






**AIXTRON**

***Q3/2023 Investor Presentation***

***Guido Pickert, VP Investor Relations***

-  **Q3/2023: AIXTRON Fully on Track for 2023 Growth Guidance**
  - Order intake in Q3/2023 at EUR 118m
  - Equipment order backlog with EUR 368m on last years level
  - SiC & GaN Power Electronics again biggest demand drivers
  - Recently introduced G10-GaN completes new product generation with outstanding success
  
-  **Q3/2023: Strong Quarterly Performance – Revenues, Profits and Margins significantly increased yoy**
  - Revenues up 86% yoy to EUR 165m
  - Gross Profit up 94% yoy; Gross Margin improved by 2pp to 46%
  - EBIT up 180% to EUR 45m; EBIT Margin improved to 27%; Net Profit more than doubled yoy
  
-  **FY/2023 Growth Guidance Confirmed<sup>1</sup>**
  - Order Intake: EUR 620m – 700m
  - Revenues: EUR 600m – 660m
  - Gross Margin: ~45%
  - EBIT Margin: 25% – 27%

## Consolidated Income Statement<sup>1</sup>

(EUR million)	9M/2023	9M/2022	+/- (%)	Q3/2023	Q3/2022	+/- (%)
<b>Revenues</b>	<b>415.7</b>	<b>279.9</b>	<b>49%</b>	<b>165.0</b>	<b>88.9</b>	<b>86%</b>
Cost of sales	234.9	166.9	41%	88.8	49.5	79%
<b>Gross profit</b>	<b>180.8</b>	<b>113.1</b>	<b>60%</b>	<b>76.2</b>	<b>39.3</b>	<b>94%</b>
<i>Gross margin</i>	<i>43%</i>	<i>40%</i>	<i>3pp</i>	<i>46%</i>	<i>44%</i>	<i>2pp</i>
Selling expenses	10.1	7.8	29%	3.4	2.7	26%
General & admin expenses	24.3	20.9	16%	7.8	7.1	10%
R&D	59.8	41.4	44%	20.8	14.0	49%
Net other operating income	(6.7)	(4.6)	46%	(1.1)	(0.7)	57%
<b>EBIT</b>	<b>93.4</b>	<b>47.6</b>	<b>96%</b>	<b>45.3</b>	<b>16.2</b>	<b>180%</b>
<i>EBIT margin</i>	<i>22%</i>	<i>17%</i>	<i>5pp</i>	<i>27%</i>	<i>18%</i>	<i>9pp</i>
<b>Net profit</b>	<b>83.5</b>	<b>50.2</b>	<b>66%</b>	<b>39.6</b>	<b>19.1</b>	<b>107%</b>

<sup>1</sup> Rounded figures; may not add up

# Consolidated Balance Sheet<sup>1</sup>



(EUR million)	30.09.23	30.06.23	31.12.22
Property, plant & equipment and leased assets	106.2	102.3	99.0
Goodwill	72.8	72.5	72.5
Other intangible assets	3.3	3.1	3.3
Others	36.6	36.2	35.0
<b>Non-current assets</b>	<b>218.9</b>	<b>214.2</b>	<b>209.7</b>
Inventories	380.5	332.8	223.6
Trade receivables	107.0	115.2	119.7
Others	27.0	29.3	24.5
Cash & cash deposits & investments	209.9	210.4	325.2
<b>Current assets</b>	<b>724.3</b>	<b>687.7</b>	<b>692.9</b>
<b>Equity</b>	<b>716.6</b>	<b>674.7</b>	<b>663.3</b>
<b>Non-current liabilities</b>	<b>7.7</b>	<b>7.8</b>	<b>10.0</b>
Trade payables	52.7	45.8	46.1
Contract liabilities for advance payment	125.5	139.3	141.2
Others	40.7	34.3	41.9
<b>Current liabilities</b>	<b>218.9</b>	<b>219.4</b>	<b>229.3</b>
<b>Balance sheet total</b>	<b>943.2</b>	<b>901.9</b>	<b>902.6</b>

<sup>1</sup> Rounded figures; may not add up

## Consolidated Statement of Cash Flows<sup>1,2</sup>

(EUR million)	9M/2023	9M/2022	Q3/2023	Q3/2022
<b>Net result</b>	<b>83.5</b>	<b>50.2</b>	<b>39.6</b>	<b>19.1</b>
Adjust for:				
Non-cash items	9.1	2.4	3.8	(1.9)
Changes in Working Capital	(158.2)	(15.4)	(38.5)	(16.4)
<b>Cash flow from operating activities</b>	<b>(65.6)</b>	<b>37.2</b>	<b>4.9</b>	<b>0.8</b>
Capital expenditures/disposals	(16.6)	(16.9)	(7.0)	(7.9)
<b>Free cash flow</b>	<b>(82.3)</b>	<b>20.4</b>	<b>(2.2)</b>	<b>(7.2)</b>
FX effects/other	(0.5)	1.9	0.9	0.8
<b>Cash &amp; cash deposits &amp; investments</b>	<b>209.9</b>	<b>339.2</b>	<b>209.9</b>	<b>339.2</b>

1

Rounded

figures;

may

not

add

up

2 Presentation of 2022 cash flow changed to include effects from valuation of investment funds in cash flow from operating activities

# Product Portfolio Renewal: Complete G10 Product Family Introduced



## G10-SiC



- 9x150mm (6") or 6x200mm (8")
- New hardware & process surpassing Single Wafer Reactor uniformities
- +50% productivity per fab area with large batch technology & small footprint
- **End Markets/Products:** EV inverters & charging infrastructure

