

AIXTRON



16th Annual General Meeting

May 23, 2013
Eurogress Aachen

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 forwardlooking 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.



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Annual General Meeting May 2013 Agenda Item 1

Presentation of the adopted financial statements as of December 31, 2012, adapted annual financial statements as of December 31, 2012, and the management report for fiscal year 2012, the report of the Supervisory Board and the explanatory report by the Executive Board regarding the information pursuant to §§ 289 (4 and 5), 315 (4) of the German Commercial Code (HGB)

Presentations on Agenda Item 1

Martin Goetzler, President & Chief Executive Officer


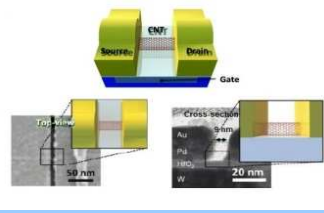
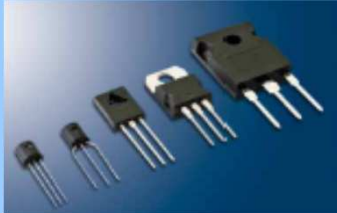

- Introduction
- Technological Competence
- 5-Point-Program
- Return to previous strength

Wolfgang Breme, Chief Financial Officer

- Finances 2012
- Finances Q1/2013

Promising future markets

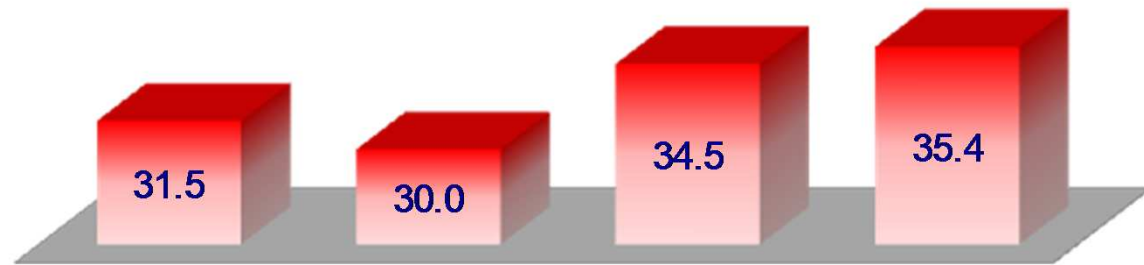


Organic Material	Carbon Material	Compound Semiconductors	Silicon Semiconductors
OVPD®/PVPD®	Graphene CNTs and CNWs	Power Management GaN / SiC	Silicon systems
<ul style="list-style-type: none"> • OLEDs for display: Mobile phones, tablets, TVs, etc. • OLEDs for lighting • Organic, flexible electronics • Organic Photo-voltaics 	<p>Graphene, Carbon Nanotubes and Nano-wires for</p> <ul style="list-style-type: none"> • Transistors • Interconnects • Flexible Electronics • Energy Storage • Sensors, etc. 	<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"> • Metal nitride and Hi-k for memory and logic • Specialty films for alternate, non-volatile memories (PCRAM, ReRAM)
			

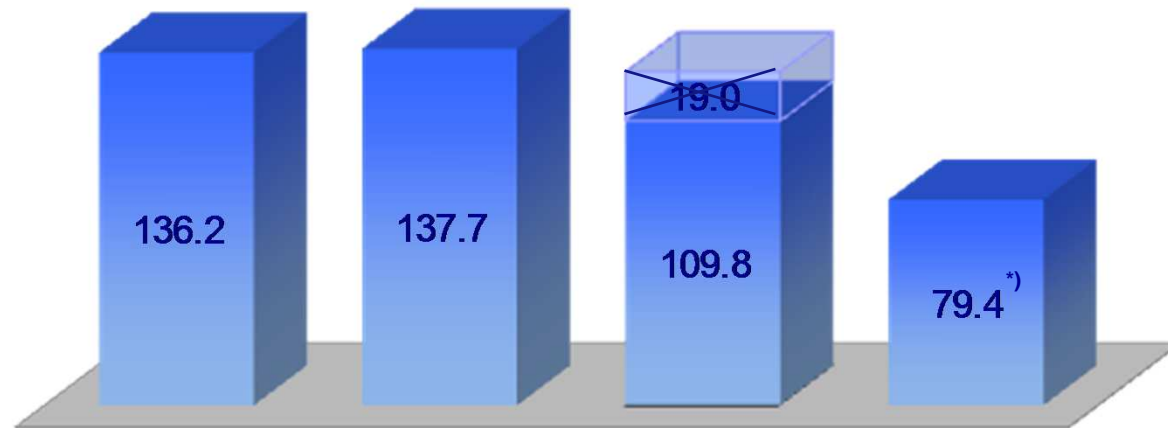
Quarterly development in 2012

(€ million)

