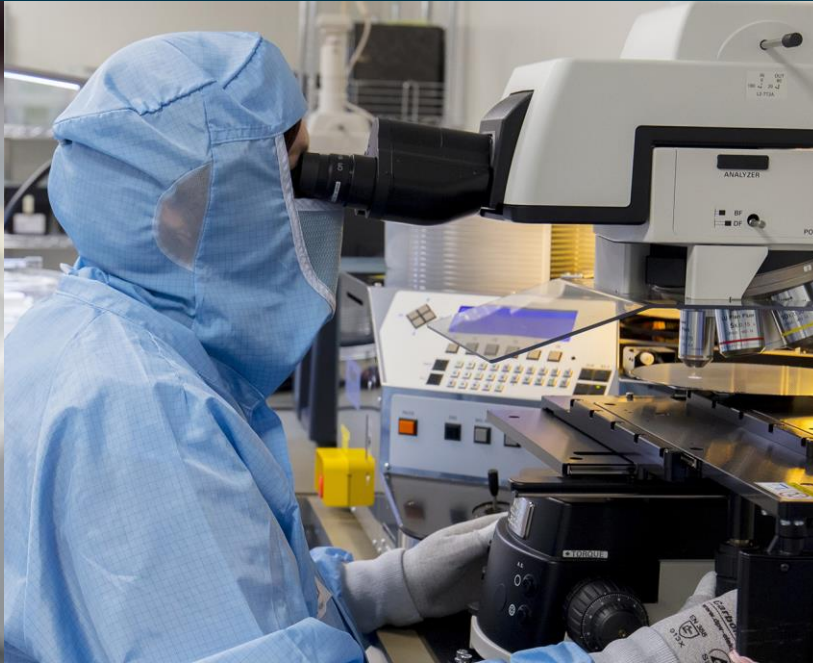
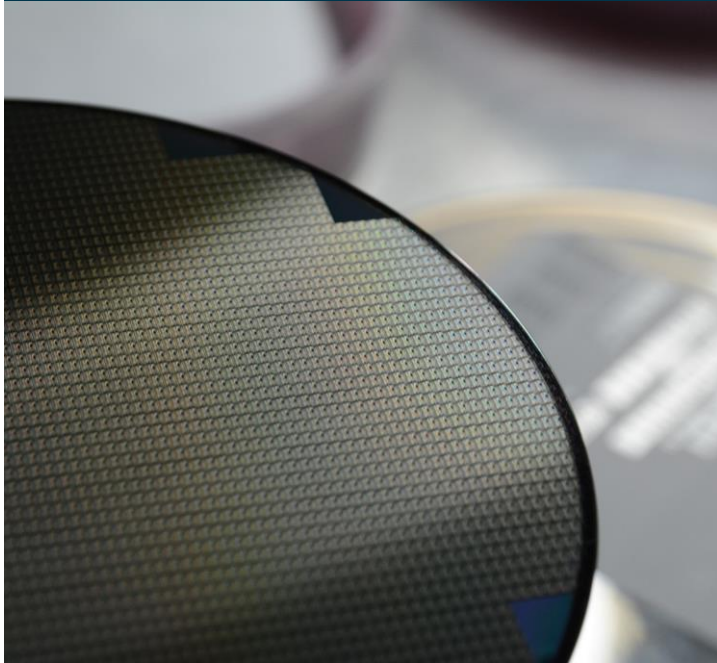


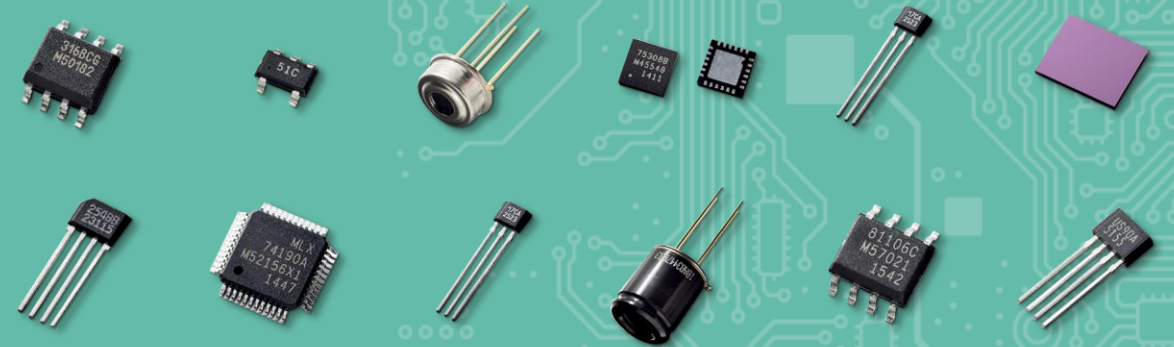


## Presentation results Q3 2020

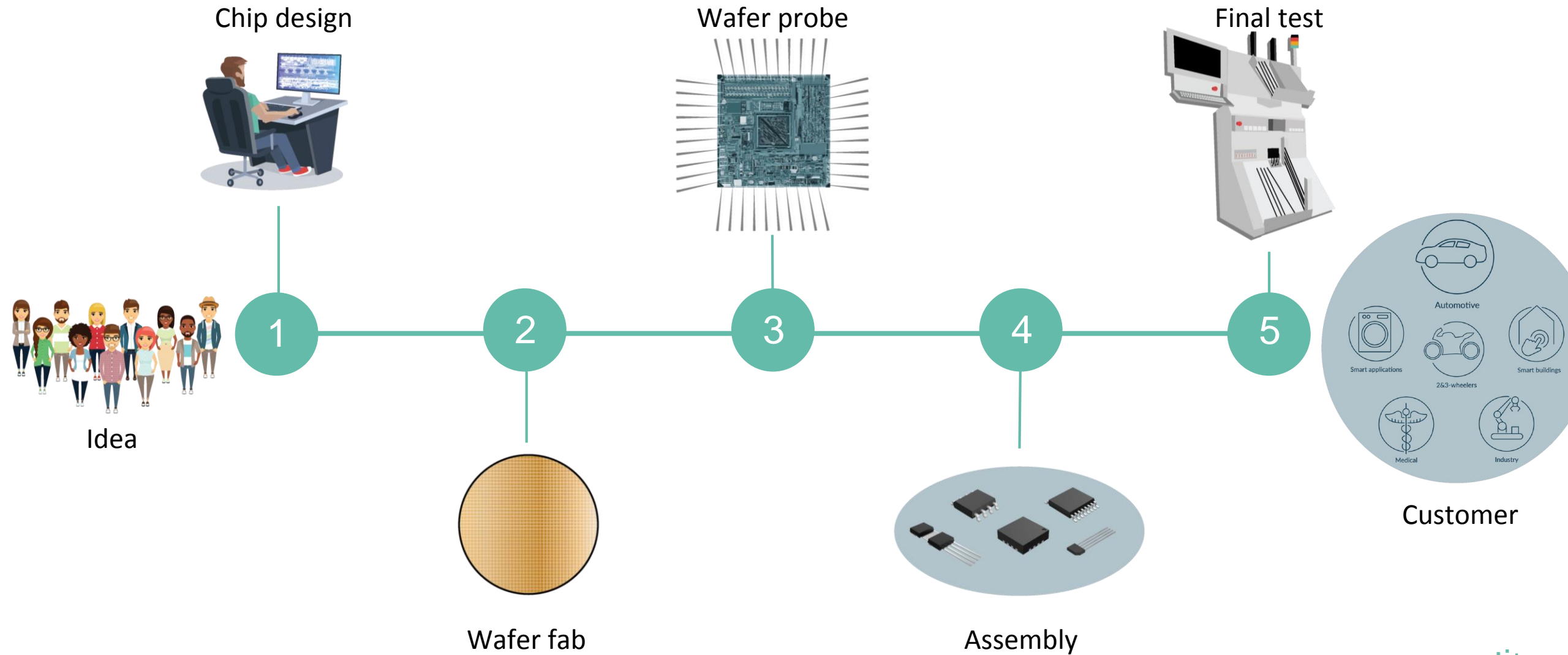
# What do we do?



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



# Process flow



# SUSTAINABILITY AT HEART

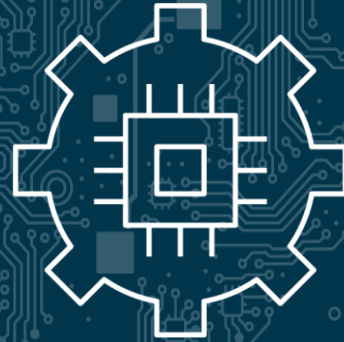
Our environmental policy is based on five principles



