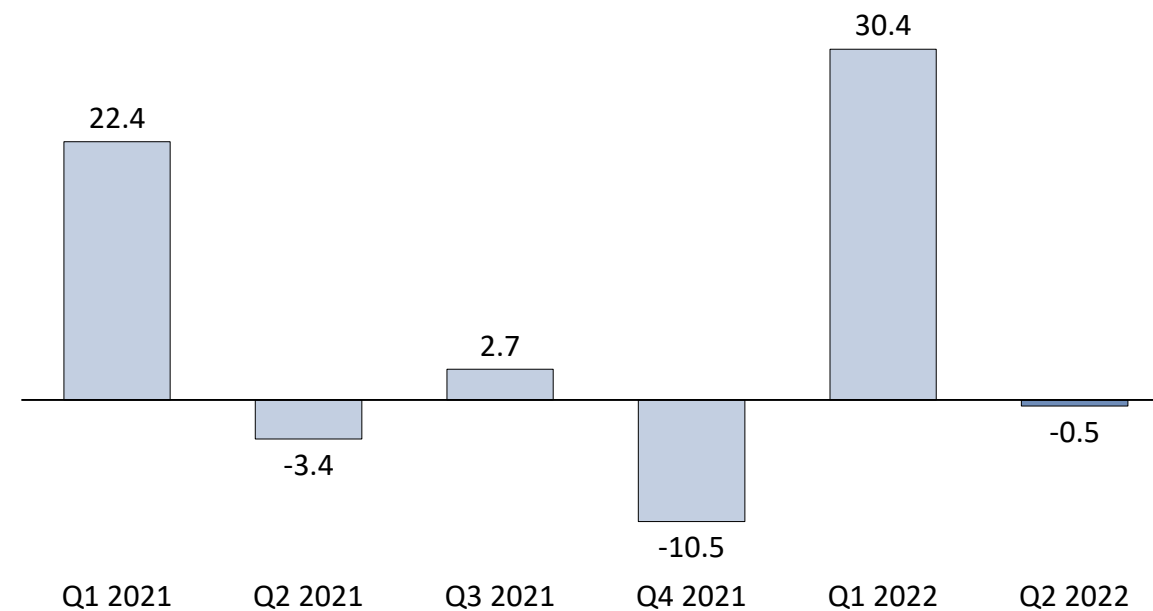
# CASH FLOW

Operating cash flow (in million Euro)



- **Q2 2022 cash flow from operations** totaled **21.9 million Euro**. The high net result was partially offset by impacts from working capital as well as tax payments from our 2021 results.

Adjusted free cash flow<sup>1</sup> (in million Euro)

