# Third Quarter FY 2015 Quarterly Update

Infineon Technologies AG Investor Relations





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- 1 Infineon at a Glance
- 2 Growth Drivers
- Results 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.

The opening balance sheet values, and with them the comparative information for the previous period have been adjusted as a result of the continuing analysis and valuation of the assets and liabilities acquired as part of the preliminary purchase price allocation for International Rectifier.

# Leadership in system understanding will foster future growth and profitability



#### Competitive advantages

System leader in Automotive

#1 and technology leader in Power

Leader in Security Solutions

Average-cycle financial targets

Revenue Growth:

~8%

Segment Result Margin:

~15%

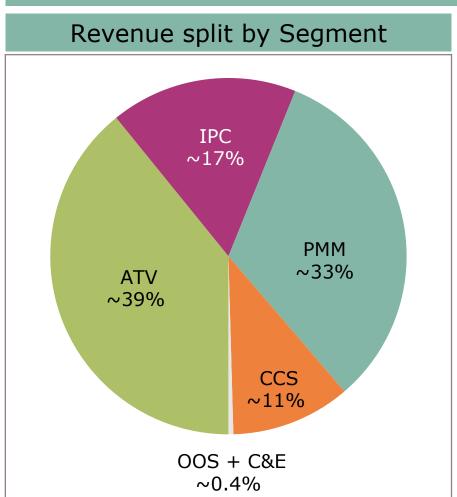
Investment-to-Sales:

~13%

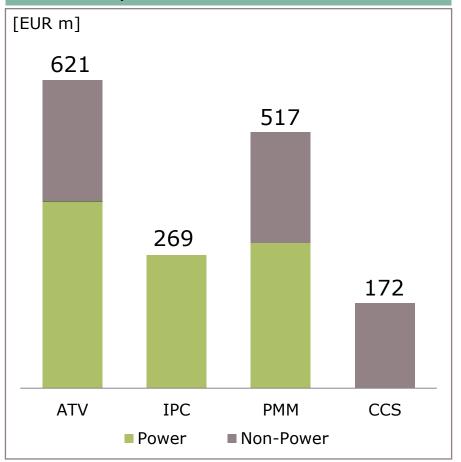
## Automotive and power are the two major pillars of Infineon's businesses



#### Q3 FY15 revenue: EUR 1,586m



#### Power represents ~60% of revenue

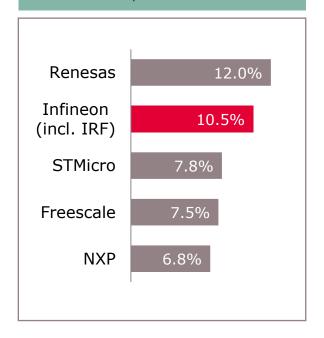


# Infineon is growing faster than the market in automotive and is clear leader in power



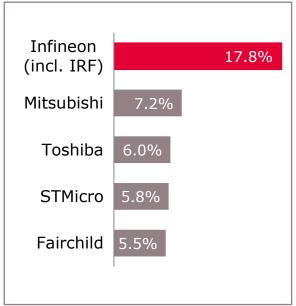
## Automotive semiconductors

total market in 2014: \$27.5bn



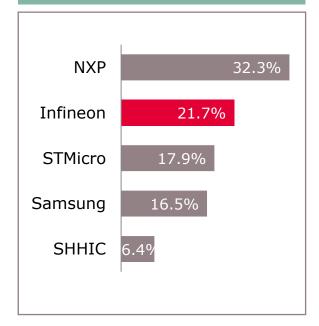
## Power semiconductors

total market in 2013: \$15.4bn



#### **Smart Card ICs**

total market in 2013: \$2.48bn



Automotive semiconductors incl. semiconductor sensors.

Source: Strategy Analytics, April 2015 Discrete power semiconductors and power modules.

Source: IHS Inc., September 2014

Microcontroller-based smart card ICs.

