## Fourth Quarter FY 2011 Quarterly Update

Infineon Technologies AG Investor Relations





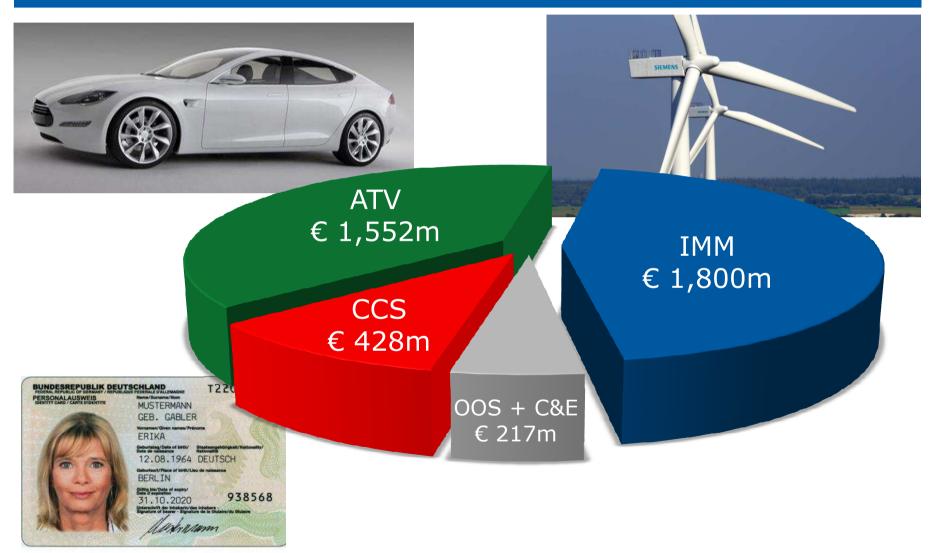
- Infineon at a Glance
- Growth Outlook and Margin Resilience
- Results and Outlook





#### Revenue Split by Division

#### Full FY 2011 revenue: EUR 3,997m

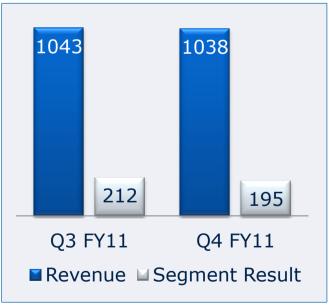


#### Another Quarter of Solid Financial Performance





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[EUR m]	Q3 FY11	Q4 FY11	FY 2011
Revenue	1,043	1,038	3,997
Total Segment Result	212	195	786
Total SR Margin	20.3%	18.8%	19.7%
Net Income*	190	125	1,119
Investment	319	273	887
FCF from cont. operations	-8	97	106
Gross Cash	2,585	2,692	2,692
Net Cash	2,246	2,387	2,387

<sup>\*</sup> Net Income FY 2011 includes a book gain of EUR 352m from the sale of WLS to Intel Mobile Communications. Net Income Q4 FY 2011 and FY 2011 include EUR 122m loss from discontinued operations, net of income taxes.

## Tight Customer Relationships are Based on System Knowhow and App Understanding



## **ATV Autoliv** BOSCH Ontinental 3 DELPHI 🚱 HYUNDAI



**IMM** 



#### **Distributors**





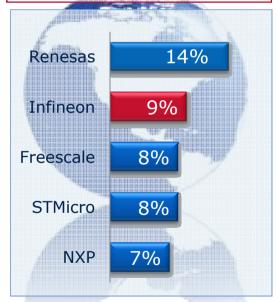


## Infineon Holds Top Positions in All Target Markets



#### **Automotive**

#2

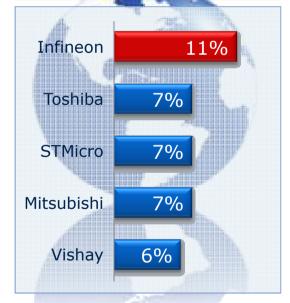


Calendar Year 2010.

Source: Strategy Analytics, April 2011.

#### **Power**

 $\#\,1$ 

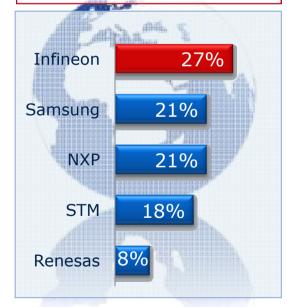


Calendar Year 2010.

Source: IMS Research, August 2011.

#### **Chip Card**

#1



Calendar Year 2010.

Source: IMS Research, August 2011.



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## New Era: Multiple Factors Driving Demand for Power Semiconductors



**'90 - '10** 

**'10 - '30** 

**Changes** 





Electrification of powertrain fuels demand for high-power semis in cars and doubles silicon content.





■ Shift towards renewable energies requires orders of magnitude more high-power semis per MW of power generated.





 Higher efficiency in power conversion lowers CO<sub>2</sub>, material and electricity costs.

