

Organic Electronics
Next Generation Displays
Flexible Electronics
Wearables

AIXTRON Investor Presentation

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 Half 2017 Results

(July 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.

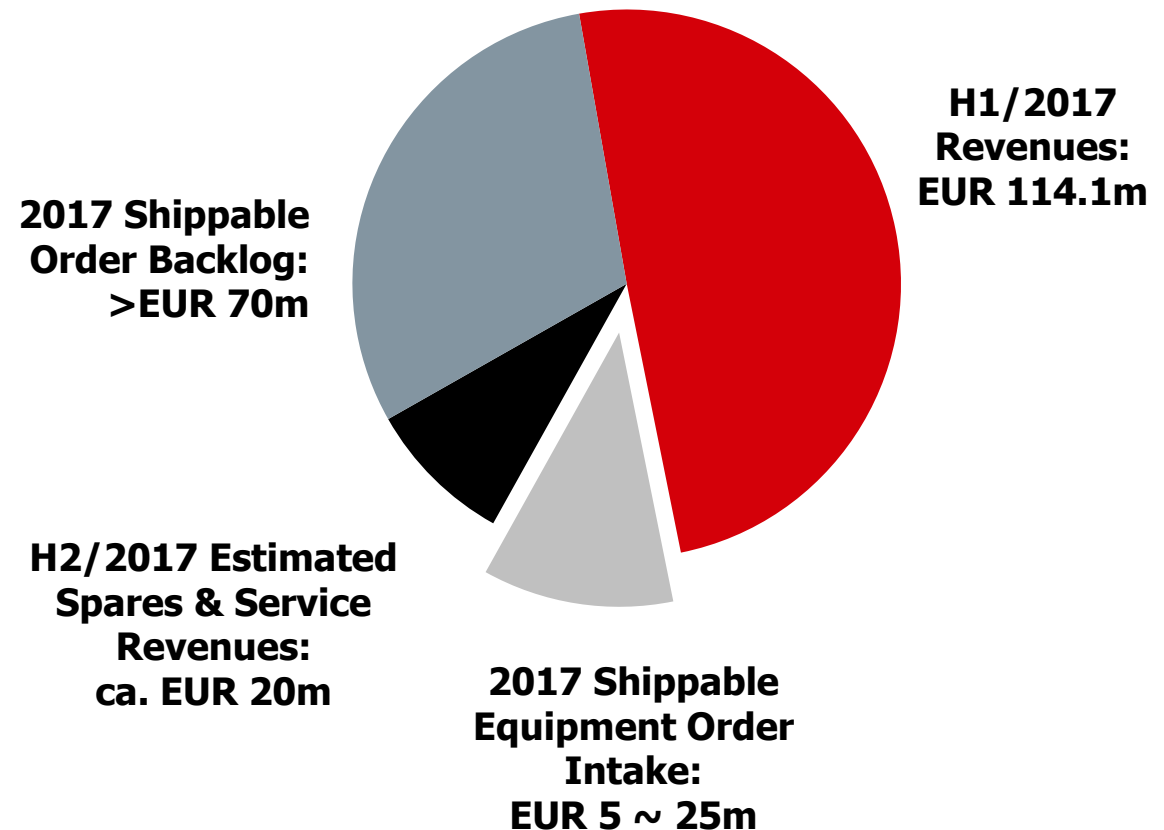
Due to rounding, numbers presented throughout this presentation may not add up precisely to the totals indicated and percentages may not precisely reflect the absolute figures for the same reason.

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

AIXTRON – 2017 Guidance

- Raised 2017 Revenues and Total Order Intake to EUR 210 ~230 million, from EUR 180 ~ 210 million.
- Positive Free Cash Flow for full year 2017.
- Positive EBIT in full year 2018.

