

AT&S first choice for advanced applications

Conference Call Q1-Q3 2015/16

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8.30 am CET

AT&S

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Agenda

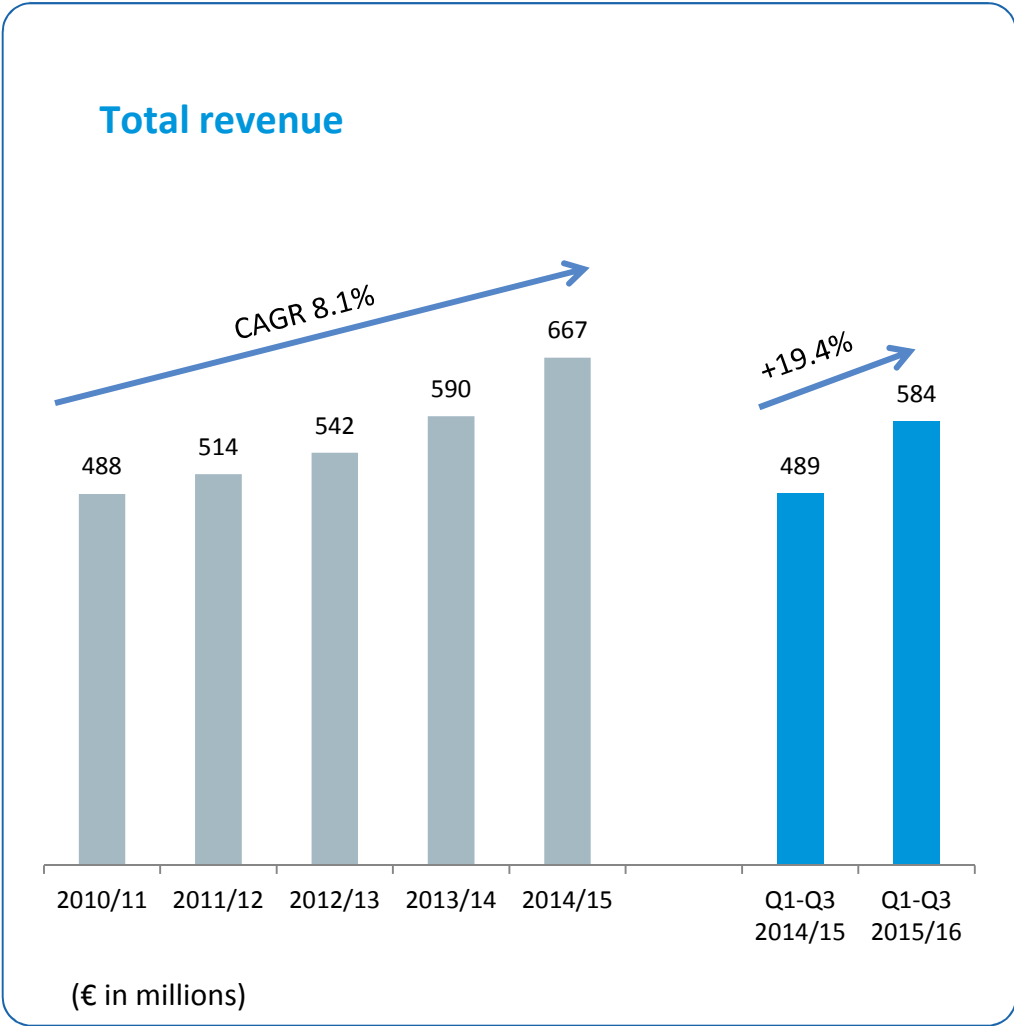
Highlights Business Performance

Financials

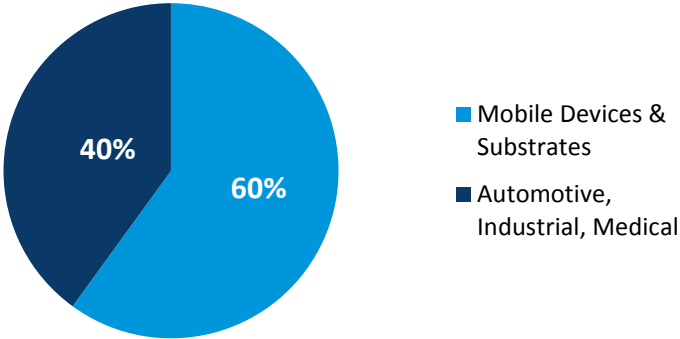
Outlook

- Overall good demand in Q1-Q3; slight slow-down of demand in BU Mobile Devices & Substrates at the end of third quarter
- In Q1-Q3 2015/16 AT&S again outperformed the market: revenue up 19.4% to € 584.3m:
Peers showed only 1.5% growth in average in first nine months
 - > Organic growth of € 37.0m / FX impact of € 57.9m (73.7% of revenue in non EUR currencies)
- EBITDA increase of 10.2% to € 140.2m
 - > EBITDA includes positive FX effects of € 10.9m
- EBITDA margin 24.0% vs. 26.0% in Q1-Q3 2014/15
 - > EBITDA margin decline is based on very high benchmark in Q1-Q3 2014/15, which was characterized by a one-off payment and the extraordinary high demand in BU Mobile Devices & Substrates
