



SMART SOLUTIONS TO DRIVE THE FUTURE

Optical Disc and Solar

SINGULUS TECHNOLOGIES AG

SINGULUS 

Milestones

- 2011 New order for Selenization Oven for CIS Thin Film Solar
- 2010 Start of expanded Solar Strategy
Major order for new Thin Film Solar Production System
First FAT for Front End System
Market share > 90 % in prerecorded Blu-ray Production Systems (excl. Sony)
- 2009 First shipment of SINGULAR
- 2008 Acquisition of Blu-ray business from Oerlikon
- 2007 Acquisition of STANGL
Start in the Solar equipment market
First revenues in Blu-ray replication lines
- 2006 Takeover of majority share in largest competitor HamaTech
- 2004 2nd Mastering acquisition
- 2001/2002 Acquisition of injection molding and 1st Mastering company
- 1997 Introduction of DVD Inline Systems
- 1996 Introduction of CD Inline Systems
- 1995 Start of SINGULUS TECHNOLOGIES

Overview 2010

Optical Disc

- Growth in Blu-ray
- Stable service business
- Remaining Optical Disc slow
- Centralizing Optical Disc in Kahl

Solar

- Shipment of SINGULAR
- Orders partially delayed
- Weak Thin Film market
- Positioning in Crystalline Silicon

Financials

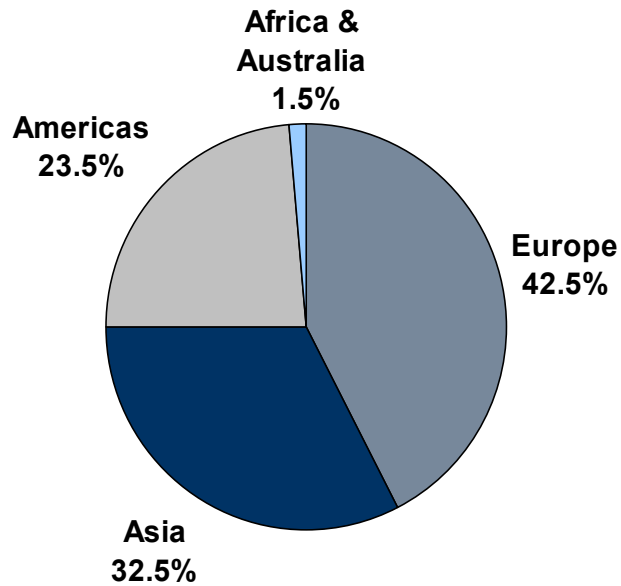
- Achieved lowered forecast figures in revenues (i.e. € 118.5 million)
- Improvement of cost base
- Impairments and depreciations in Q3/2010 of € 67.8 million
- Order intake up by 57 % from 2009
- Expected growth in Optical Disc and Solar for 2011
- Expect to break even in 2011

Preliminary Figures 2010 (unaudited)

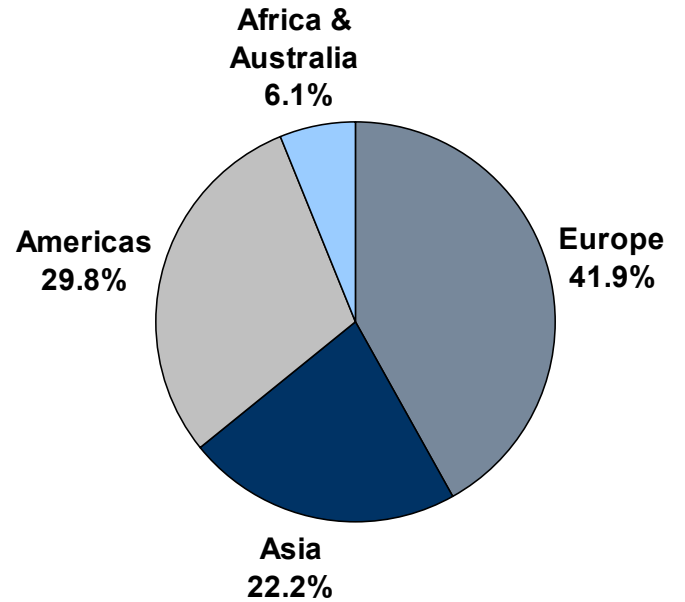
in million €	2009	2010
Sales	116.6	118.5
Order Intake	81.1	127.2
Order Backlog	34.7	35.9

Sales Split by Region – 9 Months

Sales split by region 2009

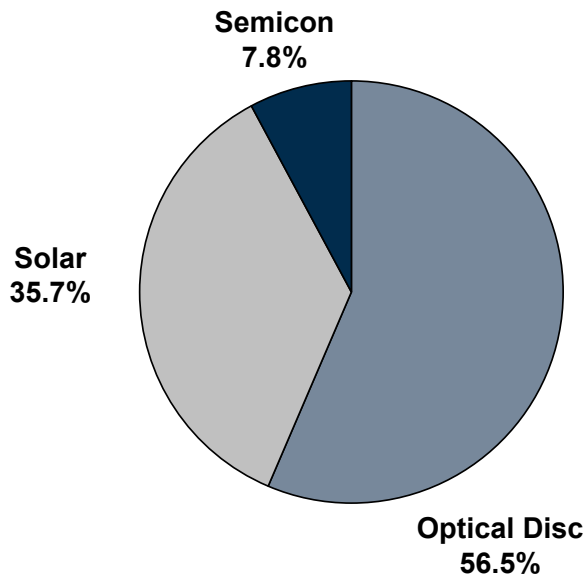


Sales split by region 2010

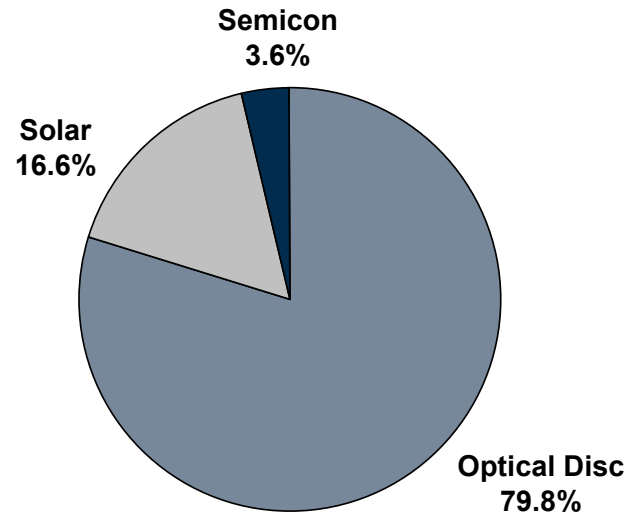


Sales Split by Products 9 Months

Sales split by products 2009



Sales split by products 2010



Employees

	Q3/2008	Q3/2009	Q3/2010
SINGULUS	500	381	324
STANGL	159	175	130
HamaTech	105	77	(sold)

SINGULUS Group	764	633	454
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Domestic	497	461	333
Abroad	267	172	121

