



# **AIXTRON** Investor Presentation

Full Year 2017 Results  
*(February 27, 2018)*

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**AIXTRON**

## Forward-Looking Statements

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

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# AIXTRON – 2017 Highlights

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- ✓ **Successful Reorientation — Technology Portfolio**
  - Frozen III-V on Silicon (TFOS) & Thin Film Encapsulation (TFE)
  - Sold ALD/CVD Memory Product Line to Eugene Technology
  - Transferred OLED Activities to APEVA
- ✓ **Positive EBIT, Net Profit and Cash Flow**
- ✓ **Accelerating Optoelectronics Demand from 3D Sensing and Telecommunications**
- ✓ **Red, Orange and Yellow (ROY) LEDs and Specialty LEDs Continue Growth**
- ✓ **Improving Momentum for GaN and SiC Power Electronics**

## Key Financials FY/2017 and Q4/2017\*

\* Rounded figures; may not add up

(€ million)	FY/17	FY/16	+/- %	Q4/17	Q3/17	+/- %
<b>Order intake</b>	<b>263.8</b>	<b>225.1</b>	<b>17</b>	<b>65.7</b>	<b>69.6</b>	<b>-6</b>
<b>Order backlog (equipment only)</b>	<b>108.6</b>	<b>78.1</b>	<b>39</b>	<b>108.6</b>	<b>99.2</b>	<b>9</b>
<b>Revenues</b>	<b>230.4</b>	<b>196.5</b>	<b>17</b>	<b>54.1</b>	<b>62.2</b>	<b>-13</b>
<b>Gross profit</b>	<b>74.0</b>	<b>56.3</b>	<b>31</b>	<b>21.0</b>	<b>24.7</b>	<b>-15</b>
%	32	29	3 pp	39	40	-1 pp
<b>EBIT</b>	<b>4.9</b>	<b>-21.4</b>	<b>123</b>	<b>24.4</b>	<b>4.6</b>	<b>n.m.</b>
%	2	-11	13 pp	45	7	38 pp
<b>Net result</b>	<b>6.5</b>	<b>-24.0</b>	<b>127</b>	<b>27.2</b>	<b>4.3</b>	<b>n.m.</b>
%	3	-12	15 pp	50	7	43 pp
<b>Net result per share (EUR)</b>	<b>0.06</b>	<b>-0.22</b>	<b>127</b>	<b>0.24</b>	<b>0.04</b>	<b>n.m.</b>
<b>Total Cash Flow</b>	<b>86.4</b>	<b>-49.3</b>	<b>n.m</b>	<b>42.6</b>	<b>6.8</b>	<b>n.m.</b>

- Includes profit on disposal of ALD/CVD of EUR 23.8m
- See Note 5 of the Annual Report for further Information

# Consolidated Income Statement\*

\* Rounded figures; may not add up

(€ million)	FY/17	FY/16	+/- %	Q4/17	Q3/17	+/- %
<b>Revenues</b>	<b>230.4</b>	<b>196.5</b>	<b>17</b>	<b>54.1</b>	<b>62.2</b>	<b>-13</b>
Cost of sales	156.4	140.2	12	33.1	37.5	-12
<b>Gross profit</b>	<b>74.0</b>	<b>56.3</b>	<b>31</b>	<b>21.0</b>	<b>24.7</b>	<b>-15</b>
%	32	29	3 pp	39	40	-1 pp
Selling expenses	10.2	13.8	-26	2.2	2.7	-17
General & admin expenses	17.1	17.1	0	2.6	5.2	-50
R&D	68.8	53.9	28	16.5	12.8	29
Net other operating income	27.0	7.2	275	24.7	0.5	n.m.
<b>EBIT</b>	<b>4.9</b>	<b>-21.4</b>	<b>123</b>	<b>24.4</b>	<b>4.6</b>	<b>n.m.</b>
%	2	-11	13 pp	45	7	38 pp
<b>Net result</b>	<b>6.5</b>	<b>-24.0</b>	<b>127</b>	<b>27.2</b>	<b>4.3</b>	<b>n.m.</b>
%	3	-12	15 pp	50	7	43 pp

# Consolidated Statement of Cash Flows\*

\* Rounded figures; may not add up

(€ million)	2017	2016	Q4/17	Q3/17
<b>Net Result</b>	<b>6.5</b>	<b>-24.0</b>	<b>27.2</b>	<b>4.3</b>
Adjust for				
Non Cash Items	-7.9	15.7	-24.6	2.6
Changes in Working Capital	71.4	-29.4	11.0	6.3
<b>Cash Flow from Operating Activities</b>	<b>70.1</b>	<b>-37.7</b>	<b>13.6</b>	<b>13.2</b>
<b>Capital Expenditures</b>	<b>9.7</b>	<b>5.3</b>	<b>1.1</b>	<b>8.5</b>
<b>Fixed Asset disposals/FX / Other</b>	<b>26.0</b>	<b>-2.2</b>	<b>30.1</b>	<b>-1.4</b>
<b>Total Cash Flow</b>	<b>86.4</b>	<b>-49.3</b>	<b>42.6</b>	<b>6.8</b>
<b>Cash &amp; Deposits</b>	<b>246.5</b>	<b>160.1</b>	<b>246.5</b>	<b>203.9</b>

