Sense the power of light

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First Quarter 2025 Earnings Call

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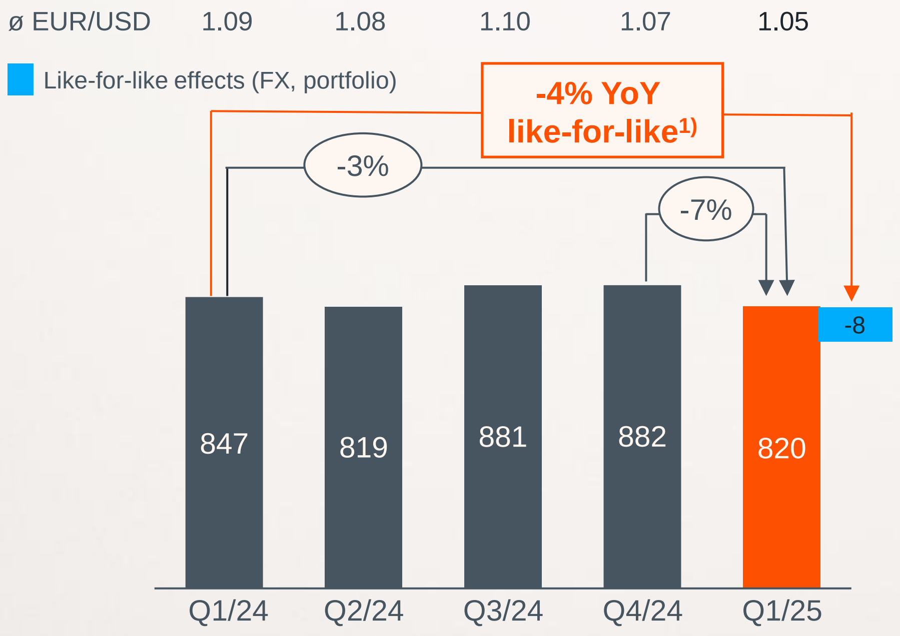
30 April 2025

Q1/25: Revenues and adj. EBITDA above mid-point of the guidance

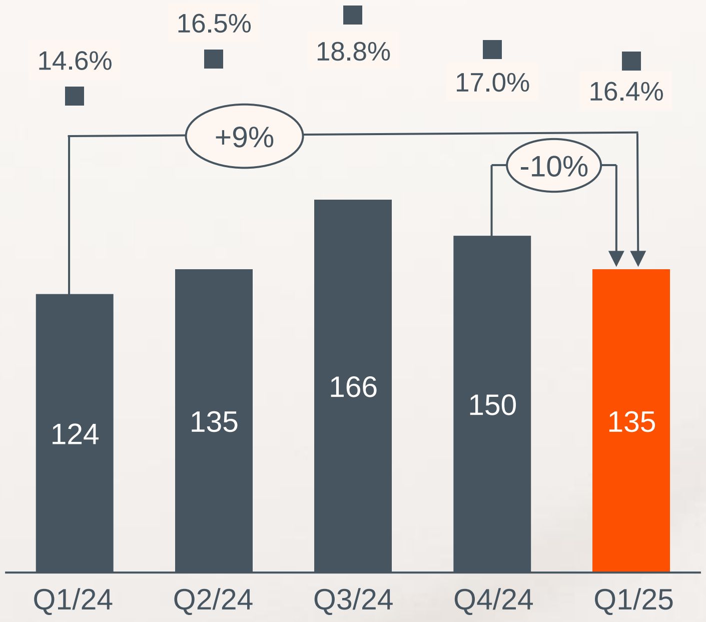
Auto semis in inventory correction, YoY decline basically due to exit of non-core portfolio

All figures in EURm / % of revenues

Group revenues



EBITDA, EBITDA margin (adj.)[2)]



- QoQ: revenue above mid-point of guided range of EUR 750m to 850m
- YoY: -4% like-for-like decline (constant currencies, excluding divested semi business) due to auto LED inventory correction and exit of non-core, semiconductor legacy portfolio

- QoQ: adj. EBITDA margin slightly above mid-point of the guided range, supported by FX and recurring non-refundable engineering payments
- YoY: adj. EBITDA improved 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