Our Major Segments

Optical Disc

- Mastering
- Molding
- Replication



Solar

- Coating
- Wet Processing
- Systems Business





SINGULUS Covers the Complete Value Chain

For all disc formats CD – DVD – Blu-ray

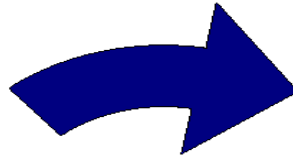
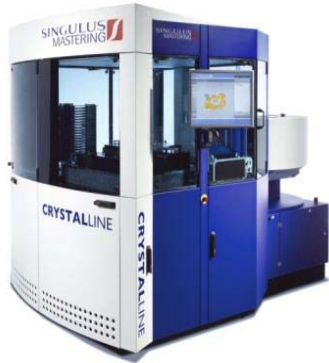




OPTICAL DISC

The Total Solution

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SINGULUS 



SINGULUS 



3D Ready: Production Systems for all Blu-ray Formats

Standard Setting BLULINE II

- Best of class
- Market share 90 % (excl. Sony)
- Excellent equipment performance
- > 85 Blu-ray systems installed base
- Platform for BD 75 & BD 100



CRYSTALLINE

- Ready for Dual Layer Blu-ray
- Well-established in the market

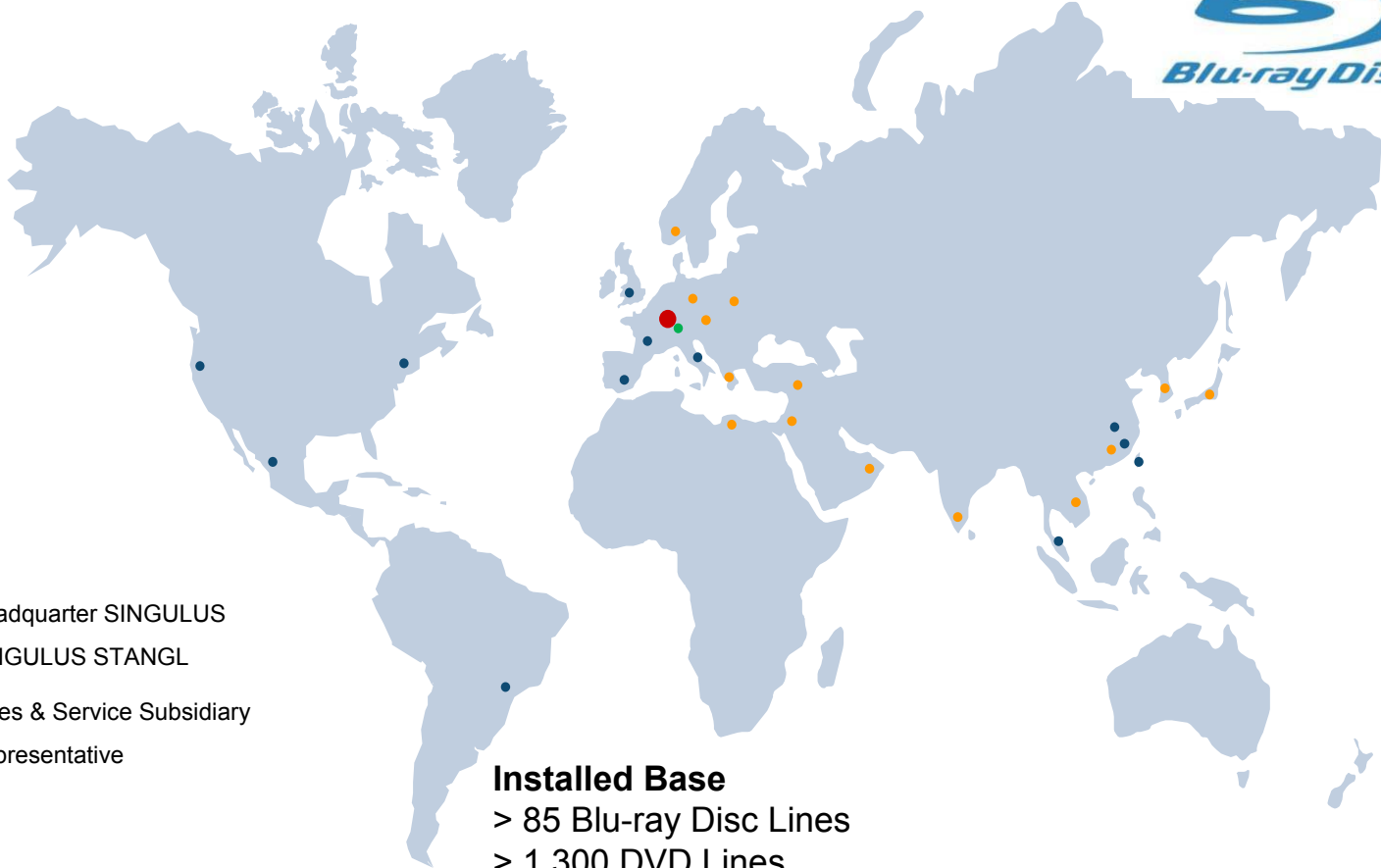




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SINGULUS Blu-ray Disc Lines Installed Base Worldwide

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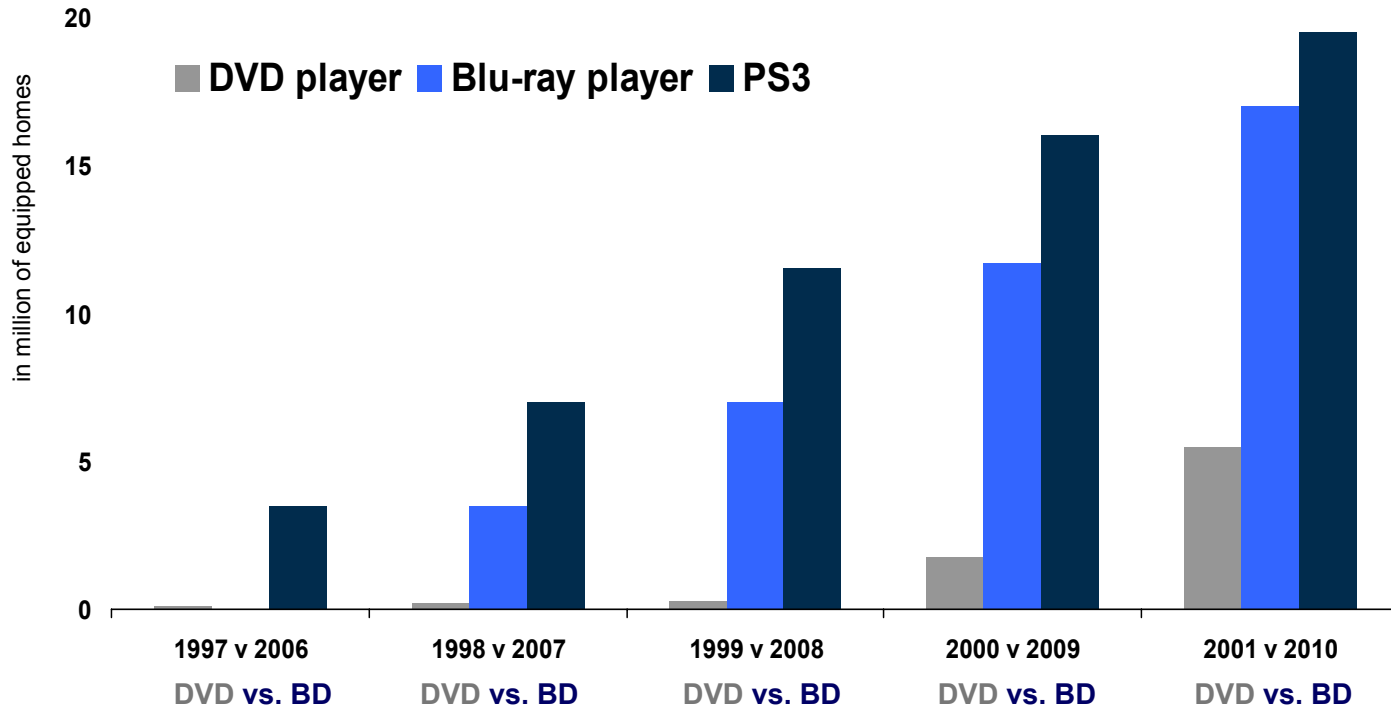
- Headquarter SINGULUS
- SINGULUS STANGL
- Sales & Service Subsidiary
- Representative

