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FOR  
*tomorrow*

FIRST CHOICE  
FOR ADVANCED  
APPLICATIONS.

DEUTSCHE BANK EUROPEAN TMT CONFERENCE  
SEPTEMBER 4, 2020

# A world leading high-tech PCB & IC substrates company

AT&S

High-end interconnect solutions

for

Mobile Devices, Automotive, Industrial,  
Medical Applications and Semiconductor  
Industry

Outperforming  
market growth  
over the last  
decade

# 2

high-end PCB producer  
worldwide\*

Among the top  
PCB producers  
worldwide

€ 1bn

revenue in  
FY 2019/20

Efficient global production  
footprint with

6

plants in Europe and Asia

~ 10,000  
Employees\*\*

\* For CY 2019  
Source: Prismark

\*\* For AT&S FY 2019/20

# Leading provider of high-end PCBs and IC substrates

Well positioned for the future

## ■ **Unique market position**

- Broad product portfolio to serve all growth markets
- Long-standing customer relationships with technology and market leaders
- Technology innovator due to continuous R&D efforts
- Quality benchmark with outstanding process know-how, productivity and efficiency

## ■ **Growth oriented strategy**

- Megatrend-driven markets with attractive growth potential
- Address growth opportunities with incremental investments

## ■ **Sustainable profitability**

- AT&S has constantly outperformed the PCB and substrates market over the last years
- EBITDA margin of 20 – 25% above industry average
- Strong cash flow generation and therefore improved internal financing capabilities
- Solid balance sheet and attractive dividend policy

# Market Segments & Product Applications



**Computer,  
Communications,  
Consumer Appliances**

Smartphones, Tablets,  
Wearables, Ultrabooks,  
Cameras



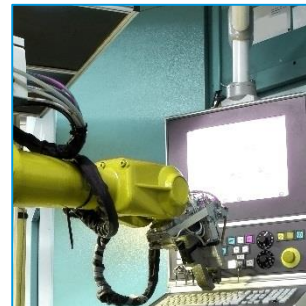
**IC substrates**

High Performance  
Computer, Microserver



**Automotive**

Advanced Driver  
Assistance Systems,  
Emergency-Call, X2X  
Communication



**Industrial**

Machine-2-Machine  
Communication,  
Robots, Industrial  
Computer,  
X2X Communication



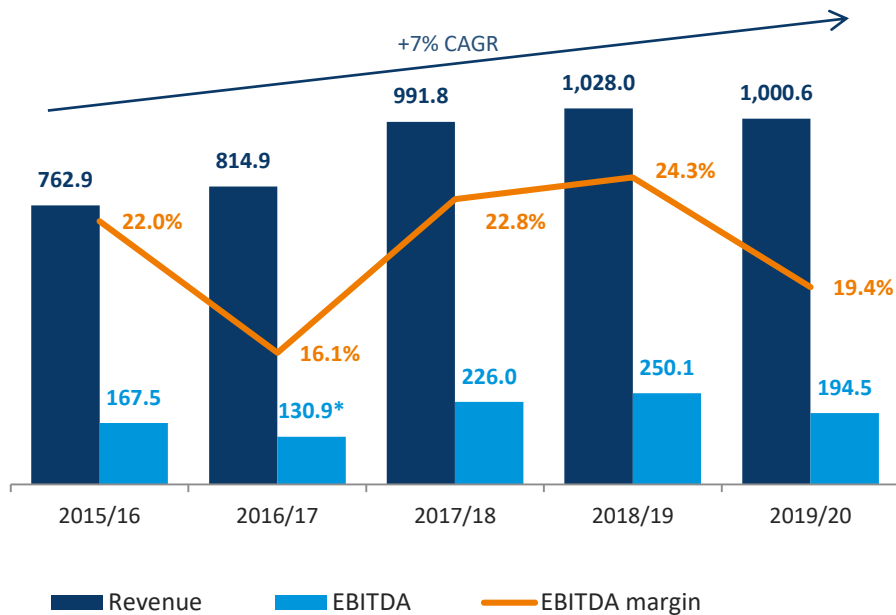
**Medical**

Patient  
Monitoring, Hearing Aids,  
Pacemaker,  
Neurostimulation, Drug  
Delivery, Prosthesis

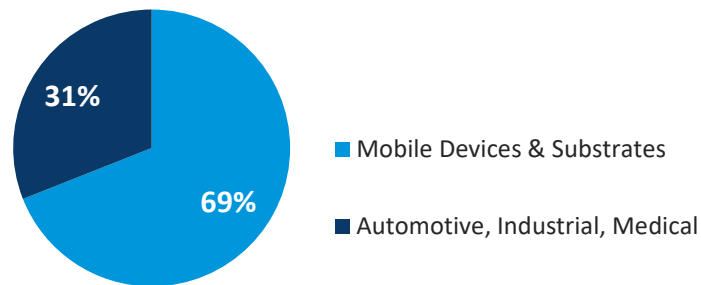
Segment Mobile Devices & Substrates

Segment Automotive, Industrial, Medical

# Key facts FY 2019/20

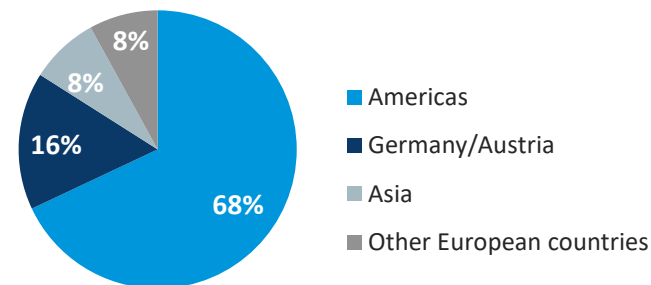


Revenue split by segment: FY 2019/20



Revenue split by customer: FY 2019/20

(based on customer's headquarters)



