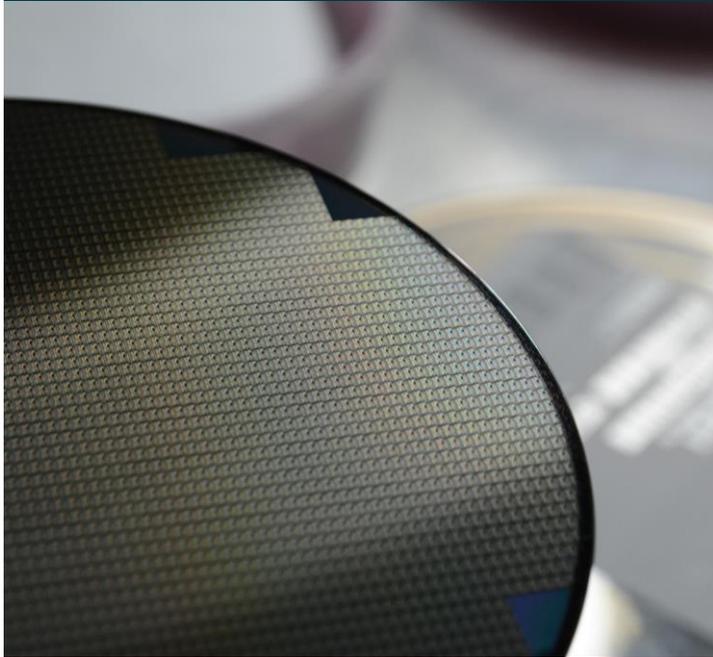


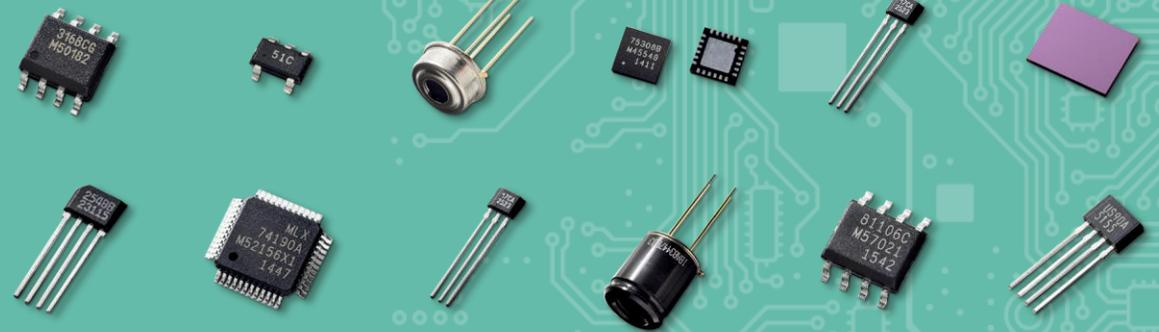


Presentation results FY19

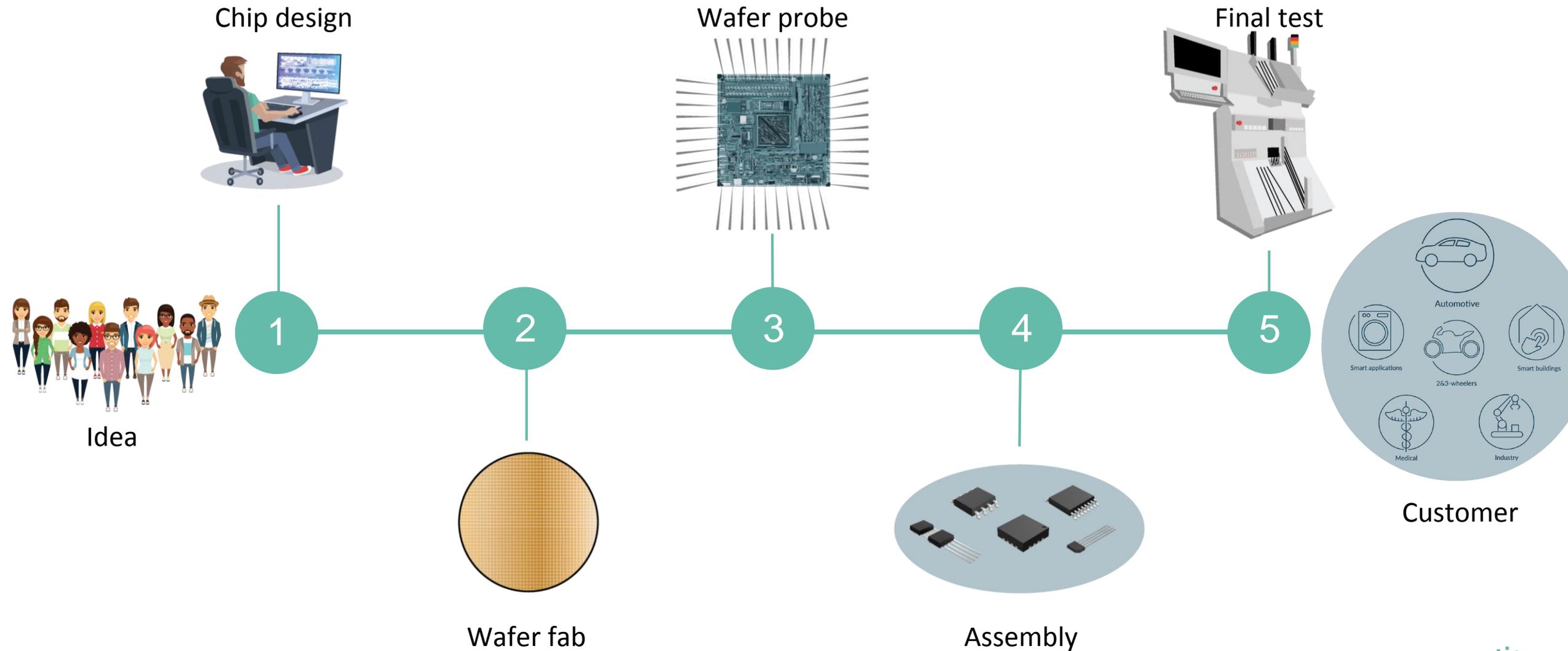
What do we do?



We create innovative
micro-electronic solutions
for the best imaginable future

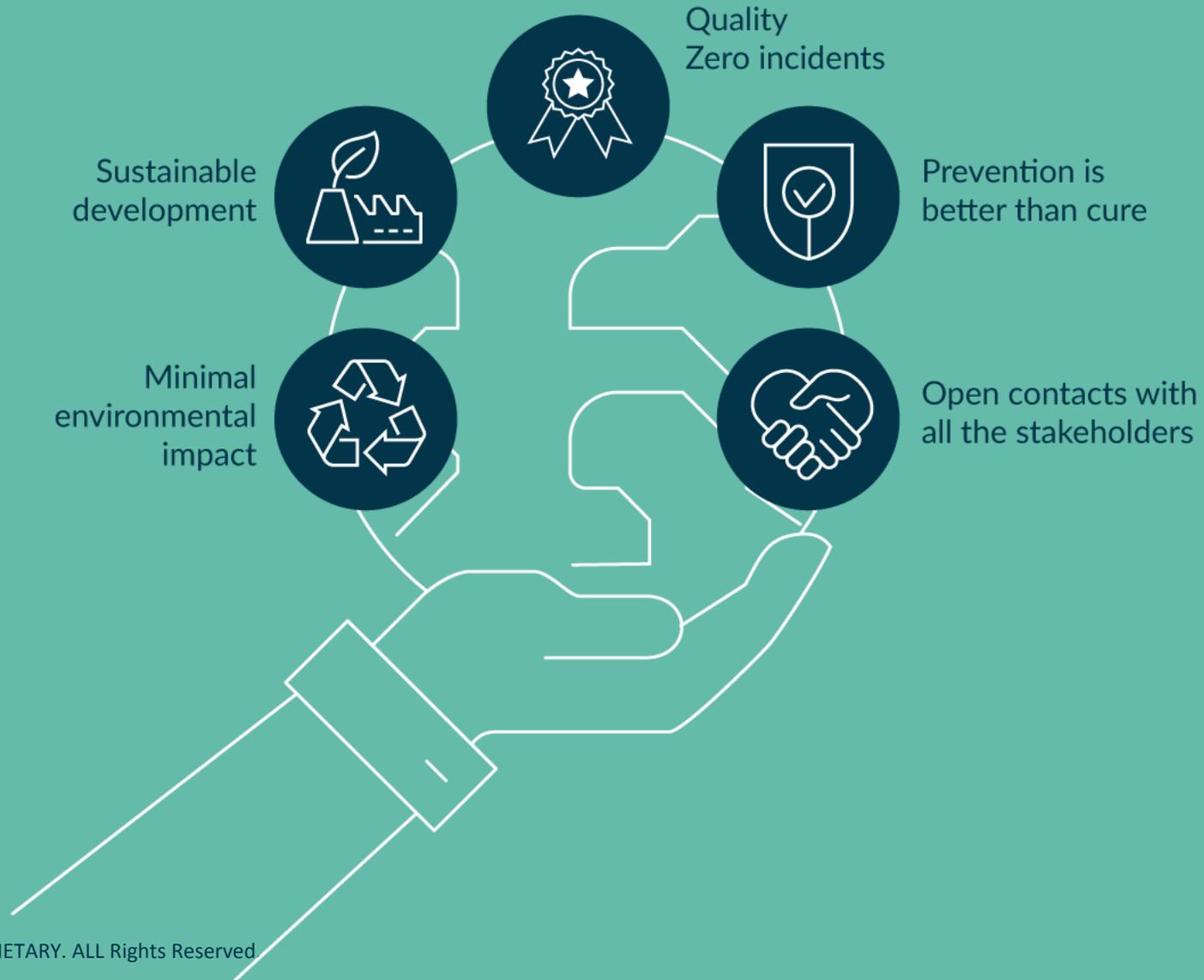


Process flow



SUSTAINABILITY AT HEART

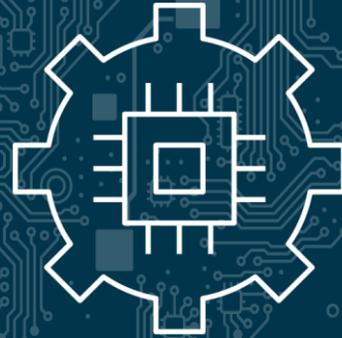
Our environmental policy is based on five principles