# 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



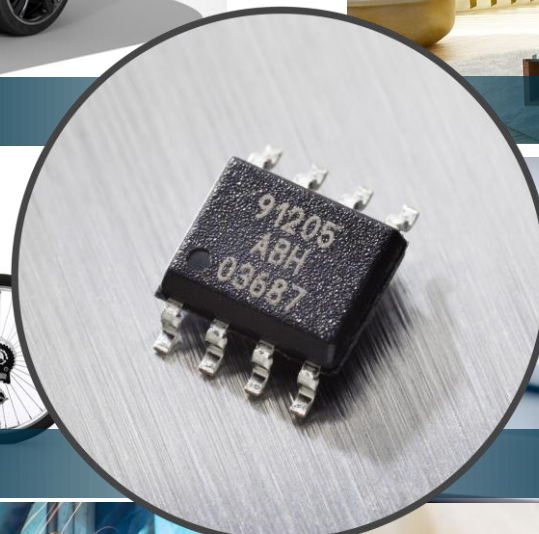
Automotive



Home



Motorcycles and e-bikes



Consumer



Industry



Healthcare

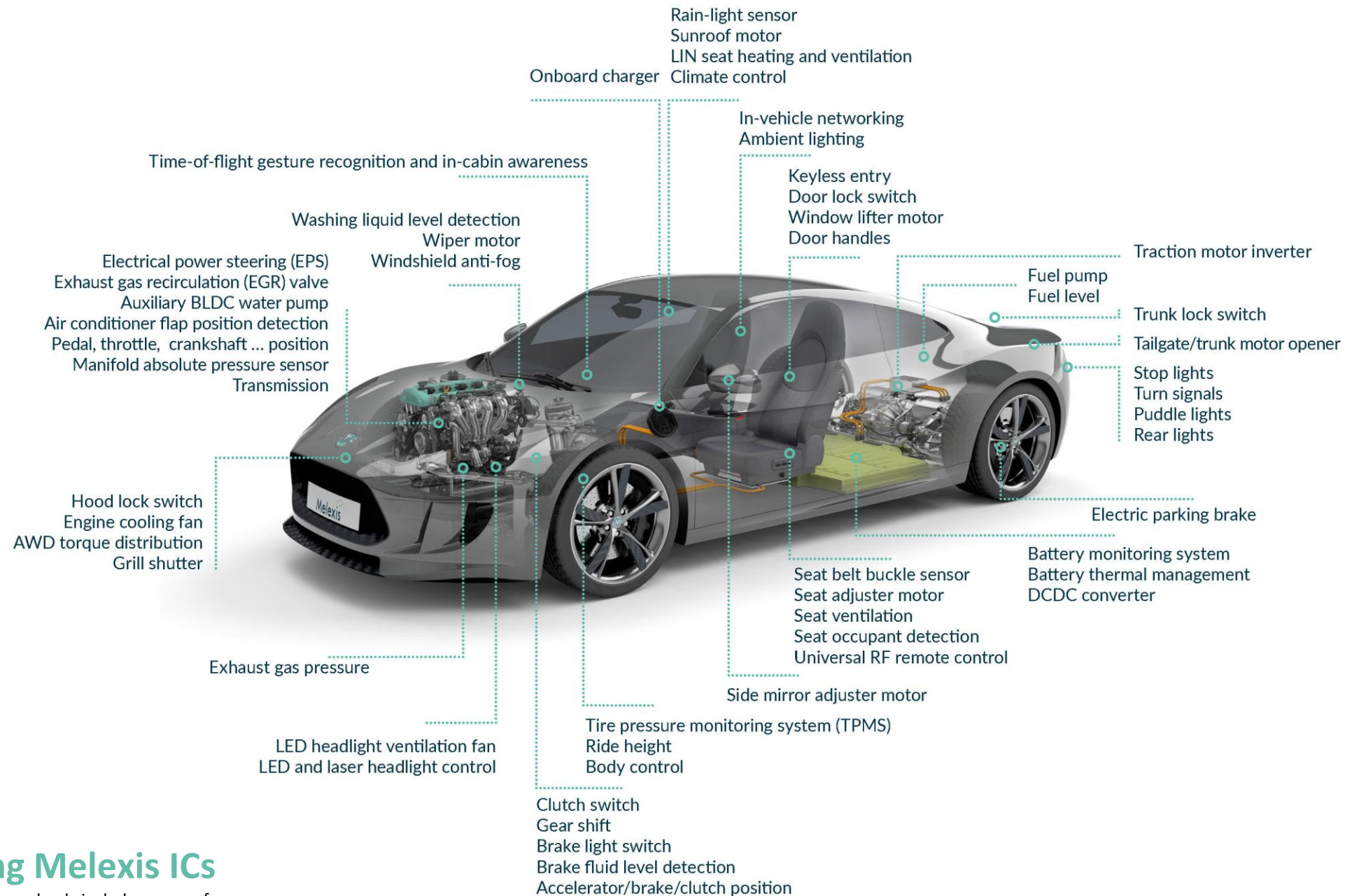
# Melexis supplied > 1.2 billion ICs worldwide in 2019



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

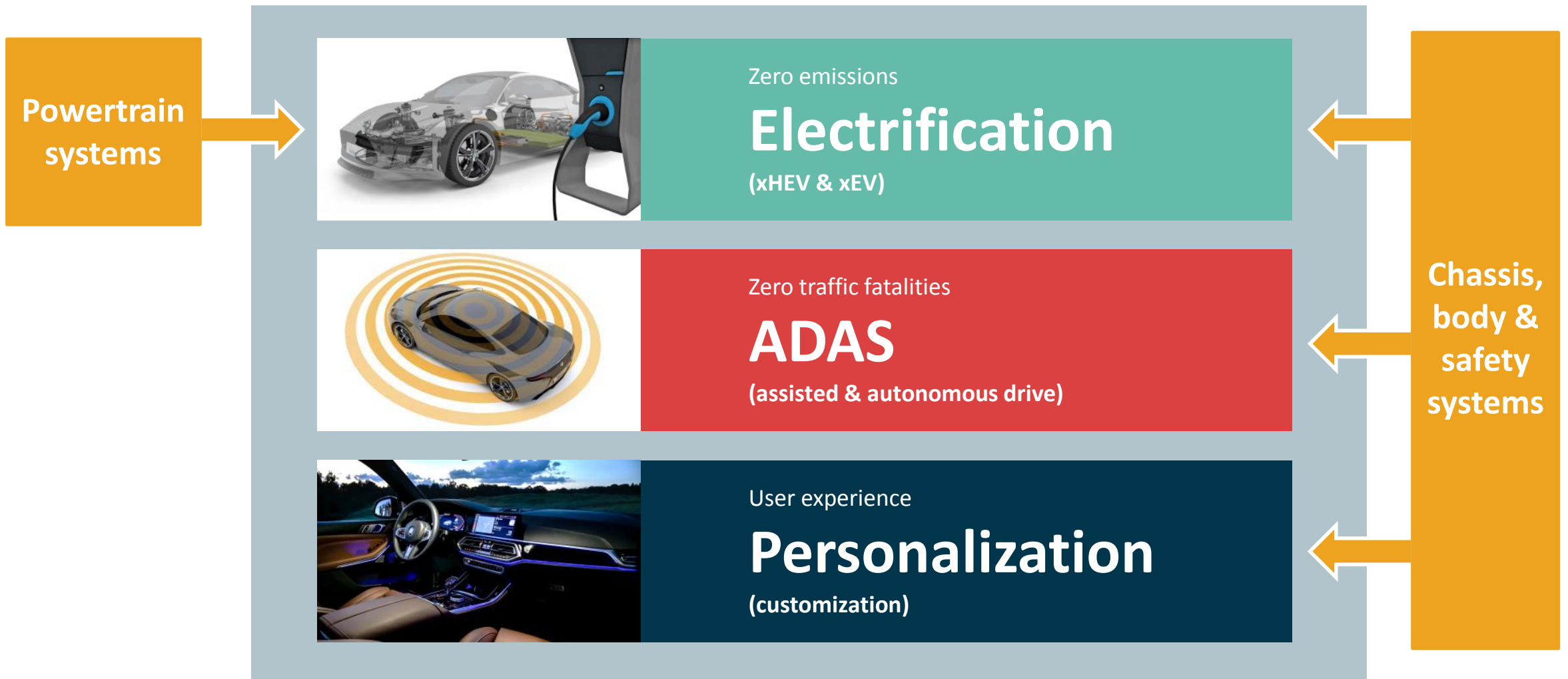


# Melexis vs Automotive Trends

Melexis enables  
**edge sensing & edge driving**

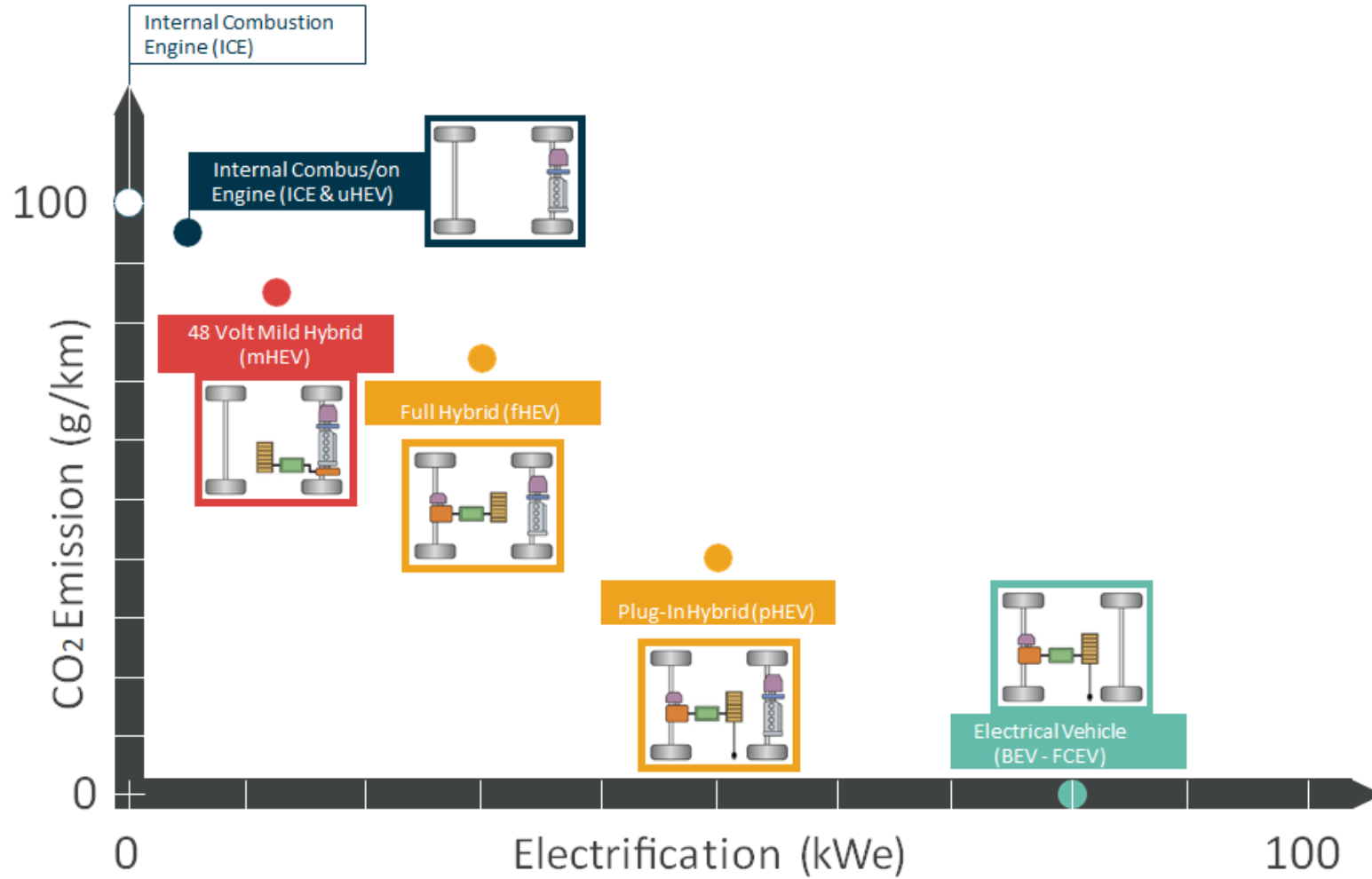
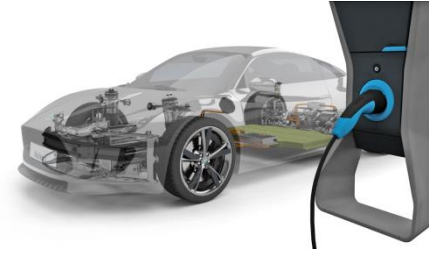
Melexis engineers small, smart  
**Sensing** and **Driving** nodes  
supporting  
in-vehicle edge computing systems

