

**AT&S first choice for advanced applications**

# Conference Call H1 2015/16

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8.30 am CET

**AT&S**

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# Agenda

**Highlights Business Performance**

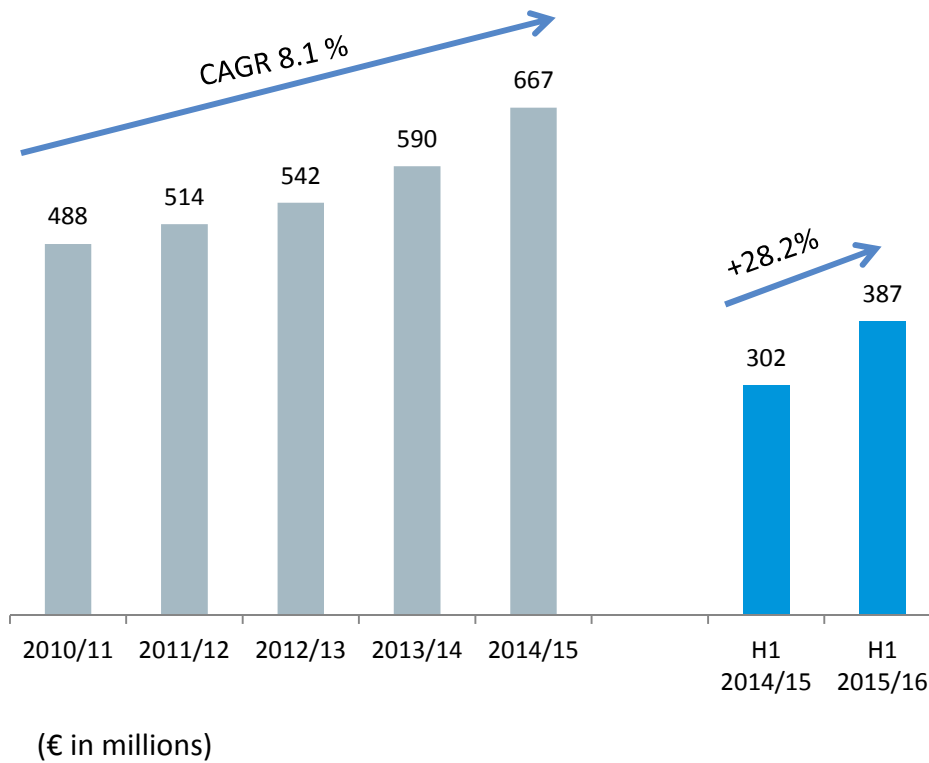
**Financials**

**Outlook**

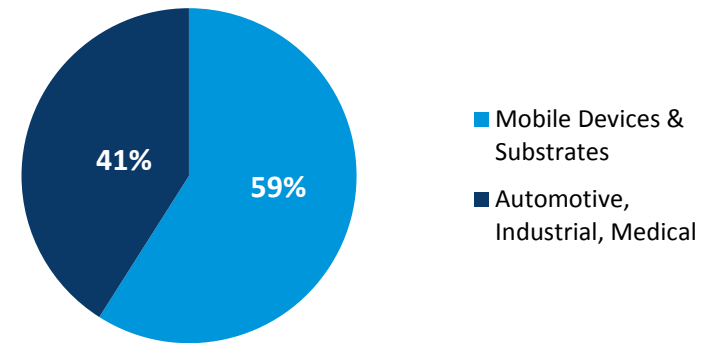
- Very good demand from customer segments in H1 2015/16
- Continuous high capacity utilisation
- AT&S shows significant above market growth: revenue up 28.2% to € 387.1m  
(PCB market shows only single digit growth)
  - > Organic growth of € 43.8m / FX impact of € 41.2m (73% of revenue in non EUR currencies)
- EBITDA increase of 29.0% to € 93.2m / EBITDA margin slightly up to 24.1% vs. 23.9% in H1 2014/15
  - > Positive and negative FX effects were relatively balanced: EBITDA includes positive FX effects of € 5.8m
- Cash flows from operating activities up 65.3% to € 55.6m
- Net profit increased by 48.1% to € 42.1m
- EPS increased from € 0.73 to € 1.08

