

Sense the power of light

amul OSRAM

Fourth Quarter Fiscal Year 2024 Results Earnings Call

Aldo Kamper, CEO

Rainer Irle, CFO

Dr Juergen Rebel, SVP Investor Relations

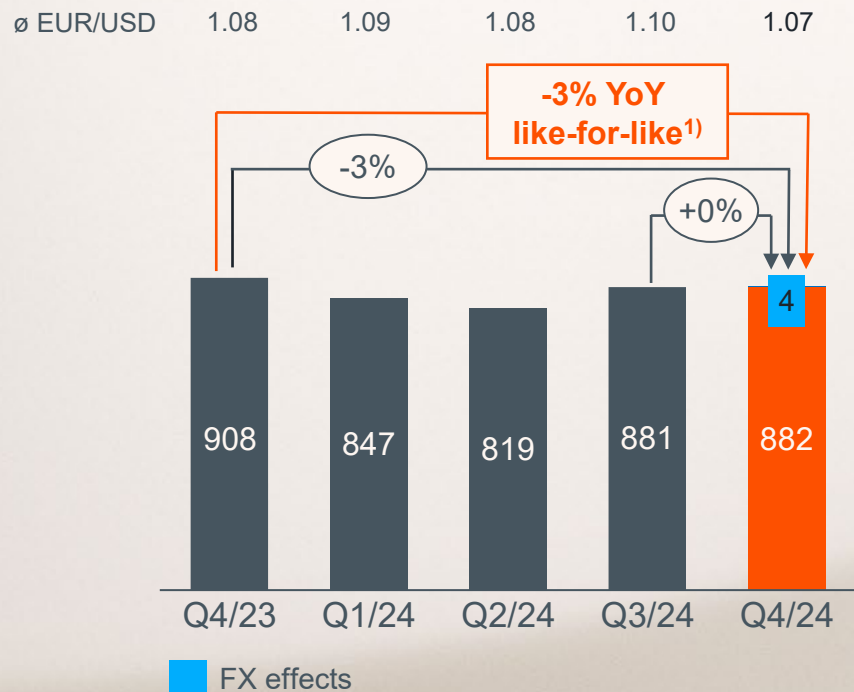
11 February 2025

Q4/24: Revenues and adj. EBITDA above mid-point of the guidance

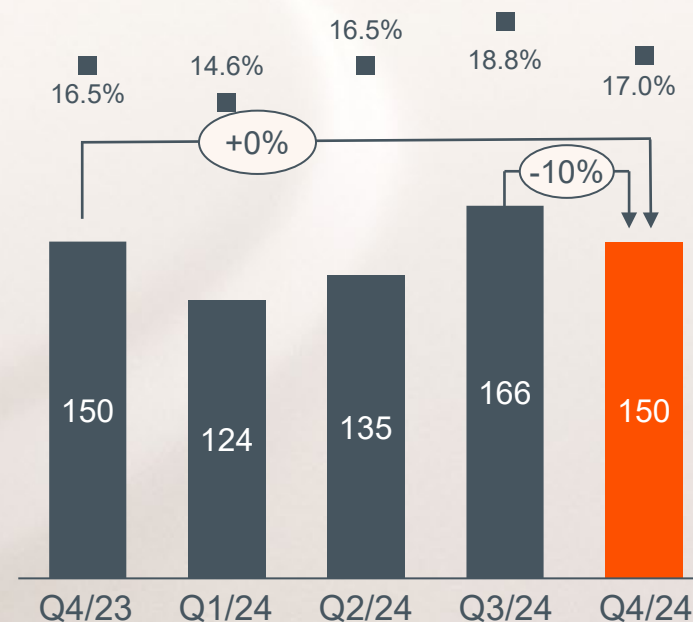
Auto lamps with strong aftermarket season, solid auto semi revenues compensated weak I&M semi business

All figures in EURm / % of revenues

Group revenues



EBITDA, EBITDA margin (adj.)²⁾



- QoQ: Revenue above mid-point of guided range of EUR 810m to 910m
- YoY: -3% like-for-like growth (constant currencies, same portfolio) due to EoL of OEM module business and decline in non-core, semiconductor legacy portfolio (mostly exited by end-FY24)

- QoQ: adj. EBITDA margin above mid-point of the guided range, supported by FX and currently recurring non-refundable engineering payments
- YoY: adj. EBITDA flat despite lower revenues due to underlying 'Re-establish the Base' cost-savings and non-refundable engineering payments

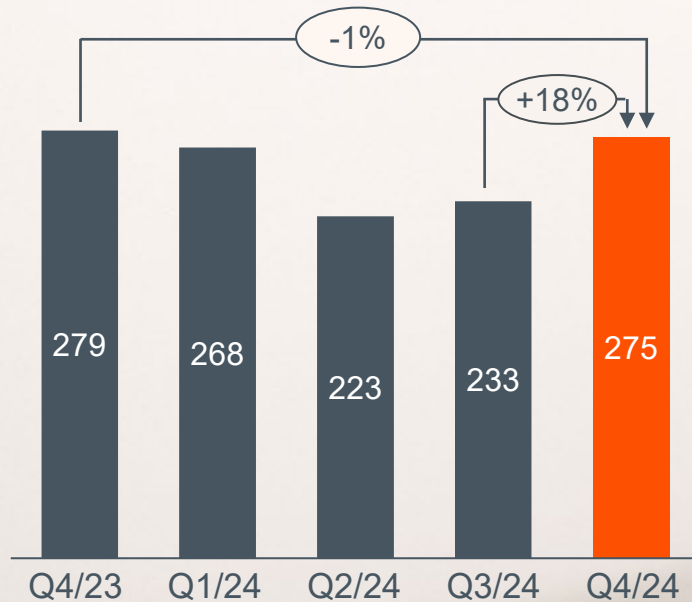
¹⁾ Based on like-for-like portfolio comparison and constant currencies

²⁾ Excluding microLED strategy adaption expenses, M&A-related, other transformation and share-based compensation costs as well as results from investments in associates and sale of businesses

