



MICRONIC MYDATA

Micronic Mydata

Q3, 2013

Lena Olving, President and CEO
Per Ekstedt, CFO

24 October, 2013



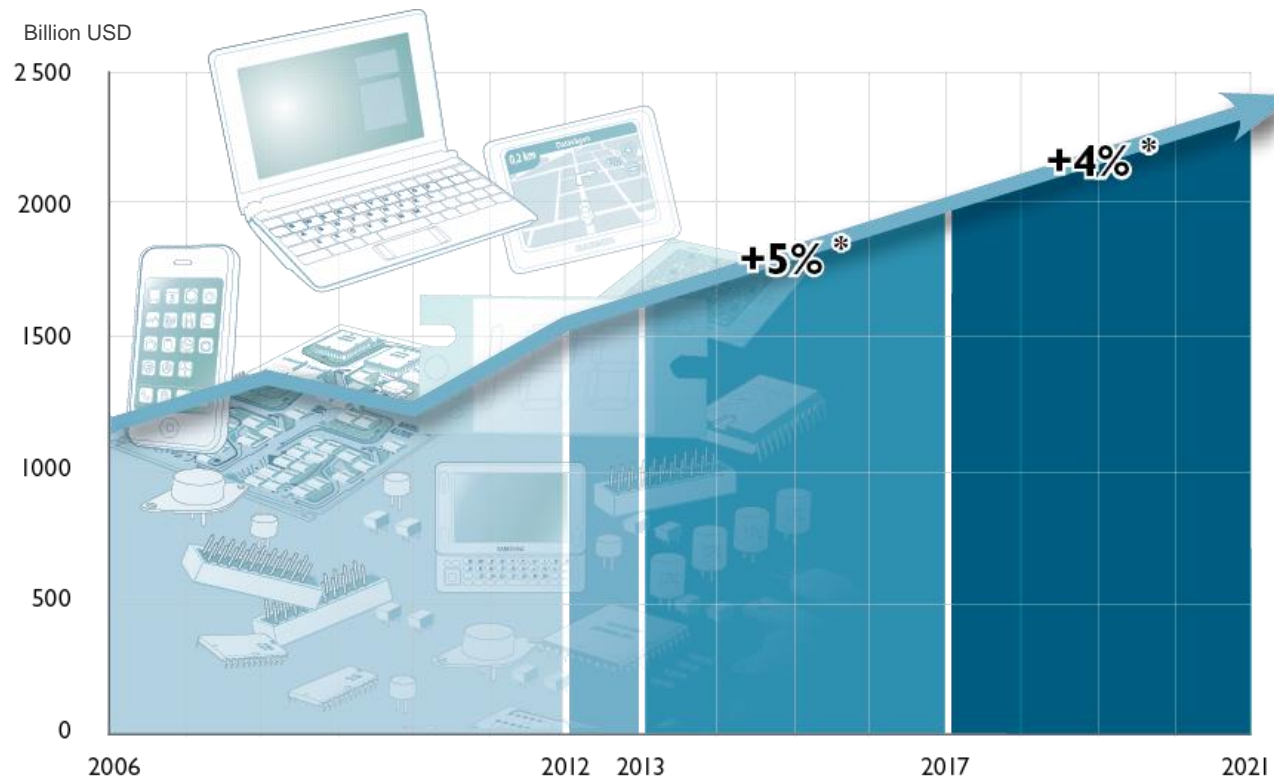
Agenda

- Brief company presentation
- Financial update Q3 and nine months, 2013
- Outlook
- Market update

Micronic Mydata operates in a growing market



- Electronics industry growth 1% in 2012
- Annual growth of 5% forecasted 2012 - 2017

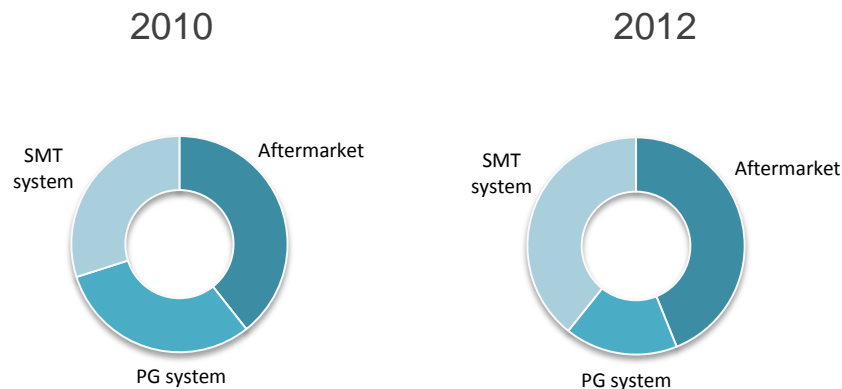




Production solutions to the electronics industry

- Two business areas:
 - Pattern Generators (PG)
 - Surface Mount Technology (SMT)
- Strong presence close to customers
- Listed on NASDAQ OMX Stockholm, market cap as of 30 September: SEK 1,327 million
- Revenues 2012: SEK 1,273 million
- 523 employees at end of September