Source: IHS Inc., July 2014

## Integration of International Rectifier on track





#### Major achievements in Q3 FY15

- Organizational integration progressing fast; in many areas completed
- Executing the discontinuation of manufacturing operation at Techview in Singapore; completed by end of CY15
- Full commitment: International Rectifier's margin contribution will at least be in line with Infineon's target of 15% Segment Result margin at the latest by FY17



Q3 FY15 adjusted EPS: €0.18

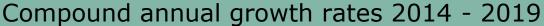


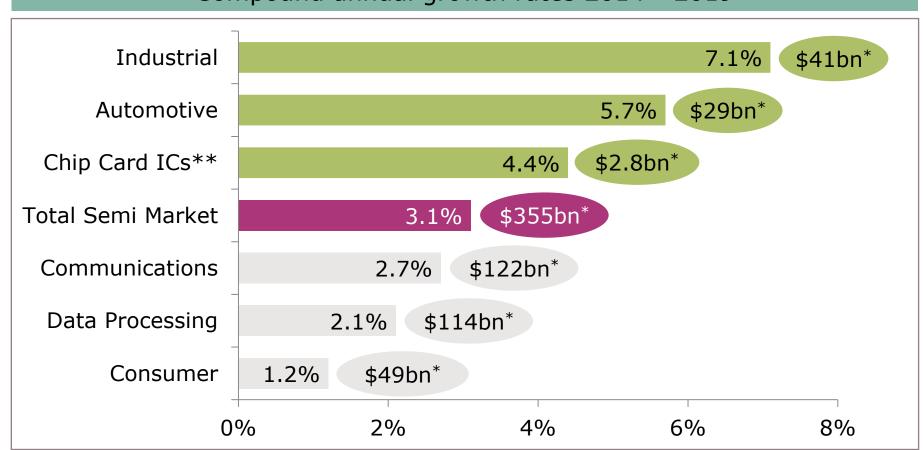
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# Infineon benefits from auto and industrial, the by far fastest growing semiconductor sectors







Source: IHS, Worldwide Semiconductor Shipment Forecast, AMFT Q2 2015, July 2015

<sup>\*</sup> In calendar year 2014

<sup>\*\*</sup> Source: IHS, "Smart Card and IC Database - World", April 2015

# Infineon is system leader in automotive, making cars clean, safe and smart



#2 with strongest market share gains in 2014:

- #1 in power semiconductors
- > #2 in sensors
- #3 in microcontrollers (#1 in powertrain\*)

\* Source: own estimate

Most balanced portfolio with sensors, microcontrollers and power for system approach

Leader in electric drivetrain and CO<sub>2</sub> reduction - making cars clean

#### Leader in ADAS

- making autonomous driving safe and reliable

Leading product portfolio of sensors and security ICs for individual convenience and connectivity

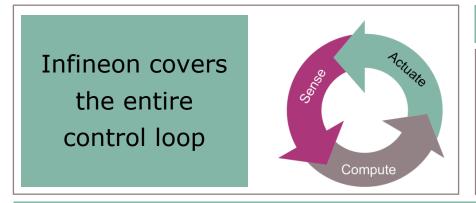
- making cars smart

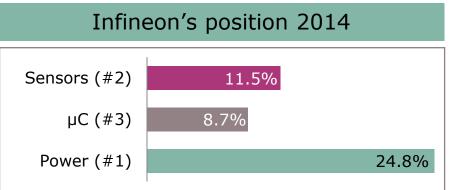
Focus on sustainable high-bill-of-material areas powertrain, safety/ADAS/autonomous cars, body

Infineon is ideally positioned to benefit from megatrends and gain further market share in Automotive

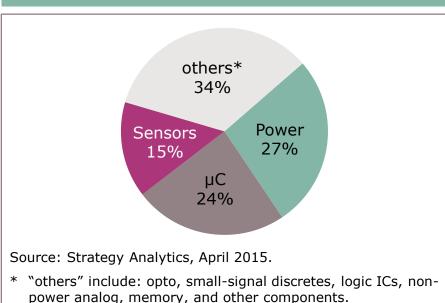
## Infineon holds leading positions in systemcrucial automotive product categories







#### 2014 automotive semiconductor market by product category (\$27.5bn)



- "Power" and "Sensors" are among the fastest growing product categories with 11% growth y-y each.
- Infineon increased market share in "Power" by 3.5%-points resulting in market share of 24.8%.
- Infineon's share in "Sensors" driven by pressure and magnetic sensors.

