



RoodMicrotec N.V.

Welcome to the Annual Shareholders Meeting

**NYSE Euronext - Beursplein 5 - Amsterdam
April 24, 2014**



Zwolle



Noerdlingen



Stuttgart



Dresden



Bath

...certified by RoodMicrotec.

Profile - 1



... Certified by **RoodMicrotec**

RoodMicrotec is a semiconductor company that supplies products and services to the industrial market.

These products are semiconductors, also called ‘chips’, which are developed and manufactured to the customers’ specifications. **RoodMicrotec** develops the chip with partners, subcontracts the ‘wafer’ and packaging to other companies, and tests, qualifies and investigates the chip’s functionality and quality. **RoodMicrotec** provides its services also independently to industrial companies, mainly companies that do not have (one or more) specific services in house. Due to its independent position, **RoodMicrotec** never competes with its customers. **RoodMicrotec** operates globally, but most of its operations are concentrated in Europe.

Profile - 2



RoodMicrotec's services across wafer, package IC, printed board assembly, printed circuit board and interconnection technology (soldering, glueing, crimping) covers:

-  (eXtended) Supply Chain Services**
-  Engineering services, test program development**
-  Qualification & Reliability investigations**
-  Optomechanical qualifications**
-  Failure & Technological analysis, ESD consulting and measurements - also in production lines**
-  Device testing, device programming, end-of-line services**

Profile - 3

Individual services:



(eXtended) Supply Chain Services:

Legend:

Customer  RoodMicrotec  Partner RoodMicrotec 



Content

-  **Highlights and results**
-  **Overall semiconductor market situation**
 -  Strategic analysis
-  **Vision – Mission - Strategy**
-  **Long-term strategy and M&A**
-  **Outlook 2014**
-  **Long-term growth drivers**

Highlights & Results

2013 Highlights – Commercial / operational



- Strengthened our position in outsourcing (Atlas project).
- Secured an outsourcing contract from a Siemens AG, Drive Technologies Division company in Germany, including takeover of equipment; issued shares and warrants.
- Strengthened our Supply Chain Management organisation with an additional specialised engineer.
- Strengthened our position in the UK.
- Optimised our critical installed equipment base.
- Increased number of applications and orders in SCM.
- Organised highly successful seminars.
- Extended mechanical qualification with new test equipment.
- Integration of equipment from EIB (Elektrostatik Institut Berlin) in Failure & Technology Analysis.

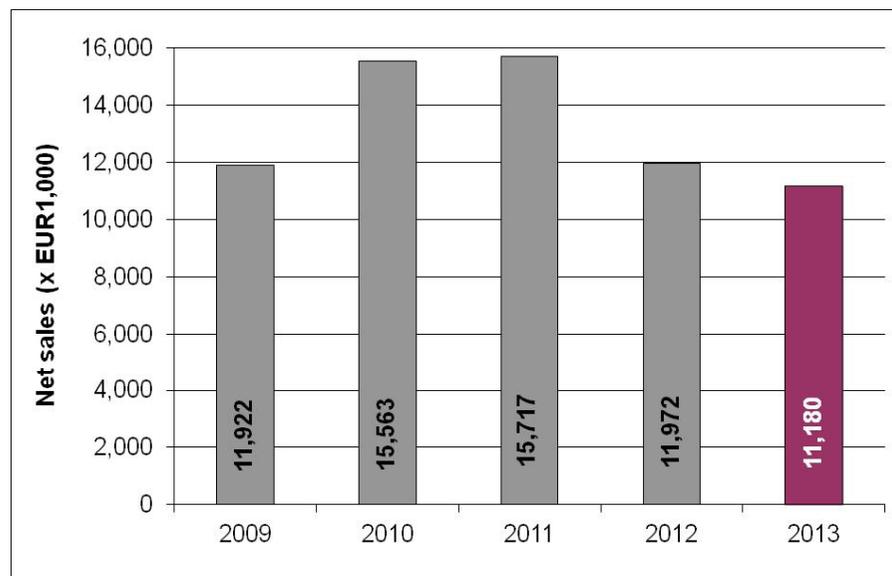
2013 Highlights – Financials



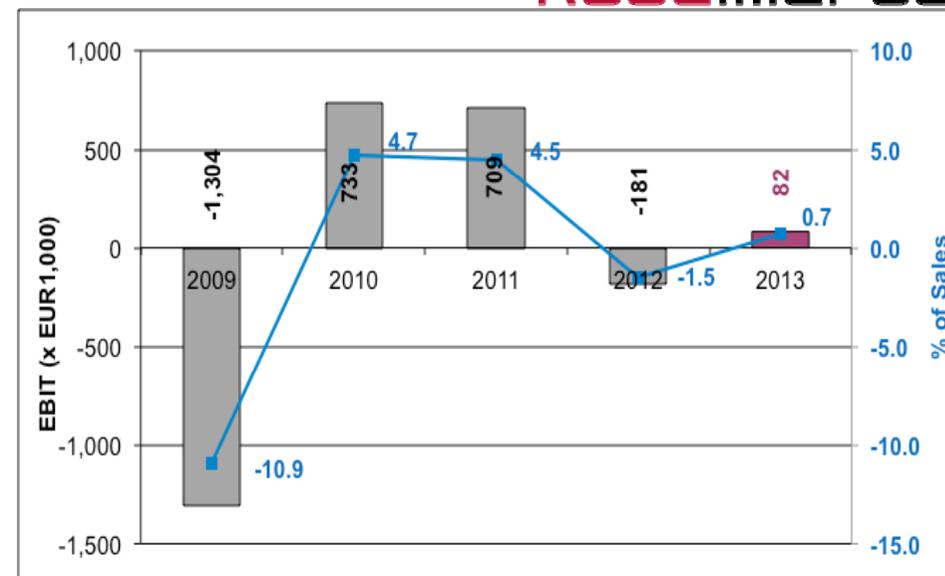
- **Sales in 2013 of EUR 11.2 million fell by 7% compared to 2012 (EUR 12 million).**
- **Further rationalisation of operating expenses led to a decrease of 10% or approx. EUR 929,000 compared to 2012.**
- **EBITDA: EUR 1 million (2012: EUR 0.7 million); strong recovery in the second half of 2013 (H2 2013: EUR 0.8 million).**
- **EBIT (operating result) EUR 82,000 (2012: EUR 181,000 negative); strong recovery in second half of 2013 (H2 2013: EUR 346,000).**
- **Net income: EUR 189,000 negative (2012: EUR 281,000 negative); strong recovery in second half of 2013 (H2 2013: EUR 197,000).**
- **Solvency is at 45%.**



