

innovation



**SINGULUS
TECHNOLOGIES**

November 13, 2014

SINGULUS TECHNOLOGIES AG

SINGULUS 

1	Financials
2	Optical Disc/Solar
3	Conclusion

Financial Overview 9 Months 2014

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	9 Months	9 Months
in million €	2013	2014
Revenues	93.1	52.8
Order Intake	82.6	48.4
Order Backlog (30.09.)	29.6	15.9
EBIT	1.4	-38.7
EBIT (operating)	1.4	-18.3
EBITDA	5.8	-14.8
Profit before Tax	-1.1	-41.3
Loss for the Period	-2.2	-41.7
Operating Cash Flow	-4.5	-24.1

Profit & Loss Statement 9 Months 2014

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in million €	9 Months 2013	9 Months 2014
Gross Revenue	93.1	52.8
Net Revenue	92.4	52.4
Gross Profit (in % of Net Revenues)	23.9 (25.9%)	8.3 (15.8%)
OPEX (Total)	-22.5	-47.0
- R & D	-5.6	-9.1
- Sales & Customer Service	-11.1	-11.0
- GM & A	-8.2	-6.9
- Other Income/Expenses	2.4	0.4
- Impairment & Restructuring	0.0	-20.4
EBIT	1.4	-38.7
Loss for the Period	-2.2	-41.7
EPS basic (in €)	-0.04	-0.85

Financial Overview Q3 2014

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in million €	Q3 2013	Q3 2014
Revenues	43.9	22.7
Order Intake	33.8	23.2
Order Backlog (30.09.)	29.6	15.9
EBIT	7.9	-26.2
EBIT (operating)	7.9	-5.8
EBITDA	9.4	-4.9
Profit before Tax	7.1	-27.0
Profit or Loss for the Period	6.4	-27.4
Operating Cash Flow	0.6	-7.9

Profit & Loss Statement Q3 2014

SINGULUS TECHNOLOGIES AG
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in million €	Q3 2013	Q3 2014
Gross Revenue	43.9	22.7
Net Revenue	43.5	22.5
Gross Profit (in % of Net Revenues)	14.1 (32.4%)	3.3 (14.7%)
OPEX (Total)	-6.2	-29.5
- R & D	-2.0	-3.8
- Sales & Customer Service	-3.4	-3.8
- GM & A	-2.8	-1.8
- Other Income/Expenses	2.0	0.3
- Impairment & Restructuring	0.0	-20.4
EBIT	7.9	-26.2
Profit or Loss for the Period	6.4	-27.4
EPS basic (in €)	0.13	-0.56

Cash Flow Development

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in million €	9 Months 2013	9 Months 2014
Cash Flow from Operating Activities	-4.5	-24.1
Cash Flow from Investing Activities *	-2.9	-0.9
Cash Flow from Financing Activities	-1.3	-3.7
Total Cash Flow	-8.7	-28.7
Cash and Cash Equivalents at the Beginning of the Period **	55.9	51.0
Effect of Exchange Rate Changes	-0.2	0.6
Cash and Cash Equivalents at the End of the Period **	47.0	22.9

* Changes in time deposits with terms longer than 3 months not included

** Includes time deposits with terms longer than 3 months

Balance Sheet

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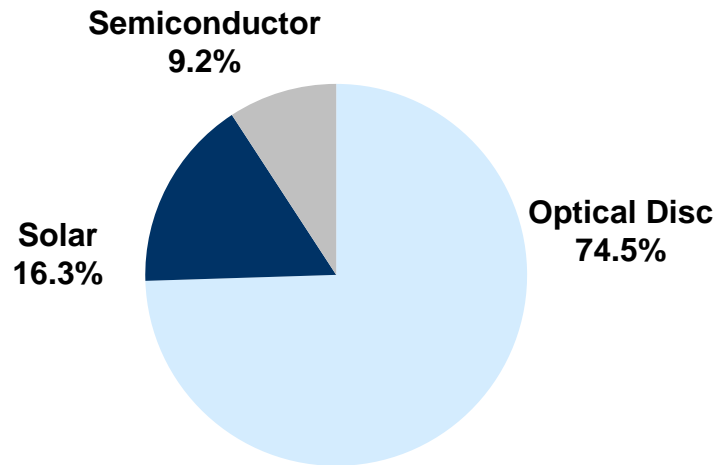
million €	Dec 2013	9 Months 2014
Cash and Cash Equivalents	51.0	22.9
Total Current Receivables and other Assets	45.0	39.8
Total Inventories	28.1	38.3
Non Current Assets	70.3	37.9
Total Assets	194.4	138.9
Total Current Liabilities	48.0	33.6
Total Non-Current Liabilities	72.6	72.4
Total Equity	73.8	32.9
Equity and Liabilities	194.4	138.9

