

FULL-YEAR 2025 RESULTS

Sensirion Holding

Marc von Waldkirch, CEO | Martin Wirz, CFO
10 March 2026

Please note that this event
will be recorded.



LIVE



18:42 / 40:93



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AGENDA

Marc von Waldkirch
CEO

Full-year 2025 highlights

Business review

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Martin Wirz
CFO

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OVERVIEW

Full-year 2025

Business Update

Strong organic growth in revenue and profitability

- **+29%** revenue growth in local currencies
- **+119%** EBITDA increase vs. adjusted FY2024 - strong operational leverage.

Broad-based market momentum: significant growth acceleration in three of four end markets

- A2L: Clear **market leadership** in US Air Conditioner leak-detection.
- **Broad share gains** underline resilience and diversification.
- Strong component demand across all markets.

2025 performance builds confidence and momentum for further growth in the coming years

- Broadly **diversified growth areas** with noticeable progress in 2025
- **Strong pipeline** and resilient operations provide visibility for sustainable performance

Financials

342.4m, +29%

Revenue in CHF
+24% in CHF

52.3%

Gross margin
vs. 49.2% in 2024 adj.

18.5%

EBITDA margin
vs. 10.5% in 2024 adj.

CHF 58.3m

Operating cash flow
vs. CHF 37.2m in 2024

Guidance 2026

Continued growth expected in 2026, with FX headwinds temporarily dampening reported performance

- Macro environment remains challenging, but **broad diversification** in markets and regions ensures **resilience**.
- **New growth areas** begin contributing in 2026, with strong scaling potential.
- **A2L contribution similar to 2025**, with lower seasonality.
- Underlying sales growth of **5–12% in constant currencies** (CHF 335–360m at current FX); **EBITDA margin similar to 2025**
- Medium-term guidance confirmed.

SENSIRION

Automotive

- **Revenue CHF 78.8m** (+2.1% LC / -2.3% CHF); flat despite a persistently weak Western automotive market and no major product launches.
- **Key OEM nominations** secured for EV battery monitoring.
- Notable progress in our strategic growth areas of high-potential automotive applications, strengthening the foundation for future growth.



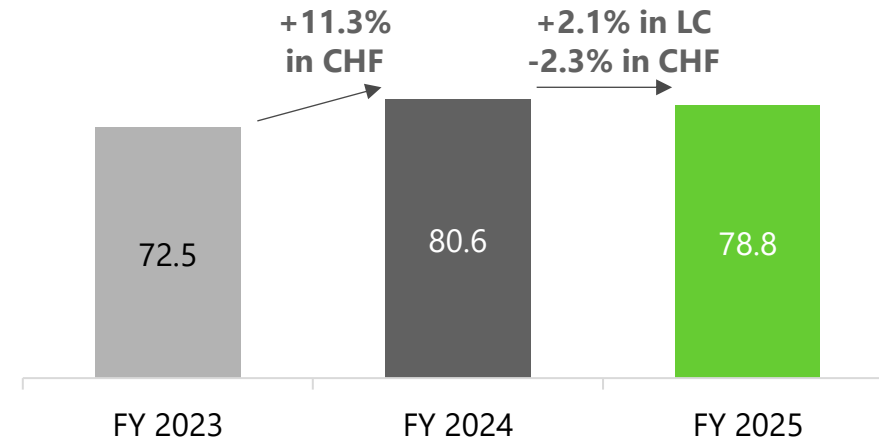
Strategic Growth Areas

Strong automotive product pipeline, with focus on **electrification and autonomous driving**:

- Gas sensing solutions for battery management systems (BMS).
- Refrigerant leakage solutions for natural gas-based ACs.
- Water ingress monitoring for mission - critical systems in autonomous driving systems, including LiDAR, camera, and steer-and brake-by-wire systems.

Revenue development

CHFm



Medical

- **Revenue CHF 49.2 m** (+14.3% LC /+10.5% CHF); driven by CPAP & ventilation recovery and new project wins.
- Core respiratory applications fully normalized, returning to steady pre-COVID growth.
- Medical remains a strategic anchor market with resilient underlying demand.

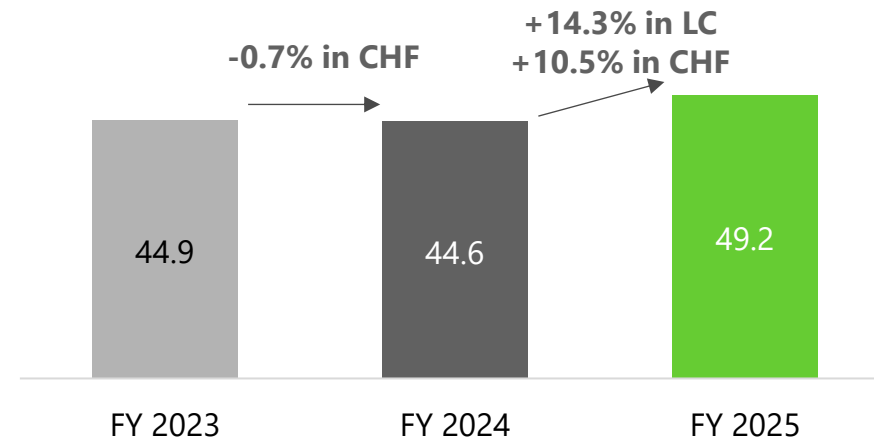
Strategic Growth Areas

Expanding into smart gas-sensing solutions with leading OEMs, combining flow-rate and gas-concentration sensing.

- Pipeline focused on smart health monitoring, advanced breath analysis and next-generation diagnostics.
- Broad gas-sensing portfolio enables new therapeutic and diagnostic use cases - including robust ventilation monitoring in emergency care.