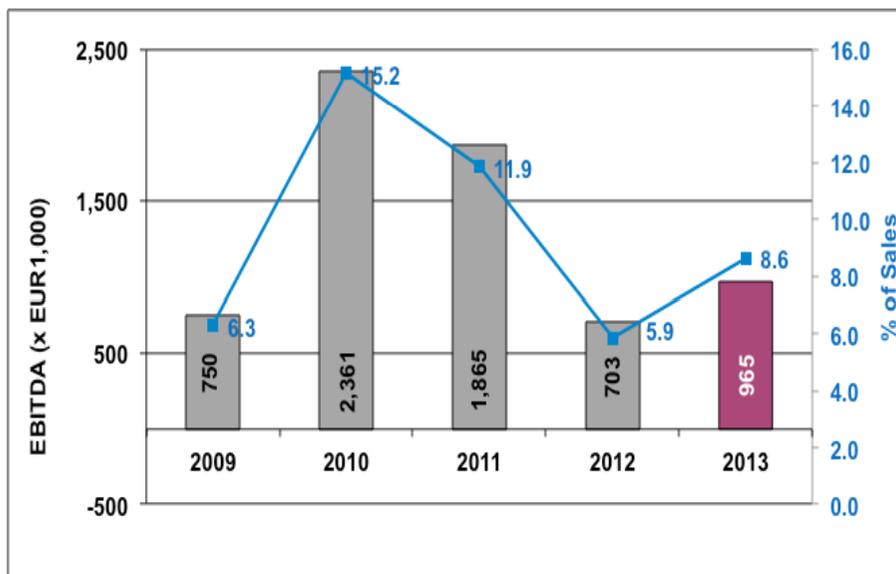
Net sales



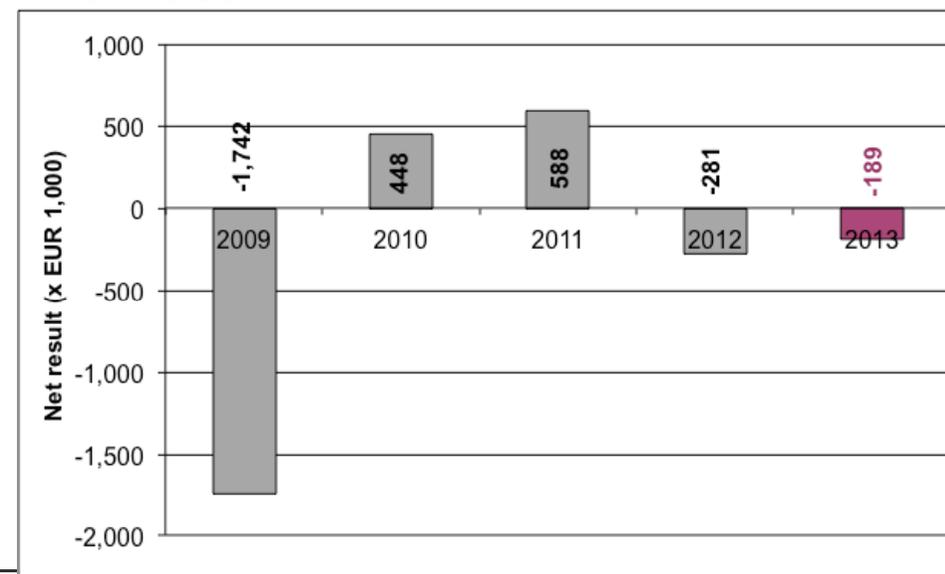
EBIT



EBITDA

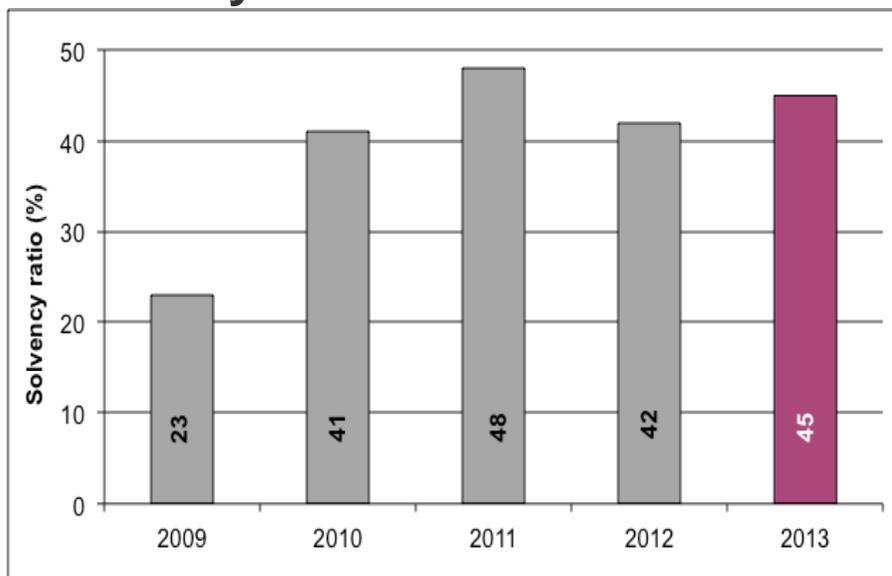


Net result

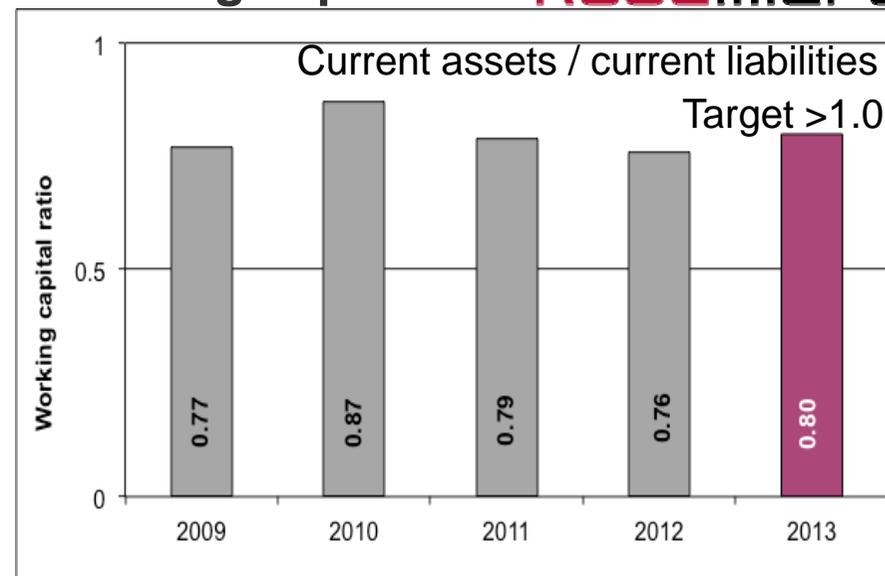




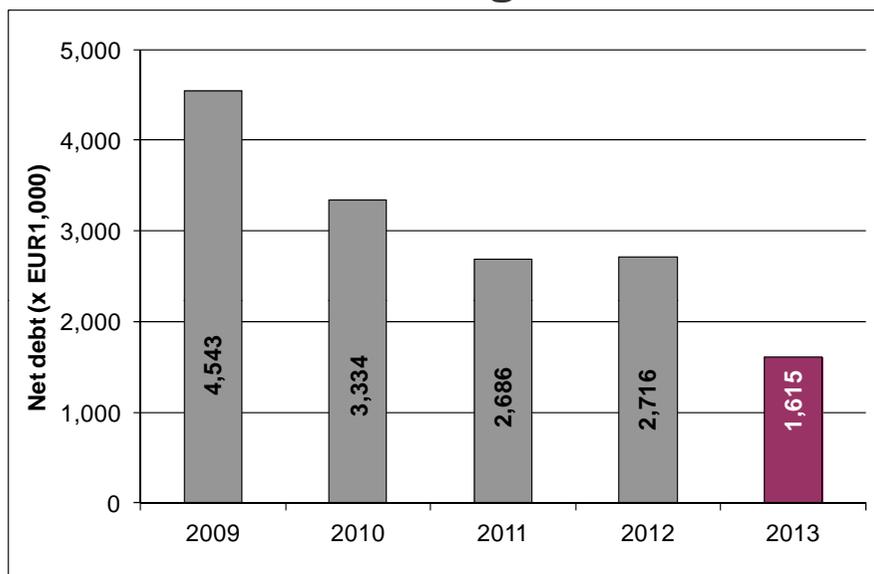
Solvency