Employees

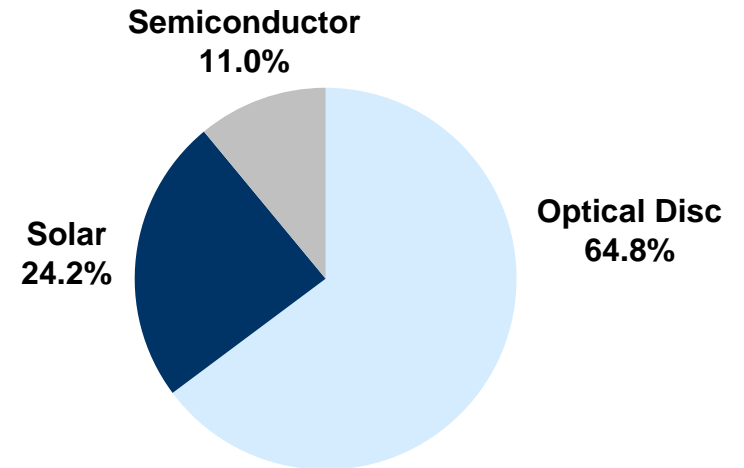
	Dec 2013	9 Months 2014	Δ
SINGULUS Group	362	359	-3
Domestic	283	286	+3
Abroad	79	73	-6

