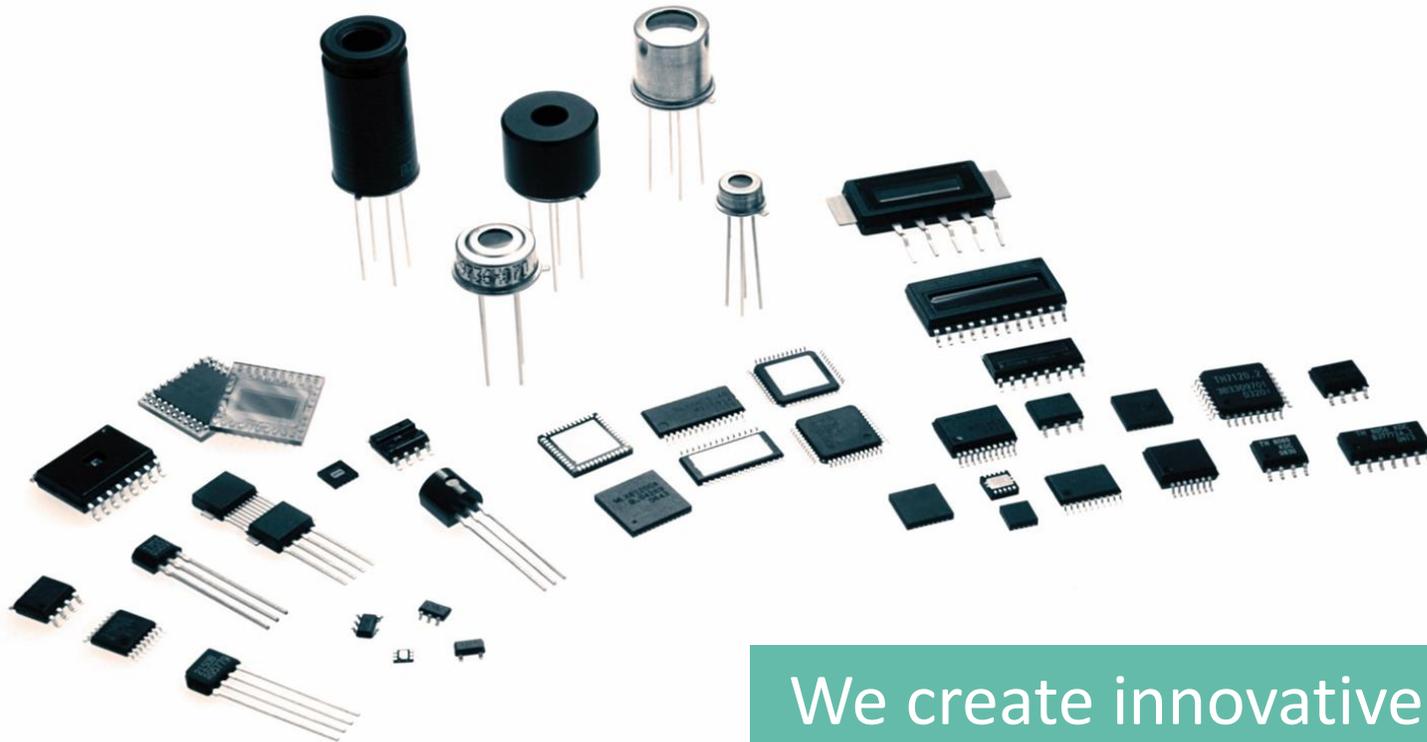




## Presentation results Q1 2019

# What do we do?



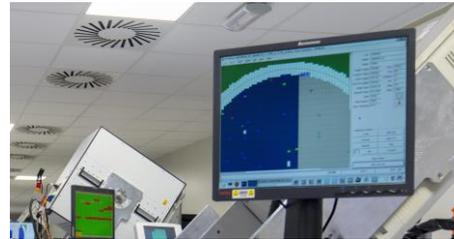
We create innovative  
micro-electronic solutions  
for the best imaginable future

