



H1 Results and Capital Markets Day

8 November 2022, Geneva

**Celebrating
ingenuity and
inspiration**



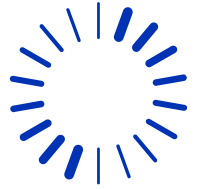


Welcome

Andrea Borla, Chief Finance Officer



Program



Welcome & H1 results

10.40 – 10.45	Welcome	Andrea Borla, Chief Finance Officer
10.45 – 11.35	H1 results + webcast	Frank Rehfeld, Chief Executive Officer, Andrea Borla, Chief Finance Officer

Capital Markets Day

11.45 – 12.15	Strategic overview	Frank Rehfeld, Chief Executive Officer
12.15 – 13.00	Lunch	
13.00 – 13.45	Electric Commercial Vehicles	Frank Steinert, Fraunhofer Institute
13.45 – 14.25	Automotive and Charging Infrastructure	Rainer Bos, SVP Europe/Americas, Bastien Musy, VP Global Product Management
14.25 – 14.40	Break	
14.40 – 15.20	Integrated Current Sensors	Thomas Hargé, VP Integrated Current Sensors
15.20 – 16.00	Research & Development	Ian McNutt, VP Advanced Engineering and Software, Dominik Schläfli, Head of Innovation
16.00 – 16.30	Keeping close to our customers	Maxime Rau, VP Sales Excellence
16.30 – 16.40	Closing remarks	Andrea Borla, Chief Finance Officer

Factory tour

16.40		First coach to Geneva Airport
16.40 – 17.00	Break and kitting-up for factory tour	
17.00 – 17.45	Factory tour for four groups	
17.45		Second coach to Geneva Airport

Cocktail

17.45 – 18.30	Cocktail	
18.30		Last coach to Geneva Airport



Capital Markets Day

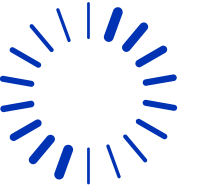
8 November 2022, Geneva

Celebrating
ingenuity and
inspiration



What we hope you take away from today

Understanding and appreciation of ...



- › Mega trends driving our growth
- › Breadth and depth of our portfolio
- › The benefits of being a pure player in current sensors
- › The growth potential of electric vehicles, renewable power generation and charging infrastructure
- › The importance of Integrated Current Sensors (ICS) for existing and new applications
- › Key technologies driving our investments
- › The foresight and focus of our R&D organization
- › The strength of our customer relationships over decades

- › But above all, this is your opportunity to meet the team leading LEM's bright future

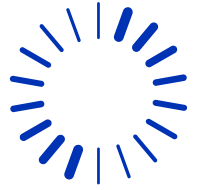


Strategic overview

Frank Rehfeld, Chief Executive Officer



What is ingenuity?



Ingenuity is a good word to describe LEM. It is a response that comes from a demand. Ingenuity is a mindset, accepting a way of thinking differently, listening to one's instincts and working on practical solutions that are needed.

50 years of ingenuity

Key milestones

1972

LEM (Liaisons électroniques-mécaniques) founded in Geneva

1975

First current sensors delivered for the new metro in Santiago de Chile

1986

LEM Holding introduced on the Geneva Stock Exchange. 120 employees worldwide. First sensors for trains in China

1973

Swiss trams in Geneva moving smoother with first current sensors

1979

First sensors for wind turbines in Germany

1994

1 million sensors produced per year

1992

First sales of sensors for solar photovoltaic applications

1997

CHF 100 million in total sales

1999

Revolutionary product with integrated chip drives first fully automated production lines

1999

2 million sensors produced per year. 700 employees worldwide

1998

Strategic decision to enter the automotive market

1996

Strategic division into two distinct business units: test systems + high current systems

2003

First sales of sensors for hybrid electric cars

2007

First miniature integrated circuit sensor opens up market for low currents

2012

First ASIC current sensor. Programmable by customers

2015

37 million sensors produced per year

2004

Strategic decision to focus on components and divest instruments business

2008

First accurate compact digital voltage sensor. Still market leader with this product today

2016

First fully integrated digital sensors on the market

2018

Sales reach a record over CHF 300 million. R&D investment at 9.4 % of sales

2019

Novel electric DC meter for electric vehicle fast charging stations

2021

66 million sensors produced per year

2022

LEM moves to new HQ in Geneva. 1,500 employees worldwide

International expansion

With expert sense of the markets and customer demand, LEM grew rapidly around the world.

1972
LEM SA
founded
in Geneva

1982
France

1987
US
Germany
Sweden

1989
China

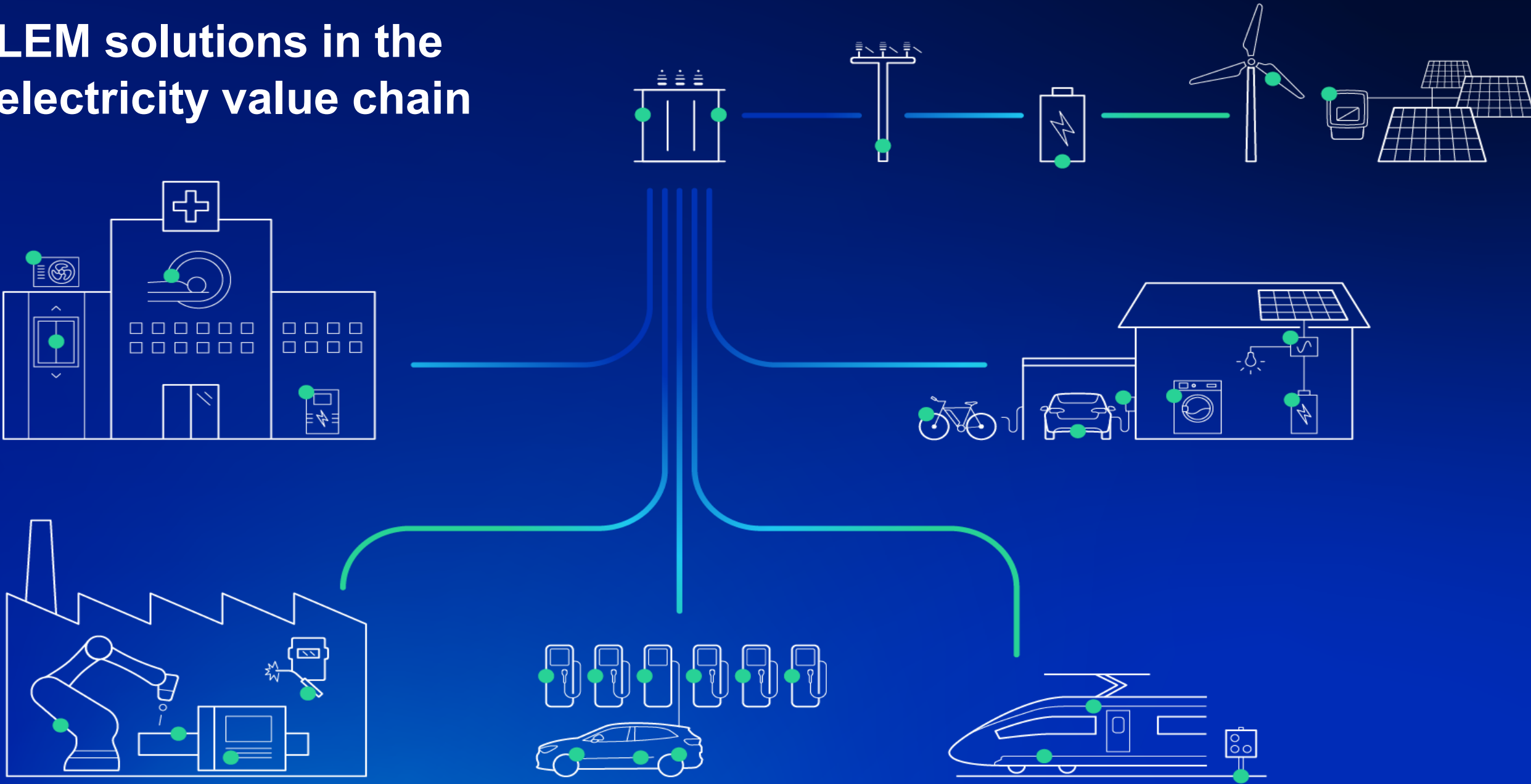
1990
Russia

2000
Japan

2013
Bulgaria

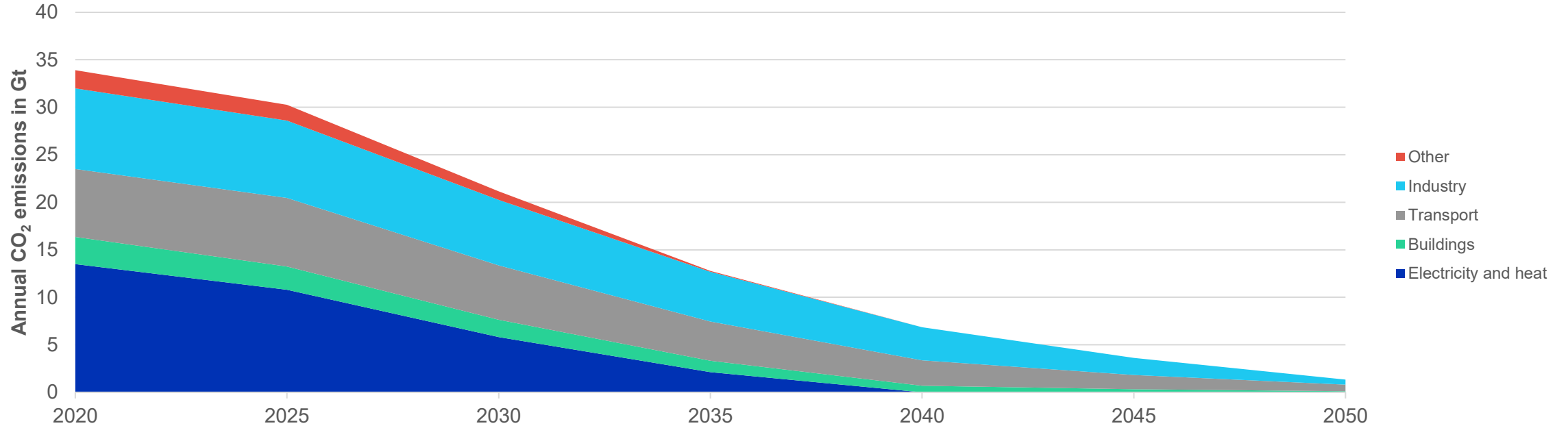
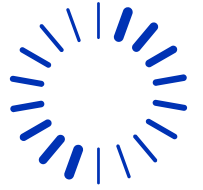
2017
R&D
France

LEM solutions in the electricity value chain



Megatrends

Key milestones in the pathway to global net zero emissions by 2050 Scenario



All new buildings are zero-carbon-ready

60% of global car sales are electric

1020 GW annual solar and wind additions

Most applications and cooling systems sold are best in class

50% of heavy truck sales are electric
No new ICE car sales

All industrial electric motors sold are best in class

50% of existing buildings are retrofitted to zero-carbon-ready levels

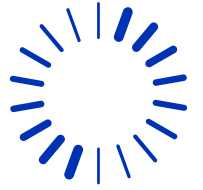
Net zero emissions electricity globally

50% of heating demand met by heat pumps

More than 85% of buildings are zero-carbon-ready

Almost 70% global of electricity generation comes from solar PV and wind

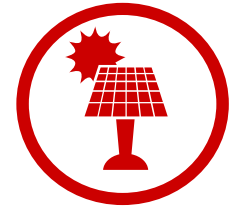
LEM is strategically well positioned to benefit from megatrends



Megatrends

ENERGY EFFICIENCY

Hailed as the cleanest, cheapest, most reliable source of energy, i.e. the energy we can avoid using



DECARBONIZATION

Energy production and use account for two thirds of global GHG emissions; industry under pressure to decarbonize



DIGITALIZATION

IoT – ubiquitous connected power consuming devices and smart sensors on the power



ELECTRIFICATION

Certain energy uses get electrified, mainly heating and road transport

Impact on LEM

- > Automation ++
- > Track ++
- > Smart Grid ++

- > Wind ++
- > Solar ++
- > Storage ++

- > Smart Grid +
- > Uninterrupted Power Supply +

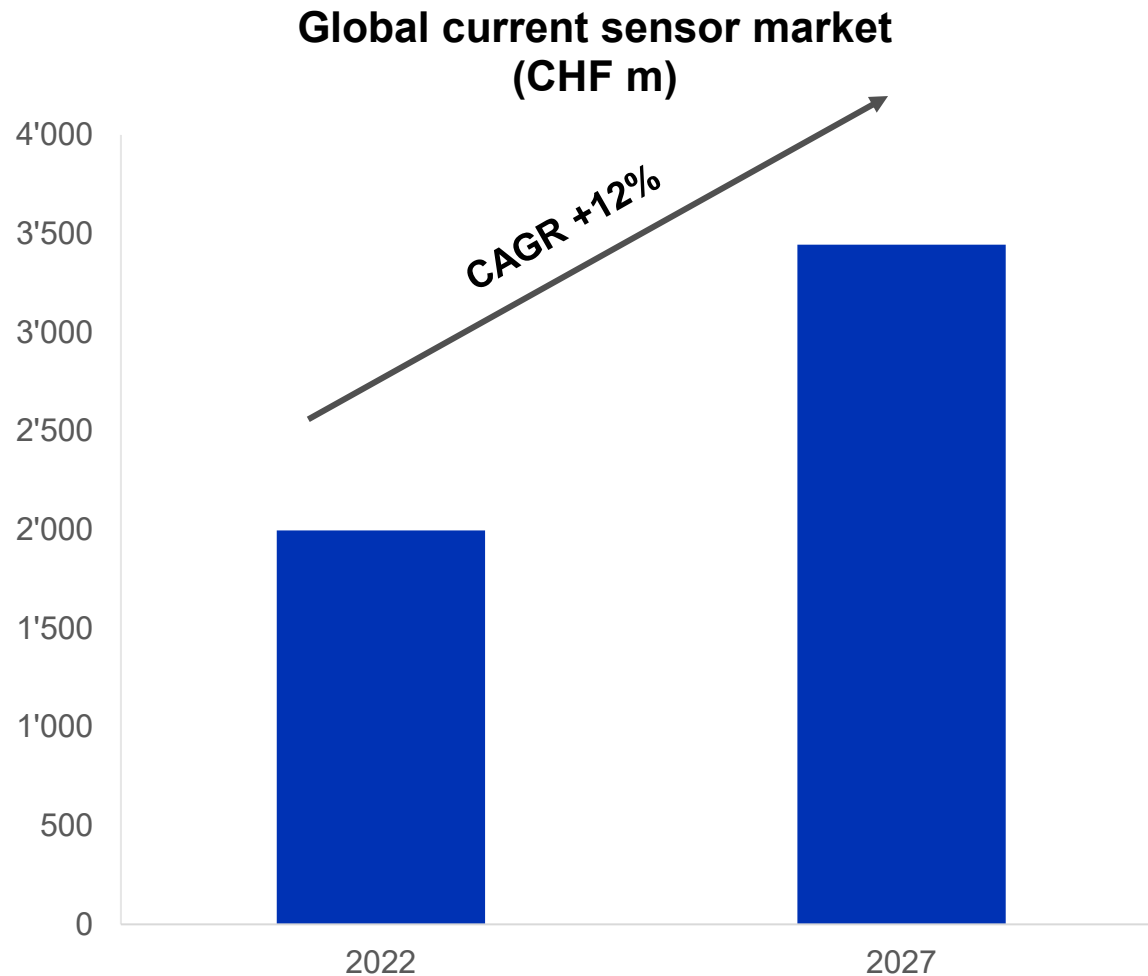
- > Automotive +++
- > Charging Infrastructure +++

From an **analog, fossil-fired, centralized** system where dispatchable supply matches demand variations



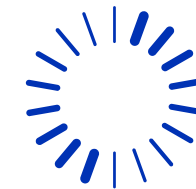
To a **digital, renewable-based, customer-centric** system, where flexible demand meets a variable supply

Current and voltage total market: +12% p.a.



