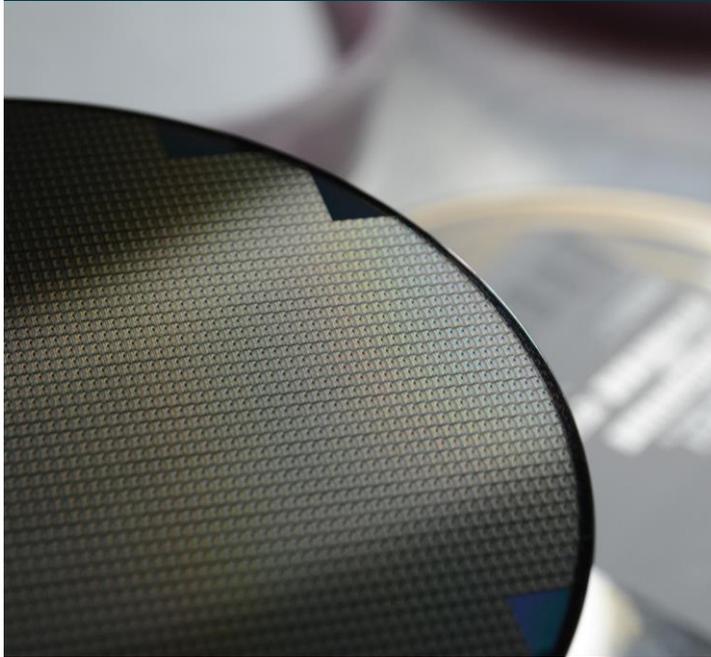


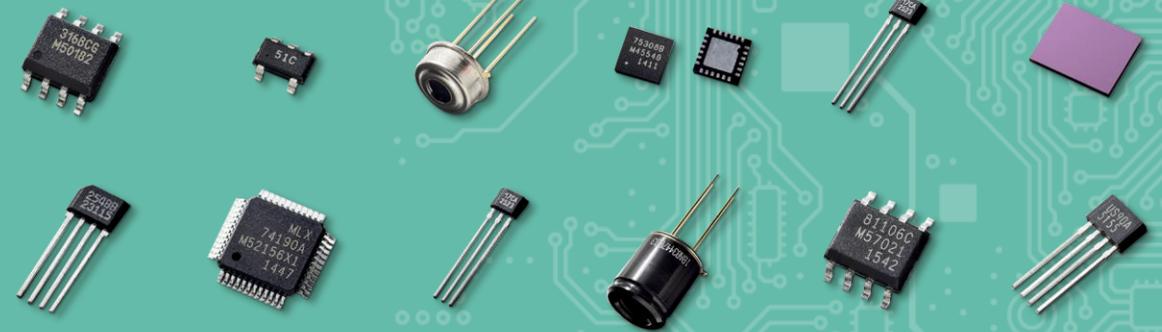


## Presentation results Q3 2022

# What do we do?



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



# Common denominator: sensing & driving is everywhere



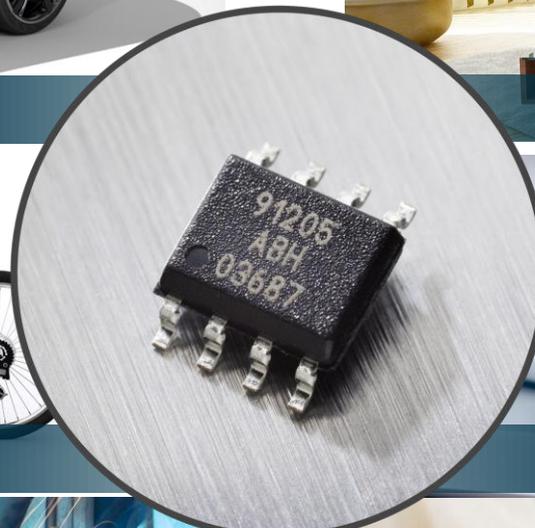
Automotive



Home



Motorcycles and e-bikes



Consumer

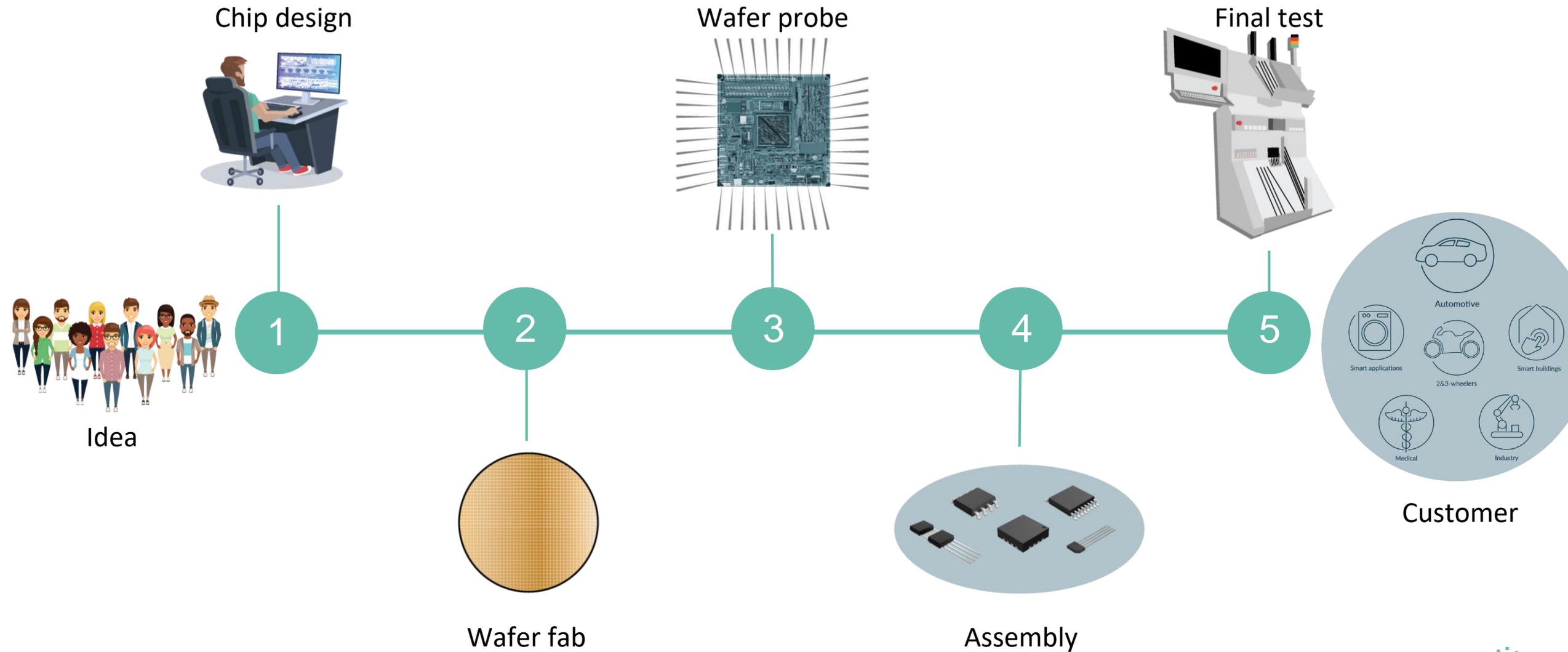


Industry



Healthcare

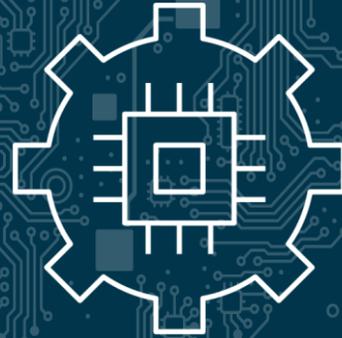
# Process flow



# Melexis strategy



Focus on  
*innovation* in  
automotive and  
adjacent  
markets



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



*Organic growth,*  
selective  
acquisitions

# Approximately 1,700 people on 3 continents



## Sales & Applications

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



## Manufacturing

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



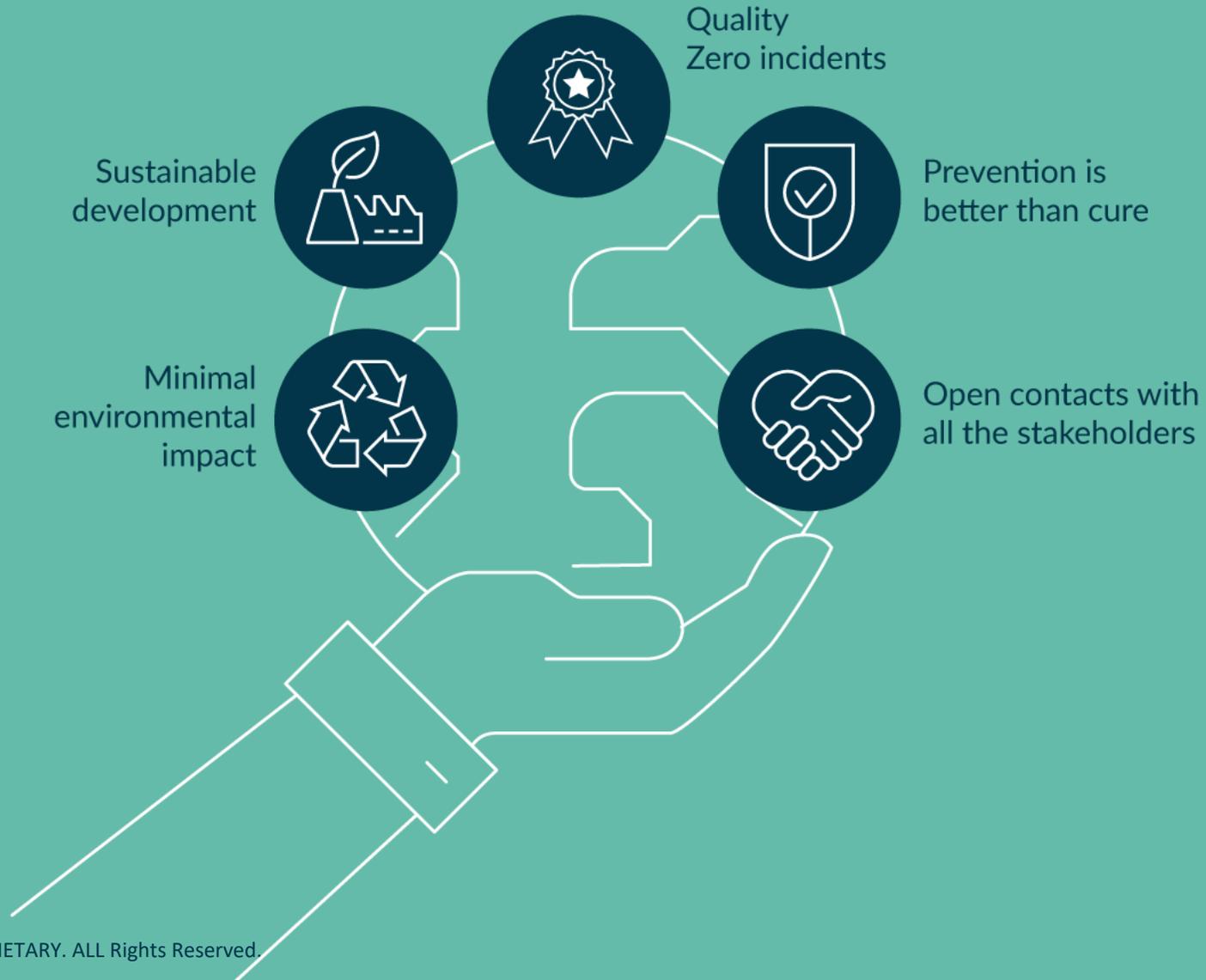
## Research & Development

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

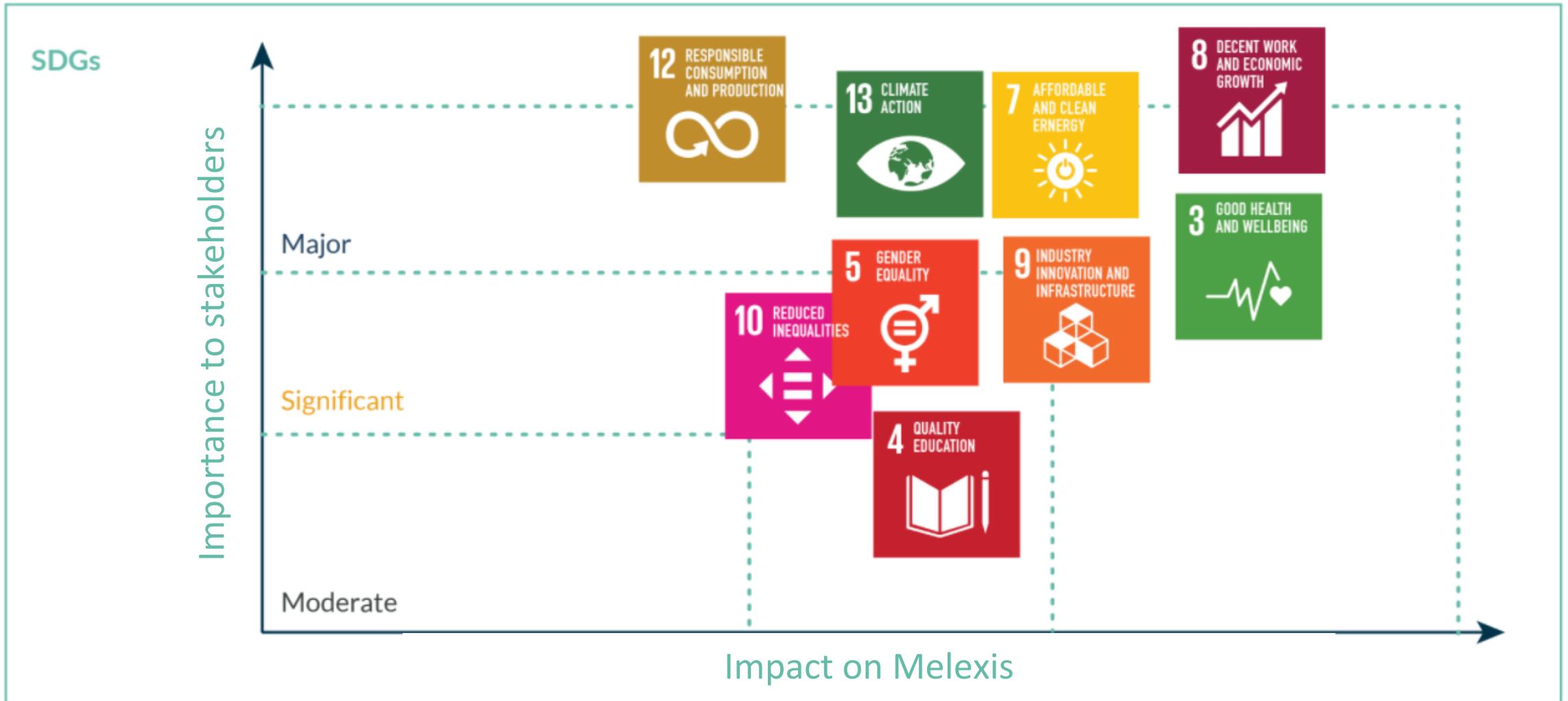


# SUSTAINABILITY AT HEART

Our environmental policy is based on five principles



# Sustainable Development Goals (SDGs)



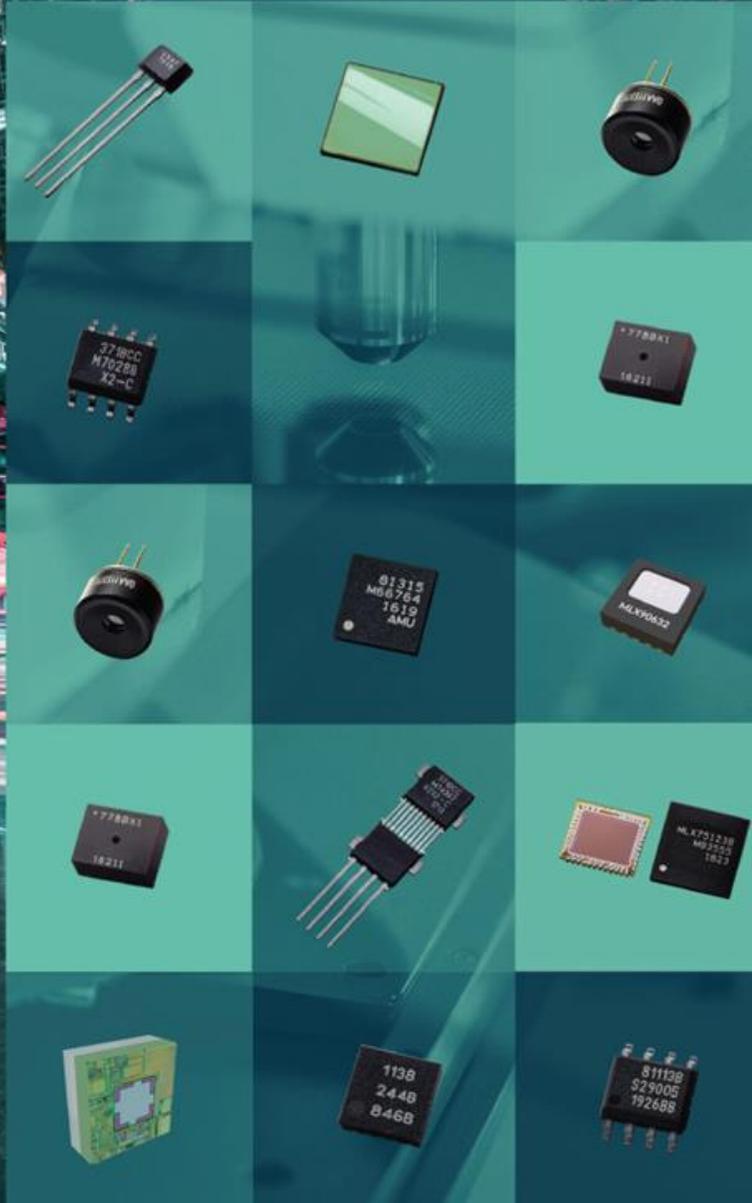
# Melexis supplied > 1.7 billion ICs worldwide in 2021



- 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



# MELEXIS ICs SHAPE THE FUTURE



# MELEXIS ICs SHAPE THE FUTURE



## PLANET



ELECTRIFICATION



MICRO MOBILITY



THERMAL MANAGEMENT



# MELEXIS ICs SHAPE THE FUTURE



## PEOPLE

USER EXPERIENCE

SAFETY

HEALTH



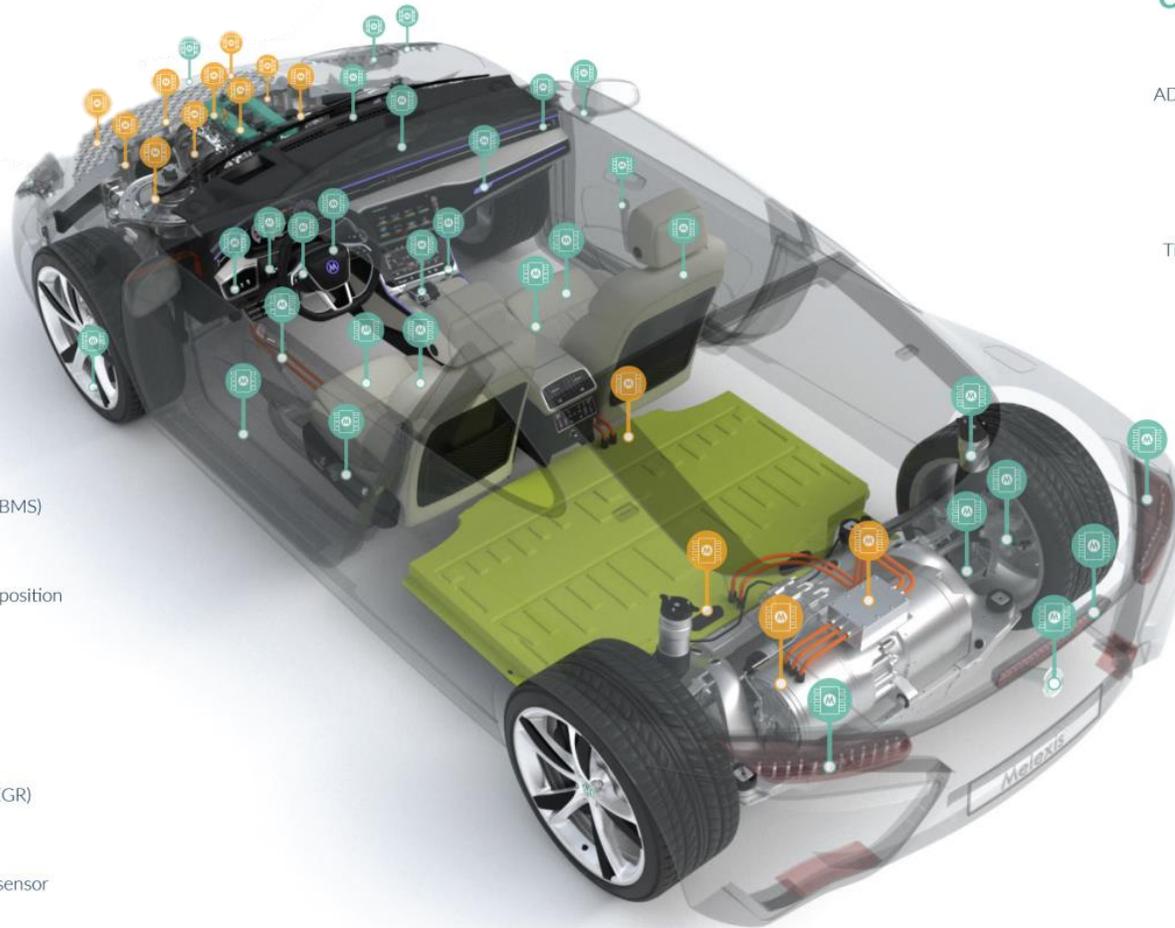
# 18 chips in every new car \*

\* Melexis shipped on average 18 ICs per car produced worldwide