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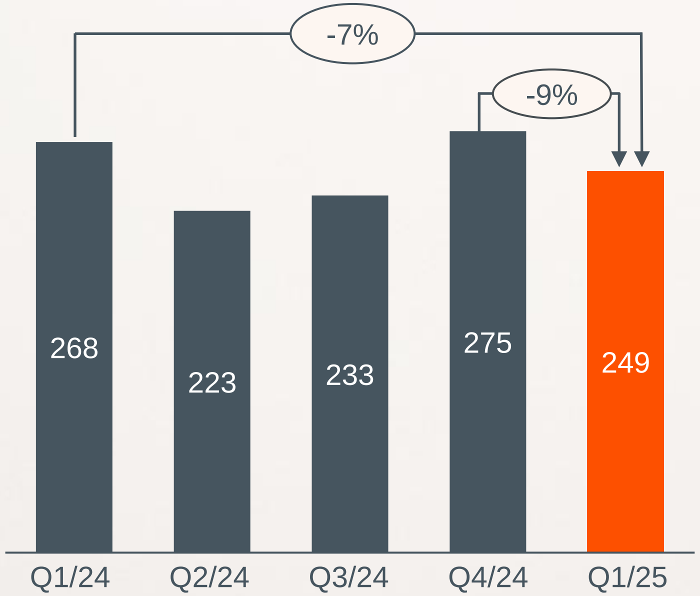
Lamps & Systems: margin slightly up YoY despite lower revenue

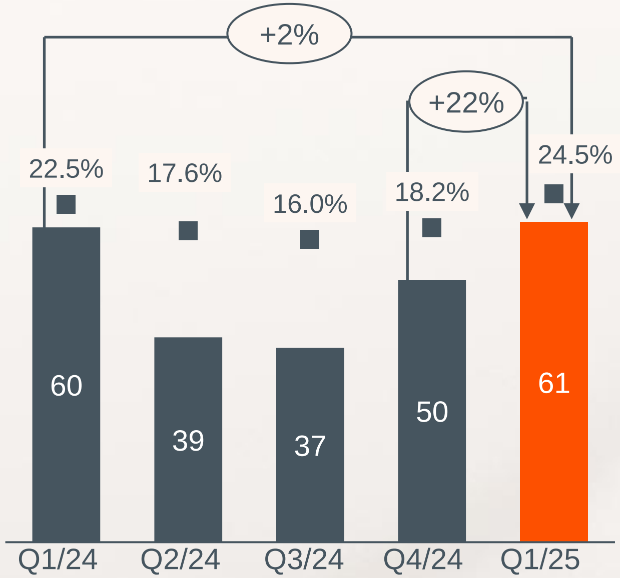
All figures in EURm / % of revenues

L&S revenues



- QoQ: typical seasonal aftermarket decline
- YoY: decline due to discontinued OEM module business and gradually declining OEM lamps business

EBITDA, EBITDA margin (adj.)[1)]



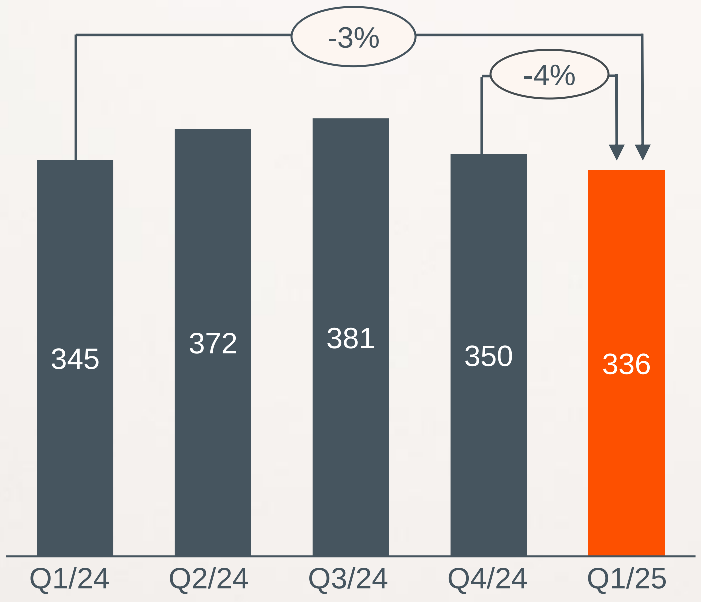
- QoQ: adj. EBITDA increase due to favorable product mix, one-time-effect and plant utilization
- YoY: improvement due to favorable product mix, one-time effect and plant utilization