- > Key drivers for the total market:
 - > Electrification of automotive
 - > Charging infrastructure
 - > Energy distribution
- > Total market includes different measurement technologies
 - > LEM focuses mostly on DC-based current measurement
- > LEM's market share is currently 20%

LEM portfolio overview



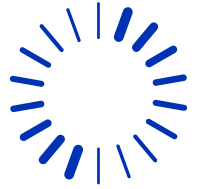
250 Product families

3000 Active product references

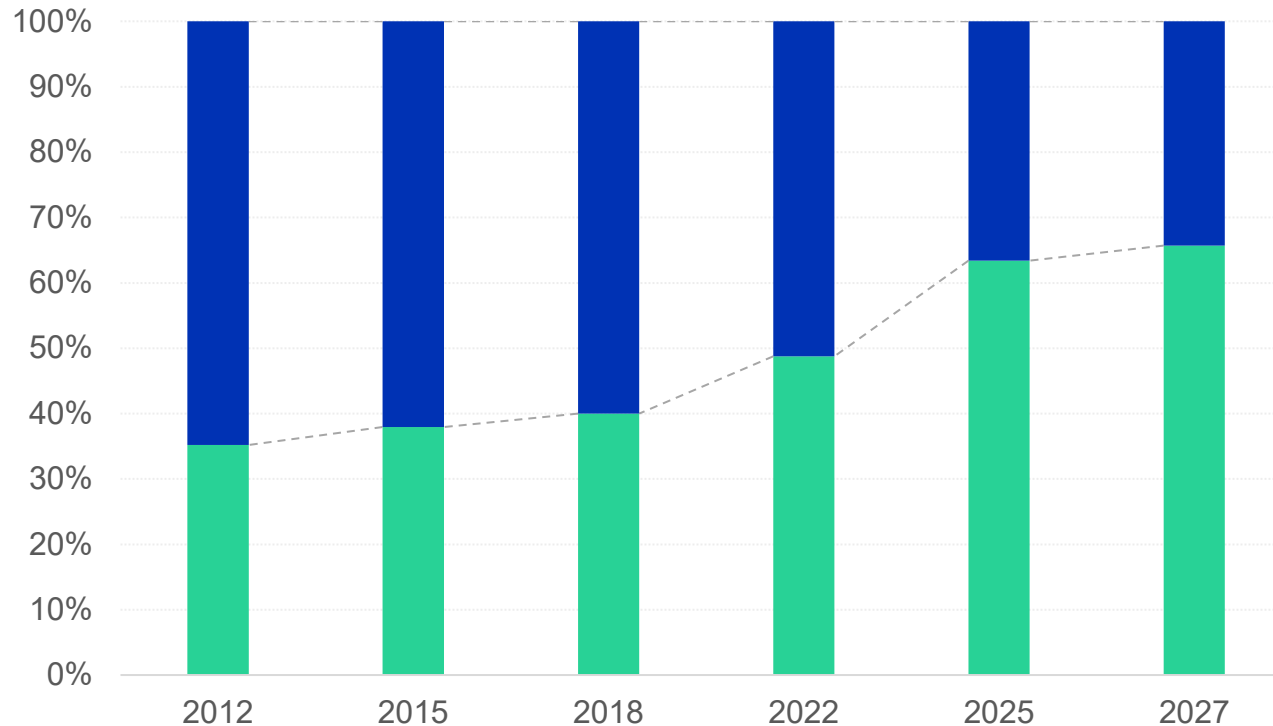
Measuring from **0.005 - 24,000** amps



New megatrends drive volume mix



LEM's portfolio mix by revenue



Megatrends business Includes Automotive, Renewable Energy, Smart Grid, Charging Infrastructure

Heritage business Includes Automation, Track, HIP and UPS

- > More of LEM's revenue is linked to structural megatrends, i.e., electrification and decarbonization
- > This reduces the share of heritage businesses from 65% in 2012 to 34% by 2027
- > New portfolio mix helps limit the impacts of economic recessions

LEM global footprint

1,600 people, 15 countries, 5 production and R&D sites



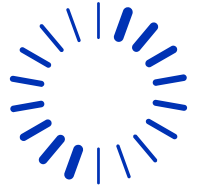
LEM headquarters
Geneva, Switzerland

Sales
R&D
Production
Customization

	Sales	R&D	Production	Customization
Europe				
Geneva, Switzerland	●	●	●	
Frankfurt, Germany	●			
Vienna, Austria	●			
Brussels, Belgium	●			
Randers, Denmark	●			
Paris, France	●			
Padova, Italy	●			
Skelmersdale, UK	●			
Lyon, France		●		
Sofia, Bulgaria	●	●	●	
China				
Beijing	●	●	●	
Shanghai	●			
Shenzhen	●			
Xian	●			
Hefei	●			
Taipei, Taiwan	●			
North America				
Milwaukee, Wisconsin	●			●
Columbus, Ohio	●			
Amherst, Massachusetts	●			
Los Angeles, California	●			
Rest of world				
Pune, India	●			
Seoul, South Korea	●			
Tokyo, Japan	●		●	
Tver, Russia	●		●	●
Agents/distributors	○			

The team here today

Speakers



Frank Rehfeld
Chief Executive Officer



Andrea Borla
Chief Finance Officer



Rainer Bos
SVP Europe/Americas



Frank Steinert
Head of Department
Vehicle Systems,
Fraunhofer Institute



Bastien Musy
VP Global Product
Management



Thomas Hargé
VP Integrated Current
Sensors



Dominik Schläfli
Group Head of Innovation



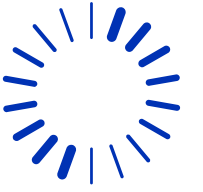
Ian McNutt
VP Advanced Engineering
and Software



Maxime Rau
VP Sales Excellence

The team here today

Other leaders



Andreas Hürlimann
Chairman of the Board



Verena Vescoli
Chief Technology Officer

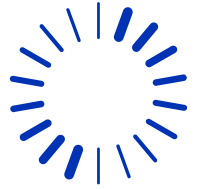


Martin Hoffmann
Strategic Accounts
Manager

Q&A



Program



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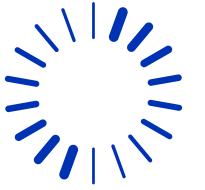


Automotive

Rainer Bos, Senior Vice President Europe/Americas



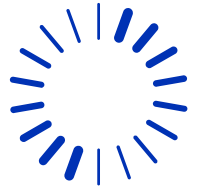
Introduction



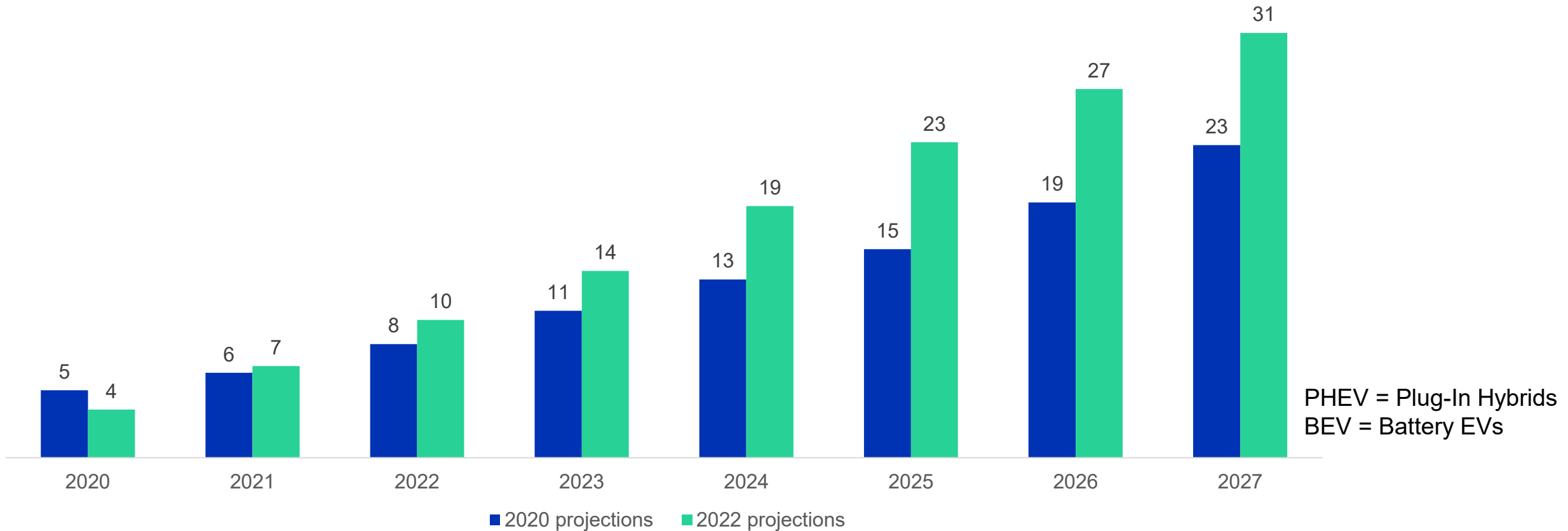
- › The automotive industry is going through unprecedented changes
- › Electrification is underway and there is no way back
- › Electrification of automotive powertrains and the deployment of charging infrastructure is posing significant challenges to corporations in the value chain
- › LEM plays a pivotal role in the electrification journey as a provider to solutions for electrification of the automotive industry

Electrification is accelerating

EVs will represent about 30% of worldwide car production in 2027

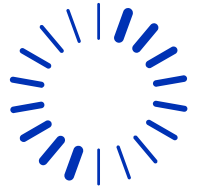


PHEV + BEV annual car production (m units)

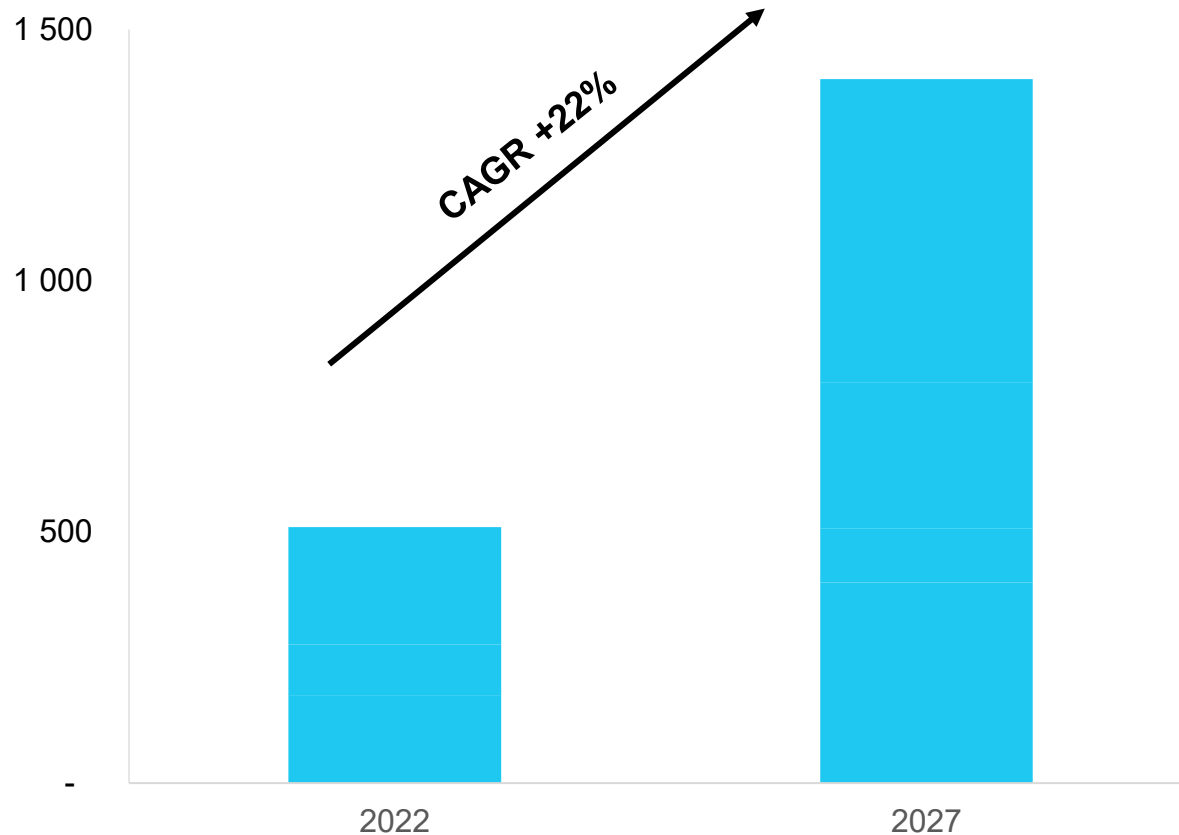


The current sensor market for Automotive

Market evolution from 2022 to 2027



**Automotive current sensor market
(CHF m)**



Battery management systems

- > Range autonomy
- > Thermal management for safety aspects

Motor control

- > Deployment of 800V architectures (size and cost)

Power conversion

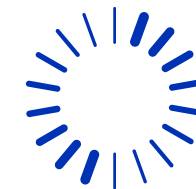
- > Sensors monitor DC DC converters

Electrical safety

- > Residual current detection sensors are protecting consumers from electrical hazards

An unparalleled product portfolio in the industry

LEM is the sole pure player in current sensing



Motor control



HC16



HC5FW



HAH3DR

Power conversion



GO



HMSR

Electrical safety



CDSR

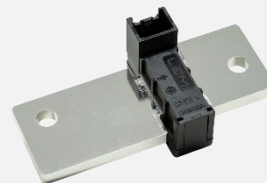


CDT x2

Battery management



HBCT



HSBBV

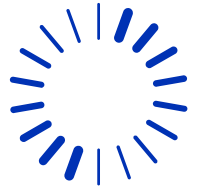


CAB 1500

- > Diverse product portfolio
- > High level of customization
- > Key process: final calibration
- > Embedded software
- > Expertise in automotive regulations

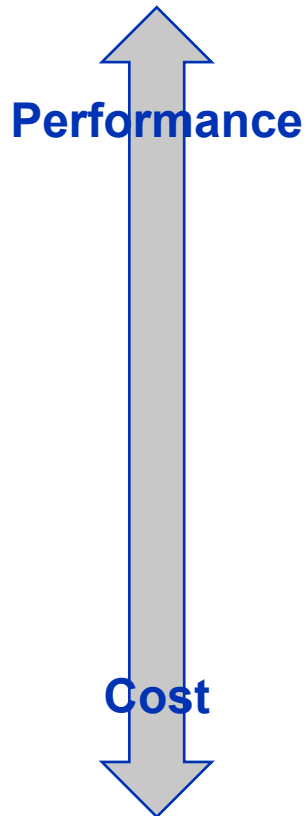
LEM's contribution to the Automotive sector

Cost optimization and system safety are paramount to EV adoption



Market trends

LEM expertise



Longest driving range at the optimum cost

- > Scalable platforms
- > Compact, simple Design
- > System efficiency
- > System integration
- > De-risk supply chain

Safe, fun, driving experience at a fair price

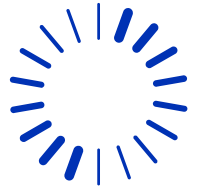
- > Reducing CO2 emissions
- > System safety (fire)
- > Consumer protection (while charging)
- > Reliability
- > Extended driving range

- > Knowhow of our customers' systems
- > Accuracy and performance
- > Functional safety expertise
- > Integrated Current Sensing solutions (chip sized)

Provide rugged, reliable, smart sensing solutions

Adjacent markets

Growth opportunities beyond passenger cars

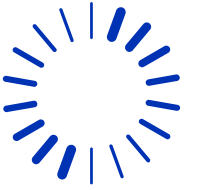


2030 projections	Share electrified (in %)	Sales forecast (in M units)
Passenger vehicles	> 40%	40M
2-3 wheelers	> 50%	50M
Buses	> 60%	0.2M
L/M/H Commercial Vehicles	~ 30%	6M



Conclusion

LEM is at the heart of the electrification of the industry



- › Current sensing is a key enabler to the adoption of affordable, safe, fun-to-drive Electric Vehicles. Performance matters
- › Our company offers unparalleled experience in current sensing and the largest portfolio in the industry
- › The boom in the industry offers short and long-term growth opportunities for LEM
- › The company is ideally positioned to support customers in the electrification era



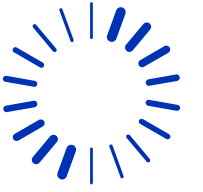
Charging infrastructure

Bastien Musy, Vice President Global Product Management



Introduction

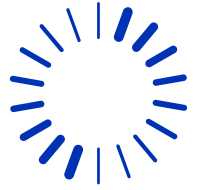
Enabling the access to fast, easy-to-find, and affordable charging



- › A seamless charging experience: a must for mass EV adoption
- › Cost transparency and reasonable prices are important to convince consumers
- › Regulatory landscape enforcing metering for better consumer information
- › LEM has developed innovative DC metering products for charging stations