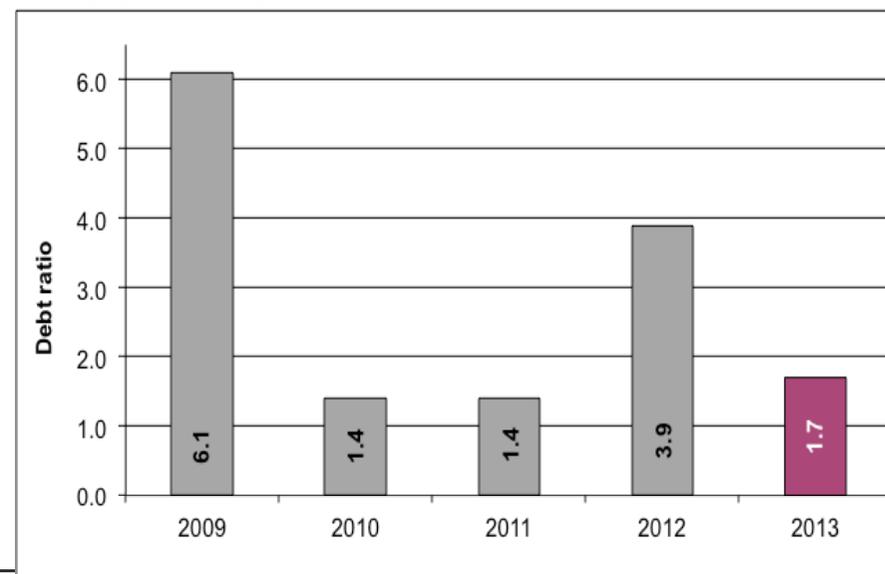
Working capital ratio



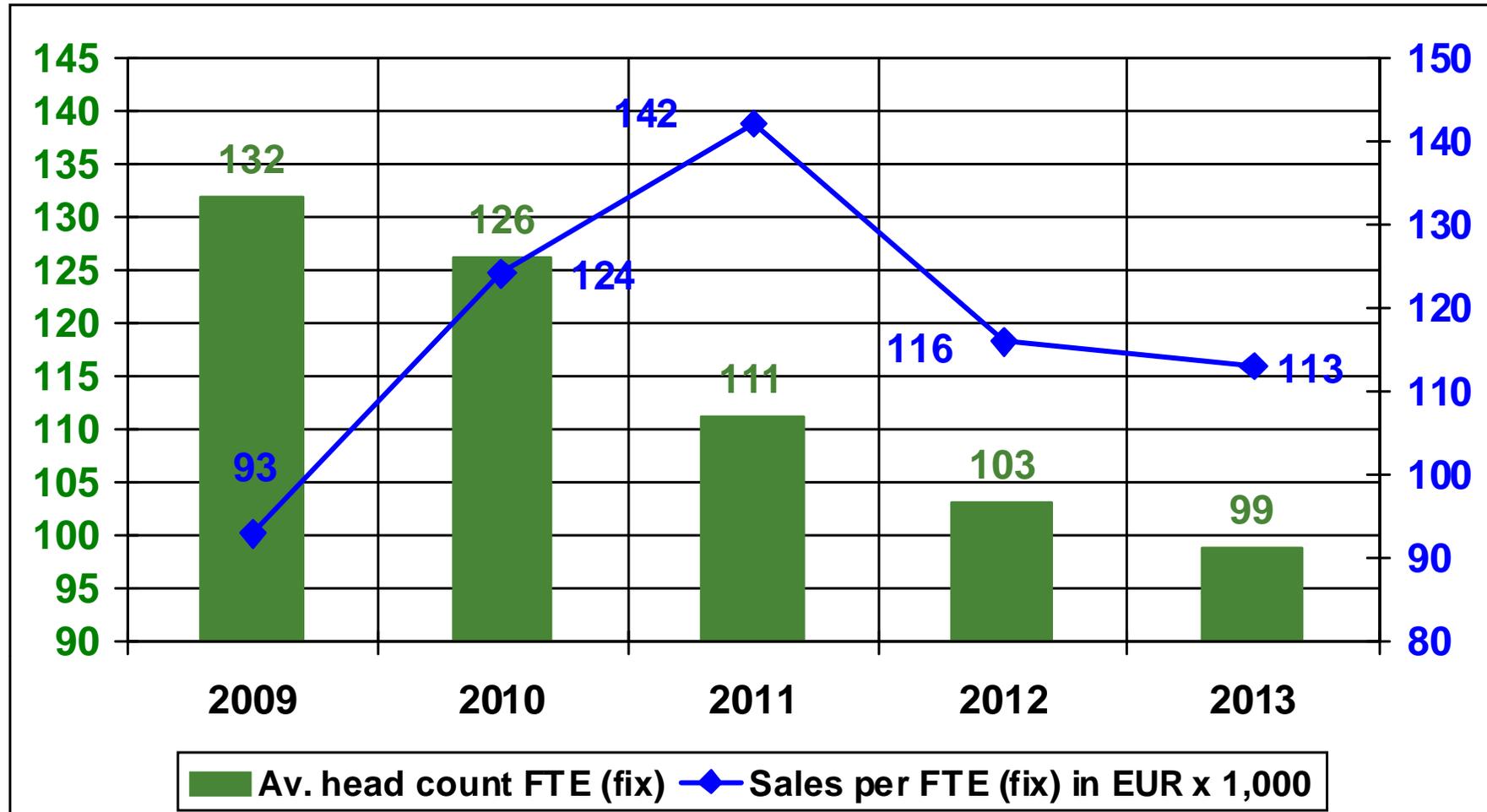
Net interest-bearing debt



Debt ratio



Sales by employee and head count (Test & related services)



Improved Balance Sheet

(x 1,000 EUR)