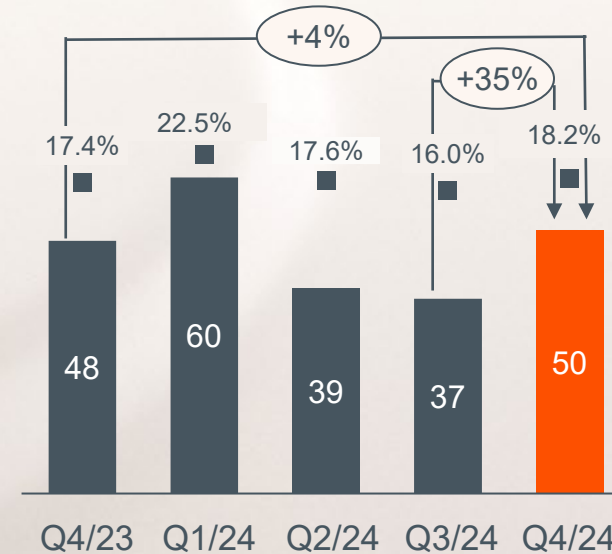
Lamps & Systems: strong aftermarket in Q4, continued weakness in industrial

All figures in EURm / % of revenues

L&S revenues



EBITDA, EBITDA margin (adj.)¹⁾



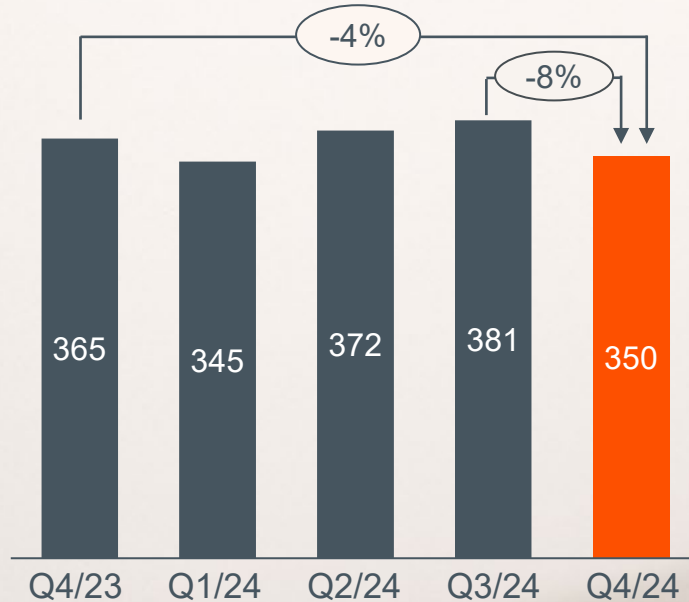
- QoQ: strong increase due to typical aftermarket season
- YoY: slight decline due to discontinued OEM module business

- QoQ: adj. EBITDA increase due to seasonal revenue pick-up from aftermarket business
- YoY: in Q4/23 negative special one-time effect from raw-materials re-valuation topic.

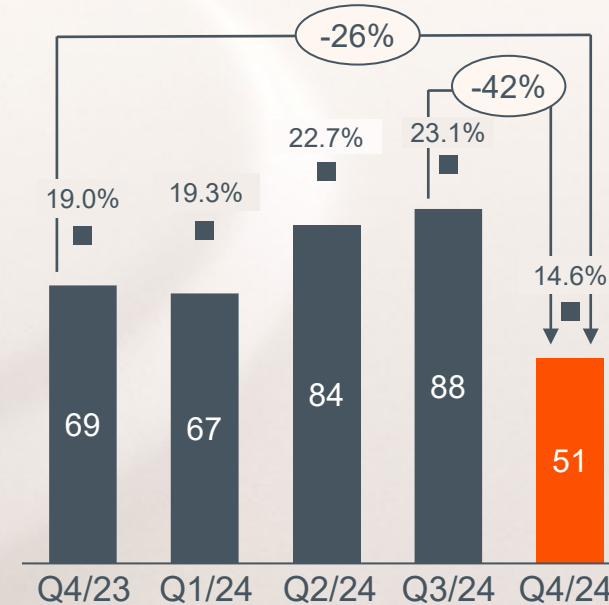
OS: automotive stable, I&M very weak, adj. EBITDA in line w/ fall-through

All figures in EURm / % of revenues

OS revenues



EBITDA, EBITDA margin (adj.)¹⁾



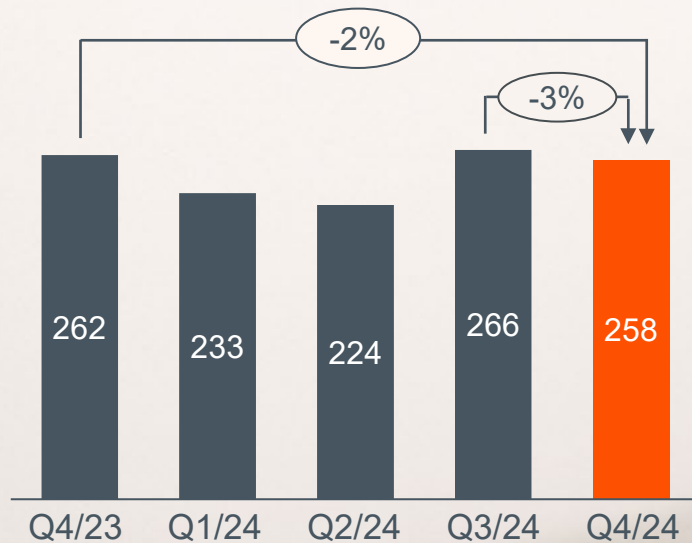
- QoQ: Seasonal decline in horticulture, automotive stable due to backlog orders, industrial mass-market still very weak.
- YoY: cyclical weakness in automotive against the backdrop of all-time-high revenues in automotive in Q4/23

- QoQ: decrease in line with revenue fall-through and normalized, recurring non-refundable engineering payments (Q3/24 had higher engineering payments due to catch-up effect)
- YoY: decrease in line with fall through from reduced factory loading and higher raw material prices compared to a year ago

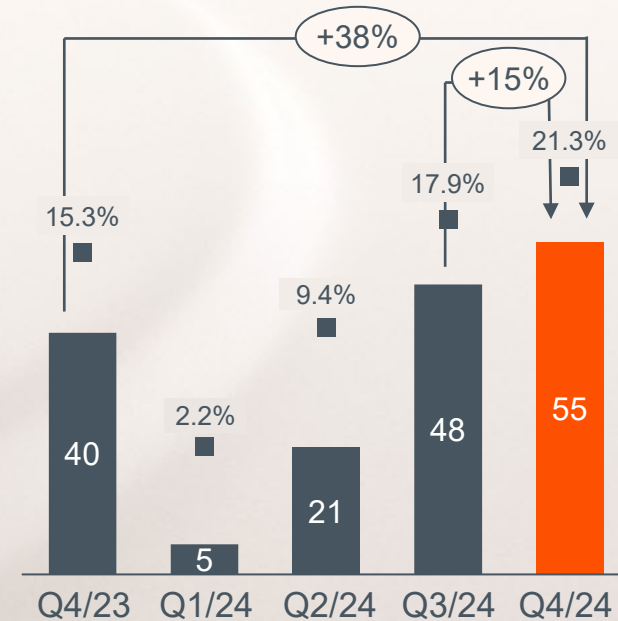
CSA: solid performance in consumer & ramp of sensors in automotive

