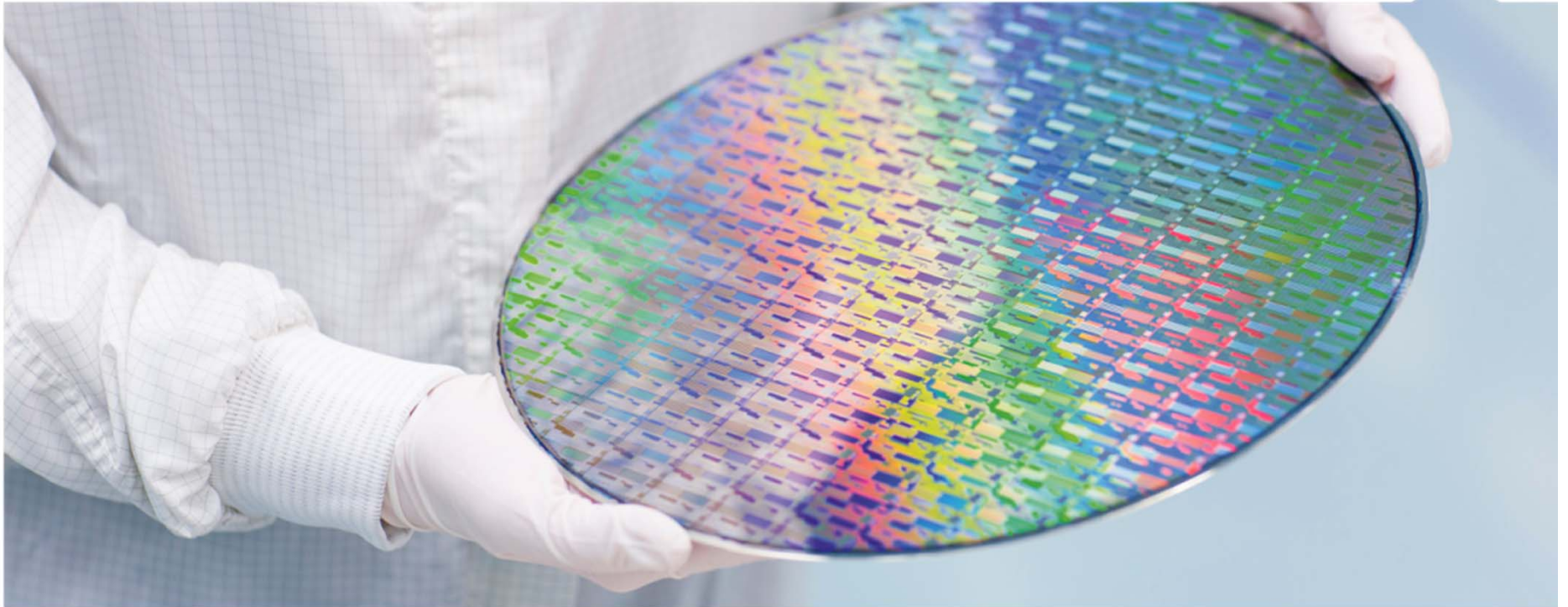


DRIVE INNOVATION • DELIVER EXCELLENCE >



# INVESTOR PRESENTATION

## Q1 2014 RESULTS

April 24, 2014

## SAFE HARBOR STATEMENTS



Safe Harbor Statement under the U.S. Private Securities Litigation Reform Act of 1995: All matters discussed in this business and strategy update, except for any historical data, are forward-looking statements. Forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from those in the forward-looking statements. These include, but are not limited to, economic conditions and trends in the semiconductor industry generally and the timing of the industry cycles specifically, currency fluctuations, corporate transactions, financing and liquidity matters, the success of restructurings, the timing of significant orders, market acceptance of new products, competitive factors, litigation involving intellectual property, shareholder and other issues, commercial and economic disruption due to natural disasters, terrorist activity, armed conflict or political instability, epidemics and other risks indicated in the Company's filings from time to time with the U.S. Securities and Exchange Commission, including, but not limited to, the Company's reports on Form 20-F and Form 6-K. The company assumes no obligation to update or revise any forward-looking statements to reflect future developments or circumstances.