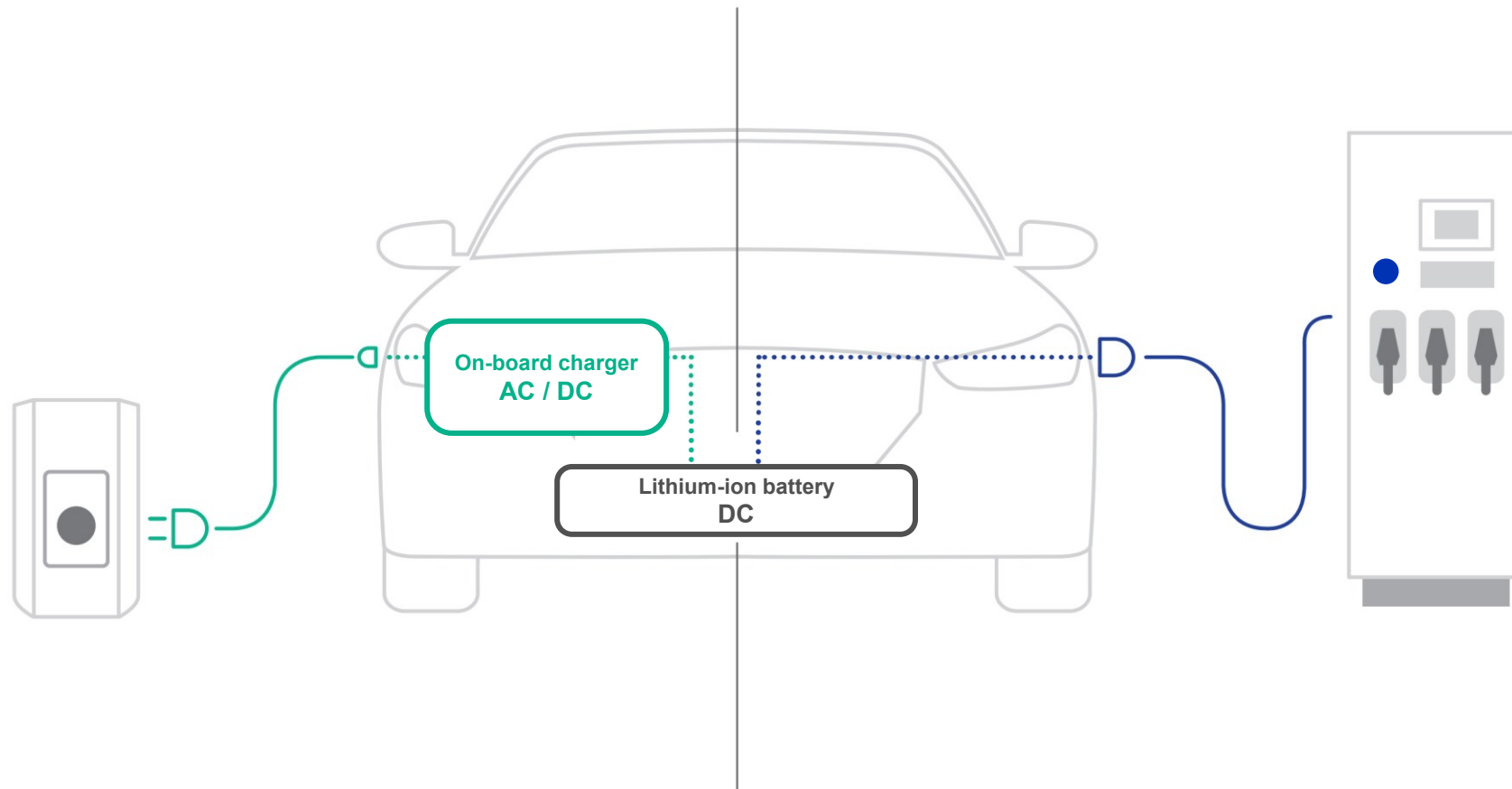
E-mobility infrastructure

How to charge an EV: AC and DC chargers



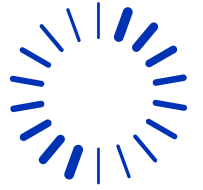
AC destination charger

DC fast charger



E-mobility infrastructure

AC or DC chargers: use cases



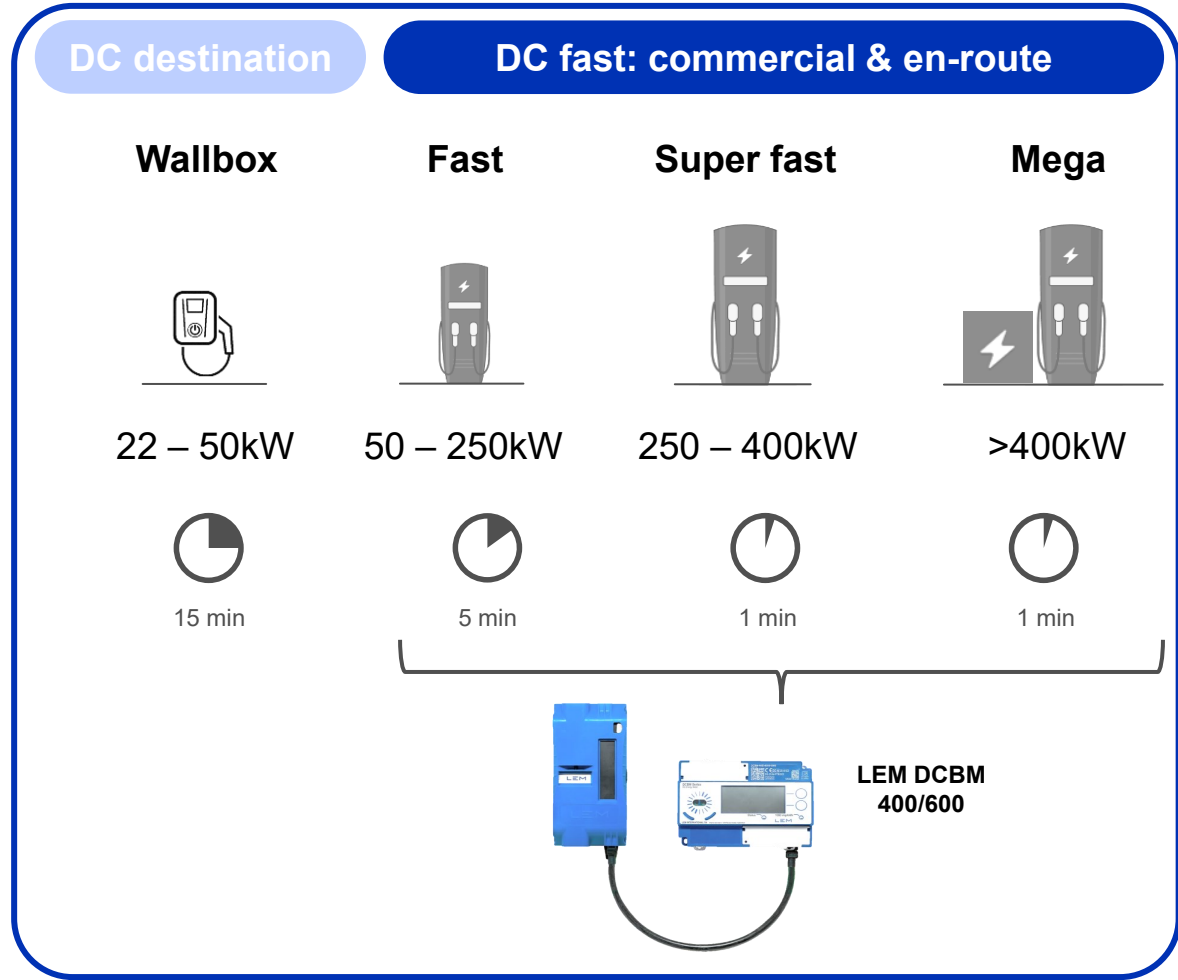
LEM focus

AC home and work

	Charging cable	Wallbox	Pedestal
Charging power	3 – 8kW	3 – 16kW	9 – 16kW
Required time to charge 30 km autonomy	60 min	30 min	30 min

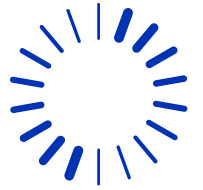
DC destination

DC fast: commercial & en-route



Segmentation by geographies & regulations

Geography and regulation set DC metering requirements



North America

- Biden's Bipartisan Infrastructure Law \$7.5 bn to build out a nationwide network of 500,000 EV chargers
- DC energy metering regulated at **charger level**
- California: first state to enforce regulation in Jan 1st 2023

Europe

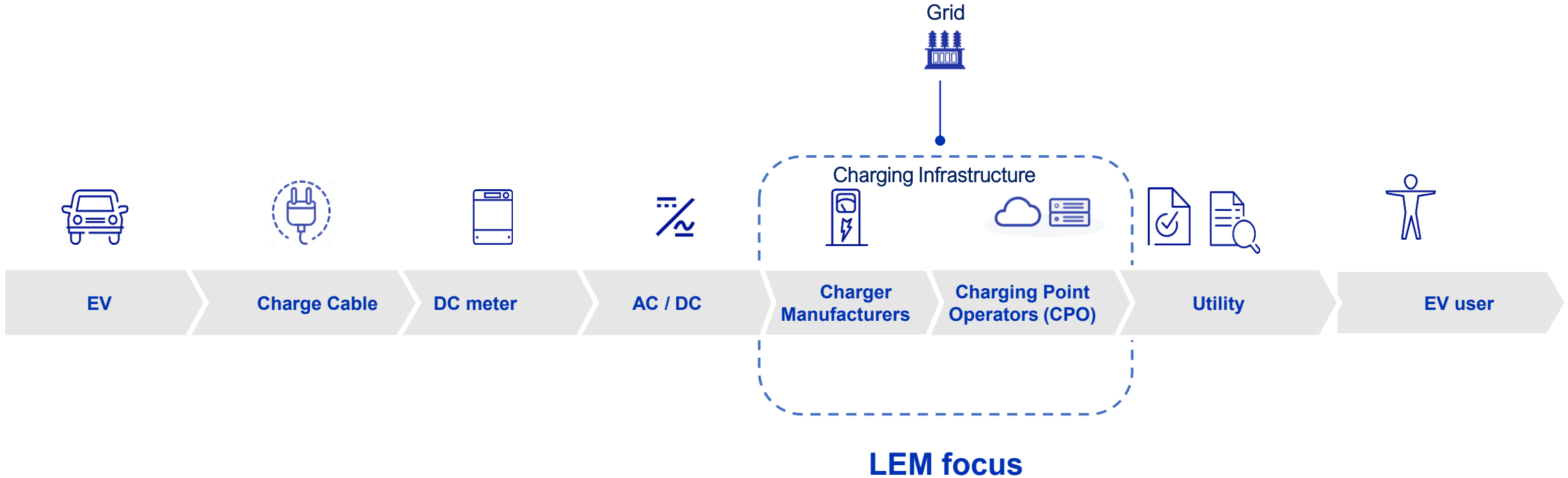
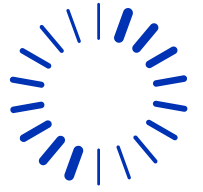
- EU's "fit for 55" plan commits to 3.5M charging points by 2030
- Regulation at **meter & charger levels**
- National regulations amid European harmonization

China

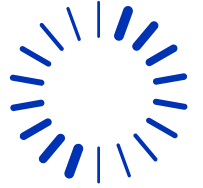
- Peak carbon emissions by 2030 and carbon neutrality reached by 2060
- Regulation at **meter level**, since 2012
- Evolution of regulation towards certification at **charger level in 2023**

Charging market structure

LEM focuses on Charger Manufacturers and CPOs



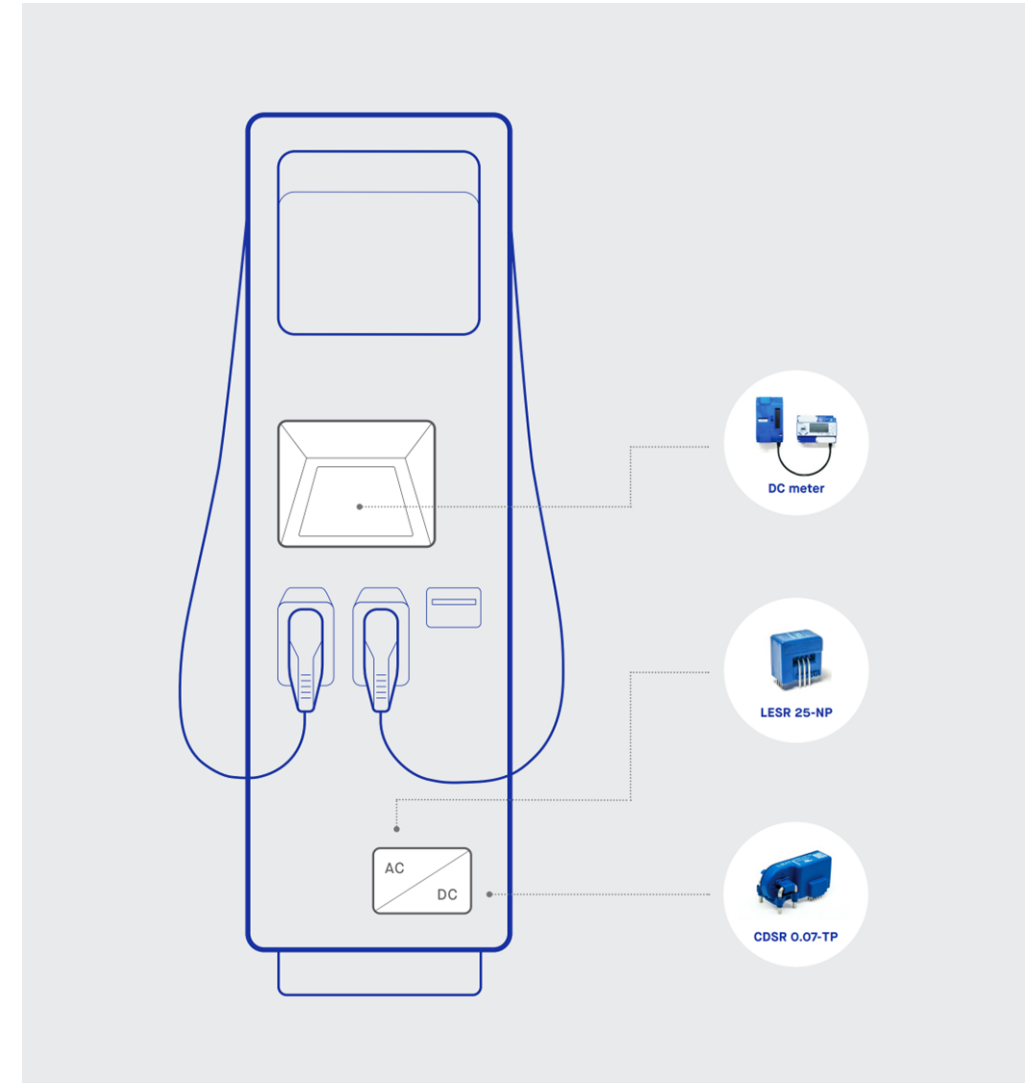
Creating a compelling offer for charging stations



LEM can leverage its unique portfolio

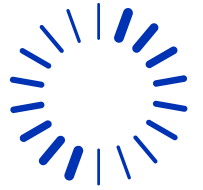
LEM's large portfolio addresses 3 key functions in charging stations:

- > LESR to regulate the power
- > CDSR to detect current leakage
- > DC meter to measure and issue certified billing information

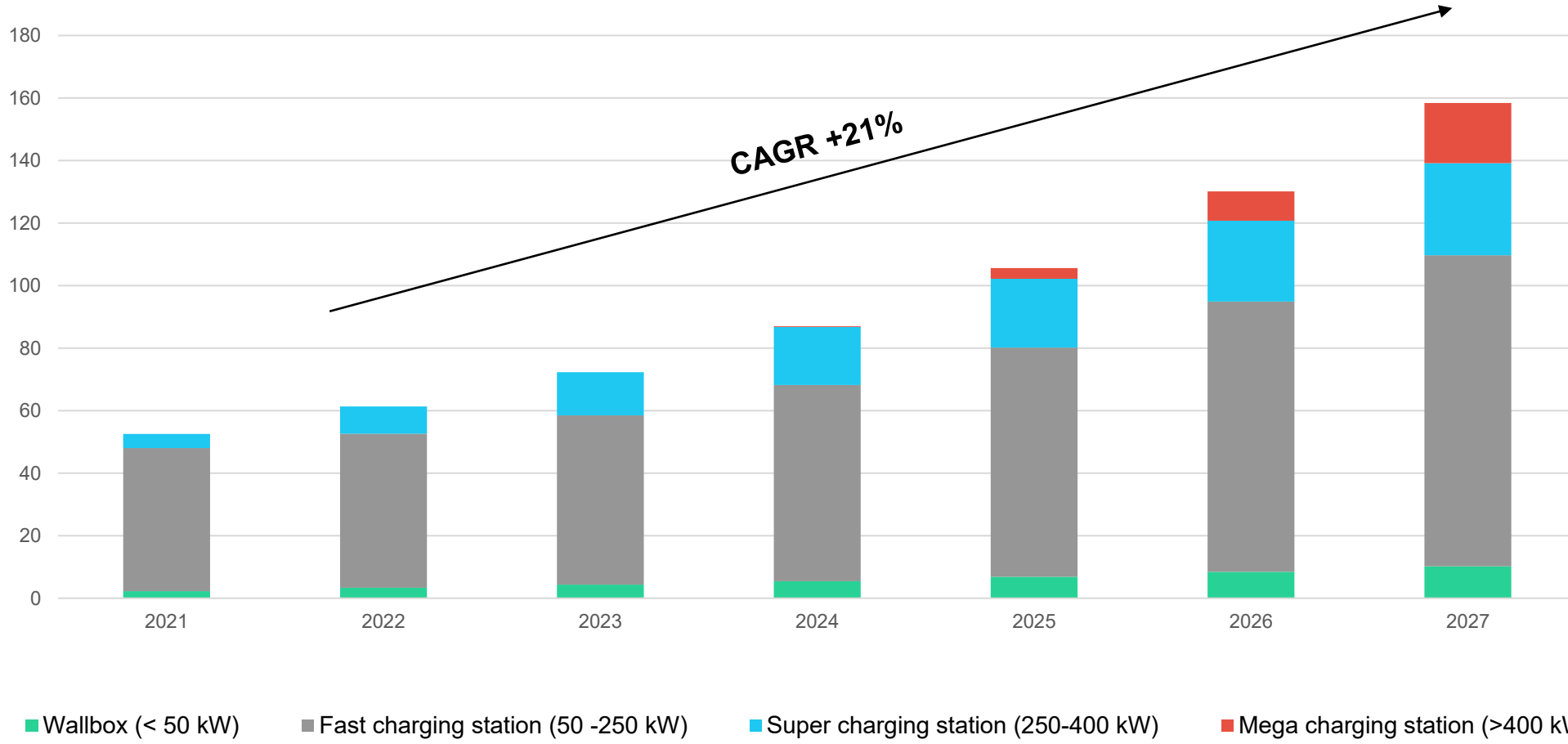


DC metering – market structure

LEM is the market leader on metering solutions for DC charging



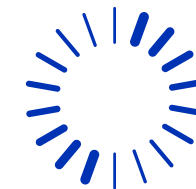
DC Metering market (CHF m)