# Melexis vs. automotive trends



# Powertrain Systems

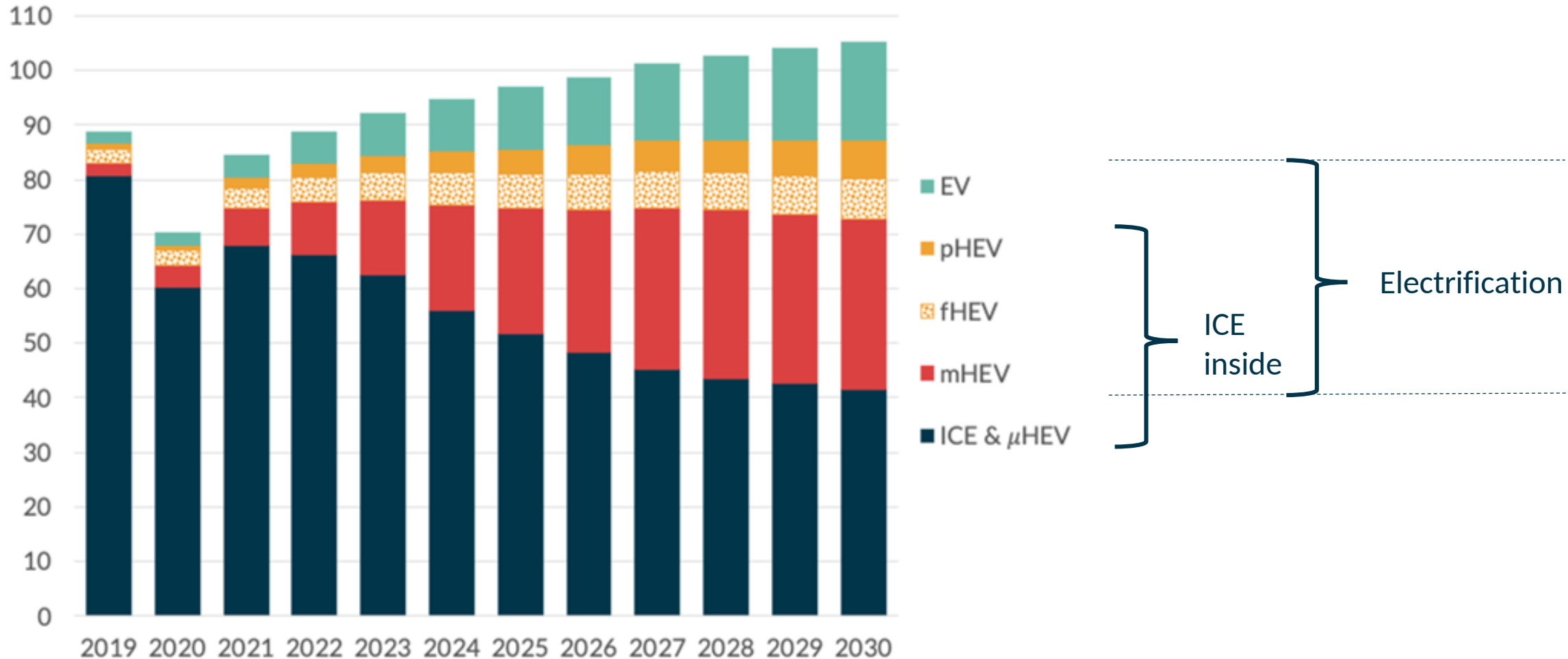
## Levels of Electrification



# Global vehicle production (million units)



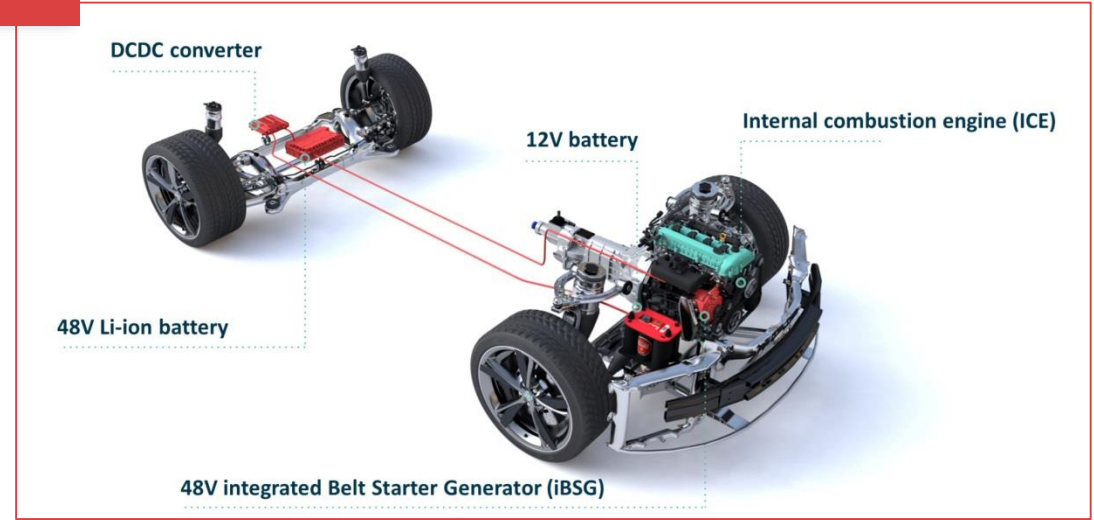
## Electrification – Segmentation – Market Split



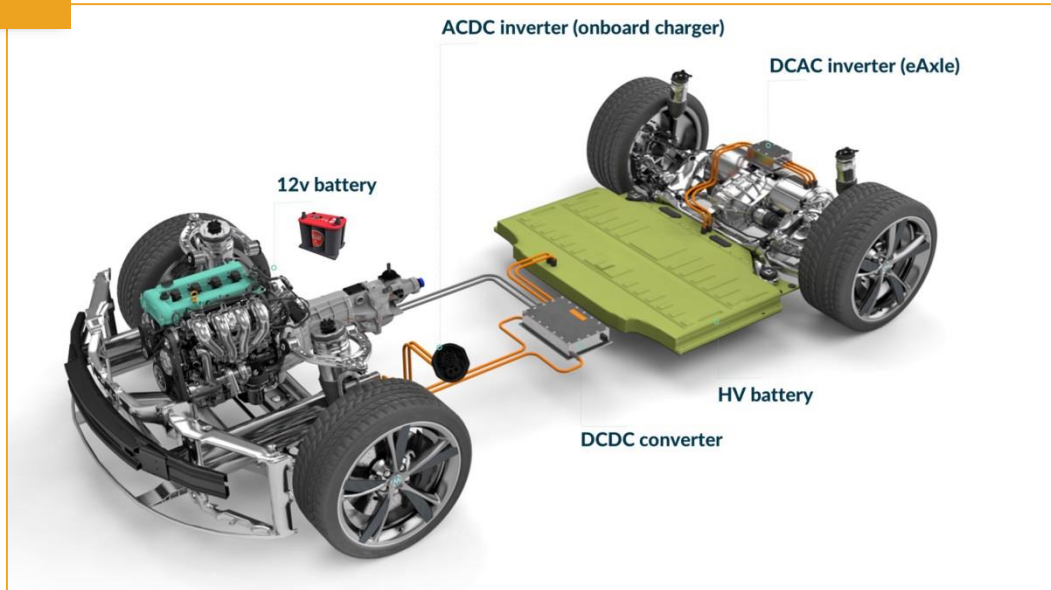
## Internal Combustion Engine (ICE + uHEV)



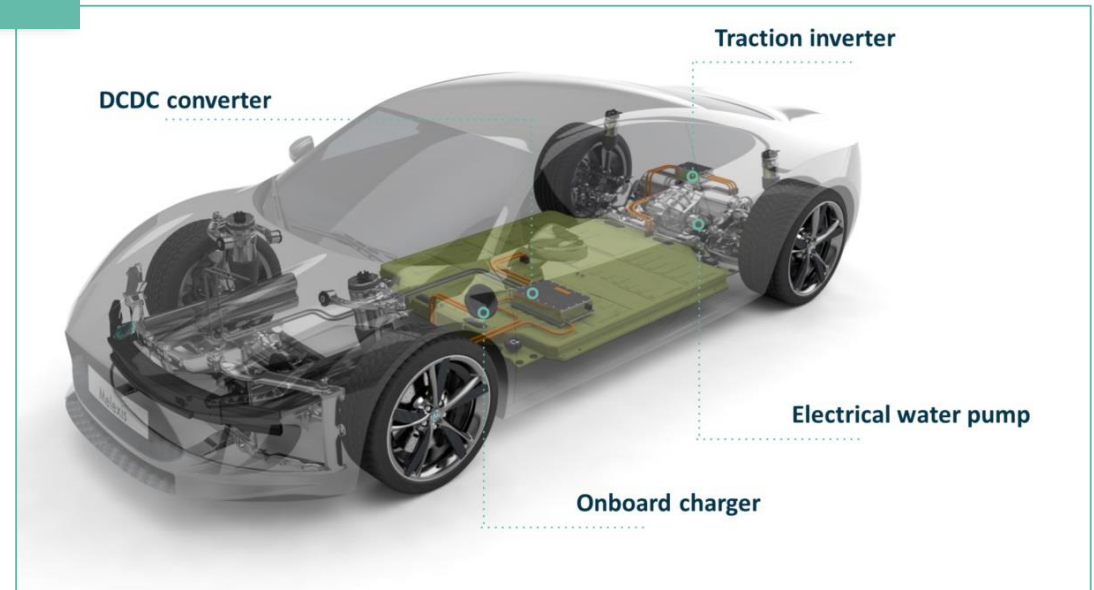
## 48 Volt Mild Hybrid (mHEV)



