

AIXTRON Investor Presentation



First Quarter 2020 Results
(April 30, 2020)

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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 – Q1/2020 Highlights

- ✓ **Order Intake up year-on-year**
 - Driven by the continued high level of demand across all business areas
 - Demand growth despite global effects of the COVID-19 pandemic
- ✓ **Revenues and Results as planned**
 - Limited impact of COVID-19 related restrictions on deliveries and commissioning
- ✓ **2020 Guidance* Confirmed**
 - Q1/20 Results in line with full year planning
- ✓ **Structural Demand Trends for Optoelectronics and Power Electronics intact**
 - LED & Laser: Mini- and Micro LED, Optical Data Transmission, 3D Sensing, LIDAR
 - GaN Power & RF: Charging, Power Supplies, 5G Network
 - SiC Power: E-Mobility, Infrastructure
- ✓ **Liquidity and Equity Ratio at high levels**

* Based on 1.20 USD/EUR Budget Rate;

Consolidated Income Statement*

* Rounded figures; may not add up

(€ million)	Q1/20	Q1/19	+/- %	Q1/20	Q4/19	+/- %
Revenues	41.0	68.7	-40	41.0	75.1	-45
Cost of sales	26.4	42.0	-37	26.4	41.1	-36
Gross profit	14.6	26.7	-45	14.6	34.0	-57
%	36	39	-3 pp	36	45	-9 pp
Selling expenses	2.7	2.3	17	2.7	2.8	-6
General & admin expenses	4.8	3.8	26	4.8	4.0	18
R&D	14.4	12.8	13	14.4	15.0	-4
Net other operating income	-6.2	-1.9	223	-6,2	-2.3	173
EBIT	-1.1	9.7	n.m.	-1.1	14.4	n.m.
%	-3	14	-17 pp	-3	19	-22 pp
Net result	-0.8	8.5	n.m.	-0.8	12.2	n.m.
%	-2	12	-14 pp	-2	16	-18 pp

Balance Sheet*

* Rounded figures; may not add up

(€ million)	31/03/20	31/12/19	31/03/19
Property, plant & equipment	65.9	64.5	66.3
Goodwill	72.2	72.4	72.2
Other intangible assets	2.8	2.4	2.4
Others	11.9	11.7	13.5
Non-current assets	152.8	151.0	154.4
Inventories	85.2	79.0	80.2
Trade receivables	17.1	29.2	34.8
Others	9.7	5.4	15.5
Cash & Cash Deposits	300.8	298.3	247.9
Current Assets	412.8	412.0	378.4
Equity	462.9	464.1	441.2
Non-current liabilities	4.1	4.5	4.9
Trade payables	15.9	19.4	15.5
Contract liabilities for advance payments	60.2	51.1	45.2
Others	22.4	23.9	25.8
Current liabilities	98.5	94.3	86.6
Balance Sheet total	565.6	563.0	532.7

Consolidated Statement of Cash Flows*

Rounded figures; may not add up

(€ million)	Q1/20	Q1/19	Q1/20	Q4/19
Net Result	-0.8	8.5	-0.8	12.2
Adjust for				
Non Cash Items	-0.1	2.5	-0.1	3.9
Changes in Working Capital	5.6	-22.8	5.6	20.0
Cash Flow from Operating Activities	4.7	-11.9	4.7	36.3
Capital Expenditures, investing	-1.5	-5.4	-1.5	1.7
FX Effects & financing	-0.6	2.0	-0.6	0.0
Free Cash Flow	3.0	-17.5	3.0	37.6
Cash & Deposits	300.8	247.9	300.8	298.3

