

Good morning everyone and thank you for joining ST for our Q1 2025 earnings conference call.

I will start with an overview of the first quarter, including business dynamics, and I will hand over to Lorenzo for the detailed financial overview. I will then comment on the outlook and conclude before answering your questions.

So, starting with Q1:

- In a persistently uncertain environment, our first quarter net revenues were in line with the mid-point of our business outlook range, driven by higher revenues in Personal Electronics offset by lower revenues in Automotive and Industrial compared to expectations. Q1 gross margin was slightly below the mid-point of our business outlook range mainly due to product mix.
- On a year-over-year basis Q1 net revenues decreased 27.3% to \$2.52 billion. Gross margin decreased to 33.4% from 41.7%. Operating margin decreased to 0.1% from 15.9% and net income decreased 89.1% to \$56 million.

## **Let's now discuss our business dynamics during Q1.**

**In Automotive**, we expect Q1 to be the low point for our automotive revenues. During the quarter we saw lower revenues across all geographies. The current situation on trade and tariffs is creating uncertainty in car production levels, leading to a slight downward revision of forecasts for the year, more pronounced for electric vehicle volumes.

Despite this, our book-to-bill ratio was above 1. In \$ terms, bookings were also up significantly quarter on quarter.

During the quarter, we continued to execute our strategy in **car electrification**. We had wins with both silicon-carbide and silicon devices and modules for new on-board charger and traction inverter designs as well as with our smart power and smart fuse solutions for electric vehicle power systems. We remain focused on solid execution in power and discrete for car electrification in a continuing challenging market environment.

In **car digitalization**, we saw further traction with our portfolio of automotive microcontrollers.

Automotive MCUs are one of our revenue growth drivers beyond the medium-term horizon. We are confirming strong progress in executing our roadmap with many new products set to launch in 2025 and in 2026 across our Stellar and STM32A product families. We are also continuing to see strong design-in momentum in China, EMEA and the Americas with both large-scale OEMs and Tier1's.

During Q1, our Stellar P microcontroller family was selected in a dual inverter powertrain application by a fast-growing OEM in China, and we continued to expand our business with our current high-volume automotive MCUs in applications like car HVAC systems.

To support the challenges of developing software-defined vehicles, we recently announced our extensible Memory offer for Stellar microcontrollers. ST's proprietary PCM technology enables the smallest memory cell size for the automotive market. Thanks to this our customers can benefit from increased headroom to continuously innovate their products over time and in the field, while also simplifying logistics.

In ADAS we saw our customer Mobileye's **EyeQ6H** being adopted to improve safety and driving comfort in high-volume vehicles. This enables hands-free driving, smart parking, and improved occupant and pedestrian detection with a single integrated system.

We also introduced our newest family of global navigation satellite system (GNSS) receivers aimed at advanced driving systems for ADAS and autonomous driving. They are the industry's first to integrate multi-constellation and quad-band signal processing in a single die.

With our automotive-grade sensors we had a number of wins for ADAS, vehicle angle detection and occupancy monitoring applications. Also, this is a clear growth opportunity for us in the mid-term.

**In Industrial**, we expect Q1 to be the low point in terms of revenues. In Q1, orders were also up versus Q4 and, overall, inventory decreased, particularly for Smart Industrial and, to a lesser extent, Power and Energy. By region, the improvement in inventory was driven by Asia, while we have not seen significant improvement in Europe and in Americas. Our book-to-bill ratio was above 1.

During the quarter, we had wins for our **power and analog** portfolio across a range of applications. These included motor control, industrial drives, white goods, solar panels, air conditioning, and data switches.

At the end of March, we signed a development and manufacturing agreement for Gallium Nitride technology with Innoscience. It includes a joint development initiative on GaN power technology as well as a reciprocal agreement allowing each company to use the other's front-end manufacturing capacity. This allows ST to accelerate our roadmap in GaN power technology to complement our silicon and silicon carbide offering. For ST, this is a further step in the China-for-China operating model coming on top of the JV with Sanan for Front-end manufacturing of Silicon Carbide and the foundry agreement with HHGrace on multiple technologies including 40 nm.