Strategy for sustainable profitability



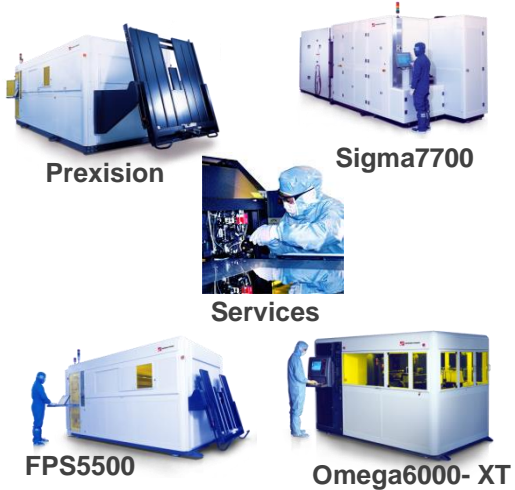
Micronic Mydata world-wide sales and support



Enabling consumer and industrial electronics



Mask writers



Direct writers



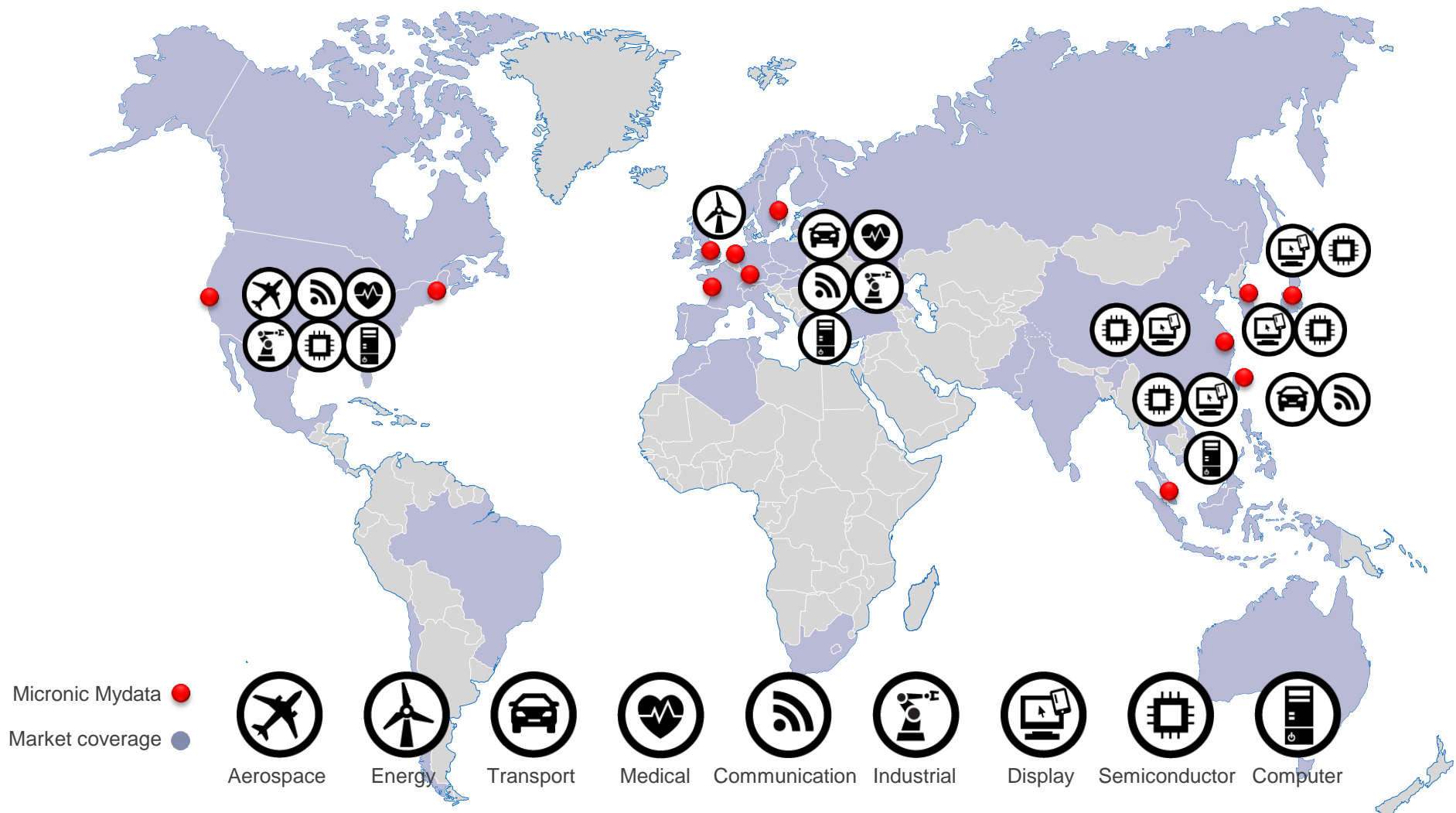
LDI 5sp

SMT Equipment





Micronic Mydata in the electronics market





Micronic Mydata in the electronics market

Domestic

R&D, manufacturing, sales, service, corporate, demo and application center

Employees	302
Revenue	2%
Purchases	75%

EMEA

Sales, service

Employees	58
Revenue	28%
Purchases	18%

Americas

Sales, service, demo and application center

Employees	53
Revenue	25%
Purchases	1%

Asia

Sales, service, demo and application center

Employees	110
Revenue	45%
Purchases	6%



Key events January-September 2013

- Weak system sales but continued stable aftermarket business
 - Order for an LDI tool received in January
 - Negative impact on sales and margins from FX effects
- Operating expenses reduced
 - As earlier communicated cost savings of 60 MSEK annually secured with full effect 2013
 - R&D spending reduced and shifted to SMT
- Lena Olving CEO from 15 July
- New outlook in Q2

