

AMS Full year + fourth quarter results 2019

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ams at a glance

Sensing is life.

High performance sensor solutions for leading OEMs, focused on sensor-rich markets



Our markets (FY 2019)

Consumer – 82% of revenues





Automotive, Industrial, Medical – 18% of revenues





Sensing enables life

Sensors – an integral part of the digital transformation





ams strategic pillars (excl. OSRAM)





- Light analysis/proximity
- Behind-OLED sensing
- Long distance 1D ToF
- Spectral- and biosensing
- New optical technologies

- NIR sensing for 3D
- Micro cameras

2019: strong growth, difficult environment, OSRAM

Significant revenue growth driven by strong H2 consumer business

• Record FY 2019 revenues USD 2,086m (32% growth year-on-year), EBIT (adj.) USD 433m (21% of revenues)

Excellent growth in Android market, very successful new applications in 3D sensing and BOLED light sensing

• Strong position across consumer optical technologies, 3D world-facing, BOLED invisible behind-display sensing

Non-consumer markets with muted performance, macro-economic weakness, solid Automotive

• End market demand subdued in 2019, Automotive 3D sensing LIDAR wins, Industrial challenging, Medical positive

OSRAM acquisition: Transformational strategic step to create a global leader in sensor solutions and photonics

• Highly complementary transaction, clear strategic rationale to combine light emission/light sensing/other elements

OSRAM acquisition: Successful tender offer at EUR 41/share, equity raise via rights issue approved

• Largest OSRAM shareholder at 19.99%, total offer result 59.9% (incl. holding), EUR 1.649bn upcoming rights issue

OSRAM acquisition: Constructive relationship with OSRAM management, on track for closing summer 2020E

• Consensus of right way forward for OSRAM + ams, regulatory approvals drive closing, DPLTA intention announced

Strategic rationale for OSRAM



1 Creating a global leader in sensor solutions and photonics 2 Accelerates ams to win in new breakthrough optical solutions 3 Expedites diversification of revenue mix 4 Enhances manufacturing footprint with clear scale and cost advantages 5 Leverages complementary go-to-market strengths 6 **Delivers significant synergies**

Global leader in sensor solutions and photonics

Strength across the full range of solution components in all major application markets

customer

value





- Full solution capability and leadership across optical sensing and photonics
- Complete coverage of applications driving best performance, size, cost & energy efficiency

Creating a leader in sensor solutions + photonics





Balanced end market exposure

Profitable growth Sustainable capital structure

3D sensing: leading across technologies









Fine-of- Active



Leading player across 3D sensing technologies

- Industry-leading portfolio of technologies, products and IP
 - Broad coverage of all 3D approaches
 - Highly differentiated VCSEL/VCSEL array illumination
 - Outstanding portfolio in hardware, software, algorithm IP
 - High QE near-infrared global shutter sensing via SmartSens
- Positioned for different and evolving customer needs: Structured light (SL), time-of-flight (iToF/dToF), active stereo vision (ASV)

Industry-leading solution expertise

- Leader in full system capability for SL, iToF, dToF, ASV and front-facing/world-facing
- Strong in 3D illumination, VCSEL leadership, SmartSens NIR partnership driving solutions

Key 3D sensing supplier in Consumer, multiple Automotive LIDAR wins, early Industrial

- High volume 3D for top consumer OEMs
- Leading Android position, fast growth in Android world-facing iToF illumination, ASV shipping and ASV full solution demos, behind-OLED ASV 3D development, dToF system development
- Automotive momentum: 3D solid-state LIDAR win, two add'I 3D LIDAR wins, in-cabin 3D win
- Industrial early moves: household win, growing interest in secure access

Strong Android growth 2019, SL/iToF/dToF/ASV: leading solution expertise in all

3D sensing: ASV full system solution









ASV full ams system solution: leveraging 3D expertise

- Integrating SmartSens ams IP NIR sensor expands 3D offering for solution development
- Full 3D system capability based on market-leading 3D portfolio and expertise
- Front-facing ASV system: from VCSEL to biometrics
 - ams projector illumination (VCSEL, driver, optics, module)
 - NIR sensor based on ams IP, sold by ams
 - ams software (depth mapping, biometrics)