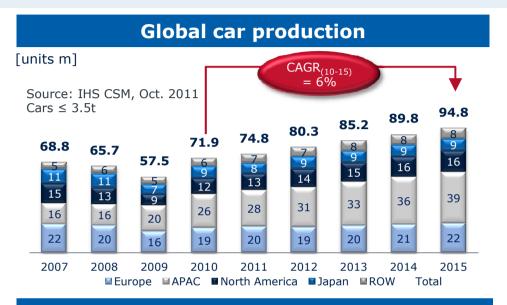


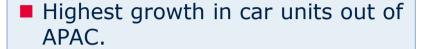


Stronger demand for goods containing power semis due to faster increase in standard of living in BRIC countries.

## Growth: Rising Global Car Production and Silicon Content Drive Market







- Semi content per car: USD 289 in 2010 versus USD 339 in 2015.
- Auto semi market growth drivers: safety, powertrain and body.

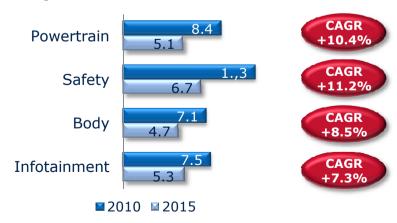
#### Semi value per car



Source: Strategy Analytics, Oct. 2011; includes semiconductor sensors

#### **Semi market by segment**

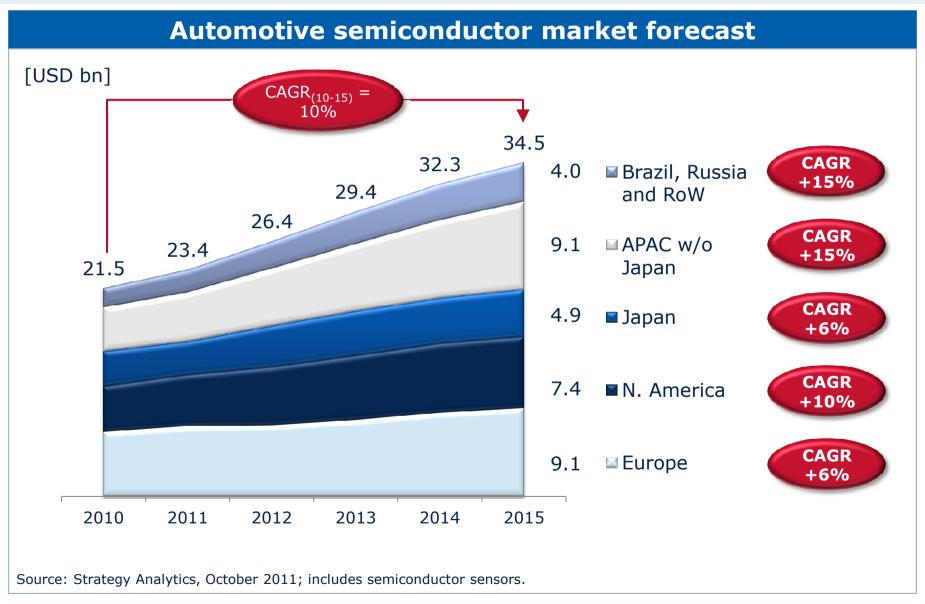
[USD bn]



Source: Strategy Analytics, Oct. 2011

## By Region, Main Growth Drivers are BRIC Markets and Recovery in North America

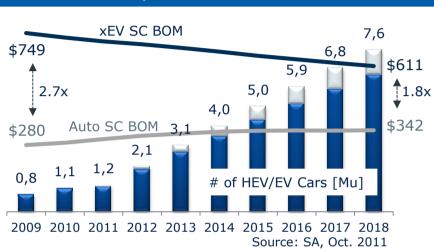




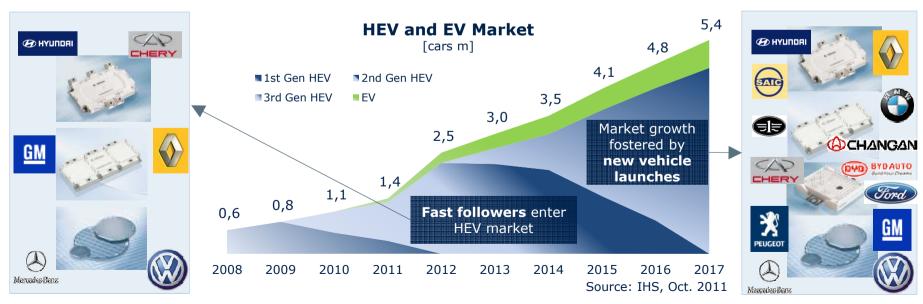
## Electric Vehicles (EV) and Hybrid EVs (HEV) Drive Semiconductor Demand



