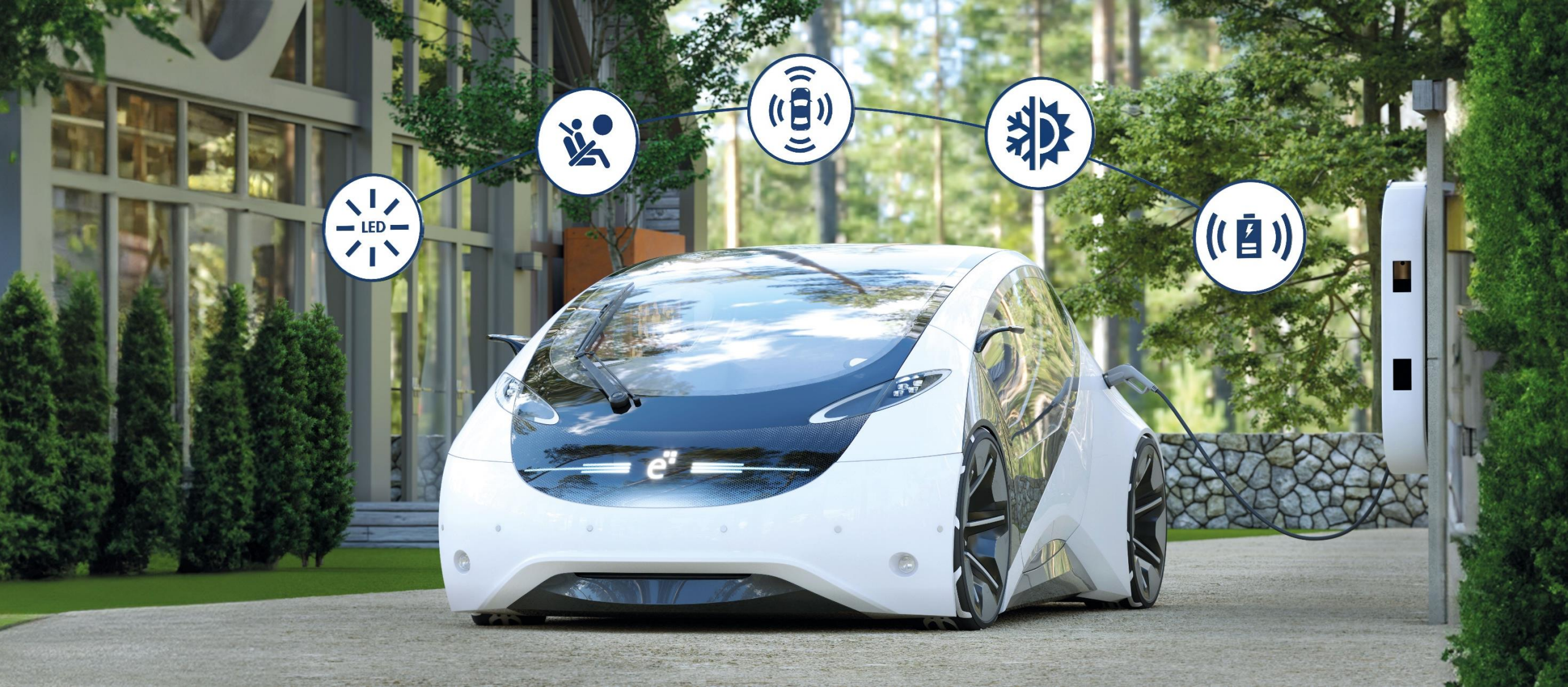


# Investor Presentation Q1 2024



May 2024



# Elmos corporate overview



## Corporate highlights

**~8** Elmos ICs  
on average in every new car produced

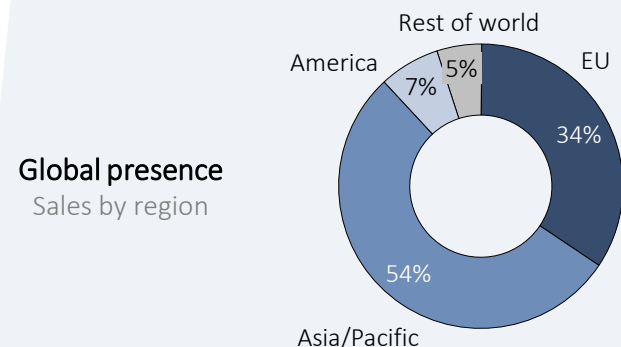
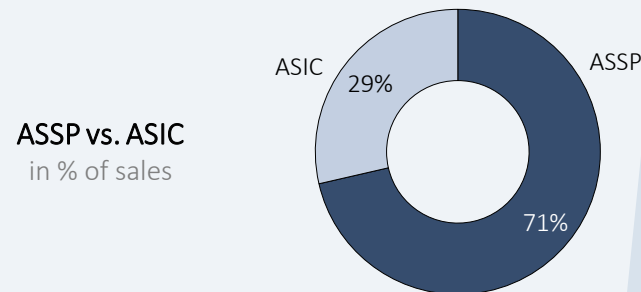
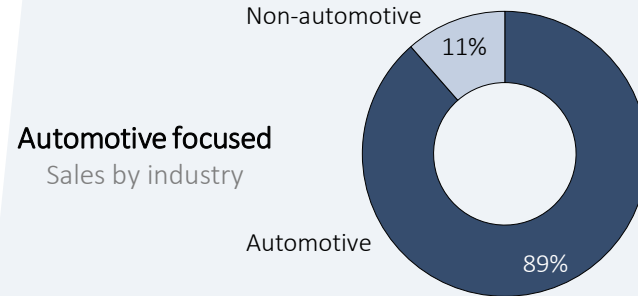
**6** product segments  
Ranging, Sensor ICs, Motor Control,  
Lighting, Safety/Power/Custom ICs, Optical