## Powertrain

- Traction inverter
- Battery Monitoring System (BMS)
- DCDC converter
- Thermal management
- Onboard charger (OBC)
- Accelerator / brake / clutch position
- Brake fluid level detection
- Transmission
- Clutch switch
- Gear shift
- Engine cooling fan
- Water pump
- Water valves
- Grille shutter
- Exhaust Gas Recirculation (EGR)
- Valve exhaust gas pressure
- Throttle
- Crankshaft position
- Manifold absolute pressure sensor
- Fuel pump
- Fuel level



## Chassis - body - safety



- In-cabin monitoring & gesture control
- Driver Monitoring (DMS)
- ADAS / Dashboard GPU cooling
- Washing
- Liquid level detection
- Wiper
- Rain-light sensor
- Hood lock switch
- LED headlight ventilation fan
- LED and laser headlight control
- Tire Pressure Monitoring System (TPMS)
- Smart Tire Sensor
- Ride height
- Electrical Power Steering (EPS)
- Brake light switch
- Turn signals / stalk-end position
- Electric parking brake
- Flap position detection
- Climate control / HVAC
- Seat heating and ventilation
- Seat belt buckle
- Seat position adjuster
- Seat lumbar pressure
- Seat occupant detection
- Keyless entry
- Door lock switch
- Door handle wake up switch
- Side mirror adjuster
- Window lift
- Sunroof
- In-vehicle networking
- Interior ambient lighting
- Interior animated lighting
- Puddle lights
- Stop lights
- Rear lights
- Tailgate/trunk motor opener
- Trunk lock switch



## Applications containing Melexis ICs

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

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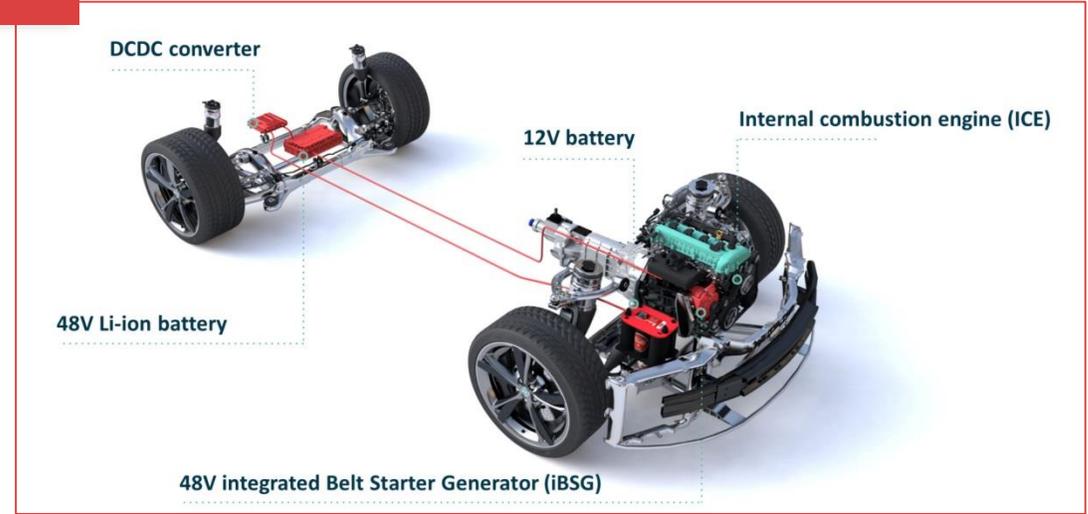
# Automotive - From 10 to 20 (ICs/car) – How?