- Cash flows from operating activities before changes in working capital up 6.6% to € 123.4m

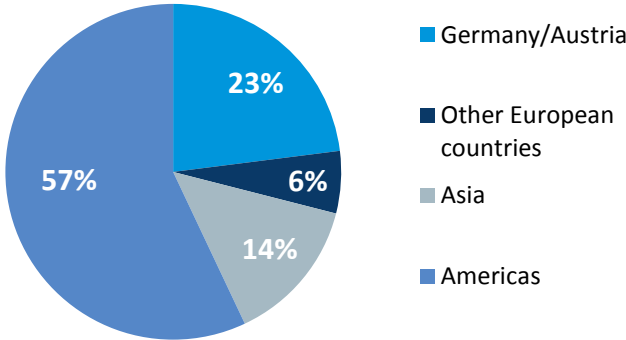
- Net profit increased by 19.6% to € 60.2m
- EPS increased from € 1.29 to € 1.55
- Chongqing IC substrate plant:
 - > Certification in final phase – last tests for fine adjustments of single parameters; Certification shortly expected
- Chongqing substrate like PCB plant:
 - > Infrastructure completed, equipment for first production line is moving in
- Back to “normal” in Q4 with certain seasonality expected - including Chinese New Year break
- Guidance for FY 2015/16 confirmed



Split revenue Q1-Q3 2015/16: Business Unit



Split revenue Q1-Q3 2015/16: Customer Region



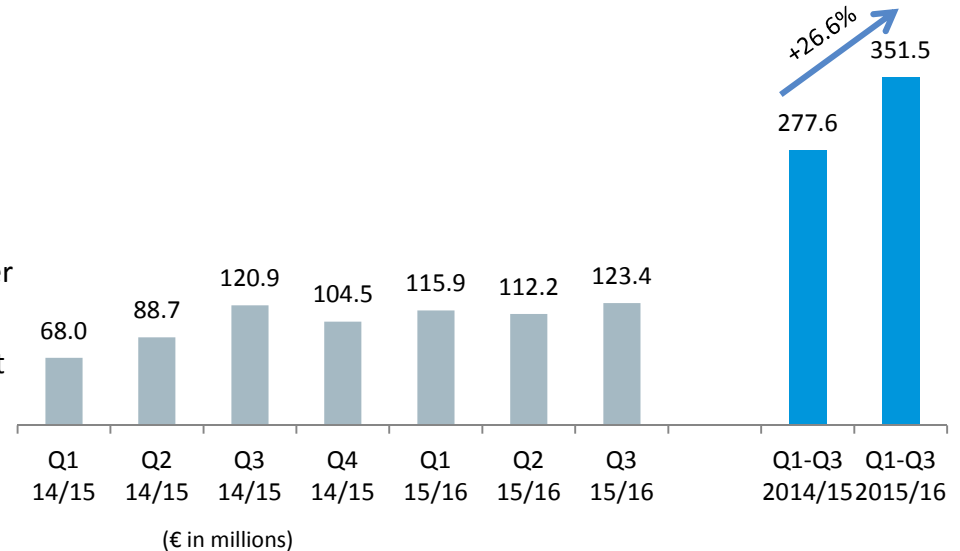
Revenue* by Segment and Quarter



Mobile Devices & Substrates

Revenue* increase of 26.6% compared to the same period last year (€ 351.5m in Q1-Q3 2015/16 vs. € 277.6m in Q1-Q3 2014/15)