Developing BOLED 3D, demos in industrial access + driver recognition

- Invisible ASV 3D behind-OLED:
- moving full 3D system behind the display, high security, high convenience, best design, in development / demo expected within 6 months
- Access / door lock: demo system, high performance face authentication, 1.5m distance, full ams solution
- Automotive driver recognition/monitoring: demo system, miniaturized integration in dashboard, barely visible, full ams solution

Leading 3D portfolio incl. NIR sensing enables full 3D system solutions

3D sensing: dToF system development, VCSELs C







dToF 3D: leading know-how in upcoming 3D technology

- dToF offers outstanding 3D performance across difficult lighting conditions (high brightness) and longer distances
- Highly attractive but technically demanding
- dToF ams system solution development
 - illumination, optics, SPAD, related IC
 - targeting high performance + long distance
 - strong ams IP, high value proposition
- 3D solution capability based on wide-ranging 3D portfolio and system design expertise
- OEM interest in dToF strongly increasing

Superior VCSEL technology: high differentiation, driving 3D wins and system offering

- Leading portfolio for illumination in all 3D technologies: iToF, dToF + SL illumination, ASV + SL pattern/dot projection, 1D ToF distance + proximity
- Best-in-class high power VCSELs/high count VCSEL arrays: Smallest pitch (high resolution, lower system cost), leading power efficiency (up to >60% (lab) vs. typical 45-50% quantum efficiency), best beam quality (very narrow beam divergence), true high power (from mW to W to 100+W)
- External supply chain supports high volumes, ramp-up of internal line started end 2019

dToF system development for high performance 3D technology

Sensing is life.

3D sensing: High quality NIR sensing, LD 1D ToF CM







High performance NIR sensors: SmartSens partnership

- Near Infrared (NIR) image sensing partnership with image sensor vendor SmartSens
- Ultra-sensitive ams NIR image sensors with state-of-the-art quantum efficiency (QE) of up to 40%
- Incorporating ams illumination expertise and core IP in global shutter technology

NIR sensing with ams IP drives full ASV solutions

- Accelerated implementation of full ASV system solutions
- First ASV systems for consumer 3D, automotive 2D/3D in-cabin sensing, emerging industrial applications (household devices, access)

Long distance 1D ToF solution: high quality distance measurement, first design win

- Compact high performance VCSEL ToF solution for distance measurement/object detection
- Accurate measurement up to around 2.5 meters
- First Android win for laser detect autofocus (LDAF) for smartphone world-facing camera, to be launched 2020

3D sensing: Automotive 3D LIDAR / in-cabin









Best of nonscanning/scanning



3D LIDAR: large scale solid-state LIDAR win, two additional wins

- Major solid-state LIDAR illumination win with Tier 1 supplier ZF + technology partner IBEO
- High performance true solid-state scanning: combining advantages of non-scanning/flash + mechanical/MEMS scanning
- Line-by-line addressable high power high count VCSEL array: system-level advantages across scanning architectures
- Automotive 3D sensing offers major opportunities, further Tier 1 wins
- Illumination systems with VCSEL array for mutiple LIDAR architectures (true solid-state, mechanical scan, flash), some including automotive eye-safety VCSEL driver
- Two further LIDAR illumination wins, two separate Tier 1 suppliers, different geographies

In-cabin optical 3D/2D sensing: sizeable emerging market, strong traction, first win

- Identified applications: driver monitoring (drowsiness, distraction), driver interaction (gestures), occupant monitoring (airbag management, rear seat)
- Very good market traction given solution capability and automotive expertise
- Full ams 3D driver monitoring system demo for in-dashboard integration
- First 3D ToF illumination design-win at Tier 1 supplier

Optical sensing









A worldwide leader in light sensing solutions

- Leading in optical sensing: sensors, illumination solutions, high performance optical systems
- High quality optical sensing at top consumer OEMs
- Driving innovation in optical technologies
- Upcoming growth markets in Automotive + Industrial

Broad portfolio: 3D sensing incl. VCSEL, display management/proximity, BOLED

- 3D sensing: leading portfolio + system expertise, all technologies, major consumer OEMs
- High performance VCSELs for 3D/optical sensing: strong in consumer, automotive expanding
- Innovative behind-OLED light/prox sensing: fast adoption, enabling 3D BOLED (development)
- Display management ALS/proximity, ultra-small proximity for wireless earbuds, camera AWB