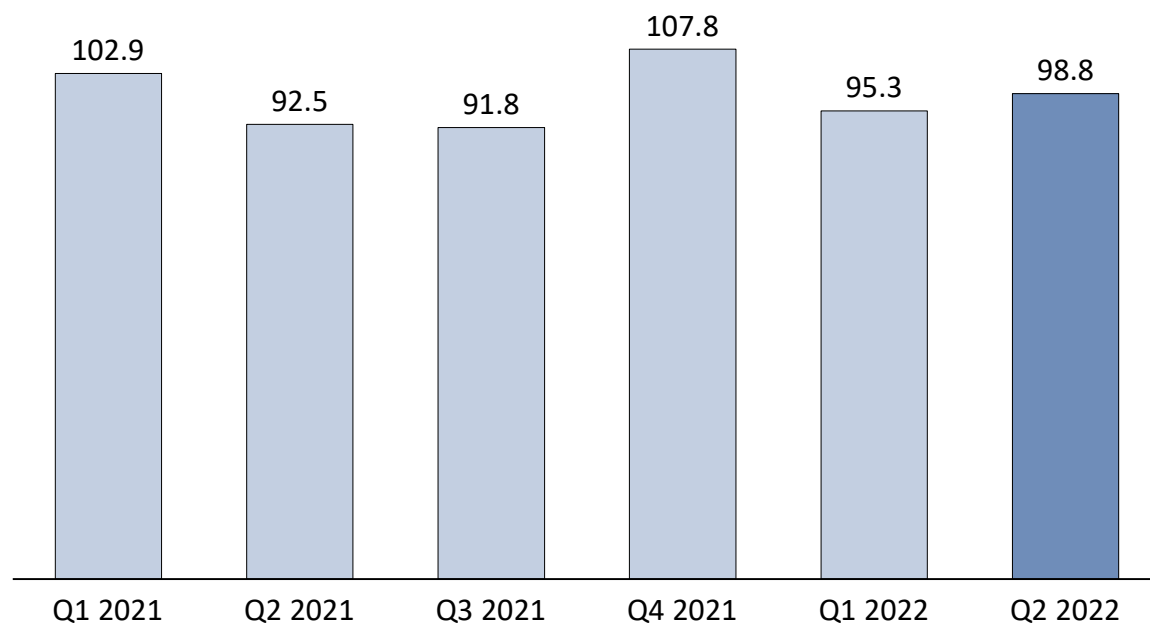


- Due to the ongoing high CAPEX spending, the **adjusted free cash flow** was slightly negative at **-0.5 million Euro** in Q2 2022.
- The major **CAPEX program for the backend area** will continue to influence the **free cash flow** in the further course of the year.

<sup>1</sup>Cash flow from operating activities less capital expenditures for/plus disposal of intangible assets and property, plant and equipment (including proceeds from additions to the scope of consolidation)

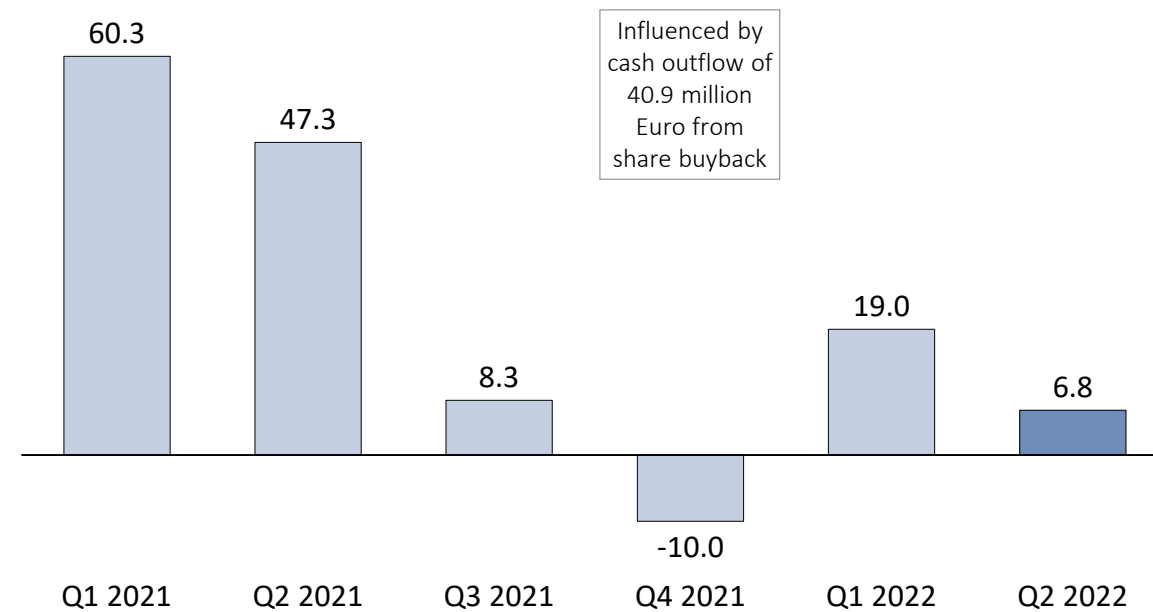
# WORKING CAPITAL AND NET CASH/DEBT

**Working capital<sup>1</sup>** (in million Euro, at the end of the quarter)



- Working capital increased in Q2 2022 mainly due to higher trade receivables as a result of the strong sales performance.

