



# IDEX Q4 2015 PRESENTATION

February 26, 2016  
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[www.idex.no](http://www.idex.no)

## RECENT HIGHLIGHTS



**First volume order for Tier 1 mobile**



**World's first flexible touch sensor for ISO form cards**



**Product traction on IOT**



**Blue chip investors exercise warrants raising MNOK 448 (circa USD 52M)**



**Positive customer roadshow for in-glass sensor solution**



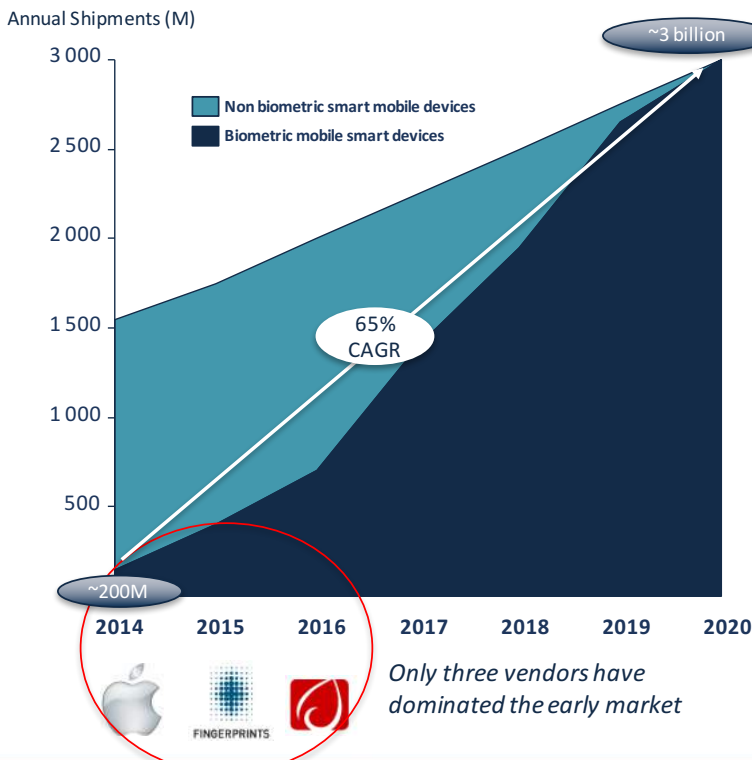
FROM DEVELOPMENT

TO COMMERCIALISATION



*Focused on ramping sales: securing design wins and revenue growth*

HUGE MOBILE OPPORTUNITY WITH FAVORABLE MARKET DYNAMICS FOR ADOPTION OF IDEX PRODUCTS



- Adoption into mid & low tier handsets
- Customers want multiple sources and customised form factors
- Performance matters for payment
- Numerous market entry points with 9-12month new model cycles
- Larger addressable market following mobile adoption (cards and IoT)



**Fundamental IP assets in fingerprint sensing**

- Patents important for global OEM deployment
- Strong patents and unique cross licence with Apple
- New patents filed in glass, touch, cards and algorithms

**Experienced and knowledgeable team**

- Several mobile industry experts have joined IDEX
- IDEX expanding talent in Cards/IOT



**Strong competency developed from two decades in biometrics**

- Proprietary technology & know-how for sustained innovation
- Differentiated products designed for mass deployment

**HIGHLY COMPETITIVE SILICON AND POLYMER TOUCH SENSORS LAUNCHED ADDRESSING MOBILE DEMAND**

**SILICON**

*Cardinal*



- Product designed into tier one OEM mobile smartphone
- Very competitive for small form factors
- Target mid and lower tier mobile devices