All figures in EURm / % of revenues

CSA revenues



EBITDA, EBITDA margin (adj.)¹⁾



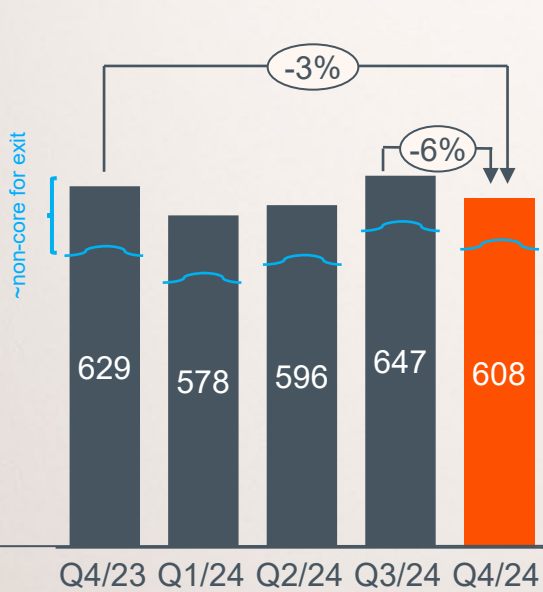
- QoQ: slight seasonal decline in portable consumer devices, persistent weakness in I&M applications
- YoY: increase in consumer sensor products did not fully compensate decline in I&M revenues

- QoQ: increase due to 'Re-establish the Base' savings and a positive one-time effect despite seasonally lower revenues
- YoY: increase due to 'Re-establish the Base' cost base improvements and higher loading in consumer products

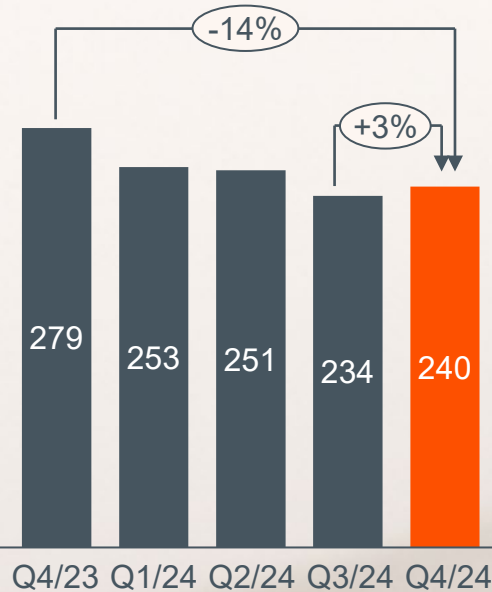
Semiconductors: structural growth in consumer compensates cyclical weakness in automotive and I&M

All figures in EURm / % of revenues

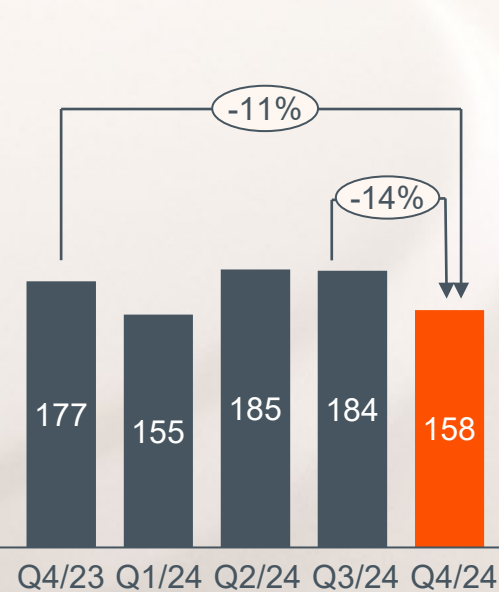
Total semi revenues



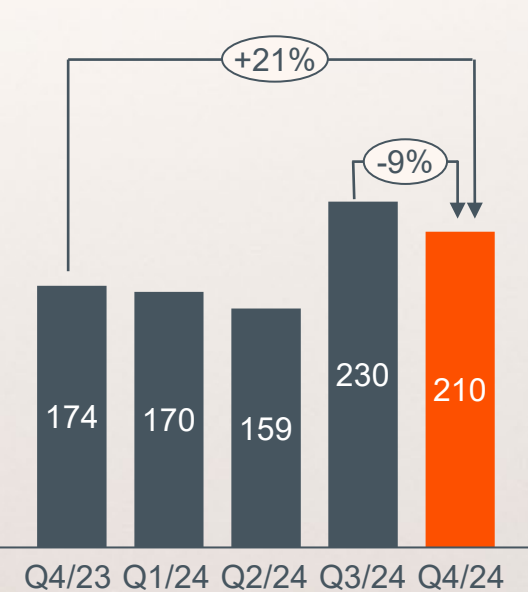
Automotive revenues



I&M revenues



Consumer revenues



- QoQ: I&M with seasonal & cyclical weakness, auto stable, consumer seasonally softer
- YoY: slight decline driven by auto inventory correction and I&M decline

- QoQ: up due to backlog orders in OS and ramp of auto sensors
- YoY: down in line with market cyclicity compared to all-time-high in Q4/23