2017 Guidance



AIXTRON – Q2/2017 Events

- ✓ **Raised Guidance for both, Revenues and Order Intake to EUR 210~230 million**
- ✓ **Solid Order Intake, Equipment Order Backlog and Revenues**
- ✓ **Dr. Felix Grawert will join AIXTRONs Executive Board on August 14, 2017**
- ✓ **Supervisory Board extended the contract of Dr. Bernd Schulte to March 31, 2021.**
- ✓ **Executing Strategic Plans:**
 - **Selling ALD/CVD Memory product line to Eugene Technology in South Korea; Transaction expected to close in 2017**
 - **Freezing Thin Film Encapsulation (TFE) activities**
 - **Establishing APEVA SE, a 100% subsidiary of AIXTRON for OLED activities; Joint Venture discussion in progress**

Key Financials Q2/2017*

* Rounded figures; may not add up

(€ million)	Q2/17			Q1/17			+/- %
	Adjusted	Restructuring	Actual	Adjusted	Restructuring	Actual	
Order intake	66.6		66.6	61.9		61.9	8
Order backlog (equipment only)	93.4		93.4	87.6		87.6	7
Revenues	60.6		60.6	53.6		53.6	13
Gross profit	16.0	1.3	14.7	14.7	1.1	13.6	9
%	26		24	27		25	1 pp
EBITDA	-1.3	3.0	-4.2	-2.7	3.3	-6.0	52
EBIT	-3.6	7.7	-11.3	-5.9	6.8	-12.7	39
%	-6		-19	-11		-24	5 pp
Net result	-3.7	7.7	-11.4	-6.7	6.8	-13.5	45
%	-6		-19	-12		-25	6 pp
Net result per share (EUR)	-0.03	-0.07	-0.10	-0.06	-0.06	-0.12	50
Free Cash Flow	7.0		7.0	33.3		33.3	

1. Operating CF + Investing CF + Changes in Cash Deposits

Consolidated Income Statement*

* Rounded figures; may not add up

(€ million)	Q2/17			Q1/17			+/- %
	Adjusted	Restructuring	Actual	Adjusted	Restructuring	Actual	
Revenues	60.6		60.6	53.6		53.6	13
Cost of sales	45.9		45.9	40.0		40.0	15
Gross profit	16.0	1.3	14.7	14.7	1.1	13.6	9
%	26		24	27		25	1pp
Selling expenses	2.7		2.7	2.6		2.6	3
General & admin expenses	3.8	-1.3	5.1	4.1	-0.2	4.3	-7
R&D	14.8	-5.0	19.8	14.1	-5.6	19.7	5
Net other operating income & expenses	-1.6		-1.6	-0.2		-0.2	-
EBITDA	-1.3	3.0	-4.2	-2.7	3.3	-6.0	52
EBIT	-3.6	7.7	-11.3	-5.9	6.8	-12.7	39
%	-6		-19	11.1		-24	5pp
Net result	-3.7	7.7	-11.4	-6.7	6.8	-13.5	45
%	-6		-19			-25	6pp

Consolidated Statement of Cash Flows*

* Rounded figures; may not add up

(€ million)	H1/17	H1/16	Q2/17	Q1/17
Net Result	-24.9	-26.6	-11.4	-13.5
Adjust for				
Non Cash Items	14.1	6.8	6.8	7.3
Changes in Working Capital	54.1	-19.4	13.3	40.8
Cash Flow from Operating Activities	43.3	-39.3	8.7	34.6
Capital Expenditures	-3.0	-5.9	-1.7	-1.3
FX effects / Other	-3.3	-2.9	-3.6	0.3
Total Cash Flow	37.0	-48.1	3.5	33.6
Cash & Deposits	197.1	161.3	197.1	193.6

