

# Third Quarter 2025 Earnings Call

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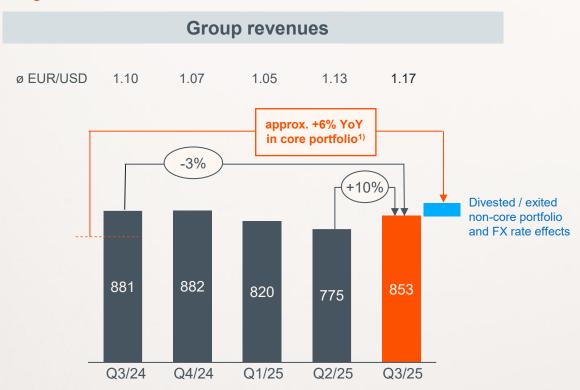
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# Q3/25: Revenue above guided mid-point despite weaker USD

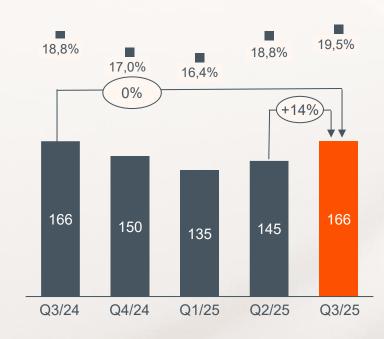
## adj. EBITDA margin at the mid-point of the guidance

All figures in EURm / % of revenues



- QoQ: increase due to positive development across all segments.
- YoY: decline is caused by exit/divestment of non-core portfolio and weaker USD. However, the like-for-like core portfolio growth at constant currencies is 6%.

## EBITDA, EBITDA margin (adj.)2)



- QoQ: increase supported by a EUR 10m+ one-time positive effect from the sale of a manufacturing asset in the group's Singapore manufacturing site.
- YoY: margin increase due to the one-time effect as above.



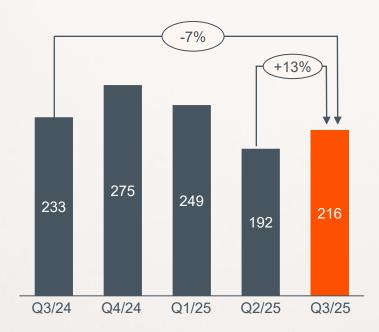
<sup>1)</sup> Based on like-for-like core portfolio comparison at constant currencies

<sup>2)</sup> 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; group EBITDA includes corporate reconciliations on top of segment EBITDA

# Lamps & Systems: typical seasonal upswing & strong sales of LEDr<sup>2)</sup> products

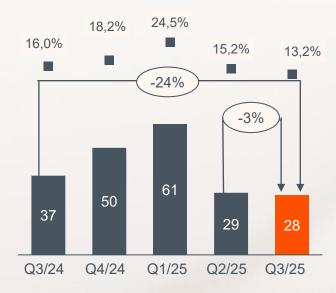
All figures in EURm / % of revenues

#### L&S revenues



- QoQ: increase due to aftermarket season and outperformance of LED retrofit (classic H4/7 lamps with LED instead of filament) products.
- YoY: decline due to unfavorable FX rate effects and expected decline in traditional OEM business.

## EBITDA, EBITDA margin (adj.)1)



- QoQ: inventory reductions and typical, seasonally higher selling expenses balance fall-through from higher revenues.
- YoY: reduction mainly due to inventory reduction and plant utilization.
- 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
- 2) LEDr = LED retrofit lamps (classic H4/7 lamps with LED instead of filament)



# OS: auto and industrial drive sequential growth despite weaker USD

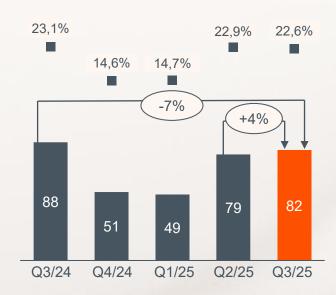
#### All figures in EURm / % of revenues

#### **OS** revenues



- QoQ: increase driven by seasonal upswing in industrial business and slight growth in automotive.
- YoY: decline is mostly due to unfavorable FX rate effects. Comparable revenue is flattish.