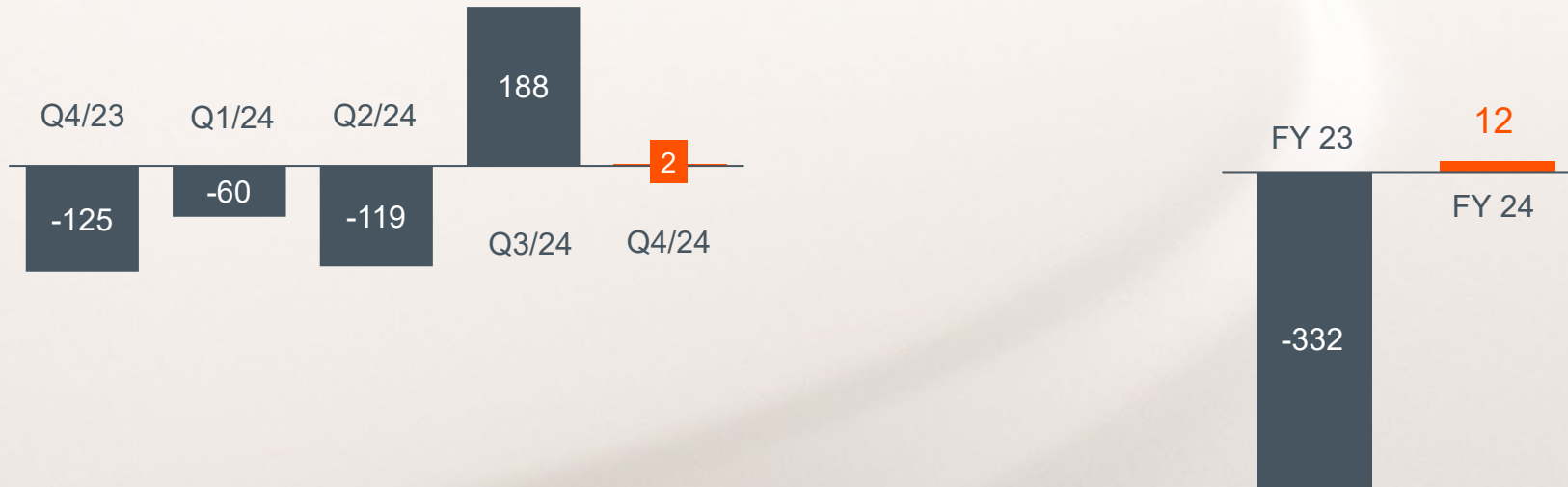
- QoQ: down due to horticulture seasonality and weakness in mass market & medical
- YoY: reduction due to persistent inventory correction in capital goods market, medical equipment and overall market weakness

- QoQ: normal seasonal demand pattern
- YoY: strong increase due to ramp of new products and solid overall consumer handheld and wearables sales

Free Cash Flow positive in Q4 and FY24

All figures in EURm / % of revenues

Free Cash Flow (FCF)¹⁾
incl. divestments, incl. net interest paid



EURm	Q4/23	Q3/24	Q4/24
Operating CF	34	246	79
CAPEX	-222	-102	-104
Inflow from divest.	63	45	27

¹⁾ Free Cash Flow (FCF) defined as Operating CF (incl. net interest paid) – Capex + proceeds from divestments

strong underlying adj. EBITDA despite seasonality (in Q3/24, EUR >200m customer prepayment)

significant overhang from microLED equipment that could not be cancelled (EUR >40m)

27m in Q4/24, overhang equipment from microLED project that was sold

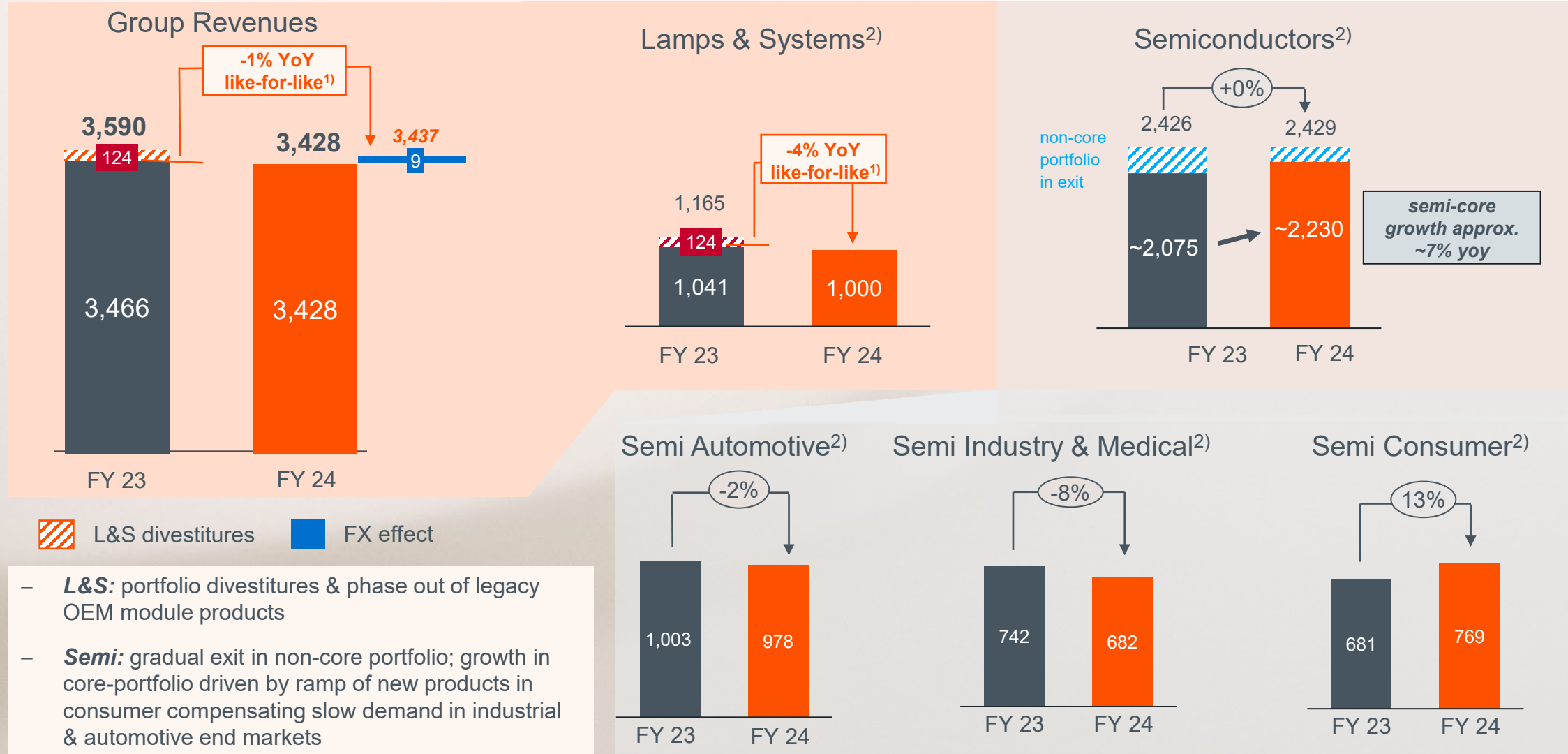
FY24 achievements

Staying on course in executing the strategic efficiency program RtB in spite of major change in microLED strategy