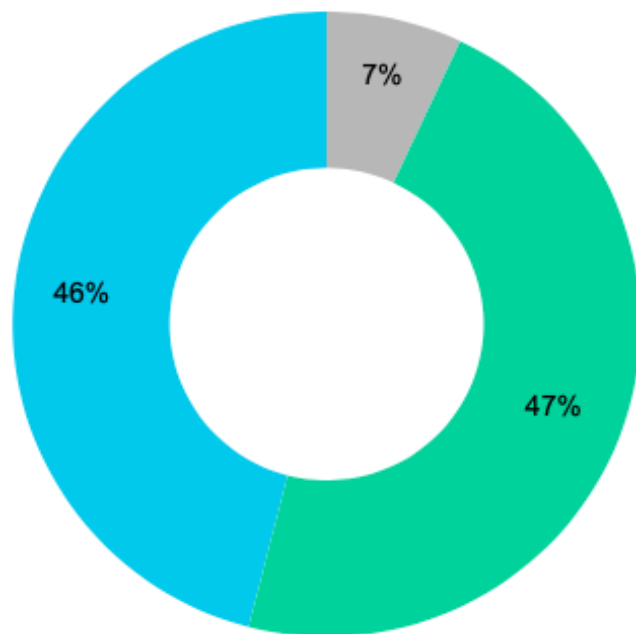
Source: Guidehouse EV Charging Equipment + LEM

DC Metering – market structure

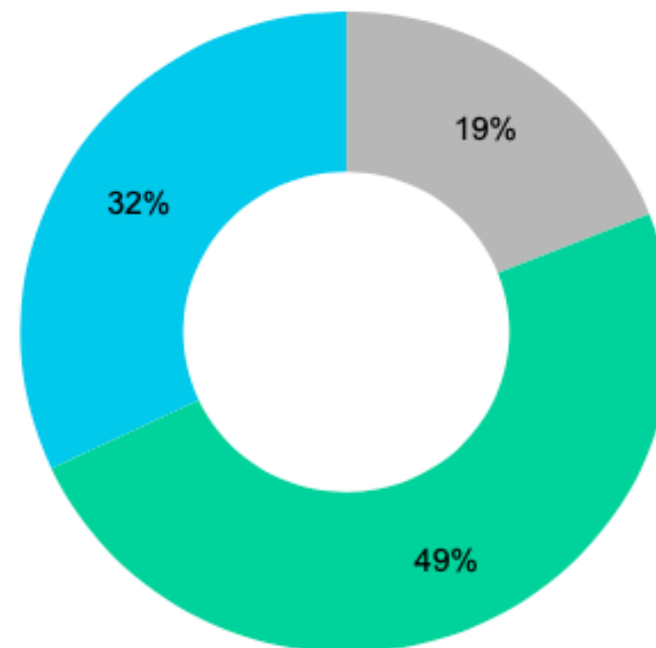
Value markets in Europe and US



Market value share 2021



Market value share 2027



Americas



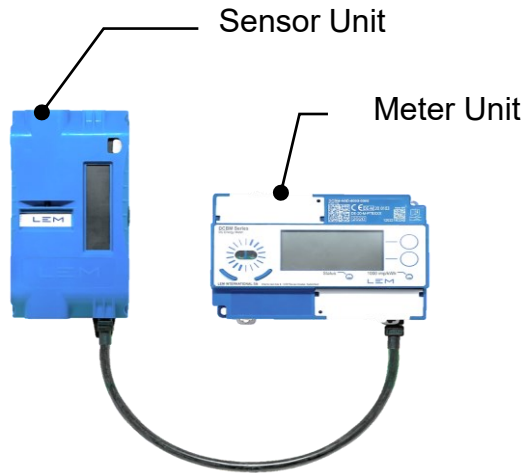
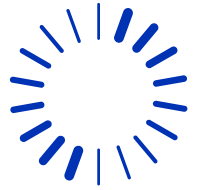
Asia



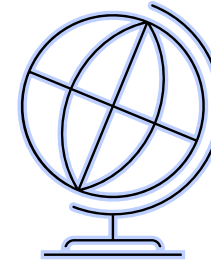
EMEA

LEM's market leadership in DC Metering

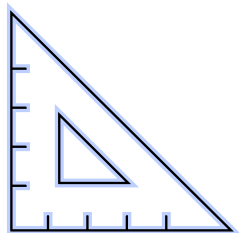
Strong brand equity owing to innovation and quality



Innovative design
for easy integration in the
charging equipments.
Plug-and-play with
customer systems



**Manufactured in
Geneva, Switzerland**



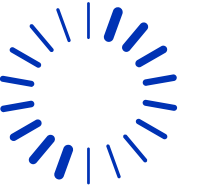
**In-house expertise in
metrology** to comply
with European and US
regulatory authorities



Testing and calibration
skills are key to
guarantee top quality
products to our
customers

Conclusion

A key growth opportunity for LEM

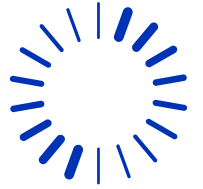


- › Mass EV adoption requires fit-for-purpose charging equipment, adapted to all types of usage
- › Massive government support for the rollout of charging infrastructures
- › Consumer information and transparent electricity billing is gradually enforced
- › LEM's strong product portfolio and metrology expertise support the deployment of EV charging infrastructure

Q&A



Program



Welcome & H1 results		
10.40 – 10.45	Welcome	Andrea Borla, Chief Finance Officer
10.45 – 11.35	H1 results + webcast	Frank Rehfeld, Chief Executive Officer, Andrea Borla, Chief Finance Officer
Capital Markets Day		
11.45 – 12.15	Strategic overview	Frank Rehfeld, Chief Executive Officer
12.15 – 13.00	Lunch	
13.00 – 13.45	Electric Commercial Vehicles	Frank Steinert, Fraunhofer Institute
13.45 – 14.25	Automotive and Charging Infrastructure	Rainer Bos, SVP Europe/Americas, Bastien Musy, VP Global Product Management
14.25 – 14.40	Break	
14.40 – 15.20	Integrated Current Sensors	Thomas Hargé, VP Integrated Current Sensors
15.20 – 16.00	Research & Development	Ian McNutt, VP Advanced Engineering and Software, Dominik Schläfli, Head of Innovation
16.00 – 16.30	Keeping close to our customers	Maxime Rau, VP Sales Excellence
16.30 – 16.40	Closing remarks	Andrea Borla, Chief Finance Officer
Factory tour		
16.40		First coach to Geneva Airport
16.40 – 17.00	Break and kitting-up for factory tour	
17.00 – 17.45	Factory tour for four groups	
17.45		Second coach to Geneva Airport
Cocktail		
17.45 – 18.30	Cocktail	
18.30		Last coach to Geneva Airport

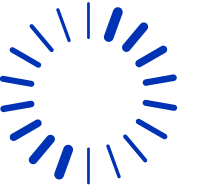


Integrated Current Sensors

Thomas Hargé, Vice President ICS



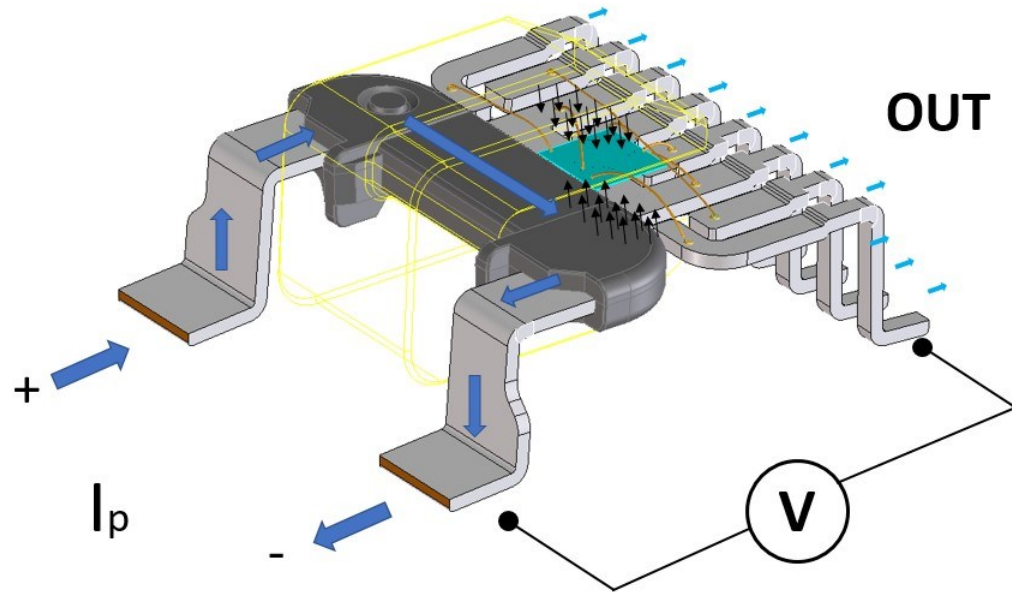
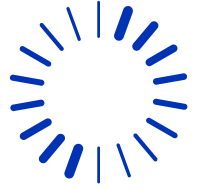
Introduction



- › An Integrated current sensor is a miniature current sensor
- › It is the natural evolution for most of LEM's sensors below 100 amps
- › It enters in new applications where size and cost were preventing the usage of other LEM sensors
- › It is built on standard semiconductor equipment allowing cost reduction while making the production more scalable
- › LEM is winning on ICS through significant investments and focus as a pure player in sensors

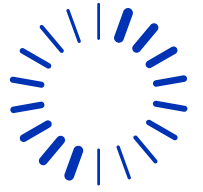


An ICS is a current sensor in a “chip”



- > Current carried by the lead frame
- > Generating a magnetic field
- > Measured through a Hall Chip
- > With galvanic isolation

ICS will be used across all 5 businesses



ICS

Automation



Automotive



Renewable Energy



Energy Distribution & High Precision

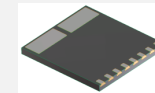
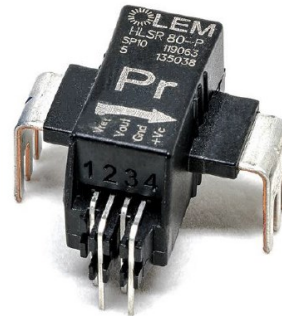
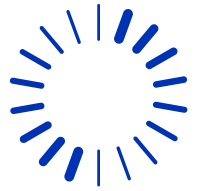


Track



ICS are the natural evolution of LEM current sensors

Miniaturization trend for LEM sensors below 100 amps



Product
release date

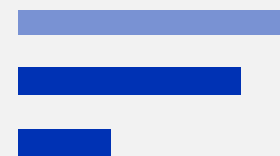
LTS / LTSR
2002

HLSR
2012

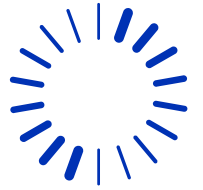
HMSR
2020

GXL
2023

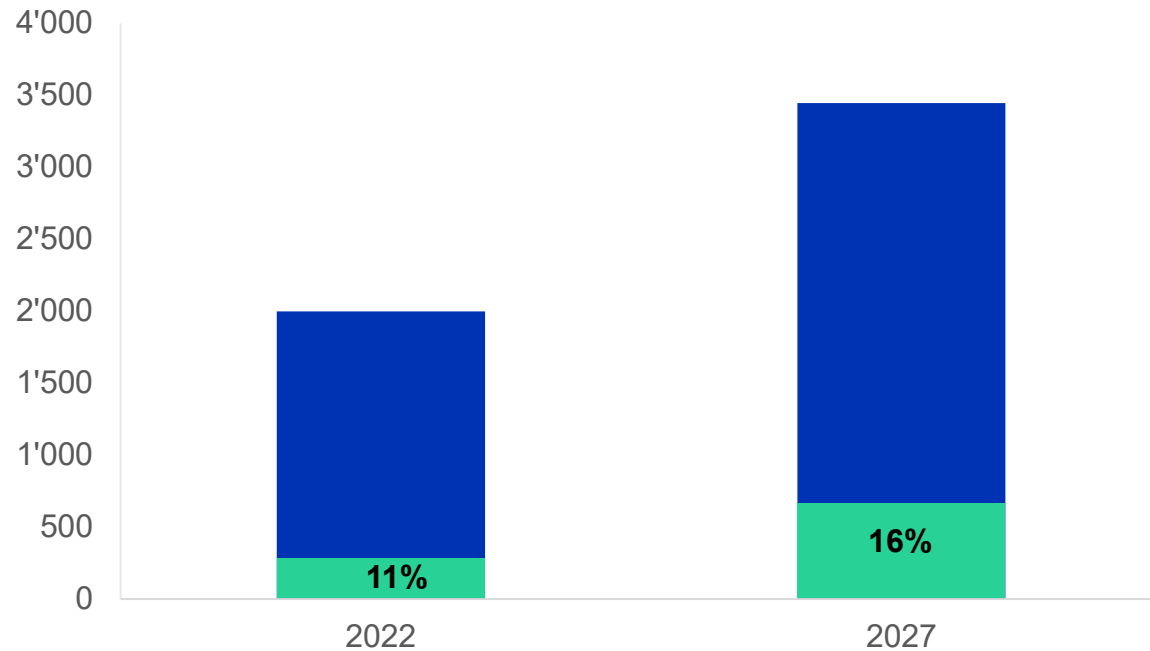
Volume
Performance
Price



ICS will represent a growing share of the whole market



Global current sensor market
(CHF m)

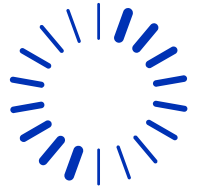


● Current sensor except ICS ● ICS

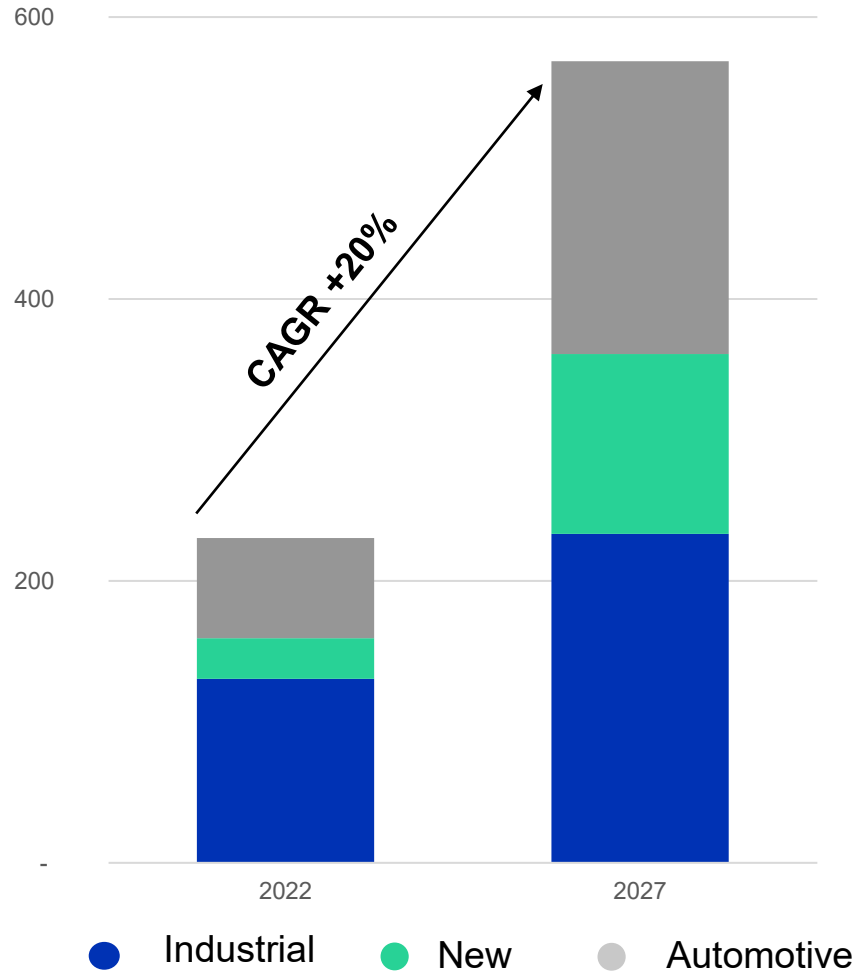
- > Small but growing share in value
- > In units the share is more significant
 - > ~25% in 2022
 - > ~38% in 2027

ICS address a large and fast growing market

Market and applications



Global ICS market (CHF m)



Automotive applications

- > Onboard chargers
- > DC/DC converters



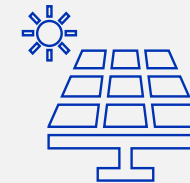
New applications

- > Heat pumps
- > E-bikes



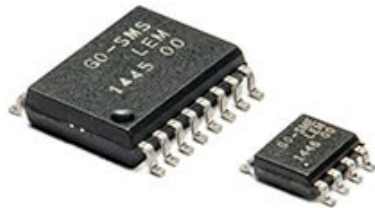
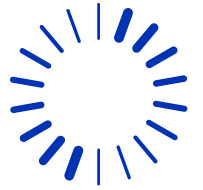
Industrial applications