## EBITDA, EBITDA margin (adj.)<sup>1)</sup>



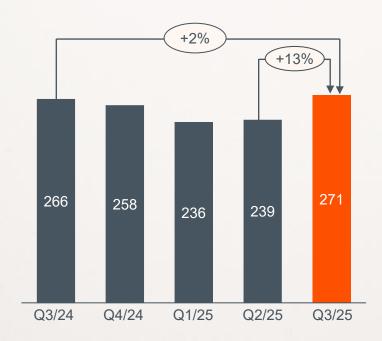
- QoQ: almost flat due to one-time positive effect (funding catch-up) in Q2.
- YoY: slightly decline in line with typical fall-through.



# CSA: strong consumer business drives annual revenue peak despite weaker USD

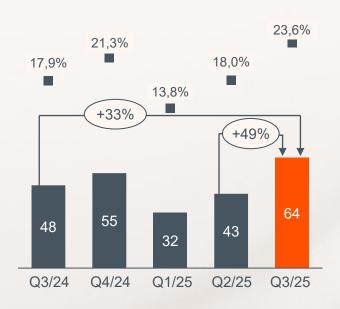
#### All figures in EURm / % of revenues

#### **CSA** revenues



- QoQ: strong increase mainly caused by seasonal peak of consumer business.
- YoY: increase due to strong improvement of consumer business that mostly covers the exit of non-core business.

## EBITDA, EBITDA margin (adj.)1)

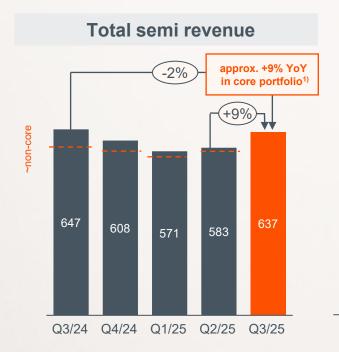


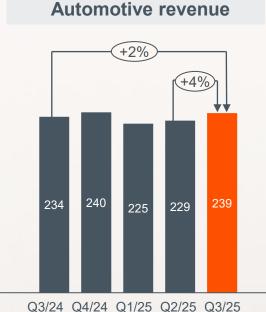
- QoQ: significant improvement caused by the sale of a manufacturing asset at the group's Singapore manufacturing site.
- YoY: increase due to the one-time positive effect (see above).



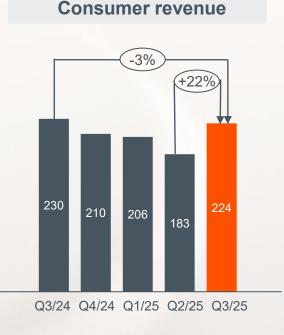
# Semis: 9% like-for-like growth of semi core portfolio

#### All figures in EURm / % of revenues









- QoQ: increase caused by strong consumer business, slight recovery of automotive and stabilized I&M.
- YoY: slight decline due to non-core portfolio exit and negative impact of the weaker USD. Comparable growth of core portfolio is 9%
- QoQ: slight growth driven by ramp of scheduled projects.
- YoY: stabilizing despite negative impact from weaker USD.
- QoQ: seasonal upticks of OS industrial business and stabilized CSA I&M business.
- YoY: slight decline mainly due to negative impact of the weaker USD.
- QoQ: typical seasonal upticks of consumer business.
- YoY: slight decline entirely due to negative impact from weaker USD.



