



## **Preliminary Financial Figures 2016**

**February 1, 2017**

# Preliminary, unaudited figures FY 2016: Highlights

<b>Sales</b>	Sales of 933mn EUR (2015: 931mn EUR)
<b>EBITDA</b>	146mn EUR (2015: 124mn EUR), Without negative FX effects* EBITDA would have been 167mn EUR
<b>Margin</b>	EBITDA margin of 16% (2015: 13%) Without negative FX effects* EBITDA margin would have been 18%
<b>EBIT</b>	positive at 27mn EUR (2015: 3mn EUR)
<b>Cost Savings</b>	around 30mn EUR
<b>Investments**</b>	89mn EUR (2015: 75mn EUR), mainly in enhanced capabilities
<b>Free Cash Flow</b>	19mn EUR (2015: 37mn EUR), including EUR 11mn prepayment to pension fund and EUR 21mn repayment of customer prepayments
<b>Net Cash</b>	175mn EUR (2015: 156mn EUR)

\*other operating income and expenses influenced by FX effects, mainly due to hedging In 2016, FX effects added up to expenses of 21mn EUR.

\*\* without investment in financial assets

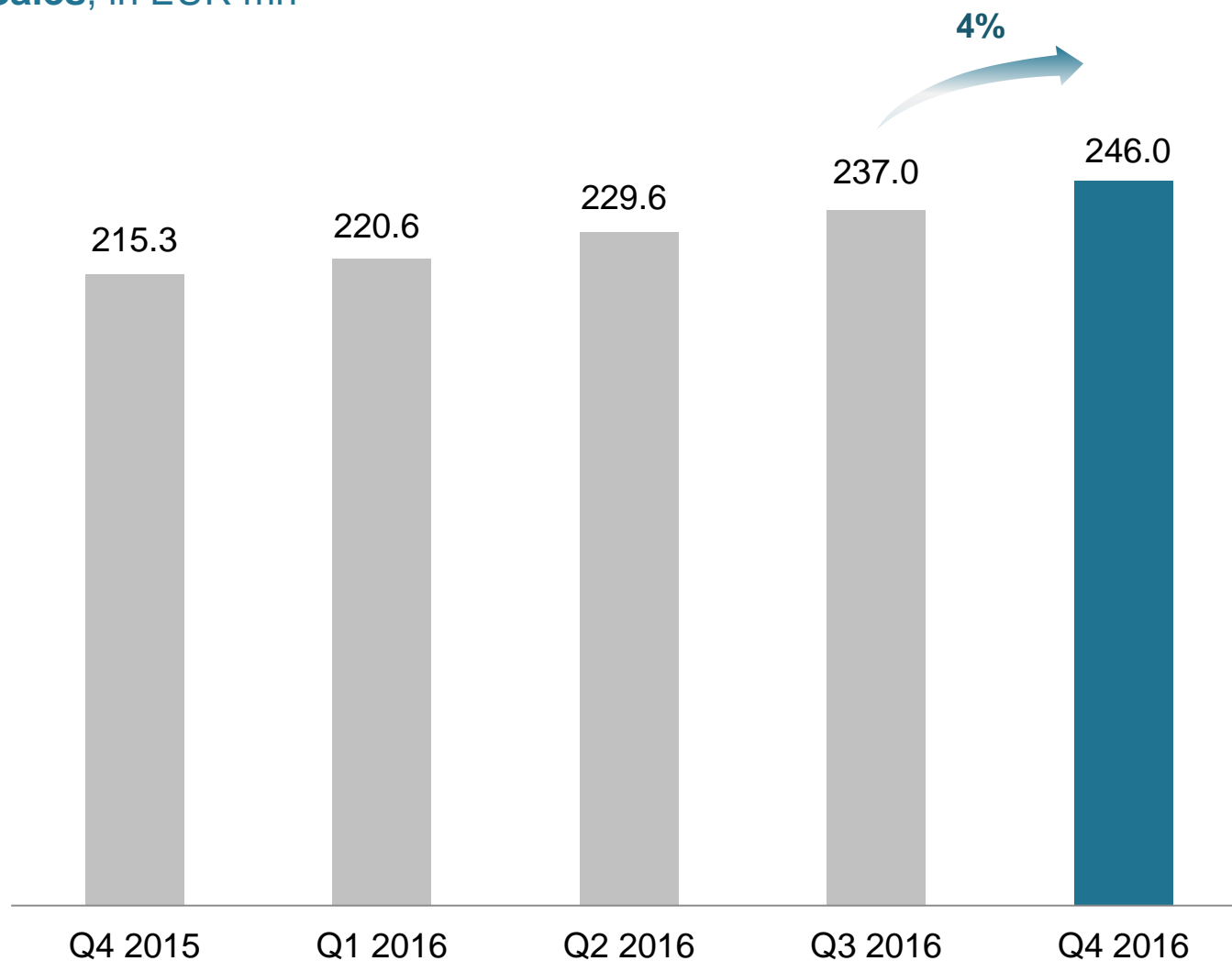
# FY sales development driven by higher wafer volumes and strong JPY, offsetting lower ASPs