€ in millions

\*Based on ramp-up effects for new plants in China

# Global footprint ensures proximity to supply chain & cost efficiency



- AT&S plant
- AT&S sales support office
- AT&S Headquarters



\*Staff, Average, FTE, Q1 2020/21; 80 employees in other locations

# Market players in the high-end segment

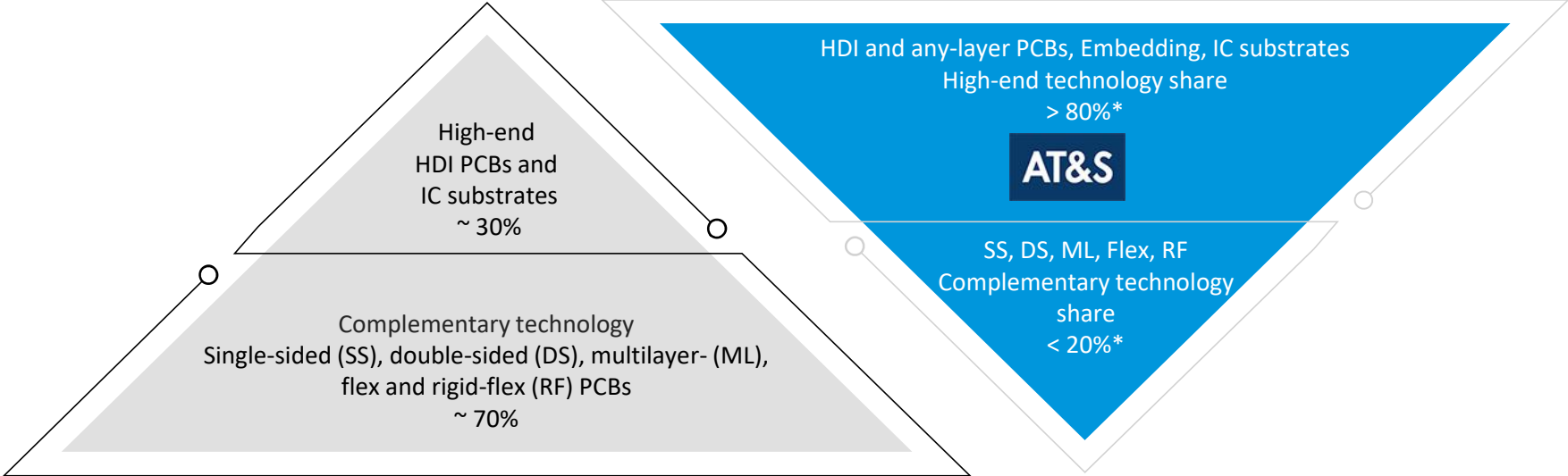
## Market position HDI Technology (2019)

Rank	Supplier	Country/Region	HDI (revenue in US-\$ millions)
1	Compeq	TWN	776
2	AT&S	AUT	736
3	TTM	USA	716
4	Unimicron	TWN	706
5	Tripod	TWN	508
6	Meiko	JPN	461
7	Zhen Ding	TWN	428
8	Korea Circuit	KOR	227
9	Founder PCB	CHN	222
10	CMK	JPN	220

Source: Prismark, AT&S Market Intelligence

# Strategic focus on high-end technologies

## AT&S revenue – based on technologies



## General PCB market – based on technologies

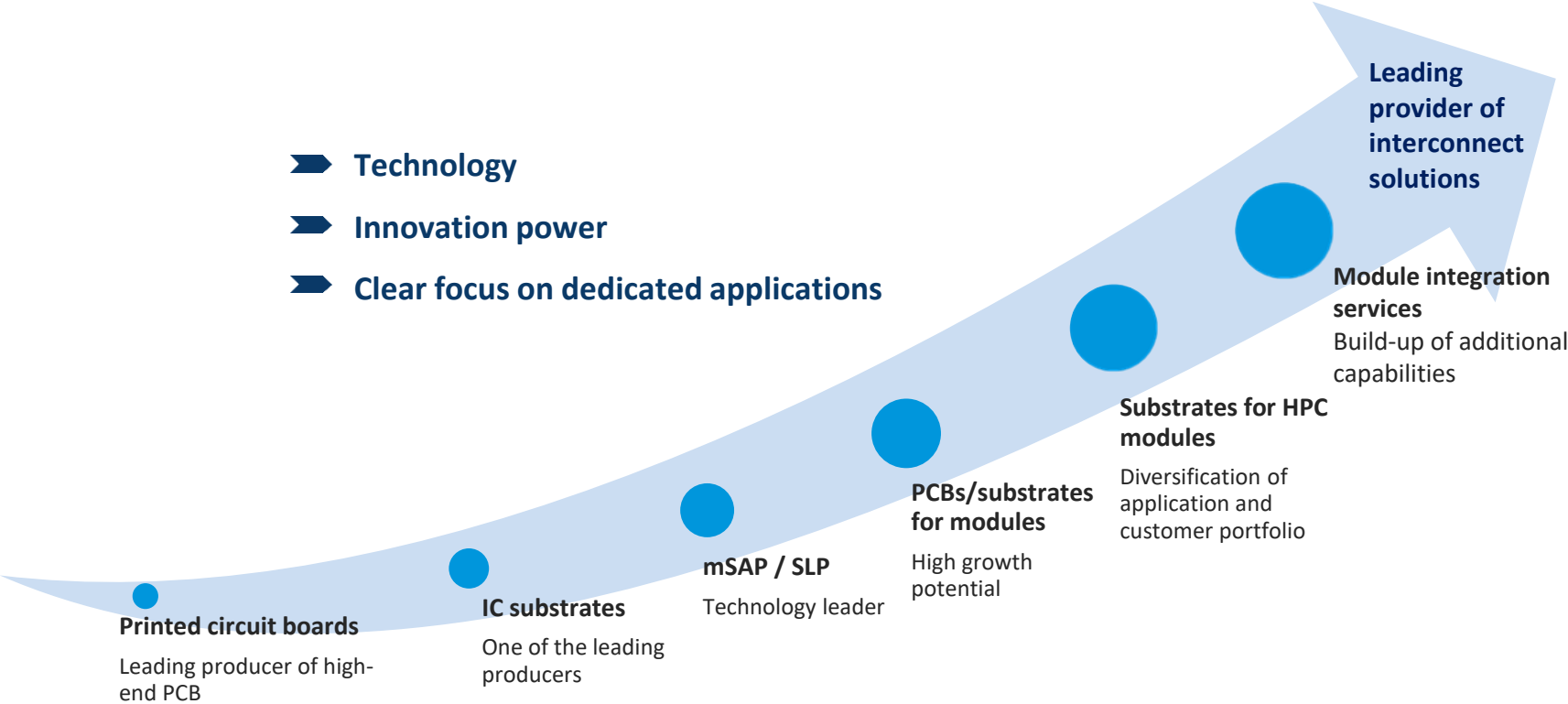
\* for FY 2019/20  
Source: Prismark, AT&S