**15** main locations worldwide incl. 6 R&D centers;  
HQ located in Dortmund, Germany

**~40** years experience in analog  
mixed signal IC solutions

**>1,300** employees thereof ~450 product  
developers & engineers

## Sales breakdown FY 2023



## Financial highlights FY 2023

**575** million Euro sales  
3<sup>rd</sup> annual sales record in a row

**26.2** percent EBIT margin  
EBIT of 150.7 million Euro increased by 37%  
compared to the previous year

**99.1** million Euro net income  
Earnings per share (EPS) 5.79 Euro

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

**~1.3** billion Euro market capitalization  
as of December 29, 2023

# Elmos IC solutions – enabling intelligent electronics



#1 for **Ultrasonic Ranging**



#1 for **LED Rear Light**



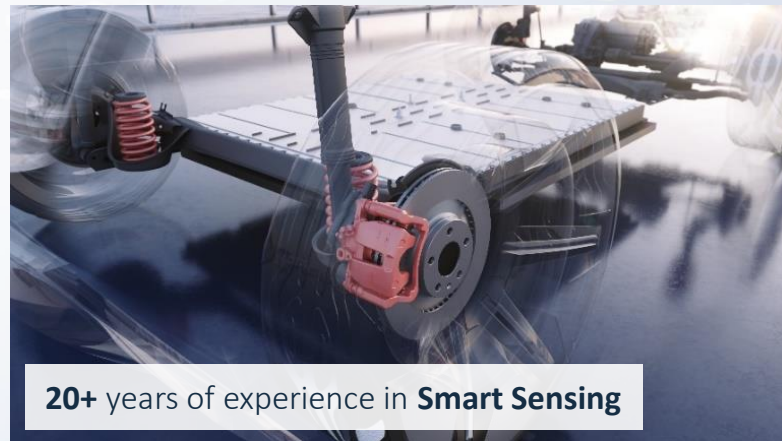
#1 for **LED Ambient Light**



20+ years of experience in **Passive Safety Systems**



Motor Control: #1 for **Smart Climate Control**



20+ years of experience in **Smart Sensing**



Elmos is a pioneer for innovative IC solutions and the world market leader for various automotive applications. Together with our global leading Tier1 & OEM partners, Elmos is the driving force of the mobility of the future.

# Automotive applications powered by innovative Elmos semiconductors



**ADAS & AUTONOMOUS DRIVING**

- Safety & Health
- Comfort & Well-Being

**AMBIENT LIGHTING**

- Comfort & Well-Being
- Environment & Efficiency

**AIRBAGS**

- Safety & Health

**HMI & UX**

- Comfort & Well-Being
- Safety & Health

**POWER MANAGEMENT**

- Environment & Efficiency
- Safety & Health

**PARK ASSISTANCE**

- Safety & Health
- Comfort & Well-Being

**COMMUNICATION**

- Environment & Efficiency
- Comfort & Well-Being

**FRONT & GRILLE LIGHTING**

- Safety & Health
- Environment & Efficiency

**SENSOR SIGNAL PROCESSORS**

- Environment & Efficiency

**BATTERY MANAGEMENT**

- Environment & Efficiency
- Safety & Health

**THERMAL MANAGEMENT (DRIVETRAIN)**

- Environment & Efficiency
- Safety & Health

**THERMAL MANAGEMENT (CABIN)**

- Environment & Efficiency
- Comfort & Well-Being

**REAR LIGHTING**

- Safety & Health
- Environment & Efficiency



**Elmos ESG product contribution<sup>1</sup>:**

- 72% Environment & Efficiency
- 76% Safety & Health
- 56% Comfort & Well-Being

<sup>1</sup> Based on Elmos ESG product matrix & product contribution 2023. Only applications with a high or medium impact are considered to make a significant contribution. The majority of Elmos products can be attributed to multiple purposes simultaneously.

# Highlights of Q1 2024

## Ongoing positive development after the end of the chip allocation

### Economic environment

Fiscal year 2024 will continue to be affected by economic and geopolitical uncertainties.

The global economy shows a steady but regionally different recovery. The IMF now estimates 3.2% global GDP growth with growing economies in the US (+2.7%), China (+4.6%) and India (+6.8%) and a shrinking economy in Germany (-0.3%) for 2024.<sup>1</sup>

Core inflation is generally projected to decline more gradually with advanced economies returning slowly to their inflation targets.

The situation on the labor market remains tight, especially for skilled workers and engineers.

### Semiconductor market

In 2023, the overall semiconductor market was impacted by economic headwinds and weaker demand for consumer electronics and PCs, resulting in a projected decline of -9.4% (WSTS).<sup>2</sup>

The allocation situation and the supply bottlenecks in the global supply chains for automotive semiconductors have normalized during the course of 2023. Still, the automotive semiconductor market grew by 24.3% in 2023.<sup>3</sup>

After three years of very dynamic growth, the automotive semiconductor market has entered into a normalization phase with lower order levels, and temporary inventory adjustments resulting in lower year-on-year growth rates of 3% in 2024.<sup>3</sup>

Structurally, however, the demand for automotive semiconductors remains high due to the increasing number of intelligent electronics, digitalization and more safety and comfort features in modern vehicles.

### Strategic highlights

The transformation of Elmos into a fabless company is well on track. Closing of the transaction with the transfer of the remaining purchase price of 56 million Euro is expected to be effective in December 2024.

After last year's record investments in the expansion of our testing capacities together with our testing partners in East Asia, the focus is now to optimize the utilization of the testing equipment, increase machine uptimes and improve testing times.

Another strategic focus area is the optimization of working capital levels. Together with a better investment efficiency, this will help to improve cash generation and free cash flow in the medium term.

In 2023 we have achieved our annual target to reduce our own GHG emissions as a fabless company (Scope 1 & 2) by 10%. The Elmos ESG team is currently preparing to comply with the new disclosure standards based on the CSRD reporting regulation of the EU.

<sup>1</sup>International Monetary Fund (IMF) World Economic Outlook (April 2024)