Revenue development CHFm



Industrial

- **Strong revenue growth to CHF 193.9 m** (+47.9% LC / +41.2% CHF); driven by fast-growing A2L leakage-sensor demand in the US and supported by the broader industrial market.
- A2L: Strong H1 driven by frontloading, H2 customers optimizing inventories as expected.
- Established global leadership in A2L leakage sensors within one year and now scaling into new applications.
- Broader growth contributions from methane-emissions monitoring and gas-chromatography solutions

Strategic Growth Areas

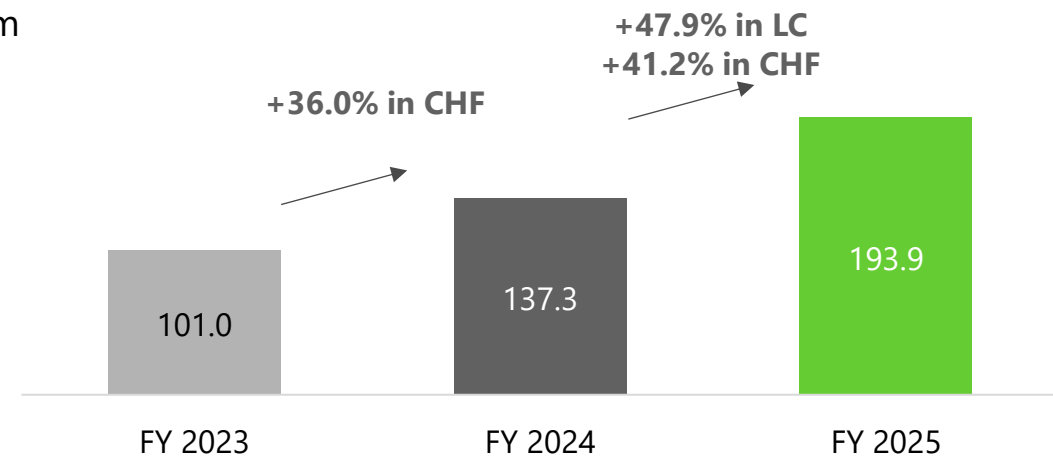
Leveraging our leadership position in leak detection

- Pipeline focused on broadening our presence in HVAC leak detection applications incl. A2L, propane (A3), and CO₂ systems; next-generation solutions progressing with leading OEMs.
- Advancing industrial gas analytics via continuous methane-emission monitoring and high-performance gas-sensing through Qmicro.



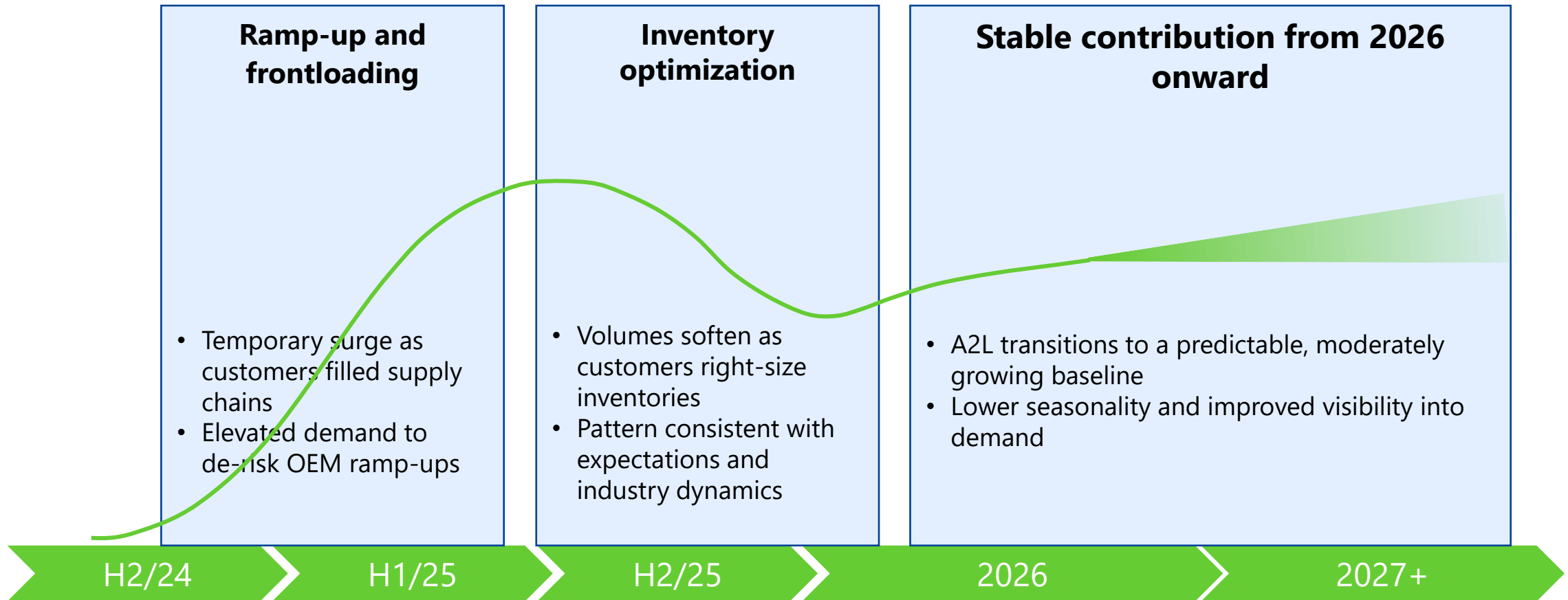
Revenue development

CHFm



A2L Becomes a Stable Long-Term Contributor

Ramp-up and inventory effects fade; A2L settles into a steady, moderately growing run-rate



Illustrative demand pattern — not to scale

Consumer

- **Revenue CHF 20.5 m** (+49.7% LC / +46.1% CHF)
- driven by strong channel demand across all regions and a broad customer base.
- Portfolio expansion with miniaturized CO₂, particulate matter and formaldehyde sensor.

Strategic Growth Areas

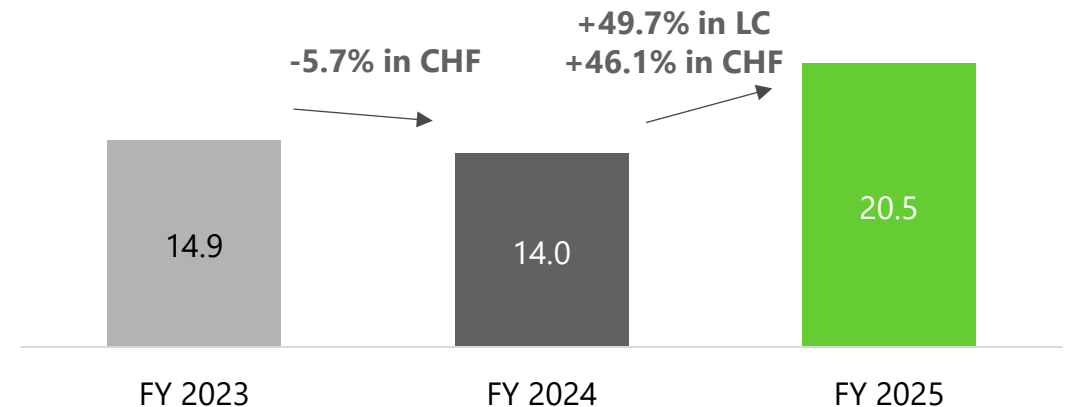
Miniaturized CO₂ sensing unlocks entirely new IAQ applications in compact IoT devices, **with growing adoption across segments.**

- Ultra-small chip-based CO₂ sensor delivers low-cost, high-volume integration.
- Premium photoacoustic NDIR CO₂ portfolio fully compliant with global IAQ standards.