# Receiving Bosch "Global Supplier Award" for Infineon's 77 GHz radar chip family



#### Award-winning RASIC chips

- On 16 July 2015, Infineon received the "Bosch Global Supplier Award" for innovation in recognition of its radar product family.
- Innovative eWLB package reduces system cost and makes radar-based safety features affordable for compact vehicles
- Infineon is #1 in SiGe-based radar ICs for ADAS applications\*
- 10m radar chips shipped in past six years; next 10m chips expected to be shipped within next 12 months
- From 2016 onwards, radar or camera are required for pedestrian recognition and autonomous emergency braking to achieve maximum Euro NCAP 5-star safety rating

<sup>77</sup> GHz radar IC in eWLB package Bosch mid-range radar sensor Courtesy: Bosch

<sup>\*</sup> Source: IHS Inc., "ADAS Sensor Market Shares - H2 2014".

# New 3D Hall sensor family – expanding Infineon's sensor target markets



#### **Features**

- extremely low power consumption
- highly accurate
- industry's smallest 3D Hall sensor
- for three-dimensional, linear and rotation movements
- targeting automotive, consumer and industrial applications

#### **Applications**

- control elements
- y gear sticks
- steering columns
- multi-function knobs
- joy sticks
- smart meters

#### Package











# Wide adoption of premium features, ADAS and CO<sub>2</sub> reduction drive ATV's growth



#### Vehicle production

#### Drivers for semiconductor content per car

#### CO<sub>2</sub> reduction



#### **ADAS**



#### Comfort, Premium



- ~4% growth per annum
- highest growth in China
- Europe and the US recovering

- driven by legislation
- realized in electric motors and pumps
- adoption of EV/HEV

- > 1st step: assisted driving
- > 2<sup>nd</sup> step: semiautonomous driving
- 3<sup>rd</sup> step: fully autonomous driving
- premium cars are early adopters of high-end comfort and safety features
- trickling down to mid-range

ADAS: Advanced Driver Assistance Systems

## Infineon is #1 and technology leader in power semiconductors



#1 in the market

Broadest product and technology portfolio

Addressing broadest range of applications

300mm thin-wafer manufacturing for power semiconductors

System leader with digitalization of the control loop and functional integration

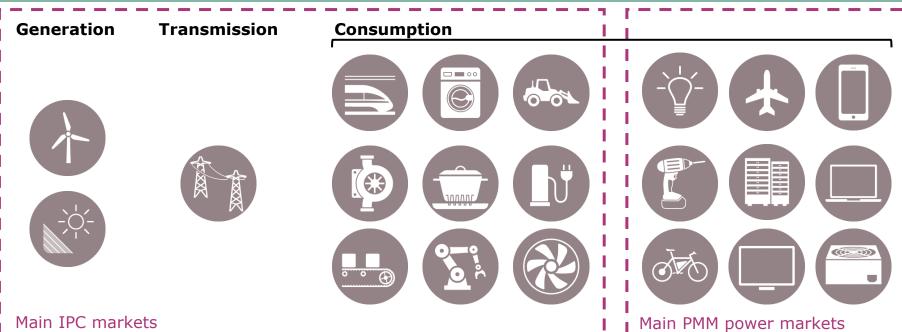
Leader in next-generation power semiconductor materials GaN and SiC

Infineon is ideally positioned to gain further market share and earn superior margins in power semiconductors

# As system leader in power Infineon offers solutions to a wide spectrum of applications



#### Covering the entire power chain



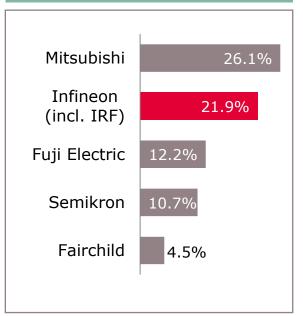
#### System competence for highest reliability and highest efficiency

Controllers	Drivers	MOSFETs/IGBTs	Modules	Stacks
<ul> <li>&gt; Primarion, CHiL</li> <li>&gt; .dp</li> <li>&gt; Power ICs</li> <li>&gt; XMC<sup>™</sup> µC family</li> </ul>	<ul><li>MOSFET driver</li><li>IGBT driver</li><li>galvanic isolation</li></ul>	<ul><li>low-voltage MOSFETs</li><li>med-voltage MOSFETs</li><li>high-voltage MOSFETs</li><li>discrete IGBTs</li></ul>	<ul><li>low-power</li><li>mid-power</li><li>high-power</li></ul>	› IGBT stacks