Installed Base
 > 85 Blu-ray Disc Lines
 > 1.300 DVD Lines
 > 1.900 CD Lines



Speed of 5 years for DVD vs. BD Players in Europe

Market penetration of Blu-ray playing devices much higher compared to DVD

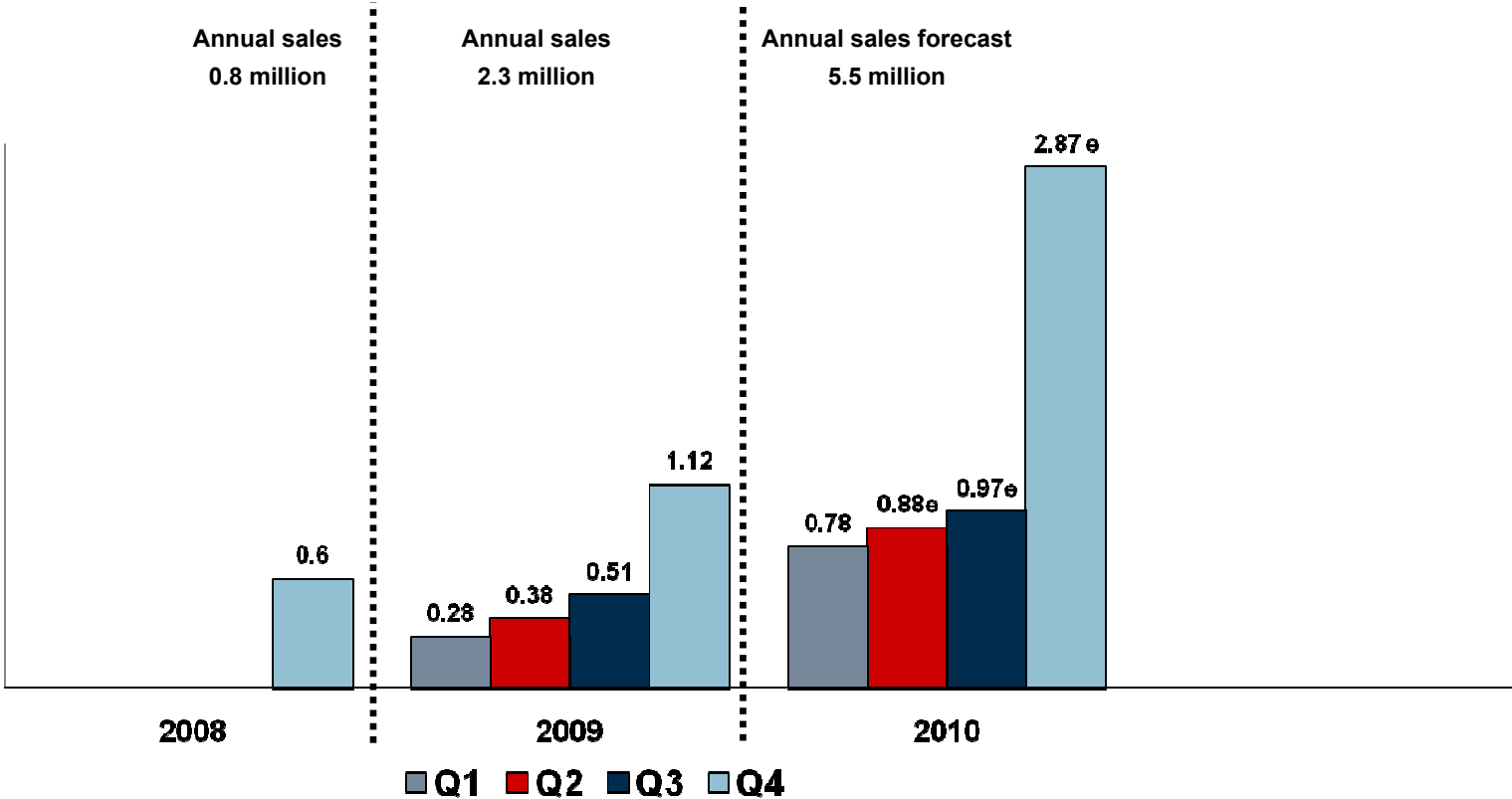


Source: Replex Magazine, March/April 2010, Screen Digest



European Blu-ray Player Sales Building Up

Annual sales* (million)