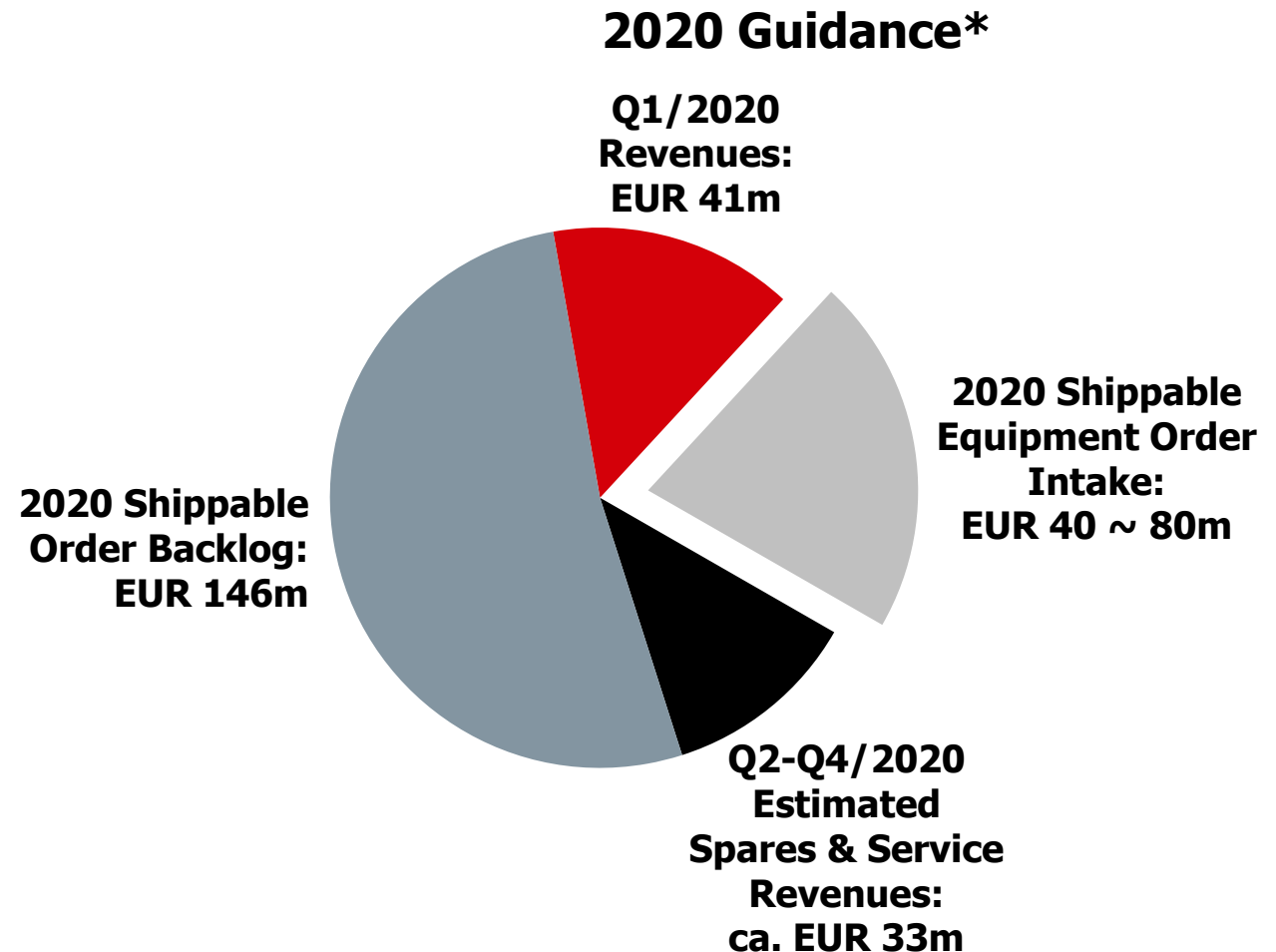
* 2019 figures reflect the changed presentation of cash flow in the 2019 Annual Report

AIXTRON – 2020 Guidance*: Confirmed

2020 Guidance* confirmed

taking Q1 Results, the current order situation and current environment into account:

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



- At 1.20 USD/EUR Budget Rate for the remainder of the year; please refer to "Expected Results of Operations and Financial Position" in the AIXTRON 2019 Annual Report for further information

Financial Calendar & Contact Data

- May 20, 2020 Virtual Annual General Meeting www.aixtron.com/agm
- 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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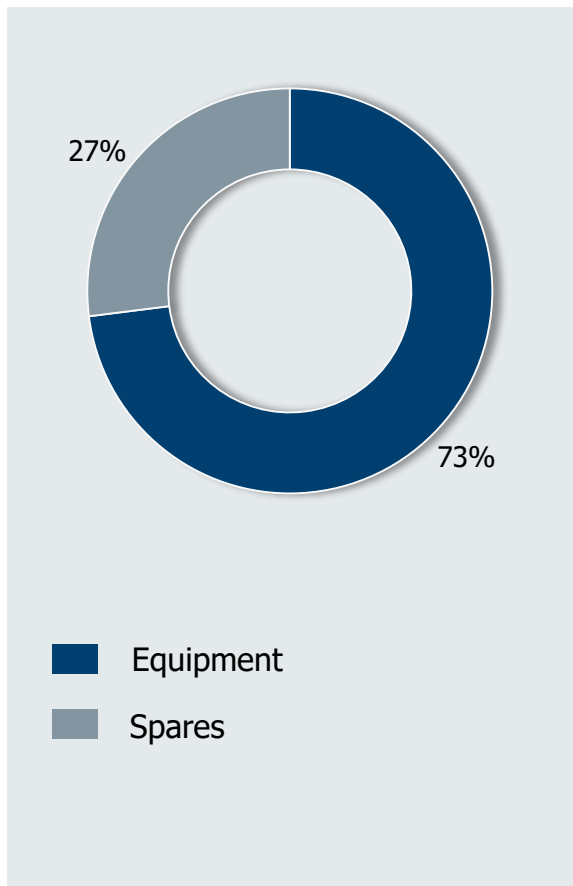


