

# Deutsche Bank TMT Conference

London, 03 September 2013

Dominik Asam  
Chief Financial Officer



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■ Overview

■ Growth Drivers

■ Financials and Outlook

## **Disclaimer:**

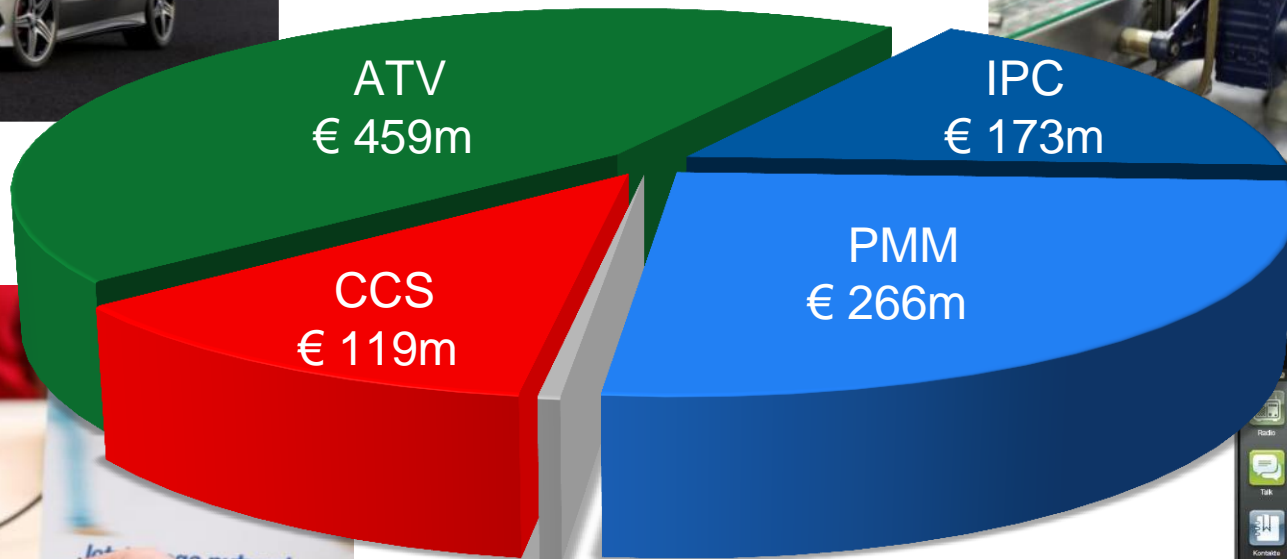
This presentation contains forward-looking statements about the business, financial condition and earnings performance of the Infineon Group.

These statements are based on assumptions and projections resting upon currently available information and present estimates. They are subject to a multitude of uncertainties and risks. Actual business development may therefore differ materially from what has been expected.

Beyond disclosure requirements stipulated by law, Infineon does not undertake any obligation to update forward-looking statements.

# Revenue Split by Division

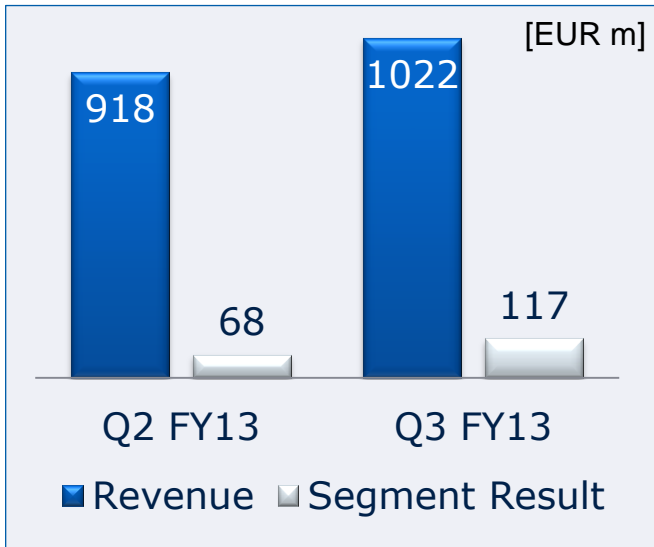
**Q3 FY 2013 revenue: EUR 1,022m**



OOS+C&E\*  
€ 5m

\* Other Operating Segments;  
Corporate and Eliminations.

# Revenue above EUR 1bn; Segment Result Margin Back above 10%



[EUR m]	Q3 FY12	Q2 FY13	Q3 FY13
Revenue	990	918	1,022
Segment Result	126	68	117
SR Margin	12.7%	7.4%	11.4%
Net Income*	82	33	77
Investment	158	65	71
FCF from cont. operations	-22	73	135
Gross Cash	2,150	2,016	2,137
Net Cash	1,907	1,705	1,832

\* Net Income includes „income/loss from discount. operations, net of income taxes“ in Q3 FY12 EUR -8m, in Q2 FY13 EUR -3m and in Q3 FY13 -5m.