# More than AT&S

Broadening the service range and opening up of new business opportunities

- Technology
- Innovation power
- Clear focus on dedicated applications





AT&S

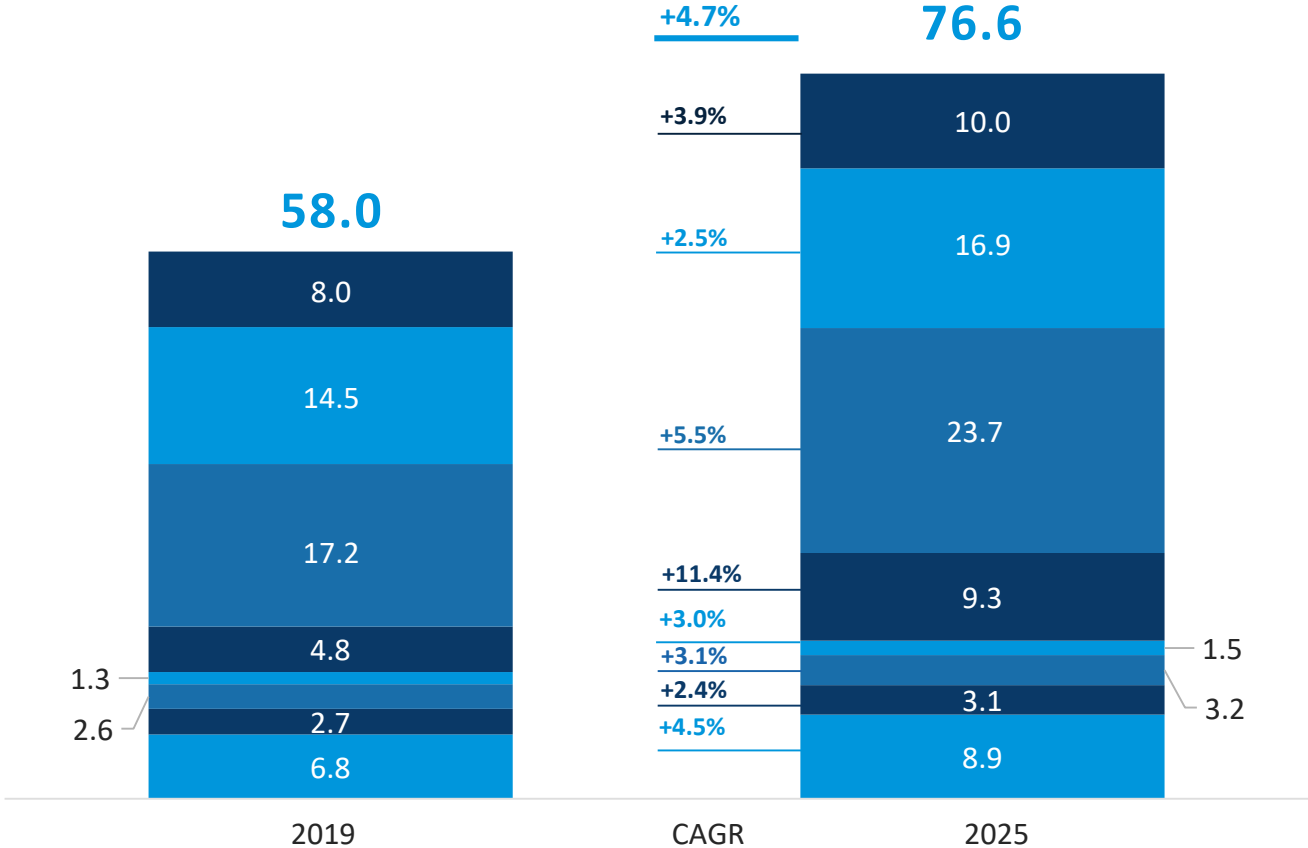
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MARKET UPDATE & GROWTH DRIVERS

# PCB & IC substrates market outlook

- Consumer
- Computer
- Communication
- Substrates
- Medical
- Industrial
- Aviation
- Automotive



in US-\$ billion  
 Source: Prismark, April 2020; Substrate: Yole, May 2019

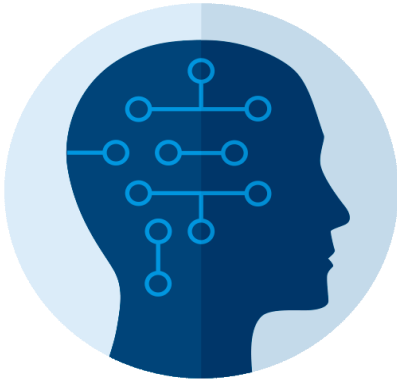
# Game changers for innovative applications



5G



Big data



AI



IoT

# 5G – The new standard for connectivity

Significant growth opportunities ahead



5G



Big data



AI



## Total smartphones

2025: 1.54 billion units

2019: 1.37 billion units

+2.0% CAGR

## 5G smartphones

2025: 907 million units

2019:  
16 million units

+119% CAGR

Source: IDC (2020), AT&S Analysis

# IoT and Big data

Strong growth drivers for IC substrates



5G



Big data

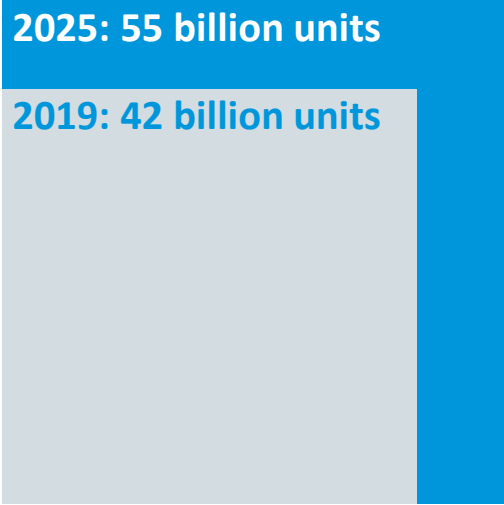


AI



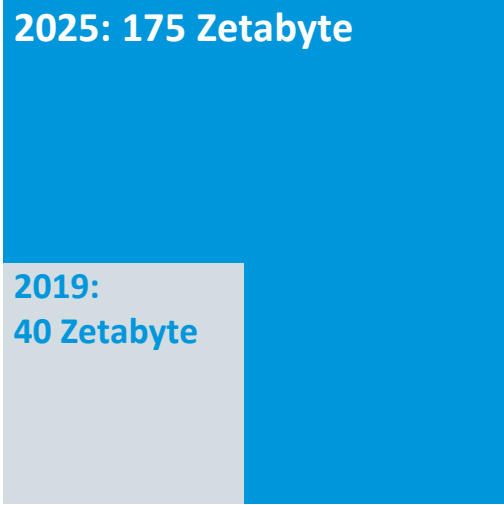
IoT

## Connected devices



+4.6% CAGR

## Global data volume



+27.9% CAGR

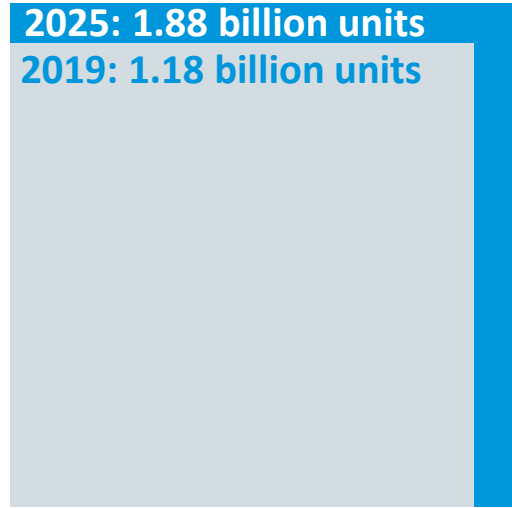
Source: IDC (2019, 2020)