# INVESTMENT HIGHLIGHTS



## › **ALD is a key growth market**

- ALD market expected to outperform the broader equipment market
- ASMI has leadership positions in ALD and PEALD

## › **Strong revenue momentum**

- ASMI grew revenue by 22% in 2013
- Outperforming the overall equipment market

## › **Improved profitability**

- Gross margin increased to 39% in full year 2013 and 43.7% in Q1 2014
- Programs in place for structural margin improvement

## › **Solid balance sheet**

- Strong cash position, no debts
- Substantially improved cash flow
- Dividend of EUR 0.50 per share proposal to the AGM 2014

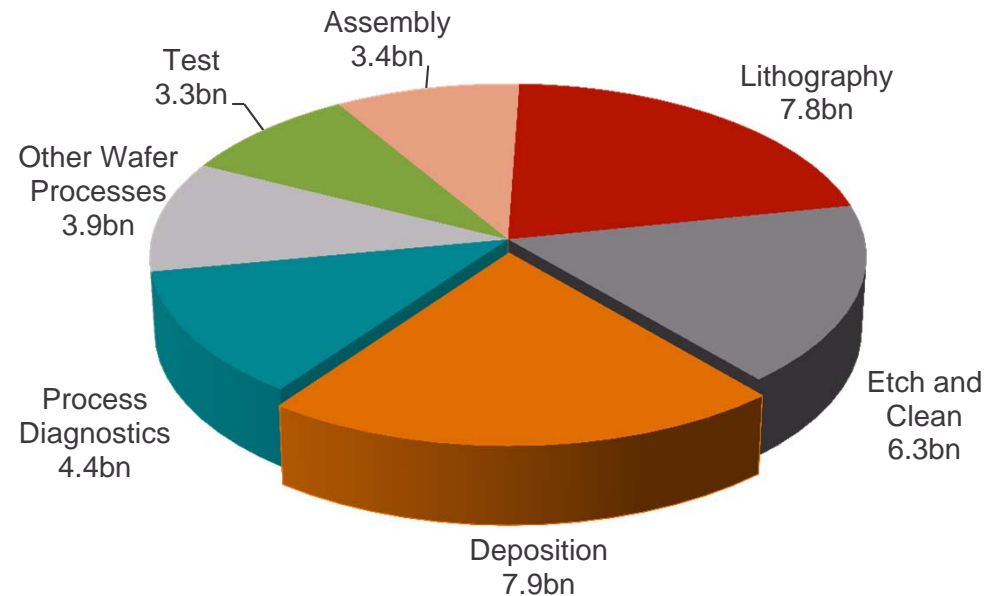
# Q1 2014 KEY RESULTS



EUR million	Pro-forma Q1 2013	Q4 2013	Q1 2014
New orders	105.9	133.1	172.1
Net sales	80.0	126.9	150.7
Gross profit margin %	37.7%	39.3%	43.7%
Operating results	1.1	15.8	32.5
Result from investments (excl. amortization and fair value purchase price allocation)	(0.5)	1.5	5.7
Remeasurement gain, realized gain on sale of ASMPT shares, amortization and fair value adjustments	1,407.5	(343.2)	(5.4)
Net earnings	1,410.1	(334.0)	27.1
Normalized net earnings (excl. remeasurement gain, realized gain on sale of ASMPT shares, amortization and fair value adjustments)	2.6	9.3	32.5

- › ASM focuses on deposition equipment
- › ASM is the market leader in ALD and PEALD
- › Positions in Epitaxy, PECVD and Vertical Furnaces