## G10-GaN



- 8x150mm (6") or 5x200mm (8")
- 1<sup>st</sup> fully automated compact GaN MOCVD cluster designed 100% for Si Power fabs
- Novel hardware solution for unmatched barrier uniformities and device yields
- **End Markets/Products:** Power Electronics & Wireless communication

## G10-AsP



- 8x150mm (6") or 5x200mm (8")
- 1<sup>st</sup> fully automated AsP MOCVD system enabling 10x lower defect density
- Unmatched wavelength uniformity on all wafer sizes
- **End Markets/Products:** Micro LED, Optical Data communication, 3D-sensing & LiDAR

# AIXTRON – FY/2023 Growth Guidance Reiterated

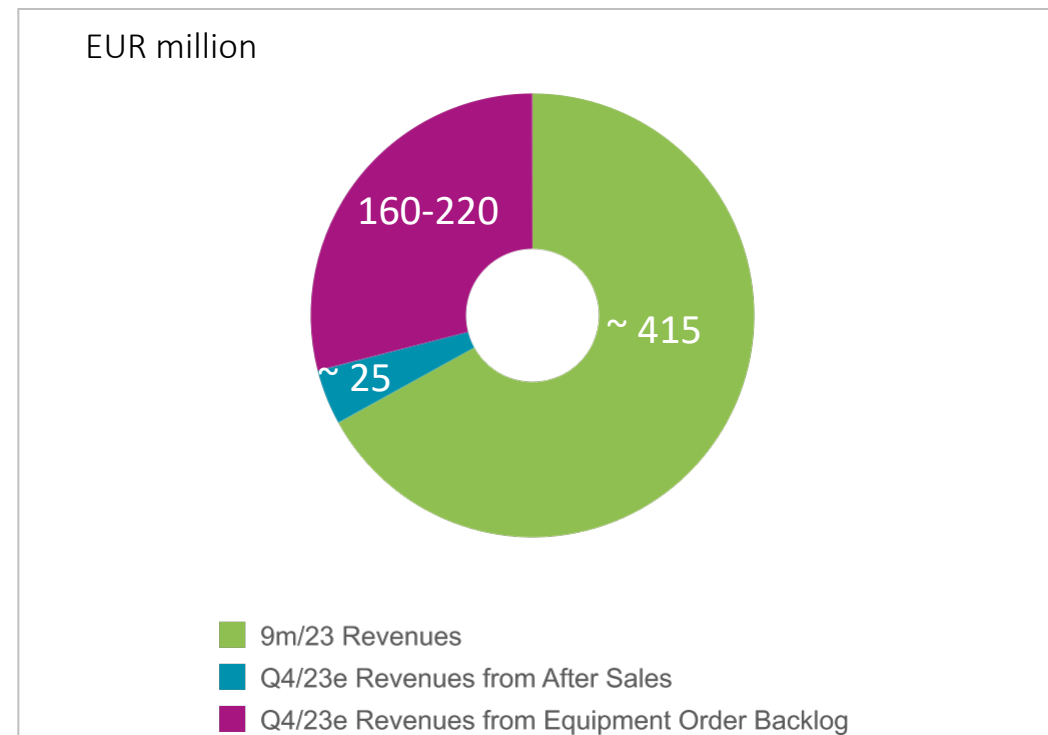


EUR million

## FY/2023 Guidance<sup>1</sup>

<b>Total Order Intake</b>	EUR 620m – 700m
<b>Revenues</b>	EUR 600m – 660m
<b>Gross Margin (%)</b>	Around 45%
<b>EBIT Margin (%)</b>	25% – 27%

## Revenue Guidance FY/2023



<sup>1</sup>: At \$1.15/€ Budget Rate for 2023; please refer to "Expected Results of Operations and Financial Position" in the AIXTRON 2022 Annual Report for further information

### Our Financial Reporting Dates:

<b>29 Feb. 2024</b>	<b>Q4/23 Results, Conference Call</b>
<b>25 April 2024</b>	<b>Q1/24 Results, Conference Call</b>
<b>15 May 2024</b>	<b>Annual General Meeting 2024, Aachen</b>
<b>25 July 2024</b>	<b>Q2/24 Results, Conference Call</b>
<b>31 Oct. 2024</b>	<b>Q3/24 Results, Conference Call</b>

### For further information please contact:

**Guido Pickert**  
Vice President  
Head of IR  
+49 (2407) 9030-444  
g.pickert@aixtron.com

**Christian Rottler**  
Senior IR  
+49(2407) 9030-6153  
c.rottler@aixtron.com

### Conferences & Roadshows:

16-17th Nov	Morgan Stanley European TMT, Barcelona
22nd Nov	DZ Bank Equity Conference, Frankfurt
27th Nov	DSW Anlegerforum, Düsseldorf
28-29th Nov	Deutsches Eigenkapitalforum, Frankfurt
05th Dec	Berenberg Pennyhill Park Conference

**AIXTRON SE**  
Investor Relations & Corporate Communications  
Dornkaulstr. 2  
52134 Herzogenrath  
Germany  
E-Mail: [invest@aixtron.com](mailto:invest@aixtron.com)

For Dial-in Data, please refer to our website:  
[www.aixtron.com/en/investors/events/conference-calls](http://www.aixtron.com/en/investors/events/conference-calls)





# AIXTRON

Our technology. Your future.

**AIXTRON SE**

Dornkaulstr. 2

52134 Herzogenrath, Germany

Phone +49 (2407) 9030-0

Fax +49 (2407) 9030-40

E-Mail [info@aixtron.com](mailto:info@aixtron.com)