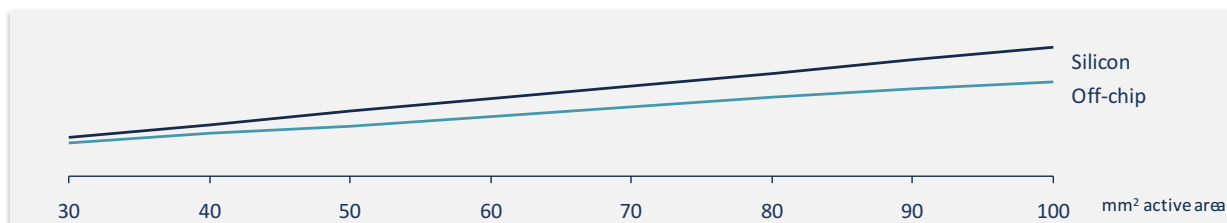
**POLYMER**

*Eagle*

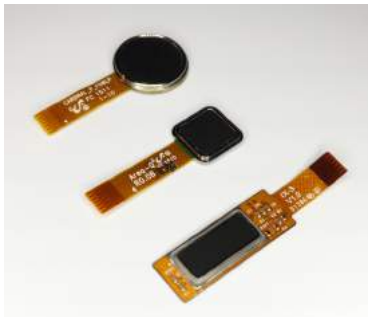


- Product integration with leading mobile OEMs
- Compelling cost/performance with maximised image area
- Continued cost reduction by shrinking silicon footprint
- Target mid and high end mobile devices

**OFF-CHIP POLYMER HAS COMPETITIVE COST WITH HIGH YIELDS**

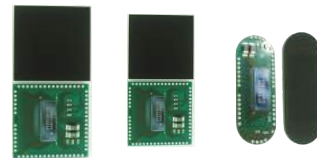


# DESIGN WIN ON HANDSET FOR TIER ONE MOBILE AND MULTIPLE CUSTOMER ENGAGEMENTS



- Cardinal design win for tier one handset converted to first volume order
- Mobile handset launch expected in Q2
- Further design wins expected from OEM second sourcing

- Deep integration and customisation for OEMs with the Eagle sensor
- Expansion of both IDEX direct sales and partner sales
- Target program insertion in Q2



# UNIQUE PRODUCT ROADMAP FOR THREE MASS MARKETS



Mobile devices

- Production ready product portfolio for mobile
- Off-chip technology enables glass sensor for cover glass integration

- First flexible touch sensor for ISO-cards
- Opens up mass market for payment and ID



Cards ID & smart



Internet of Things (IOT)

- Compact, cost efficient touch sensors ideal for IOT
- Emerging market scale expected to exceed mobile



- Huge OEM demand for glass sensor solutions
  - Front of the device, aesthetic design
- IDEX glass strategy maintains high image quality and increases durability
- Progress on glass development with partner
  - New lower cost touch sensor patented
  - Lead customers engaged
- Customising solution for lead customers
  - Industrial design phase
  - Customer evaluations in Q2
  - Industrialising supply chain for Q4



*IDEX glass sensor in the non active area of the phone*



**Launch of IDEX unique fingerprint  
Sensor creating strong market pull for  
payment/ID card applications**

### **IDEX leading in cards**

- Slim and flexible: designed for 0.76mm ISO ID1 card
- Low cost, small silicon footprint
- Designed for mass production

### **Advanced commercial status**

- Program with global payment provider – IDEX chosen for multiple partners in ecosystem
- Multiple high volume smart card opportunities

### **Ramping resources**

- Sensor card integration completed
- Secure payment software and matching solution proven
- Q2 qualification testing and scaling
- Expect initial volumes by end 2016