Technology leadership for new markets and applications

- 3D sensing: broad consumer adoption, strong automotive and early industrial traction
- Biosensing: high quality blood pressure + health data measurement
- Spectral sensing: R&D targeting bio/medical sample analysis

Leadership in 3D and optical sensing for consumer and non-consumer markets

Optical sensing: Behind-OLED – rapid adoption









Display management innovation: Behind-OLED light and proximity sensing

- Invisible high quality optical sensing behind OLED displays
- Complex industry-leading sensing technology
- very low light levels passing through OLED (approx. 4% of surface light)
- proximity lighting emitted through display
- Enables industry trend for maximum screen-to-body ratio
 and bezel-less phone designs
- Integrated sensor solution launched 2019 + fast adoption in 2019, ongoing in 2020:
 - fast penetration of leading smartphone OEMs and major platforms at higher content
 - marketing feature for high end smartphone displays
- Multi-generation roadmap driving performance/sensitivity
- Basis for 3D BOLED ASV system solution (in development)

Expanding market success: high volumes across major OEMs and multiple platforms

Optical sensing: Spectral sensing AWB









Camera management innovation: High accuracy auto white balancing (AWB)

- Automatic white-point balancing sensor for smartphone cameras
- Correct white-point balancing
 - key photographic function to realize best picture quality
 - compensate image colors for distorting effects of ambient light environment

- AWB performance pushes camera picture quality; first design-win in major platform
- Integrated sensor solution based on lower resolution spectral sensing:
 11-channel spectrum analysis of light environment and light source mix
- Unparalleled image quality even in high color contrast scenes, vivid natural colors
- Extremely accurate white-point balancing approaches professional grade
- Combined with ams flicker-detection sensor allowing to eliminate artificial light flicker
- First design-win for major high-end smartphone platform to be launched in 2020

Image sensing









Leading in advanced image sensing for Industrial + Medical

- **Industrial** A leading vendor in global shutter technology for advanced industrial applications
- High value global shutter CMOS imaging for high speed machine vision, inspection, factory automation
- Medical Global leader in medical imaging sensor solutions
- High performance cost-optimized systems for computed tomography
 (CT) and digital X-ray: Clearer images at lower radiation doses = better diagnostics
- Growing market position in Asia, supplier to multiple Asia-based OEMs
- NanEye micro camera technology:
 - versatile highly miniaturized camera solutions (≤1mm²)
 - leading in next gen medical endoscopy
 - leveraging strong position to consumer applications
 - (object detection/tracking: home robotics/appliances, eye tracking: AR smart glasses)

Leadership in global shutter technology and Medical Imaging

Image sensing: CT innovation, NIR image sensing

Innovation: industry-first ASSP sensing solution for CT

- First ASSP ever for CT medical imaging
- Previously only fully customized ASIC solutions: long development time, high NRE cost, complex specifications
- Highly innovative monolithic integration of sensing and analog-to-digital conversion:
 - high resolution at low radiation doses
 - significantly lower power consumption and heat generation, power-efficient imaging
 - significant decrease in system cost and complexity
 - opens up broader market potential for lower cost CT systems

High performance high QE NIR image sensing: driving 3D system offering, promising power savings in mobile 3D systems

- Ultra-sensitive NIR sensors, state-of-the art quantum efficiency (QE) of up to 40%
- Combining ams global shutter IP and application expertise for faster time-to-market
- Integrating NIR sensors into 3D offering creates full ams systems
- SmartSens partnership
- 3D ASV full system solution demos: Automotive (driver recognition), Industrial (access)
- Enabling ASV 3D BOLED (in development)

First ASSP CT sensing solution expands market; NIR sensing for full 3D systems





Audio sensing









ANC (active noise cancellation)

- Best-in-class high performance noise reduction (>40dB)
- Leader with broad portfolio for wired/wireless accessories
 - significantly better audio experience
 - very low power, very small form factor
- Augmented hearing: selective noise cancelling by-pass, e.g. for speech
- Innovative solution for high quality digital ANC in loose-fitting true wireless earbuds:
 - not requiring plug-in-type earpieces, more comfortable wear
 - first consumer OEM design win

