



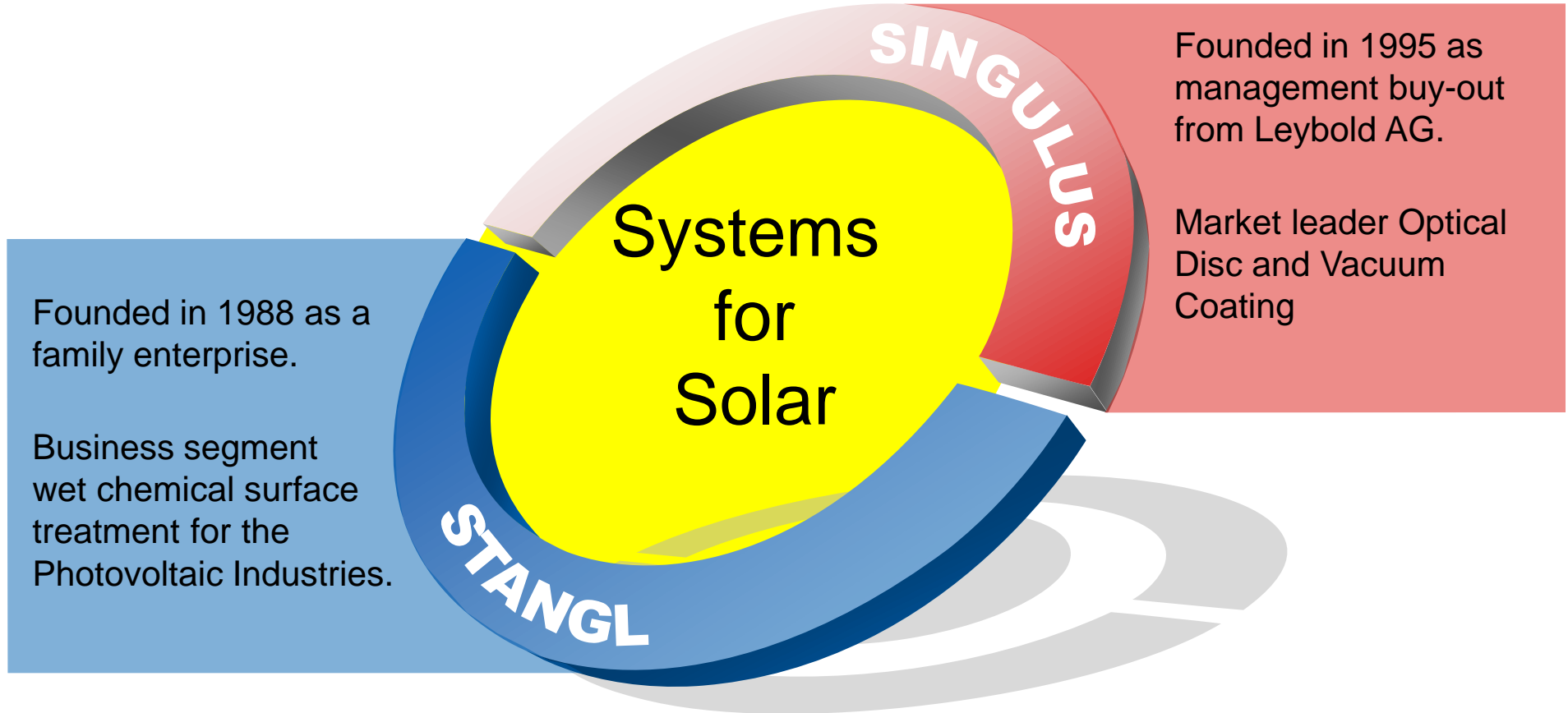
*SMART SOLUTIONS TO DRIVE THE FUTURE*

**Optical Disc and Solar  
Annual Press/Analyst Conference - March 26, 2010**

**Roland Lacher  
SINGULUS TECHNOLOGIES AG**



- 1995 Start of SINGULUS TECHNOLOGIES AG
- 1996 Introduction of CD Inline systems in Optical Disc industry
- 1997 Introduction of DVD Inline replication system
- 2001/2002 Acquisition of injection molding and 1<sup>st</sup> Mastering
- 2004 2<sup>nd</sup> Mastering acquisition
- 2006 Take over of majority share in largest competitor HamaTech
- 2007 Acquisition 51 % of STANGL to enter the Solar equipment market  
First revenues in Blu-ray replication lines
- 2008 Acquisition of Blu-ray business from Oerlikon
- 2009 First shipment of SINGULAR for Solar Cell - AR Coating & LINEA Wet  
Cleaning System for Solar Cell  
Takeover 49 % of STANGL shares
- 2010 Deinvestment Hamatech APE  
SINGULUS announced expanded Solar Strategy  
Major order for new production system Thin Film Solar  
SINGULAR reaches excellent Cell Performance  
Capital increase successfully concluded





**SINGULUS Headquarters Kahl/Main**



**STANGL Fürstenfeldbruck**



**China**



**France**



**The Netherlands**



**Latin-America**



**Singapore**



**Spain**



**Great Britain**



**USA**



**Italy**

# SINGULUS TECHNOLOGIES Group

## Installed Systems Worldwide



	1997-2009
Metallizers	5000
SKYLINE CD	1985
SPACELINE DVD	1450
CD-R/DVD-R Systems	approx. 250
Blu-ray systems	> 70
Si- Photovoltaic Equipment	> 109
Thin Film- Photovoltaic Equipment	> 23
<b>Total</b>	<b>&gt;8887</b>

	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
SKYLINE	122	234	405	221	134	310	202	82	113	80	19	12
SPACELINE	17	26	99	79	182	183	255	149	123	113	72	17

## New Technology successful introduced

- Approval for BD- R production system
- First Blu-ray production lines delivered to Brazil
- Successful FATs for Mastering System CRYSTALLINE for dual layer Blu-ray
- Delivery of several Wet Cleaning Systems IMPEDIO
- First delivery of antireflection coating machine SINGULAR
- First delivery of inline wet cleaning machine LINEA from STANGL
- Major order for new PV Diffusion Oven
- Successful production start of SINGULAR machine with excellent cell results

## No Cash impact

All positions in the company have been reviewed in detail and necessary adjustments and write-offs have been made in Q3/2009:

- The difficult situation in the optical disc sector has increasingly deteriorated due to the global economic and financial crisis.
- Restrained investment spending in the past twelve months, combined with declined creditworthiness of individual customers
- Negative impacts on the valuation of our receivables and inventories.
- All assets were analyzed with respect to an impairment review in the course of a fair value assessment.
  - The assets of HamaTech APE have been reduced in the balance sheet due to a revaluation of the business activities.
  - The intangible assets from the Oerlikon acquisition in 2008 have been written off by around 50 %.