FY24 – new consumer ramps compensated slow industrial & automotive business

Growth in the core semi-portfolio, decline in reported revenue due to L&S deconsolidation & non-core semi portfolio exit

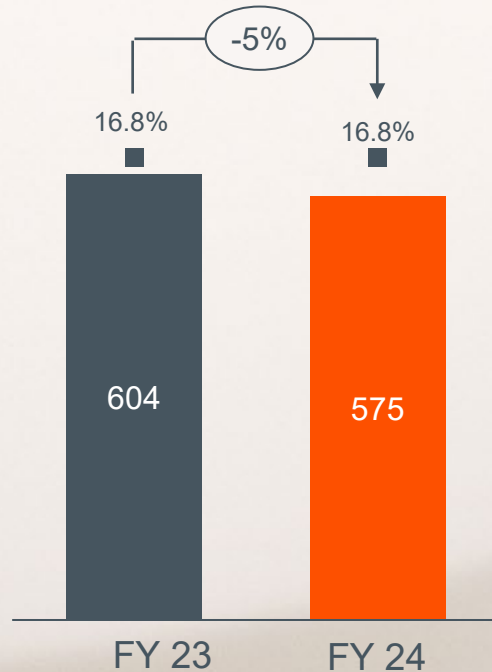


- **L&S:** portfolio divestitures & phase out of legacy OEM module products
- **Semi:** gradual exit in non-core portfolio; growth in core-portfolio driven by ramp of new products in consumer compensating slow demand in industrial & automotive end markets

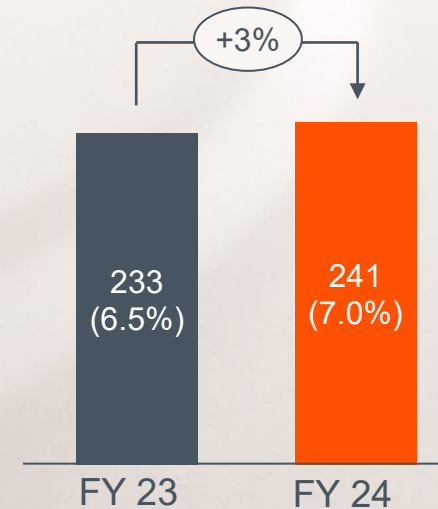
FY24 – adj. EBITDA margin stable

All figures in EURm / % of revenues

adj. EBITDA, EBITDA margin ¹⁾



adj. EBIT, EBIT margin ¹⁾

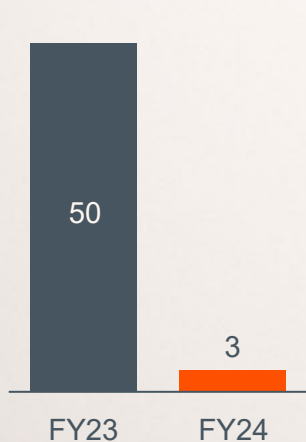


- Adj. EBITDA: market weakness *offset* improvements due to ‘Re-establish the Base’, lower cost base and gradual exit of non-profitable non-core semiconductor portfolio & customer development payments; deconsolidation of L&S portfolio also reduced adj. EBITDA
- Adj. EBIT: in addition, improved margin due to lower depreciation after impairment of manufacturing equipment

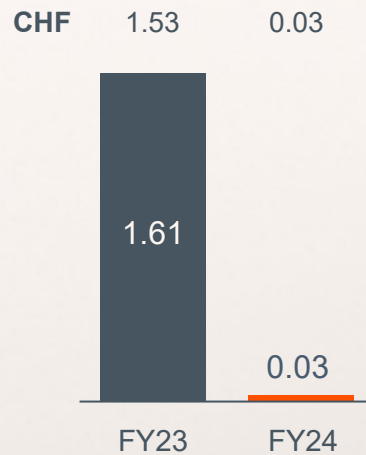
FY24 - adj. net result reduced yoy, IFRS net result improved but not yet positive