**Net cash/debt** (in million Euro, at the end of the quarter)



- Impacted by the dividend payment in May, the net cash position amounted to 6.8 million Euro at the end of Q2 2022.

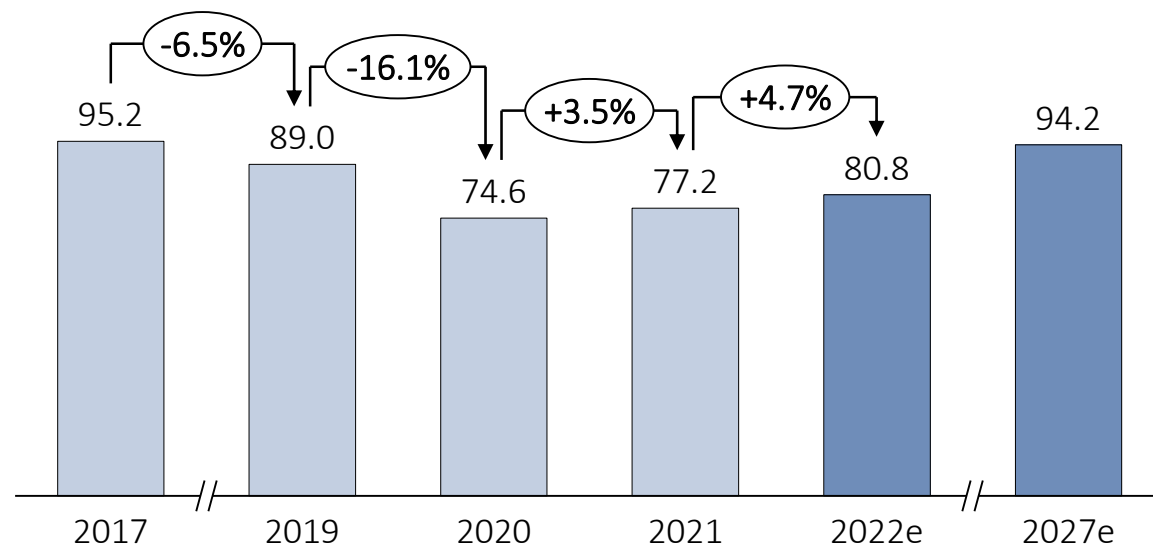
<sup>1</sup>Trade accounts receivables plus inventories less trade accounts payables



# MARKET FORECAST

## Automotive market

Light vehicle production in million units (IHS)<sup>1</sup>



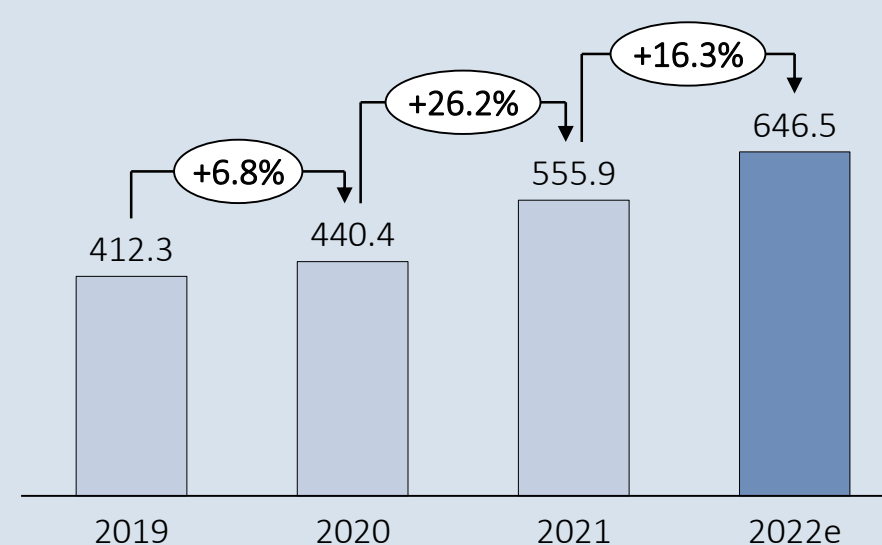
Estimated regional market development YOY (in %)<sup>1</sup>