in mn EUR

Sales	2015	2016	Change	Change in %
Q1	239	221	-18	-8
Q2	247	229	-18	-7
Q3	230	237	+7	+3
Q4	215	246	+31	+14
<b>FY</b>	<b>931</b>	<b>933</b>	<b>+2</b>	<b>+0.2</b>

# Sales development driven by sequentially higher wafer volumes

Sales, in EUR mn

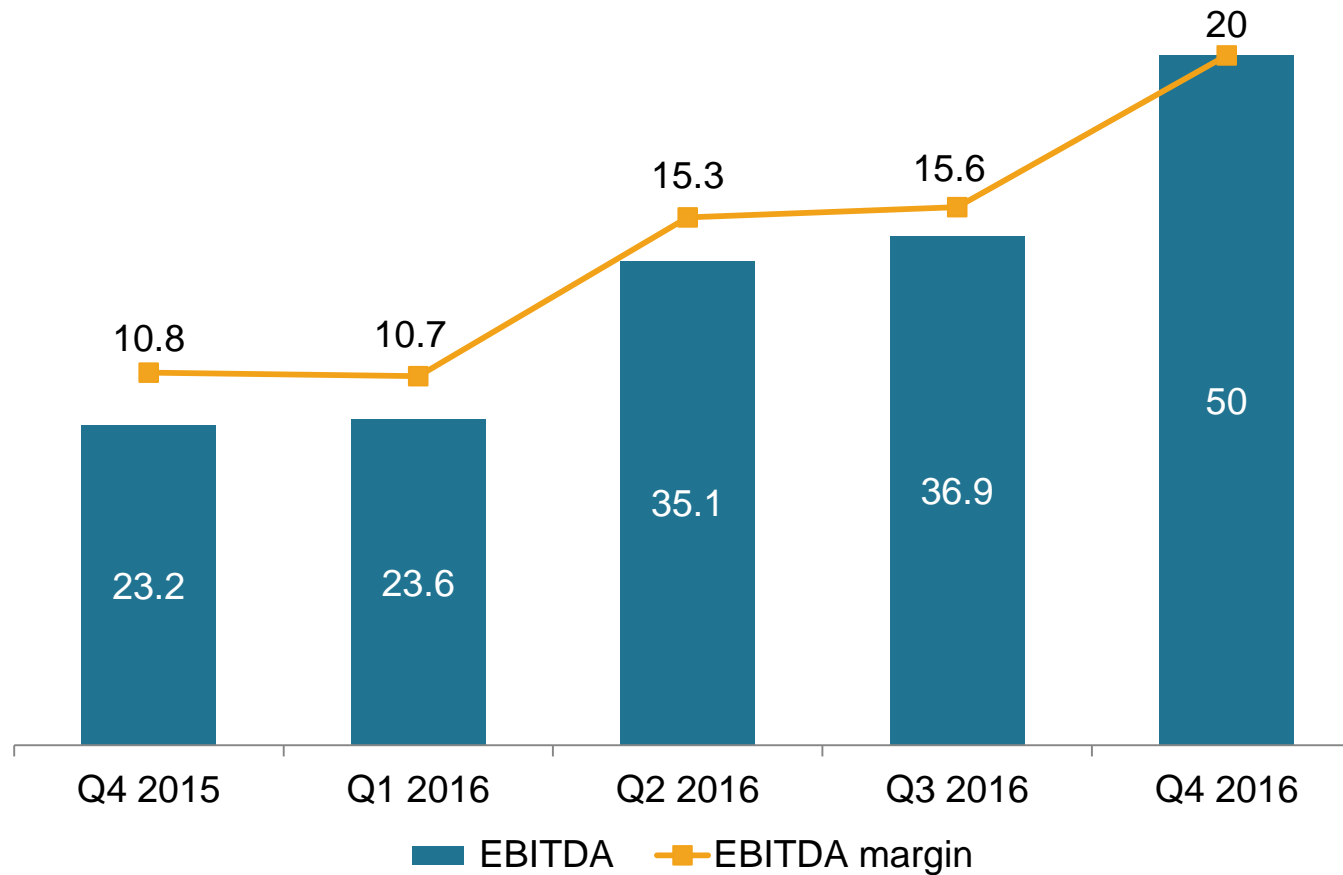


## Comments

- ▶ Positive
  - ▶ Volume growth y-o-y
  - ▶ Volume stable q-o-q
  - ▶ Higher ASP in Q4 due to mix and increased spot prices
  - ▶ Some tailwind from strong JPY
