

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 Quarter 2017 Results
(April 25, 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 – Q1/2017 Events

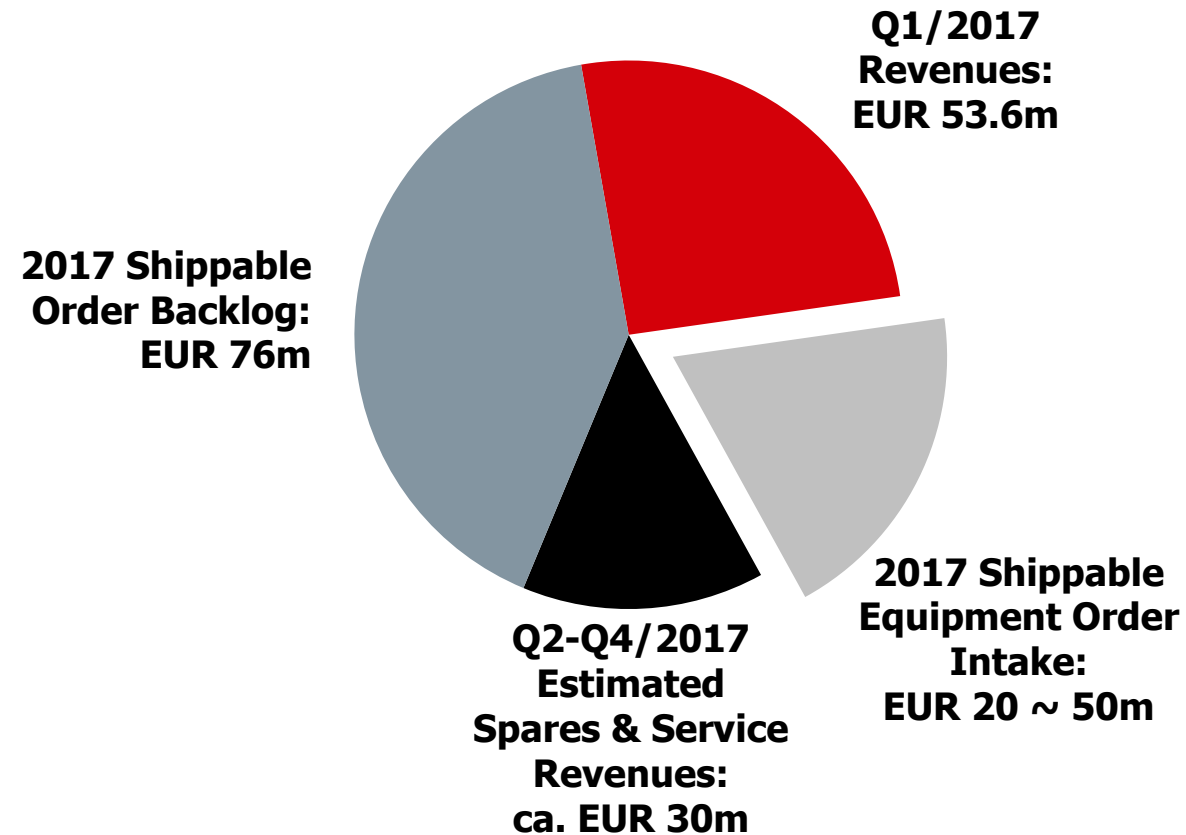
- ✓ **Strong Order Intake, Equipment Order Backlog and Revenues – Guidance Confirmed**
- ✓ **Strong Free Cash Flow and Cash Position – Lowered Inventory**
- ✓ **OLED/OVPD: Technological Milestone Reached**
- ✓ **NASDAQ Delisting and SEC Deregistration Completed**
- ✓ **Re-Entry into TecDAX Index in March after Exclusion in December**
- ✓ **Class Action in the U.S.: Dismissed in all Points**
- ✓ **No.1 MOCVD Global Equipment Supplier in 2016***

*) Gartner: Market Share: Semiconductor Wafer Fab Equipment, Worldwide, 2016 (March 2017)

AIXTRON – 2017 Guidance: Confirmed*

- 2017 Revenues and Total Order Intake between EUR 180 ~ 210 million.
- Improvement of 2017 Free Cash Flow vs. 2016 Free Cash Flow.
- Positive EBIT in full year 2018.

