



**RoodMicrotec N.V.**

# Welcome to the EGM

**NYSE Euronext - Beursplein 5 - Amsterdam  
January 26, 2017**



Zwolle



Noerdlingen



Stuttgart



Dresden



Bath

**...certified by RoodMicrotec.**

# Participants



- |   |   |
|---|---|
|  <b>Vic Tee</b>          | <b>Supervisory Board - Chairman</b>     |
|  <b>Herman Bartelink</b> | <b>Nominee to the Supervisory Board</b> |
|  <b>Jeroen Tuik</b>      | <b>Nominee to the Supervisory Board</b> |
|  <b>Martin Sallenhag</b> | <b>CEO</b>                              |
|  <b>Reinhard Pusch</b>   | <b>COO</b>                              |
|  <b>Arvid Ladega</b>   | <b>CFO</b>                              |

# Agenda January 26th, 13.00 – 14.00



- 🏛️ Opening of the meeting - participants
- 🏛️ Update by Martin Sallenhag & Reinhard Pusch
- 🏛️ Introduction of Herman Bartelink and Jeroen Tuik as nominated members for the supervisory board
- 🏛️ Election of Herman Bartelink
- 🏛️ Election of Jeroen Tuik
- 🏛️ Q&A
- 🏛️ Closing of the meeting

# Update by Martin Sallenhag & Reinhard Pusch

# RoodMicrotec at a glance



- **RoodMicrotec** is a semiconductor company supplying products (chips and packaged devices) and services to its focus sectors.
- **RoodMicrotec** manages the entire ASIC supply chain.
- **RoodMicrotec** is increasingly focusing on consultancy, product engineering, project management and logistics.
- As an independent company **RoodMicrotec** is never in competition with its customers.
- **RoodMicrotec** is knowledge and technology driven.
- ‘Certified by **RoodMicrotec**’ refers inter alia to qualification of products to stringent international standards such as the ISO/IEC 17025 in our accredited laboratory.
- **RoodMicrotec** is certified according ISO/TS 9001:2015

# RoodMicrotec focuses on



## Automotive

- Global driver for the semiconductor industry
- High complexity, high quality demand, high volumes



## Industrial

- Industry 4.0
- Internet of Things (IoT)



## Healthcare

- High quality, device complexity
- Long lead times, complex test environment



## HiRel/Aerospace

- Space exploration, very high quality and reliability demands
- Long lead times, low volumes, very high commercial value

# Long-term strategic outlook



**OEM**  
**Equipment manufacturer**



**Future**



**Tier 1 -**  
**Subsystem manufacturer**

**2016/2017**



**Tier 2 – current customers**  
**Device manufacturer e.g. Fabless Houses,**  
**Semiconductor companies**

**Present**

# RoodMicrotec update - financials



**A strong forward order book is expected to drive expansion over the course of 2017 after sales growth in its main business units rebounded in the second half of 2016 and the value of the company's order book was up 20% year-on-year by end-December.**

**Sales per business unit 2016 compared with 2015:**

	<u>2016</u>	<u>2015</u>	<u>Change</u>
➤ Test Operations	3.727	3.676	+1%
➤ Supply Chain Management	2.077	2.348	-12%
➤ Failure & Technology Analysis	1.494	1.655	-10%
➤ Test Engineering	471	437	+8%
➤ Qualification & Reliability Investigation	2.696	2.134	+26%
➤ <b>TOTAL</b>	<b>10.465</b>	<b>10.250</b>	<b>+2%</b>

# RoodMicrotec update - financials



**RoodMicrotec saw very positive increases in sales across its three largest business units in the second-half of 2016, compared with the previous six months.**

