

AIXTRON Investor Presentation

First Quarter 2016 Results
(April 26, 2016)

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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.

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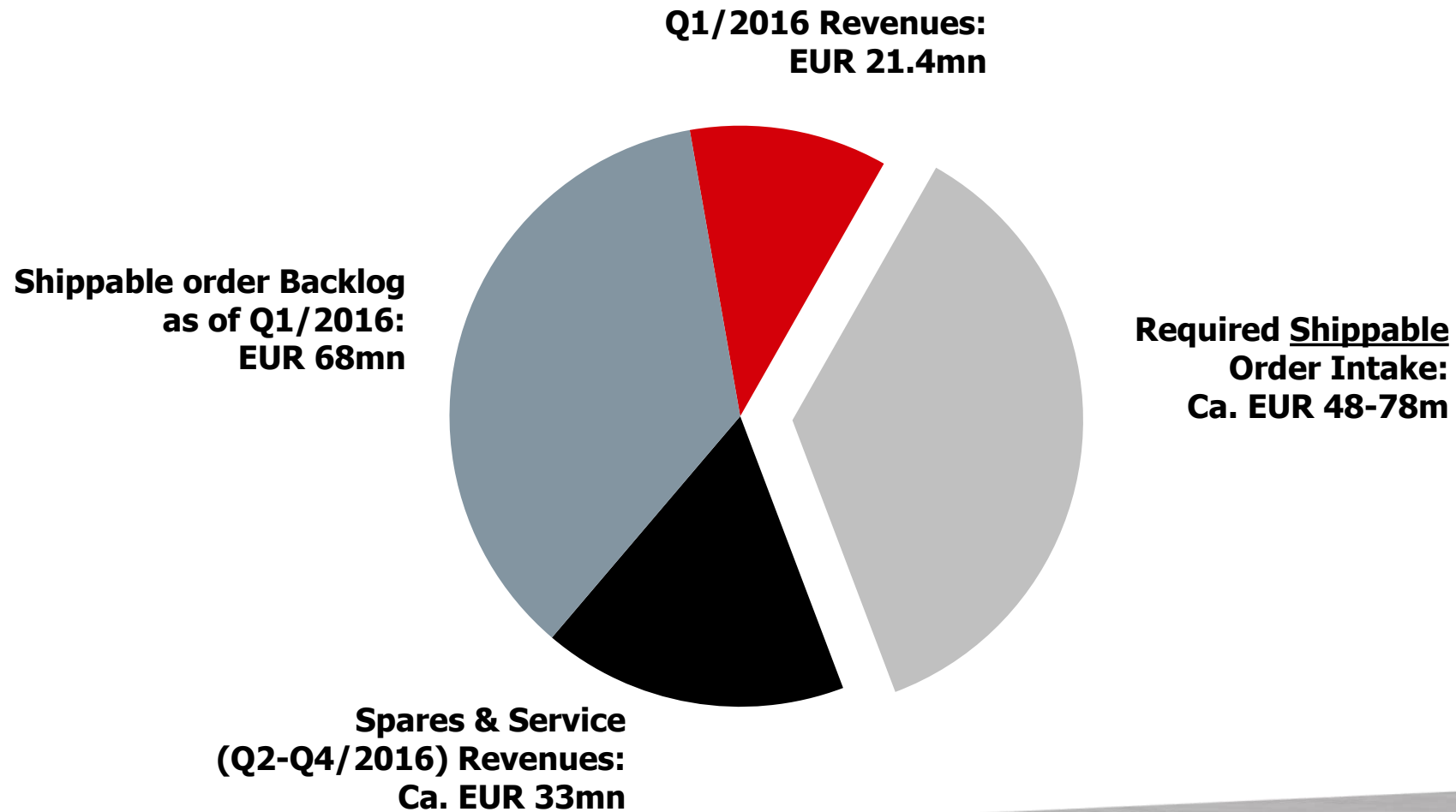
AIXTRON – Confident to meet 2016 Guidance

- **Confirm 2016 Guidance (Based on 1.10 USD/EUR Budget Rate):**
 - Revenues between EUR 170 ~ 200 Million
 - H2/2016 > H1/2016
 - FY/16 Order Intake Similar to FY/15 Level (Currency Adjusted)
 - With 2016 Revenues at High End of Range: Slight Improvement of EBIT, Earnings and Free Cash Flow in 2016 compared to 2015
- **Further Execute on Technology and Product Roadmap**
- **Improve Productivity Focusing on Production and Service**

Technology. Materials. Performance.

