

AIXTRON Investor Presentation

First Nine Months 2014 Results

(October 28, 2014)

AIXTRON

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.

Key Financials Q3/2014*

(€ million)	Q3/14	Q3/13	YoY	Q3/14	Q2/14	QoQ
Revenues	45.6	46.2	-1%	45.6	46.2	-1%
Gross profit	6.5	10.6	-39%	6.5	12.6	-48%
Gross margin	14%	23%	-9 pp	14%	27%	-13 pp
Operating result (EBIT)	-17.9	2.9	n. a.	-17.9	-10.6	-69%
EBIT margin	-39%	6%	-45 pp	-39%	-23%	-16 pp
Net result	-19.9	1.6	n. a.	-19.9	-11.6	-72%
Net result margin	-44%	3%	-47 pp	-44%	-25%	-18 pp
Net result per share - basic (EUR)	-0.18	0.02	n. a.	-0.18	-0.10	-80%
Net result per share - diluted (EUR)	-0.18	0.02	n. a.	-0.18	-0.10	-80%
Free cash flow	-21.7	-6.5	-234%	-21.7	-17.5	-24%
Equipment order intake	37.6	35.7	5%	37.6	38.2	-2%
Equipment order backlog (end of period)	70.7	72.8	-3%	70.7	66.4	6%

*) rounded figures; may not add up

Consolidated Income Statement*

(€ million)	9M/14	9M/13	+/-	Q3/14	Q2/14	+/-
Revenues	135.8	131.8	3%	45.6	46.2	-1%
Cost of sales	105.8	156.6	-32%	39.1	33.6	17%
Gross profit	29.9	-24.8	221%	6.5	12.6	-49%
Gross Margin	22%	-19%	41 pp	14%	27%	-13 pp
Selling expenses	10.9	21.2	-49%	3.6	3.4	5%
General & admin expenses	13.9	13.6	2%	4.3	4.5	-6%
R&D	45.5	41.4	10%	16.3	15.5	5%
Net other op.(income)/expenses	-0.9	-17.8	95%	0.3	-0.1	330%
EBIT	-39.4	-83.1	53%	-17.9	-10.6	-69%
EBIT Margin	-29%	-63%	34 pp	-39%	-23%	-16 pp
Result before tax	-38.5	-82.5	53%	-17.7	-10.1	-74%
Pre-Tax Margin	-28%	-63%	35 pp	-39%	-22%	-17 pp
Net result	-43.4	-86.2	50%	-19.9	-11.6	-71%
Net Return on Sales	-32%	-65%	33 pp	-44%	-25%	-19 pp