**In Embedded Processing**, our STM32 microcontrollers continued to gain traction with the broad developer community.

Facing the current challenging market conditions, we were able to reconfirm our #1 ranking on the General purpose MCU market in 2024, with a market share that has consistently grown sequentially from Q224 onward.

In 2024 our software ecosystem grew 30% to over 1.3 million unique users, and we continued to see a strong growth trend in the first quarter of 2025. One area of particularly strong growth is in edge AI projects developed on our tools. Over the past 12 months, we saw over 160,000 projects – more than twice the number in the previous 12 months.

We continued to reinforce our portfolio and ecosystem with new innovative products, leveraging our proprietary 40nm and 18nm process node technologies.

In 2025/26 we plan to introduce 18 new lines leveraging embedded non-volatile memory technologies at and below 40nm. Between 2025 and 2027, the percentage of our STM32 revenue coming from these advanced products at 40nm and below will double, reinforcing our leadership in this market segment.

Based on our design-in momentum, we are equipped to grow faster than the market, going back to well above 20% market share.

**In Personal Electronics**, Q1 was slightly better than expected, while **Communications Equipment and Computer Peripherals** was in line with our expectations.

Here our engaged customer programs are progressing to the plan.

Our high level of innovation and ability to execute with MEMS and optical sensing, as well as with our analog technology portfolio are a key competitive advantage, enabling us to win and grow our business.

And our specialized proprietary technologies also position us for growth in LEO satellites and data centers. For example, during the quarter we introduced new technologies to enable higher-performance optical interconnect in datacenters and AI clusters. Our silicon photonics and next-gen BiCMOS proprietary technologies bring better performance to address the ongoing evolution of optical interconnect for customers like Amazon Web Services.

Finally, in terms of **corporate development activities**, during Q1 ST announced the details of its three-year program to reshape the manufacturing footprint and resize the global cost base. We also confirmed the annual cost savings target in the high triple-digit million-dollar range exiting 2027.

The reshaping and modernization of ST's manufacturing operations aim to achieve two main objectives: prioritizing planned investments towards future-ready infrastructure such as 300mm silicon and 200mm silicon carbide wafer fabs -to enable them to reach a critical scale- and maximizing the productivity and efficiency of legacy 150mm capabilities and mature 200mm capabilities.

This program is expected to see up to 2,800 people leaving the company globally on a voluntary basis over 3 years, on top of normal attrition. This is expected to occur mainly in 2026 and 2027.

To conclude. For Sustainability, we issued our first annual integrated report during the quarter. This report integrates our sustainability statement detailing our performance in 2024. We remain on track for our commitment to becoming carbon neutral by 2027 on scope 1 and 2 and on product transportation, business travel, and employee commuting for scope 3. Our carbon neutrality program includes a comprehensive strategy covering the reduction of direct and indirect greenhouse gas emissions and the sourcing of 100% renewable electricity by 2027.

Now over to Lorenzo, who will present our key financial figures.

Thank you, Jean-Marc, and good morning, everyone.

Before commenting Q1 results, let me remind you that, following ST's reorganization into two Product Groups and four Reportable Segments, announced in January 2024, we have made further progress in reorganizing our global product portfolio. This results in some adjustments to our Reportable Segments, effective starting January 1, 2025, without modifying subtotals at Product Group level.

Therefore, from Q125, we report revenues and operating income according to those four adjusted Reportable Segments.

For more details, please refer to the appendix of the Earnings PR we published today.

And now let's start with a detailed review of the first quarter. Starting with revenues on a year-over-year basis.

By reportable segment,

- Analog products, MEMS and Sensors (AM&S) was down 23.9% mainly due to a decrease in Analog;
- Power and Discrete products (P&D) decreased 37.1%,
- Embedded Processing (EMP) revenues declined 29.1%, mainly due to General Purpose and Automotive MCUs (GPAM).
- RF & Optical Communications (RF&OC) declined 19.2%.

By end-market, Automotive declined by about 39%, Industrial by about 32%, Personal Electronics by about 11% and CECP increased by about 1%.