	Europe	North America	China
2021 vs 2020	-4%	0%	+5%
2022e vs 2021	+3%	+13%	±0%

<sup>1</sup>IHS Light Vehicle Production Forecast (July 2022)

## Semiconductor market

Worldwide Semiconductor Market in billion USD (WSTS)<sup>2</sup>



Estimated regional market development YOY (in %)<sup>2</sup>

	Europe	Americas	Japan	APAC
2021 vs 2020	+27%	+27%	+20%	+27%
2022e vs 2021	+21%	+23%	+13%	+14%

<sup>2</sup>WSTS Semiconductor Market Forecast 2022 (June 2022)

# GUIDANCE

Elmos FY 2022 guidance (as of August 2, 2022)

## Guidance for FY 2022

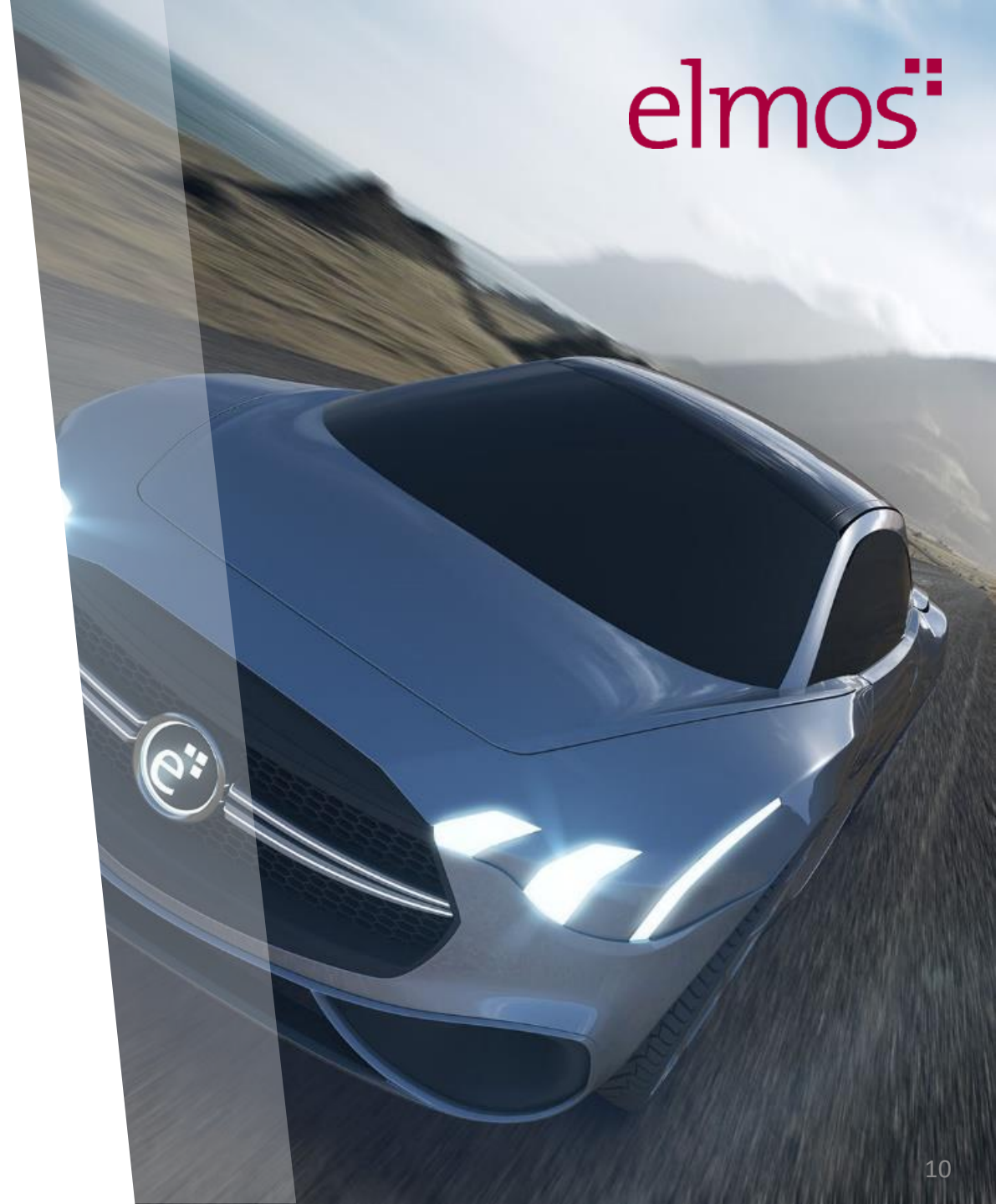
Sales (NEW):	more than 430 million Euro
Operating EBIT margin:	21% $\pm$ 2 percentage points
CAPEX (in % of sales):	17% $\pm$ 2 percentage points
Operating adjusted free cash flow:	Positive above previous year (11.1 million Euro)
Ø exchange rate (NEW):	1.00 EUR/USD