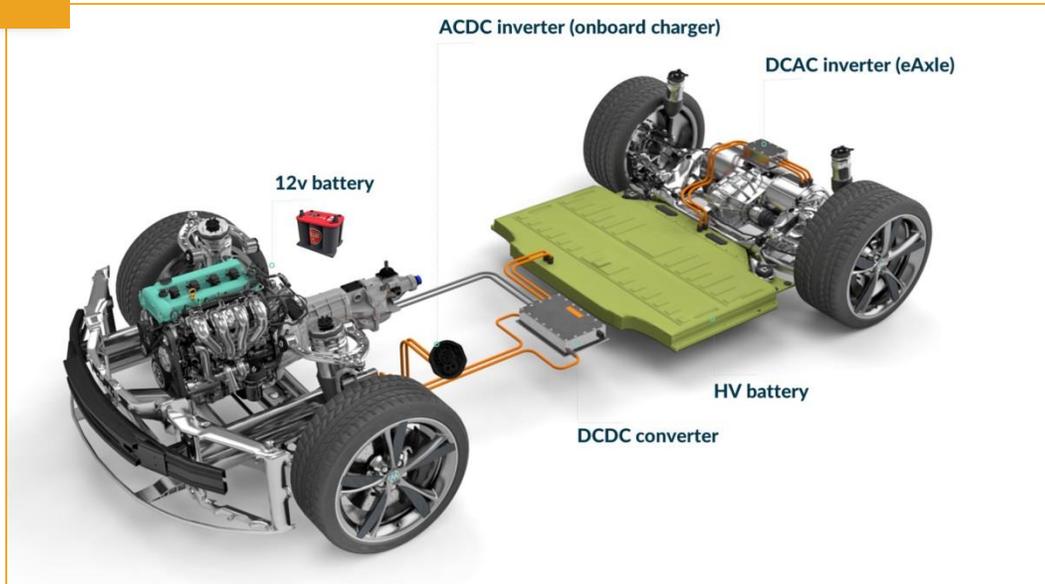
## Internal Combustion Engine (ICE + $\mu$ HEV)



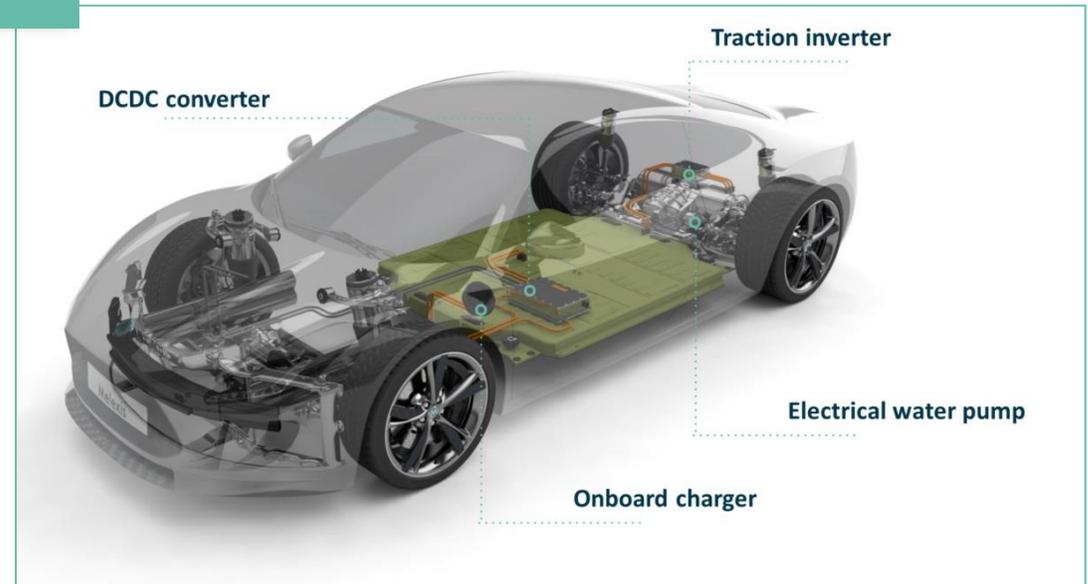
## 48 Volt Mild Hybrid (mHEV)



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



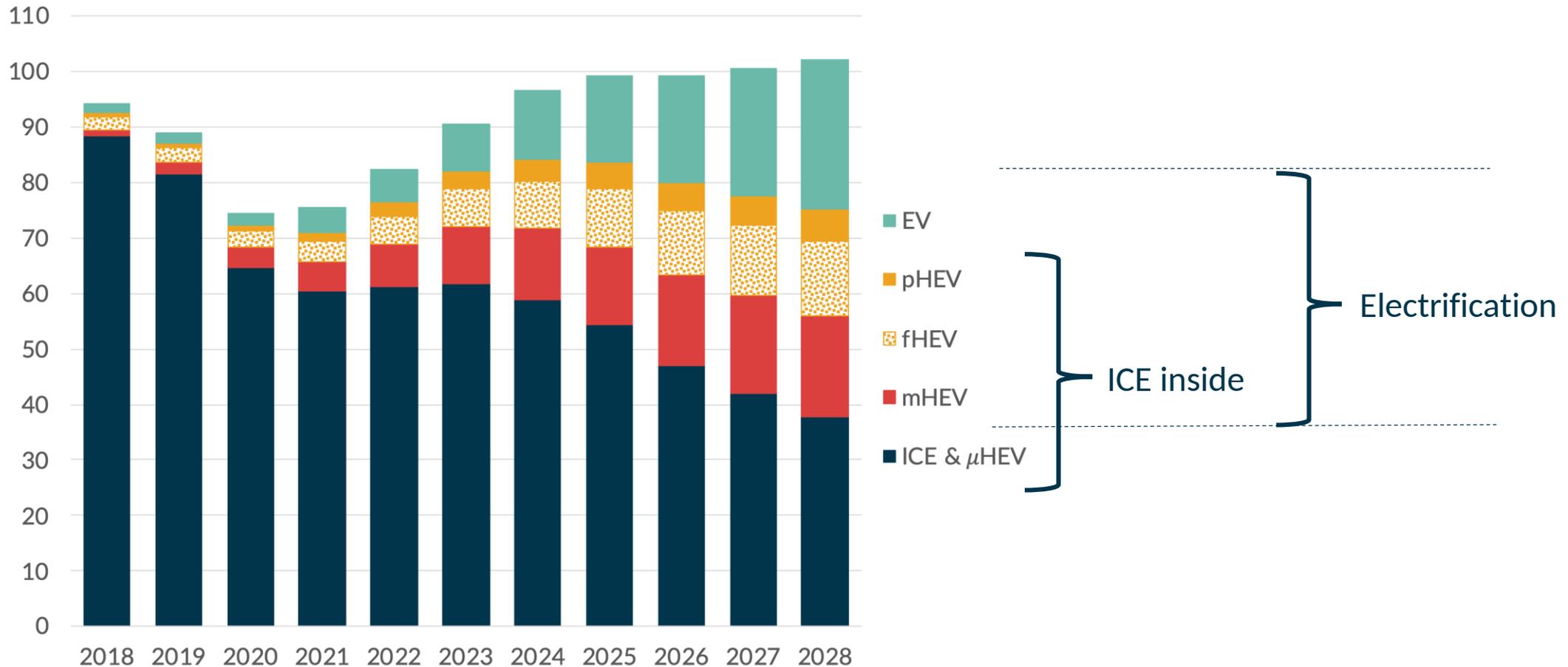
## Electric Vehicle (BEV – FCEV)



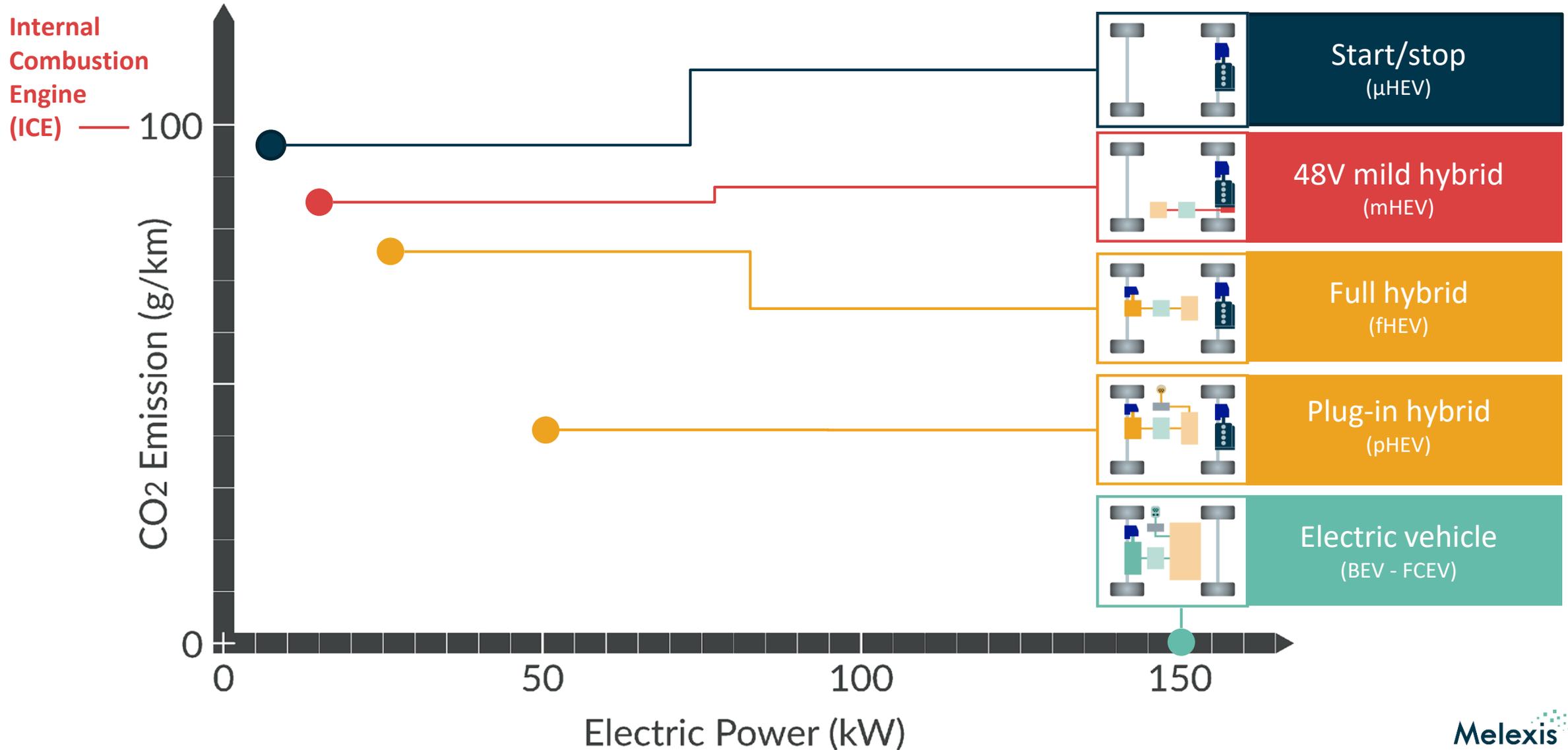
# Global vehicle production (million units)



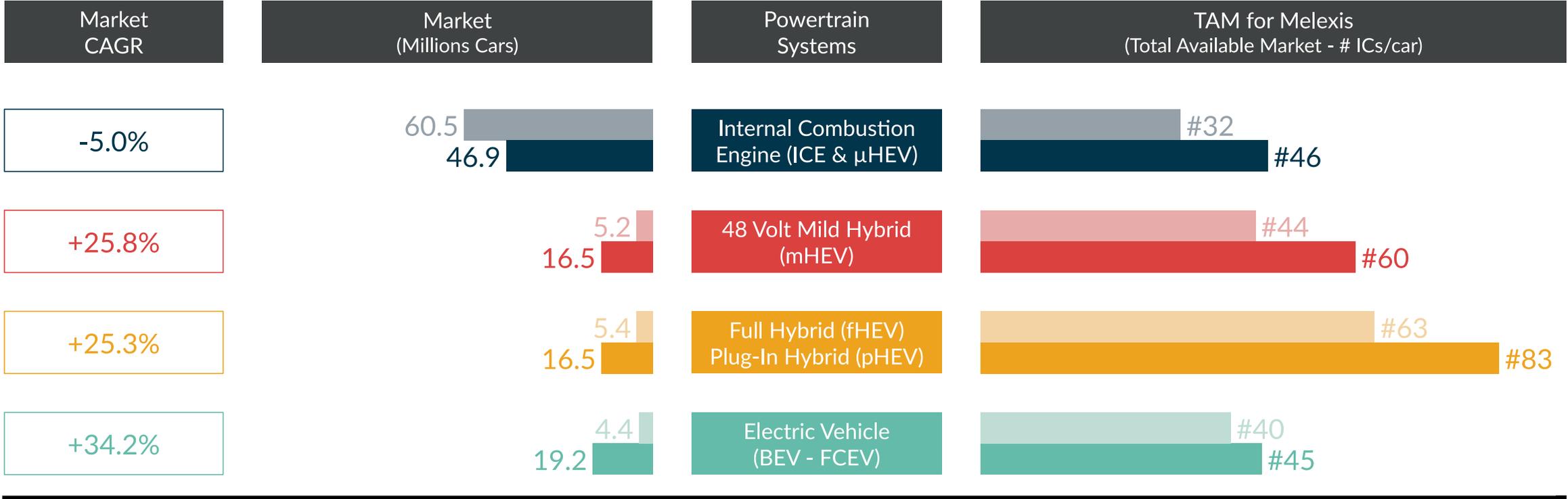
## Electrification – Segmentation – Market Split