Melexis strategy



Focus on
innovation in
automotive and
adjacent
markets

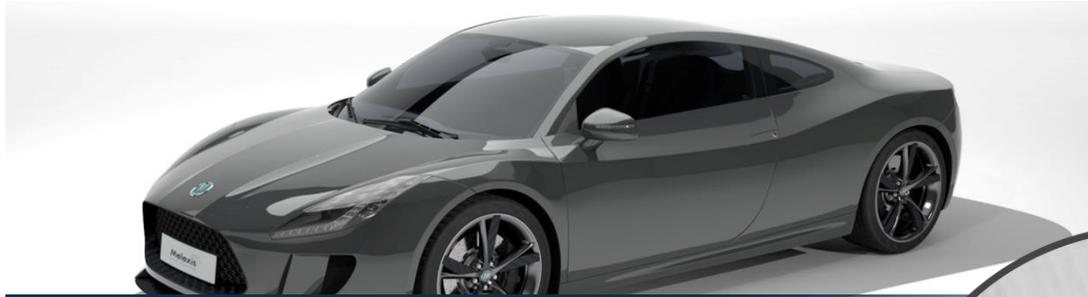


Leadership in
*sensing and
driving solutions*
to our
customers'
advantage



Organic growth,
selective
acquisitions

Common denominator: sensing & driving is everywhere



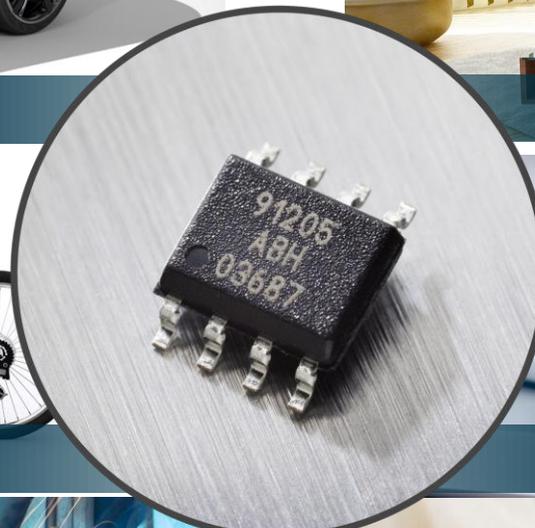
Automotive



Home



Motorcycles and e-bikes



Consumer



Industry



Healthcare

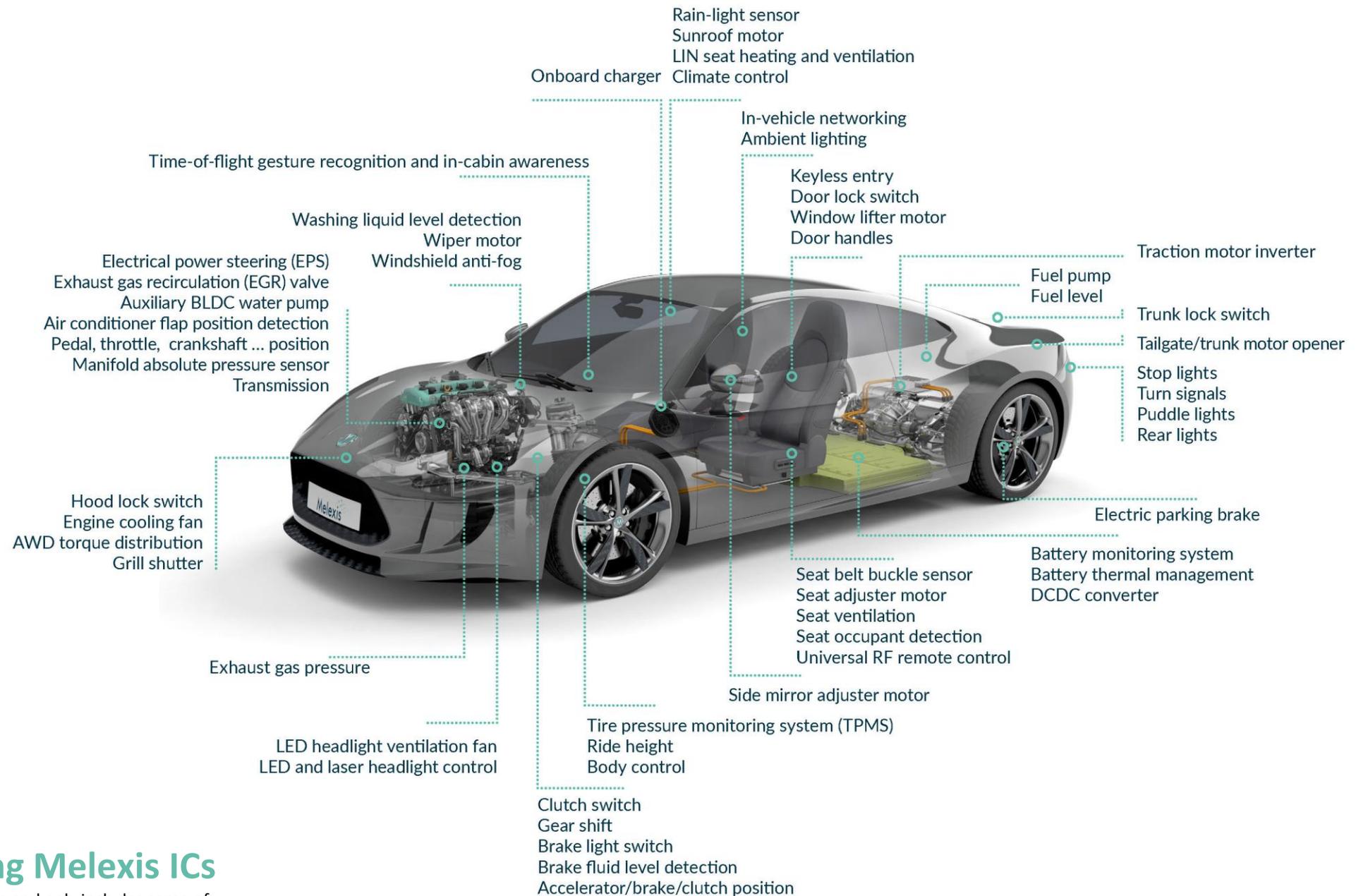
Melexis supplied > 1.2 billion ICs worldwide in 2019



- Magnetic position sensors • Pressure sensors
- Inductive position sensors • Tire monitoring sensors
- Current sensors • Temperature sensors
- Latch & switch • Optical sensors
- Embedded drivers • Sensor interfaces
- Smart drivers • Embedded lighting



11 chips in every new car



Applications containing Melexis ICs

Disclaimer: Please note this list is not exhaustive and only includes some of the most common applications containing Melexis ICs.

Over 1500 people on 3 continents



Sales & Applications

- Belgium – Ieper, Tessenderlo
- Greater China – Shanghai
- France – Grasse, Paris
- Germany – Erfurt, Dresden
- Japan – Yokohama
- USA – Nashua, Detroit, San Jose
- South Korea – Seoul
- Switzerland - Bevaix



Manufacturing

- Belgium – Ieper
- Bulgaria – Sofia
- France – Corbeil-Essonnes
- Germany – Erfurt
- Malaysia – Kuching



Research & Development

- Belgium – Ieper, Tessenderlo
- Philippines – Manila
- Bulgaria – Sofia
- Switzerland - Bevaix
- France – Grasse, Paris
- Ukraine – Kiev
- Germany – Erfurt, Dresden, Düsseldorf
- USA – Nashua



Melexis vs Automotive Trends

Melexis enables
edge sensing & edge driving

Melexis engineers small, smart
Sensing and **Driving** nodes
supporting
in-vehicle edge computing systems

Melexis vs automotive trends

Powertrain systems



Zero emissions

Electrification

(xHEV & xEV)



Zero traffic fatalities

ADAS

(assisted & autonomous drive)



User experience

Personalization

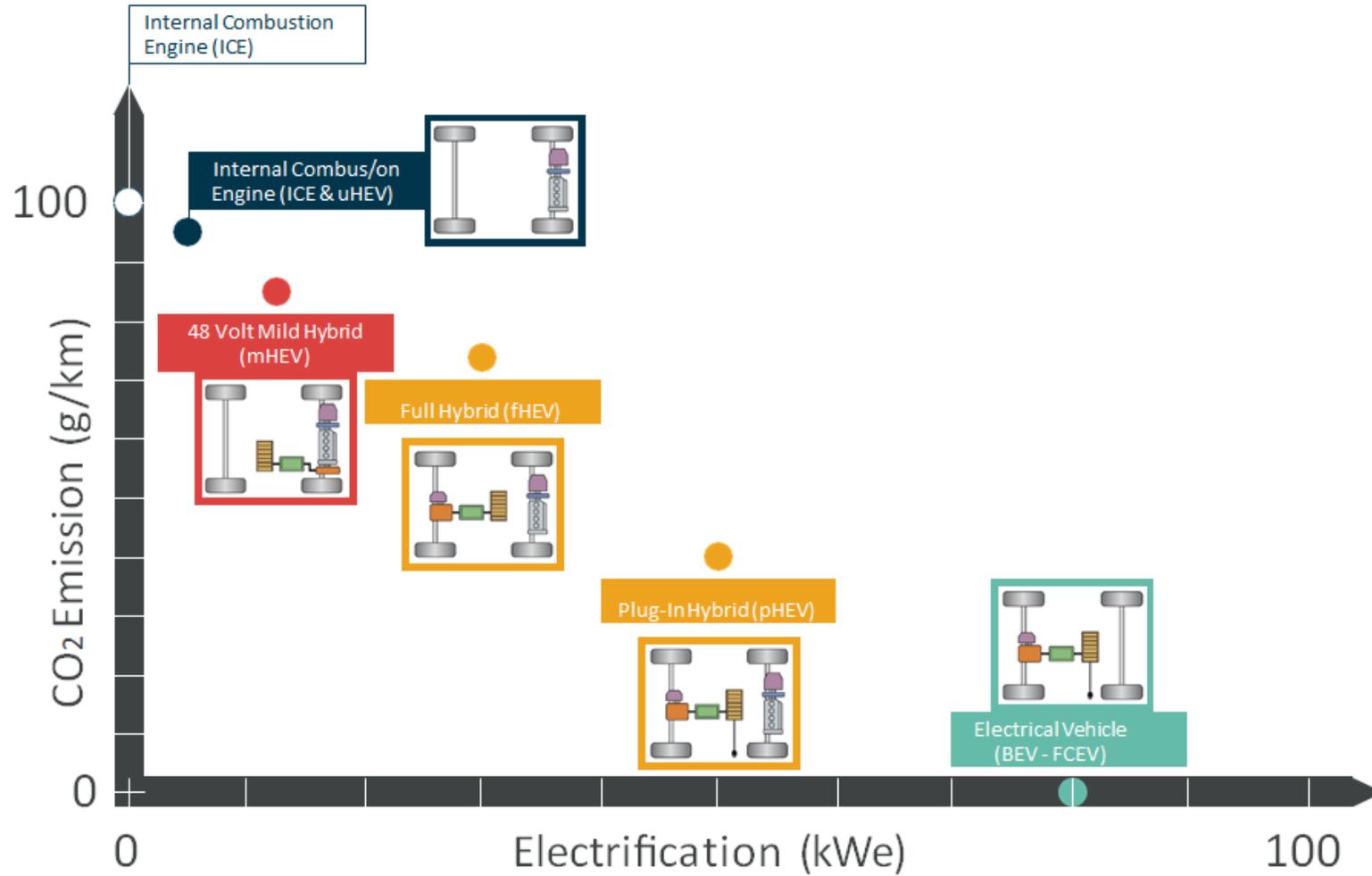
(customization)