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AIXTRON – Confident to meet 2016 Guidance



Key Financials Q1/2016*

(€ million)	Q1/16	Q1/15	YoY	Q1/16	Q4/15	QoQ
Revenues	21.4	40.3	-47%	21.4	62.5	-66%
Gross profit	3.1	8.8	-65%	3.1	19.6	-84%
Gross margin	15%	22%	-7 pp	15%	31%	-16 pp
EBITDA	-11.7	-6.4	-83%	-11.7	1.3	n.m.
Operating result (EBIT)	-14.7	-8.8	-67%	-14.7	-1.5	n.m.
EBIT margin	-69%	-22%	-47 pp	-69%	-2%	n.m.
Net result	-15.5	-9.5	-63%	-15.5	-1.9	n.m.
Net result margin	-72%	-23%	-49 pp	-72%	-3%	n.m.
Net result per share - basic (EUR)	-0.14	-0.08	-75%	-0.14	-0.02	n.m.
Net result per share - diluted (EUR)	-0.14	-0.08	-75%	-0.14	-0.02	n.m.
Free cash flow (Acquisition adjusted)	-20.3	-12.1	-68%	-20.3	-35.0	42%
Equipment order intake	44.4	48.9	-9%	44.4	31.3	42%
Equipment order backlog (end of period)	67.7	79.0	-14%	67.7	42.9	58%

*) rounded figures; may not add up

Consolidated Income Statement*

(€ million)	Q1/16	Q1/15	+/-	Q1/16	Q4/15	+/-
Revenues	21.4	40.3	-47%	21.4	62.5	-66%
Cost of sales	18.3	31.5	-42%	18.3	42.8	-57%
Gross profit	3.1	8.8	-65%	3.1	19.6	-84%
Gross Margin	15%	22%	-7 pp	15%	31%	-16 pp
Selling expenses	2.9	3.3	-12%	2.9	2.6	12%
General & admin expenses	3.8	4.3	-12%	3.8	4.2	-10%
R&D	13.3	12.9	3%	13.3	14.4	-8%
Net other op.(income)/expenses	-2.2	-3.0	27%	-2.2	0.0	n.m.
EBITDA	-11.7	-6.4	-83%	-11.7	1.3	n.m.
EBIT	-14.7	-8.8	-67%	-14.7	-1.5	n.m.
EBIT Margin	-69%	-22%	-47 pp	-69%	-2%	-67 pp
Result before tax	-14.6	-8.5	-72%	-14.6	-1.4	n.m.
Pre-Tax Margin	-68%	-21%	-47 pp	-68%	-2%	-66 pp
Net result	-15.5	-9.5	-63%	-15.5	-1.9	n.m.
Net Return on Sales	-72%	-23%	-49 pp	-72%	-3%	-69 pp

*) rounded figures; may not add up

Consolidated Statement of Financial Position*

(€ million)	31/3/16	31/12/15	31/3/15
Property, plant & equipment	79.0	81.3	79.4
Goodwill	74.6	75.9	65.7
Other intangible assets	6.0	6.4	2.3
Others	3.3	3.9	5.0
Non-current assets	162.9	167.6	152.5
Inventories, WIP & Finished Goods	73.6	70.8	88.8
Trade receivables	18.2	26.0	26.2
Others	9.1	8.2	12.3
Cash & Cash Equivalents incl. CD	181.9	209.4	263.2
Current Assets	282.8	314.4	390.5
Shareholders' equity	375.6	396.5	419.2
Non-current liabilities	3.0	3.6	1.3
Trade payables	8.8	9.8	12.8
Advance payments from customers	32.1	24.0	79.6
Others	26.2	48.0	30.1
Current liabilities	67.1	81.8	122.4
Balance Sheet total	445.7	482.0	543.0