# Tight Customer Relationships are Based on System Know-how and App Understanding



## ATV



## IPC



## PMM



## CCS



## Distributors

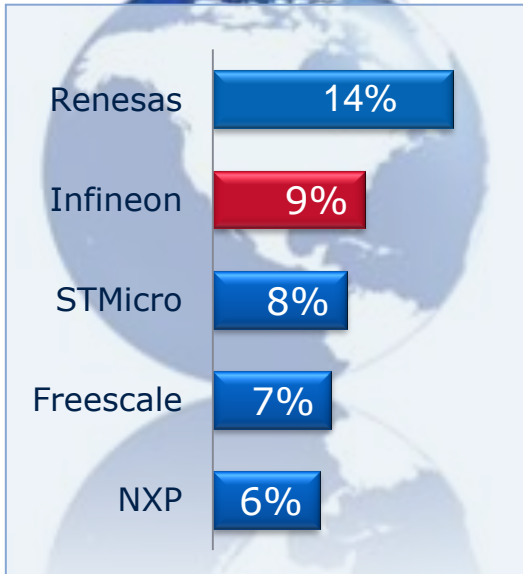


# Infineon Holds Top Positions in All Target Markets



## Automotive

#2

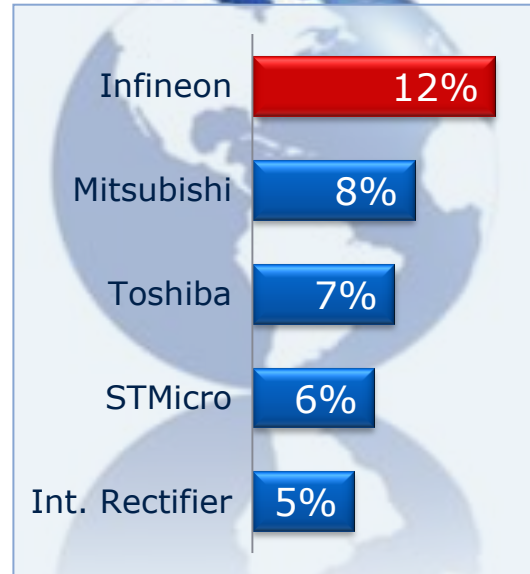


Calendar year 2012.

Source: Strategy Analytics, April 2013.

## Power

#1

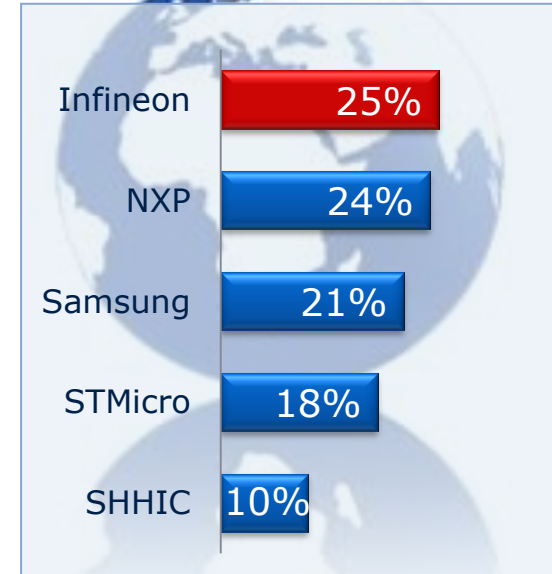


Calendar year 2011.

Source: IMS Research (an IHS company), July 2012.

## Chip Card

#1



Calendar year 2011.

Source: IMS Research (an IHS company), August 2012.

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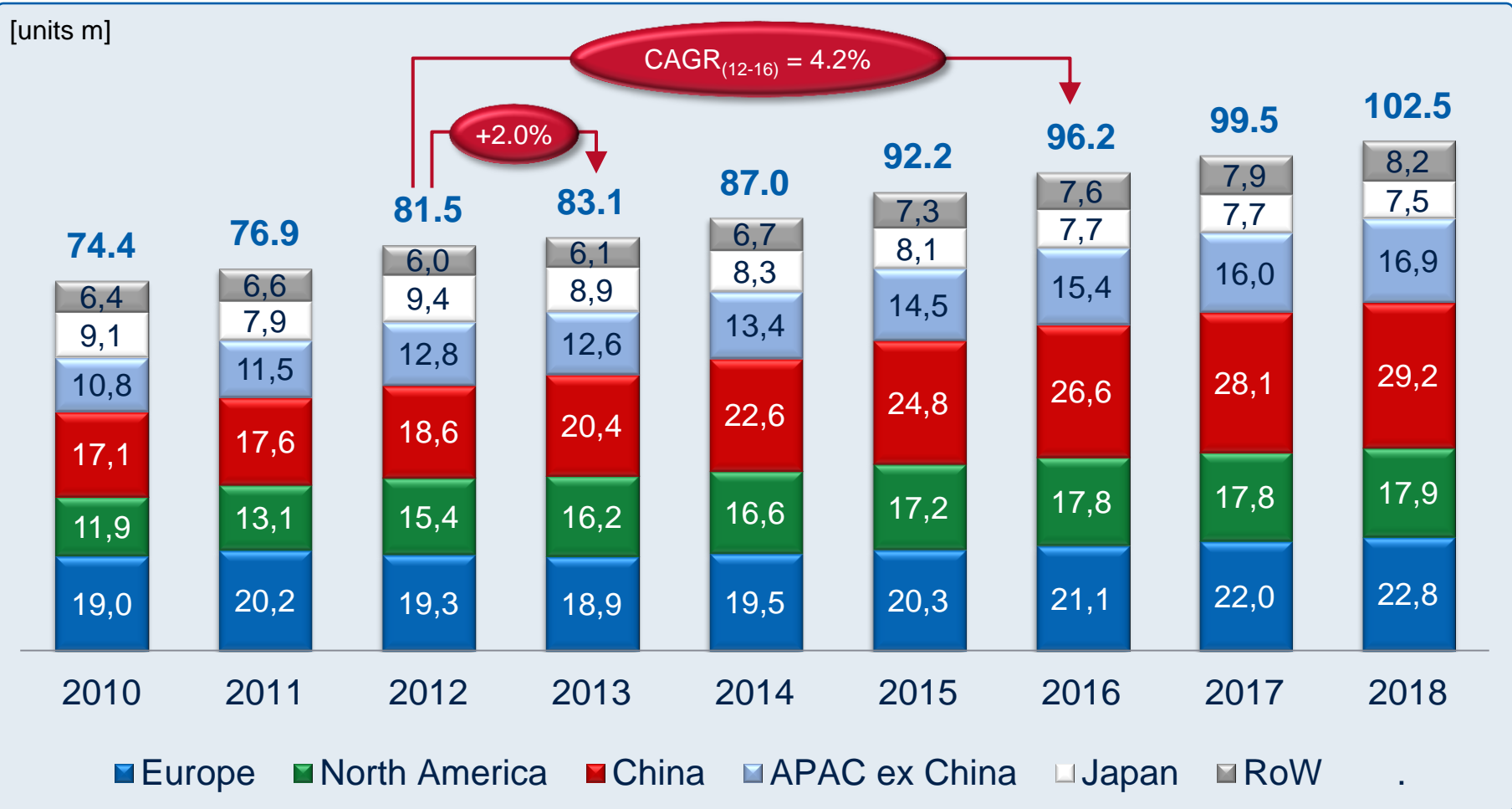
■ Growth Drivers