[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

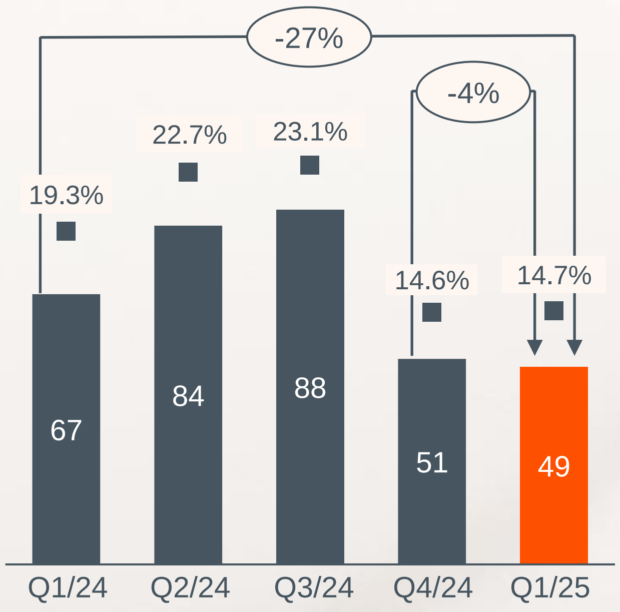
OS: automotive still in inventory correction which weighs on margins

All figures in EURm / % of revenues

OS revenues



EBITDA, EBITDA margin (adj.)[1)]



- QoQ: seasonal decline in automotive & horticulture; absence of backlog orders in automotive that supported Q4
- YoY: inventory correction in LED in automotive business; continued weakness in I&M and mass market with some signs of improvement

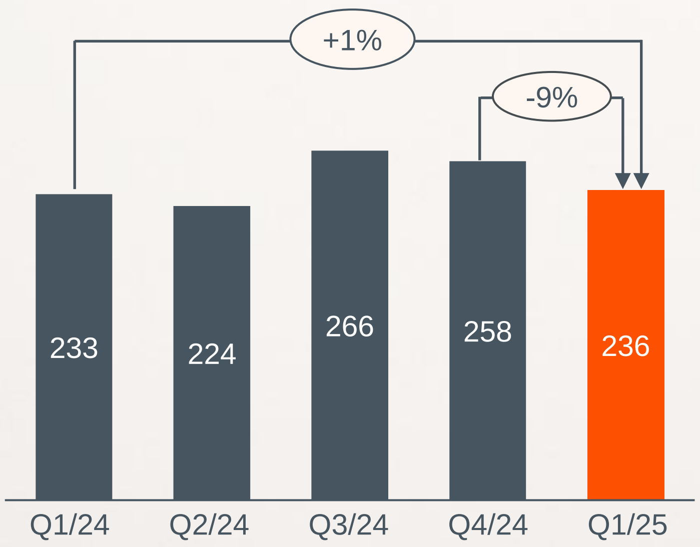
- QoQ: almost flat, as in Q4 inventories were reduced and changes in product mix.
- YoY: decrease due to product mix changes, factory underutilization cost, higher raw material cost

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

CSA: adj. EBITDA margin up by 12% YoY on comparable revenue level

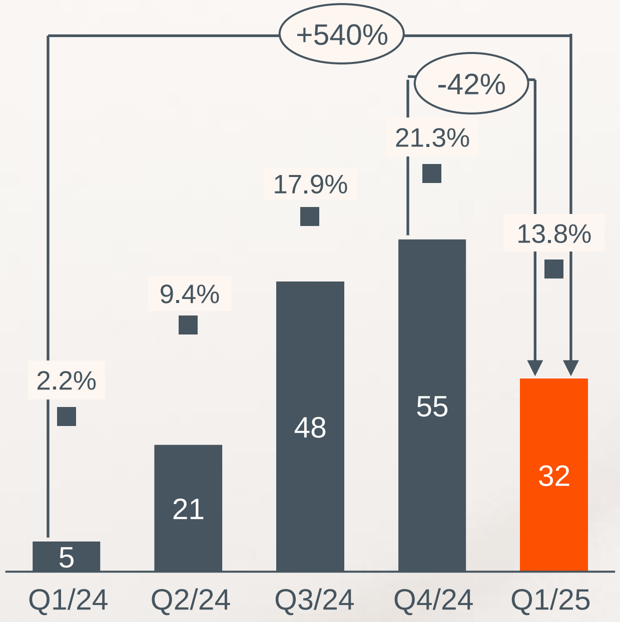
All figures in EURm / % of revenues

CSA revenues



- QoQ: normal seasonal decline in consumer, weakness in I&M applications
- YoY: new products mostly compensate exit of non-core portfolio

