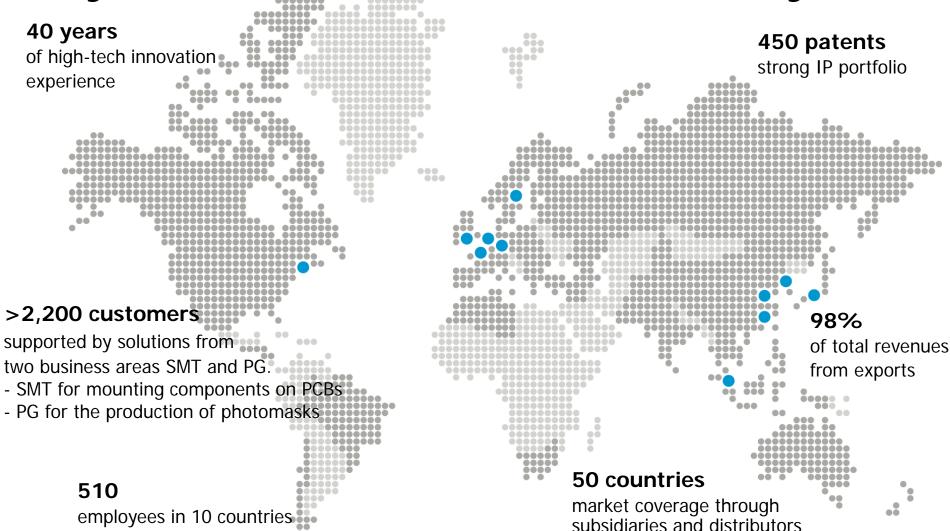


## Mycronic, Q2 2015

Lena Olving, President and CEO Per Ekstedt, CFO

## Mycronic in the electronics industry





subsidiaries and distributors

## **Key events January-June 2015**

### Marketplace

- The global SMT market recovered after 2 years decline and grew 22% in 2014
- In Q1 2015 the global SMT market grew 9%
- Historically high utilization of mask writers
- Products
  - Launch of new functionality for material handling and large PCB jet printing
  - Launch of Prexision-MMS
  - Participation in IPC APEX Expo (USA), Nepcon China, Productronica China, SMT Hybrid packaging (Germany) and Photomask Japan

#### Order intake/sales

- Order intake of 782 MSEK, an increase of 38%
- Increased order backlog to 896 MSEK
- Solid aftermarket business
- Orders received for four mask writers, one display replacement system and three FPS systems



## **Key events January-June 2015**

- H1 profitable
  - Increased sales 23%
  - Positive currency effects 86 MSEK on sales
  - Improved gross margin levels
  - Increased R&D activities
  - EBIT reached 27 MSEK, 5%
  - Strong cash flow and cash position



Mycronic at IPC APEX in January, 2015

### Corporate

- Sr VP R&D Johan Franzén in place from 23 March
- Sr VP General Manager PG Magnus Råberg relocated to Japan from June



## SMT – market update

### **General industry update**

- Electronics industry
  - Market grew 3.5% in 2014 with the strongest development in automotive and communications
  - Market estimated to grow with 3% in 2015 to 1,800 BUSD with strongest growth in automotive, communications and industrial
- Semiconductor market
  - Semiconductor market grew 10% in 2014
  - Market up 6% in Q1 2015 compared to Q1 2014
  - Market growth in 2015 is currently estimated at 5% to 353 BUSD
  - Some uncertainties regarding development of demand during rest of 2015 indicate possible downward adjustments

Source: Prismark June 2015



## SMT – market update

### **SMT** equipment market

- Positive development in the global SMT equipment market
  - SMT equipment grew 22% in 2014
  - Growth in Q1 2015 9% compared to Q1 2014
  - Growth in most parts of the world, including China
  - The SMT equipment market normally follows the semiconductor market with a delay of 2-3 quarters
- Mycronic SMT market performance
  - Order intake grew 23% in H1
  - Sales grew 25% in H1

