### First Quarter FY 2017 Quarterly Update

Infineon Technologies AG Investor Relations



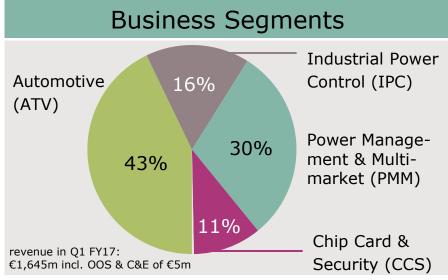


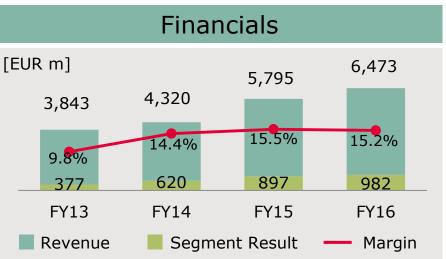
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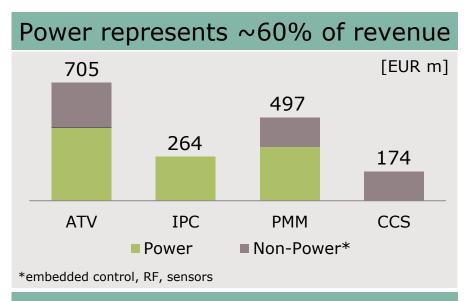
- 1 Infineon at a Glance
- 2 Growth Drivers
- 3 Results and Outlook



### Infineon at a glance









# Our strategy is targeted at value creation through sustainable organic growth



Focus	Technology	leadership Syste	System understanding	
Auto	Power	RF	Security	
System leader in automotive	#1; system and technology leader	Broadest RF technology portfolio	Leader in security solutions	

#### Average-cycle financial targets

~8% p.a. revenue growth

~17%
Segment Result Margin

 $\sim 13\%$  investment-to-sales (thereof capex\*:  $\sim 11\%$ )

#### Continued value creation for shareholders

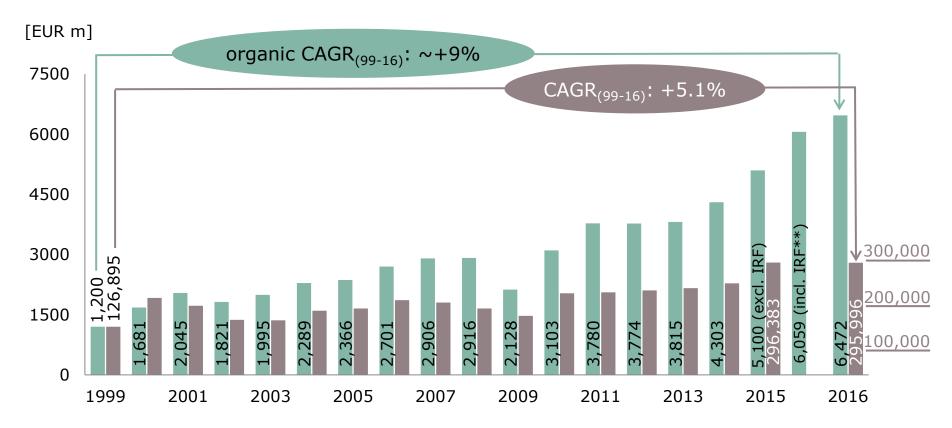
Organic RoCE ~ 2x WACC

- sustainable, regularly increasing dividend
- > continuous EPS increase

<sup>\*</sup> Infineon reports under IFRS

# Infineon's organic revenue development clearly outperformed total semi market



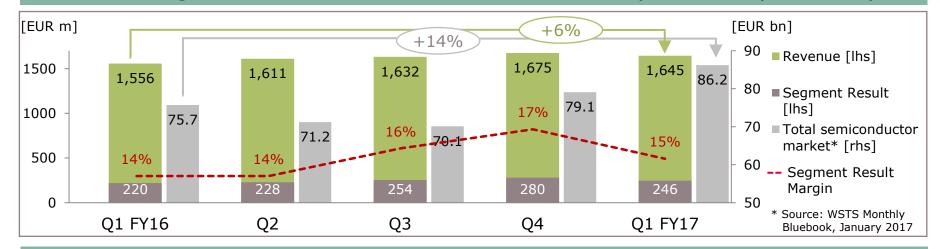


- Revenue Infineon\* [lhs]
- Semiconductor World Market (adjusted for the Infineon fiscal year ending Sep 30) [rhs]
- \* Based on Infineon's portfolio (excl. Other Operating Segments and Corporate & Eliminations) per end of FY16.
- \*\* If International Rectifier had been consolidated since 1 Oct 2014, Infineon would have recorded revenues of €6,059m in FY15. Source: Infineon; WSTS (World Semiconductor Trade Statistics), November 2016