# IoT and Big data

Strong growth drivers for IC substrates

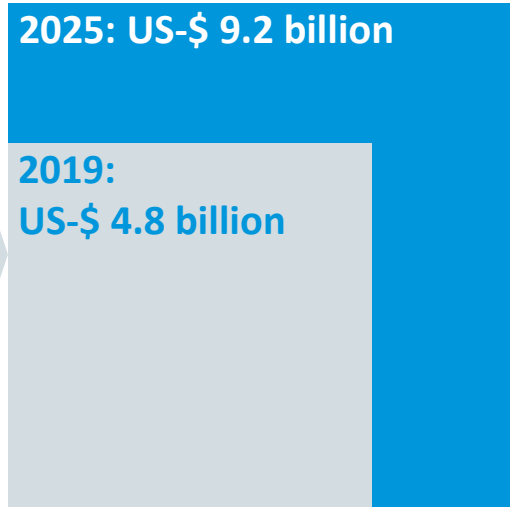


## High-end processor modules



+8.1% CAGR

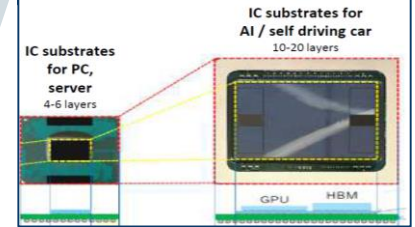
## High-end IC substrates



+11.5% CAGR

## Growth by adding value for AT&S

More powerful processors modules require larger form factor, higher layer count and thus higher value IC substrates



Source:Prismark (2020), Yole (2019)

# IoT and Big data growth drivers for IC substrates

## AT&S first high-end IC substrates manufacturer in China

- IC substrates market should show strong growth of 11 % (CAGR) until 2025
- Strategic focus on business with IC substrates to follow the trend of the heterogeneous module integration
- Increase capacities and capabilities to become one of the leading providers of high-end IC substrates for high-performance computing
- Since 2016 serial production of IC substrates in Chongqing I
- Construction start of Chongqing III in 2019

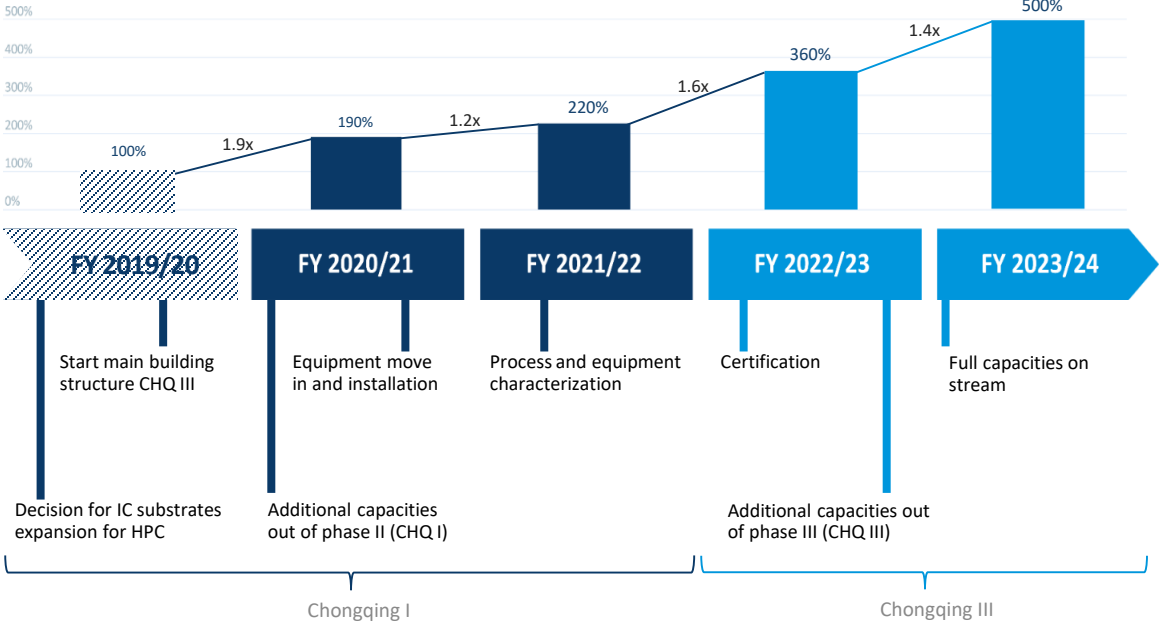




# IC substrates business in Chongqing

Capacity expansion and technology investment pushed forward

IC substrates capacities



- CHQ I: Despite COVID-19 the first patch of equipment was installed and qualified and the ramp up is on track
- Relevant revenue contribution out of phase II (CHQ I) expected in 2020/21
- CHQ3: Covid-19 related construction delay is below 7 weeks
- An improved qualification plan can compensate the delay of the construction and guarantee to meet the certification date

# Module business



# Modules & module integration

## AT&S solutions for the electronics industry

### Customer requirements driving demand for modularization

Increased functionality - lower space

Increased performance

Reduced time to market

Reduced cost

Scalable for various applications

### Module integration market

2025: US-\$ 52 billion\*

2019: US-\$ 27 billion\*

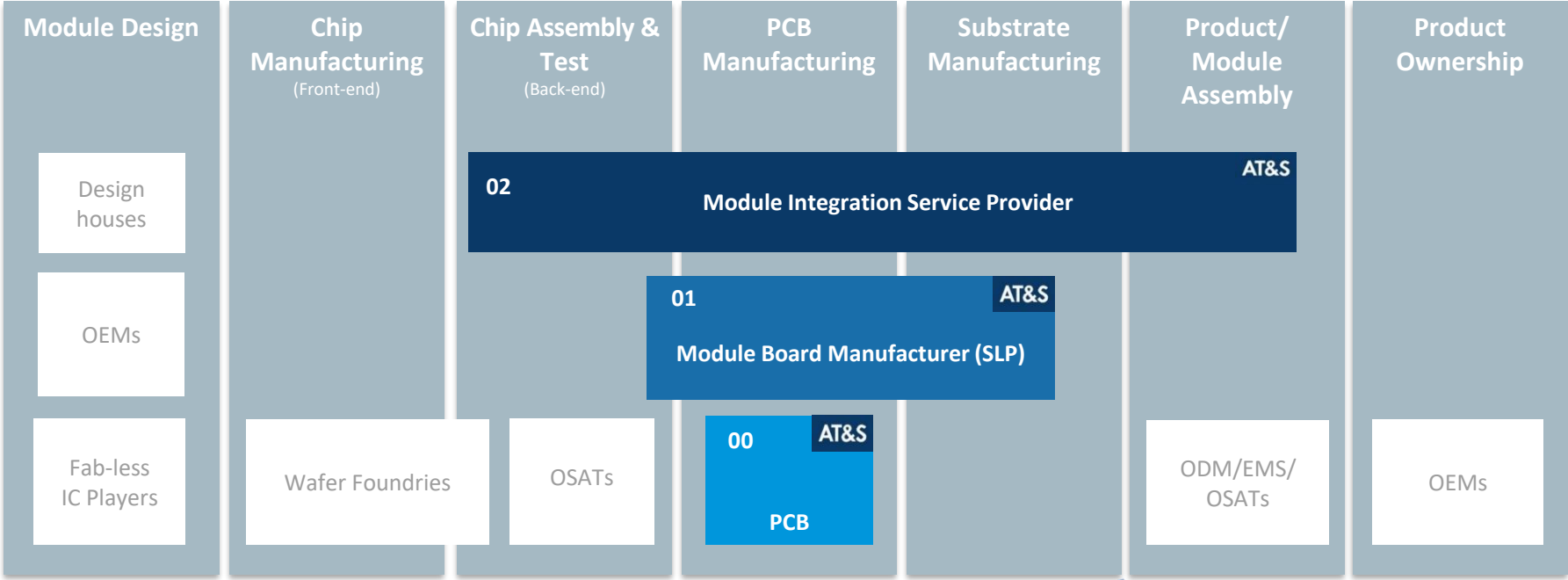
CAGR: 11.3%

- Changing customer requirements driving the need for modularization
- Strong growth potential in module integration market volume
- AI and 5G are further drivers for module integration