#### ICE vs. EV/HEV Semiconductor BOM

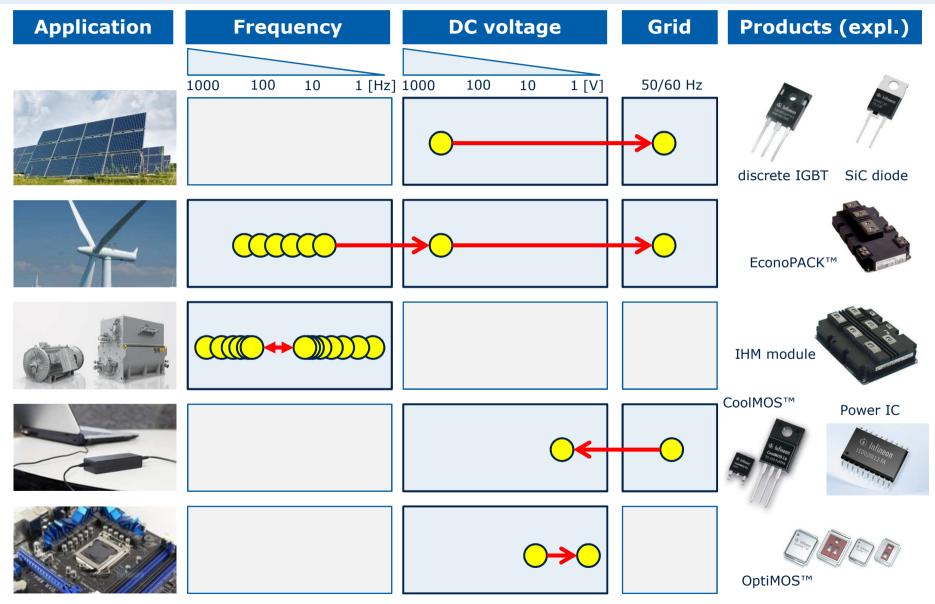


- Fuel cost, CO<sub>2</sub> reduction and price are main drivers for EVs and HEVs.
- Semiconductor bill-of-material of an EV/HEV is 2 to 3 times higher than total semiconductor bill-of-material on an ICE.
- 50-80% related to IGBT and diode chips in state-of-the-art **module packages**.





#### Conversion of Electrical Energy



#### Semi Content per MW in Wind Turbines Much Higher Than in Trad. Power Plants

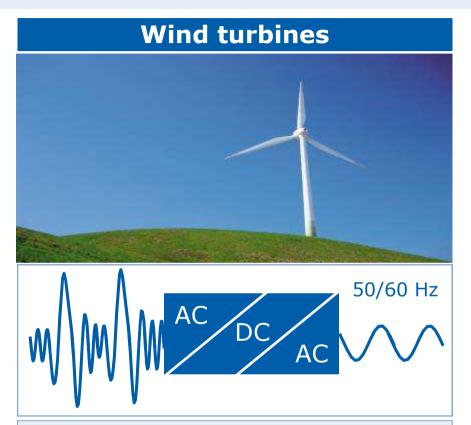


#### Nuclear plant, coal-fired plant





- No fluctuation in amplitude and frequency. Direct grid coupling possible.
- Power semiconductor content: ~ €200 per MW.
- Semiconductors primarily used for uninterruptable power supplies.



- Fluctuations in amplitude and frequency.
- Power semiconductor content:
  - ~ €3,000 per MW for gear-based turbines;
  - ~ €9,000 per MW for direct conversion turbines.

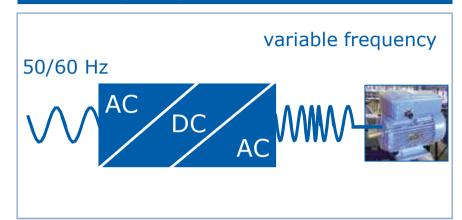
## Motor Drives and Traction: Focus on Efficient Power Conversion and RPM Control



#### **Direct AC connection**



#### **AC/DC/AC** conversion















- About 60% of industrial energy is used by electrical motors.
- For each \$1 spent to purchase a more efficient electrical motor, \$100 of energy cost can be saved during the life of such motor.
- Conventional motor drives are being replaced by intelligent inverter-based drives, saving up to 40% energy.
- AC/DC/AC conversion allows permanent control to match output with the needs.
- Power semiconductor content: ~ €5,000 per MW or \$10-100k, depending on application.

## 10% Growth or More p.a. Expected for Infineon



#### **ATV**











ATV: ~10% p.a.

**IMM:** > 10% р.а.

ccs: ~5-7% p.a.

**Infineon:** 

≥ 10% p.a.

## 4 Reasons for Sustainable Profitability — #1: High Barriers to Entry



## Long product life cycles



## System knowhow and understanding



## Strong quality and reliability req's



- For many markets we address, deliveries of semis need to be ensured for very long periods of time:
  - □ For car industry:7 to 24 years;
  - □ For train industry: about 15 years.
- Both deep and wide know-how and understanding of our customers' applications needed for making best in class solutions:
  - e.g. HEV/EV needs both automotive and industrial expertise.
- Products need to reliably perform well in the field over longer periods of time:
  - Airbag reliability required as long as the car is in use;
  - □ Wind turbines should function 30 years.