Source: PROTEC MDC April 2015



## PG – market update

### Display photomask market

- The good market situation from 2014 has remained into 2015
  - Historically high utilization of the installed base of mask writers
  - Trend towards more complex and valuable photomasks
- Forecast for the period 2015-2018
  - The photomask volumes for display manufacturing are expected to grow by 4 percent annually
  - The turnover is expected to grow from USD 590 million to USD 630 million
- Mycronic market performance
  - Mycronic has received the first order for one replacement mask writer based on the replacement strategy

Source: IHS, January 2015



## PG – market update

### Multi purpose photomask market

- A broad market with many segments
  - Electronic packaging, touch screens and MEMS (Micro-Electro-Mechanical Systems) among others
  - Market estimated at 10-14 MUSD annually
- Mycronic market performance
  - Good conditions in several of the segments
  - Mycronic has received orders for 3 FPS systems in H1
  - Mycronic assesses that the company is gaining market share

Source: Mycronic



## Mycronic outlook

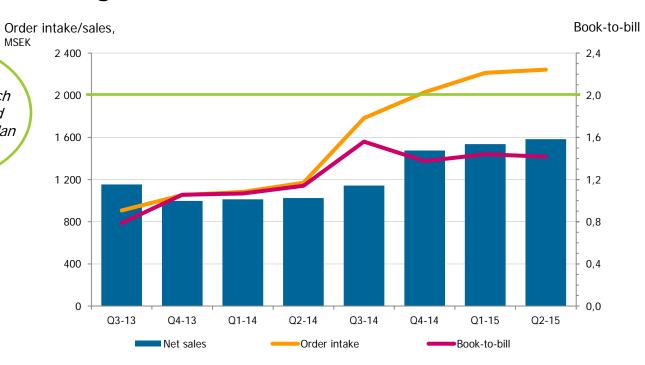
The board's assessment is that sales 2015 will be in the span of SEK 1,650-1,750 million.



### Order intake and net sales

### 4 quarters rolling

Long-term goal Net sales will reach 2 BSEK at the end of the business plan period.



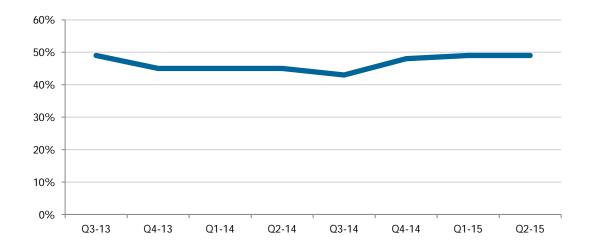
- SMT order intake increase 23% in H1 compared to H1 last year
- PG order intake include four mask writers; one mask writer replacing older machine for display applications and three FPS systems

- Order backlog all-time high at 896 (236) MSEK
- Positive currency effects on sales 86 MSEK



## **Gross margin**

### 4 quarters rolling



- Gross margin 47% (44%) in H1
- Improved gross margin levels due to higher sales and currency effects, but also charged with fixed costs



## **EBIT** margin

### 4 quarters rolling

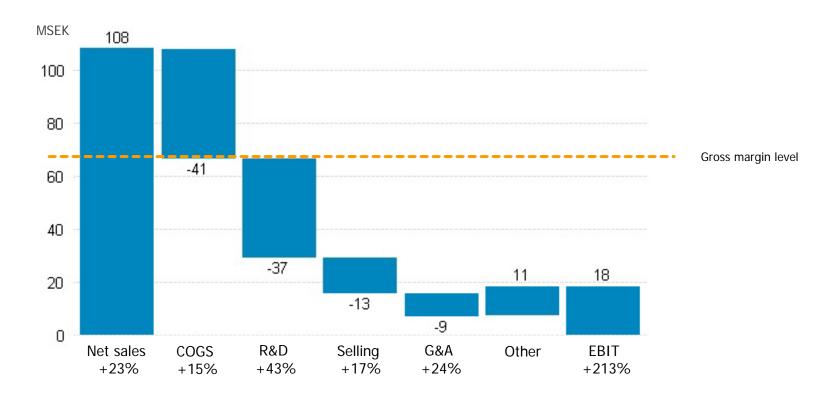


Long-term goal Over time EBIT will exceed 10 percent of net sales over a business cycle.

