

AT&S first choice for advanced applications

Conference Call Q3 2014/15

Andreas Gerstenmayer (CEO)

Karl Asamer (CFO)

Elke Koch (IR/PR)

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9.00am CET

AT&S

AT & S Austria Technologie & Systemtechnik Aktiengesellschaft | Fabriksgasse 13 | A-8700 Leoben
Tel +43 (0) 3842 200-0 | E-mail info@ats.net

www.ats.net

Agenda

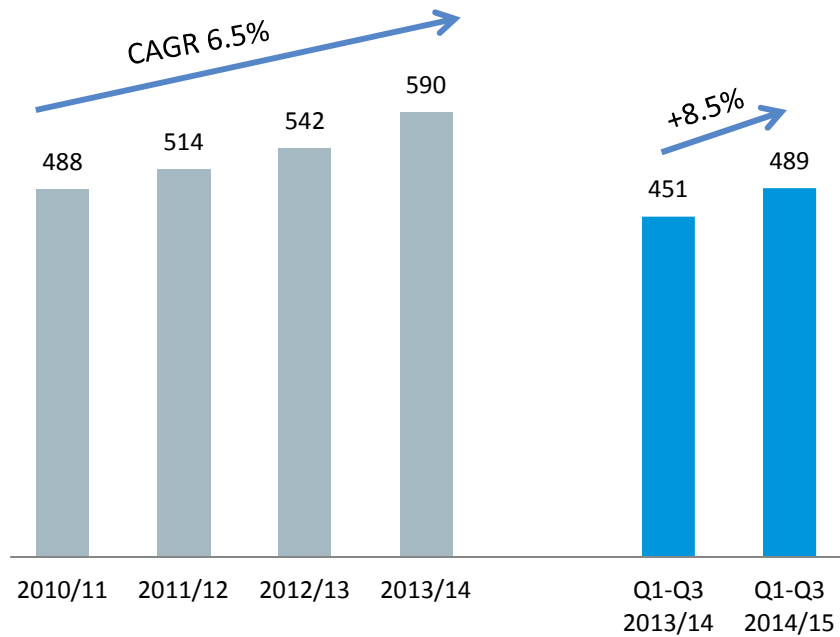
Highlights Business Performance

Financials

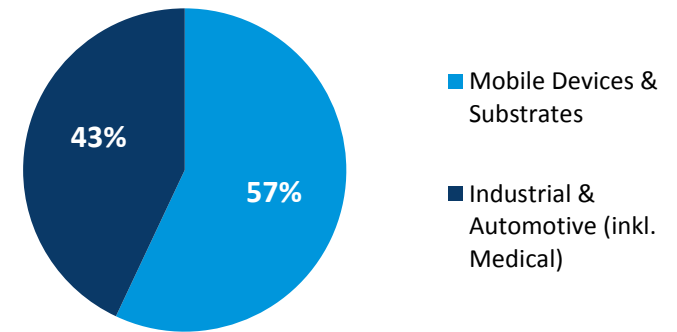
Outlook

- Revenue and earnings in the first nine months strongly influenced by outstanding Christmas business with mobile devices
- Increase in revenue of 8.5% despite high capacity utilisation:
 - > further optimised logistics processes and controlling the production facilities
- EBITDA increase of 27.1% due to high capacity utilisation, improved product mix, successful cost management and positive FX impacts
- EBITDA margin of 26.0% on all-time-high
- Group tax rate still on 24.2% level
- Cash flows from operating activities up on 16.2%
- EPS increase of 19.4% despite higher amount of issued shares
- Chongqing project on schedule:
 - > Ongoing characterisation and certification of first installed line
 - > Start of negotiations about the product mix and the ramp scenario