- Issue of € 220m Promissory Note Loan:
  - > for refinancing Corporate Bond, which expires November 2016 and partial repurchase as well as for further optimization of financial structure (debt maturities, financing costs)
  
- Chongqing expansion still on schedule:
  - > IC Substrates: Ongoing characterisation, certification expected for end of 2015, start of production beginning of 2016, product mix as planned for computing applications
  - > Substrate-like PCBs: construction of building ongoing

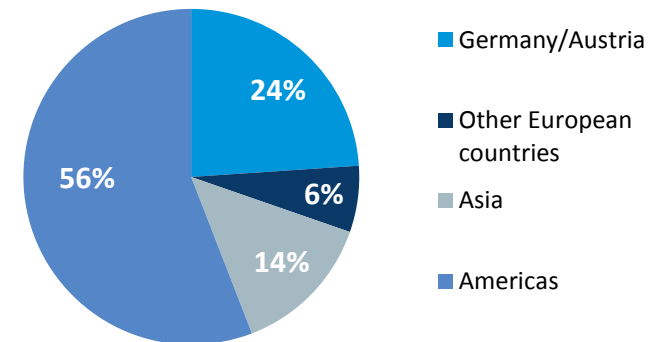
## Total revenue



## Split revenue H1 2015/16: Business Unit



## Split revenue H1 2015/16: Customer Region

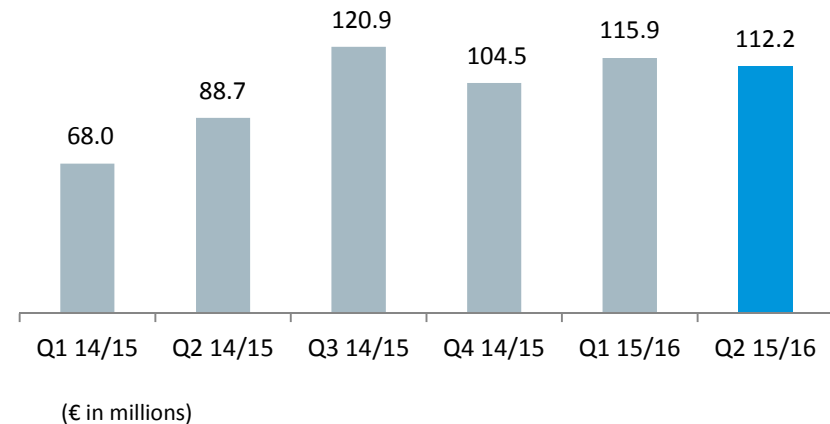


# Revenue\* by Segment and Quarter

## Mobile Devices & Substrates

Revenue\* increase of 45.6% compared to the same period last year (€ 228.1m in H1 2015/16 vs. € 156.7m in H1 2014/15)

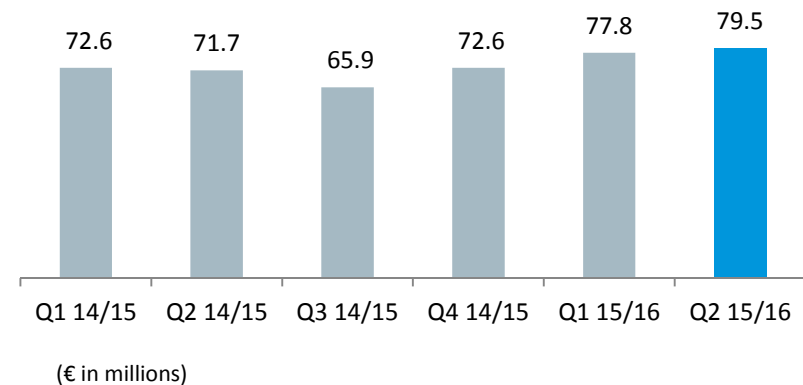
- Continuous strong demand in mobile applications, particularly in the smartphone segment
- The increase is mainly due to high capacity utilisation, a more high-end product mix and positive FX effects