\* Assembly and test only - excludes the value of Module PCBs/Substrates  
Source: A.T. Kearney (8/2018), AT&S (4/2020)

# AT&S solutions for the electronics industry

New business opportunities through entry into the module market



## Possible Module Applications:

Power Module

5G Module



Automotive GPS Modul



A woman in a red jacket and black pants is captured mid-air, jumping high above a city street. The background features a dense urban skyline with various skyscrapers under a dramatic, orange-hued sky at sunset or sunrise. The scene is viewed from an elevated perspective, possibly a bridge or overpass.

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**Q1 2020/21 – FINANCIALS AND KEY FIGURES**

# Global market development

Long-term trends largely unaffected, effect of COVID-19 with short-term impact

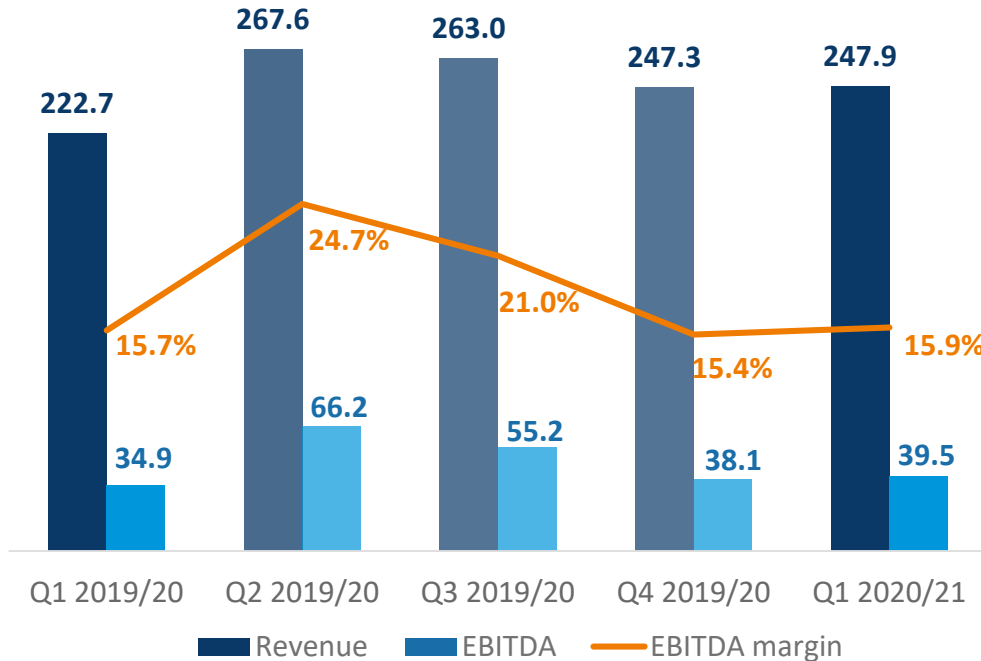
- Digital technologies and electronics are increasingly gaining importance for people's lifestyle
- Growth in data drives the need for processor modules and therefore high-end IC substrates
- Trade frictions still cause market uncertainty
- Unclear consumer behavior still causes low visibility especially in Mobile devices
- Despite increasing electronic content difficult market situation in the automotive sector is expected to remain in place for the time being
- Ongoing low industrial investment activity
- Medical market stable with positive demand for special applications

# AT&S development in Q1 2020/21

## Strong first quarter despite challenging environment

- Excellent crisis management helped to mitigate impact on revenue
- IC substrates once again with strong demand
- Mobile Devices segment supported by customer and application diversification
- Drop in vehicle sales weighs on Automotive segment
- Industrial segment profits from better product mix
- Medical & Healthcare influenced by temporary unfavourable product mix

# Revenue and EBITDA development



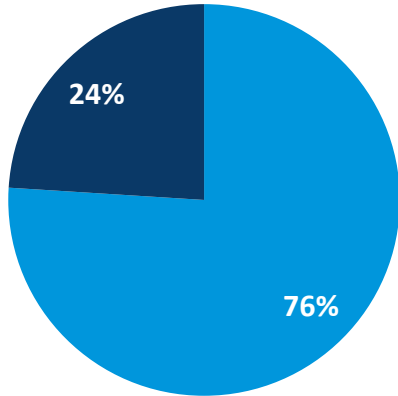
- Revenue and EBITDA positively influenced by currency effects
- Future technology generations require higher R&D spending
- Positive EBIT of € 0,2 million despite higher depreciation
- Net profit lower at € -7.5 million (PY: € -6.2 million)
- Operating free cash flow at € -53.8 million (PY: € -21.2 million) due to higher investment activity