# Typical process flow

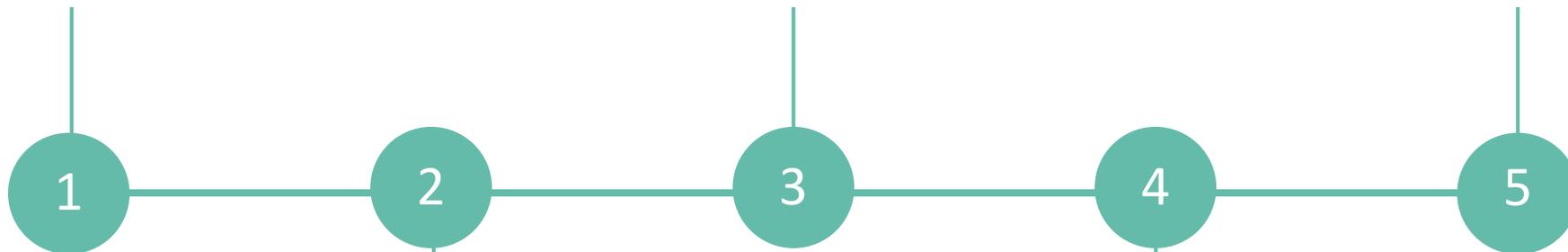
Chip design



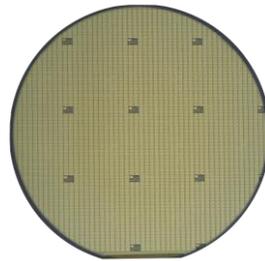
Wafer probe



Final test



Idea



Wafer fab



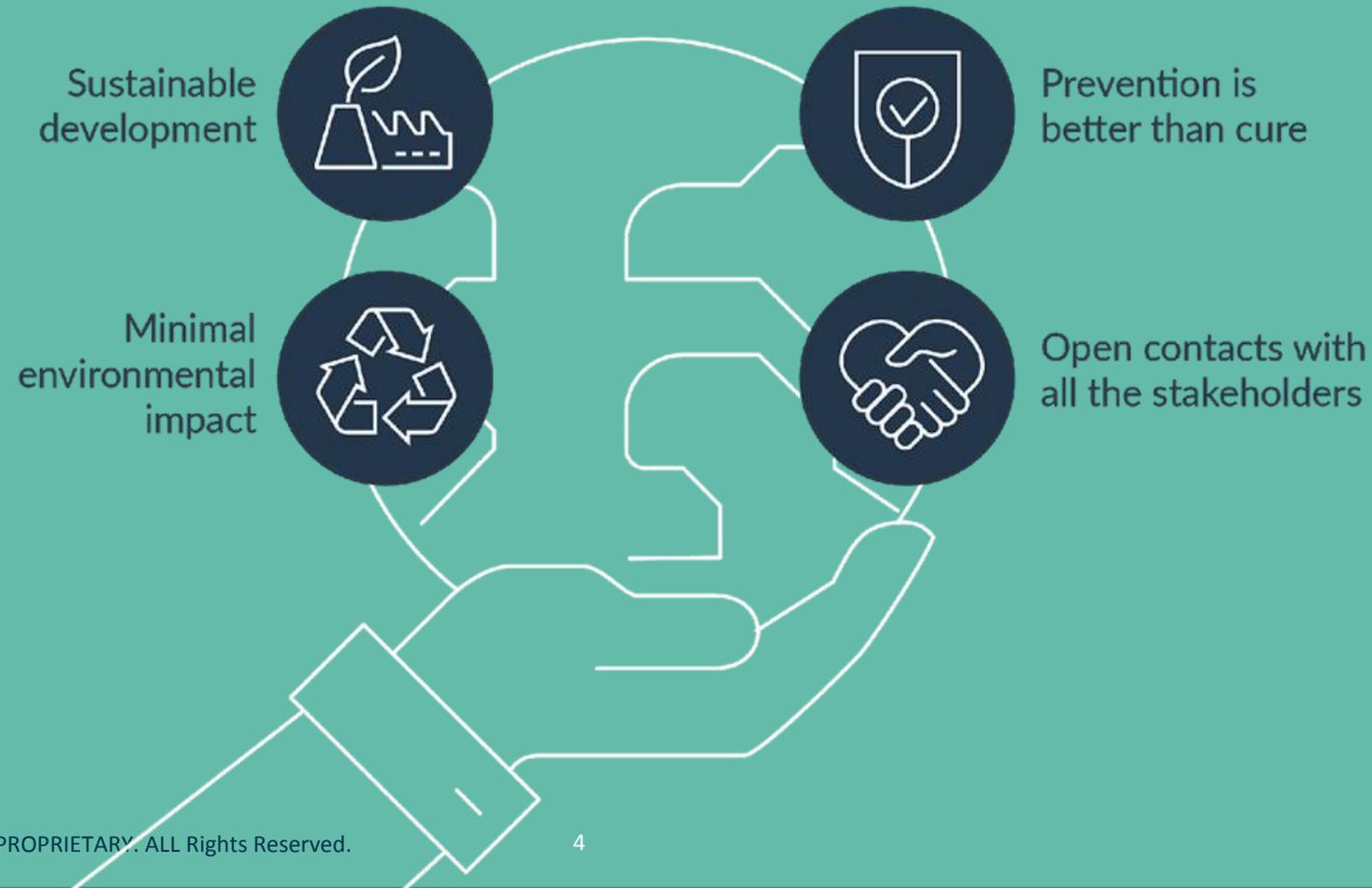
Assembly



Customer

# SUSTAINABILITY AT HEART

Our environmental policy is based on **four principles**



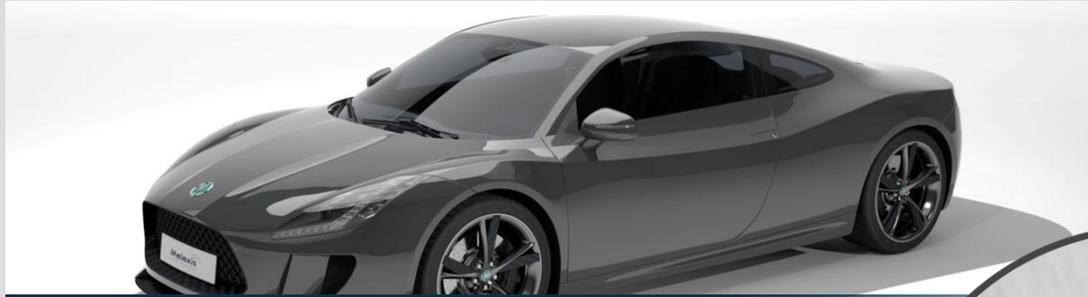
# Melexis strategy

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



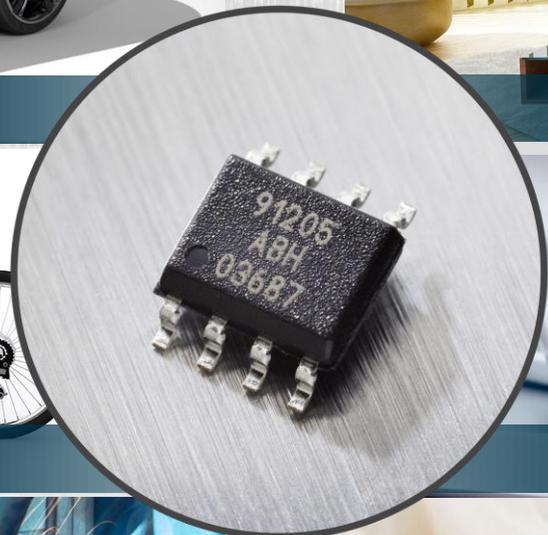
Consumer



Industry

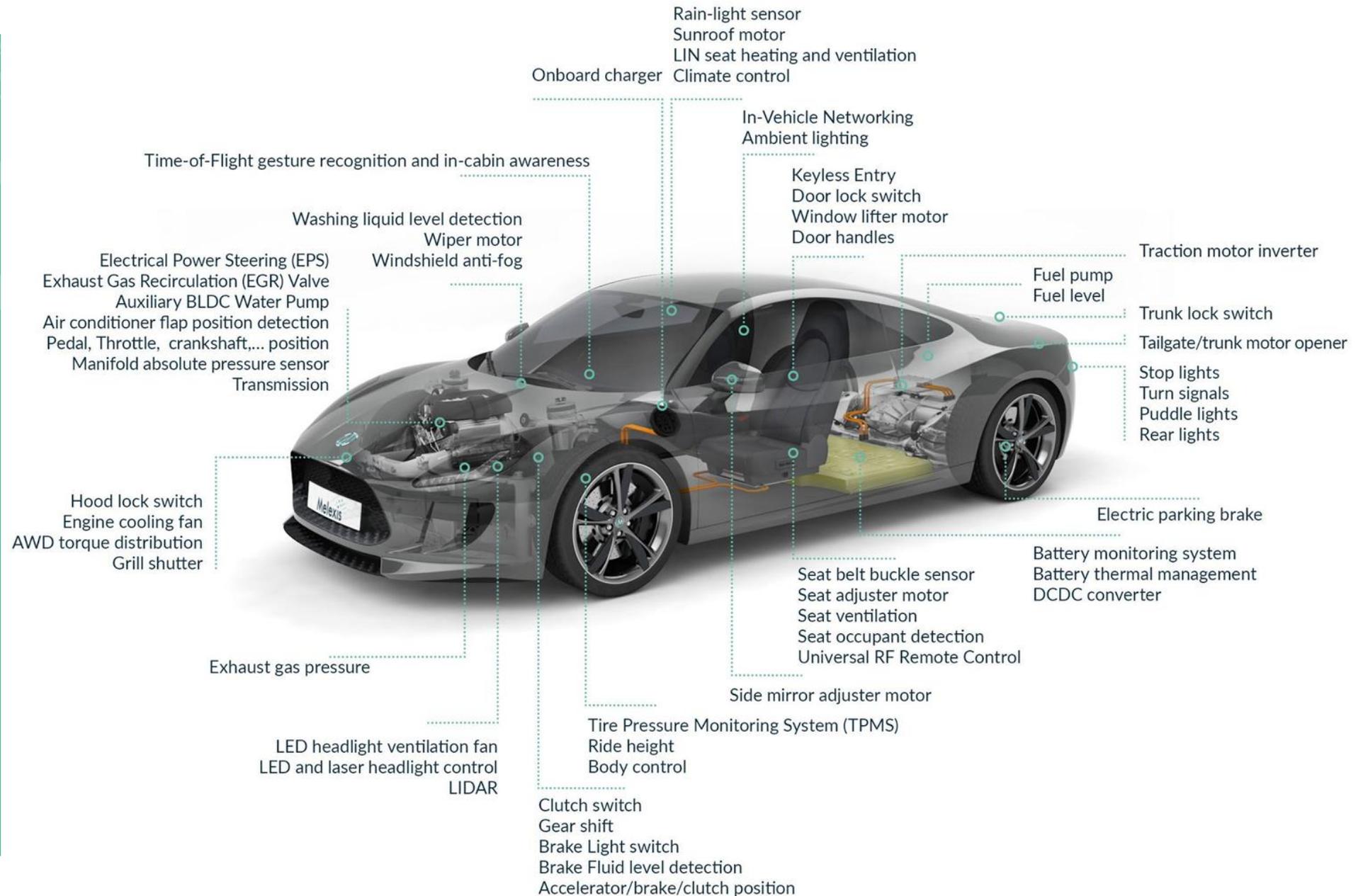


Healthcare





# 11 chips in every new car



# 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

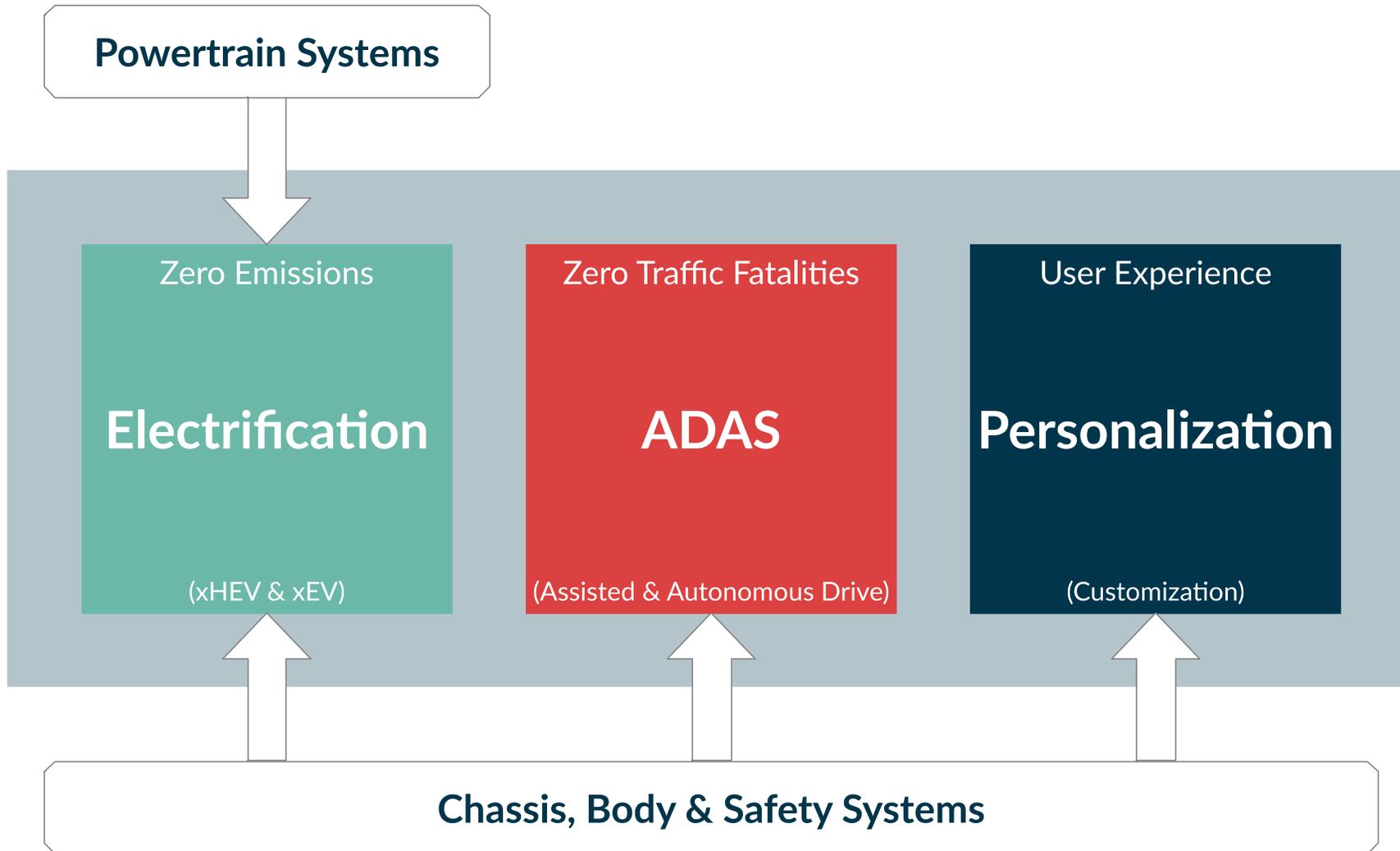