Chassis, body & safety systems

Powertrain Systems

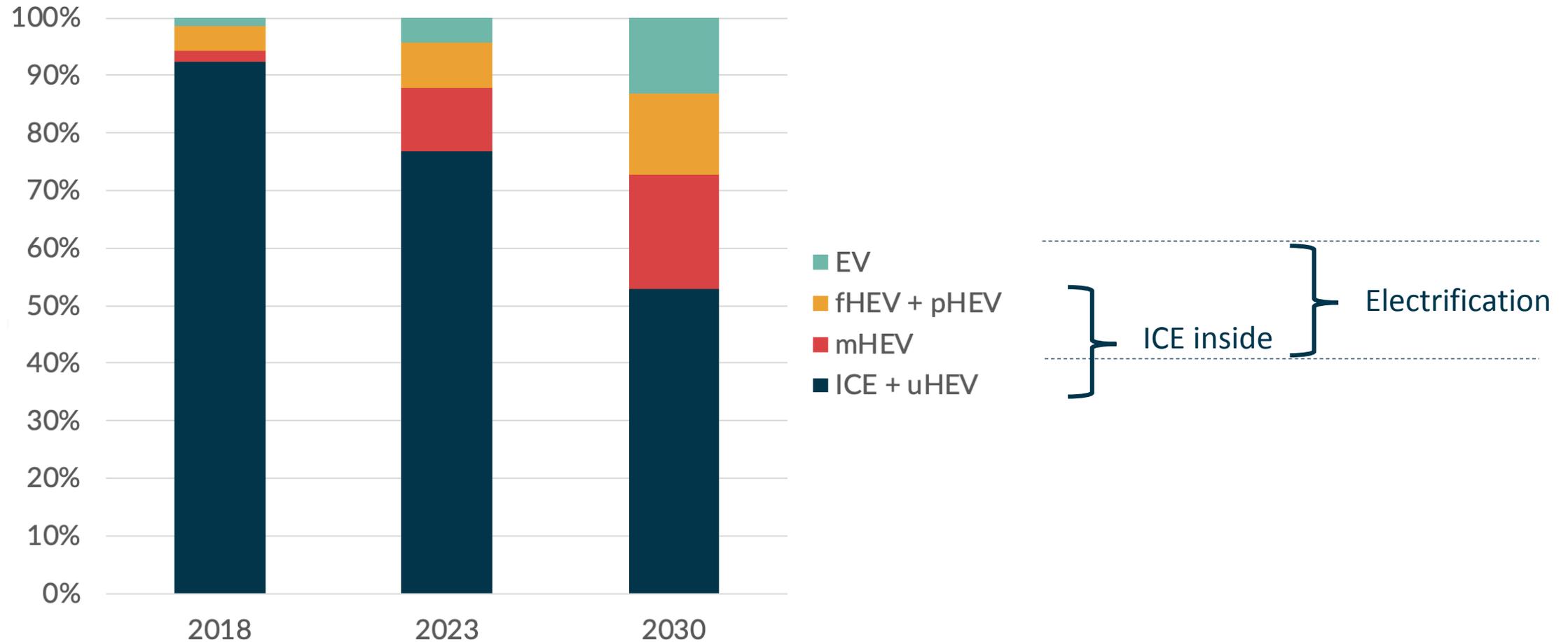
Levels of Electrification



Powertrain Systems



Electrification – Segmentation – Market Split

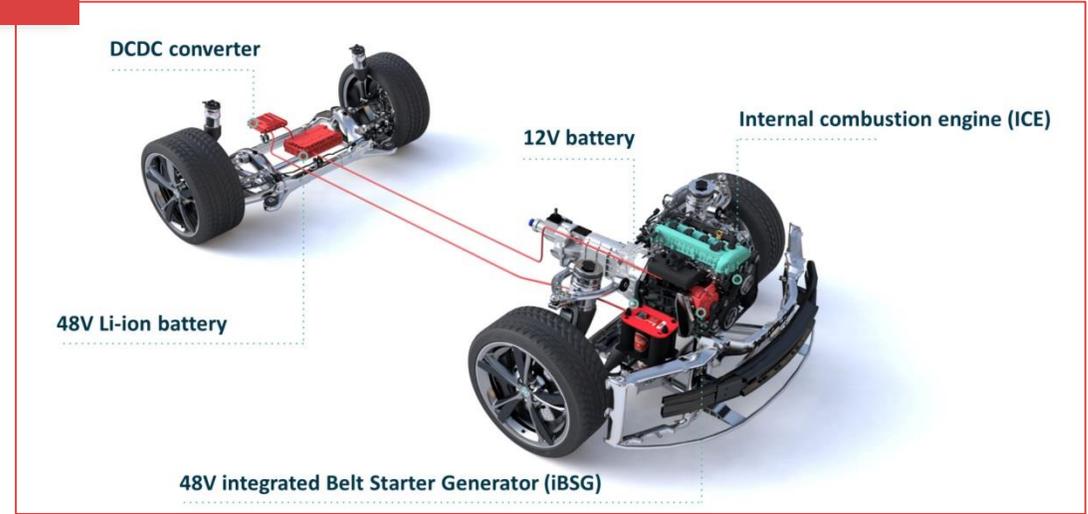


Source: Strategy Analytics and Melexis estimates

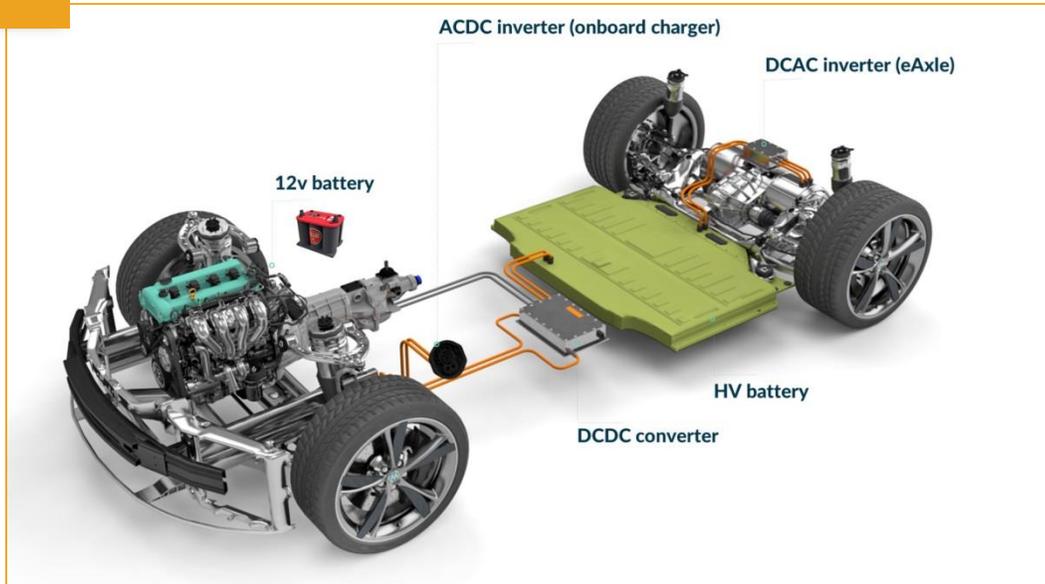
Internal Combustion Engine (ICE + uHEV)



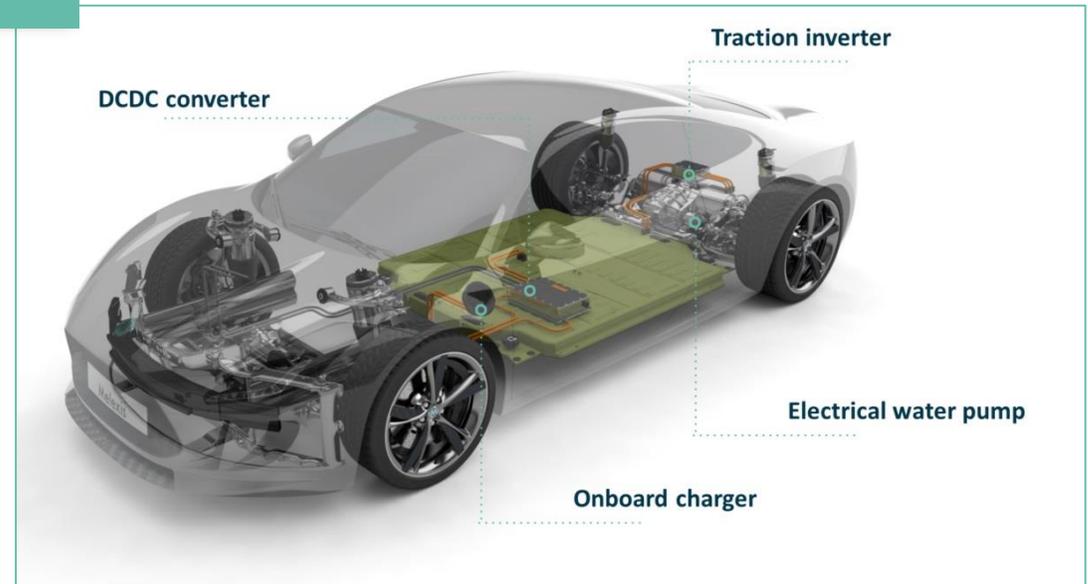
48 Volt Mild Hybrid (mHEV)



Full Hybrid (fHEV) - Plug-In Hybrid (pHEV)



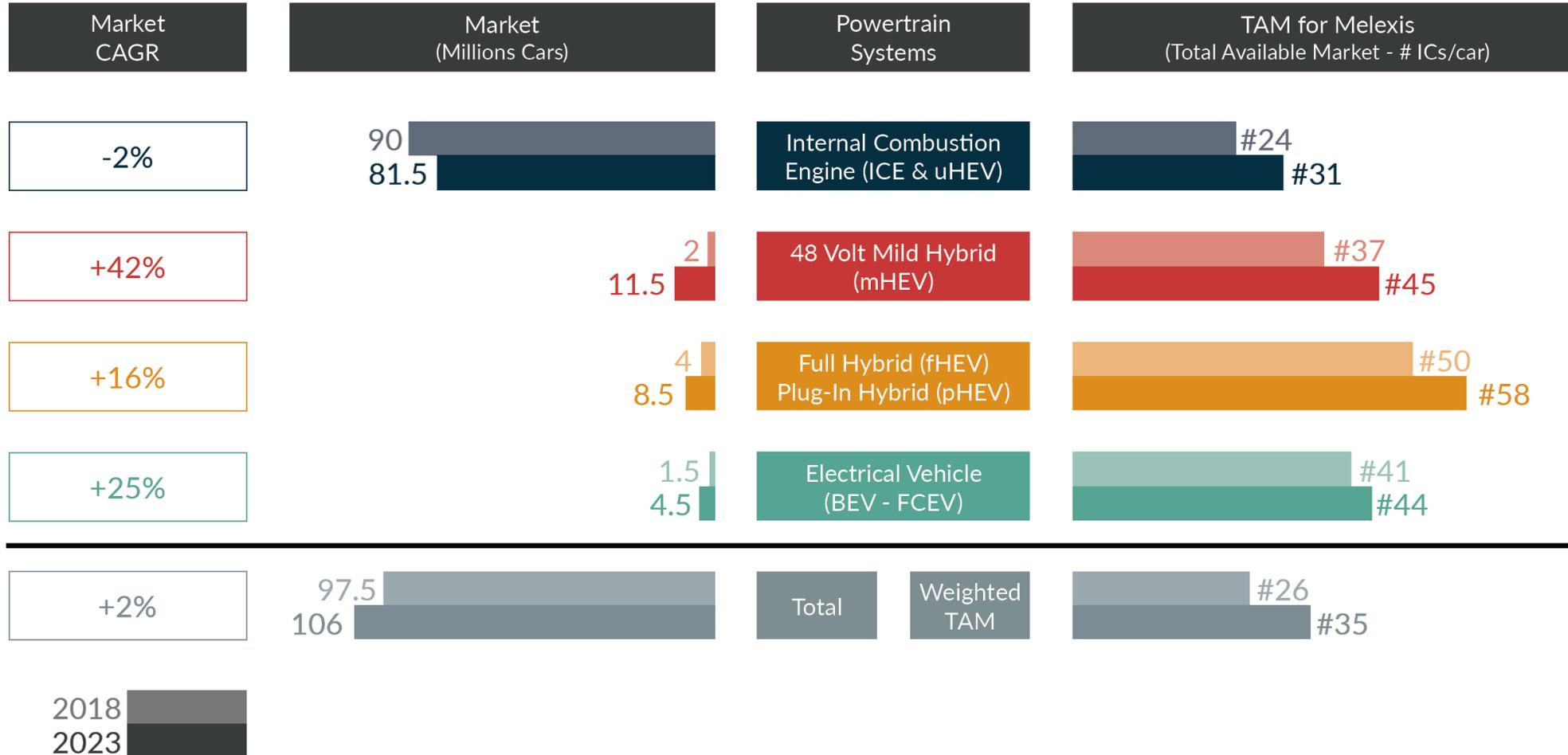
Electrical Vehicle (BEV – FCEV)