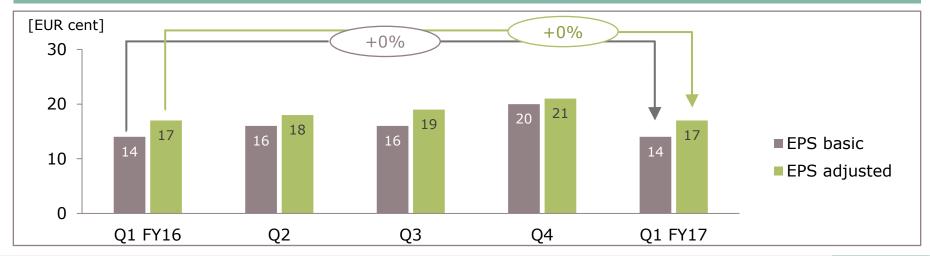
### Our promise to investors (I): Continued value creation through growth



### Infineon growth on track; semi market recovery driven by memory



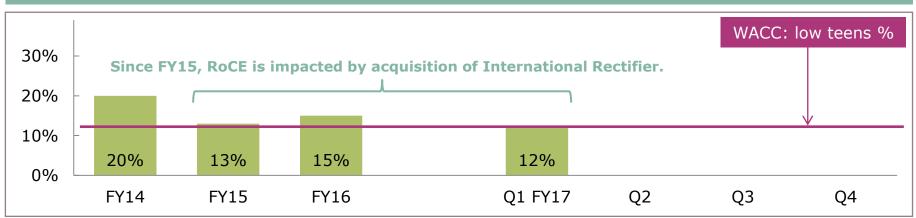
### Earnings-per-share (EPS) development



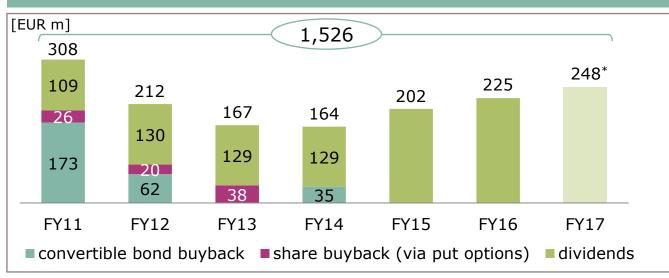
### Our promise to investors (II): Continued value creation through growth



### RoCE as key value metric



#### Total cash return to shareholders



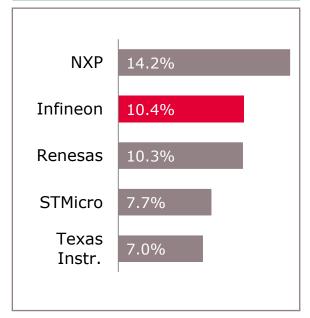
- Policy of sustainable dividend payout.
- Increase of dividend from €0.20 to €0.22\*.
- Payment of €248m per21 Feb 2017\*.
- > Ex-dividend date on 17 Feb 2017.
- \* Proposal to the AGM to be held on 16 Feb 2017.

# Infineon increased relative market share in power and outperformed chip card market



### Automotive semiconductors

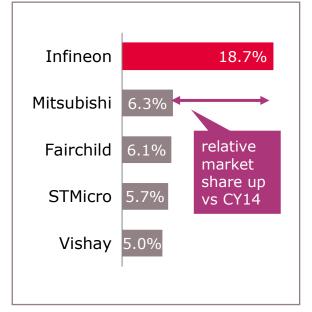
total market in 2015: \$27.4bn



Source: Strategy Analytics, April 2016

### Power discretes and modules

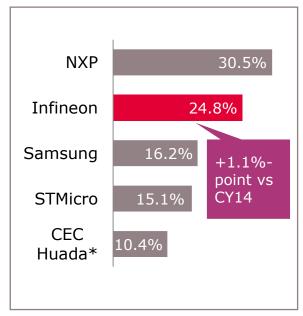
total market in 2015: \$14.8bn



Source: IHS Markit, October 2016

### Smart Card ICs

total market in 2015: \$2.72bn



Source: IHS Markit, July 2016

\* including SHHIC (in 2015, SHHIC was acquired by CEC Huada.)

### Tight customer relationships are based on system know-how and app understanding



### ATV



#### **IPC**



#### **PMM**



#### CCS



#### EMS partners













Distribution partners







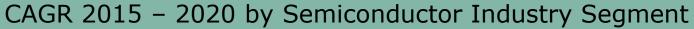


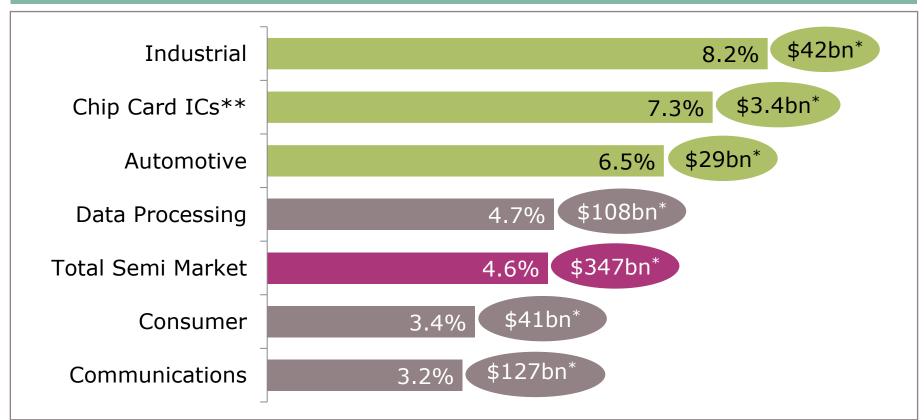
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# Infineon benefits from industrial, auto and security, the by far fastest growing segments







