

DRIVE INNOVATION · DELIVER EXCELLENCE >



# JP MORGAN TECHNOLOGY CONFERENCE

June 20, 2016

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## > **ALD is a key growth market**

- ALD market expected to outperform the broader equipment market
- ASMI has leadership position in ALD

## > **Strong revenue performance**

- Revenue increased 23% in 2015 and by 14% at constant currencies
- Outperforming the overall equipment market

## > **Improved profitability**

- Gross margin improved 100bp to 44.1% in 2015, steady at 43.9% in Q1 2016

## > **Solid balance sheet**

- Strong cash position, no debt
- Free cash flow increased 33% to EUR 104m in 2015
- Second consecutive EUR 100m share buyback program, to be executed in 2015/2016
- 17% higher dividend of EUR 0.70 per share paid in 2016

# Q1 2016 KEY RESULTS - IFRS

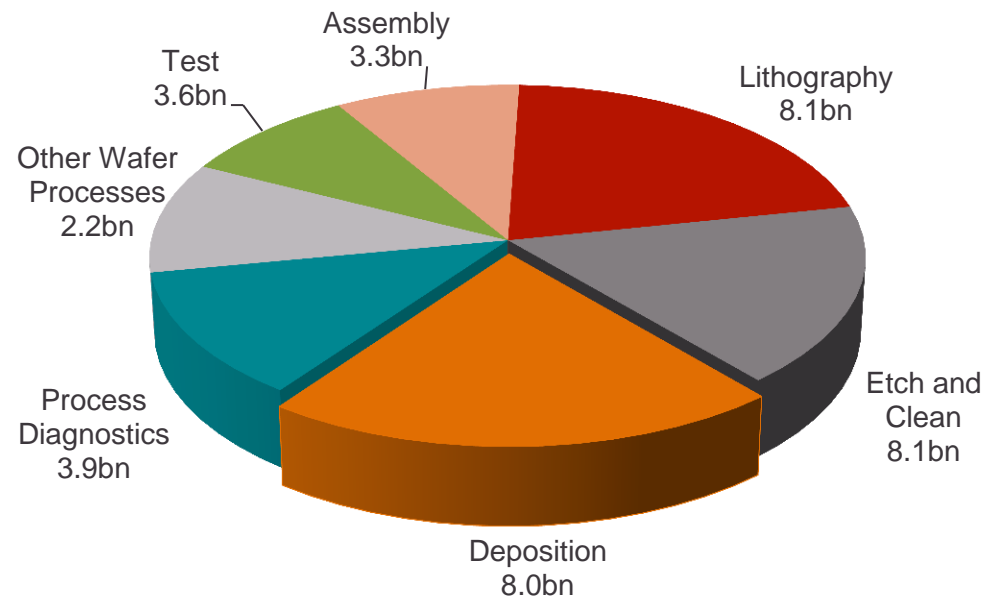


	Q1 2015	Q4 2015	Q1 2016	2014	2015
New orders	158.3	135.4	163.8	602.1	608.4
Net sales	162.0	144.7	142.4	545.6	669.7
Gross profit margin %	43.1%	44.8%	43.9%	43.1%	44.1%
Operating results	31.1	4.0	18.8	93.4	111.1
Result from investments	13.0	1.6	6.3	61.9	43.2
Amortization intangible assets resulting from the sale of the 12% stake of ASMPT	(6.6)	(7.1)	(6.8)	(22.5)	(27.2)
Net earnings	61.8	10.8	5.4	138.2	157.3
Normalized net earnings (excl. amortization intangible assets resulting from the sale of the 12% stake of ASMPT)	68.4	17.9	12.2	160.7	184.5

*Note that as from 2016 ASMI reports its results based on IFRS instead of US GAAP*

- > ASM focuses on deposition equipment
- > ASM is a market leader in ALD
- > Positions in Epitaxy, PECVD and Vertical Furnaces