## Notes to guidance 2022:

The guidance for the full year 2022 does not include any effects from the potential closing of the sale of the Elmos wafer fab to Silex.

Besides current business performance and the order situation, the guidance is also based on the expectations and assumptions regarding general economic and geopolitical developments and specific industry and market developments.

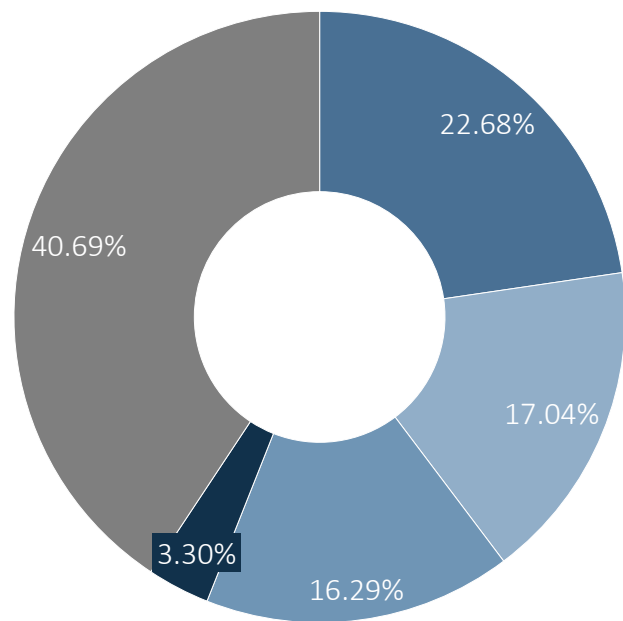
Current expectations may be affected by geopolitical events, in particular the war in Ukraine, market turbulences such as the ongoing allocation in the semiconductor sector combined with bottlenecks in global supply chains, by the ongoing COVID-19 pandemic, as well as due to further rising prices for materials, energy and services and problems with gas supplies, etc.

The Elmos logo, featuring the word "elmos" in a lowercase, sans-serif font, with a small square icon to the right of the "s".