in € millions



# Revenue distribution Q1 2020/21

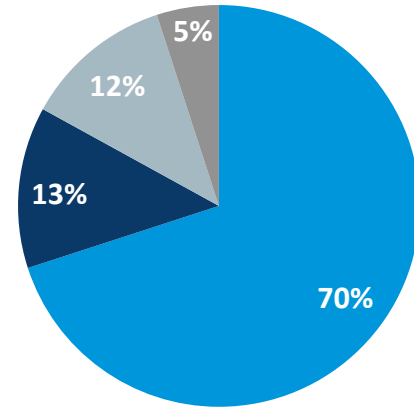
## Revenue split by segment



■ Mobile Devices & Substrates ■ Automotive, Industrial, Medical

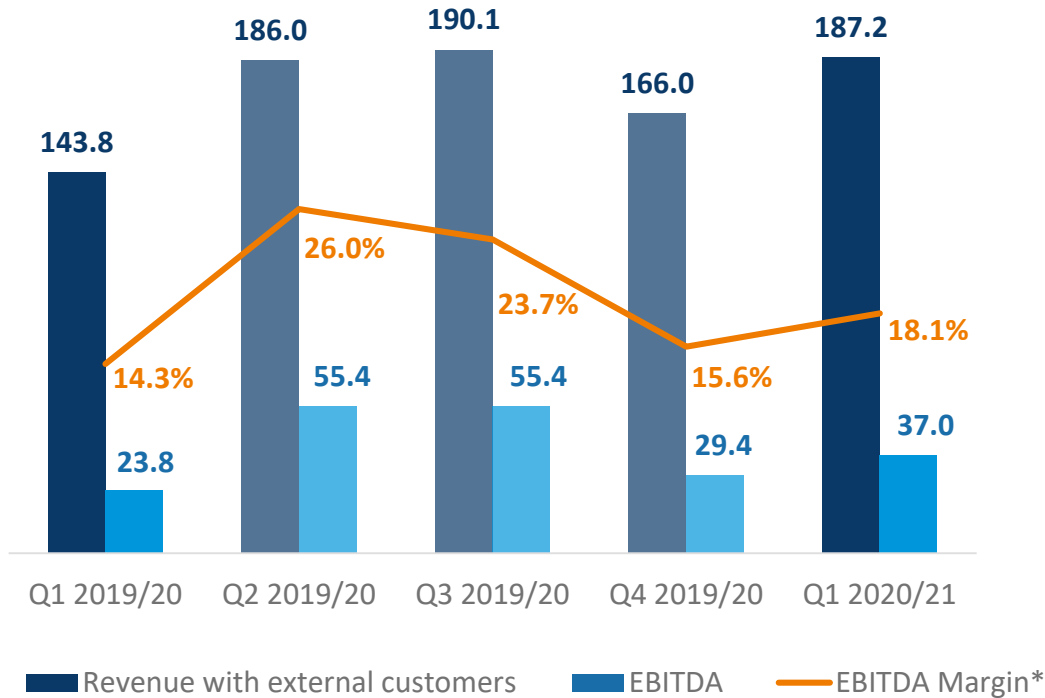
## Revenue split by region

based on customer's headquarters



■ Americas ■ Germany/Austria ■ Asia ■ Other European countries

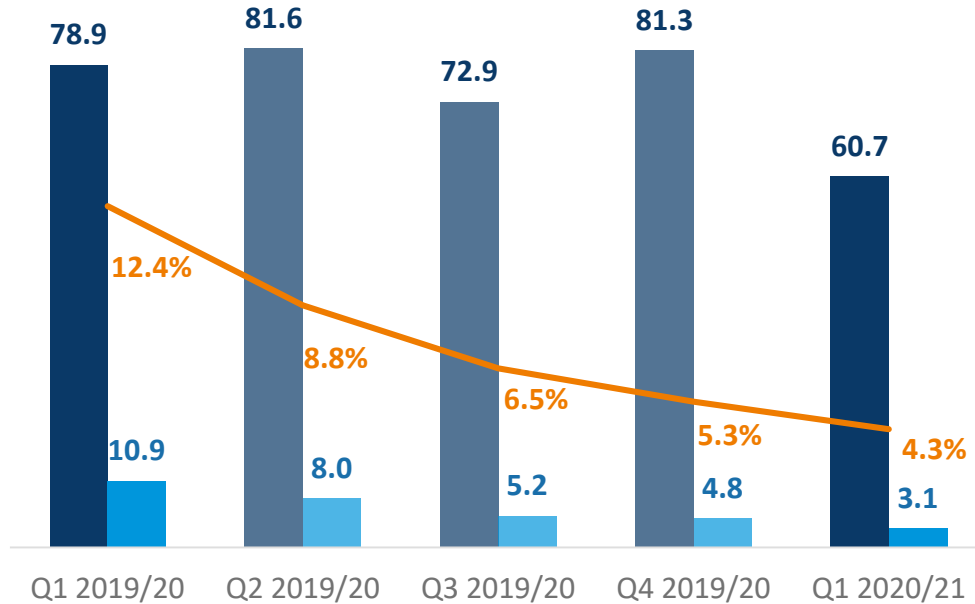
# Business development – Mobile Devices & Substrates



- IC substrates revenue driven by higher volume and better product mix
- Higher volume as well as broadened customer and application portfolio support Mobile Devices
- Revenue and earnings positively impacted by FX effects

in € millions; \*Margin calculated from total business unit revenue

# Business development – Automotive, Industrial, Medical



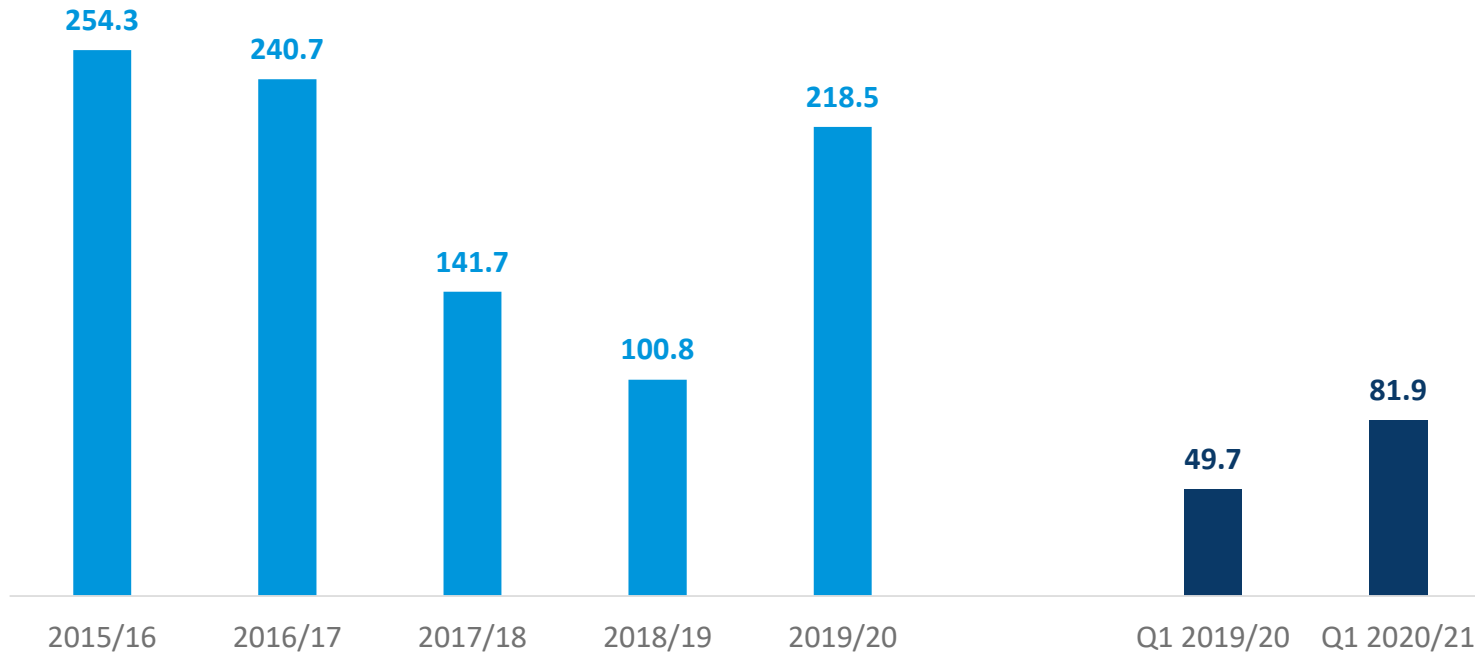
- Industrial segment shows solid development driven by better product mix
- Automotive segment burdened by strong decrease in vehicle sales
- Medical & Healthcare influenced by temporary unfavourable product mix

