

AIXTRON Investor Presentation

Organic Electronics
Next Generation Displays
Flexible Electronics
Wearables

Opto & Power Electronics

Next Generation Displays
SSL Adoption · UV-C
Renewable Energy
Power Management
E-Mobility · Connectivity

Our technology.
Your future.

Memory & Logic

High Performance Computing
Memory / Big Data
Sensors · Smart Devices

Graphene & Nanomaterials

Flexible Electronics
Sensors · Energy Storage
High Performance Computing
Composites

First Nine Months 2017 Results
(October 26, 2017)

Forward-Looking Statements

This document may contain forward-looking statements regarding the business, results of operations, financial condition and earnings outlook of AIXTRON. These statements may be identified by words such as “may”, “will”, “expect”, “anticipate”, “contemplate”, “intend”, “plan”, “believe”, “continue” and “estimate” and variations of such words or similar expressions. These forward-looking statements are based on our current assessments, expectations and assumptions, of which many are beyond control of AIXTRON, and are subject to risks and uncertainties. You should not place undue reliance on these forward-looking statements. Should these risks or uncertainties materialize, or should underlying expectations not occur or assumptions prove incorrect, actual results, performance or achievements of AIXTRON may materially vary from those described explicitly or implicitly in the relevant forward-looking statement. This could result from a variety of factors, such as actual customer orders received by AIXTRON, the level of demand for deposition technology in the market, the timing of final acceptance of products by customers, the condition of financial markets and access to financing for AIXTRON, general conditions in the market for deposition plants and macroeconomic conditions, cancellations, rescheduling or delays in product shipments, production capacity constraints, extended sales and qualification cycles, difficulties in the production process, the general development in the semi-conductor industry, increased competition, fluctuations in exchange rates, availability of public funding, fluctuations and/or changes in interest rates, delays in developing and marketing new products, a deterioration of the general economic situation and any other factors discussed in any reports or other announcements, in particular in the chapter Risks in the Annual Report, filed by AIXTRON. Any forward-looking statements contained in this document are based on current expectations and projections of the executive board based on information available the date hereof. AIXTRON undertakes no obligation to revise or update any forward-looking statements as a result of new information, future events or otherwise, unless expressly required to do so by law.

This document is an English language translation of a document in German language. In case of discrepancies, the German language document shall prevail and shall be the valid version.

Due to rounding, numbers presented throughout this presentation may not add up precisely to the totals indicated and percentages may not precisely reflect the absolute figures for the same reason.

Our registered trademarks: AIXACT[®], AIXTRON[®], Atomic Level SolutionS[®], Close Coupled Showerhead[®], CRIUS[®], Gas Foil Rotation[®], OVPD[®], Planetary Reactor[®], PVPD[®], TriJet[®], Optacap[™]

AIXTRON – Q3/2017 Events

✓ Q3 Demand Drivers

- Lasers for 3D Sensing and Datacom
- Red-Orange-Yellow (“ROY”) and Specialty LEDs

