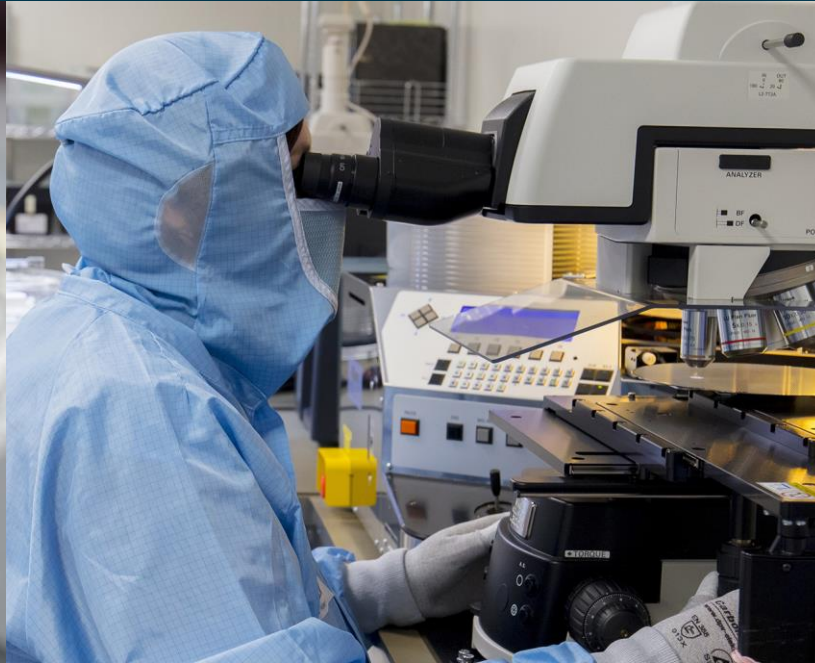
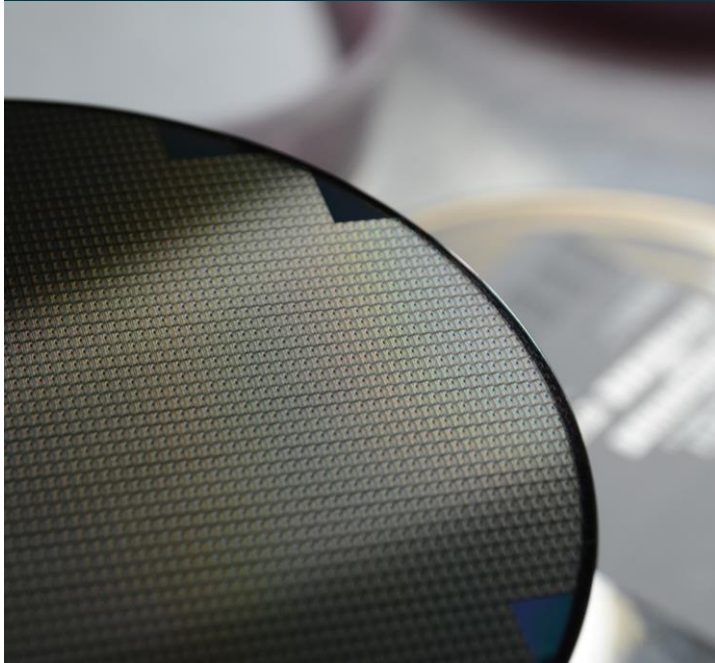


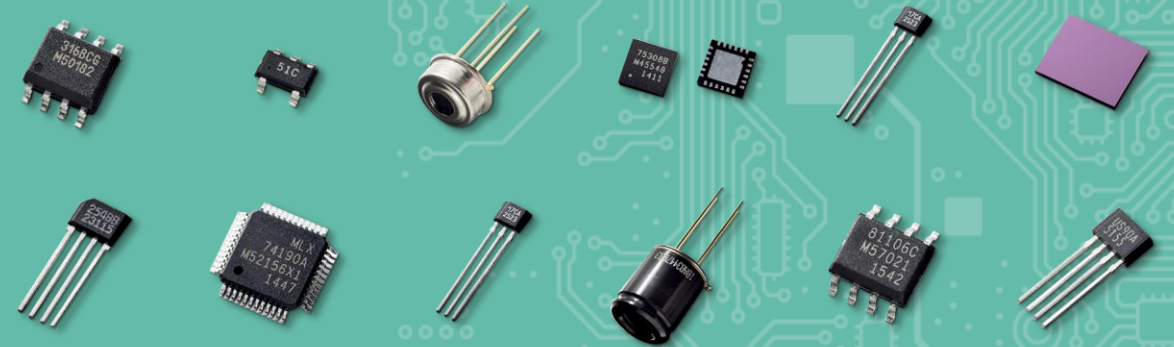


## Presentation results Q1 2020

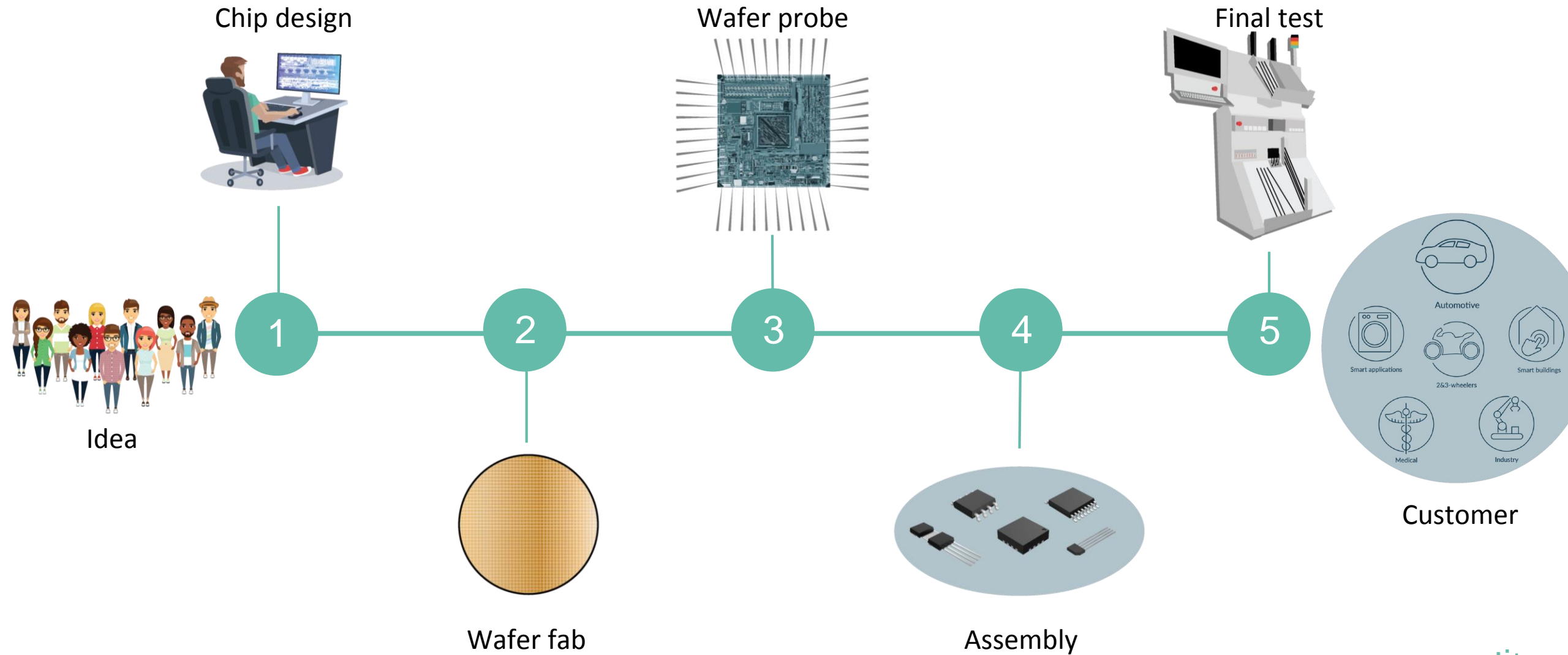
# What do we do?