## No Cash impact

	Q1/2009	Q3/2009	Q4/2009	2009
<b>Impairment/Restructuring</b>				
Oerlikon Customer Base		9,5		
		-4,2		
		5,3	0,2	<b>5,5</b>
Disposal APE		8,6	1,7	<b>10,3</b>
Inventory*		10,3		<b>10,3</b>
Head Count Reduction	3,0	3,3	-0,5	<b>6,8</b>
Others			0,9	<b>0,9</b>
	3,0	27,5	2,3	<b>32,8</b>
<b>Other Expenses</b>				
Account receivables		7,5	2,6	<b>10,2</b>
Inventory		1,5		<b>1,5</b>
		9,0	2,6	<b>11,6</b>

\* 8,6 million EUR disclosed in other expenses in Q 3/2009 report

# Employees

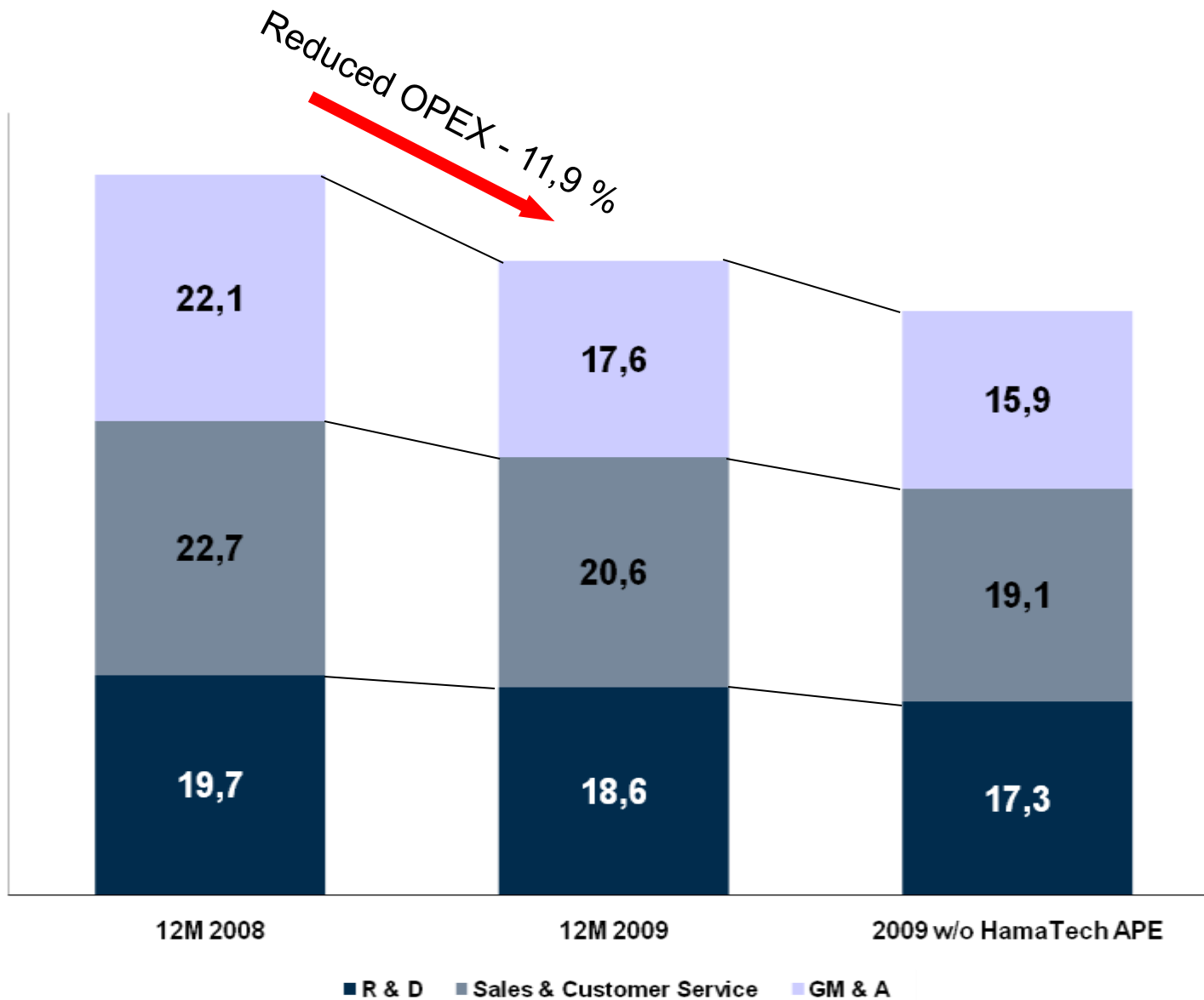
	Dec 31, 2008	Dec 31, 2009	Δ
<b>HamaTech APE</b>	98	85	-13
<b>STANGL</b>	172	148	-24
<b>SINGULUS</b>	452	339	-113
<b>SINGULUS Group</b>	722	572	-150
<b>(w/o Hamatech APE)</b>		(487)	(-235)
<b>Domestic</b>	515	418	-97
<b>Abroad</b>	207	154	-53

in million €	2008	2009
<b>Revenues</b>	212.1	116.6
<b>Order Intake</b>	226.4	81.1
<b>Order Backlog (31.12.)</b>	70.2	34.7
<b>EBIT</b>	-46.2	-73.2
<b>Profit Before Tax</b>	-54.1	-79.4
<b>Net Profit</b>	-49.3	-78.8
<b>Operating Cash Flow</b>	-11,2	0.2
<b>Total Assets</b>	424.6	263.6