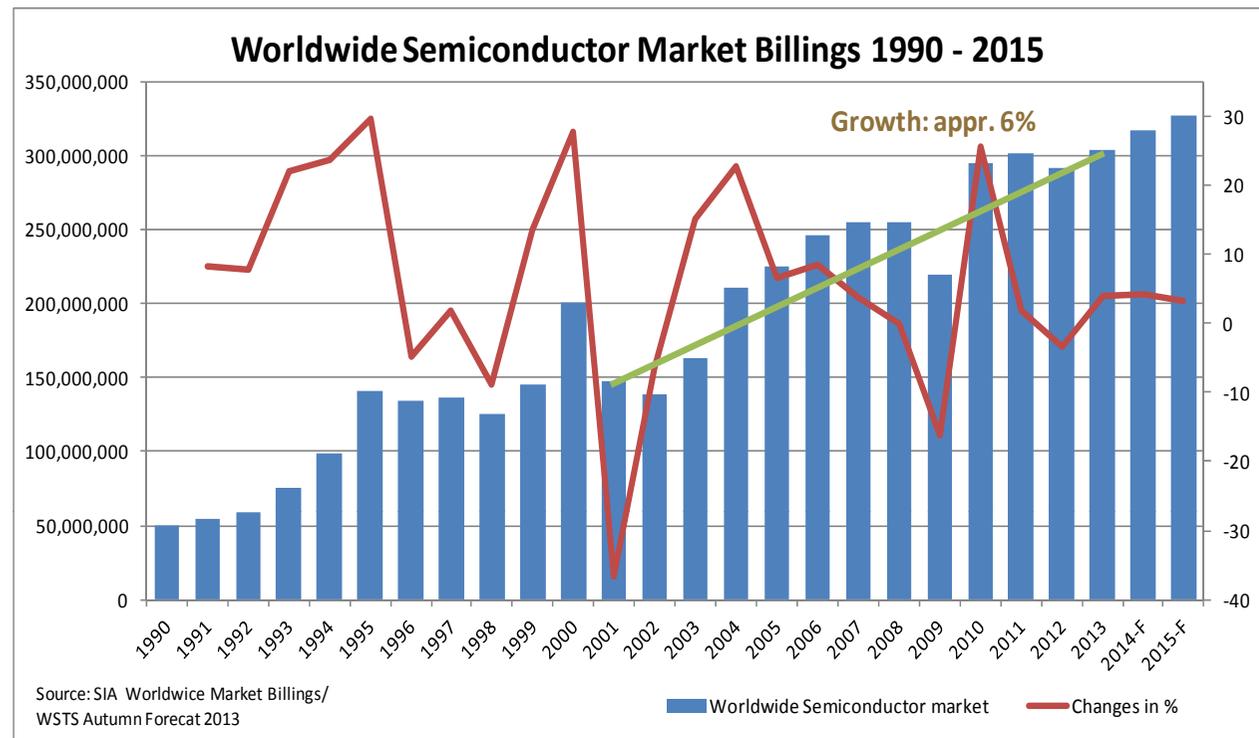
	31-12-2013	31-12-2012	31-12-2011
Non-current assets	8,594	10,002	9,679
Current assets	3,353	2,913	3,178
Total assets	11,947	12,915	12,857
Total equity	5,396	5,457	6,198
Non-current liabilities	2,367	3,623	2,650
Current liabilities	4,184	3,835	4,009
Total equity and liabilities	11,947	12,915	12,857

Overall semiconductor market situation

Strategic analysis - 1

Characterisation of our market - the semiconductor industry can be characterised as follows:

-  continuous high market growth: average annual growth of 9.1% over the past 40 years;
-  rapid technological innovation;
-  capital intensive, to support this growth and technological innovation.



Strategic analysis - 2



From this, we derive 7 findings for the global semiconductor market:

- 1. Current market conditions and outlooks are mixed for the next few years, mainly due to the fragile global economic perspective.**
- 2. The automotive market will be driven by the increasing number of vehicles in China, India, South America and Russia, and by an increased average number of semiconductors per vehicle and enhanced functionality.**
- 3. The industrial markets for semiconductors offer significant growth potential because of increasing energy demands, environmental trends toward renewable energies, better safety conditions and improvements and highly demanding transportation systems like aircrafts, trains and ships.**
- 4. Accelerating of tablet and smart phones sales in a strongly growing communication market.**

Strategic analysis - 3



5. **Increase of global production capacity of semiconductors, especially in Asia (China).**
6. **Design and development will continue in Europe and USA.**
7. **Operating profitability will improve after the recent financial crises. Due to the smaller feature sizes, more semiconductor features on a single chip and larger wafer diameters, the back-end processes subsectors will face strong competition due to cycles of overcapacity.**

Vision -

Mission-

Strategy

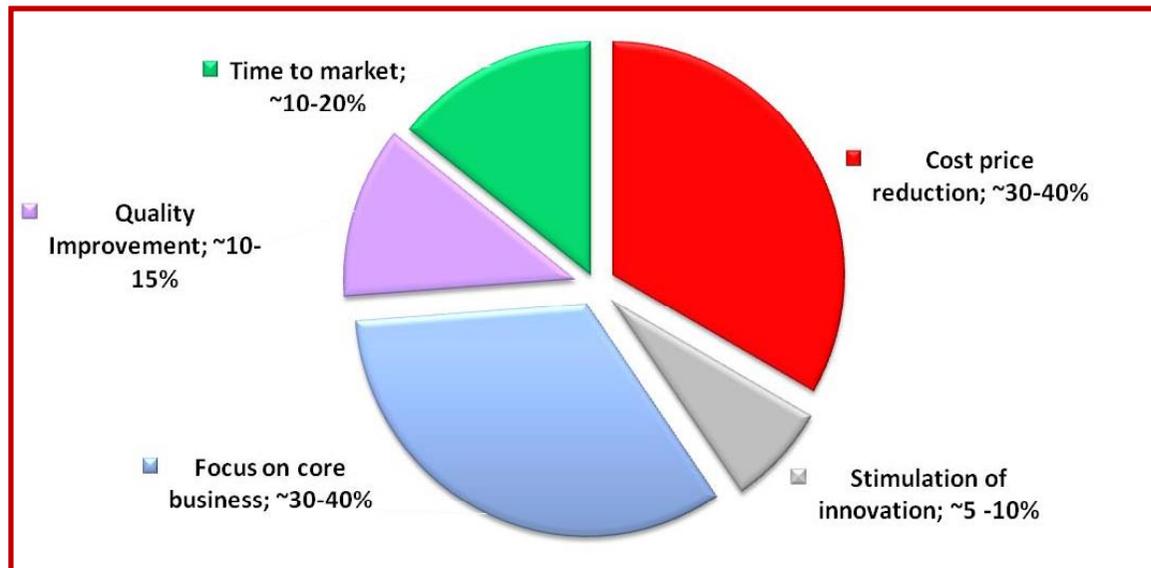
Vision



-  Increasing number of “product design companies” with focus on special high tech markets.
-  Change to leaner companies → “ increasing outsourcing”
Resulting in: focus on OEMs and fabless companies
-  Change for Service Providers like **RoodMicrotec**: new trends

Outsourcing

Reasons for our customers



Collaboration with partners (suppliers / institutes) and customers (fabless companies / OEMs)

Co-financing needed

RoodMicrotec prepares financing for healthy projects with partners

Mission



We have set ourselves the following mission:

- to position our company as the party of choice that offers OEMs and FCs solutions to operate successfully in their market; to position our company as the party of choice to support OEMs in their outsourcing strategies with our (eXtended) SCM and/or individual service provision;
- to position ourselves as a first-class one-stop-shop supply chain service provider to OEMs and FCs;
- to offer the highest quality individual Qualification & Reliability, Failure & Technology Analysis, Test Engineering, Supply Chain Management and Test & End-of-Line services;
- to develop into a major player in the semiconductor supply chain from Asia (China) to Europe (and vice versa);
- to develop into a major player in the electronics services market from wafer to board;
- to position ourselves as a leading innovative testhouse in Europe.