# Automotive - From 10 to 20 (ICs/car)



# Powertrain Systems



## Chassis

Braking – Steering – Suspension



## Body

Lighting – HVAC – HMI - Others



## Safety

(Passive)

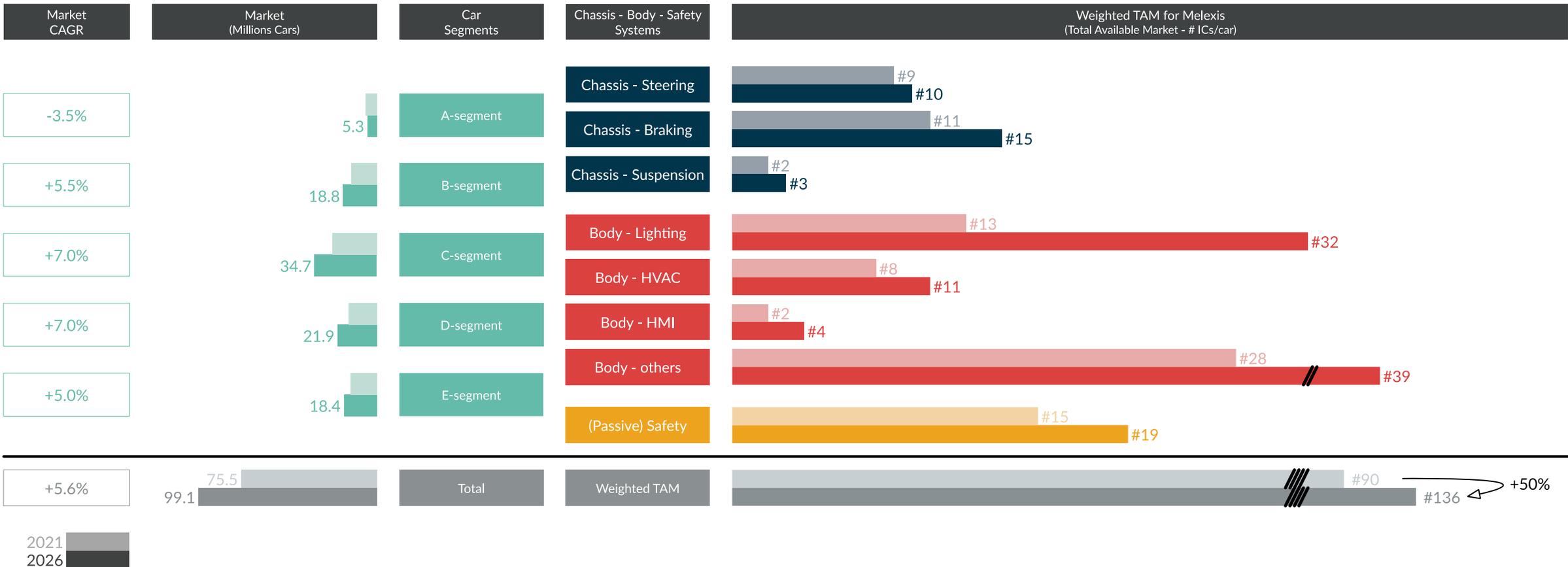


Source visuals: BMW

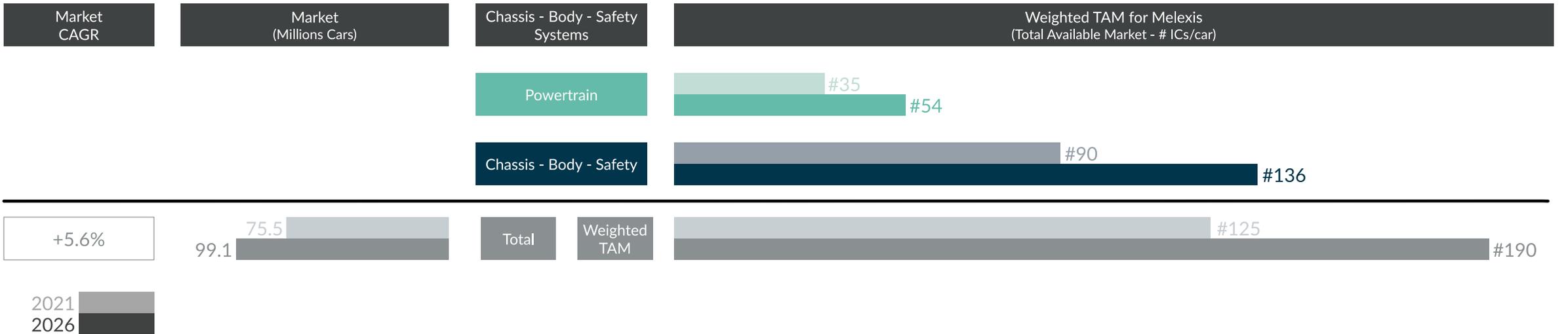
<https://www.autozeitung.de/klimaanlage-auto-wartung-funktion-187651.html>  
<http://fertyimg.pw/Cremallera-de-direccin-hidraulica-Nissan-Tecnologia-t.html>



# Chassis – Body – Safety Systems

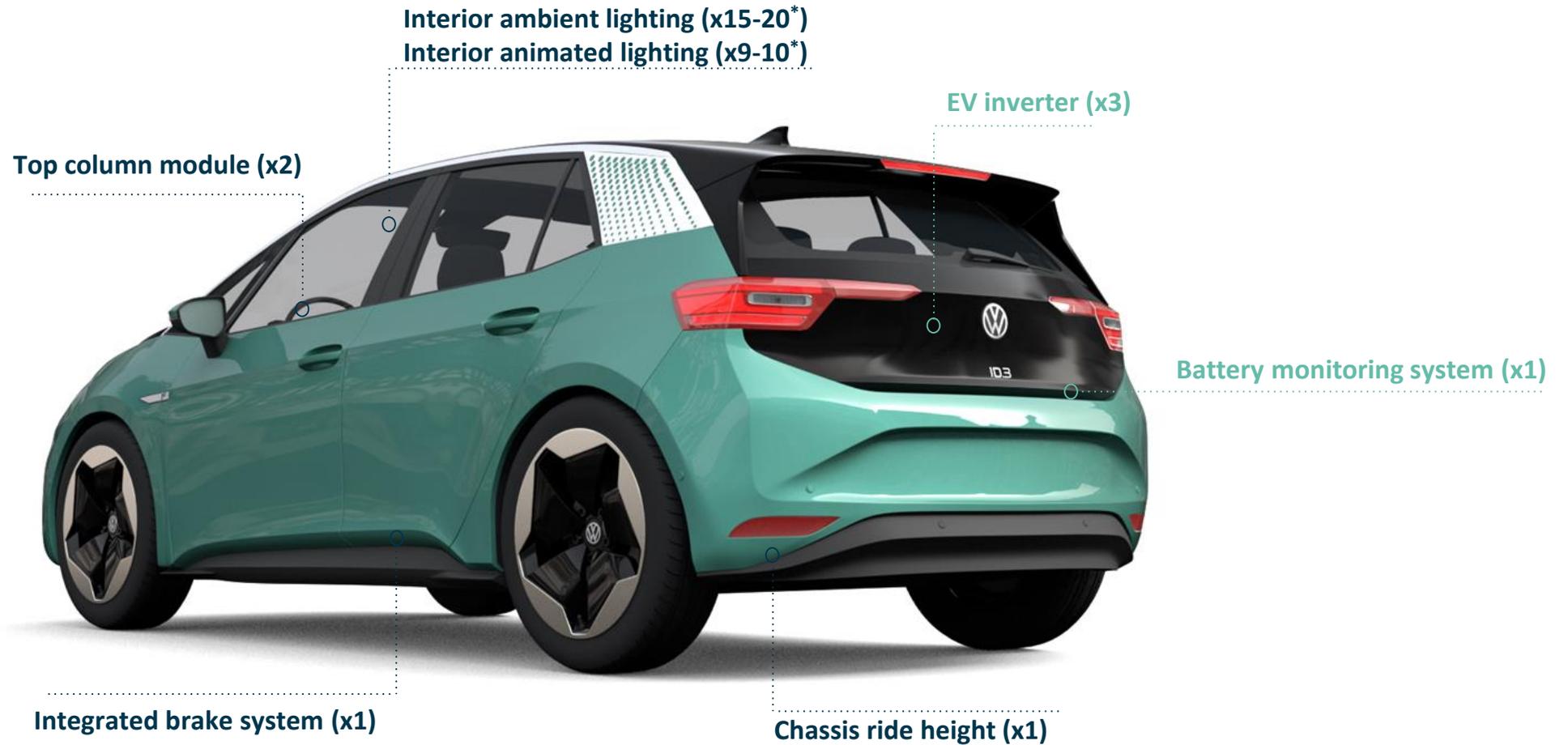


# Melexis in automotive



# Volkswagen ID.3/MEB

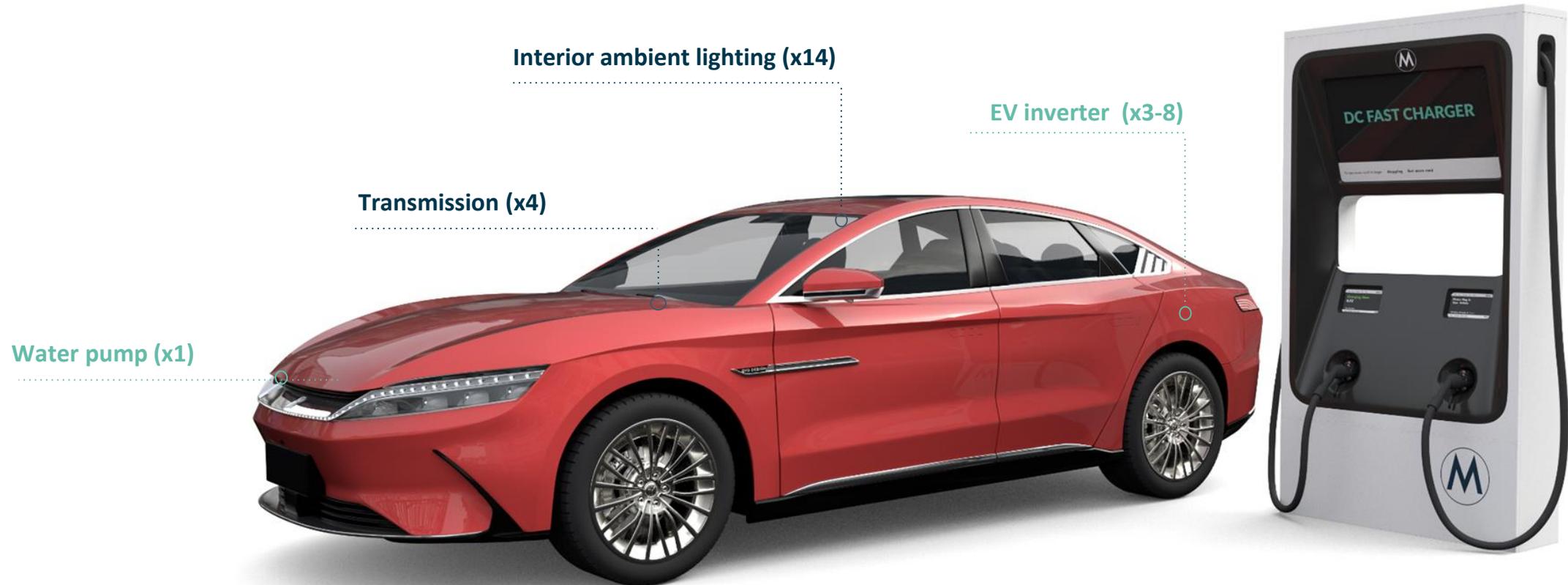
Chassis - Body - Safety (>28) Powertrain (4)