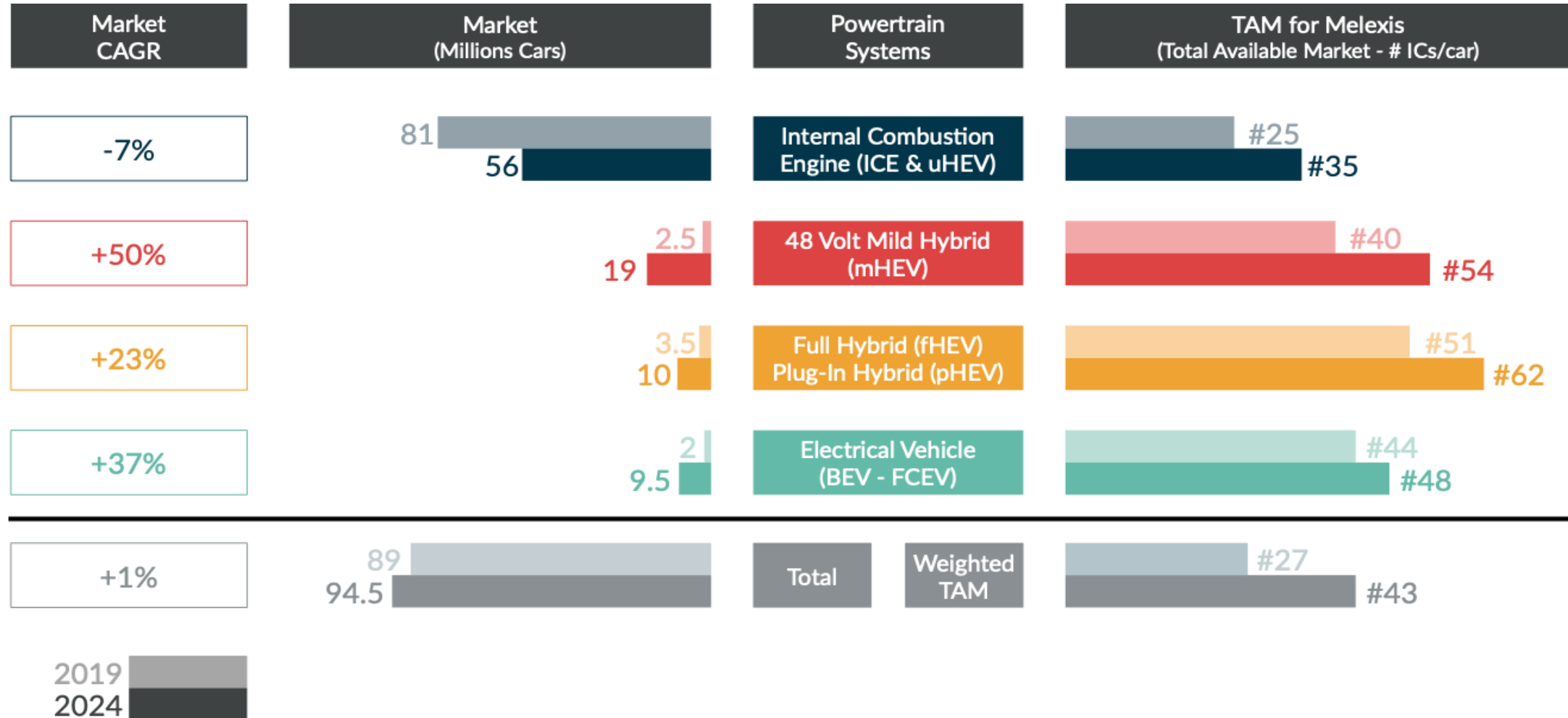
## Full Hybrid (fHEV) - Plug-In Hybrid (pHEV)



## Electrical Vehicle (BEV – FCEV)



# Powertrain Systems



## Chassis

Braking – Steering – Suspension



## Body

Lighting – HVAC - Others



## Safety

(Passive)



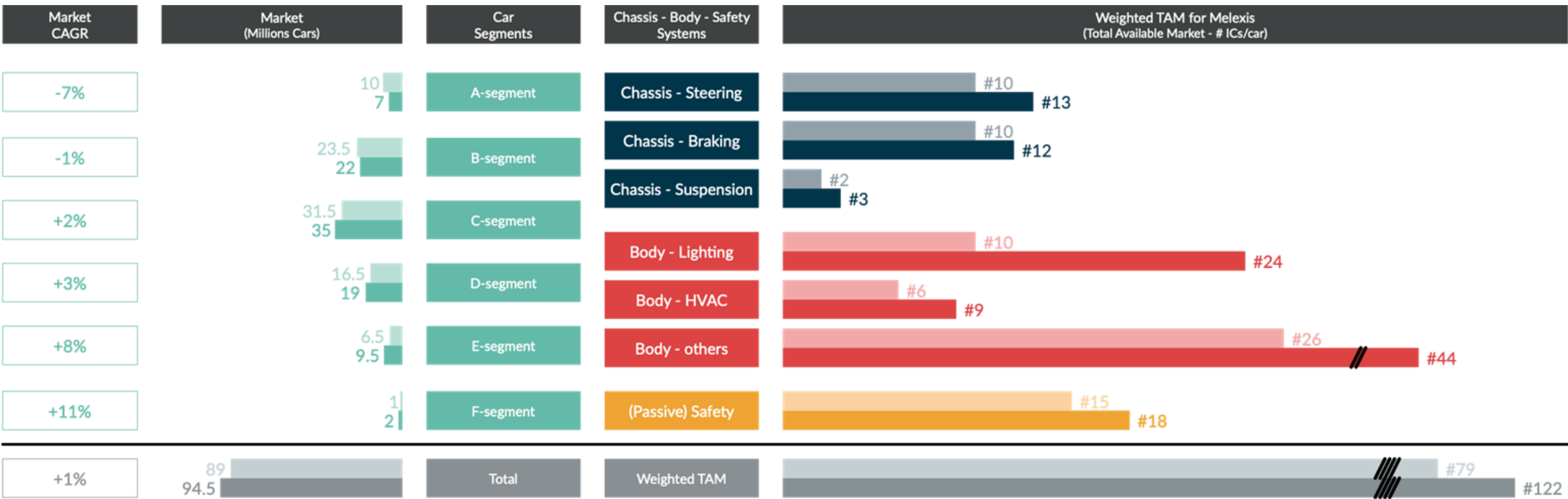
Source visuals: BMW

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



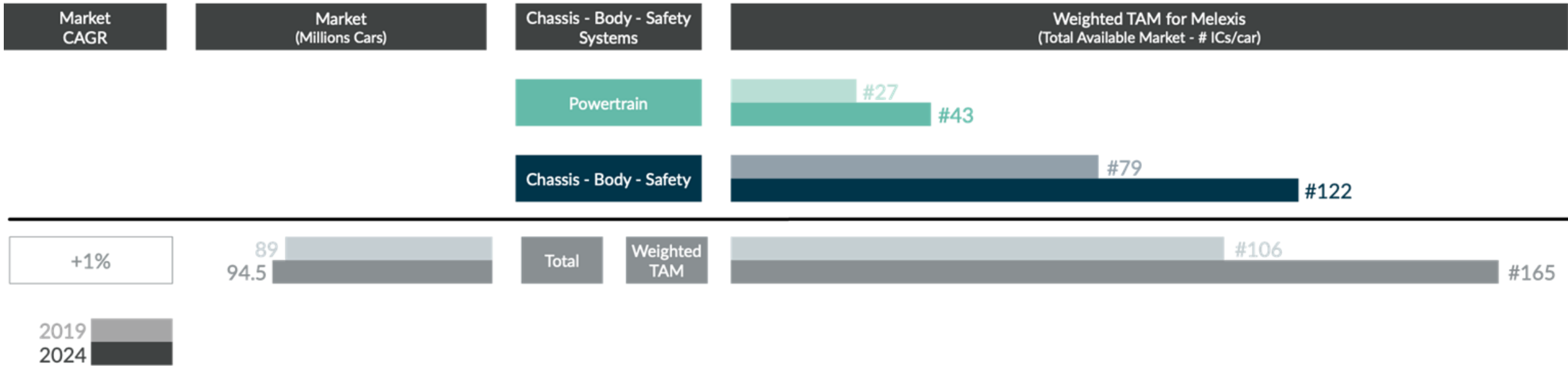
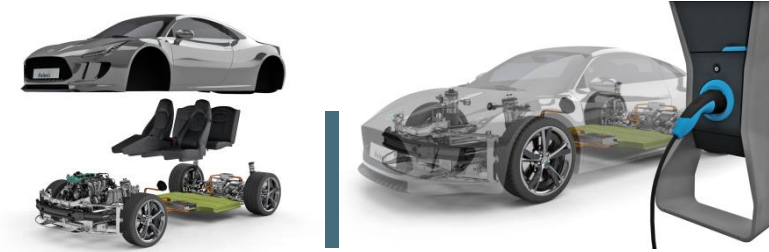