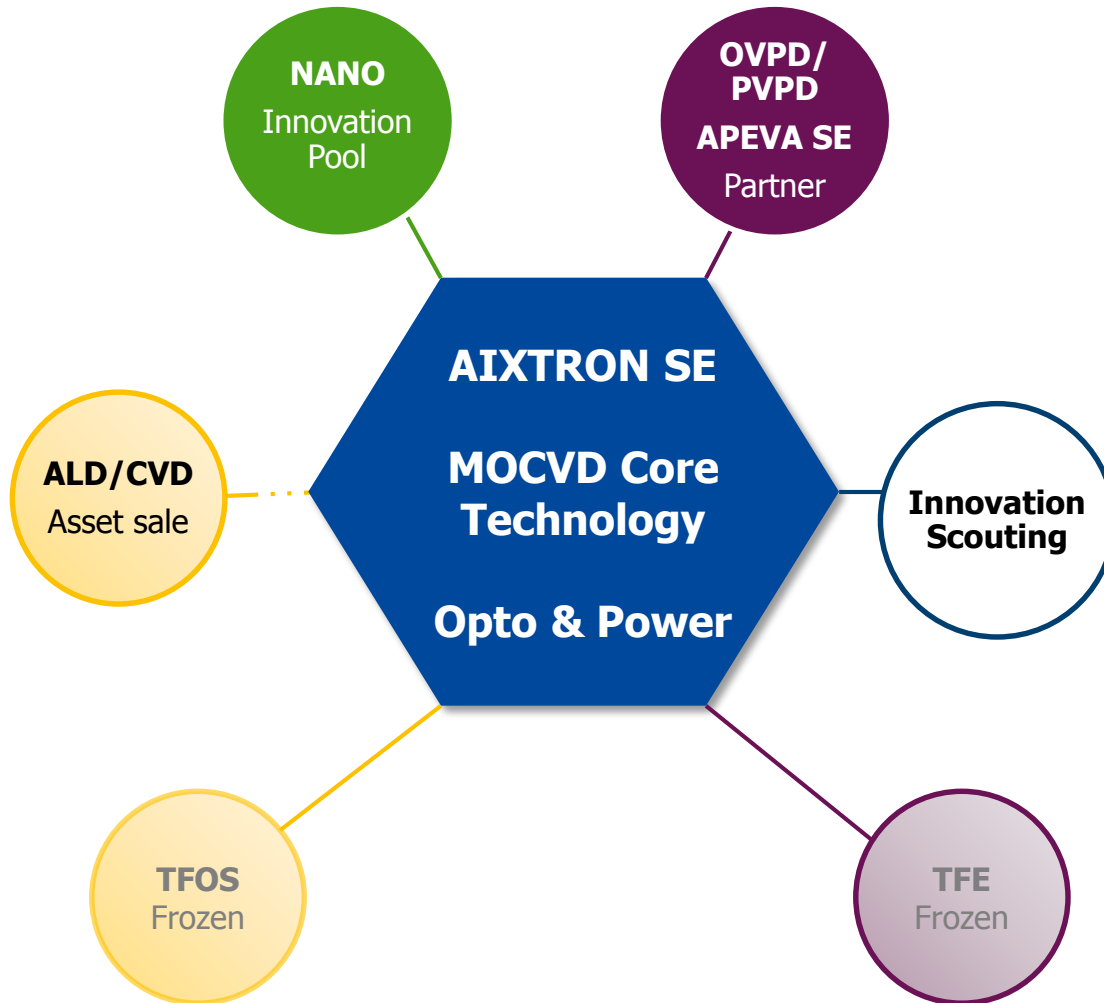
Balance Sheet*

* Rounded figures; may not add up

(€ million)	30/06/17	31/03/17	31/12/16
Property, plant & equipment	65.3	68.9	74.2
Goodwill	68.7	74.5	74.6
Other intangible assets	1.5	5.2	5.4
Others	2.1	2.1	2.4
Non-current assets	137.5	150.6	156.5
Inventories	36.4	49.9	54.2
Trade receivables	22.0	29.6	60.2
Others	6.0	5.6	5.3
Assets classified as held for sale	16.0	0.0	0.0
Cash & Cash Deposits	197.1	193.6	160.1
Current Assets	277.6	278.6	279.7
Shareholders' equity	339.8	356.7	369.7
Non-current liabilities	2.5	4.2	4.2
Trade payables	13.9	15.2	14.6
Advance payments from customers	33.6	30.5	26.1
Others	25.3	22.6	21.6
Current liabilities	72.7	68.3	62.3
Balance Sheet total	415.0	429.2	436.2