EBITDA, EBITDA margin (adj.)[1)]



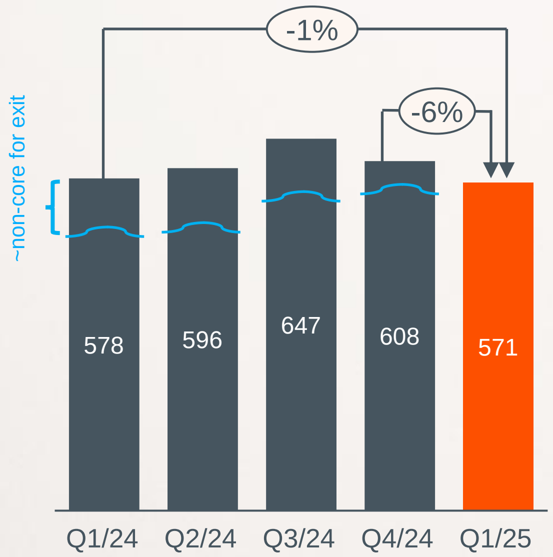
- QoQ: decrease from elevated level in Q4 (as a result from one-off effects), product mix and seasonal factory underutilization
- YoY: increase due to 'Re-establish the Base' cost base improvements and structurally better product mix in consumer products

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

Semiconductors: structural growth in consumer softens cycle in auto & I&M

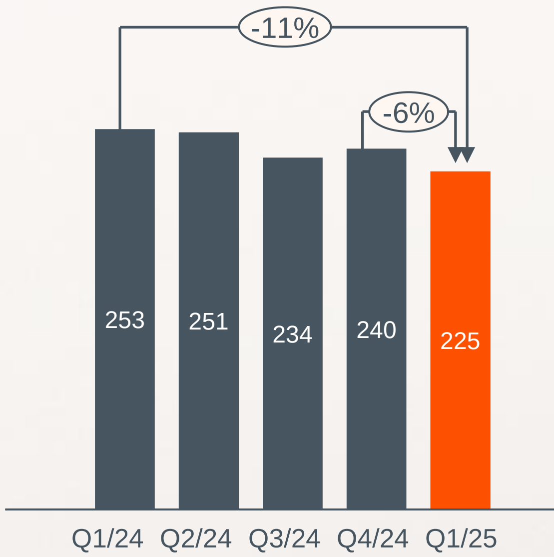
All figures in EURm / % of revenues

Total semi revenues



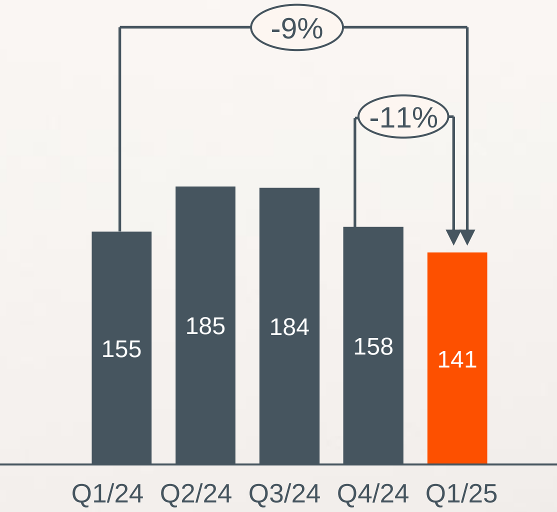
- QoQ: I&M with seasonal & cyclical weakness, auto seasonal decline during LED inventory correction cycle, Consumer structural growth
- YoY: slight decline driven by auto inventory correction and I&M cyclical low

Automotive revenues



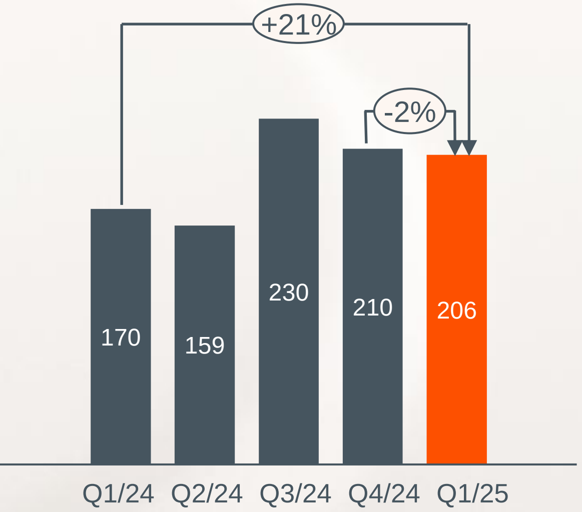
- QoQ: seasonal decline and LED still in inventory correction, no more backlog orders, partially balanced by ramp up of sensors
- YoY: down in line with market cyclicality/inventory correction