- > Motor controllers (Drives)
- > Solar inverters



Matching solutions to customer needs

ICS solutions



GO:

- > **Features:**
 - > Fast & accurate
 - > Medium currents
- > **Applications:**
 - > E-bikes



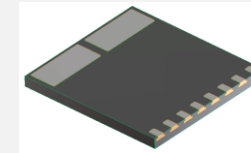
HMSR:

- > **Features:**
 - > Fast & accurate
 - > Medium currents
 - > High isolation
- > **Applications:**
 - > Solar inverters



HMSR DA:

- > **Features:**
 - > Digital output
 - > Medium currents
 - > High isolation
- > **Applications:**
 - > Servo drives

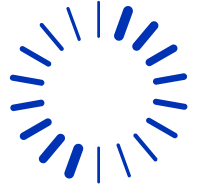


GXL:

- > **Features:**
 - > Fast & accurate
 - > High current (80A)
- > **Applications:**
 - > Onboard chargers

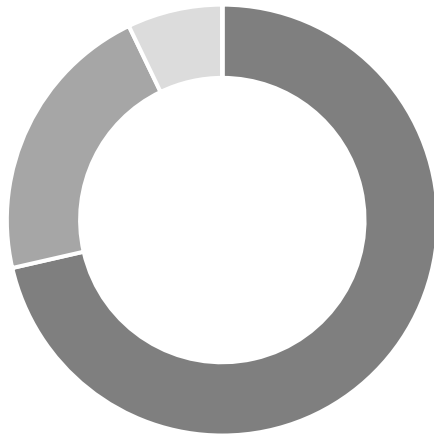
LEM will win through strong focus and investments

Product releases



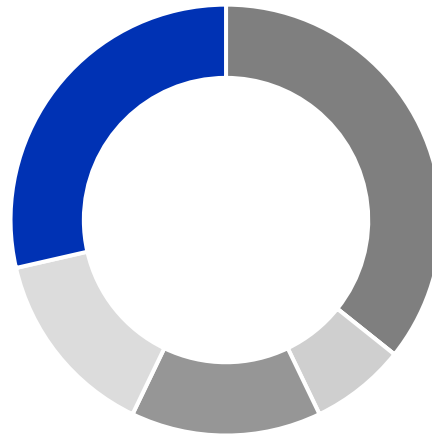
Number of ICS products released

2010-2018



Total: 14 product releases

2019-2022

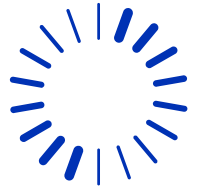


Total: 10 product releases

● LEM ● ● ● ● ● Competitors

- > Competitors started earlier than LEM
 - > 14 ICS released between 2010 and 2018
 - > Dominated by one player
- > LEM is already #2
 - > 4 products released since 2019
 - > 100% focused on current sensors
- > We will continue to release products
 - > Tailored to key applications
 - > With best-in class performance

We leverage LEM's know-how to build ICS products



Specification

Chip

Package

Test

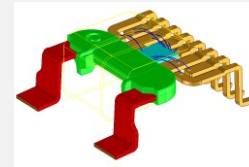
Development



LEM core competence



15 years of
experience in chip
design

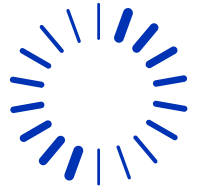


New expertise



New expertise

We use the fabless semiconductor model



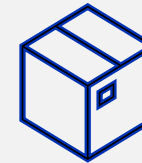
Chip

Package

Test

Delivery

Manufacturing



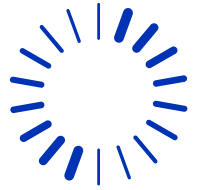
Foundry partner

Assembly partner

Test partner

LEM core
competence

We are building a team of passionate experts



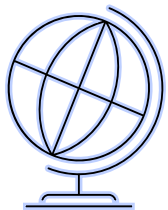
> ICS is a “start up” within LEM

- > Team organized for speed
- > Benefiting from LEM’s market access
- > Supported by LEM’s investment resources



> With strong and diverse experts

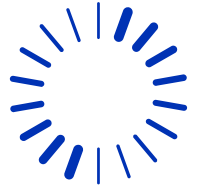
- > Strong focus on talent development and acquisition
- > Bringing expertise from major semiconductor companies
- > Leveraging LEM’s 50 years of experience



> Expanding outside Geneva

- > Most of the team is in Switzerland
- > Now recruiting in Lyon/Grenoble area
- > As well as in our new factory in Penang, Malaysia

Conclusion



- › Integrated Current Sensors are changing the market offering by all players
- › They allow LEM to seize new opportunities
- › They address industrial and automotive applications as well as new markets
- › LEM is ideally positioned through application knowhow and ASIC design expertise
- › We will win through consistent investment and focus

Q&A





Life Energy Motion

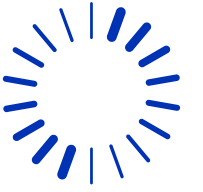
Research & Development

Ian McNutt, Vice President Advanced Engineering & Software

Dominik Schläfli, Group Head of Innovation



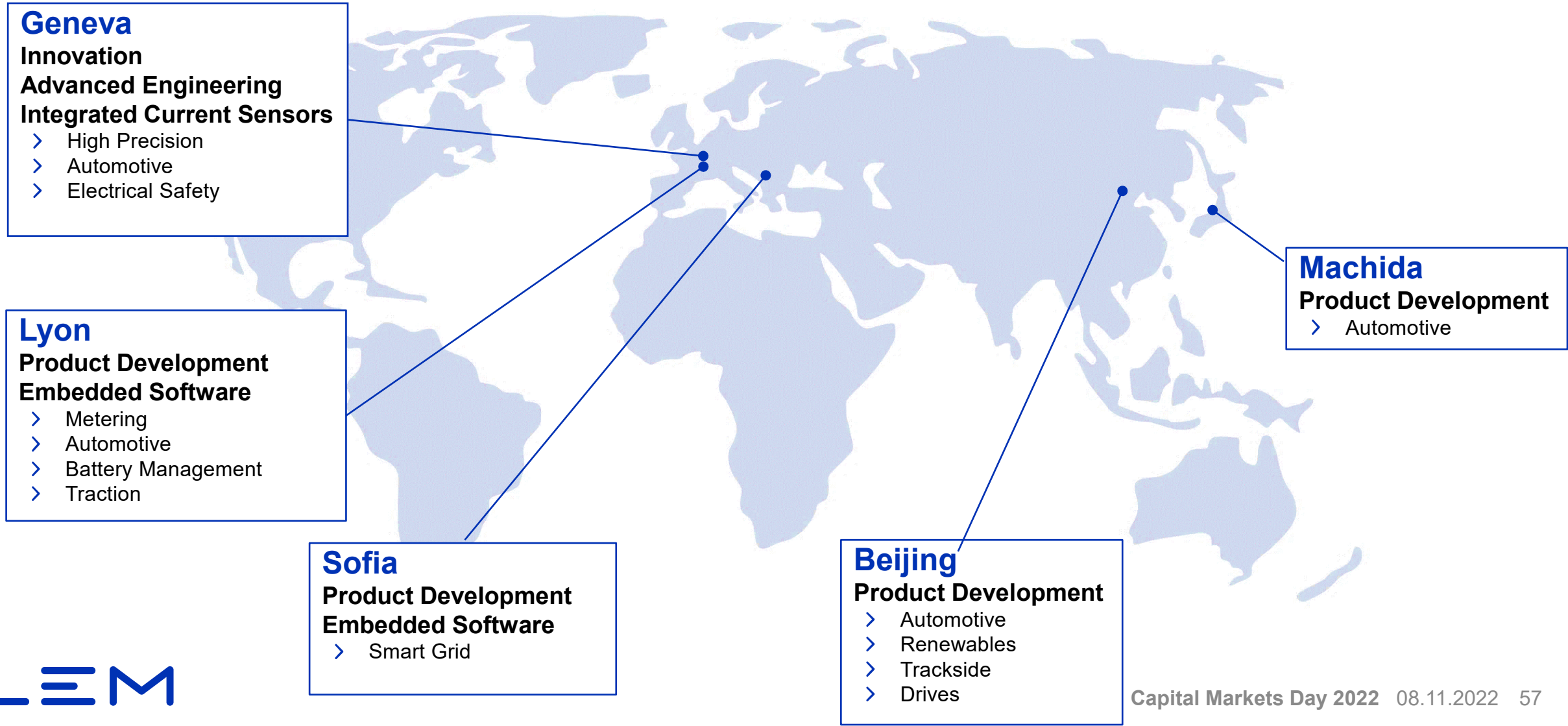
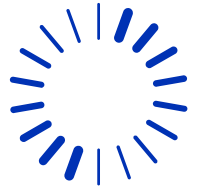
Introduction



- › Developing innovative products is integral to LEM's company culture
- › LEM has a network of R&D centres across Europe and Asia
- › We anticipate industry trends to position LEM optimally
- › LEM continues to invest significantly in R&D to support future growth

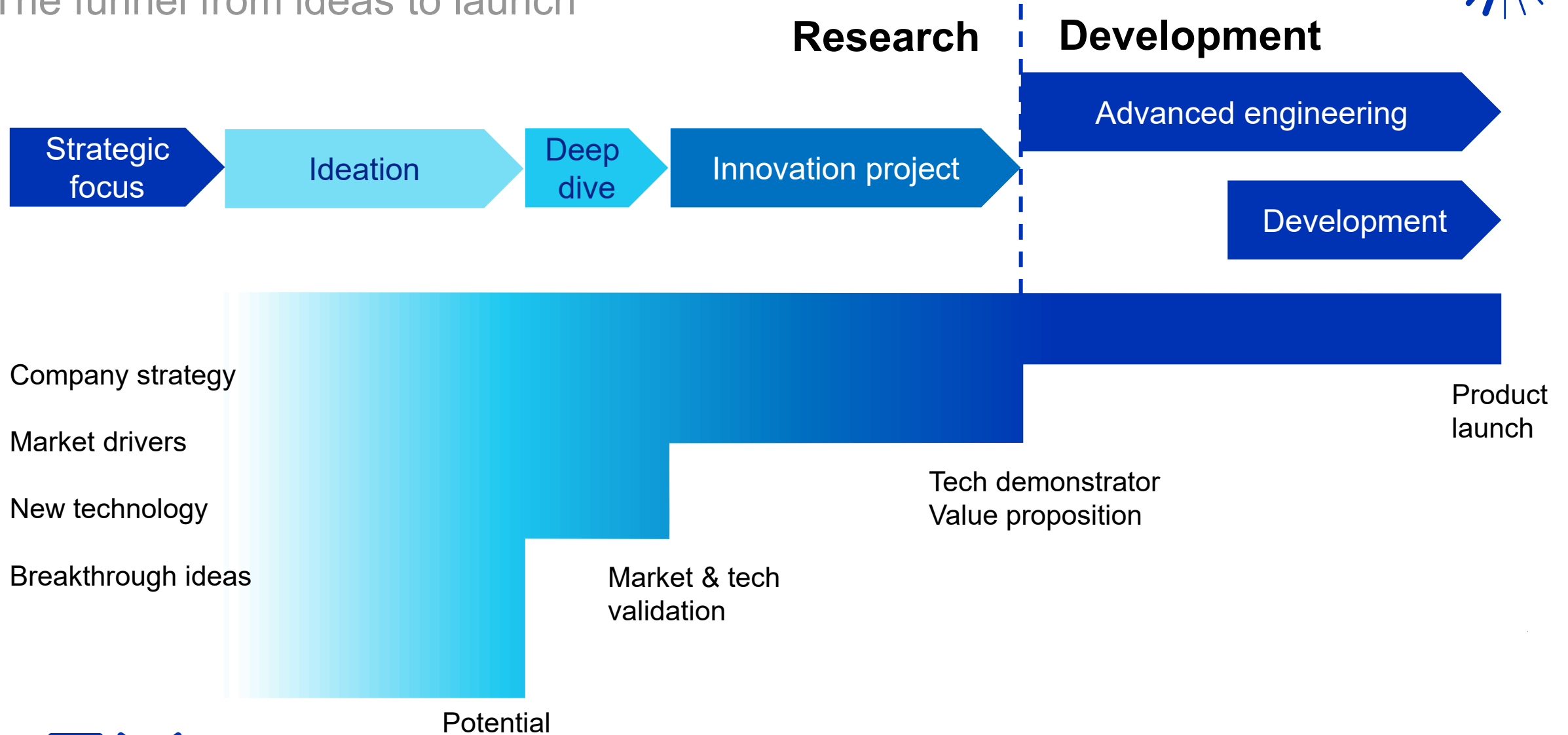
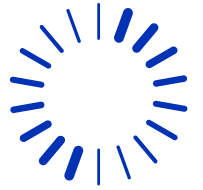
Organization

160 skilled engineers and project leaders and growing



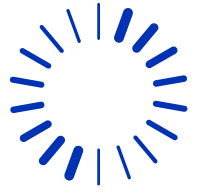
Innovation process

The funnel from ideas to launch

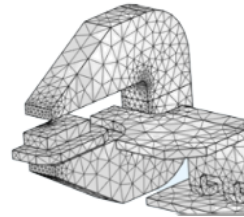
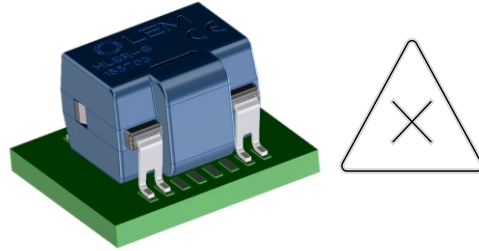
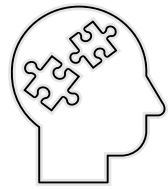


Innovation process example

Sensor for photovoltaic generation



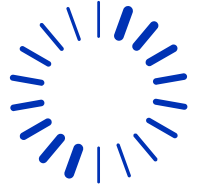
Iterations



Small package high insulation high surge capability	Traditional assembly technology	Semiconductor packaging technology	Unique combination of high surge, high insulation for 1500V applications	Improved sensor with digital output
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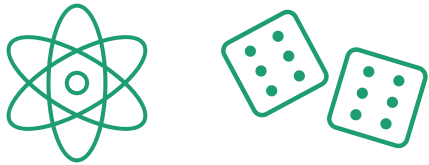
Industry trends



Functional safety and security

Functional Safety

- > Protect human life and health
- > Laws of physics and probability



Example: Start & Stop

- > Sensor part of safety concept
- > Only stop engine if sufficient charge

Security

- > Protect systems
- > Malicious actors



Example: EV charging station

- > Energy meter for billing
- > Secure firmware update

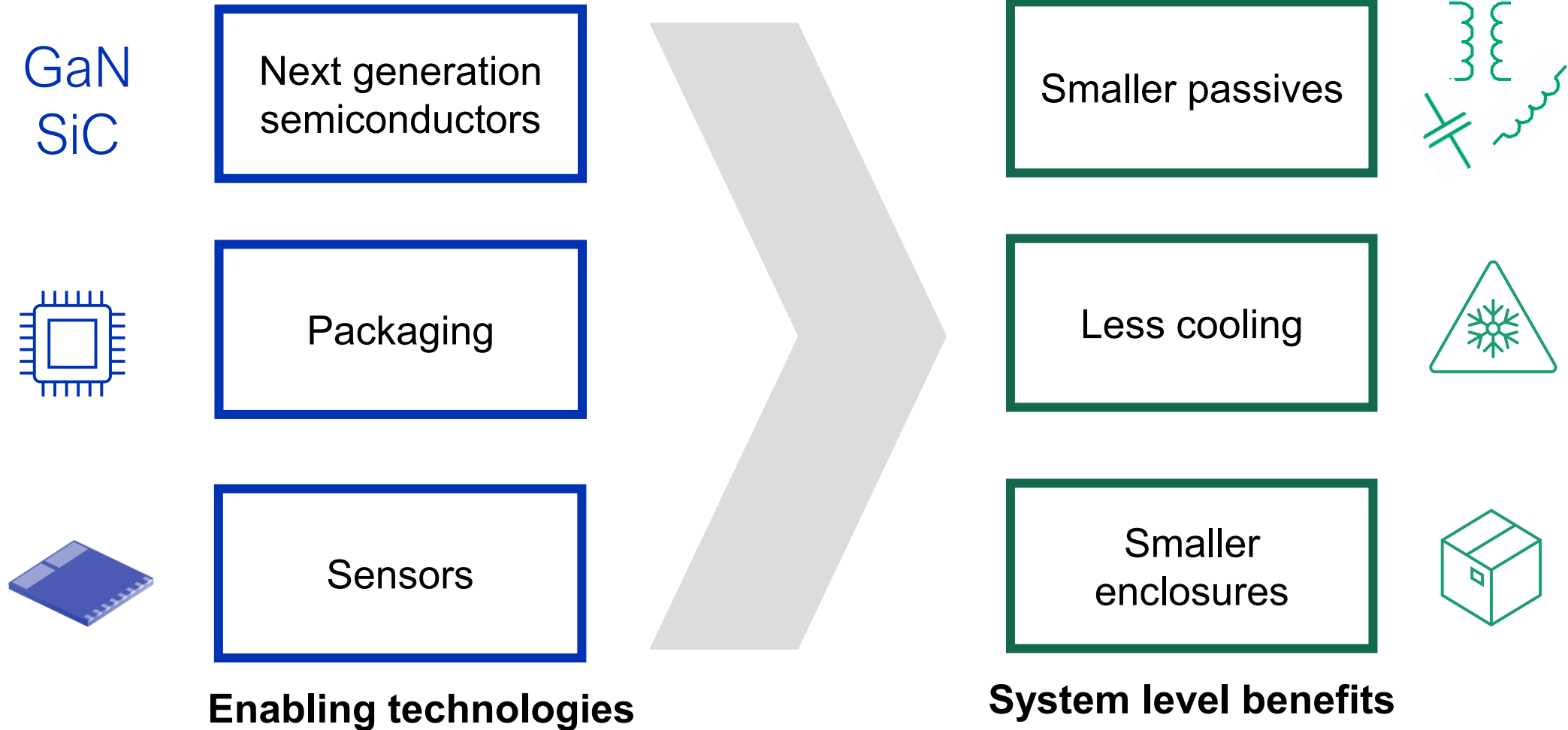
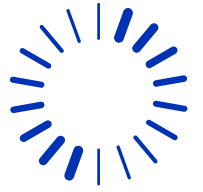
Requires a standards compliant development processes