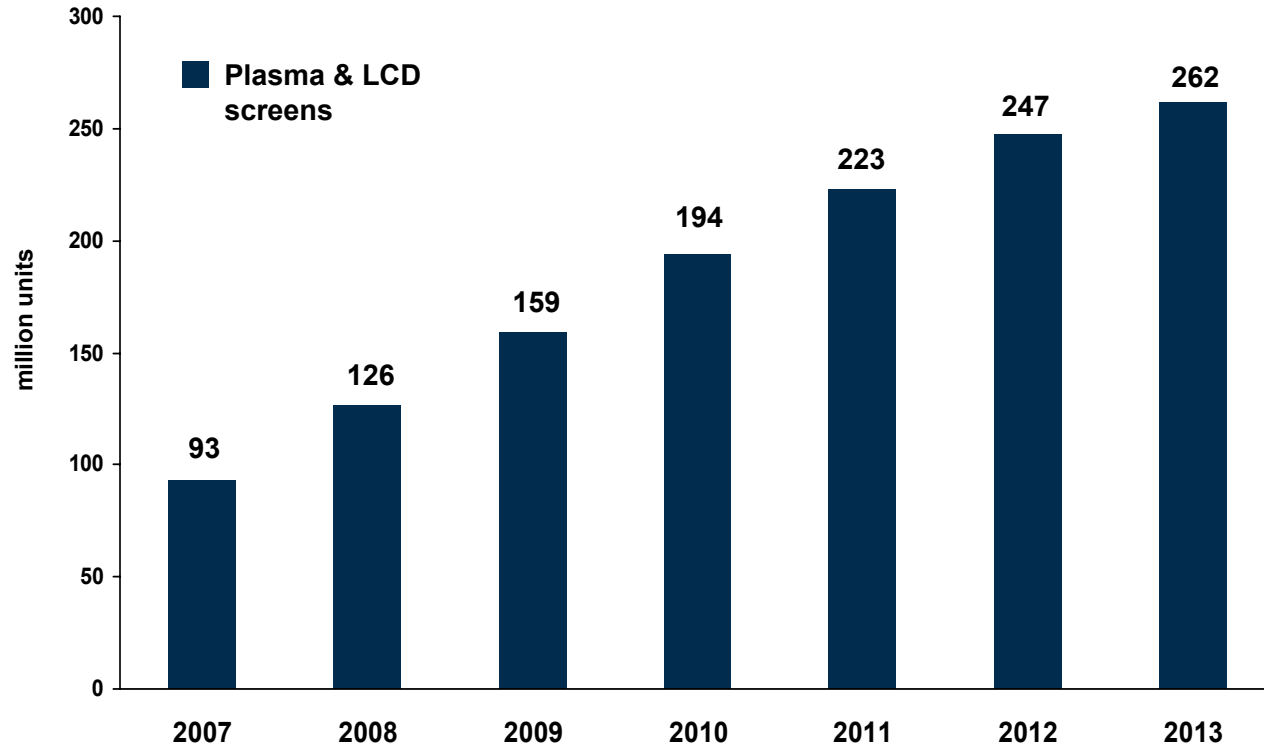


* Data relates to top 16 European markets.

Source: 2010 Futuresource Consulting Ltd



Flat Panel TV Market Development: Annual Shipments Global



Source: Futuresource Consulting, Dec. 2009

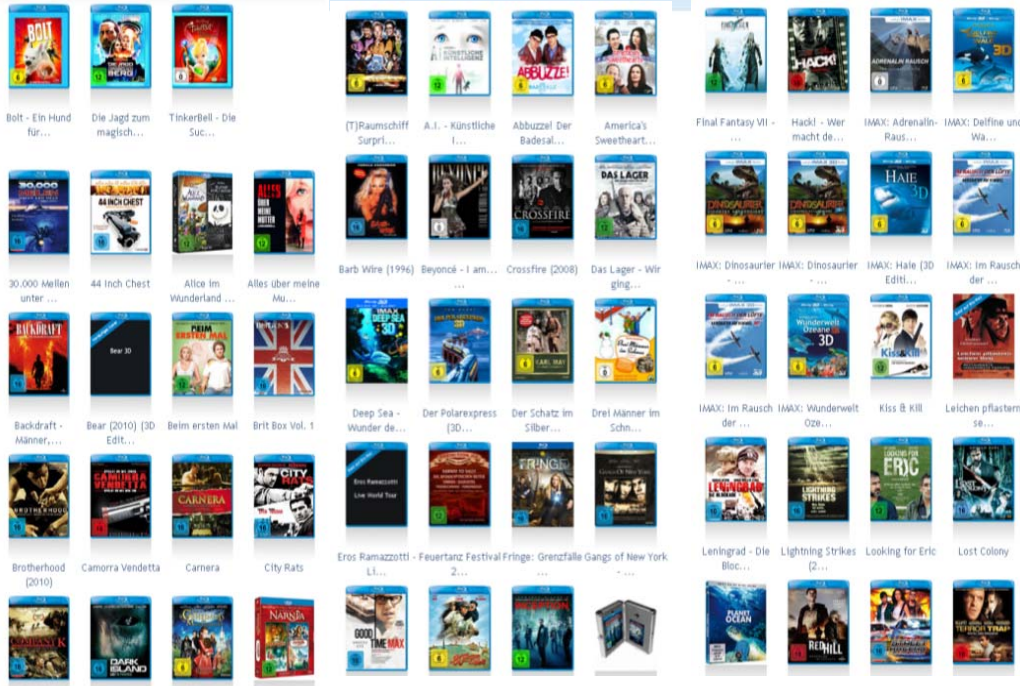


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About 1600 Blu-ray Releases in 2010, more than 3000 in total

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	2006	2007	2008	2009	2010	2011
Monat						
Anzahl Blu-rays						
JAN	87	105	92	99	127	91
FEB						
MÄR						
APR						
MAI						
JUN						
JUL						
AUG						
SEP						
OKT						
NOV						
DEZ						



Source: <http://www.bluray-disc.de/>





OPTICAL DISC

High Resolution 3D Movies

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3D Movies are the killer application for Blu-ray



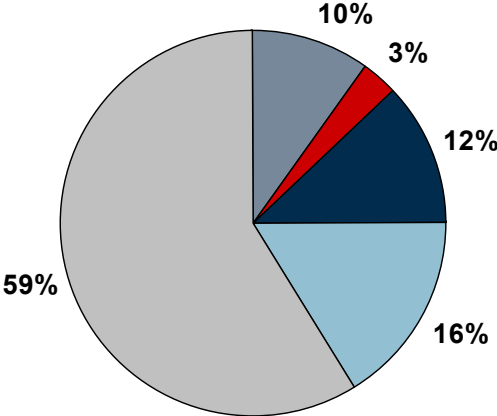
<http://www.bluray-3d.de>



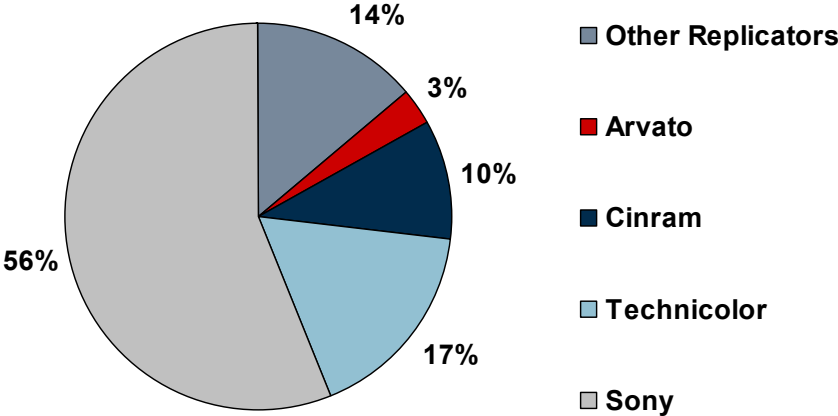
Tier 1 Replicator Blu-ray Video Market Share Evolution