  - ▶ Prices negotiations with customers for 2017 started in Q4
- ▶ Negative
  - ▶ ASP y-o-y down

# EBITDA increased

EBITDA, in EUR mn



## Comments

- ▶ Positive
  - ▶ Volume growth q-o-q
  - ▶ Higher ASP in Q4 q-o-q due to mix and increased spot prices
  - ▶ Hedging losses\* for FY 2016 decreased to 21mn EUR y-o-y
  - ▶ Cost reduction on track

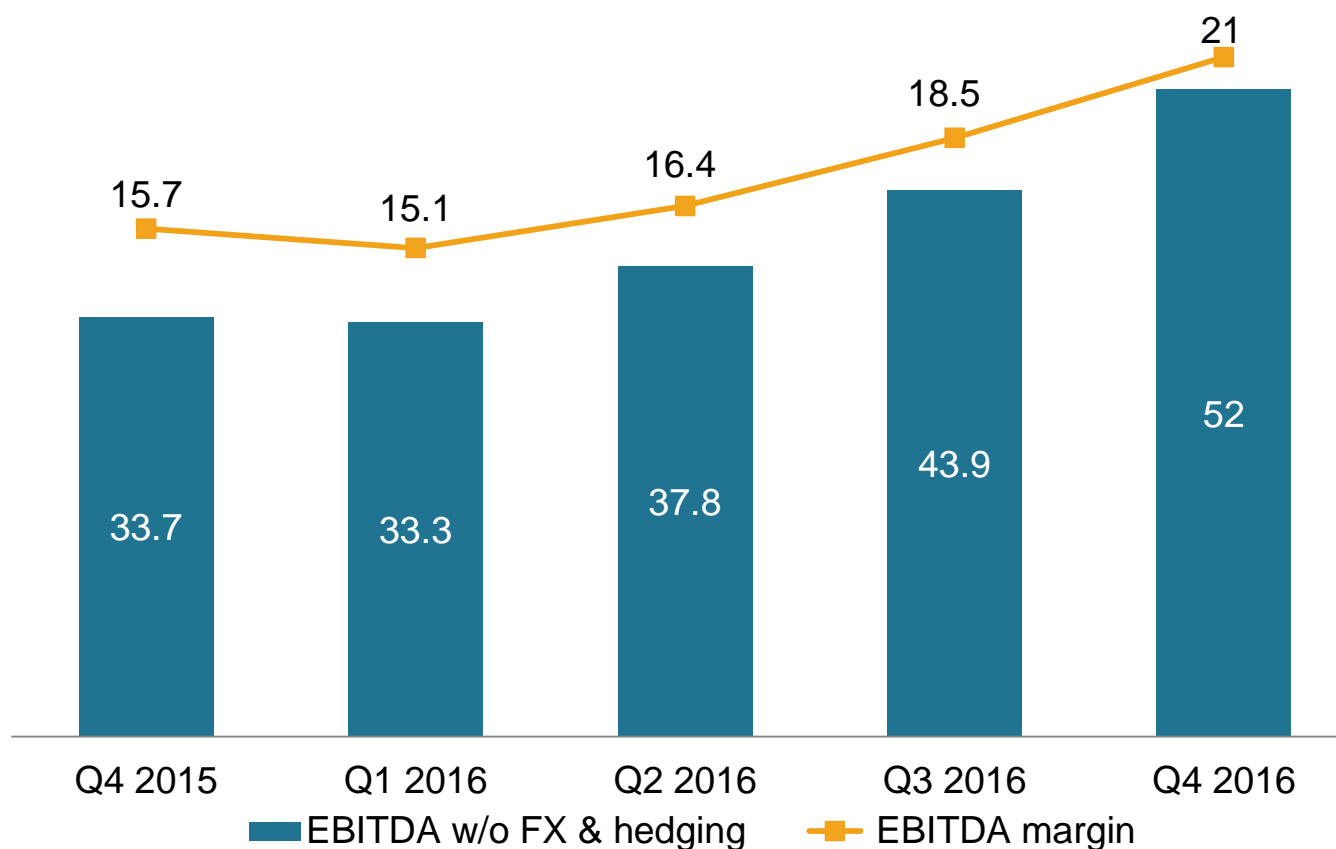
\*Other operating income and expenses influenced by FX effects, mainly due to hedging