#### #2: Semiconductors - Core Enablers of Innovation and Higher Functionality



#### **Energy Efficiency**



- Power supplies More advanced power semiconductors allow smaller, denser, lighter and more efficient power supplies.
- VSD More precise and efficient RPM-control versus mechanical transmission.

#### **Mobility**



- Recuperation Implemented in trains for years; brought to cars by the advent of HEV/EVs.
- Power steering EPS is replacing hydraulic-mechanical power steering allowing more flexibility in car design and less power consumption.

#### **Security**



- Identification Chip-based passports and national ID cards allow much higher level of security compared with paperonly ID cards.
- Brand protection Chip-based authentication of accessories, e.g. batteries.

## #3: Semis Represent a Negligible Part of the Value of the End Product



#### **Example 1: mid-range car**







**Semi BoM:** 

€250



#### **Example 2: high-speed train**







**Semi BoM:** 

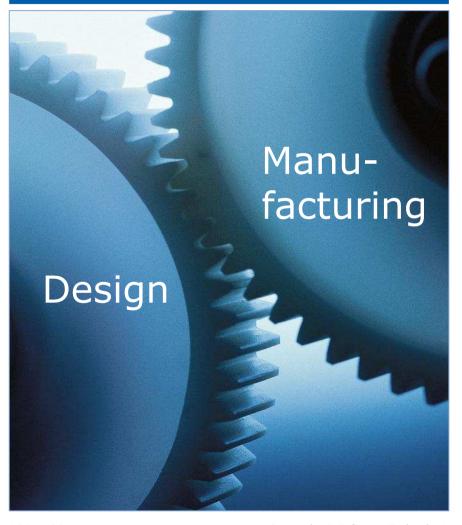
€100,000



## #4: Infineon's Core Competencies — Power Semiconductors and eControl



## Design and manufacturing of power semis tightly coupled



#### **Core competence power**

- Thin-wafer technology
- Super-junction MOSFETs
- Silicon-Carbide (SiC)
- IGBT module packaging

#### **Core competence eControl**

- Automotive real-time 32-bit microcontroller (TriCore™)
- Automotive 32-bit multi-core design (AURIX<sup>™</sup>)
- Low-power security controller
- Safety Guard

## Sustainable Profitability: We Will Keep High Margins



High barriers to entry

Semis enable high functionality

Value of semis small relative to end product

Infineon's \*\*\*
core competencies: Power and eControl

#### SR target margins

ATV:

**15-20%** 



IMM:

20-25%



CCS:

10-15%



#### **Infineon:**

- ~20% under normal industry conditions
- ~15% through cycle



#### **Target Operating Model**

	FY 2011	FY 2012e	Longer term
Revenue	EUR 3.997bn	Decreasing by a mid single-digit %	≥ 10% growth p.a.
Gross margin	41.4%	< 40%	Flat or increasing vs FY 2012
R&D	11.0% of sales	Increasing by 5 - 10%	Low-to-mid teens % of sales
SG&A	11.2% of sales	Increasing by 5 - 10%	Low-teens % of sales
Total Segment Result margin	19.7%	Low to mid teens %	Increase vs FY 2012

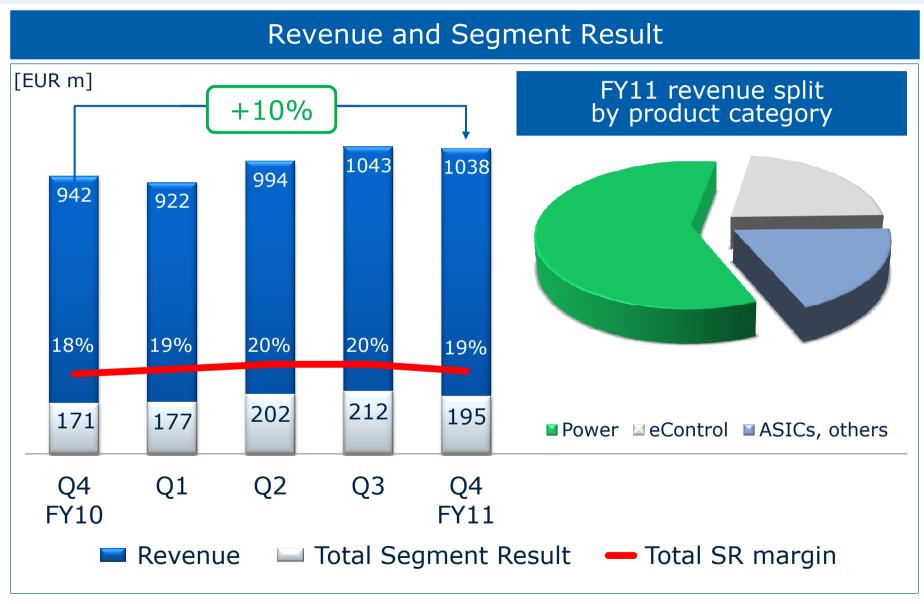


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## Q4 FY11: Maintained Solid Total Segment Result Margin