Powertrain Systems



Electrification – Segmentation – TAM



Chassis

Breaking – Steering – Suspension



Body

Lighting – HVAC - Others



Safety

(Passive)



Source visuals: BMW

<https://www.autozeitung.de/klimaanlage-auto-wartung-funktion-187651.html>
<http://fertyimg.pw/Cremallera-de-direccin-hidraulica-Nissan-Tecnologia-t.html>

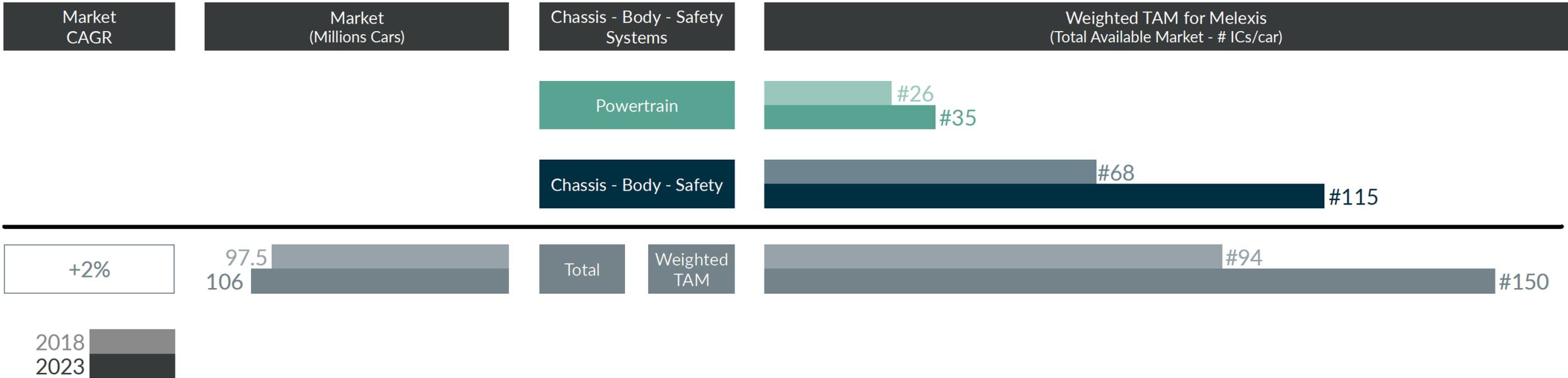
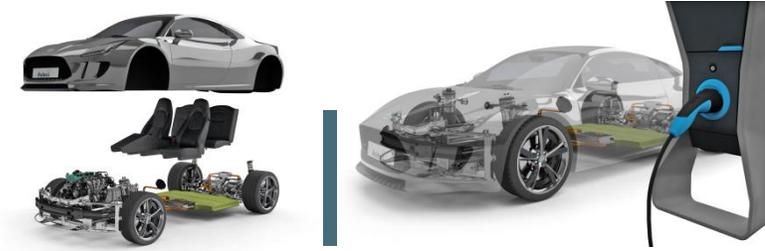


Chassis – Body – Safety Systems

Segmentation - TAM



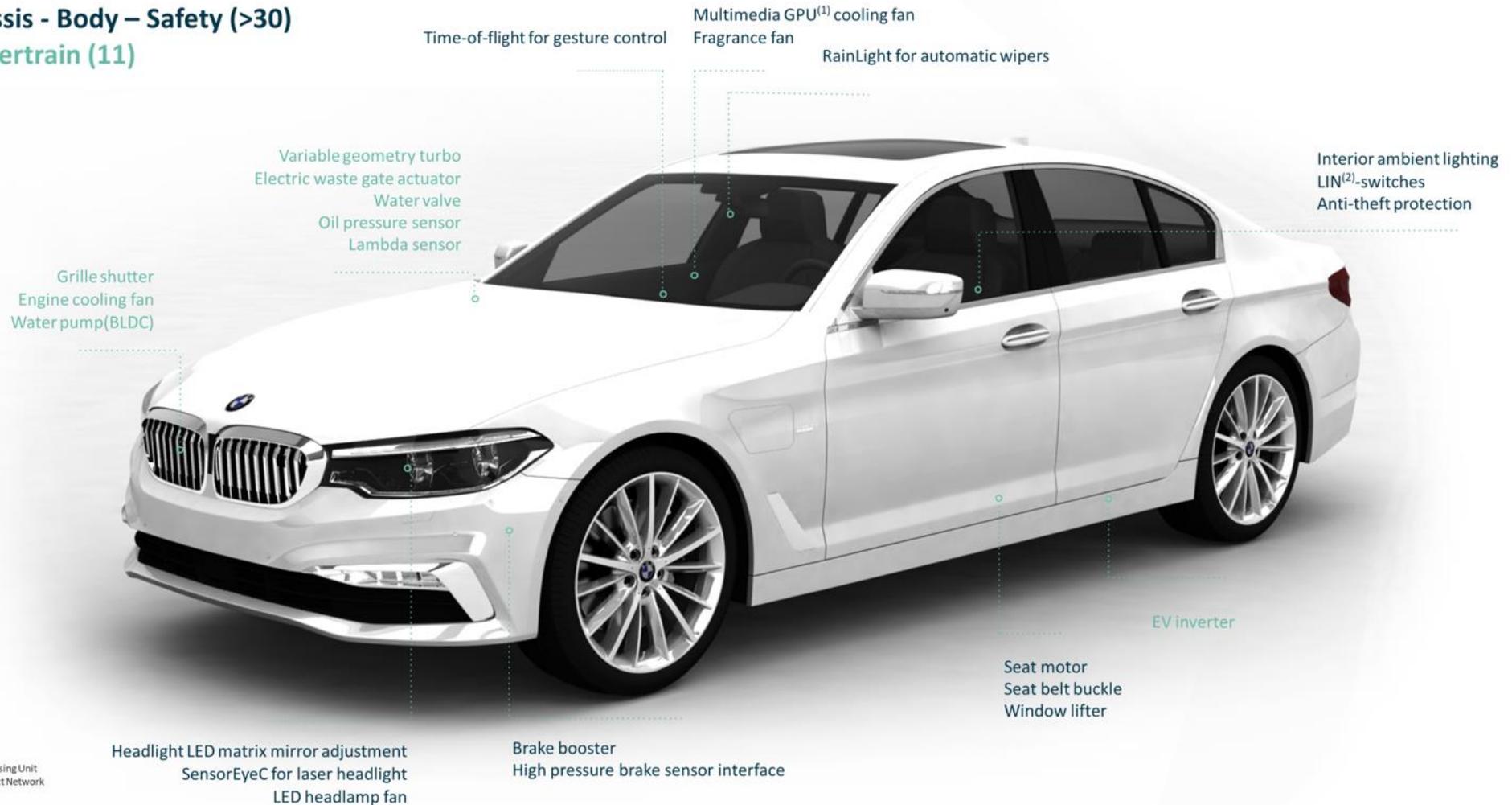
Melexis in automotive



BMW 530e

* Chassis - Body – Safety (>30)

* Powertrain (11)



(1)GPU – Graphics Processing Unit
(2)LIN – Local Interconnect Network

Melexis beyond automotive

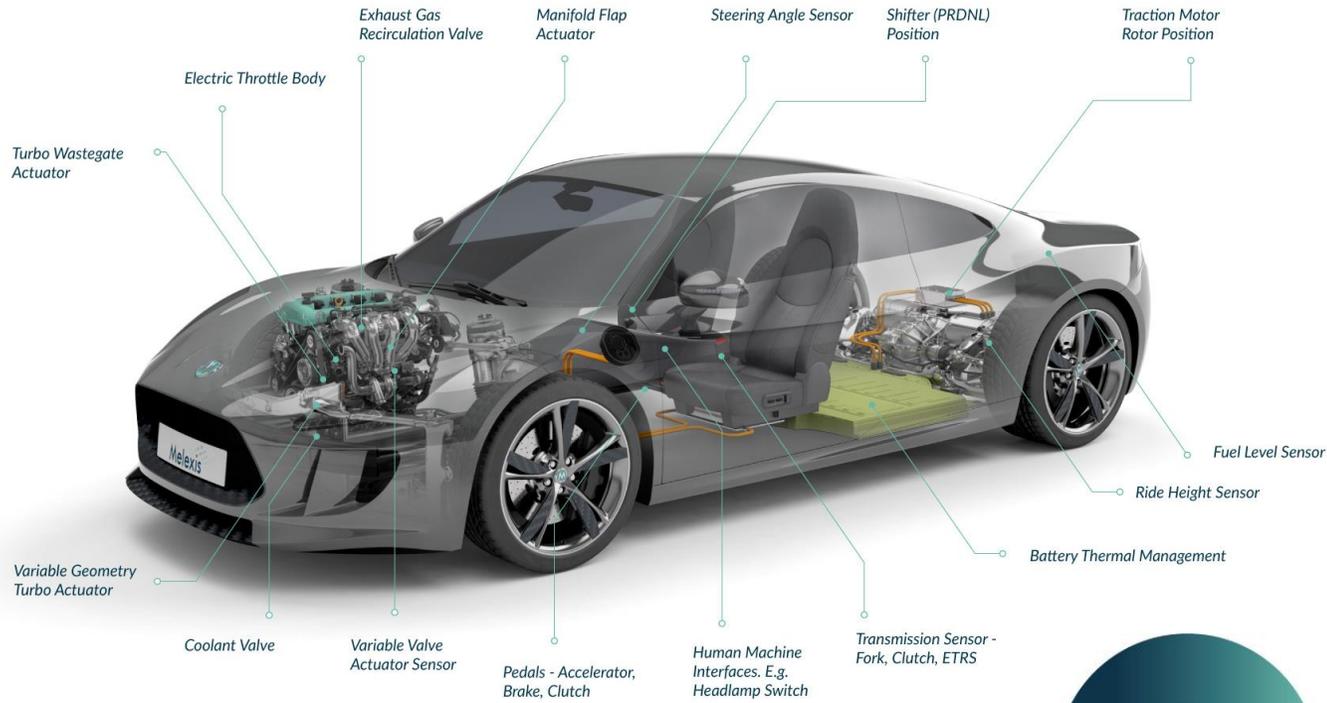
Sensors & drivers for similar challenges

- White goods – Focus on CO2
- Motorcycles and e-bikes
- Industry 4.0 – Closed loop control
- Drones 
- Robotics – Focus on autonomy
- Thermal information – People detection
- Environmental imaging
- Industrial position sensing
- Power monitoring & motor control