Source: IHS Markit, "Worldwide Semiconductor Shipment Forecast", December 2016

Market size in calendar year 2015

<sup>\*\*</sup> Source: ABI Research, "Secure Smart Card & Embedded Security IC Technologies", July 2016; smart card and embedded secure microcontroller ICs

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



#2 with market share gains in power and sensors:

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

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 ADAS\*/AD\*, xEV, connected cars and to gain further market share in Automotive

<sup>\*</sup> See glossary; \*\* Source: Strategy Analytics, April 2016; \*\*\* own estimate.



### Reference to web presentations

For full automotive story please refer to

- a.) Update on ATV Presentation on 02 Aug 2016: <a href="https://www.infineon.com/auto-slides">www.infineon.com/auto-slides</a>
- b.) ATV Division Call by Peter Schiefer on 11 Oct 2016: www.infineon.com/atv-call

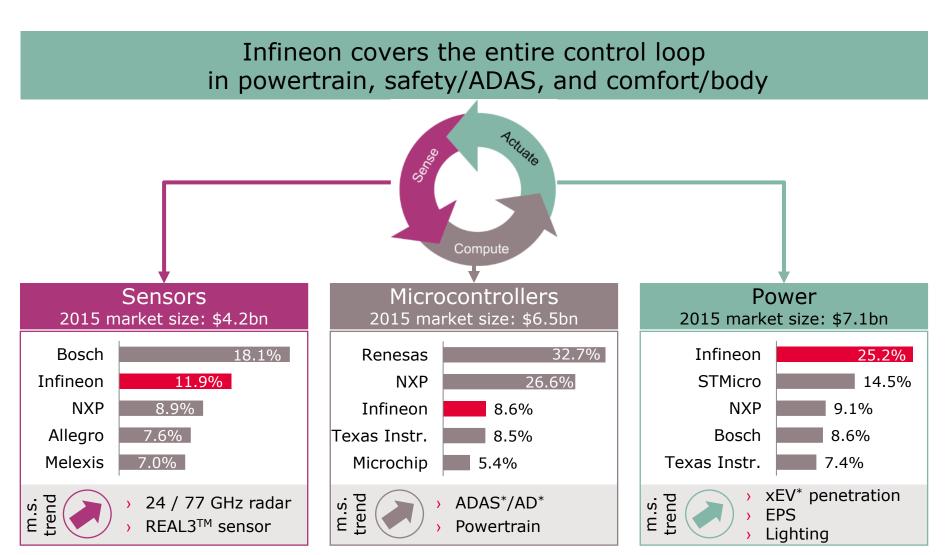






# Infineon is system leader with most balanced portfolio in the market





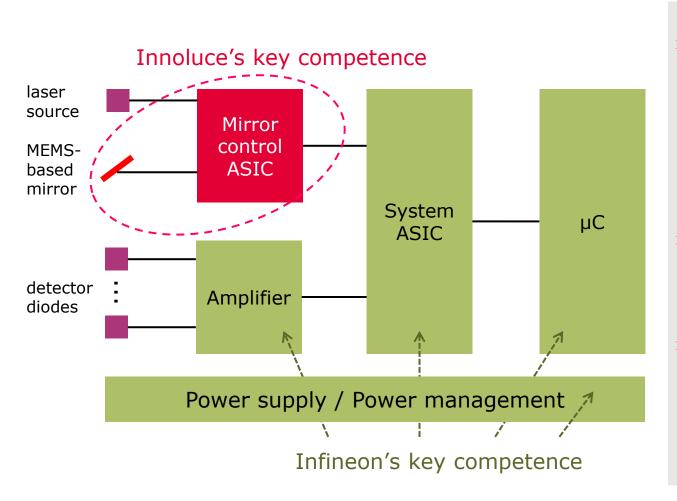
Source: Strategy Analytics, "Automotive Semiconductor Vendor Market Shares", April 2016;

<sup>\*</sup> See glossary

# Infineon goes beyond radar and camera targeting mass-deployable lidar systems



### MEMS-based lidar reference design



- The first lidar systems introduced in premium cars within the next couple of years are based on mechanical scanning mirrors which are bulky and less robust
- In order to enter the car mass market lidar must get rid of mechanical parts
- MEMS-based lidar systems are
  - more compact
  - more cost-effective
  - > more robust