# SHAREHOLDER STRUCTURE SET FOR LONG-TERM PERSPECTIVE

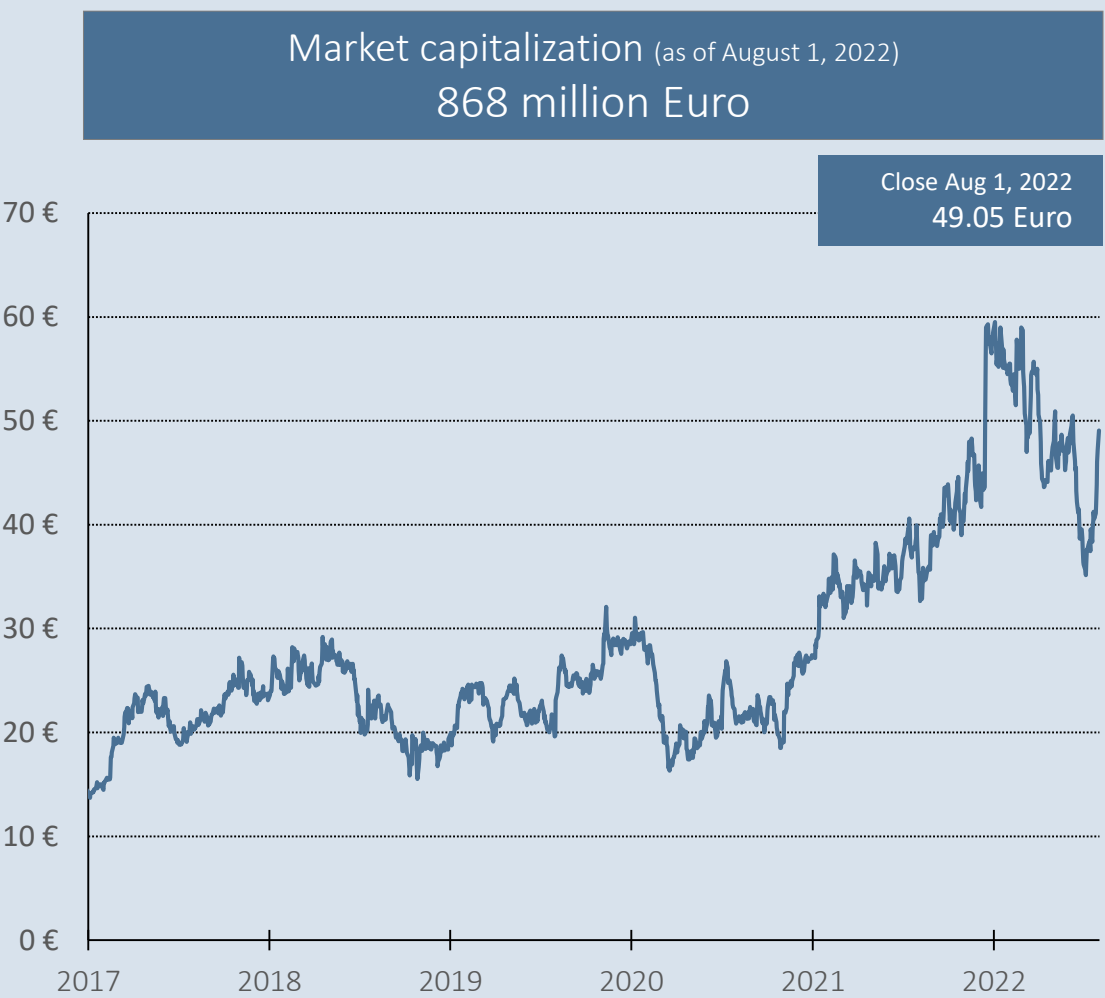


Elmos Semiconductor SE shareholder structure (August 2022)



- Weyer Beteiligungsgesellschaft mbH and related parties
- Jumakos Beteiligungsgesellschaft mbH
- ZOE-VVG GmbH and related parties
- Treasury Stock
- Free float