Equipment (only)¹⁾
Order Intake



Equipment (only)¹⁾
Order Backlog



Total Revenues²⁾
(incl. Equipment, service,
spare parts)



1) USD order intake and backlog were recorded at the prevailing budget rate (2012: \$1.40 /€)

2) USD revenues were converted at the actual period average FX rate (2012: \$1.29/€)

Consolidated Income Statement of the AIXTRON Group*

(€ million)	2012	2011	+/-
Revenues	227.8	611.0	-63%
Cost of sales	227.4	379.5	-40%
Gross profit	0.4	231.4	-100%
Gross margin	0%	38%	-38pp
Selling expenses	34.8	32.1	9%
General & admin expenses	19.6	34.0	-42%
R&D	72.9	50.4	45%
Net other op. (income)/expenses	5.5	2.0	173%
EBIT	-132.3	112.9	-217%
EBIT Margin	-58%	18%	-76pp
Result before tax	-129.9	115.0	-213%
Pre-tax Margin	-57%	19%	-76pp
Net result	-145.4	79.5	-283%
Net Return on Sales	-64%	13%	-77pp

*) rounded figures; may not add up

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Key financials of AIXTRON SE (HGB)*

(€ million)	2012	2011	+/-
Revenues	188.8	594.9	-68%
Total operating performance	168.9	622.3	-73%
Results from ordinary activities	-103.0	55.6	n/a
Net result	-103.2	25.6	n/a
Retained earnings	51.5	64.2	-20%
Transfer to retained earnings	0.0	-12.8	-100%
Accumulated net result	-51.6	77.0	n/a
Dividend proposal/Dividend	0.0	25.4	-100%
Dividend per share (in €)	0.00	0.25	-100%

*) rounded figures; may not add up

Consolidated Statement of Financial Position of the AIXTRON Group*

(€ million)	31/12/12	31/12/11	+/-
Property, plant & equipment	97.6	96.2	1%
Goodwill	64.3	64.1	0%
Other intangible assets	4.2	6.2	-32%
Others	6.3	29.4	-79%
Non-current assets	172.4	195.8	-12%
Inventories, WIP & Finished Goods	126.0	184.6	-32%
Trade receivables	37.3	78.6	-53%
Others	14.8	23.0	-36%
Cash & Cash Equivalents incl. CD	209.5	295.2	-29%
Current Assets	387.6	581.4	-33%
Shareholders' equity	470.0	628.3	-25%
Non-current liabilities	1.4	0.4	250%
Trade payables	9.7	20.5	-53%
Advance payments from customers	46.0	64.9	-29%
Others	32.9	63.1	-48%
Current liabilities	88.5	148.6	-40%
Balance Sheet total	560.0	777.3	-28%

*) rounded figures; may not add up

Consolidated Statement of Cash Flows of the AIXTRON Group*

(€ million)	2012	2011	+/-
Cash Flow from operating activities	-45.2	-6.3	n/a
Cash Flow from investing activities	-4.4	50.5	-109%
Cash Flow from financing activities	-24.3	-57.5	58%
Exchange rate changes	0.8	4.2	-81%
Net change in Cash & Cash Equivalents	-73.2	-9.2	n/a
Cash & Cash Equivalents (beginning of period)	172.9	182.1	-5%
Cash & Cash Equivalents (end of period)	99.7	172.9	-42%
Change in Cash deposits (term >3 months)	-11.9	-80.5	85%
Free Cashflow**	-61.6	-36.2	-70%

*) rounded figures; may not add up

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

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Key financials Q1/2013*

(€ million)	Q1/2013	Q1/2012	+/-
Equipment order intake	29.9	31.5	-5%
Equipment order backlog (end of period)	78.4	136.2	-42%
Revenues	40.2	42.0	-4%
Gross profit	-47.7	10.3	n/a
Operating result (EBIT)	-76.3	-18.3	n/a
Net result	-76.0	-12.3	n/a
Free Cash Flow*	9.3	-5.6	n/a

*) rounded figures; may not add up

5-Point-Program

- 1** Customer → **Focusing on customer benefit**
- 2** Technology & Products → **Putting unique technology portfolio to more effective use, further strengthening future products**
- 3** Efficiency → **Optimizing process and project structures systematically**
- 4** Finance → **Value-added financial orientation**
- 5** Employees → **Strengthening AIXTRON's culture, instill self-responsibility, fortifying communication**

1. Customer

Focusing on customer benefit

- Technically experienced key-account manager – **started** ✓
- Using regional competencies through customer proximity
- Customer-roadmaps to increase productivity – **started** ✓
- Boosting service business

Our customers' success, is our success.

