



Melexis Q1 2013 results – Spiriting up for the year

Intermediate declaration by the Board of Directors.

leper, Belgium – April 24th, 2013, 07.00 hrs CET

Sales for the first quarter were 61.9 million EUR, an increase of 6% compared to the same quarter of the previous year and flat compared to the previous quarter. The EUR/USD exchange rate evolution had a negative impact of 2% compared to the previous quarter.

Gross margin was 28.2 million EUR, an increase of 3% compared to the same quarter last year.

The operating result was 12.7 million EUR, compared to 13.2 million EUR in the same quarter of 2012, a decrease of 3%.

R&D expenses were at 17% of sales, Selling remained stable at 3% of sales and G&A was at 6% of sales.

Net income was 11.2 million EUR, 28 cent per share, up from 25 cent per share in the first quarter of 2012.

Outlook

We expect sales in the second quarter of 2013 to be around the level of 65 million EUR. For FY 2013, Melexis expects to achieve mid to high single digit growth in sales, a gross profit margin above 45% and an operating margin above 21%, taking into account a EUR/USD exchange rate of 1.30.

Françoise Chombar, CEO of Melexis comments:

"The first quarter turned out a tiny bit better than we had expected. All indicators seem now headed for growth for the rest of the year. Inventories in the supply chain look to have bottomed out at this point and as a consequence our sales in March already experienced the corresponding traction."

Financial Calendar

- Analyst Meeting: June 18, 2013
- Publication Q2/HY1 2013 Results: July 31, 2013
- Publication Q3 2013 Results: October 16, 2013
- Publication FY 2013 Results: February 5, 2014

The company's results will be discussed in a **conference call** on Wednesday, April 24th, 2013 at 17 hrs CET. The conference call will be in English. You have to register for this conference call in advance. You can register by clicking on the following link and filling out the requested information: <u>https://eventreg1.conferencing.com/webportal3/reg.html?Acc=184341&Conf=187210</u> Conference ID: 930954.

After registration, you will receive the conference call number, a participant user pin, conference pin and instructions on how to join the conference call. For security purposes all participants must register individually if they wish to join the call.

A replay number for this call is available for 7 days after the end of the conference call. The replay number for this call is +32 2 290 17 05, access code: 930954.

For further information: **Investor Relations** Phone: +32 13 67 07 79 Fax: +32 13 67 21 34 Email: <u>investor@melexis.com</u>



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Melexis NV (Euronext Brussels: MELE) is a mixed signal semiconductor manufacturer. Melexis designs, develops, tests and markets advanced integrated semiconductor devices for the automotive industry. Our core experience supplying ICs for automotive electronics sustains the expansion into Application Specific Standard Products for industrial and consumer product applications. Melexis enthusiastically pursues its role as a component supplier whose innovations, while physically small, are the essential element in nearly every one of our customers' extraordinary systems. At Melexis we believe that "Small things make a big difference". Melexis' products include sensor, communication, actuator ICs and Application Specific Integrated Circuits (ASICs). Further information about Melexis can be found at http://www.melexis.com.

Disclaimer

Except for those statements that report the Company's historical results, the statements being made are forward looking statements. Actual results could differ materially from those projected in the forward-looking statements. Factors which could cause actual results to differ from expectations include the following: volatility in supply and demand affecting revenues and market prices, price and availability of silicon foundry, assembly and test prices, assembly and test subcontract capacity required to meet financial targets and/or meet backlog requirements, risks and delays associated with bringing up new production capabilities or with deliveries from subcontractors, timing and market acceptance of new products, increased expenses associated with new product acceptance of new products, increased expenses associated with new products, which can result in delays or failure to contribute to revenues and profits, ability of the Company to maintain its customer and vendor base and delays in and/or inability in raising additional capital.







Consolidated Profit & Loss

| CONFORM IAS | Quarter ended | Quarter ended | Quarter ended | Year ended |
|-----------------------------|---------------|---------------|---------------|-----------------------|
| in k EUR | 31/03/2013 | 31/03/2012 | 31/12/2012 | 31/12/2012 audited |
| | | | | |
| Sales | 61,857 | 58,487 | 62,097 | 247,041 |
| Cost of sales | -33,685 | -31,262 | -33,093 | -131,565 |
| Gross Margin | 28,173 | 27,226 | 29,004 | 115,476 |
| R&D | -10,314 | -9,120 | -10,118 | -38,869 |
| G&A | -3,485 | -3,187 | -3,226 | -13,149 |
| Selling | -1,648 | -1,759 | -1,952 | -7,602 |
| Other operating result | | | | |
| Operating result | 12,726 | 13,160 | 13,709 | 55,856 |
| Other expenses (net) | -343 | -401 | -9 | -925 |
| Income before taxes | 12,383 | 12,759 | 13,700 | 54,931 |
| Income taxes | -1,186 | -1,762 | 2,774 | -3,402 |
| Net income | 11,197 | 10,997 | 16,474 | 51,529 |
| Net income per share in EUR | 0.28 | 0.25 | 0.41 | 1.25 |