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



# Process flow



# SUSTAINABILITY AT HEART

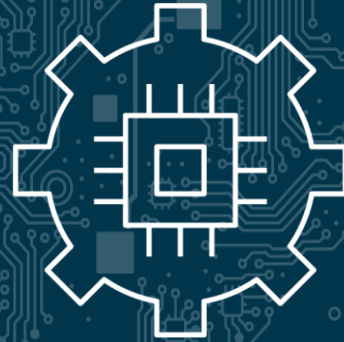
Our environmental policy is based on five principles



# 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



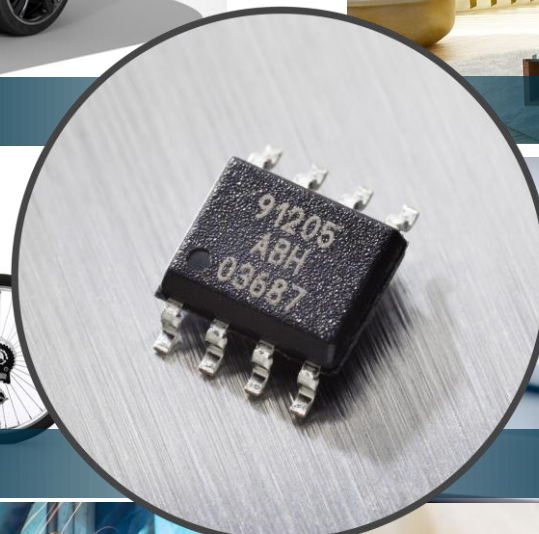
Automotive



Home



Motorcycles and e-bikes



Consumer



Industry



Healthcare

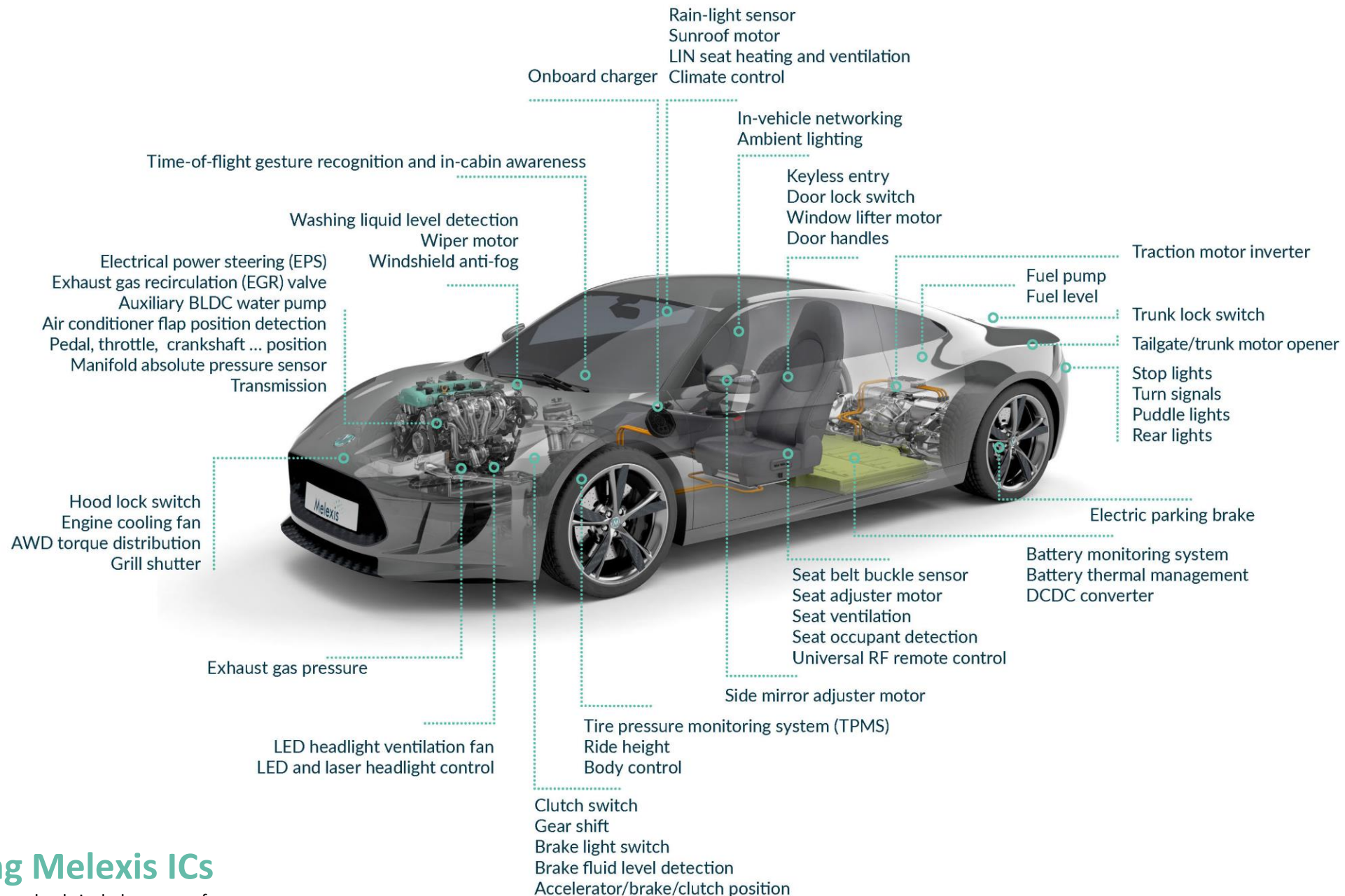
# Melexis supplied > 1.2 billion ICs worldwide in 2019



- 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

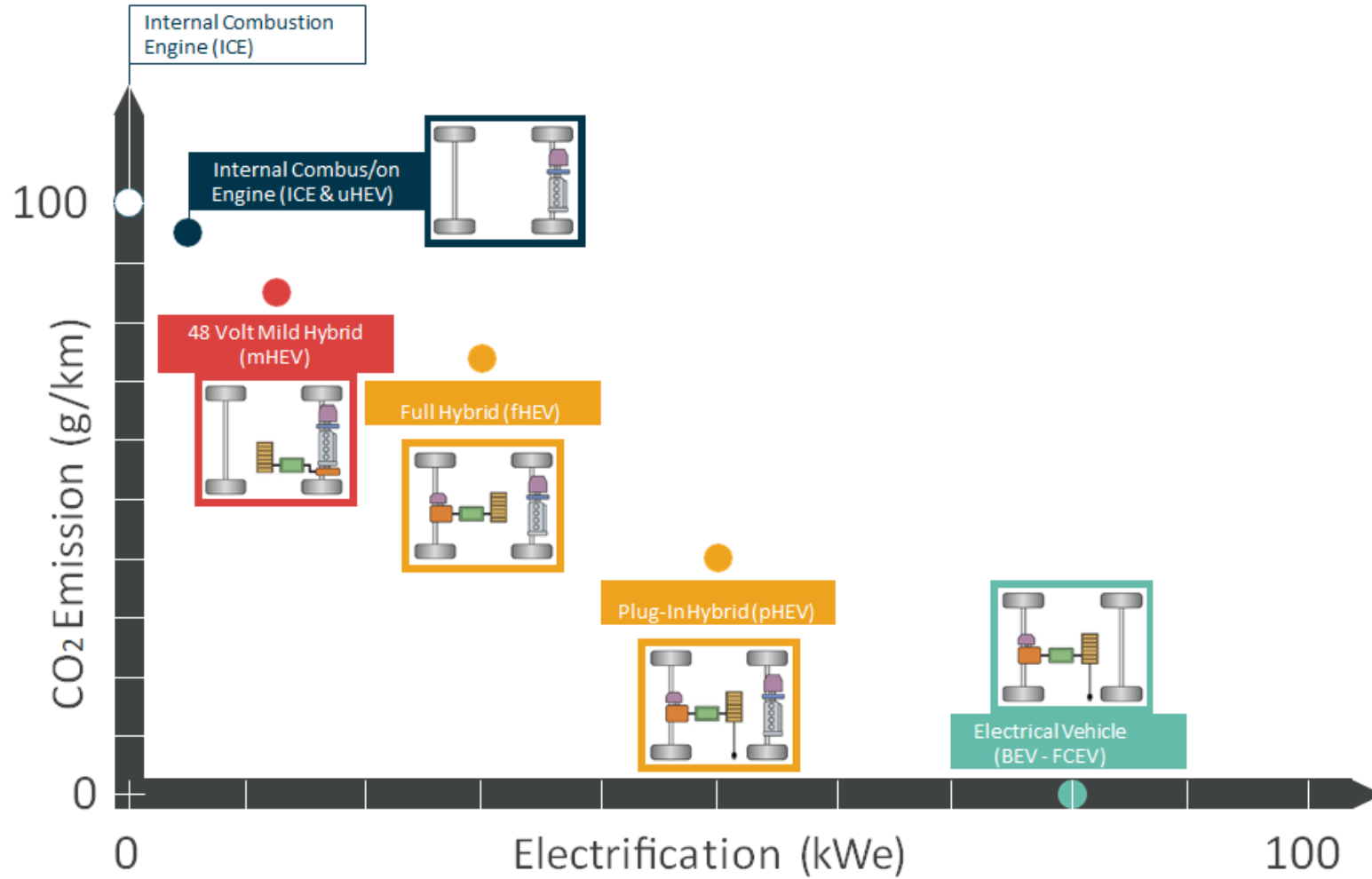
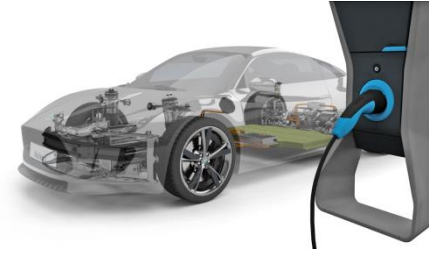
## Personalization

