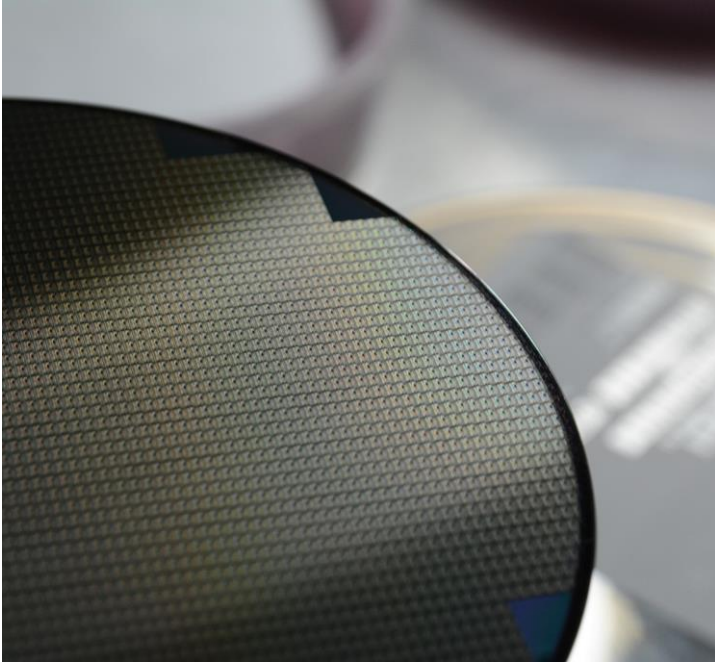


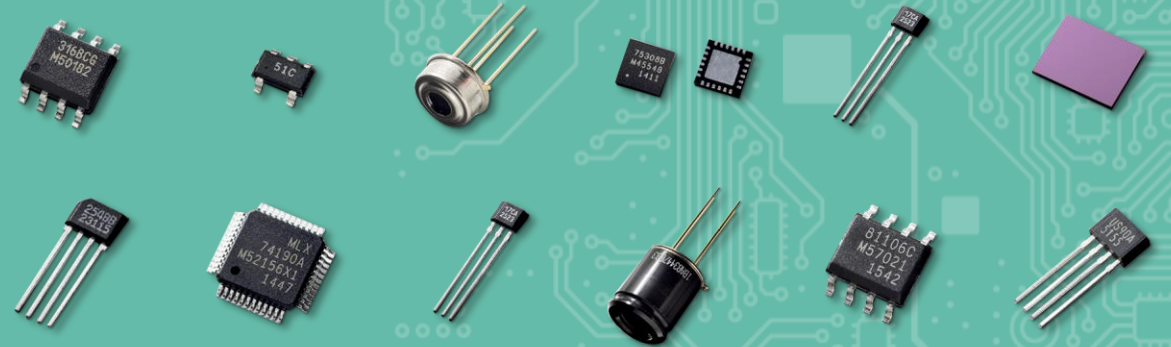


## Presentation results Q3 2023

# What do we do?



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



# Common denominator: sensing & driving is everywhere



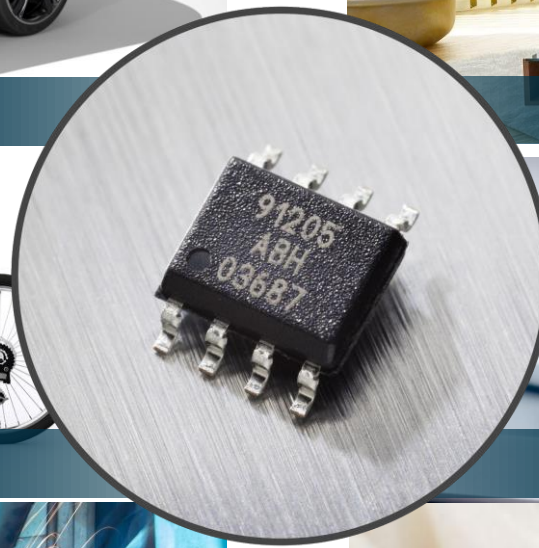
Automotive



Home



Motorcycles and e-bikes



Consumer

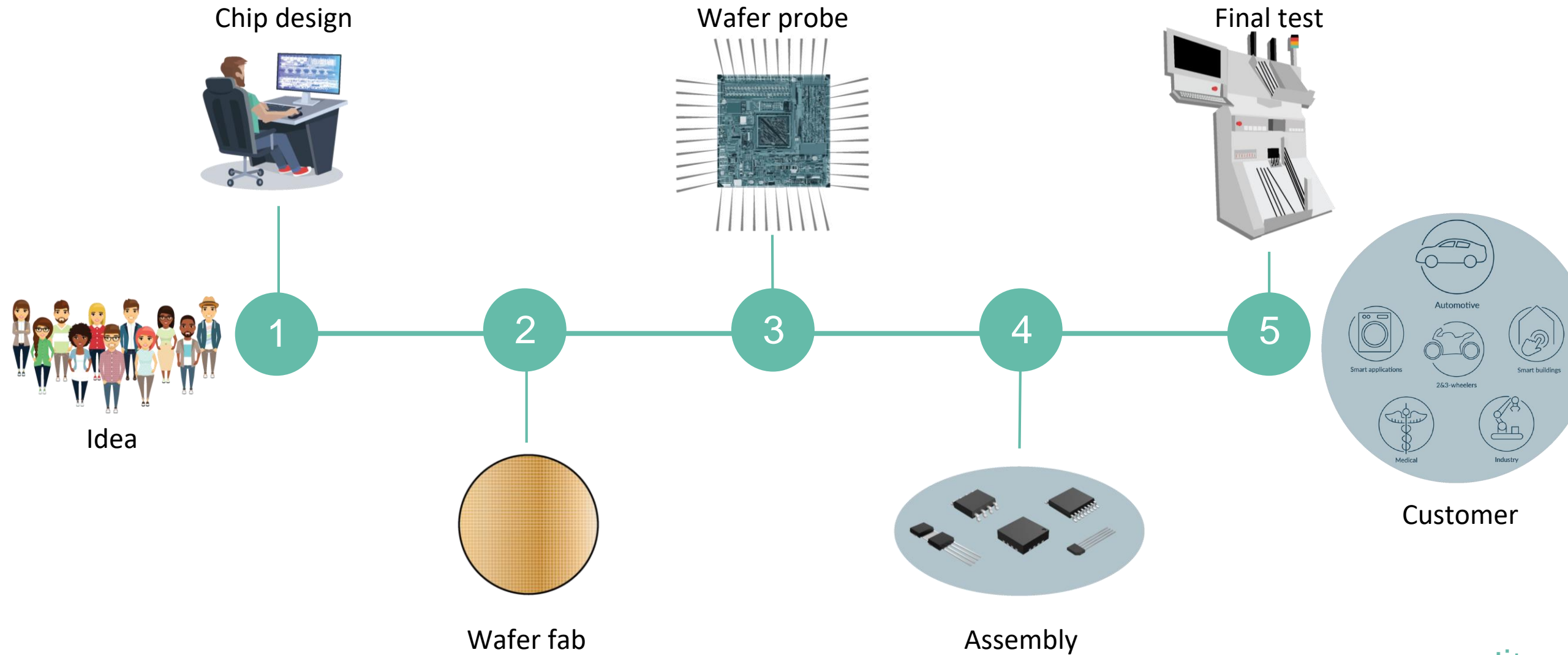


Industry



Healthcare

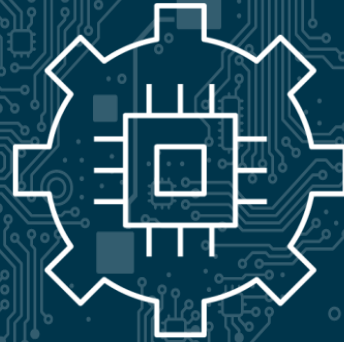
# Process flow



# 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 1,900 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



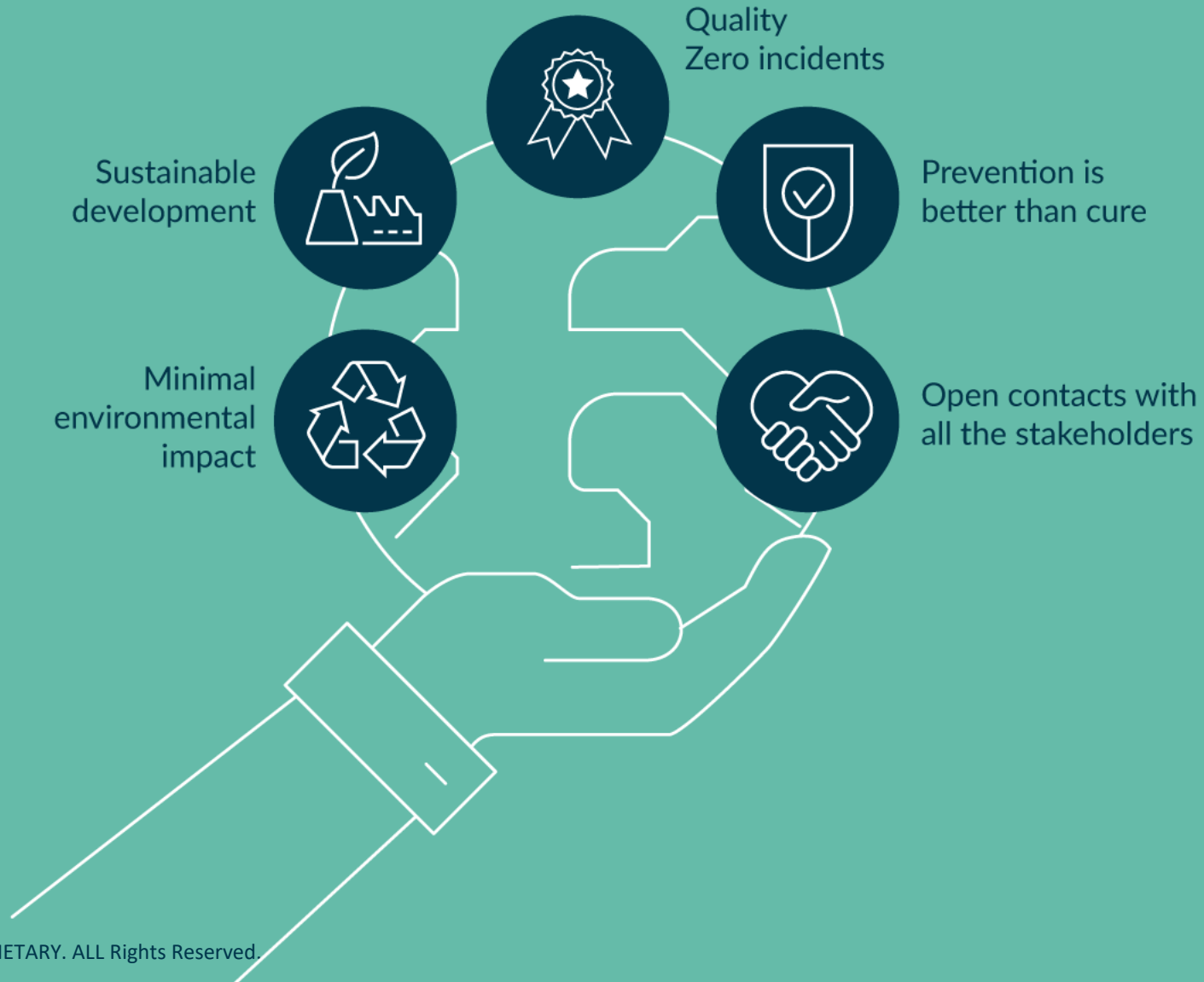