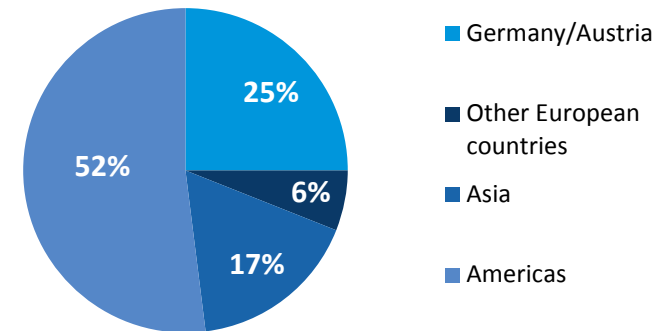
Total revenue (€ in millions)



Distribution revenue: Business Unit



Distribution revenue: Customer Region



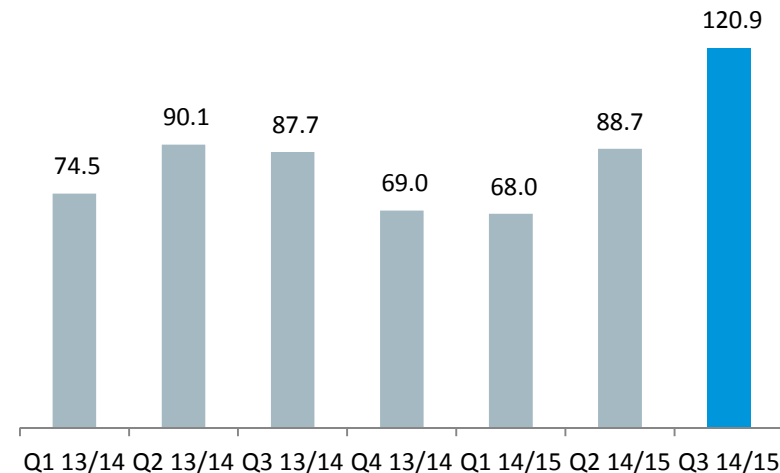
Revenue by Segment and Quarter

Mobile Devices & Substrates

Increase of 10 % compared to the same period last year (€ 277.6m in Q1-Q3 2014/15 vs. € 252.3m in Q1-Q3 2013/14)

- The increase is mainly due to a more high-end product mix and positive FX effects.
- Mobile Devices & Substrates saw a sustainable benefit from the numerous product launches in the third quarter (1 October to 31 December 2014), thus consolidating and expanding its good positioning in the high-end segment of mobile devices.

(€ in millions)

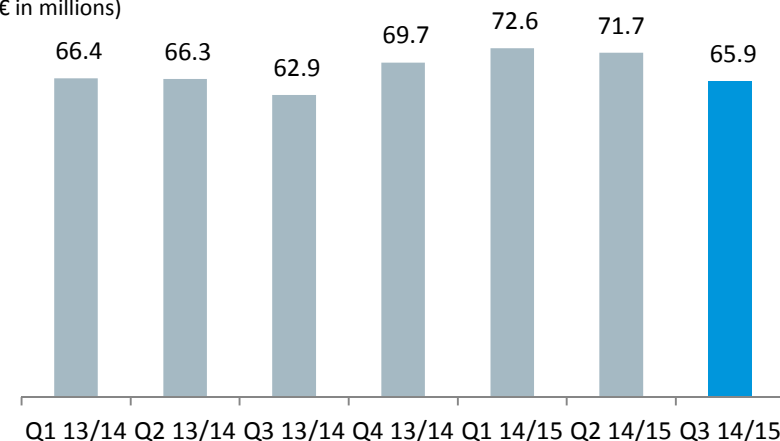


Industrial & Automotive (incl. Medical)

Revenue increased by 7.5% year on year (€ 210.2m in Q1-Q3 2014/15 vs. € 195.5m in Q1-Q3 2013/14)