(customization)

Chassis, body & safety systems

# Powertrain Systems

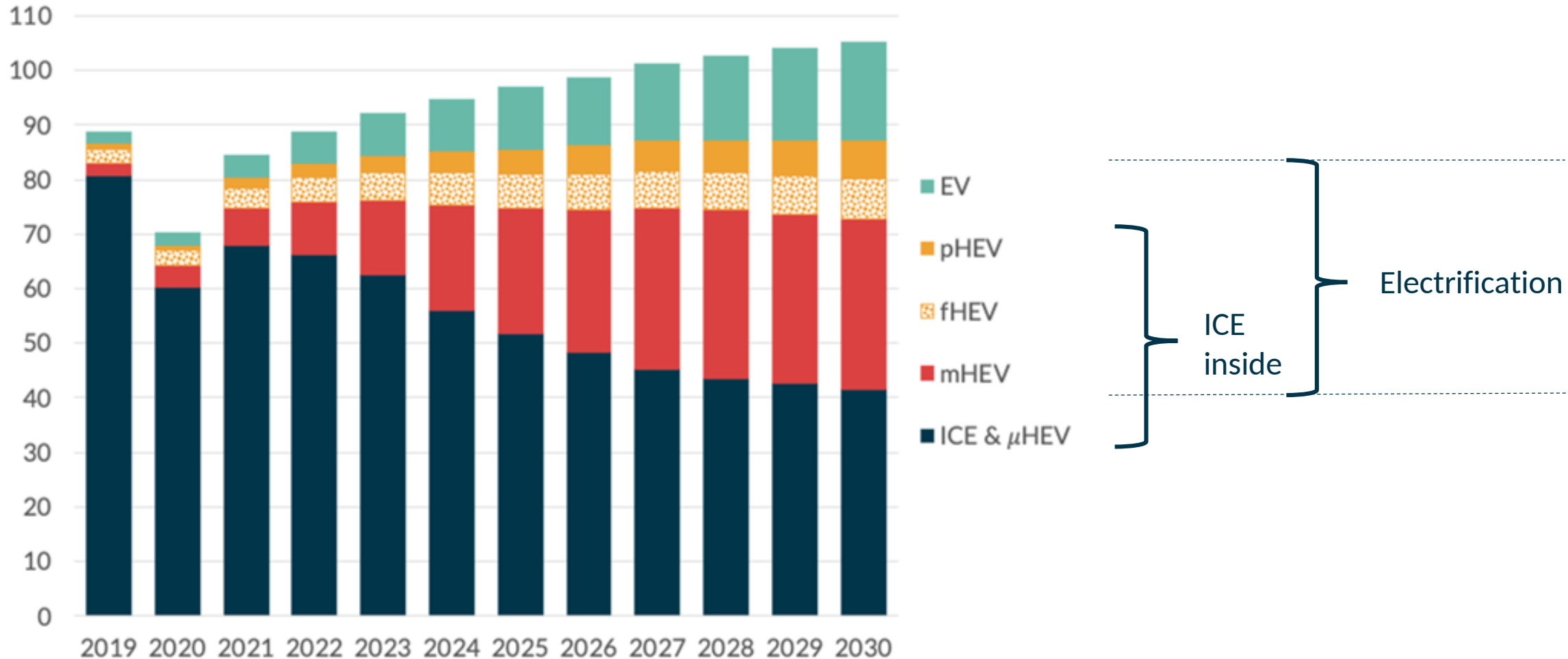
## Levels of Electrification



# Global vehicle production (million units)



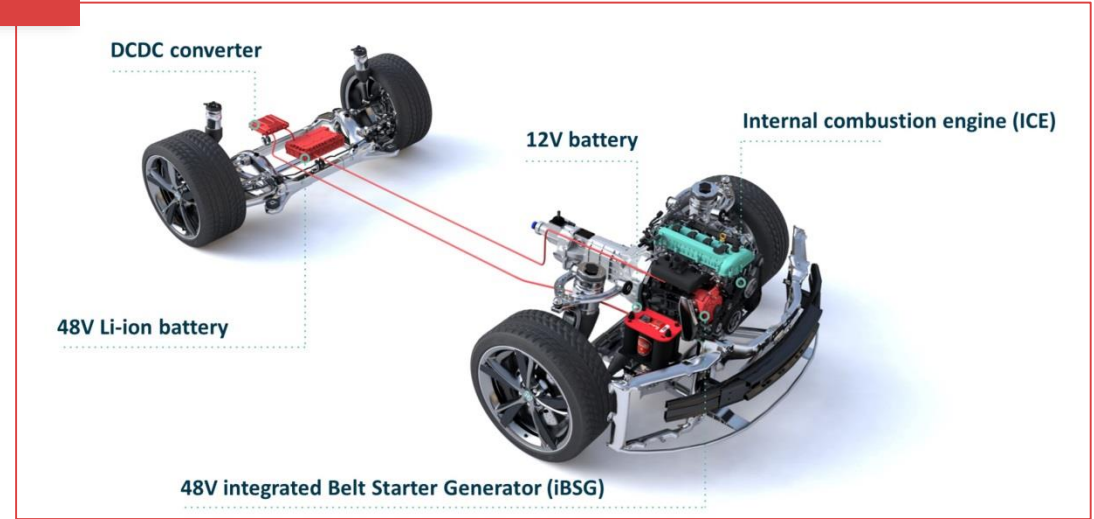
## Electrification – Segmentation – Market Split



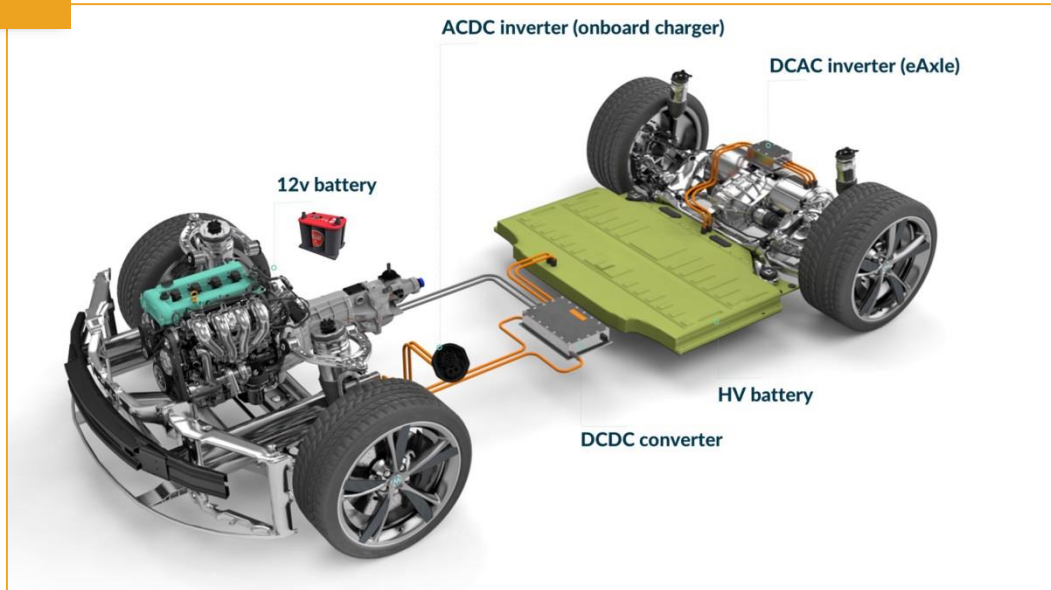
## Internal Combustion Engine (ICE + uHEV)