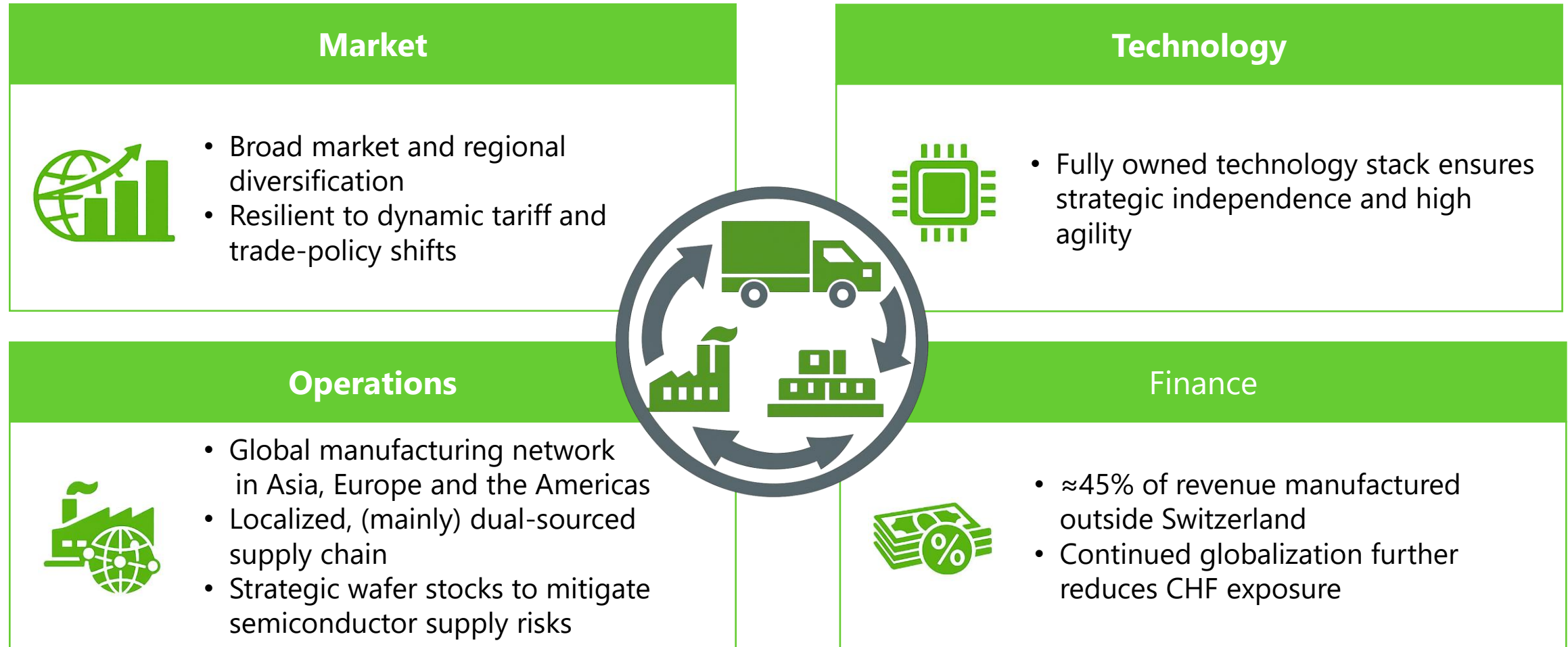
Revenue development

CHFm



A structurally resilient business model across the entire value chain

Building structural resilience from market to technology to operations



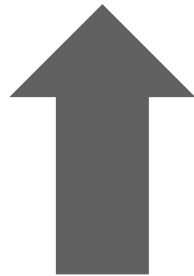
Strategic edge: Scaling Leadership in Smart Gas Sensing

Leveraging our unique edge to scale the core and expand into high-value solution markets.

Strategic focus 1

Own the core in smart gas sensing

Leadership in environmental and flow sensing



Drives volume, scale, and cost leadership

Strategic focus 2

Expand into Mission-Critical Gas-Sensing Solutions

enabled by our unique sensing platforms and system-integration capabilities

Leakage Detection of Critical Gases (across all markets)

Advanced Medical Solutions

Industrial Safety & Efficiency



Builds high-value solution leadership

Our unique edge:

We master the technologies to measure small gas amounts - precisely, reliably, and at scale enabling leadership from high-volume components to mission-critical solutions.

Strategic Achievements FY 2025

“We make the difference in sensing for a better world”

Strategic foci

03 Lay the technological foundation for long-term growth.

Expand Horizons in Smart Gas Sensing

02 Pioneering new mission-critical applications in leakage detection, advanced medical solutions, and industrial safety.

Own the core in smart gas sensing

01 Drive and expand our leading market position in environmental and flow sensing

Foundation:

“SensiSpirit”: Unique culture of innovation and entrepreneurship.