- EBIT margin 5% (2%) in H1 without mask writer system sales
- Increased product development and activities for future growth
- Positive EBIT for eight consecutive quarters
- EBIT positively affected by currency effects and sales volumes



## The "bridge" H1-15 vs H1-14



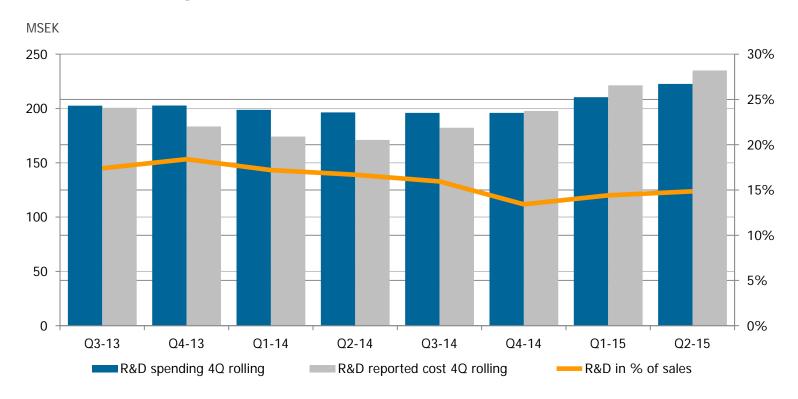
- Increased gross margin
- R&D spending 27 MSEK higher, mainly in SMT

- Selling costs increasing due to higher volumes
- Other income/expenses positive due to currency effects



### **R&D** costs

### 4 quarters rolling



- Increasing R&D activities, especially within SMT
- Product development of new Prexision-MMS
- No capitalization of R&D in H1 (11 MSEK)



# Summary by segment, Q2

	Q2 2015	Q2 2014	Rolling 4Q	FY 2014
SMT	191	177	834	756
PG	120	104	1,409	1,272
Order intake (MSEK)	311	281	2,243	2,028
SMT	75	66	75	66
PG	821	169	821	636
Order backlog (MSEK)	896	236	896	702
SMT	194	165	826	742
PG	91	73	757	733
Net sales (MSEK)	285	238	1,583	1,475
SMT	46	44	45	45
PG	50	47	53	52
Gross margin (%)	47	45	49	48
SMT	-5	5	4	7
PG	13	-2	35	31
EBIT margin (%)	0	2	19	19



# Summary by segment, H1

	H1 2015	H1 2014	Rolling 4Q	FY 2014
SMT	425	346	834	756
PG	358	221	1,409	1,272
Order intake (MSEK)	782	568	2,243	2,028
SMT	75	66	75	66
PG	821	169	821	636
Order backlog (MSEK)	896	236	896	702
SMT	416	332	826	742
PG	173	149	757	733
Net sales (MSEK)	589	481	1,583	1,475
SMT	45	44	45	45
PG	52	45	53	52
Gross margin (%)	47	44	49	48
SMT	0	6	4	7
PG	16	-6	35	31
EBIT margin (%)	5	2	19	19



## Cash flow, MSEK

	H1 2015	H1 2014	Rolling 4Q	FY 2014
Cash flow from operations	20	14	342	336
Change in working capital	175	50	208	82
Cash flow from operations a changes in working capital	fter 195	64	549	418
Investments in development	-	-11	-	-11
Other investments, net	-14	-2	-19	-7
Cash flow before financing activities	181	50	530	399
Financing	-392	0	-637	-245
Cash flow	-210	50	-106	154
Cash at end of period	455	546	455	661

Changes in working capital due to decrease in trade receivables and increase in advance payments from customers



Dividend of 392 MSEK was paid out in Q2

## Financial summary January-June 2015

### Positive development of order intake, sales and cash

- Order backlog all-time high at 896 MSEK
- Improved gross margin
  - Increased sales volumes
  - Positive currency effects
  - Negatively impacted by certain fixed costs
- EBIT at 27 (9) MSEK
  - Activities in product development at high pace
  - Investments in future growth, acquisitions and sales organization
- Continued strong cash flow and financial position even after dividend amounting to 392 MSEK was paid out



When passion meets innovation