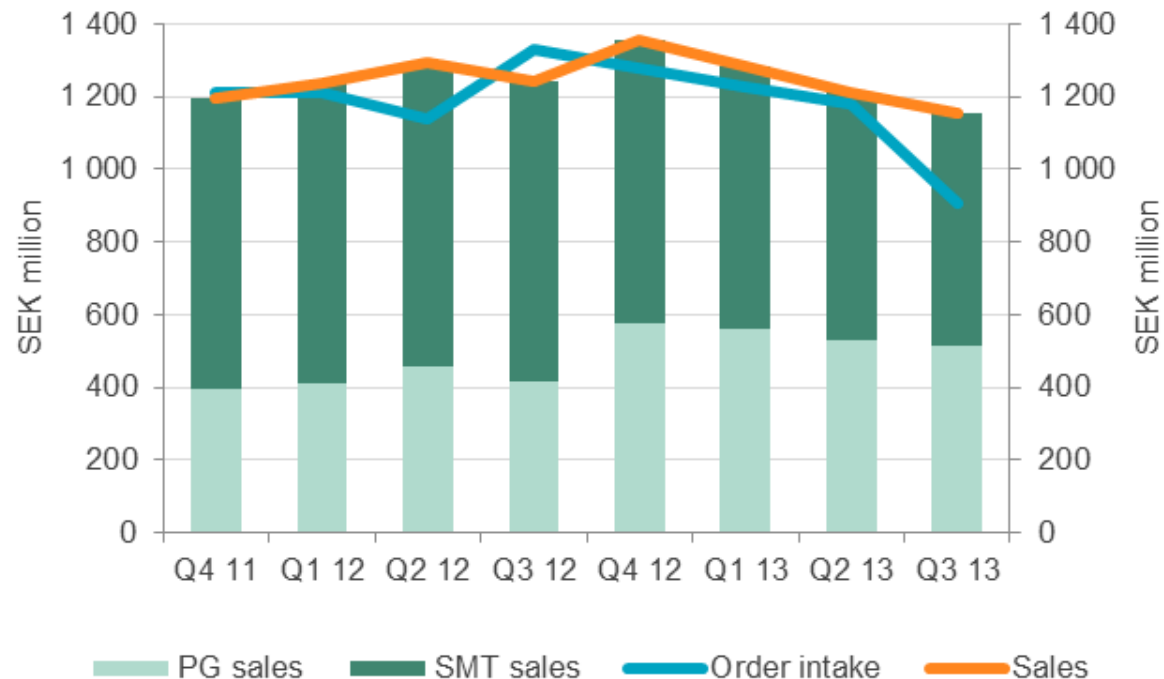


Events after interim period 2013

- The LDI order from January was cancelled by the customer due to the customer's decreased need for development capacity
- Technical requirements are currently developing at a slower pace than earlier assessed
- Difficult to predict when demand for direct writing production equipment will take off
- The cancellation does not affect our previously announced assessment in terms of future market needs



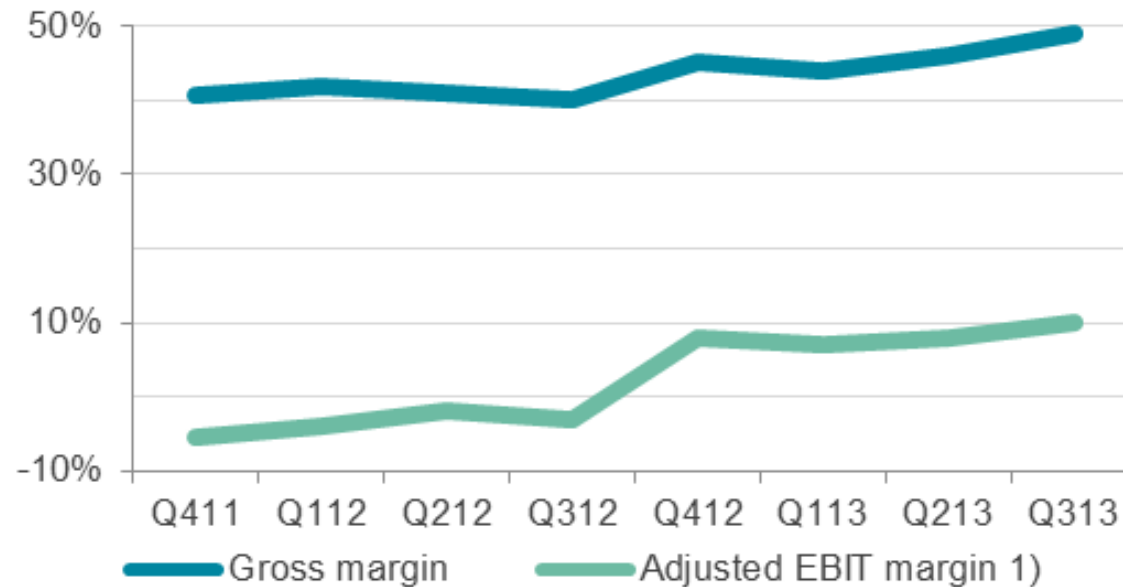
Order intake/net sales, 12 months rolling



- SMT order intake affected by weak macro economy
- Intermittent PG system order intake
- Order backlog MSEK 97 end of Q3
- SMT system sales affected by weak macro economy
- Intermittent PG system sales
- Aftermarket sales stable in local currency