Requires new competencies and roles

- > System engineering
- > Functional safety management

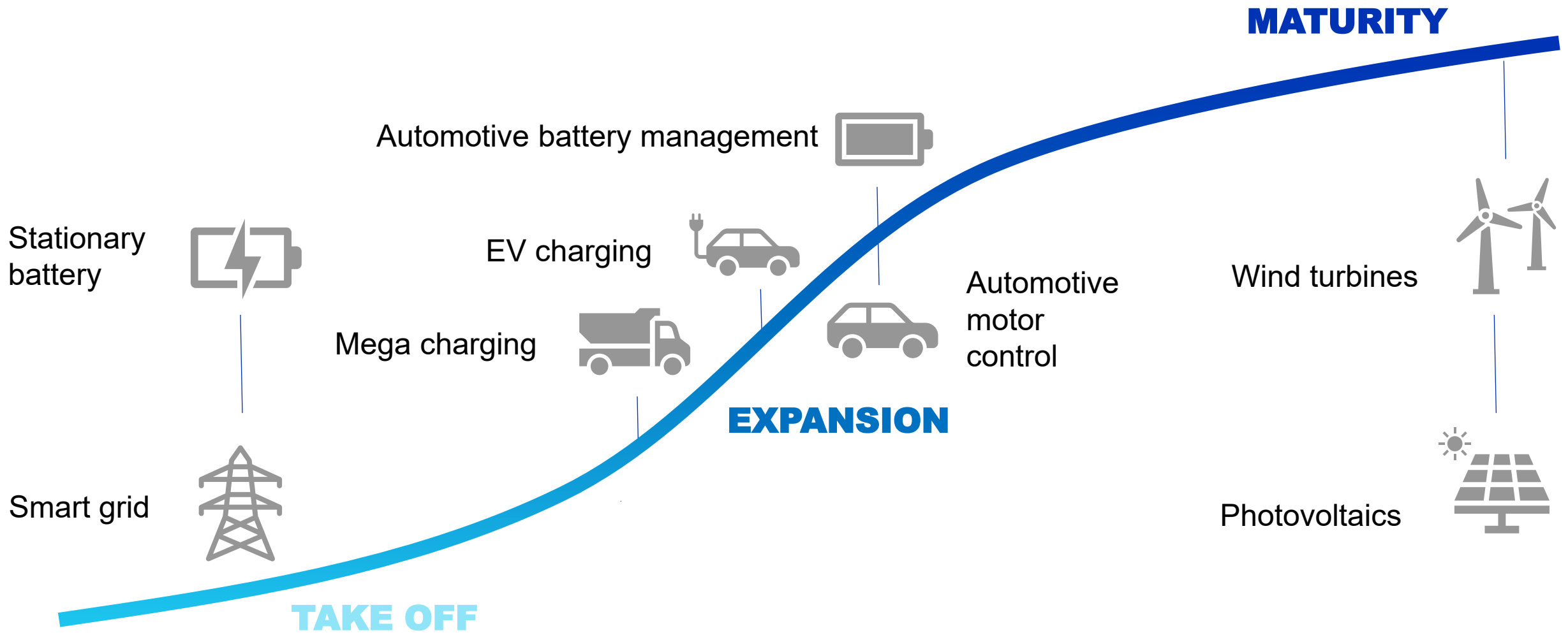
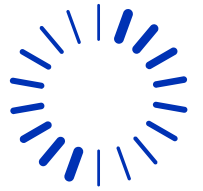
Industry trends

Factors facilitating miniaturization leading to multiple benefits



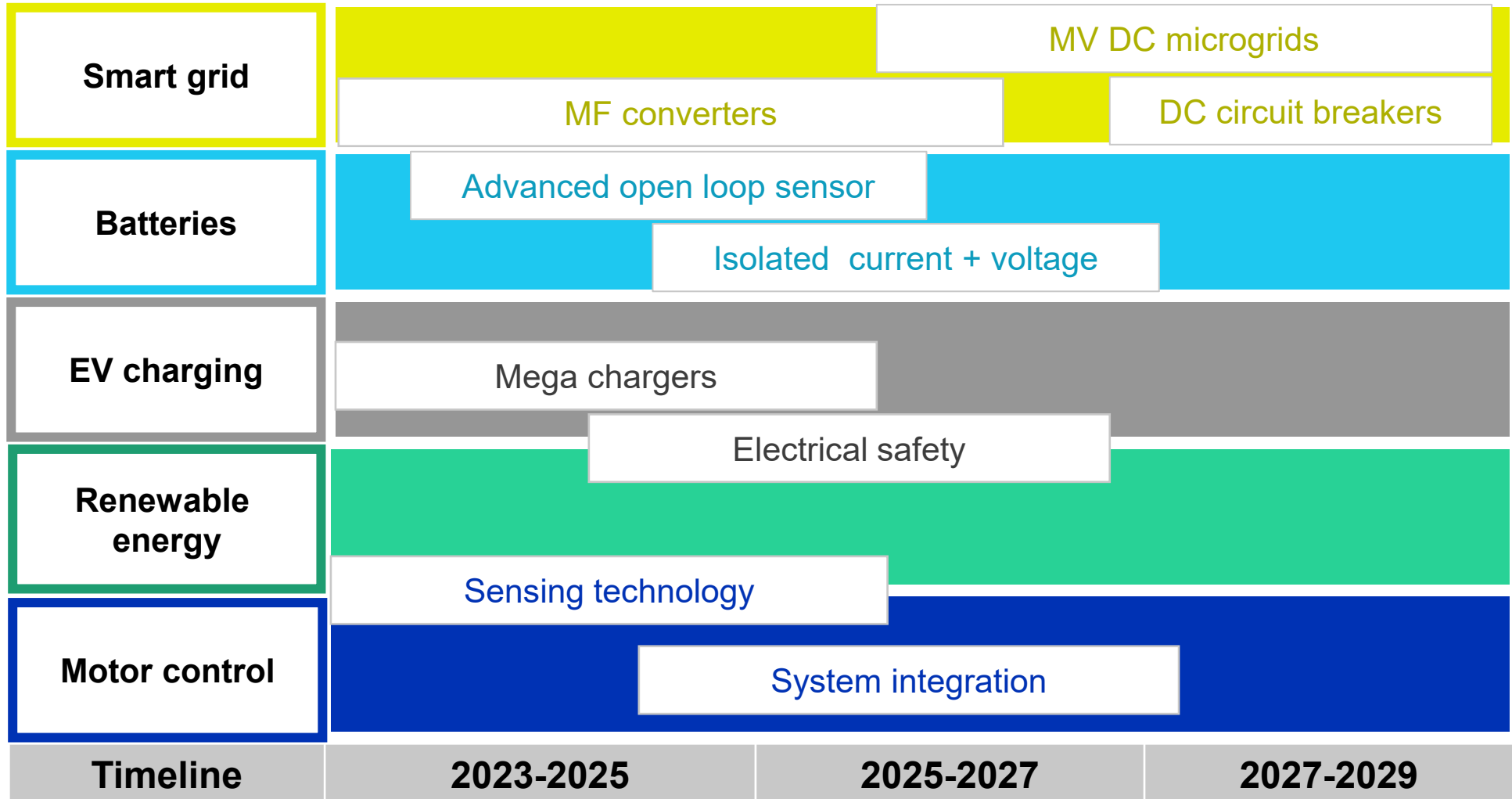
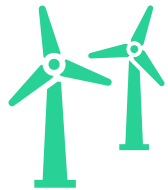
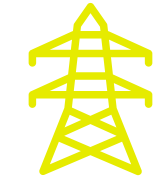
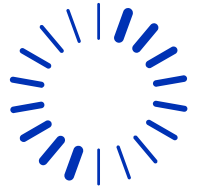
Strategic focus

Megatrends as a succession of waves



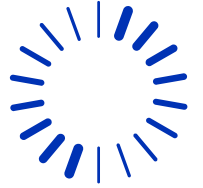
Pipeline

Challenges and opportunities



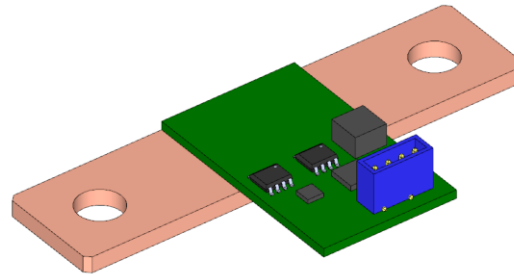
Pipeline example

Automotive battery management (BMS)



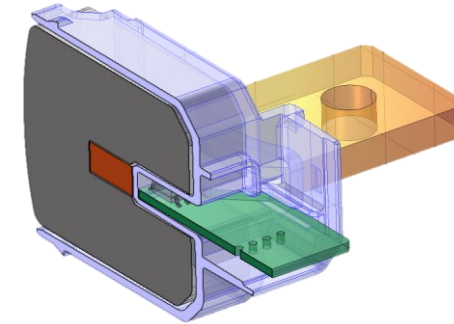
LEM's first in BMS sensing

- > Highest accuracy
- > Fluxgate based
- > Under cost pressure



Shunt resistor + isolator

- > Precision resistive alloy
- > 5 chips
- > Heating a challenge

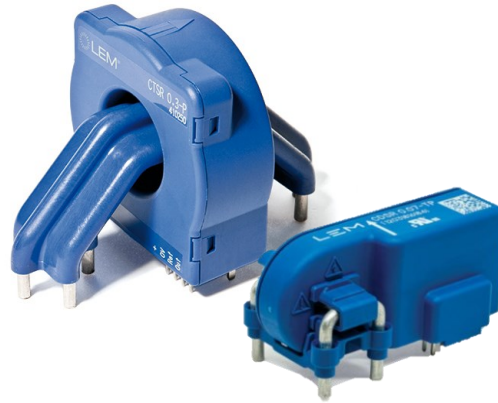
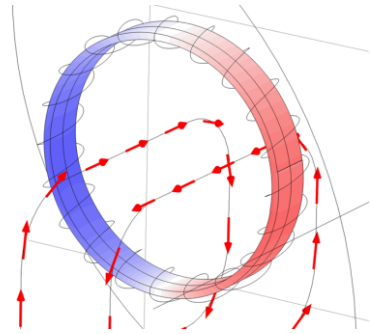
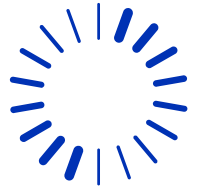


Breakthrough Hall sensor

- > Magnetic core
- > 1 chip
- > More reliable

Pipeline example

Electrical safety for EVs, charging infrastructure, and photovoltaics



Source: Zentar

Minute difference currents

- > Magnetic core based
- > Only game in town
- > Expensive materials

Digital signal processing

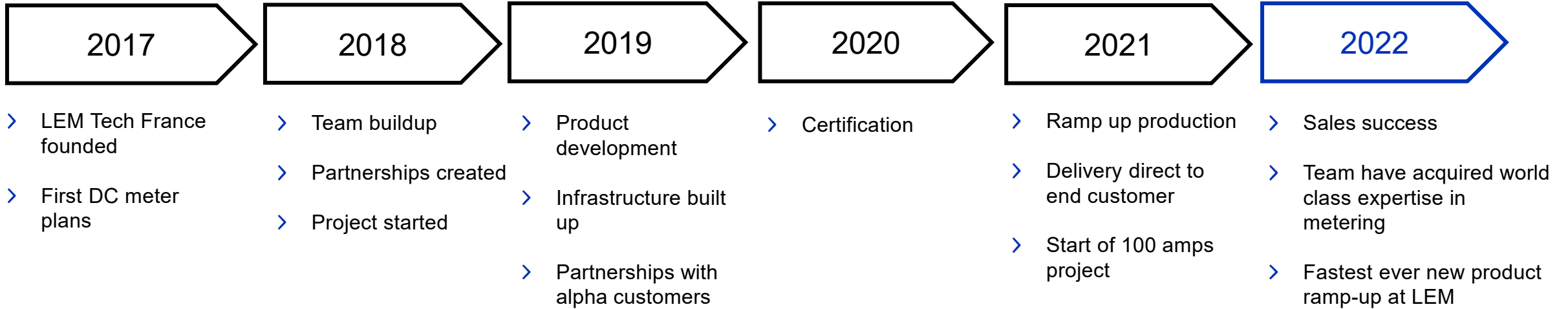
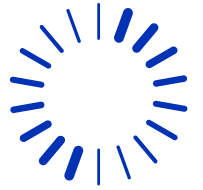
- > Simpler, smaller magnetics
- > Same performance
- > Material savings (Cu, Ni, Co)

Advanced packaging

- > Smaller magnetics
- > Material substitution (ferrite)
- > Material savings (Cu)

LEM success story – DC meter

New site, new team, new product



LEM Tech France, Lyon

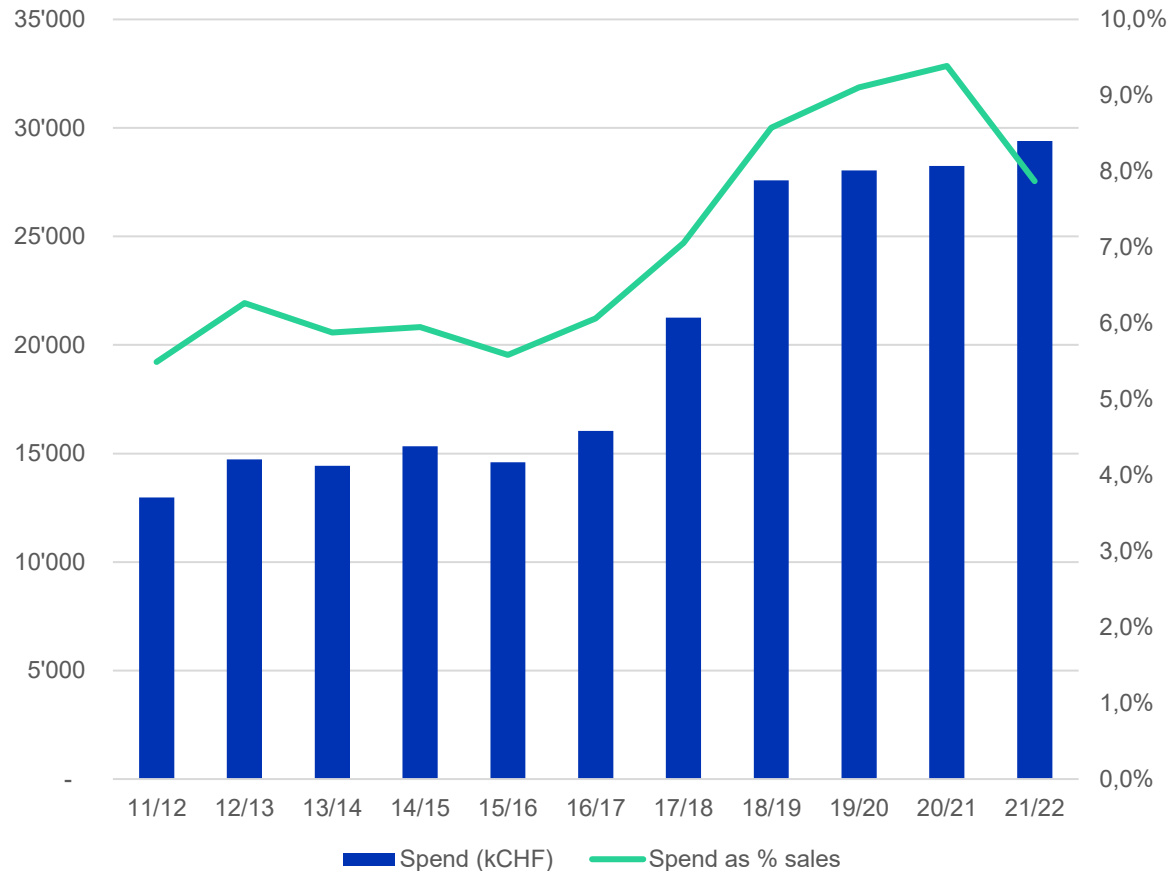
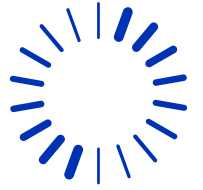


Test bench



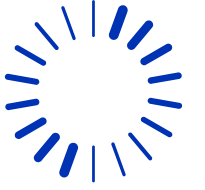
DC meter in the field

R&D investment



- R&D investment 2021/22 of CHF 29.3 million
- Since 2017 significant increase in investment
 - Growth of teams in China and Bulgaria
 - Growth of ICS team in Geneva
 - New R&D team in Lyon
 - DC metering
 - Battery management
 - Embedded software
 - Innovation team increased

Conclusion



- › Investment in R&D continues at a high level
- › We closely follow the market and technological trends
- › We build new competencies to remain at the forefront of technology
- › Our teams have the skills to deliver high quality but cost optimized solutions which our customers love

Q&A



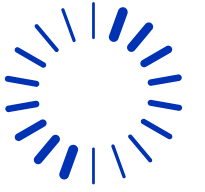


Keeping close relationships with customers

Maxime Rau, Vice President Sales Excellence



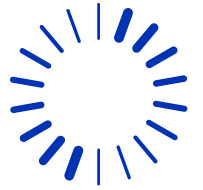
Introduction



- › We understand who our customers are and what they need
- › We are present at each step of the buying cycle and customer journey
- › LEM's value proposition
 - › Qualified sales force
 - › Ability to co-develop
 - › Strong geographic coverage
- › 50 years of success

Who are our customers?