# IOT EMERGING MARKET ADDRESSED BY IDEX COMPACT HIGH PERFORMANCE SENSORS



Eagle sensors embedded in BIO-key SideTouch(TM) USB Fingerprint Reader

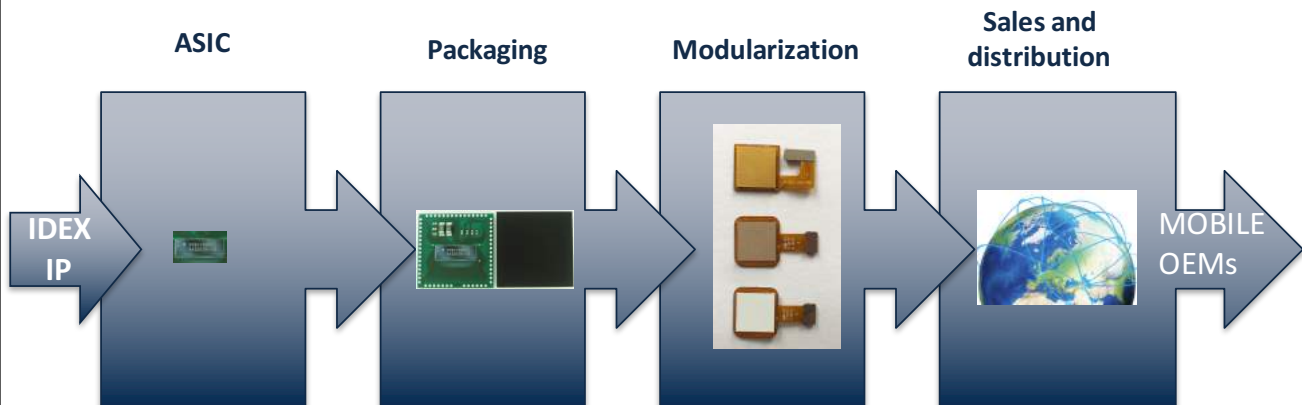


IDEX sensor now integrated in the ARM mbed Wearable Reference Design



IDEX sensor being integrated for secure wireless BLE/NFC FOBs and wearables

# READY FOR MASS PRODUCTION WITH MULTI CHANNEL SALES TO MOBILE MARKET



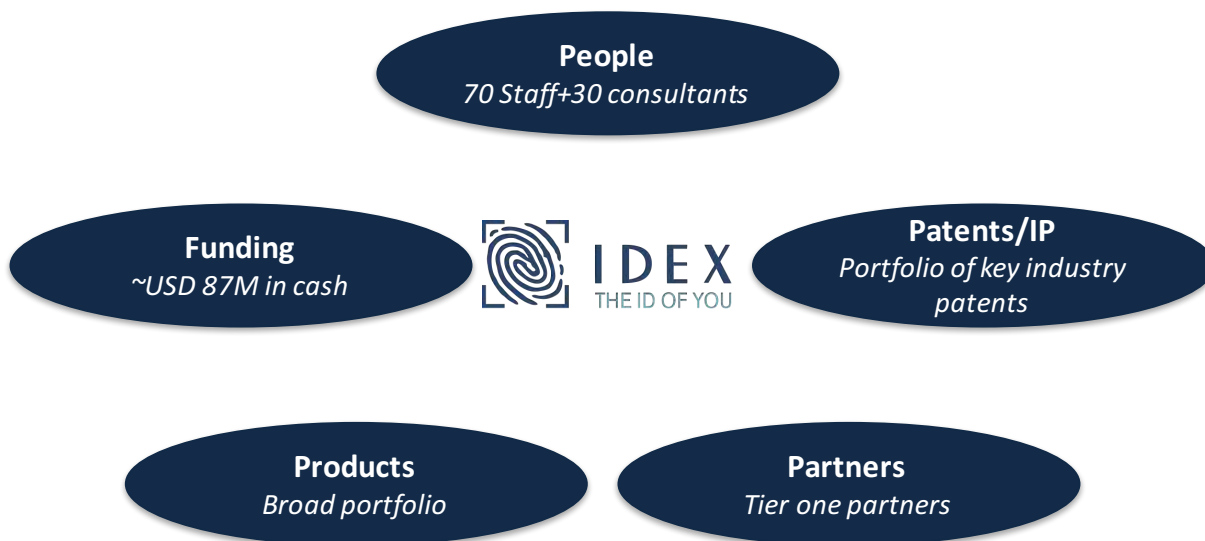
Announced IDEX partners



Multiple sources



## STRONG FOUNDATIONS FOR GROWTH



## FINANCIAL OVERVIEW



- Very strong balance sheet \$87m (764 MNOK), no debt
- OPEX 2015 OF \$ 27 (MNOK 220)
  - \$2.8M (MNOK 22.2) was non-cash cost of share based remuneration



Share price: NOK 8.10 | \$ 0.94  
Market cap: NOK 4,301M | \$ 497M

## Mobile



- Further mobile Design Wins following Tier one production order
- Deployment of IDEX sensors in mobile devices
- Lead OEM evaluation of in-glass sensor in Q2 16 & industrialisation

## Cards



- Real world trials for global payment provider in Q2 16
- Initial product shipment end 2016

## IoT



- Selected opportunities deployment and reference design sampling

## IDEX development



- Pipeline of targeted new product launches
- Strong focus on sales
- Expanding organisation to address customer demand



THANKYOU

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