2. Technology and Products

Putting unique technology portfolio to more effective use, further strengthening future products

Wide-ranging technological skills:

Sustainably profitable applications

- control technology cycles

Persistent product strategy:

- Dual-technology-system strategy
- Analysis of product diversity – **started** ✓
- Profitability goals, modular concept vs individualised solutions
- Proactive control of the product lifecycle

Regaining Market leadership in MOCVD-business

3. Efficiency

Optimizing process and project structures systematically, managing actively

- Cross-functional product development processes “– **started** ✓
- Product development with regard to „Quality-Gates“– **started** ✓
- Intensifying cooperative partnership with suppliers
- Greater flexibility in the supply-chain-process
- Comprehensive asset management

Benchmarking – Look outwards

4. Finances

Value-added financial orientation

Management by defining clear financial objectives:

- Revenues
- Operating result (EBIT)
- Free Cash Flow
- Return on the capital employed exceeding cost of capital (ROCE > WACC)

Measures initiated:

Reduction of operating expenses 20% – **started** ✓

Staff reduction (worldwide) 20% – **started** ✓

Return to sustainable profitability

5. Employees

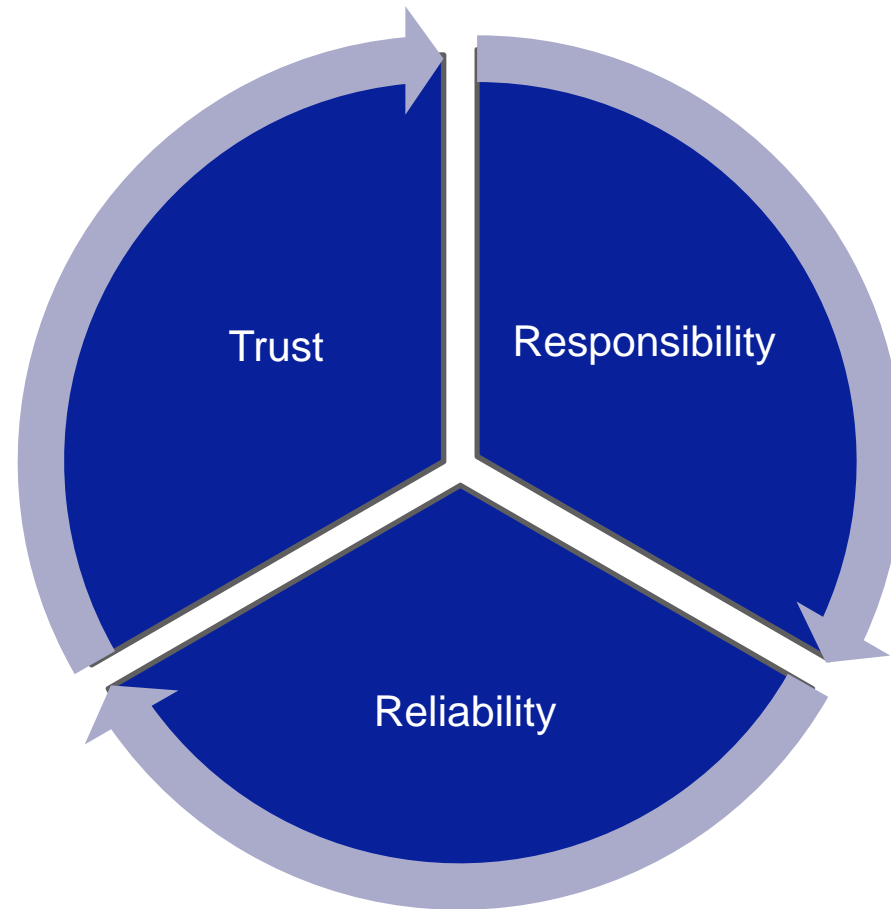
Strengthening AIXTRON culture, taking individual responsibility, fortifying communication

- Strengthening employees' sense of identification with the company
- Proactive communication of the goals
- Setting a clear direction and expectations
- Clear agreement on goals
- Continuous exchange of information – **started** ✓

Faith and responsibility on all levels

Return to previous strength

5-Point Program sets direction





Annual General Meeting May 2013 On Agenda Item 2

Resolution on the approval of the activities of the members of the Executive Board of AIXTRON SE during fiscal year 2012



Annual General Meeting May 2013 On Agenda Item 3

Resolution on the approval of the activities of the members
of the Supervisory Board of AIXTRON SE during fiscal year
2012



Annual General Meeting May 2013

On Agenda Item 4

Resolution on the approval of the system of remuneration of the members of the Company's Executive Board

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Annual General Meeting May 2013 On Agenda Item 5

Resolution on the elections for the Supervisory Board



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**Annual General Meeting May 2013
On Agenda Item 6**

Resolution on the election of the auditor and Group auditor
for fiscal year 2013



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Annual General Meeting May 2013 On Agenda Item 7

Resolution on the authorization to purchase and use own shares and to exclude pre-emptive rights