■ Financials and Outlook

# Despite Europe, Global Car Production Up in 2013; Long-Term Prospects Still Healthy

## Global car production (cars ≤ 6t)

[units m]

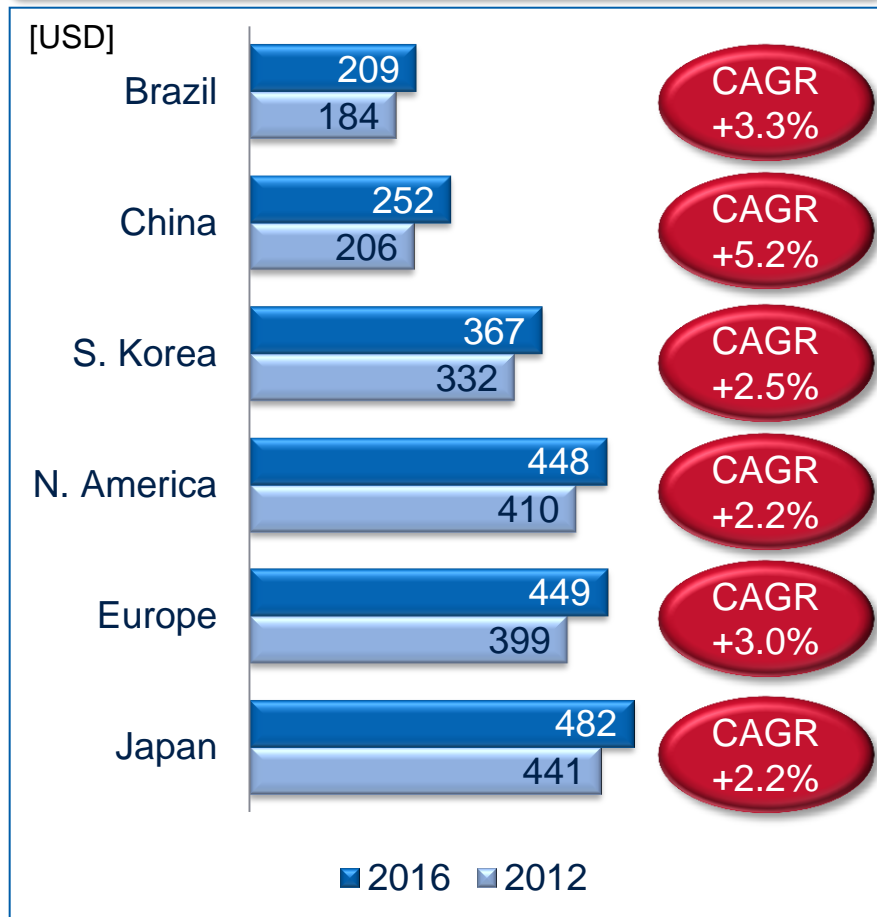


Source: IHS, July 2013. www.ihs.com.