# Chassis – Body – Safety Systems



2019  
2024

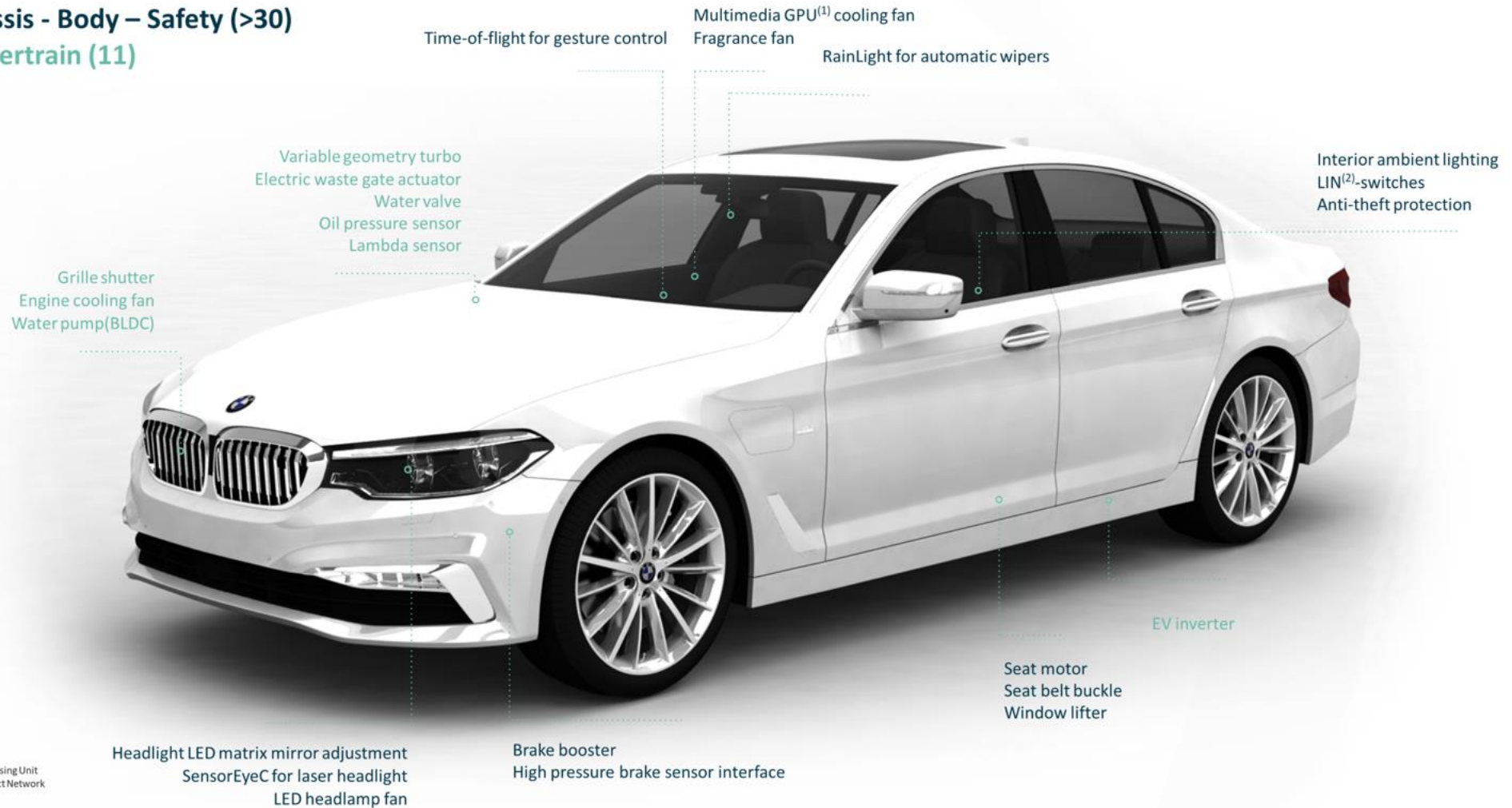
# Melexis in automotive



# BMW 530e

\* Chassis - Body – Safety (>30)

\* Powertrain (11)



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

# Melexis beyond automotive

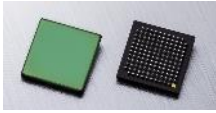
## Sensors & drivers for similar challenges

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



# Milestones

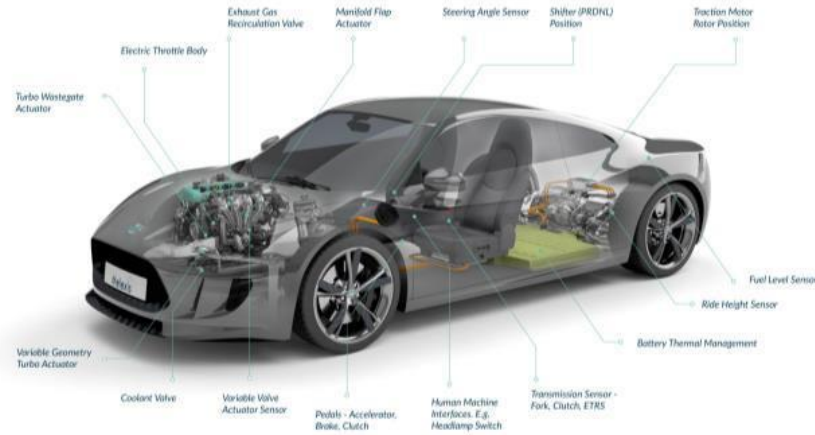
**1 TOF 3D** by Melexis  
**MILLION**  
SENSOR ICs SHIPPED



**1**  
**Triaxis** by Melexis  
**BILLION**  
SENSORS SHIPPED



**SIL** READY  
BY MELEXIS



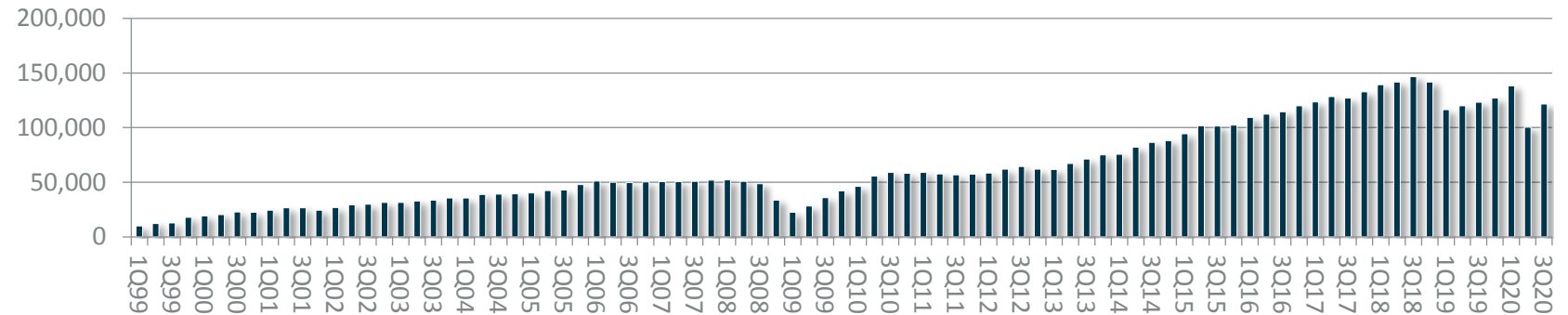
**2**  
**Melexis**  
**BILLION**  
SWITCHES SHIPPED