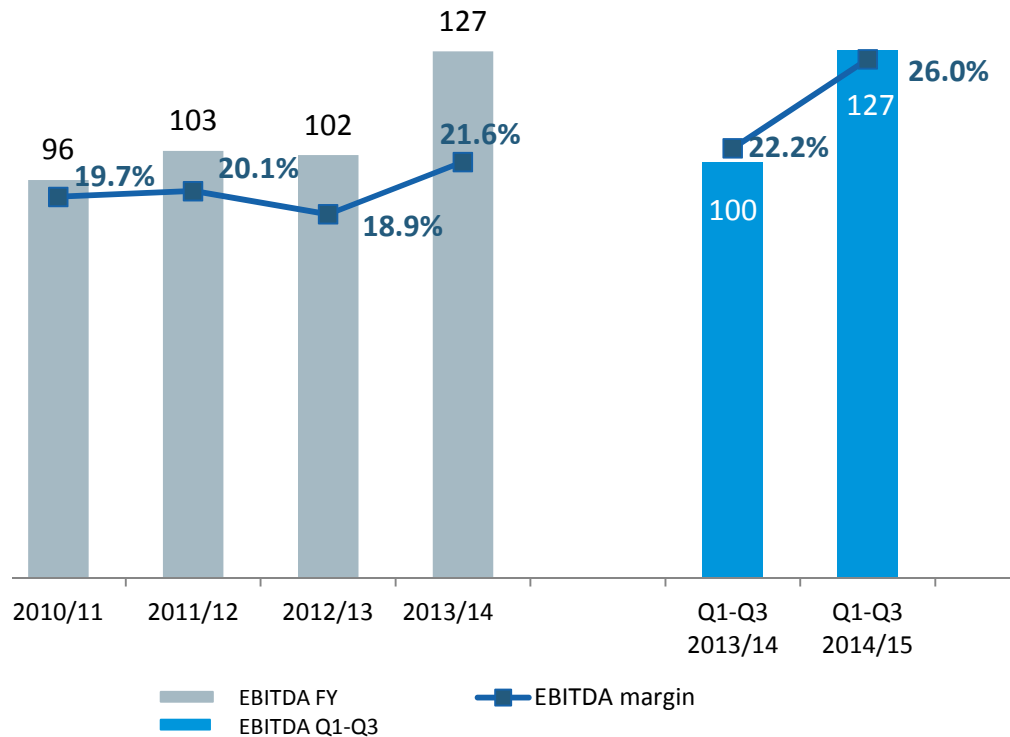
- The main drivers in the automotive segment were Advanced Driver Assistance Systems (ADAS) such as lane change assistants.
- In the industrial sector, AT&S increased supply for solutions supporting higher sensor requirements related to industry 4.0 applications.
- In the medical segment, demand for mobile patient monitoring applications largely accounted for the increased revenue

(€ in millions)



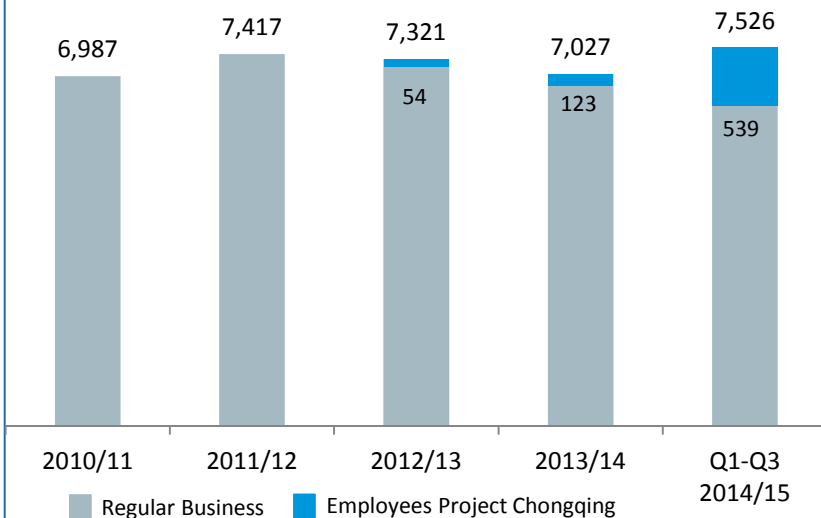
Operating Business Performance

EBITDA /EBITDA margin increased due to high capacity utilisation, improved product mix, successful cost management program and positive FX impacts