# Semi Content Per Car Continues to Increase

## Semiconductor value per car by region

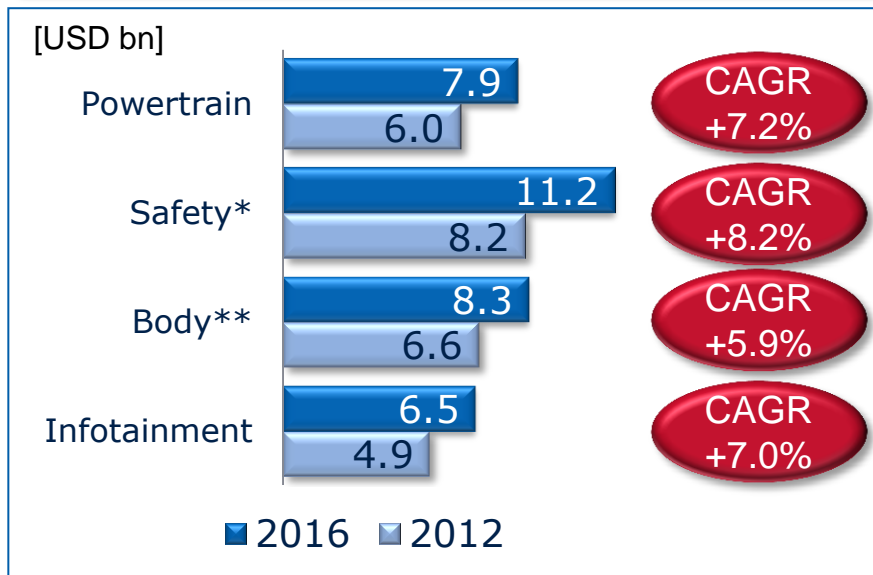


Source: Strategy Analytics (SA): "Automotive Semiconductor Demand Forecast 2011 – 2020", July 2013; including semiconductor sensors.

## Semiconductor value per car



## Semiconductor market by segment

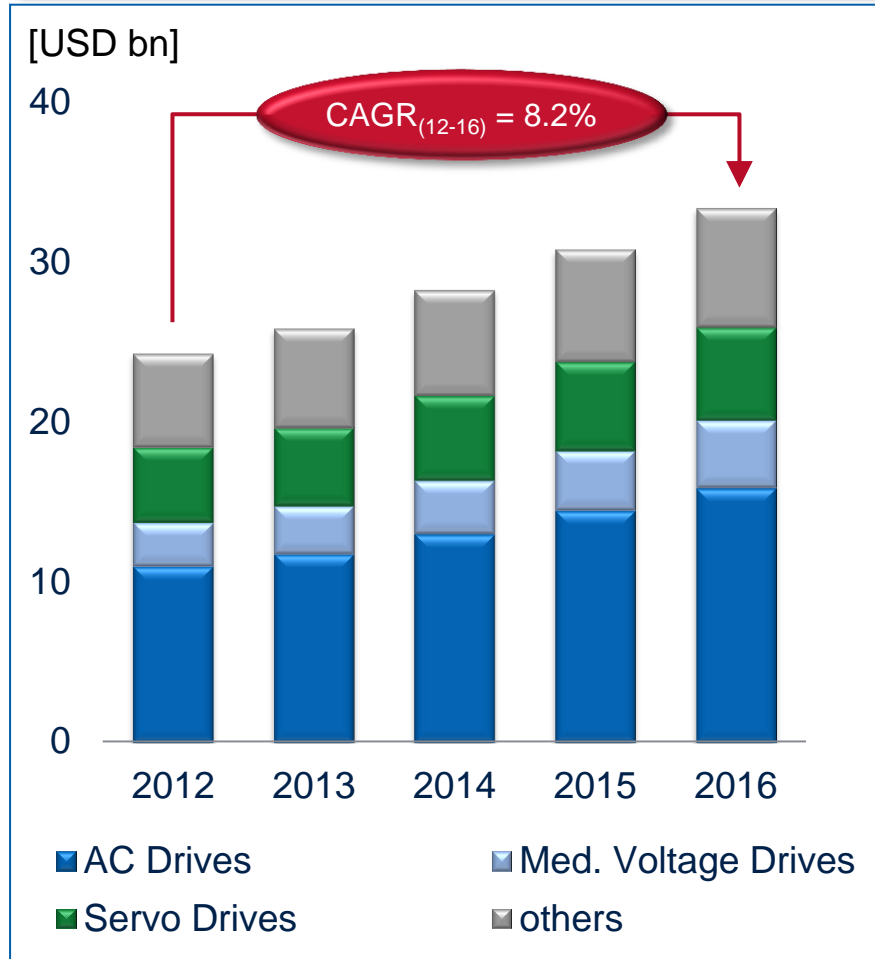


\* Safety = "Safety" + "Chassis" according to SA definition.

\*\* Body = "Body" + "Security" according to SA definition.

# Growth in Motor Controls Driven by Energy Saving, Government Initiatives and Legislation

## Industrial motor controls



Source: IHS (IMS Research): "The World Market for Industrial Automation Equipment – July 2013 Update", July 2013.

## Market description

### Others

- Food & beverage, medical & scientific, semiconductor machinery, printing sector.
- Comparatively low IGBT content.

### Servo Drives

- High precision motors for general motion control and CNC products.
- 600/1200 V IGBT devices.

