



**AIXTRON**



# **Full Year 2011 Results**

**March 1, 2012**

**Paul Hyland**

*President & Chief Executive Officer*

**Wolfgang Breme**

*Executive Vice President & Chief Financial Officer*

## Forward-Looking Statements

This document may contain forward-looking statements regarding the business, results of operations, financial condition and earnings outlook of AIXTRON within the meaning of the safe harbor provisions of the US Private Securities Litigation Reform Act of 1995. 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 views and assumptions and are subject to risks and uncertainties. You should not place undue reliance on these forward-looking statements. Actual results and trends may differ materially from those reflected in our forward-looking statements. 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 filed by AIXTRON with the U.S. Securities and Exchange Commission. Any forward-looking statements contained in this document are based on current expectations and projections of the executive board and on information currently available to it and are made as at 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.

## Financial Highlights

### Year on Year Comparison (2011 vs. 2010)

- Revenues down 22% to €611.0m (2010: €783.8m)
- Gross Margin down 15pp to 38% (2010: 53%)
- EBIT down 59% to €112.9m with 18% margin (2010: €275.5m; 35%)
- Basic EPS decreased 59% to €0.79 (2010: €1.93)
- Equipment Order Intake down 31% to €513.4m (2010: €748.3m)
- Order Backlog down 49% at €141.0m (31/12/2010: €2748m)
- Free Cash Flow\* 138% lower at €-36.2m (2010: €95.9m)
- Cash & Cash Equivalents plus Cash Deposits down 23% to €295.2m (31/12/2010: €384.7m)

\*) Operating CF + Investing CF + Changes in Cash Deposits

## Consolidated Income Statement\*

(€ million)	2011	2010	+/-	Q4/11	Q4/10	+/-
Revenues	611.0	783.8	-22%	140.1	224.7	-38%
Cost of sales	379.5	372.0	2%	128.4	107.4	20%
Gross profit	231.4	411.8	-44%	11.8	117.3	-90%
<b>Gross Margin</b>	<b>38%</b>	<b>53%</b>	<b>-15 pp</b>	<b>8%</b>	<b>52%</b>	<b>-44 pp</b>
Selling expenses	32.1	48.9	-34%	7.1	9.0	-21%
General & admin expenses	34.0	30.1	13%	9.1	8.3	10%
R&D	50.4	46.1	9%	14.6	12.6	16%
Net other op. (income)/expenses	2.0	11.1	-82%	(2.2)	1.4	-257%
EBIT	112.9	275.5	-59%	(16.9)	86.0	-120%
<b>EBIT Margin</b>	<b>18%</b>	<b>35%</b>	<b>-17 pp</b>	<b>-12%</b>	<b>38%</b>	<b>-50 pp</b>
Result before tax	115.0	278.2	-59%	(16.3)	88.0	-119%
<b>Pre-Tax Margin</b>	<b>19%</b>	<b>35%</b>	<b>-16 pp</b>	<b>-12%</b>	<b>39%</b>	<b>-51 pp</b>
Net result	79.5	192.5	-59%	(10.9)	61.6	-118%
<b>Net Return on Sales</b>	<b>13%</b>	<b>25%</b>	<b>-12 pp</b>	<b>-8%</b>	<b>27%</b>	<b>-35 pp</b>

\*) rounded figures; may not add up

## Consolidated Statement of Financial Position\*

(€ million)	31.12.11	31.12.10
Property, plant & equipment	96,2	77,9
Goodwill	64,1	62,2
Other intangible assets	6,2	7,0
Others	29,4	20,6
<b>Non-current assets</b>	<b>195,8</b>	<b>167,7</b>
Inventories, WIP & Finished Goods	184,6	167,2
Trade receivables	78,6	88,4
Others	23,0	15,4
Cash & Cash Equivalents incl. CD	295,2	384,7
<b>Current Assets</b>	<b>581,4</b>	<b>655,7</b>
<b>Shareholders' equity</b>	<b>628,3</b>	<b>600,3</b>
<b>Non-current liabilities</b>	<b>0,4</b>	<b>1,0</b>
Trade payables	20,5	39,6
Advance payments from customers	64,9	117,5
Others	63,1	64,9
<b>Current liabilities</b>	<b>148,6</b>	<b>222,1</b>
<b>Balance Sheet total</b>	<b>777,3</b>	<b>823,4</b>