I&M revenues



- QoQ: seasonal decline in horticulture, stabilizing mass market and industrial automation
- YoY: decline in line with presumed cyclical trough I&M

Consumer revenues



- QoQ: normal seasonal demand pattern stabilized by new orders for legacy parts
- YoY: strong increase due to new products compensating exit of non-core portfolio

Q1/25 – Stellantis trusts ams OSRAM's cutting-edge forward lighting technologies

EVIYOS high-pixelated forward lighting solution ramping in the new Opel Grandland with integrated the module from Marelli

EVIYOS with ~0.5 bn LTV* design win basis across multiple platforms

*cumulated, estimated project life-time values

Q1/25 – customers trust ams OSRAM's cutting-edge technologies

Good Q1 design-win momentum and decisive technology contribution getting into the field

Automotive:
Hands-on Detection

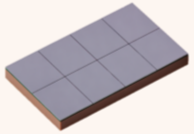
Design-win with major EV maker for intelligent driving system

Automotive:
LED-drivers

LED-driver design-win for Open System Protocol (OSP)

Medical:
X-ray sensors

Significant design-win with Asian CT scanner manufacturer



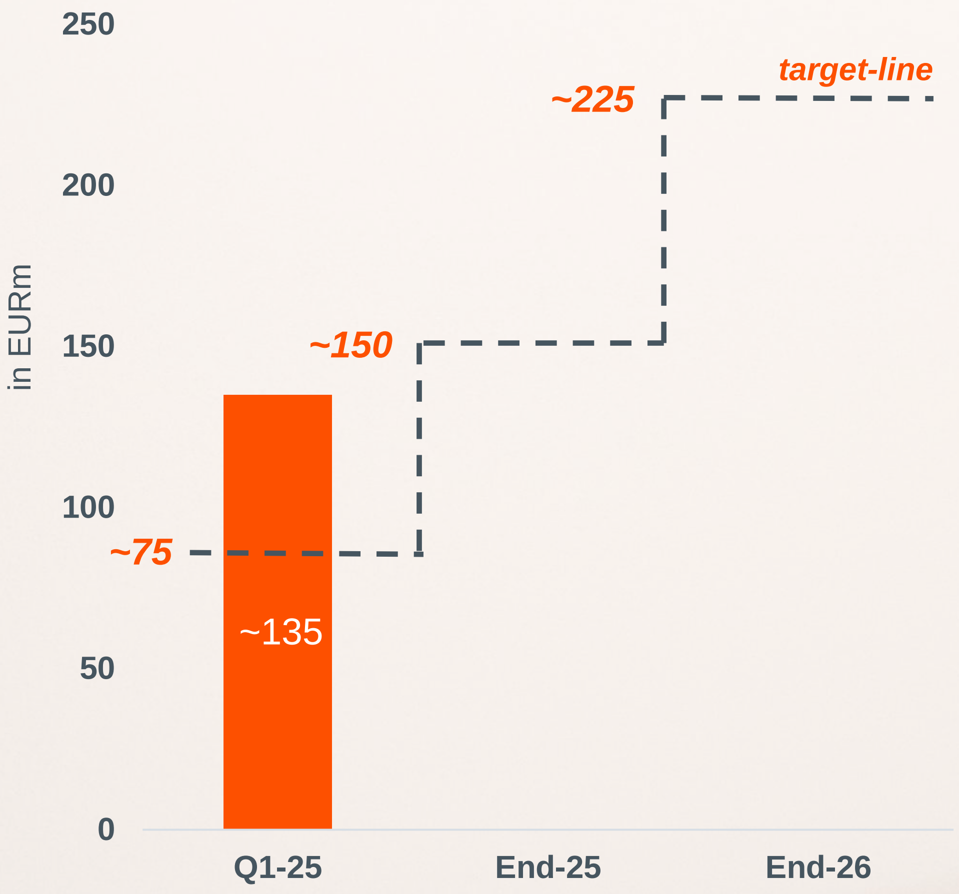
Consumer:
Vital sign monitoring

High-precision earbud vital sign monitoring deployment

‘Re-establish the Base’ implementation ahead of schedule

Run-rate savings of EUR ~135m reached by end of Q1/25 – upsized total target EUR ~225m by end of 2026