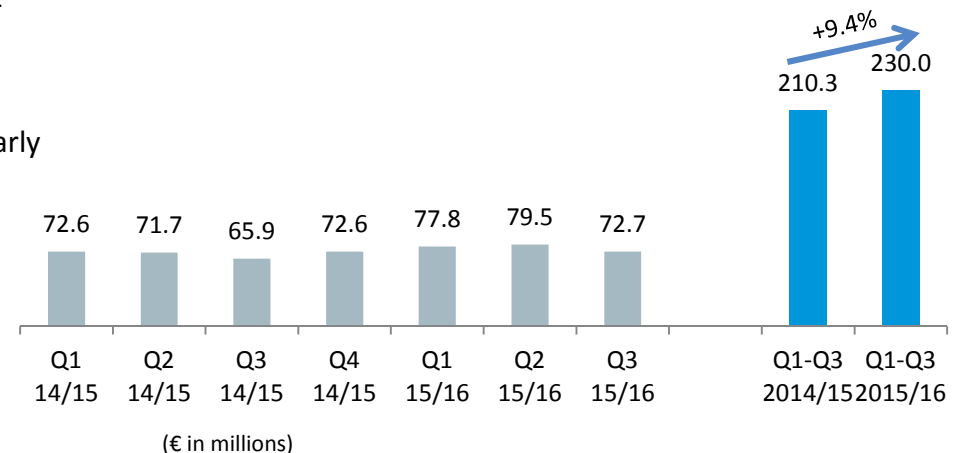
- Overall good demand for mobile applications, but slightly weaker demand in Q3
- Increase is based on high capacity utilisation, a high-end product mix and positive FX effects



Automotive, Industrial, Medical

Revenue* increased by 9.4% year on year (€ 230.0m in Q1-Q3 2015/16 vs. € 210.3m in Q1-Q3 2014/15)

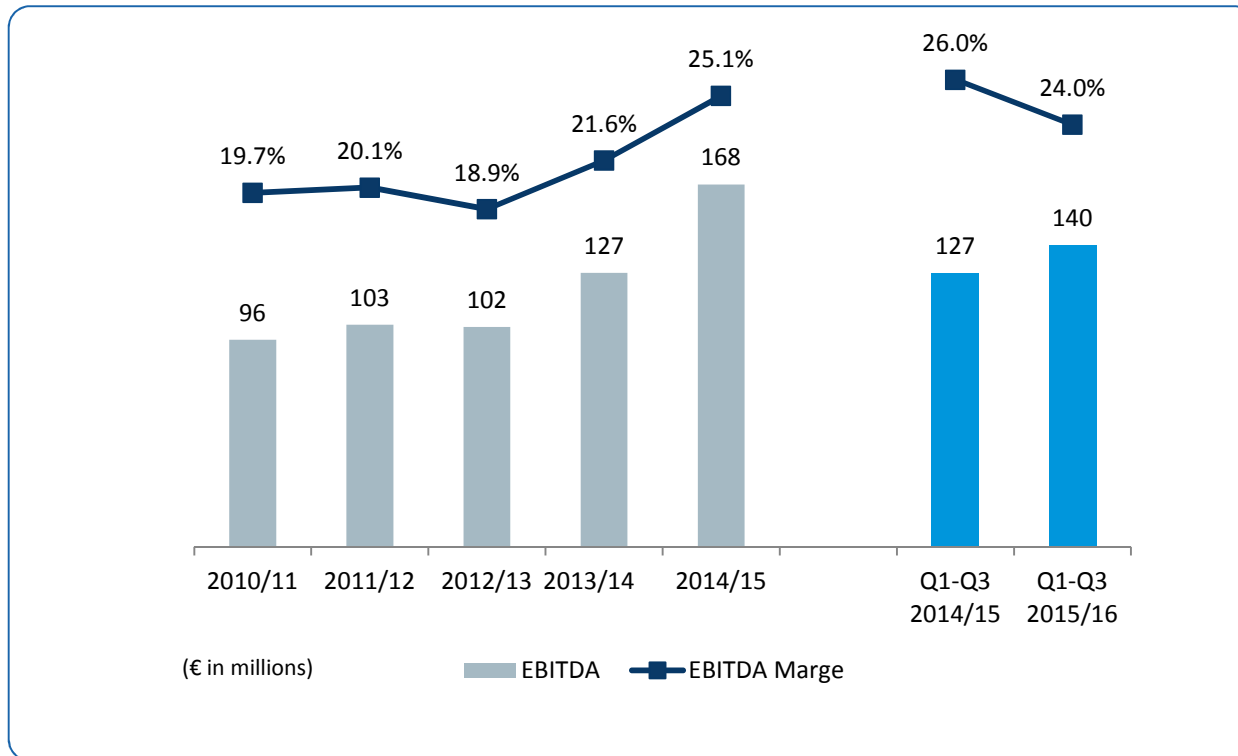
- Continuous strong demand for automotive applications, particularly Advanced Driver Assistance Systems.
- Higher demand in medical; industrial segment slightly below last year's high level in the first nine month