Worldwide Blu-ray Video Production

2009: 259 million discs



2010: Projection 438 million discs



Source: 2010 Futuresource Consulting Ltd



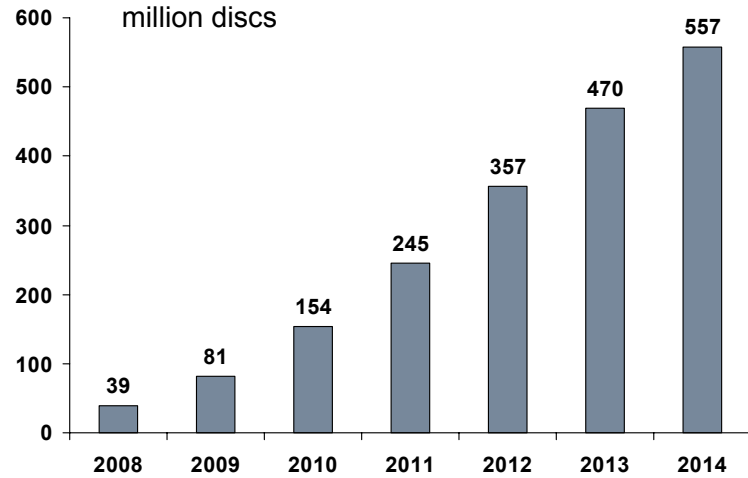
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A New Market: BD-R/BD-RE

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Projected Global BD-R/RE Disc Production



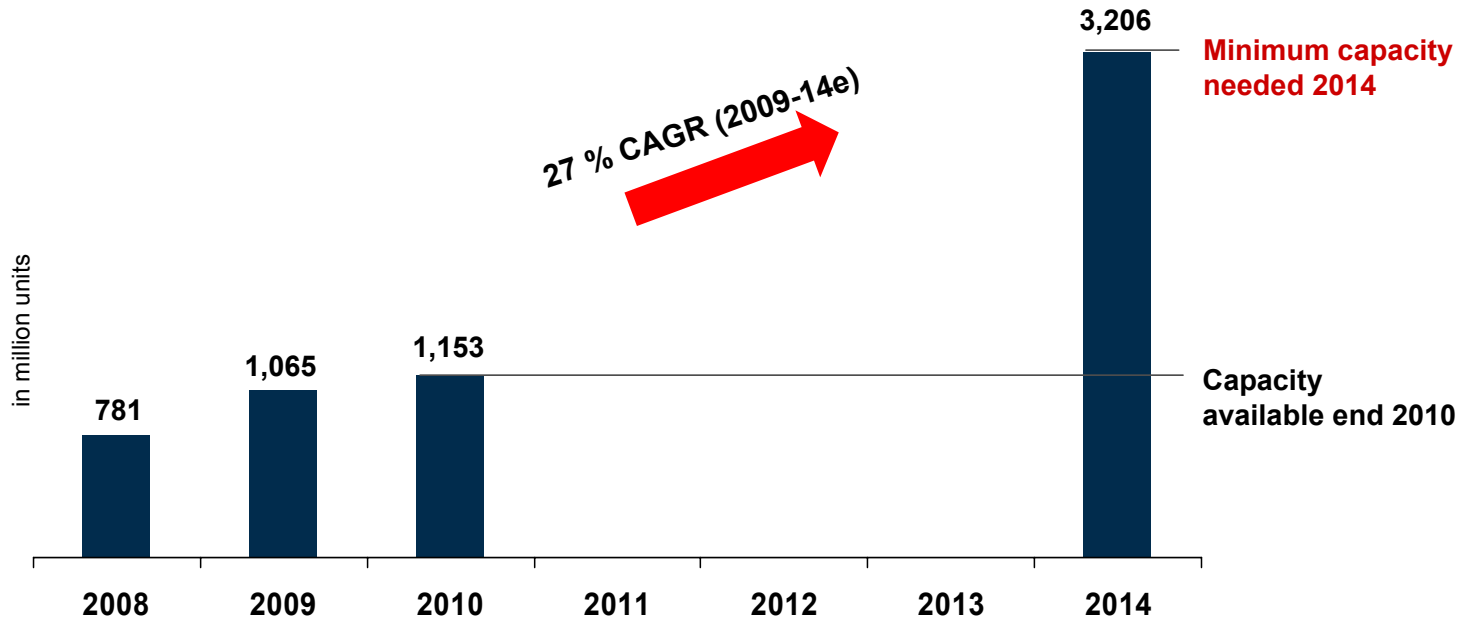


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Minimum Future Prerecorded Blu-ray Pressing Capacity Worldwide

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Significant Growth potential is forecasted for the foreseeable future



Source: Futuresource Consulting, April 2010



Packaged Media Remains Major Revenue Stream

Unstoppable Momentum

- +80 % in Blu-ray disc sales in USA *(9 months 2010, (DEG))*
- +104 % BD players sales in USA *(9 months 2010, (DEG))*
- 62 million 3D TVs expected in 2011 *(ABI Research, USA)*
- +67 % in Blu-ray disc sales in Europe *(3. Quarter GFK International)*
- Packaged Media remain the major revenue generator for Studios *(Futuresource Consulting 2010)*

Innovation via Blu-ray

- 3D Movies will boost the Blu-ray market
- Packaged media DVD & Blu-ray generate revenues for Hollywood studios of more than 50 % of total revenues

Our Major Segments

Optical Disc

- Mastering
- Molding
- Replication



Solar

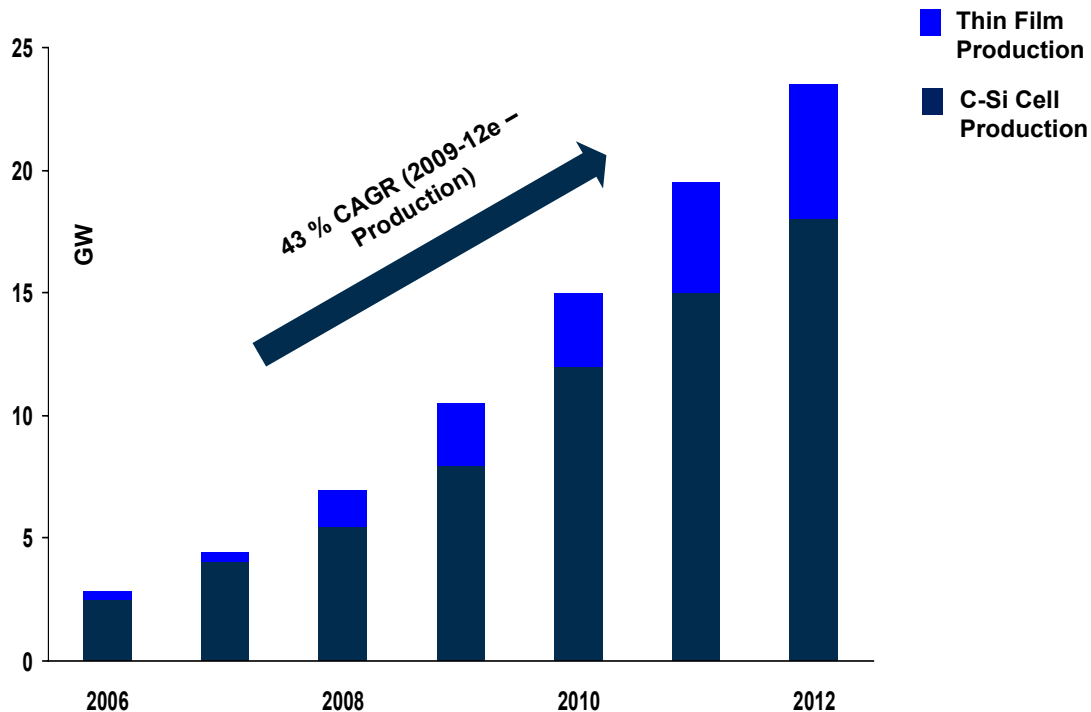
- Coating
- Wet Processing
- Systems Business





