Leading the world in electrical measurement
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.
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1,500 people in over 15 countries
We transform technology potential into powerful answers

Best global talent
We develop and recruit talent at the forefront of mega trends such as
• renewable energy
• mobility
• automation
• digitization

Innovative electrical solutions
We help our customers and society accelerate the transition to a sustainable future
LEM has a broad global footprint

Headquarters in Geneva, Switzerland, a strong presence in China
Broad global sales

**Over 300 million Swiss Francs (CHF)**

- 80% sales in Industry, 20% in Automotive applications
- Balanced geopolitical and economic exposure
- Close to customers on the ground in all key markets
- Strong focus on direct sales
Promising long-term sales potential

Rising global electricity production

Electricity production needs to increase by about 50% by 2040.

Mega trends drive demand for electric sensors:

- Renewable energy
- Energy efficiency
- E-mobility for public and private transport
- Automation
- Smart grids

“LEM enables me to actively shape global trends such as electrification and energy efficiency. Creativity, teamwork and customer focus are our key motivations.”

Mathieu Béguin, Product Manager
Industry key applications

Drives

Renewables

Traction

High precision

LESR

LDSR

LF-2010-S

ITL900
Automotive segment
“LEM offers great opportunities to bring together human qualities and technical strengths with continuous improvement and innovation, combined with a supportive environment”

Caroline Ravello, Supply Chain Leader
Automotive key applications

Battery management system
- HBCT
- CAB 1500

Motor control
- HAH3DR-S07_SP2
- HC16

Charging system
- GO-SMS
- HAM
Automotive in the future

49% of new car sales will be hybrid or electric by 2028

New car sales – propulsion share
units in millions

Source: IHS Markit, 2017

Electric vehicles
Hybrid vehicles
Internal combustion engines

“China will play a major role in the electrification of the automotive market, representing 50% of the annual EV/PHEV car production by 2028.”

Source: Bloomberg NEF, 2019
Investing in the future
“Far from being a mature market, electrical sensing products are undergoing significant mutations driven by new applications and technologies.”

Frank Rehfeld, CEO
China is the biggest strategic opportunity

Sales
Industry market share of over **50%**
Key market with **33.1%** of total global sales

Production
China is the largest manufacturing site: **61%** of total production (**59%** in financial year 2017/18)
“Made by LEM” quality
8–10% of sales invested in R&D

- Leveraging new technologies: smart sensors
- Capturing new opportunities in integrated current sensing
- Developing innovation at scale
- Collaborating closely with our customers and local universities
- Developing capabilities
Accelerating the organization
Becoming more agile to seize growth opportunities

• Increasing speed to market
• Pushing innovation
• Developing talent and capabilities
• Empowering decision-making
• Encouraging entrepreneurship
Our talent
Expertise, responsibility, teamwork
Developing and recruiting the best talent

Human-sized company with a global footprint

- Collaborative culture
- Mobility and career evolution
- Healthy work/life balance

Qualities of LEM people

- Technical excellence and leadership
- Creative and innovative thinking
- Ambition and accountability

Work climate/team
Employee rating (2019)

- Excellent: 39%
- Good: 45%
- Satisfactory: 16%

Workforce by activity
1,477 total employees (2019)

- Operations: 64%
- Admin & Logistics: 16%
- R&D: 12%
- Sales & Marketing: 8%
Our values

Together we…

• are customer driven
• operate with integrity
• value teamwork
• commit to our goals
• strive for excellence
• lead innovation

This is the spirit and intent of everything we do.
We believe that sustainable and ethical practices create long-term value for all stakeholders and assure the longevity of businesses.
At LEM we help our customers and society accelerate the transition to a sustainable future.
Helping the world stay connected reliably

Our online, highly connected lives depend on steady streams of safe, uninterrupted electric flow.

Our products help
- Provide continuous power supply
- Control energy consumption
- Promote renewable energy
Helping us all consume energy responsibly

Smart grids, microturbines, wind and solar power.

We are at the forefront of engineering
• Highly accurate, safe new sensors
• Performance sensors for low-power, high-volume applications
• A range of compact semiconductor-based sensors
Helping society stay on the move sustainably

Trains, tram, buses, conventional cars, green cars and elevators.

- Strong product portfolio in battery management, motor control, and charging systems
- Combining hardware and software with added functionalities and value for our customers
Thank you