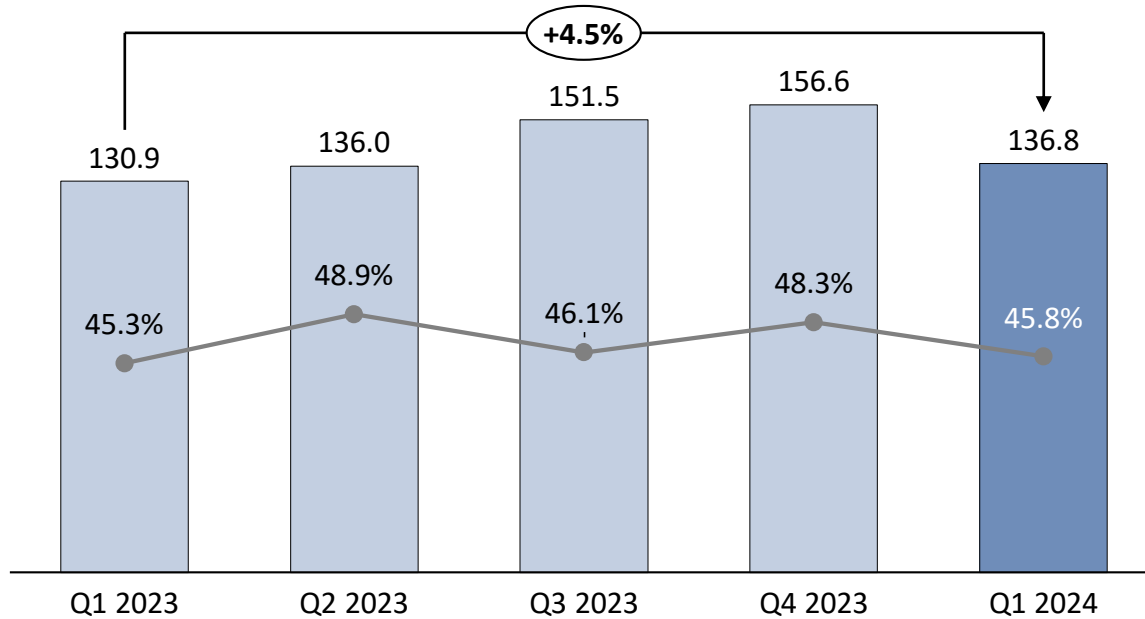
<sup>2</sup>World Semiconductor Trade Statistics (WSTS) Semiconductor Market Forecast (November 2023)

<sup>3</sup>S&P Global Mobility Automotive Semiconductor Tracker (March 2024)

# Sales and EBIT

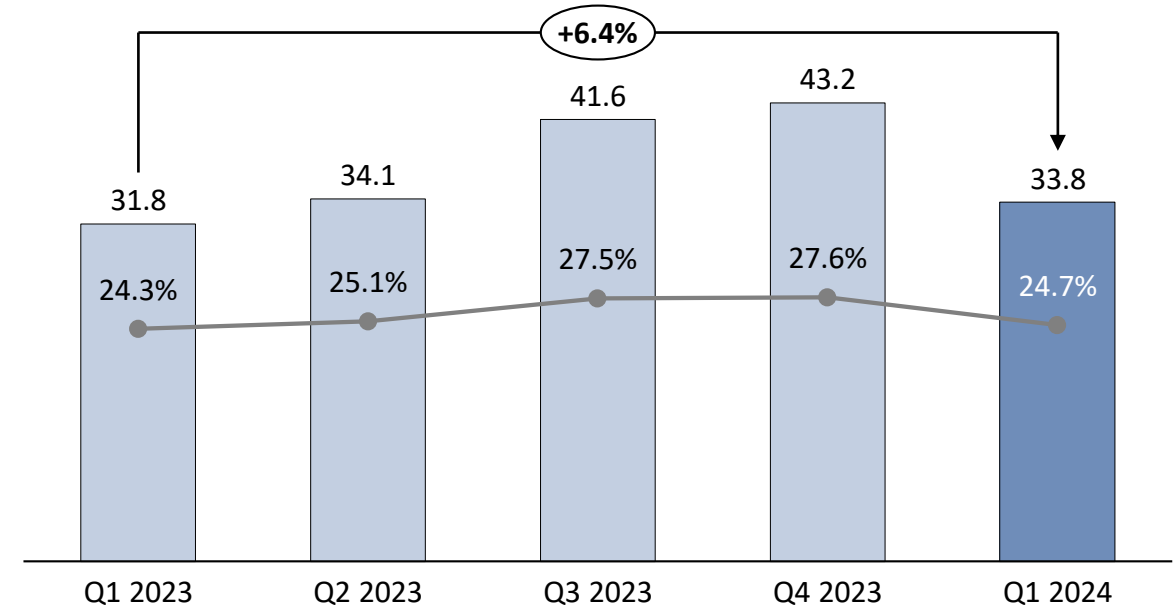


Quarterly sales (in million Euro) & gross margin (in %)



- Sales in Q1 2024 increased by 5.9 million Euro or 4.5% year-over-year to 136.8 million Euro.
- Gross margin stood at 45.8% in Q1 2024, slightly higher compared to the same period last year.

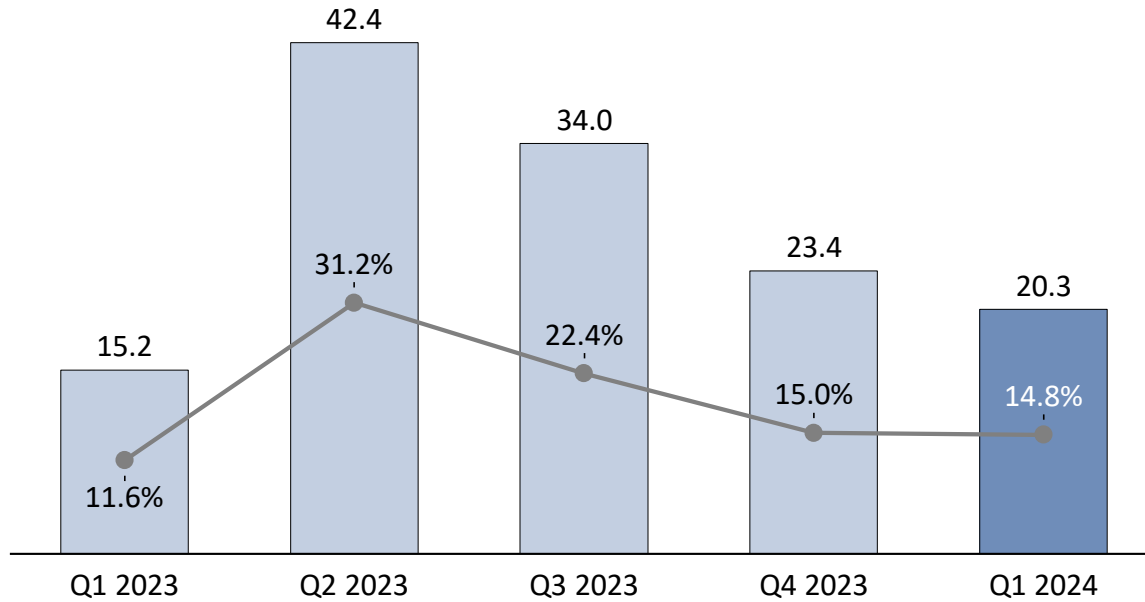
Quarterly EBIT (in million Euro) & EBIT margin (in %)



- EBIT reached 33.8 million Euro, while the EBIT margin stood at 24.7% in Q1 2024.
- Our EBIT performance in the first three months was in line with our expectations.