## Research & Development

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

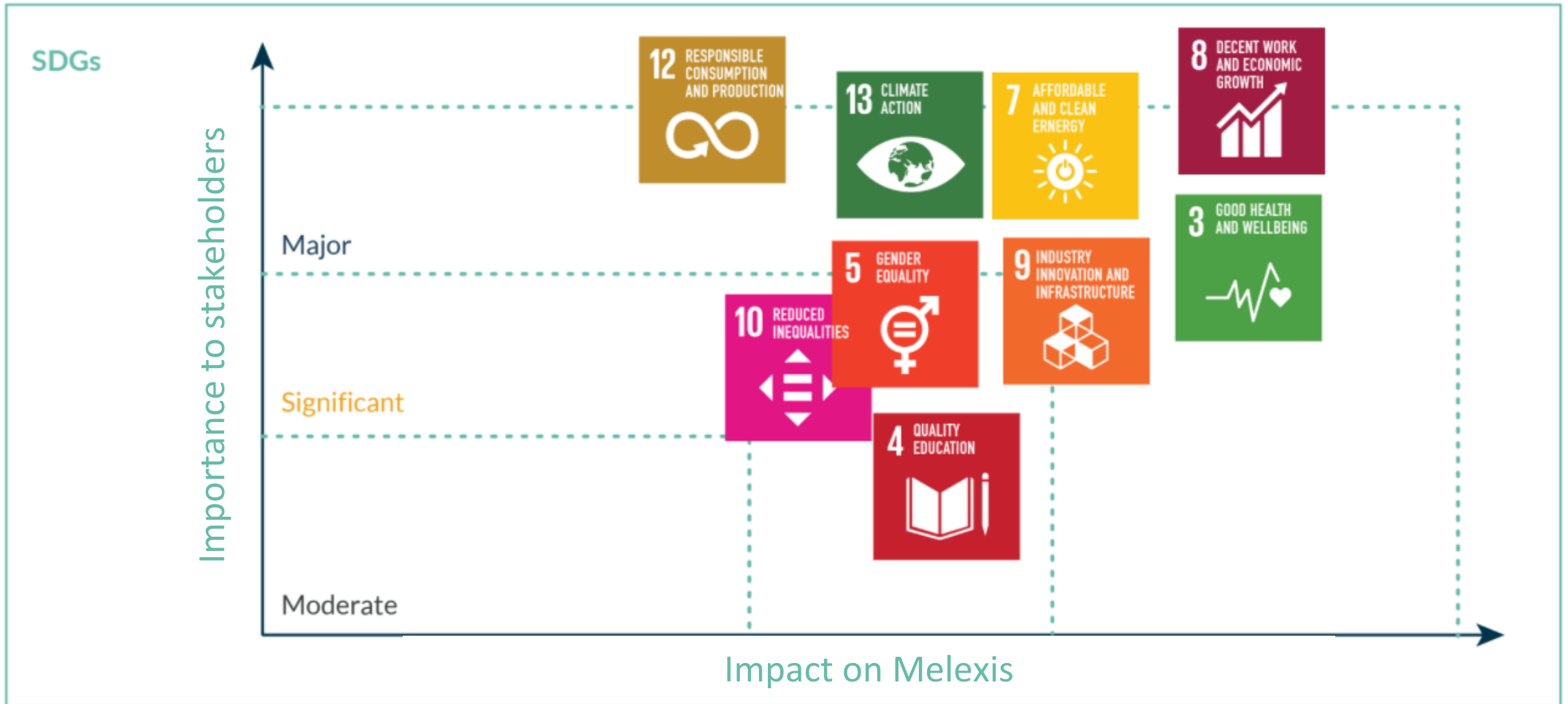


# SUSTAINABILITY AT HEART

Our environmental policy is based on five principles



# Sustainable Development Goals (SDGs)





# Melexis supplied > 1.9 billion ICs worldwide in 2022



- 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



## PLANET



ELECTRIFICATION



MICRO MOBILITY



THERMAL MANAGEMENT



# MELEXIS ICs SHAPE THE FUTURE



## PEOPLE



USER EXPERIENCE



SAFETY



HEALTH



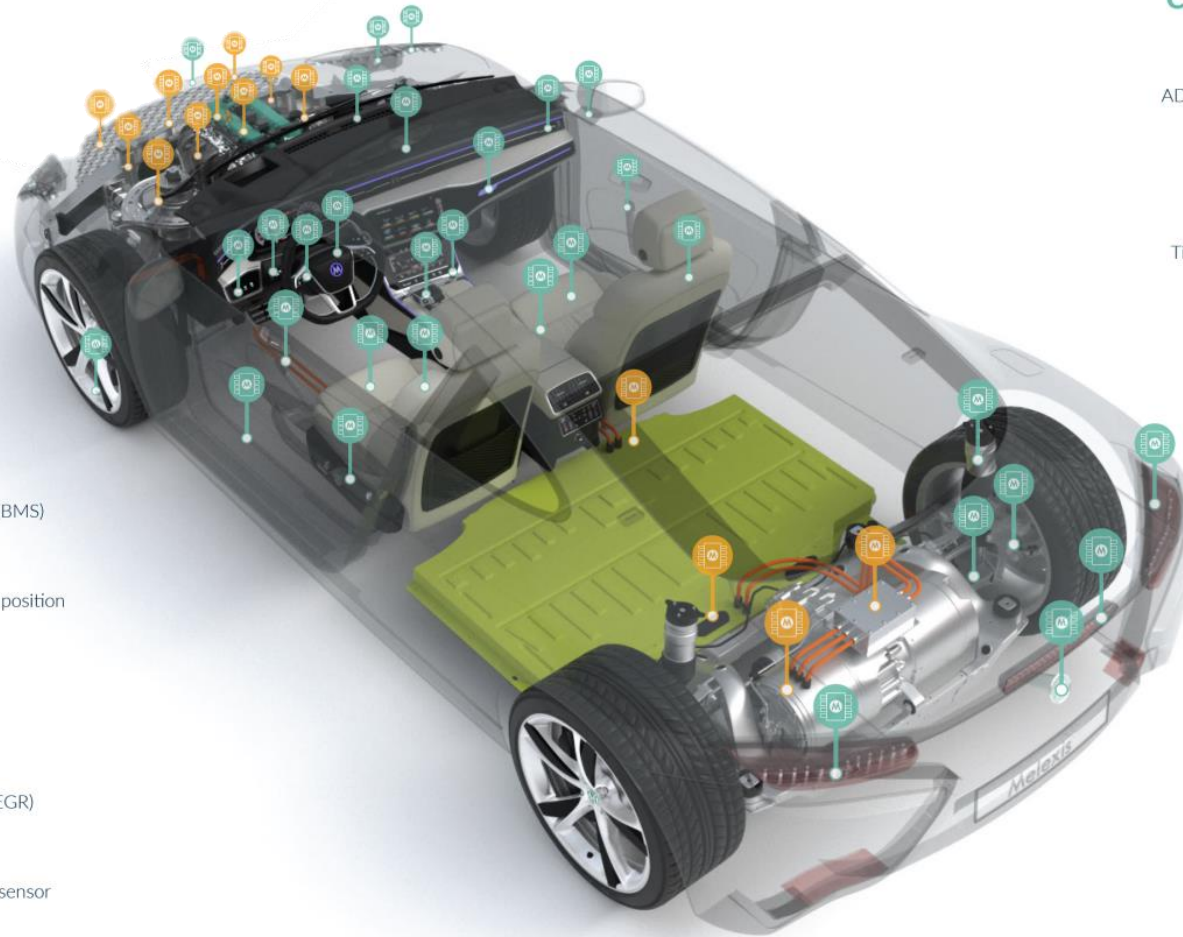
# 18 chips in every new car \*

\* 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