Milestones

1
Triaxis® by Melexis
BILLION
 SENSORS SHIPPED



SIL | READY
 BY MELEXIS

2
Melexis
BILLION
 SWITCHES SHIPPED



Our market position



Automotive
semiconductors

#14



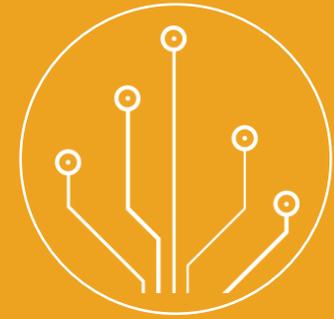
Automotive sensors

#3



Magnetic sensors

#3



Magnetic position
sensors

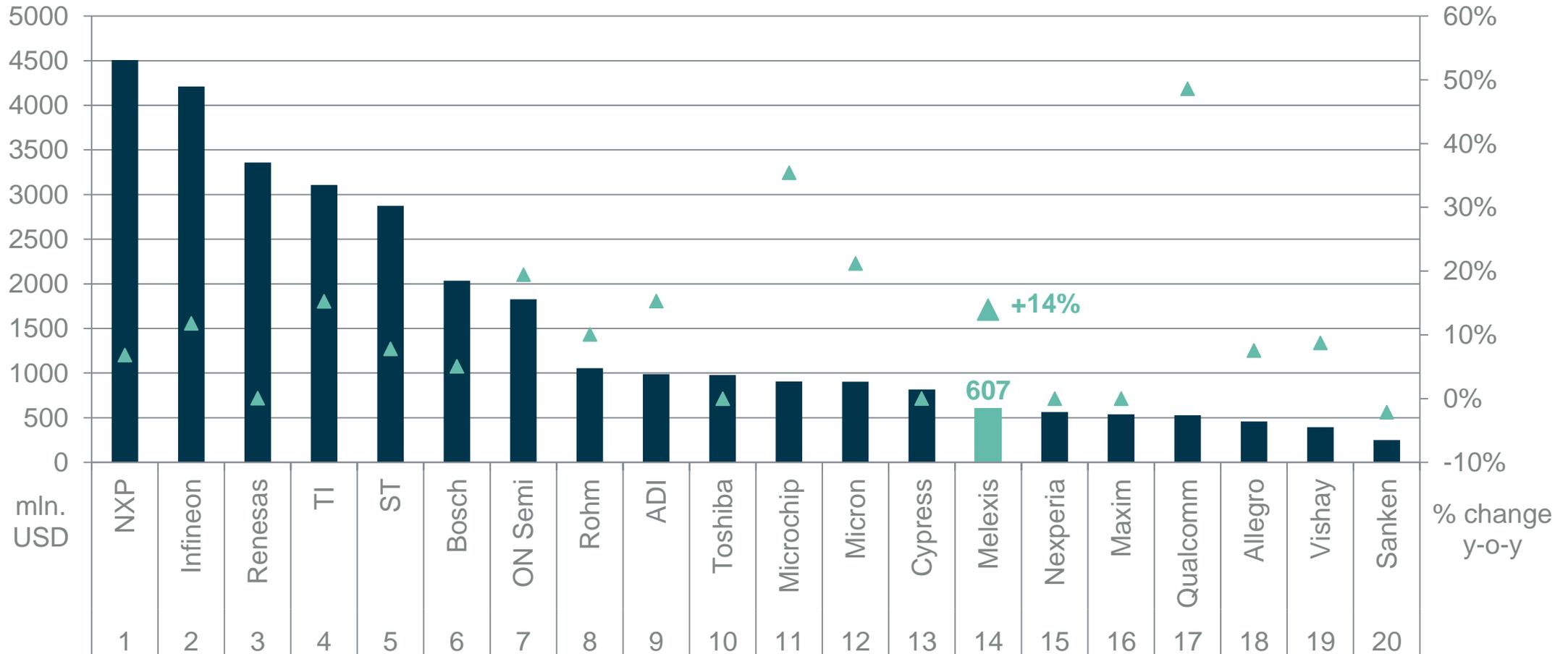
Latch & switch

Ambient lighting

#1

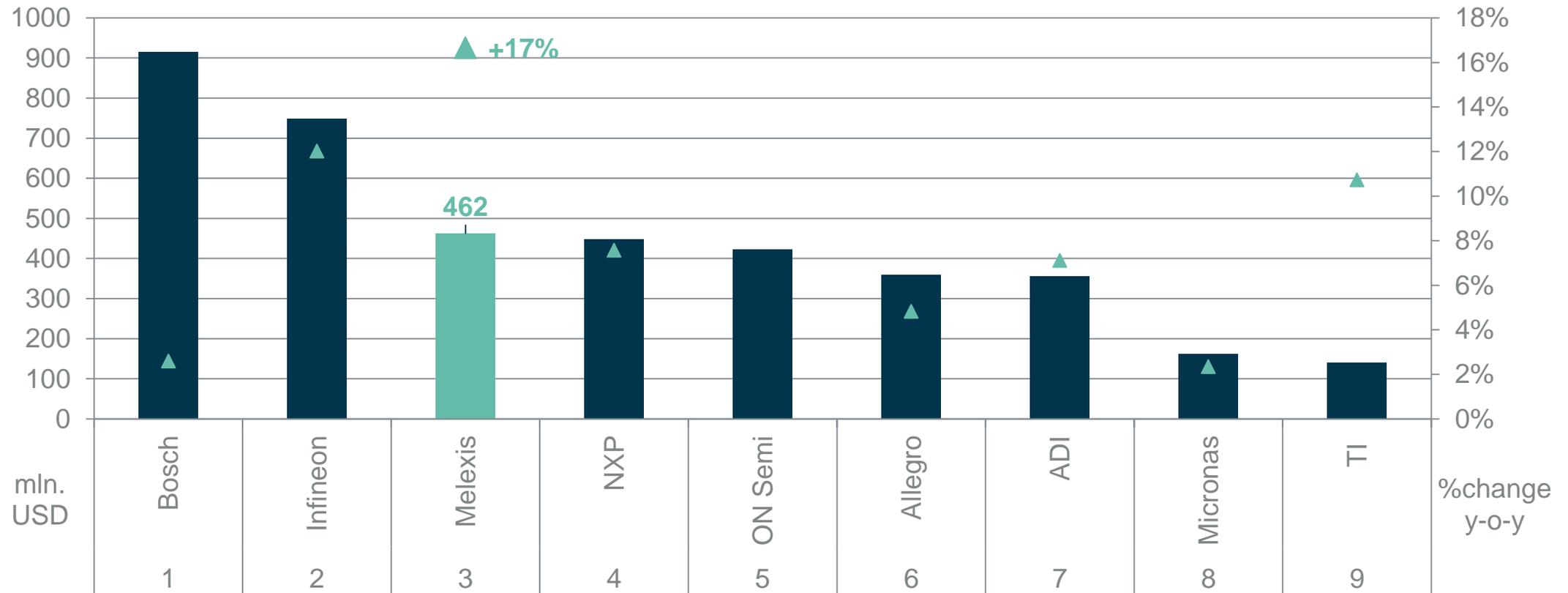
Melexis ranking 14th in automotive semiconductor

Automotive semiconductor sales 2018 (mln. USD)
5 year CAGR (2013-2018)



Melexis ranking 3rd in automotive sensors

Automotive sensor sales 2018 (mln. USD)
5 year CAGR (2013-2018)