STAFF*

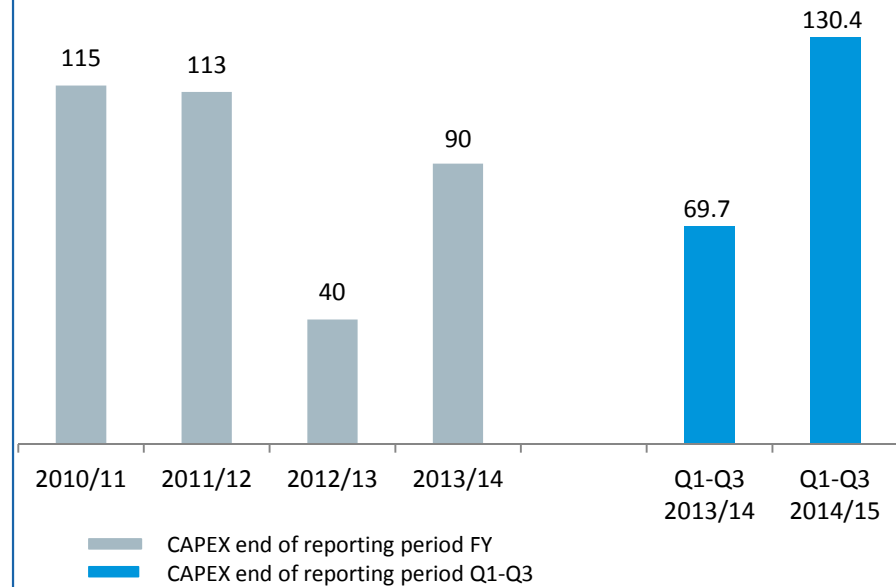
The increased headcount is primarily based on the Chongqing project. Decreased number of staff in core business reflects improved productivity.



* incl. temporary employees , average for the period

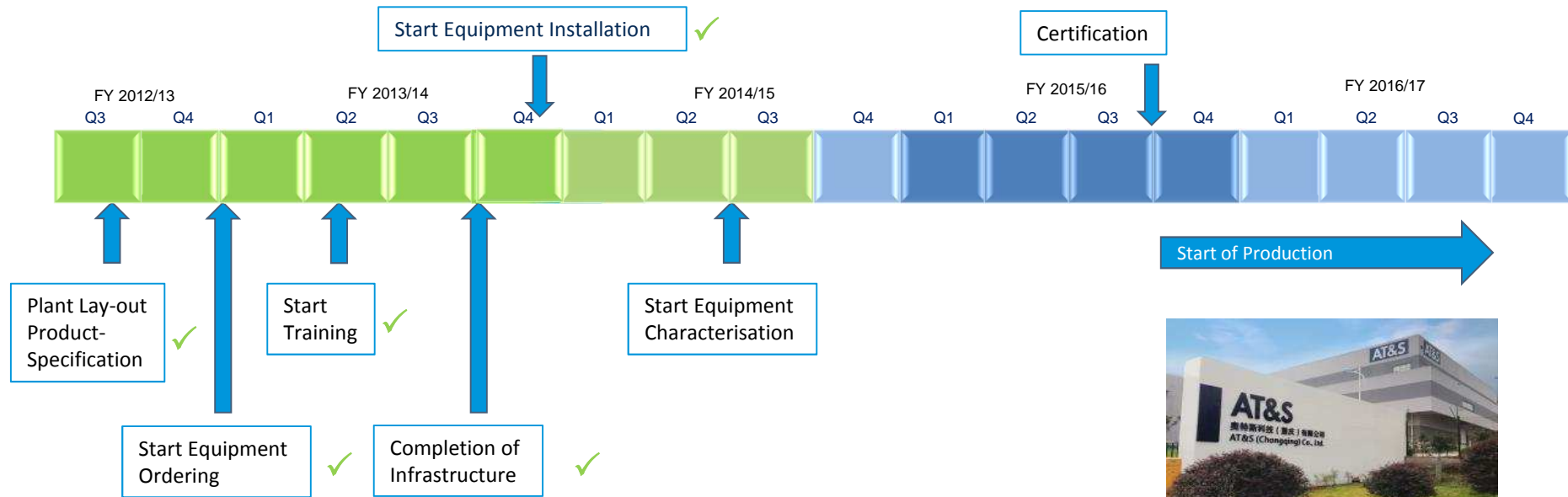
CAPEX (€ in million)

CAPEX increase reflects technology investments in existing locations and investments in Chongqing project (whereof € 74m).