**Melexis**  
INSPIRED ENGINEERING

## 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?

Melexis addresses 3 major trends



①

**Electrification**

②

**Premiumization**

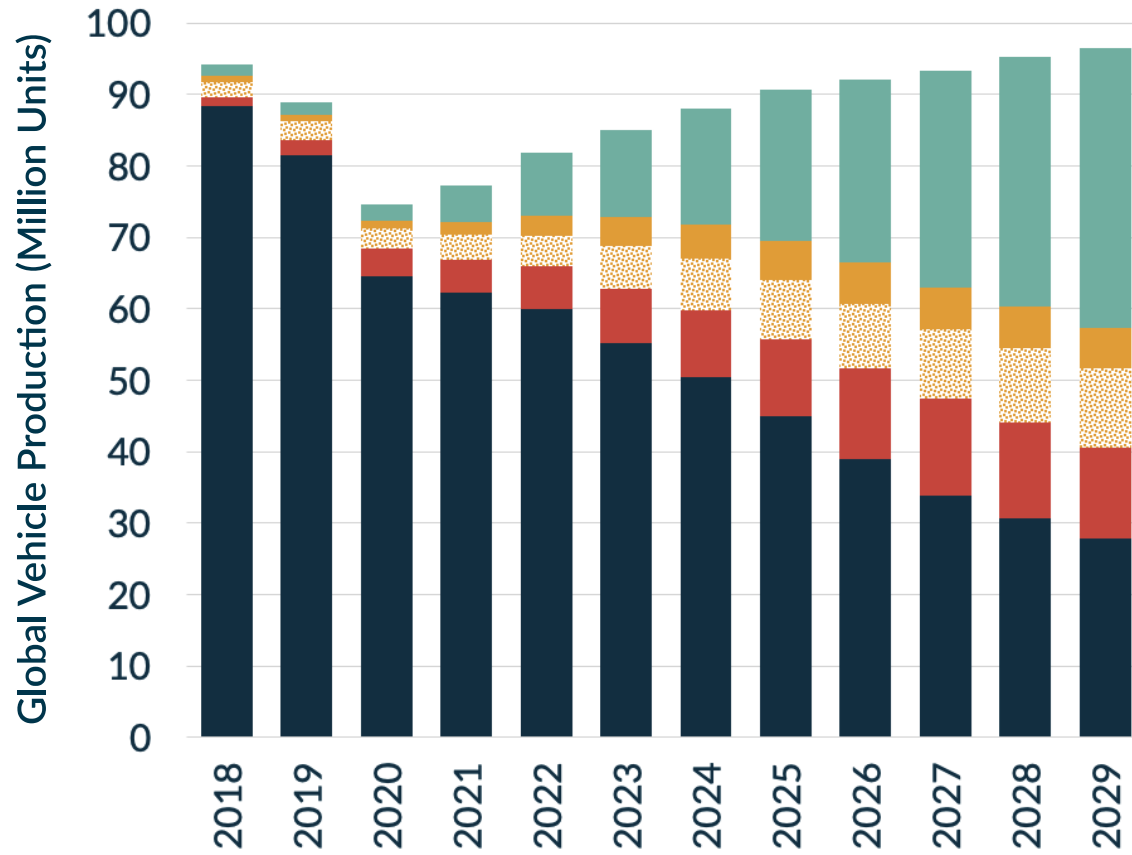
③

**ADAS**

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

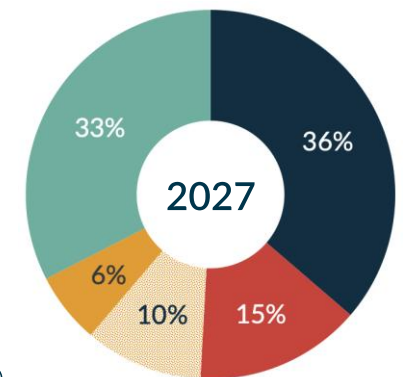
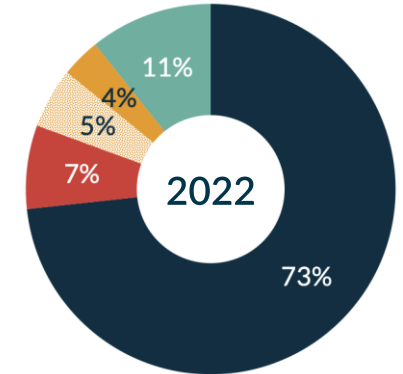


## ① Electrification



CAGR 2022-2027

EV	+28 %
pHEV	+16 %
fHEV	+18 %
mHEV	+18 %
ICE & μHEV	-11 %



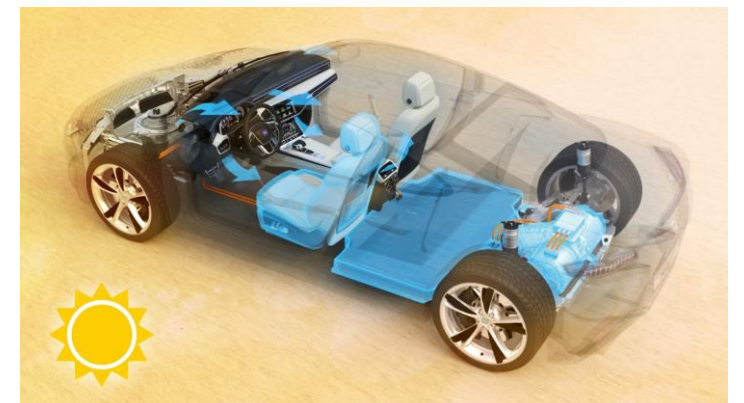
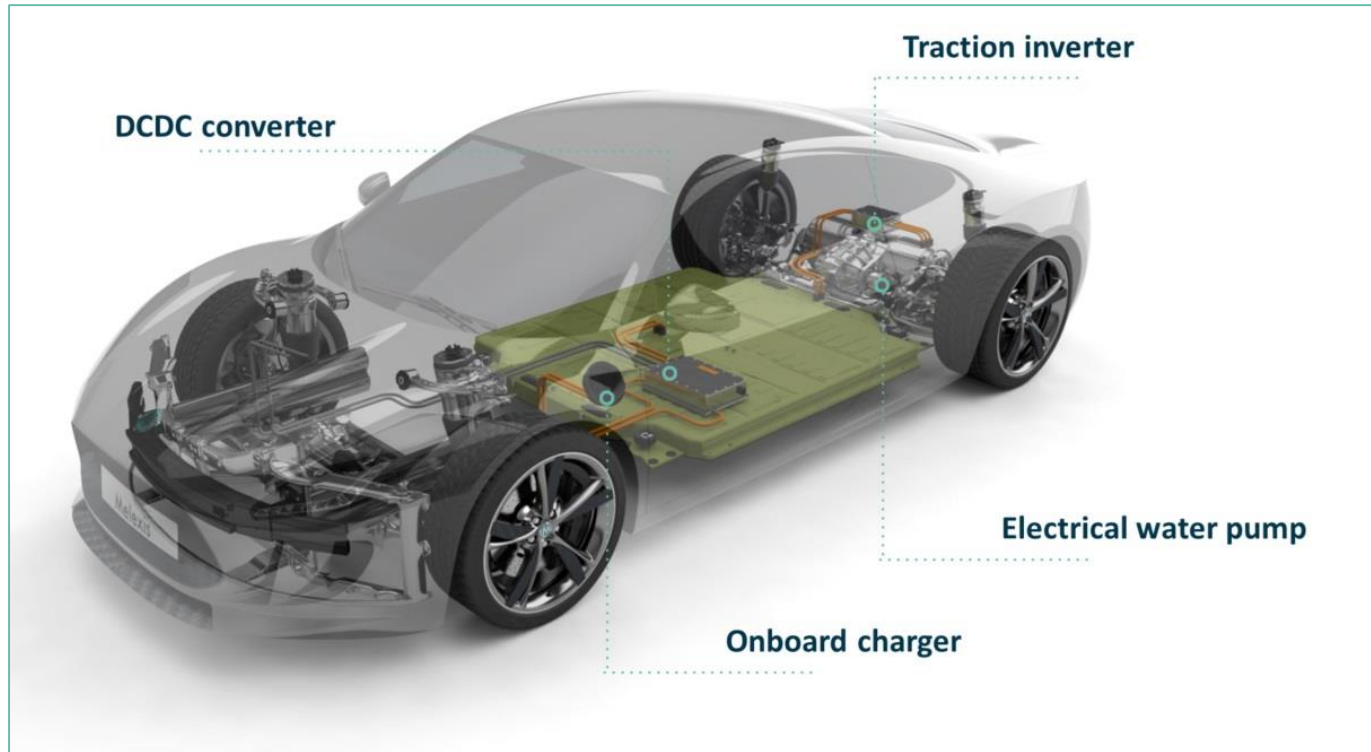
Source: S&P Global Mobility - Light Vehicle Alternative Propulsion Forecast (07/2022)