# Melexis vs Automotive Trends

Melexis enables  
**edge sensing & edge driving**

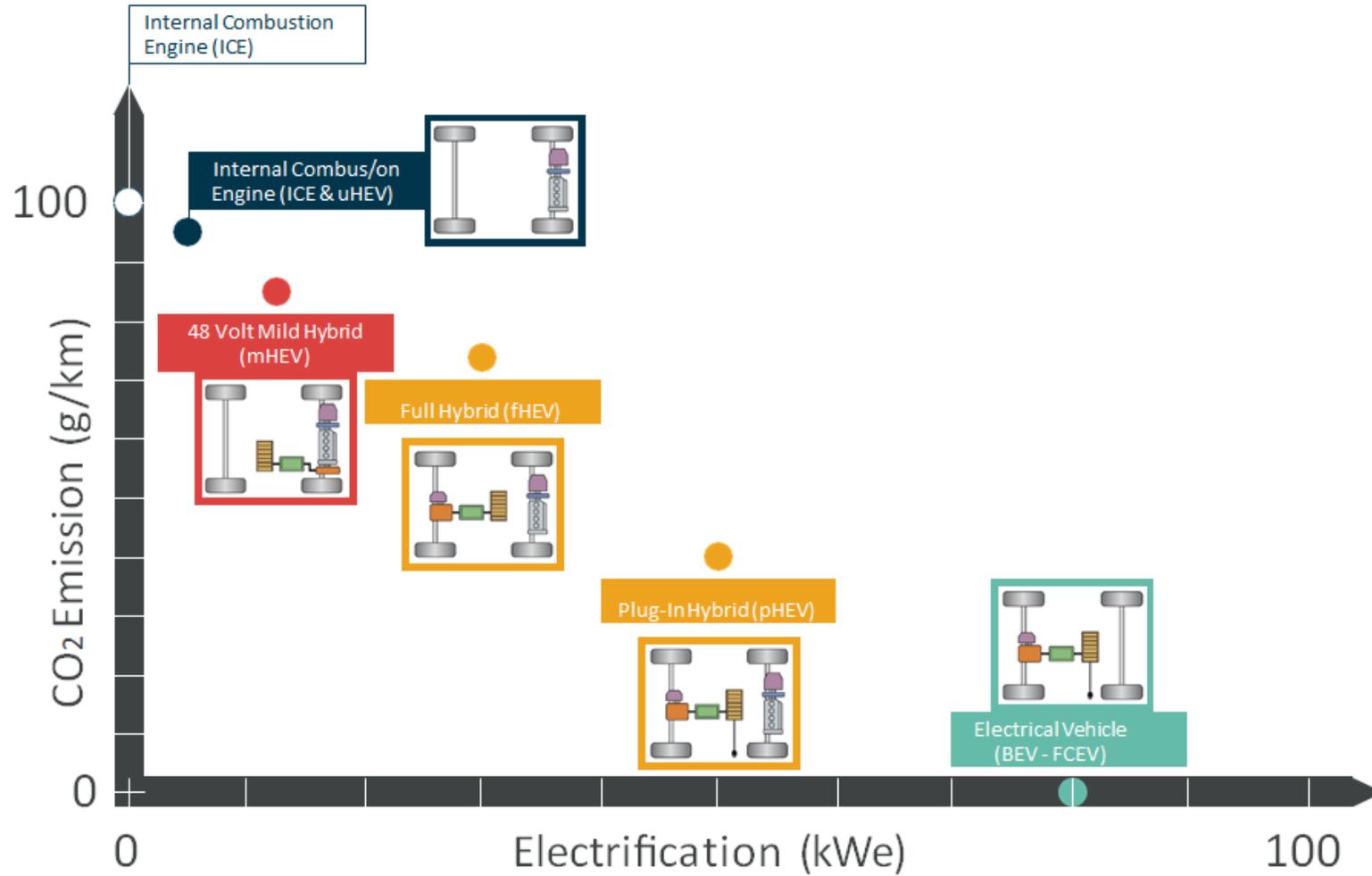
Melexis engineers small, smart  
**Sensing** and **Driving** nodes  
supporting  
in-vehicle edge computing systems

# Melexis vs Automotive Trends



# Powertrain Systems

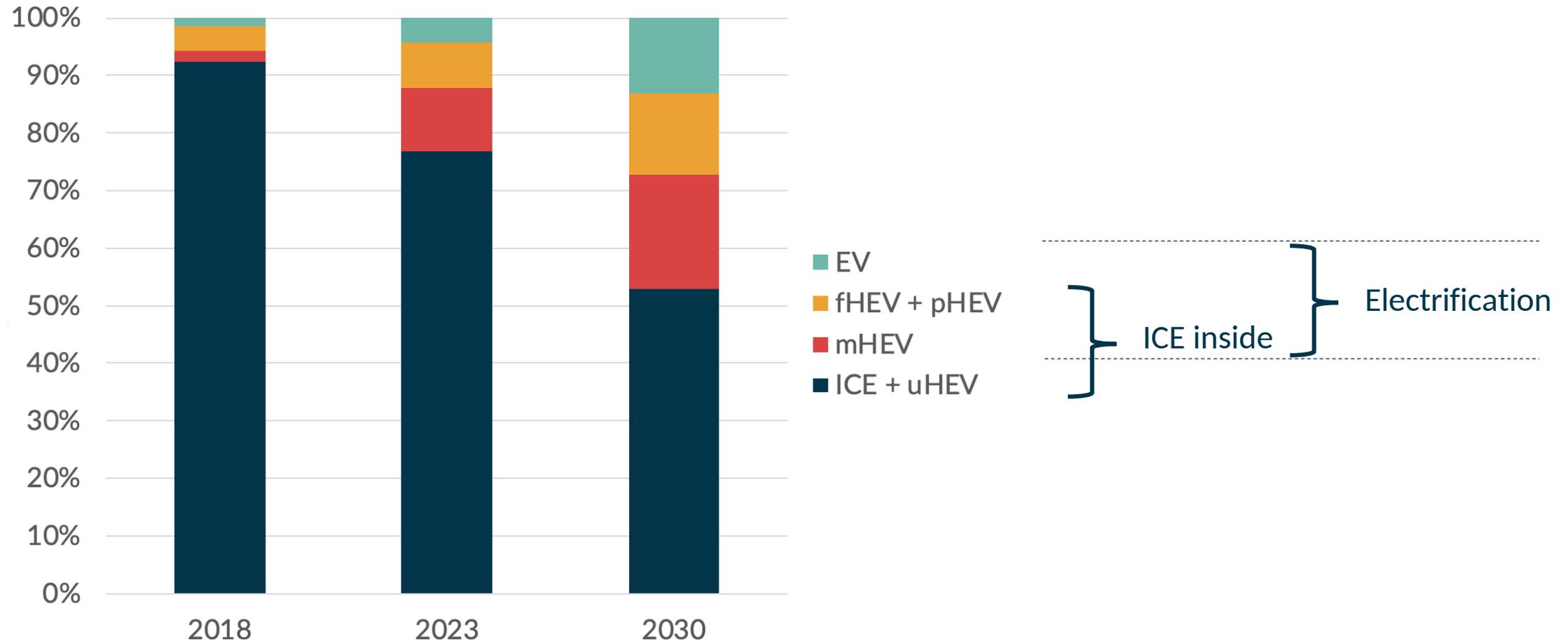
## Levels of Electrification



# Powertrain Systems



## Electrification – Segmentation – Market Split

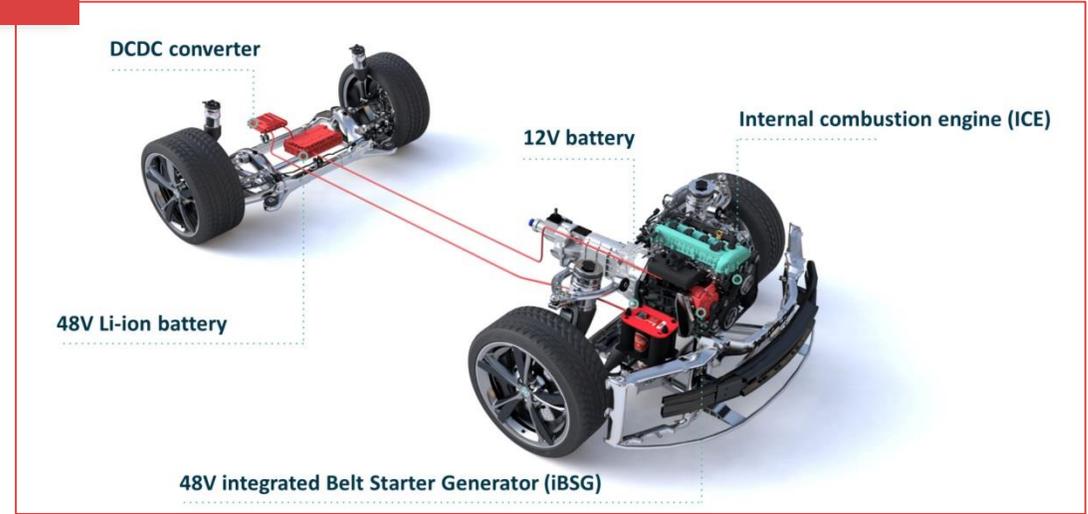


Source: Strategy Analytics and Melexis estimates

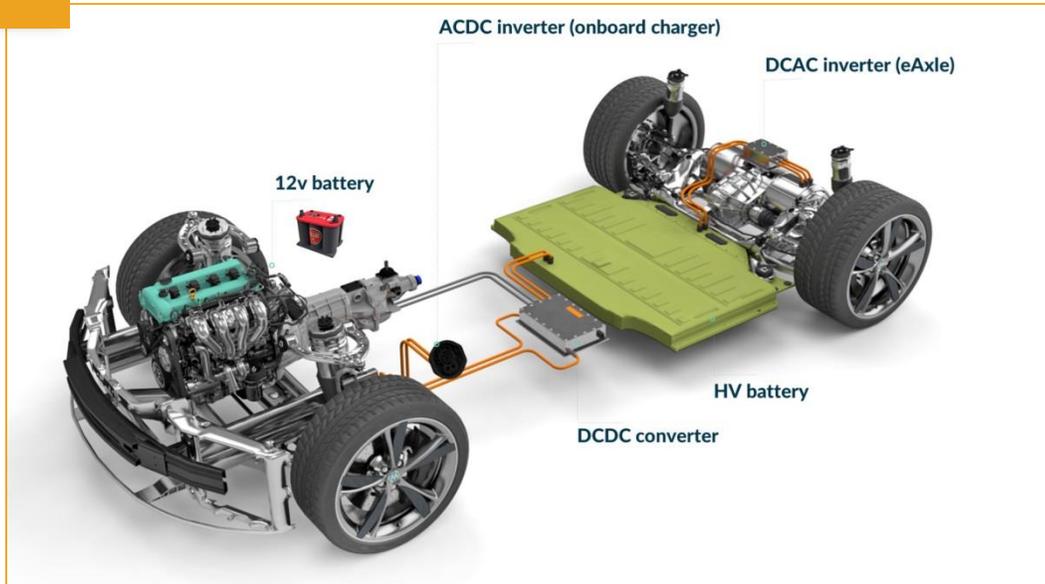
## Internal Combustion Engine (ICE + uHEV)