* Revenue from external customers

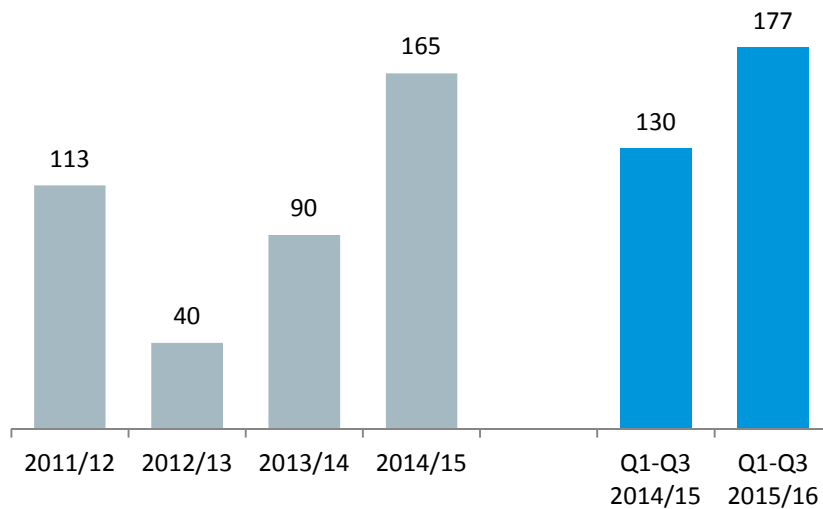
Operating Business Performance

EBITDA increase based on high capacity utilisation, continuous high-end product mix as well as positive FX effects of € 10.9m. EBITDA margin decline to 24.0% is based on very high benchmark of 26.0% in Q1-Q3 2014/15, which was characterized by one-off payment and the extraordinary high demand in BU Mobile Devices & Substrates.



CAPEX

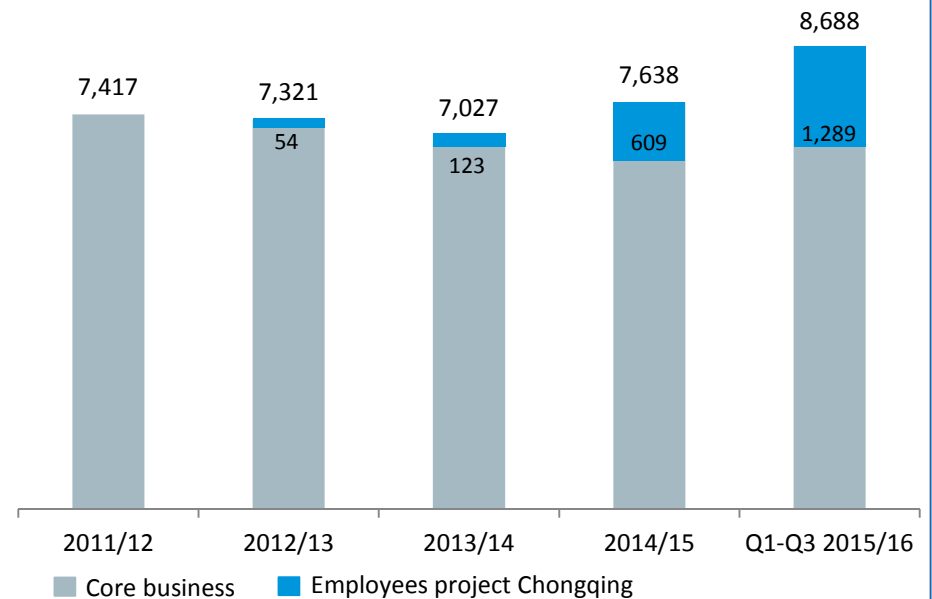
CAPEX reflects investments in Chongqing project (whereof € 122.1m) and technology investments in existing locations.