# Besides xEV and ADAS, growth is significantly driven by trends in existing body applications



### rend

Matrix light

Application examples

# Customer benefits

### Products

### LED growth

Replace light bulbs with LEDs

### Relay replacement

Replace electro-mechanical relays with semi solutions

#### Motor control

- Increasing number of motors
- controlled motors vs on/off

#### Power distribution center



#### Interior comfort functions



- Enabling unique car design for OEM brand recognition
- Smart pixel headlights to enable adaptive light beams (e.g. glare-free light)
- Improved energy efficiency, reliability and functionality
- Wire-harness optimization
- Reduced system cost

- Improved energy efficiency, reliability and functionality
- Increase in comfort functions

- › LITIX™ Basic/Linear for rear
- LITIX<sup>™</sup> Power/Power Flex for front
- > PROFET™
- → HiC PROFET™
- Power PROFET™

- Power as market reference
- NovalithIC™

# ADAS\*/AD\*, clean cars, and adoption of premium features drive growth



#### Vehicle production

> 2% - 3% growth p.a.

#### Drivers for semiconductor content per car

Clean cars



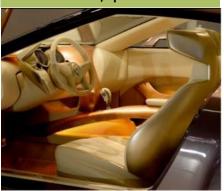
- Driven by legislation
- Improvements of ICE\* (e.g. EPS\*)
- Adoption of xEV\*
- Higher efficiency of all electric consumers

#### ADAS\*/AD\*



- Today:crash avoidance
  - → ADAS\*
- Tomorrow:
  - → AD\*

#### Comfort, premium



- Premium cars are early adopters of high-end comfort and safety features
- Trickling down to midrange

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

<sup>\*</sup> See glossary

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



#1 in the market\*

Broadest product and technology portfolio

Addressing broadest range of applications

300 mm thin-wafer manufacturing for power semiconductors

System leader with digitalization of the control loop and functional integration

Leader in next-generation power semiconductor materials SiC and GaN

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

<sup>\*</sup> Source: IHS Markit, "Power Semiconductor Discretes & Modules Report – 2016", October 2016

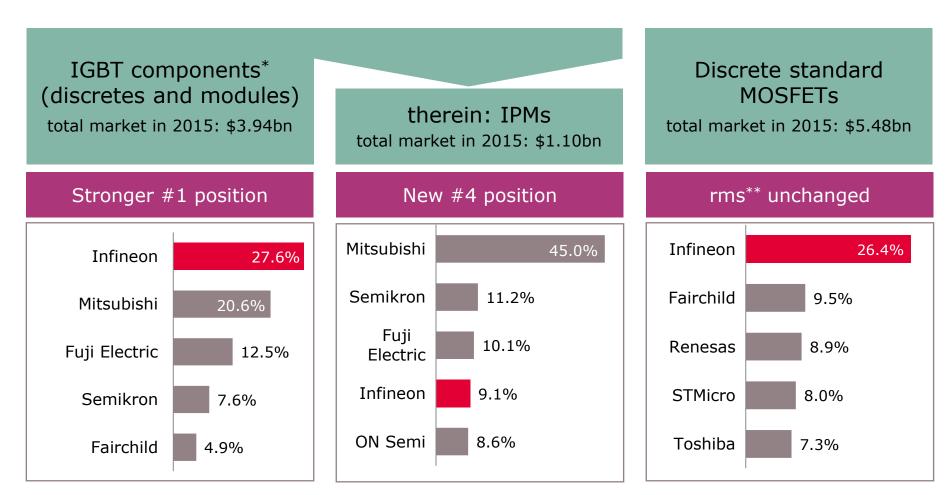
# As system leader in power, Infineon has broadest application and technology reach



### Covering the entire power chain Generation **Transmission** Consumption Main IPC markets Main PMM power markets System competence for highest reliability and highest efficiency **Stacks** Modules MOSFETs/IGBTs **Drivers** Controllers

### Infineon further strengthened its market positions





<sup>\*</sup> The market for IGBT components (\$3,944m) includes discrete IGBTs (\$853m), Standard IGBT modules (\$1,692m), CIB/PIM (\$299m), and IPMs (\$1,101m).

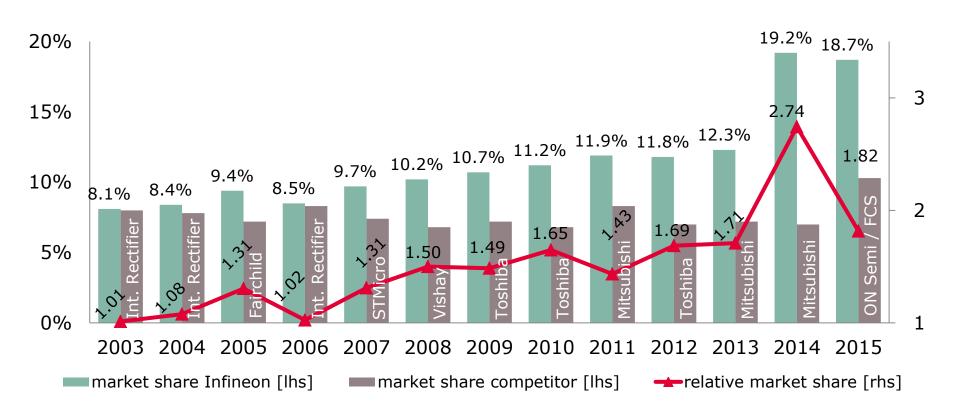
Source: IHS Markit, "Power Semiconductor Discretes & Modules Report", October 2016