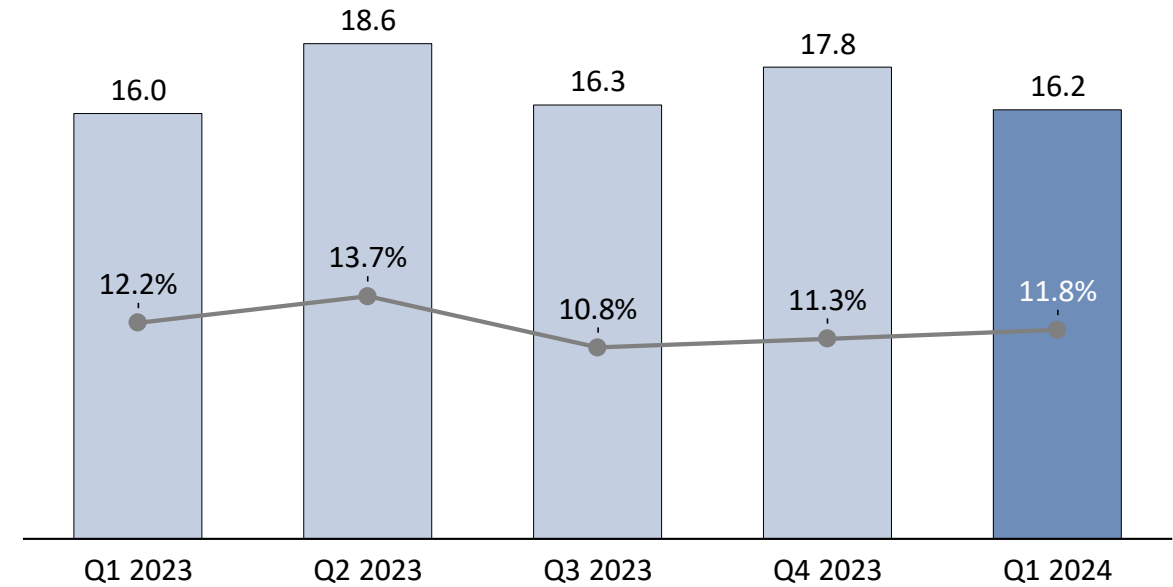
# CAPEX and R&D expenses

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



- Capital expenditures amounted to **20.3 million Euro** in Q1 2024.
- At **14.8% of sales**, the **CAPEX ratio** in Q1 decreased compared to the 2023 full-year ratio of 20%.
- In the course of the year, a **further decline** in the **CAPEX ratio** is expected.

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



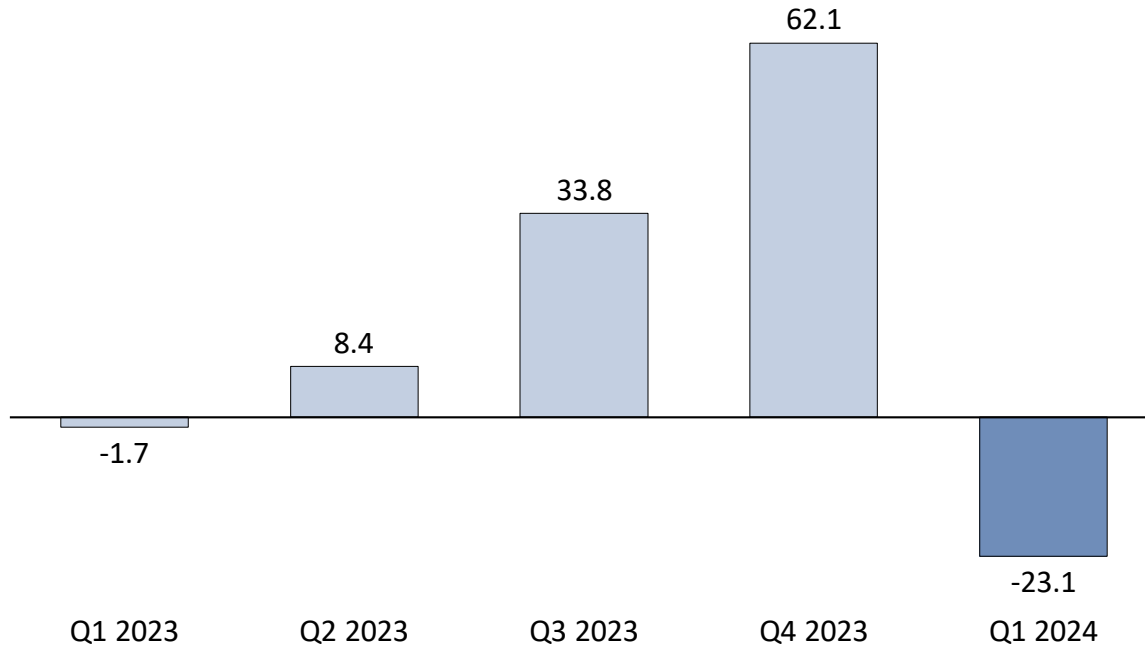
- R&D expenses stood at **16.2 million Euro** or **11.8% of sales** in the first quarter 2024.