## Equipment market segments (US\$)

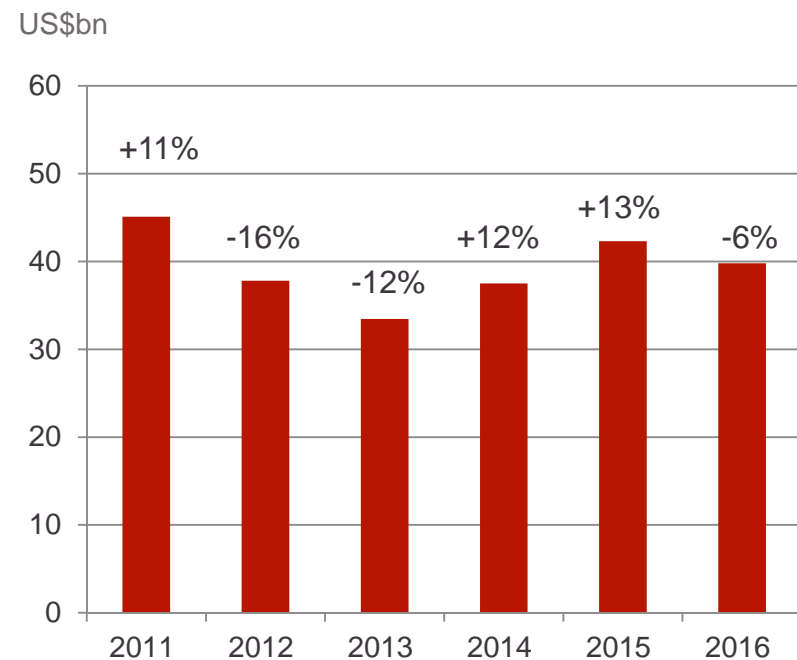


VLSI Research, January 2014

**ASM's focus is on deposition equipment**

- › Gartner forecasts a double digit market increase for 2014
- › Driven by investment in leading edge equipment
- › Healthy investment levels in Foundry and Logic, capex recovery in Memory segment