## Infineon holds top positions in both MOSFET and IGBT markets

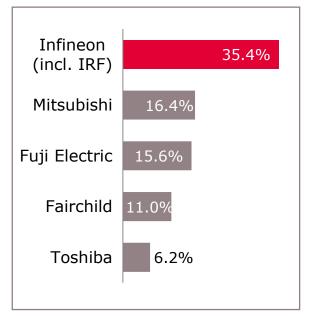






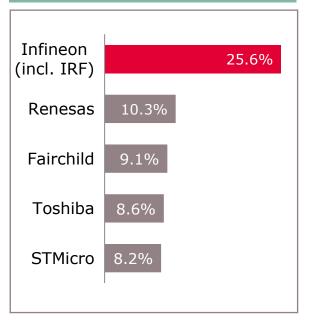
## Discrete IGBT

total market in 2013: \$968m



## Discrete Standard MOSFET

total market in 2013: \$5.46bn



Source: IHS Inc., "Power Semiconductor Discretes & Modules Report - 2014", September 2014

## Infineon's path to expand its market share for MHA and light industrial applications



#### Strategic steps

- 1<sup>st</sup> step: Increase of shareholding in the Korean joint venture LS Power Semitech (LSPS) from 46% to 66%, thereby benefitting from the close cooperation with Samsung and LG who go for 100% VSD motor control.
- 2<sup>nd</sup> step: Acquisition of International Rectifier. Major product families for MHA: IRAM and iMOTION.
- 3<sup>rd</sup> step: Acquisition of the remaining shares outstanding of LSPS, thereby increasing Infineon's footprint in the growing market segment of IPMs.
- Profitable growth achieved by very competitive manufacturing cost position.



#### Major market developments

- Demand for higher efficiency increases VSD penetration in home appliances.
- In the US, a decent share of MHA are overaged; no refurbishment since economic crisis.
- In the US, new energy efficiency legislation for refrigerators and freezers drives VSD penetration for compressors and fans.

MHA = Major Home Appliances. VSD = Variable Speed Drive.

IPM = Intelligent Power Module; modules that combine IGBTs with control and protection circuitry in a single housing.

# Infineon and Google to jointly develop advanced radar chip for gesture recognition

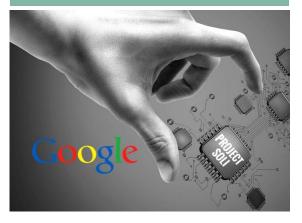


## Infineon is a recognized leader in radar-based sensor IC with both components and system-level solutions

- Infineon and Google's Advanced Technology and Projects (ATAP) group jointly develop radar-based sensing solution
  - (https://www.youtube.com/watch?v=0QNiZfSsPc0)
- Potential applications:
  - wearables
  - Internet of Things
  - automotive
- On 30 May 2015, first implementations demonstrated at Google I/O Developers Conference in San Francisco.



Google "Project Soli"



Infineon's advanced 60 GHz radar sensor IC



# Efficiency and digitalization are main market drivers for power applications



#### **IPC**

#### **PMM**

#### Drives

#### Renewables







#### DC/DC













- Energy efficiency
- Automation
- productivity increase
- Legislation
- Growing share of renewable energies as part of the energy generation mix
- Growing population in metro-politan areas
- Fast and efficient mass transport system
- efficiency
- Growing VSD penetration
- Energy efficiency
- charging time
- Compactness (power density)
- DPM

- Energy efficiency
- Compactness (power density)
- DPM

DPM = Digital Power Management.

MHA = Major Home Appliances.

VSD = Variable Speed Drive.

## CCS is well positioned to grow faster than the market as leader in security solutions



## High-end Mobile Communications



Greater adoption of

NFC technologies

Larger memory

(1.5 Megabyte)

Multi-application

#### Payment



- Transition to chipbased payment cards in China and the US
- Growth of mobile payment

## Government Identification



## IoT Security



- Adoption of electronic governmental documents (national ID cards, passports, health cards, etc.)
- Larger memory

- Rise of smart homes, connected cars, automated industries etc.
- Increasing need of IT security
- Growth of M2M communication