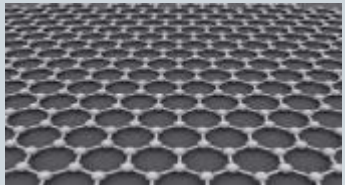
*) rounded figures; may not add up

Consolidated Statement of Financial Position*

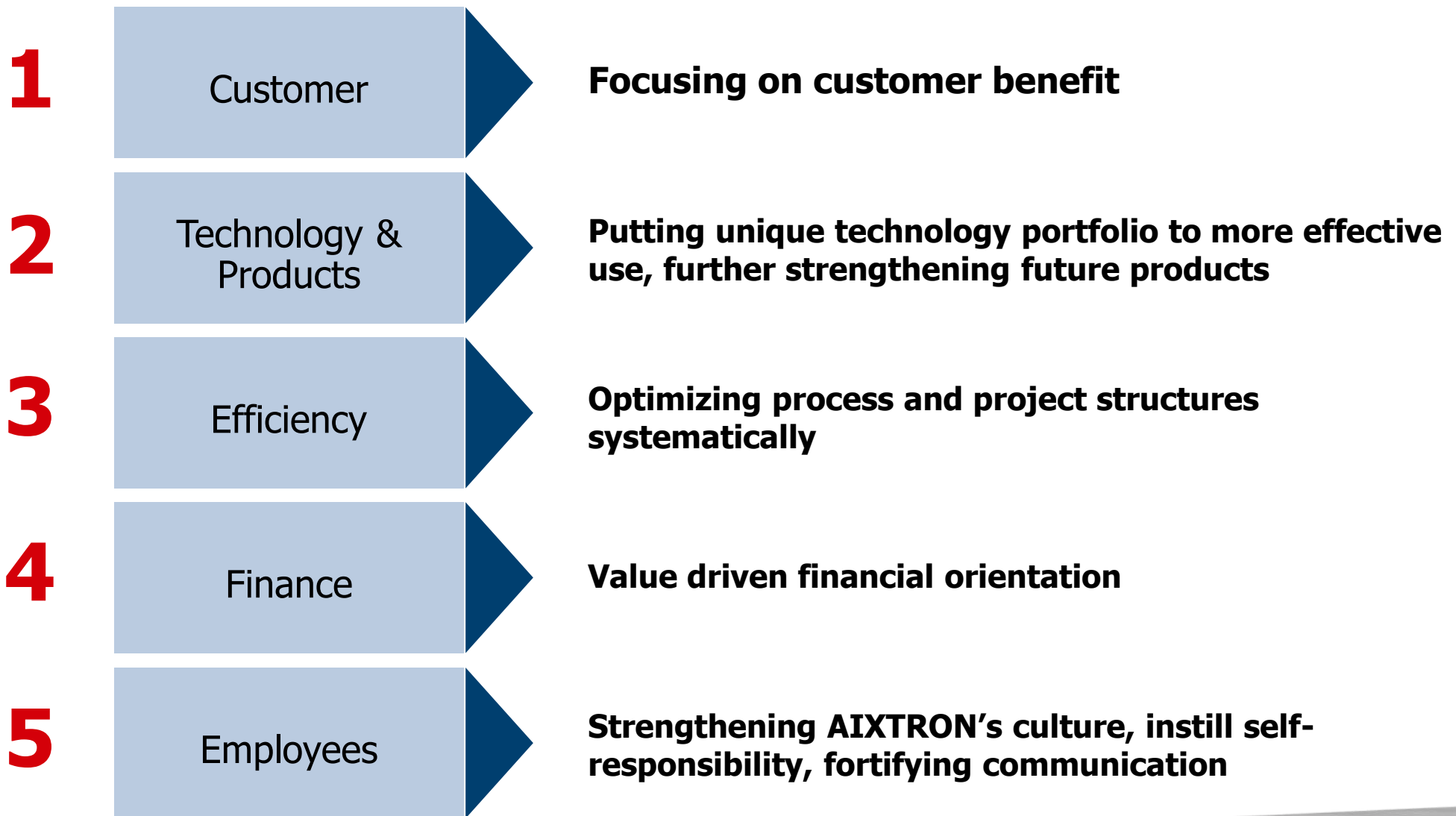
(€ million)	30/09/14	31/12/13	30/09/13
Property, plant & equipment	78.2	79.9	92.4
Goodwill	64.8	64.1	64.3
Other intangible assets	2.6	3.1	3.2
Others	5.9	5.7	5.6
Non-current assets	151.5	152.7	165.5
Inventories, WIP & Finished Goods	83.5	66.2	67.8
Trade receivables	26.4	27.7	22.9
Others	10.7	10.3	26.4
Cash & Cash Equivalents incl. CD	260.5	306.3	207.5
Current Assets	381.0	410.5	324.7
Shareholders' equity	432.6	465.4	381.5
Non-current liabilities	1.6	2.4	1.9
Trade payables	23.8	13.5	14.3
Advance payments from customers	47.1	46.2	52.9
Others	27.4	35.7	39.5
Current liabilities	98.4	95.4	106.7
Balance Sheet total	532.5	563.2	490.2