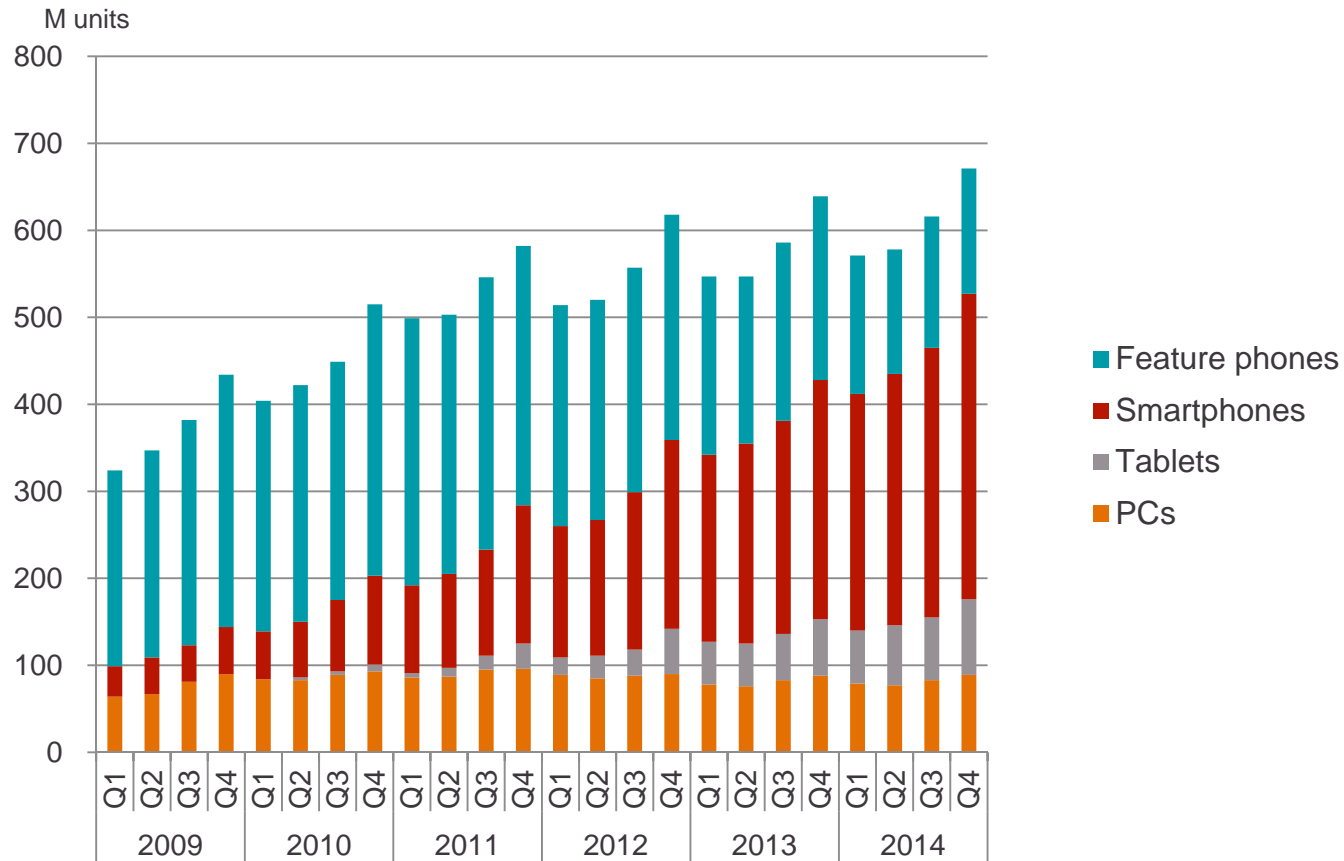
## Capital equipment spending



Gartner, April 2014

**Double digit growth forecast for semi equipment market in 2014**

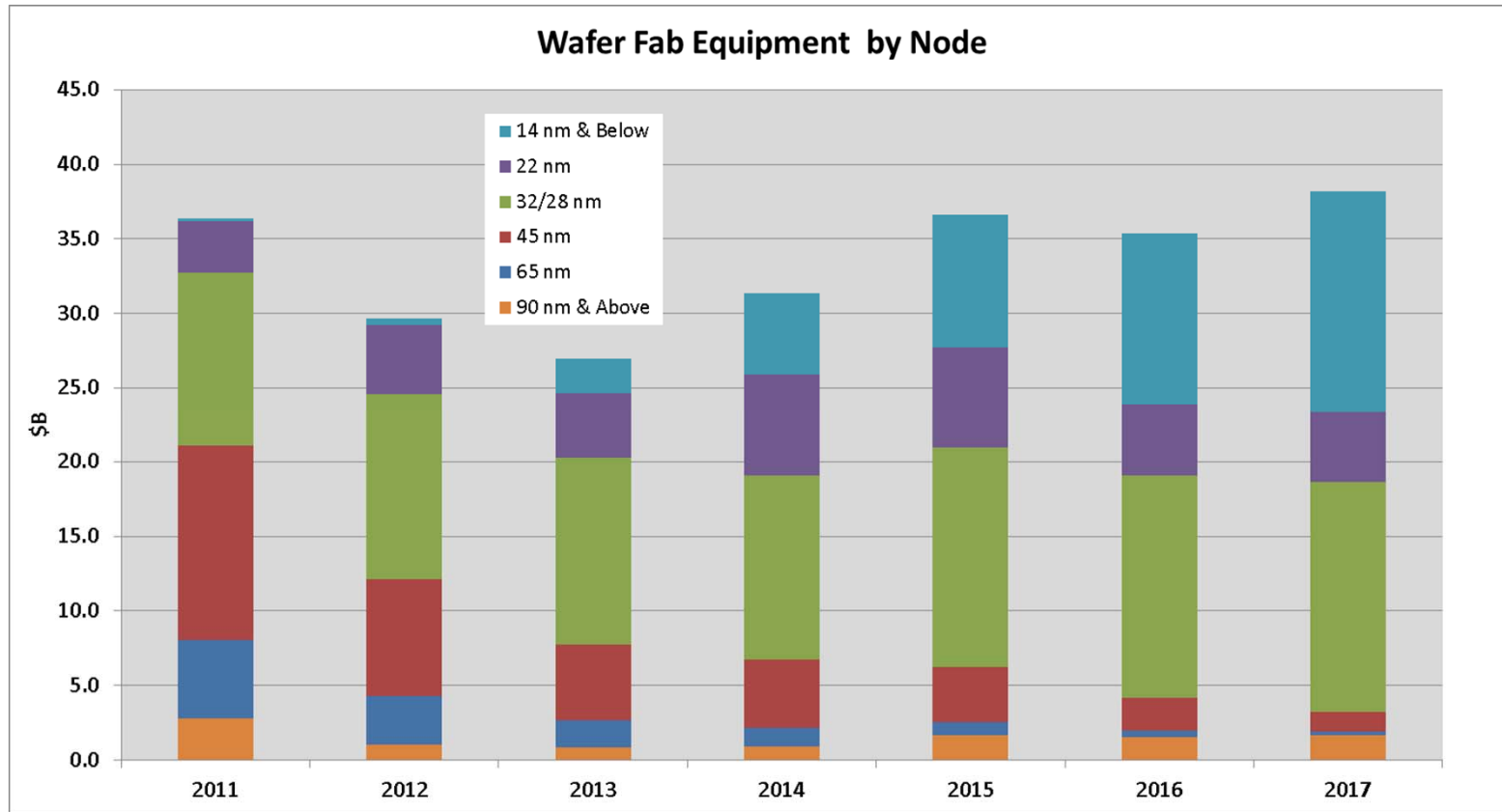
# MOBILITY THE KEY END MARKET DRIVER



VLSI Research, January 2014

**Smartphones the strongest growing end market  
Driver for faster, more power-efficient semiconductor devices**

# WAFER FAB EQUIPMENT SPENDING BY NODE



Gartner, December 2013

**Expanding opportunities for ALD and PEALD at 22nm, 14nm and below**



## › **ALD technology is a key enabler of Moore's Law**

- Strengths of Atomic Layer Deposition: high-precision deposition of smooth and conformal ultra-thin films, even on high aspect ratio structures
- Device scaling, new materials and 3D architectures increases demand for ALD and PEALD