2017 Guidance*



* Based on 1.10 USD/EUR Budget Rate and current technology portfolio; please refer to conditions described in the AIXTRON 2016 Annual Report under "Expected Results of Operations and Financial Position"

Key Financials Q1/2017

Rounded figures; may not add up

(€ million)	Q1/16	Q1/17	+/- %	Q4/16	Q1/17	+/- %
Order intake	44.4	61.9	39	60.5	61.9	2
Order backlog (equipment only)	67.7	87.6	29	78.1	87.6	12
Revenues	21.4	53.6	–	89.8	53.6	-40
Gross profit (incl. € 1m TFOS effect)	3.1	13.6	–	29.4	13.6	-54
%	15	25	10 pp	33	25	-8 pp
EBITDA	-11.7	-6.0	49	12.5	-6.0	–
EBIT	-14.7	-12.7	14	7.9	-12.7	–
%	-69	-24	45 pp	9	-24	-33 pp
Adjusted EBIT*	-14.7	-6.1*	59	7.9	-6.1*	–
Net result	-15.5	-13.5	13	6.4	-13.5	–
%	-72	-25	47 pp	7	-25	-32 pp
Net result per share (EUR)	-0.14	-0.12	14	0.05	-0.12	–
Free Cash Flow**	-20.3	33.3	–	-4.90	33.3	–

*) Q1/17 EBIT adjusted by EUR 6.6m one-time TFOS write downs

***) Operating CF + Investing CF + Changes in Cash Deposits, adjusted for acquisition effects

Consolidated Income Statement*

(€ million)	Q1/16	Q1/17	+/- %	Q4/16	Q1/17	+/- %
Revenues	21.4	53.6	–	89.8	53.6	-40
Cost of sales (<i>incl.</i> € 1m TFOS effect)	18.3	40.0	–	60.5	40.0	-34
Gross profit	3.1	13.6	–	29.4	13.6	-54
%	15	25	10 pp	33	25	-8 pp
Selling expenses	2.9	2.6	-10	4.8	2.6	-46
General & admin expenses	3.8	4.3	13	5.0	4.3	-14
R&D (<i>incl.</i> € 5.6m TFOS effect)	13.3	19.7	48	14.4	19.7	37
Net other operating income & expenses	-2.2	-0.2	91	-2.7	-0.2	93
EBITDA	-11.7	-6.0	49	12.5	-6.0	–
EBIT	-14.7	-12.7	14	7.9	-12.7	–
%	-69	-24	45 pp	9	-24	-33 pp
Adjusted EBIT**	-14.7	-6.1**	59	7.9	-6.1**	–
Net result	-15.5	-13.5	13	6.4	-13.5	–
%	-72	-25	47 pp	7	-25	-32 pp

*) rounded figures; may not add up

***) Q1/17 EBIT adjusted by EUR 6.6m one-time TFOS write downs

Consolidated Statement of Cash Flows*

(€ million)	Q1/16	Q1/17	Q4/16	Q1/17
Net Result	-15.5	-13.5	6.4	-13.5
Adjust for				
Non Cash Items	3.7	7.3	5.9	7.3
Changes in Working Capital	-7.6	40.8	-15.0	40.8
Cash Flow from Operating Activities	-19.4	34.6	-2.7	34.6
Capital Expenditures	-5.1	-1.3	-2.2	-1.3
Financing / FX effects	-2.7	0.3	1.3	0.3
Total Cash Flow (excl. Changes in Deposits)	-27.2	33.6	-3.6	33.6
Cash & Deposits	181.9	193.6	160.1	193.6