SOLAR

Cell Production Capacity

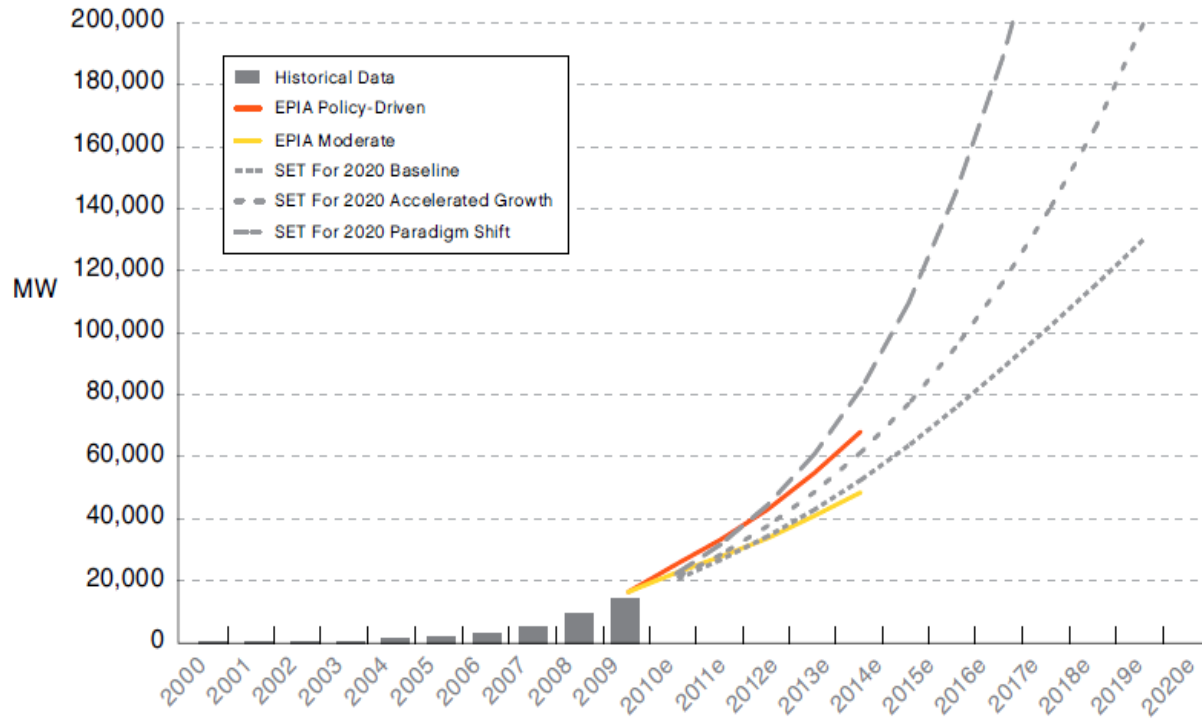


Source: Bank Sarasin, December 2009



2012-2014 Forecasts and the „SET For 2020“ Targets in EU

Paradigm Shift: Targets up to 12% of the EU electricity consumption from PV by 2020



Source: EPIA, Global Market Outlook for Photovoltaics until 2014, May 2010



Solar – Successful Market Entry & Development

- Orders for SINGULAR machines
- Integrated PV production systems
- More orders for inline diffusion furnace
- Stronger thin film market
- Active R & D for new cell design
- Stronger development of the Asian sales network

- 1st Order for inline diffusion furnaces
- FAT for 1st front end system
- Complete solutions with partners

- Cooperation with HZB for ILGAR
- Large Order for flexible CIGS solar cells
- Shipment of 1st SINGULAR

- Takeover of Stangl
- Start of SINGULAR development
- Inline Wet Processing for SI cells





Roadmap for c-Si Equipment



Today

- Machine in production
- Standard processes developed
- High-efficiency processes in development
- Co operations with several interested institutes and lead customers for new cell concepts in progress
- New orders acquired and further expected
- Sales activities in Asia enhanced

- Systems in production in front-end line integrated

- Integrated c-Si production systems and corresponding standard processes defined
- Marketing of systems has started

Tomorrow

- Application of high efficiency cell processes on existing equipment
- Introduction of new equipment for advanced cell concepts
- Integration of high efficiency processes into system business



Integrated System Business for Crystalline Solar



SOLARE System for Inline Production of Si Solar Cells with LINEA and two SINGULAR & a back-end with double capacity offering approx. 60 MW