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

# Cash flow

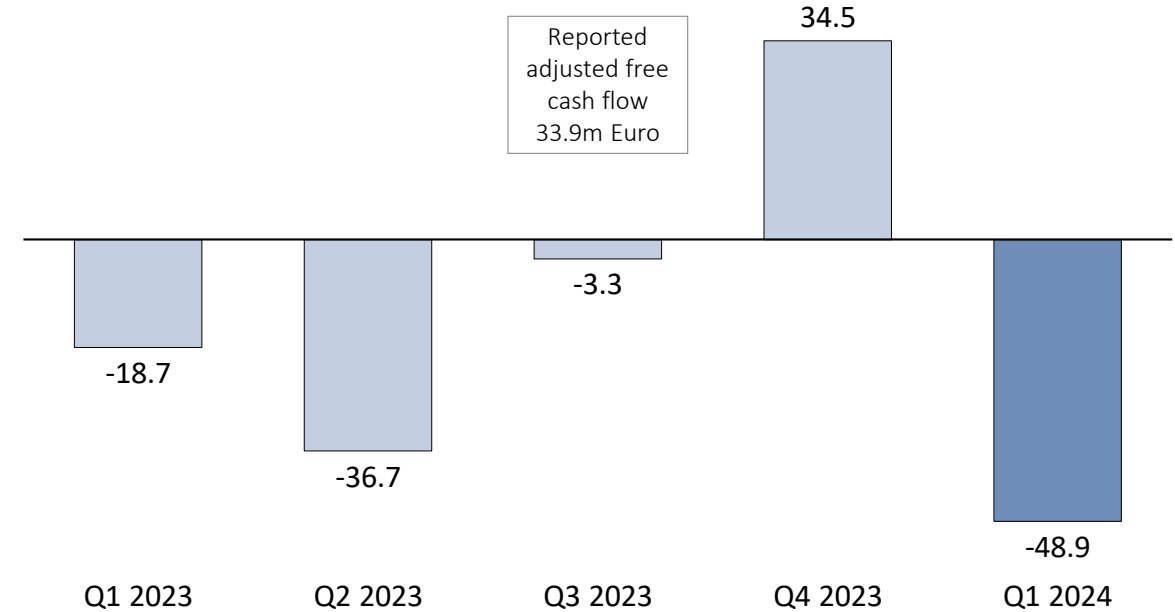


Operating cash flow (in million Euro)



- Q1 2024 **cash flow from operations** totaled **-23.1 million Euro** and was impacted by typical year-end cutoff effects, resulting in higher inventories and lower trade payables.

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



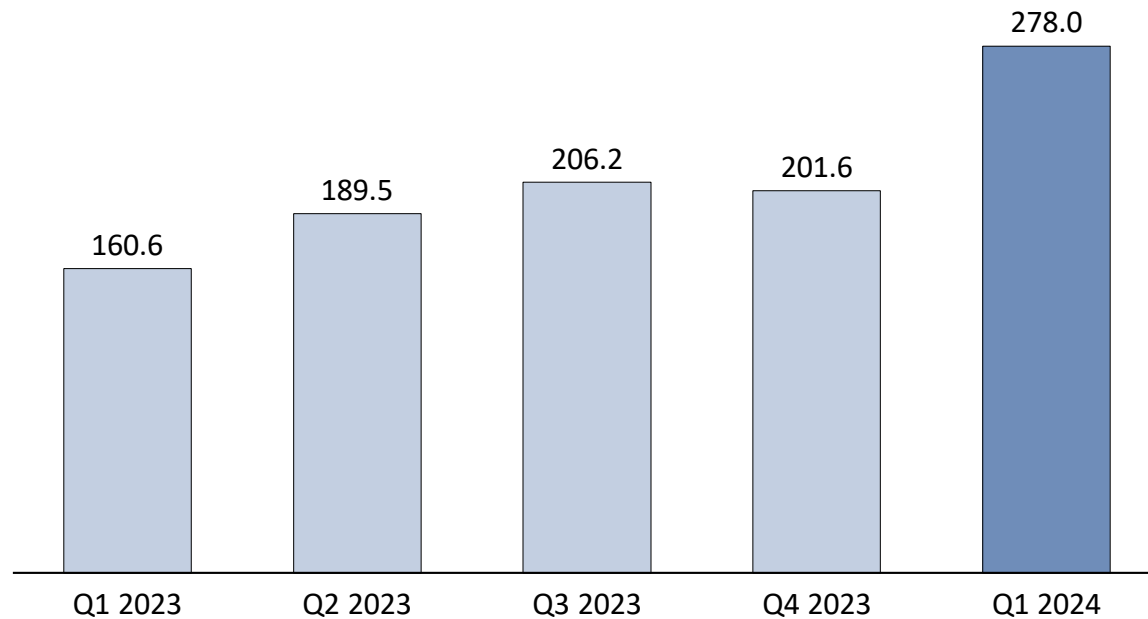
- Due to the increasing working capital as well as the investments, **adjusted free cash flow** amounted to **-48.9 million Euro** in Q1 2024.

<sup>1</sup>Cash flow from operating activities less capital expenditures for/plus disposal of intangible assets and property, plant and equipment and excluding effects from M&A transactions



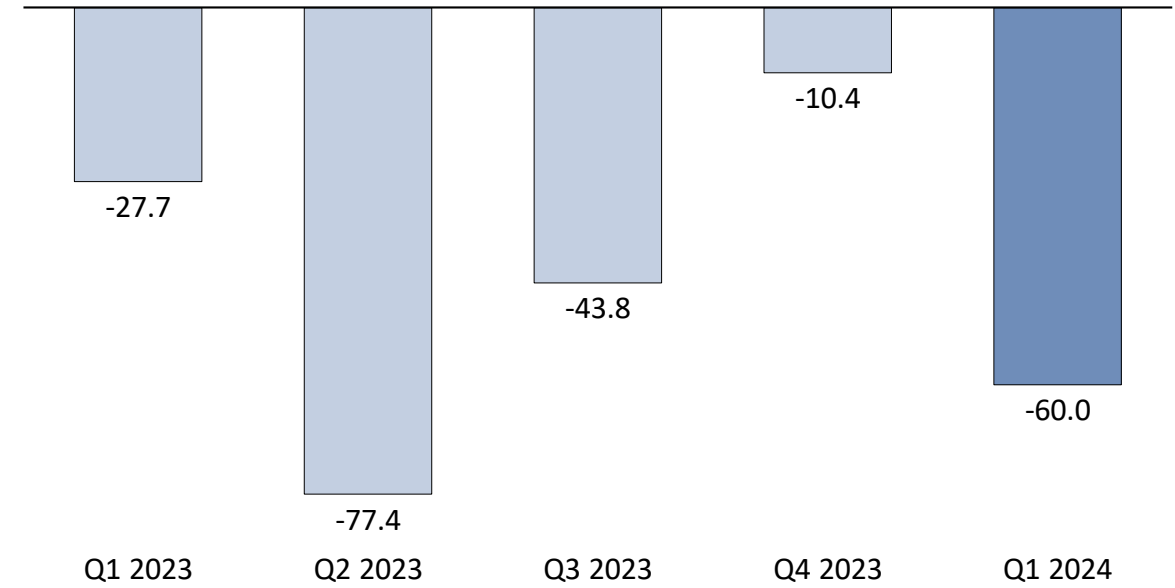
# Working capital and net debt

**Working capital<sup>1,2</sup>** (in million Euro, at the end of the quarter)



- Working capital increased significantly in Q1 2024 being influenced by typical year-end cutoff effects, resulting in higher inventories and lower trade payables.