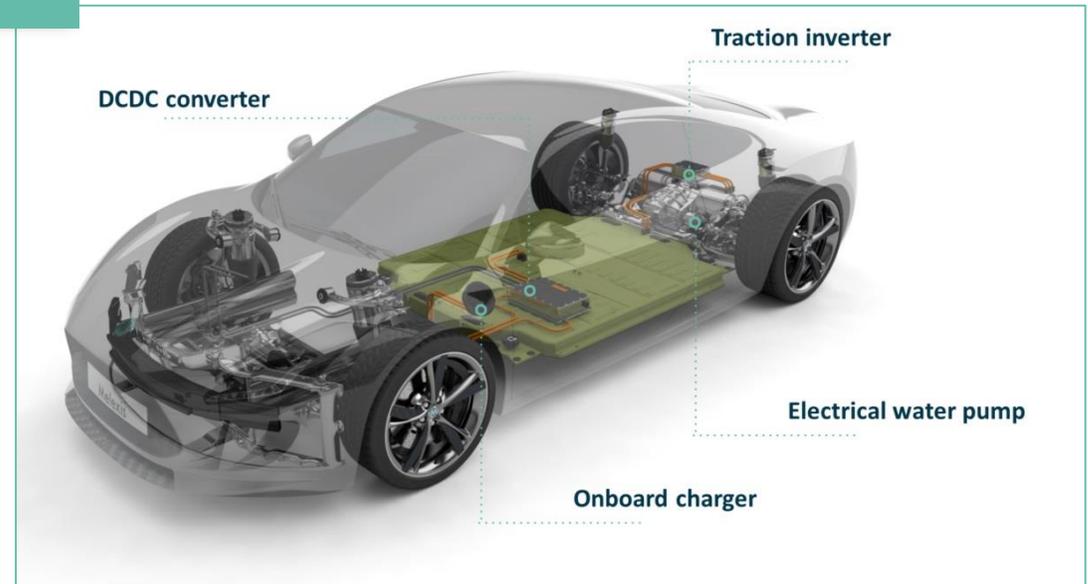
## 48 Volt Mild Hybrid (mHEV)



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



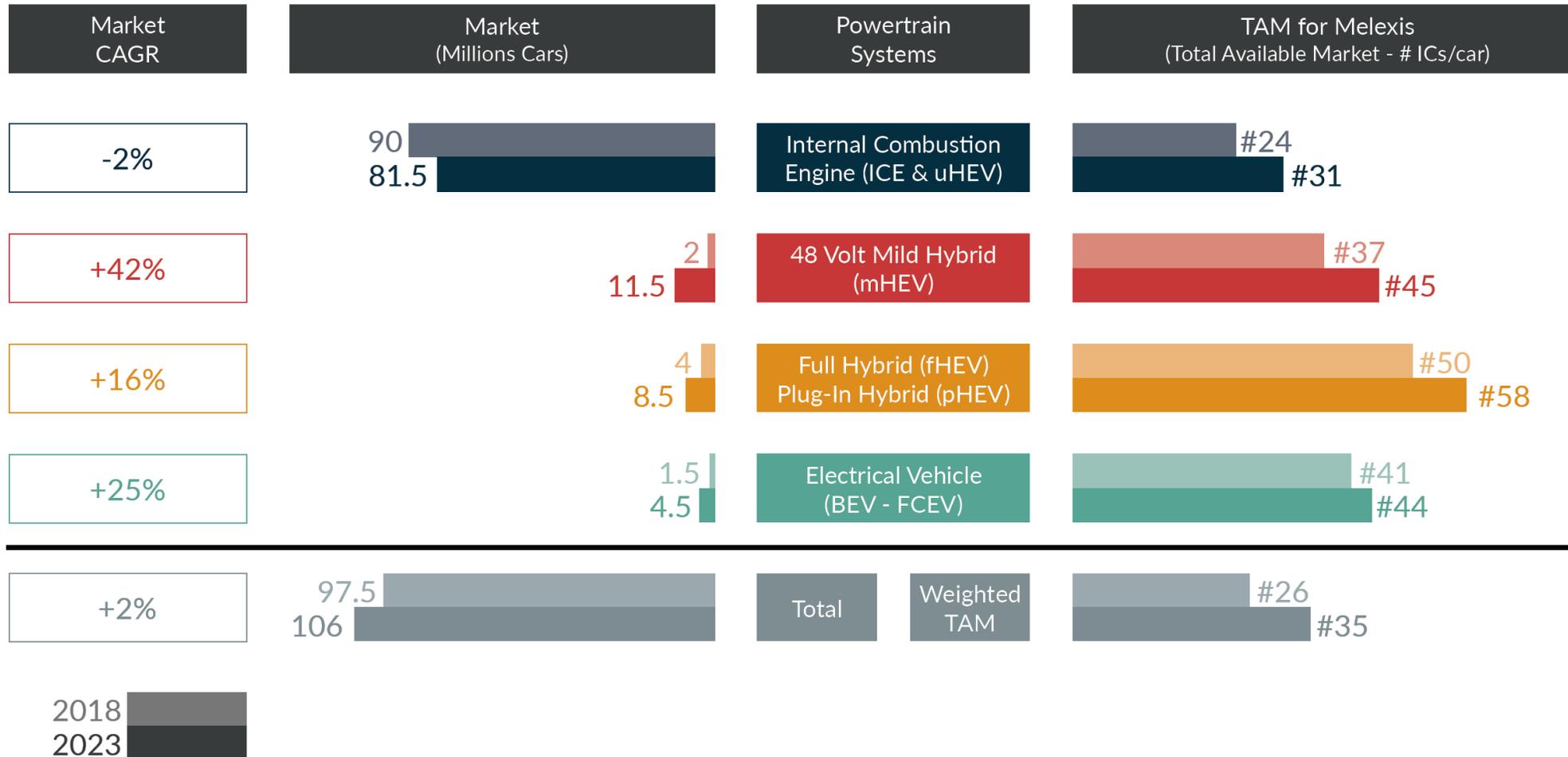
## Electrical Vehicle (BEV – FCEV)