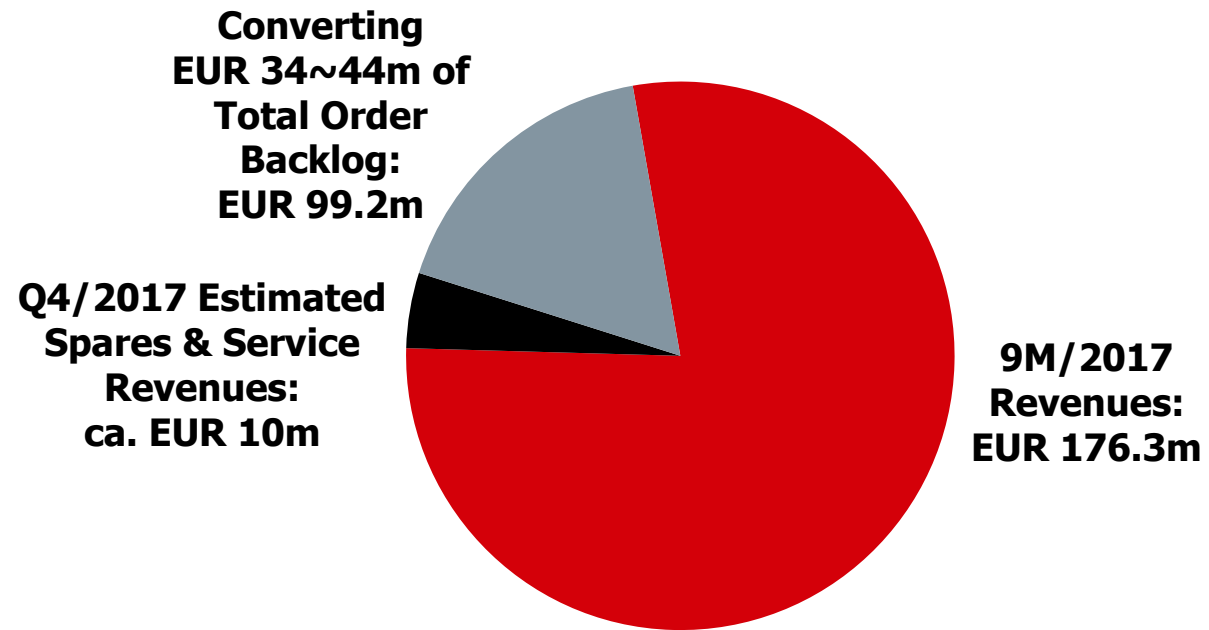
✓ 2nd Guidance increase in 2017

- ✓ **Sale of AIXTRON’s ALD/CVD Memory Product line to Eugene Technology in Korea: CFIUS Approval obtained this week.**
- ✓ **Joint Venture discussions for APEVA, AIXTRON’s Subsidiary for OLED activities.**

AIXTRON – 2017 Guidance

- Raising 2017 Total Order Intake Guidance* to EUR 240 ~ 250 million (at prevailing budget rate of USD/EUR 1.10).
- Refining 2017 Revenue Guidance* to EUR 220 ~ 230 million.
- Q4/17 required Revenues* c. EUR 44-54m (at actual USD/EUR exchange rate)
- EBIT break-even in 2017 after the anticipated successful sale of AIXTRON’s memory business.
- Return to profitability in 2018.

2017 Guidance



* Excluding the Memory Business from expected date of closing

Devices: GaN/SiC Power Electronics – Superior Performance

Source: icons from www.flaticon.com



More Efficient



Energy Saving

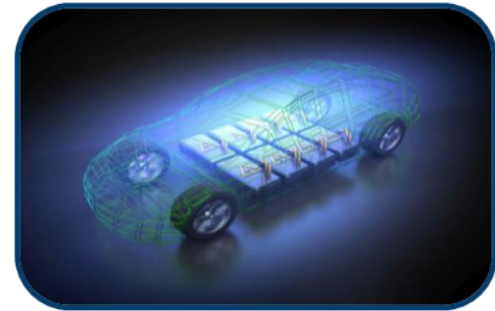
Less Heat

Light Weight

Lower System Cost



Smaller



Electric Vehicles



EV-charging



Data Centers



Renewable Energy



Wireless Charging



Fast Charging

Key Financials Q3/2017*

* Rounded figures; may not add up
 **Q3/17 adjusted vs Q2/17 adjusted

(€ million)	Q3/17			Q2/17			+/- %**
	Adjusted	Adjustment	Actual	Adjusted	Restructuring	Actual	
Order intake	64.5	-4.9	69.4	66.6		66.6	-3
Order backlog (equipment only)	99.2		99.2	93.4		93.4	6
Revenues	57.6	-4.6	62.2	60.6		60.6	-5
Gross profit	20.1	-4.6	24.7	16.0	1.3	14.7	26
%	35	-5 pp	40	26		24	9pp
EBIT	1.4	-3.2	4.6	-3.6	7.7	-11.3	139
%	2	-5 pp	7	-6		-19	8pp
Net result	1.1	-3.2	4.3	-3.7	7.7	-11.4	130
%	2	-5 pp	7	-6		-19	8pp
Net result per share (EUR)	0.01	-0.03	0.04	-0.03	-0.07	-0.10	133
Free Cash Flow¹	8.2		8.2	7.0		7.0	17