**Net debt<sup>2</sup>** (in million Euro, at the end of the quarter)



- Impacted by the negative adjusted free cash flow, Elmos' net debt position increased to **60.0 million Euro** at the end of Q1 2024.

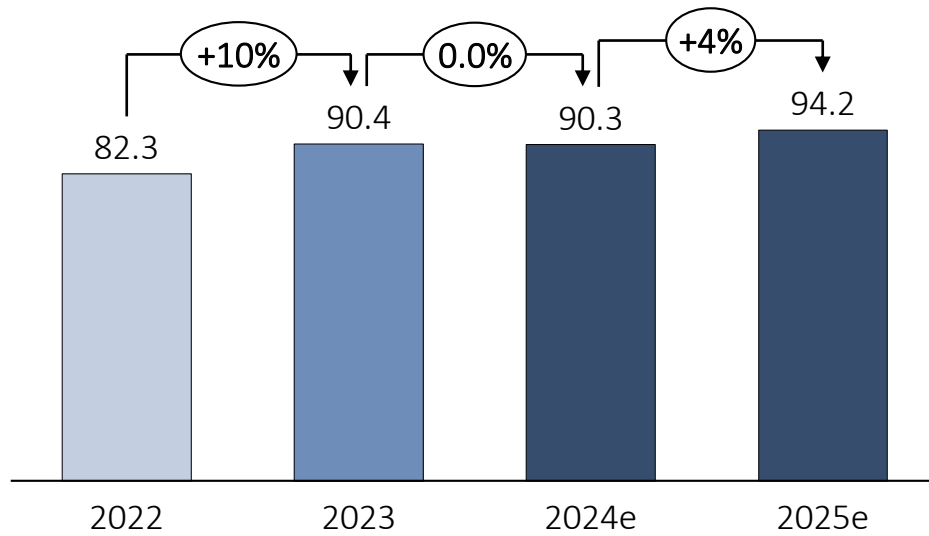
<sup>1</sup> Trade accounts receivables plus inventories less trade accounts payables

<sup>2</sup> Statement of financial position figures reported including disposal group (Elmos Dortmund wafer fab)

# Market forecast

## Automotive market

Light vehicle production in million units<sup>1</sup>

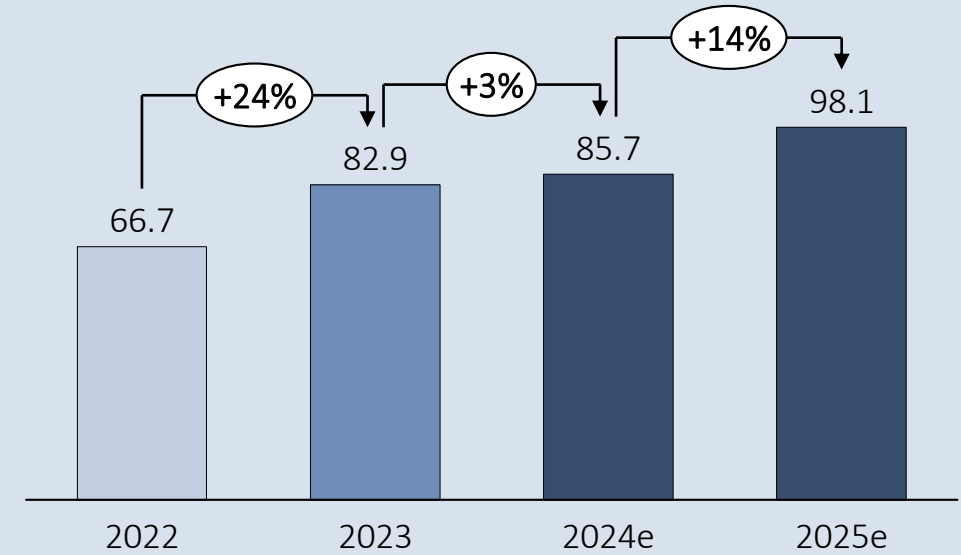


<sup>1</sup>S&P Global Mobility Light Vehicle Production Forecast (April 2024)



## Semiconductor market

Global automotive semiconductor market in billion USD<sup>2</sup>



<sup>2</sup>S&P Global Mobility Automotive Semiconductor Tracker (March 2024)

# Guidance



## Elmos FY 2024 guidance (unchanged vs. February 15, 2024)

### Guidance for FY 2024

Sales:	605 million Euro $\pm$ 25 million Euro
Operating EBIT margin <sup>1</sup> :	25% $\pm$ 2 percentage points
CAPEX (in % of sales):	12% $\pm$ 2 percentage points
Operating adjusted free cash flow <sup>2</sup> :	positive and significantly above the level of the previous year (-24.3 million Euro)
Ø exchange rate:	1.10 EUR/USD

### Notes to guidance 2024:

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.

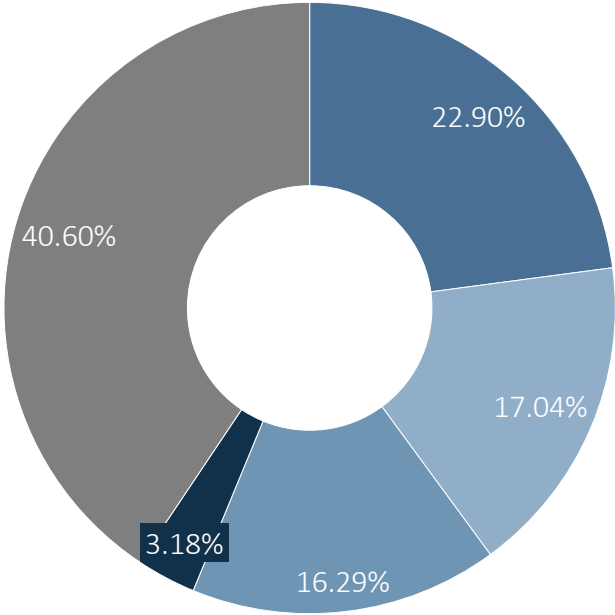
Current expectations may be adversely affected in particular by geopolitical events, especially the war in Ukraine, the Middle East conflict or tighter sanctions and trade restrictions, market volatility, rising costs of and potential shortages for energy, material, services, and personnel.