# Profit & Loss Statement

in million €	2008	2009
<b>Gross Revenue</b>	212.1	116.6
<b>Net Revenue</b>	207.9	115.0
<b>Gross Profit (in % of Net Revenues)</b>	65.8 (31,6%)	33.2 (28.9%)
<b>OPEX (Total)</b>	-111.9	-106.4
-R+D	-19.7	-18.6
-Sales & Customer Service	-22.7	-20.6
-GM & A	-22.1	-17,6
-Other Income/Expenses	-16.2	-16.7
-Restructuring	-48.2	-32.9
-Badwill	16.8	0
<b>EBIT (in % of Net Income)</b>	-46.2 (-22.1 %)	-73.2 (-63.7%)
<b>Net Income</b>	-49.3	-78.8
<b>EPS (basic)</b>	-1.32	-2.11

# Restructuring with Positive Impact on OPEX for the Future



# Balance Sheet

in million €	2008	2009
<b>Cash and Cash Equivalents</b>	40.1	15.2
<b>Total Receivables</b>	85.7	41.4
<b>Total Inventories</b>	93.4	57.7
<b>Non Current Assets</b>	200.9	139.6
<b>Others</b>	4.5	9.7
<b>Total Assets</b>	424.6	263.6
<b>Total Current Liabilities</b>	79.1	72.5
<b>Total Non-Current Liabilities</b>	99.0	23.0
<b>Total Equity</b>	245.5	165.7
<b>Others</b>	1.0	2.4
<b>Equity and Liabilities</b>	424.6	263.6

# Cashflow Development

in million €	2008	2009
<b>Cashflow from Operating Activities</b>	-11,2	0,2
<b>Cashflow from Investing Activities</b>	-9.1	-14.8
<b>Cashflow from Financing Activities</b>	23,5	-10.5
<b>Effect of Exchange Rate Changes</b>	-0.1	+0.1
<b>Total Cashflow</b>	3.3	-25.0

<b>Cash and Cash Equivalents at the Beginning of the Fiscal Year</b>	37.0	40.1
<b>Cash and Cash Equivalents at the End of the Fiscal Year</b>	40.1	15.2

# Invoiced & Delivered Systems

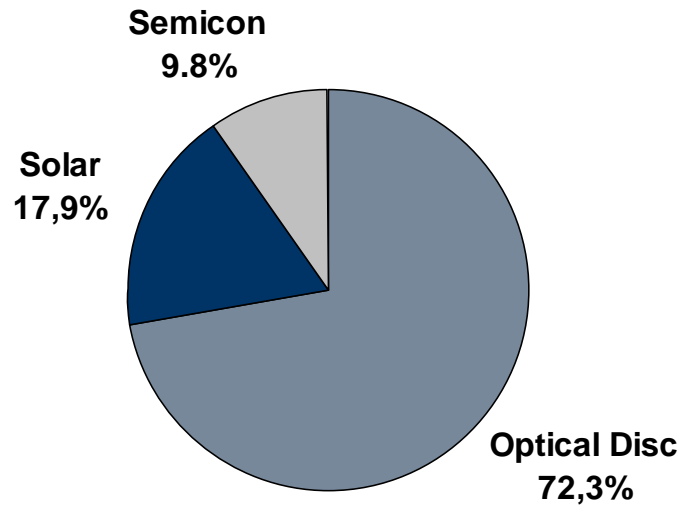
## Invoiced Systems Optical Disc

	2008	2009
<b>SKYLINE (CD)</b>	19	12
<b>SPACELINE (DVD)</b>	72	17
<b>BLULINE (Blu-ray Disc)</b>	31	14
<b>STREAMLINE (CD R)</b>	2	0
<b>STREAMLINE (DVD R)</b>	5	1
<b>TAURUS (DVD R)</b>	8	2
<b>MASTERING</b>	3	5

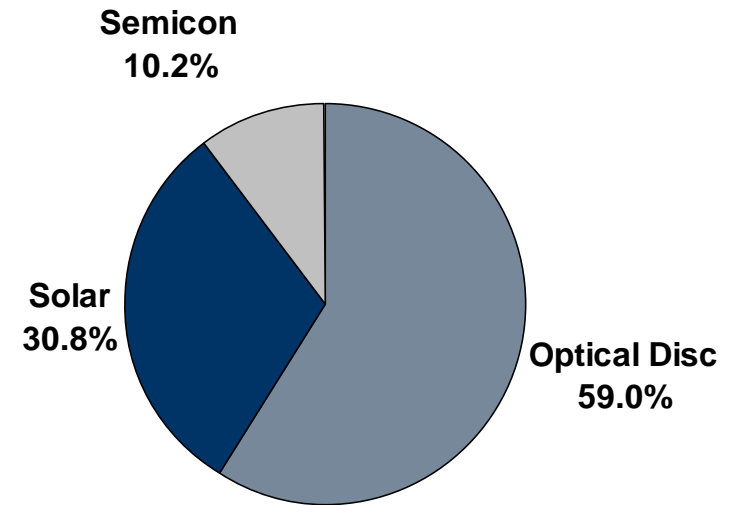
## Solar Systems Production Start

<b>Silicon Solar Wet</b>	25	21
<b>Silicon Solar Dry (SINGULAR)</b>	0	1
<b>Thin Film Solar Wet</b>	5 Lines with 50 Modules for 170 MW	4 Lines with 58 Modules for 270 MW