Consolidated Balance Sheet

| CONFORM IAS | Quarter ended 31/03/2013 | Quarter ended 31/03/2012 | Year ended 31/12/2012 |
|-------------------------------|--------------------------|--------------------------|-----------------------|
| in k EUR | 31/03/2013 | 31/03/2012 | audited |
| Current Assets : | | | |
| Cash and cash equivalents | 16,496 | 25,705 | 21,317 |
| Current investments | 4,682 | · · | 3,928 |
| A/R Trade | 40,931 | 33,461 | 34,858 |
| A/R from related parties | 11,618 | 619 | 1,138 |
| Advance related parties | 11,010 | 010 | 1,100 |
| Assets for current tax | 5,173 | 1,873 | 5,467 |
| Other current assets | 5,946 | , | 8,002 |
| Inventories | 38,870 | 36,292 | 38,359 |
| | ••,•• | ••,=•= | , |
| Total current assets | 123,717 | 108,111 | 113,067 |
| Non current assets : | | | |
| Costs of incorporation | | | |
| Property, plant and equipment | 63,045 | 53,886 | 60,004 |
| Financial assets | 30 | 30 | 30 |
| Intangible fixed assets | 1,888 | 1,866 | 2,113 |
| A/R directors | | | |
| Other non-current assets | 5,911 | 5,439 | 5,551 |
| Deferred tax assets | 14,731 | 14,805 | 14,805 |
| | | | |
| Total non current assets | 85,605 | 76,026 | 82,503 |
| Total assets | 209,322 | 184,137 | 195,570 |





| CONFORM IAS | Quarter ended 31/03/2013 | Quarter ended 31/03/2012 | Year ended 31/12/2012 |
|---|--------------------------|--------------------------|-----------------------|
| in k EUR | 31/03/2013 | 51/05/2012 | audited |
| Liabilities and shareholders Equity | | | |
| | | | |
| Current liabilities : | | | |
| Bank loans and overdrafts | | | |
| Derivative financial instruments | 1,015 | 895 | 1,103 |
| Current portion of LT debt | 13,648 | 29,607 | 34,648 |
| A/P trade | 11,690 | 6,337 | 11,662 |
| Affiliated companies | 5,612 | 5,656 | 5,348 |
| Accrued taxes | 7,773 | 8,977 | 7,835 |
| Accrued expenses and payroll | 1,380 | 3,170 | 1,374 |
| Other current liabilities | E 44 | 550 | 504 |
| Deferred income | 511 | 552 | 581 |
| Total current liabilities | 41,629 | 55,193 | 62,550 |
| Non current liabilities : | | | |
| | | | |
| LT debt less current portion | 24,758 | 9,452 | 2,328 |
| Deferred tax liabilities | | | |
| Other non-current liabilities | 1,437 | 2,883 | 1,415 |
| Total non current liabilities | 26,195 | 12,335 | 3,743 |
| Shareholders' equity : | | | |
| Shareholders' capital | 565 | 565 | 565 |
| Share premium | | | |
| Treasury shares | -3,818 | -33,331 | -3,818 |
| Revaluation reserve Hedge | -465 | -463 | -608 |
| Revaluation reserve Fair value | 876 | 857 | 73 |
| Legal reserve | 57 | 57 | 57 |
| Retained earnings | 133,262 | 138,110 | 81,733 |
| Current period's profit | 11,197 | 10,997 | 51,529 |
| Cumulative translation adjustment | -187 | -193 | -264 |
| Equity attributable to company owners | 141,487 | 116,599 | 129,267 |
| Non controlling interests | 10 | 10 | 10 |
| Total shareholders equity | 141,497 | 116,609 | 129,277 |
| Total liabilities, shareholders' equity | 209,322 | 184,137 | 195,570 |
| and minority interests | | | |