*) rounded figures; may not add up

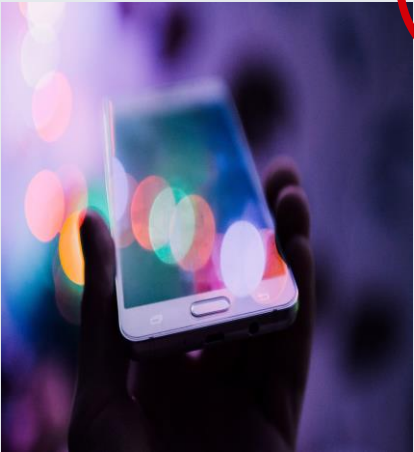
Balance Sheet

(€ million)	31/03/16	31/12/16	31/03/17
Property, plant & equipment	79.0	74.2	68.9
Goodwill	74.6	74.6	74.5
Other intangible assets	6.0	5.4	5.2
Others	3.3	2.4	2.1
Non-current assets	162.9	156.5	150.6
Inventories	73.6	54.2	49.9
Trade receivables	18.2	60.2	29.6
Others	9.1	5.3	5.6
Cash & Cash Deposits	181.9	160.1	193.6
Current Assets	282.8	279.7	278.6
Shareholders' equity	375.6	369.7	356.7
Non-current liabilities	3.0	4.2	4.2
Trade payables	8.8	14.6	15.2
Advance payments from customers	32.1	26.1	30.5
Others	26.2	21.6	22.6
Current liabilities	67.1	62.3	68.3
Balance Sheet total	445.7	436.2	429.2

*) rounded figures; may not add up


Compound Semiconductors – Enabling Breakthrough Technologies

Mobile Applications




- 3D Gesture Sensing (Optics, Lasers)
- Wireless Charging (Power)
- Advanced Processors (III-V on Silicon)
- Next-gen Memory (Silicon)
- Flexible Display (Organic)
- Batteries (Carbon)

Hyperscale Data Centers



- Faster Connectivity (Optical, Lasers, Communication)
- Power Management (Power)
- Advanced Processors (III-V on Silicon)
- Solid State Drive (SSD) (Silicon)

Cloud Computing & Big Data



- 5G Network (Optical, Lasers, Communication)
- Sensors (Infrared LEDs)
- Power (Power Management)

Financial Calendar & Contact Data

- May 9, 2017 Annual General Meeting, Aachen
- July 25, 2017 H1/2017 Results, Conference Call
- October 26, 2017 9M/2017 Results, Conference Call
- February 2018 FY/2017 Results, Conference Call

For further information please contact:

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AIXTRON – Our technology. Your future.

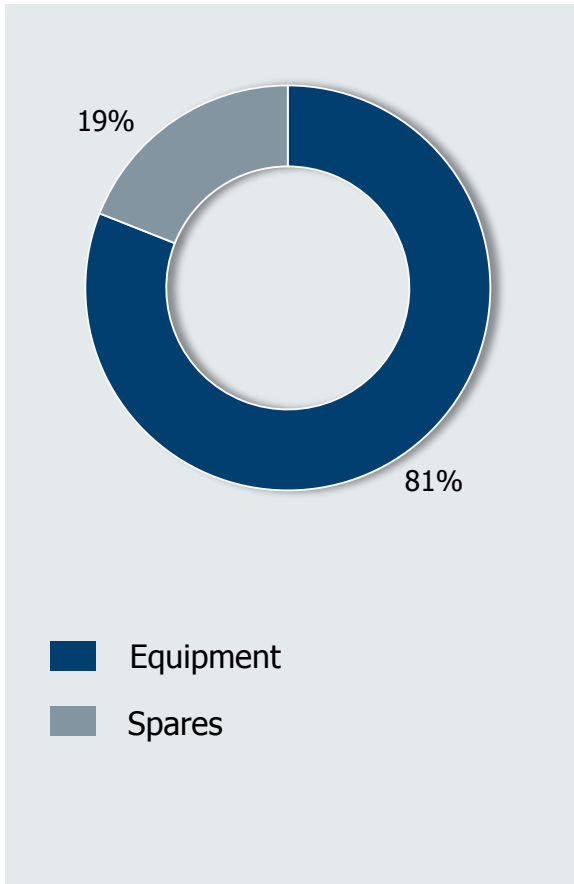
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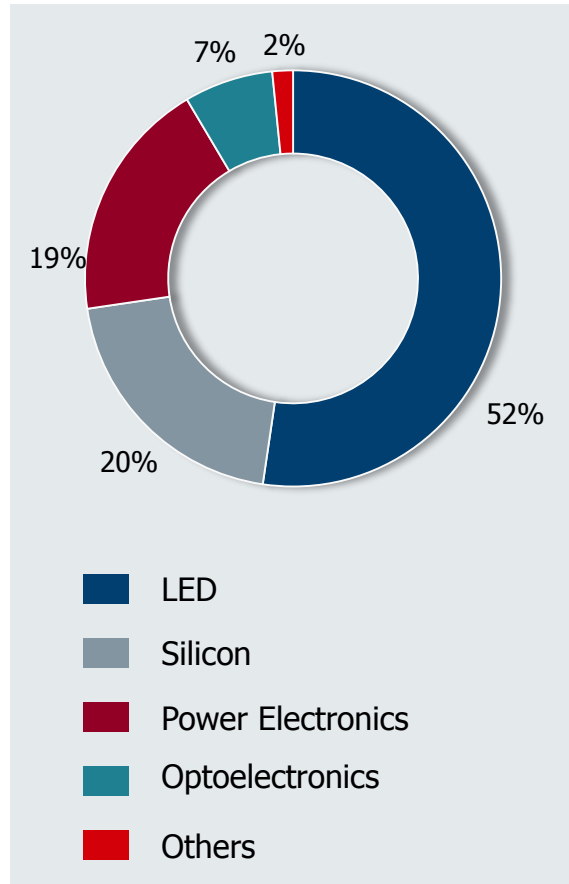
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Revenue Analysis