*) rounded figures; may not add up

AIXTRON — Q1/2016 Operational Highlights

✓ **Power (G5+ C; G5 WW)**

- Imec qualifies GaN-on-Si Materials for high voltage applications
- LG Innotek: Cooperation on SiC Applications

✓ **GaN-LED (AIX R6):** Epistar qualified AIX R6 showerhead technology

✓ **Carbon Nano:** Graphenea to expand Graphene capacity

✓ **GaN-on-Si LED (G5+ C):** Plessey expands capacity

✓ **Organics (OVPD Deposition)**

- OVPD large area demonstrator ready for customer demos
- Cooperation with renowned Institute Lafayette

AIXTRON — Q1/2016 Recap

- ✓ **Positive Order Dynamics Driven by Multiple Applications**
- ✓ **Sustained strong R&D despite short term Revenue Low**
- ✓ **Sustained Cost Discipline**
- ✓ **Strong Balance Sheet: Equity Ratio at 84%, Total Cash at 182m**
- ✓ **Excluding one offs (San'an Repayment): Free Cash Flow near break even**
- ✓ **Focus on Quality Improvement & Cost Management**

Financial Calendar & Contact Data

- May 25, 2016 Annual General Meeting, Aachen
- July 26, 2016 H1/2016 Results, Conference Call
- October 25, 2016 9M/2016 Results, Conference Call
- February 2017 FY/2016 Results, Conference Call

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AIXTRON – Our technology. Your future.

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Consolidated Statement of Cash Flows*

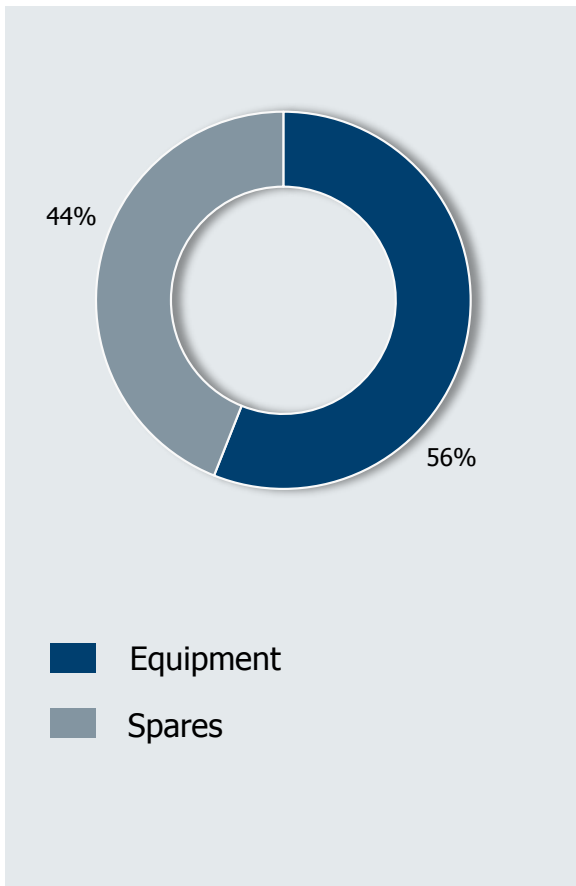
(€ million)	Q1/16	Q1/15	Q1/16	Q4/15
Cash Flow from operating activities	-19.4	-10.1	-19.4	-32.1
Cash Flow from investing activities	7.1	11.3	7.1	30.1
Cash Flow from financing activities	0.0	0.0	0.0	0.0
Exchange rate changes	-2.7	6.2	-2.7	0.8
Net change in Cash & Cash Equivalents	-15.0	7.4	-15.0	-1.2
Cash & Cash Equivalents (beginning of period)	116.3	116.6	116.3	117.5
Cash & Cash Equivalents (end of period)	101.3	124.0	101.3	116.3
Change in Cash deposits	-12.2	-14.8	-12.2	-33.0
Free Cash Flow**	-20.3	-12.1	-20.3	-35.0
Capex	0.9	3.5	0.9	2.9