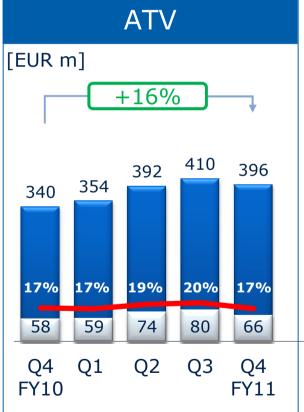
#### All Segments Contribute to **Total Segment Result**

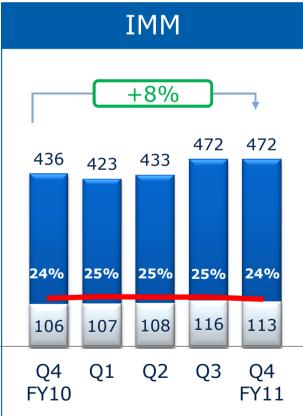


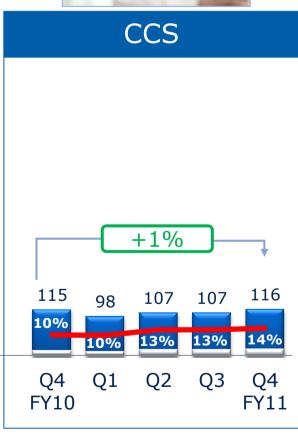










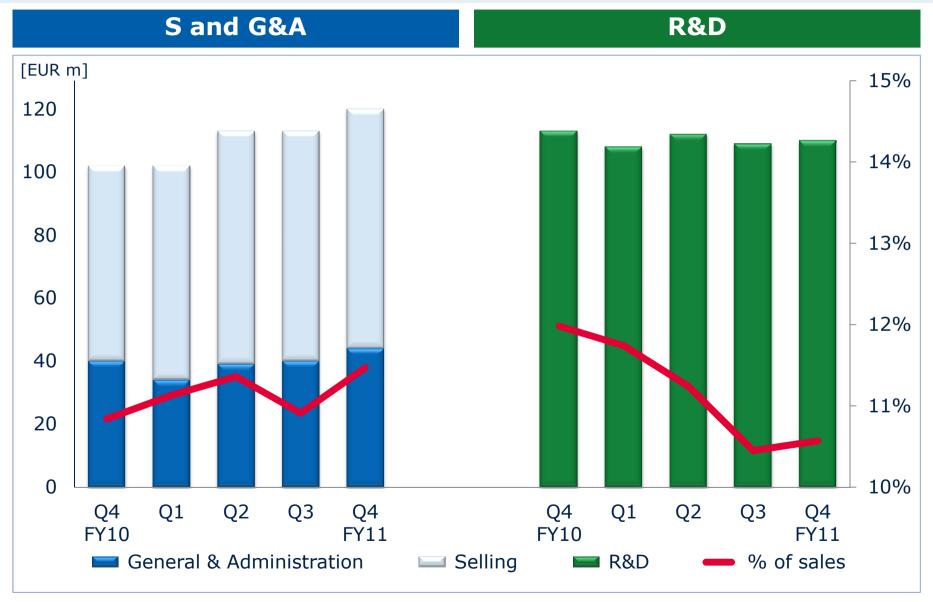


Revenue

Total Segment Result — Total SR margin



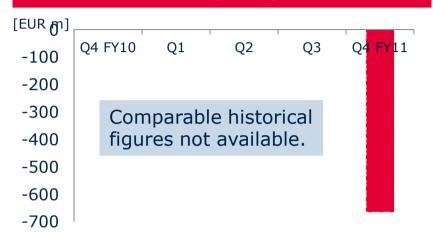
#### OpEx In-line With Target Operating Model