## Sales Split by Products 2008

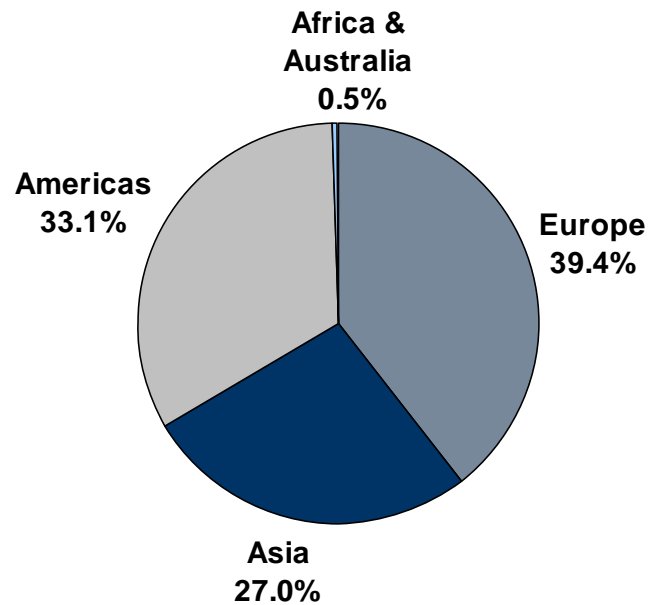


## Sales Split by Products 2009

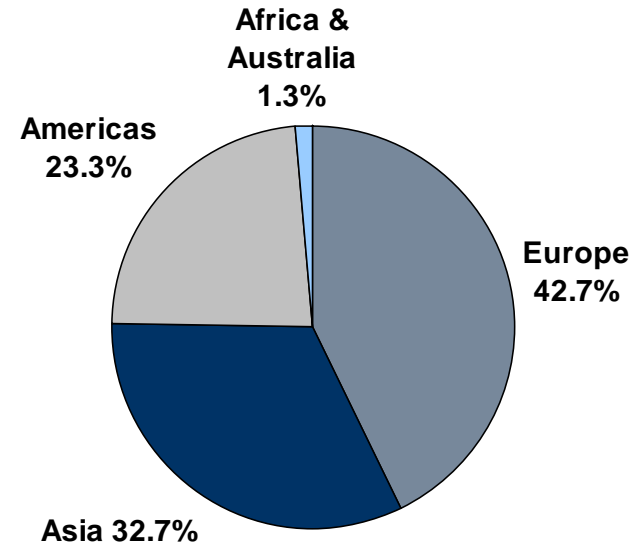


# Sales Split by Region

## Sales Split by Region 2008



## Sales Split by Region 2009



## Segment Optical Disc

- Mastering