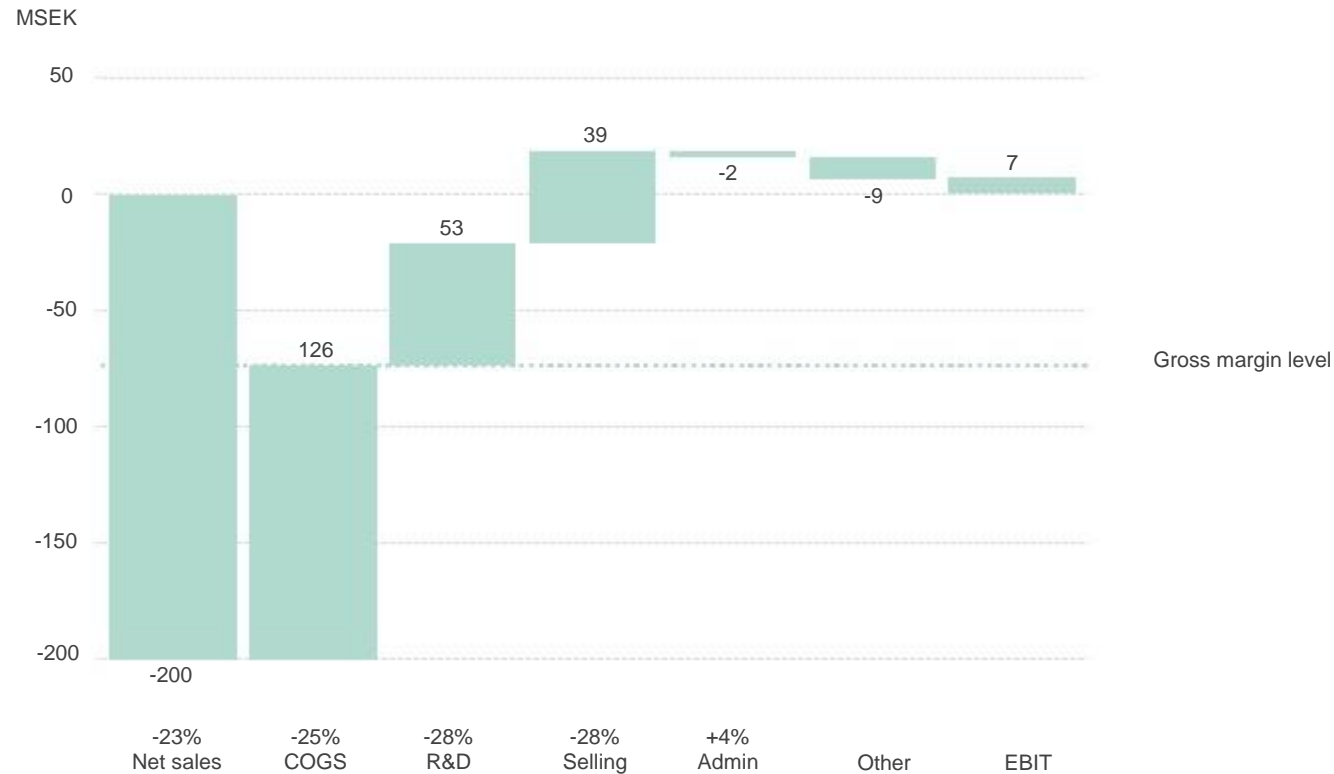
Margins, 12 months rolling



- Positive margin trend due to cost savings and product mix
- Negative FX-effects on sales 49 MSEK YTD 2013



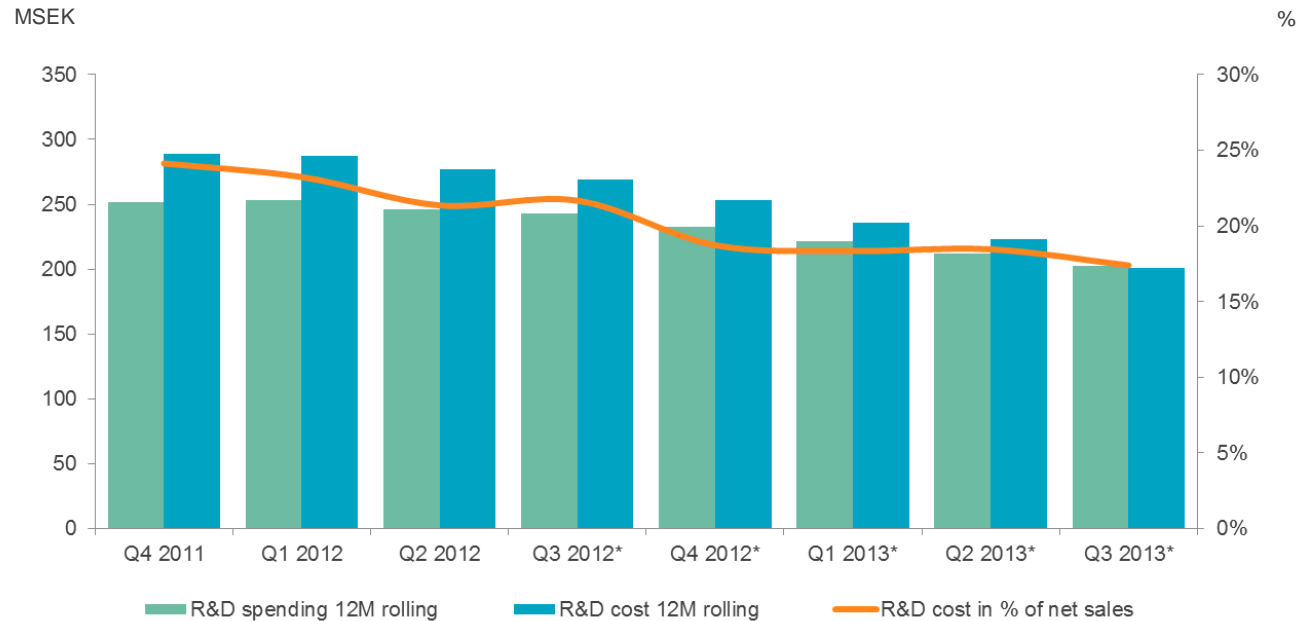
The "bridge" YTD 2013 vs 2012



- Lower sales and gross profit due to weak market and FX-effects
- Cost savings with full effect in R&D and selling shown in EBIT