Strategy



- 1. expanding our sales force to make sure a growth above market growth;**
- 2. strengthening and expanding engineering capacity;**
- 3. strengthening the internal organisation;**
- 4. strengthening our position in the market by organising seminars on qualification, failure analysis and engineering and possibly on outsourcing;**
- 5. acquisition and/or partnering.**

Long-term strategy and M&A

Long-term strategy and M&A



RoodMicrotec will continue to strengthen its core business Test & Related services with its competence centre in the south of Germany. The entity will expand its activities through a sales and engineering presence with primary focus on Europe to increase scale. If interesting opportunities elsewhere arise, we will look at those very seriously.

In parallel to this strategy, **RoodMicrotec** will focus on increasing its activities in complementary businesses related to the semiconductor and the electronics/IT/telecom markets as well. We can do this through partnerships and/or mergers/acquisitions with other companies.

It is our objective to strengthen and broaden the basis of the company and create shareholders value.

Outlook 2014

- 📍 **Global semiconductor market growth expectations /WSTS**
 - 4,1% in 2014
 - 3,4% in 2015
- 📍 **RoodMicrotec anticipates a recovery of its business and the realisation of its growth objectives.**

We aim, as we did before the crisis started, to grow at least at a faster rate than the global market.

- 📍 **In view of the delicate macro-economic recovery, we remain cautious and refrain from making concrete predictions for 2014.**

Long-term growth drivers

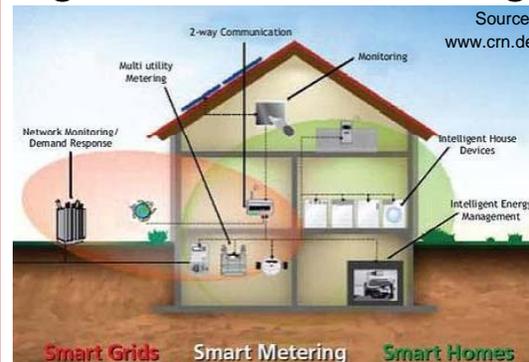


Long-term growth drivers

Electronic increase in Automotive is booming



Robust growth in Buildings & Green Technology



Telecommunication infrastructure is



booming all over the world

Medical/Industrial is a specialised segment with great future



HiRel/Space needed for safety, transport and communication



Data Processing Key for our communication



Examples

Agriculture



Source: www.bayercropscience.com

PRECISION LAND MANAGEMENT.
KOSTEN SENKEN MIT PRÄZISION

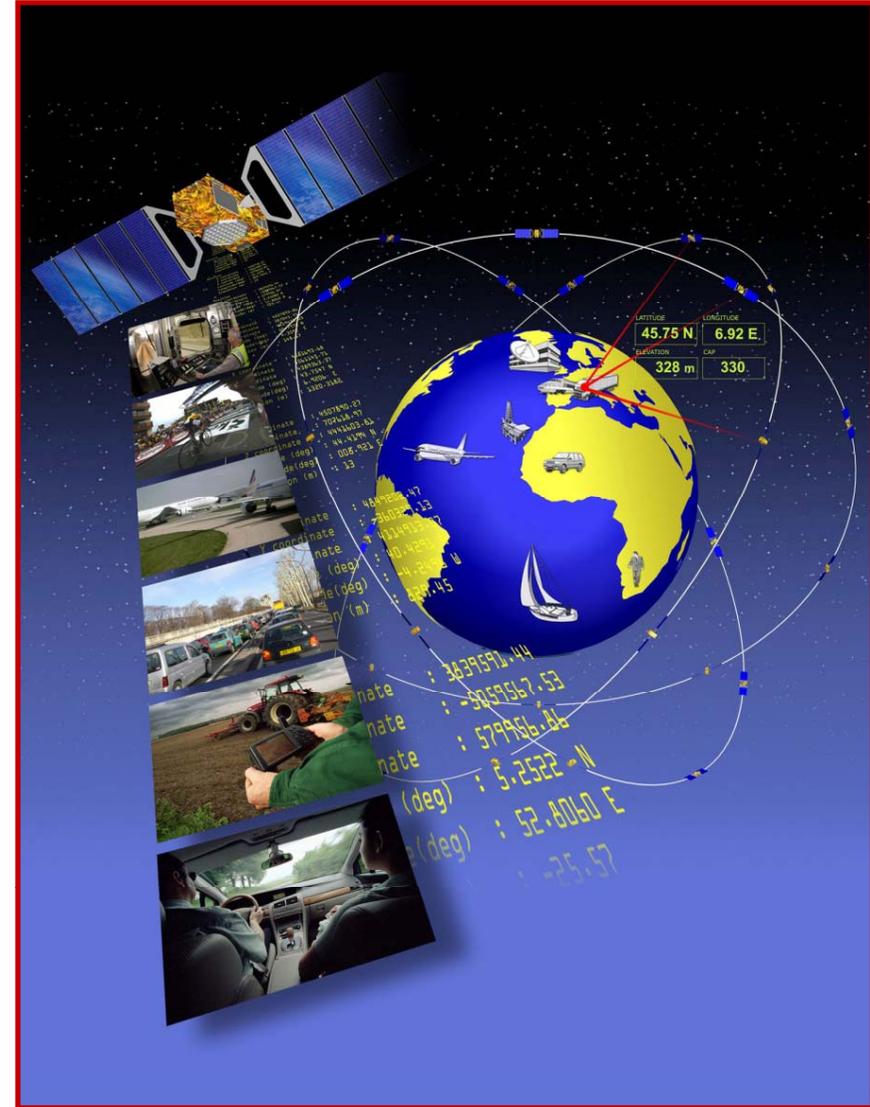
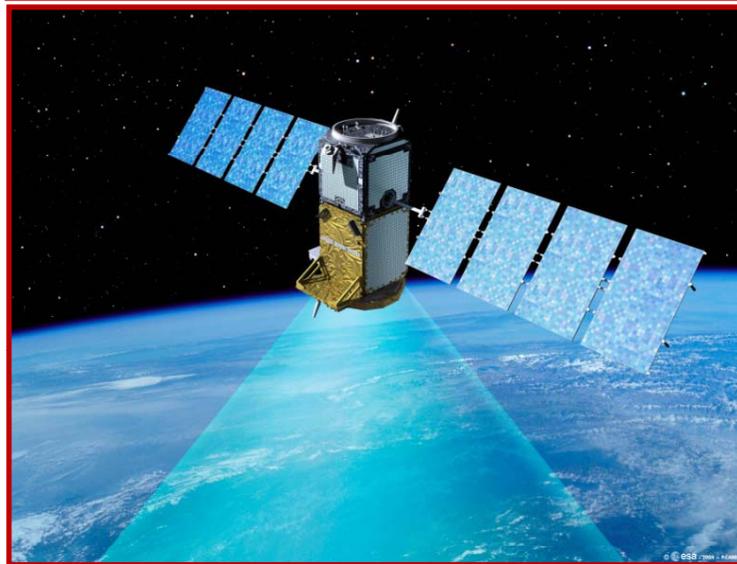