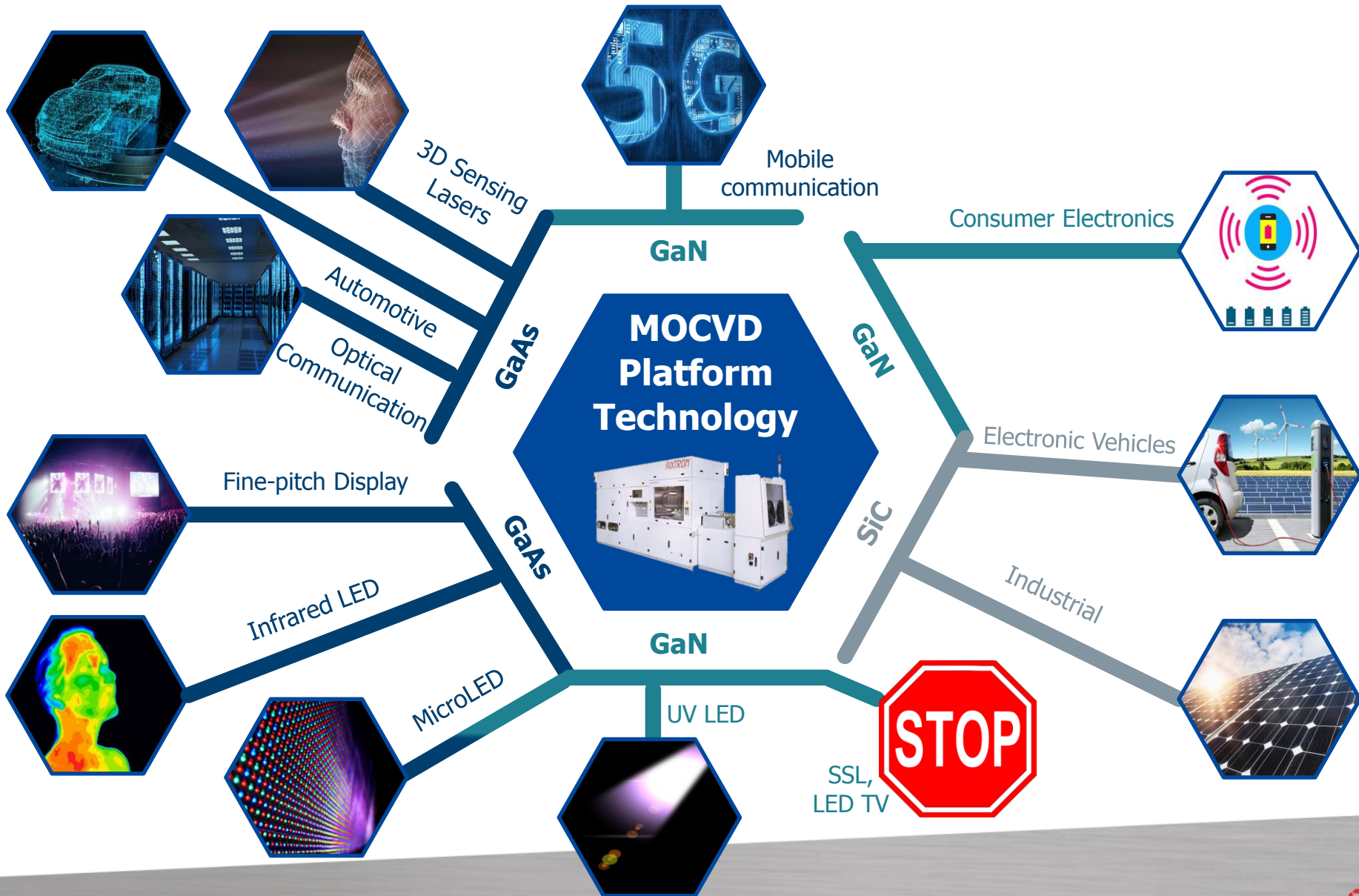
# Balance Sheet\*

\* Rounded figures; may not add up

(€ million)	31/12/17	30/09/17	31/12/16
Property, plant & equipment	64.3	64.0	74.2
Goodwill	71.2	71.1	74.6
Other intangible assets	1.8	1.8	5.4
Others	4.0	1.9	2.4
<b>Non-current assets</b>	<b>141.3</b>	<b>138.8</b>	<b>156.5</b>
Inventories	43.0	40.2	54.2
Trade receivables	19.3	21.1	60.2
Others	5.0	4.8	5.3
Assets classified as held for sale	0.0	15.4	0.0
Cash & Cash Deposits	246.5	203.9	160.1
<b>Current Assets</b>	<b>313.8</b>	<b>285.3</b>	<b>279.7</b>
<b>Shareholders' equity</b>	<b>368.9</b>	<b>342.2</b>	<b>369.7</b>
<b>Non-current liabilities</b>	<b>2.0</b>	<b>1.7</b>	<b>4.2</b>
Trade payables	14.3	13.1	14.6
Advance payments from customers	30.3	41.7	26.1
Others	39.7	25.3	21.6
<b>Current liabilities</b>	<b>84.2</b>	<b>80.2</b>	<b>62.3</b>
<b>Balance Sheet total</b>	<b>455.1</b>	<b>424.1</b>	<b>436.2</b>