*) rounded figures; may not add up

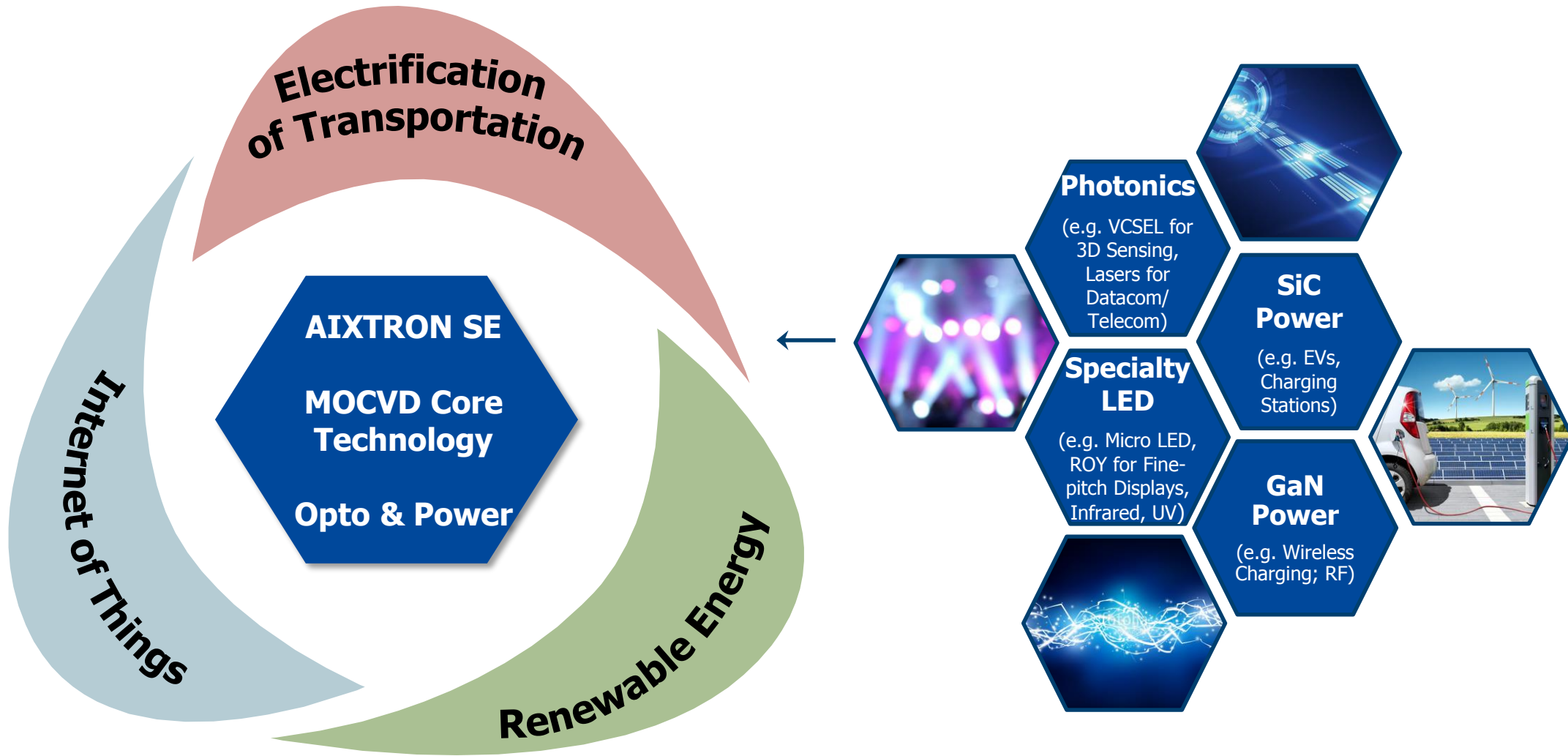
Technology Portfolio – Strategy



Executing Strategic Plans:

- ✓ Partner: OLED deposition
 - Establishing APEVA SE, a 100% subsidiary of AIXTRON; 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: ALD/CVD
 - Selling ALD/CVD Memory product line to Eugene Technology in South Korea; Transaction expected to close in 2017

Technology Portfolio



Financial Calendar & Contact Data

- October 26, 2017 9M/2017 Results, Conference Call
- February 2018 FY/2017 Results, Conference Call
- April 2018 Q1/2018 Results, Conference Call
- May 2018 Annual General Meeting, Aachen

For further information please contact:

Investor Relations & Corporate Communications
AIXTRON SE ▪ Dornkaulstr. 2 ▪ 52134 Herzogenrath, Germany

IR Team Europe
Phone: +49 (2407) 9030-444 ▪ E-Mail: invest@aixtron.com

IR Team USA – Andrea Su
Phone: +1 (408) 747-7140 ext. 1292 ▪ E-Mail: invest@aixtron.com

AIXTRON – Our technology. Your future.

AIXTRON SE
Dornkaulstr. 2
52134 Herzogenrath
Germany
Phone +49 (2407) 9030-0
Fax +49 (2407) 9030-40
E-Mail info@aixtron.com



AIXTRON

Consolidated Income Statement*

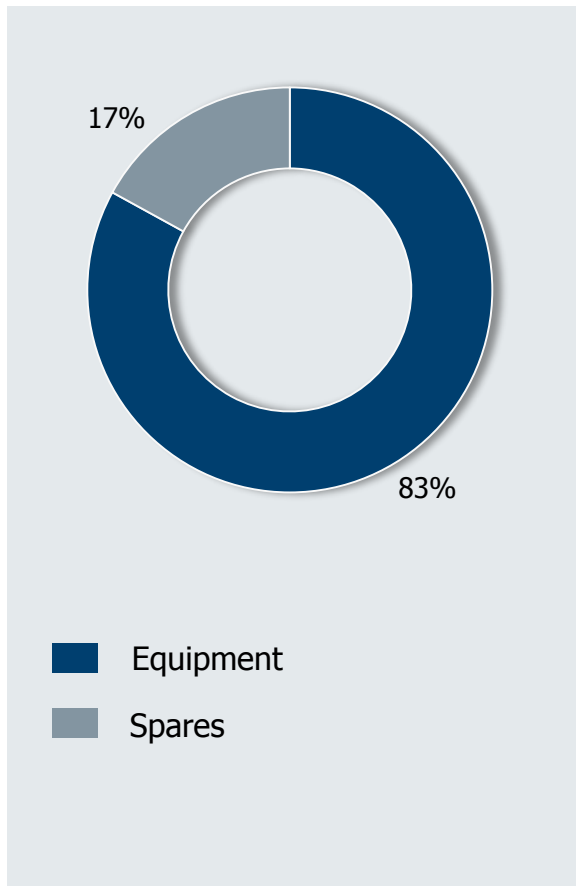
* Rounded figures; may not add up

(€ million)	H1/17			H1/16	+/- %
	Adjusted	Restructuring	Actual	Actual	
Revenues	114.1		114.1	55.5	106
Cost of sales	85.8		85.5	45.5	89
Gross profit	30.6	2.3	28.3	10.0	n.m.
%	27		25	18	9 pp
Selling expenses	5.3		5.3	5.8	-10
General & admin expenses	7.9	-1.5	9.4	8.3	-5
R&D	28.9	-10.6	39.5	26.0	11
Net other operating income & expenses	-1.7		-1.7	-4.2	-58
EBITDA	-4.0	6.2	-10.2	-20.0	80
EBIT	-9.6	14.5	-24.1	-25.9	63
%	-8		-21	-47	39 pp
Net result	-10.4	14.5	-24.9	-26.6	61
%	-9		-22	-48	39 pp