Project Status IC Substrate plant Chongqing

(as of 31/12/2014)



- Investment as at 31/12/2014: € 171.7 m¹⁾
- Characterisations and certification for first line is ongoing
- Start of negotiations about the product mix and the ramp scenarios. Management Board expects the negotiations to be concluded in the coming months.
- Start of production is scheduled for 2016

¹⁾Additions to tangible fixed assets as of 31/12/2014 since project start

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Financials

Outlook

Financials Q1-Q3 2014/15

€ in thousands (unless otherwise indicated)	01.04.2014- 31.12.2014	01.04.2013 – 31.12.2013
STATEMENT OF PROFIT OR LOSS		
Revenue	489,416	450,947
produced in Asia	79%	76%
produced in Europe	21%	24%
EBITDA	127,284	100,138
EBITDA margin	26.0%	22.2%
EBIT	70,811	43,458
EBIT margin	14.5%	9.6%
Finance income/(costs) - net	(4,376)	(9,088)
Income Taxes	(16,097)	(3,933)
Profit for the period	50,338	30,437
Cash Earnings	106,751	87,084
EPS in € (average number of shares outstanding)	1.29	1.08



Increase mainly due to higher revenue of Mobile Devices & Substrates



Includes positive y-o-y FX effects of € 4.7m



Includes positive y-o-y FX effects of € 3.9m



Tax certificate Shanghai still pending; strong profit performance in high tax jurisdiction



Increase of 19.4% despite higher amount of shares. Same basis of number of shares than in comparison period would result in EPS of € 1.79 (increase of 65.7%)

Financials Q1-Q3 2014/15



€ in thousands (unless otherwise indicated)	31.12.2014	31.03.2014
STATEMENT OF FINANCIAL POSITION		
Non-current assets	624,052	483,858
Current assets	473,496	432,201
Equity	502,803	390,680
Non-current liabilities	403,312	370,336
Current liabilities	191,433	155,043
Total assets	1,097,548	916,059
Net debt	153,716	110,874
Net gearing	30.6%	28.4%
Net working capital	111,432	91,722
Net working capital per revenues	17.1%	15.6%
Equity ratio	45.8%	42.7%

Includes positive FX effects from translation of € 71.9m

Increase reflects mainly higher receivables based on more business activities

Financials Q1-Q3 2014/15



€ in thousands	01.04.2014 – 31.12.2014	01.04.2013 – 31.12.2013
STATEMENT OF CASH FLOWS		
Profit for the period	50,338	30,437
Non cash bearing of profit or loss	65,442	54,090
Changes in Working Capital	(20,406)	(2,457)
Net cash generated from operating activities	95,374	82,070
Net cash used in investing activities	(130,433)	(69,866)
Net cash generated from financing activities	16,838	13,182
Net increase/decrease in cash and cash equivalents	(18,221)	25,386

→ Attributable to technology investments in existing locations and investments in Chongqing project

Overview Debt Portfolio Duration

Maturity

€ in millions	< 1 Year	1-5 Years	> 5 Years	Total
Corporate Bond	0.6	99.6	-	100.2
Export Loans	32.0	-	-	32.0
Public funds and other	-	2.6	1.4	4.0
Bank Borrowings	14.4	204.2	49.5	268.1
Total 31/12/2014	47.0	306.4	50.9	404.3
Total 31/03/2014	46.0	282.9	43.0	371.9