## nmunio

cards

# Infineon's long-term growth is based on sustainable growth drivers

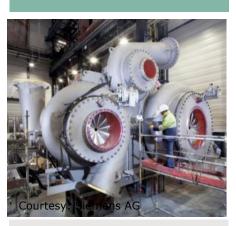


#### **ATV**

# Courtesy: BMW Group

- CO<sub>2</sub> reduction
- Advanced Driver Assistance Systems

#### **IPC**



- Energy efficiency
- Automation
- Productivity increase

#### PMM



- Energy efficiency
- Power density
- Mobile device and LTE growth

#### CCS



- Security
- Mobile payments
- Authentication
- M2M communications

## ~8% p.a. through-cycle growth

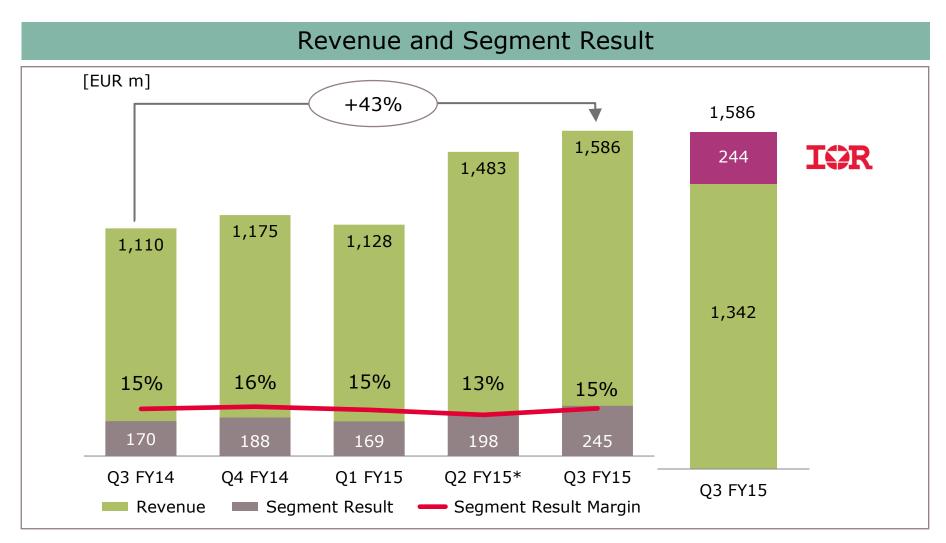


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# Strong y-y growth due to organic growth and integration of International Rectifier

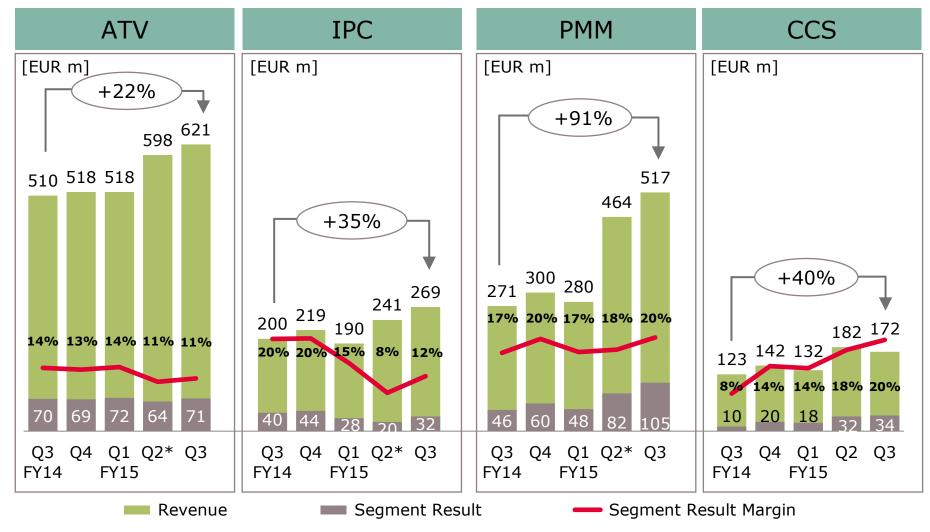




<sup>\*</sup> Including revenues of €199m from International Rectifier from 13 January to 31 March 2015.

# ATV, IPC, PMM boosted by International Rectifier business; CCS growth solely organic





<sup>\*</sup> Including International Rectifier from 13 January to 31 March 2015.



## Guidance for Q4 FY15 and total FY15

	Outlook Q4 FY15 (compared to Q3 FY15)		Outlook FY15 (compared to FY14)	
Revenue	Increase by 1% +/- 2%-points		Increase of ~34% (prev.: Increase of 36% +/- 2%-points)	
Segment Result Margin	At the mid-point of the revenue guidance: $16\%$		15% (prev.: 15% at the mid-point of the revenue guidance of 36% +/- 2%-points)	
Investments in FY15			About €800m*	
D&A in FY15		About €750m**		

<sup>\*</sup> Including International Rectifier and €60m to €70m for Kulim 2 and €21m for Qimonda IP.