<sup>1)</sup> Based on like-for-like core portfolio comparison at constant currencies

# Q3/25 – constantly winning new business in the core semiconductor business

On track to secure approx. EUR 5 bn of new semiconductor design wins in 2025

## EUR 4 bn LTV\* in the first 9 months of 2025

Design-wins at important **OEMs** 

**Automotive** 



**Display Backlighting** 

New design-wins at leading European OEMs



**High Pixelated Forward Lighting** (EVIYOS®)



**Classic LED** forward lighting



**Temp & Position** Sensors



Colored ambient lighting - iRGB / RGB

Signficant design-wins in ambient lighting at leading Chinese OEM and leading European premium OEM



Driver & occupancy monitoring

**Industry / Medical** 



Sensor ICs

Design win for automated production line

dToF Sensors



Tileable CT scanning sensors



**Professional lighting** 

meaningful new business win in North American market

Consumer

Significant designwins in display management and Presence detection

IR LEDs and

sensors



**Display Management** 



**Camera Enhancement** 



**Augmented reality** 

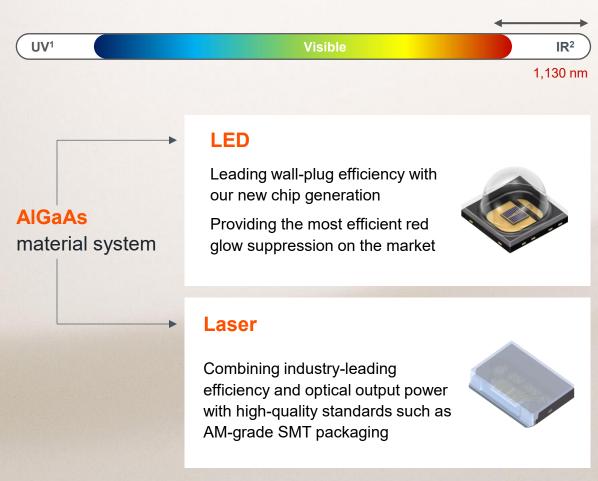




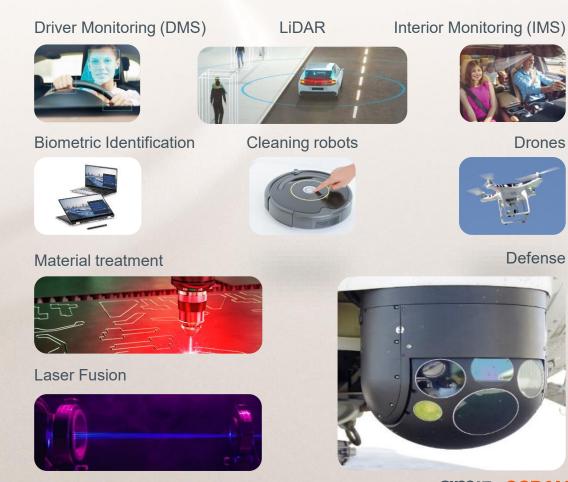
# Technology leadership in Infrared emitter technologies

Important base technology for existing and future application areas – triple digit million revenue contribution already

## Near-infrared emitters (808nm – 1130nm)



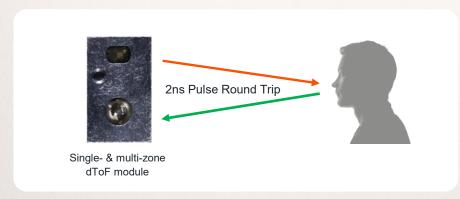
## **Key Applications**



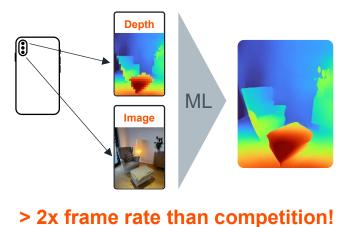
# Technology Leadership in direct Time-of-Flight sensing

The fastest and smallest direct Time-of-Flight (dToF) sensor technology available today