**Sales per business unit H2-2016 compared with H1-2016:**

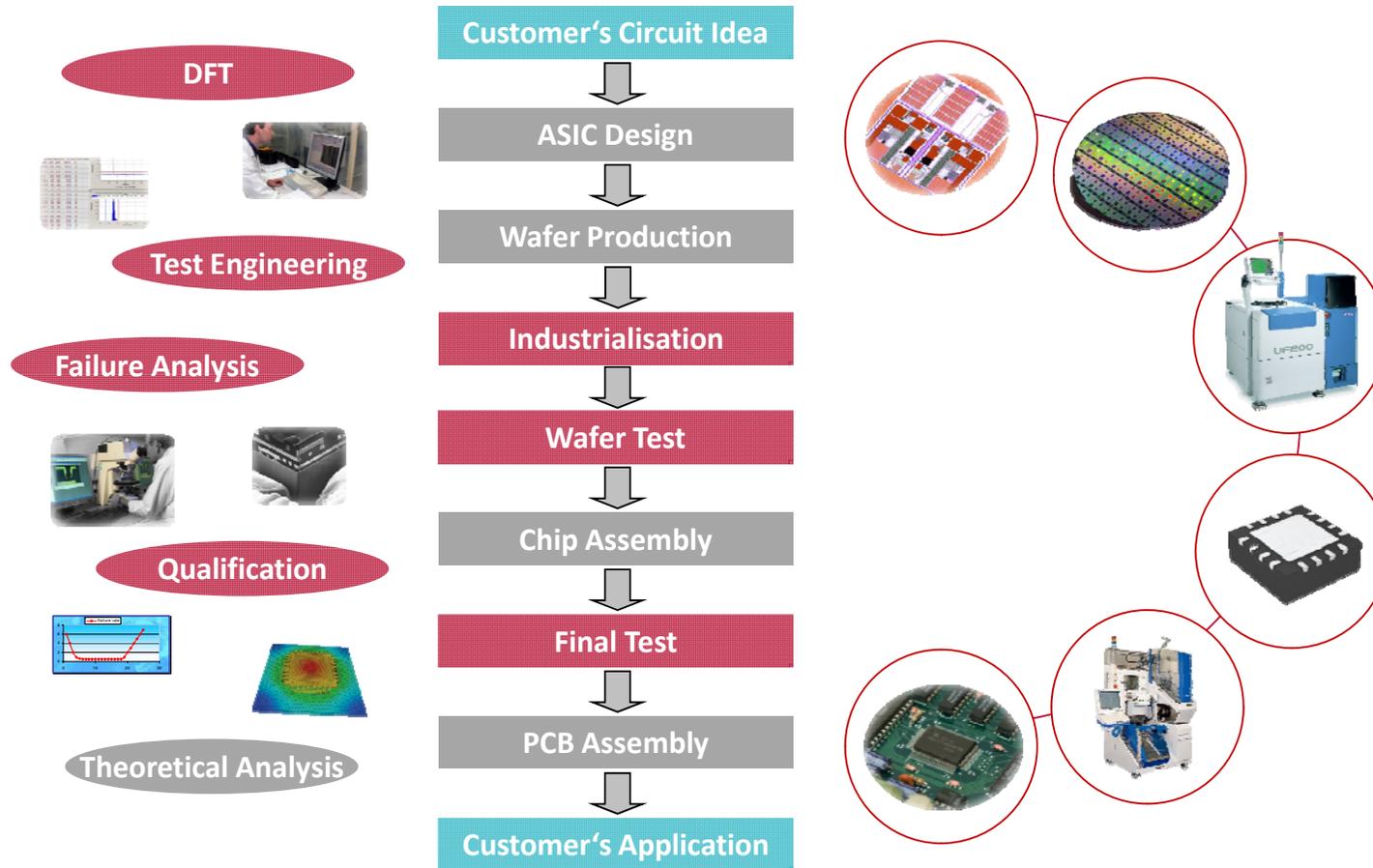
	<u>H2-2016</u>	<u>H1-2016</u>	<u>Change</u>
➤ Test Operations	2.025	1.702	+19%
➤ Supply Chain Management	1.151	926	+24%
➤ Failure & Technology Analysis	743	751	-1%
➤ Test Engineering	241	230	+5%
➤ Qualification & Reliability Investigation	1.386	1.310	+6%
➤ <b>TOTAL</b>	<b>5.546</b>	<b>4.919</b>	<b>+13%</b>