## Equipment market segments (US\$)

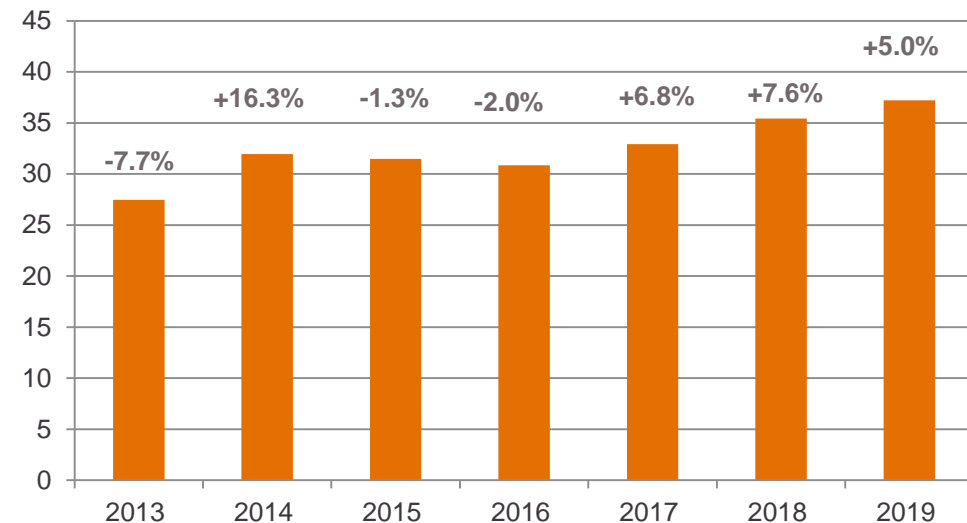


VLSI Research, April 2016

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

- > Gartner forecasts WFE spending to decrease by 2% in 2016, followed by 7% increase in 2017
- > Investment in leading edge equipment remains the key driver