Sales Split by Products

9 Month 2013

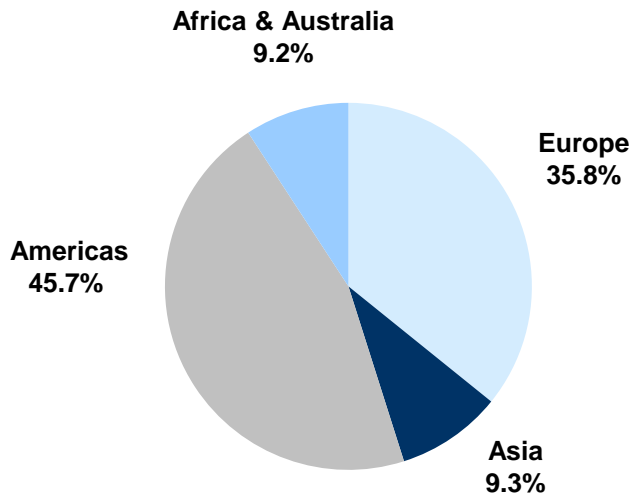


9 Month 2014

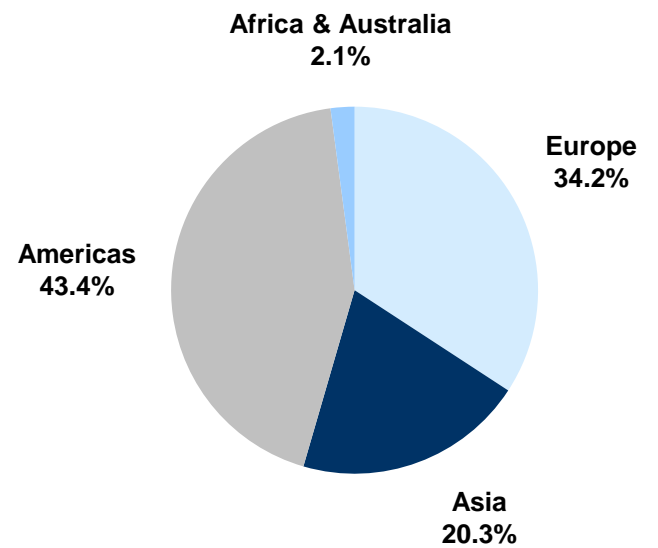


Sales Split by Region

9 Month 2013



9 Month 2014



Agenda

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- Total global BD production to increase by 9 % to 914 million discs during 2014
- The BD-Video production output is projected to expand by almost 8 % to reach 662 million discs - this follows a 9 % expansion in 2013
- The BD Video segment remains new release focused.
- The industry remains vulnerable to the strength of the new release slate
- Production volumes have been impacted by the weak release slates from a number of major studios
- BD-ROM production will display strong growth during the first full year of PS4 and Xbox One activity with output expanding by 13 %
- BD Audio production remains a niche market
- Total global BD output is forecast to reach close to 950 million discs by 2018 with volume peaking around 2016 at 996 million discs

Global Top 10 Replicator

World's No 1 Player		Sony DADC 340.7 Million Discs USA, Australia, Austria, China, Japan, India, Brazil
World's No 2 Player		Technicolor 251.4 Million Discs Mexico, Poland, Australia
World's No 3 Player		Cinram 116 Million Discs USA, Germany, UK
World's No 4 Player		Panasonic 31.8 Million Discs USA, Japan
World's No 5 Player		Arvato Digital Services 20.9 Million Discs USA, Germany, Brazil, Ireland,

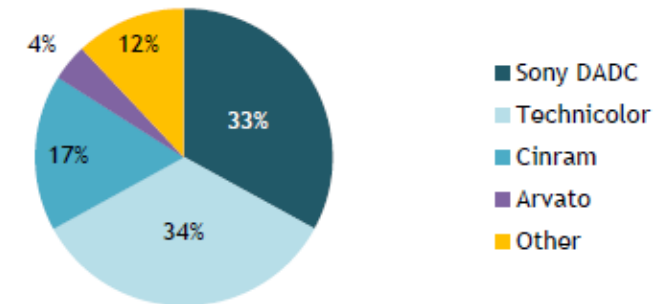
Other Key Players:

	Memory Tech 18.5 Million Discs Japan
	JVC 10.0 Million Discs Japan
	Best Disc 6.0 Million Discs Taiwan
	AMZ Manufacturing 5.0 Million Discs Brazil
	VDC 4.0 Million Discs UK

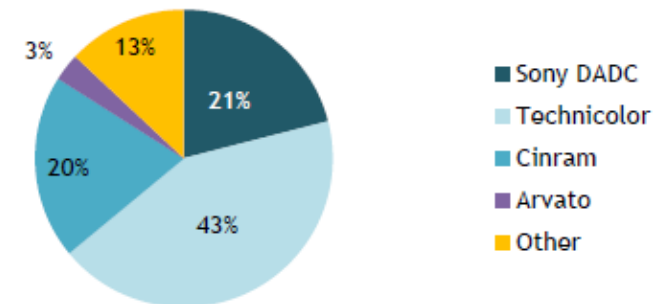
Global Top 10 Replicator

- Sony DADC, Technicolor and Cinram are forecast to manufacture 84 %
- Technicolor boosted by a strong major studio roster and Xbox One production will become the worlds largest BD replicator with 33 % (BD-Video 43 %)
- Sony DADC, is expected to be the second largest manufacturer with 33 % of total global BD output during 2014 with PS3 and PS4 (21 % of total worldwide BD Video output, 26 % share last year)
- Cinram will achieve a 17% share (global BD Video output to 20 % - 19 % during 2013)
- Arvato is expected to represent a 4 % share of total global BD output this year