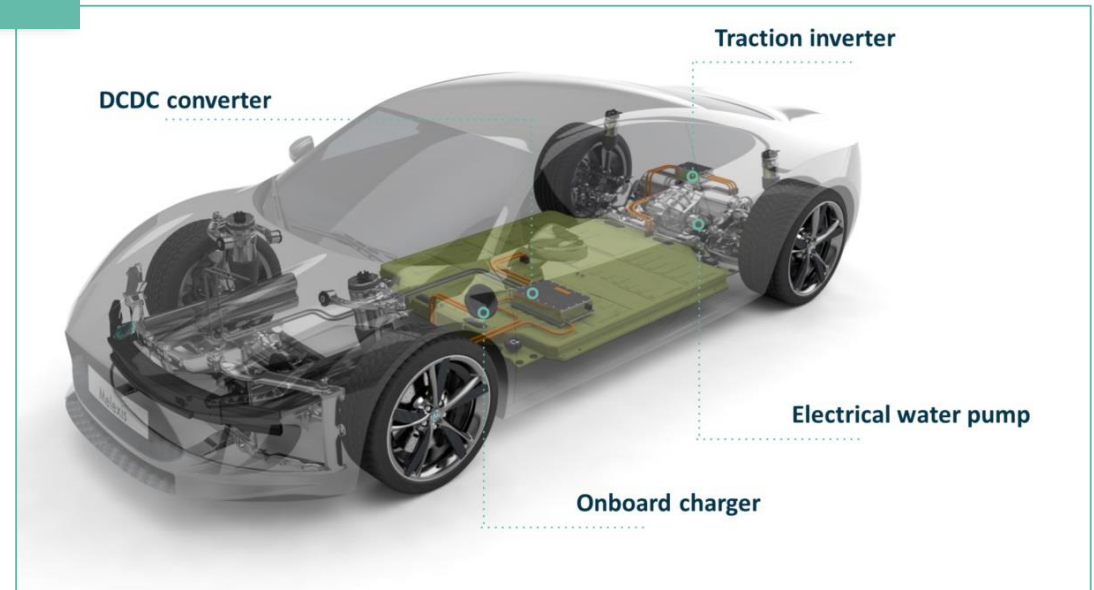
## 48 Volt Mild Hybrid (mHEV)



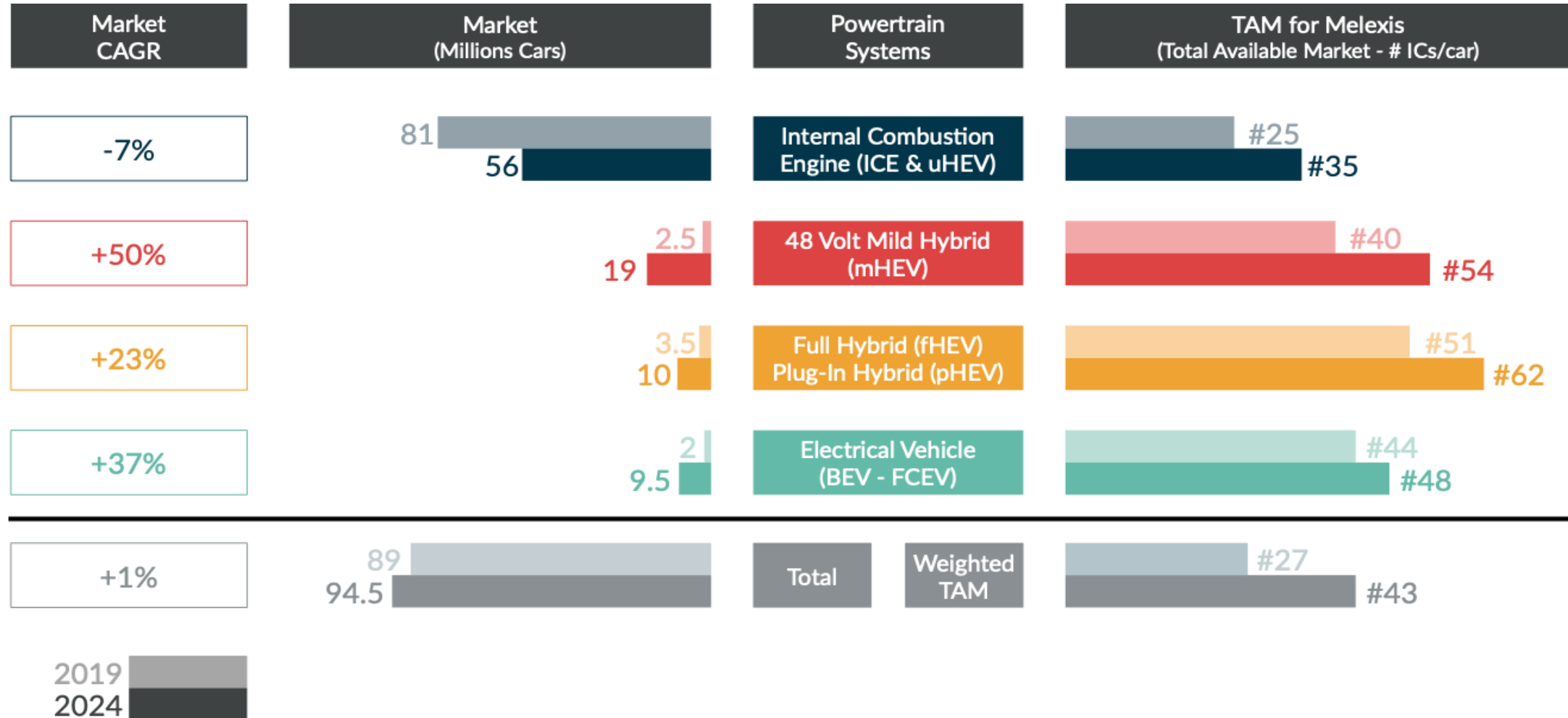
## Full Hybrid (fHEV) - Plug-In Hybrid (pHEV)