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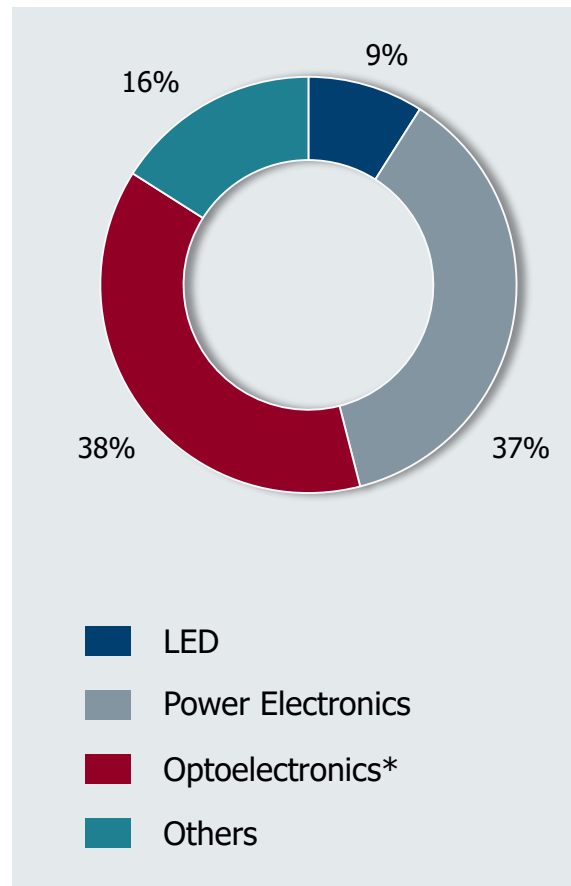
Revenue Analysis*

* Rounded figures; may not add up

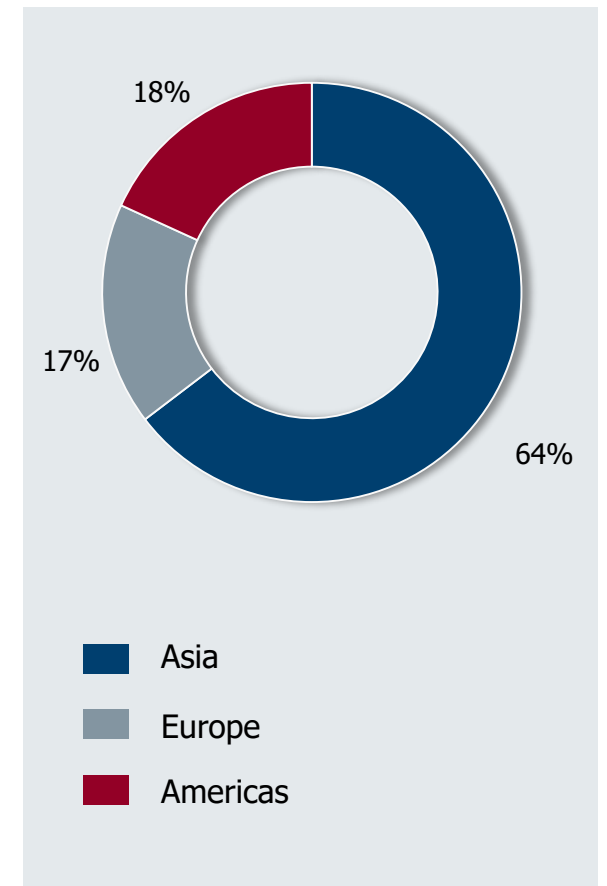
Q1/2020:
by equipment & spares



Q1/2020:
by end application
(equipment only)