## Wafer Fab Equipment spending

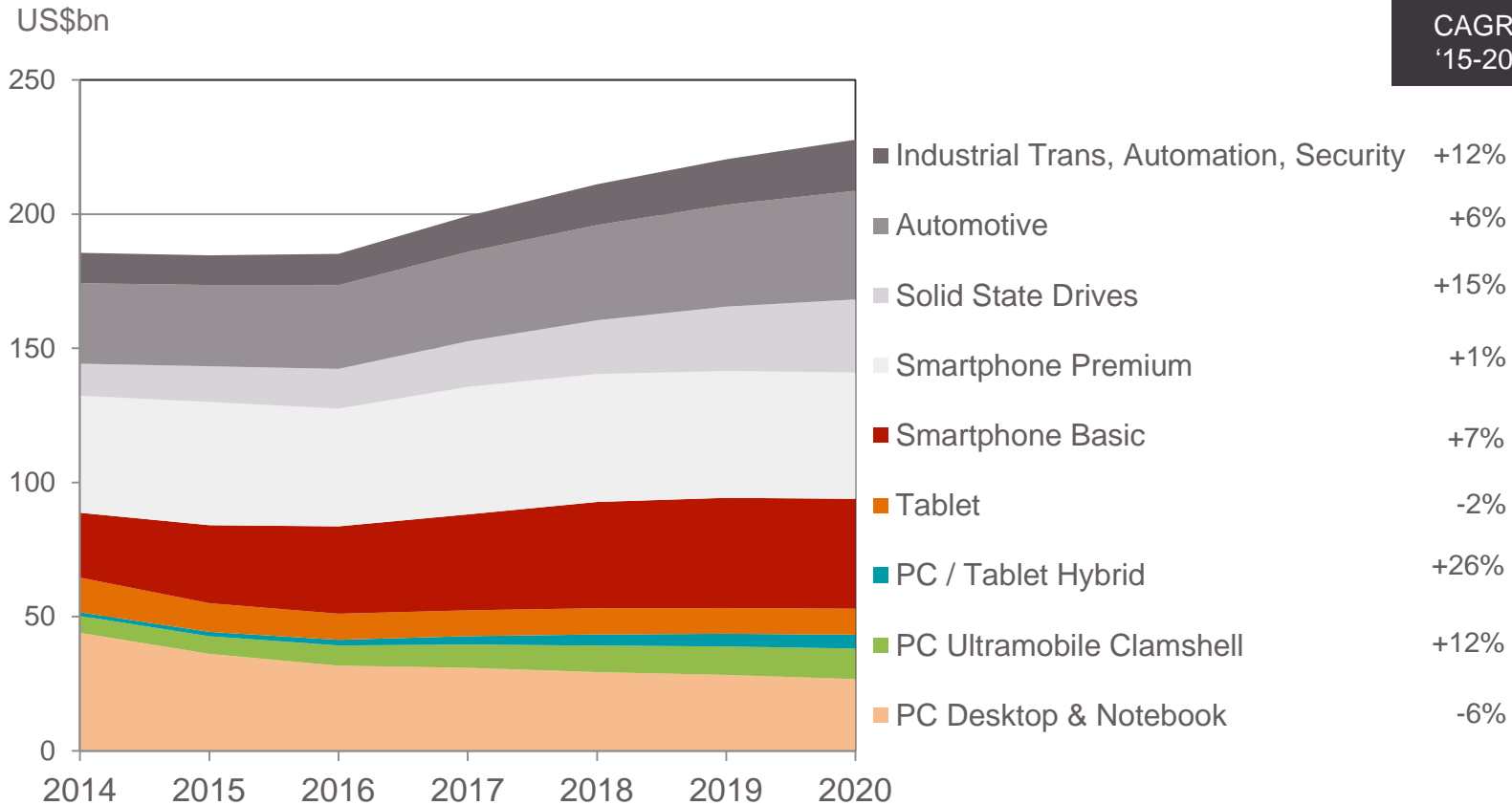


Gartner, April 2016

Gartner forecasts a slightly lower Wafer Fab Equipment market in 2016

# SEMICONDUCTOR GROWTH DRIVERS

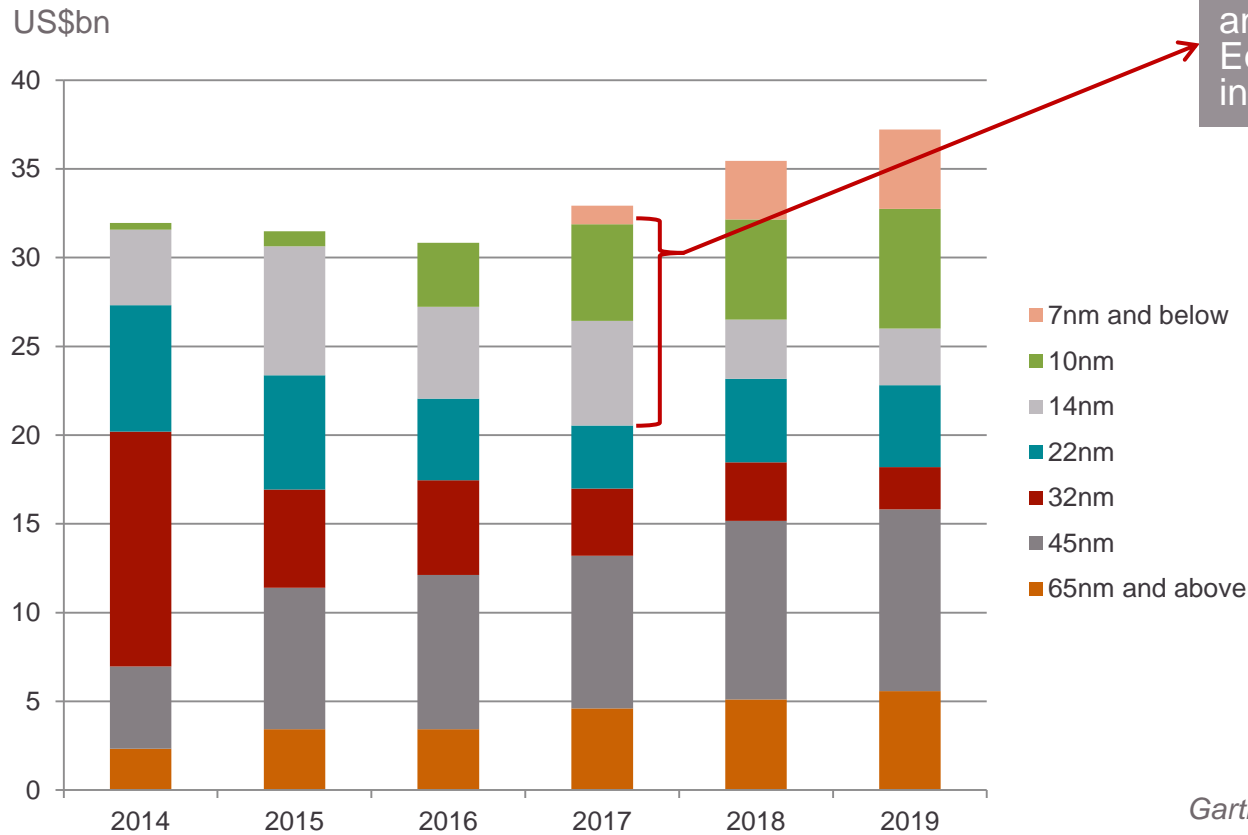
## SEMICONDUCTOR SALES BY KEY APPLICATION