(€ in millions)

STAFF*

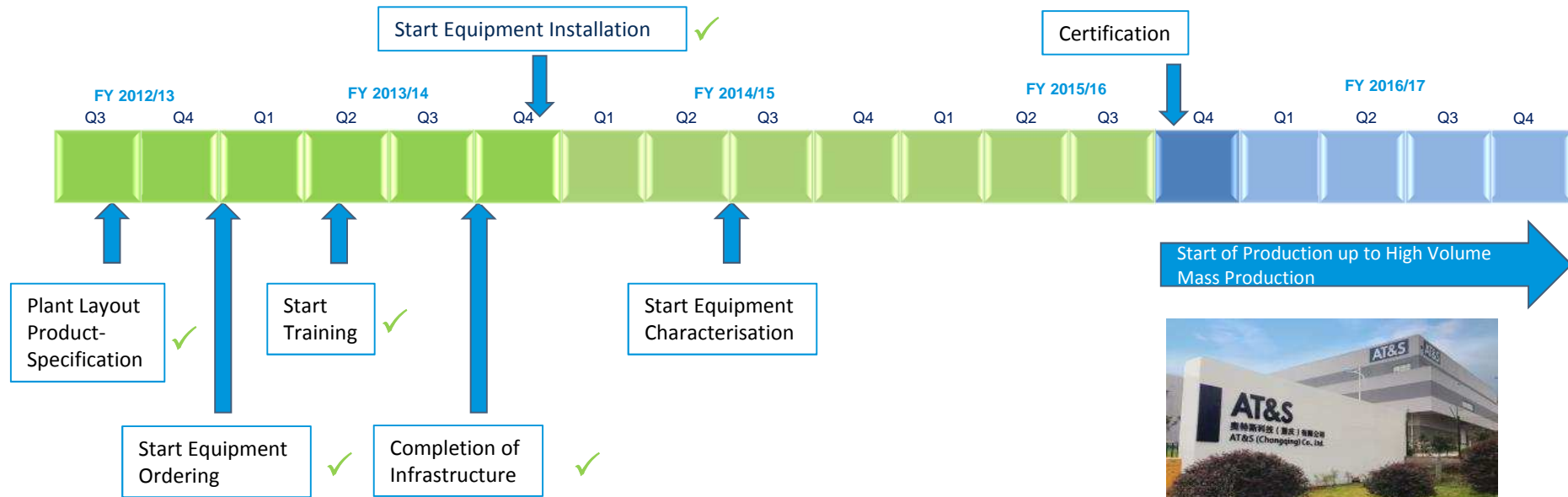
The increased headcount is primarily based on the Chongqing project.



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

Project Status IC Substrates - Chongqing I

(as of 31/12/2015)