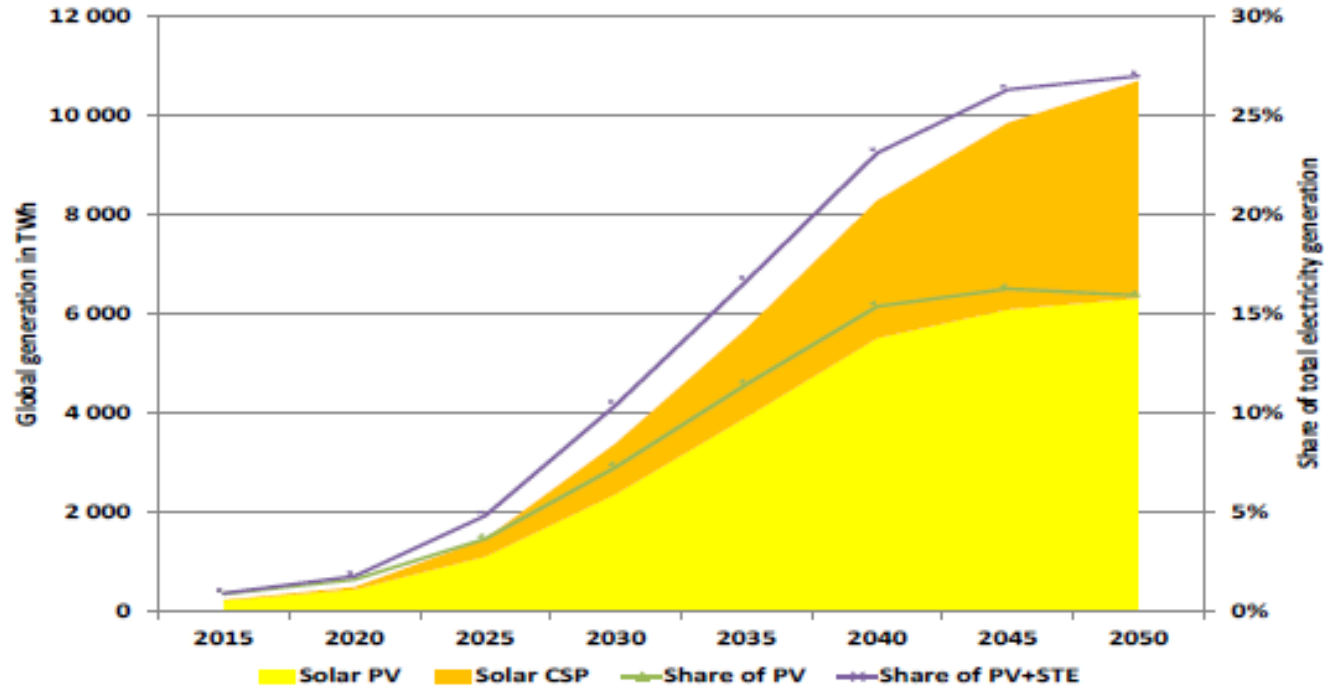
2014 Global Total BD Market Share
Total Output: 914 million discs



2014 Global BD-Video Market Share
Total Output 662 million discs



New Roadmap Vision for Solar Electricity Photovoltaic and Solar Thermal



Together, PV and STE could become the largest source of electricity worldwide before 2050