R&D expenses, 12 months rolling



- Rolling 12 months R&D costs 17% (18%) of net sales
- R&D spending continue to decrease
- Higher focus on SMT product development

* Adjusted for non-recurring costs of 36 MSEK



Profit and loss by segment, MSEK

	YTD 2013	YTD 2012*	Rolling 12M*	FY 2012*
Net Sales				
Pattern generators	242	304	515	576
SMT equipment	430	569	639	778
Group net sales	672	873	1,154	1,354
Gross margin				
Pattern generators	49%	42%	57%	53%
SMT equipment	41%	43%	42%	43%
Group gross margin	44%	39%	49%	47%
EBIT				
Pattern generators	-5	-94	94	5
SMT equipment	0	79	30	108
Group EBIT	-10	-20	117	107

* Adjusted for non-recurring costs in FY2012



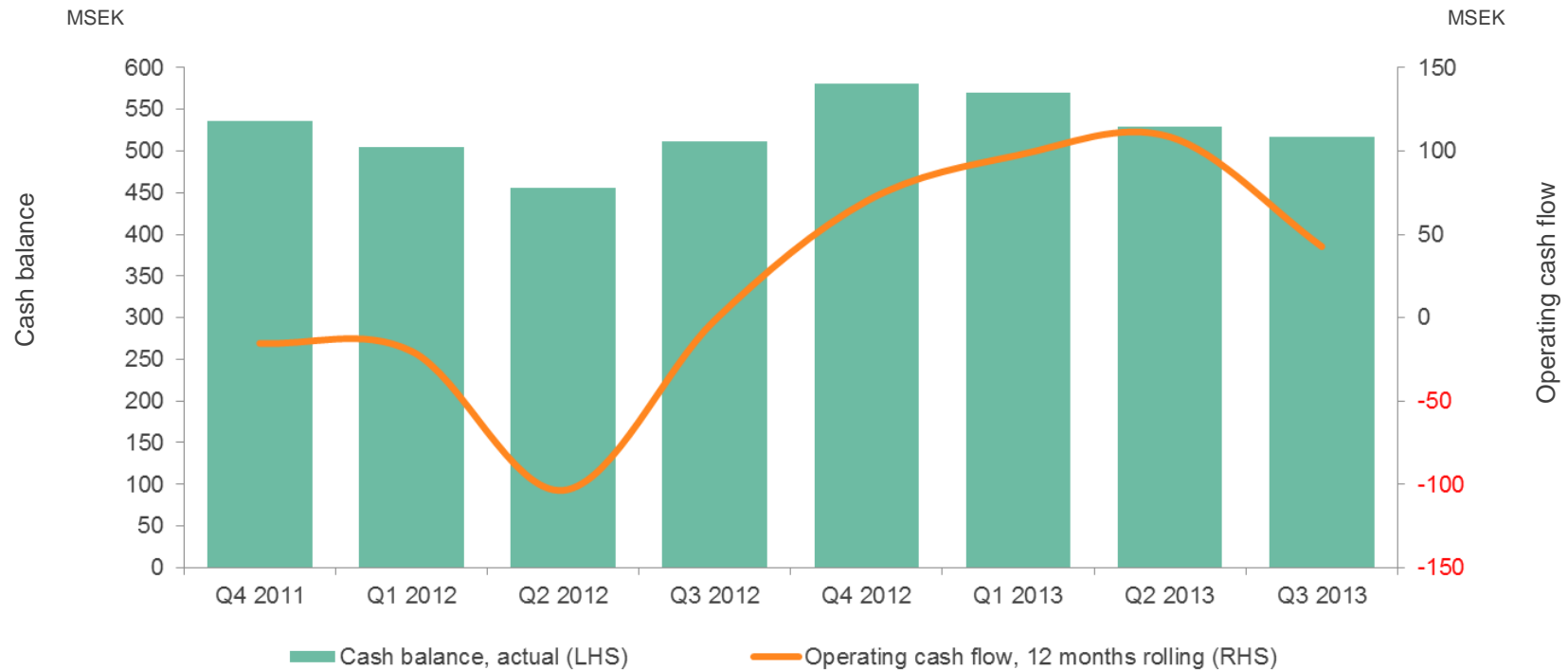
Profit and loss by segment, MSEK

	Q3 2013	Q3 2012*	Variance
Net Sales			
Pattern generators	82	99	-17%
SMT equipment	138	177	-22%
Group net sales	220	276	-20%
Gross margin			
Pattern generators	50%	33%	+17%
SMT equipment	43%	45%	-2%
Group gross margin	46%	41%	+5%
EBIT			
Pattern generators	1	-36	+103%
SMT equipment	9	26	-65%
Group EBIT	9	-12	+175%