## › **ASMI has leading positions in ALD**

- ASMI is the leader in thermal ALD for high-k metal gate applications
- Leading market share in plasma-enhanced ALD (PEALD) for spacer defined multiple patterning in the Memory market

## › **Strong market outlook ALD**

- Drivers are further deployment of ALD and PEALD in volume manufacturing, new applications and additional process steps
- ALD market expected to outperform the broader semiconductor equipment market

# COMPETITIVE ADVANTAGES

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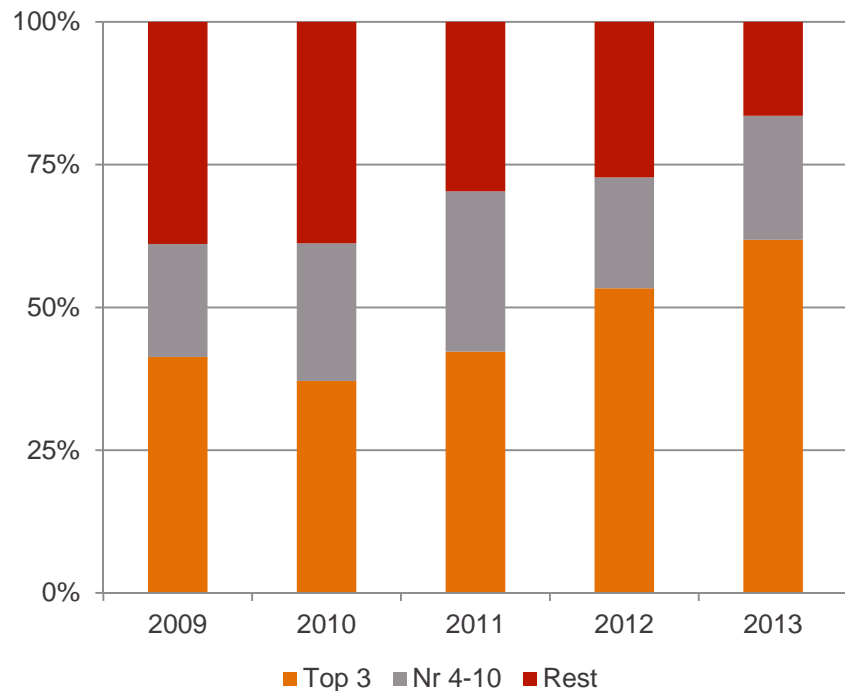
- › **Focused player, differentiated technologies**
- › **Track record of innovation**
- › **Global network, streamlined operations**
- › **Leadership in ALD**
  - Developing ALD technology since 1999
  - Largest player in both single wafer ALD and PEALD
- › **Close cooperation with the leading IC manufacturers**
- › **Strong IP portfolio**