Run-rate savings at end of period vs. 2023 reference[1)]



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

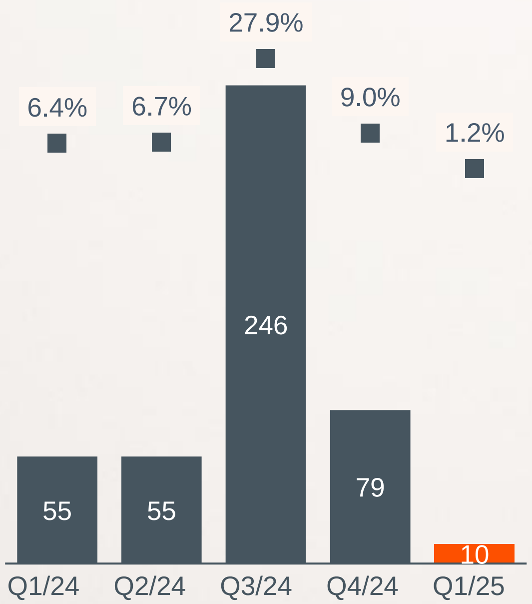
=> All measures detailed out to reach target Q4/26

1) No 100% fall-through to bottom line (2023 ref.) due to price decline & general cost increases (inflation, factor price changes, etc..)

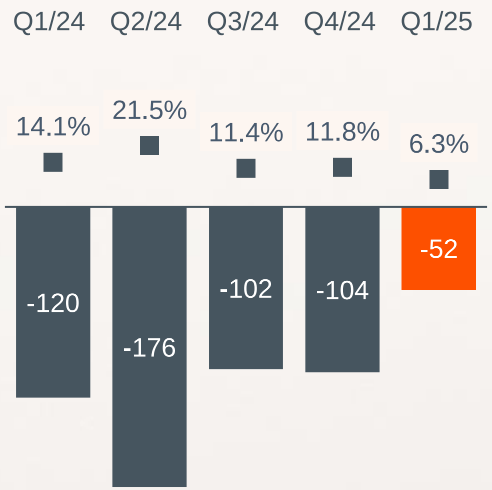
FCF slightly negative in Q1 due to high interest and increase in inventories

All figures in EURm / % of revenues

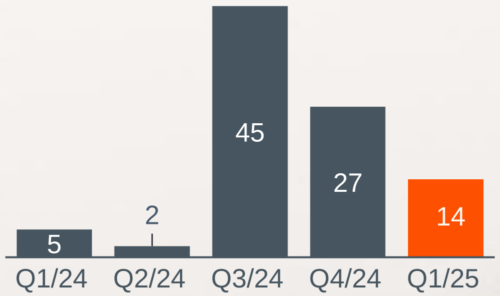
Operating Cash Flow (OCF)
(including net interest paid)



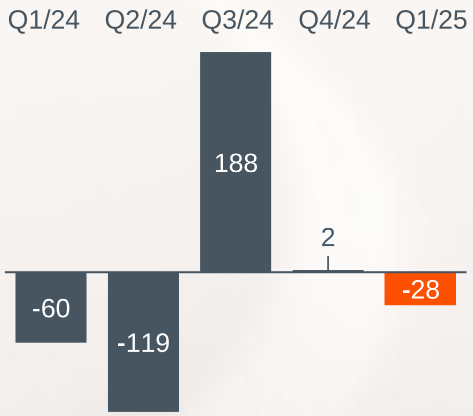
Cash Flow related to Capex



Inflow from Divestments



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



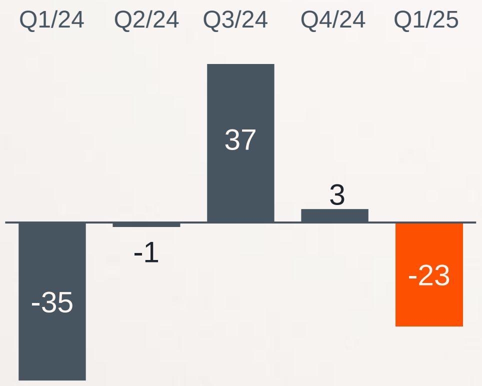
- **Operating CF:** low in Q1/25 due to net interest payments of approx. EUR 80m and increase in inventories
- **CAPEX:** investments in line with guidance for 2025E
- **Divestments:** sale of unused land plots and equipment that was originally meant for the microLED project