### Medium Voltage Drives

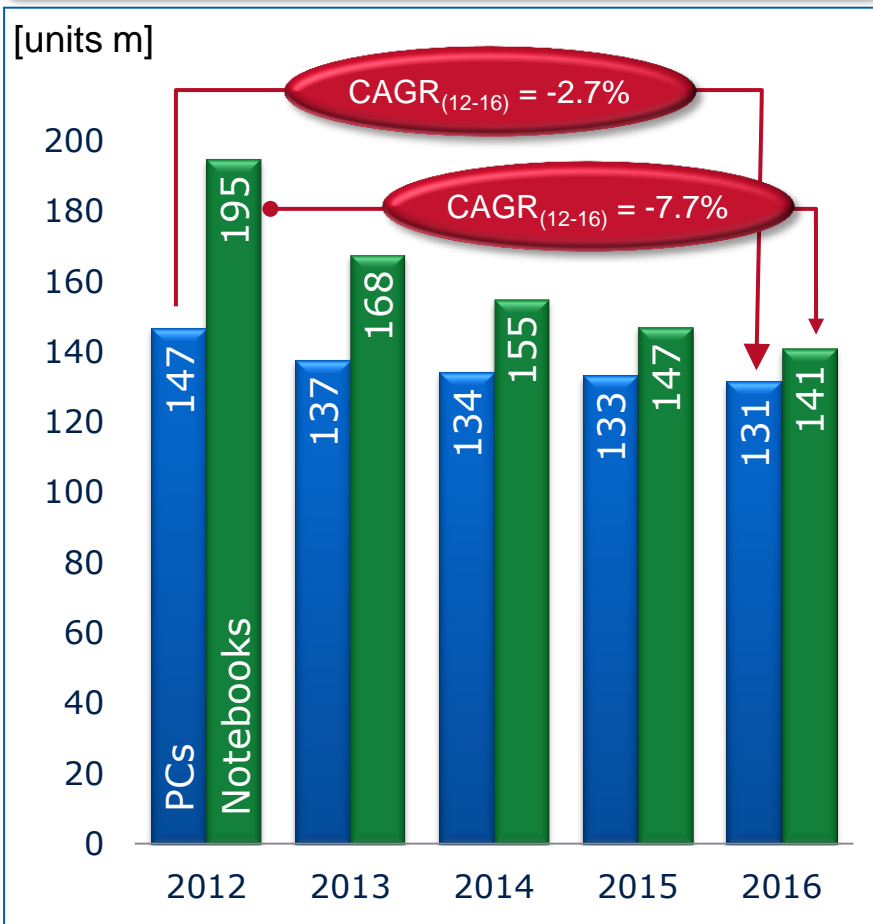
- Heavy industries (oil & gas, metals, power generation).
- High-power drives (up to 10 MW).
- 1.7/3.3/6.5 kV IGBT modules.

### AC Drives

- Fans, pumps, material handling, packaging.
- Mainly 600/1200 V IGBT devices used.

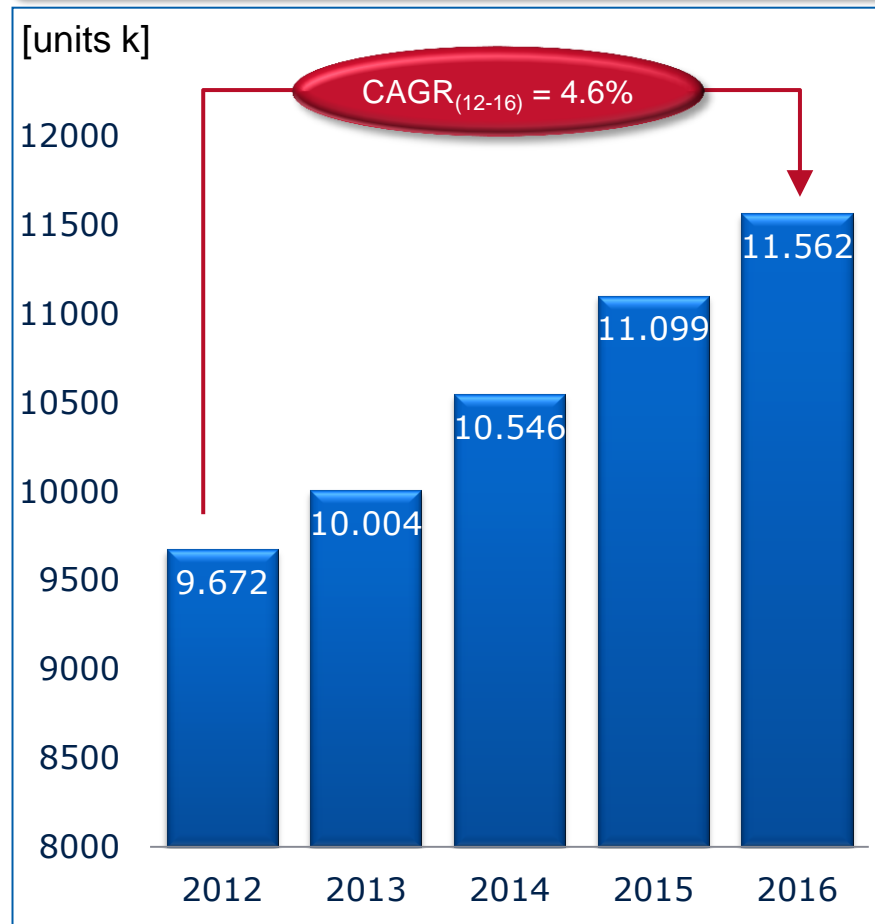
# Growth in Servers Compensates Slowdown in PCs and Notebooks

## PCs and Notebooks



Source: Gartner: "Desktop-Based PCs, Notebooks, Ultramobiles and Tablets, Worldwide: 2011 – 2017", 2Q13 Update, July 2013.