## Automotive, Industrial, Medical

Revenue\* increased by 9.0% year on year (€ 157.3m in H1 2015/16 vs. € 144.3m in H1 2014/15)

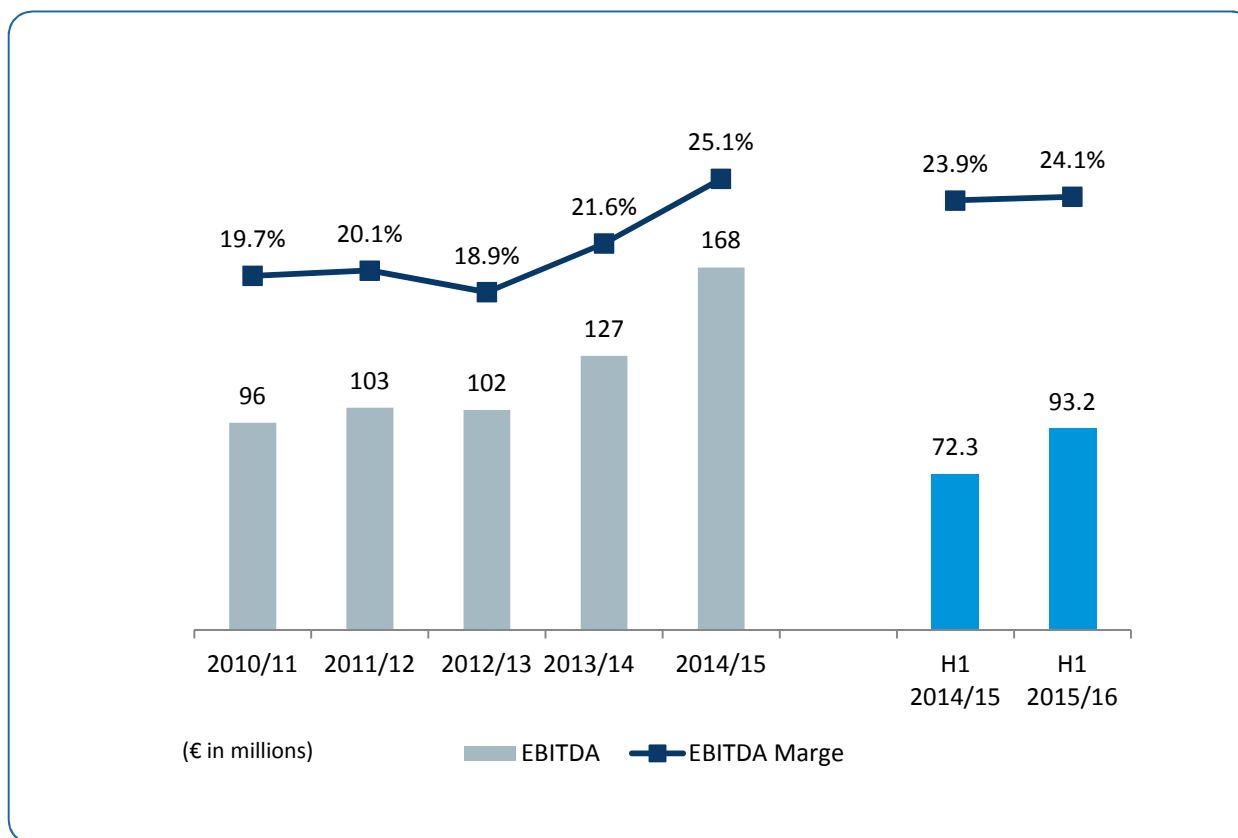
- Continuous strong demand for automotive applications like Advances Driver Assistance Systems
- Higher demand in medical ; industrial segment slightly below last year's high level in the first six month