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

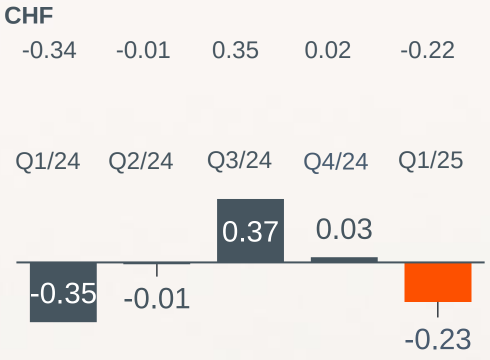
Net result negative in Q1/25 due to interest expenses and auto & I&M cycle

All figures in EURm / % of revenues

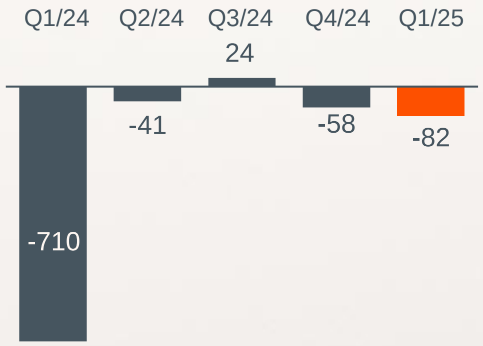
Net results (adj.)[1)]



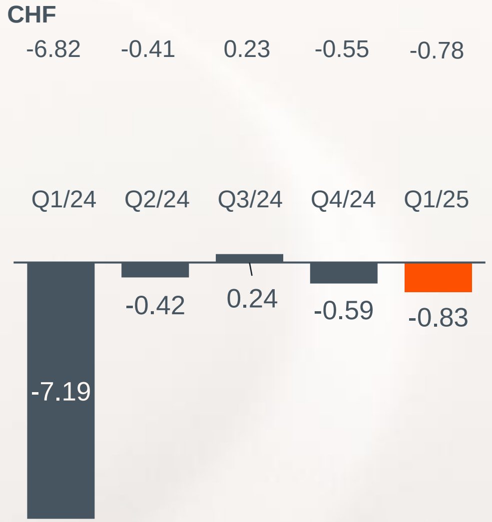
EPS diluted (adj.)[1) 2)]



Net results IFRS



EPS diluted IFRS[2)]



	Q1/24	Q2/24	Q3/24	Q4/24	Q1/25
Net financing result	-57	-55	-35	-58	-65
Income tax result	-21	-2	-10	0	-16

- Net financing driven by net interest expenses (interest expenses plus interest received)
- Weighted average number of shares outstanding during Q1/25: 98.9m

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

[2)] Earnings per share for the comparative periods were adjusted following the reverse share split on 30 September 2024

Strong available liquidity (~EUR 1.2bn) after CB repayment of EUR 447m in March 2025