■ Revenue with external customers   ■ EBITDA   — EBITDA margin\*

in € millions; \*Margin calculated from total business unit revenue

# Net CAPEX

Investments in IC substrates and technology upgrades main reason for increase



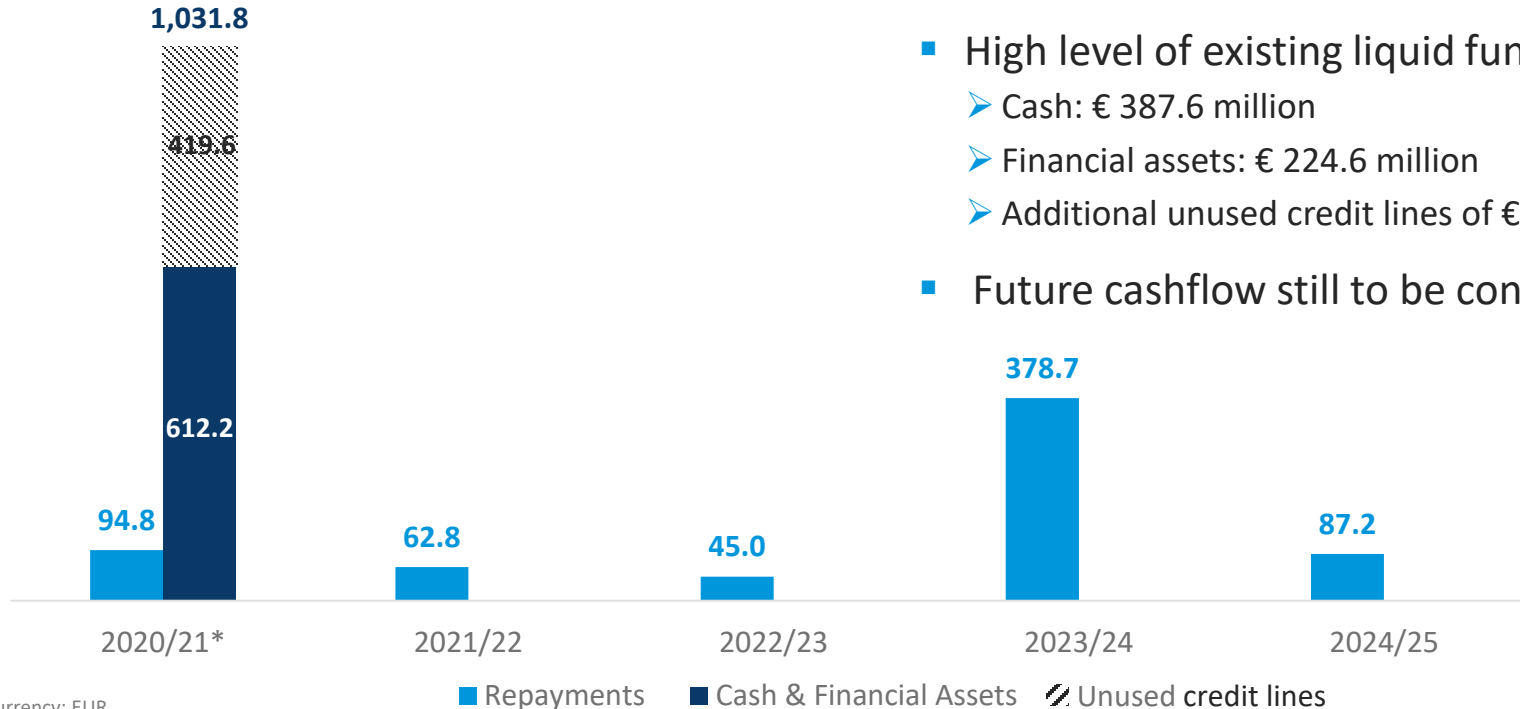
in € millions

# Balance Sheet

		31.03.2020	30.06.2020	Change in %
Total assets	Mio. €	1,853.5	1,980.1	6.8%
Equity	Mio. €	760.3	726.4	(4.5%)
Equity ratio	%	41.0%	36.7%	–
Net debt	Mio. €	246.7	298.3	20.9%

# Solid finance structure

Existing funds and cashflow generation help to meet repayments and capex needs



- High level of existing liquid funds
  - Cash: € 387.6 million
  - Financial assets: € 224.6 million
  - Additional unused credit lines of € 419.6 million
- Future cashflow still to be considered

Currency: EUR  
\*as of 30.06.2020

A person wearing a red jacket and black pants is captured mid-air, performing a backflip over a multi-lane highway. The background features a city skyline with various skyscrapers under a dramatic, cloudy sky at sunset or sunrise. The overall scene conveys a sense of strength, agility, and forward momentum.

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OUTLOOK

# Outlook for 2020/21

AT&S is well positioned to positively participate in intact market trends

- Future trends not harmed by COVID-19 pandemic
- Expectations for customer demand for the current year
  - Product launches may be delayed in the Mobile Devices segment due to uncertain consumer sentiment
  - Automotive market will not recover quickly to pre-crisis levels
  - Industrial segment to remain at the level of previous year
  - Slight growth expected for medical applications
  - Demand for IC substrates remains strong according to current forecasts
- Q2 with revenue at the level of previous year and EBITDA margin within target range of 20 to 25%
- Outlook update as soon as economic framework conditions can be better quantified
- Investments in the IC substrate and module business to be consistently continued
  - Depending on market developments CAPEX for maintenance and tech-upgrade of up to € 80 million
  - CAPEX for strategic projects of up to € 410 million plus € 30 million due to timing variances



# Medium-term guidance confirmed

Technology development to module integration and capacity expansion



**First choice  
for advanced  
applications**

## Expansion of technology leadership

- Leading provider of new interconnect solutions
- Innovation revenue rate: > 20%

## Focus on continued profitable growth

- Revenue target of € 2 billion
- Prosecution of sustainable margin improvement
- Medium-term EBITDA margin target of 25-30%

## Creation of shareholder value

- Medium-term ROCE above 12%

## Sustainability management

- 80% renewable energy
- Eco-balancing of product groups
- 30 % women in management positions

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ANNEX



# AT&S – Stock Profile

AT&S

**Listing:** Vienna Stock Exchange,  
Prime Standard

**Indices:** ATX, Vönix, WBI

**Thomson Reuters (A):** ATSV.VI

**Bloomberg (A):** ATS:AV

**# of shares outstanding**

38.85m

**Dividend for 2019/20:**

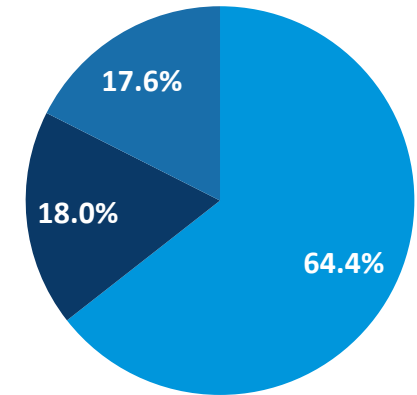
€ 0.25 per share

## Financial Calendar

Publication of the first half-year 2020/21	03 November 2020
Publication of the first three quarters 2020/21	02 February 2020