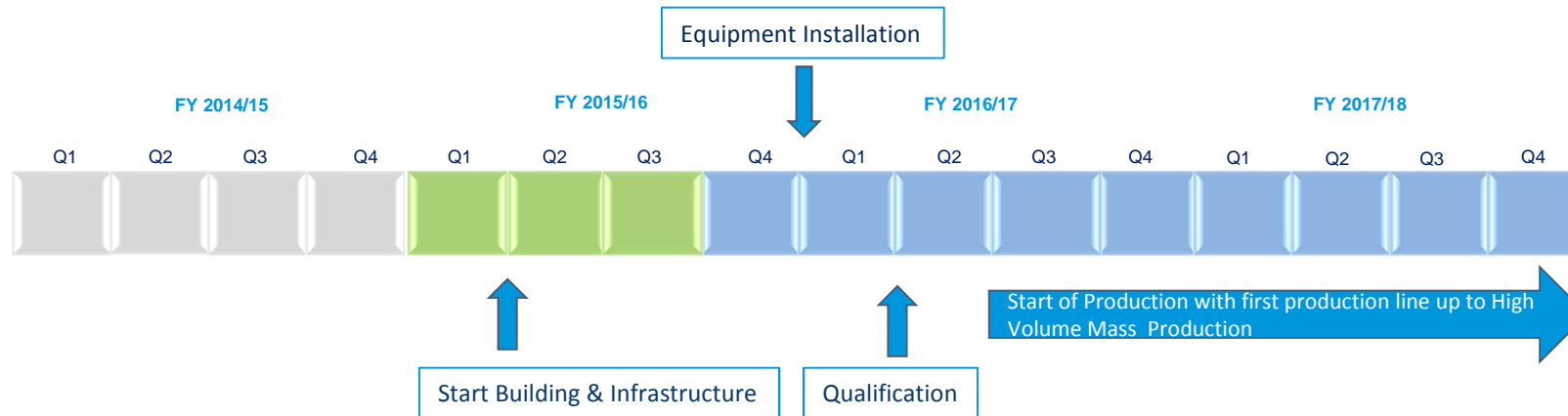
- Investment as at 31/12/2015: € 195.6m¹⁾
- Certification in final phase, fine adjustment of parameters ; certification expected shortly
- Start of production for first production line still expected for 4th quarter 2015/16 (Jan 01 – March 31, 2016)
- Starting Q4 2015/16: impact of ramp-up costs

1) CAPEX for tangible fixed assets



Substrate-like PCBs – Chongqing II

(as of 31/12/2015)



- Investment as at 31/12/2015: € 45.3m¹⁾
- First sample quantities of SLPs are already being produced in plant Shanghai
- Infrastructure SLP in Chongqing is being completed, equipment is ordered
- Start of production of first production line is scheduled for second half of calendar year 2016

1) CAPEX for tangible fixed assets

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Financials Q1-Q3 2015/16

€ in thousands (unless otherwise indicated) **01.04.2015 – 31.12.2015** 01.04.2014 – 31.12.2014

STATEMENT OF PROFIT OR LOSS

Revenue	584,333	489,416
produced in Asia	81%	79%
produced in Europe	19%	21%
EBITDA	140,233	127,284
EBITDA margin	24.0%	26.0%
EBIT	76,074	70,811
EBIT margin	13.0%	14.5%
Finance costs - net	(2,664)	(4,376)
Income Taxes	(13,182)	(16,097)
Profit for the period	60,228	50,338
Cash Earnings	124,292	106,751
EPS in €	1.55	1.29



Revenue increase of 19.4%:
7.6% from organic growth and 11.8%
from FX effects.



EBITDA increase of 10.2% based on high
capacity utilisation and good product mix;
Positive FX effects of € 10.9m included.



EBITDA margin decline in comparison to
very high benchmark of 26.0% in Q1-Q3
2014/15



Higher interest expenses
overcompensated by higher interest
income and capitalised interests for
qualified assets

Financials Q1-Q3 2015/16



€ in thousands (unless otherwise indicated)	31.12.2015	31.03.2015
STATEMENT OF FINANCIAL POSITION		
Non-current assets	836,746	712,757
Current assets	639,343	508,055
Equity	599,649	604,358
Non-current liabilities	548,189	413,070
Current liabilities	328,251	203,384
Total assets	1,476,089	1,220,812
Net debt	192,420	130,510
Net gearing	32.1%	21.6%
Net working capital	81,271	95,319
Net working capital per revenue	10.4%	14.3%
Equity ratio	40.6%	49.5%

→ Improvement of net income was overcompensated by negative FX effects

Financials Q1-Q3 2015/16

€ in thousands	01.04.2015 – 31.12.2015	01.04.2014 – 31.12.2014
STATEMENT OF CASH FLOWS		
Profit for the period	60,228	50,338
Non cash bearing of profit or loss	63,195	65,442
Changes in Working Capital	6,475	(20,406)
Cash flow from operating activities	129,898	95,374
Cash flow from investing activities	(175,667)	(130,433)
Cash flow from financing activities	204,117	16,838
Change in cash and cash equivalents	158,348	(18,221)

Decrease in Net Working Capital due to improved customer payment term.

Continuous planned high CAPEX based on investments in Chongqing and continuous upgrades of existing production facilities.