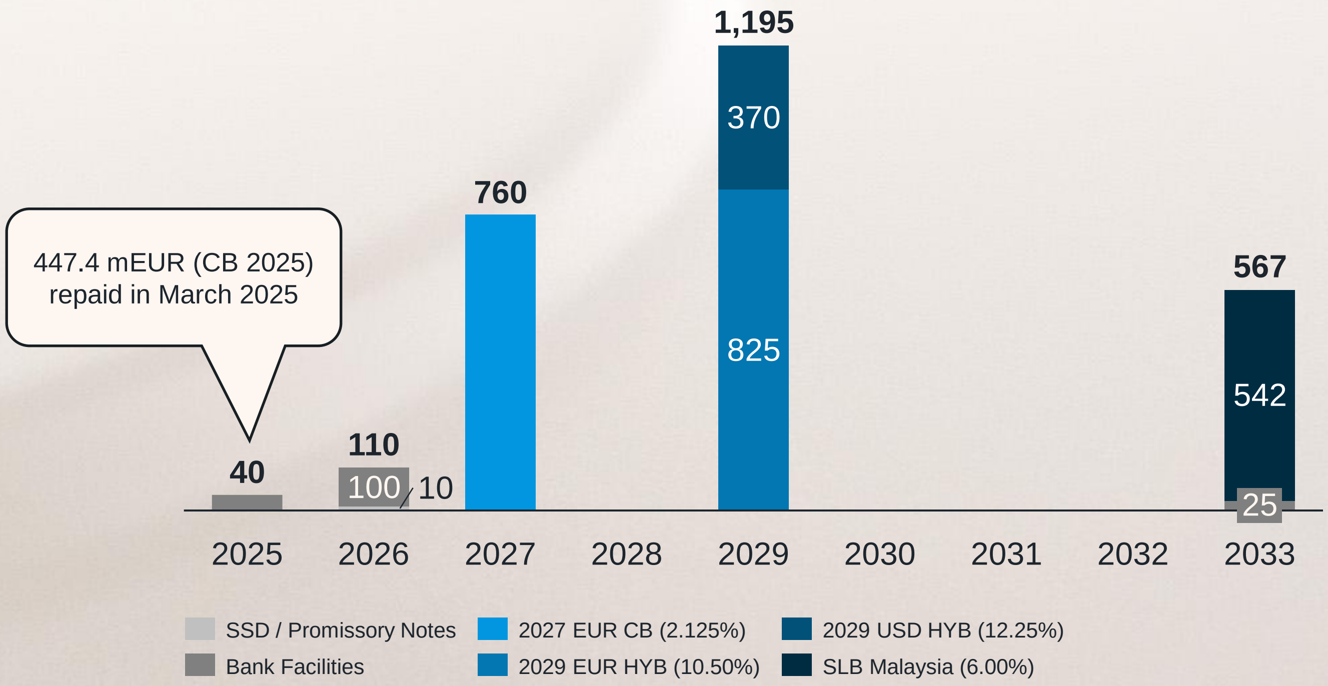
Current capitalization

EURm, IFRS values as of March 2025

IFRS book values	March 2025
	EUR million
Cash	(573)
Other Financial Debt [1), 2)]	175
2027 EUR Convertible Bond (2.125%) [1)]	697
2029 EUR Senior Unsecured Note (10.50%) [1)]	820
2029 USD Senior Unsecured Note (12.25%) [1)]	365
SLB Malaysia transaction [1)]	429
Total debt	**2,486**
Total net debt	**1,914**
Outstanding OSRAM Licht AG – Put Options	570
Available Liquidity [3)]	**1,234**

Current debt maturity profile

EURm, repayment amounts as of March 2025



Notes:
1. Amounts reflect carrying amounts / book values. For 2027CB - Nominal Amount: EUR 760m / Book Value under Debt (IFRS per March 2025): EUR 697m
2. Includes R&D loans, Bank Facilities and Promissory Notes
3. Includes cash, RCF, bilateral bank facilities

Balance-sheet: comprehensive deleveraging strategy

Targeting net debt / adj. EBITDA <2 and annual interest cost below EUR 100m

1. Profitability & FCF improvement through 'Re-establish the Base', design-win driven growth, and capex discipline (<8% of revenues)
2. Sale of Kulim-2 facility
3. Extension of Rolling Credit Facility (RCF)
4. Generating well above EUR 500m proceeds from portfolio actions
5. Reducing debt materially and refinancing the outstanding debt at significantly improved conditions

net debt/adj.EBITDA <2

&

interest cost < 100m EUR

Summary Q1/25

Highlights

- Revenue and profitability above mid-point of the guidance
- BtB improving across all business lines to at or above 1
- Convincing design-wins in the traditionally slower first quarter
- Seamless execution of RtB program[1)]
- Convertible bond 2025 EUR 447m repaid in March 2025
- Comprehensive balance sheet deleveraging strategy presented

1) RtB: ‘Re-establish the Base‘ strategic efficiency program, launched July 2023

Business outlook

Q2 2025 Guidance

- **Revenue EUR 725m – 825m**
- **Adj. EBITDA 18.5% +/- 1.5%**
- Based on assumption **EUR/USD 1.13 vs 1.05 in Q1**
- Currency related decline approx. 35m
- AMSP: normal seasonal decline
- Semis: normal seasonal behavior

FY 2025 comments

- **Revenues:** 2nd half-year stronger than 1st half-year due to product ramps and seasonality, without considering new tariff regime impact on end demand
- **US tariffs**: successfully mitigating most of the currently known direct cost impact

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

Q&A

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