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



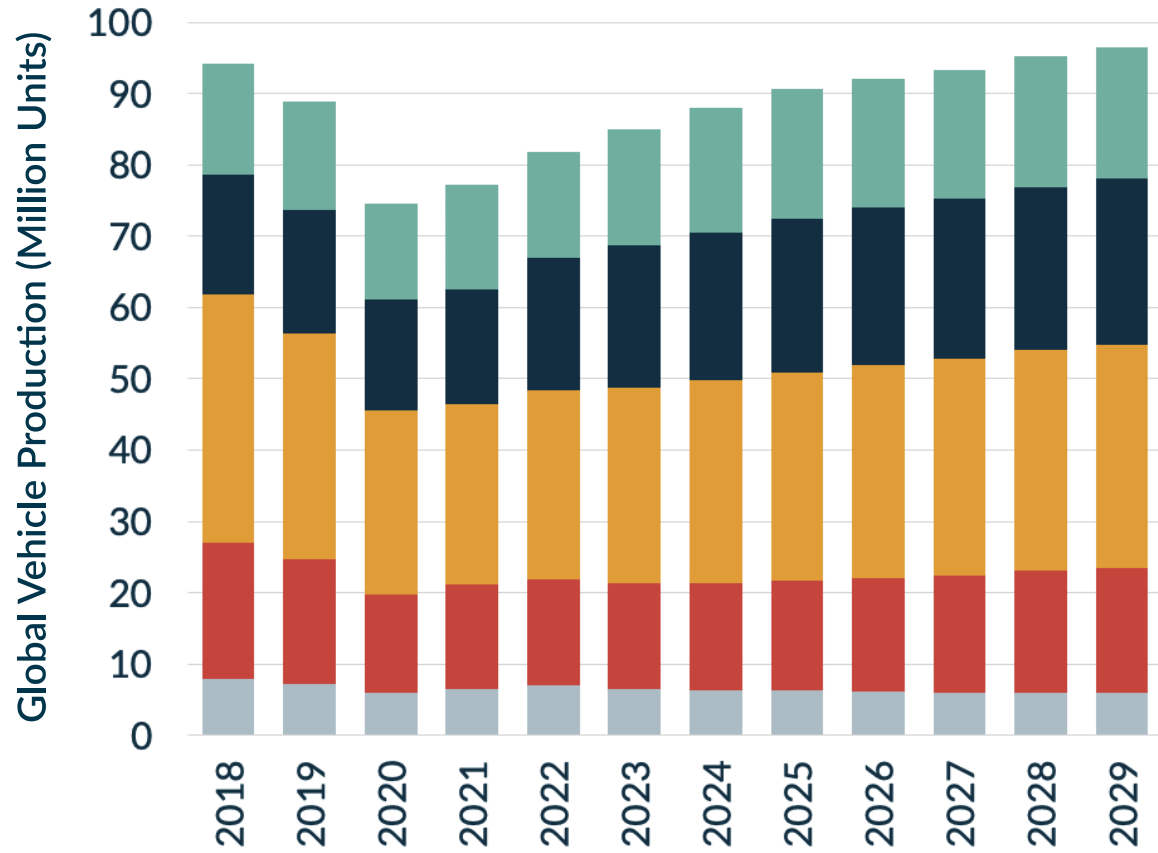
## ① Electrification



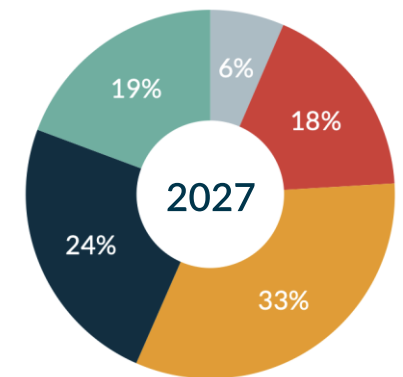
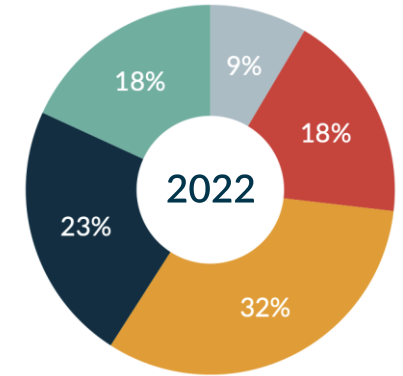
# Automotive - From 10 to 20 (ICs/car) – How?



## ② Premiumization



Segment	CAGR 2022-2027
E-Segment	+4 %
D-Segment	+4 %
C-Segment	+3 %
B-Segment	+2 %
A-Segment	-3 %



Source: S&P Global Mobility - Light Vehicle Production Forecast (12/2022)

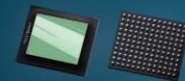
# Automotive - From 10 to 20 (ICs/car) – How?



## ② Premiumization



Melexis  
INSPIRED ENGINEERING

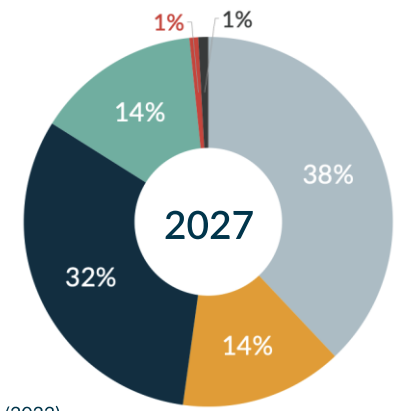
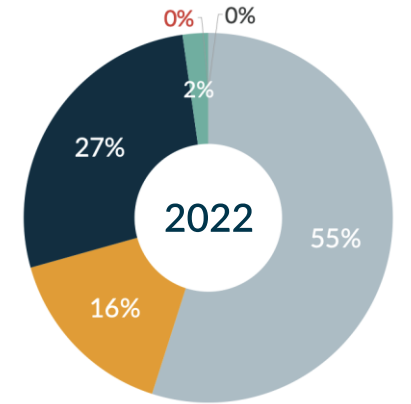
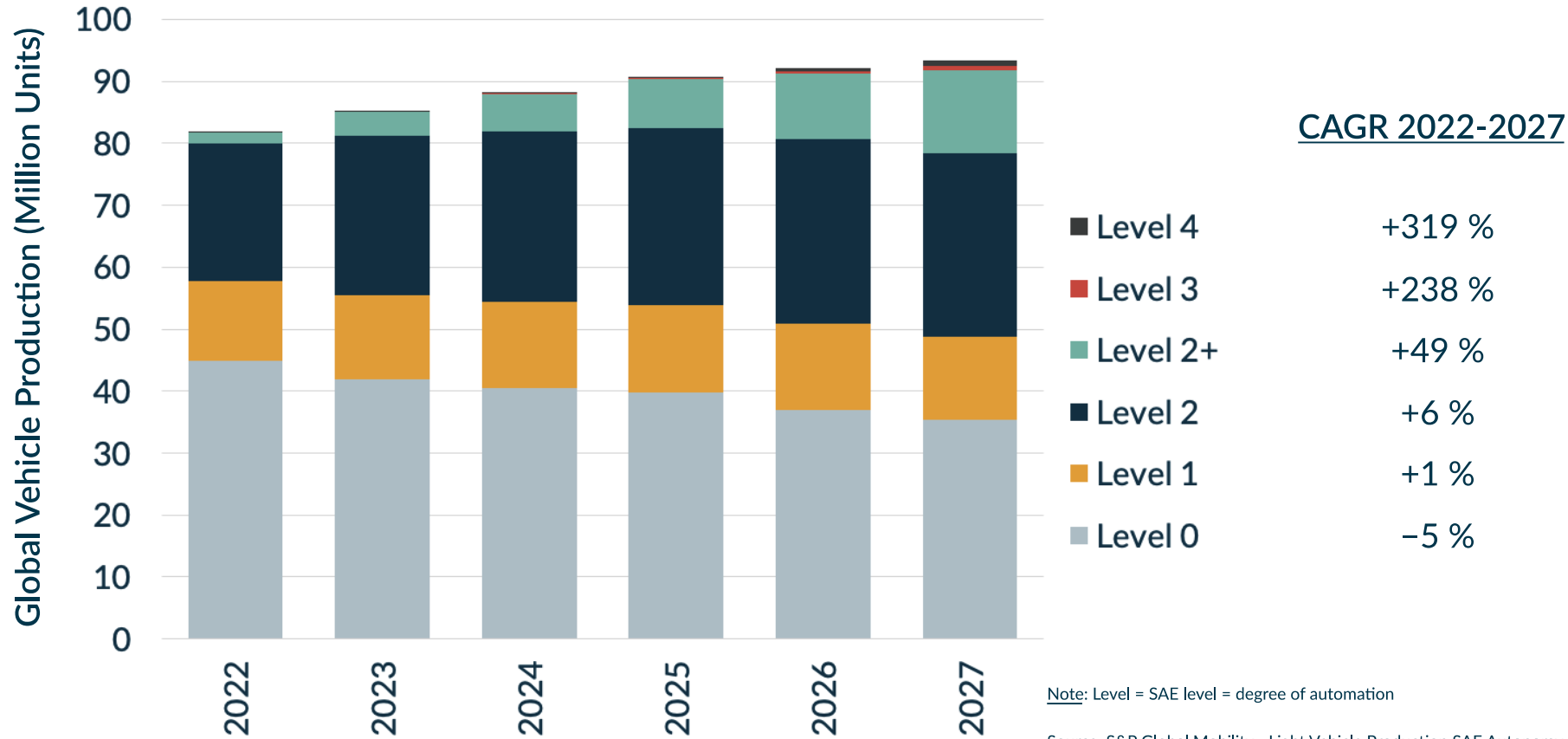


Li Auto Inc. selected Melexis ToF for in-car gesture control

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



## ③ ADAS (Advanced Driver Assistance Systems)



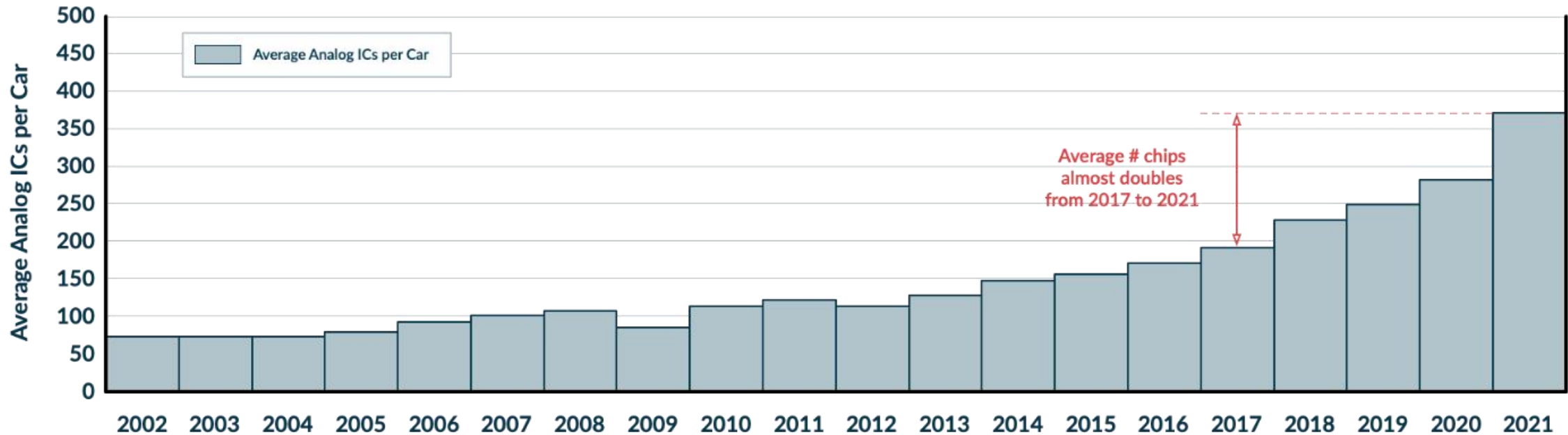
# Automotive - From 10 to 20 (ICs/car) – How?