Strategic achievements 2025

- We are working on **advanced spectroscopic technologies** based on low-cost IR laser systems
 - For other early-stage projects, it is too early to disclose for competitive and M&A reasons
-
- Strong **A2L** ramp-up and excellent **US HVAC execution** drove market-leading position
 - Extending beyond **A2L into A3 refrigerant detection**, with pilot products ready
 - **Methane emission monitoring** strengthened by the Kuva Systems acquisition and its infrared imaging technology.
 - **Qmicro** advancing continuous **micro-GC analysis** for natural gas, biomethane, hydrogen, and renewables
-
- Introduction an **ASIL (Automotive Safety Integrity Level)**-certified humidity and temperature sensor for mission-critical applications
 - Start of production of **environmental sensor combo modules** which include up to **9 parameters**
 - Start of production of **chip-based CO₂ sensor**
-
- We conducted **culture workshops** on all global major sites to internally refresh our cultural values
 - We launched a **renewed leadership program** on the base of our cultural values and entrepreneurial spirit

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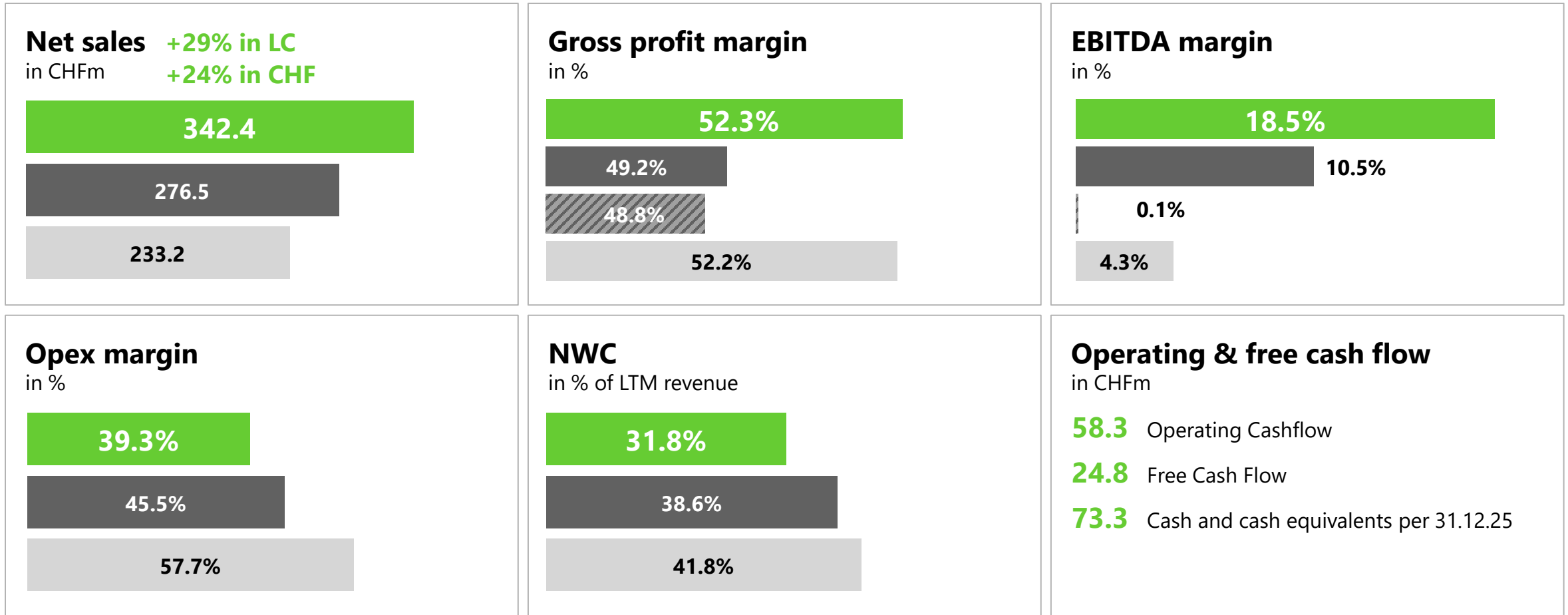
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Full-year 2025 Key financials