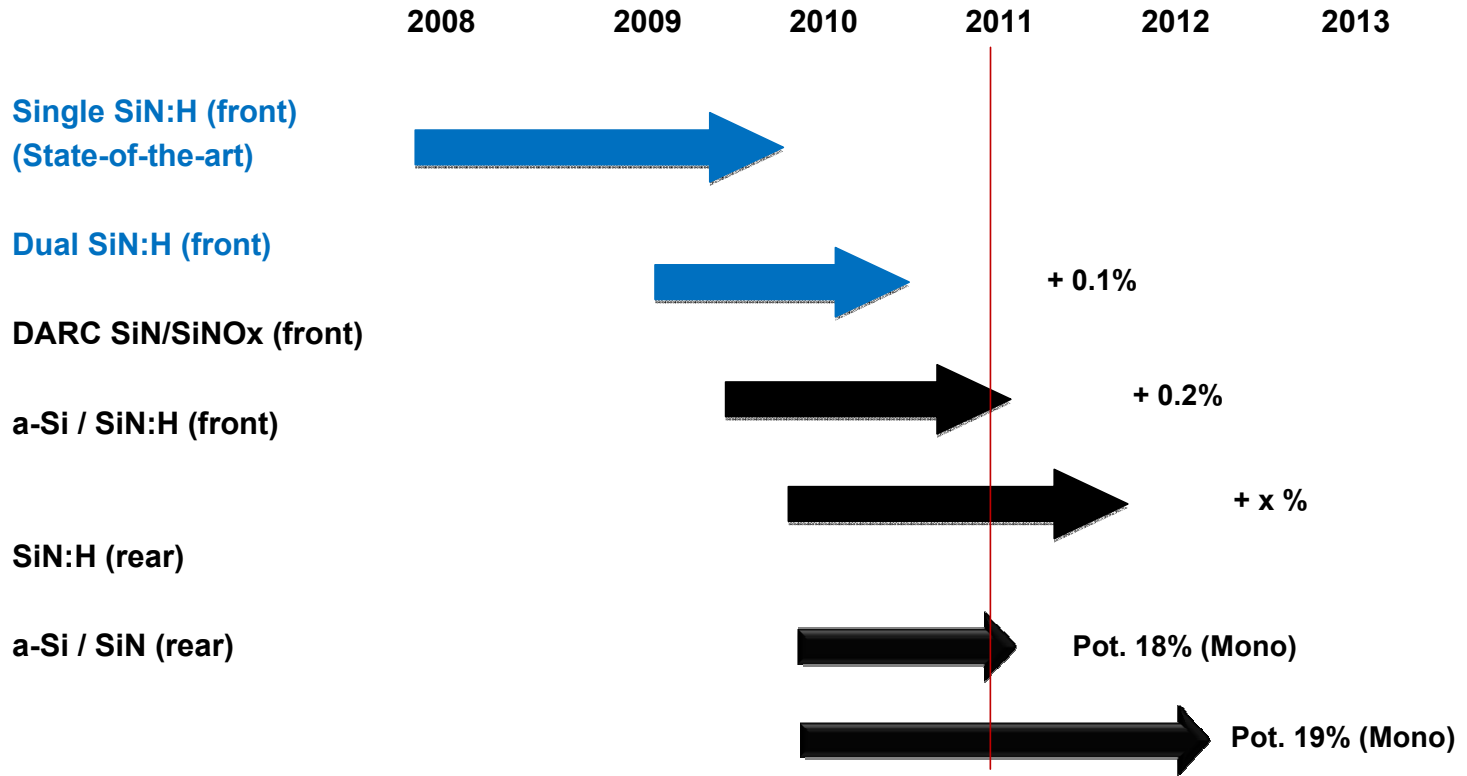
2 x LINEA / 1 SINGULAR / 5 x Handling – c-Si Front-End System

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Development of Passivation Layers (SINGULAR)



**All processes in SINGULAR realized
no additional process step**



Further Strategy Crystalline Solar

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Intensified marketing & further product development

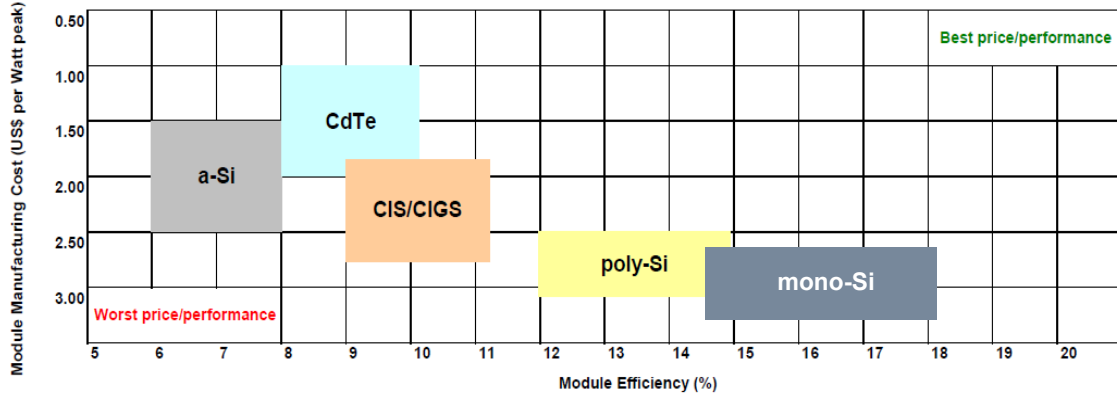
- Transfer of „Optical Disc“ inline concept to PV production
- Integrator of PV production technology
- Set up of manufacturing site in China for wet processing systems
- Active participation in new cell design