- Moulding
- Replication

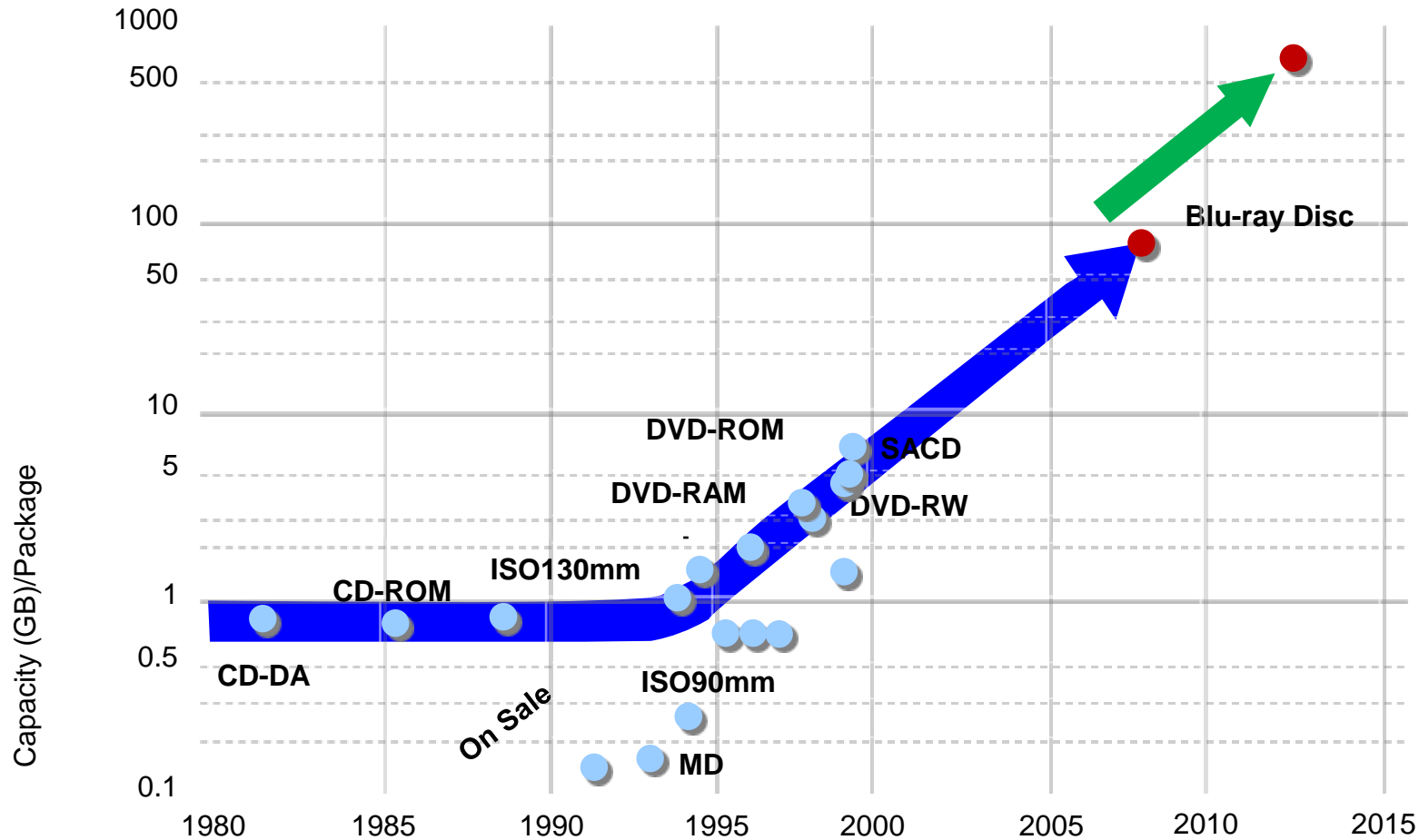


## Segment Solar

- STANGL Wet Processing
- SINGULUS Coating
- SINGULUS Systems Business



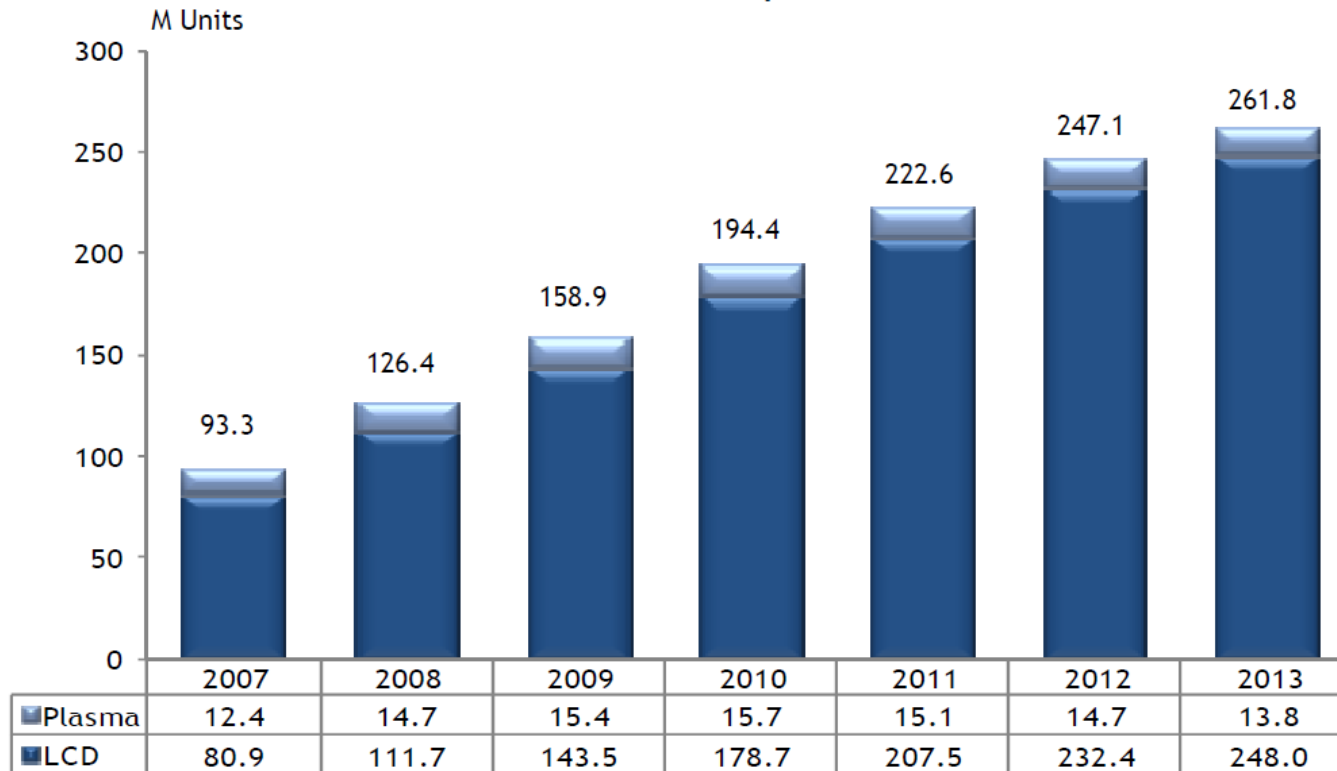
## Optical Disc Capacity : + 35% / year



Source: SONY, own exp.