Q1/2020:
by region

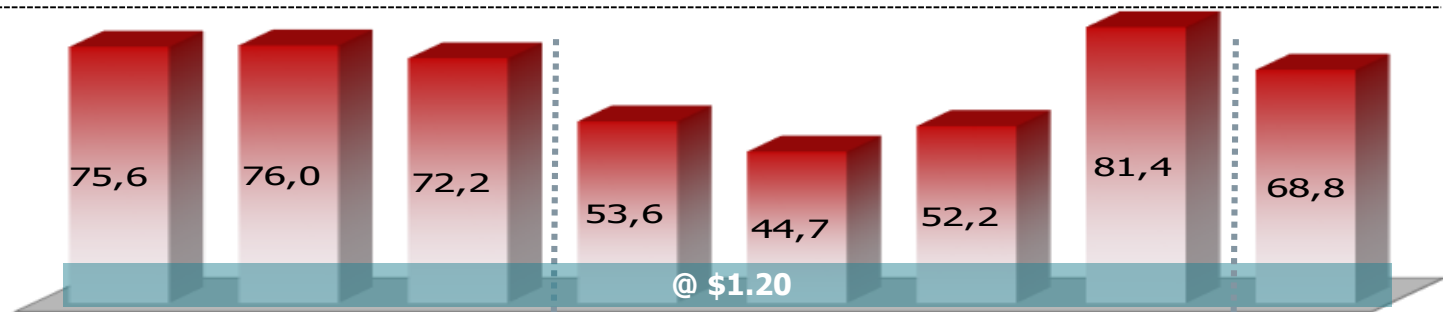


* Optoelectronics includes applications in Consumer Optoelectronics, Telecom/Datacom and Solar

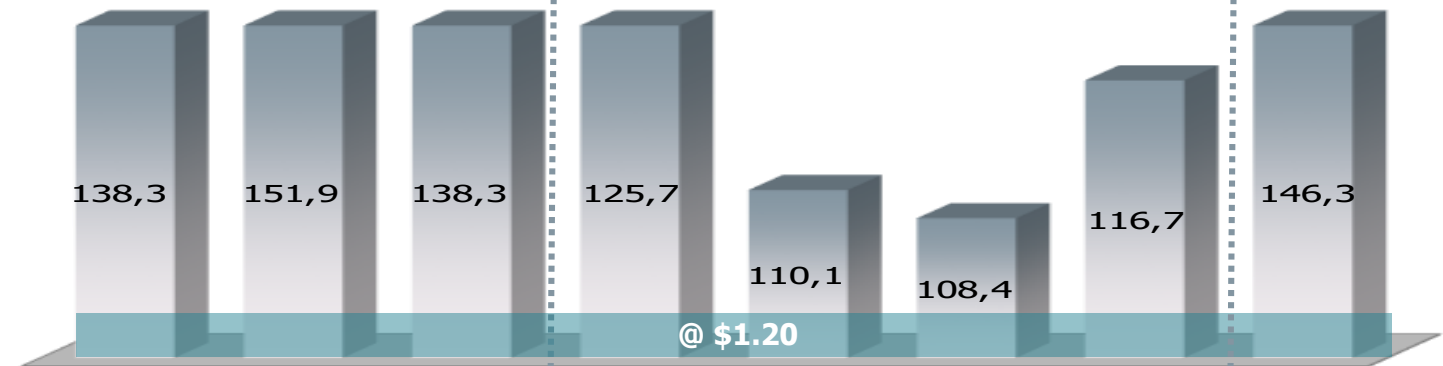
24 - Month Business Development

(€ million)

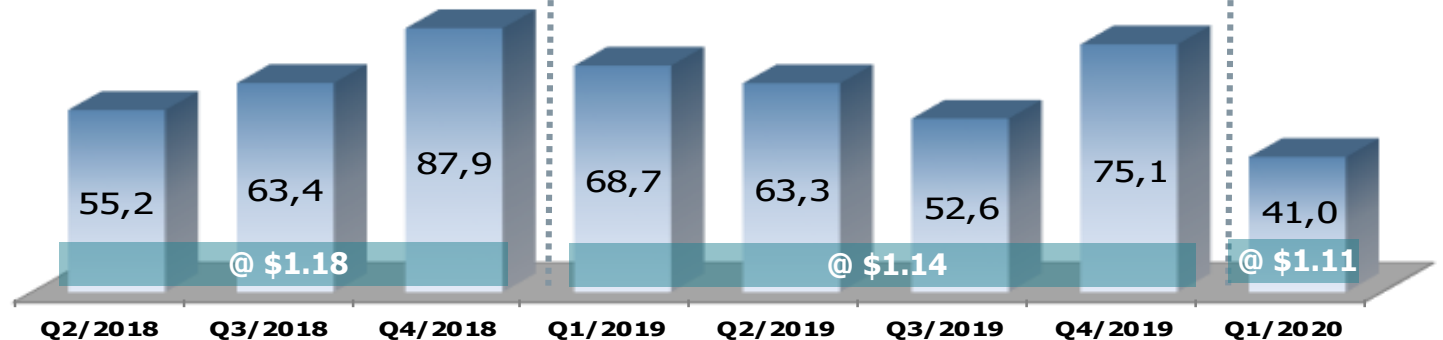
Order Intake
(incl. equipment,
service, spare parts)



Order Backlog
(equipment only)



Revenues
(incl. equipment,
service, spare parts)



USD order intake and backlog were recorded at the prevailing budget rate (2018-2020: \$1.20/€)

USD revenues were converted at the actual period average FX rate (2018: \$1.18/€; 2019: \$1.14/€; Q1/2020: \$1.11/€)