* Adjusted for non-recurring costs in FY2012



Operating cash flow, 12 months rolling



- Q3 operating cash flow zero compared to MSEK -41 in Q2
- Strong financial position with cash balance of MSEK 517



Financial summary YTD September 2013

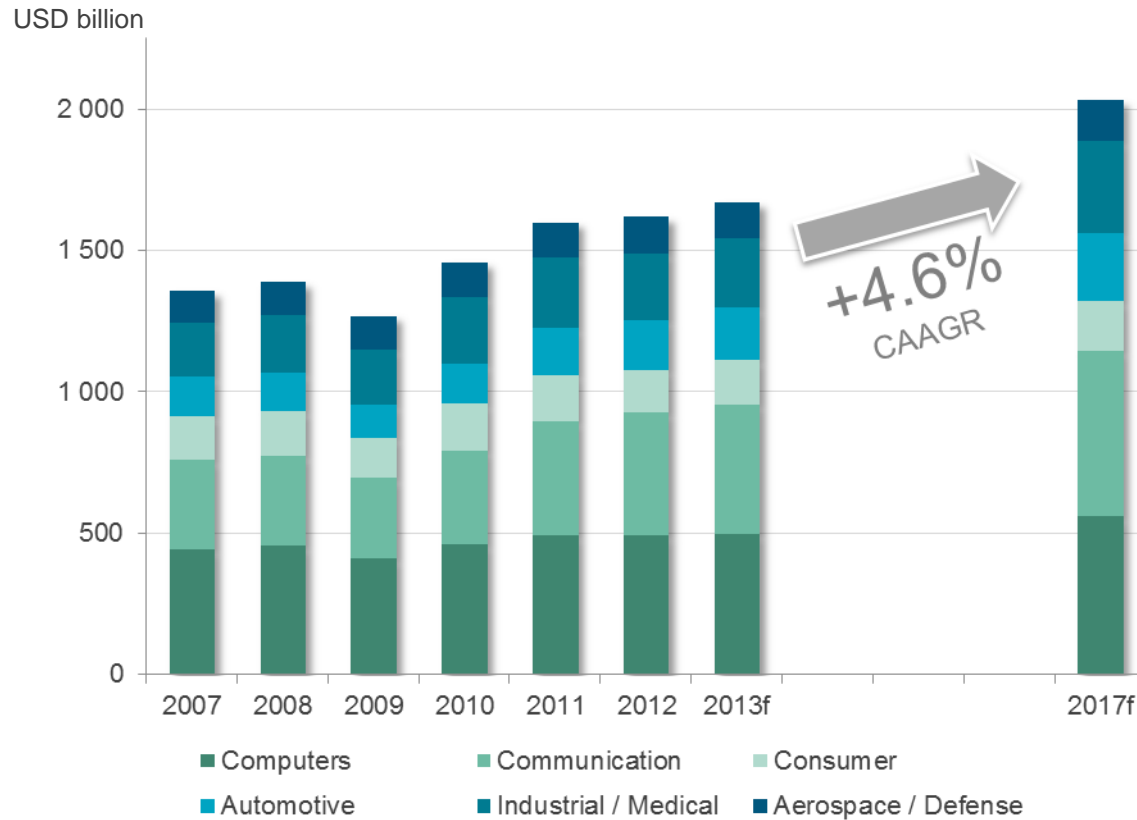
- SMT sales declined 24% Y/Y due to lower demand for SMT equipment
 - System sales low due weak macro economy on major markets
 - Aftermarket sales stable in local currency
- PG sales declined 20% Y/Y. No system sales and negative FX-effects
 - Aftermarket sales stable in local currency
- Improved gross profit
- Strong financial position with a net cash of MSEK 516
- Cost saving program H2 2012 accomplished with full effect in 2013
- R&D activities reduced and shifted towards SMT