# CUSTOMER CONCENTRATION



- › Wider adoption number of top capex customers
- › Diversification of customer base from Logic to Memory and Foundries
- › Weight of Asia growing

## ASMI revenue



## Growing share of wallet with top clients

# HIGHLIGHTS

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## › Accelerated momentum ALD and PEALD

- ALD and PEALD further established as mainstream enabling technologies
- Record bookings in Q1, driven by ALD and PEALD

## › Strong improvement in results

- Record bookings in Q1 2014
- Gross margin increased to 43.7%, EBIT margin 21.6%

## › Further actions to structurally improve performance

- Gross margin improvement programs

## › Reduced shareholding in ASMPT from 52% to 40% in March 2013

- Deconsolidation of the Back-end operations
- Return of capital of € 4.25 per share to shareholders in July 2013

# ASMPT RESULTS



- › As of 15 March 2013, our 40% share of ASMPT net profits is included in ‘result from investments’
- › PPA regular amortization projected at €22m for full year 2014

EUR million	Pro-forma Q1 2013	Q4 2013	Q1 2014
Sales ASMPT	207	262	233
Net profit ASMPT	0.4	4.6*	14.3
Net profit ASMPT attributable to ASMI	(0.5)	1.5	5.7
Remeasurement gain, realized gain on sale of ASMPT shares, amortization and fair value adjustments	1,407.5	(343.2)	(5.4)
Result from investments	1,407.0	(341.7)	0.3

\* Including restructuring charges of €9.9m (100% based)

# FINANCIAL OVERVIEW

## Q1 2014 HIGHLIGHTS



- › Revenues up 19% q-o-q and up 88% y-o-y on a pro-forma basis
- › Record bookings, up 29% q-o-q and up 63% y-o-y
- › Book-to-bill ratio of 1.1
- › Q1 backlog of €136m, up from €115m in Q4 2013
- › EBIT margin of 21.6% compared to 12.5% in Q4 2013 and 1.4% pro-forma in Q1 2013
- › Cash flow from operations of €63m in Q1
- › Normalized net earnings\* of €32.5m, up from €9.3m in Q4 2013 and €2.6m pro-forma in Q1 2013

*\* excl. re-measurement gain, realized gain on sale of ASMPT shares, amortization and fair value adjustments*

# FINANCIAL OUTLOOK

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Based upon the current backlog and our current visibility:

For Q2 2014 we expect for sales a low single digit decrease, on a currency comparable base.

For the second half of 2014, the current visibility remains limited.

After the very high order intake in Q1, the Q2 2014 order intake is expected to show a strong double digit decrease as compared to Q1 2014, on a currency comparable base.



# NET EARNINGS



EUR million	Pro-forma Q1 2013	Q4 2013	Q1 2014	Q1 2014 vs Q4 2013	Q1 2014 vs Q1 2013
New orders	105.9	133.1	172.1	29 %	63%
Backlog	119.9	114.8	135.9	18 %	13%
Book-to-bill	1.3	1.0	1.1		
Net sales	80.0	126.9	150.7	19 %	88%
Gross profit	30.2	49.9	65.9	32 %	118%
Gross profit margin %	37.7%	39.3%	43.7%		
Selling, general and administrative expenses	(15.3)	(18.6)	(19.2)	3 %	25%
Research and development expenses	(13.4)	(15.0)	(14.1)	(6)%	5%
Restructuring expenses	(0.3)	(0.5)	-	n/a	n/a
Operating result	1.1	15.8	32.5	16.7	31.4
Operating margin %	1.4%	12.5%	21.6%		
Result from investments	(0.5)	1.5	5.7	4.2	6.2
Remeasurement gain, realized gain on sale of ASMPT shares, amortization and fair value adjustments	1,407.5	(343.2)	(5.4)	337.8	(1,412.9)
Net earnings	1,410.1	(334.0)	27.1	361.1	(1,383.0)
Normalized net earnings (excl. remeasurement gain, realized gain on sale of ASMPT shares, amortization and fair value adjustments)	2.6	9.3	32.5	23.2	29.9
Normalized net earnings per share, diluted	€0.04	€0.14	€0.50	€0.36	€0.46