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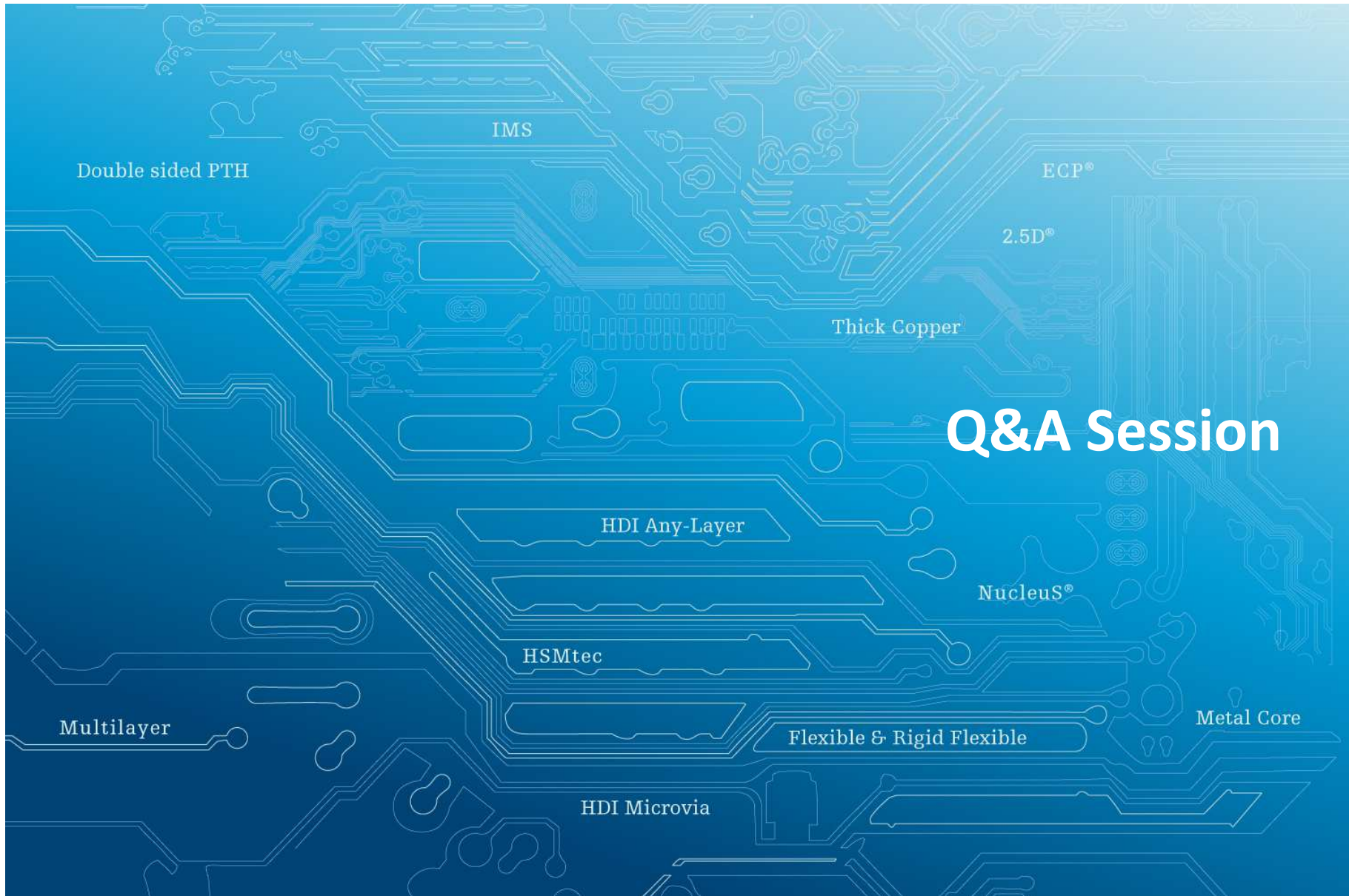
Financials

Outlook

Outlook FY 2014/15

Based on the positive business development of the first nine months and taking into account the seasonality in the mobile devices & substrates segment in the fourth quarter – and provided that the macroeconomic environment and the current exchange rates remain stable – we will enhance the outlook for the financial year 2014/15: we expect **revenue amounting to € 623-633 million** (previous year: € 589.9 million) and an **EBITDA margin between 23 and 24%** (previous year: 21.6%).





Q&A Session