## Servers

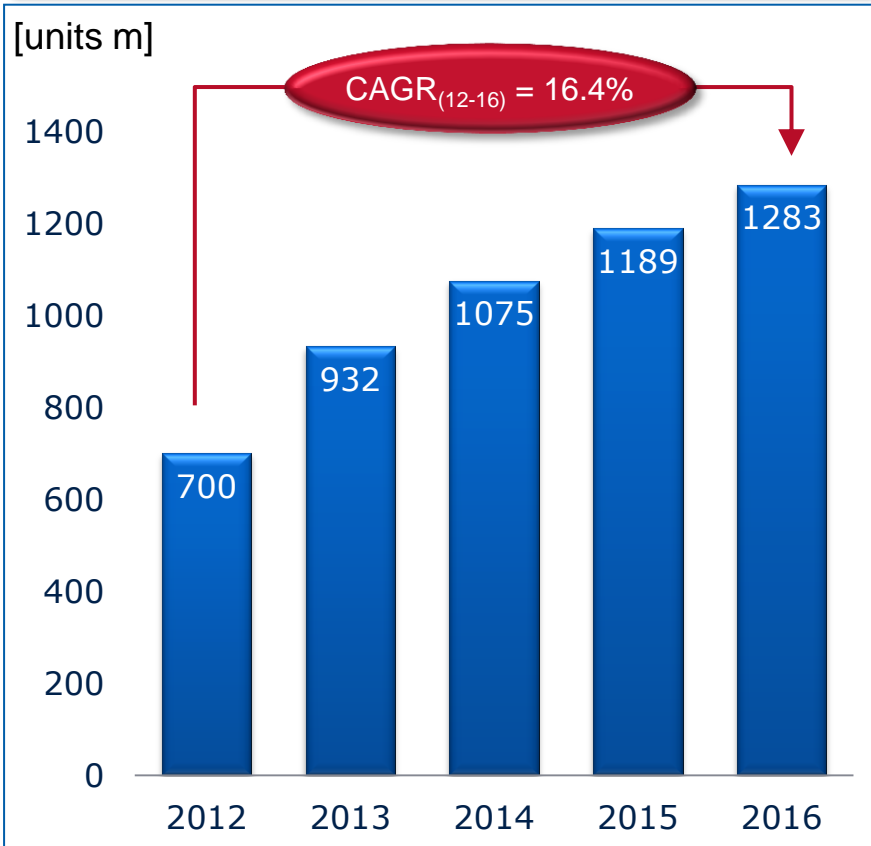


Source: Gartner: "Forecast: Servers, All Countries, 2011 – 2017", 2Q13 Update, July 2013.

# Our Business With RF Components, Si-Mics and Power Semis Fuelled by Mobile Devices

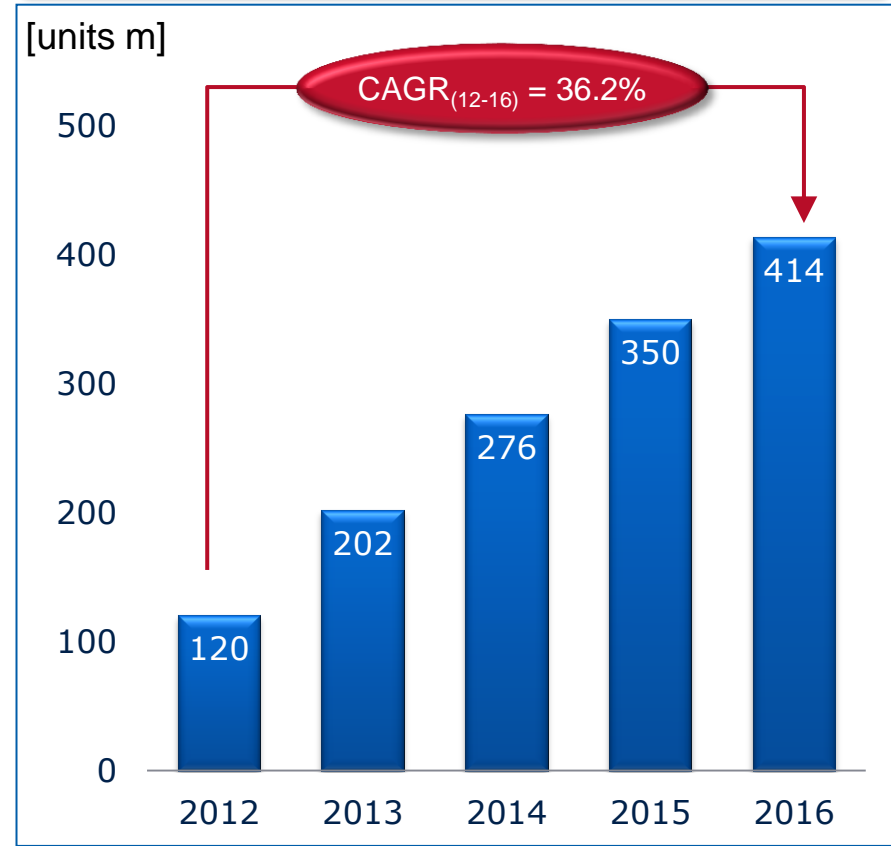


## Smartphones



Source: Strategy Analytics: "Global Smartphone Sales Forecast for 88 Countries: 2007 to 2017", July 2013.

## Tablets\*



The chart was created by Infineon based on Gartner research. Source: Gartner: "Forecast: Desk-based PCs, Notebooks, Ultramobiles, and Tablets, Worldwide, 2011 – 2017", 2Q13 Update, July 2013.

\* Including Utility Tablets, Basic Tablets and Premium Tablets.