# RoodMicrotec update (cont´d)



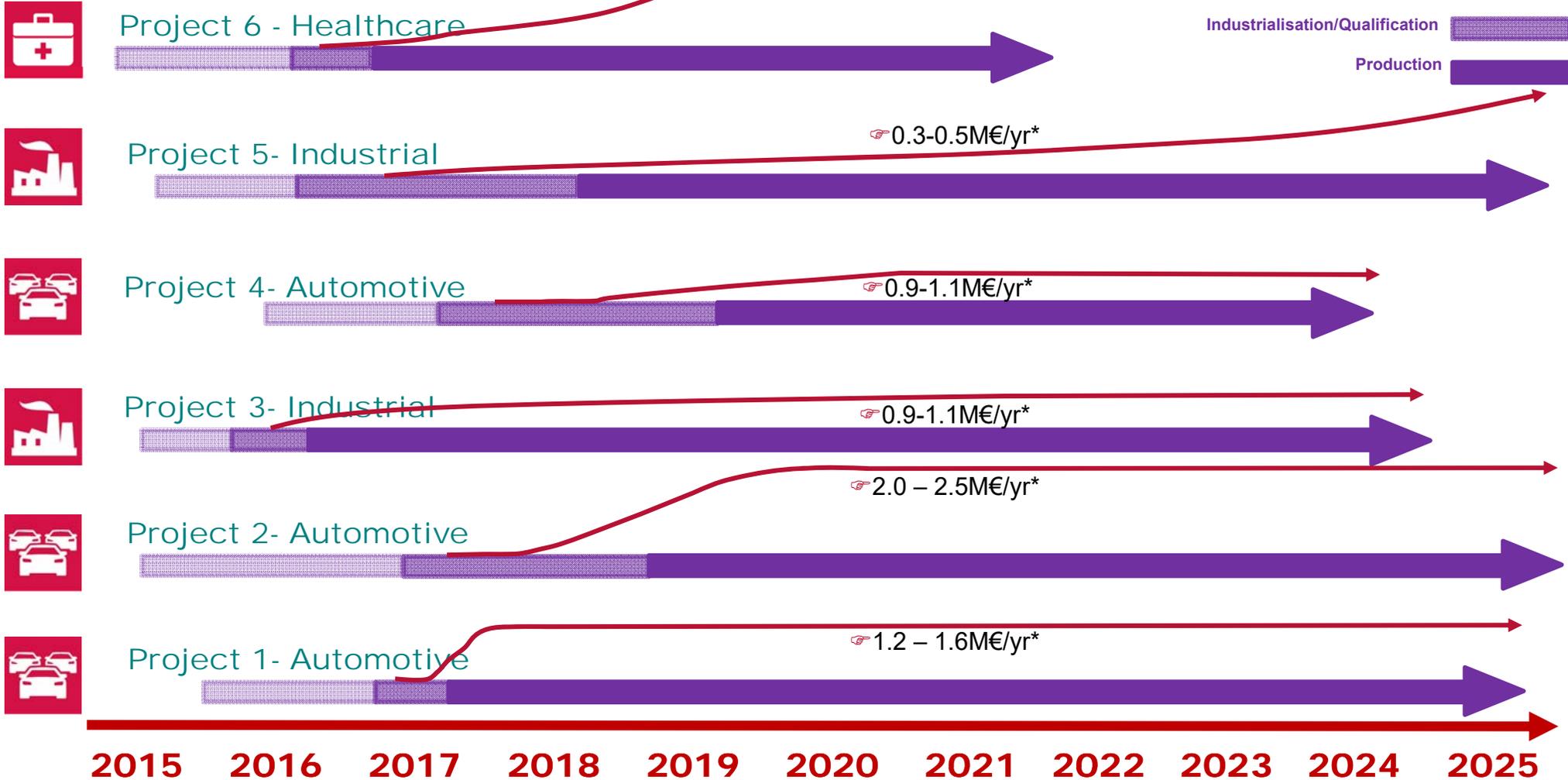
- The management team is very positive about the future development of the company and reinforces its outlook for an increase in sales turnover of 75% by 2020 from today.
- Philip Nijenhuis has stepped back from the supervisory board but is remaining an advisor to the company.
- **RoodMicrotec** will focus on the business recovery plan before concluding on a move to a 1 Tier board structure. We will re-examine this when the benefits are clear and the cost is justified.
- **RoodMicrotec** is still investigating a solution to the Plentum fund and plan to have a solution in place during 2017.
- Further financial updates will be given in conjunction with the publication of the annual report.