Consolidated Statements of Cash Flow

| CONFORM IAS/IFRS | Quarter ended 31/03/2013 | Quarter ended 31/03/2012 | Year ended 31/12/2012 |
|--|--------------------------|--------------------------|--|
| (in k EUR) | | | audited |
| Cook flow from one ration activities | | | |
| Cash flow from operating activities | 11 107 | 10,997 | 51 520 |
| Adjustments for : | 11,197 | 10,997 | 51,529 |
| Operating activities | 3,685 | 4,183 | 16,787 |
| Deferred taxes | 74 | 16 | 16 |
| Capital grants | 180 | 135 | 719 |
| Depreciation and amortisation | 3,368 | 3,698 | 15,210 |
| Unrealized exchange results | 345 | 873 | 1,124 |
| Financial result | -282 | -539 | -282 |
| Operating profit before working capital changes | 14,882 | 15,180 | 68,316 |
| A/R, Trade | -5,621 | 4,333 | 2,346 |
| A/R, affiliates | -10,981 | 104 | 86 |
| Other current assets | 3,192 | -2 | -8,165 |
| Other non current assets | -360 | -506 | -617 |
| Inventories | -836 | -8 | -4,497 |
| A/P | -639 | -1,824 | 4,173 |
| A/P affiliates | 932 | 539 | -436 |
| Accrued expenses | 697 | 1,156 | 2,904 |
| Other current liabilities | 5 | 104 -120 | -1,690 |
| Other non current liabilities | -135 -153 | -120 -533 | -1,351 |
| Interest paid Income tax | -759 | -535 -733 | -2,000 -3,612 |
| Cash flow from operating activities | 224 | 17,691 | 55,456 |
| | | 17,001 | 00,400 |
| | | | |
| | | | |
| Cash flow from investing activities | | | |
| Acquisition of subsidiary, net of cash acquired | | | |
| Financial fixed assets | | | |
| Purchase of PPE and intangible assets (netted) | -5,810 | -5,512 | -20,749 |
| Interest received | 90 | 191 | 1,220 |
| Investments/proceeds/ from current investments | -754 | -325 | 677 |
| (incl. financial instruments) | | | |
| Cash provided from investing activities | -6,474 | -5,646 | -18,851 |
| | | | |
| Cash flows from financing activities | | | |
| g activities of the second sec | | | |
| Payment to acquire own shares | | -1.571 | -2 399 |
| Payment to acquire own shares Proceeds/Repayment of long-and short-term debt | 1.429 | -1,571 -2,565 | -2,399 -4,648 |
| Proceeds/Repayment of long-and short-term debt | 1,429 | -1,571 -2,565 | -2,399 -4,648 |
| Proceeds/Repayment of long-and short-term debt Proceeds/Repayment of bank loans and overdrafts | 1,429 | | |
| Proceeds/Repayment of long-and short-term debt Proceeds/Repayment of bank loans and overdrafts Proceeds from (repayment of) related party financing | 1,429 | | -4,648 |
| Proceeds/Repayment of long-and short-term debt Proceeds/Repayment of bank loans and overdrafts Proceeds from (repayment of) related party financing Dividend payment | 1,429 | | |
| Proceeds/Repayment of long-and short-term debt Proceeds/Repayment of bank loans and overdrafts Proceeds from (repayment of) related party financing | 1,429 | | -4,648 |
| Proceeds/Repayment of long-and short-term debt Proceeds/Repayment of bank loans and overdrafts Proceeds from (repayment of) related party financing Dividend payment Capital Decrease | 1,429 1,429 | | -4,648 |
| Proceeds/Repayment of long-and short-term debt Proceeds/Repayment of bank loans and overdrafts Proceeds from (repayment of) related party financing Dividend payment Capital Decrease Non controlling interests | | -2,565 | -4,648 -26,036 |
| Proceeds/Repayment of long-and short-term debt Proceeds/Repayment of bank loans and overdrafts Proceeds from (repayment of) related party financing Dividend payment Capital Decrease Non controlling interests | | -2,565 | -4,648 -26,036 |
| Proceeds/Repayment of long-and short-term debt Proceeds/Repayment of bank loans and overdrafts Proceeds from (repayment of) related party financing Dividend payment Capital Decrease Non controlling interests Cash provided from financing activities | | -2,565 -4,136 -10 | -4,648 -26,036 -33,083 -11 |
| Proceeds/Repayment of long-and short-term debt Proceeds/Repayment of bank loans and overdrafts Proceeds from (repayment of) related party financing Dividend payment Capital Decrease Non controlling interests Cash provided from financing activities | 1,429 | -2,565 -4,136 | -4,648 -26,036 -33,083 |





Sales per Geography

| | Q1/13 | Q1/12 | Q4/12 | FY 2012 |
|---------------------------------------|-------|-------|-------|---------|
| APAC Asia Pacific | 39% | 34% | 43% | 40% |
| EMEA Europe - Middle-East - Africa | 44% | 46% | 40% | 42% |
| NALA North America - Latin America | 17% | 20% | 17% | 18% |
| TOTAL | 100% | 100% | 100% | 100% |

Turnover per Business Unit

| (in k EUR) | Q1/13 | Q4/12 | % CHANGE (Q-O-Q) |
|------------|--------|--------|------------------|
| Sensors | 35,896 | 35,069 | 2% |
| Wireless | 3,922 | 3,356 | 17% |
| Actuators | 18,616 | 19,548 | -5% |
| Opto | 2,872 | 3,287 | -13% |
| Other | 551 | 838 | -34% |
| TOTAL | 61,857 | 62,098 | 0% |

| (in k EUR) | Q1/13 | Q1/12 | % CHANGE (Y-O-Y) |
|------------|--------|--------|------------------|
| Sensors | 35,896 | 30,990 | 16% |
| Wireless | 3,922 | 3,655 | 7% |
| Actuators | 18,616 | 19,288 | -3% |
| Opto | 2,872 | 3,842 | -25% |
| Other | 551 | 713 | -23% |
| TOTAL | 61,857 | 58,487 | 6% |