<sup>1</sup>EBIT margin excluding effects from the closing of the sale of the Elmos wafer fab to Littelfuse Inc., USA

<sup>2</sup>Cash flow from operating activities less capital expenditures for/plus disposal of intangible assets and property, plant and equipment and excluding effects from the closing of the sale of the Elmos wafer fab to Littelfuse Inc., USA

# Shareholder structure set for long-term perspective

Elmos Semiconductor SE shareholder structure (May 2024)



- Weyer Beteiligungsgesellschaft mbH and related parties<sup>1</sup>
- Jumakos Beteiligungsgesellschaft mbH
- ZOE-VVG GmbH and related parties
- Treasury Stock
- Free float

<sup>1</sup>Member of a pool agreement for coordinated voting (acting in concert) for a total of 25.02% of the shares in Elmos Semiconductor SE.

Elmos 5-year share price development



## Sustainability strategy & materiality analysis

For Elmos, sustainability is an integral part of our corporate strategy, management processes and business goals.

Awareness of social & ecological responsibility has been firmly anchored in our culture for years and is reflected in many activities, projects and measures.

The foundation of our ESG strategy is a **materiality analysis** based on the UN SDGs.

**Elmos Group:** 6 of the 17 SDGs were identified as important:



**Elmos Foundation** makes an essential contribution to 6 additional UN SDGs:



We have already implemented many **activities** in all three areas of sustainability – **environmental, social and governance** – and we will continue to work on making an even **more positive contribution** to our society and environment in the future.

## ESG product matrix & product contribution<sup>1</sup>

		Contribution to increased		
		environmental protection and efficiency	safety and health	comfort and well-being
Application	<b>Automotive</b>			
	Airbag	low	high	low
	Ambient lighting	medium	low	high
	Exterior lighting	medium	high	low
	Motor control and thermal management	high	medium	medium
	Optical ICs (including gesture control)	-	medium	high
	Power management (including eFuses)	medium	low	low
	Sensor ICs (including battery management)	medium	medium	low
	Ultrasonic sensors for environment detection	low	high	high
	<b>Non-automotive</b>			
Industrial automation	medium	medium	-	
Smart home	high	medium	high	

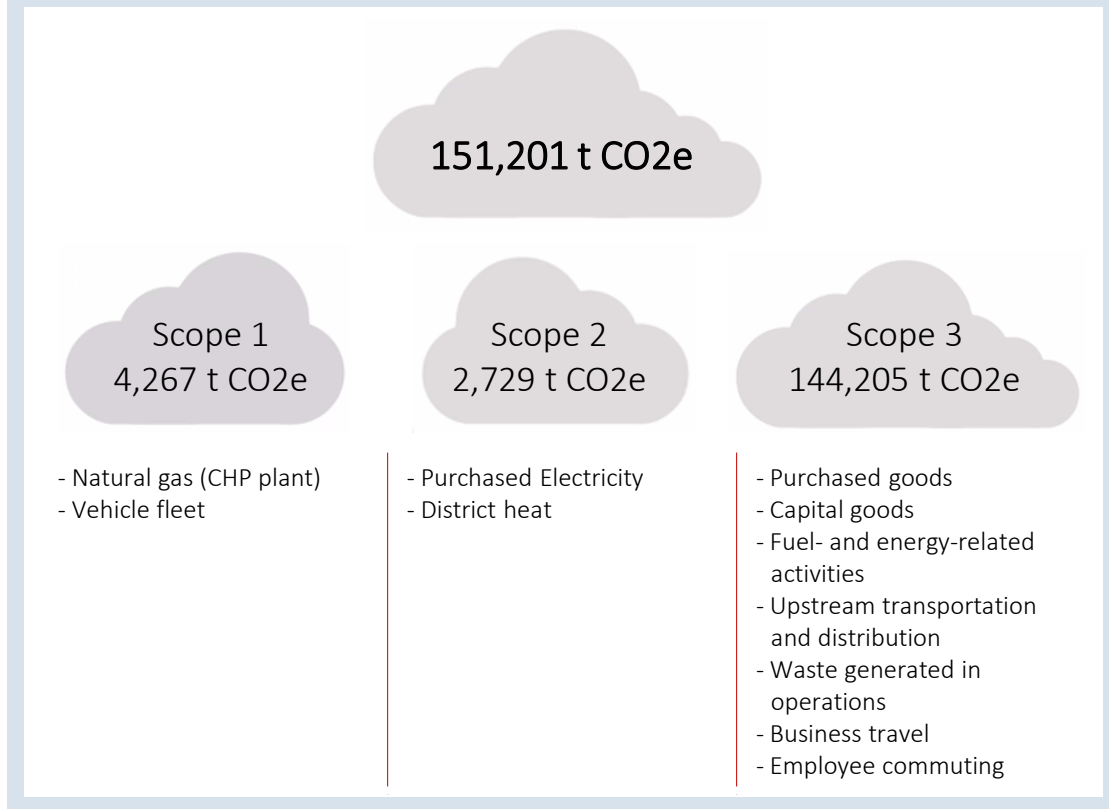
- 72% of Group sales make a substantial contribution to **environmental protection**
- 76% of Group sales enhance **safety and health**
- 56% of Group sales increase **comfort and well-being**

<sup>1</sup> Based on data for 2023. All applications with a high or medium impact are considered to make a significant contribution.