Source: Gartner, April 2016

- > Semiconductor drivers are mobile devices, but long term growth rate is slowing
- > New semi growth drivers are solid state drives, servers, automotive and IoT

# WAFER FAB EQUIPMENT SPENDING BY NODE



Share of 14nm, 10nm and 7nm of total Equipment spending increasing in 2016-2018

**Advanced nodes: market segments with high expected growth**



## › 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, ability to deposit new materials
- Device scaling, new materials and 3D architectures drive increased demand for ALD

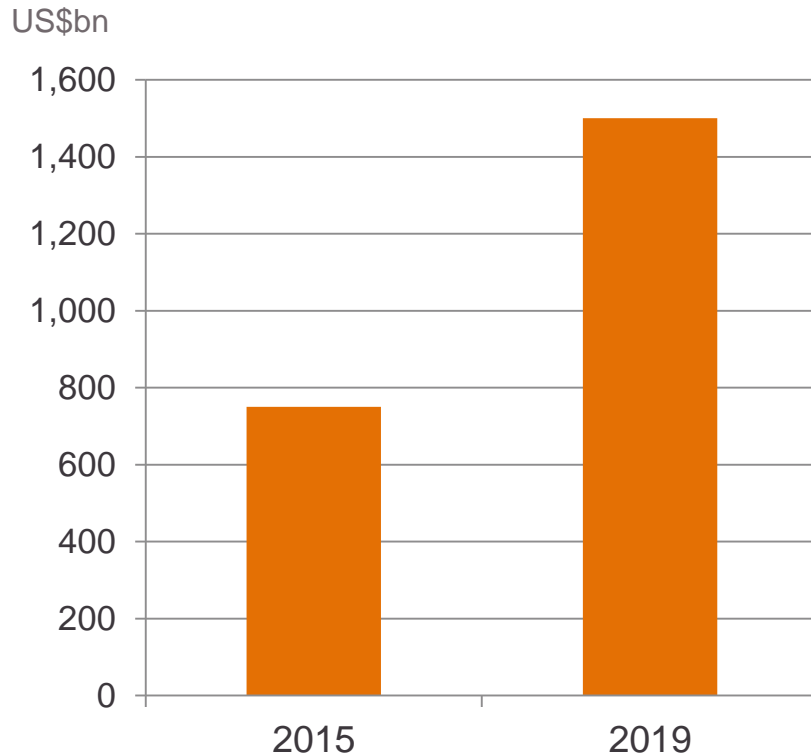
## › ASMI has leading positions in ALD

- Leadership positions in ALD for high-k metal gate applications as well as for spacer defined multiple patterning and for new applications
- ALD business accounted for clearly more than half of ASM's equipment revenue in 2015

## › Strong market outlook ALD

- Drivers are further deployment of ALD in volume manufacturing, new applications and process steps
- The CAGR '15-'19 of the ALD segment is highest within the deposition equipment market

## ALD MARKET SINGLE WAFER / MINIBATCH



### > Long term growth 2015-2019

- Single wafer ALD market ~\$750m in 2015
- Expected to double to approximately ~\$1.5bn in the next 3-4 years

### > Key market growth drivers

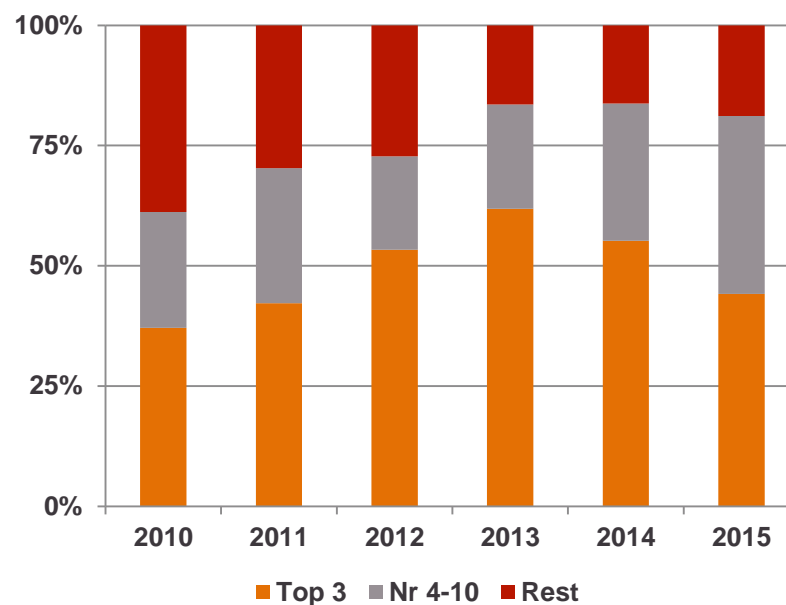
- In Logic/Foundry a strong rise in the number of ALD steps going from 16/14nm to 10/7nm: new patterning steps, next generation high-k/metal gates and new applications for advanced FinFET devices
- In Memory new films for 3D NAND devices and advanced patterning layers & non-patterning films for DRAM