All figures in EURm / EUR per share

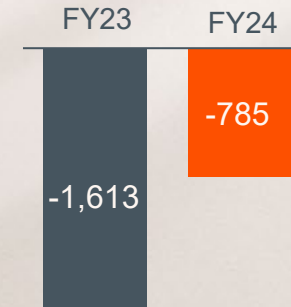
Net result (adj.)¹⁾



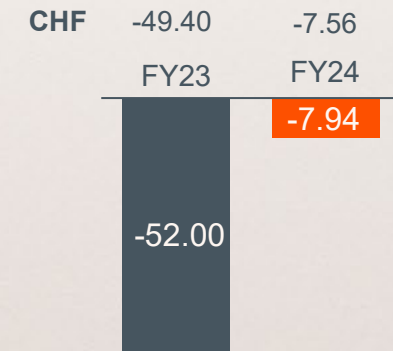
EPS diluted (adj.)^{1) 2)}



Net result IFRS



EPS diluted IFRS²⁾

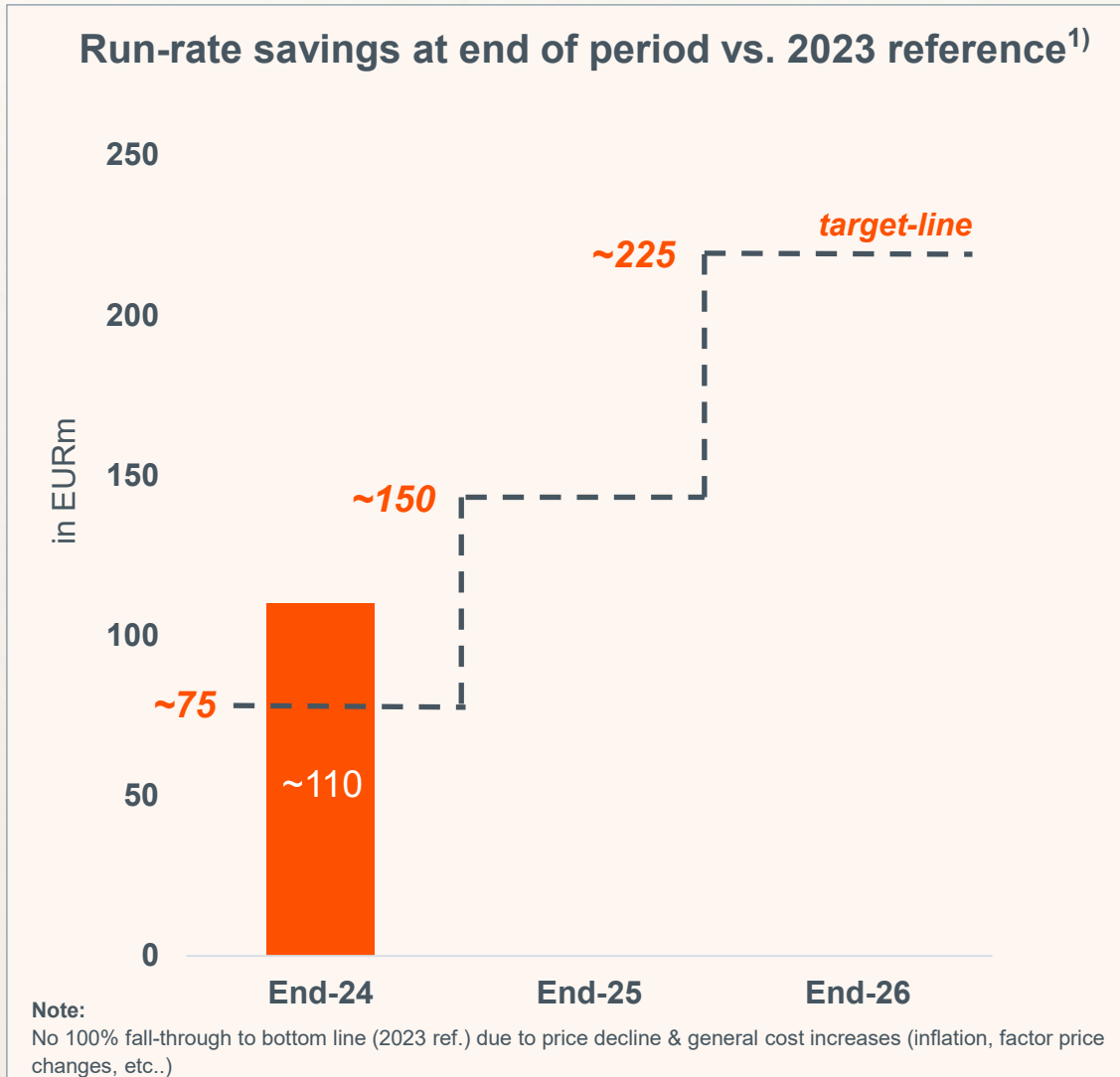


- Adj. net result impacted by higher interest cost after re-financing in 2023 and higher income tax
- Adj EPS FY23: number of shares increased from 274m to 998m on 7 Dec 2023. With reverse split on 24 Sep 2024, the number of shares is 99.8m.

- FY23: negative net result driven by 1.3bn impairment charges on goodwill.
- FY24: net result improved, but still negative mainly due to change of microLED strategy incurring impairments and transformation cost of together EUR 576m and EUR 100m of additional other transformation cost

'Re-establish the Base' implementation ahead of schedule

Run-rate savings of EUR ~110m reached by end of FY24 – upsized total target EUR ~225m by end-of-2026



Implementation status End-24:

- ✓  **Set-up & Infrastructure**
 - New set-up working
- ✓  **Monetizing Innovation**
 - New products ramped
- ✓  **Portfolio**
 - Non-core portfolio exited
- ✓  **Refinancing (2023)**
 - completed

Upsizing and extension of RtB in Q3/24:

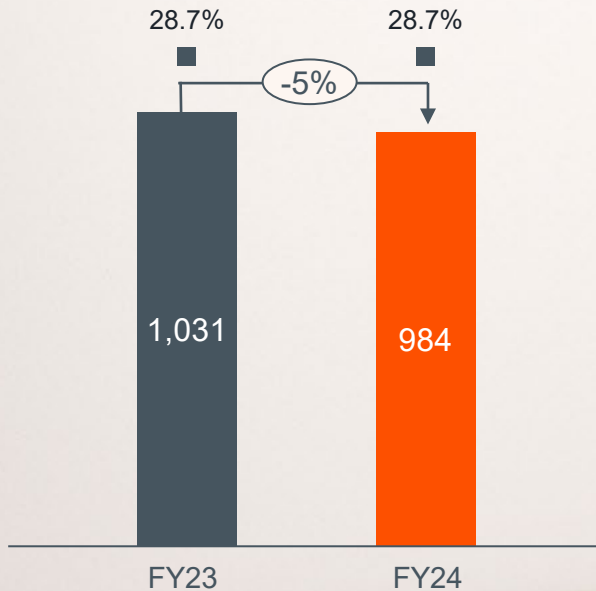
- Further efficiency & savings measures initiated to be effective by End-of-2026
- In total, approx. EUR 225m of run-rate savings targeted by End-of-2026

=> *All measures detailed out to reach target Q4/26*

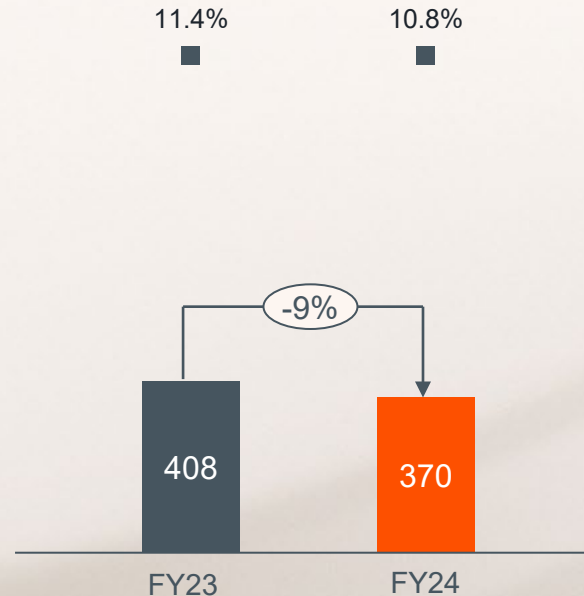
'RtB' reduces OPEX by -10%, keeps Gross Margin stable against headwinds