# Optical Disc: High Definition TV Market

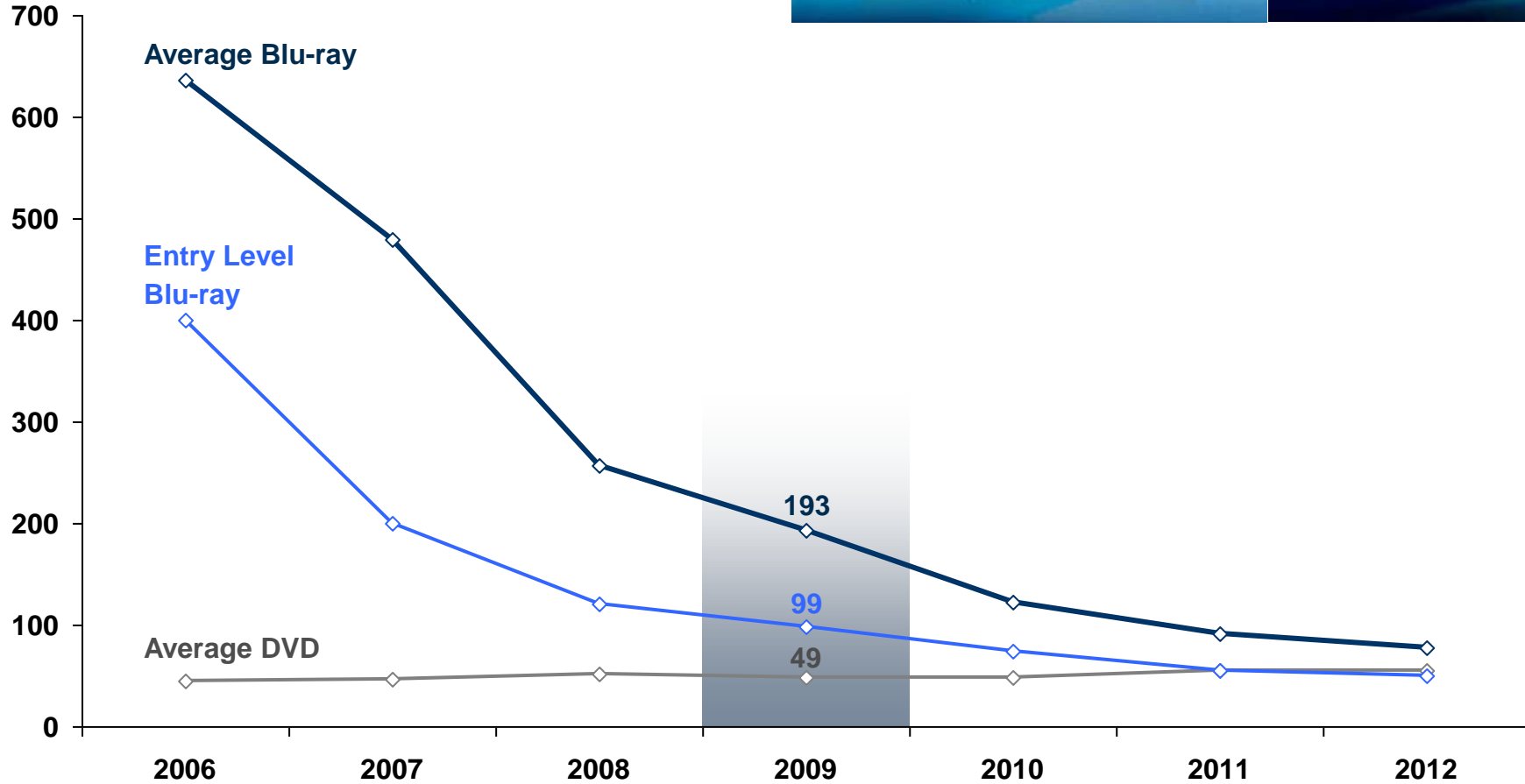
## Global Annual Shipments



# Optical Disc: Hardware Prices USA



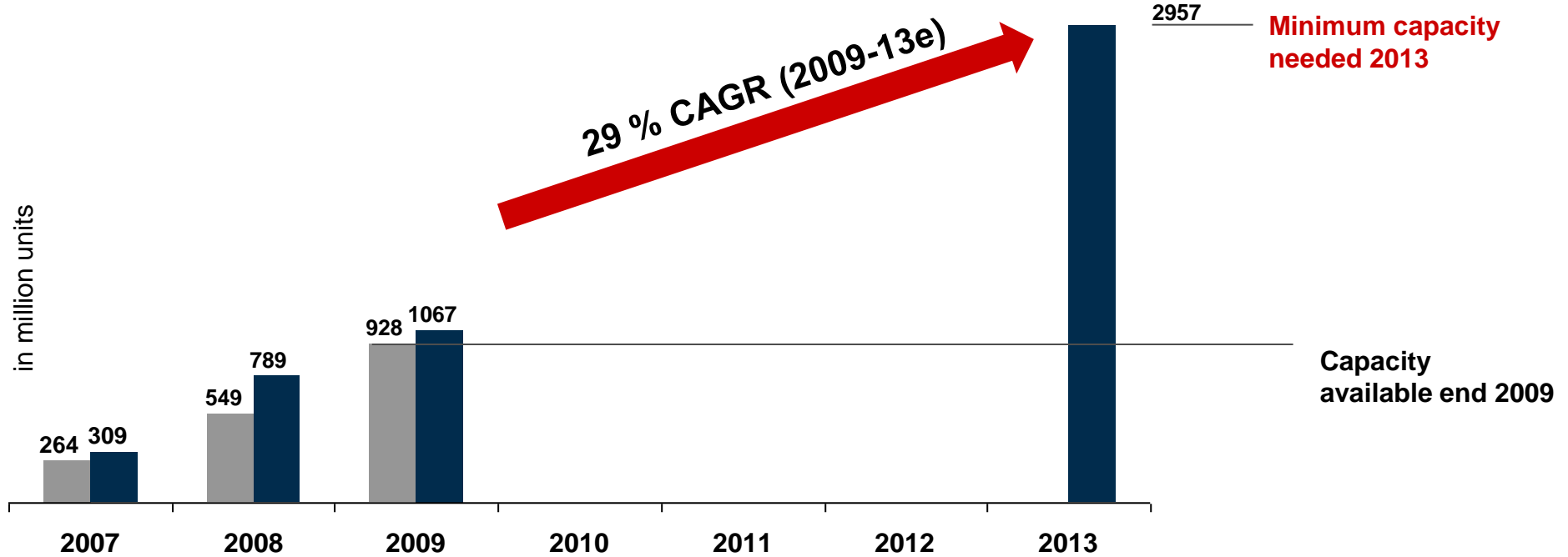
Retail prices (USD)