Three types of customers



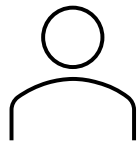
Time to Market

Endorsers

Companies working as design centers on development contract basis with no intention to produce in volumes:

- Eager to shine as innovative and pushing technical boundaries
- Able to influence their customers to use their preferred solutions

→ **Require application knowhow**



Trendsetters

Companies that influence market either through:

- Commercial scale / Global reach
- Technical leadership

→ **Require strong relationship, co-development and loyalty**



Followers

Companies who are focused on short time to market through:

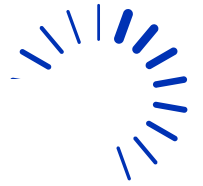
- Carry over of existing designs
- Use of standard and already approved solutions

→ **Require fast local support**



Who are our customers?

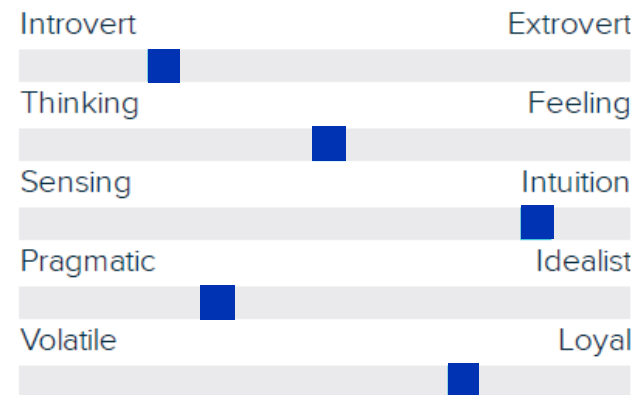
Example: Advanced Design Engineer



Professional goals

- > Loves technical challenges
- > Does not like to do same things again
- > Is motivated by transforming ideas into real products and patents
- > Enjoys exchanging with peers

Personality



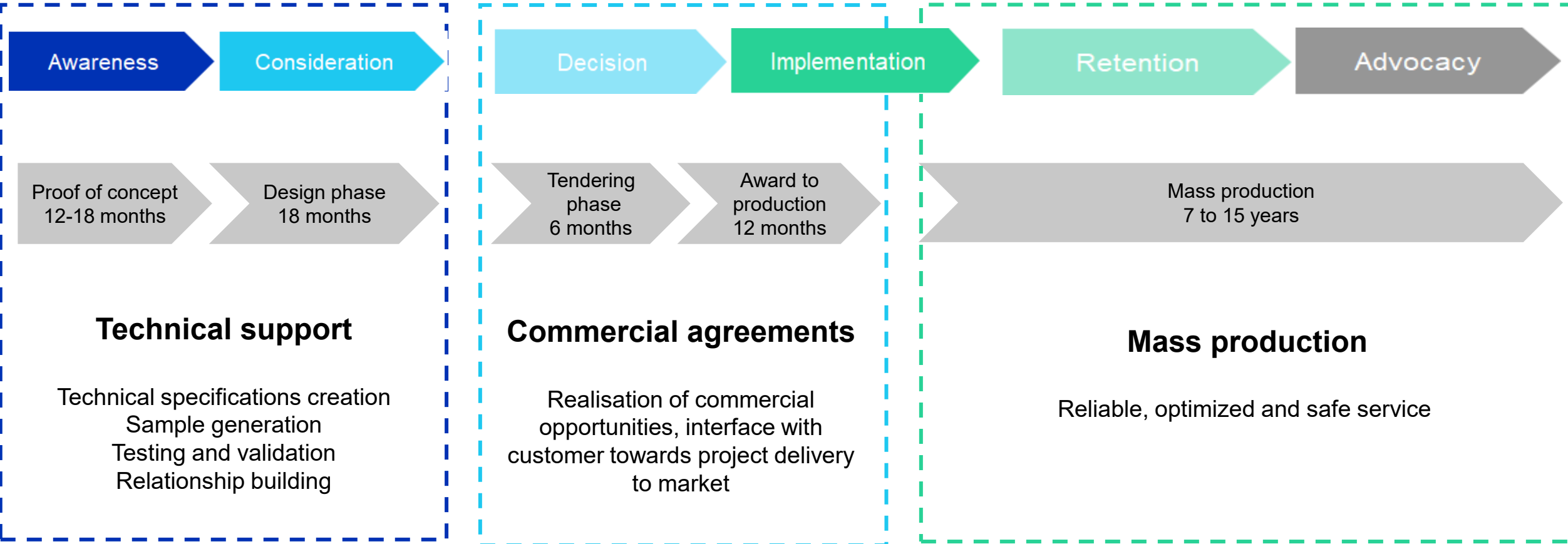
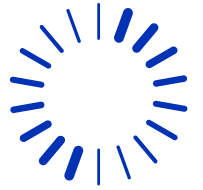
Expectations from suppliers

- > Solution providers
- > Collaborative spirit
- > responsive

"I always need to find compromise to come up with the best technical design at the best cost."

Buying cycle and customer journey

Endorsers' + trendsetters' support is a long-term investment

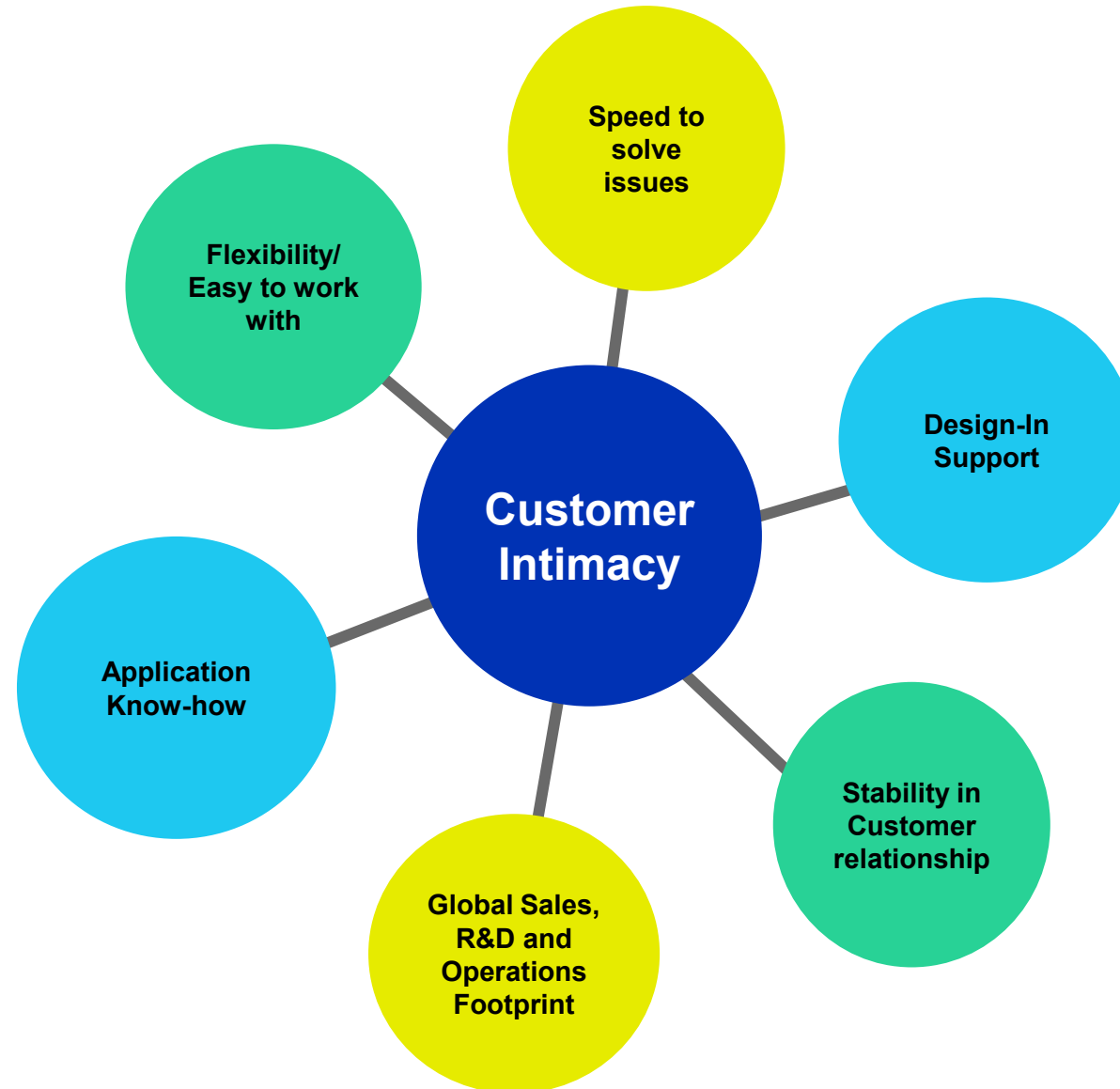
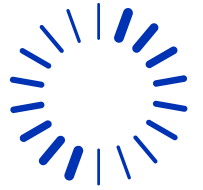


4-5 years investment

7 to 15 years return

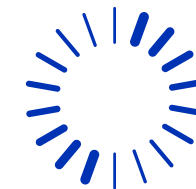
LEM's value proposition

How does LEM differentiate from competition?



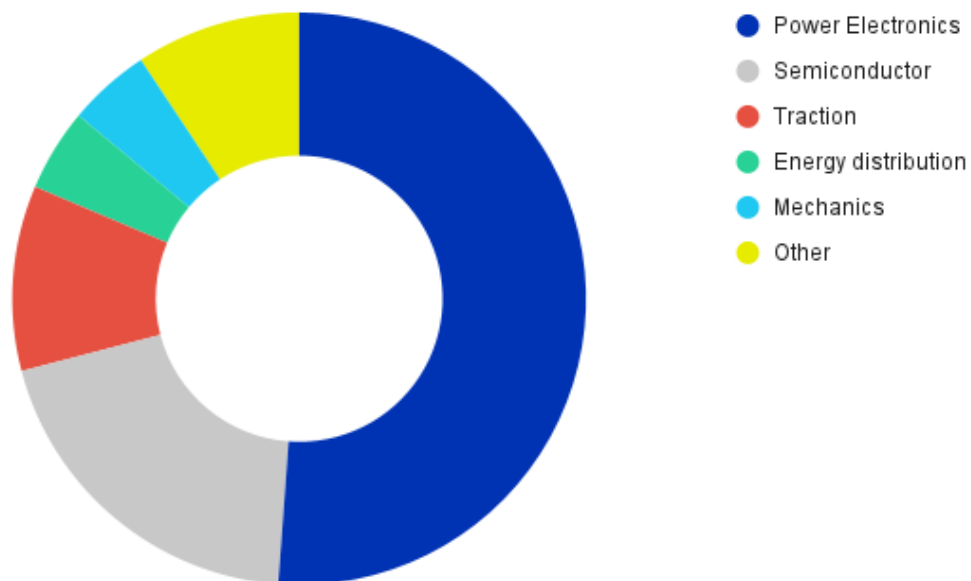
Qualified sales forces

Experienced, loyal and with strong technical background

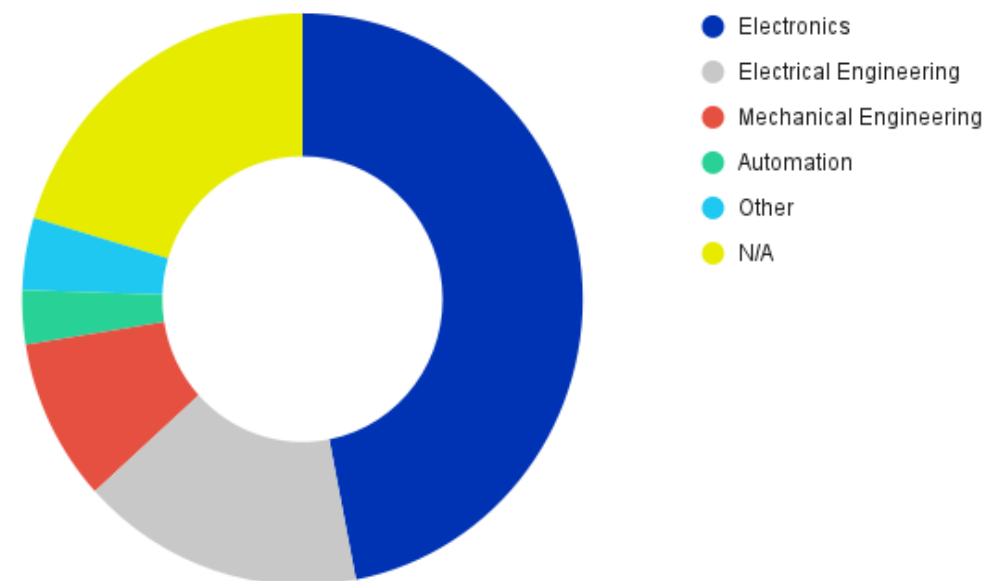


- > **15.6** years average experience in Technical Sales
- > **10.9** years average length of service for LEM
- > **80%** holding a Technical Engineering degree

Business Sector Sales background

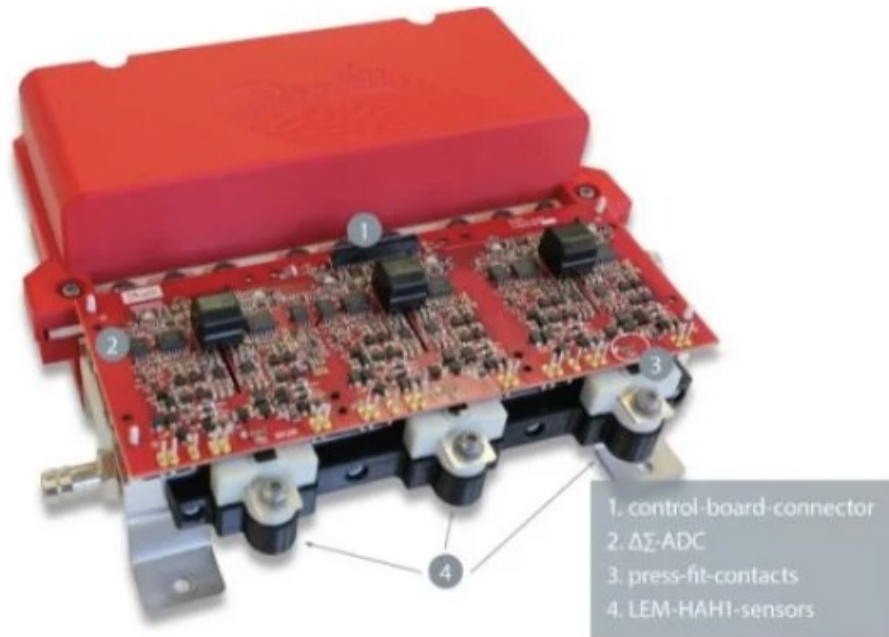
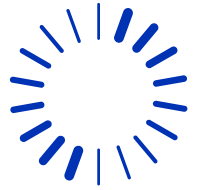


Engineering qualification



Co-development expertise

Example of collaboration



"Customized Current Sensor
Enables High Power Density
Electric Vehicle Inverters"

Bodo's Power Systems, April 2021

Figure 3: Enhanced DCM™ 1000 application kit incorporating the customized LEM HAH1 current sensor

LEM global footprint

Close to customers for fast response

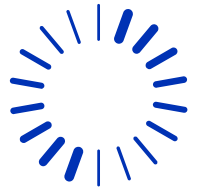


LEM headquarters
Geneva, Switzerland

	Sales	R&D	Production	Customization
Europe				
Geneva, Switzerland	●	●	●	
Frankfurt, Germany	●			
Vienna, Austria	●			
Brussels, Belgium	●			
Randers, Denmark	●			
Paris, France	●			
Padova, Italy	●			
Skelmersdale, UK	●			
Lyon, France		●		
Sofia, Bulgaria	●	●	●	
China				
Beijing	●	●	●	
Shanghai	●			
Shenzhen	●			
Xian	●			
Hefei	●			
Taipei, Taiwan	●			
North America				
Milwaukee, Wisconsin	●			●
Columbus, Ohio	●			
Amherst, Massachusetts	●			
Los Angeles, California	●			
Rest of world				
Pune, India	●			
Seoul, South Korea	●			
Tokyo, Japan	●		●	
Tver, Russia	●		●	●
Agents/distributors				
	○			