*) rounded figures; may not add up

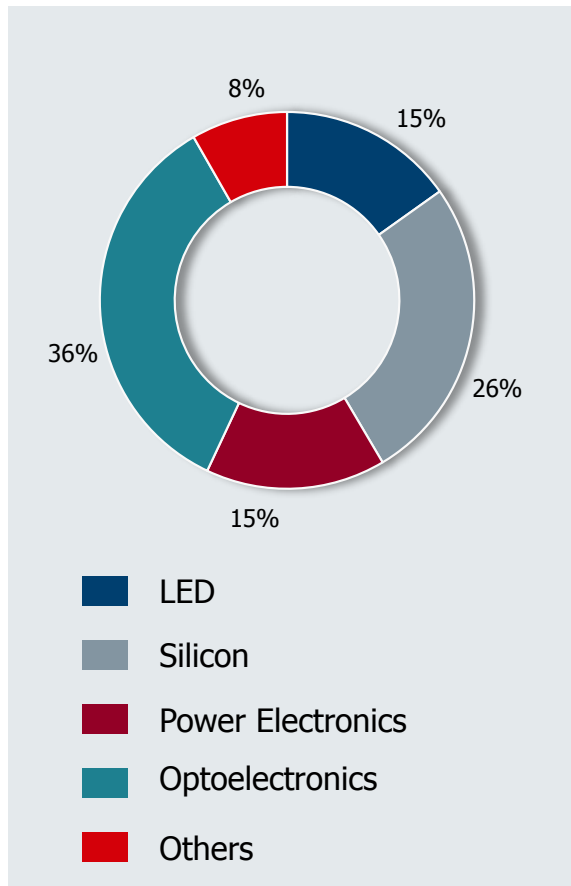
***) Acquisition cost adjusted; Operating CF + Investing CF + Changes in Cash Deposits

Revenue Analysis

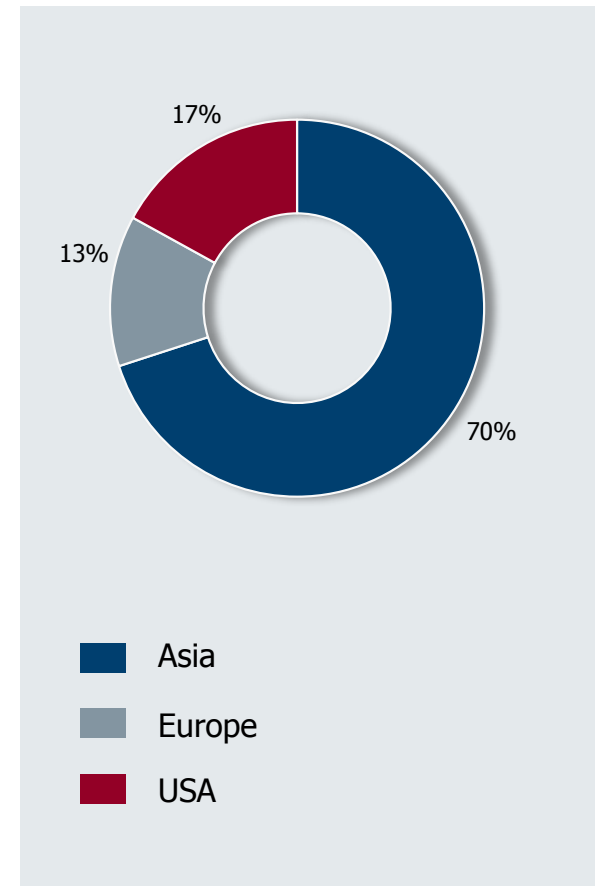
Q1/2016:
by equipment & spares



Q1/2016:
by end application
(equipment only)