\* Revenue from external customers

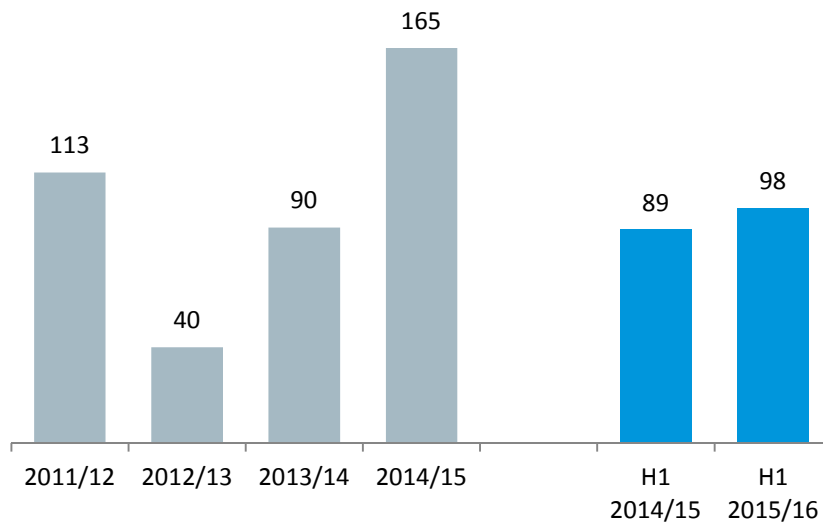
# Operating Business Performance

EBITDA increase based on high capacity utilisation, continuous high-end product mix, successful cost & efficiency management program as well as positive and negative FX effects that resulted in a positive effect of € 5.8m. EBITDA margin of 24.1% vs. 23.9%.



## CAPEX

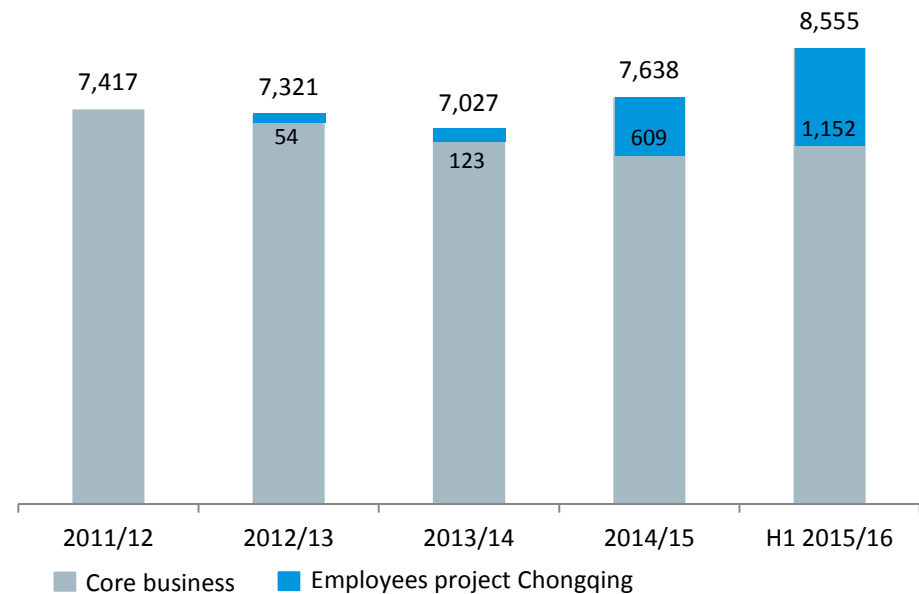
CAPEX reflects investments in Chongqing project (whereof € 58.3m) and technology investments in existing locations .



(€ in millions)

## STAFF\*

The increased headcount is primarily based on the Chongqing project.