## Electrical Vehicle (BEV – FCEV)



# Powertrain Systems



## 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>

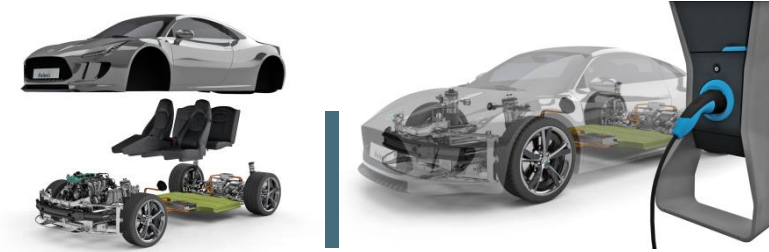




# Chassis – Body – Safety Systems



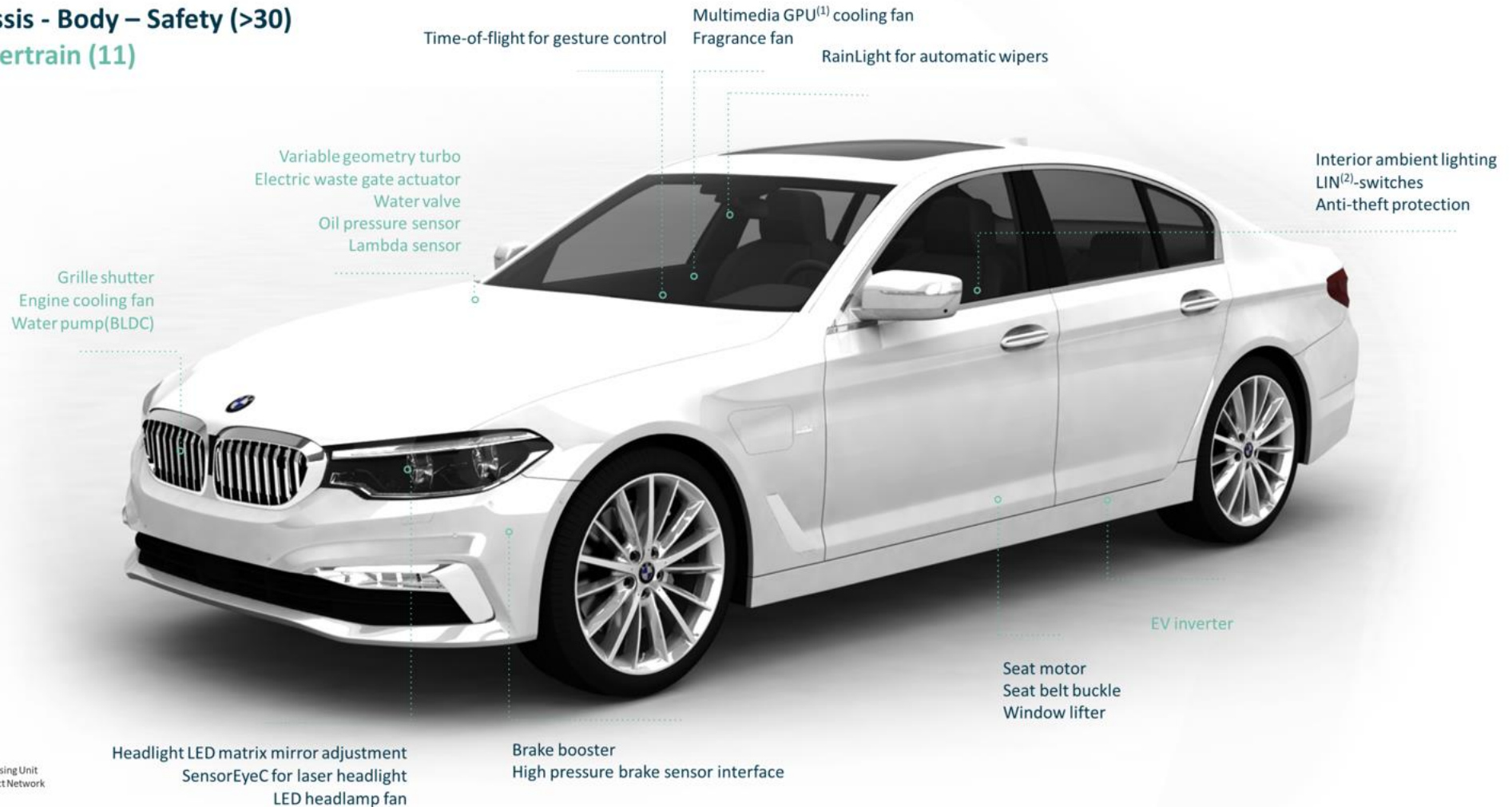
# Melexis in automotive



# BMW 530e

\* Chassis - Body – Safety (>30)


\* Powertrain (11)



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

# Melexis beyond automotive

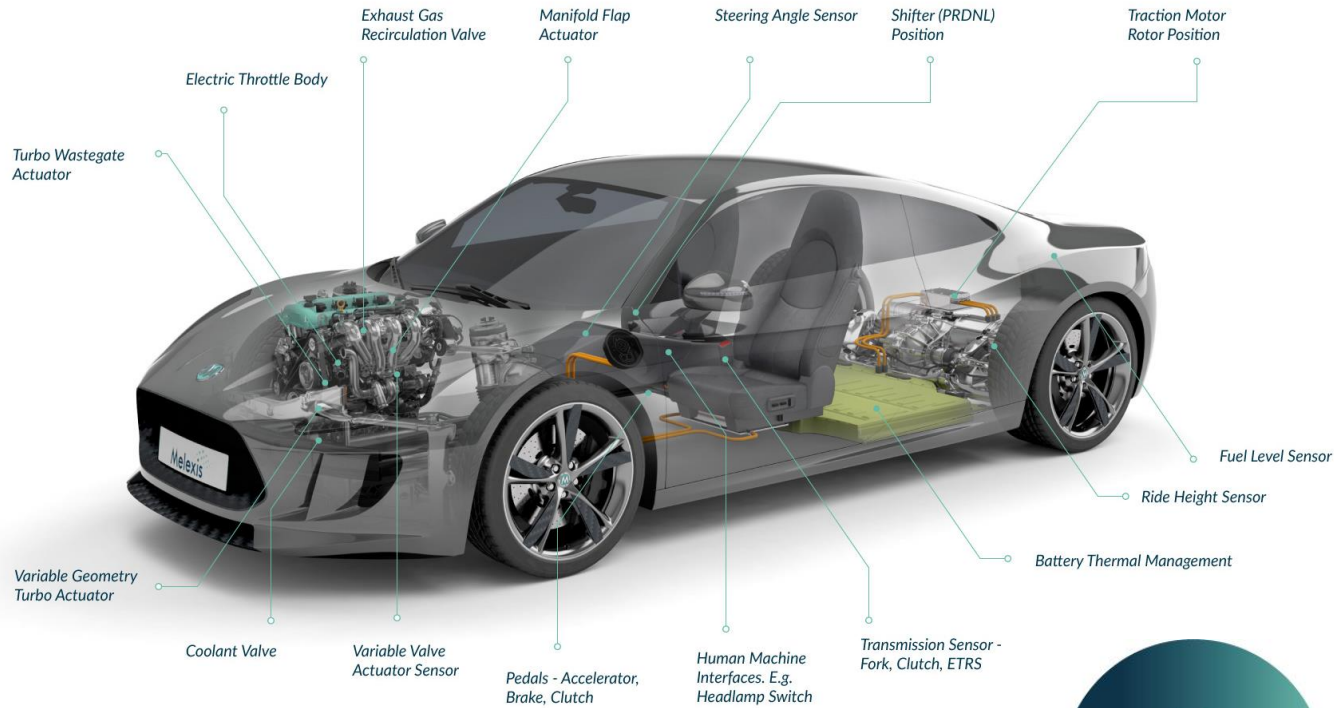
## Sensors & drivers for similar challenges