\* estimation

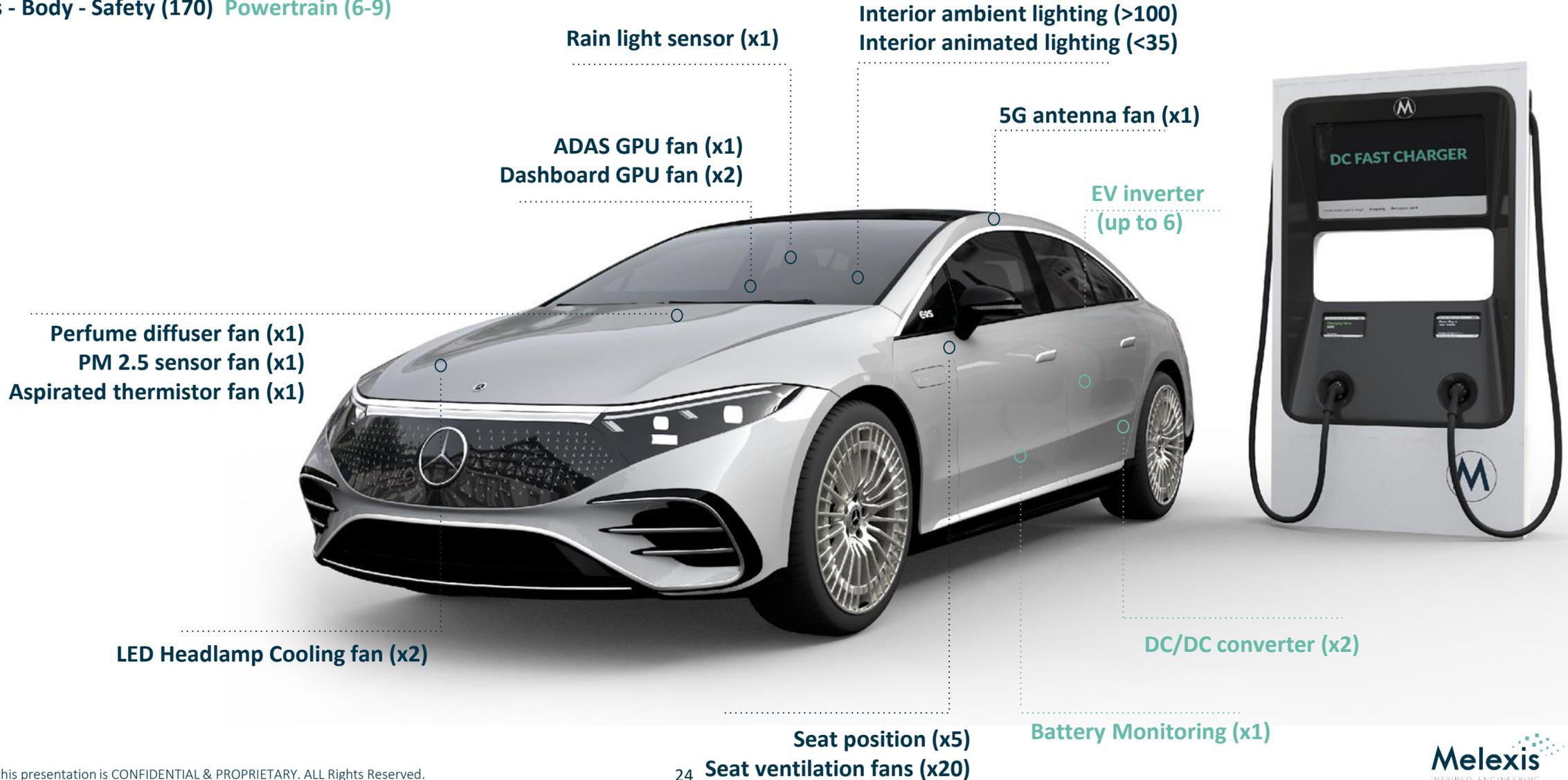
# BYD Han / BYD Dynasty Series 王朝系列

Chassis - Body - Safety (18) Powertrain (4-9)

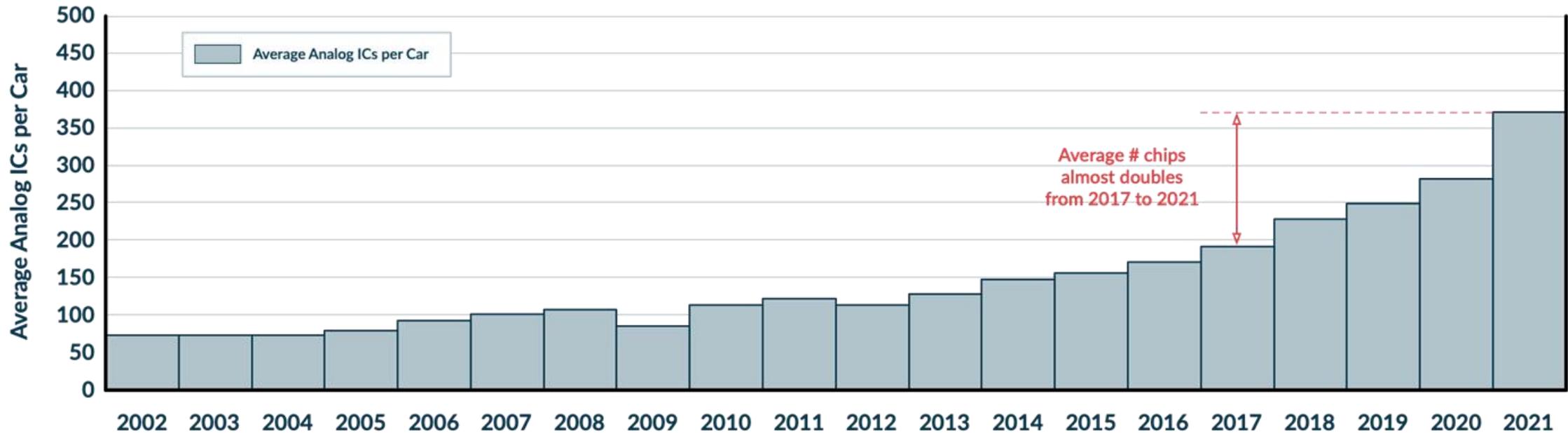


# Mercedes EQS / S-Class

Chassis - Body - Safety (170) Powertrain (6-9)



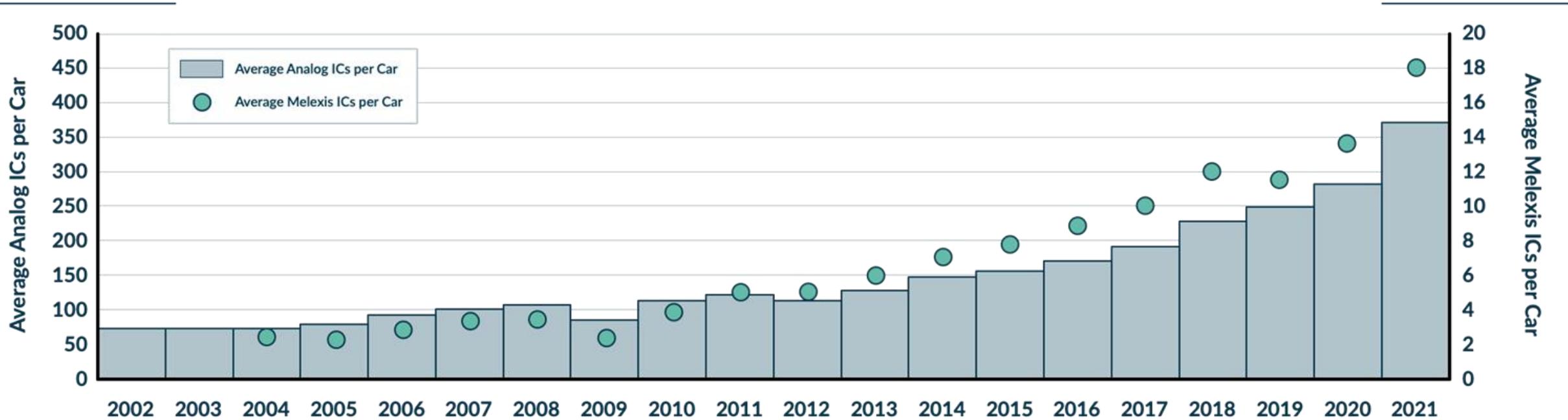
# Accelerated Demand for Automotive Analog ICs



Sources: IHS Markit Light Vehicle Production, WSTS

- Power management ICs (for Electronic Control Unit [ECU], Systems-on-Chips [SoC], etc.)
- Integrated sensors and Signal conditioning ICs for sensors
- Bus transceiver ICs (for ECU, Sensor and Electronic Modules)
- Driver ICs for electric motors, LEDs (lighting), displays, etc.
- Radar transceivers, high-end audio, RF front-end, etc.

# Accelerated Demand for Melexis Analog ICs

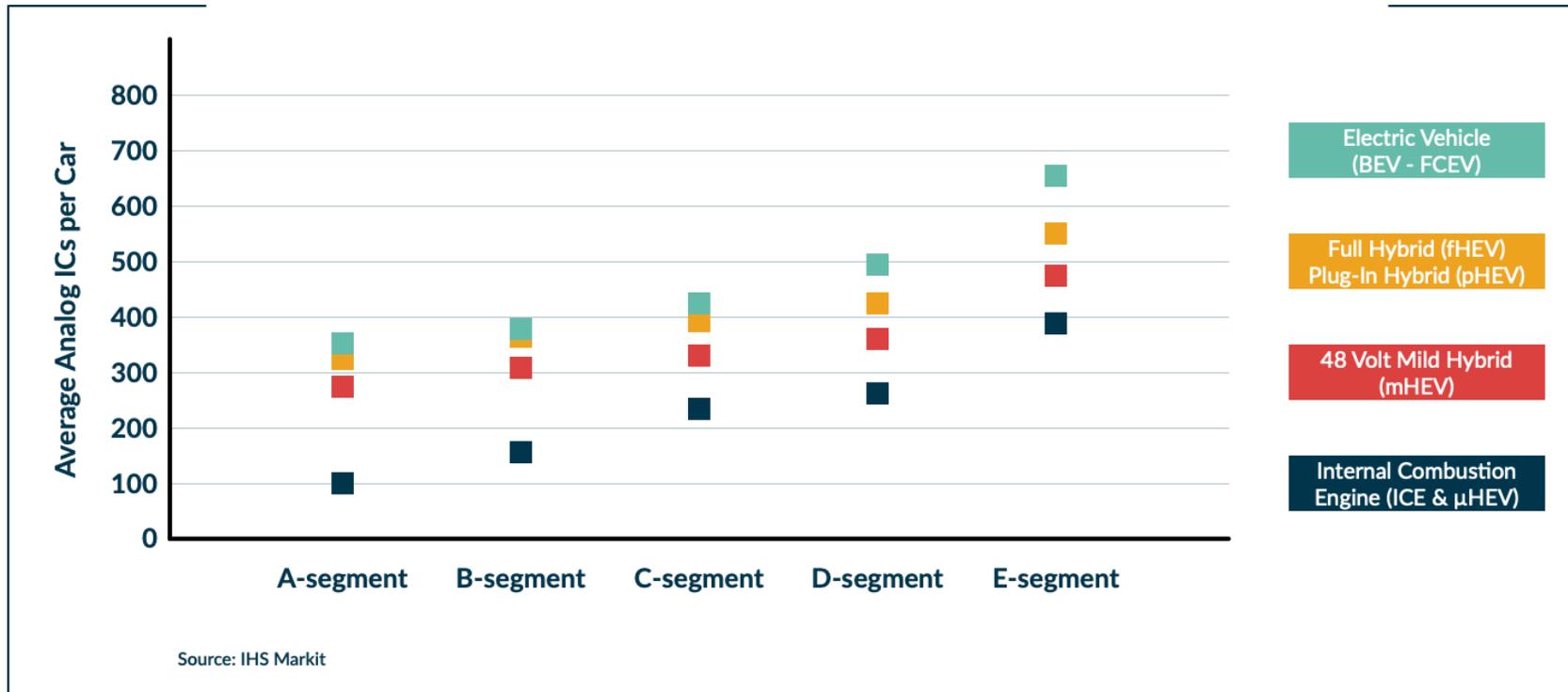


Sources: IHS Markit Light Vehicle Production, WSTS, Melexis

- Power management ICs (for Electronic Control Unit [ECU], Systems-on-Chips [SoC], etc.)
- Integrated sensors and Signal conditioning ICs for sensors
- Bus transceiver ICs (for ECU, Sensor and Electronic Modules)
- Driver ICs for electric motors, LEDs (lighting), displays, etc.
- Radar transceivers, high-end audio, RF front-end, etc.