\*) rounded figures; may not add up

## Consolidated Statement of Cash Flows\*

(€ million)	2011	2010
Cash Flow from operating activities	(6.3)	148.0
Cash Flow from investing activities	50.5	(165.4)
Cash Flow from financing activities	(57.5)	(11.6)
Exchange rate changes	4.2	0.2
Net change in Cash & Cash Equivalents	(9.2)	(29.1)
Cash & Cash Equivalents (beginning of period)	182.1	211.2
Cash & Cash Equivalents (end of period)	172.9	182.1
Change in Cash deposits	(80.5)	113.6
Free Cash Flow*	(36.2)	95.2

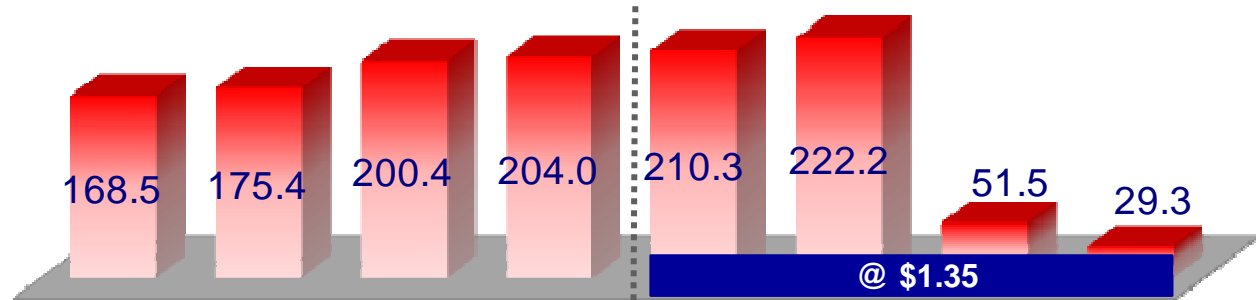
\*) rounded figures; may not add up

\*\*) Operating CF + Investing CF + Changes in Cash Deposits

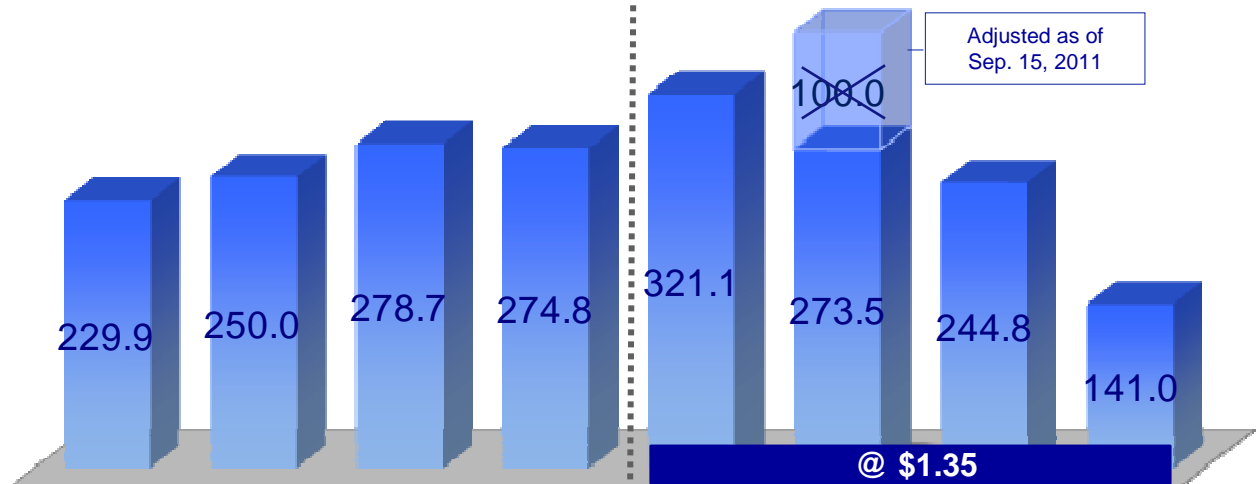
## 24 - Month Business Development

(€ million)