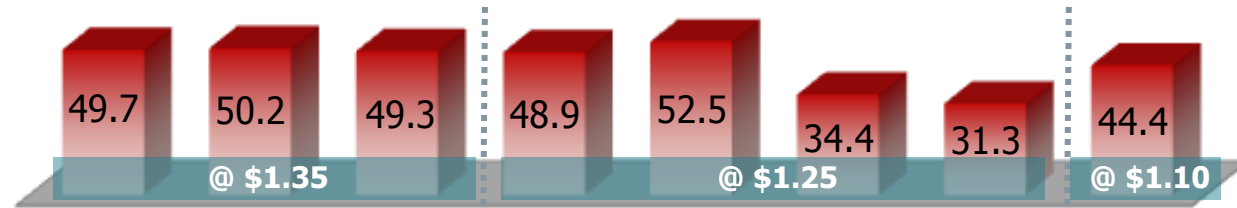
Q1/2016:
by region



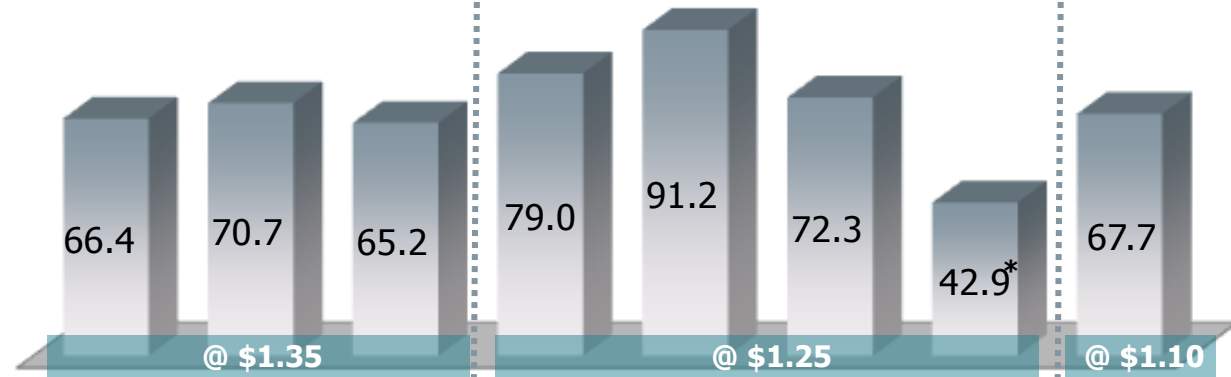
24 - Month Business Development

(€ million)

Total Order Intake

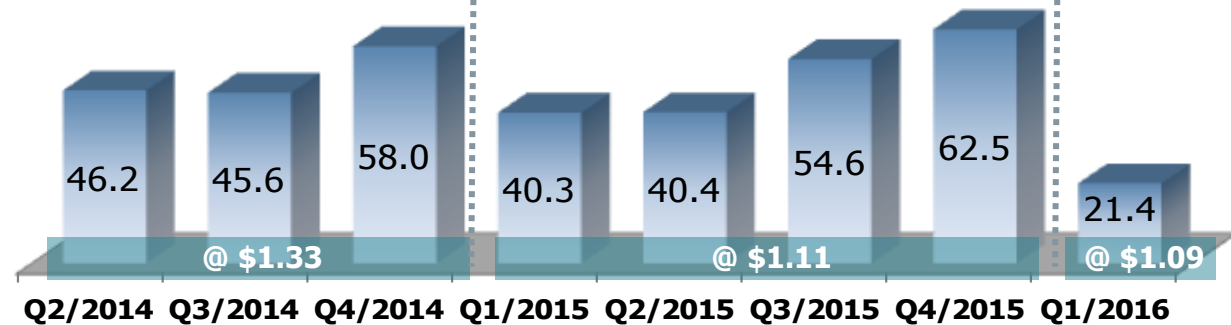


Equipment (only)
Order Backlog



*) revalued on Jan.1, 2016 to €46.7m at \$1.10/€

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



USD order intake and backlog were recorded at the prevailing budget rate (2016: \$1.10/€)

USD revenues were converted at the actual period average FX rate (Q1/2015: \$1.09/€)