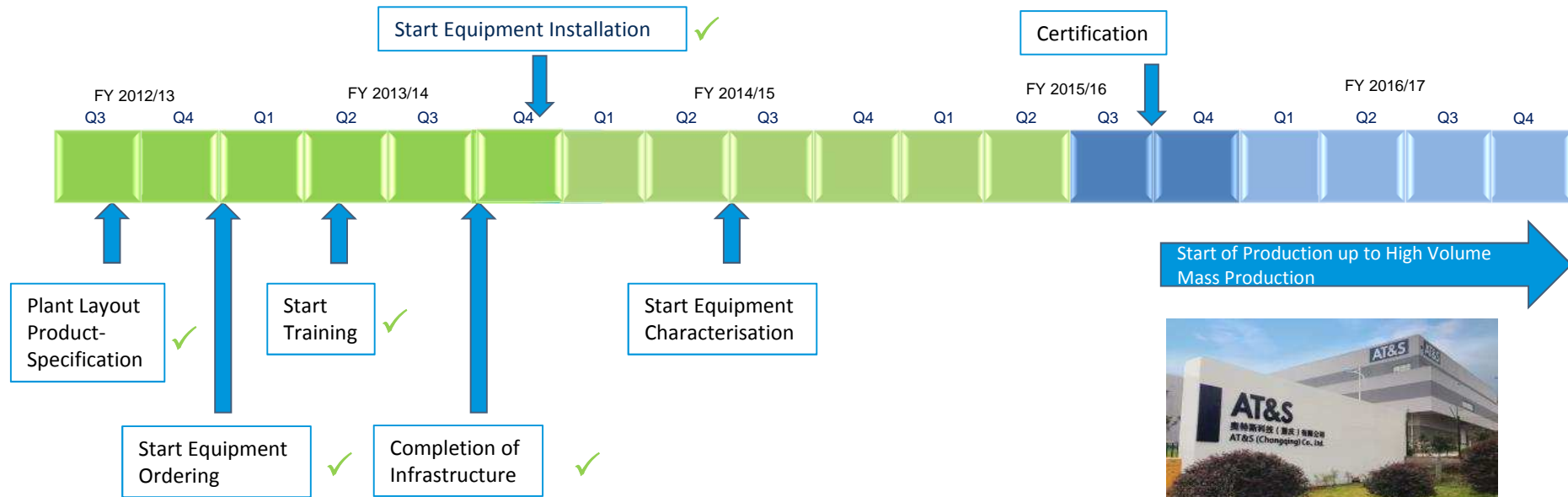


\* incl. leased personnel, FTE, average for the period



# Project Status IC Substrates - Chongqing I

(as of 30/09/2015)

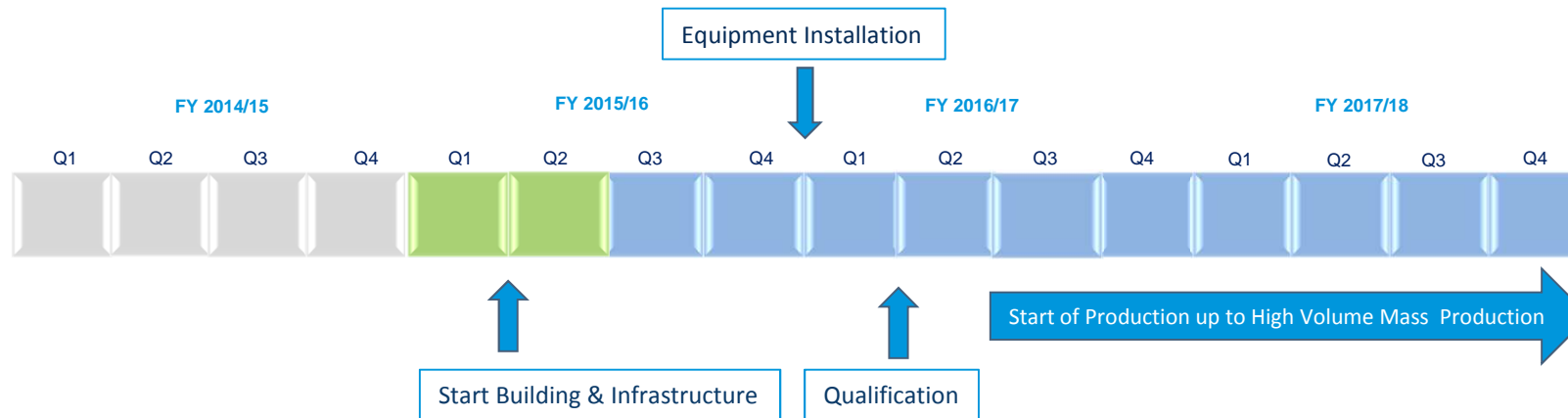


- Investment as at 30/09/2015: € 182.4m<sup>1)</sup>
- Progress according to time & budget:  
Characterisation for first line is ongoing, certification expected for end of 2015
- Product mix: FCBGA Substrates for computing applications (Notebooks, PCs, etc.)
- Start of production expected for beginning of 2016
- Q4 2015/16 will be impacted by ramp-up costs