# Optical Disc: Minimum Future BD Pressing Capacity Requirements Worldwide

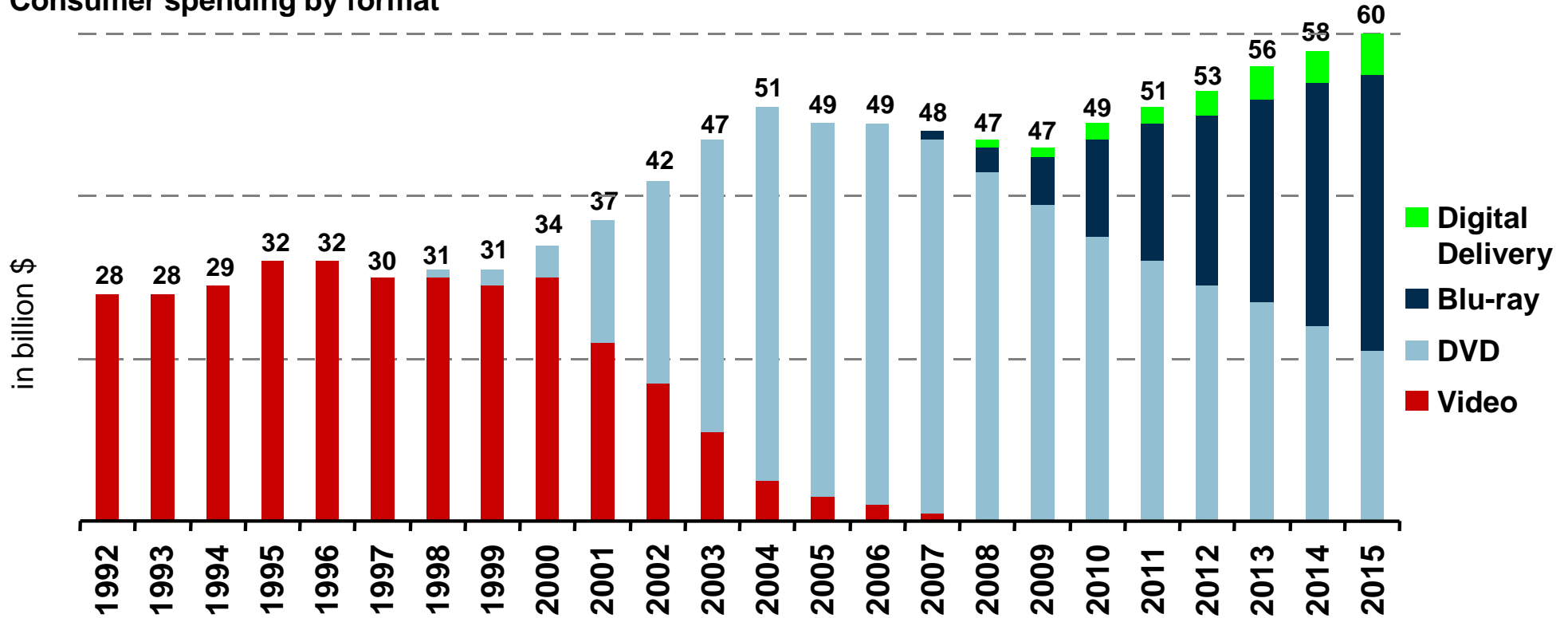


■ Calendar Year Capacity Available ■ Year End Capacity



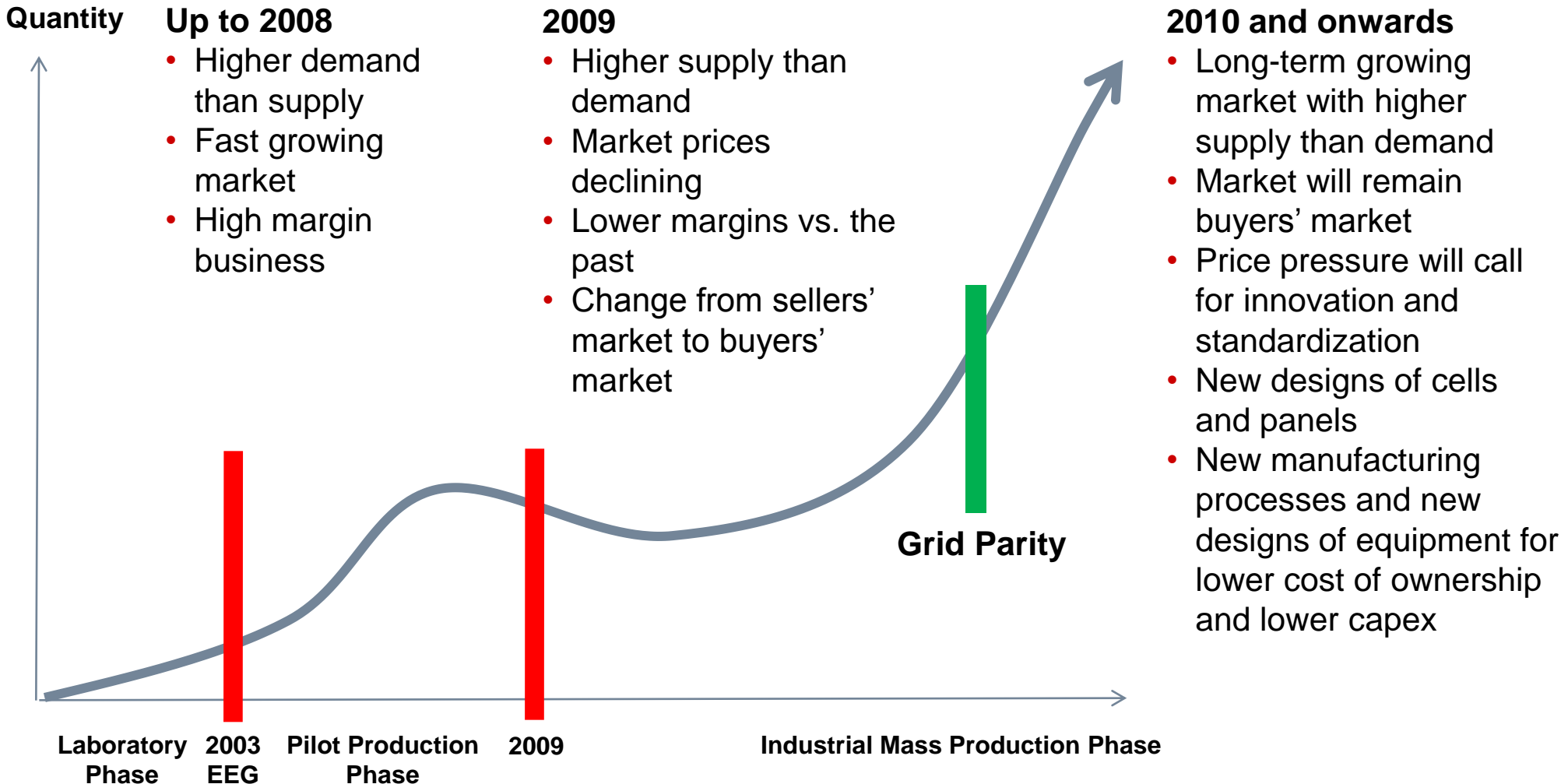
# Optical Disc: Innovative Formats Like Blu-ray and Digital Will Grow Global Spending to \$60B+