# CASH FLOW



EUR million	Q1 2013	Q4 2013	Q1 2014
Net earnings	(21.7)	(334.0)	27.1
Depreciation and amortization	4.9	5.7	5.1
PPA amortization and adjustments	-	343.2	-
Result from investments	3.0	(1.5)	(0.3)
Other adjustments	14.0	4.7	3.6
Change in working capital	2.9	(6.1)	27.1
Net cash from operating activities	3.2	12.0	62.6
Net cash from investing activities	(10.0)	(6.9)	(4.0)
Dividend paid and capital repaid to ASMI shareholders	-	(0.1)	-
Other	(32.2)	4.6	0.7
Net cash from financing activities	(32.2)	4.7	0.7

# BALANCE SHEET



EUR million	Dec 31, 2013	Mar 31, 2014
Cash and cash equivalents	312	371
Accounts receivable	83	78
Inventories	105	110
Other current assets	18	18
Investments and associates	950	953
Property, plant and equipment	57	58
Other non-current assets	33	33
<b>Total Assets</b>	<b>1,551</b>	<b>1,621</b>
Accounts payable	45	61
Short-term debt	-	-
Other current liabilities	57	73
Long-term debt	-	-
Other non-current liabilities	3	3
Shareholders' equity	1,447	1,485
<b>Total Liabilities and Equity</b>	<b>1,551</b>	<b>1,621</b>