## ③ ADAS (Advanced Driver Assistance Systems)



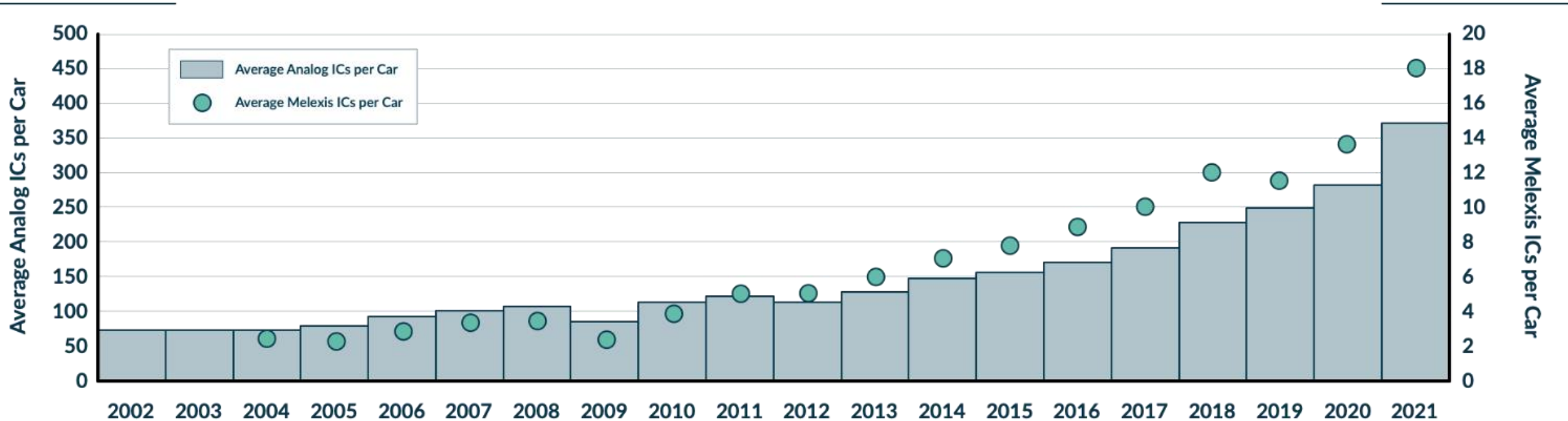
# Accelerated Demand for Automotive Analog ICs



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

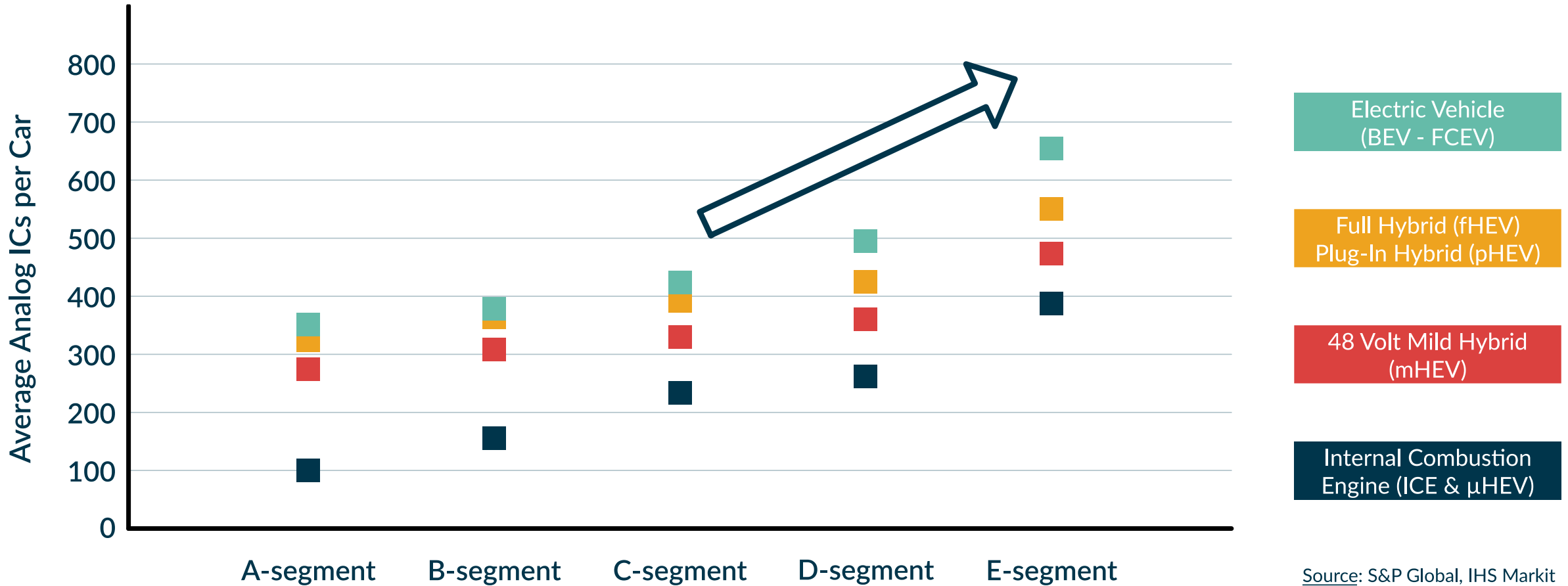


Sources: IHS Markit Light Vehicle Production, WSTS, Melexis

- Power management ICs (for Electronic Control Unit [ECU], Systems-on-Chips [SoC], etc.)
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- Radar transceivers, high-end audio, RF front-end, etc.

# Accelerated Demand for Automotive Analog ICs

## Electrification & Premiumization Drive Content Growth



Source: S&P Global, IHS Markit



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



## Alternative Mobility

*Melexis ICs assist e-bikes, drones and other transport means by enhancing range, safety and comfort.*

## Energy Management

*Getting the most out of your energy sources in an efficient way requires specialized Melexis ICs.*



## Smart Buildings

*Smart buildings require smart ICs. Efficiency, security and comfort are all in reach.*



## Digital Health

*Health applications require the most reliable and precise ICs. Melexis has the right solutions.*



## Robotics

*Capturing the environment, interpreting this signal and acting accordingly. That's how Melexis innovative ICs enhance robots.*



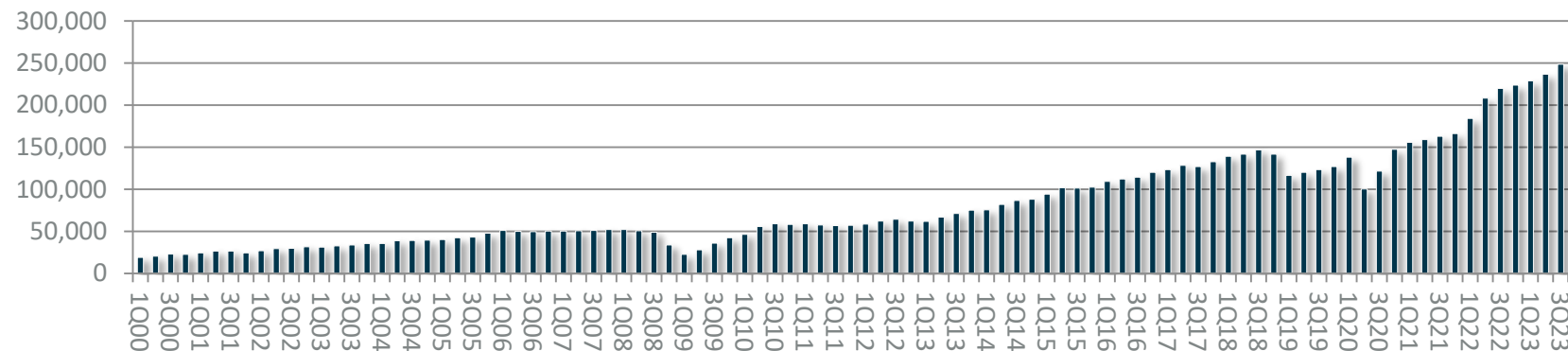
## Smart Appliances

*Gaming, white goods, e-toys. Melexis ICs bring performance and user friendliness.*