#### Working Capital\*

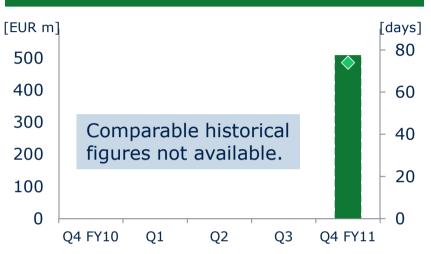
#### **Working Capital**



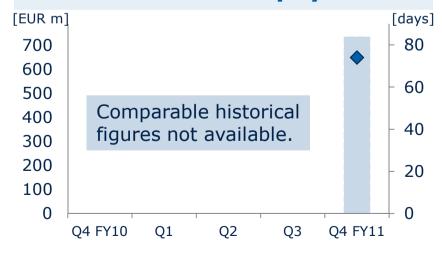
#### **Trade and other receivables**



#### Inventories



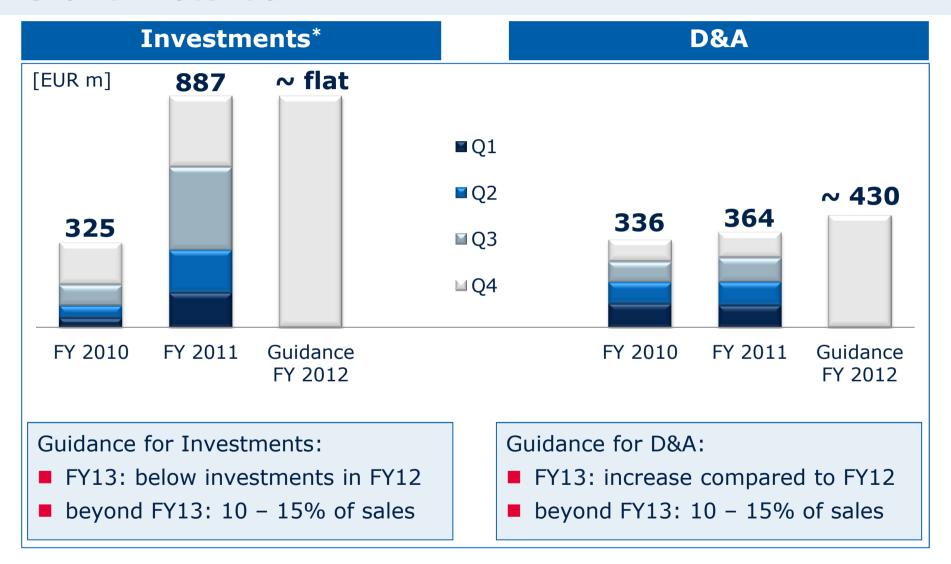
#### **Trade and other payables**



st For definition please see slide 32 in appendix.

## Investments Remain High to Exploit Growth Potential

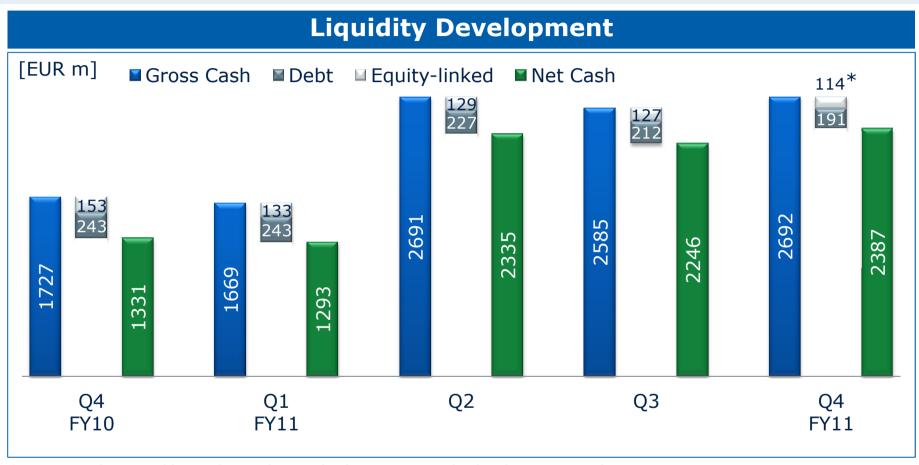




<sup>\*</sup> For definition please see slide 32 in appendix.

## High Gross and Net Cash Position Maintained

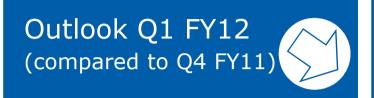




- \* Consists of Convertible Bond 2014 (nominal value EUR 137m; book value EUR 114m).
- Gross and net cash increased despite accelerated capital returns in Q4 FY11.
- FY 2011: Repurchases of nominal EUR 59m of CB 2014 (~26m shares underlying) and 4m shares for total of €199m in cash.



#### Guidance for Q1 and FY 2012





Revenue

Revenue to decline by about 10%.

Mid-single digit percentage decline.

Total Segment Result Margin

13 to 14% of sales.

Low-to-mid teens percentage.

## New Structure of IMM as of 1 January 2012



#### **IMM**





## Industrial Power Control (IPC)

- Industry-oriented applications
- Drives and traction
- Renewable energy

# Applications

## Power Management & Multimarket (PMM)

- Consumer-oriented applications
- Power supplies for notebooks, PCs, server
- Lighting
- Mobile infrastructure

- IGBT modules
- Discrete IGBTs
- Driver ICs

## Products

- Power MOSFETs
- Power ICs
- Digital power management
- LED drivers
- ASICs



# ENERGY EFFICIENCY MOBILITY SECURITY

Innovative semiconductor solutions for energy efficiency, mobility and security.