*) rounded figures; may not add up

Promising Future Markets

Silicon Semiconductors		Compound Semiconductors		Organic	Carbon
ALD (MOCVD)		MOCVD		OVPD®/PVPD®	PECVD
Silicon Semiconductors		Compound Semiconductors	Power Management GaN / SiC	Organic and large area thin films	Graphene, CNTs and CNWs
<ul style="list-style-type: none"> • DRAM Dielectric and Metal Electrode • Flash Inter Poly Dielectric and Metals • Logic Gate stack • ReRAM and PCRAM Active element and Electrode • Logic High Mobility Channel 		<ul style="list-style-type: none"> • LEDs for display: TVs, mobile phones, tablets, etc. • LEDs for lighting • LEDs for automotive • LEDs for data communication • Telecom lasers • Concentrator Photovoltaics 	<ul style="list-style-type: none"> • RF transistors • AC-DC converters • DC-DC converters • Solar inverters • Motor drives in industrial applications automotive and consumer electronics 	<ul style="list-style-type: none"> • OLEDs for display: TVs, mobile phones, tablets, etc. • OLEDs for lighting • Organic, flexible electronics • Organic Photovoltaics 	<ul style="list-style-type: none"> • Transistors • Interconnects • Flexible Electronics • Energy Storage • Sensors, etc.
					
Fluctuating Equipment Demand		Increasing Equipment Demand Expected by: 2014/2015		Increasing Equipment Demand Expected by: 2015	Increasing Equipment Demand Expected by: 2016/2017
		Increasing Equipment Demand Expected by: 2015		Increasing Equipment Demand Expected by: 2016/2017	Increasing Equipment Demand Expected by: Beyond 2018

5-Point-Program - Return to Sustainable Profitability



Financial Calendar & Contact Data

- February 2015 FY/2014 Results, Conference Call
- April 2015 Q1/2015 Results, Conference Call
- May 2015 Annual General Meeting, Aachen
- July 2015 H1/2015 Results, Conference Call
- October 2015 9M/2015 Results, Conference Call

For further information please contact:

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

IR Team Europe
Phone: +49 (241) 8909-444 ▪ Email: invest@aixtron.com

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



AIXTRON

Consolidated Statement of Cash Flows*

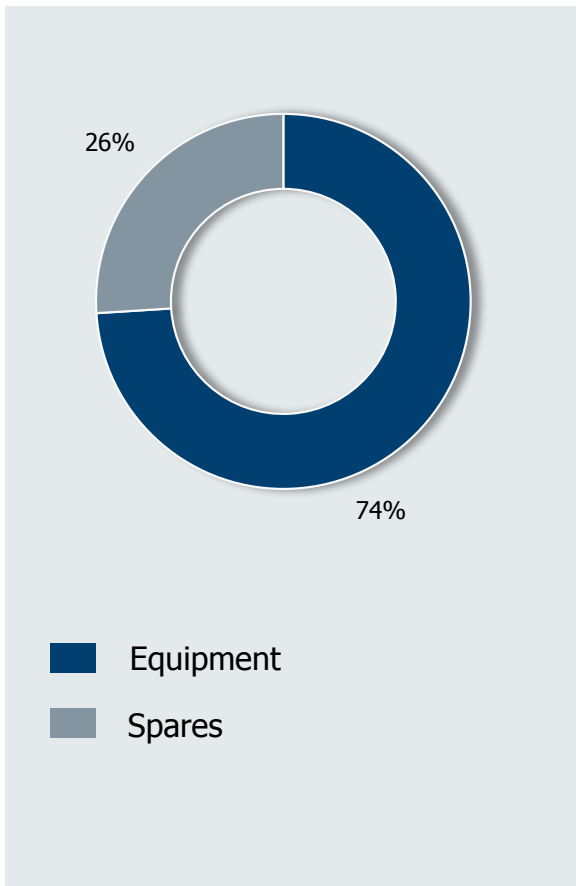
(€ million)	9M/2014	9M/2013	Q3/2014	Q2/2014
Cash Flow from operating activities	-43.6	4.9	-18.5	-15.3
Cash Flow from investing activities	6.1	14.7	26.0	4.4
Cash Flow from financing activities	-0.1	1.3	0.1	-0.2
Exchange rate changes	5.2	-1.6	4.6	1.0
Net change in Cash & Cash Equivalents	-32.5	19.3	12.2	-10.2
Cash & Cash Equivalents (beginning of period)	167.5	99.7	122.8	133.0
Cash & Cash Equivalents (end of period)	135.0	119.0	135.0	122.8
Change in Cash deposits	-15.4	-20.5	-29.2	-6.5
Free Cash Flow**	-52.9	-0.9	-21.7	-17.5