# EBITDA excluding FX effects 21% in Q4/2016

EBITDA excl. FX effects\*, in EUR mn

## Comments

- ▶ FX effects due to hedging
  - ▶ Q4/2016: EUR -2mn
  - ▶ Q3/2016: EUR -7.0mn
  - ▶ Q2/2016: EUR -2.7mn
  - ▶ Q1/2016: EUR -9.7mn
  - ▶ Q4/2015: EUR -10.5mn
- ▶ Positive effects of strong JPY on sales and gross profit outweigh negative effects on other operating income and expense



\*Other operating income and expenses influenced by FX effects, mainly due to hedging

# Positive development in Q4 carries into Q1 2017

## Q4 2016 comments

- ▶ Sales volume stable q-o-q driven by strong demand
- ▶ Higher ASP q-o-q due to mix and increased spot prices
- ▶ FX effects due to hedging down to 2mn EUR in Q4

## Full year 2016 comments

- ▶ Higher sales volume driven by strong demand in Q3 and Q4 and favorable product mix
- ▶ Cost roadmap on track
- ▶ 18%-EBITDA margin excluding hedging and FX effects\*

## 2017 challenges and opportunities

- ▶ IHS Markit expects around 5% growth in silicon area demand in 2017
- ▶ Siltronic technologically well positioned to cope with latest design rule specifications
- ▶ Positive price negotiations with customers for 2017 started in Q4 2016, where contractual situation allowed to do so
- ▶ Sales 2017 expected to be at least EUR 1bn
- ▶ Negative FX effects of around 10mn EUR expected in 2017 (if EUR/USD at 1.05 and EUR/JPY at 120)
- ▶ Cost roadmap on track: savings of 20mn to 25mn EUR expected in 2017

\* other operating income and expenses influenced by FX effects, mainly due to hedging . In 2016, FX effects added up to expenses of 21mn EUR.

# Contact and Additional Information

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## Additional Information

ISIN:	DE000WAF3001
WKN:	WAF300
Deutsche Börse:	WAF
Listing:	Frankfurt Stock Exchange Prime Standard

## Financial Calendar

Annual Report 2016	March 14, 2017
Q1 2017 Results	April 27, 2017
Q2 2017 Results	July 28, 2017
Q3 2017 Results	October 26, 2017





# Disclaimer

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