All figures in EURm / % of revenues

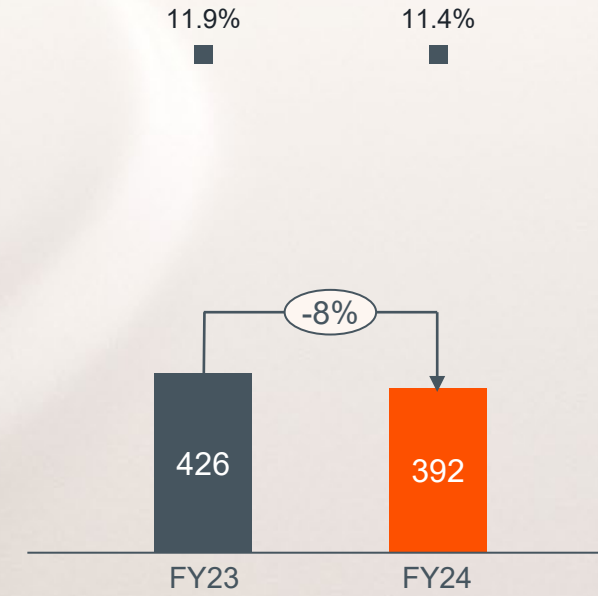
Gross profit (adj.)¹⁾



R&D expenses (adj.)¹⁾



SG&A expenses (adj.)¹⁾



- Adj. gross profit/margin: small gross profit reduction mainly due to de-consolidation effects (L&S), 'Re-establish the Base' (RtB) savings keep GM stable
- Adj. R&D expenses: reduction by -9% yoy based on RtB savings and adjustment of microLED strategy
- Adj. SG&A expenses: reduction by -8% yoy based on RtB savings

13 ¹⁾ Excluding microLED strategy adaption expenses, M&A-related, other transformation and share-based compensation costs as well as results from investments in associates and sale of businesses

Strong available liquidity and balanced maturity profile with diversified funding mix

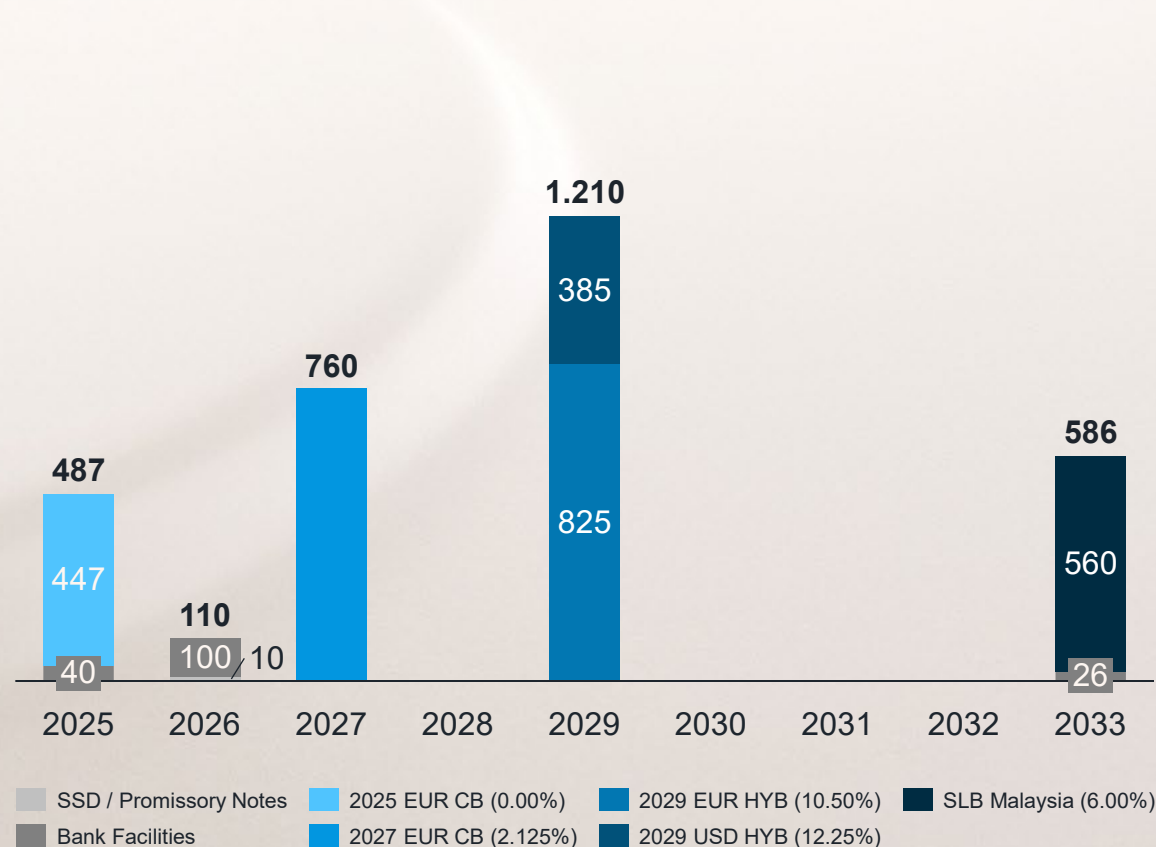
Current capitalization

€m, IFRS values as of December 2024

IFRS book values	December 2024
	EUR million
Cash	(1,098)
Other Financial Debt ^{1), 2)}	176
2025 EUR Convertible Bond (0.00%) ¹⁾	445
2027 EUR Convertible Bond (2.125%) ¹⁾	691
2029 EUR Senior Unsecured Note (10.50%) ¹⁾	820
2029 USD Senior Unsecured Note (12.25%) ¹⁾	379
SLB Malaysia transaction ¹⁾	441
Total debt	2,952
Total net debt	1,854
Outstanding OSRAM Licht AG – Put Options	585
Available Liquidity ³⁾	1,764

Current debt maturity profile

€m, repayment amounts as of December 2024



Notes:

- Amounts reflect carrying amounts / book values. For 2025CB - Nominal Amount: EUR 447.4m (formerly EUR 600m; reduced by 2 buybacks in the meantime) / Book Value under Debt (IFRS per December 2024): EUR 445m. For 2027CB - Nominal Amount: EUR 760m / Book Value under Debt (IFRS per December 2024): EUR 691m
- Includes R&D loans, Bank Facilities and Promissory Notes
- Includes cash, RCF, bilateral bank facilities; does not include additionally available, significant factoring lines

FY 2024 – continued design-win traction underpinning structural growth model

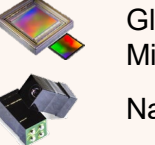
Q4 design-wins >1 bn EUR, across the board, strong traction with automotive in China



m€ LTV in FY24*

ams OSRAM with key portfolio to benefit from nascent robotics megatrend

Best-in-class portfolio for making machines smarter, more autonomous and more effective in HMI