Photovoltaic Energy



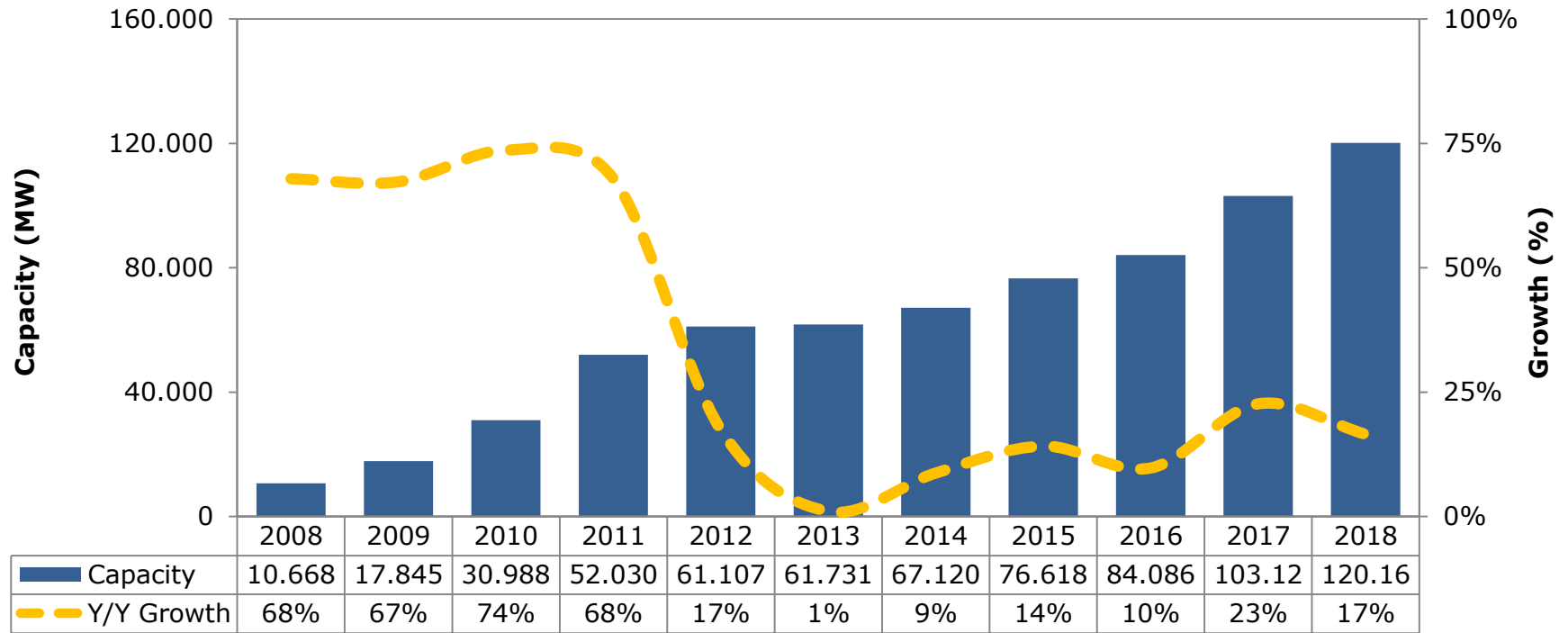
Solar Thermal Electricity

Development of PV Capacities to 1721 GW in 2030 and 4674 GW in 2050

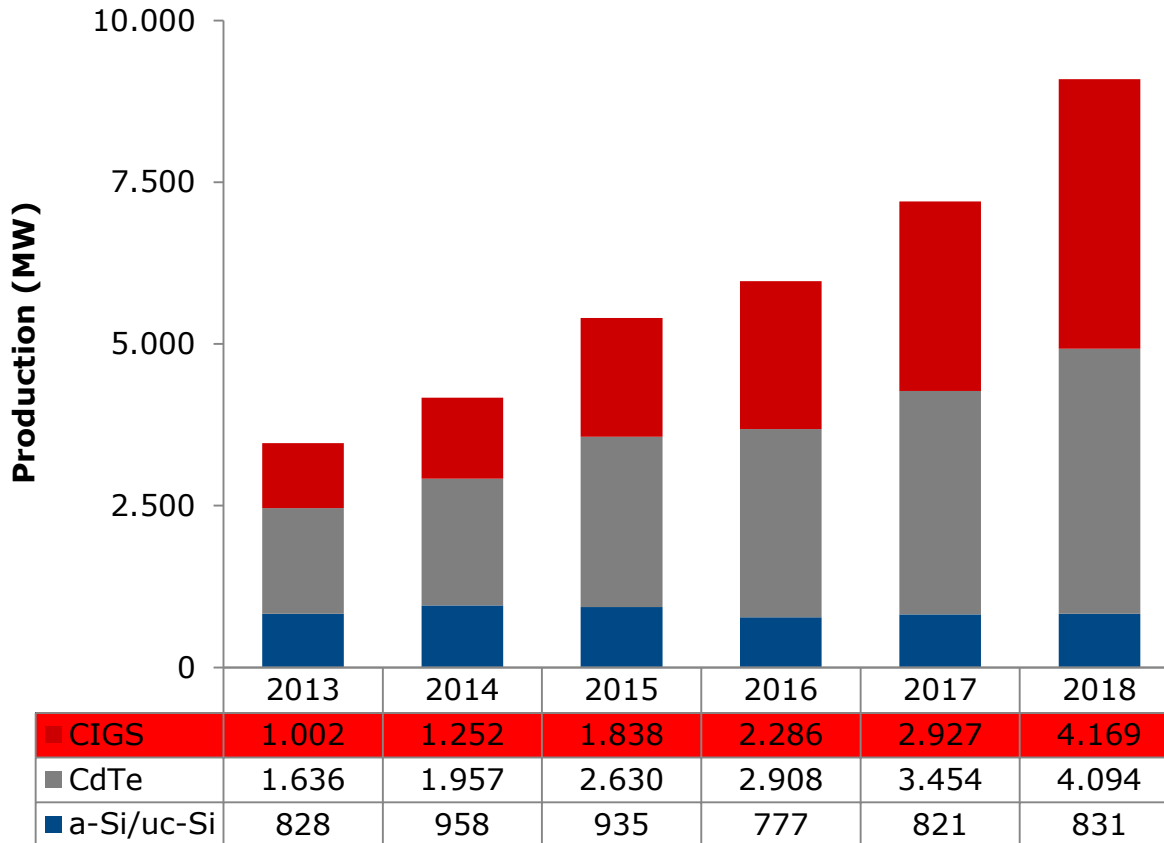
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<i>Year</i>	<i>US</i>	<i>Other OECD Americas</i>	<i>EU</i>	<i>Other OECD</i>	<i>China</i>	<i>India</i>	<i>Africa</i>	<i>Middle East</i>	<i>Other developing Asia</i>	<i>Eastern Europe and former Soviet Union</i>	<i>Non- OECD Americas</i>	<i>World</i>
2013	12.5	1.3	78	18	18	2.3	0.3	0.1	1.4	3	0.2	135
2030	246	29	192	157	634	142	85	94	93	12	38	1721
2050	599	62	229	292	1738	575	169	268	526	67	149	4674