<sup>\*\*</sup> relative market share

# Infineon continuously improved relative market share in power



### Relative market share\* of ~2 in the total power semiconductor market



<sup>\*</sup> The relative market share is defined as the proportion of the market share held by the market leader (in all years presented for Infineon) compared to the market share of the second largest competitor in the relevant year.

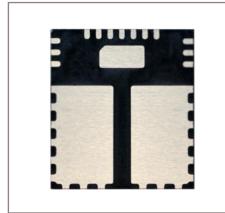
Source: IHS Markit, several reports from 2004 through 2016

# Small home appliances – a growth market for Infineon's compact motion control solutions



#### Infineon's IPMs (intelligent power modules) fit perfectly for home appliances

- Infineon's CIPOS™ Nano and CIPOS™ Micro IPMs provide precise control of motor speed
- Addressed power range: 80 200 W
- Infineon's highly compact IPMs overcome #1 challenge in most small home appliances: space constraints





hair dryer

vacuum cleaner

fan

hand dryer



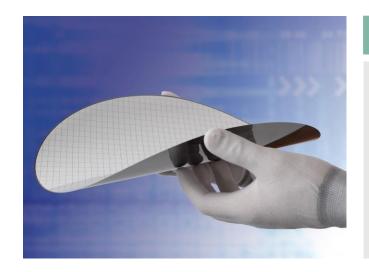






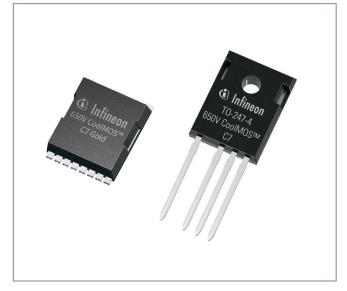
# Strong demand of high-voltage CoolMOS™ power MOSFETs drive loading of 300 mm





### 300 mm manufacturing technology

- Infineon operates the world's only 300 mm line for power semiconductors
- Technology allows for significant productivity increase as compared to 200 mm
- Processing knowhow and economies of scale strengthen Infineon's competitive position



#### CoolMOS™ drives utilization of 300 mm

- Infineon is the market leader in MOSFETs, setting standards in terms of efficiency and power density
- 7<sup>th</sup> generation of CoolMOS<sup>™</sup> has been entirely developed and manufactured on 300 mm
- Substantial design-in pipeline for applications like SMPS and chargers

# Strong #1 position in power allows driving of key areas of differentiation and innovation



Unique 300 mm thin wafer power semiconductor manufacturing

Compound semiconductors SiC and GaN

Digitalization of the power control loop

Functional integration of IGBT modules

# Efficiency and digitalization are main market drivers for power applications



#### IPC PMM

Drives

#### Renewables



MHA

#### AC-DC

DC-DC













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

- Energy efficiency
- Compactness (power density)
- **DPM**
- Brushless DC motors

DPM = Digital Power Management

MHA = Major Home Appliances

VSD = Variable Speed Drive

### Infineon is the leader in security solutions for the connected world



#2 in microcontroller-based smart card ICs\*

#1 in embedded digital security\*\*

Complete portfolio of hardware, software, services and turn-key solutions

Leading in growth segments payment, government ID, connected car security, IoT, and Information and Communications
Technology security

Infineon is ideally positioned to benefit from the growth trends in the security controller market

Source: IHS Markit, July 2016

<sup>\*\*</sup> Source: IHS Markit, December 2015

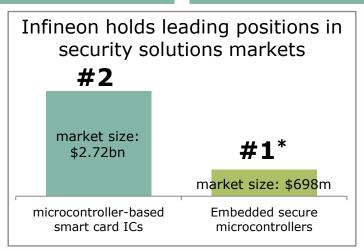
### CCS is enabling security for the connected world



### Smart card applications

### Embedded security applications







- Smart card payment
- Electronic passports and ID documents
- Mobile communication
- Transport ticketing

- Mobile device security and payment
- Information and Communications
  Technology security
- Industrial and automotive security
- IoT connected device security

















Source: IHS Markit, Dec 2015, July 2016; \* based on units; USD-ranking not provided