# Accelerated Demand for Automotive Analog ICs

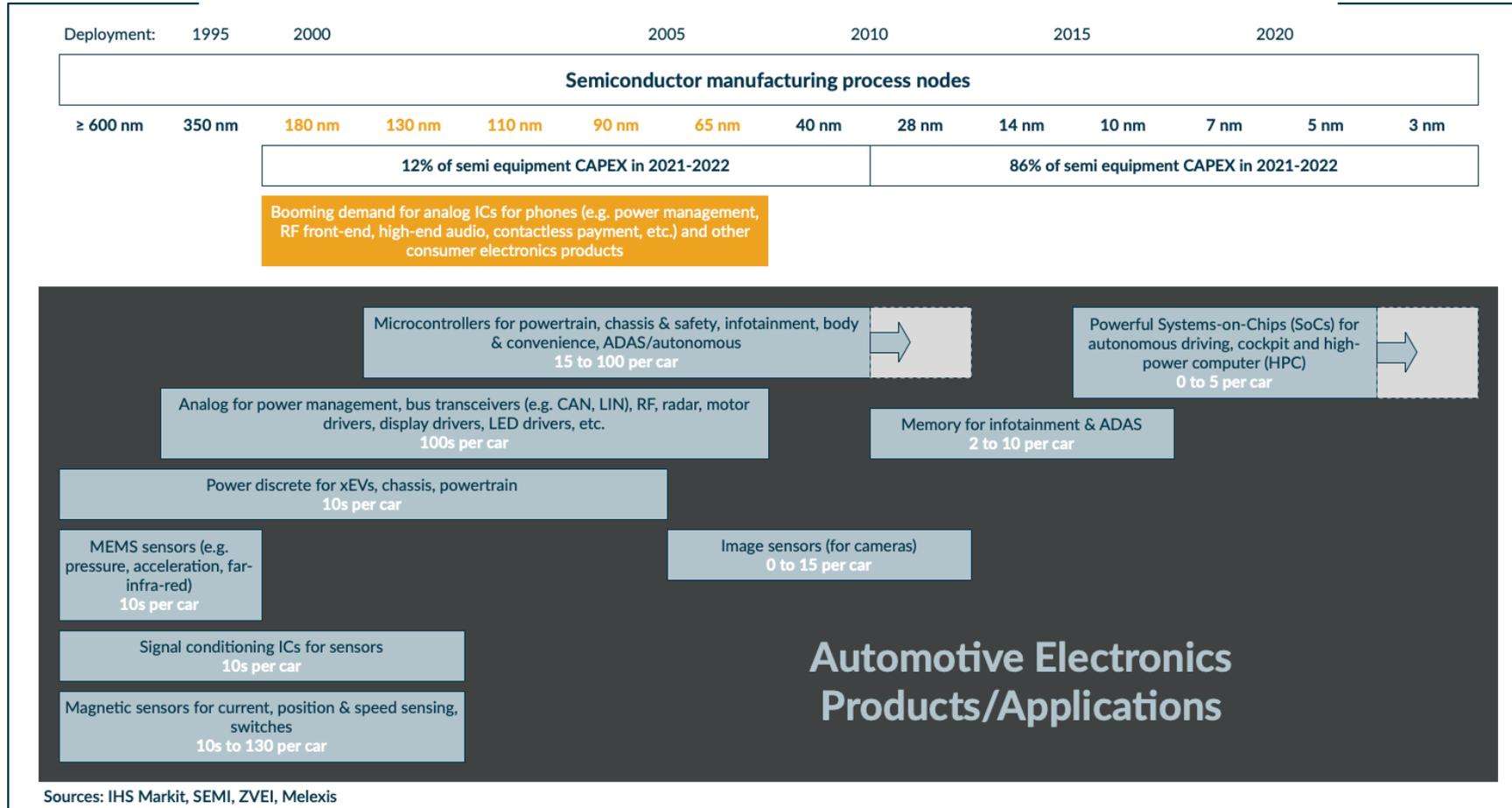
## Automotive Analog ICs per car vs. Segment & Propulsion



### Main Drivers

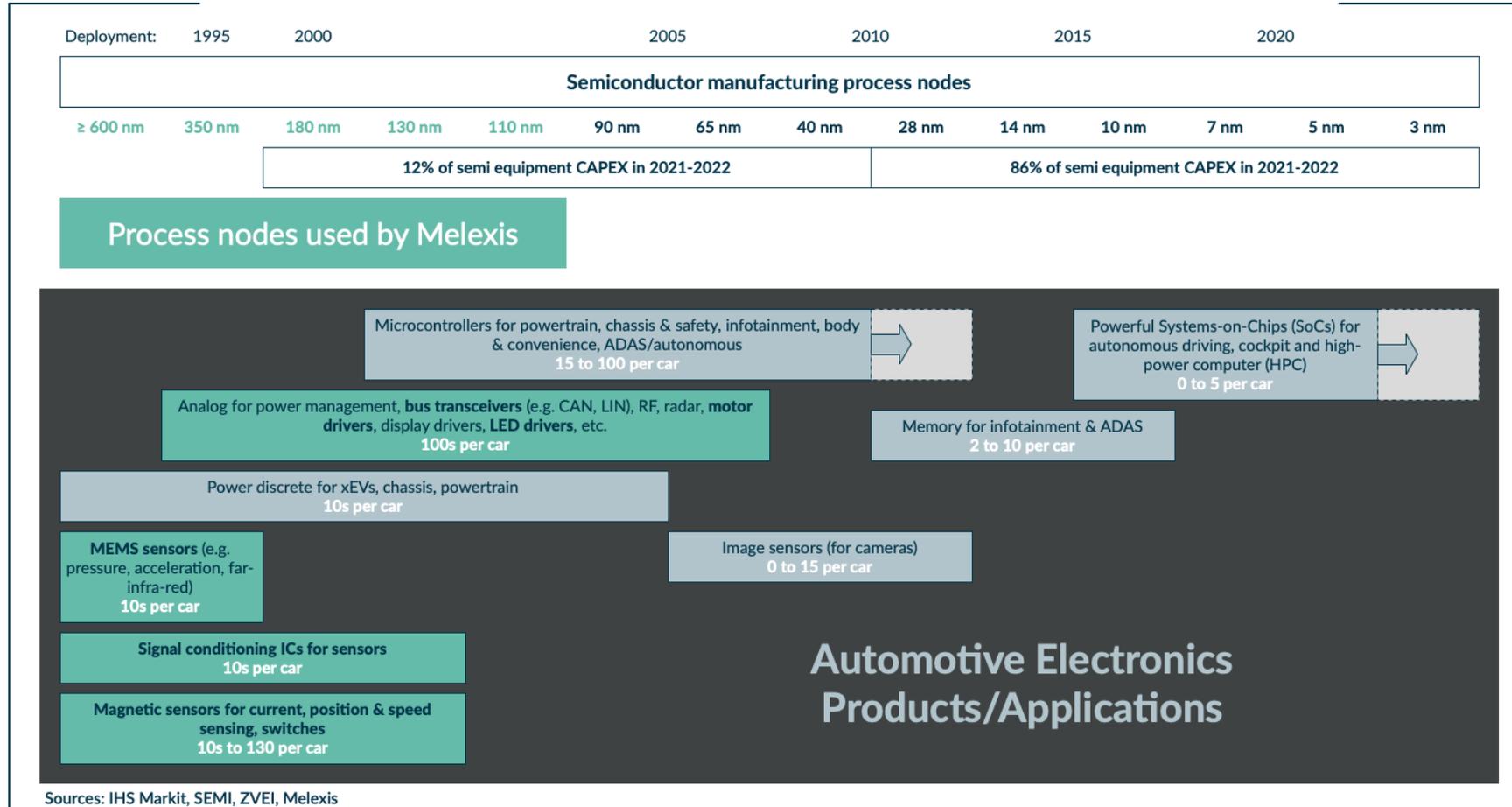
- Electrification (Electric & Hybrid Vehicles)
- Premium Segment

# Under-Investments in Automotive SC Processes



- Low investments over the past decade in the process nodes which matter to the automotive but also to many other electronic segments (e.g. consumer, medical, industrial, etc.)
- Limited investments in 2021-2022 compared to the advanced process nodes which matter less for the automotive