Annualized PV Manufacturing Capacity

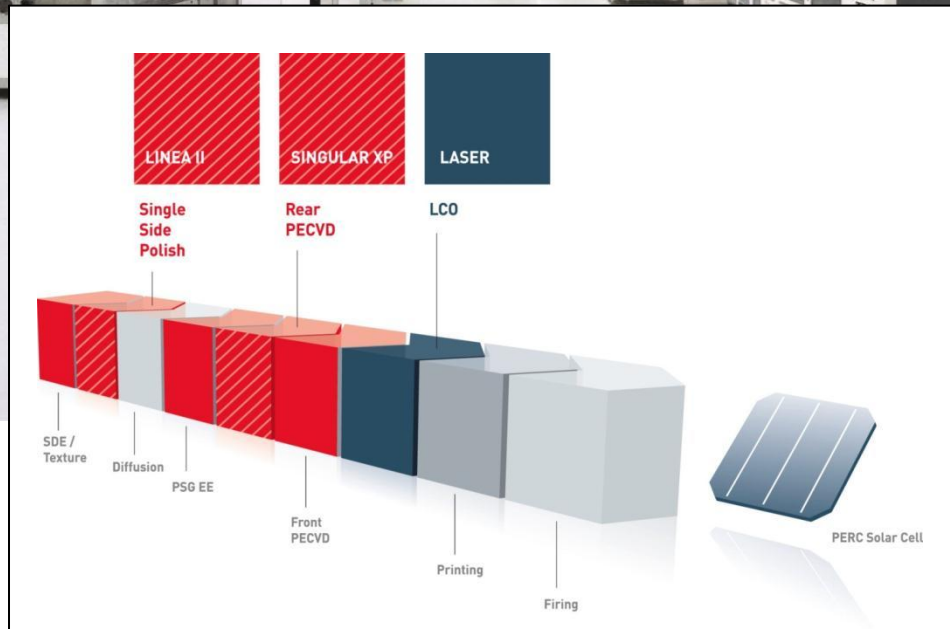
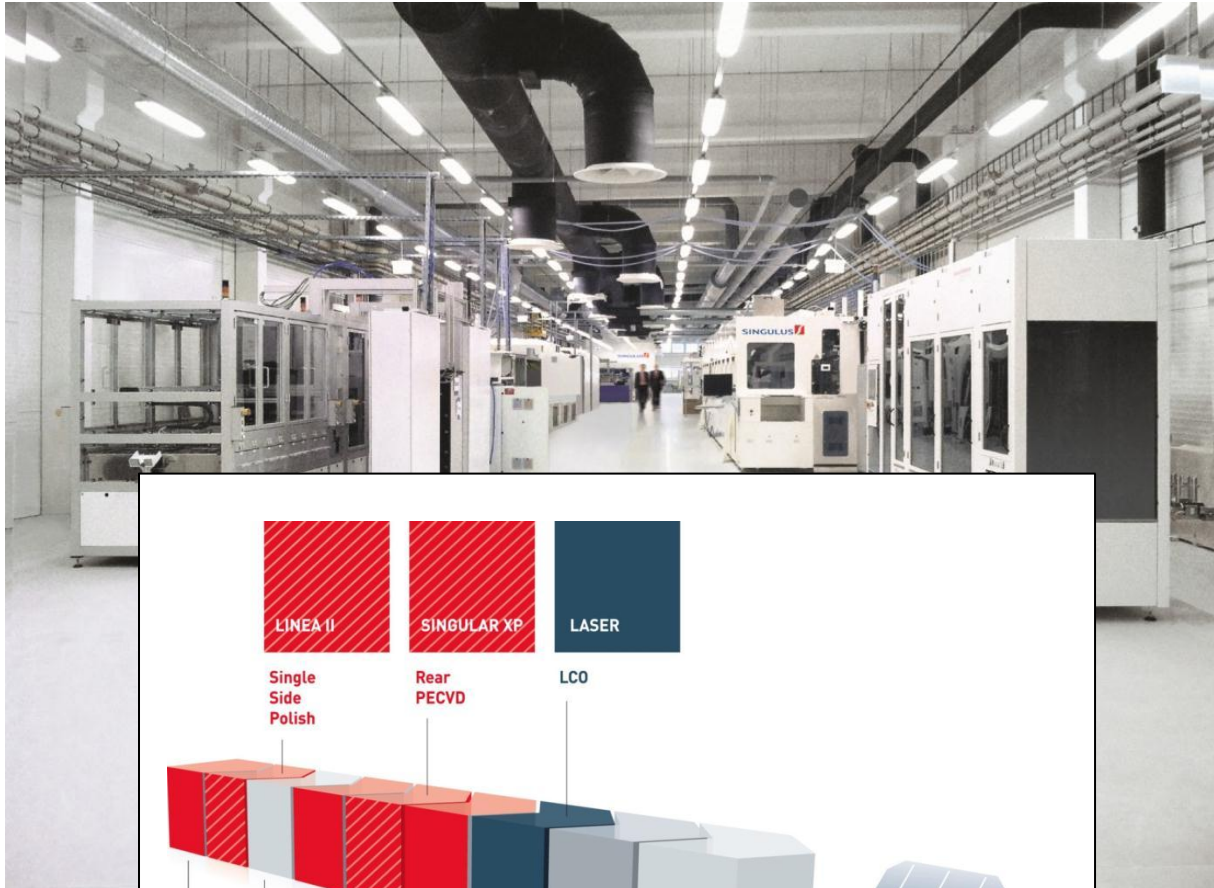