## Shareholder structure

- Free Float
- Dörflinger Private Foundation\*
- Androsch Private Foundation\*



\*including direct and indirect holdings

# Financials Q1 2020/21

## STATEMENT OF PROFIT OR LOSS

€ in thousands	Q1 2019/20	Q1 2020/21	Change YoY	
Revenue	222,739	247,862	11.3%	➔ Revenues increase in IC-Substrates, Mobile Devices and Industrial segment, lower volume in Automotive segment out of market situation
EBITDA	34,905	39,493	13.1%	➔ EBITDA development supported by higher revenues and in spite of higher R&D costs for future applications
EBITDA margin	15.7%	15.9%	0.2pp	
EBIT	(562)	243	>100%	➔ Higher depreciation due to growing fixed asset base
EBIT margin	(0.3%)	0.1%	0.4pp	
Finance costs – net	(1,739)	(5,245)	(>100%)	➔ Higher negative FX-effects and higher negative interest result due to investing/financing activities
Profit/(loss) for the year	(6,204)	(7,462)	(20.3%)	
Earnings per share	(€ 0.21)	(€ 0.25)	-	

## STATEMENT OF FINANCIAL POSITION

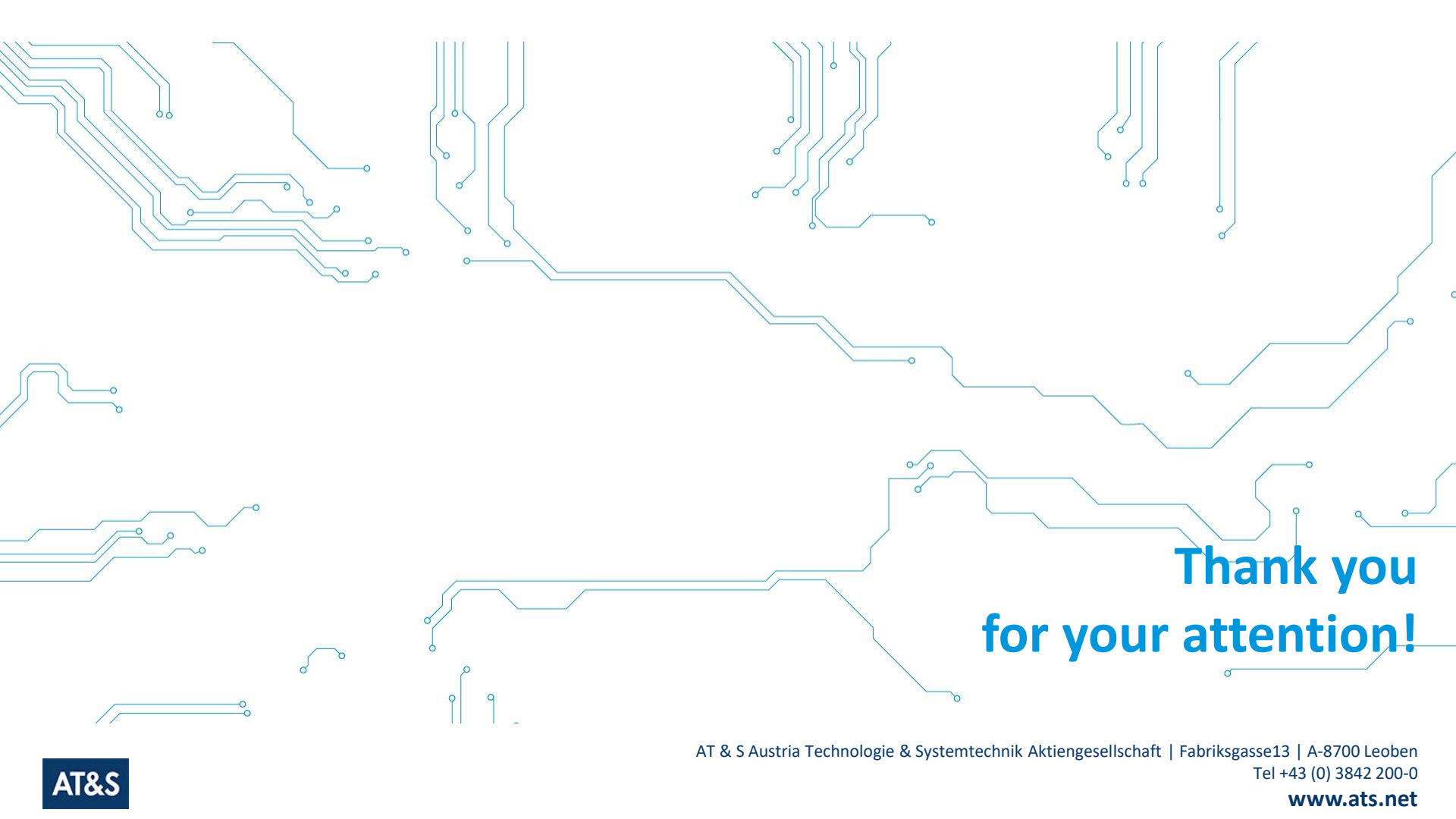
€ in thousands	31 Mar 2020	30 Jun 2020	Change YoY		
Equity	760,259	726,415	(4.5%)	➔	Quarterly loss and negative FX-effects led to an decrease in equity
Total assets	1,853,510	1,980,050	6.8%	➔	Higher property/plant/equipment and increase in financing activities (higher cash and financial assets as well as higher financial liabilities)
Net debt	246,747	298,311	20.9%	➔	Increase caused by higher financial liabilities
Net working capital	144,418	154,300	6.8%	➔	Lower trade receivables and higher trade payables
Equity ratio	41.0%	36.7%	(4.3pp)	➔	Lower equity mainly due to negative FX effects and higher total assets

## STATEMENT OF CASH FLOWS

€ in thousands	Q1 2019/20	Q1 2020/21	Change YoY	
Cash flow from operating activities	28,505	28,124	(1.3%)	➔ Positive effects from result and negative effect out change in working capital
Cash flow from investing activities	(63,745)	(171,214)	(>100%)	➔ Higher net capex and higher temporary net investment in financial assets (directly linked to financing activities)
Cash flow from financing activities	(2,710)	119,406	>100%	➔ Preparation of investing activities in the nearest future
Change in cash and cash equivalents	(37,950)	(23,684)	37.6%	
Operating free cash flow <sup>1)</sup>	(21,173)	(53,756)	(>100%)	➔ Higher net capex mainly due to IC substrates investment
Free cash flow <sup>2)</sup>	(35,240)	(143,090)	(>100%)	➔ Financing activities lead to increased negative free cash flow

<sup>1)</sup> Cash flow from operating activities minus Net CAPEX

<sup>2)</sup> Cash flow from operating activities minus cash flow from investing activities



**Thank you  
for your attention!**

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