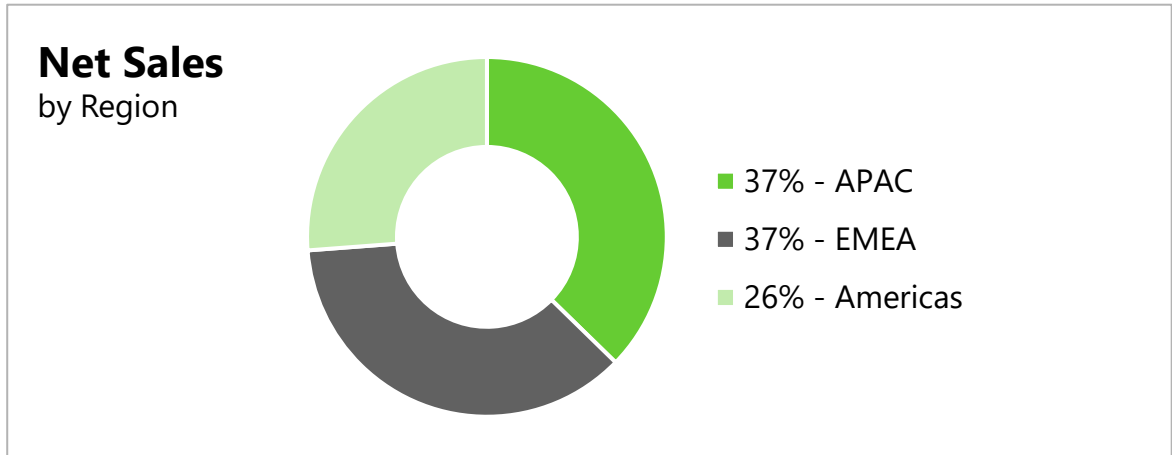
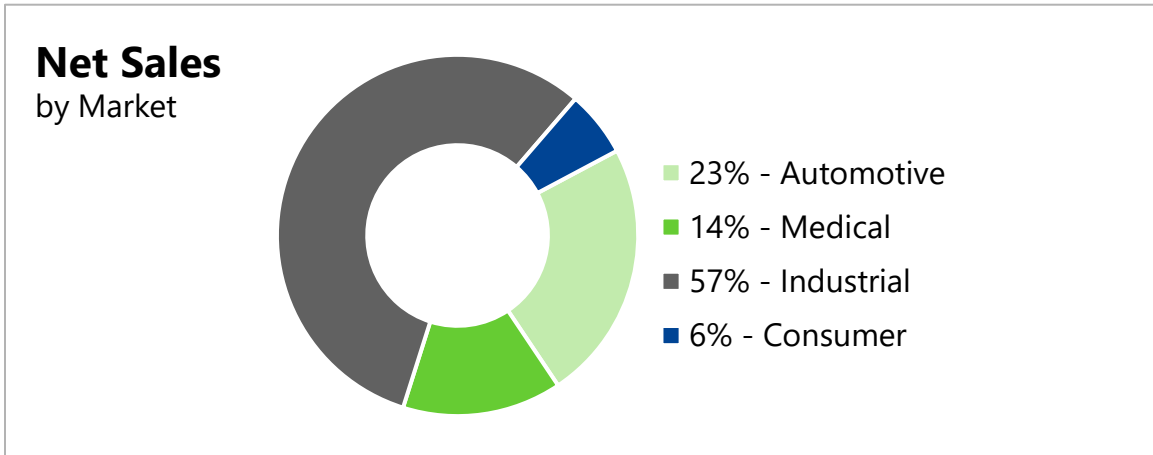
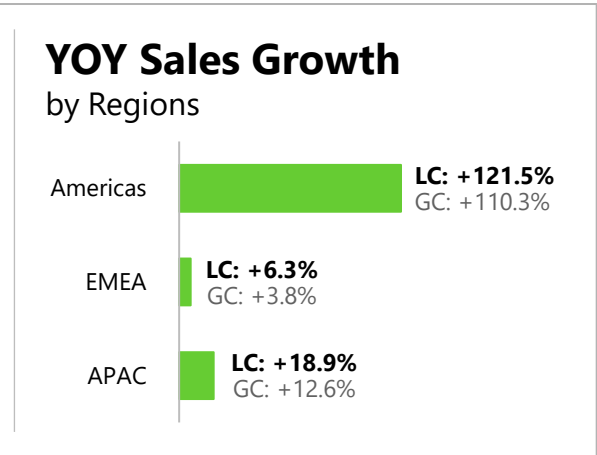
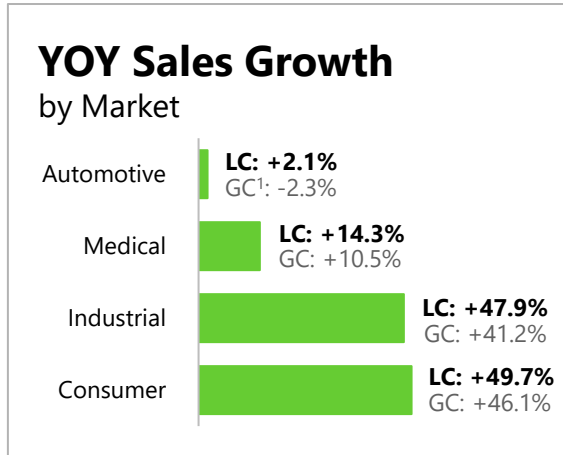
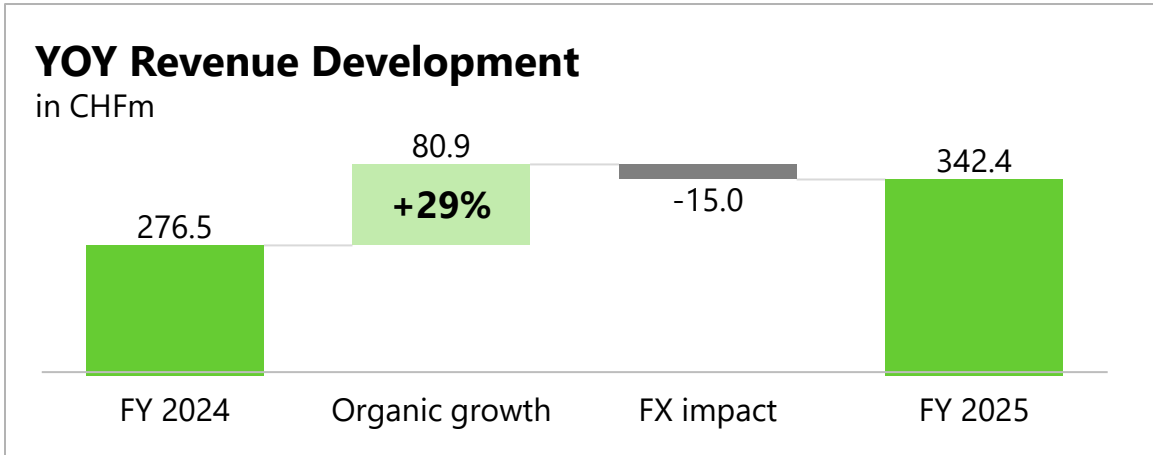
Strong operating leverage translated growth into margin and cash



■ FY 2023 ■ FY 2024 reported ■ FY 2024 adjusted ■ FY 2025

Full-year 2025 Key financials

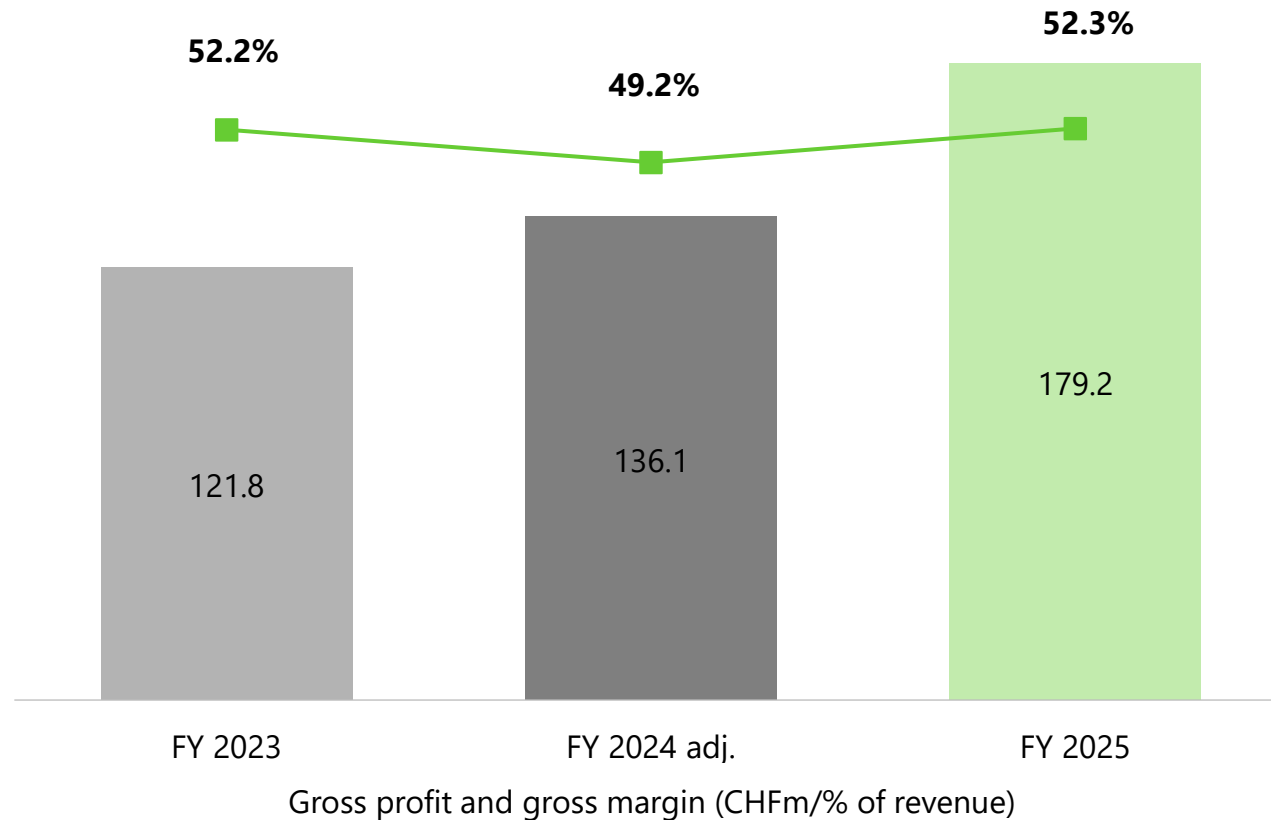
Growth broad-based across markets and regions