- 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

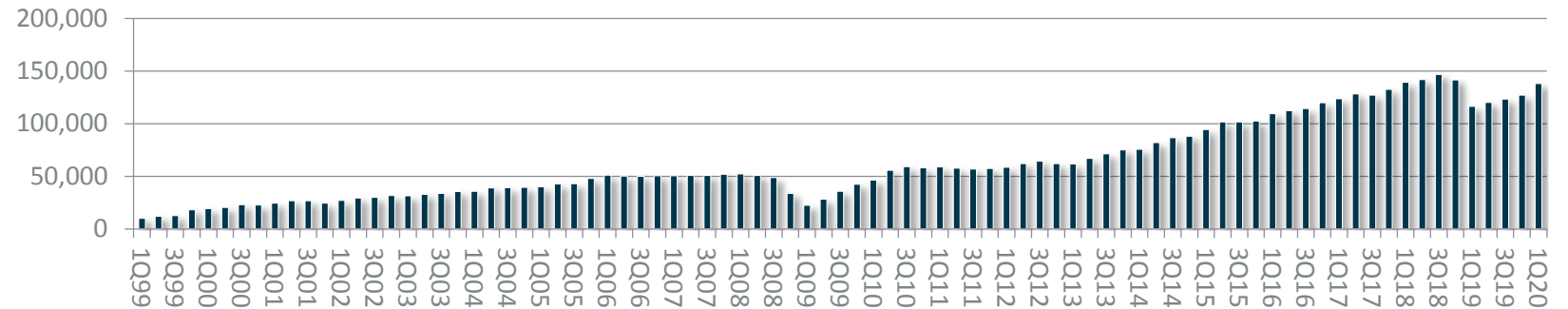


# Evolution financials 2000-2020

## Turnover

Q1 2020: 138.2 mln EUR

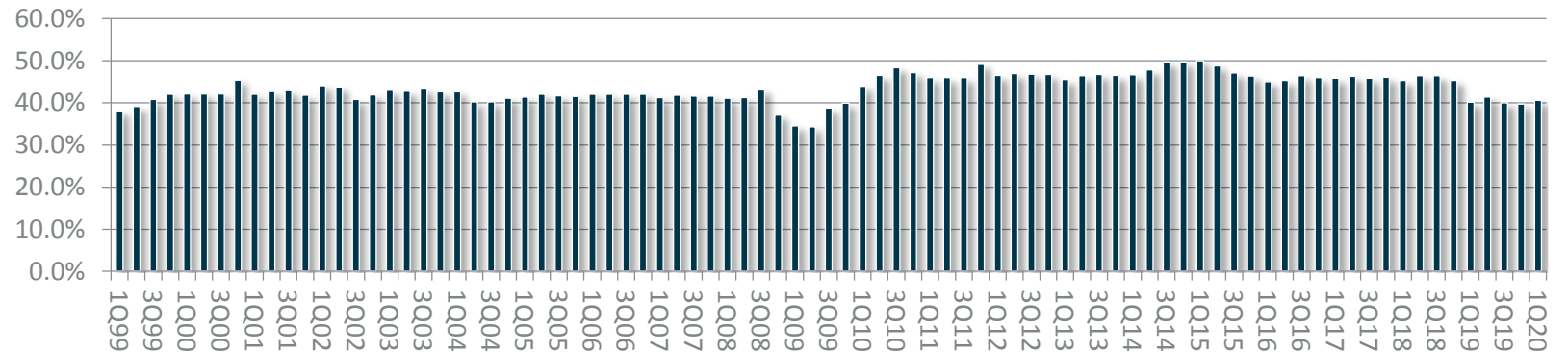
FY 2019: 486.9 mln EUR



## Gross profit margin

Q1 2020: 40.6%

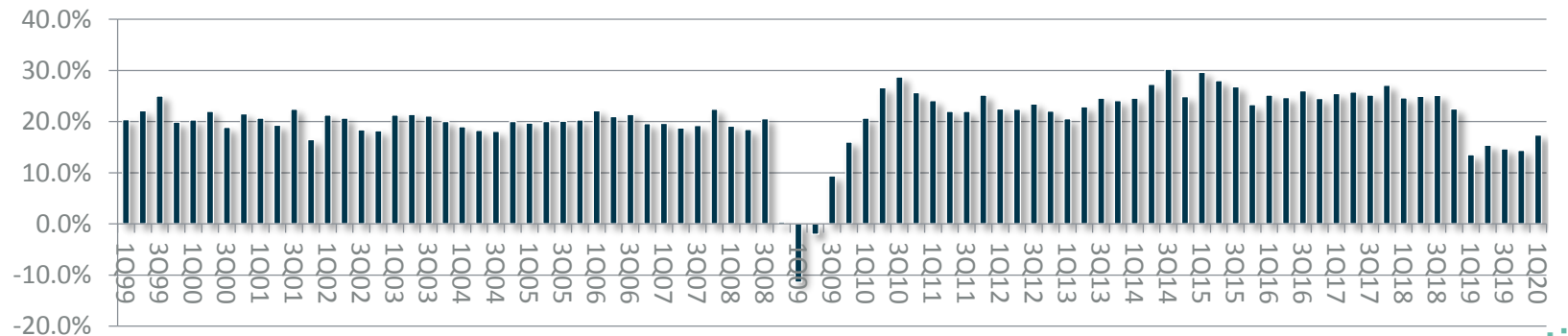
FY 2019: 40.3%



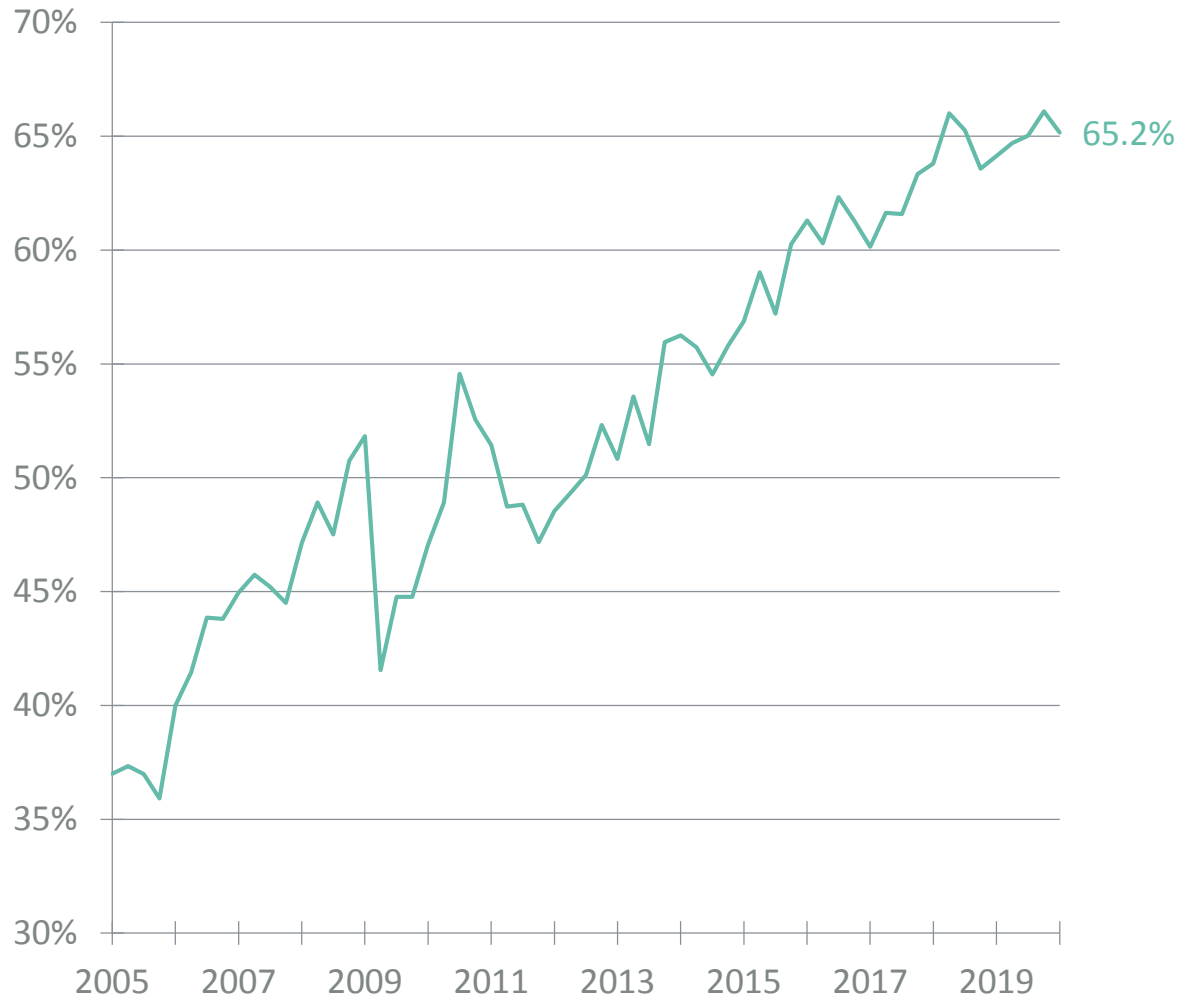
## Operating margin

Q1 2020: 17.4%

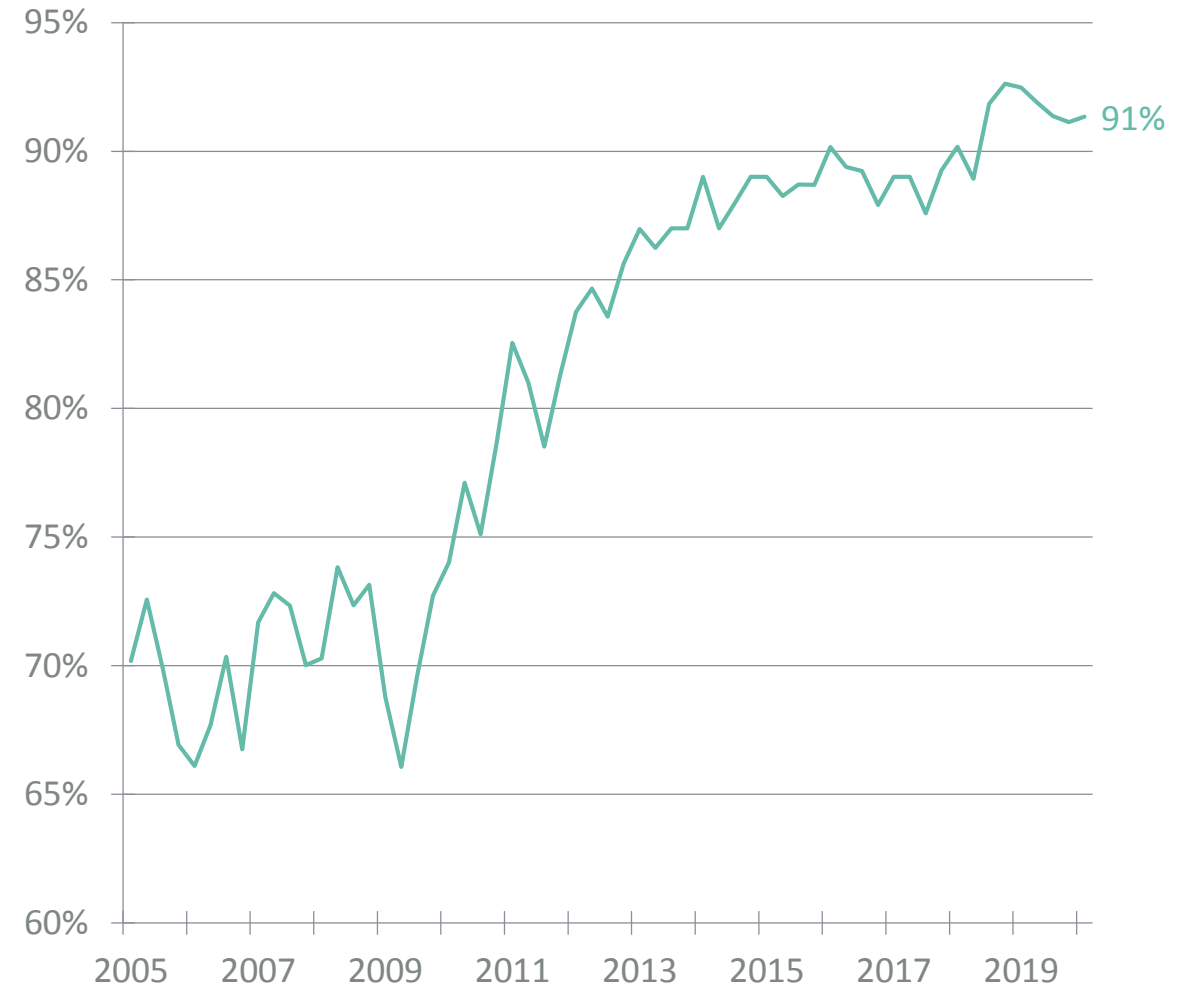
FY 2019: 14.5%



# % ASSP sales



# % automotive sales



# Q1 2020 results at a glance

## Sales

138.2m EUR

+19% Y-o-Y

## Gross margin

40.6%

56.0m EUR

+20% Y-o-Y

## Operating result

17.4%

24.0m EUR

+52% Y-o-Y

## Net result

0.51 EPS

20.7m EUR

+48% Y-o-Y

## Oper. cash flow

(before wcap change)

35.6m EUR

+25% Y-o-Y

## Net debt

10.9m EUR

## Outlook

Melexis reiterates its announcement of April 1st to withdraw its full year 2020 outlook, as the economic impact resulting from the COVID-19 pandemic cannot be quantified at this moment.