<sup>\*\*</sup> Including D&A on tangible and intangible assets from purchase price allocation of International Rectifier.

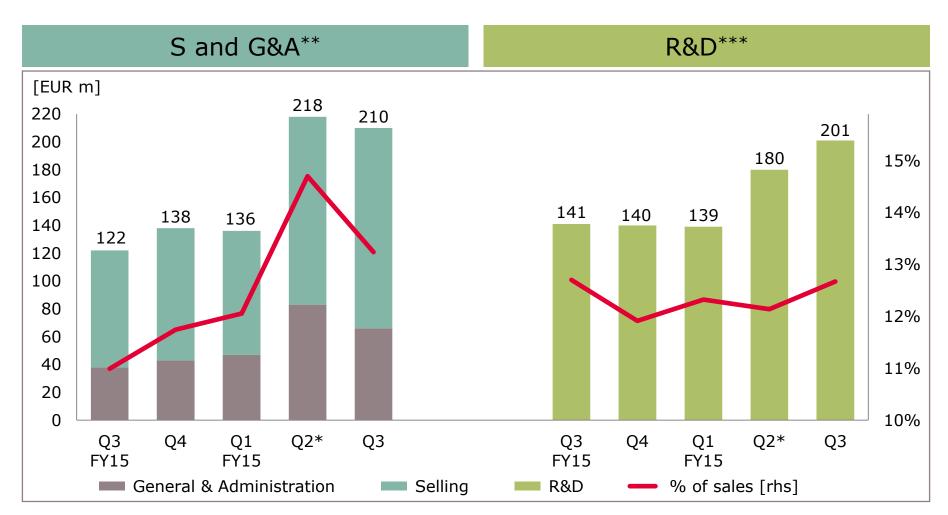


Part of your life. Part of tomorrow.



# Since Q2 FY15 R&D and SG&A are containing acquisition-related expenses





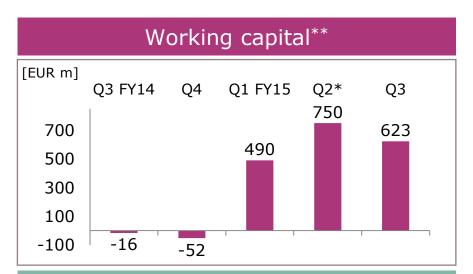
<sup>\*</sup> Including International Rectifier from 13 January to 31 March 2015.

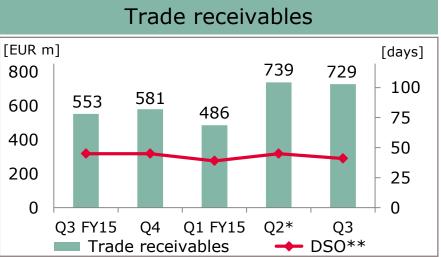
<sup>\*\*</sup> Target range for SG&A: "Low teens percentage of sales".

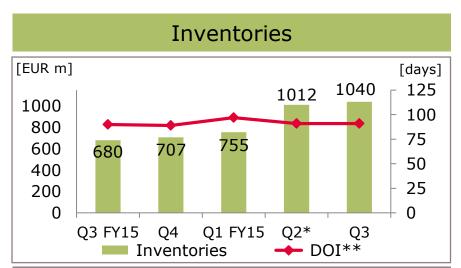
<sup>\*\*\*</sup> Target range for R&D: "Low to mid teens percentage of sales".

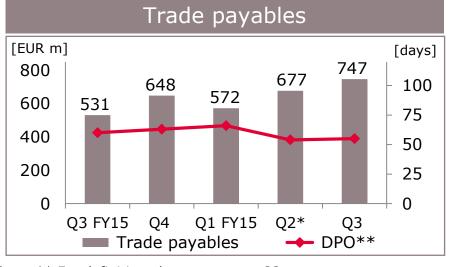
# Working capital leveling off after acquisition of International Rectifier and Qimonda settlement