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



#### **ATV**

# Courtesy: Tesla

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

#### **IPC**



- Energy efficiency
- Automation
- Productivity increase

#### PMM



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

#### CCS



- Security as a function
- Mobile payments
- Authentication
- Internet of Things

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

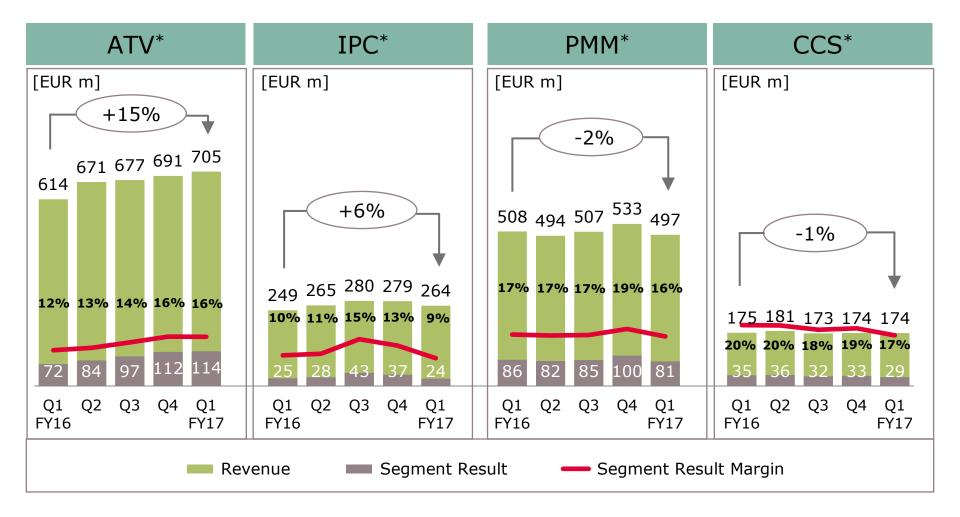


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# Strong growth in ATV due to ADAS and electro-mobility





<sup>\*</sup> Individual small product groups were transferred to other segments with effect from 1 October 2016. The previous year's figures have been adjusted accordingly.



### Guidance for Q2 FY17 and FY17

	Outlook Q2 FY17* (compared to Q1 FY17)	Outlook FY17* (compared to FY16)
Revenue	Increase of 5% +/- 2%-points	Increase of 6% +/- 2%-points
Segment Result Margin	At the mid-point of the revenue guidance: 15%	At the mid-point of the revenue guidance: 16%
Investments in FY17		About €950m**
D&A in FY17		About €830m***

<sup>\*</sup> Based on an assumed average exchange rate of \$1.10 for €1.00.

<sup>\*\*</sup> Including approximately €35m for a new building at Infineon's headquarters in Neubiberg near Munich.

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

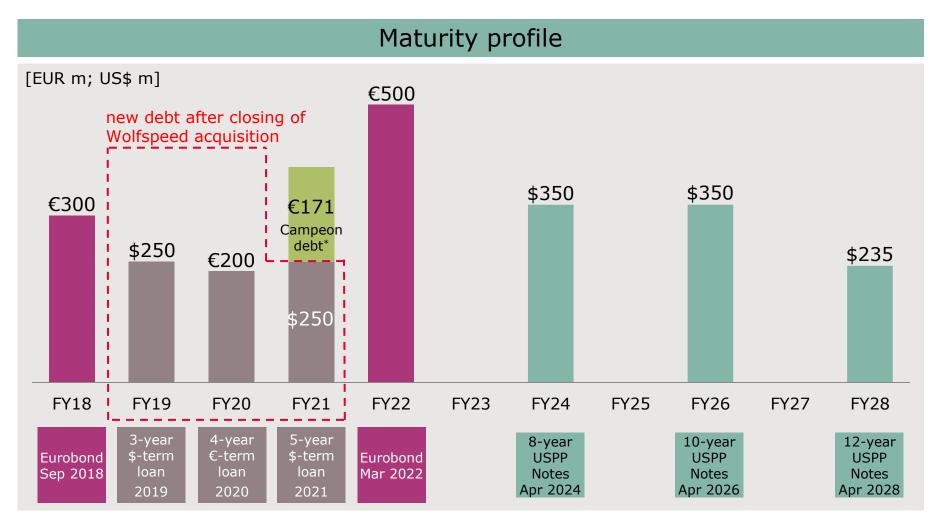


Part of your life. Part of tomorrow.