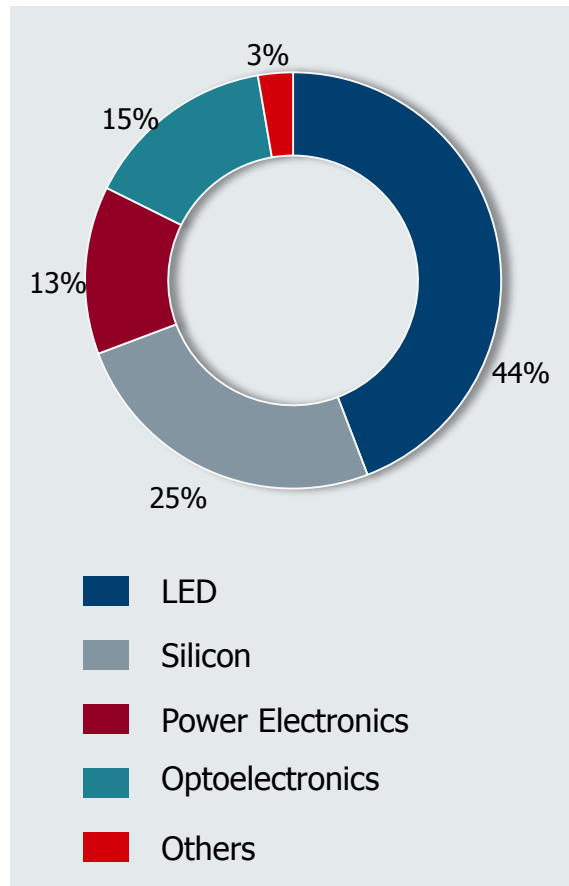
Revenue Analysis*

* Rounded figures; may not add up

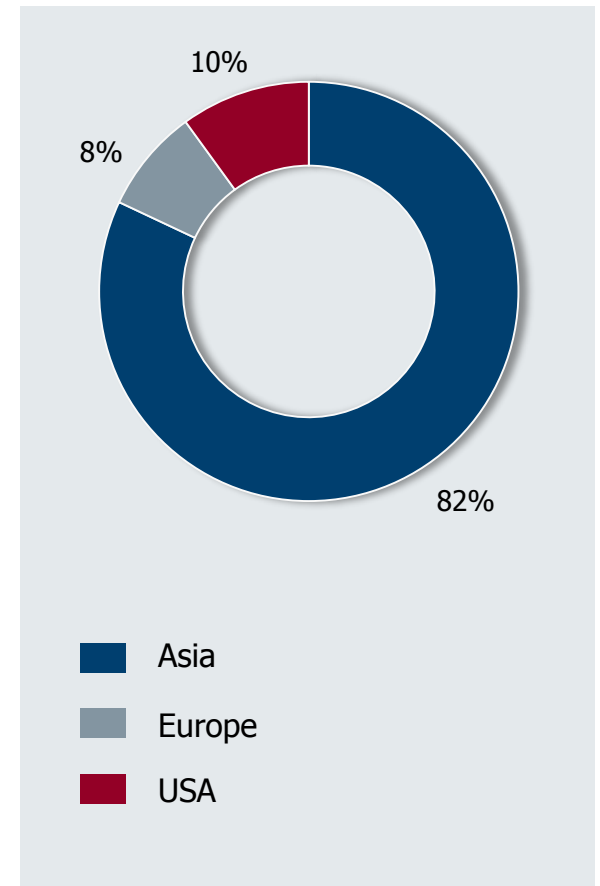
H1/2017:
by equipment & spares



H1/2017:
by end application
(equipment only)