# WORKING CAPITAL



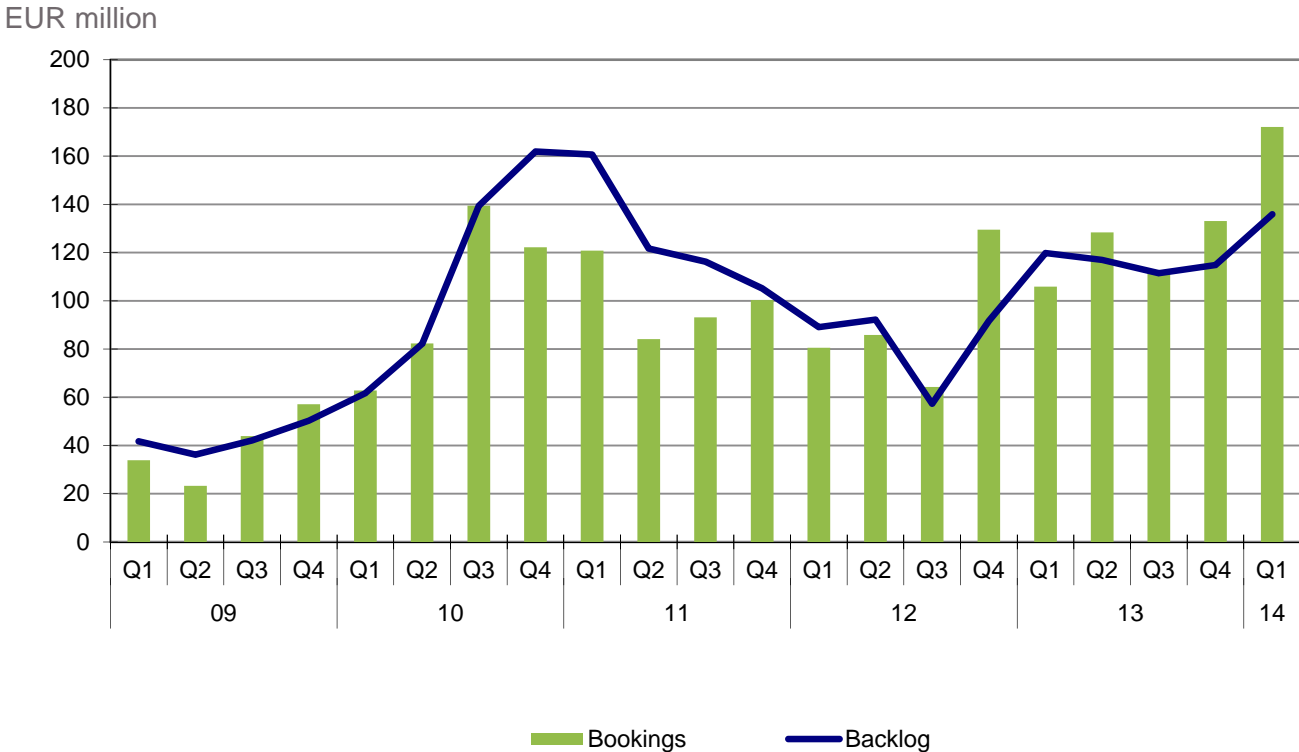
EUR million



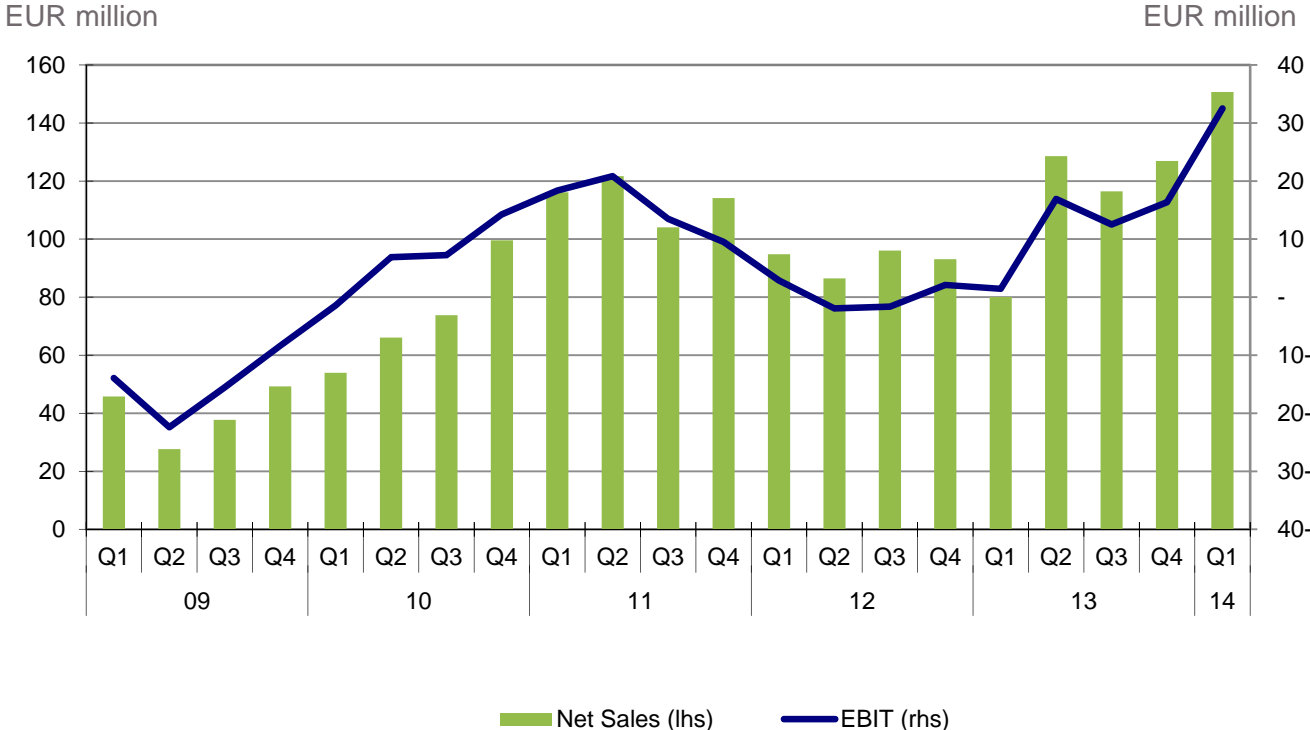
Days



# BOOKINGS AND BACKLOG



# HISTORICAL DEVELOPMENT



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