# Infineon has a balanced maturity profile and a solid investment grade rating (BBB) from S&P



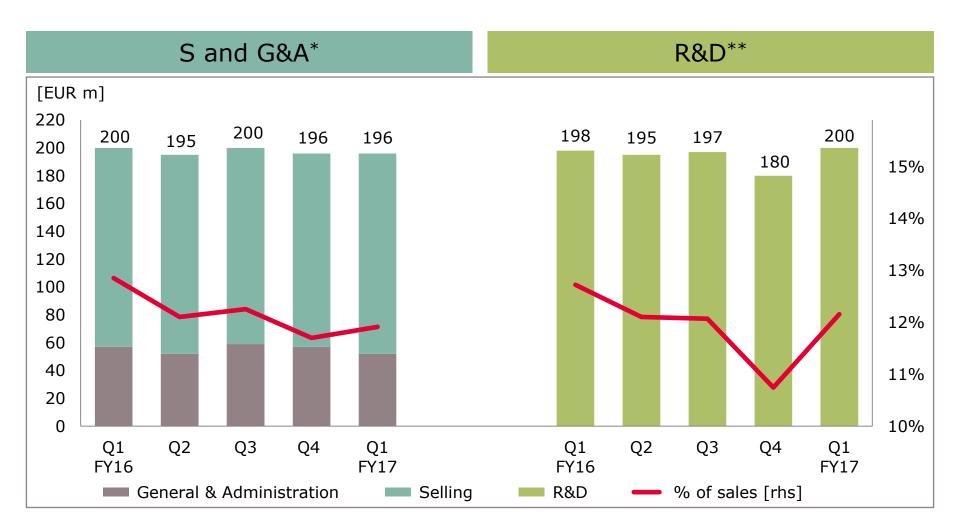


Note: Additional debt with maturities between 2017 and 2023 totaling €145m.

<sup>\*</sup> In addition to €171m principal repayments between 2017 and 2020 totaling €44m.

### SG&A includes noticeable acquisition-related costs



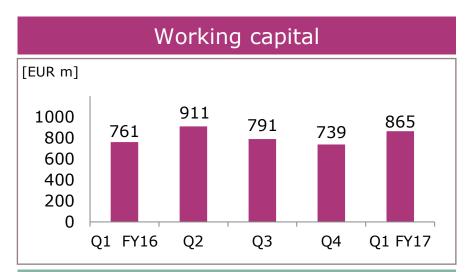


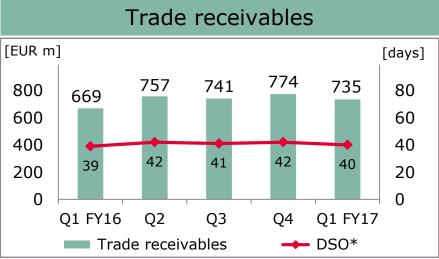
<sup>\*</sup> Target range for SG&A: "Low teens percentage of sales".

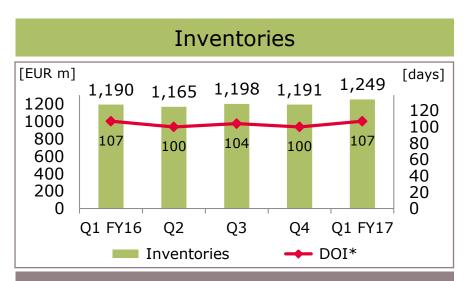
<sup>\*\*</sup> Target range for R&D: "Low to mid teens percentage of sales".

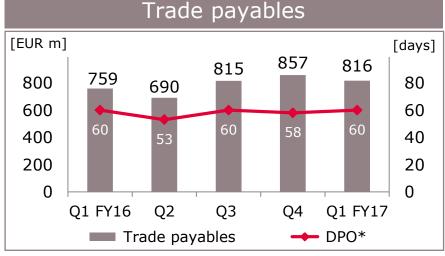
# Working capital about steady fluctuating in a small range







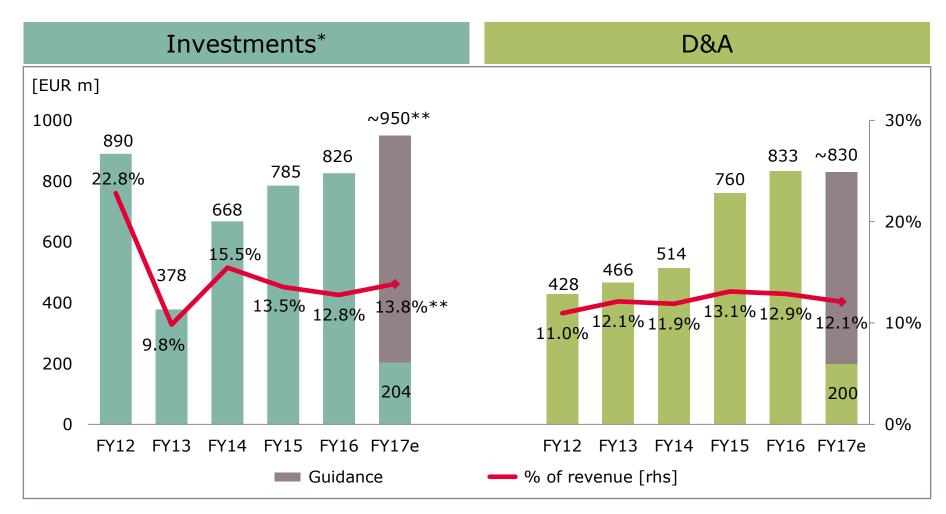




<sup>\*</sup> For definition please see page "Notes".