# Powertrain Systems



## Electrification – Segmentation – TAM



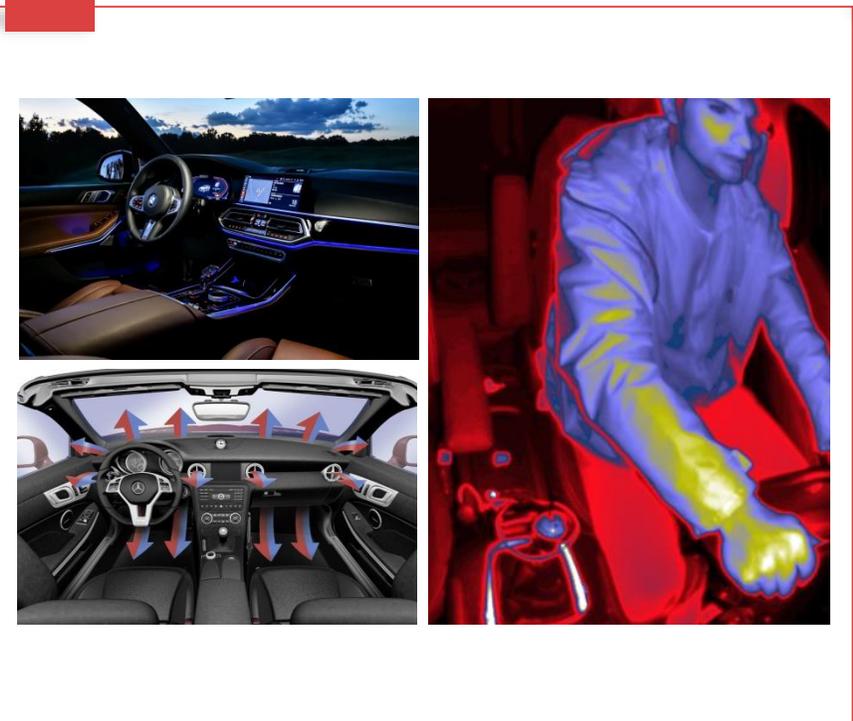
## Chassis

Breaking – Steering – Suspension



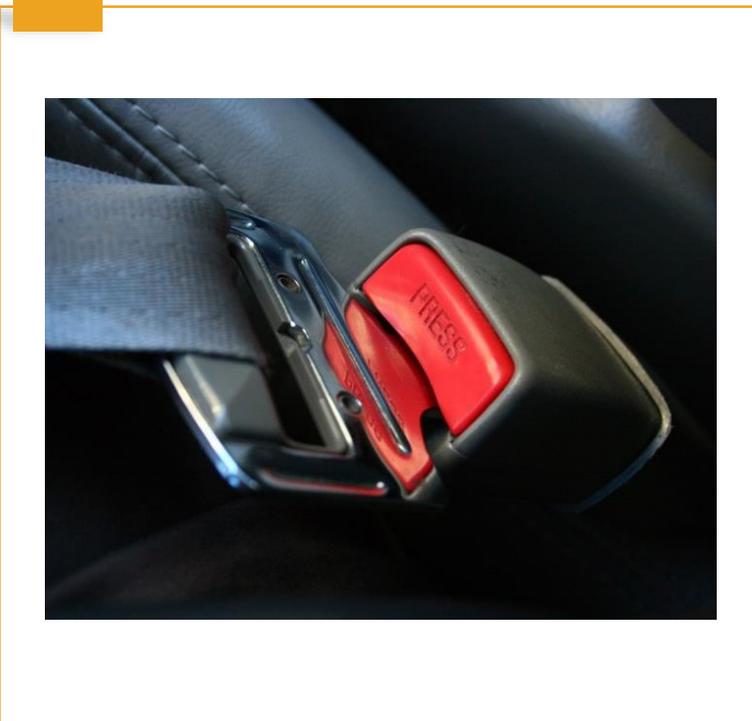
## Body

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>

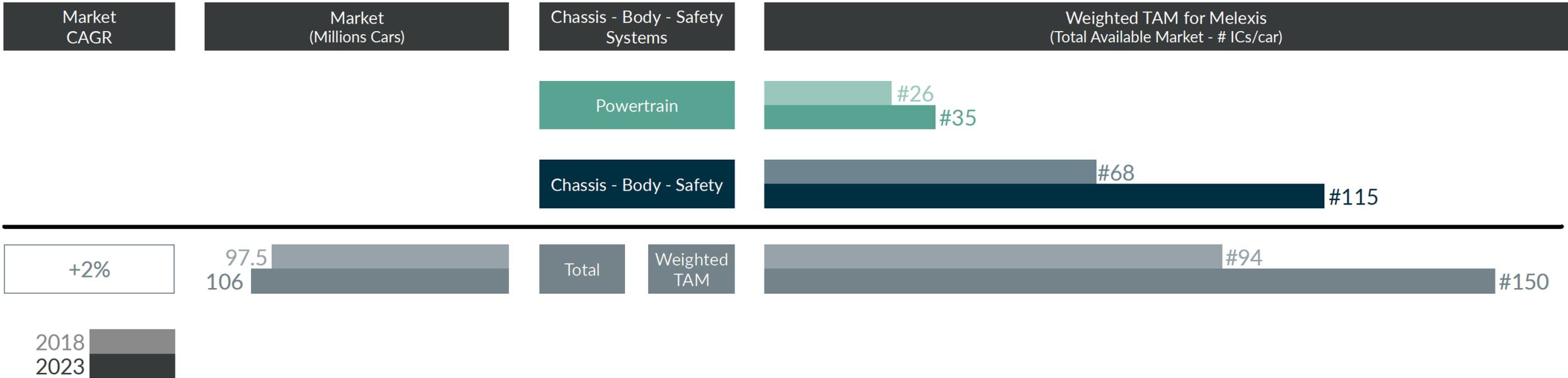
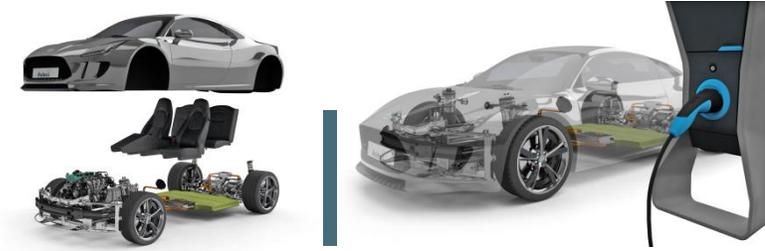


# Chassis – Body – Safety Systems

## Segmentation - TAM



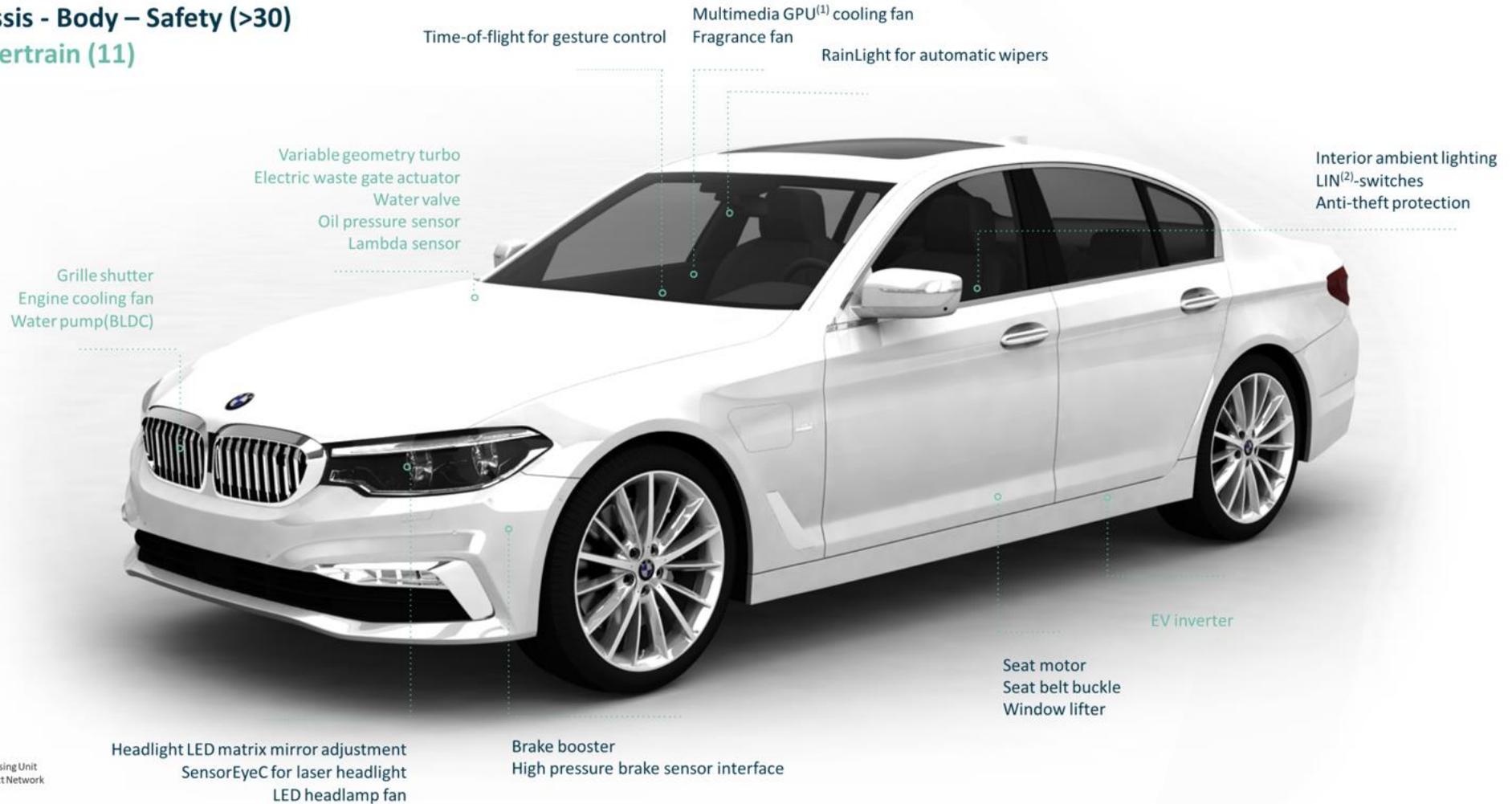
# Melexis in automotive



# 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
- Robotics – Focus on autonomy
- Drones
- Thermal information – People detection
- Environmental imaging
- Industrial position sensing
- Power monitoring & motor control