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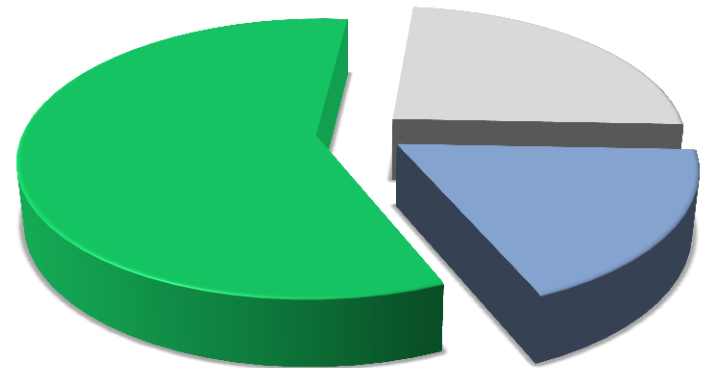
# Return to Year-on-Year-Growth and > 10% Segment Result Margin

## Revenue and Segment Result

[EUR m]



FY 2012 revenue split by product category



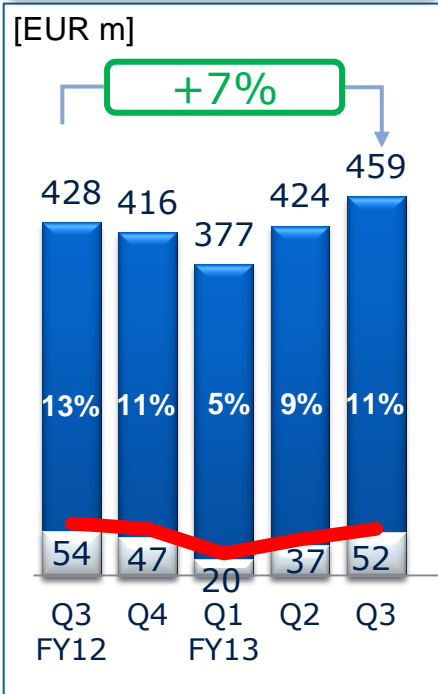
■ Power ■ eControl ■ others

■ Revenue ■ Segment Result — Segment Result Margin

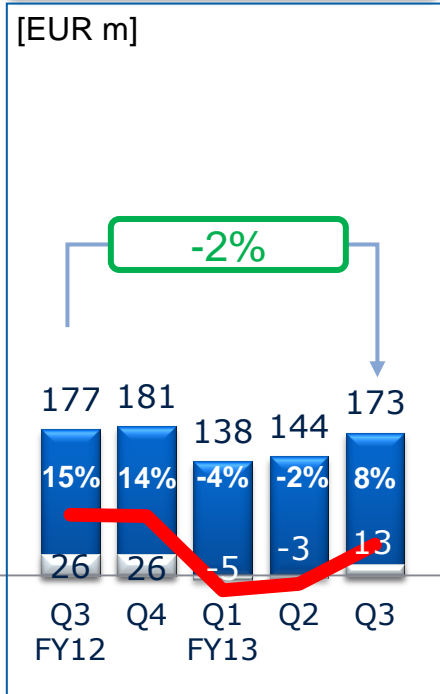
# Record Sales in ATV; IPC Returned to More Normal Levels; Nice Margin Recovery in PMM