Thin-Film Panel Production: 2013 +5 Years by Panel Type



PERCEUS - Upgrade Package for PERC Cells

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First PERC system delivered

Further system ready for shipment

Efficiency gain of about 1 %



SILEX II – Versatile Batch Tool Platform for Wet Processes in Clean Technology

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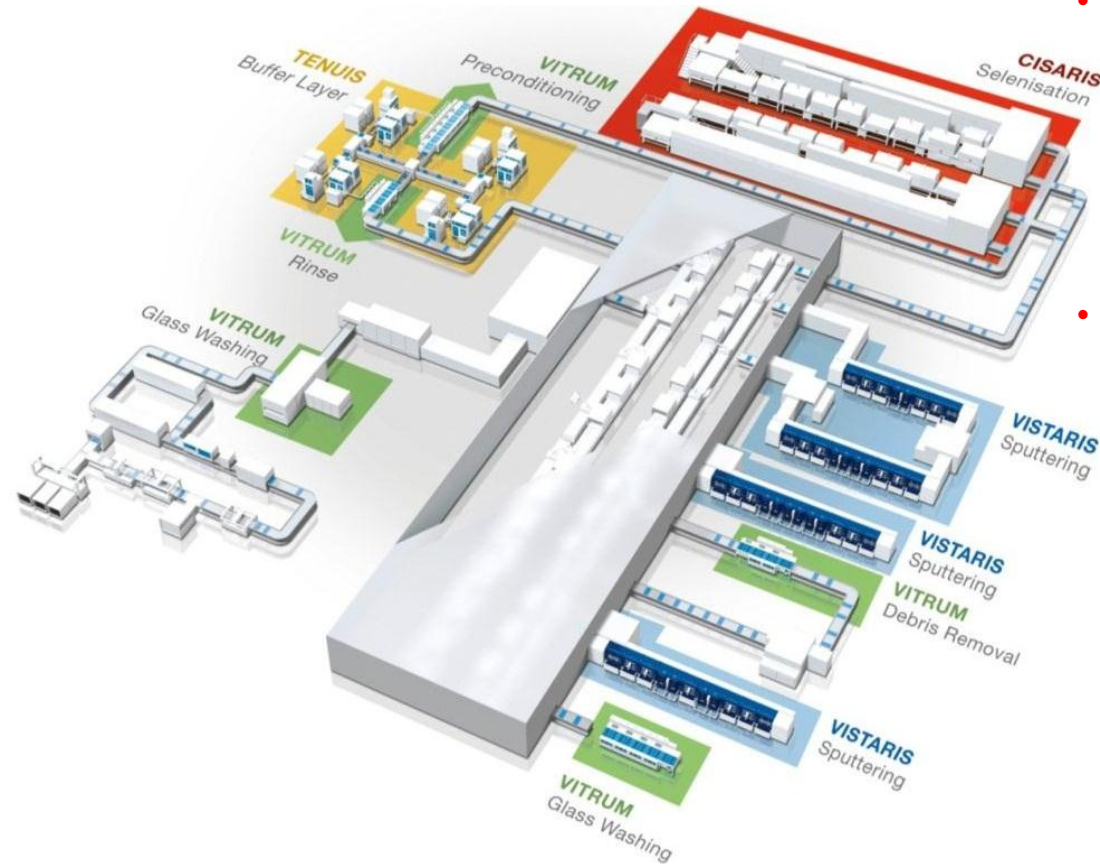


- Flexible line configuration due to modular machine design
- High throughput performance up to 3,000 wph
- High uptime $\geq 95\%$
- Low breakage rate down to 0.01 %
- Wafer thickness down to 120 μm



TENUIS II – a Modular Cluster for a Higher Output in Production

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- The second generation of the TENUIS production line has a modular cluster build basis, which facilitates significant reduction in floor space and the simultaneous one-side coating of two substrates.
- Developers at SINGULUS were successful in reducing the process time, which has a positive effect and a considerably higher output in production.



Agenda

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- **The challenge for SINGULUS TECHNOLOGIES will now be to achieve stable order intakes and sales in core segments.**

In the coming year the favorable conclusion of the Solar projects as well as stable operation in the Optical Disc segment will be of particular importance for the company.

- **SINGULUS TECHNOLOGIES is further progressing towards a technology company focused on vacuum coating and production processes.**

In particular the vacuum coating technology is an interesting technology enabling new opportunities.

SINGULUS TECHNOLOGIES AG

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Forward-Looking Statements

This presentation contains forward-looking statements based on current expectations, assumptions and forecasts of the executive board and on currently available information. Various known and unknown risks, unpredictable developments, changes in the economic and political environment and other presently not yet identifiable effects could result in the fact that the actual future results, financial situation or the outlook for the company differ from the estimates given here. We are not obligated to update the forward-looking statements made in this presentation unless there is a legal obligation.