Year-over-year, sales to OEMs decreased 25.7% and 31.2% to Distribution.

On a sequential basis, revenues decreased 20.7% in AM&S, 34.1% in P&D, 26% in EMP and 16.5% in RF&OC. By end-market, Automotive declined by about 34%, Industrial by about 18%, Personal Electronics by about 17% and CECP by about 14%.

Turning now to profitability:

Gross profit in the first quarter was \$841 million, decreasing 41.7% on a

year-over-year basis.

Gross margin was 33.4%, decreasing 830 basis points year-over-year, mainly due to product mix and, to a lesser extent, to higher unused capacity charges and lower sales price.

Total net operating expenses, excluding restructuring, amounted to \$830 million in the first quarter. This was better than anticipated, reflecting the continued strict monitoring of our expenses in the current market environment.

In the second quarter of 2025 we expect Net Opex to stand between \$860 and 870 million, a 6% year-over-year decline. As a reminder these amounts are net of other income and expenses and exclude restructuring.

First quarter, operating income was \$3 million. Q1 operating margin was 0.1%, with AM&S at 7.7%, P&D at -6.9%, EMP at 8.9% and RF&OC at 13.9%.

Q125 net income was \$56 million, compared to \$513 million in the year-ago quarter. Earnings per diluted share were \$0.06 compared to \$0.54.

Net cash from operating activities decreased 33.2% in Q1 to \$574 million.

First quarter Net Capex was \$530 million, compared to \$967 million in Q124.

Free cash flow was positive at \$30 million in the first quarter, compared to negative \$134 million in the year-ago quarter.

Inventory at the end of this quarter was \$3.01 billion, compared to \$2.69 billion in Q124. Days sales of inventory at quarter-end was 167 days, in line with our expectations, compared to 122 days for both the previous quarter and the year-ago quarter.

Cash dividends paid to stockholders in Q125 totaled \$72 million. In addition, ST executed share buy-backs of \$92 million.

ST maintained its financial strength with a net financial position that remained solid at \$3.08 billion as of March 29, 2025, reflecting total liquidity of \$5.96 billion and total financial debt of \$2.88 billion.

Now back to Jean-Marc, who will comment on our outlook.

Thank you, Lorenzo.

Now, let's move to our business outlook for Q2 2025.

In the first quarter, our book-to-bill ratio improved, with both Automotive and Industrial above parity.

- We are expecting Q225 revenues at \$2.71 billion +/- 350 basis points. At the mid-point, our Q225 net revenues will decrease by 16.2% year-

over-year and increase 7.7% sequentially.

- We expect our gross margin to be about 33.4% +/- 200 basis points, impacted by about 420 basis points of unused capacity charges.
- This business outlook does not include any impact for potential further changes to global trade tariffs compared to the current situation.

For FY 2025

- Considering the level of uncertainty for the economy globally and for ST end markets specifically, we are not providing an indication for FY25 revenues.
- We plan to maintain our Net Capex plan for 2025 between \$2.0 and \$2.3 billion mainly to execute the reshaping of our manufacturing footprint.

**To conclude:**

- While we see Q1 2025 as the bottom, in the current uncertain environment we are focusing on what we can control:
  - We are maintaining strict expense control while protecting R&D, continuously innovating to enhance and accelerate the competitiveness of our product and technology portfolio.
  - We are on track with our company-wide program to reshape our manufacturing footprint. And we confirm that the cost savings target is in the high triple-digit million-dollar range exiting 2027.

- ST medium-term growth drivers remain solid. Specifically, they will come from MEMS and Optical sensing solutions, General Purpose Microcontrollers, Analog, and LEO communication, while we see a lower and delayed growth in Power & Discrete due primarily to the well-known electrification market dynamics.

We anticipate additional further growth beyond the medium-term horizon thanks to Automotive MCU and AI applications - at the Edge, and for power management and cloud optical interconnect in data centers and AI clusters -. We will do so by leveraging our product and technology portfolio and roadmap, and our competitive reshaped manufacturing footprint.

Thank you, and we are now ready to answer your questions.