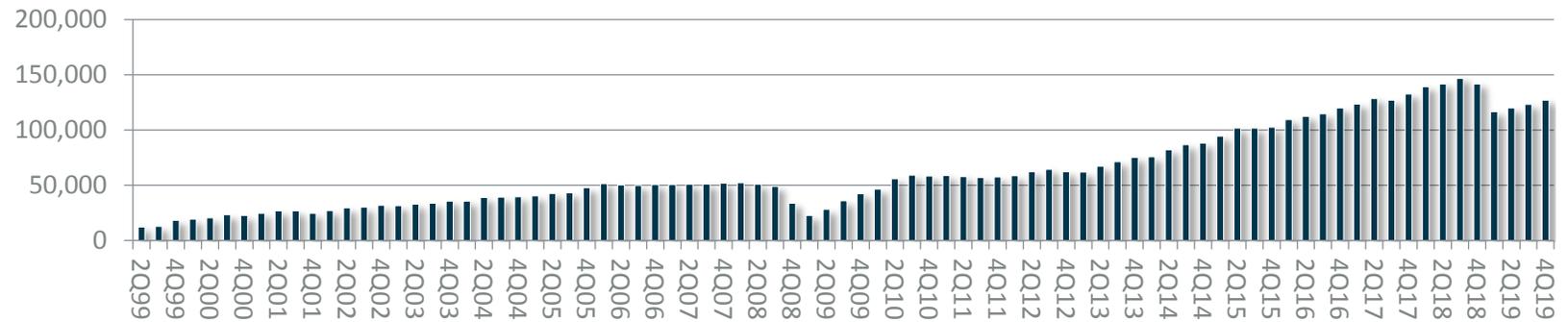


Evolution financials 2000-2019

Turnover

Q4 2019: 127.1 mln EUR

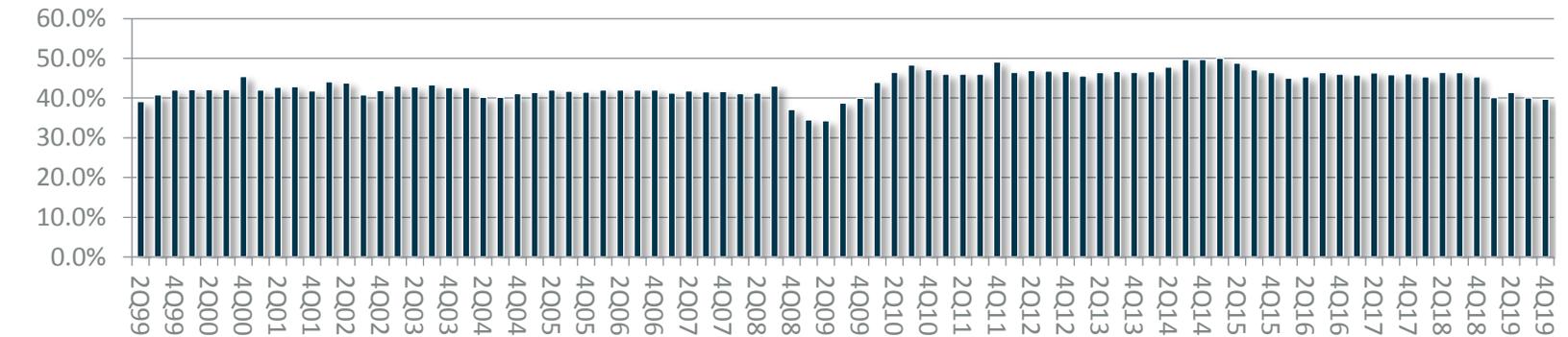
FY 2019: 486.9 mln EUR



Gross profit margin

Q4 2019: 39.7%

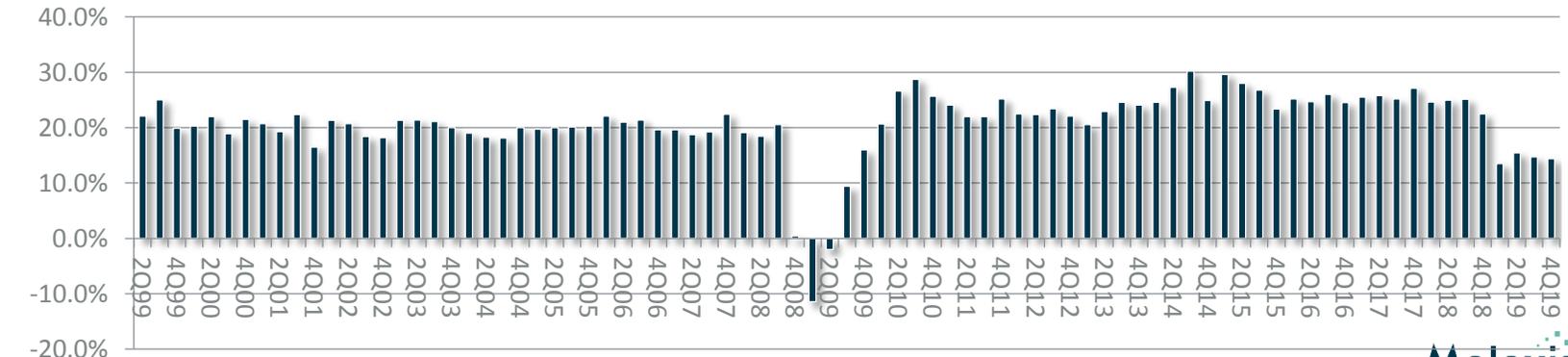
FY 2019: 40.3%



Operating margin

Q4 2019: 14.4%

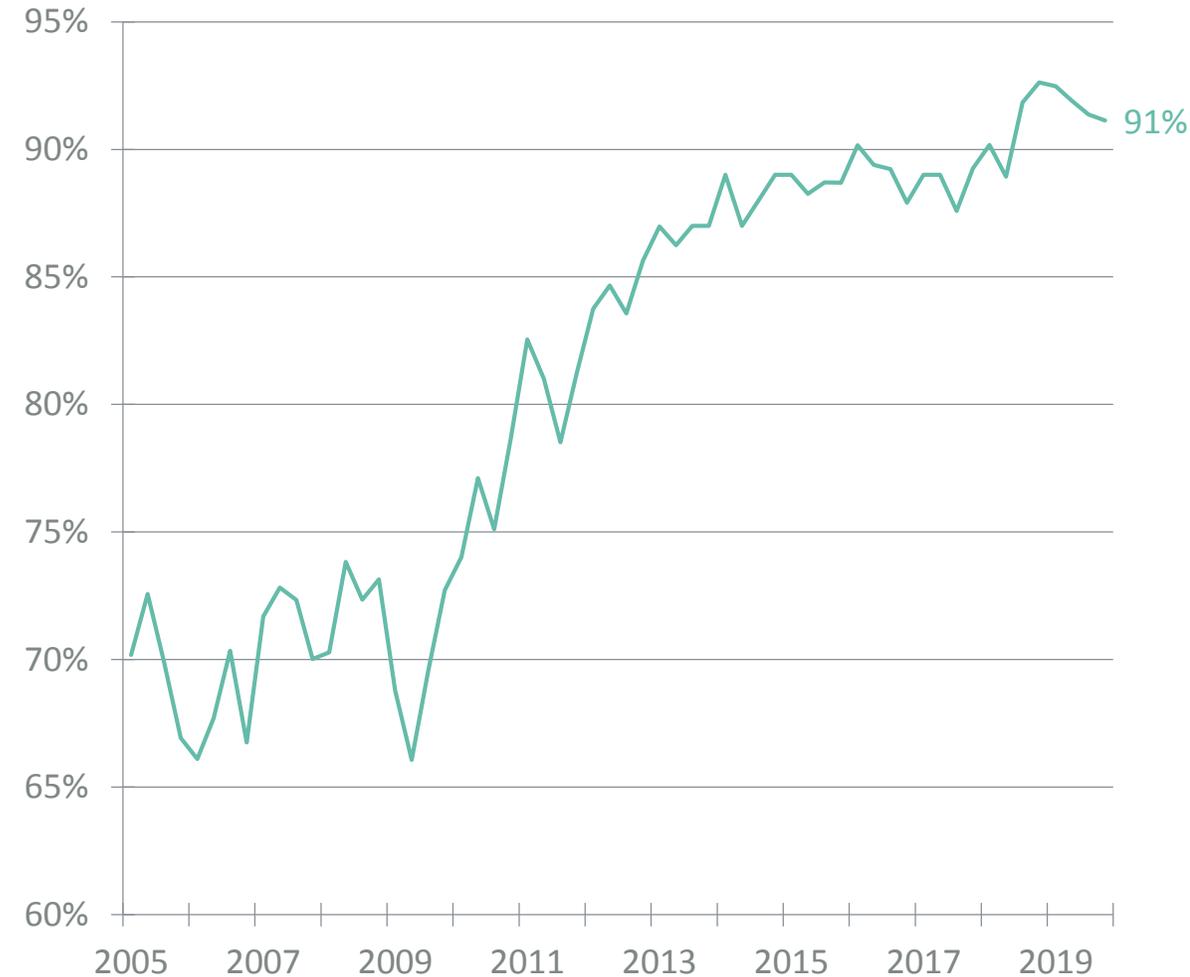
FY 2019: 14.5%



% ASSP sales



% automotive sales



FY 2019 results at a glance

Sales
486.9m EUR

-14% Y-o-Y

Gross margin

40.3%

196.2m EUR

-25% Y-o-Y

Operating result

14.5%

70.6m EUR

-49% Y-o-Y

Net result

1.49 EPS

60.3m EUR

-48% Y-o-Y

Oper. cash flow

(before wcap change)

119.7m EUR

-32% Y-o-Y

Net debt

23.2m EUR

Outlook

Melexis expects sales in the first quarter of 2020 to be in the range of 134-138 million euro, with a gross profit margin around 41% and an operating margin around 17% at the midpoint of the sales guidance.

For the full year 2020, Melexis expects sales growth around 10%, a gross profit margin around 41% and an operating margin around 17%, all taking into account a EUR/USD exchange rate of 1.10.

Profit & loss

FY 2019 versus FY 2018

P&L account (in million EUR)	FY 2019	% of Sales	FY 2018	% of Sales
Sales	486.9	100.0%	569.4	100.0%
Cost of goods sold	-290.6	-59.7%	-308.2	-54.1%
Gross margin	196.2	40.3%	261.1	45.9%
R&D	-79.6	-16.3%	-78.0	-13.7%
G&A	-30.6	-6.3%	-30.1	-5.3%
Selling	-15.5	-3.2%	-14.6	-2.6%
Other operating result		0.0%		0.0%
EBIT	70.6	14.5%	138.5	24.3%
Net financial result	-1.4	-0.3%	0.3	0.1%
Income taxes	-9.0	-1.8%	-23.3	-4.1%
Net profit	60.3	12.4%	115.5	20.3%
Earnings per share	1.49		2.86	

Q4 2019 results at a glance

Sales

127.1m EUR

-10% Y-o-Y

Gross margin

39.7%

50.4m EUR

-21% Y-o-Y

Operating result

14.4%

18.3m EUR

-43% Y-o-Y

Net result

0.38 EPS

15.4m EUR

-46% Y-o-Y

Oper. cash flow

(before wcap change)

27.1m EUR

-38% Y-o-Y

Net debt

23.2m EUR

Outlook

Melexis expects sales in the first quarter of 2020 to be in the range of 134-138 million euro, with a gross profit margin around 41% and an operating margin around 17% at the midpoint of the sales guidance.

For the full year 2020, Melexis expects sales growth around 10%, a gross profit margin around 41% and an operating margin around 17%, all taking into account a EUR/USD exchange rate of 1.10.

Profit & loss

Q4 2019 versus Q4 2018 versus Q3 2019

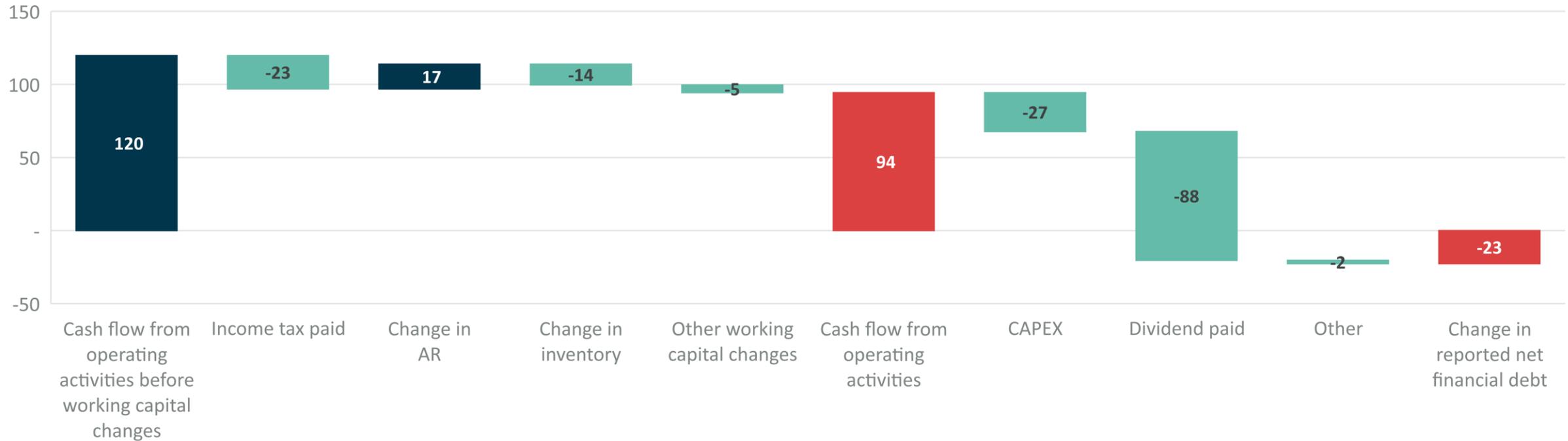
P&L account (in million EUR)	Q4 2019	% of Sales	Q4 2018	% of Sales	Q3 2019	% of Sales
Sales	127.1	100.0%	141.6	100.0%	123.3	100.0%
Cost of goods sold	-76.6	-60.3%	-77.5	-54.7%	-74.0	-60.0%
Gross margin	50.4	39.7%	64.2	45.3%	49.3	40.0%
R&D	-20.5	-16.1%	-20.8	-14.7%	-19.8	-16.1%
G&A	-7.6	-6.0%	-7.9	-5.6%	-7.6	-6.2%
Selling	-4.0	-3.1%	-3.6	-2.5%	-3.7	-3.0%
EBIT	18.3	14.4%	31.9	22.5%	18.2	14.8%
Net financial result	-0.4	-0.3%	0.5	0.4%	-0.3	-0.2%
Income taxes	-2.5	-2.0%	-4.0	-2.8%	-2.5	-2.0%
Net profit	15.4	12.1%	28.5	20.1%	15.4	12.5%
Earnings per share	0.38		0.70		0.38	

Balance sheet

Q4 2019 versus Q4 2018 versus Q3 2019

Balance Sheet	Q4 2019	Q4 2018	Q3 2019
Total assets	418.6	428.0	453.9
Current assets			
Cash	38.8	34.5	60.2
Inventory	128.5	120.6	128.0
A/R Trade	58.3	75.2	69.7
Non-current assets	181.3	187.6	182.2
Shareholders' equity	299.1	326.0	336.1
Interest bearing debt	62.0	35.0	62.0
Long term	62.0	34.0	62.0
Short term	0.0	1.0	0.0