# Profit & loss

## Q1 2020 versus Q1 2019 versus Q4 2019

P&L account (in million EUR)	Q1 2020	% of Sales	Q1 2019	% of Sales	Q4 2019	% of Sales
<b>Sales</b>	138.2	100.0%	116.5	100.0%	127.1	100.0%
Cost of goods sold	-82.1	-59.4%	-69.8	-59.9%	-76.6	-60.3%
<b>Gross margin</b>	56.0	40.6%	46.8	40.1%	50.4	39.7%
R&D	-20.5	-14.9%	-19.8	-17.0%	-20.5	-16.1%
G&A	-7.8	-5.7%	-7.6	-6.5%	-7.6	-6.0%
Selling	-3.7	-2.7%	-3.7	-3.1%	-4.0	-3.2%
<b>EBIT</b>	24.0	17.4%	15.7	13.5%	18.3	14.4%
Net financial result	-0.4	-0.3%	-0.3	-0.3%	-0.4	-0.3%
Income taxes	-2.8	-2.0%	-1.5	-1.3%	-2.5	-2.0%
<b>Net profit</b>	20.7	15.0%	13.9	12.0%	15.4	12.1%
<b>Earnings per share</b>	0.51		0.35		0.38	

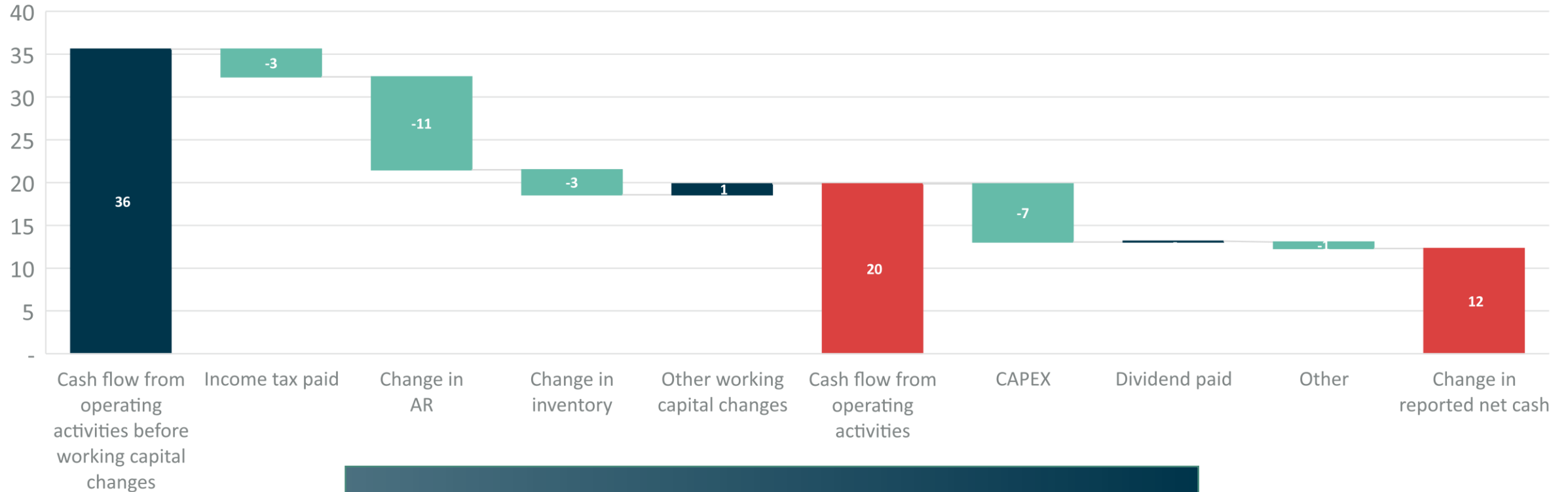
# Balance sheet

## Q1 2020 versus Q1 2019 versus Q4 2019

Balance Sheet (in million EUR)	Q1 2020	Q1 2019	Q4 2019
<b>Total assets</b>	442.9	432.7	418.6
<b>Current assets</b>			
Cash	51.1	39.6	38.8
Inventory	129.9	124.9	128.5
A/R Trade	69.1	65.7	58.3
<b>Non-current assets</b>	178.0	189.3	181.3
<b>Shareholders' equity</b>	319.6	340.3	299.1
<b>Interest bearing debt</b>	62.0	35.0	62.0
Long term	62.0	34.0	62.0
Short term	0.0	1.0	0.0