# Evolution financials 2000-2020

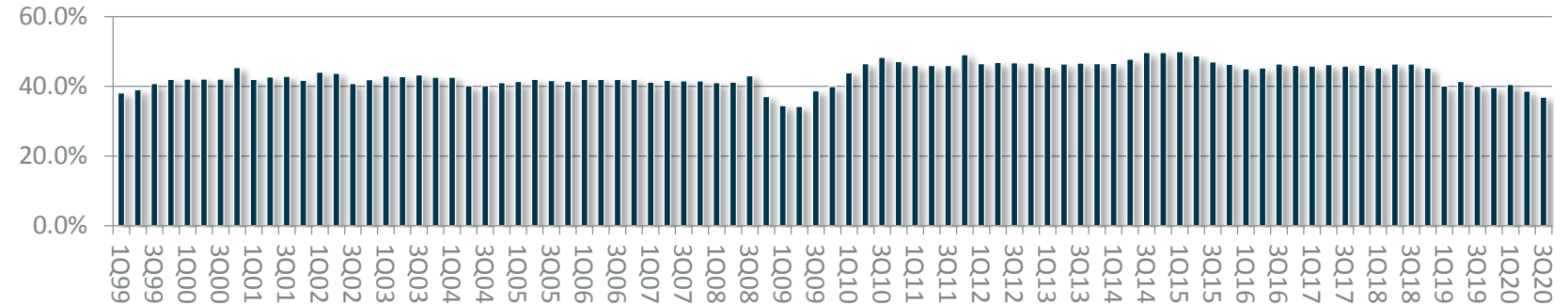
## Turnover

Q3 2020: 121.6 mln EUR  
9M 2020: 360.1 mln EUR



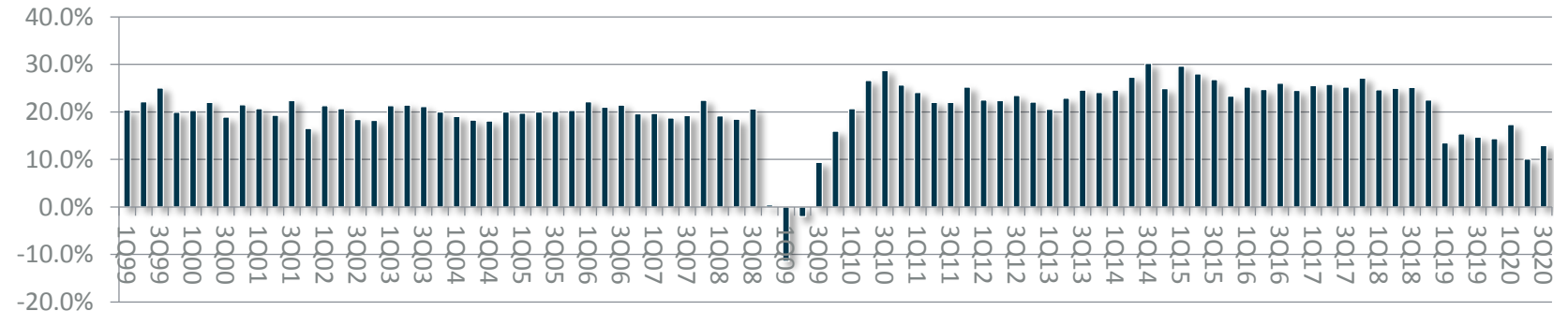
## Gross profit margin

Q3 2020: 36.9%  
9M 2020: 38.8%

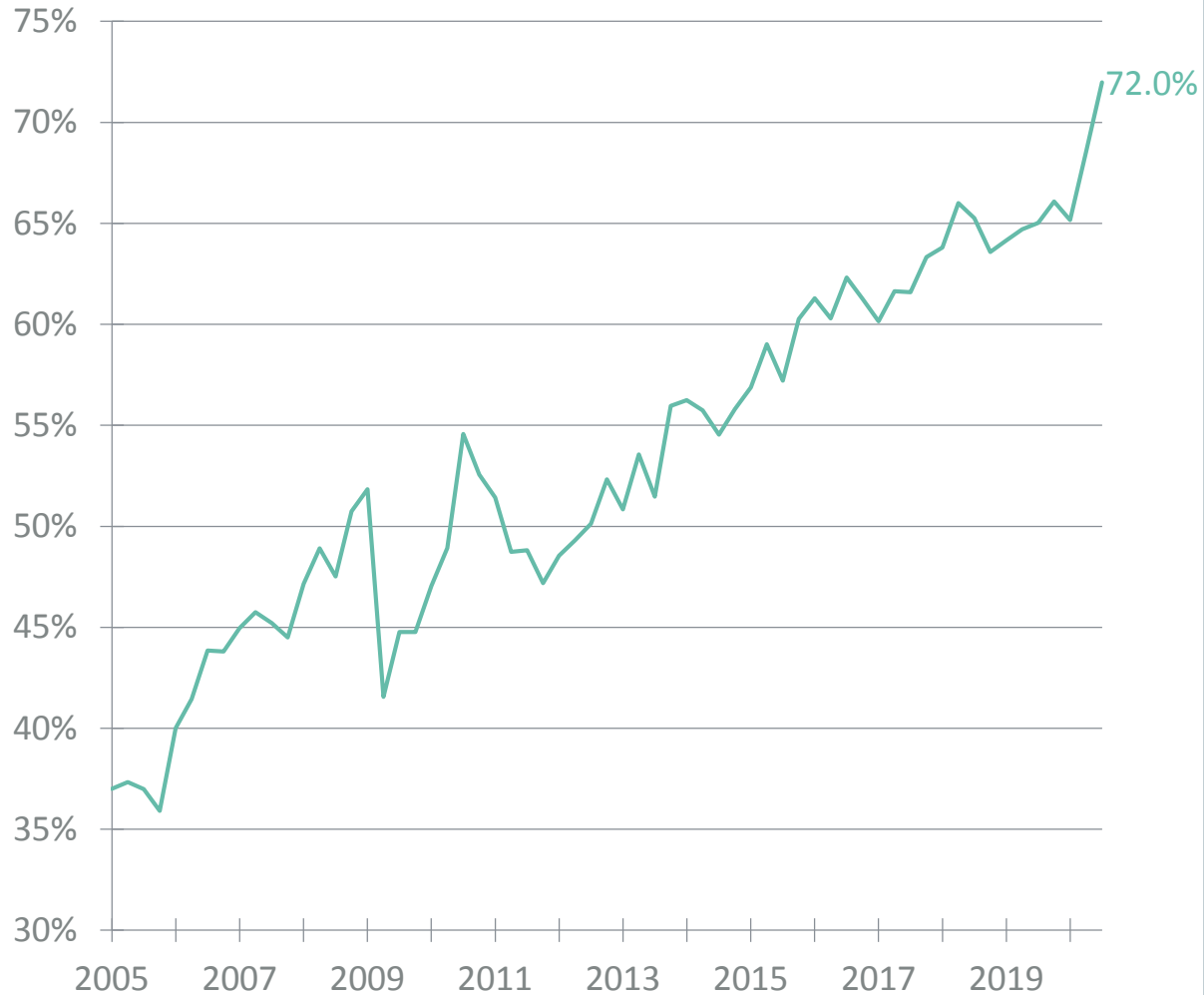


## Operating margin

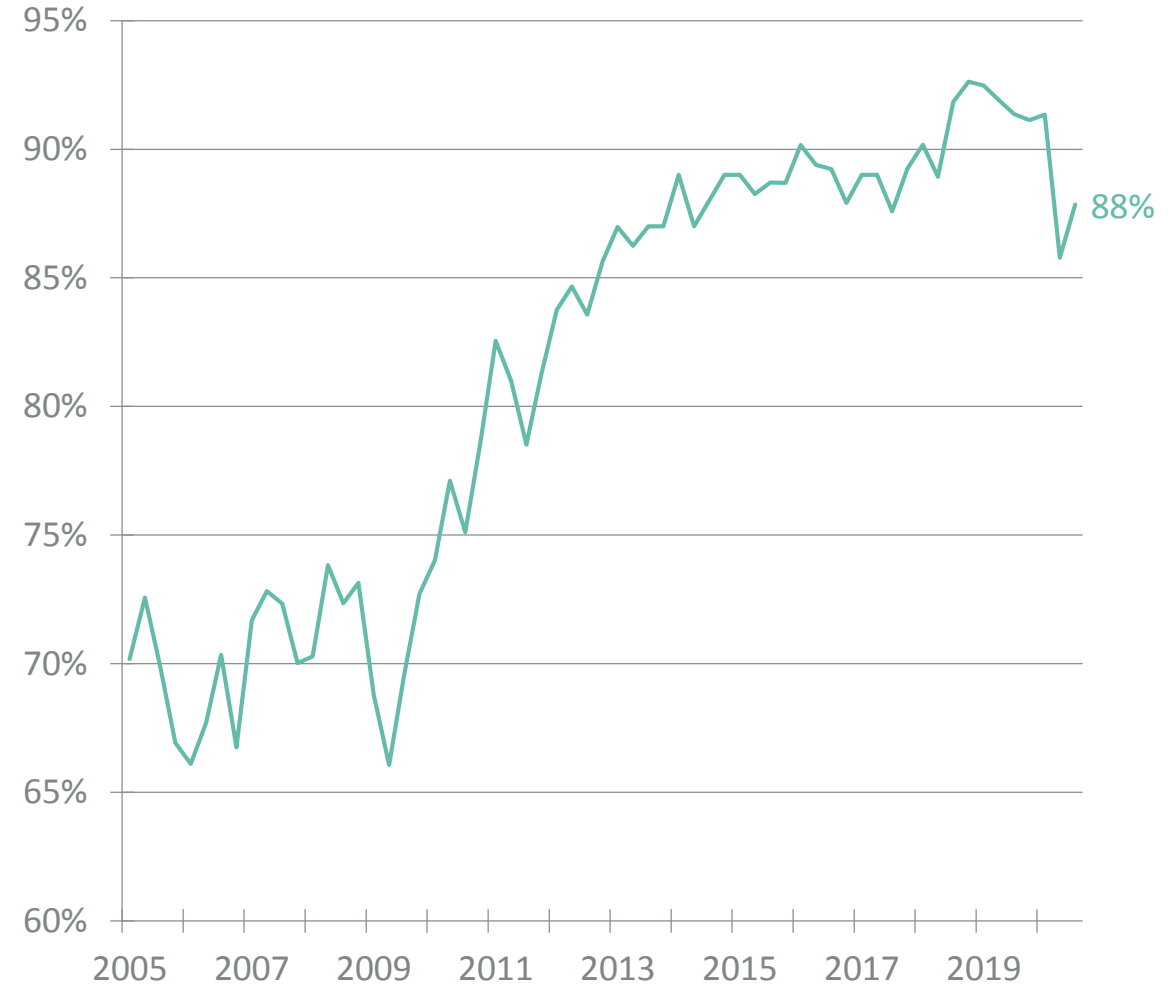
Q3 2020: 12.9%  
9M 2020: 13.8%



# % ASSP sales



# % automotive sales



# Q3 2020 results at a glance

**Sales**  
121.6m EUR

-1% Y-o-Y

**Gross margin**

36.9%  
44.9m EUR

-9% Y-o-Y

**Operating result**

12.9%  
15.7m EUR

-14% Y-o-Y

**Net result**

0.37 EPS  
14.9m EUR

-3% Y-o-Y

**Oper. cash flow**

(before wcap change)  
19.7m EUR

-39% Y-o-Y

**Net cash**  
17.0m EUR

## Outlook

Melexis expects sales in the fourth quarter of 2020 to be around 15% above the level of the third quarter, taking into account a EUR/USD exchange rate of 1.18 for the remainder of the year.



# Profit & loss

## Q3 2020 versus Q3 2019 versus Q2 2020

P&L account (in million EUR)	Q3 2020	% of Sales	Q3 2019	% of Sales	Q2 2020	% of Sales
<b>Sales</b>	121.6	100.0%	123.3	100.0%	100.4	100.0%
Cost of goods sold	-76.7	-63.1%	-74.0	-60.0%	-61.6	-61.3%
<b>Gross margin</b>	44.9	36.9%	49.3	40.0%	38.8	38.7%
R&D	-18.7	-15.4%	-19.8	-16.1%	-18.2	-18.1%
G&A	-7.3	-6.0%	-7.6	-6.2%	-7.2	-7.1%
Selling	-3.1	-2.6%	-3.7	-3.0%	-3.3	-3.3%
<b>EBIT</b>	15.7	12.9%	18.2	14.7%	10.1	10.1%
Net financial result	-0.3	-0.3%	-0.3	-0.2%	0.0	0.0%
Income taxes	-0.4	-0.4%	-2.5	-2.1%	-0.4	-0.4%
<b>Net profit</b>	14.9	12.3%	15.4	12.5%	9.7	9.6%
<b>Earnings per share</b>	0.37		0.38		0.24	