1 Operating CF + Investing CF + Changes in Cash Deposits

Consolidated Income Statement*

* Rounded figures; may not add up
 **Q3/17 adjusted vs Q2/17 adjusted

(€ million)	Q3/17			Q2/17			+/- %**
	Adjusted	Adjustment	Actual	Adjusted	Restructuring	Actual	
Revenues	57.6	-4.6	62.2	60.6		60.6	-5
Cost of sales	37.5		37.5	45.9		45.9	-18
Gross profit	20.1	-4.6	24.7	16.0	1.3	14.7	26
%	35		40	26		24	9pp
Selling expenses	2.7		2.7	2.7		2.7	0
General & admin expenses	3.7	-1.4	5.2	3.8	-1.3	5.1	3
R&D	12.8		12.8	14.8	-5.0	19.8	-14
Net other operating income & expenses	-0.5		-0.5	-1.6		-1.6	-69
EBIT	1.4	-3.2	4.6	-3.6	7.7	-11.3	139
%	2		7	-6		-19	8pp
Net result	1.1	-3.2	4.3	-3.7	7.7	-11.4	130
%	2		7	-6		-19	8pp

Consolidated Statement of Cash Flows*

* Rounded figures; may not add up

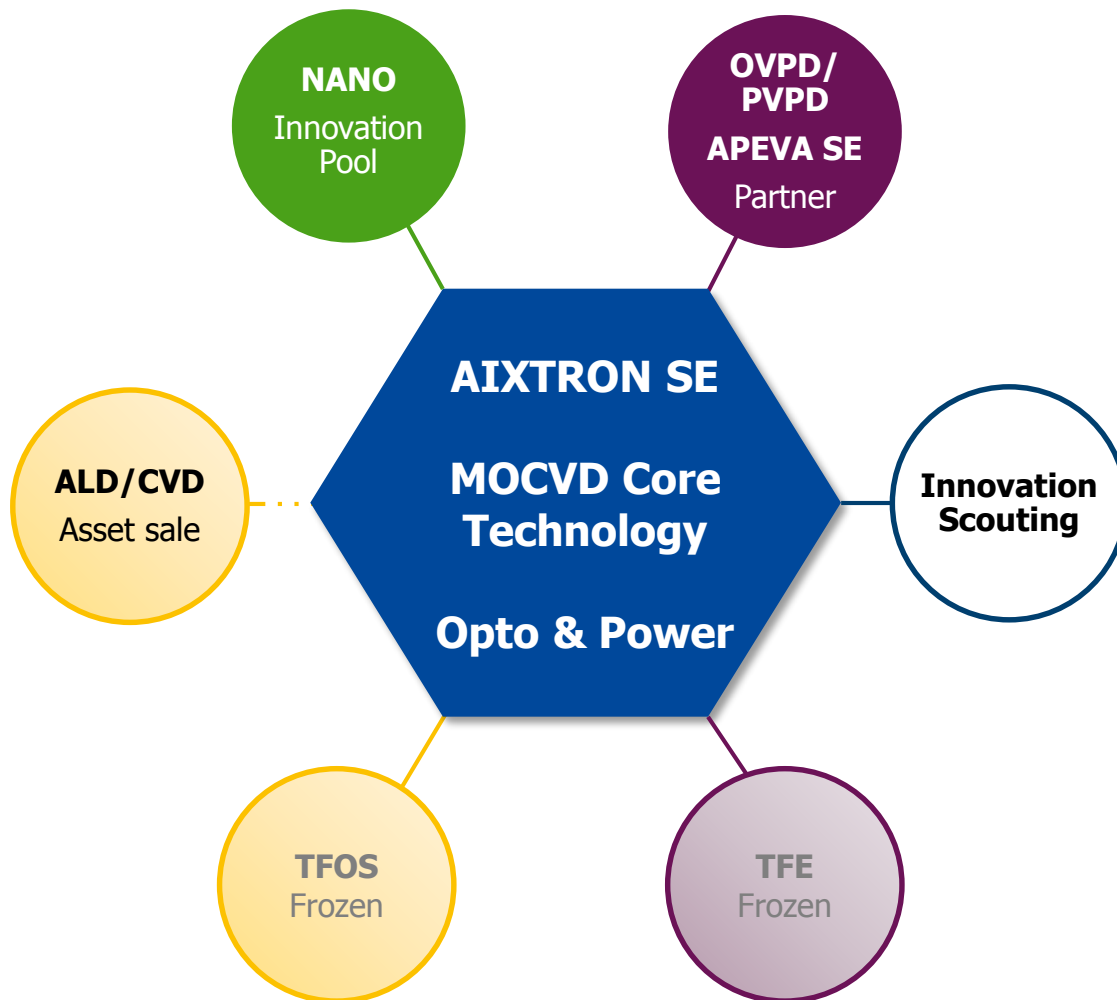
(€ million)	9M/17	9M/16	Q3/17	Q2/17
Net Result	-20.6	-30.4	4.3	-11.4
Adjust for				
Non Cash Items	16.8	9.8	2.6	6.8
Changes in Working Capital	60.4	-14.5	6.3	13.3
Cash Flow from Operating Activities	56.5	-35.0	13.2	8.7
Capital Expenditures	-8.0	-3.0	-5.0	-1.7
FX effects / Other	-4.7	-7.9	-1.4	-3.6
Total Cash Flow	43.8	-45.9	6.8	3.5
Cash & Deposits	203.9	163.5	203.9	197.1