 <p>BIDOS™ Family OSOLON™ Black/ P1616</p>	<p>Laser or LED based scene illumination</p>	 <p>NIR emitter + sensor SFH4253 + SFH5721 Capacitive sensor AS8579</p>
 <p>Global Shutter: Mira™ NanEye</p>	<p>Imagers for 3D structured light or (active) stereovision sensing</p>	 <p>ALS/Flicker sensors TLS25xx Color sensors TCS3530</p>
 <p>Low / Mid / High Power: SYNIOS™ S 2222 OSOLON™ SIGNAL</p>	<p>Color LEDs for optical effects</p>	 <p>Angular: AS5047D Linear: e.g. AS5510</p>
 <p>Battery Management Analog Front-End: AS8510</p>	<p>Integrated I/V/T sensing for accurate state-of-charge prediction in battery systems (BMS)</p>	 <p>AS734x</p>
 <p>Single-zone dToF TMF880X Multi-zone dToF TMF882x</p>	<p>ToF sensors for 1D- to 3D-proximity sensing</p>	 <p>Customizable multi-lenses array</p>



Household Robots & Drones need to reliably determine their environment and position and have easy human-machine interfaces with clear signaling capabilities.

ams OSRAM wins the German Future Award 2024

ams OSRAM ideally positioned for emerging pixelated headlight market



ams OSRAM wins the German Future Award 2024



Innovation

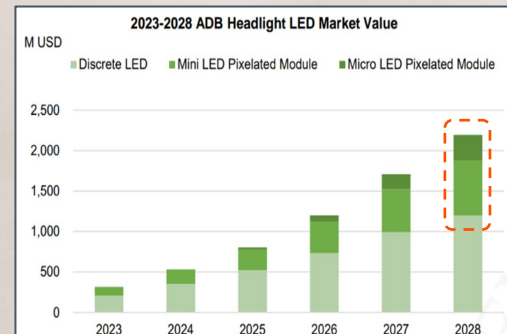
Awarded Technology

- Microscopic LED pixel
- Structured interconnect layer
- Driver circuit
- Thin conversion layer

Realized application

25k pixel 'digital headlight' EVIYOS™

- ~ EUR 0.5bn LTV* design wins to date
- Continued ramp ensures ams OSRAM average BOM growth



Potential applications

- Micro-projectors
- Transparent displays
- Optical data communication links

Summary Q4 & FY2024

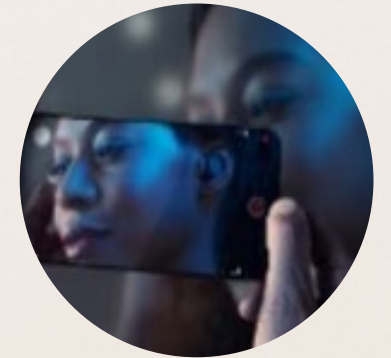
Highlights

Q4:

- revenue and profitability above mid-point of the guidance
- FCF¹⁾ positive

FY24:

- FCF¹⁾ positive with EUR 12m
- FY24 growth in the core semi-conductor portfolio of approx. 7%, driven by ramp of new consumer products
- FY24 reported revenues -5% due to L&S de-consolidation and non-core semi-portfolio decline
- FY24 profitability with 16.8% adj. EBITDA margin flat yoy
- Roughly EUR 5bn LTV of new business secured by new design-wins
- RtB²⁾ savings ahead of schedule with EUR 110m end-2024, non-core semi portfolio mostly exited



1) FCF including net interest paid

2) RtB: 'Re-establish the Base' strategic efficiency program, launched July 2023

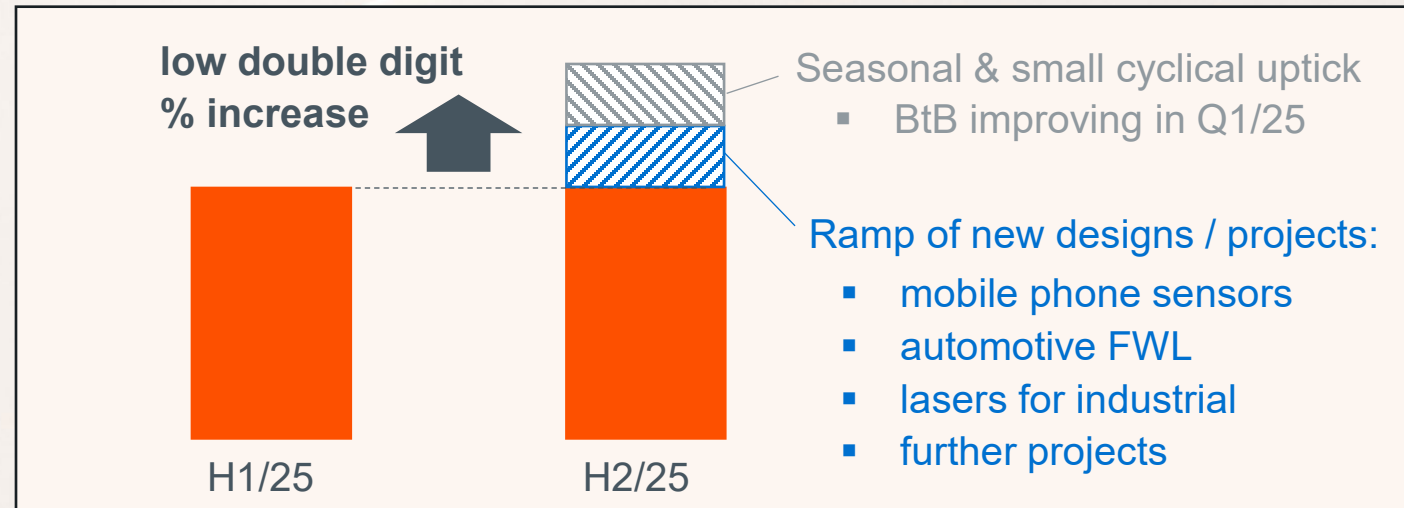
Business outlook

Q1 2025 Guidance

- Revenue EUR 750m – 850m
- Adj. EBITDA 16% +/- 1.5%
- Based on assumption EUR/USD 1.05

FY 2025 comments

- Revenues: 2nd half-year much stronger than 1st half-year due to product ramps and some market normalization



- Profitability: improving compared to FY24 with 'Re-establish the Base' run-rate savings showing stronger effect even in moderate revenue development
- CAPEX: less than 8% of sales
- FCF (incl. net interest paid) more than EUR 100m positive

Q&A



Aldo Kamper

CEO



Rainer Irle

CFO



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