# Under-Investments in Automotive SC Processes



# Adjacent - From 10 to 20 (%Revenue) – How?



## Carbon-neutral

*smart appliances, smart buildings, non-fossil energy, smart metering,...*



## Alternative Mobility

*2–3 wheelers, e-mobility, micro-delivery, robotaxis, AGVs...*

## Well-being

*health, medical, wearable, gaming...*



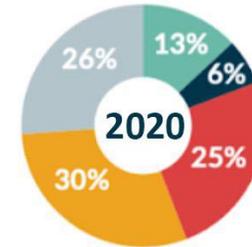
## Robotics

*automation, assisting, social interaction...*



## Computing & Networking

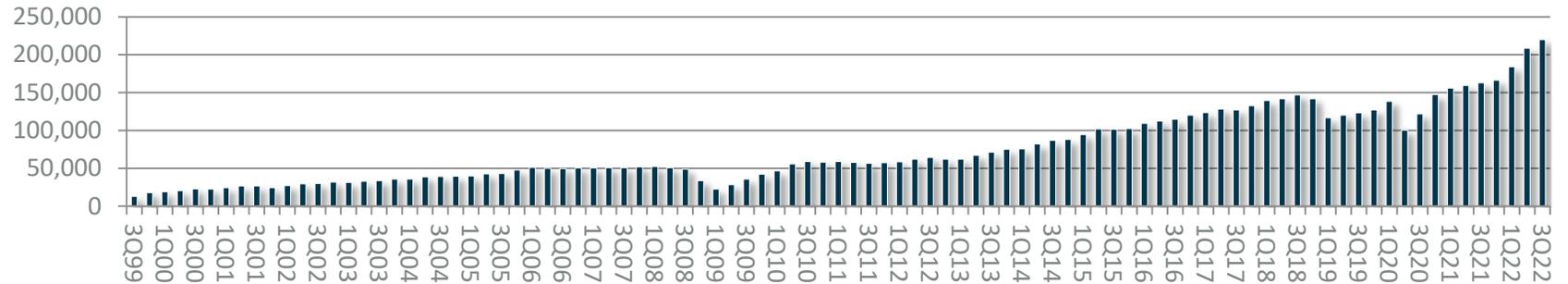
*cooling, power management...*



# Evolution financials 1999-2022

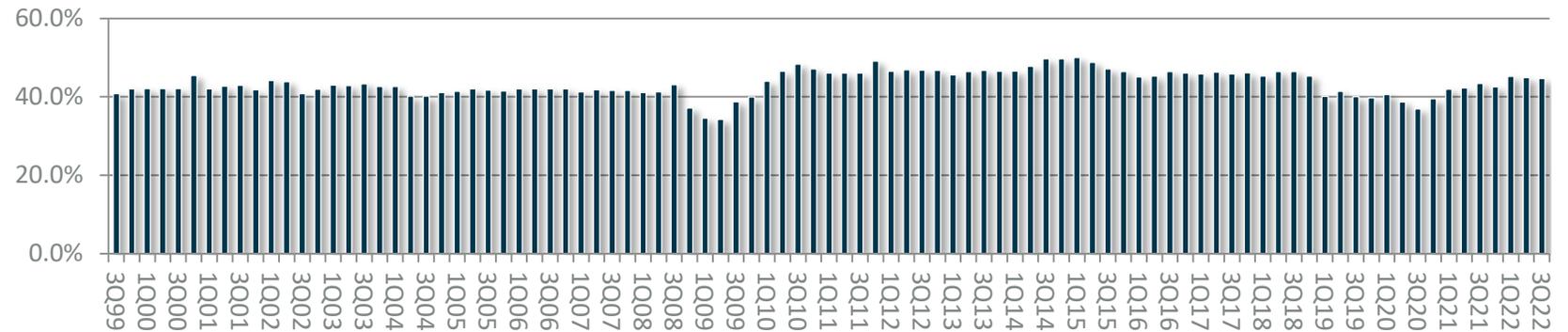
## Turnover

Q3 2022: 219.8 mln EUR  
9M 2022: 612.3 mln EUR



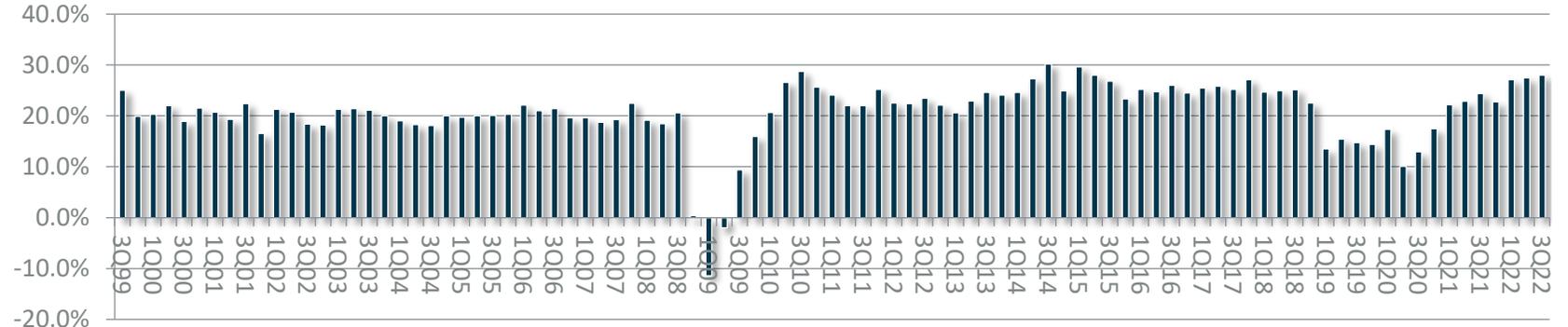
## Gross profit margin

Q3 2022: 44.7%  
9M 2022: 44.9%



## Operating margin

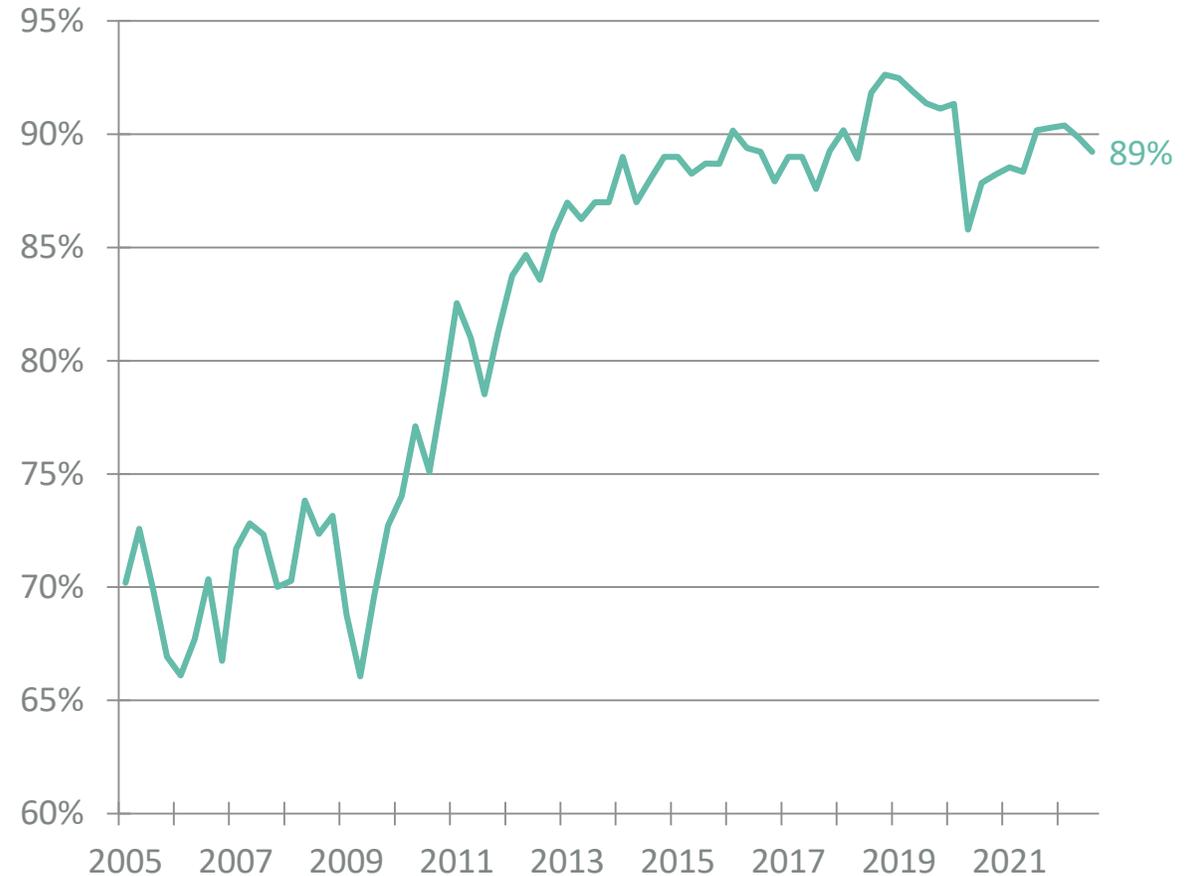
Q3 2022: 28.0%  
9M 2022: 27.5%



# % ASSP sales



# % automotive sales



# Q3 2022 results at a glance

## Sales

219.8m EUR

+35% Y-o-Y

## Gross margin

44.7%

98.3m EUR

+39% Y-o-Y

## Operating result

28.0%

61.5m EUR

+55% Y-o-Y

## Net result

1.21 EPS

48.8m EUR

+33% Y-o-Y

## Oper. cash flow

(before wcap change)

75.7m EUR

+51% Y-o-Y

## Net cash

104.5m EUR

## Outlook

Melexis expects sales in the fourth quarter of 2022 in the range of 220 to 225 million EUR, resulting in a full year sales growth of around 29% to 30%, a gross profit margin of around 45% and an operating margin of around 27%, all taking into account a EUR/USD exchange rate of 1.00 for the remainder of the year.

# Profit & loss

## Q3 2022 versus Q3 2021 versus Q2 2022

P&L account (in million EUR)	Q3 2022	% of Sales	Q3 2021	% of Sales	Q2 2022	% of Sales
<b>Sales</b>	219.8	100.0%	162.8	100.0%	208.4	100.0%
Cost of goods sold	-121.5	-55.3%	-92.2	-56.6%	-114.8	-55.1%
<b>Gross margin</b>	98.3	44.7%	70.6	43.4%	93.6	44.9%
R&D	-22.1	-10.1%	-19.6	-12.0%	-22.1	-10.6%
G&A	-10.5	-4.8%	-7.8	-4.8%	-10.3	-4.9%
Selling	-4.2	-1.9%	-3.6	-2.2%	-4.0	-1.9%
<b>EBIT</b>	61.5	28.0%	39.7	24.4%	57.3	27.5%
Net financial result	-3.5	-1.6%	3.0	1.9%	0.5	0.2%
Income taxes	-9.3	-4.2%	-6.2	-3.8%	-10.2	-4.9%
<b>Net profit</b>	48.8	22.2%	36.5	22.4%	47.6	22.8%
<b>Earnings per share</b>	1.21		0.90		1.18	

# 9M 2022 results at a glance

## Sales

612.3m EUR

+28% Y-o-Y

## Gross margin

44.9%

275.1m EUR

+36% Y-o-Y

## Operating result

27.5%

168.7m EUR

+52% Y-o-Y

## Net result

3.59 EPS

145.0m EUR

+48% Y-o-Y

## Oper. cash flow

(before wcap change)

214.9m EUR

+43% Y-o-Y

## Net cash

104.5m EUR

## Outlook

Melexis expects sales in the fourth quarter of 2022 in the range of 220 to 225 million EUR, resulting in a full year sales growth of around 29% to 30%, a gross profit margin of around 45% and an operating margin of around 27%, all taking into account a EUR/USD exchange rate of 1.00 for the remainder of the year.

# Profit & loss

## 9M 2022 versus 9M 2021

P&L account (in million EUR)	9M 2022	% of Sales	9M 2021	% of Sales
<b>Sales</b>	612.3	100.0%	477.6	100.0%
Cost of goods sold	-337.1	-55.1%	-274.6	-57.5%
<b>Gross margin</b>	275.1	44.9%	203.0	42.5%
R&D	-64.7	-10.6%	-58.4	-12.2%
G&A	-30.0	-4.9%	-23.3	-4.9%
Selling	-11.8	-1.9%	-10.7	-2.2%
Other operating result		0.0%		0.0%
<b>EBIT</b>	168.7	27.5%	110.6	23.2%
Net financial result	6.7	1.1%	3.9	0.8%
Income taxes	-30.4	-5.0%	-16.7	-3.5%
<b>Net profit</b>	145.0	23.7%	97.8	20.5%
<b>Earnings per share</b>	3.59		2.42	

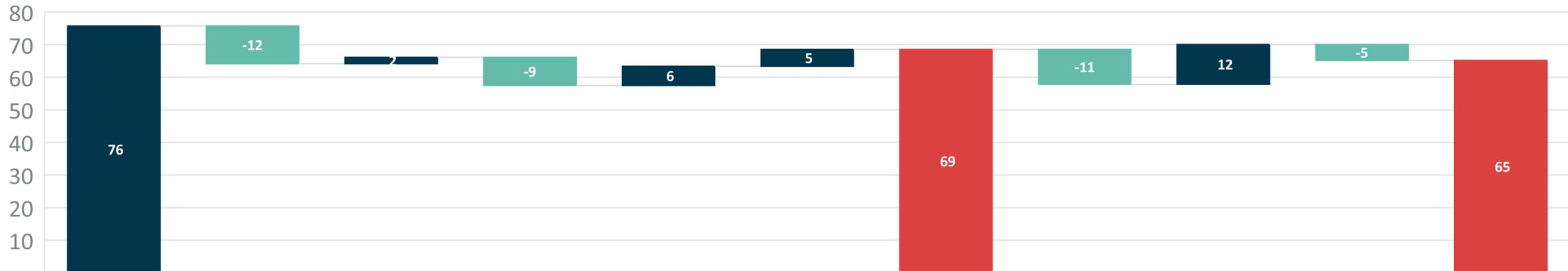
# Balance sheet

Q3 2022 versus Q3 2021 versus Q2 2022

Balance Sheet (in million EUR)	Q3 2022	Q3 2021	Q2 2022
<b>Total assets</b>	582.9	478.9	522.7
<b>Current assets</b>			
Cash	104.5	51.8	39.3
Inventory	175.2	131.3	167.3
A/R Trade	98.9	85.8	100.7
<b>Non-current assets</b>	165.0	169.6	161.3
<b>Shareholders' equity</b>	484.8	407.8	434.4
<b>Interest bearing debt</b>	0.0	0.0	0.0
Long term	0.0	0.0	0.0
Short term	0.0	0.0	0.0