# Evolution financials 2000-2023

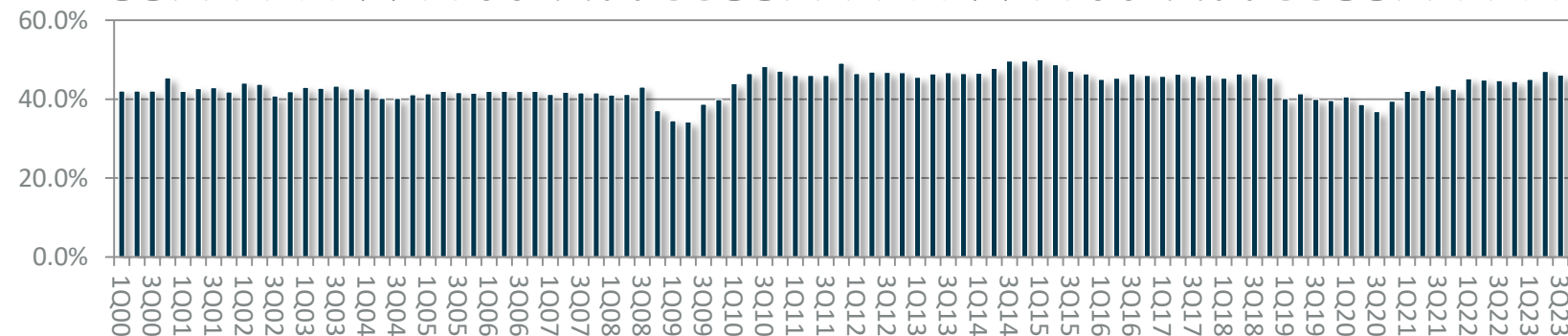
## Turnover

Q3 2023: 248.6 mln EUR  
9M 2023: 713.8 mln EUR



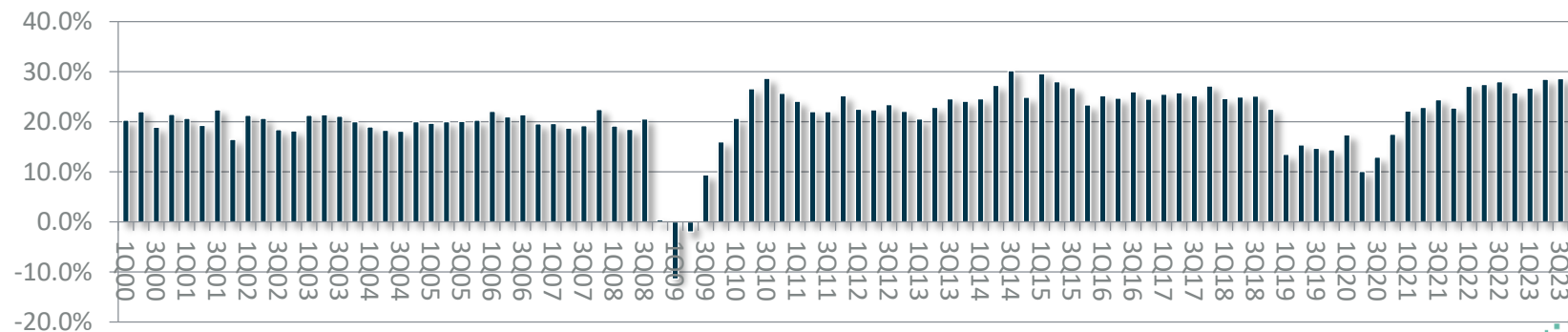
## Gross profit margin

Q3 2023: 46.1%  
9M 2023: 46.0%

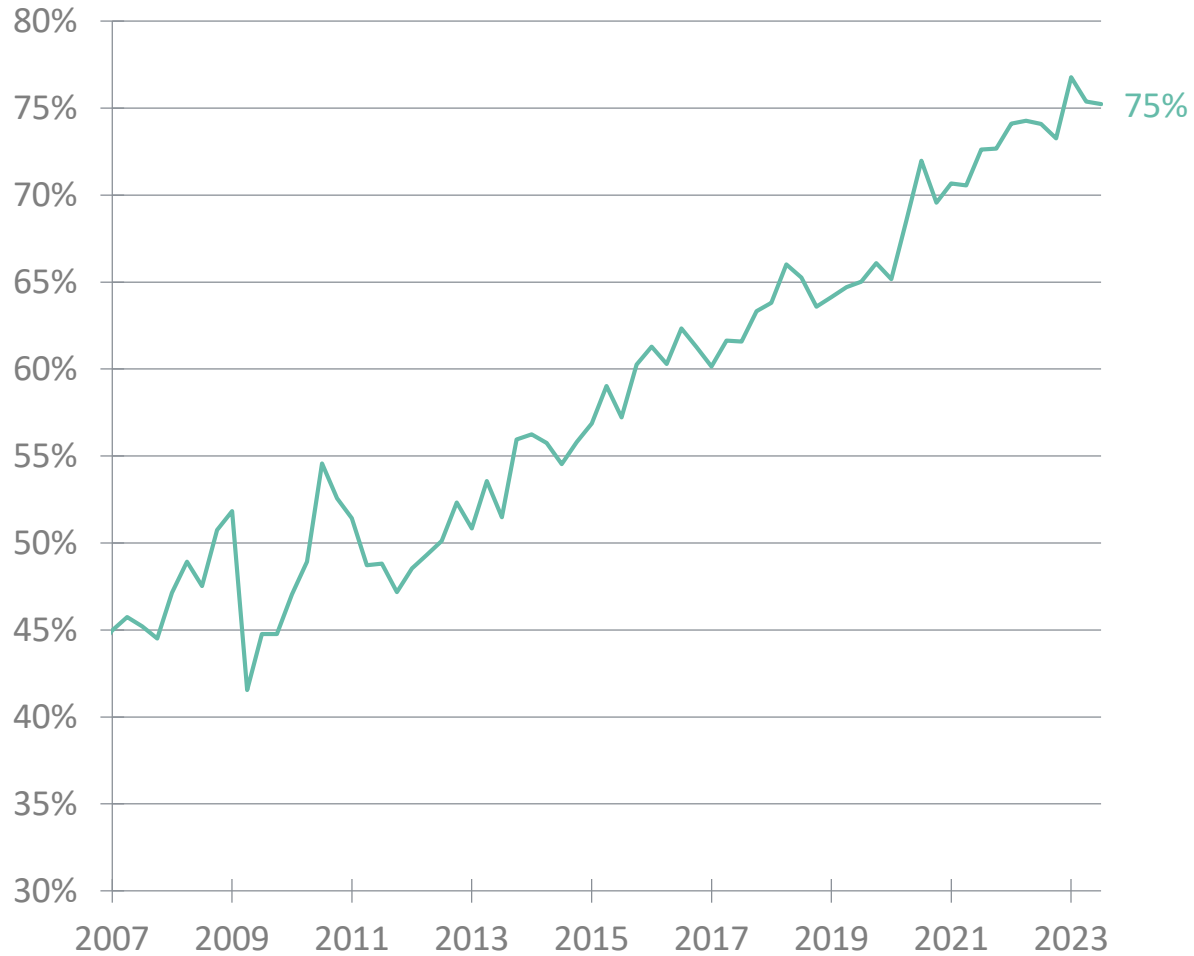


## Operating margin

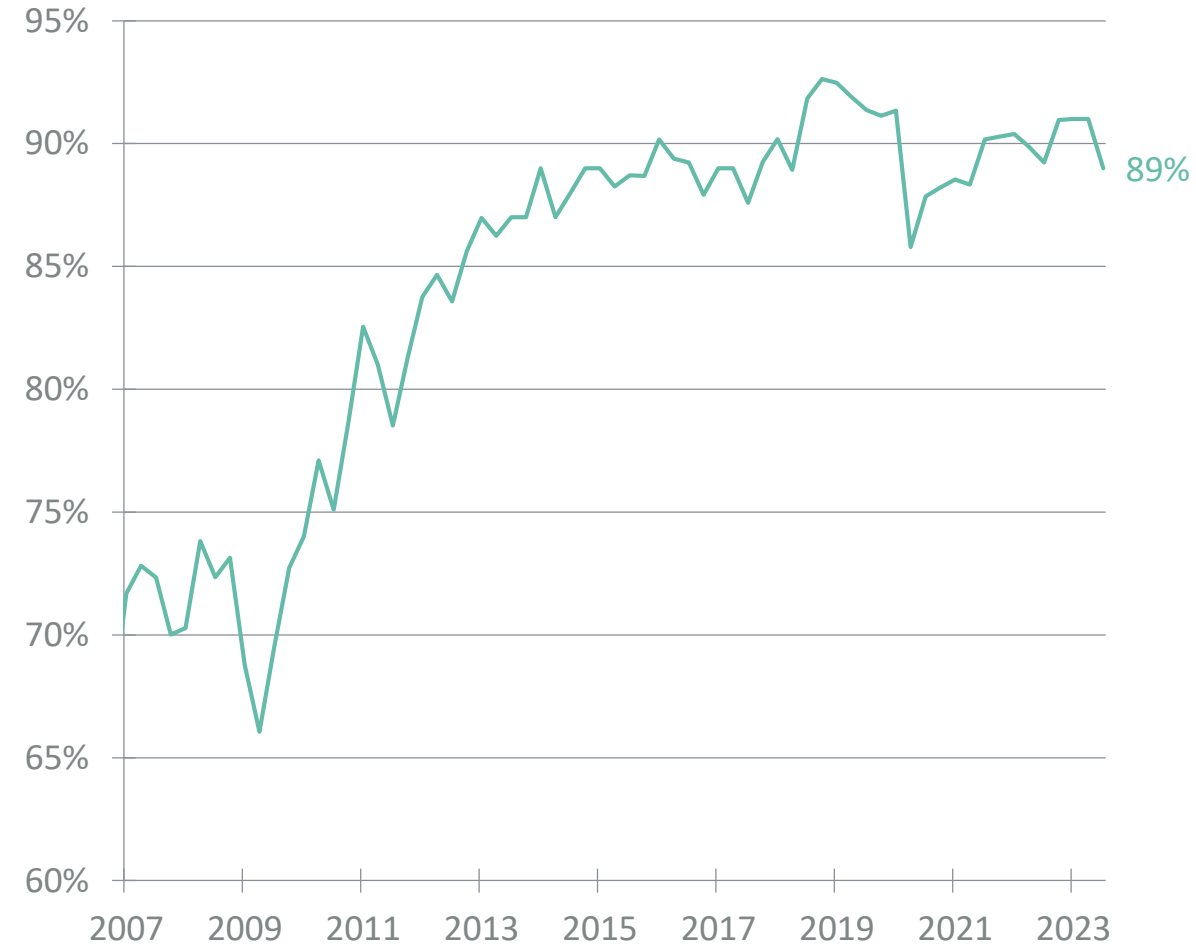
Q3 2023: 28.6%  
9M 2023: 28.0%



# % ASSP sales



# % automotive sales



# Q3 2023 results at a glance

**Sales**  
248.6m EUR

+13% Y-o-Y

**Gross margin**

46.1%

114.5m EUR

+16% Y-o-Y

**Operating result**

28.6%

71.1m EUR

+16% Y-o-Y

**Net result**

1.41 EPS

56.8m EUR

+16% Y-o-Y

**Oper. cash flow**

(before wcap change)

82.0m EUR

+11% Y-o-Y

**Net cash**

30.5m EUR

## Outlook

Melexis expects sales in the fourth quarter of 2023 in the range of 247 to 251 million EUR, resulting in a full year sales growth of around 15%, a gross profit margin of above 45% and an operating margin of above 27% (previously around 27%), all taking into account a EUR/USD exchange rate of 1.05 for the remainder of the year.