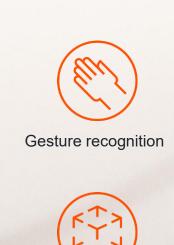
## direct Time-of-Flight sensing



# Edge Al sensing: 3d RGB depth fusion



## **Key Applications**



Object recognition

3D distance measurement











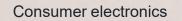
Smartphones



Home appliances



Robots







## ams OSRAM brings professional ambient light detection to Consumer devices

Flicker detection sensor & RGB color sensor are integrated into Honor new flagship models



- Honor's Magic 8 flagship models feature ams OSRAM's latest HDR Flicker Detection sensor, enabling real-time light source analysis
- Compact sensor design combines HDR Flicker
   Detection with an integrated RGB Color Sensor
   for precise ambient light measurement
- This advanced combination delivers eye-fatigue protection and professional-grade color accuracy for an enhanced user experience



# 'Re-establish the Base' implementation is very well ahead of schedule

Run rate savings of EUR ~185m reached by end of Q3/25 – upsized total target EUR ~225m by end of 2026

# Run rate savings at end of period vs. 2023 reference<sup>1)</sup> 250 ~225 target-line 200 in EURm -185 150 100 ~75 50 0 Q1-25 Q2-25 Q3-25 **End-25** End-26

## **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

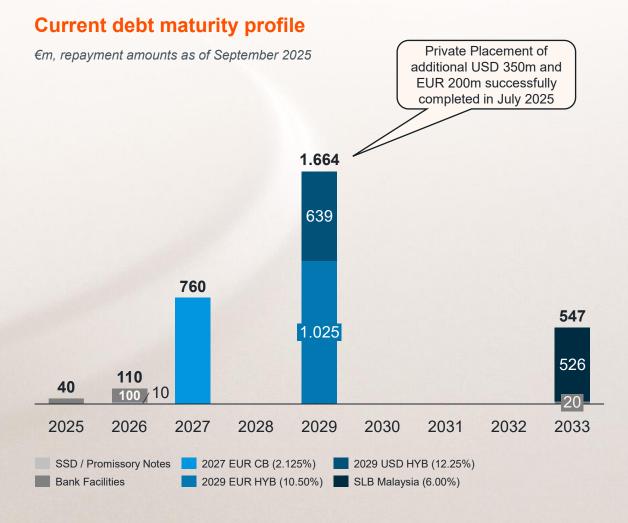


## Strong available liquidity (~EUR 1.65bn) based on diversified mix of debt instruments

## **Current capitalization**

€m, IFRS values as of September 2025

IFRS book values	September 2025		
	EUR million		
Cash	(979)		
Other Financial Debt 1), 2)	170		
2027 EUR Convertible Bond (2.125%) 1)	709		
2029 EUR Senior Unsecured Note (10.50%) 1)	1,030		
2029 USD Senior Unsecured Note (12.25%) 1)	651		
SLB Malaysia transaction 1)	422		
Total debt	2,982		
Total net debt	2,003		
Outstanding OSRAM Licht AG – Put Options	517		
Available Liquidity 3)	1,651		



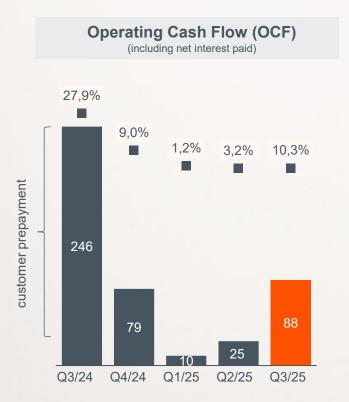
#### Notes:

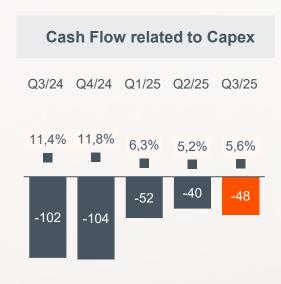
- 1. Amounts reflect carrying amounts / book values. For 2027CB Nominal Amount: EUR 760m / Book Value under Debt (IFRS per June 2025): EUR 709m
- 2. Includes R&D loans, Bank Facilities and Promissory Notes
- 3. Includes cash, RCF, bilateral bank facilities

