

AIXTRON Investor Presentation



Results Presentation – Full Year 2019

(FSE: AIXA, ISIN DE000A0WMPJ6)

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 – FY/2019 and Q4/2019 Highlights

✓ **Orders and Revenues improved further in Q4/2019**

- Backlog up at EUR 116.7m
- Ongoing customer discussions suggest healthy order momentum into 2020

✓ **2019 Guidance achieved despite challenging economic environment**

- Free cash flow was higher than expected due to significantly higher cash inflows at year-end 2019

✓ **MOCVD Product Upgrade Initiatives to address Growth Drivers**

- MOCVD Platform upgrade in progress
- New MOCVD tools with lower Cost of Ownership to be launched in 2020/21 for:
 - * Lasers for Optical Data Transmission, 3D Sensing and LIDAR
 - * GaN Power and GaN RF for Energy Efficiency and 5G Network
 - * LEDs for emerging Micro LED Displays
 - * SiC Power for E-Mobility and Energy Efficiency (launched in 2019)

Consolidated Income Statement*

* Rounded figures; may not add up

(€ million)	2019	2018	+/- %	Q4/19	Q3/19	+/- %
Revenues	259.6	268.8	-3	75.1	52.6	43
Cost of sales	150.9	151.2	0	41.1	30.4	35
Gross profit	108.7	117.6	-8	34.0	22.1	54
%	42	44	-2 pp	45	42	3 pp
Selling expenses	9.9	9.4	6	2.8	2.4	16
General & admin expenses	16.5	18.4	-10	4.0	4.3	-6
R&D	55.0	52.2	5	15.0	14.7	2
Net other operating income	(11.6)	(3.8)	205	(2.3)	(4.7)	-52
EBIT	39.0	41.5	-6	14.4	5.5	163
%	15	15	-0 pp	19	10	9 pp
Net result	32.5	45.9	-29	12.2	4.4	176
%	13	17	-4 pp	16	8	8 pp

Balance Sheet*

* Rounded figures; may not add up

(€ million)	31/12/19	30/09/19	31/12/18
Property, plant & equipment	64.5	64.8	63.1
Goodwill	72.4	72.2	71.6
Other intangible assets	2.4	2.2	2.1
Others	11.7	12.5	13.3
Non-current assets	151.0	151.8	150.1
Inventories	79.0	87.9	73.5
Trade receivables	29.2	33.2	40.1
Others	5.4	6.5	11.5
Cash & Cash Deposits	298.3	260.6	263.7
Current Assets	412.0	388.2	388.8
Equity	464.1	451.0	429.6
Non-current liabilities	4.5	4.8	1.8
Trade payables	19.4	14.0	27.8
Advance payments from customers	51.1	44.4	53.3
Others	23.9	25.9	26.3
Current liabilities	94.3	84.3	107.4
Balance Sheet total	563.0	540.1	538.9

Consolidated Statement of Cash Flows*

* Rounded figures; may not add up

(€ million)	2019	2018	Q4/19	Q3/19
Net Result	32.5	45.9	12.2	4.4
Adjust for Non Cash Items	13.1	0.7	3.9	3.0
Changes in Working Capital	-2.8	-34.6	20.0	-2.4
Cash Flow from Operating Activities	42.8	11.9	36.1	5.0
Capex & Interest received	-6.8	-7.6	1.7	-2.4
Free Cash Flow	36.0	4.4	37.8	2.6
FX effects and financing	-0.9	12.8	0.0	-0.8
Cash & Deposits	298.3	263.7	298.3	260.6