# Profit & loss

## Q3 2023 versus Q3 2022 versus Q2 2023

P&L account (in million EUR)	Q3 2023	% of Sales	Q3 2022	% of Sales	Q2 2023	% of Sales
<b>Sales</b>	248.6	100.0%	219.8	100.0%	236.7	100.0%
Cost of goods sold	-134.1	-53.9%	-121.5	-55.3%	-125.4	-53.0%
<b>Gross margin</b>	114.5	46.1%	98.3	44.7%	111.3	47.0%
R&D	-26.5	-10.7%	-22.1	-10.1%	-25.8	-10.9%
G&A	-12.0	-4.8%	-10.5	-4.8%	-12.1	-5.1%
Selling	-4.9	-2.0%	-4.2	-1.9%	-5.8	-2.4%
<b>EBIT</b>	71.1	28.6%	61.5	28.0%	67.5	28.5%
Net financial result	-3.2	-1.3%	-3.5	-1.6%	-3.3	-1.4%
Income taxes	-11.1	-4.5%	-9.3	-4.2%	-12.3	-5.2%
<b>Net profit</b>	56.8	22.8%	48.8	22.2%	51.9	21.9%
<b>Earnings per share</b>	1.41		1.21		1.28	

# 9M 2023 results at a glance

## Sales

713.8m EUR

+17% Y-o-Y

## Gross margin

46.0%

328.6m EUR

+19% Y-o-Y

## Operating result

28.0%

199.7m EUR

+18% Y-o-Y

## Net result

3.95 EPS

159.6m EUR

+10% Y-o-Y

## Oper. cash flow

(before wcap change)

234.1m EUR

+10% Y-o-Y

## Net cash

30.5m EUR

## Outlook

Melexis expects sales in the fourth quarter of 2023 in the range of 247 to 251 million EUR, resulting in a full year sales growth of around 15%, a gross profit margin of above 45% and an operating margin of above 27% (previously around 27%), all taking into account a EUR/USD exchange rate of 1.05 for the remainder of the year.

# Profit & loss

## 9M 2023 versus 9M 2022

P&L account (in million EUR)	9M 2023	% of Sales	9M 2022	% of Sales
<b>Sales</b>	713.8	100.0%	612.3	100.0%
Cost of goods sold	-385.3	-54.0%	-337.1	-55.1%
<b>Gross margin</b>	328.6	46.0%	275.1	44.9%
R&D	-77.0	-10.8%	-64.7	-10.6%
G&A	-36.3	-5.1%	-30.0	-4.9%
Selling	-15.6	-2.2%	-11.8	-1.9%
<b>EBIT</b>	199.7	28.0%	168.7	27.5%
Net financial result	-5.5	-0.8%	6.7	1.1%
Income taxes	-34.6	-4.8%	-30.4	-5.0%
<b>Net profit</b>	159.6	22.4%	145.0	23.7%
<b>Earnings per share</b>	3.95		3.59	

# Balance sheet

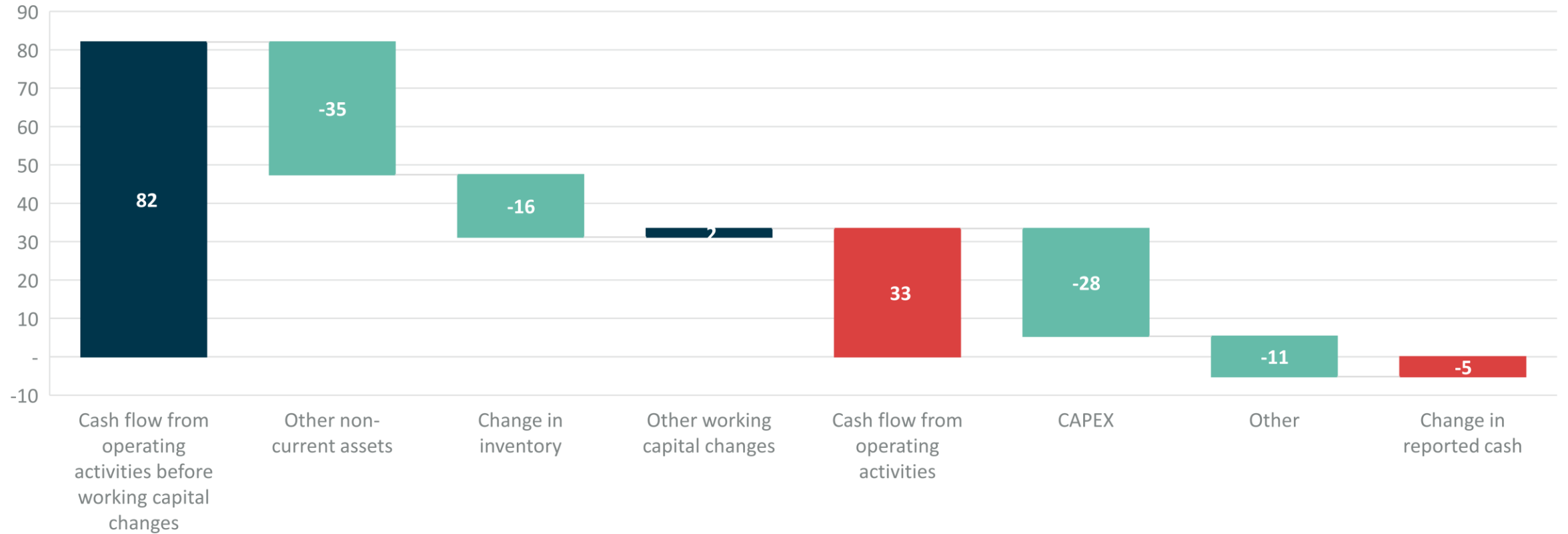
## Q3 2023 versus Q3 2022 versus Q2 2023

Balance Sheet (in million EUR)	Q3 2023	Q3 2022	Q2 2023
<b>Total assets</b>	738.9	582.9	738.9
<b>Current assets</b>			
Cash	30.5	104.5	35.7
Inventory	227.4	175.2	212.8
A/R Trade	130.8	98.9	133.1
<b>Non-current assets</b>	387.5	165.0	333.3
<b>Shareholders' equity</b>	553.1	484.8	495.8
<b>Interest bearing debt</b>	126.9	0.0	135.0
Long term	126.9	0.0	135.0
Short term	0.0	0.0	0.0