1) CAPEX for tangible fixed assets

# Substrate-like PCBs – Chongqing II

(as of 30/09/2015)



- Investment as at 30/09/2015: € 13.9m<sup>1)</sup>
- First quantities of SLPs are already being produced in plant Shanghai
- Construction of building II for SLP in Chongqing is ongoing
- Start of production is scheduled for second half of 2016

1) CAPEX for tangible fixed assets

# Agenda

**Highlights Business Performance**

**Financials**

**Outlook**

# Financials H1 2015/16

€ in thousands (unless otherwise indicated)      **01.04.2015 - 30.09.2015**      01.04.2014 - 30.09.2014

## STATEMENT OF PROFIT OR LOSS

Revenue	<b>387,129</b>	302,077
produced in Asia	<b>80%</b>	76%
produced in Europe	<b>20%</b>	24%
EBITDA	<b>93,230</b>	72,297
EBITDA margin	<b>24.1%</b>	23.9%
EBIT	<b>50,742</b>	39,928
EBIT margin	<b>13.1%</b>	13.2%
Finance costs - net	<b>25</b>	(2,363)
Income Taxes	<b>(8,630)</b>	(9,120)
Profit for the period	<b>42,137</b>	28,445
Cash Earnings	<b>84,555</b>	60,785
EPS in €	<b>1.08</b>	0.73



Revenue increase of 28.2%:  
14.5% from organic growth and 13.7%  
from FX effects.



EBIT increase of 27.1%: high revenue and  
capacity utilisation and continuous  
improvement activities.



Effective group tax rate: 17.0%

# Financials H1 2015/16

€ in thousands (unless otherwise indicated)	30.09.2015	31.03.2015
<b>STATEMENT OF FINANCIAL POSITION</b>		
Non-current assets	750,340	712,757
Current assets	467,161	508,055
Equity	575,126	604,358
Non-current liabilities	413,287	413,070
Current liabilities	229,088	203,384
Total assets	1,217,501	1,220,812
Net debt	194,420	130,510
Net gearing	33.8 %	21.6%
Net working capital	120,551	95,319
Net working capital per revenues	15.6%	14.3%
Equity ratio	47.2%	49.5%

Decrease of 4.8% due to negative impact from FX out of translation. Improved for the period could not compensate the negative FX effects.

Increase of 49.0% due to higher CAPEX, paid dividends and increase in working capital.

# Financials H1 2015/16

€ in thousands	01.04.2015 – 30.09.2015	01.04.2014 – 30.09.2014
<b>STATEMENT OF CASH FLOWS</b>		
Profit for the period	42,137	28,445
Non cash bearing of profit or loss	43,255	40,312
Changes in Working Capital	(29,757)	(35,107)
Cash flow from operating activities	55,635	33,650
Cash flow from investing activities	(97,485)	(88,699)
Cash flow from financing activities	(9,879)	12,618
<b>Change in cash and cash equivalents</b>	<b>(51,729)</b>	<b>(42,431)</b>

- Increase is based on higher business activities.
- Increase of € 22.0m – supports internal self financing power.
- Continuous planned high CAPEX based on strategic investments in Chongqing and continuous upgrades of existing production facilities.

# Agenda

Highlights Business Performance

Financials

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- Provided a stable macroeconomic environment and continuous good customer demand  
Management expects an ongoing high level of capacity utilisation.
- On the basis of the organic growth in the first half-year, an expected, positive business development in the next six months and an average assumed USD-EUR exchange rate of 1.16, the Management Board increases the revenue expected for the financial year 2015/16 from € 725m to € 740m.
- Influenced by the expected costs of the start-up of the new plants in Chongqing, the EBITDA margin should exceed 19% (guidance at the beginning of the financial year: 18-20%). This includes an EBITDA margin in the core business at the level of the previous year.