H1/2017:
by region



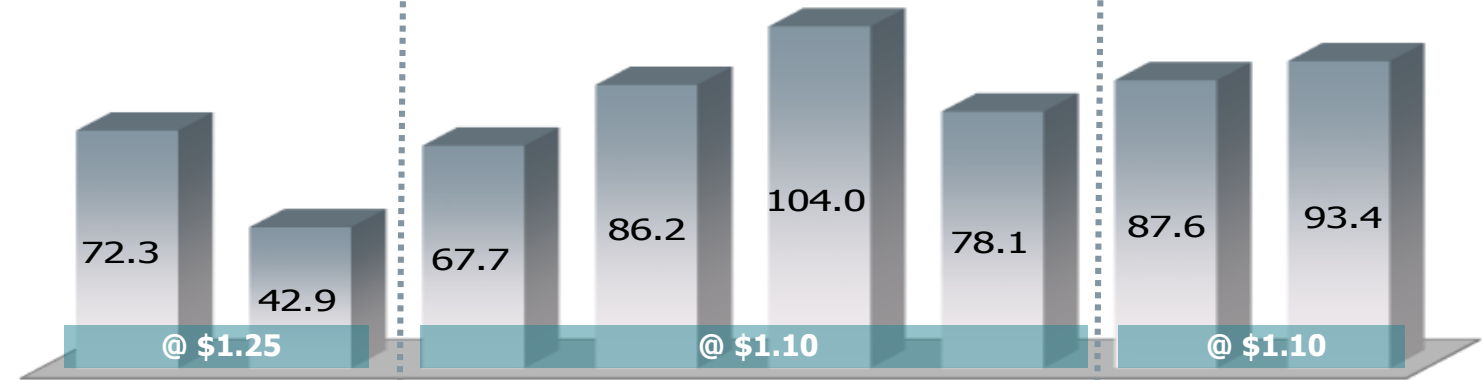
24 - Month Business Development

(€ million)

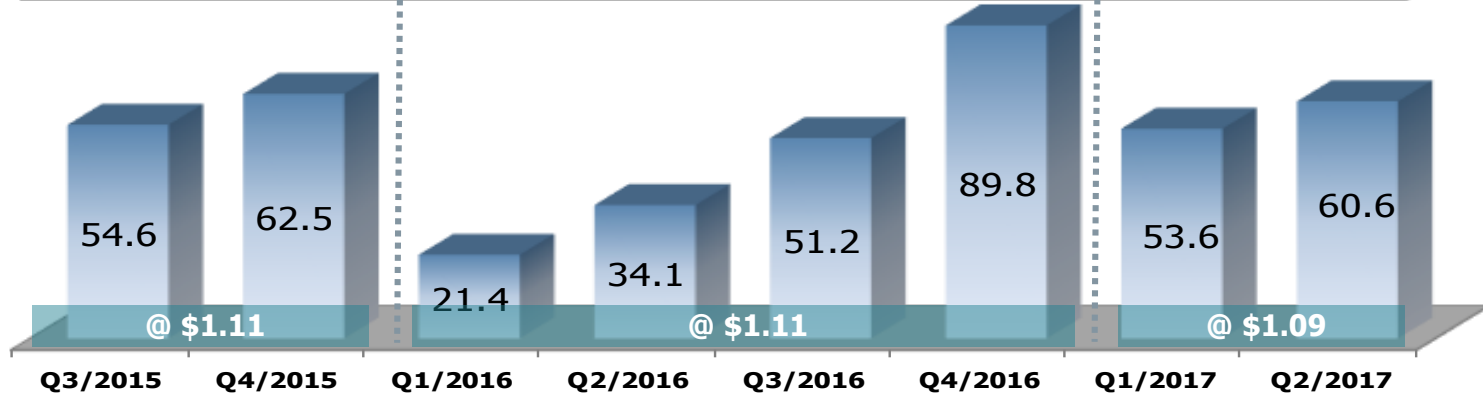
Order Intake
(incl. equipment,
service, spare parts)



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 (H1/2017: \$1.09/€)