Source: ASMI, Gartner, VLSI, April 2016

- › **Focused player, differentiated technologies**
- › **Track record of innovation**
- › **Global network, streamlined operations**
- › **Leadership in ALD**
  - Developing ALD technology since 1999
  - Leading market share in ALD
- › **Close cooperation with the leading IC manufacturers**
- › **Strong IP portfolio**

- › Engaged with all of the top-10 semiconductor capital equipment spenders
- › Diversification of customer base from Logic to Memory and Foundries
- › Strong momentum with customers beyond the traditional top-3

## ASMI revenue



**Growing share of wallet with top clients**

## › Strong momentum ALD

- ALD further established as mainstream enabling technology
- Bookings and revenue continued to be driven by ALD

## › 2016 started with healthy order momentum

- Revenue in Q1 decreased 2% sequentially, but order intake increased 21%
- Gross margin relatively stable at 43.9%, EBIT margin at 13.2%

## › Shareholder remuneration

- Started a second consecutive EUR 100m share buyback program last November, completed for approximately 60% on June 10, 2016
- Returned EUR 116m in share buybacks and dividend in 2015 (2014: EUR 61m)
- 17% higher dividend of EUR 0.70 per share paid in 2016

## › Intel's Preferred Quality Supplier award

- On March 10, 2016, ASMI was awarded as one of 26 companies with Intel's Preferred Quality Supplier (PQS) award for performance in 2015

# ASMPT RESULTS

	Q1 2015	Q4 2015	Q1 2016	2014	2015
Sales ASMPT (HK\$m)	3,056	2,928	2,862	14,229	12,977
Net profit ASMPT excluding one-offs (EURm, 100% based)	36	10	16	179	120
Result from investments (including ASMI's 40% share of ASMPT net profit)	13.0	1.6	6.3	61.9	43.2
Amortization intangible assets resulting from the sale of the 12% stake of ASMPT	<u>(6.6)</u>	<u>(7.1)</u>	<u>(6.8)</u>	<u>(22.5)</u>	<u>(27.2)</u>
Result from investments	6.4	(5.5)	(0.5)	39.4	16.0

- › As of 15 March 2013, our share of approximately 40% of ASMPT's net earnings is included in 'result from investments'
- › Amortization intangible assets resulting from the sale of the 12% stake in ASMPT is expected to remain stable in 2016, on a currency comparable basis

# FINANCIAL OVERVIEW - IFRS

# Q1 2016 HIGHLIGHTS

- › Revenues down 2% q-o-q and down 12% y-o-y
- › Bookings up 21% q-o-q and up 3% y-o-y. Book-to-bill ratio of 1.2
- › Q1 backlog of EUR 147m, up from EUR 128m at the end of Q4 2015
- › EBIT margin of 13.2% compared to 2.7% in Q4 2015 and 19.2% in Q1 2015
- › EBIT in Q4 2015 included impairments of EUR 16m of which EUR 13m write-off of remaining 450mm assets
- › Free cash flow of EUR 5m in Q1 2016
- › Normalized net earnings\* of EUR 12m in Q1 2016, down from EUR 18m in Q4 2015 and EUR 68m in Q1 2015
- › Normalized net earnings were impacted by translation differences in financial results (negative EUR 11m in Q1 2016, but positive EUR 6m in Q4 and EUR 28m in Q1 2015) and one-off tax benefits of EUR 5m in Q4

*\* excl. amortization intangible assets resulting from the sale of the 12% stake of ASMPT*



Based upon the current backlog and our current visibility:

For Q2 we expect sales between €130-€140 million, while we expect an order intake of €145-€165 million, both on a currency comparable level.

Based upon the current visibility, we expect a much stronger second half as compared to the first half of 2016.