# Our market position



Automotive  
semiconductors

**# 14**



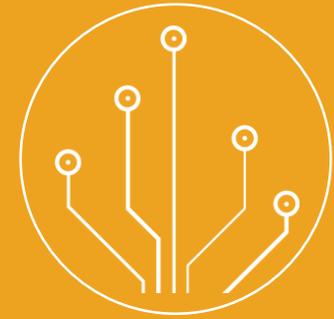
Automotive sensors

**# 3**



Magnetic sensors

**# 3**



Magnetic position  
sensors

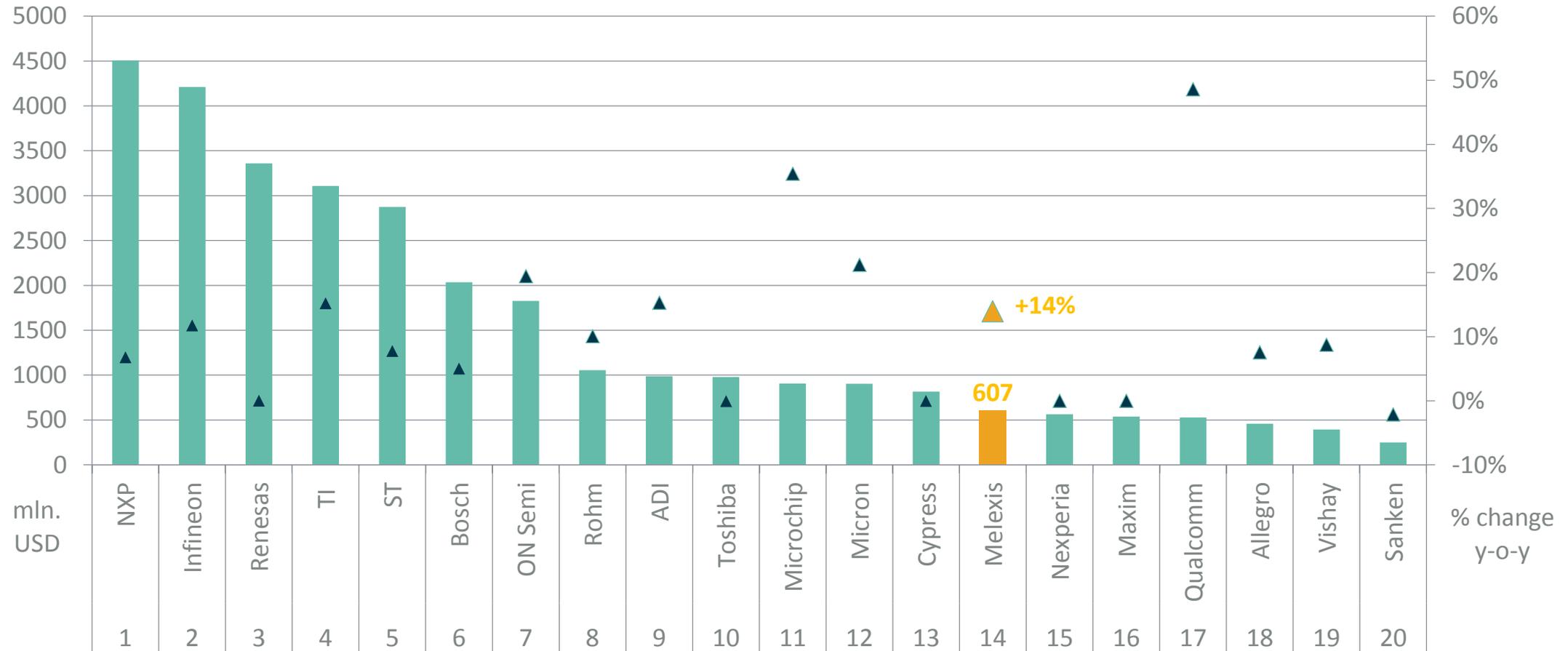
Latch & switch

Ambient lighting

**# 1**

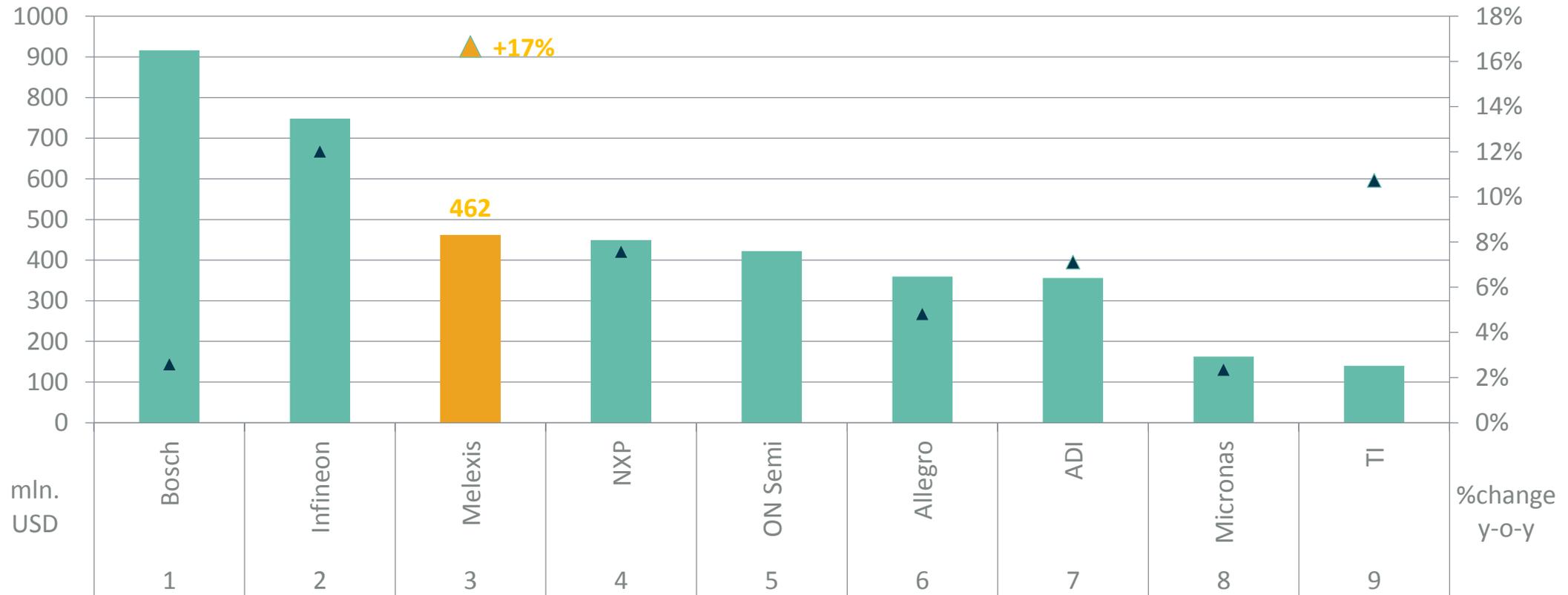
# Melexis ranking 14<sup>th</sup> in automotive semiconductor