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#### Notes

#### ■ Investments =

'Purchase of property, plant and equipment'

+ 'Purchase of intangible assets and other assets' incl. capitalization of R&D expenses

#### **■** Working Capital =

('Total current assets'

- 'Cash and cash equivalents'
- 'Financial investment'
- 'Assets classified as held for sale')
- ('Total current liabilities'
- 'Short term debt and current maturities of long-term debt'
- 'Liabilities classified as held for sale')
- **DOI** (inventory days; quarter-to-date) = ('Net Inventories' / 'Cost of goods sold') \* 90
- **DSO** (days sales outstanding; quarter-to-date) = ('Trade accounts receivables (net)' / 'revenue') \* 90
- **DPO** (days payables outstanding; quarter-to-date) = ('Trade payables' / ['Cost of goods sold' + 'Purchase of property, plant and equipment']) \* 90

## Infineon Consolidated Statements of Operations (IFRS) (unaudited)



	3 months ended			12 months ended	
in Euro million; except for the per share data	Sep 30, 11	Jun 30, 11	Sep 30, 10	Sep 30, 11	Sep 30, 10
Revenue	1,038	1,043	942	3,997	3,295
Cost of goods sold	(619)	(613)	(563)	(2,343)	(2,058)
Gross profit	419	430	379	1,654	1,237
Research and development expenses	(110)	(109)	(114)	(439)	(399)
Selling, general and administrative expenses	(119)	(114)	(103)	(449)	(386)
Other operating income	10	2	7	23	18
Other operating expense	(21)	(8)	(15)	(53)	(122)
Operating income	179	201	154	736	348
Financial income	12	13	5	39	29
Financial expense	(22)	(14)	(16)	(65)	(95)
Income from investments accounted for using the equity method	3	(1)	1	4	8
Income from continuing operations before income taxes	172	199	144	714	290
Income tax benefit (expense)	75	(24)	49	30	22
Income from continuing operations	247	175	193	744	312
Income (loss) from discontinued operations, net of income taxes	(122)	15	197	375	348
Net income	125	190	390	1,119	660
Attributable to:					
Non-controlling interests	-	-	-	-	1
Shareholders of Infineon Technologies AG	125	190	390	1,119	659
Basic earnings per share attributable to shareholders of Infineon Technologies AG (in Euro):					
Weighted average shares outstanding (in million) – basic	1,085	1,087	1,087	1,086	1,087
Basic earnings per share (in Euro) from continuing operations	0.23	0.16	0.18	0.68	0.29
Basic earnings per share (in Euro) from discontinued operations	(0.11)	0.01	0.18	0.35	0.32
Basic earnings per share (in Euro)	0.12	0.17	0.36	1.03	0.61
Diluted earnings per share attributable to shareholders of Infineon Technologies AG (in Euro):					
Weighted average shares outstanding (in million) – diluted	1,152	1,157	1,172	1,159	1,171
Diluted earnings per share (in Euro) from continuing operations	0.22	0.16	0.16	0.66	0.28
Diluted earnings per share (in Euro) from discontinued operations	(0.11)	0.01	0.17	0.32	0.30
Diluted earnings per share (in Euro)	0.11	0.17	0.33	0.98	0.58

## Infineon Consolidated Statements of Financial Position (IFRS) (unaudited)



in Euro million	Sep 30, 11	Jun 30, 11	Sep 30, 10
Assets:			
Current assets:			
Cash and cash equivalents	1,007	822	1,667
Financial investments	1,685	1,763	60
Trade and other receivables	593	828	687
therin: Trade accounts receivables	510	584	622
Inventories	507	631	514
Income tax receivable	30	15	7
Other current financial assets	2	4	72
Other current assets	142	101	88
Assets classified as held for sale	5	4	495
Total current assets	3,971	4,168	3,590
Property, plant and equipment	1,343	1,185	838
Goodwill and other intangible assets	111	103	87
Investments accounted for using the equity method	34	31	35
Deferred tax assets	262	221	308
Other financial assets	124	124	119
Other assets	28	31	16
Total non-current assets	1,902	1,695	1,403
Total assets	5,873	5,863	4,993
Current liabilities:	68	83	133
Short-term debt and current maturities of long-term debt	68	83	133
Trade and other payables	735	760	665
therin: Trade accounts payables	720	718	659
Current provisions	810	619	553
Income tax payable	59	113	111
Other current financial liabilities	159	121	16
Other current liabilities	174	315	153
Liabilities classified as held for sale	-	-	177
Total current liabilities	2,005	2,011	1,808
Long-term debt	237	256	263
Pension plans and similar commitments	168	147	146
Deferred tax liabilities	7	9	11
Non-current provisions	26	45	55
Other financial liabilities	4	6	6
Other liabilities	71	69	79
Total non-current liabilities	513	532	560
Total liabilities	2,518	2,543	2,368
Shareholders' equity:			
Ordinary share capital	2,173	2,173	2,173
Additional paid-in capital	5,854	5,875	6,048
Accumulated deficit	(4,514)	(4,619)	(5,613)
Other reserves	10	4	17
Own shares	(26)	-	-
Put options on own shares	(142)	(113)	
Equity attributable to shareholders of Infineon Technologies AG	3,355	3,320	2,625
Total liabilities and equity	5,873	5,863	4,993