*) rounded figures; may not add up

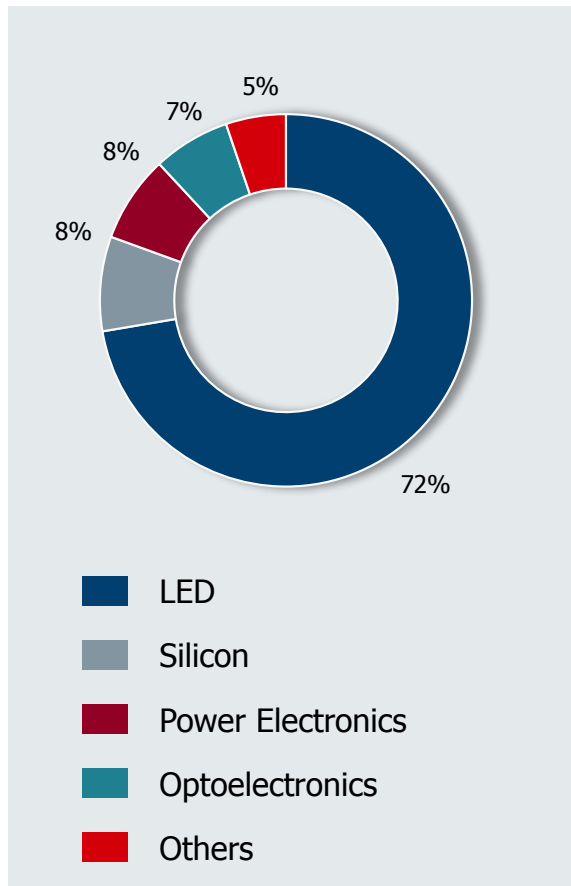
***) Operating CF + Investing CF + Changes in Cash Deposits

Revenue Analysis

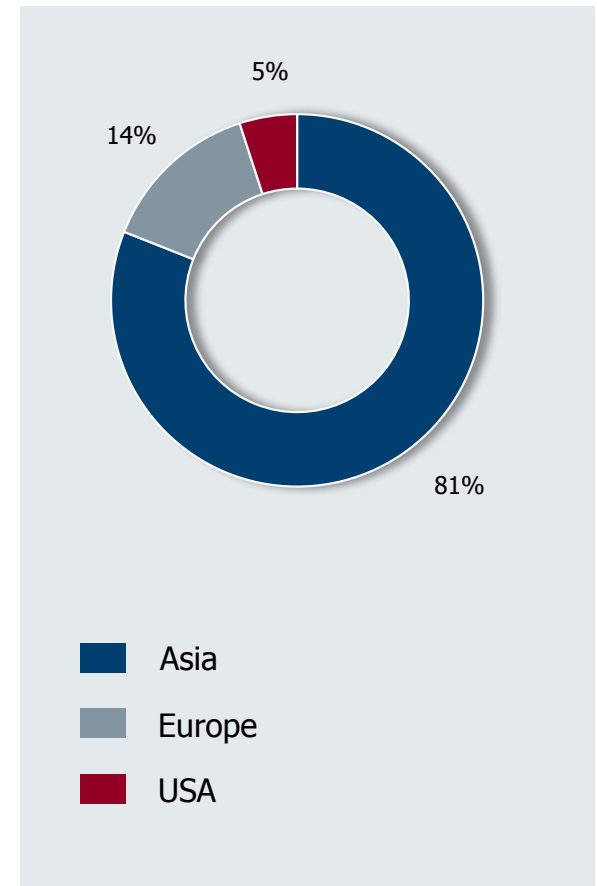
9M/2014:
by equipment & spares



9M/2014:
by end application
(equipment only)