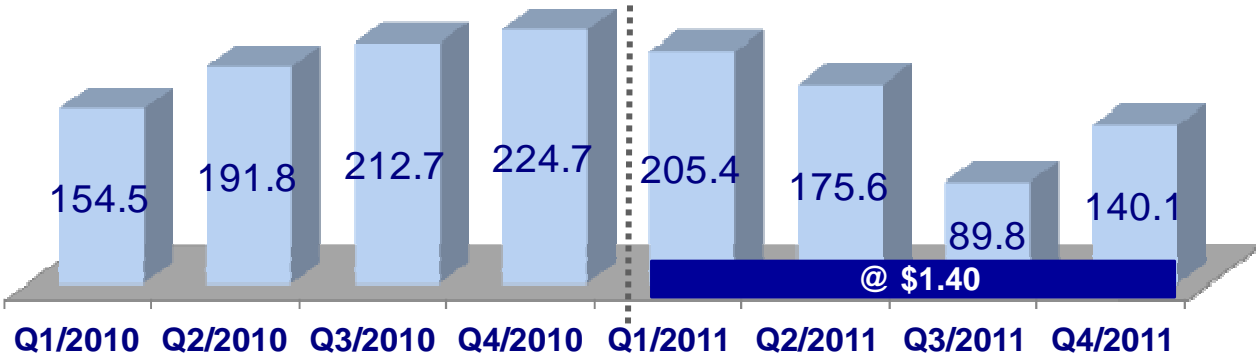
Equipment (only)  
Order Intake



Equipment (only)  
Order Backlog



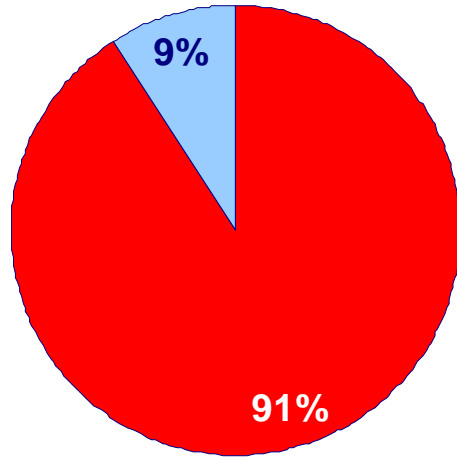
Total Revenues  
(incl. equipment,  
service, spare parts)



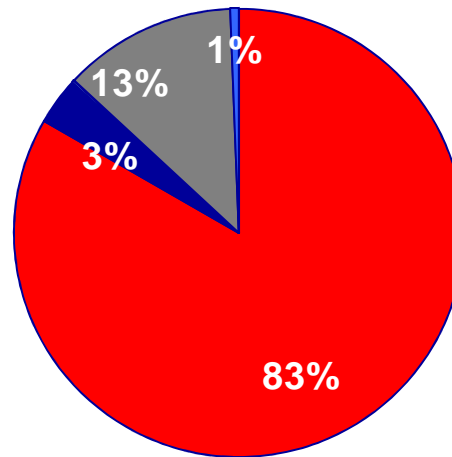
USD denominated Order Intake and Backlog were recorded at the prevailing budget rate (2011: \$1.35/€)  
USD denominated Revenues were converted at the actual period average exchange rate (2011: \$1.40/€)

# Revenue Analysis

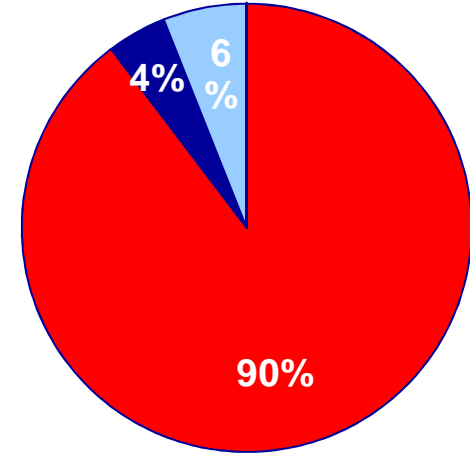
2011:  
by equipment & spares



2011:  
by end application  
(equipment only)



2011:  
by region



Equipment  
Spares

LED  
Telecom/Datacom  
Display & Others  
Silicon

Asia  
Europe  
USA



## Market Developments & Profitable Outlook for 2012

### AIXTRON Operations

- 2011 Order backlog and inventory adjustments reflecting difficult market conditions
- Operational flexibility enabling prompt reaction to market correction
- New R&D Center up and running - further 2012 R&D investment growth planned
- Solid balance sheet & cash levels supporting financial stability

### Market Status

- Very limited H1/2012 market visibility
- LED backlighting overcapacities leading to ongoing LED price erosion & customer margin pressures
- Equipment demand still suppressed ahead of next MOCVD investment cycle for LED lighting market
- LED lighting adoption likely to drive recovery

### Market Developments

- LED Lighting: Increasingly proactive governmental engagements and significant industry players positioning
- Accelerating R&D with compelling key enabling product portfolio and innovative technology developments in the pipeline
- AIXTRON exploring 'beyond LED' applications in Power Electronics, OLED, Graphene, Convergence between compound and silicon semiconductors, etc.

## Financial Calendar & Contact Data

- April 2012 Q1/2012 Results, Conference Call
- May 16, 2012 Annual General Meeting, Aachen
- July 2012 H1/2012 Results Conference & Conf. Call
- October 2012 9M/2012 Results, Conference Call

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**ALWAYS *ONE* *STEP* AHEAD**