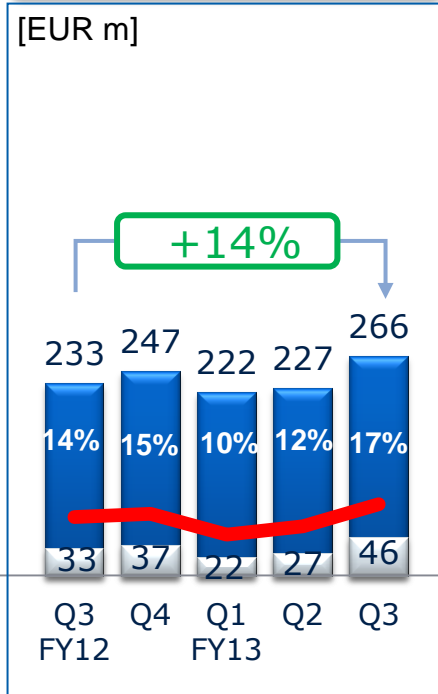
## ATV



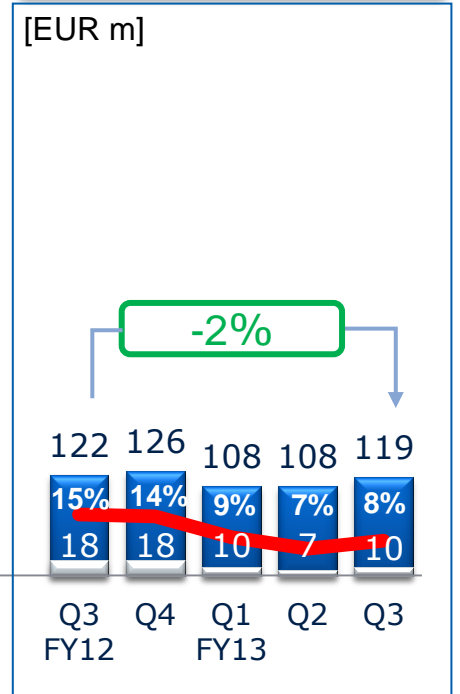
## IPC



## PMM



## CCS



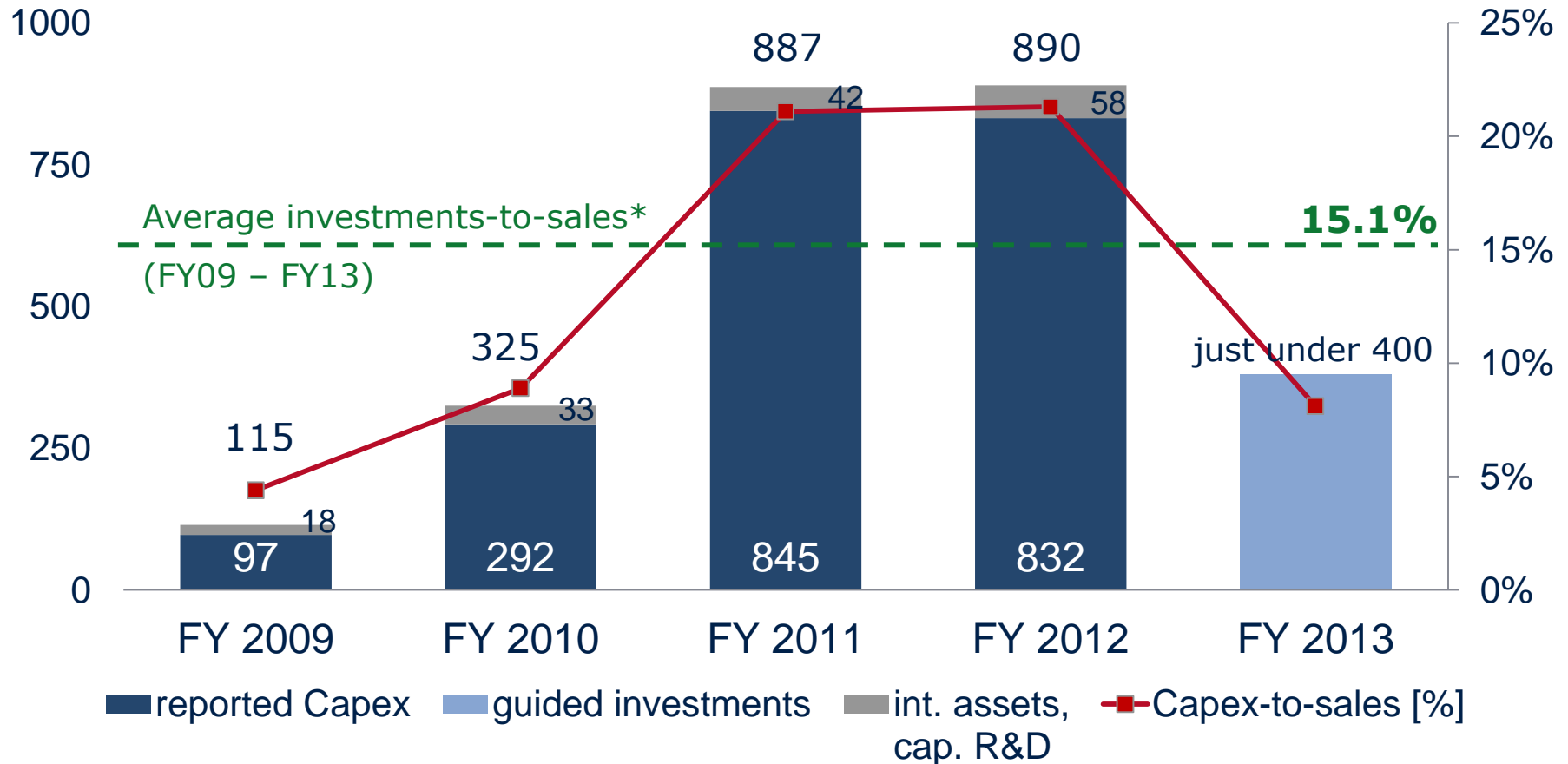
Revenue

Segment Result

Segment Result Margin

# Investments Average ~15% of Sales Over a Cycle

## Investments in FY 2009 – FY 2013



\* Total investments (FY09 – FY13): €2.597m. Total sales (FY09 – FY13): €17.230m.



# Guidance for Q4 FY13 and FY 2013

Outlook Q4 FY13



Outlook FY 2013  
(compared to FY 2012)



Revenue

About EUR 1,050m.

Decline of about 1.5%.

Segment  
Result  
Margin

About 13%.

Just under 10%.

Investments in FY 2013

Just under EUR 400m.

D&A in FY 2013

About EUR 470m.



# ENERGY EFFICIENCY MOBILITY SECURITY

Innovative semiconductor solutions for energy efficiency, mobility and security.



# Financial Calendar

Date	Location	Event
18 Sep 2013		Conference Call by Jochen Hanebeck Division President, Automotive
24 Sep 2013	Munich	Berenberg Bank and Goldman Sachs German Corporate Conference
25 Sep 2013	Munich	Baader Investment Conference
12 Nov 2013*		Q4 FY13 and FY 2013 Results
18 – 19 Nov 2013	London	Company Roadshow including presentation by Andreas Urschitz Division President, Power Management & Multimarket
20 – 21 Nov 2013	Barcelona	Morgan Stanley TMT Conference
03 – 04 Dec 2013	Scottsdale, AZ	Credit Suisse Technology Conference

\* provisional

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