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Outlook FY 2015/16 confirmed

- Management expects the satisfactory capacity utilisation to continue for the financial year 2015/16 provided that the macroeconomic environment remains stable and customer demand continues at a good level.
- On the basis of the organic growth in the first nine months, an expected seasonality in the next three months, management confirms its revenue guidance of EUR 740 million.
- 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 a similar level of the previous year.

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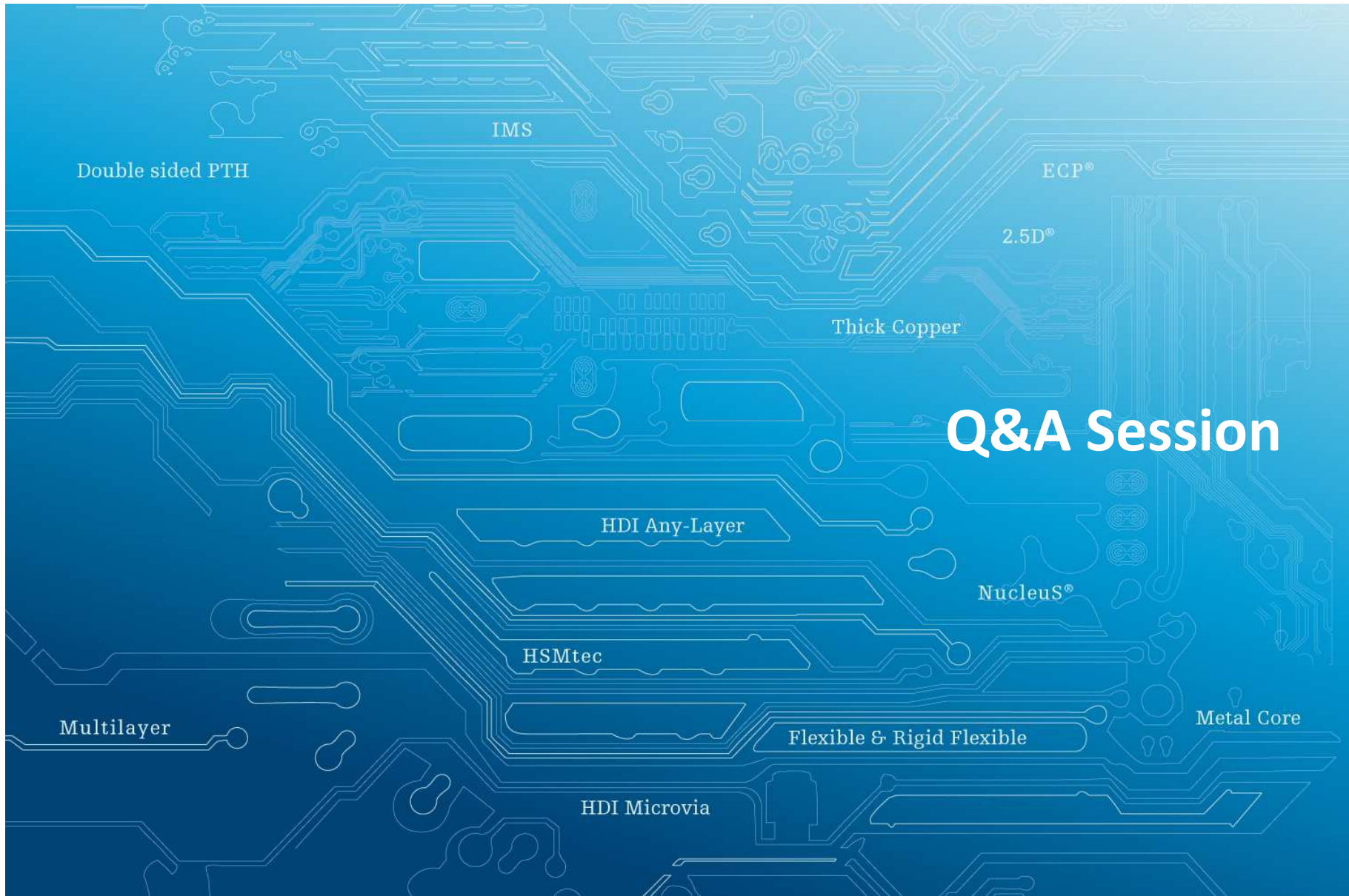
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Q&A Session