MEMS microphone interface ICs

- Assets and related IP divested to customer Knowles Corporation in December 2019
- USD 58m cash consideration
- Component business, divestment aligns with ams' strategic focus on sensor solutions

MEMS microphone IC divestment in line with focus on sensor solutions

Hybrid volume manufacturing model









Internal: Differentiated manufacturing Outsourced/external: Standard process manufacturing

Internal front-end wafer manufacturing, Austria

- 8" CMOS/specialty analog to 180nm, 190+k wafers p.a.
- Optical filter production

Internal optical manufacturing/backend + VCSEL manufacturing, Singapore

- Leading in high-performance optical system technologies
- Advanced optical assembly/backend, WLO/optical filter production
- Significant 2019 improvements in production efficiency and operations
- Internal VCSEL capacity: 6" 2,000 wspm line, front-end ramp started end of 2019

External manufacturing partnerships for scalability and flexibility

- High volume wafer suppliers (TSMC, UMC), standard and semi-custom packaging
- Outsourced VCSEL supply chain: capacity partners, serving ongoing VCSEL needs

In-house test, Philippines/Singapore/Austria

Major efficiency increases in Singapore manufacturing

Global network





- Headquarters
- Design centers
- Manufacturing/Test
- Sales/customer support locations

Americas



18 design centers •

Austria, Belgium, Germany (2), Italy, India, Japan, Netherlands, Portugal, Singapore, Spain, Switzerland (3), UK, USA (3)

- **Manufacturing locations** • Austria, Singapore
- **Test center** • Philippines, Singapore, Austria



Financial results







			2019	2018	Q4 2019	Q4 2018
Total revenues			2,085.9 +32%	1,578.1	655.2 +38%	476.5
Gross margin	(adjusted) ¹⁾ (IFRS reported)		41% 38%	32% 27%	45% 42%	35% 28%
Result from operations (EBIT)	(adjusted) ¹⁾ (IFRS reported)		433.4 363.7	141.2 14.3	184.3 200.9	60.1 8.6
Net result	(adjusted) ³⁾		331.6 +2,715%	11.8	158.9 +9,566%	1.6
EPS (basic/diluted)		CHF ²⁾ USD ²⁾	4.15 / 4.05 4.13 / 4.03	0.15 / 0.14 0.14 / 0.13	1.94 / 1.76 1.96 / 1.78	0.02 / 0.02 0.02 / 0.02
EPS (basic/diluted)	(- · · · · · /	CHF ²⁾ USD ²⁾	4.15 / 4.05 4.13 / 4.03	1.34 / 0.72 1.26 / 0.68	1.94 / 1.77 1.96 / 1.78	0.01 / 0.01 0.01 / 0.01

¹⁾ Excl. acquisition-related, one-time restructuring and share-based compensation costs

²⁾ Earnings per share in CHF were converted using the average currency exchange rate for the respective periods

³⁾ Net result and earnings per share excluding valuation effect of the option element of the issued USD convertible bond



Financial results

P&L

Balance sheet

Cash flow









- Significant revenue growth for full year and Q4 2019, once more predominantly driven by consumer business
- Continuing revenue diversification with expanding business in the Android market

Revenue distribution

% of revenues





Total revenues by market 2019

- Change in regional split mostly due to customer-side changes in billing structure (billing location)
- Consumer market increase driven by broader deployment of optical sensing products









- Year-end 2019 shows expanding role of intra-quarter business, particularly in consumer, + typical seasonality
- 2018 figure not fully comparable due to narrower backlog definition from 2019 onwards

Gross profit / gross profit margin



USDm, % of revenues, adjusted¹⁾



- Gross profit margin development reflects major improvements in production efficiency and better utilization
- Gross profit margin IFRS: 2019: 38.3%, Q4 2019: 42.2%

¹⁾ Excl. acquisition-related, one-time restructuring, share-based compensation costs

USDm, % of revenues

R&D expenses





- High R&D investments continued through 2019 for major development projects in consumer and non-consumer
- Substantial decrease in 2019 relative R&D spending, in-line with targeted development

USDm, % of revenues

SG&A expenses





- SG&A spending includes selective improvements of organizational structure and global sales team
- Decrease in relative SG&A spending shows strong cost discipline and ability to manage profitable growth

Results from operations (EBIT)