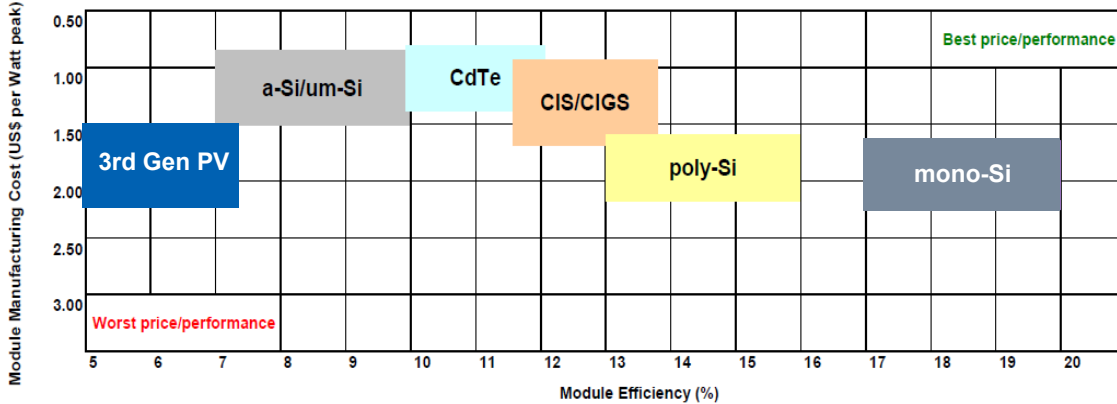


SINGULUS Thin Film - Focus on CIS/CIGS

PV Products in 2008



PV Products in 2013

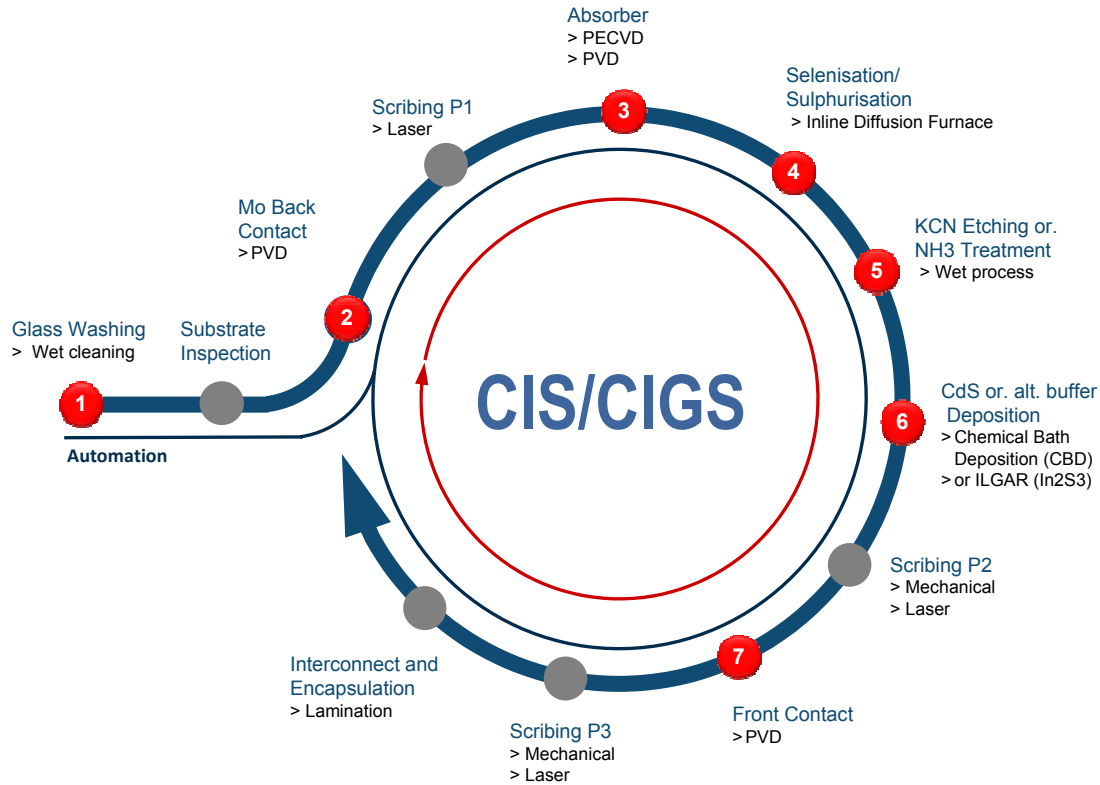


Source: Envision – Solar energy solutions report 2008









Thin Film - CIS/CIGS Manufacturing Process



Singulus Product Portfolio	
1	VITRUM Clean
2	PVD Back Contact
3	PVD Absorber
4	INSE
5	VITRUM KCN
6	TENUIS altn. ILGAR or IMPEDIO
7	PVD TCO

-  SINGULUS
-  Cooperation Partner
-  Singulus Automation
-  Process Support/ Integration



SINGULUS Product Portfolio Thin Film Applications

Wet Process Applications / Cleaning / Washing / Etching Coating



CIS/CIGS/CIGSse

TENUIS

Single Side
CdS/ZnS Buffer Layer
Glass Substrates
up to 1600x1200 mm
Inline



CIS/CIGS/CIGSse

IMPEDIO

Single Side
CdS/ZnS Buffer Layer
Flexible Substrates
up to 1000 mm width
Inline



CIS/CIGS/CdTe/a-Si

VITRUM

Cleaning/Etching
(e.g. TCO/KCN/NH3)
Glass Substrates
up to 2600x2200 mm
Inline



Inline Diffusion Furnace for CIS/CIGS Absorber Formation

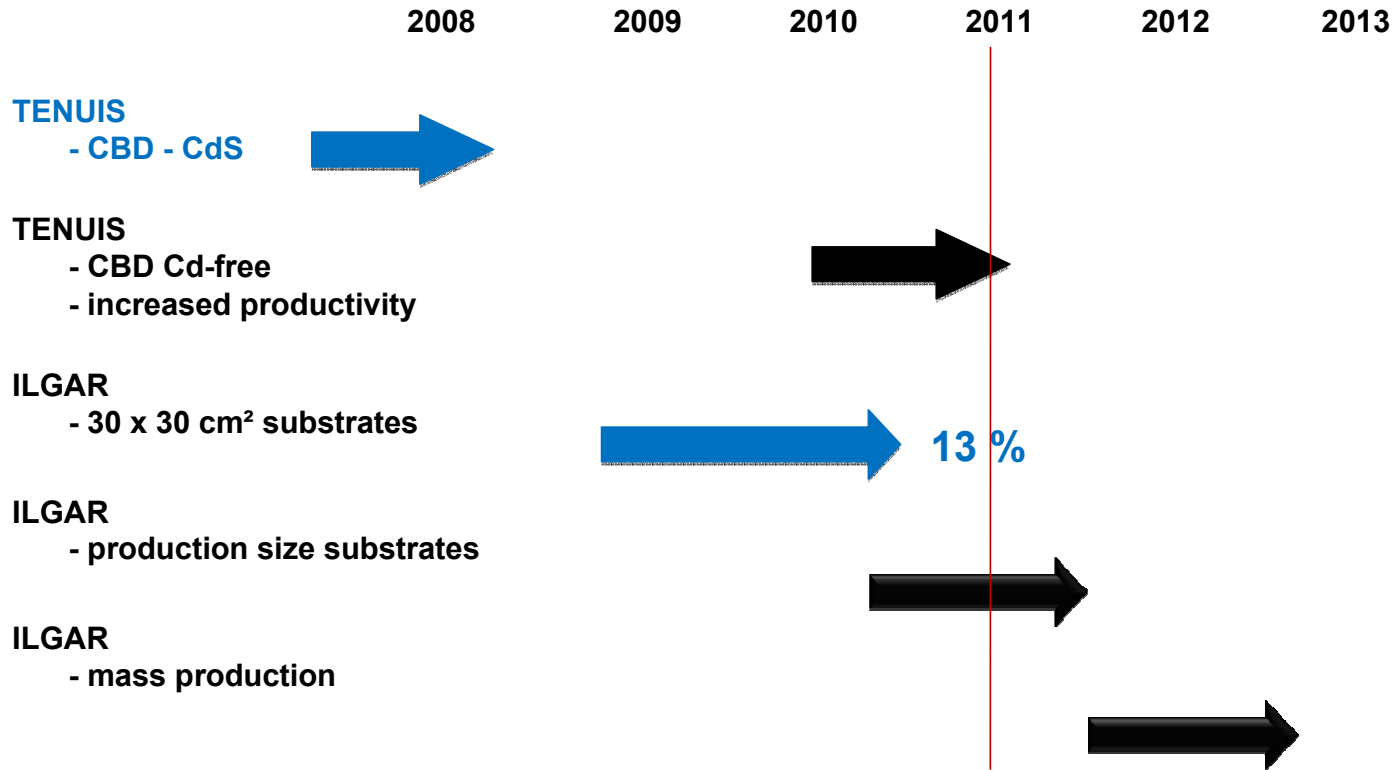
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2nd Generation for Inline Diffusion Furnace Optimized Cycle Time





Development of Buffer Layer Deposition





Innovative products

- Become standard equipment supplier for thin film solar module production
- Business expansion with inline diffusion furnaces
- Focus on highest cell efficiency in CIS/CIGS production
- Cadmium and zinc sulfid buffer layer with TENUIS
- Introduction alternative Cd-free buffer layer – ILGAR



Showing Profits in 2011

Optical Disc

- Only one-stop supplier and No. 1 for Blu-ray equipment globally
- Strong growth for Blu-ray in the next years
- Excellent products
- Strong growth for Blu-ray machines in 2010 achieved and further expected for 2011
- Production know how for the coming market of rewritable/recordable Blu-ray (BD-RE/BD-R)
- Achieving growth and good profitability

Solar

- Well positioned in attractive, sharply growing solar market
- Setup of improved sales network in Asia
- SINGULUS AR coating technology gaining market share
- Realizing complete systems
- Growing market share in Thin Film
- Solar segment expected to break-even in 2011

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