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



# Melexis ranking 3<sup>rd</sup> in automotive sensors

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

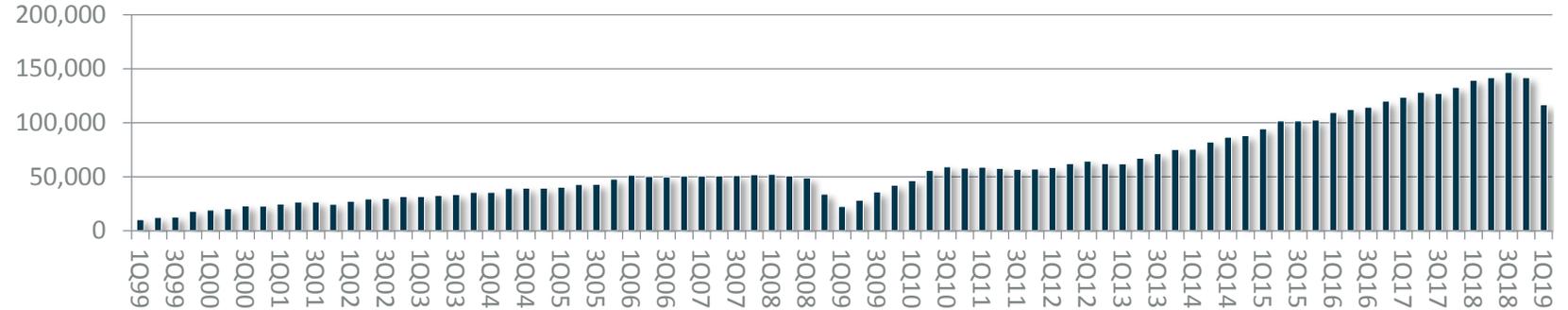


# Evolution financials 2000-2019

## Turnover

Q1 2019: 116.5 mln EUR

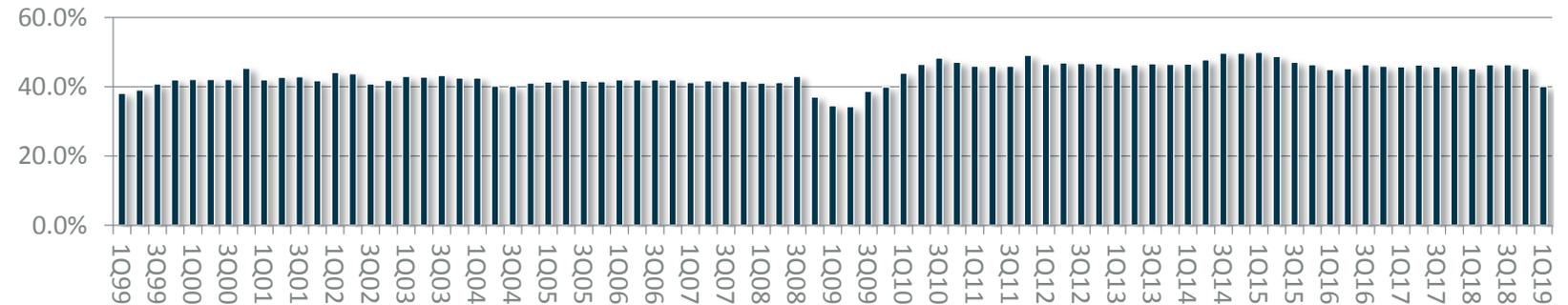
FY 2018: 569.4 mln EUR



## Gross profit margin

Q1 2019: 40.1%

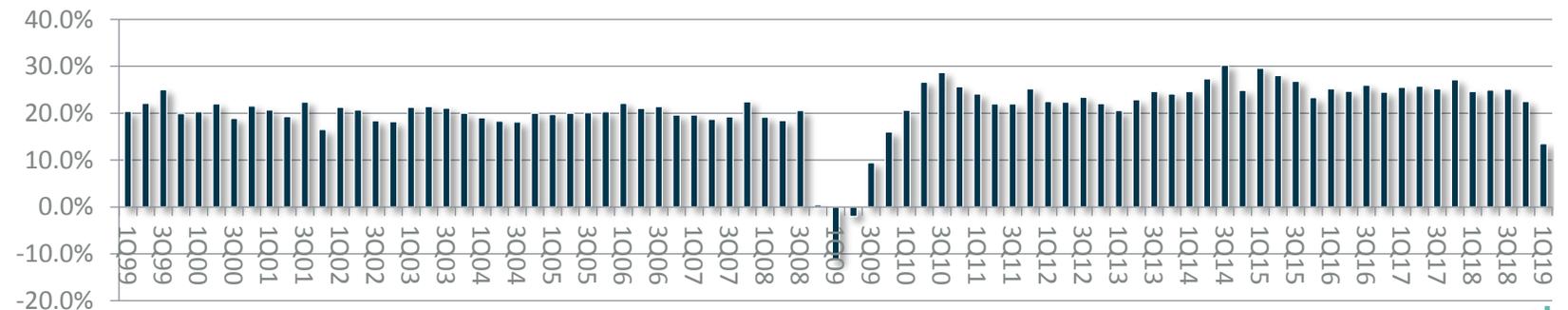
FY 2018: 45.9%



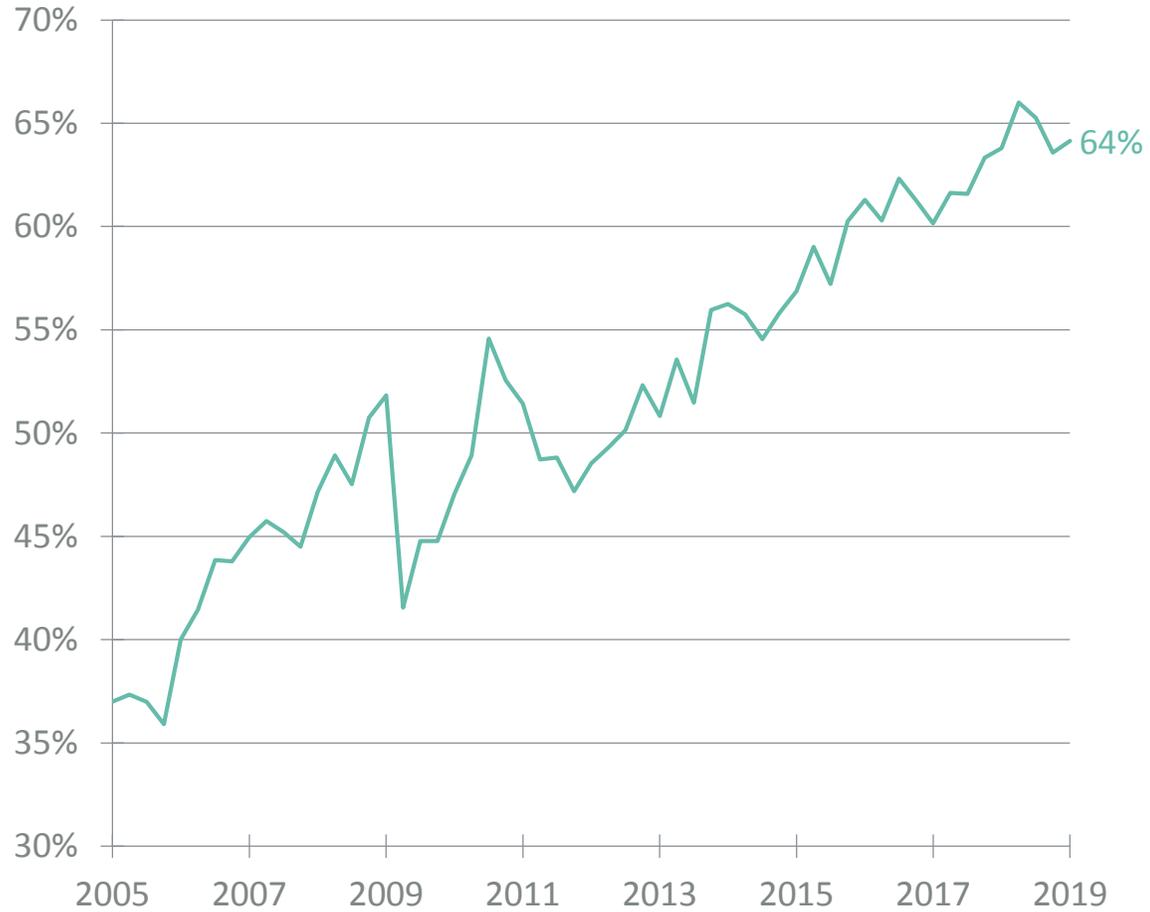
## Operating margin

Q1 2019: 13.5%

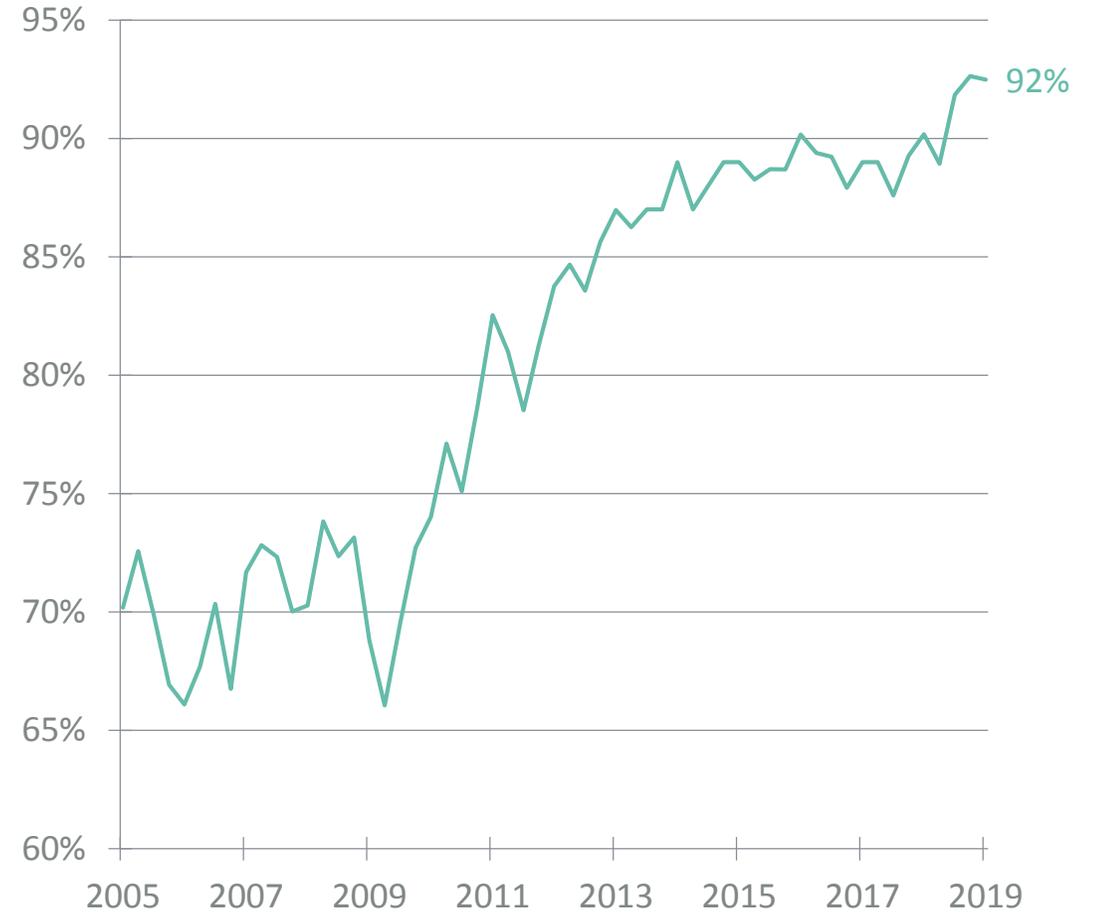
FY 2018: 24.3%



# % ASSP sales



# % automotive sales



# Q1 2019 results at a glance

## Sales

116.5m EUR

-16% Y-o-Y

## Gross margin

40.1%

46.8m EUR

-26% Y-o-Y

## Operating result

13.5%

15.7m EUR

-54% Y-o-Y

## Net result

0.35 EPS

13.9m EUR

-52% Y-o-Y

## Oper. cash flow

(before wcap change)

28.4m EUR

-31% Y-o-Y

## Net cash

4.6m EUR

## Outlook

Melexis expects sales in the second quarter of 2019 to be in the range of 117-123 million euro, with a gross profit margin around 41% and an operating margin around 14% at the midpoint of the sales guidance.

Melexis expects its full year 2019 sales level to remain below the previous year. Gross profit margin is expected to be in the range of 41-43% taking into account a EUR/USD exchange rate of 1.13.

# Profit & loss

## Q1 2019 versus Q1 2018 versus Q4 2018

P&L account (in million EUR)	Q1 2019	% of Sales	Q1 2018	% of Sales	Q4 2018	% of Sales
<b>Sales</b>	116.5	100.0%	139.3	100.0%	141.6	100.0%
Cost of goods sold	-69.8	-59.9%	-76.2	-54.7%	-77.5	-54.7%
<b>Gross margin</b>	46.8	40.1%	63.1	45.3%	64.2	45.3%
R&D	-19.8	-17.0%	-18.5	-13.3%	-20.8	-14.7%
G&A	-7.6	-6.5%	-6.9	-4.9%	-7.9	-5.6%
Selling	-3.7	-3.1%	-3.4	-2.4%	-3.6	-2.5%
<b>EBIT</b>	15.7	13.5%	34.3	24.6%	31.9	22.5%
Net financial result	-0.3	-0.3%	1.1	0.8%	0.5	0.4%
Income taxes	-1.5	-1.3%	-6.7	-4.8%	-4.0	-2.8%
<b>Net profit</b>	13.9	12.0%	28.8	20.7%	28.5	20.1%
<b>Earnings per share</b>	0.35		0.71		0.70	