SMT Equipment
Pick-and-place and
Jet printing solutions



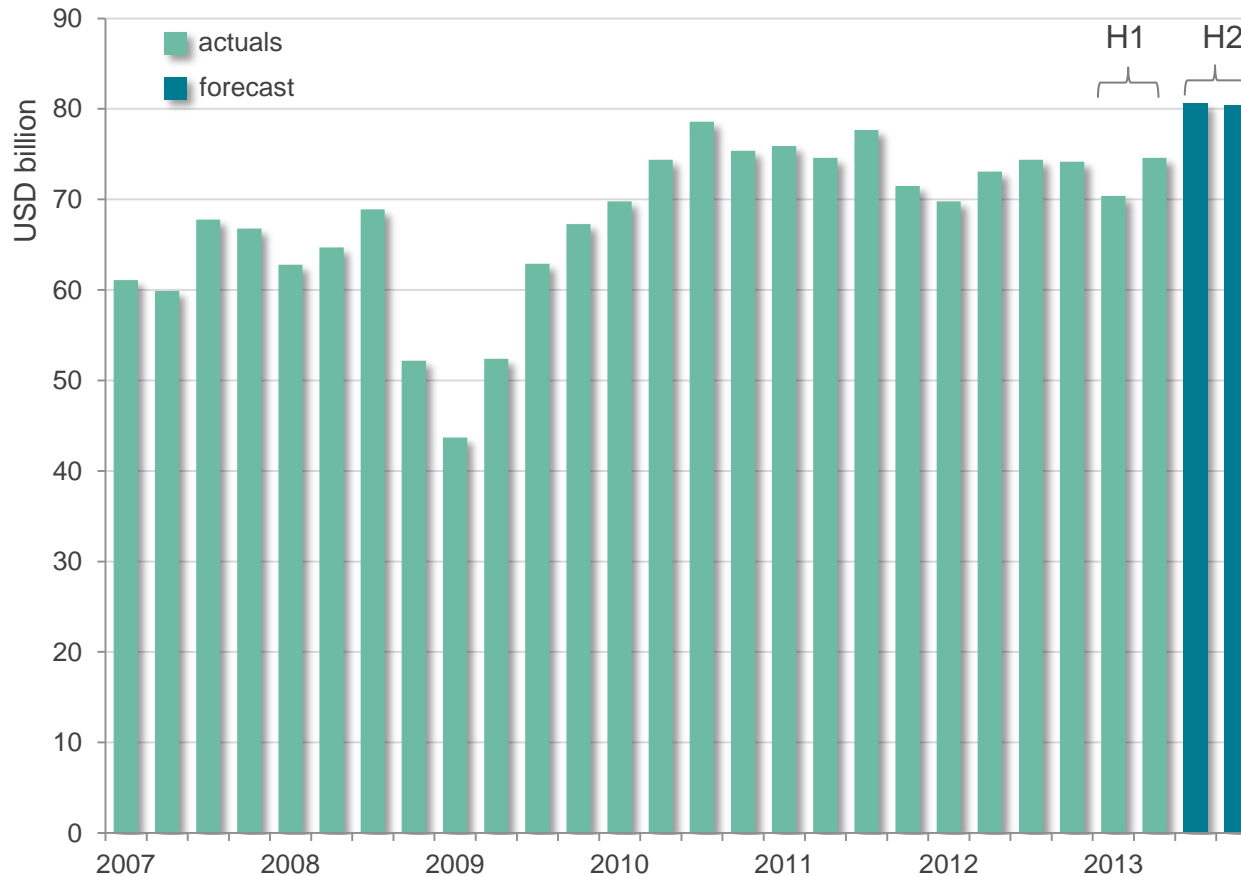
Electronics industry development



- Beginning of 2013* electronics systems growth was forecasted at 3% for full year to USD 1,671 billion
- Long-term annual growth of 4.6% 2012-2017 expected *
- A weak start however in H1 2013 from leading OEM companies, affected by weak Japanese yen



Semiconductor market development

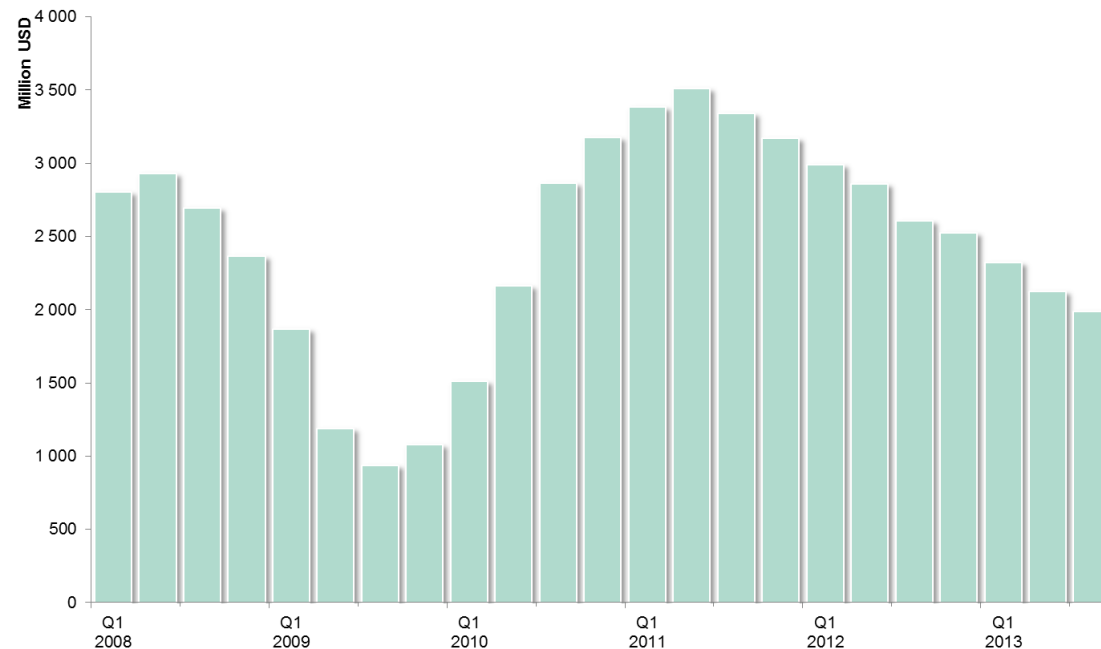


- Development in H1 2013 improved by 2% compared to same period previous year
- Outlook for 2013 indicates a growth of 5% Y/Y, skewed towards H2
- The market for SMT equipment normally follows semiconductor market with a delay of 2-3 quarters

SMT equipment market development



SMT equipment sales
rolling 4 quarters



- Demand YTD Q3 2013 declined 26% compared to 2012
- Forecasted semiconductor growth indicates a turn-around towards year end
- The market for SMT equipment normally follows semiconductor market with a delay of 2-3 quarters

SMT summary



Market summary

- Electronics industry expected to grow 3% 2013
- Semiconductor market expected to grow 5% 2013, skewed towards H2
- SMT assembly equipment declined 26% YTD 2013, expected turn-around towards year end