Consumer spending by format\*



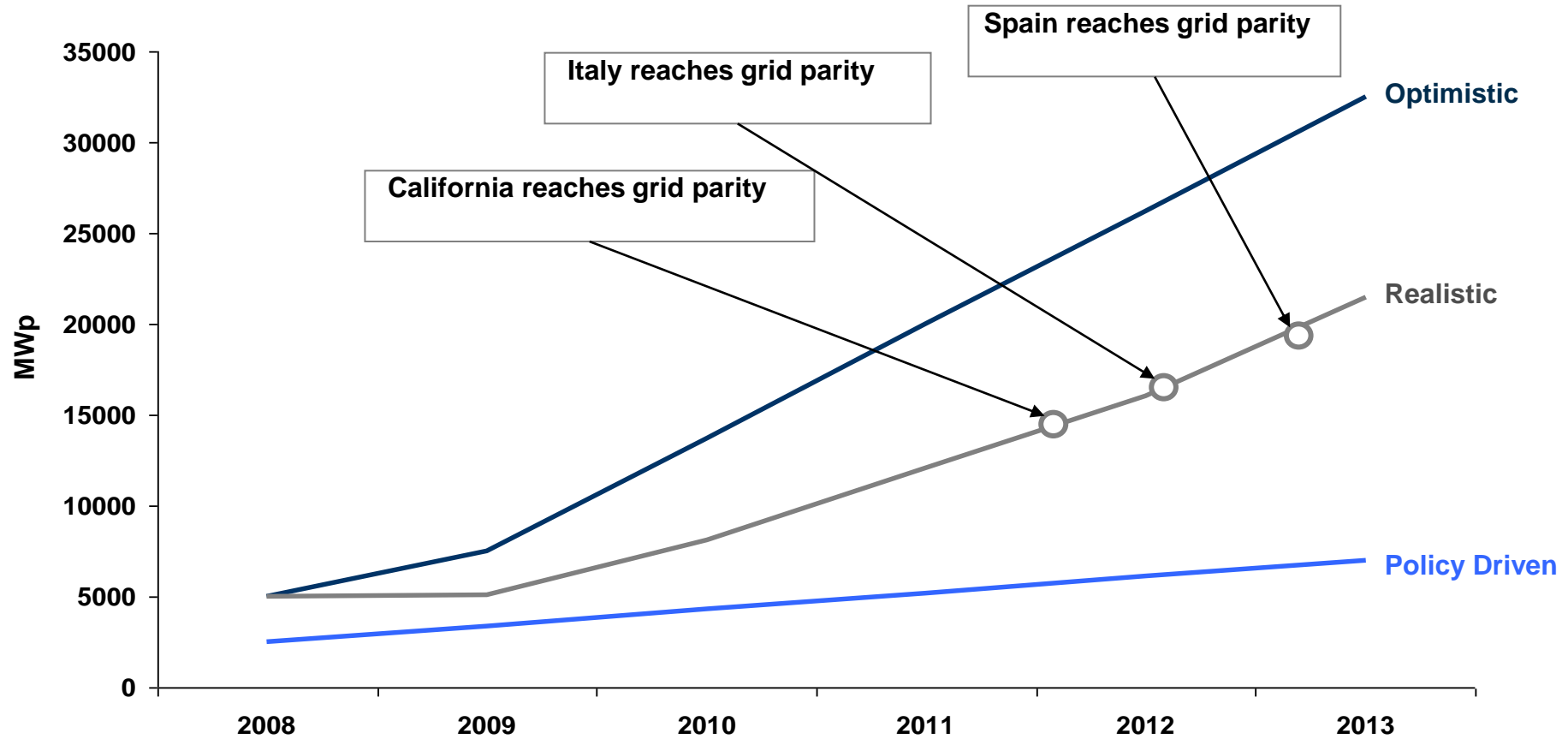
\*Rental and sell-through (excluding EST rental)

# Solar: Growth Market with New Machine Concepts for the Future

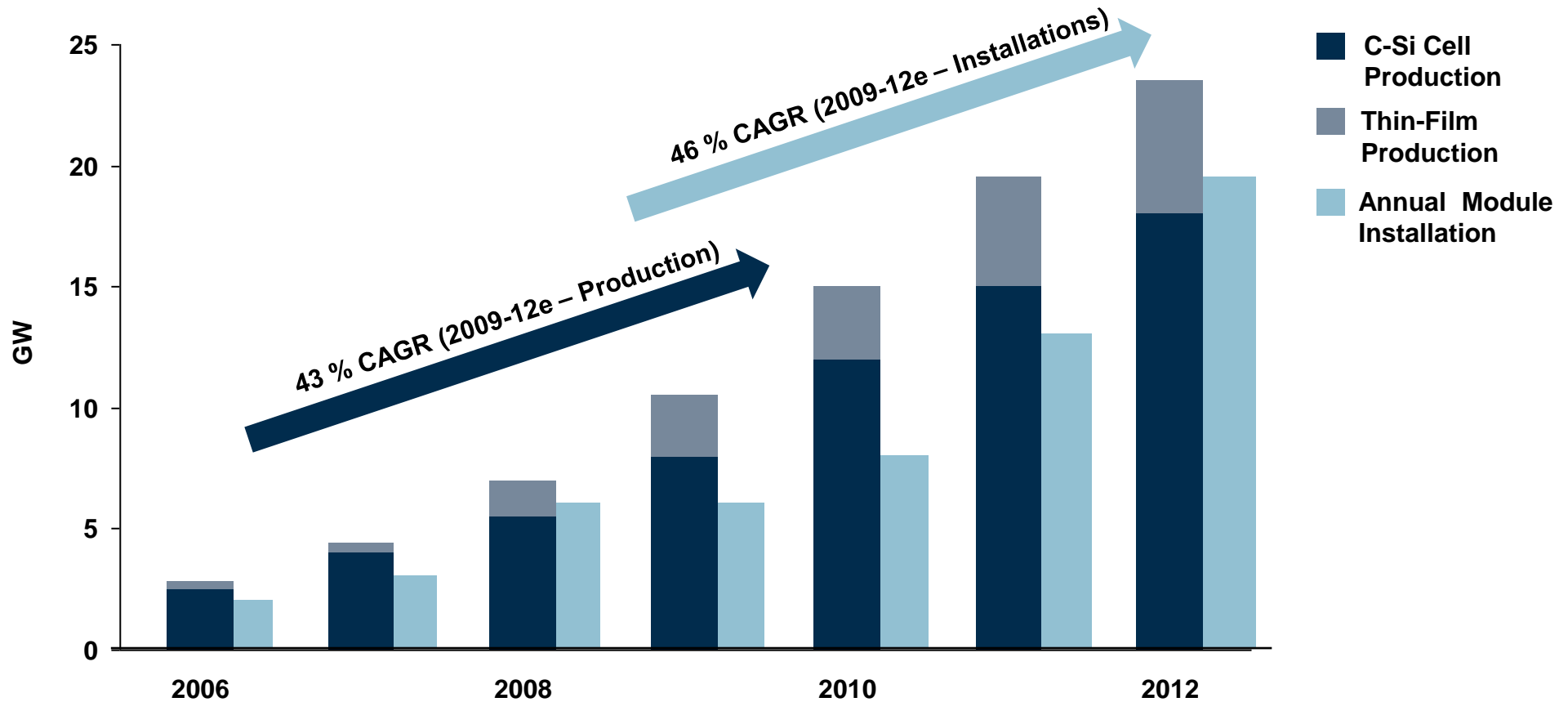


# Trend Towards Grid Parity

## Photovoltaic demand forecast



# Comparison of Cell Production Capacity and Cell Demand



- Evident growth potential in Optical Disc markets for Blu-ray
- Evident growth potential in Photovoltaic markets for Silicon cells and Thin Film cells
- SINGULUS and STANGL will jointly develop and supply new systems and processes for solar cell production
  - **Silicon cells**
  - **Thin Film cells**



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**Chief Executive Officer**



**Markus Ehret**  
**Chief Financial Officer**



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