# Supply Chain Management / Turn-Key





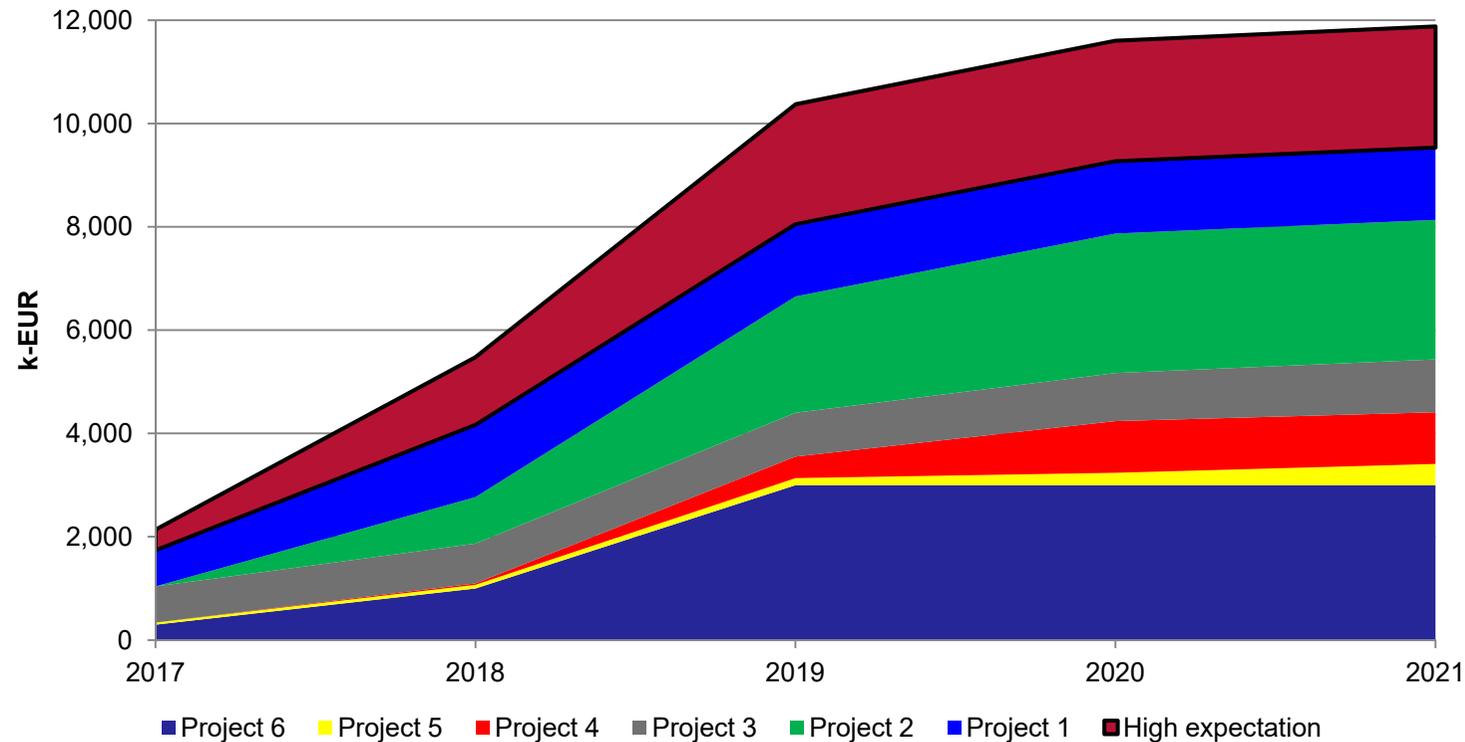
# Running SCM Projects



\* Numbers are based on present customer forecasts



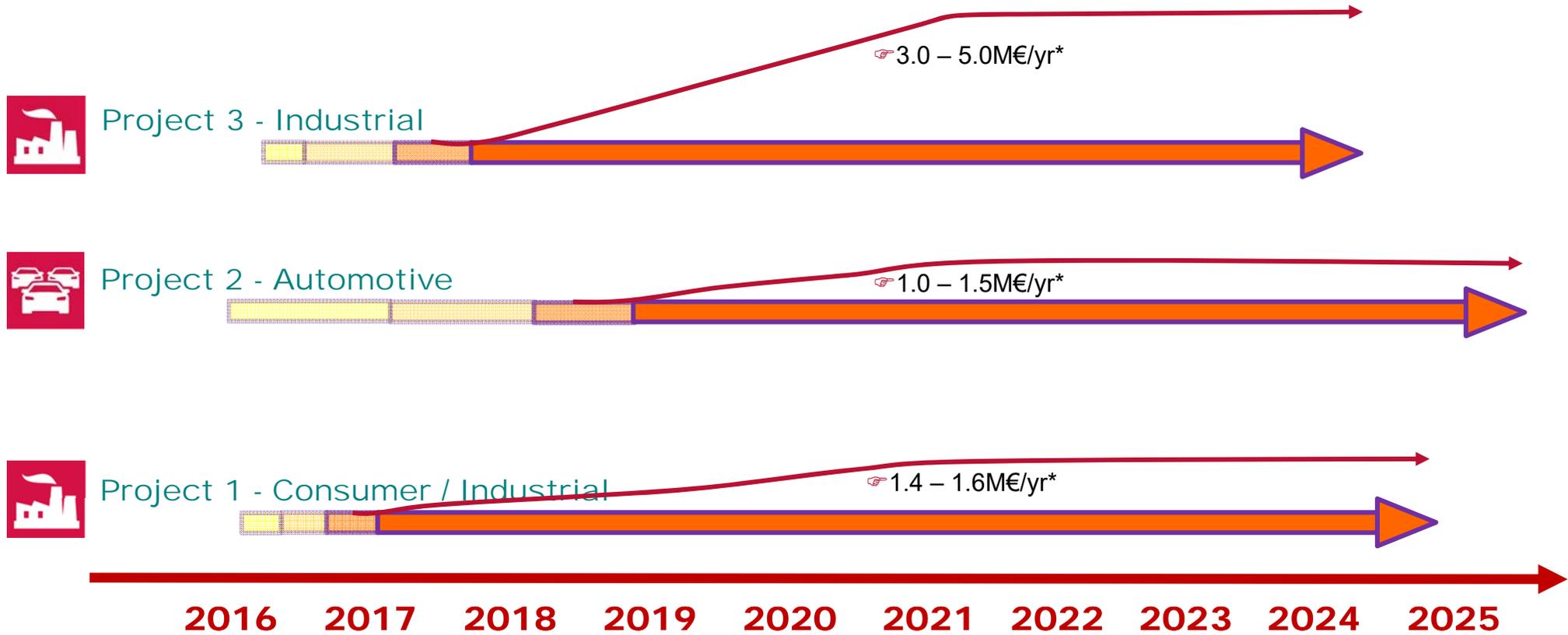
# Running SCM Projects



 **Maximum additional revenue from the running SCM / Turn-Key projects based on the customer forecasts**



# SCM Projects under Negotiation



\* Numbers are based on present customer forecasts

# RoodMicrotec update - projects



- **A new supply chain management (SCM) contract signed with a German automotive and industrial client will start in early 2017 with an initial order of EUR 100,000. Subsequent orders are expected to generate at least EUR 4.4 million in additional revenue over 10-years.**
- **RoodMicrotec has been allocated EUR 850,000 in public funding over the next three years for the development of the European electronic components and systems industry.**
- **RoodMicrotec has signed a Framework Agreement with Germany's Rohde & Schwarz electronics group, one of the world's leading manufacturers of test & measurement equipment and broadcasting equipment, for future ASICs supply chain management (SCM) and turnkey services.**