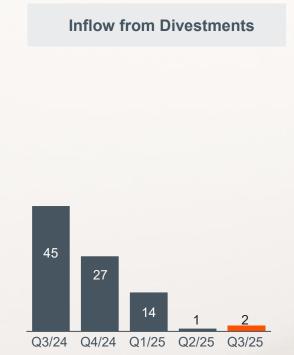


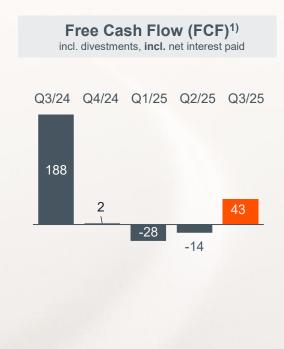
# Operational FCF (excl. pre-payments) strongly improved y-o-y

#### All figures in EURm / % of revenues







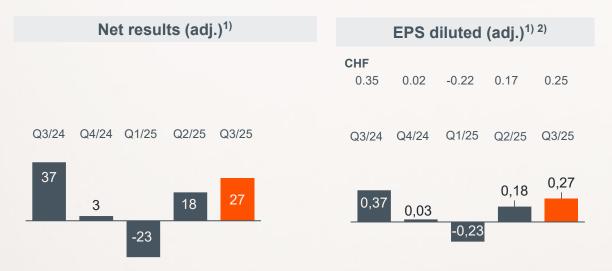


- Operating CF: Strong sequential increase due to higher revenues and profitability; significant improvement year-over-year excluding one-time customer prepayment
- CAPEX: investments in line with guidance for 2025E

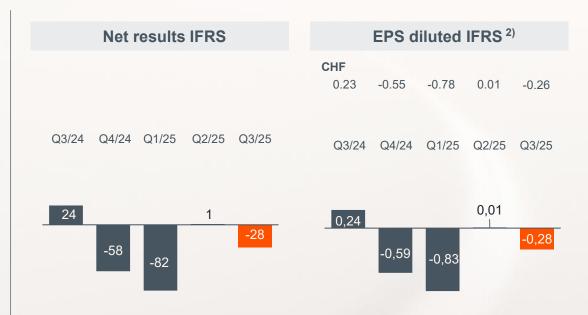


# Q3/25: adjusted net result further improved

#### All figures in EURm / % of revenues



	Q3/24	Q4/24	Q1/25	Q2/25	Q3/25	
Net financing result	-35	-58	-65	-40	-59	
Income tax result	-10	0	-16	-10	-5	



- Net financing result driven by net interest expenses (interest expenses plus interest received)
- Weighted average number of shares outstanding during Q3/25: 99.6m



<sup>1)</sup> Excluding M&A-related, transformation and share-based compensation costs as well as results from investments in associates and sale of businesses

<sup>&</sup>lt;sup>2)</sup> Earnings per share for the comparative periods were adjusted following the reverse share split on 30 September 2024

# Summary Q3/25

## Q3 2025 Highlights

## **Business update:**

- Revenue and profitability above/at mid-point of the guidance
- 9% growth like-for-like in the core semi-business
- Strong FCF with EUR 43m
- RtB\* run rate savings well ahead of plan
- Design-win traction unabated

## **Deleveraging plan:**

On track

## **R&D** investment:

- Continuous investment in differentiated technology platforms

## Q4 2025 Guidance

- Revenue EUR 790m 890m
- Adj. EBITDA 17.5% +/- 1.5%
- Based on assumption EUR/USD 1.16 vs1.17 in Q3
- L&S: normal seasonal peak
- Semis: small seasonal decline and uncertainty in automotive
- FCF: >100m assuming also Chips Act inflows

<sup>\*</sup> RtB: 'Re-establish the Base' strategic efficiency program, launched July 2023



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