# NET EARNINGS Q1 – IFRS

EUR million	Q1 2015	Q4 2015	Q1 2016	Q1 2016 vs Q4 2015	Q1 2016 vs Q1 2015
New orders	158.3	135.4	163.8	21%	3%
Backlog	190.2	127.8	146.8	15%	(23)%
Book-to-bill	1.0	0.9	1.2		
Net sales	162.0	144.7	142.4	(2)%	(12)%
Gross profit	69.6	64.8	62.5	(4)%	(11)%
Gross profit margin %	43.1%	44.8%	43.9%		
Selling, general and administrative expenses	(21.3)	(23.0)	(22.5)	(2)%	6%
Research and development expenses	(17.5)	(36.9)	(20.8)	(44)%	19%
Restructuring expenses	-	(0.9)	(0.5)	n/a	n/a
Operating result	31.1	4.0	18.8	14.8	(12.3)
Operating margin %	19.2%	2.7%	13.2%		
Financing costs	28.1	5.8	(11.2)	(17.0)	(39.3)
Income tax	(3.8)	6.5	(1.7)	(8.2)	2.1
Result from investments	13.0	1.6	6.3	4.7	(6.8)
Amortization intangible assets resulting from the sale of the 12% stake of ASMPT	(6.6)	(7.1)	(6.8)	0.2	(0.2)
Net earnings	61.8	10.8	5.4	(5.5)	(56.5)
Normalized net earnings (excl. amortization intangible assets resulting from the sale of the 12% stake of ASMPT)	68.4	17.9	12.2	(5.7)	(56.3)
Normalized net earnings per share, diluted	€1.08	€0.28	€0.20	€(0.08)	€(0.88)

# R&D EXPENDITURE

EUR million	Q1 2015	Q4 2015	Q1 2016
R&D expenditure	(20.4)	(25.0)	(23.8)
Capitalized development expenditure	6.2	5.4	7.1
Amortization capitalized development expenditure	(3.3)	(1.2)	(4.1)
Impairment capitalized development expenditure	-	(16.2)	-
<b>R&amp;D expenses</b>	<b>(17.5)</b>	<b>(36.9)</b>	<b>(20.8)</b>

- › Impairment capitalized development expenditure in Q4 2015 included EUR 13m for the write off of the remaining 450mm assets
- › Amortization capitalized development expenditure in Q4 2015 included a harmonization of EUR 2.5m which decreased the amortization amount

# CASH FLOW

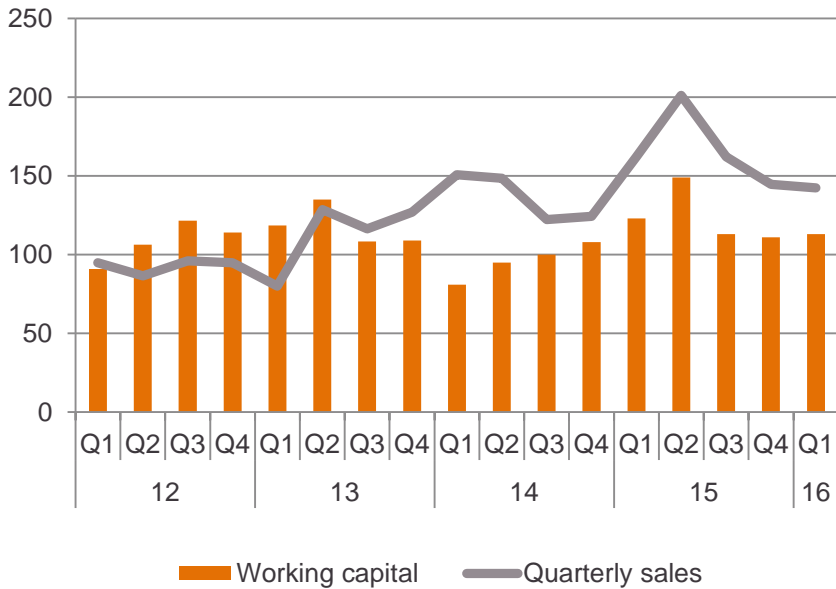
EUR million	Q1 2015	Q4 2015	Q1 2016
Normalized net earnings	68.4	17.9	12.2
Depreciation and amortization	9.2	24.3	11.8
Result from investments	(13.0)	(1.6)	(6.3)
Other adjustments	(22.0)	(5.3)	10.1
Change in working capital	(0.1)	4.3	(8.6)
Net cash from operating activities	42.6	39.5	19.0
Capital expenditure	(7.7)	(10.8)	(5.4)
Capitalized development expenditure	(6.2)	(5.4)	(7.1)
Dividend received from investments	-	-	-
Other	(0.4)	(1.0)	(1.2)
Net cash from investing activities	(14.4)	(17.3)	(13.7)
Dividend paid and capital repaid to ASMI shareholders	-	-	-
Share buyback	(30.6)	(8.4)	(32.1)
Other	6.2	0.5	8.3
Net cash from financing activities	(24.5)	(7.9)	(23.8)