¹ GC = Group currency, CHF

Gross margin development

Gross margin structurally improved through scale, footprint optimization and efficiency program



Gross Margin FY 2025

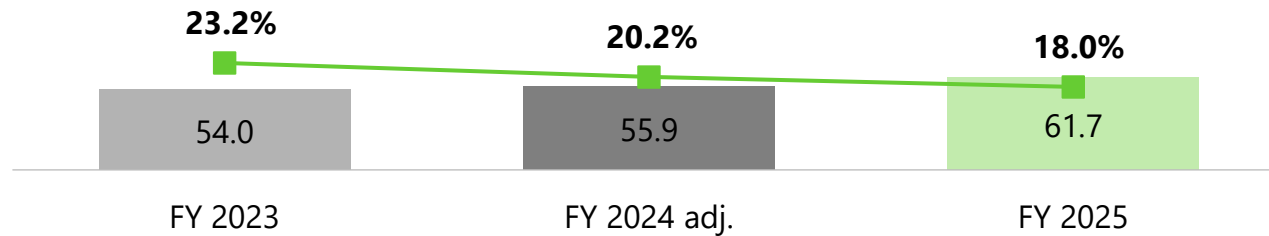
- Improved Gross Margin driven by
 - higher utilization in component manufacturing,
 - ongoing efficiency programs,
 - Expansion of Sensirion's global manufacturing footprint.

Opex development

Cost discipline unlocking operating leverage while investing for growth

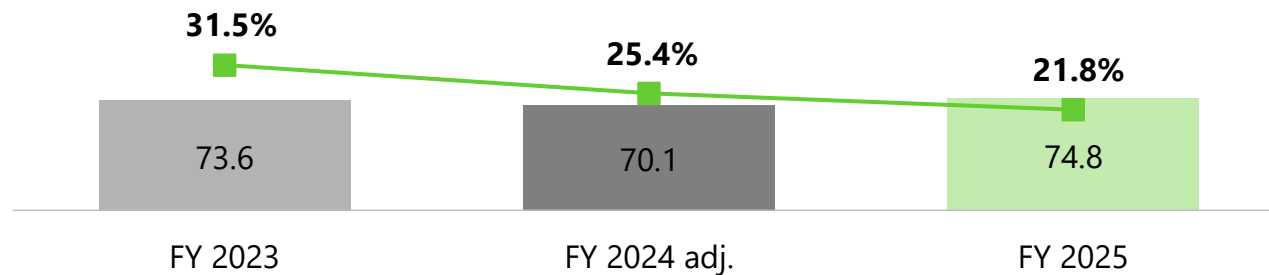
R&D opex and margin

CHFm/% of revenue



SG&A opex and margin

CHFm/% of revenue



R&D expenses FY 2025

- R&D intensity reduced to 18% of revenue, reflecting disciplined cost allocation
- Focused R&D investment supports acceleration in strategic growth areas
- R&D intensity remains well within the long-term target range, confirming Sensirion's ability to scale innovation efficiently.

SG&A expenses FY 2025

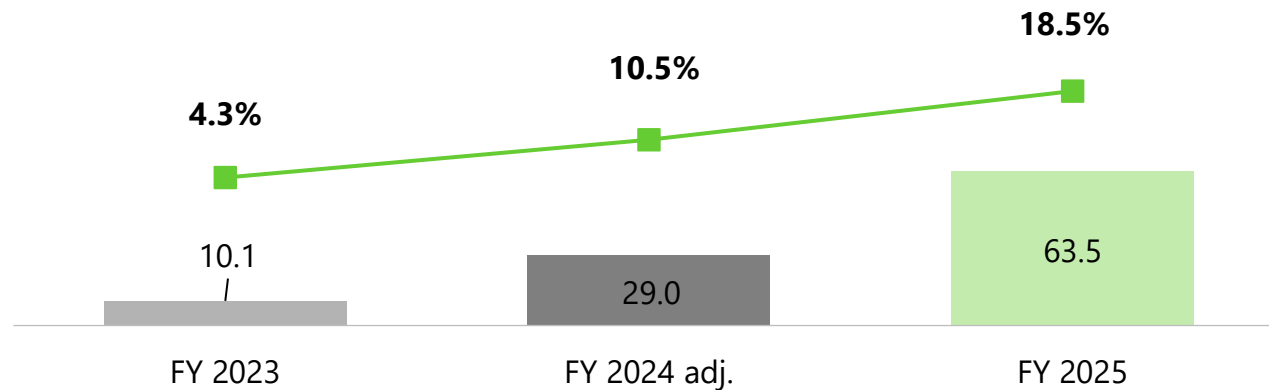
- SG&A expenses decreased to 21.8% of revenue, driven by operating leverage across SG&A functions
- Impact from efficiency programs over the last two years and continued internationalization materialized
- Continued selective investment in customer-facing roles in the US and Asia underpins future growth while preserving margin discipline.