Update on Development Projects

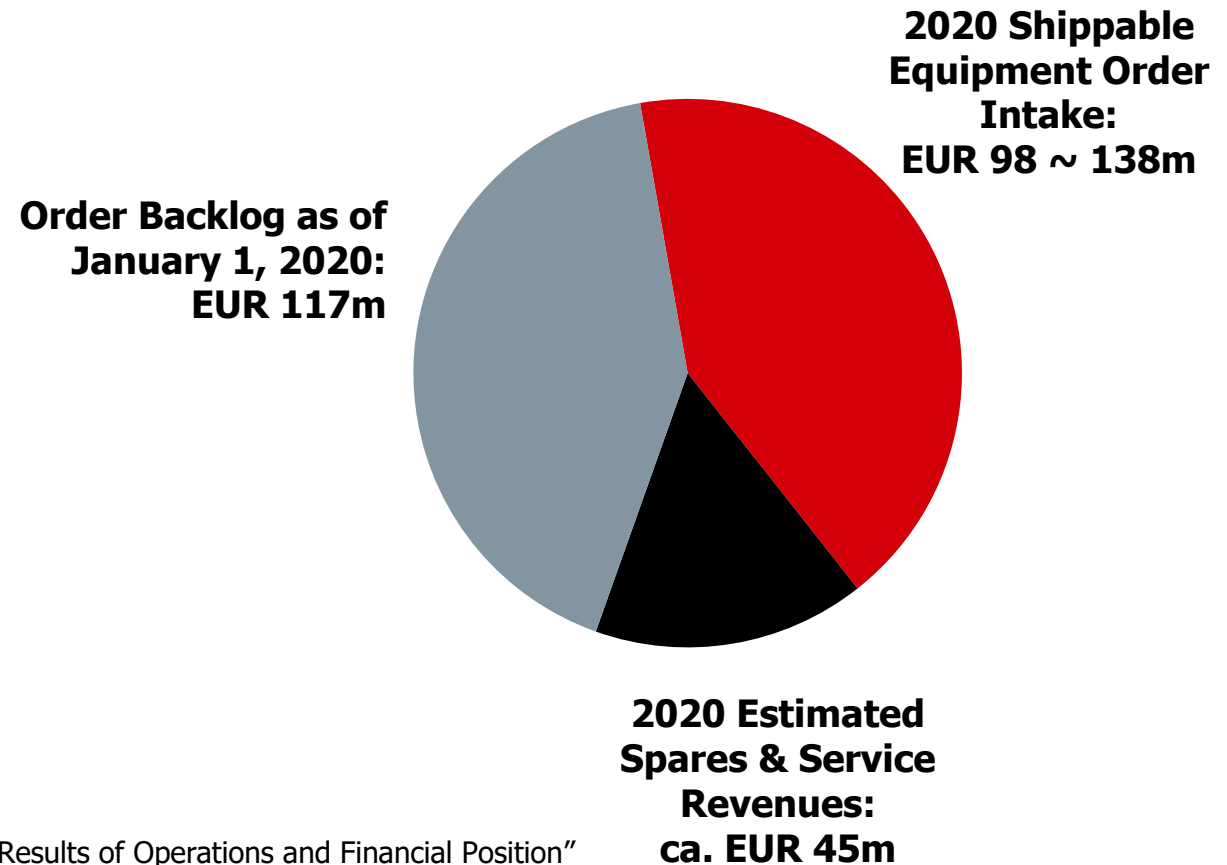
- ✓ **Progress in OVPD Qualification Process**
 - OLED process and Gen2 tool being jointly operated and enhanced
 - Large Area follow up tool commitment expected
- ✓ **Progress in SiC Power**
 - Next-gen high throughput SiC power tool in qualification with multiple customers
 - SiC tool performance convincing additional customers
- ✓ **Progress in Lasers**
 - Inquiry levels improving
- ✓ **Progress in GaN Power and GaN RF**
 - Orders driven by GaN Power capacity expansions and 5G Network buildup
- ✓ **Beginning emergence of Micro LED Displays**
 - R&D moving to manufacturing feasibility

AIXTRON – 2020 Guidance*

Based on current order situation,
Management expects for 2020**:

- Total Order Intake between EUR 260 ~ 300 million
- Revenues between EUR 260 ~ 300 million
- Gross Margin of ~40%
- EBIT between 10% and 15% of Revenues

2020 Guidance*



* Based on 1.20 USD/EUR Budget Rate; please refer to "Expected Results of Operations and Financial Position" in the AIXTRON 2019 Annual Report for further information