# BALANCE SHEET

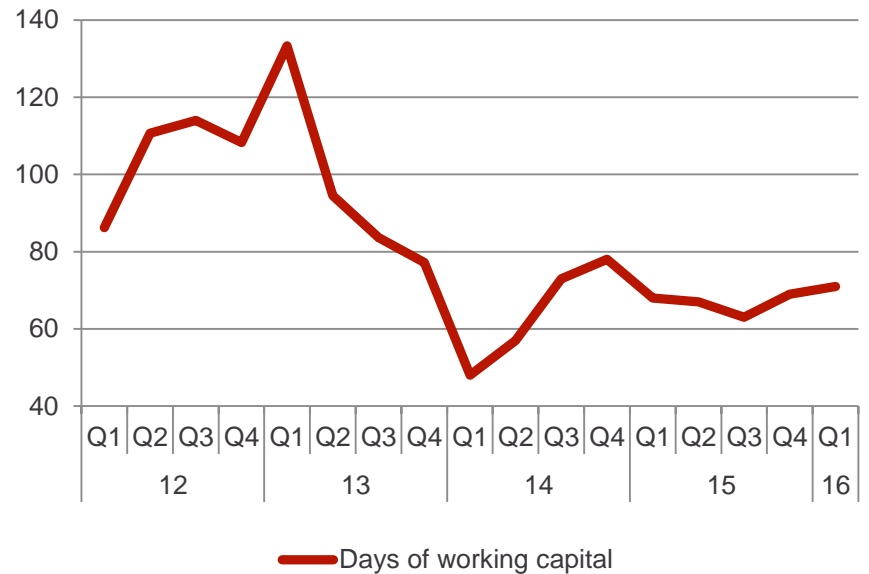
EUR million	Dec 31, 2015	Mar 31, 2016
Cash and cash equivalents	447	416
Accounts receivable	90	100
Inventories	114	109
Other current assets	19	22
Investments and associates	1,181	1,134
Property, plant and equipment	92	91
Capitalized development costs	73	75
Other non-current assets	60	62
<b>Total Assets</b>	<b>2,076</b>	<b>2,010</b>
Accounts payable	54	59
Short-term debt	-	-
Other current liabilities	61	59
Long-term debt	-	-
Other non-current liabilities	13	13
Equity	1,948	1,880
<b>Total Liabilities and Equity</b>	<b>2,076</b>	<b>2,010</b>