# Q1 2020 cash flow

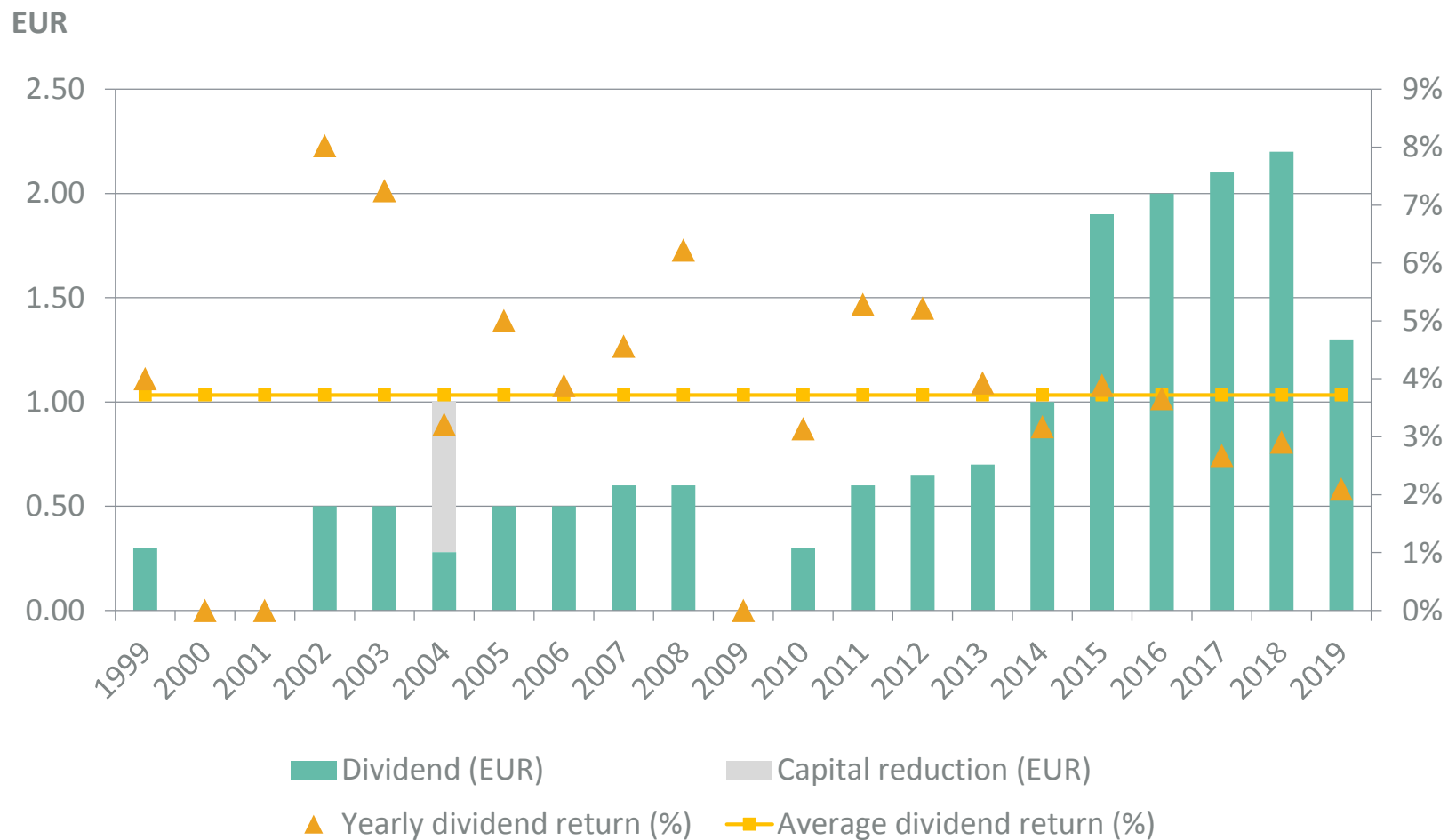
Mln. EUR



Free cash flow of 13 mln EUR in 1Q20  
(6 mln EUR in 1Q19)

# Dividend yield

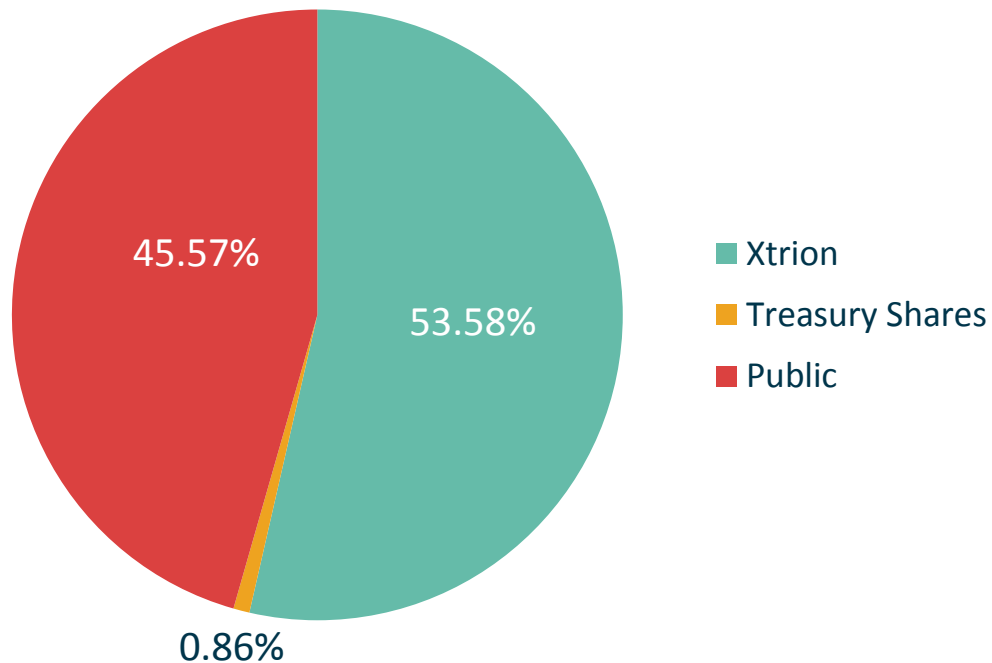
Based on average share price



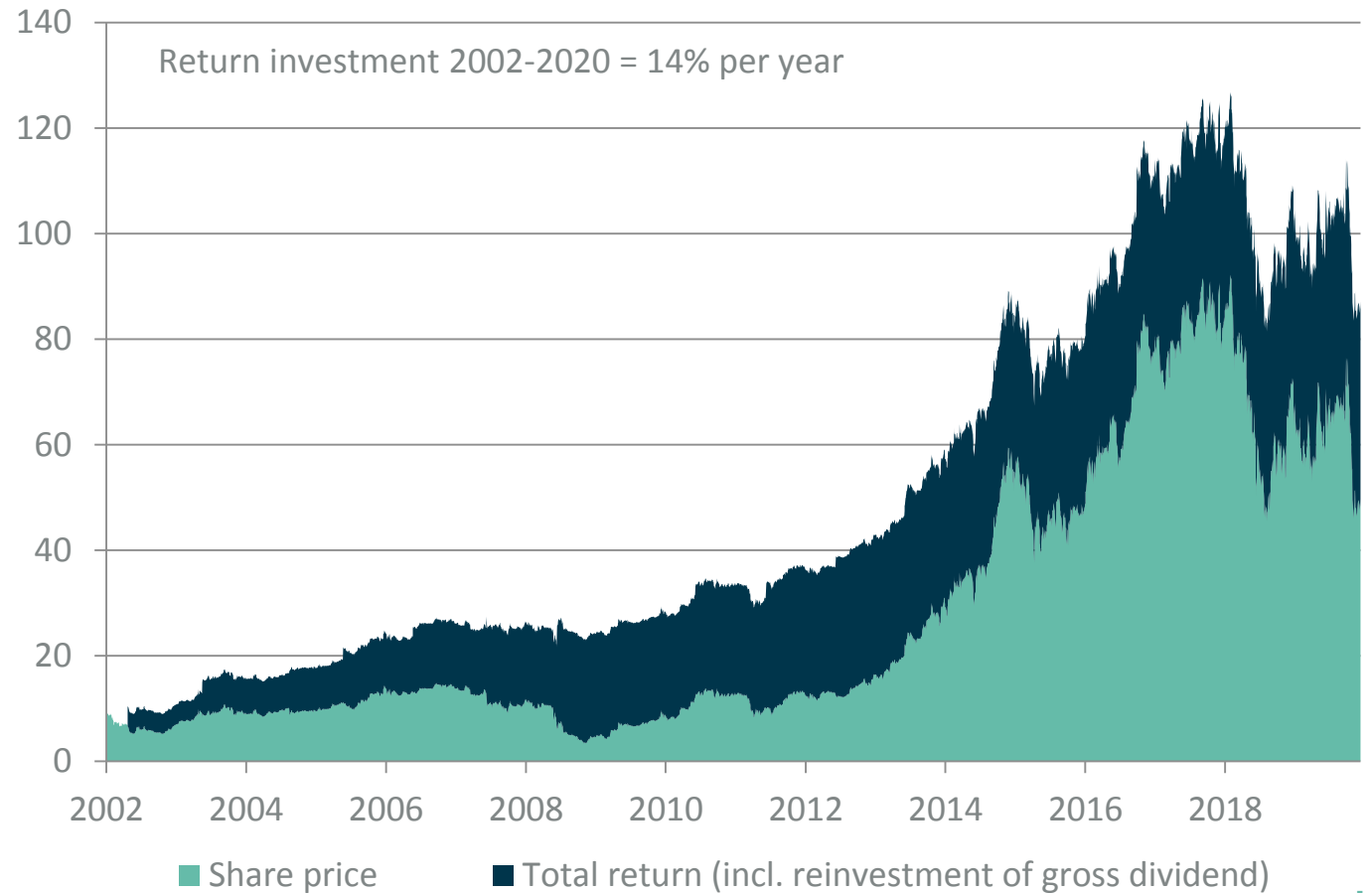
Gross dividend per share (EUR)	
(*) 2004	1.00
2005	0.50
2006	0.50
2007	0.60
2008	0.60
2009	0.00
2010	0.30
2011	0.60
2012	0.65
2013	0.70
2014	1.00
2015	1.90
2016	2.00
2017	2.10
2018	2.20
2019	1.30
(*) incl. 0.72 cap.decr	

# Shareholders structure & shareholder return

## Shareholder structure on 31 Mar 2020



## Shareholder Return 2002-2020



# Melexis Investor Relations

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