Elmos 5-year share price development



# 5-YEAR OVERVIEW ELMOS GROUP (IFRS)

in million Euro unless otherwise indicated	FY 2017	FY 2018	FY 2019		FY 2020	FY 2021
			continuing & discontinued operations	continuing operations		
Sales	250.4	277.6	294.8	273.4	232.6	322.1
Growth in %	9.5%	10.8%	6.2%	7.7%	-14.9%	38.5%
<i>thereof continuing operations</i>	230.1	253.9	273.4	273.4	232.6	322.1
<i>thereof discontinued operations</i>	20.4	23.7	21.4	n/a	n/a	n/a
Gross profit	110.1	125.5	136.8	125.6	92.6	144.7
in % of sales	43.9%	45.2%	46.4%	45.9%	39.8%	44.9%
Research & development expenses	33.8	36.0	44.6	40.7	47.7	48.7
in % of sales	13.5%	13.0%	15.1%	14.9%	20.5%	15.1%
Operating income	37.1	49.3	45.8	41.4	8.5	59.9
in % of sales	14.8%	17.8%	15.5%	15.1%	3.7%	18.6%
EBIT	38.4	51.0	97.3   45.3 <sup>1</sup>	29.8   40.9 <sup>2</sup>	8.7	60.0   64.9 <sup>3</sup>
in % of sales	15.3%	18.4%	33.0%   15.4% <sup>1</sup>	10.9%   15.0% <sup>2</sup>	3.7%	18.6%   20.2% <sup>3</sup>
Earnings before taxes	35.5	49.5	96.0	28.7	8.2	59.4
in % of sales	14.2%	17.8%	32.6%	10.5%	3.5%	18.4%
Consolidated net income attributable to owners of the parent	24.9	35.4	85.7	18.5	6.4	39.8
in % of sales	10.0%	12.8%	29.1%	6.8%	2.8%	12.4%
Earnings per share (basic) in Euro	1.26	1.79	4.36	0.94	0.35	2.24
	12/31/2017	12/31/2018	12/31/2019		12/31/2020	12/31/2021
Total assets	336.9	369.1	439.5		395.5	418.0
Shareholders' equity	240.1	266.6	339.7		310.2	300.2
in % of total assets	71.3%	72.2%	77.3%		78.4%	71.8%
Financial liabilities	51.2	43.8	49.1		45.6	76.1
Liquid assets and securities	84.4	60.7	123.3		85.8	66.1
Net cash/Net debt (-)	33.2	16.9	74.3		40.2	-10.0
	FY 2017	FY 2018	FY 2019		FY 2020	FY 2021
Cash flow from operating activities	37.9	48.4	45.6		27.3	79.6
Capital expenditures <sup>4</sup>	37.2	41.4	43.6		18.8	60.0
in % of sales <sup>4</sup>	14.9%	14.9%	14.8%		8.1%	18.6%
Cash flow from investing activities	-47.2	-34.3	37.2		-42.4	-73.6
Adjusted free cash flow <sup>5</sup>	-5.2	-3.3	76.9		3.6	11.1
Dividend per share in Euro	0.40	0.52	0.52		0.52	0.65 <sup>6</sup>
Employees on annual average	1,155	1,250	1,317		1,208	1,151

<sup>1</sup>Without consideration of the result from the sale of the subsidiary SMI and without consideration of the restructuring expenses for the termination of the cooperation with the Fraunhofer Institute IMS.

<sup>2</sup>Without consideration of the restructuring expenses for the termination of the cooperation with the Fraunhofer Institute IMS.

<sup>3</sup>Without consideration of expenses in connection with the agreement on the sale of the wafer fab.

<sup>4</sup>Capital expenditures for intangible assets and property, plant and equipment less capitalized development expenses.

<sup>5</sup>Cash flow from operating activities less capital expenditures for/plus disposal of intangible assets and property, plant and equipment (including payments for additions to shares/proceeds from changes in the scope of consolidation).

<sup>6</sup>Proposal to the Annual General Meeting in May 2022.

Due to calculation processes, tables and references may produce rounding differences from the mathematically exact values (monetary units, percentage statements, etc.).

# FINANCIAL CALENDAR / RESEARCH COVERAGE / IR CONTACT



Event	Date
Quarterly results Q2 2022 <sup>1</sup>	August 2, 2022
Quarterly results Q3 2022 <sup>1</sup>	November 3, 2022

Elmos Semiconductor SE – basic share data	
ISIN / WKN:	DE0005677108 / 567710
Stock symbol:	ELG
Code:	ELGG.De
Class:	Non-par value bearer shares
Segment:	Prime Standard, Regulated Market
Share capital:	17,700,000 € / shares

Institution	Analyst	Recommendation
Deutsche Bank	Robert Sanders	Hold
Hauck & Aufhäuser	Christian Sandherr	Buy
Oddo BHF	Martin Marandon-Carlhian	Hold
Warburg Research	Malte Schaumann	Buy

Investor Relations	
Ralf Hoppe	
Head of Investor Relations & Public Relations	
Phone	+49 231 7549 7000
Email	ralf.hoppe@elmos.com

<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](http://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

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