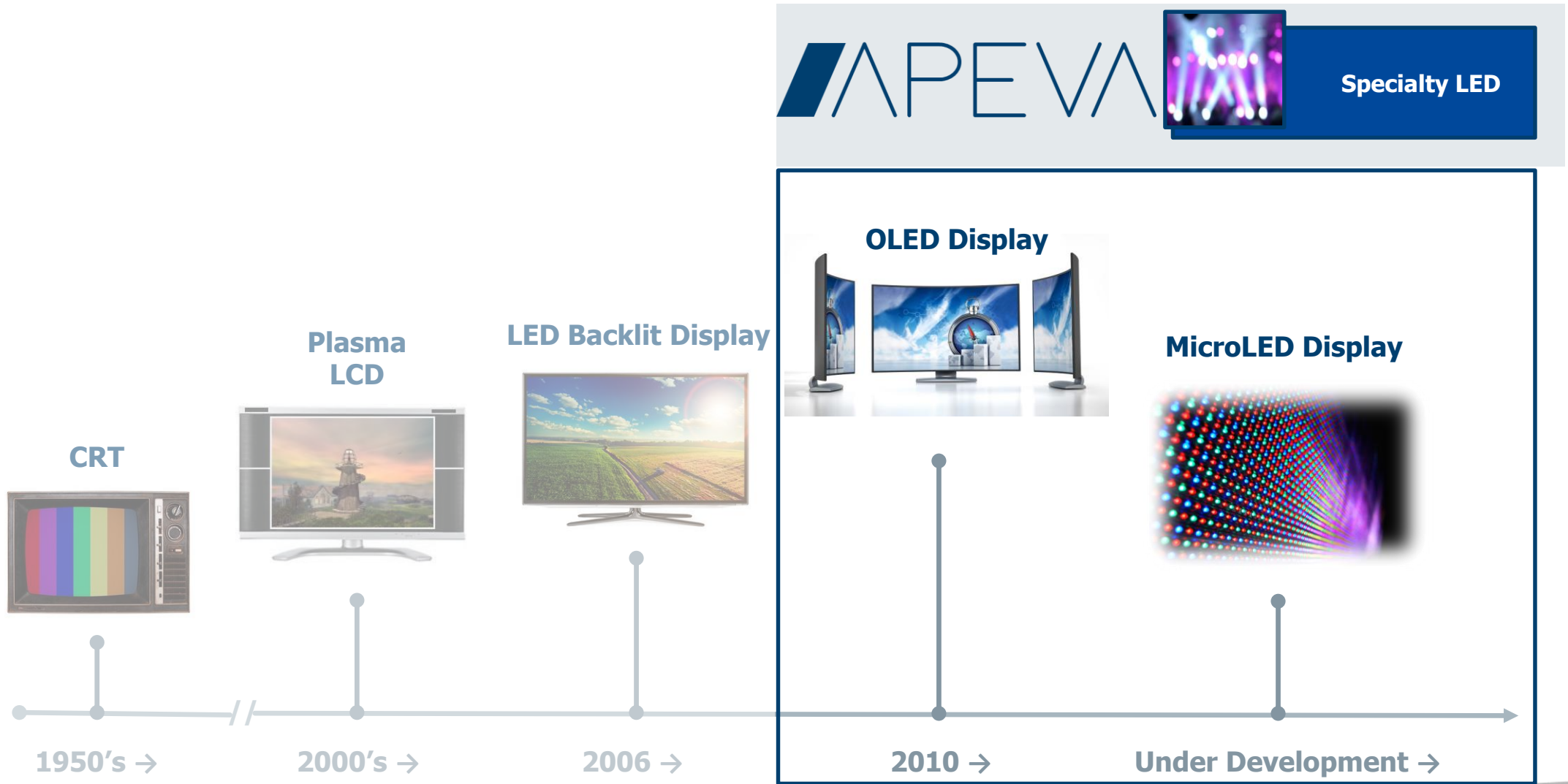


# AIXTRON – Enabling Emerging Global Mega Trends





# AIXTRON – Instrumental in Evolving Display Technologies

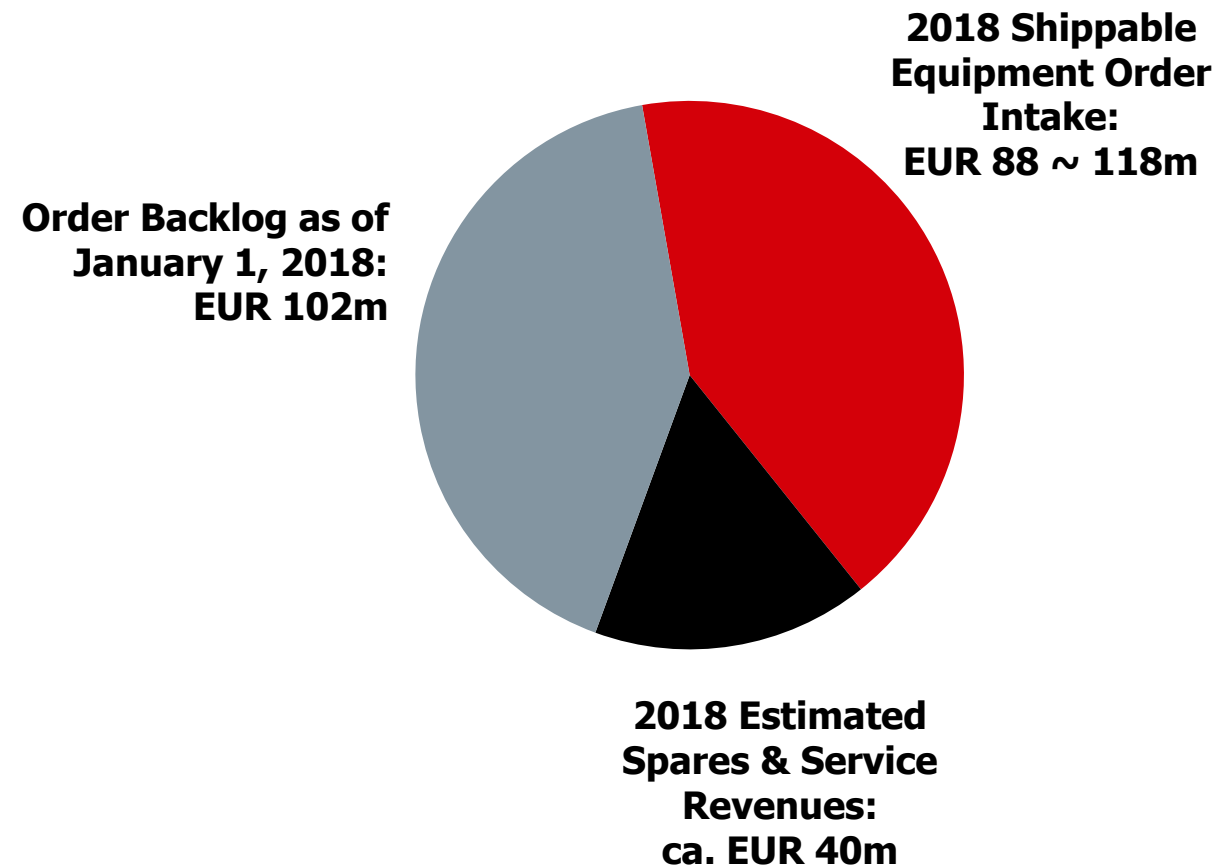


## AIXTRON – 2018 Guidance\*

Assuming current structure and based on current order situation, Management expects for 2018:

- Revenues and Total Order Intake between EUR 230 ~ 260 million
- Gross Margin of 35% to 40%
- EBIT between 5% and 10% of Revenues
- Positive Cash Flow from Operations

### 2018 Guidance\*



- Based on 1.20 USD/EUR Budget Rate; please refer to "Expected Results of Operations and Financial Position" in the AIXTRON 2017 Annual Report for further information

## Financial Calendar & Contact Data

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- April 26, 2018                      Q1/2018 Results, Conference Call
- May 16, 2018                        2018 Annual General Meeting, Aachen, Germany
- July 26, 2018                        H1/2018 Results, Conference Call
- October 30, 2018                    Q3/2018 Results, Conference Call

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# AIXTRON – Our technology. Your future.

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