PLM

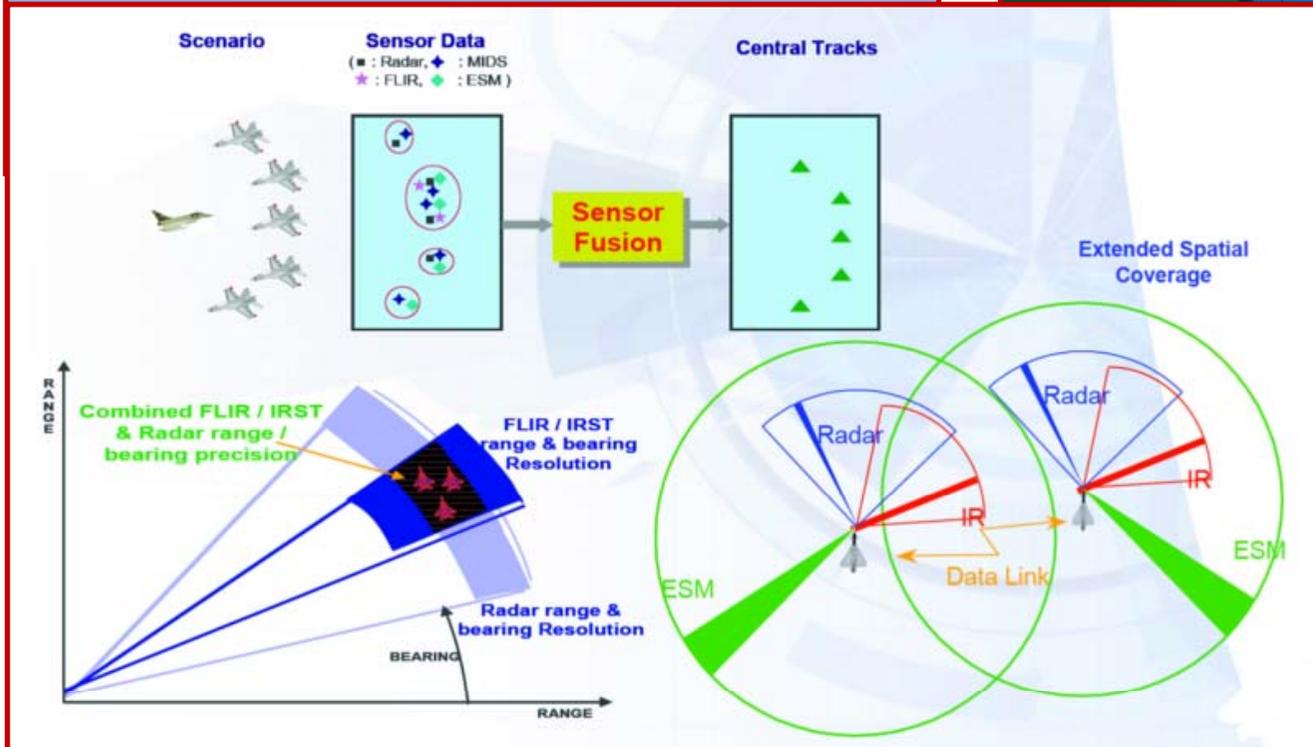
PRECISION LAND
MANAGEMENT

Source: www.efka-tec.de

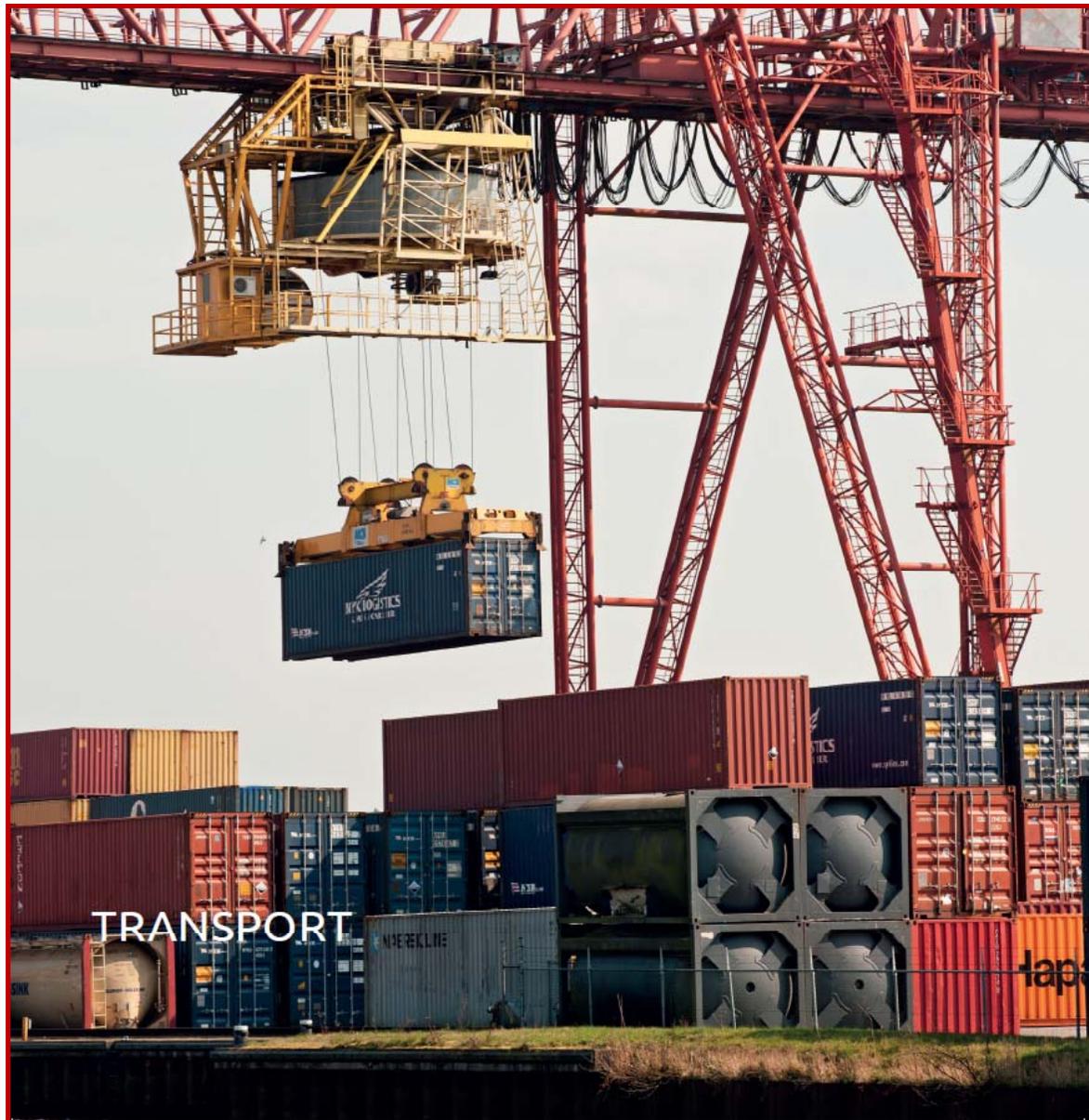
Hi-Rel / Space



Eurofighter



Motion control systems



Parking systems / parking assistant



2082 MULTIVARIO
Simply the Best in Parking

1 von 4 **Beispiele**

Stellung unten

Deckenhöhe 825
Tor
Grubentiefe hinten 170
Grubentiefe vorn 175
Grubenlänge 530

Stellung oben

Freiraum links 50
Freiraum rechts 80

Fahrzeug oben
Fahrzeughersteller Audi
A4 Limousine (2006)
Konturhöhe 150
Konturlänge 500