FY 2019 cash flow

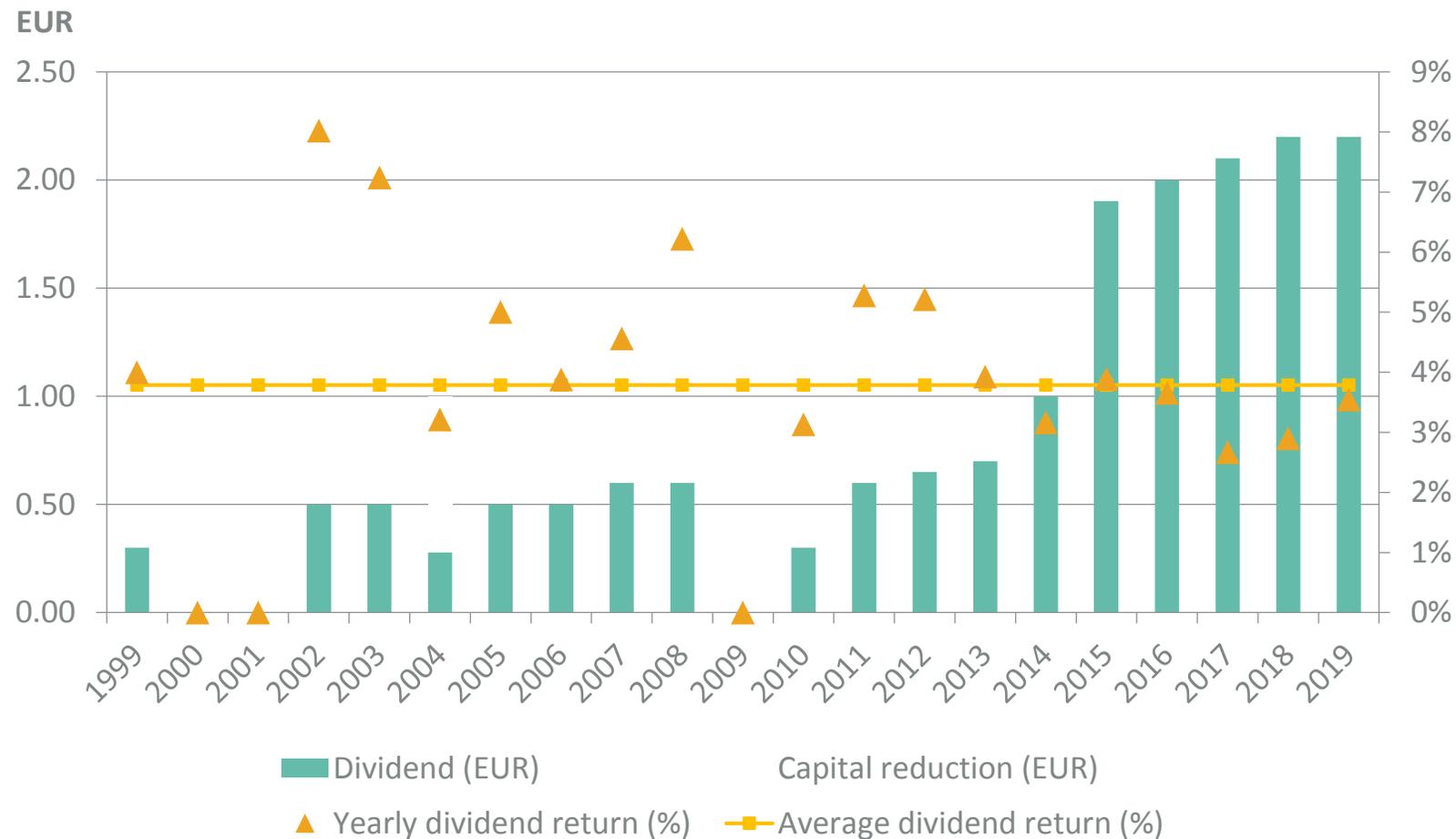


Free cash flow of 68m EUR
in 2019
(23m EUR in 2018)

88m EUR dividend paid to the
shareholders of Melexis in 2019

Dividend yield

Based on average share price

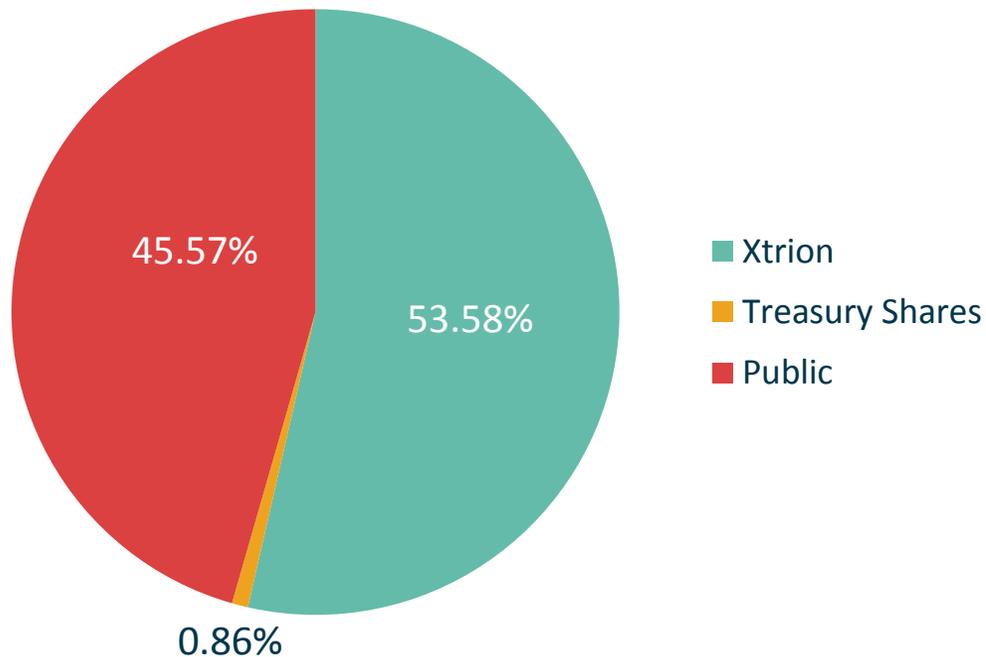


Gross dividend per share (EUR)	
(*) 2004	1.00
2005	0.50
2006	0.50
2007	0.60
2008	0.60
2009	0.00
2010	0.30
2011	0.60
2012	0.65
2013	0.70
2014	1.00
2015	1.90
2016	2.00
2017	2.10
2018	2.20
(**) 2019	2.20

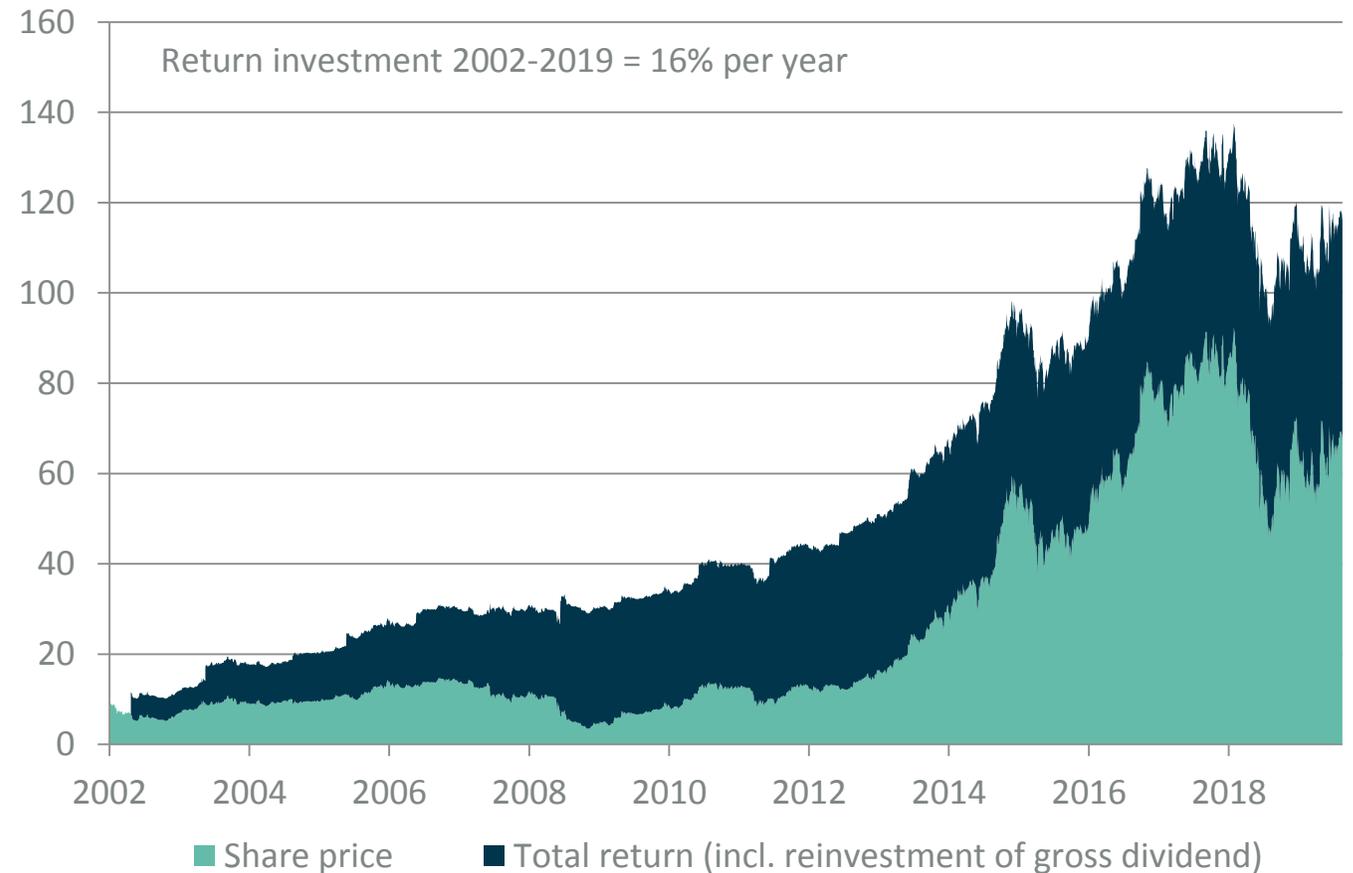
(*) incl. 0.72 cap.decr
(**) 0.90 final dividend payable as from May 15, 2020