# Disclaimer

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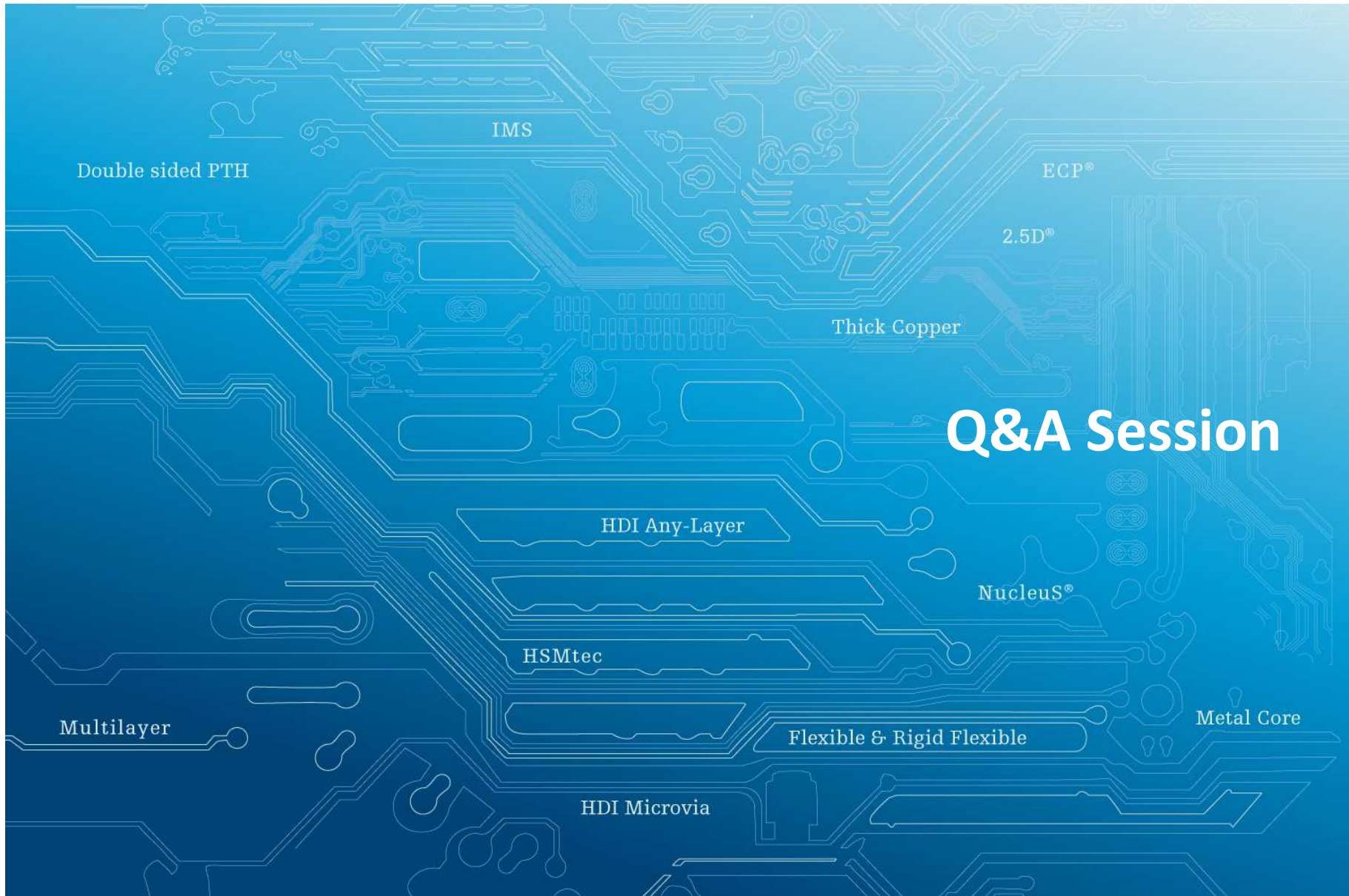
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# Q&A Session