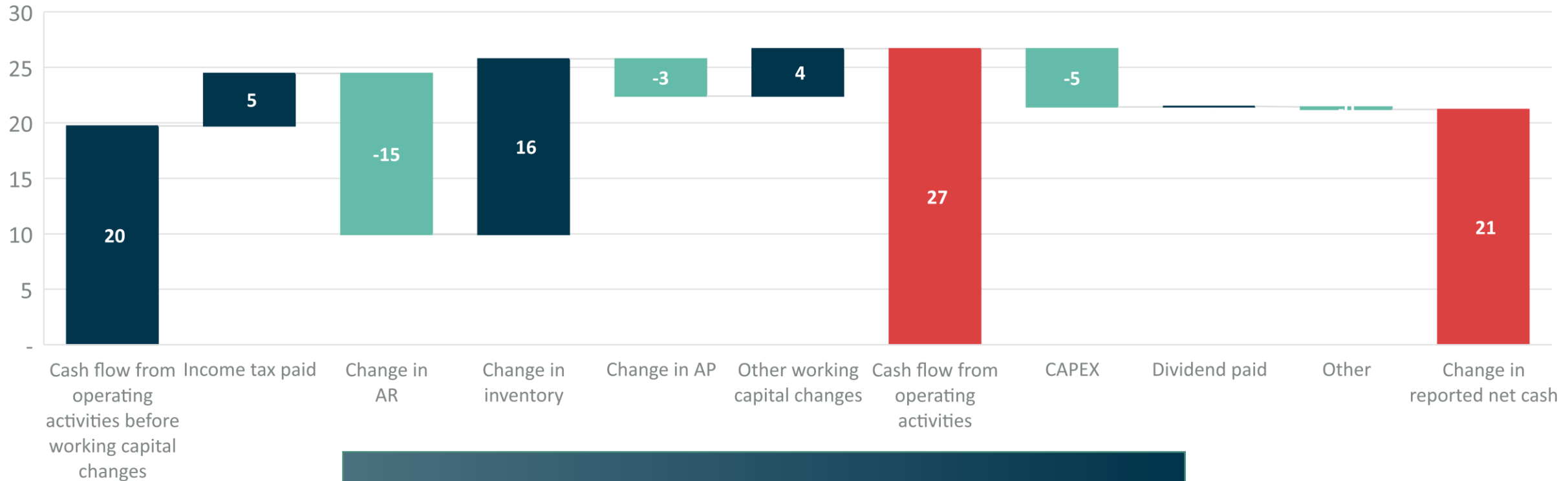
# Balance sheet

## Q3 2020 versus Q3 2019 versus Q2 2020

Balance Sheet (in million EUR)	Q3 2020	Q3 2019	Q2 2020
<b>Total assets</b>	454.8	453.9	442.9
<b>Current assets</b>			
Cash	78.8	60.2	57.6
Inventory	131.6	128.0	148.4
A/R Trade	63.5	69.7	49.0
<b>Non-current assets</b>	167.8	182.2	172.5
<b>Shareholders' equity</b>	343.4	336.1	329.0
<b>Interest bearing debt</b>	62.0	62.0	62.0
Long term	62.0	62.0	62.0
Short term	0.0	0.0	0.0

# Q3 2020 cash flow

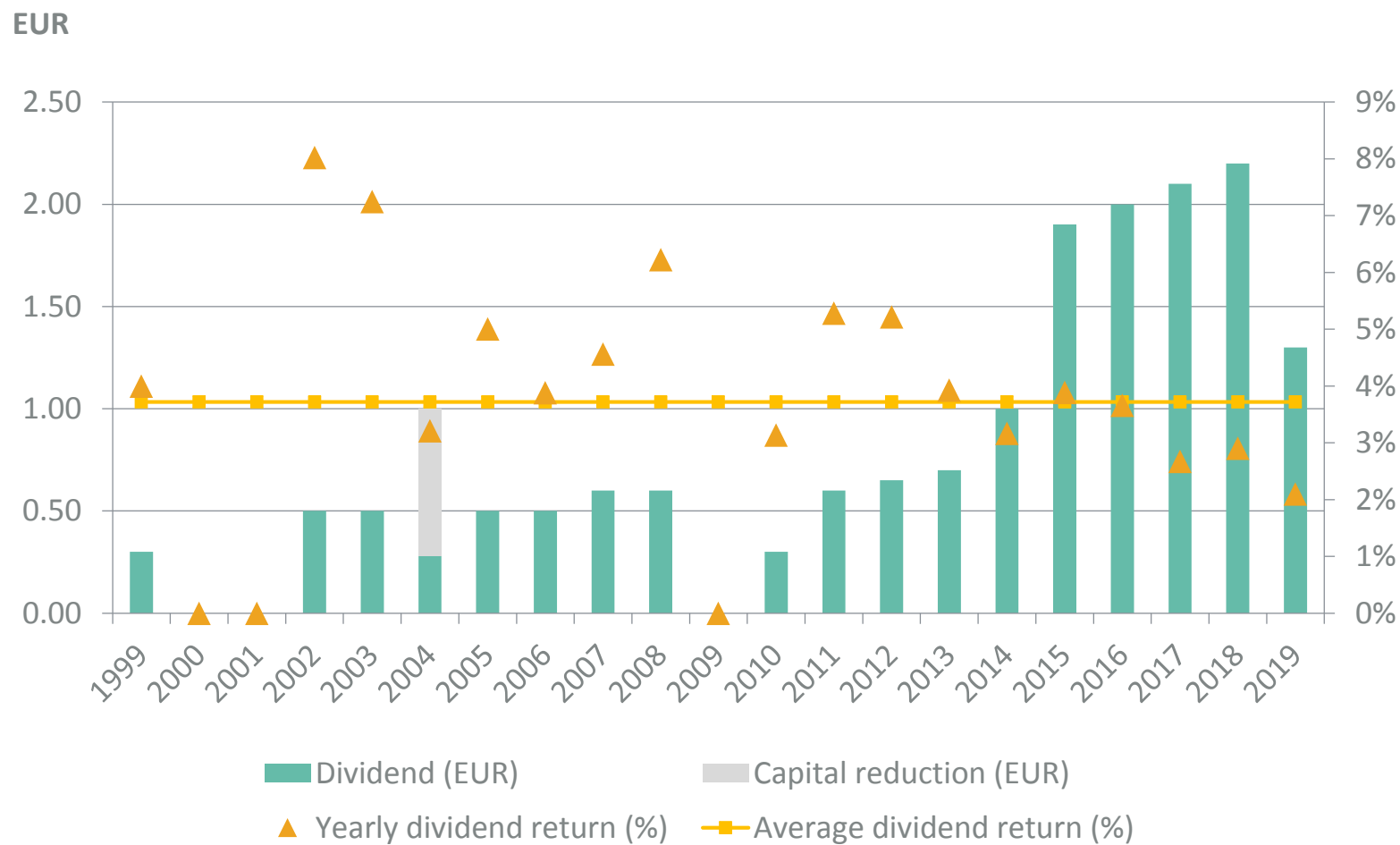
Mln. EUR



Free cash flow of 21.2 mln EUR in 3Q20  
(29.8 mln EUR in 3Q19)

# Dividend yield

Based on average share price



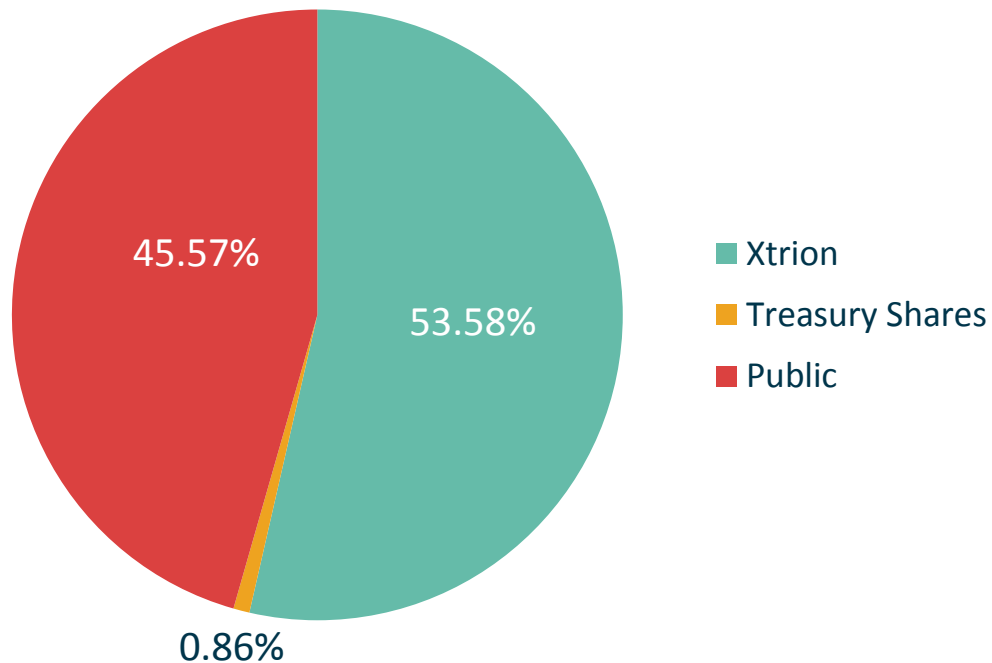
## Gross dividend per share (EUR)

