

## **Preliminary Financial Figures 2015**

**February 1, 2016** 

## Preliminary, unaudited figures FY 2015: Highlights

Sales	Sales of 931 mn EUR (2014: adjusted* 853 mn EUR) Growth of 9%			
EBITDA	124 mn EUR (2014: adjusted* 118 mn EUR), Without negative FX effects** EBITDA would have been 170 mn EUR			
Margin	EBITDA margin of 13% (2014: adjusted* 14%) Without negative FX effects** EBITDA margin would have been 18%			
EBIT	positive at 3 mn EUR (2014: adjusted* -32 mn EUR)			
Cost Savings	around 45 mn EUR realised (guidance fully achieved: 75% of 2014 cost savings of around EUR 55 million)			
Investments***	75 mn EUR (2014: adjusted* 41 mn EUR), mainly in enhanced capabilities			
Free Cash Flow	37 mn EUR (2014: 87 mn EUR): closed some USD forwards at 1.10 and settled negative values in cash; P&L impact at original maturity in 2016			
Net Cash	156 mn EUR (2014: net debt of 25 mn EUR)			

<sup>\*</sup>adjusted for consolidation effects resulting from acquisition of Siltronic Silicon Wafer Pte.Ltd., Singapur

<sup>\*\*\*</sup> without investment in financial assets



<sup>\*\*</sup>other operating income and expenses influenced by FX effects, mainly due to hedging In 2015, FX effects added up to expenses of 46 mn EUR.

# FY sales development driven by higher wafer volumes and strong USD

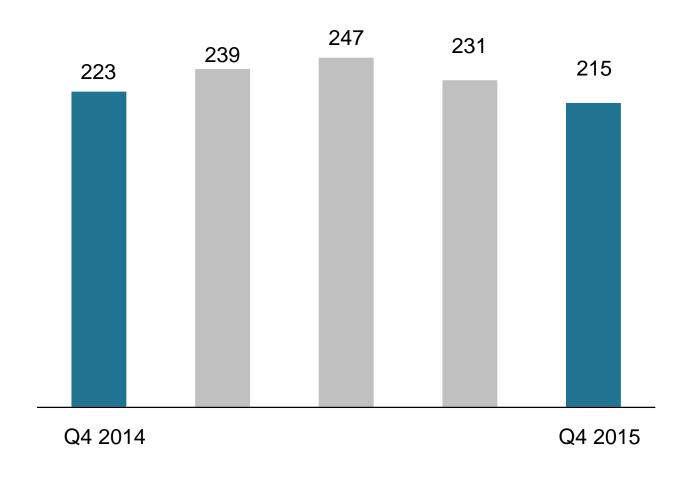
#### in nm EUR

Sales	2014	2015	Change	Change in %
Q1	204	239	+36	+17
Q2	210	247	+37	+17
Q3	216	231	+15	+7
Q4	223	215	-8	-4
FY	853	931	+78	+9



# Q4 sales impacted by lower volumes and price decreases in invoice currency





#### **Comments**

- Volumes FY 2015 up y-o-y
- Volumes Q4 decreased y-o-y as well as compared to previous quarters
- Prices decreased q-o-q in contract currency
- Prices y-o-y up in EUR due to stronger USD

## **EBITDA** impacted by FX due to hedging

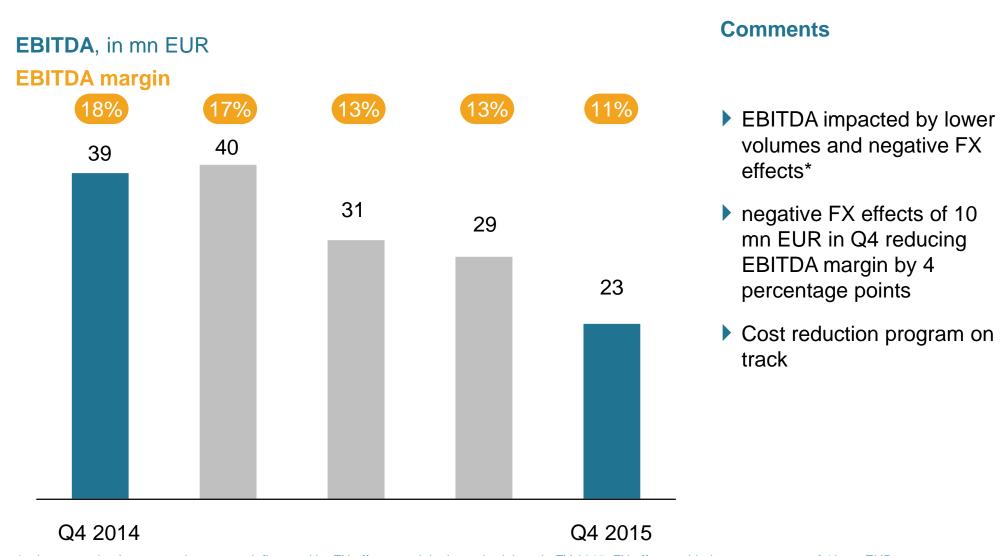
### in nm EUR

2015	EBITDA reported	EBITDA margin	Expenses (FX & hedging*)	EBITDA excl. FX & hedging	EBITDA margin excl. FX & hedging
Q1	40	17%	-2	42	18%
Q2	32	13%	-18	50	20%
Q3	29	13%	-16	45	19%
Q4	23	11%	-10	33	15%
FY	124	13%	-46	170	18%



<sup>\*</sup> other operating income and expenses influenced by FX effects, mainly due to hedging . In 2015, FX effects added up to expenses of 46 mn EUR.

## EBITDA margin q-o-q impacted by lower volume and hedging



<sup>\*</sup> other operating income and expenses influenced by FX effects, mainly due to hedging . In FY 2015, FX effects added up to expenses of 46 mn EUR.



## Slow pace of Q4 carries into Q1 2016

#### Q4 2015 Comments

- Lower sales volume driven by inventory adjustments in the value chain, price pressure in USD and some unfavorable product mix
- Cost roadmap on track
- EBITDA margin excluding hedging and FX effects\* at 15%

## 2016 Challenges and Opportunities

- Inventory adjustments in the value chain seem to be done
- Customers expect moderate demand in Q1 2016
- Ongoing price pressure in contract currency expected for H1 2016
- Cost roadmap on track: savings of 30 to 35 mn EUR expected in FY 2016
- negative FX effects of around 10 to 15 mn EUR expected in 2016 (if USD/EUR at 1.10); the majority to be recognized in Q1 2016

<sup>\*</sup> other operating income and expenses influenced by FX effects, mainly due to hedging. In Q4 2015, FX effects added up to expenses of 10 mn EUR.



## **Issuer, Contact and Additional Information**

#### **Issuer and Contact**

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#### **Additional Information**

ISIN: DE000WAF3001

WKN: WAF300

Deutsche Börse: WAF

Listing: Frankfurt Stock Exchange

**Prime Standard** 

### **Financial Calendar**

Full Year 2015 Results: March 16, 2016

Q1 2016 Results: April 28, 2016

Annual Shareholder Meeting: May 12, 2016

Q2 2016 Results: July 28, 2016

Q3 2016 Results October 27, 2016





## **Disclaimer**

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