## Infineon Consolidated Statements of Cash Flows (IFRS) (unaudited)



		months ended	
in Euro million	Sep 30, 11	Jun 30, 11	Sep 30, 10
Net income	125	190	390
Less: net income (loss) from discontinued operations, net of income taxes	122	(15)	(197
A djustments to reconcile net income to net cash provided by operating activities:			
Depreciation and amortization	98	94	85
Income tax	(75)	24	(49)
Interest result	7	4	10
Provision for (recovery of) doubtful accounts	-	(2)	-
Losses (gains) on sales of financial investments	2	- (2)	-
Losses (gains) on sales of businesses and interests in subsidiaries	-	(2)	(14
Losses in connection with the deconsolidation of ALTIS	(1)	-	(14
Losses (gains) on disposals of property, plant and equipment	` '	1	- (1
Income from investments accounted for using the equity method	(3)		(1)
Dividends received from associated companies	1	5	4
Impairment charges	•	-	-
Share-based compensation	1	-	
Changes in trade and other receivables	15	(5)	6
Changes in inventories	6	(20)	(8)
Changes in other current assets	(11)	1	34
Changes in trade and other payables	(1)	31	92
Changes in provisions	39	50	114
Changes in other current liabilities	26	(10)	(80)
Changes in other assets and liabilities	(5)	(13)	19
Interest received	11	6	3
Interest paid	(2)	(12)	(1)
Income tax paid	6	(16)	(8)
Net cash provided by operating activities from continuing operations	361	311	399
Net cash provided by (used in) operating activities from discontinued	135	(32)	(12)
Net cash provided by operating activities	496	279	387
Cash flows from investing activities:			
Purchases of financial investments	(887)	(550)	-
Proceeds from sales of financial investments	962	321	2
Proceeds from sales of businesses and interests in subsidiaries	2		1
Purchases of intangible assets and other assets	(13)	(11)	(8)
Purchases of property, plant and equipment	(260)	(308)	(155)
Proceeds from sales of property, plant and equipment and other assets	7		(1)
Net cash used in investing activities from continuing operations	(189)	(548)	(161)
Net cash used in investing activities from discontinued operations	(33)	(43)	(8)
Net cash used in investing activities	(222)	(591)	(169)
Cash flows from financing activities:			
Net change in related party financial receivables and payables	-		2
Proceeds from issuance of non-current debt	-	2	2
Repayments of non-current debt	(21)	(17)	(13)
Repurchase of convertible subordinated bonds	(50)	(16)	-
Change in restricted cash	1	(1)	1
Purchases of own shares	(26)	-	-
Proceeds from the issuance of put options for own shares	4	4	_
Dividend payments	_	_	_
Net cash used in financing activities from continuing operations	(92)	(28)	(8)
Net cash provided by financing activities from discontinued operations			
Net cash used in financing activities	(92)	(28)	(8)
Net cash used in financing activities  Net increase (decrease) in cash and cash equivalents	182	(340)	210
		(340)	
Effect of foreign exchange rate changes on cash and cash equivalents  Cash and cash equivalents at beginning of period	3	4.400	5
	822	1,162	1,452
Cash and cash equivalents at end of period	1.007	822	1,667



#### Financial Calendar

Date * preliminary date	Location	Event
17-18 Nov 2011	Barcelona	Morgan Stanley TMT Conference
22 Nov 2011	13:00 - 14:00 GMT	Web cast: Q4 results, Automotive
29-30 Nov 2011	Scottsdale, AZ	Credit Suisse Technology Conference
01 Feb 2012*		Q1 FY12 Results
08 Mar 2012*	Munich	Annual General Meeting
03 May 2012*		Q2 FY12 Results
28 Jun 2012	Munich	IFX Day (Capital Markets Day)
31 Jul 2012*		Q3 FY12 Results
13 Nov 2012*		Q4 FY12 Results



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#### Disclaimer

This presentation was prepared as of 16 November 2011 and is current only as of that date. This presentation includes forward-looking statements and assumptions about the future of Infineon's business and the industry in which we operate. These include statements and assumptions relating to general economic conditions, future developments in the world semiconductor market, our ability to manage our costs and to achieve our growth targets, the resolution of Qimonda's insolvency proceedings and the liabilities we may face as a result of Qimonda's insolvency, the benefits of research and development alliances and activities, our planned levels of future investment, the introduction of new technology at our facilities, our continuing ability to offer commercially viable products, and our expected or projected future results.

These forward-looking statements are subject to a number of uncertainties, such as broader economic developments, including the market environment; trends in demand and prices for semiconductors generally and for our products in particular, as well as for the end-products, such as automobiles, drives, renewable energies and consumer electronics, that incorporate our products; the success of our development efforts, both alone and with partners; the success of our efforts to introduce new production processes at our facilities; the actions of competitors; the continued availability of adequate funds; any mergers, acquisitions or dispositions we may undertake; the outcome of antitrust investigations and litigation matters; and the resolution of Qimonda's insolvency proceedings; as well as the other factors mentioned in this presentation and those disclosed at other occasions.

As a result, Infineon's actual results could differ materially from those contained in or suggested by these forward-looking statements. You are cautioned not to place undue reliance on these forward-looking statements. Infineon does not undertake any obligation to publicly update or revise any forward-looking statements in light of developments which differ from those anticipated.