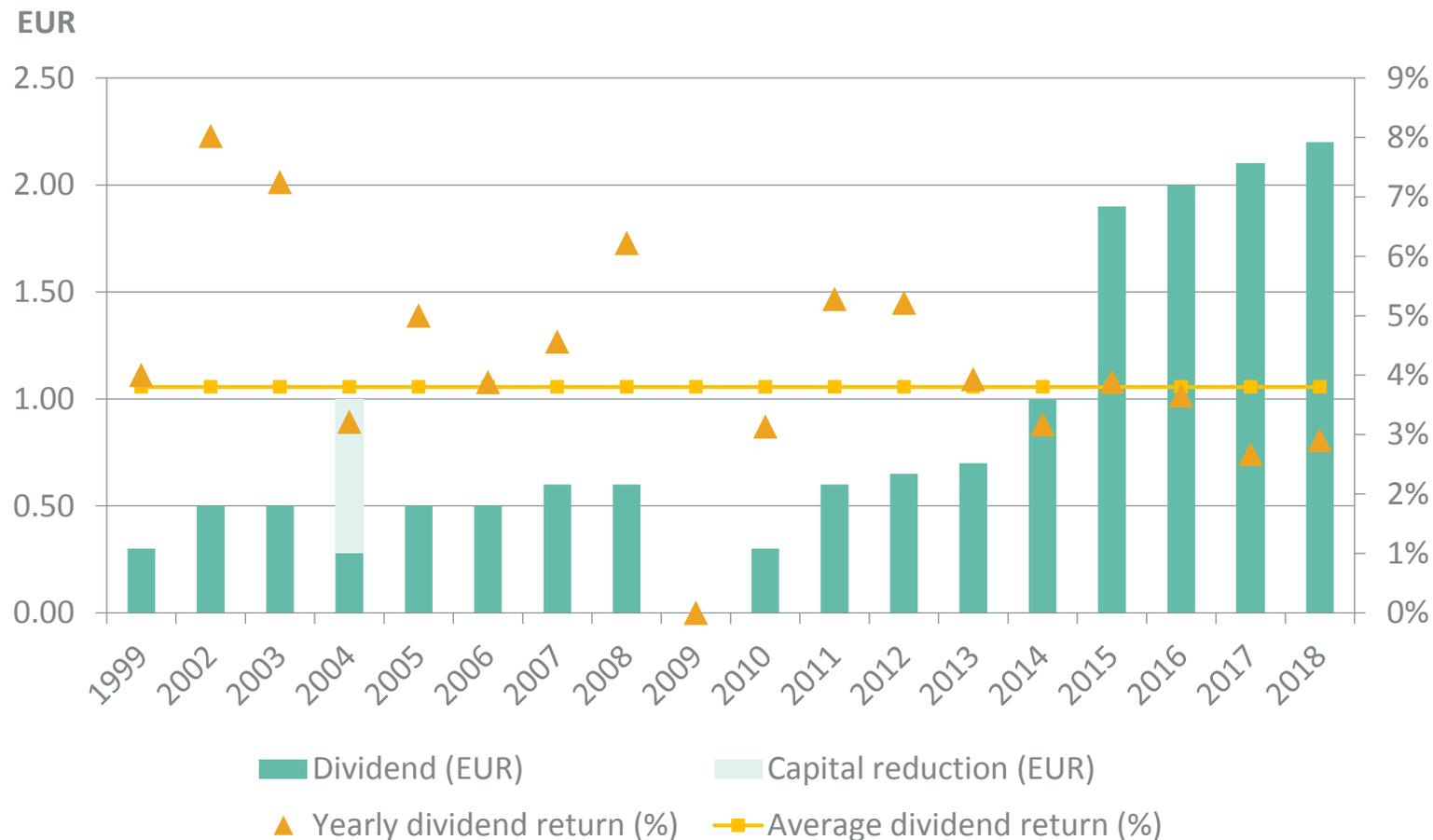
# Balance sheet

## Q1 2019 versus Q1 2018 versus Q4 2018

Balance Sheet	Q1 2019	Q1 2018	Q4 2018
<b>Total assets</b>	432.7	418.8	428.0
<b>Current assets</b>	243.4	258.0	240.5
Cash	39.6	71.8	34.5
Inventory	124.9	100.8	120.6
A/R Trade	65.7	72.8	75.2
<b>Non-current assets</b>	189.3	160.8	187.6
<b>Shareholders' equity</b>	340.3	323.1	326.0
<b>Interest bearing debt</b>	35.0	15.0	35.0
Long term	34.0	15.0	34.0
Short term	1.0	0.0	1.0

# Dividend yield

Based on average share price



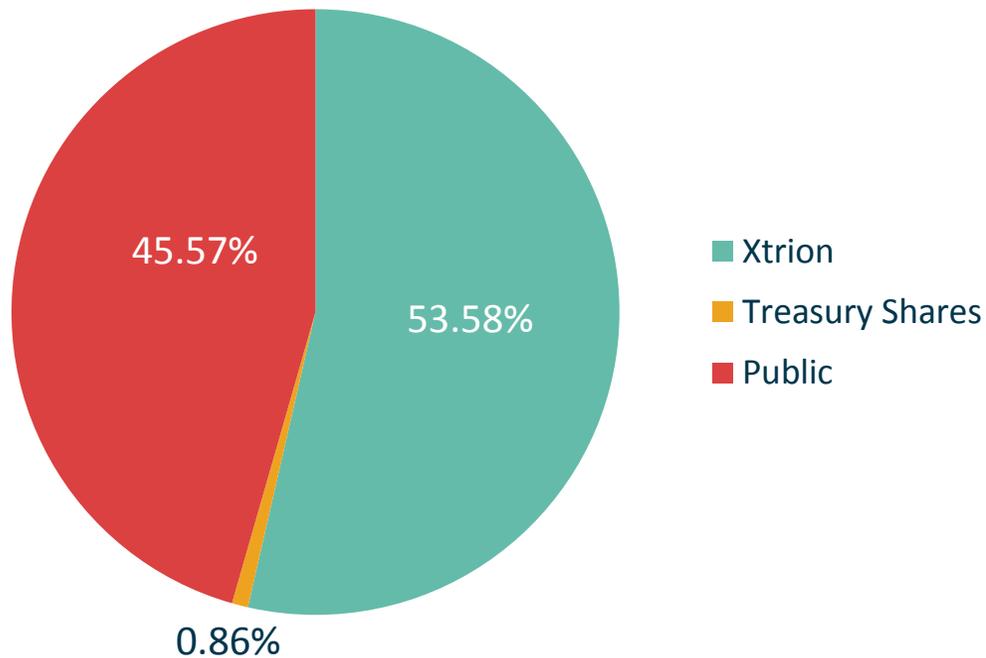
## Gross dividend per share (EUR)

2002	0.50
2003	0.50
(*) 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

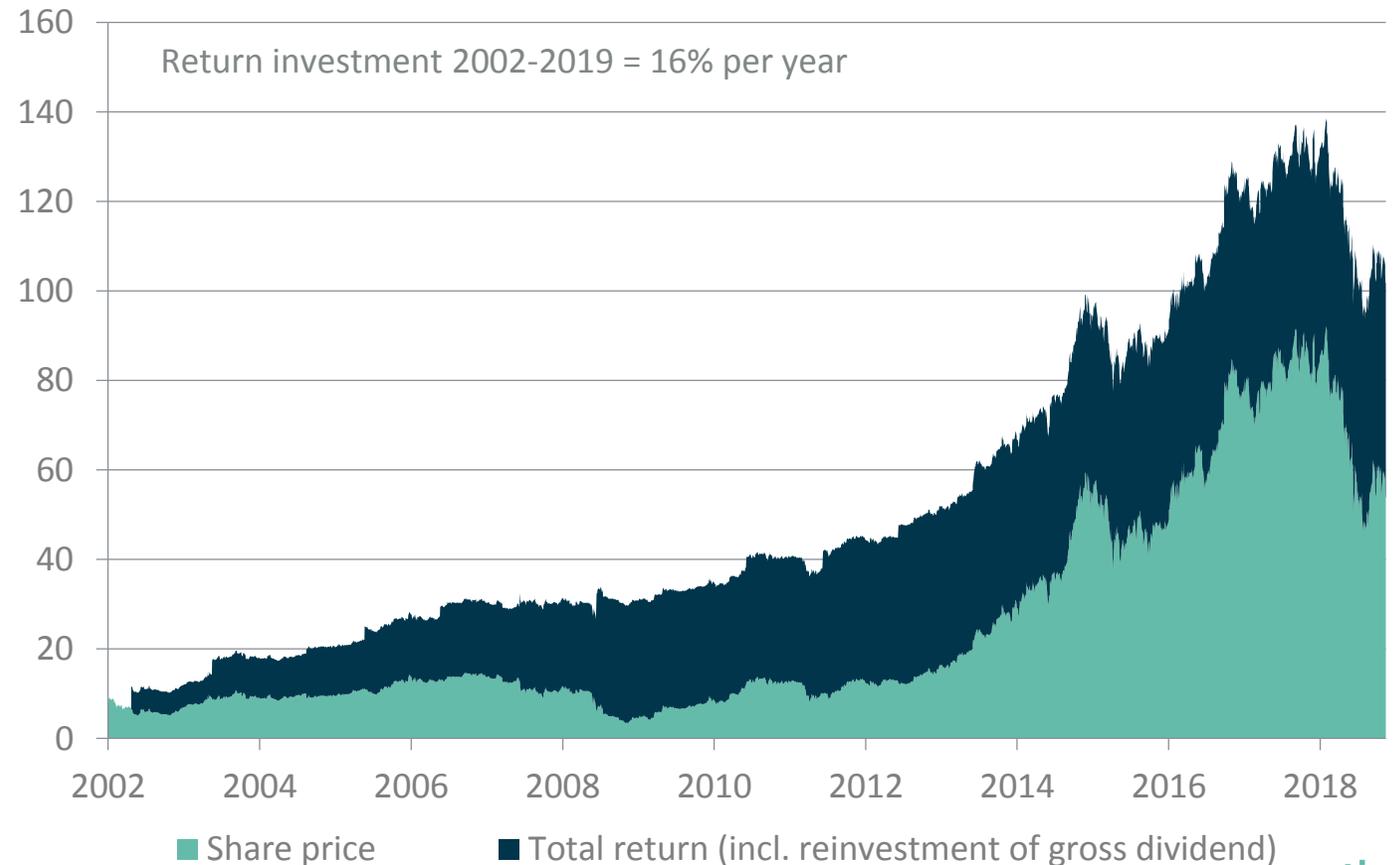
(\*) incl. 0.72 cap.decr  
 (\*\*) 0.90 final dividend payable as from April 26, 2019

# Shareholders structure & shareholder return

## Shareholder structure on 31 Mar 2019



## Shareholder Return 2002-2019



# Melexis Investor Relations

Karen van Griensven

CFO

Geert Reynders

Investor Relations

Joren Vanvelk

Financial Analyst

[investor@melexis.com](mailto:investor@melexis.com)

+32 (0)13 67 07 79