EBITDA Development

EBITDA more than doubled driven by top line growth, operating leverage and disciplined cost allocation

EBITDA¹ and EBITDA margin

CHFm/% of revenue



¹ EBITDA = Operating result + depreciation and amortization

EBITDA Margin FY 2025

- EBITDA to CHF 63.5m and EBITDA Margin driven by:
 - Strong top-line growth and improved gross profit,
 - Operating leverage across whole P&L,
 - Results from efficiency programs and disciplined cost allocation.
- R&D and SG&A Opex grow well below revenue, supporting a step-up in EBITDA margin.
- EBITDA margin in line with our mid-term ambition.
- Regained strength and flexibility to continue investing in strategic growth opportunities.

Income Statement

Return to targeted growth and profitability levels – in line with mid-term guidance

Net finance result impacted by Lumiphase participation result and the strong FX-Headwinds



Condensed consolidated income statement

CHFm/% of revenue	FY 2025 reported		FY 2024 adjusted*		FY 2024 reported	
Revenue	342.4		276.5		276.5	
Cost of sales	(163.2)		(140.4)		(141.6)	
Gross profit	179.2	52.3%	136.1	49.2%	134.9	48.8%
R&D expenses	(61.7)	(18.0%)	(55.9)	(20.2%)	(82.2)	(29.7%)
SG&A expenses	(74.8)	(21.8%)	(70.1)	(25.4%)	(71.2)	(25.7%)
Operating profit (EBIT)	42.8	12.5%	10.2	3.7%	(18.4)	(6.7%)
Net finance result	(16.6)		(2.9)		(2.9)	
Profit (loss) before tax	26.2	7.6%	(2.6)	(2.0%)	(21.3)	(7.7%)
Income taxes	(6.0)		(2.8)		(7.6)	
Profit (loss) for the period	20.1	5.9%	4.5	1.6%	(28.9)	(10.4%)
EBITDA	63.5	18.5%	29.0	10.5%	0.4	0.1%



FY 2025: EBITDA CHF 63.5m or 18.5%



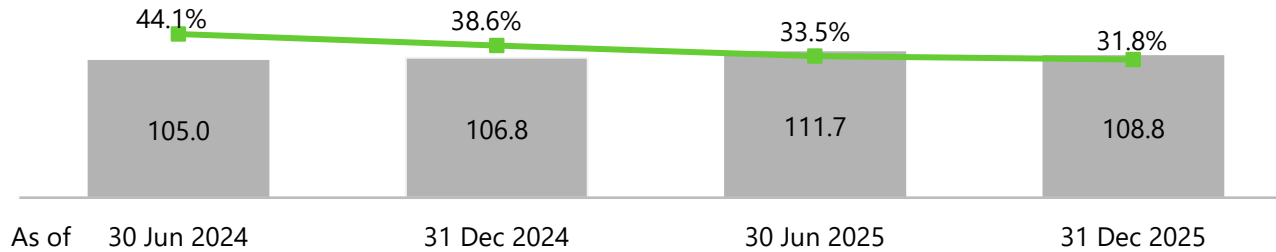
*FY 2024 adj: Extraordinary impairment of CHF 28.6 million at the EBITDA level and CHF 33.4 million at the net profit level, related to closure of Aisight GmbH in Berlin, Germany.

Net working capital and Capex

Tightened NWC control alongside continued strategic growth Capex

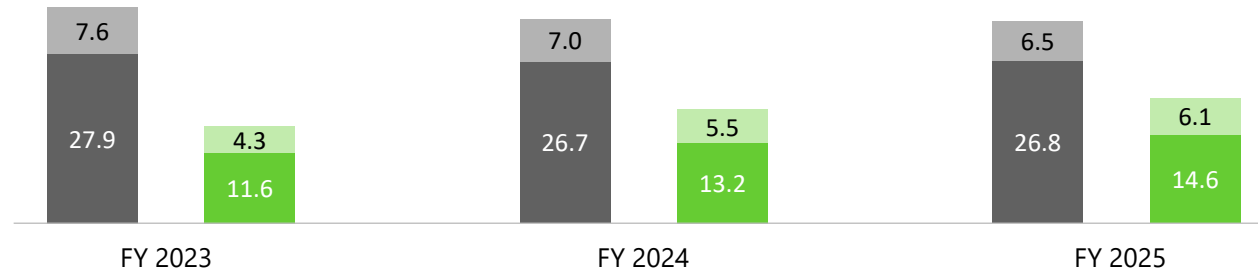
Net working capital¹

CHFm/% of LTM revenue



Capex² vs. D&A

in CHFm



■ Capitalized R&D ■ Capex³ ■ Amortization ■ Depreciation

¹ Defined as the sum of trade receivables and inventories, less trade payables.

² Defined as the sum of investments in property, plant and equipment, proceeds from sale of property, plant and equipment, investment in intangible assets, and development expenditure.

³ Excluding technology, capitalized R&D, and M&A transactions

NWC

- NWC reduced to 31.8% of LTM revenue, continued downward trend as receivables remain well controlled and payables optimization.
- Year end inventory level elevated due to cut-off effects at year end.

CAPEX

- Capex reflects strategic investments in Switzerland and Hungary, supporting long-term growth incl. construction of 2nd clean room (CHF 5.9m) & land purchase (CHF 5.0m) in Stäfa.

D&A

- Moderate growth due to invest cycle in-line with mid-term plan and historic levels.