Balance Sheet*

* Rounded figures; may not add up

(€ million)	30/09/17	30/06/17	31/12/16
Property, plant & equipment	64.0	65.3	74.2
Goodwill	71.1	68.7	74.6
Other intangible assets	1.8	1.5	5.4
Others	1.9	2.1	2.4
Non-current assets	138.8	137.5	156.5
Inventories	40.2	36.4	54.2
Trade receivables	21.1	22.0	60.2
Others	4.8	6.0	5.3
Assets classified as held for sale	15.4	16.0	0.0
Cash & Cash Deposits	203.9	197.1	160.1
Current Assets	285.3	277.6	279.7
Shareholders' equity	342.2	339.8	369.7
Non-current liabilities	1.7	2.5	4.2
Trade payables	13.1	13.9	14.6
Advance payments from customers	41.7	33.6	26.1
Others	25.3	25.3	21.6
Current liabilities	80.2	72.7	62.3
Balance Sheet total	424.1	415.0	436.2

Technology Portfolio – Strategy



Executing Strategic Plans:

- ✓ Partner: APEVA / OLED Deposition
 - Established APEVA SE as AIXTRON subsidiary; Joint Venture discussions in progress
- ✓ Freezing R&D: TFOS & TFE
 - Q1/2017: freezing III-V on Silicon (TFOS) R&D activities
 - Q2/2017: freezing Thin Film Encapsulation (TFE) R&D activities
- ✓ Asset Sale: Memory Product Line
 - Sale of ALD/CVD Memory Product line to Eugene Technology in South Korea expected to close in 2017

Financial Calendar & Contact Data

- February 27, 2018 FY/2017 Results, Conference Call
- April 26, 2018 Q1/2018 Results, Conference Call
- May 16, 2018 2018 Annual General Meeting, Aachen, Germany
- July 26, 2018 Q2/2018 Results, Conference Call
- October 30, 2018 Q3/2018 Results, Conference Call

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