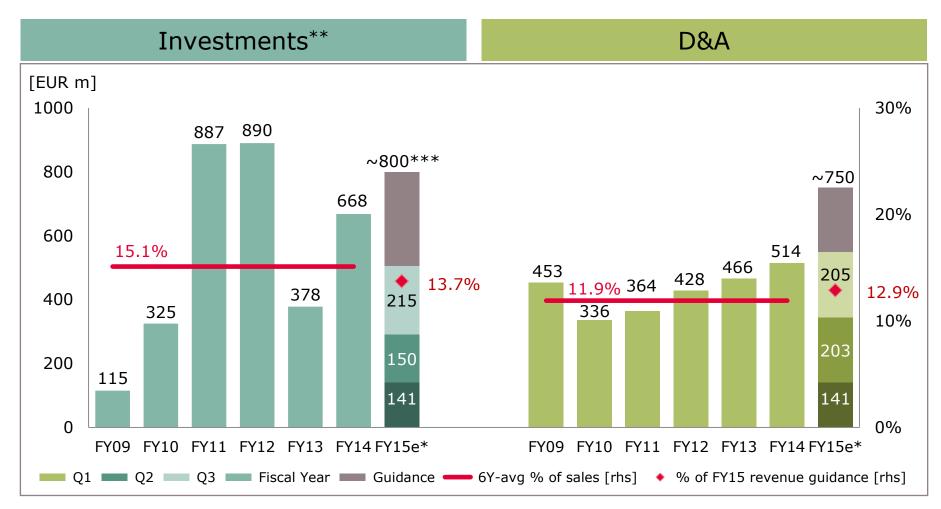


<sup>\*</sup> Including International Rectifier from 13 January to 31 March 2015.

<sup>\*\*</sup> For definition please see page 33.

# FY15 investment ratio (including International Rectifier) is decreasing towards 13%





<sup>\*</sup> Including International Rectifier from 13 January to 31 March 2015.

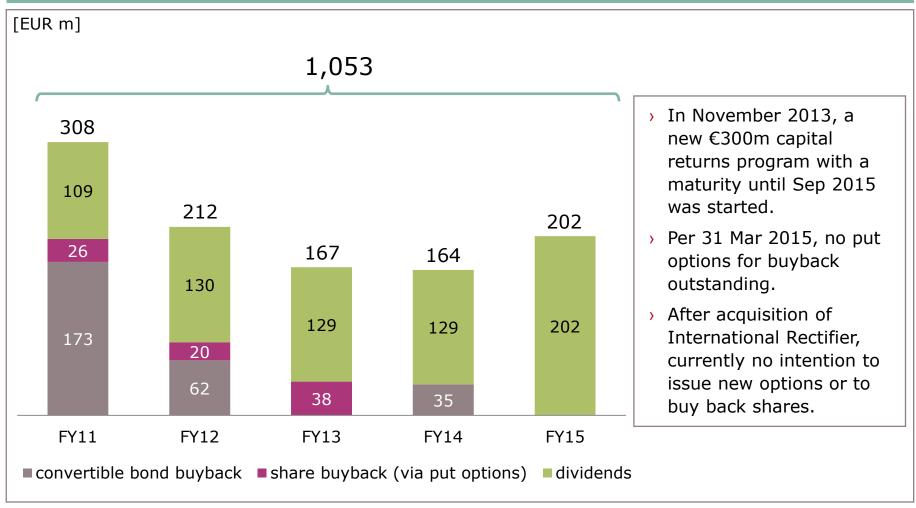
<sup>\*\*</sup> For definition please see page 33.

<sup>\*\*\*</sup> Including International Rectifier, €60m to €70m for Kulim 2, and €21m for Qimonda IP.