Shareholders structure & shareholder return

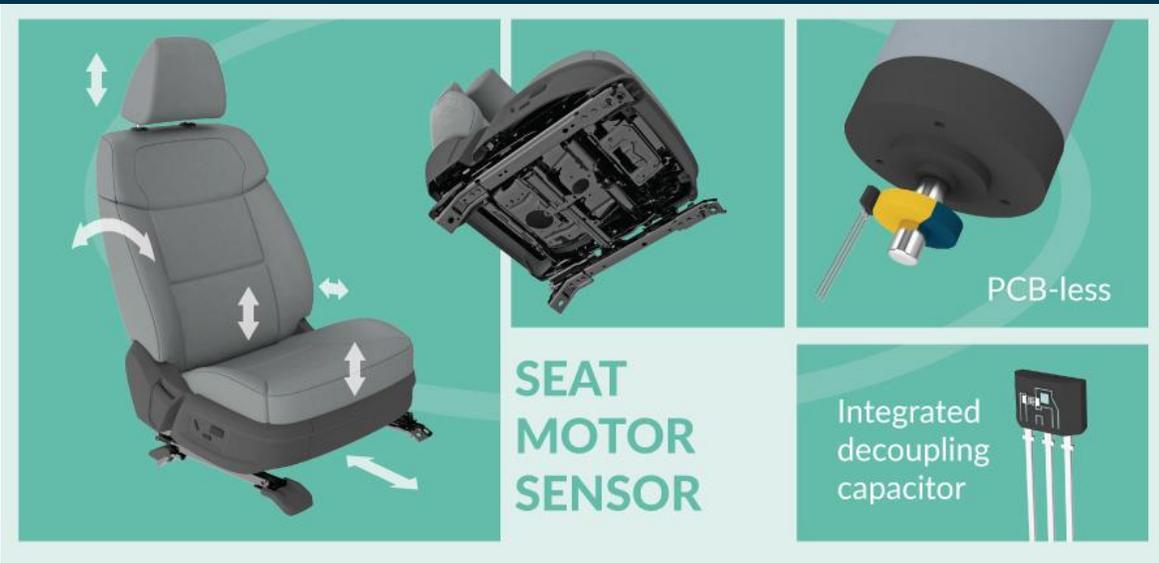
Shareholder structure on 31 Dec 2019



Shareholder Return 2002-2019



Some recent products – BU Sense & Drive

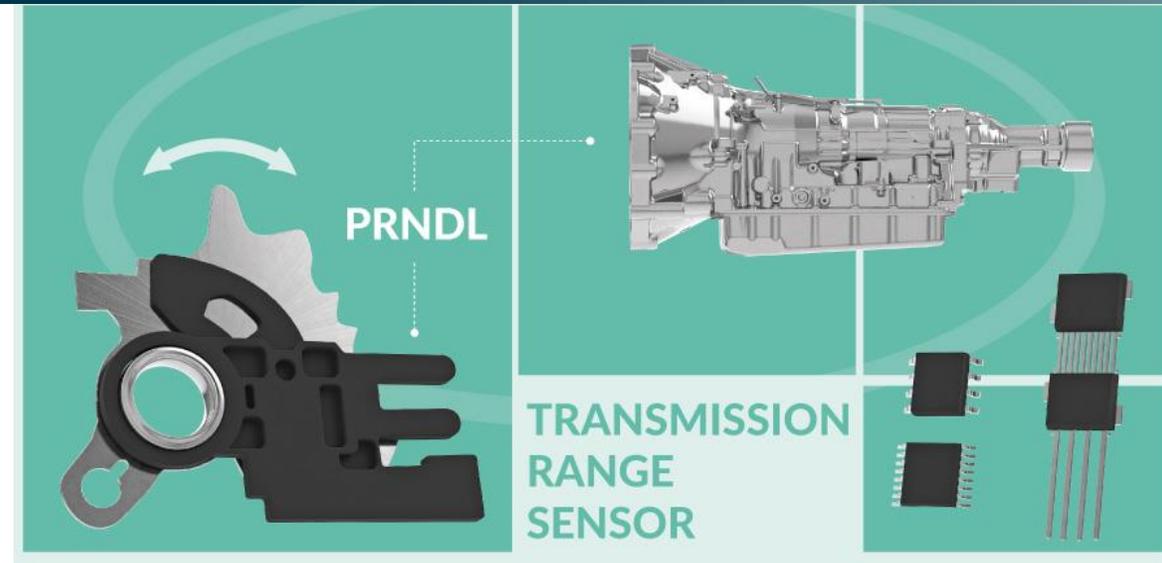


SEAT MOTOR SENSOR

PCB-less

Integrated decoupling capacitor

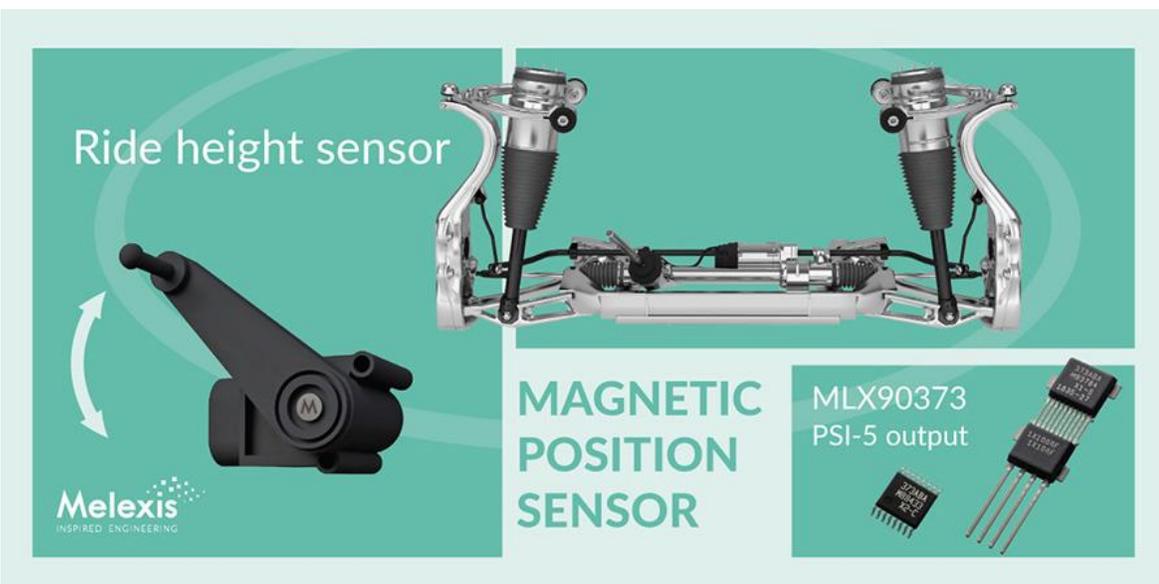
This block features three images: a car seat with arrows indicating movement, a detailed view of the seat motor assembly, and a close-up of the PCB-less sensor component. A small integrated decoupling capacitor is also shown.



PRNDL

TRANSMISSION RANGE SENSOR

This block contains three images: a gear shift knob with a PRNDL indicator, a cutaway view of a transmission assembly, and two different views of the transmission range sensor chip.



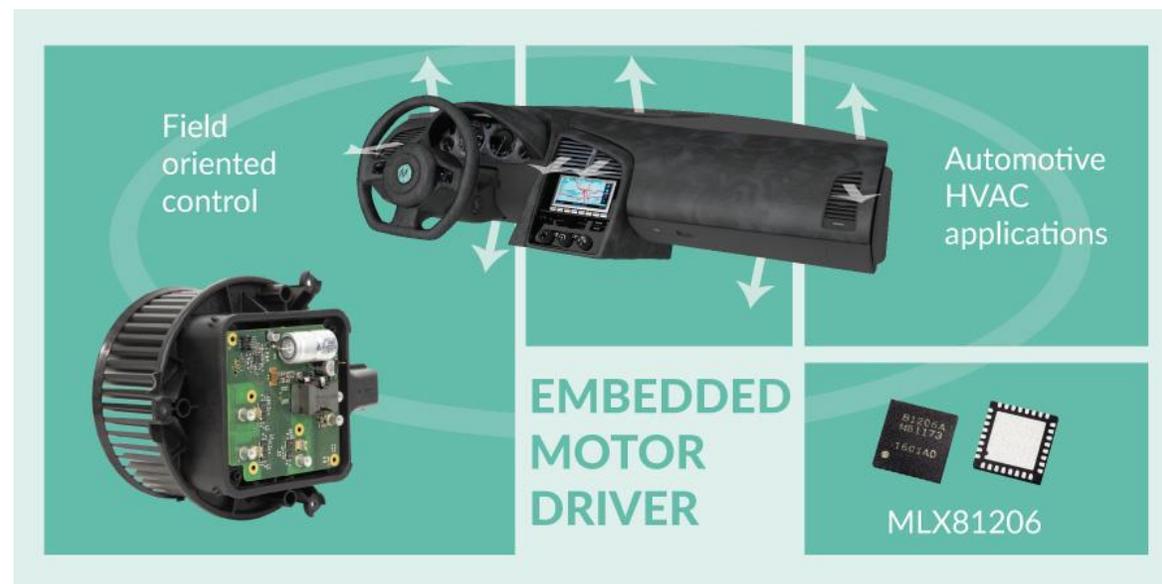
Ride height sensor

MAGNETIC POSITION SENSOR

MLX90373
PSI-5 output

Melexis
INSPIRED ENGINEERING

This block includes three images: a ride height sensor component, a vehicle chassis with sensors installed on the suspension, and the MLX90373 chip. The Melexis logo is in the bottom left corner.



Field oriented control

Automotive HVAC applications

EMBEDDED MOTOR DRIVER

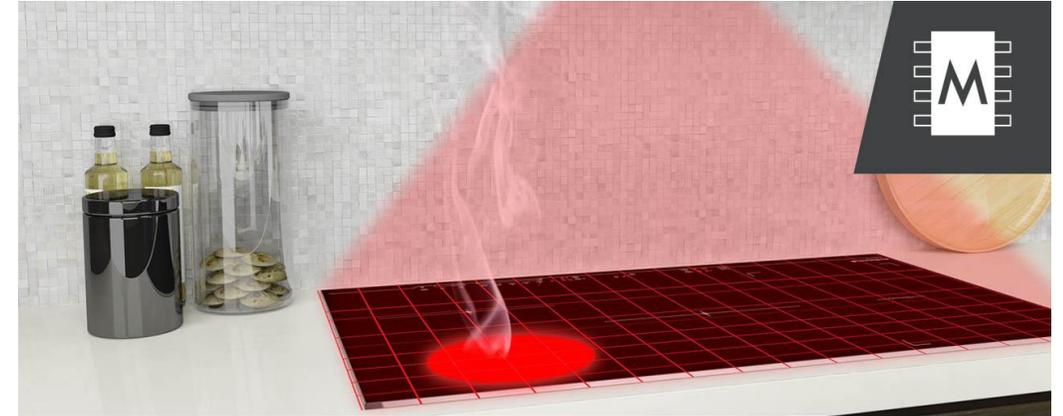
MLX81206

This block features three images: a motor with an embedded driver, a car dashboard with arrows indicating HVAC airflow, and the MLX81206 chip.

Some recent products - BU Sense & Light



MLX90632
MINIATURE MEDICAL GRADE
INFRARED TEMPERATURE SENSOR



**MLX90641 THERMAL SENSOR
ARRAY 16 X 12 PIXELS**

Melexis
INSPIRED ENGINEERING

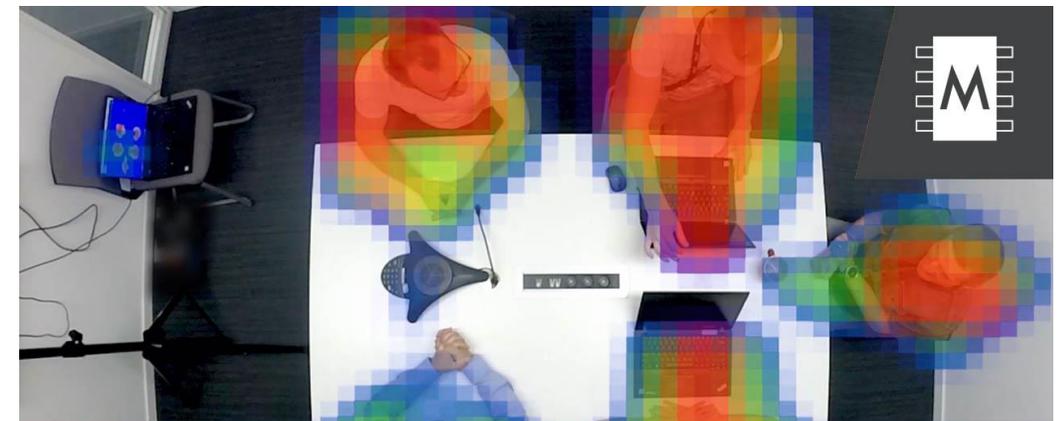
High Resolution Automotive ToF sensor



Beyond 100 Kpixel



Melexis
INSPIRED ENGINEERING



**PEOPLE DETECTION WITH
MLX90640 FIR ARRAY**

Melexis
INSPIRED ENGINEERING

Melexis Investor Relations

Karen van Griensven
CFO

Geert Reynders
Investor Relations

Joren Vanvelk
Financial Analyst

Valerie Kerfs
IR Assistant

investor@melexis.com

+32 (0)13 67 07 79