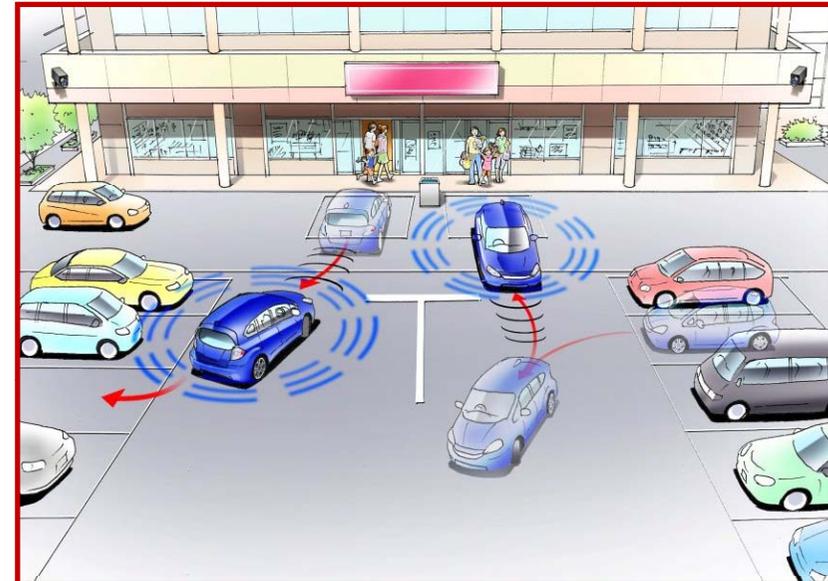
Fahrzeug unten
Fahrzeughersteller Audi
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Konturhöhe 150
Konturlänge 500

Zurück Produktdatenblatt für Ausdruck erstellen

Plattform oben
Steigung in Grad 1

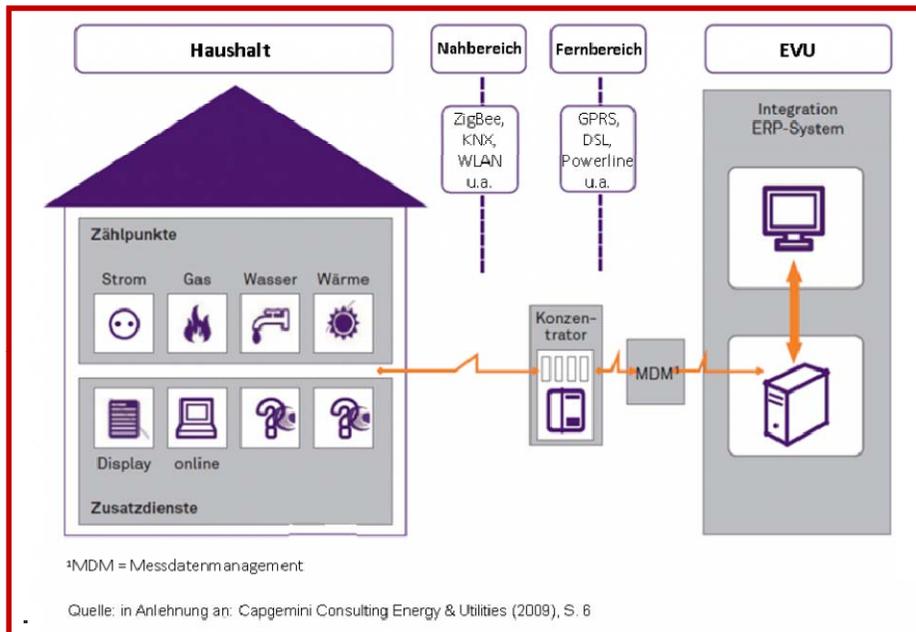
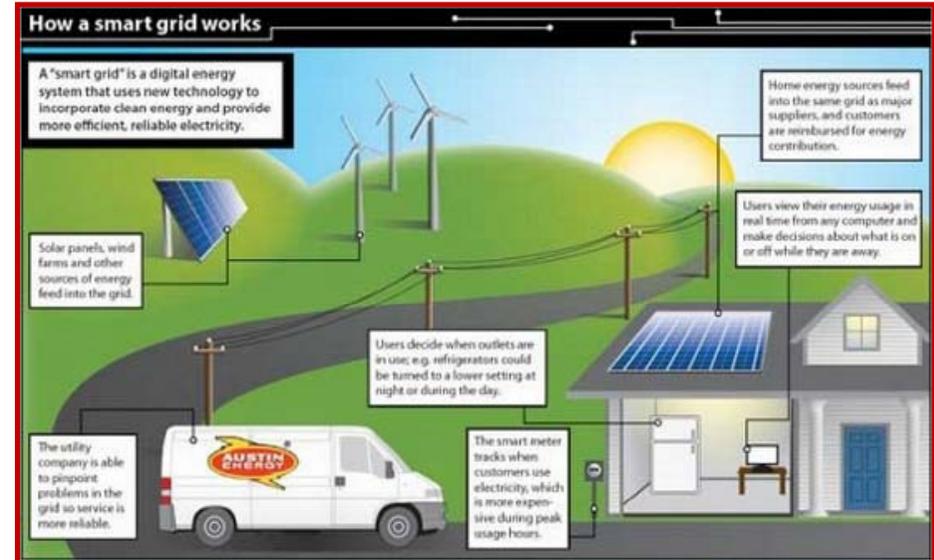
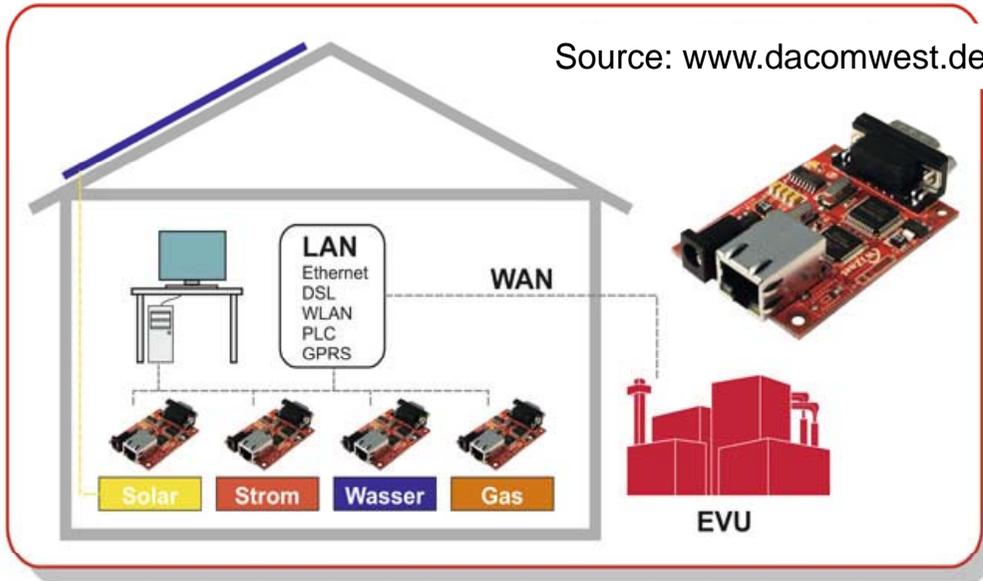
Plattform unten
Neigung in Grad 1

Dieses Beispiel zeichnet sich wie folgt aus:
Geringe Plattformneigung, nur so viel, dass eine sichere Entwässerung gewährleistet ist.
Auf der oberen und unteren Plattform können Fahrzeuge mit einer Höhe von 150cm abgestellt werden.