Effects on Micronic Mydata

- Weak demand YTD 2013 compared to 2012
- Market demand expected to pick up at year end 2013
- Interest in 'high-mix' equipment is increasing



Pattern Generators

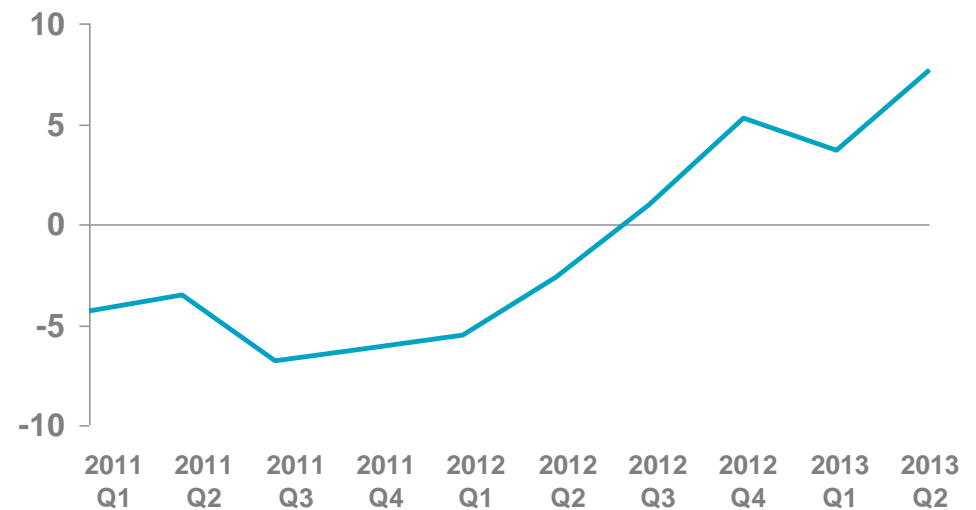
Mask writers and Direct writers



Display makers profitable

- Display makers profitable
 - High utilization
 - Reduced investment level
- Capacity build up in China
- Average profit margin expected to stay positive through 2013
- AMOLED TV receiving positive reviews

Average operating profit margin

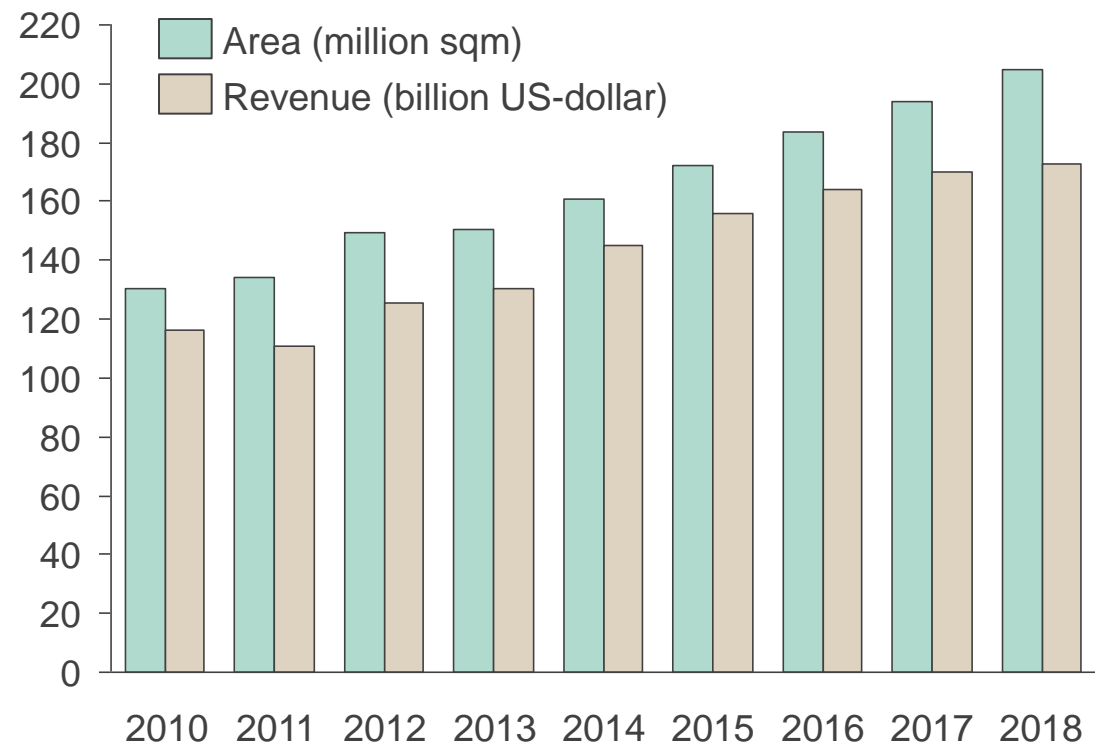




Display revenue and area continue to increase

- Mask writer utilization remain on record level
 - Growing volumes
 - Increasing complexity
- Mobile displays continue to gain share – a great variety of display types
- Display revenue and area expected to grow but at a slower pace

Total display revenue and area



Pattern generator – summary

Market summary

- Display and photomask volumes growing
- Mobile applications drive photomask volumes and system utilization



Effects on Micronic Mydata

- Trend towards more advanced display photomasks creates high-end capacity needs
- High utilization secures stable aftermarket sales



Micronic Mydata outlook

The company's earlier assessment, that sales in 2013 will reach approximately SEK 1,200 million, remains.

Via Della Conciliazione, 12 March, 2013