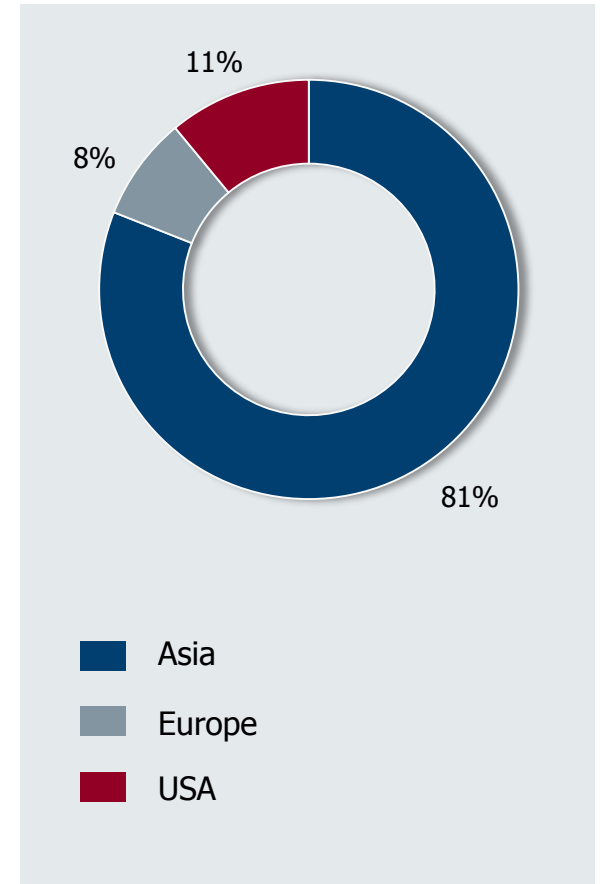
Q1/2017:
by equipment & spares



Q1/2017:
by end application
(equipment only)