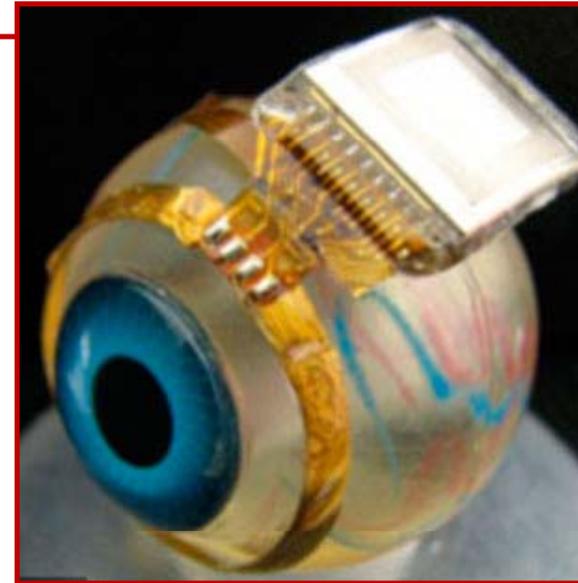
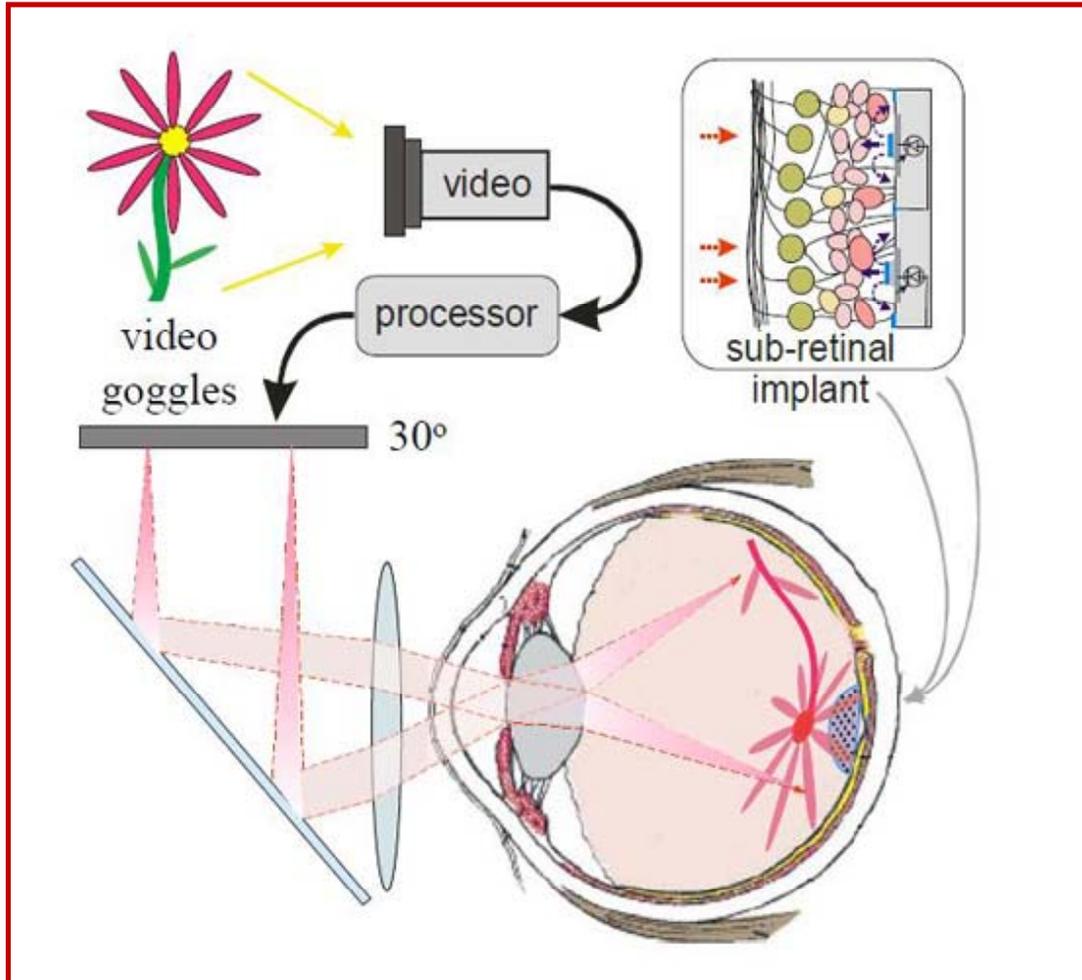
Smart Metering

Source: www.dacomwest.de



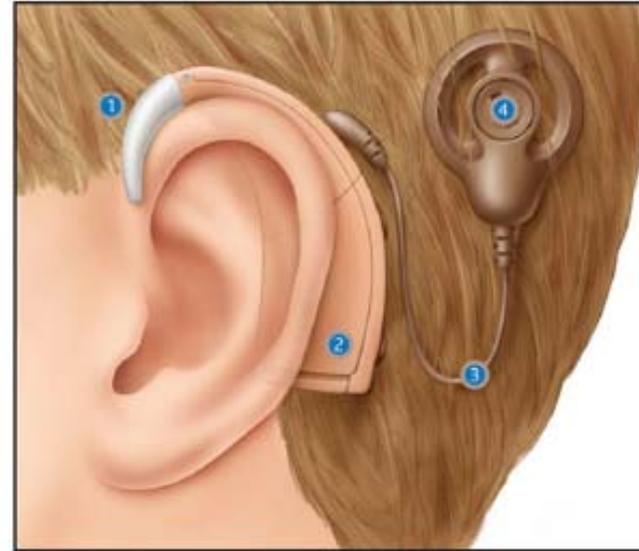
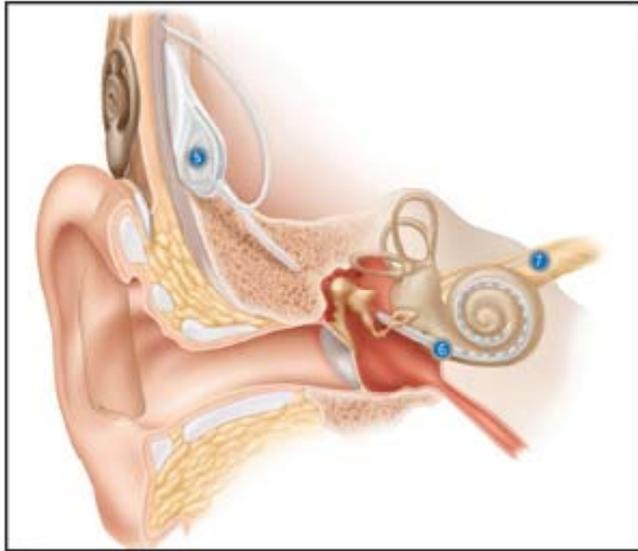
Source: www.lingg-janke.de

Retinal implant



Die drahtlose Sehprothese EpiRet3 kann vollständig in das Auge implantiert werden und muss nicht, wie andere Retina-Implantate, mit Kabelverbindungen von außen versorgt werden. (Quelle: EpiRet GmbH, Giessen)

Cochlear implant





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