# Q3 2022 cash flow

Mln. EUR



Cash flow from operating activities before working capital changes

Change in AR

Change in AP

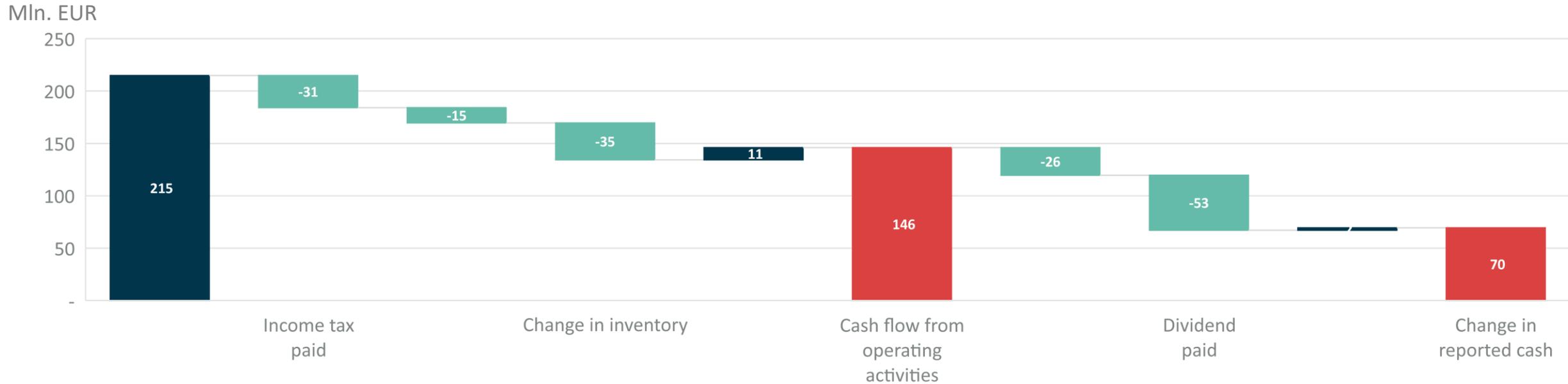
Cash flow from operating activities

Investments/proceeds from current investments

Change in reported cash

**Free cash flow of 67m EUR  
in 3Q22  
(25m EUR in 3Q21)**

# 9M 2022 cash flow



Cash flow from operating activities before working capital changes

**Free cash flow of 132m EUR in 9M22 (65m EUR in 9M21)**

Change in AR

Other working capital changes

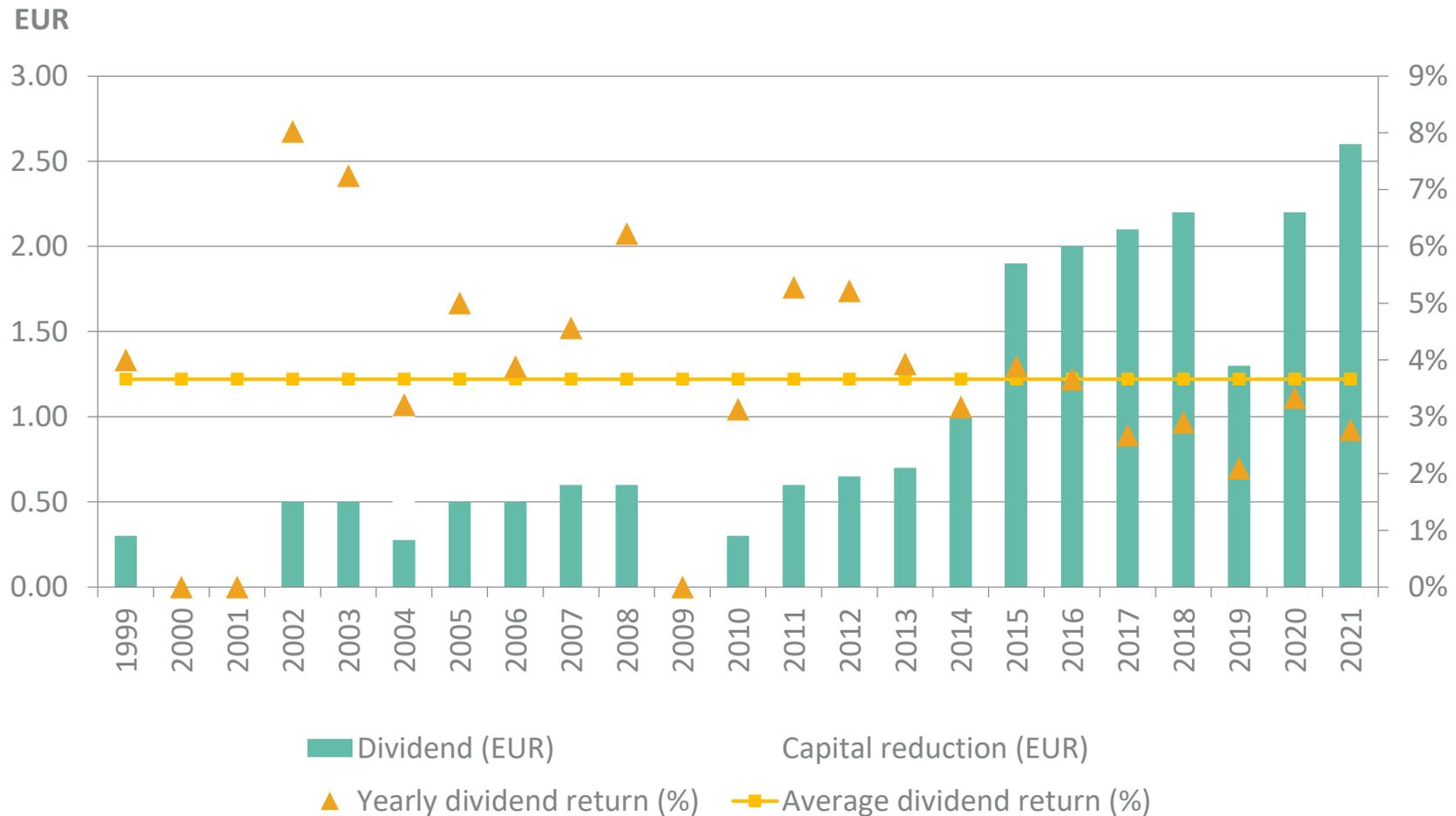
CAPEX

Other

**53m EUR dividend paid to the shareholders of Melexis in 9M22**

# Dividend yield

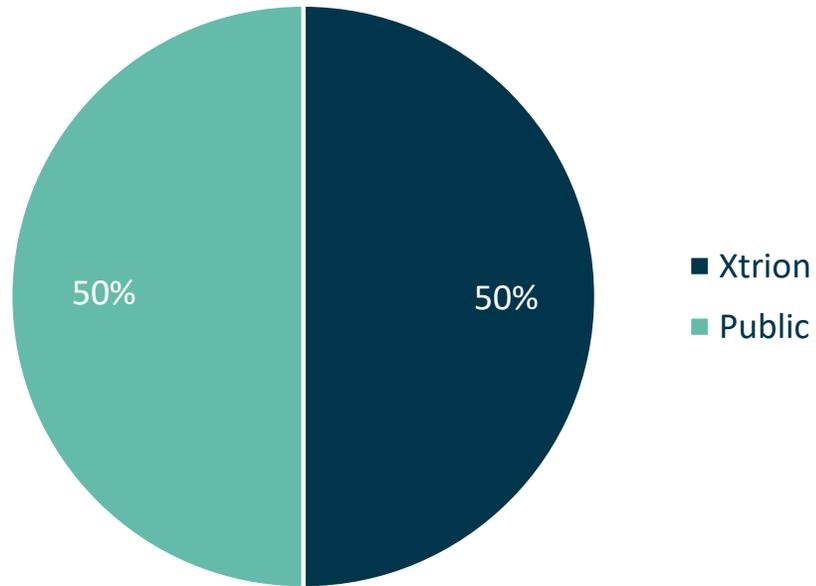
Based on average share price



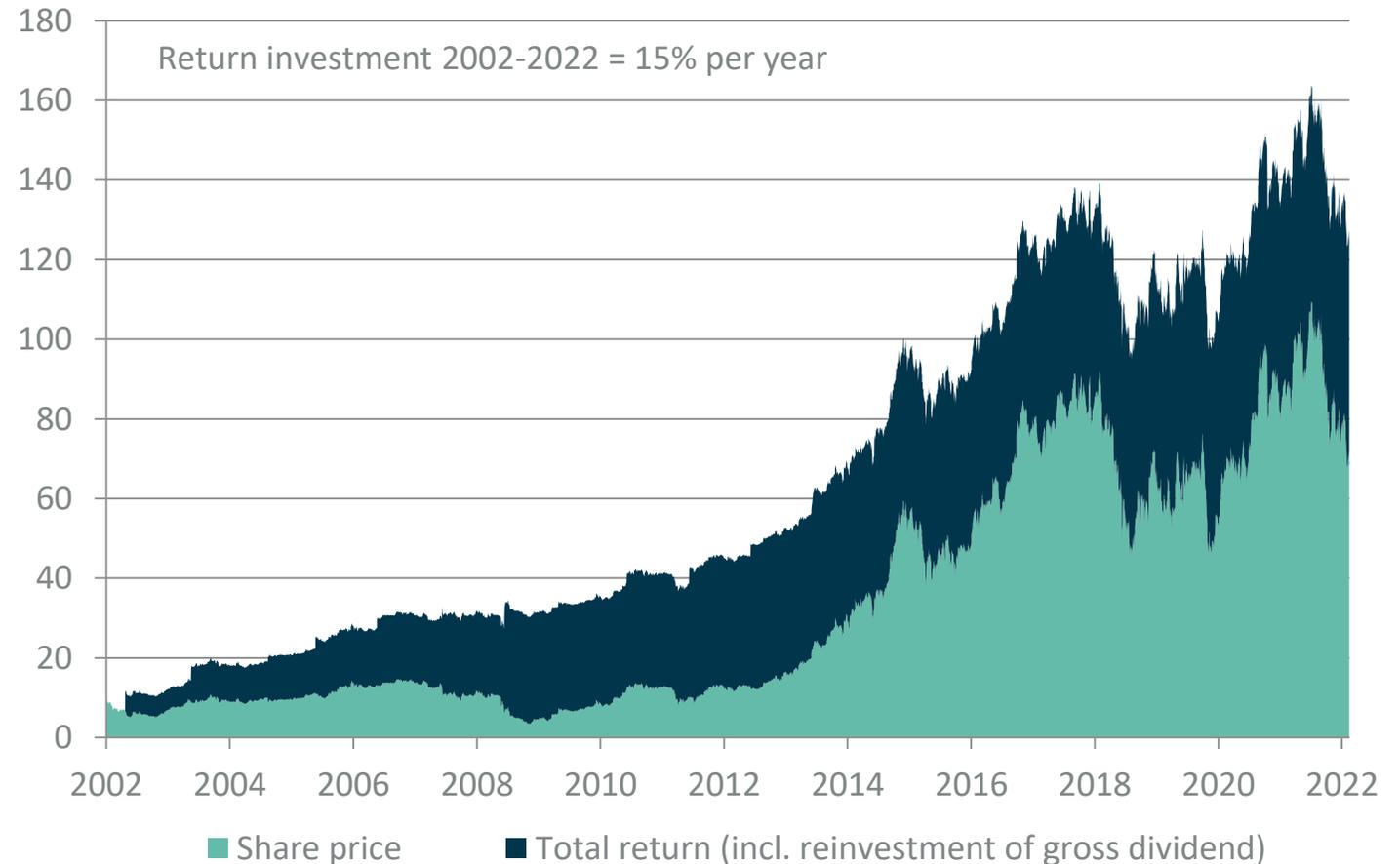
Gross dividend per share (EUR)	
2005	0.50
2006	0.50
2007	0.60
2008	0.60
2009	0.00
2010	0.30
2011	0.60
2012	0.65
2013	0.70
2014	1.00
2015	1.90
2016	2.00
2017	2.10
2018	2.20
2019	1.30
2020	2.20
2021	2.60
YTD	1.30
2022	

# Shareholders structure & shareholder return

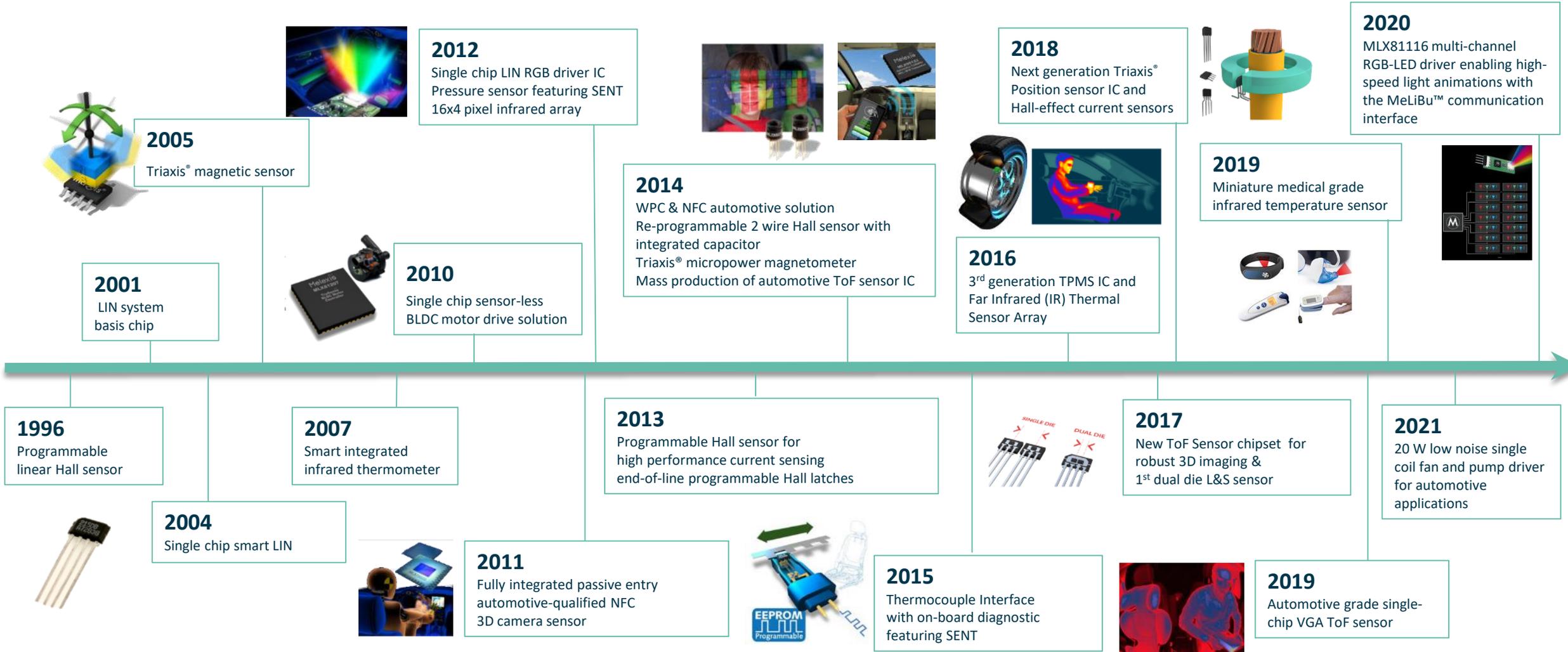
## Shareholder structure on 30 September 2022



## Shareholder Return 2002-2022



# Industry firsts from Melexis



# Melexis Investor Relations

Karen van Griensven

CFO

Valerie Kerfs

IR Professional

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

+32 (0)13 67 07 79