# WORKING CAPITAL

EUR million

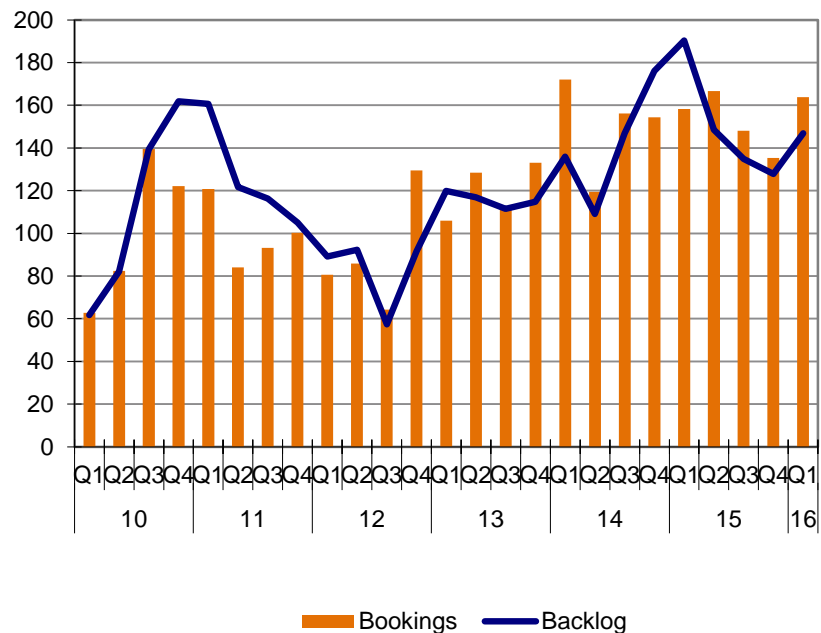


Days

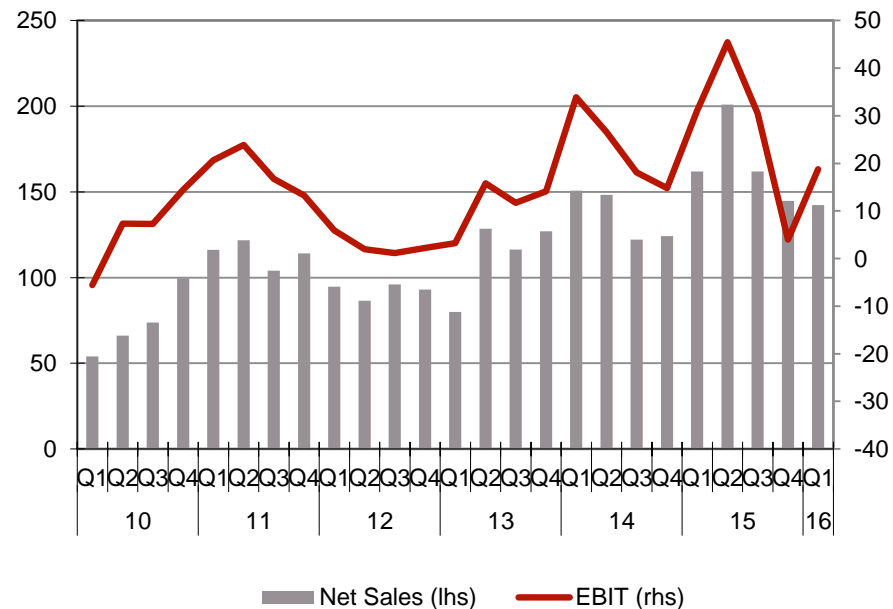


# HISTORICAL DEVELOPMENT

EUR million



EUR million



# CHANGE TO IFRS REPORTING IN 2016

- › On February 23, 2016, ASMI announced that as of 2016 it will report results based on IFRS instead of US GAAP.
- › The main difference is in R&D expenses. Under IFRS R&D costs are expensed as incurred, while under US GAAP those development costs that meet certain criteria are capitalized. Amortization and impairment, if applicable, of capitalized development costs is included in the R&D expenses.
- › In 2015, R&D expenses amounted to EUR 90m under IFRS and EUR 95m under US GAAP. The difference in R&D expenses is also the main explanation for the difference between the operating and net result in 2015 under IFRS and US GAAP.
- › Excluding the impairment of the remaining 450mm assets (EUR 3m under US GAAP and EUR 13m under IFRS) the R&D expenses in 2015 amounted to EUR 92 million under US GAAP and EUR 77 million under IFRS.
- › During 2016 comparable results based on US GAAP will be presented, as from 2017 only results based on IFRS will be reported.
- › More information can be found in the Q4 2015 and Q1 2016 earnings report, the Statutory annual report 2015, and on our website [www.asm.com](http://www.asm.com).



# COMPARABLE RESULTS US GAAP



EUR million	Q1 2015	Q4 2015	Q1 2016	Q1 2016 vs Q4 2015	Q1 2016 vs Q1 2015
Net sales	162.0	144.7	142.4	(2)%	(12)%
Gross profit	70.1	64.8	62.4	(4)%	(11)%
Gross profit margin %	43.3%	44.8%	43.8%		
Selling, general and administrative expenses	(21.3)	(23.0)	(22.5)	(2)%	6%
Research and development expenses	(20.4)	(28.3)	(23.8)	(16)%	17%
Restructuring expenses	-	(0.9)	(0.5)	n/a	n/a
Operating result	28.5	12.5	15.6	3.1	(12.9)
Operating margin %	17.6%	8.7%	11.0%		
Financing costs	28.1	5.7	(11.3)	(17.0)	(39.4)
Income tax	(3.3)	5.0	(1.2)	(6.2)	2.1
Result from investments	13.4	2.2	6.3	4.1	(7.1)
Amortization intangible assets resulting from the sale of the 12% stake of ASMPT	(6.6)	(7.1)	(6.8)	0.3	(0.2)
Net earnings	60.0	18.4	2.6	(15.8)	(57.4)
Normalized net earnings (excl. amortization intangible assets resulting from the sale of the 12% stake of ASMPT)	66.6	25.4	9.4	(16.0)	(57.2)
Normalized net earnings per share, diluted	€1.03	€0.40	€0.16	€(0.24)	€(0.87)