### Investments on target of ~13% of sales; D&A about stable in absolute terms



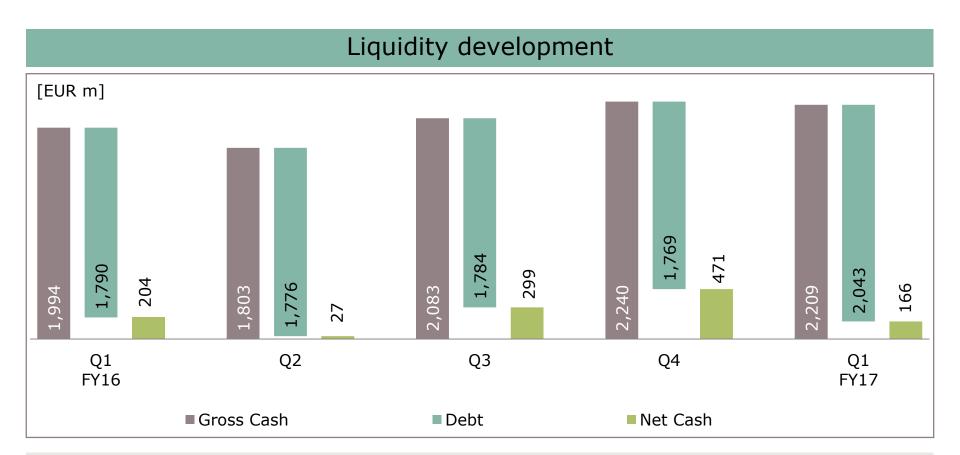


<sup>\*</sup> For definition please see page "Notes".

<sup>\*\*</sup> The figure includes approximately €35m for a new building at Infineon's headquarters. Excluding this amount the percentage rate is approximately 13%.

# Net cash decreased due to an increase in debt related to the Campeon acquisition





- > Free Cash Flow from continuing operations was minus €39m.
- Debt increased by €274m due to consolidation of €219m liabilities from MoTo Objekt Campeon GmbH & Co. KG and a change in FX-rates used for valuing US\$-based debt.



### **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'

NOPAT / Capital Employed =

- 'financial income'

/ Capital Employed

- 'financial expense')

- 'Short-term debt and current maturities of long-term debt'
- 'Liabilities classified as held for sale')

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

('Income from continuing operations'

**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
```

#### 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.

RoCE =

# 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 (

- Jan 2017: Infineon is listed in the Sustainability Yearbook for the 7<sup>th</sup> consecutive year and, according to RobecoSAM, among the top 15% most sustainable companies worldwide.
- Sep 2016: Infineon is listed in the Dow Jones
   Sustainability Europe Index for the 7<sup>th</sup> consecutive year and in the World Index for the 2<sup>nd</sup> time both achievements this year as the only European semiconductor company.

Sep 2016: Infineon is 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).





FTSF4Good

- > Infineon was added to the FTSE4Good Index Series in 2001 and has been confirmed as a member since then.
- > Jul 2016: Most recent review.
- Dec 2016: In the Carbon Disclosure Project (CDP) climate change report, Infineon achieved a placing among the best companies in the Information Technology sector.





 Oct 2016: Infineon has been selected as a constituent of the Ethibel Sustainability Index (ESI) Excellence Europe.



### Financial calendar

Date	Location	Event
16 Feb 2017	Munich	Annual General Meeting
27 Feb - 02 Mar 2017	Barcelona	Mobile World Congress
08 – 09 Mar 2017	London	UBS Technology Conference
15 Mar 2017	London	Bernstein Electric Vehicle & Battery Revolution Conference
04 May 2017*		Q2 FY17 Results
30 May 2017	Copenhagen	German Corporate Day by Danske Bank Markets
31 May – 01 Jun	New York	Bernstein Strategic Decision Conference
21 – 22 Jun 2017	Berlin	Dt. Bank German, Swiss & Austrian Conference
01 Aug 2017*		Q3 FY17 Results
31 Aug 2017	Frankfurt	Commerzbank Sector Conference
19 Sep 2017	Munich	Berenberg Bank and Goldman Sachs German Corporate Conference
20 Sep 2017	Munich	Baader Investment Conference
14 Nov 2017*		Q4 FY17 and FY 2017 Results
15 - 16 Nov 2017	Barcelona	Morgan Stanley TMT Conference

<sup>\*</sup> preliminary



### Glossary

ACC	adaptive cruise control
AD	automated driving
ADAS	advanced driver assistance system
AEB	automatic emergency braking
ВоМ	bill of material
EPS	electric power steering
EV	electric vehicle
FCW	forward collision waring
HEV	mild and full hybrid electric vehicle
ICE	internal combustion engine
micro-hybrid	vehicles using start-stop systems and limited recuperation
mild-hybrid	vehicles using start-stop systems, recuperation, DC-DC conversion, e-motor
PHEV	plug-in hybrid electric vehicle
SiC	silicon carbide
SiGe	silicon germanium
V2X	vehicle-to-everything communication
xEV	all degrees of vehicle electrification (EV, HEV, PHEV)



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