** Based on the assumption that the COVID-19 outbreak will not have a significant impact on the business

Financial Calendar & Contact Data

- April 30, 2020 Q1/2020 Results, Conference Call
- May 20, 2020 Annual General Meeting, Aachen, Germany
- July 23, 2020 H1/2020 Results, Conference Call
- October 29, 2020 9M/2020 Results, Conference Call
- February 2021 FY/2020 Results, Conference Call

For further information please contact:

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AIXTRON

Key Financials FY 2019*

* Rounded figures; may not add up

(€ million)	2019	2018	+/- %	Q4/19	Q3/19	+/- %
Order intake	231.9	302.5	-23	81.4	52.2	56
Order backlog (equipment only)	116.7	138.3	-16	116.7	108.4	8

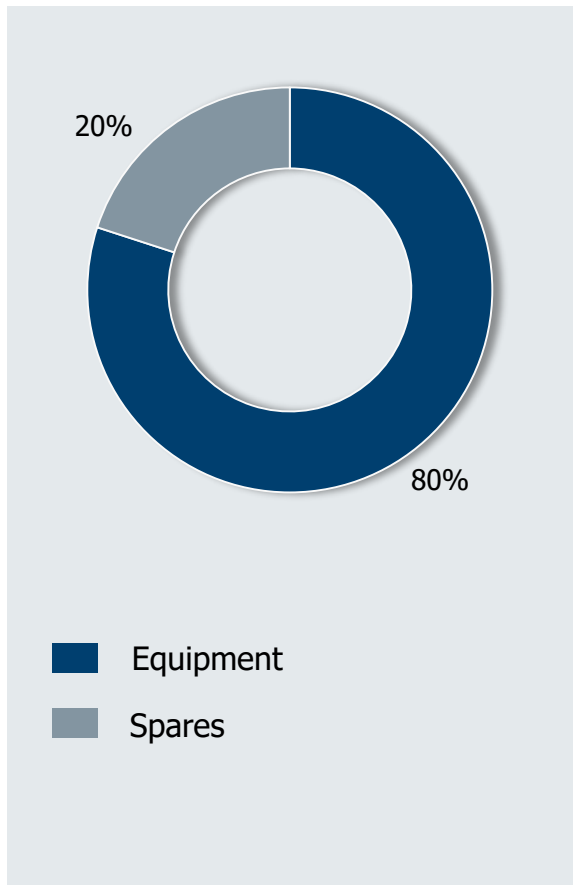
Revenues	259.6	268.8	-3	75.1	52.6	43
Gross profit	108.7	117.6	-8	34.0	22.1	54
<i>%</i>	<i>42</i>	<i>44</i>	<i>-2 pp</i>	<i>45</i>	<i>42</i>	<i>3 pp</i>
EBIT	39.0	41.5	-6	14.4	5.5	162
<i>%</i>	<i>15</i>	<i>15</i>	<i>0 pp</i>	<i>19</i>	<i>10</i>	<i>9 pp</i>
Net result	32.5	45.9	-29	12.2	4.4	176
<i>%</i>	<i>13</i>	<i>17</i>	<i>-4 pp</i>	<i>16</i>	<i>8</i>	<i>8 pp</i>

Net result per share (EUR)	0.29	0.41	-29	0.11	0.04	176
Free Cash Flow	36.0	4.4	718	37.8	2.6	n.m.