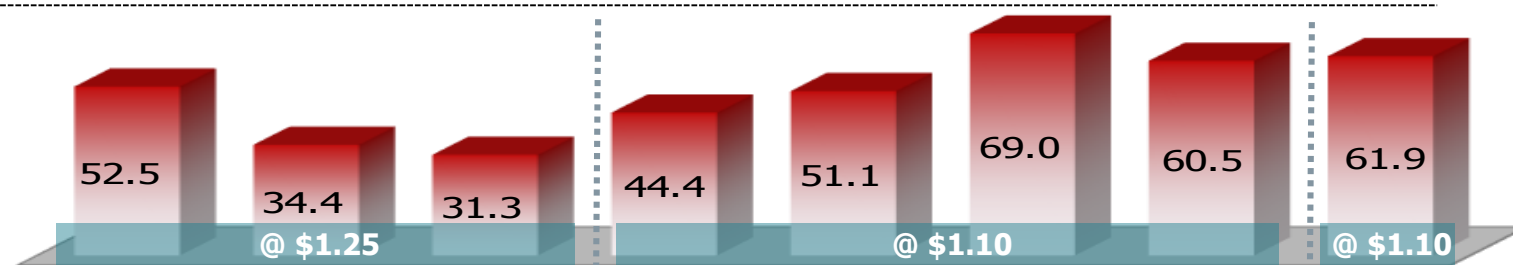
Q1/2017:
by region



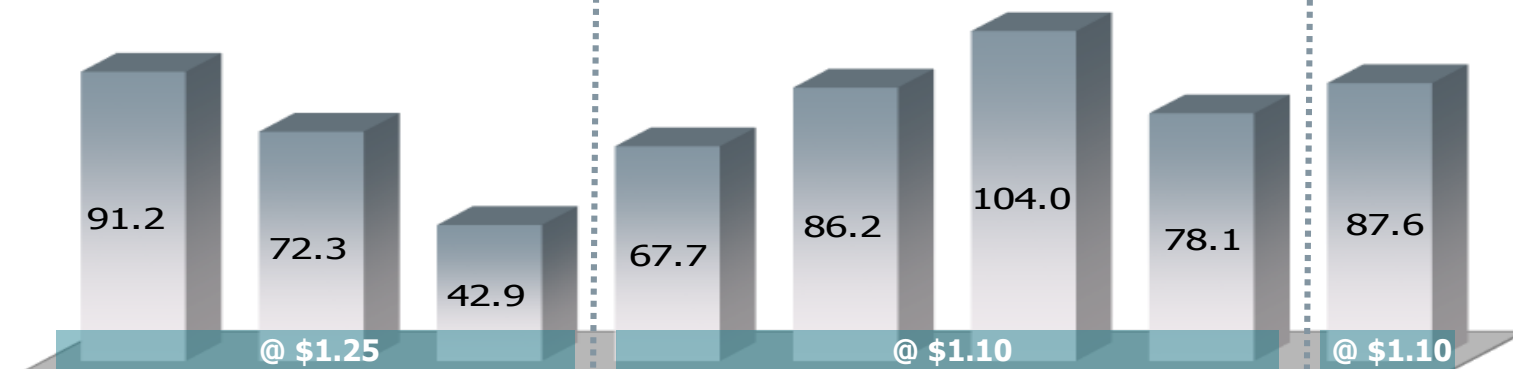
24 - Month Business Development

(€ million)

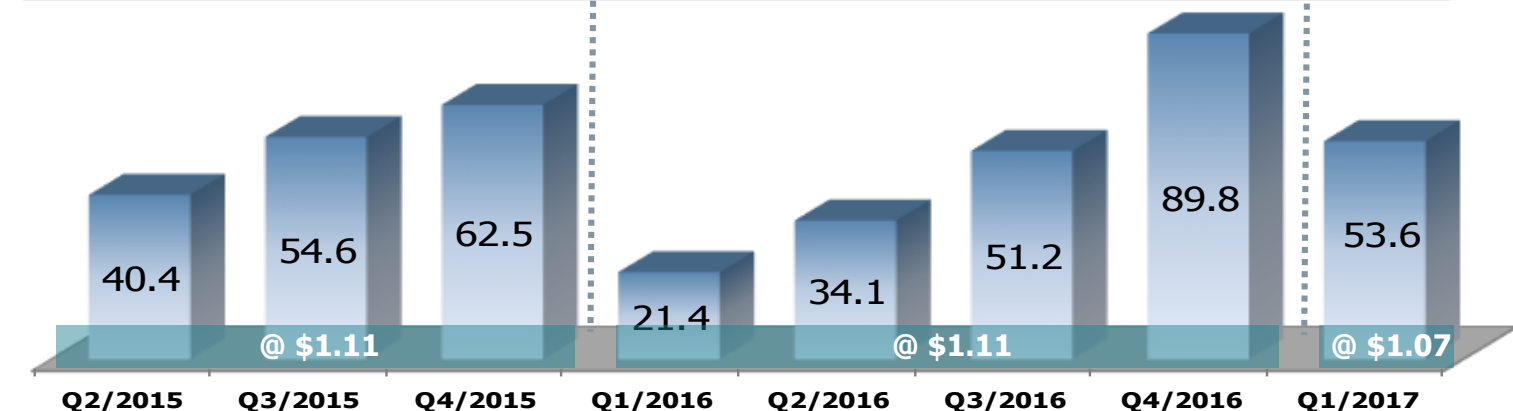
Order Intake
(incl. equipment,
service, spare parts)



Order Backlog
(equipment only)



Total Revenues
(incl. equipment,
service, spare parts)



USD order intake and backlog were recorded at the prevailing budget rate (2017: \$1.10/€)

USD revenues were converted at the actual period average FX rate (Q1/2017: \$1.07/€)