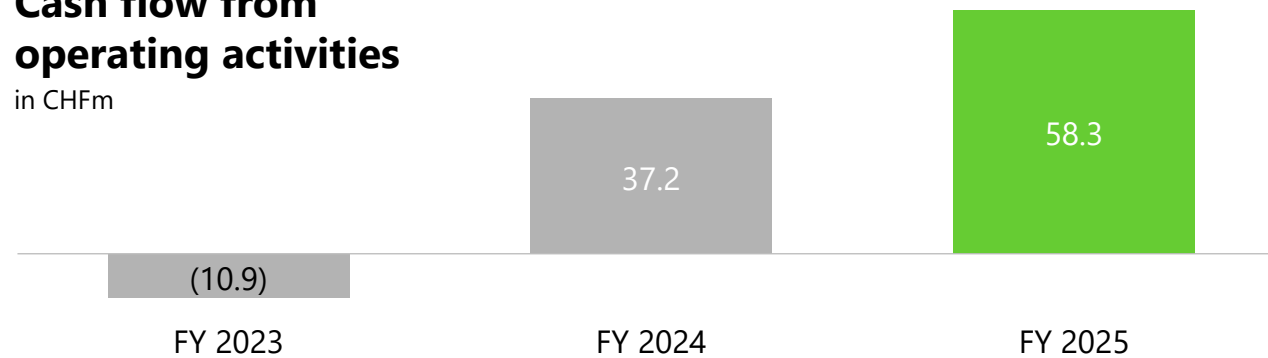
Statement of cash flows

Strong operating cash flow fully funding growth investments

CHFm	FY 2023	FY 2024	FY 2025
Cash flow from operating activities (CFO)	(10.9)	37.2	58.3
Cash flow from investing activities (CFI)	(35.6)	(53.4)	(33.5)
Cash flow from financing activities (CFF)	0.0	(2.0)	(3.7)
Net change in cash and cash equivalents	(46.5)	(18.2)	21.2
Cash and cash equivalents at 1 January	123.0	73.1	54.4
Effect of movements in exchange rates on cash held	(3.5)	(0.5)	(2.3)
Cash and cash equivalents at 31 Dec	73.1	54.4	73.3

Cash flow from operating activities

in CHFm



Cash Flow from Operating activities

- Cash flow from operating activities increases sharply to CHF 58.3m, driven by higher profitability and disciplined working capital management.
- This corresponds to a strong Cash Conversion Ratio of 92%.
- All investment activities can be fully funded through operating cash flow.

Cash Flow from Investing activities

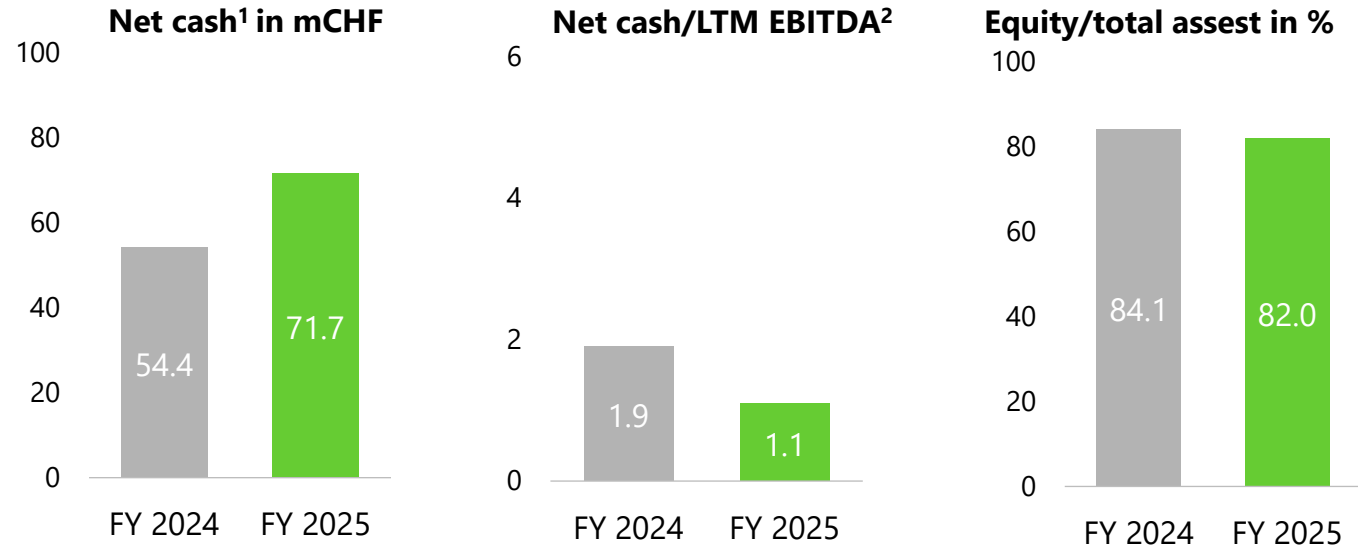
- Including CHF 10.9m investments in land purchase and construction of new clean room.

Free Cash Flow

- Free cash flow CHF 24.8m, despite elevated growth capex.

Balance sheet highlights

Continued strong balance sheet



KPIs

- Strong net cash position: +35% increase
- Leverage ratio indicates a very healthy and low-risk financial position provide significant strategic flexibility for the future
- Equity ratio remains very strong at 82% supporting a resilient balance sheet

1 Defined as the sum of cash, cash equivalents and short-term deposits less loans and borrowings (current and non-current).

2 FY 2024 adj: Extraordinary impairment of CHF 28.6 million at the EBITDA level and CHF 33.4 million at the net profit level, related to closure of Aisight GmbH in Berlin, Germany.

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Outlook 2026

Continued growth expected in 2026, with FX headwinds temporarily dampening reported performance.

Challenging macro & FX backdrop, but broad market and regional **diversification continue to provide resilience.**

New growth areas begin contributing in 2026 — still modest but establishing meaningful scaling potential for the coming years.

A2L business expected to remain broadly **stable**, with reduced seasonality after the 2025 front-loading unwinds.

Underlying performance robust: 2026 constant-currency growth expected at **5–12%.**

Mid-term guidance confirmed.

(CHFm)	FY 2026	Mid-term guidance
Revenue growth (at constant currency)	5-12%	Low- to mid teens %
Revenue (at current currency)	335-360 mCHF	
EBITDA margin	Mid- to high teens %	Mid- to high teens %



Financial Calendar

Upcoming Events

April 14, 2026:

Investor Update, Growth & Market Insight



May 11, 2026:

Annual General Meeting

August 19, 2026:

Publication of the 2026 half-year report

More information on the Sensirion website:

<https://sensirion.com/company/investor-relations/finance-events>

Event calendar and contacts

Upcoming roadshows/conferences

13 March 2026	ZKB, Zurich (CH)
19 March 2026	ZKB, London (UK)
26 March 2026	J.P. Morgan European Opportunities, London (UK)
14 April 2026	Sensirion, Investor Update, Growth & Market insight, Stäfa (CH)
27 April 2026	Berenberg, Frankfurt (D)
28 May 2026	UBS, Swiss Day for Paris Investors, Paris (F)
10 June 2026	Commerzbank & ODDO BHF, Swiss equities, Interlaken (CH)

Investor inquiries

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Information about investor relations is available on the website: <https://sensirion.com/company/investor-relations/>

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Thank you



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