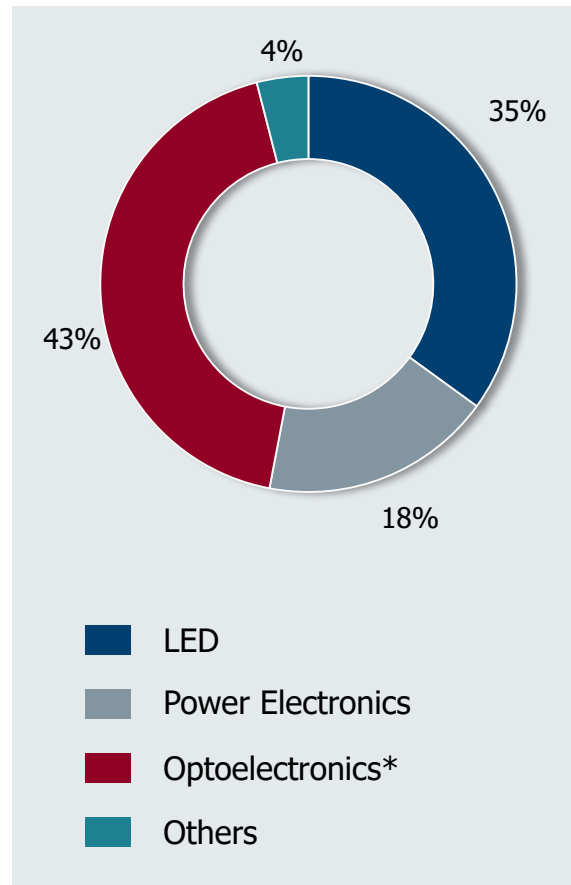
Revenue Analysis*

* Rounded figures; may not add up

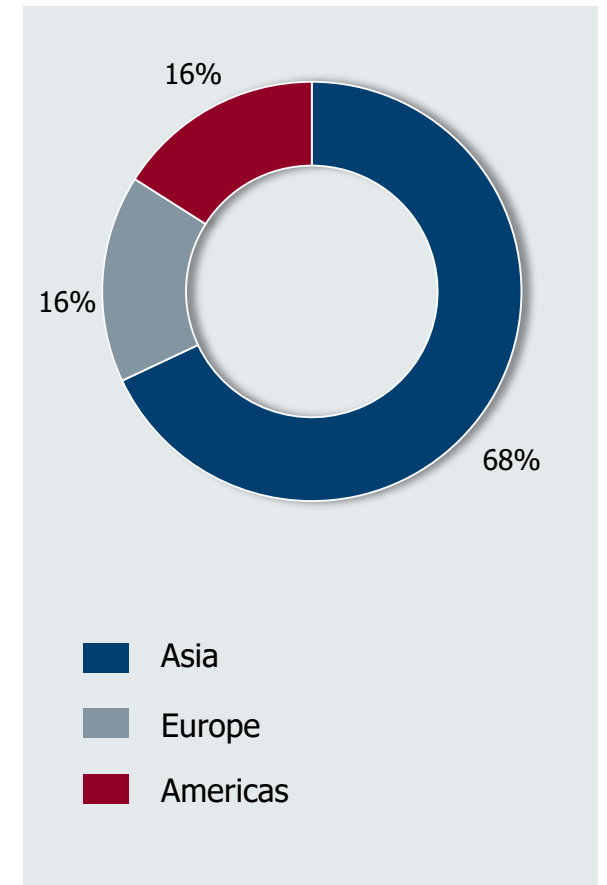
2019
by equipment & spares



2019
by end application
(equipment only)



2019
by region

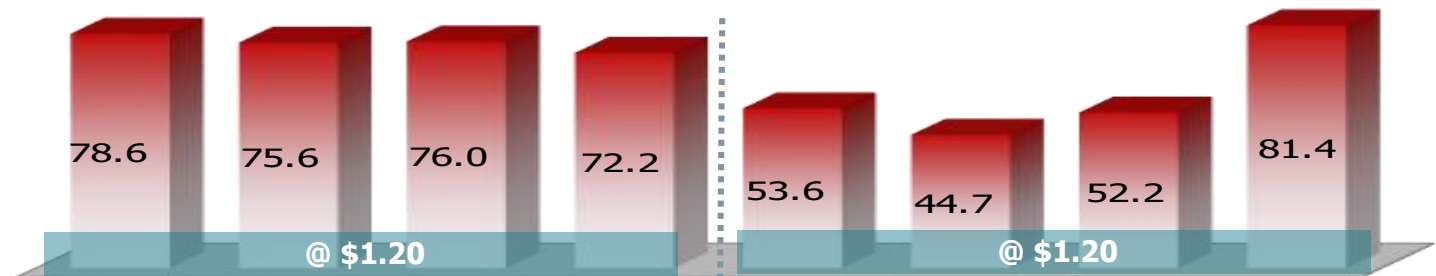


* Optoelectronics includes applications in Consumer Optoelectronics, Telecom/Datacom and Solar