(*) 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
(**) YTD 2020	Interim

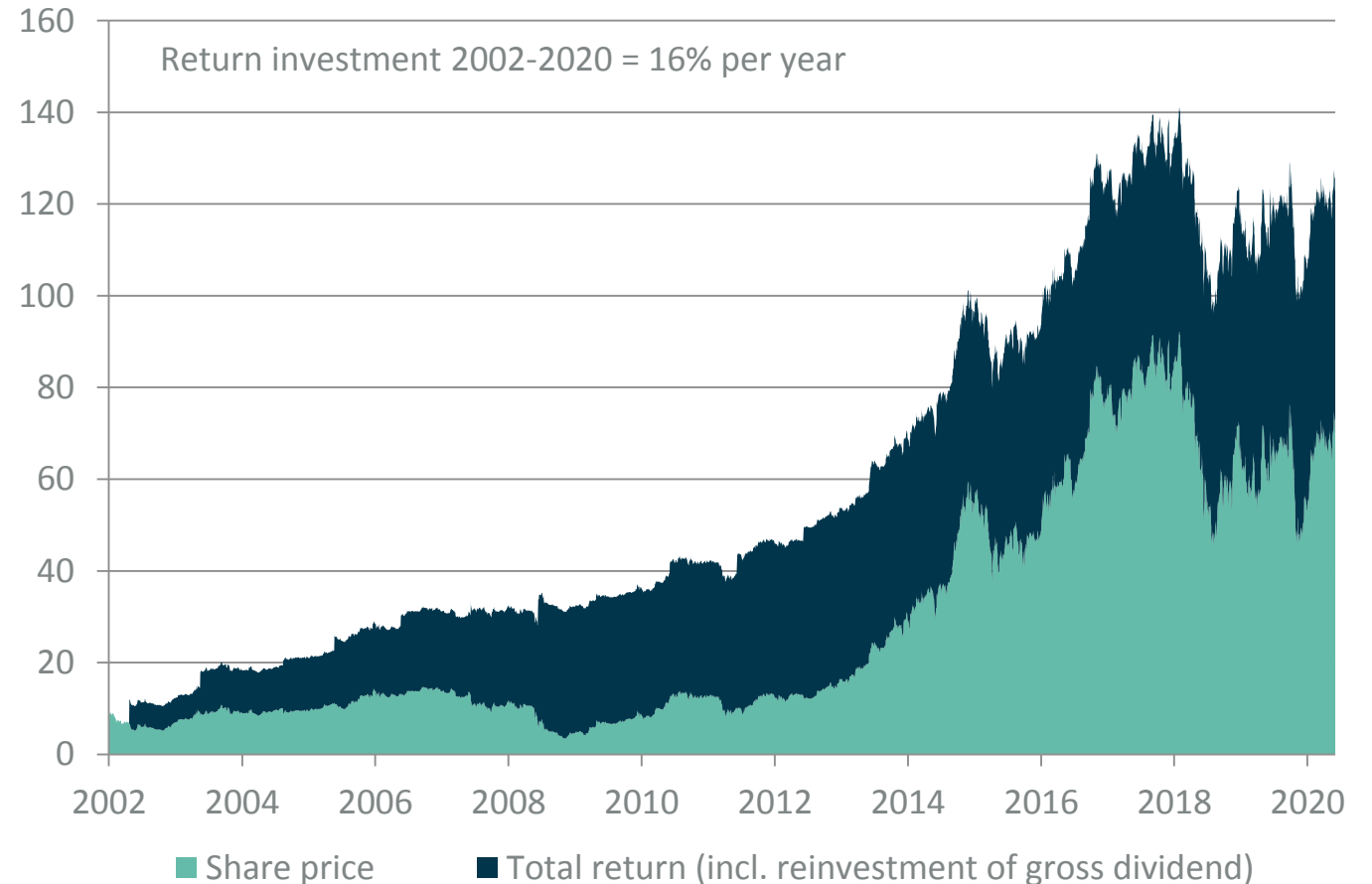
(\*) incl. 0.72 cap.decr  
 (\*\*) payable 22 Oct 2020

# Shareholders structure & shareholder return

## Shareholder structure on 30 Sep 2020



## Shareholder Return 2002-2020



# Some recent product launches – Sense & Drive

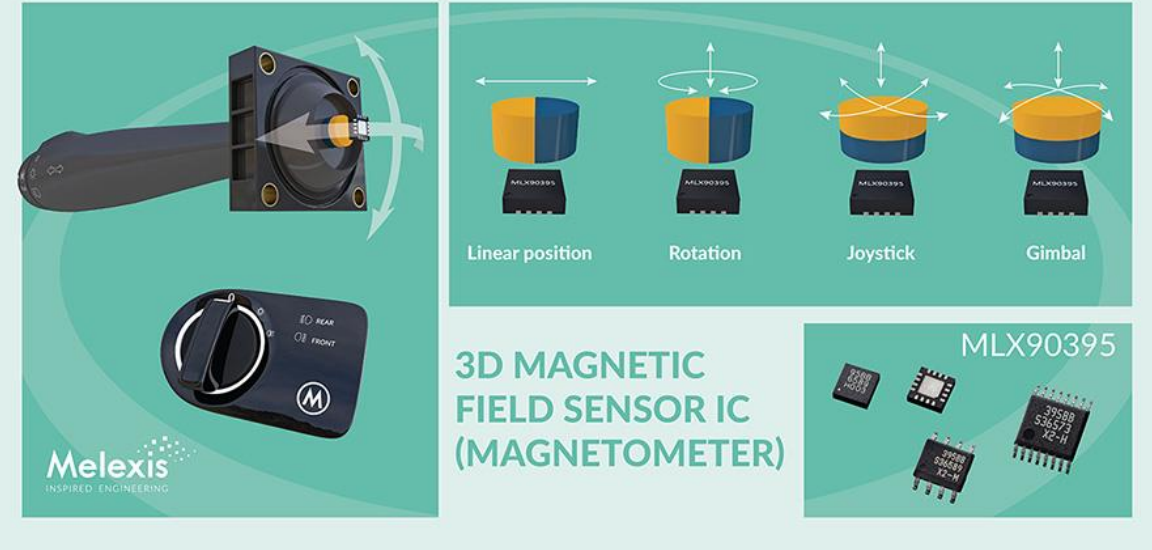


For highest efficiency or lowest acoustic noise on a wide range of fans and pumps up to 35 W

**ALL-IN-ONE FAN- AND PUMP- 1-COIL BLDC DRIVER**

MLX90412

Melexis  
INSPIRED ENGINEERING

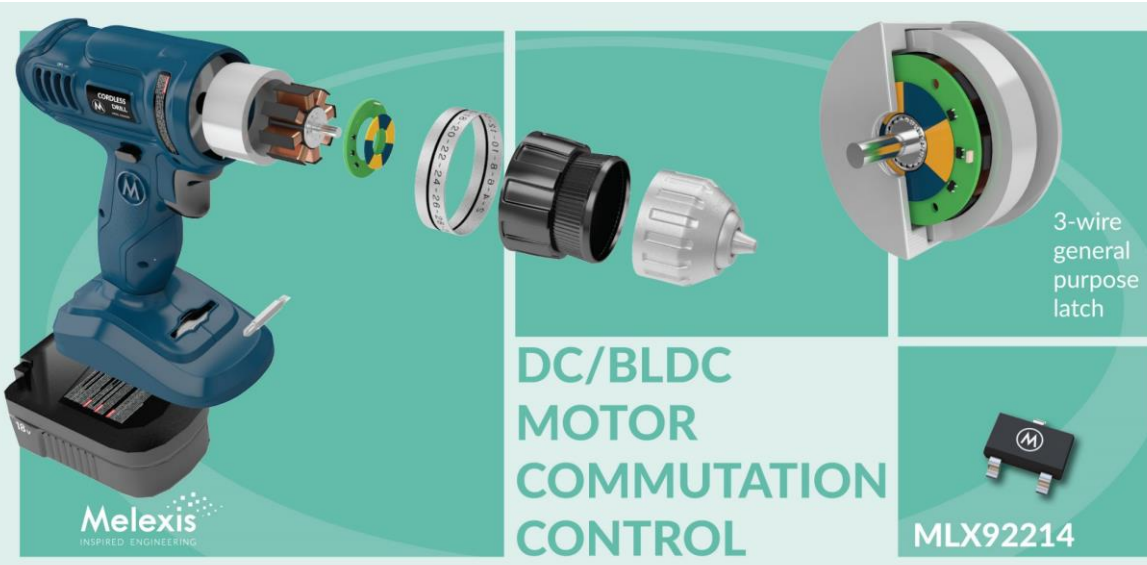


Linear position    Rotation    Joystick    Gimbal

**3D MAGNETIC FIELD SENSOR IC (MAGNETOMETER)**

MLX90395

Melexis  
INSPIRED ENGINEERING



3-wire general purpose latch

**DC/BLDC MOTOR COMMUTATION CONTROL**

MLX92214

Melexis  
INSPIRED ENGINEERING

- Compact application designs
- Enables fast system startup
- Super robust against signal noise

**3-PHASE BLDC FAN & PUMP DRIVER**

MLX80302

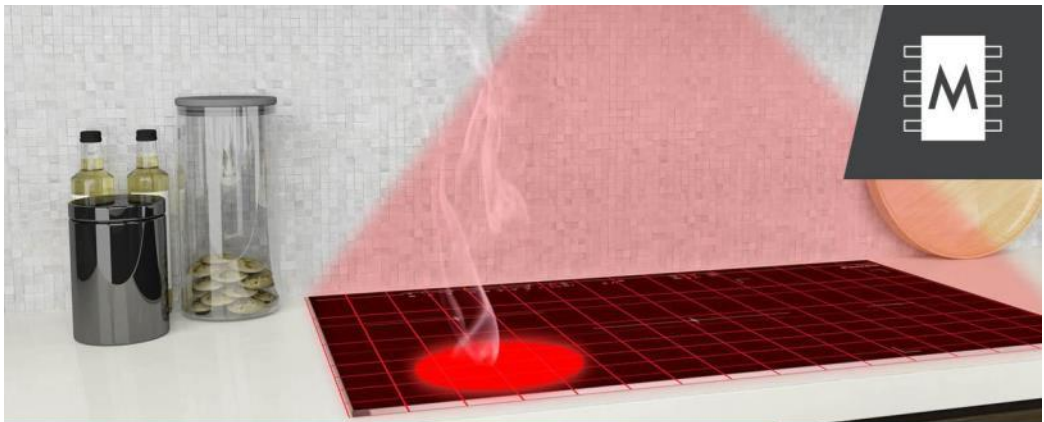
Melexis  
INSPIRED ENGINEERING

# Some recent product launches – Sense & Light



MULTI-CHANNEL LED DRIVER FOR  
HIGH-SPEED LIGHT ANIMATIONS

**Melexis**  
INSPIRED ENGINEERING



MLX90641 THERMAL SENSOR  
ARRAY 16 X 12 PIXELS

**Melexis**  
INSPIRED ENGINEERING

MLX90632  
MINIATURE MEDICAL GRADE  
INFRARED TEMPERATURE SENSOR

**Melexis**  
INSPIRED ENGINEERING

The image shows a woman wearing a white earbud. To her right is a 2x2 grid of inset images showing various medical sensors: a forehead thermometer, a handheld infrared thermometer, a non-invasive blood pressure cuff, and a pulse oximeter. Below the grid are two small images of the MLX90632 sensor chip. The Melexis logo is in the bottom left.

3D time-of-flight camera  
QVGA

**Melexis**  
INSPIRED ENGINEERING

The image shows the interior of a car with a green 3D time-of-flight camera QVGA overlaid on the dashboard area. The Melexis logo is in the bottom center.

# Melexis Investor Relations

Karen van Griensven  
CFO

Geert Reynders  
Investor Relations

Joren Vanvelk  
Financial Analyst

Valerie Kerfs  
IR Assistant

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

+32 (0)13 67 07 79