USDm, % of revenues, adjusted¹⁾



- EBIT reflects strongly improved gross profitability (product mix, demand) + production efficiency improvements
- EBIT (EBIT margin) IFRS: 2019 USD 363.7m (17.4%), Q4 2019 USD 200.9m (30.7%)

¹⁾ Excl. acquisition-related, one-time restructuring, share-based compensation costs



Net financial result



- FY 2018 driven by major impact from valuation effects of USD convertible bond option component
- Q4 2019 includes financing costs in conjunction with the OSRAM offer and shareholding

Tax expense



USDm, tax rate: % of result before tax (PBT)



- Negative tax expense 2018 predominantly due to unwinding of historic tax structure and released tax provisions
- 2019 development driven by positive results, attractive tax rate comfortably in-line with expected range

Net income / earnings per share



USDm, earnings per share (EPS) in CHF and USD (basic/diluted), adjusted¹⁾



- Adj. net income FY 2019 reflects operating profitability, net inc. reported: FY 2019 USD 331.7m, Q4 2019 159.1m
- EPS reported (basic/diluted): 2019 CHF 4.15/4.05, USD 4.13/4.03, Q4 2019 CHF 1.94/1.77, USD 1.96/1.78



Financial results

P&L

Balance sheet

Cash flow


Working capital

350



Working capital at year-end 2019

Trade receivables	223.4	133.9
+ Inventories	232.5	342.9
- Trade liabilities	149.9	194.6
Working capital	306.0	282.2
in % of revenues	15%	18%

- Very tight working capital management in light of strong business growth
- Inventories declined despite business expansion due to efficient administration and improved manufacturing



2018

Net debt, cash and short-term investments

USDm, % of total liabilities





Cash and short-term investments

- Net debt increase in 2019 largely driven by financing of 19.99% OSRAM holding in connection with offer •
- Net debt stand-alone (w/o OSRAM share purchase) would show significant decrease to 1.3 net debt/EBITDA •



Financial results

P&L

Balance sheet

Cash flow



Cash flow from operations



USDm, % of revenues



- Very strong FY 2019 cash flow reflects operational performance, underscores cash generating ability
- D&A increased by 32% YoY supporting strong operating cash flow

Capital expenditures

USDm, % of revenues – Acquisition of intangibles, property, plant and equipment





- Anticipated substantial reduction in CAPEX as significant investment cycle has been completed in 2018
- CAPEX targeted to stay below 10% of revenues going forward



Acquisition of OSRAM





Strategically compelling	Creating a global leader in sensor solutions and photonics for both mobile and consumer, as well as automotive, industrial and medical applications
Value enhancing	Expected cost and revenue synergies with an expected annual pre-tax run-rate in excess of EUR 300m ¹
Financially accretive	Expected to be accretive to earnings per share from 2021 onwards; ROIC exceeds WACC from 2021 onwards
Sustainable capital structure	Pro-forma leverage of below c.4x 2019E EBITDA at closing, and c.3x 2019E EBITDA (incl. synergies), target to delever to ~2x by 2021
Fit with ams' financial model	Combined business targeted to achieve double-digit revenue growth supporting the ams medium term adjusted EBIT margin target in excess of 25%

Sustainable capital structure



Fully committed financing

- EUR 4.4bn bridge facility and EUR 1.649bn fully underwritten equity issue
- Authorized EUR 1.649bn capital raise via rights issue
- ✓ Planned debt refinancing of up to EUR 2.7bn
- ✓ Target to de-lever to ~2x net debt/EBITDA in 2021

Rights issue considerations

- Capital raise approved by EGM on 24 January
- Able to implement rights issue from end of February
- Detailed terms (subscription price, ratio, value of rights) to be defined shortly before launch
- 2 weeks rights trading period

Pro-forma net debt / EBITDA deleveraging profile (assuming 100% share ownership)



- Synergy run-rate achieved by year 3 post closing
- Includes EUR400m of one-off integration costs
- Further deleveraging potential from envisaged disposal proceeds

Notes:

1 Expected closing in H1 2020 and assumption of 100% ownership of OSRAM shares

2 Pro-forma net debt / EBITDA including synergies



- Clear successful strategy with focus on leadership in optical technologies
- Transforming OSRAM acquisition: create global leader in sensor solutions and photonics with outstanding portfolio
- ams key success factors: differentiation, innovation, high performance and "solution play" capability
- Solid and sustainable capital structure to support OSRAM acquisition, targeting quick de-leverage over next years
- Very good operating profitability model, strong cash flow generation, limited capex requirements expected
- ams + OSRAM in excellent position for long-term growth opportunities in exciting area of Tech



Appendix



Profit and loss statement



USDm

(IFRS)	2019	2018	Q4 2019	Q4 2018
Total revenuesProductsFoundry	2,085.9	1,578.0	655.3	476.5
	2,038.6	1,527.7	645.8	461.9
	47.2	50.4	9.5	14.6
 Gross profit Gross margin (adjusted ¹⁾) Gross margin (IFRS reported) 	799.9	429.2	276.5	134.1
	40.9%	31.7%	45.2%	35.4%
	38.3%	27.2%	42.2%	28.2%
Research and development	-289.0	-264.5	-64.1	-87.9
Selling, general and administrative	-193.6	-157.2	-51.3	-37.8
Other operating income/expenses	48.4	7.3	41.6	0.2
 Result from operations (EBIT) EBIT margin (adjusted ¹⁾) EBIT margin (IFRS reported) 	363.7	14.3	200.9	8.6
	20.8%	8.9%	28.1%	12.6%
	17.4%	0.9%	30.7%	1.8%
Net financing costs	-14.3	86.8	-28.3	-16.5
Result before tax	349.4	101.0	172.5	-7.9
Income tax result	-17.7	2.3	-13.5	9.0
Net result (adjusted ²⁾)	331.6	11.8	158.9	1.6
Net result (IFRS reported)	331.7	103.4	159.1	1.1

¹⁾ Excl. acquisition-related, one-time restructuring and share-based compensation costs ²⁾ Net result excluding valuation effect of the option element of the issued convertible bond

Balance sheet



USDm

Assets (IFRS)	Dec 31, 2019	Dec 31, 2018	Liabilities and equity	Dec 31, 2019	Dec 31, 2018
Cash and short term invest. Trade receivables Inventories Other current assets Assets held for sale	553.7 223.4 232.5 143.5 95.3	691.7 133.9 342.9 42.1 0.0	Interest-bearing debt Trade liabilities Tax liabilities Provisions Other liabilities	864.8 149.9 21.7 124.7 171.2	243.4 194.6 18.2 89.3 61.5
Total current assets	1,248.3	1,210.5	Total current liabilities	1,332.3	607.0
Fixed assets Intangible assets Right of use assets Investments in associates Deferred tax asset Other non-current assets Long-term financial assets	1,250.3 1,248.0 135.9 30.8 9.5 2.0 980.3	1,334.9 1,351.6 0.0 3.3 18.1 8.1 39.4	Interest-bearing debt Employee benefits Deferred tax liabilities Other liabilities	1,439.0 54.2 69.3 141.0	1,769.1 44.6 72.7 41.2
Total non-current assets	3,656.8	2,755.4	Total non-current liabilities Shareholders' equity	1,703.4 1,869.4	1,927.6 1,413.4
Total assets	4,905.1	3,965.9	Total liabil. and equity	4,905.1	3,965.9

Cash flow statement



USDm

(IFRS)	2019	2018	Q4 2019	Q4 2018
Result before tax Depreciation	349.4 310.0	101.0 235.2	172.5 81.2	-7.9 66.0
Cash flow from operations	714.4	349.0	273.5	284.6
Capital expenditures	-200.9	-456.9	-33.6	-46.1
Cash flow from investing activities	-1,011.7	-458.8	-673.5	-44.7
Proceeds from borrowings Proceeds from issue of convertible bond Repayment of debt Dividends paid Changes resulting from capital increase	632.8 0.0 -264.1 0.0 0.0	364.5 677.1 -350.6 -30.5 0.0	282.1 0.0 -134.3 0.0 0.0	128.5 0.0 -12.4 0.0 0.0
Cash flow from financing activities	158.3	449.7	82.0	92.4
Change in cash and cash equivalents (incl. effects of changes in foreign exchange rates)	-139.1	339.9	-318.0	332.2
Cash and cash equivalents at end of period	553.7	691.7	553.7	691.7