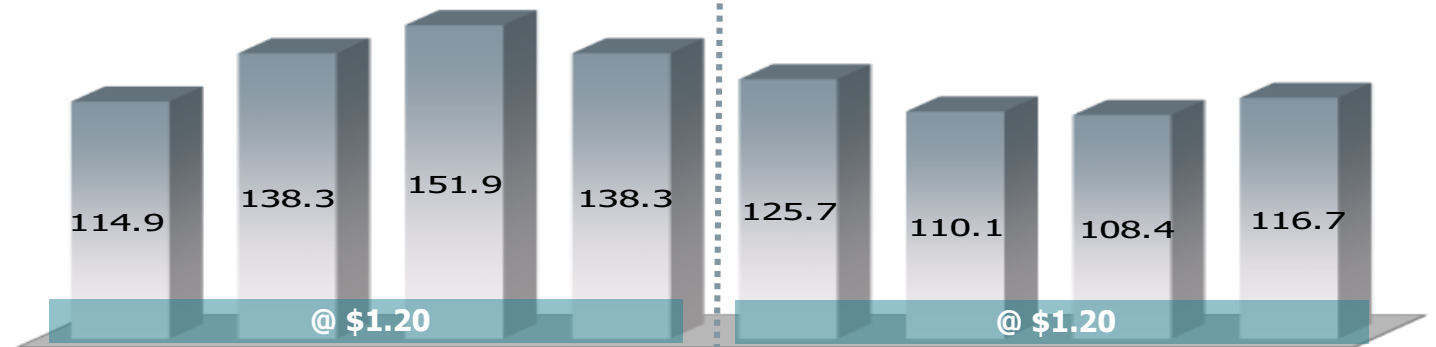
24 - Month Business Development

(€ million)

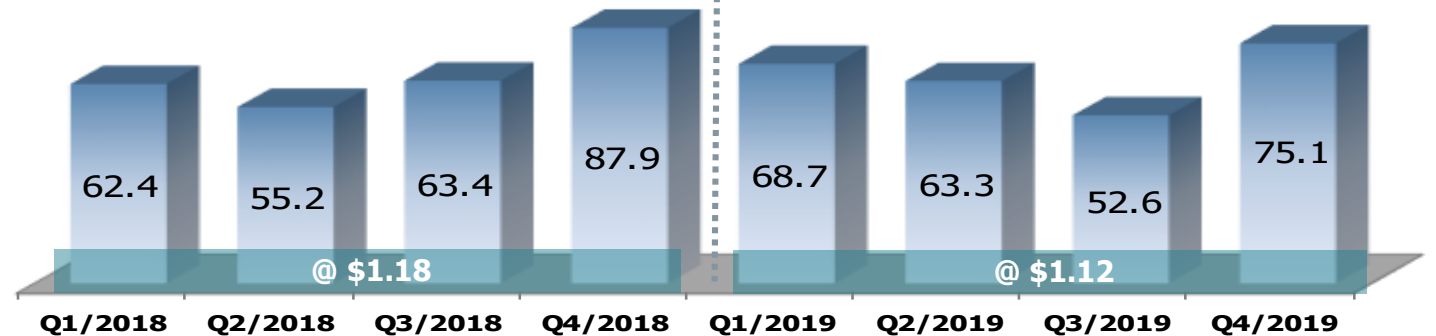
Order Intake
(incl. equipment,
service. spare parts)



Order Backlog
(equipment only)



Revenues
(incl. equipment,
service. spare parts)



USD order intake and backlog were recorded at the prevailing budget rate (2018: \$1.20/€; 2019: \$1.20/€)

USD revenues were converted at the actual period average FX rate (2018: \$1.18/€; 2019: \$1.12/€)