# Appointments by Vic Tee

# Supervisory Board Appointments



- **As previously announced we intend to appoint two new Supervisory Board members**
- **The engagements proposed to be initially for a period commencing from today until the 2018 Annual General Shareholder meeting**
- **By then a final decision on a move to a 1 Tier board and its structure will have been concluded**

# Herman Bartelink



- **Born 1969**
- **Bachelor of Economics**
- **7 years: Eshuis Accountants – various positions**
- **3 years: SPQR – interim controller**
- **4 years: Pemstar – controller**
- **5 years: Benchmark Electronics – Director Finance / IT / HR**
- **4 years: Benchmark Electronics – Managing Director – current position**

# Jeroen Tuik



- 🕒 **Born 1973**
- 🕒 **Master of Science Mechanical Engineering, Enschede, Netherlands**
- 🕒 **3 years: Stork TPS (Account Management, Consultant)**
- 🕒 **7 years: Pemstar Inc. (Program Director)**
- 🕒 **4 years: Benchmark Electronics Inc. (Managing Director)**
- 🕒 **3 years: Schuitemaker Machines & Industrial (Managing Director)**
- 🕒 **2 years: Stork IMM (COO)**
- 🕒 **1 year: Connect Group (CEO) – current position**

# RoodMicrotec

## Q&A

# **RoodMicrotec**

## **Closing of the Meeting**