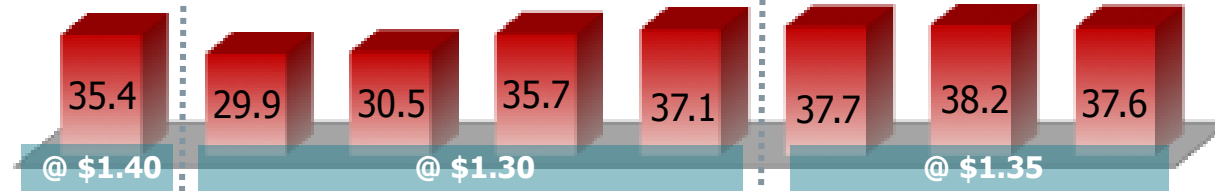
9M/2014:
by region



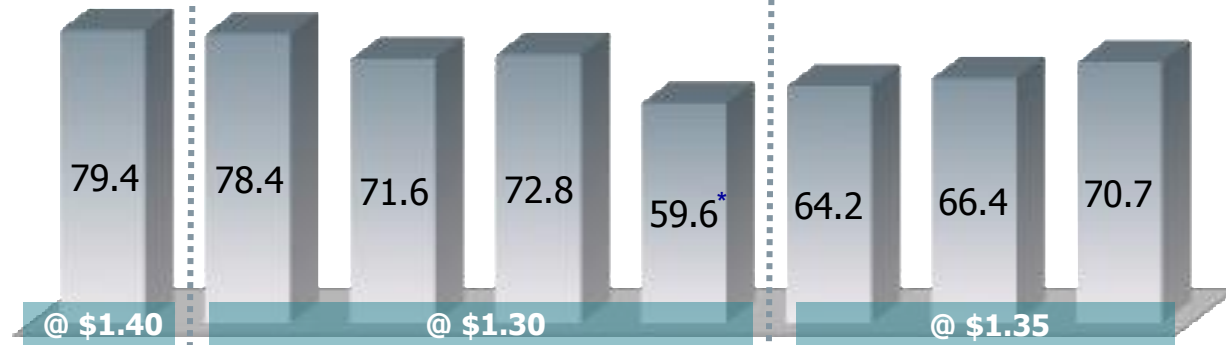
24 - Month Business Development

(€ million)

Equipment (only)
Order Intake

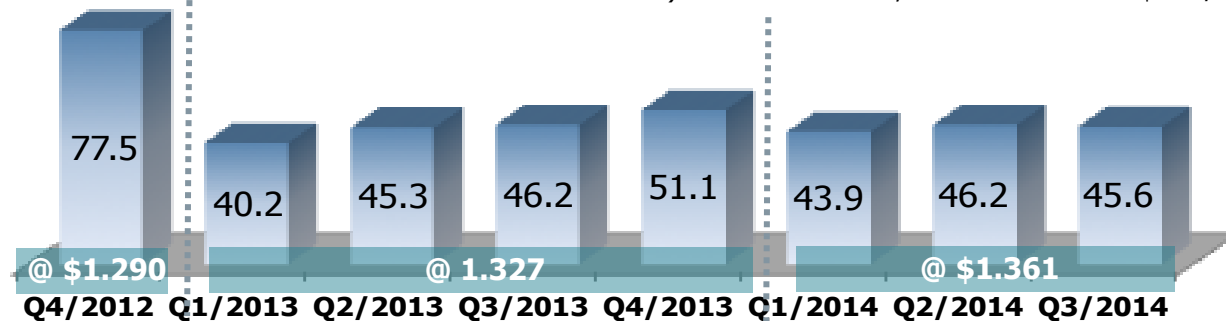


Equipment (only)
Order Backlog



*) revalued on Jan.1, 2014 to €58.1m at \$1.35/€

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



USD order intake and backlog were recorded at the prevailing budget rate (2014: \$1.35/€)

USD revenues were converted at the actual period average FX rate (9M/2014: \$1.361/€)