# Dividend of €0.18 has increased capital returns by €202m in February 2015

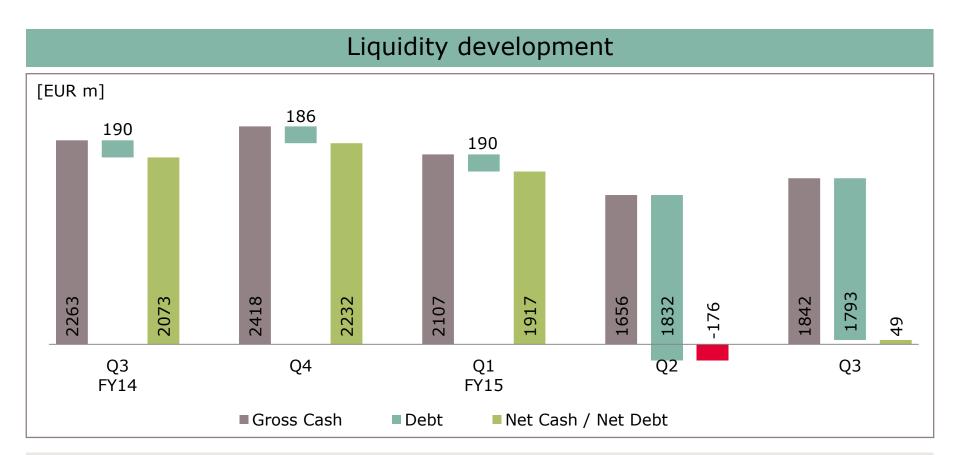


#### Total gross capital returns history



## Net cash already returned to positive level in second quarter after acquisition

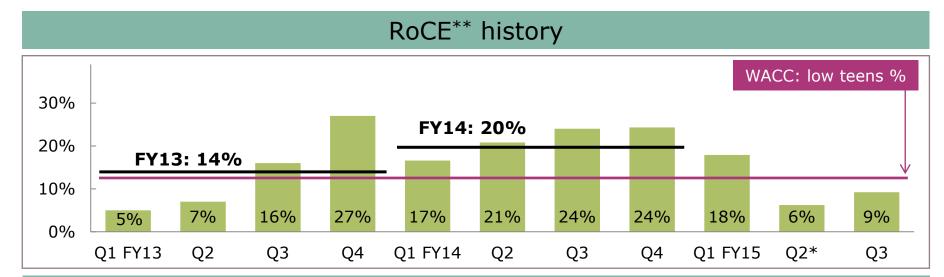




- > In Q3, gross cash and net cash increased due to:
  - positive Free Cash Flow of €220m and
  - reduction in debt by €39m, thereof repayment of €13m.

# NOPAT increased in Q3 FY15 – target: 'RoCE above WACC' over the cycle







<sup>\*</sup> Including International Rectifier from 13 January to 31 March 2015. \*\* For definition please see page 33.



#### **Notes**

#### Investments =

'Purchase of property, plant and equipment'

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

#### Capital Employed =

'Total assets'

- 'Cash and cash equivalents'
- 'Financial investments'
- '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')

#### RoCE =

NOPAT / Capital Employed = ('Income from continuing operations'

- 'financial income'
- 'financial expense')

/ Capital Employed

## **DOI** (days of inventory; quarter-to-date) = ('Net Inventories' / 'Cost of goods sold') \* 90

#### Please note:

All positions in ' ' refer to the respective accounting position and therefore should be applied with the positive or negative sign used in the relevant accounting table.

#### 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')

**DSO** (days sales outstanding; quarter-to-date) = ('Trade receivables' / 'revenue') \* 90

**DPO** (days payables outstanding; quarter-to-date) =
 ('Trade payables' / ['Cost of goods sold' + 'Purchase of property, plant and equipment']) \* 90

# Infineon is a long-standing member of Europe's leading sustainability indices



#### Infineon's most recent achievements

MEMBER OF

## Dow Jones Sustainability Indices

In Collaboration with RobecoSAM (

- January 2015: Infineon is listed in the Sustainability Yearbook for the fifth consecutive year and, according to RobecoSAM, among the top 15% most sustainable companies worldwide.
- 11 September 2014: Infineon was listed in the Dow Jones Sustainability Index for the fifth consecutive year.

September 2014: Infineon was listed in the STOXX® Global ESG Leaders Indices, which serves as an



indicator of the quality of Infineon's performance in the governance, social and environmental areas (ESG).



Infineon was added to the FTSE4Good Index Series in 2001 and has been confirmed as a member since then (most recent review: June 2015).



## Financial calendar

Date	Location	Event
03 Sep 2015	London	Deutsche Bank European TMT Conference
22 - 23 Sep 2015	Munich	Baader Investment Conference
23 Sep 2015	Munich	Berenberg Bank and Goldman Sachs German Corporate Conference
28 Sep 2015	London	ATV Presentation by Jochen Hanebeck, Division President Automotive
11 - 13 Nov 2015	Barcelona	Morgan Stanley TMT Conference
26 Nov 2015*		Q4 FY15 and FY 2015 Results
01 - 02 Dec 2015	Phoenix, AZ	Credit Suisse TMT Conference
02 Feb 2016*		Q1 FY16 Results
18 Feb 2016	Munich	Annual General Meeting

<sup>\*</sup> preliminary



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