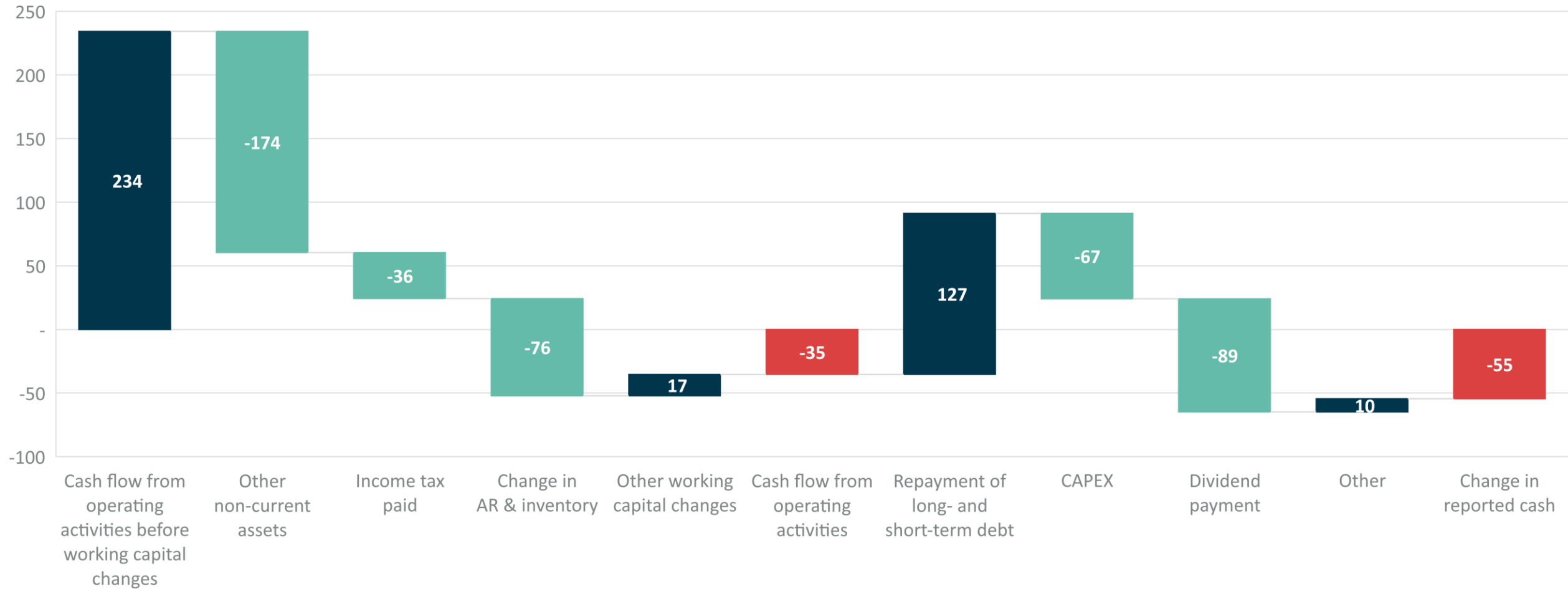
# Q3 2023 cash flow

Mln. EUR



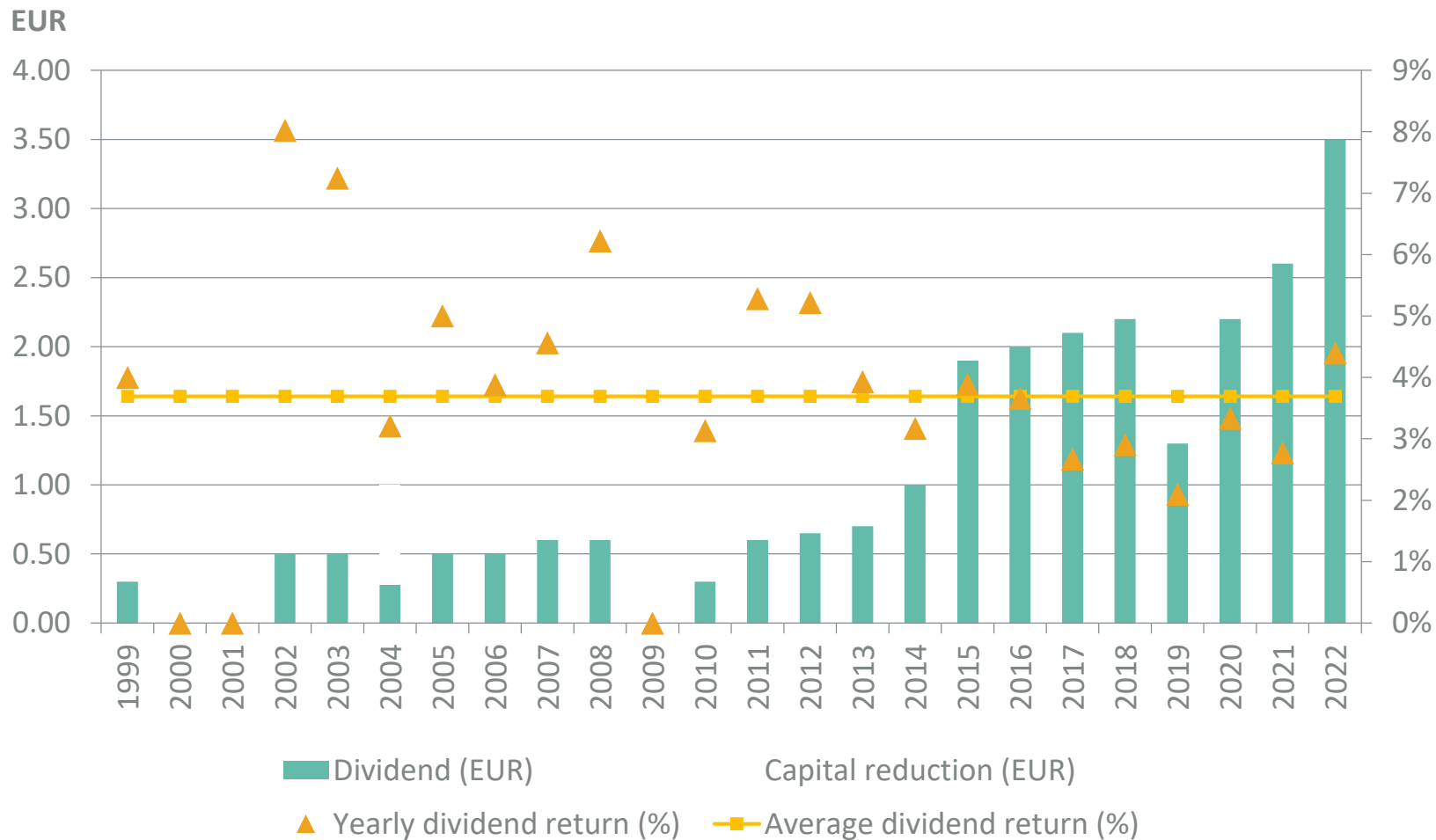
# 9M 2023 cash flow

Mln. EUR



# Dividend yield

Based on average share price

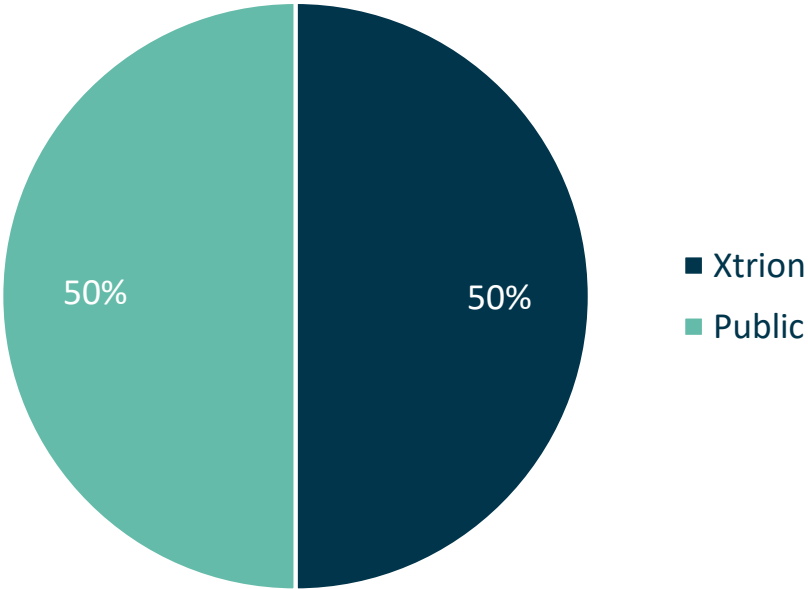


## Gross dividend per share (EUR)

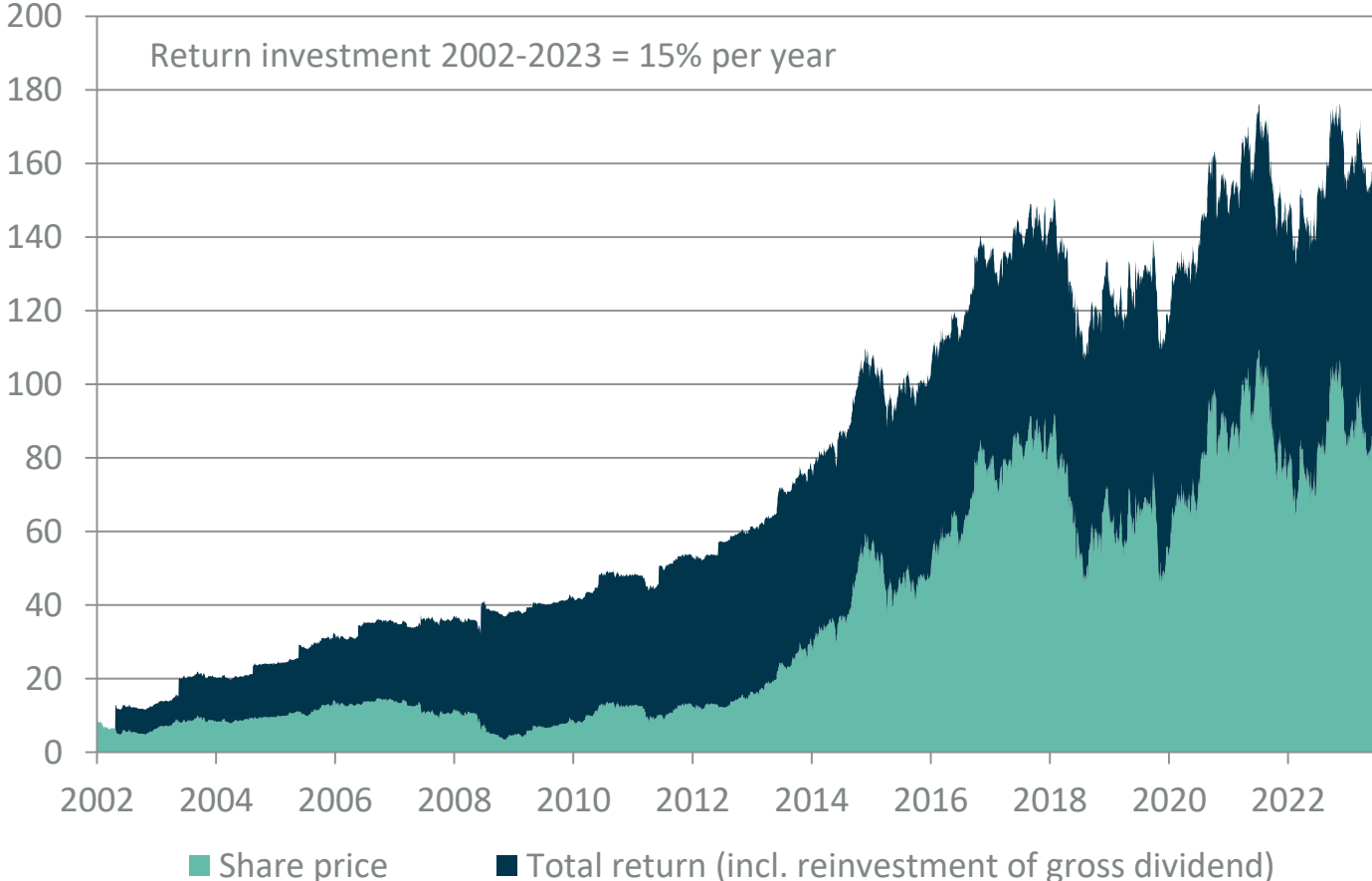
2006	0.50
2007	0.60
2008	0.60
2009	0.00
2010	0.30
2011	0.60
2012	0.65
2013	0.70
2014	1.00
2015	1.90
2016	2.00
2017	2.10
2018	2.20
2019	1.30
2020	2.20
2021	2.60
2022	3.50
YTD 2023	1.30

# Shareholders structure & shareholder return

Shareholder structure on 30 September 2023



Shareholder Return 2002-2023



# Melexis Investor Relations

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Senior IR Professional

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