# Elmos corporate carbon footprint & climate targets

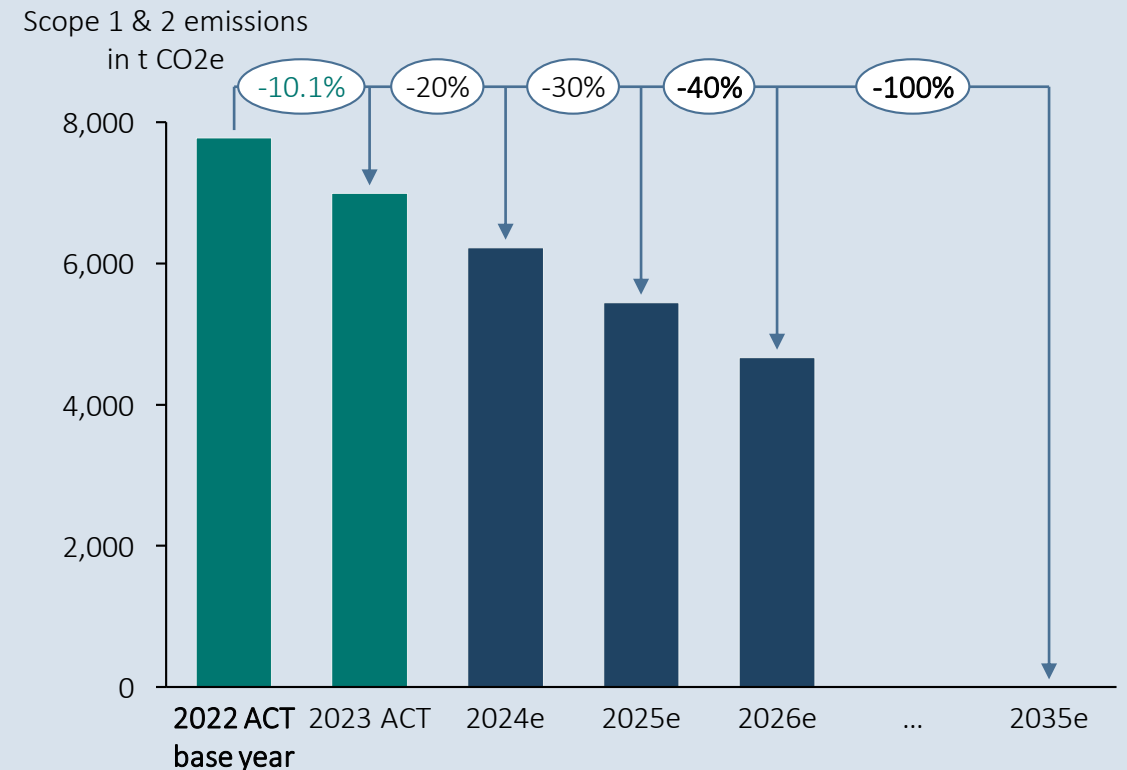
## Elmos Corporate Carbon Footprint 2023

- The calculation of the Corporate Carbon Footprint (CCF) is based on the international reporting standard **Greenhouse Gas (GHG) Protocol**.
- The CCF represents **Elmos as a fables company** as this is our future setup



## Elmos Climate Targets

- Elmos wants to reduce its GHG emissions **as a fables company** for its own activities (Scope 1 & 2) by **40% until the year 2026** compared to the base year 2022.
- Elmos wants to become **climate neutral** for its own activities (Scope 1 & 2) by 2035.



## 5-year overview Elmos Group (IFRS)

in million Euro unless otherwise indicated						
	FY 2019		FY 2020	FY 2021	FY 2022	FY 2023
	<i>continuing &amp; discontinued operations</i>	<i>continuing operations</i>				
Sales	294.8	273.4	232.6	322.1	447.2	575.0
Growth in %	6.2%	7.7%	-14.9%	38.5%	38.9%	28.6%
<i>thereof continuing operations</i>	273.4	273.4	232.6	322.1	447.2	575.0
<i>thereof discontinued operations</i>	21.4	n/a	n/a	n/a	n/a	n/a
Gross profit	136.8	125.6	92.6	144.7	207.5	271.3
in % of sales	46.4%	45.9%	39.8%	44.9%	46.4%	47.2%
Research & development expenses	44.6	40.7	47.7	48.7	55.5	68.8
in % of sales	15.1%	14.9%	20.5%	15.1%	12.4%	12.0%
Operating income	45.8	41.4	8.5	59.9	110.0	148.1
in % of sales	15.5%	15.1%	3.7%	18.6%	24.6%	25.7%
EBIT	97.3   45.3 <sup>1</sup>	29.8   40.9 <sup>2</sup>	8.7	60.0	110.1	150.7
in % of sales	33.0%   15.4% <sup>1</sup>	10.9%   15.0% <sup>2</sup>	3.7%	18.6%	24.6%	26.2%
Earnings before taxes	96.0	28.7	8.2	59.4	108.5	149.0
in % of sales	32.6%	10.5%	3.5%	18.4%	24.3%	25.9%
Consolidated net income attributable to owners of the parent	85.7	18.5	6.4	39.8	71.4	99.1
in % of sales	29.1%	6.8%	2.8%	12.4%	16.0%	17.2%
Earnings per share (basic) in Euro	4.36	0.94	0.35	2.24	4.17	5.79
	<b>12/31/2019</b>		<b>12/31/2020</b>	<b>12/31/2021</b>	<b>12/31/2022</b>	<b>12/31/2023</b>
Total assets	439.5		395.5	418.0	542.4	812.4
Shareholders' equity	339.7		310.2	300.2	360.4	447.9
in % of total assets	77.3%		78.4%	71.8%	66.4%	55.1%
Financial liabilities	49.1		45.6	76.1	81.0	118.7
Liquid assets and securities	123.3		85.8	66.1	72.1	108.3
Net cash/Net debt (-)	74.3		40.2	-10.0	-8.9	-10.4
	<b>FY 2019</b>		<b>FY 2020</b>	<b>FY 2021</b>	<b>FY 2022</b>	<b>FY 2023</b>
Cash flow from operating activities	45.6		27.3	79.6	98.6	102.6
Capital expenditures <sup>3</sup>	43.6		18.8	60.0	73.0	115.1
in % of sales <sup>3</sup>	14.8%		8.1%	18.6%	16.3%	20.0%
Cash flow from investing activities	37.2		-42.4	-73.6	-72.6	-73.8
Adjusted free cash flow <sup>4</sup>	76.9		3.6	11.1	14.9	12.9
Dividend per share in Euro	0.52		0.52	0.65	0.75	0.85 <sup>5</sup>
Employees on annual average	1,317		1,208	1,151	1,176	1,282

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

<sup>4</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 and proceeds/payments from changes in the scope of consolidation).

<sup>5</sup> Proposal to the Annual General Meeting in May 2024.

# Financial calendar / IR contact / Research coverage / basic share data



Event	Date
Quarterly results Q1 2024 <sup>1</sup>	May 7, 2024
Annual General Meeting	May 15, 2024
Quarterly results Q2 2024 <sup>1</sup>	August 1, 2024
Quarterly results Q3 2024 <sup>1</sup>	November 6, 2024

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

Institution	Analyst	Recommendation
Deutsche Bank	Robert Sanders	Hold
Hauck & Aufhäuser	Tim Wunderlich Finn Kemper	Buy
Oddo BHF	Martin Marandon-Carlhian	Hold
Pekao Bank	Lukas Cinikas	Buy
Stifel	Florian Sager Jürgen Wagner	Buy
Warburg Research	Malte Schaumann	Buy

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

<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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