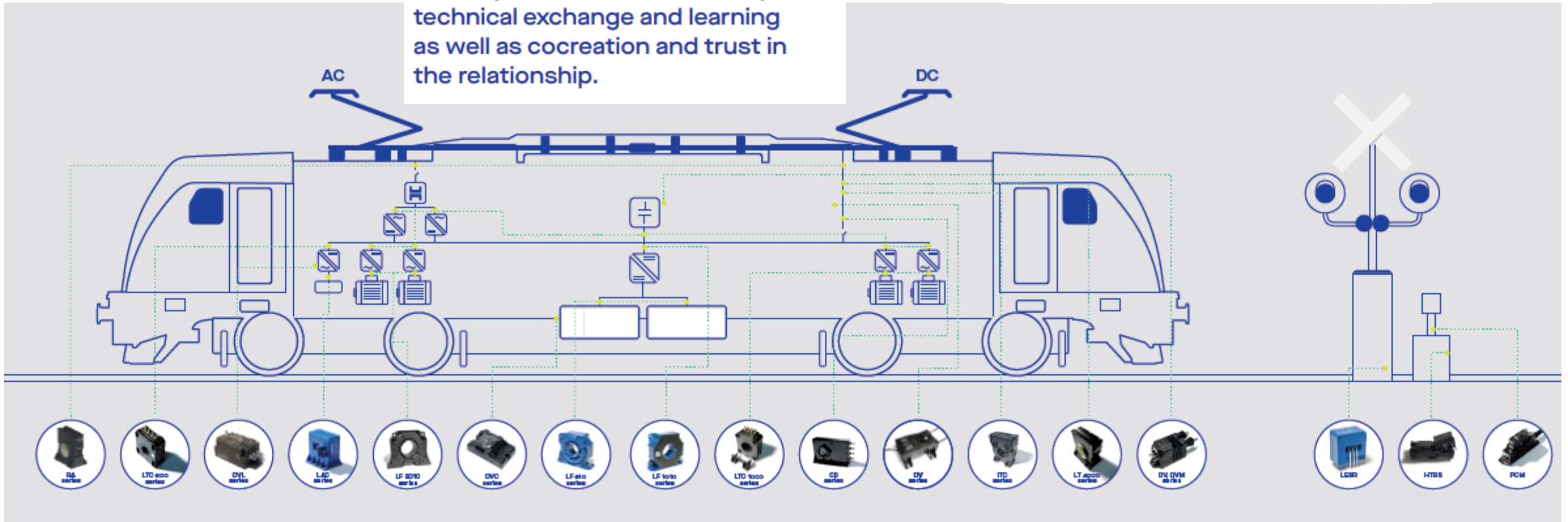
Evolving with our long-term clients

Founder Jean-Pierre Etter sets the philosophy



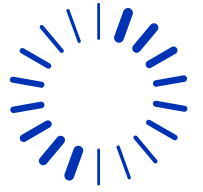
Right from the start, we were working very closely with customers, such as SNCF and Siemens. Working on an equal basis was key. There was mutual respect, technical exchange and learning as well as cocreation and trust in the relationship.

Jean-Pierre Etter

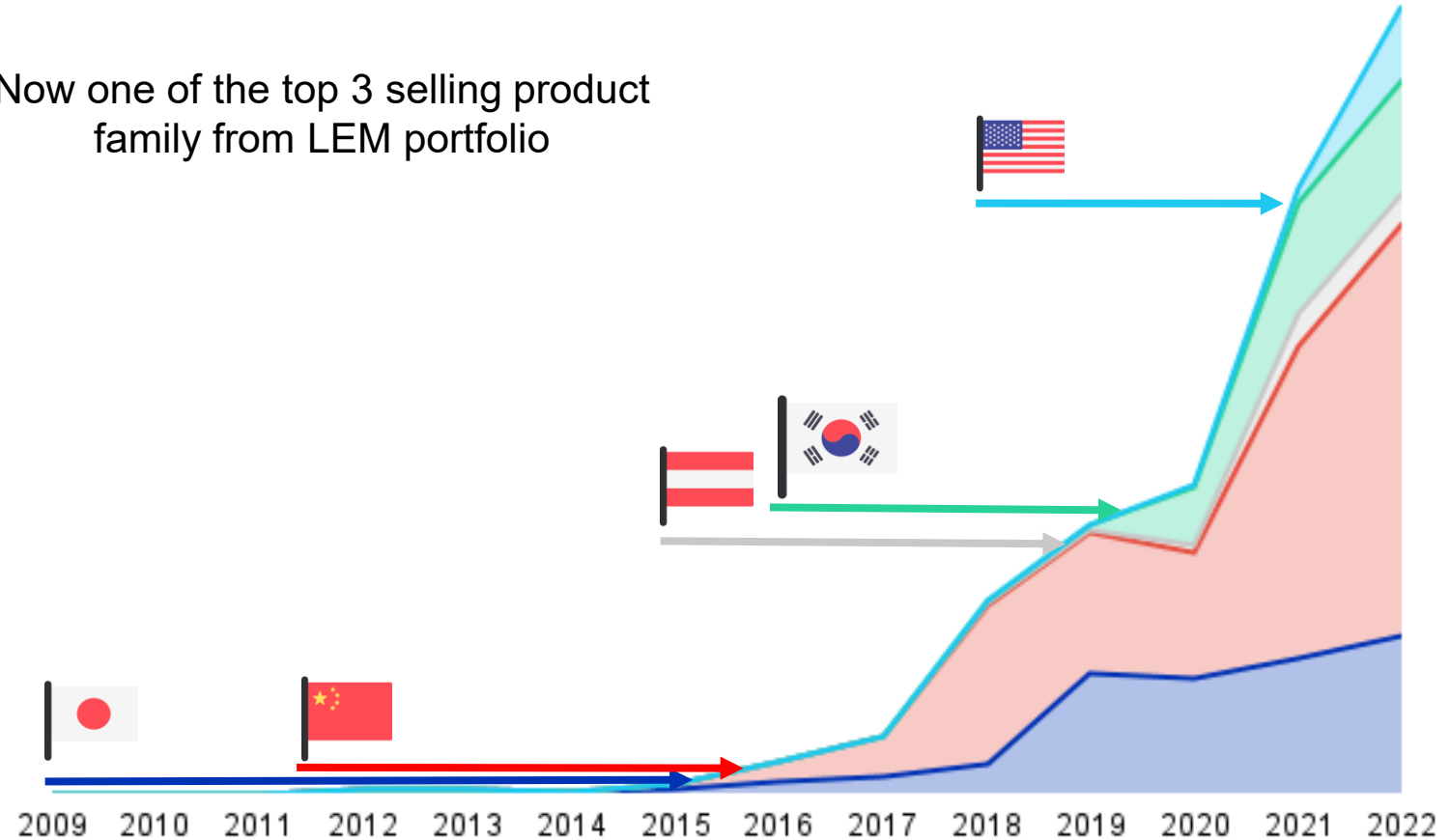
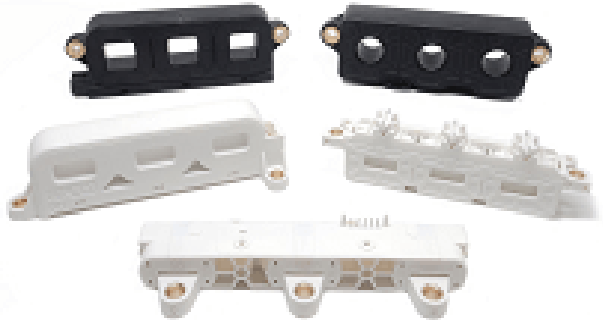


Supporting fast growing local businesses

Acceleration of revenue from pilot to multiple customers



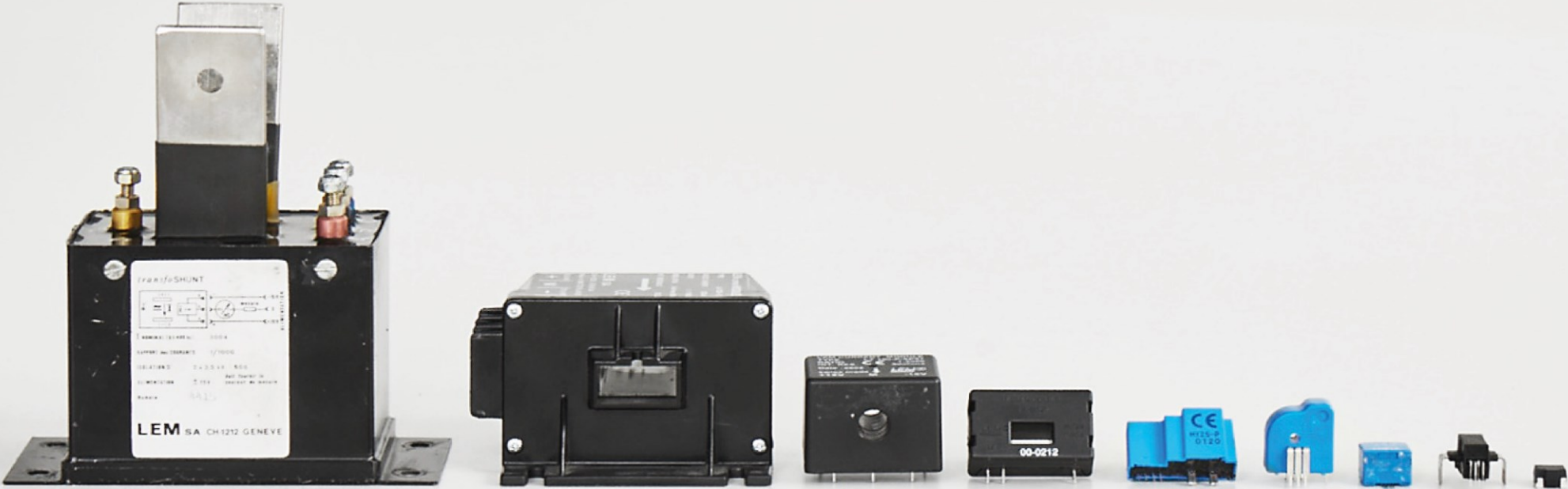
Now one of the top 3 selling product family from LEM portfolio



Shorter time to market with followers from pilot engineering blocks

New technologies drive miniaturization

Precision DC and AC current sensors are getting smaller and smarter.



1975
Transfo
Shunt

1980
LA-S

1983
LT

1987
LA-P

1996
HY

1998
LTS

2007
HMS

2012
HLSR

2020
HMSR

Q&A





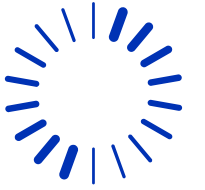
Closing remarks

Andrea Borla, Chief Finance Officer



What we hope you take away from today

Understanding and appreciation of ...

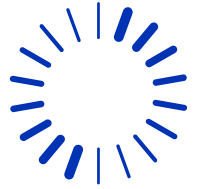


- › Mega trends driving our growth
- › Significant R&D investment to capture opportunities
- › Breadth and depth of our portfolio

- › The growth potential of electric vehicles and charging infrastructure
- › The importance of Integrated Current Sensors (ICS) for existing and new applications
- › Continued development of our traditional businesses – Automation, Track, Renewable energy

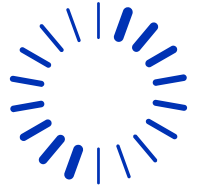
- › Ambition to grow at least as quickly as the market – low double digits
- › CHF 600 million sales within the next five years (2027/28)
- › Maintaining EBIT margin of around 20%

Program



Factory tour		
16.40		First coach to Geneva Airport
16.40 – 17.00	Break and kitting-up for factory tour	
17.00 – 17.45	Factory tour for four groups	
17.45		Second coach to Geneva Airport
Cocktail		
17.45 – 18.30	Cocktail	
18.30		Last coach to Geneva Airport

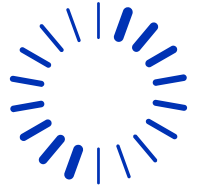
New global HQ “The Hive” in Meyrin, Geneva



- › Home to about 250 employees working in R&D, engineering, production, sales, and corporate functions
- › Symbol of our ambition and our way of working:
 - › Agility
 - › Transparency
 - › Collaboration
- › State-of-the art work environment, including spaces for innovation
- › Reflects sustainability principles of our businesses
- › Will inspire current and future LEM people to fulfil their potential and continue devising ingenious solutions



Factory tour groups



Blue group 16:50



Andreas Hürlimann
Chairman of the Board



Bastien Musy
Vice President Global
Product Management



Verena Vescoli
Chief Technology Officer

Red group 16:55



Frank Rehfeld
Chief Executive Officer



Maxime Rau
Vice President
Sales Excellence



Dominik Schläfli
Group Head of Innovation

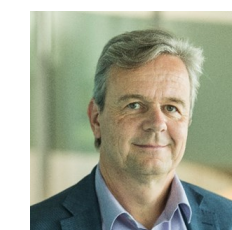
Green group 17:00



Andrea Borla
Chief Finance Officer



Thomas Hargé
Vice President
Integrated Current
Sensors



Martin Hoffmann
Strategic Accounts
Manager

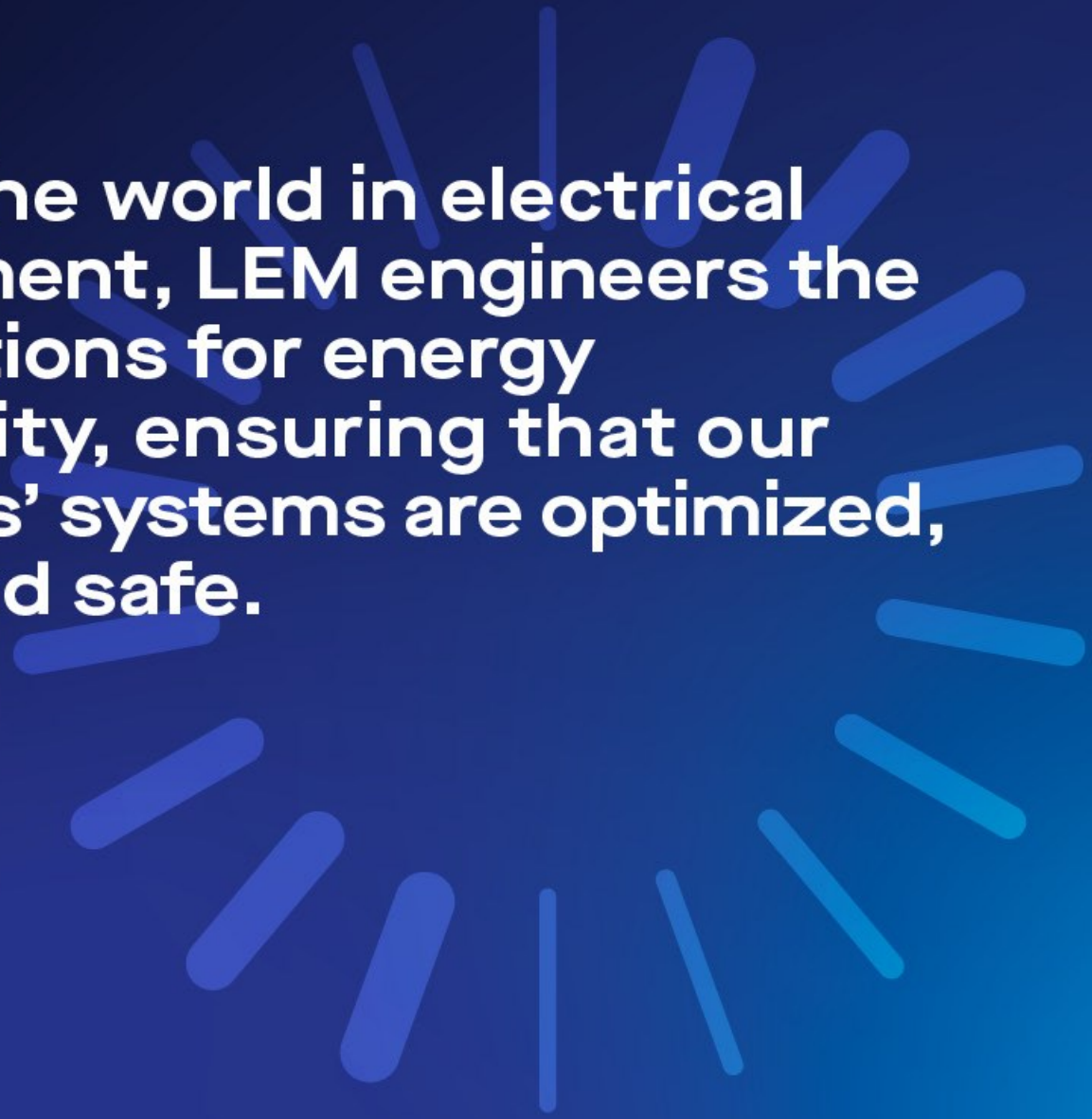
Yellow group 17:05



Rainer Bos
Senior Vice President
Europe/Americas



Ian McNutt
Vice President
Advanced Engineering
and Software

A decorative graphic consisting of numerous blue brush strokes of varying lengths and orientations, arranged in a circular pattern around the text.

Leading the world in electrical measurement, LEM engineers the best solutions for energy and mobility, ensuring that our customers' systems are optimized, reliable and safe.