



SMART SOLUTIONS TO DRIVE THE FUTURE

SINGULUS TECHNOLOGIES AG - Optical Disc and Solar

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

in million €	Q1 2010	Q1 2011
Revenues	21.6	19.8
Order Intake	39.8	65.9
Order Backlog (as of 31.03.)	45.6	81.6
EBIT	-5.5	-2.6
EBITDA	-1.0	0.2
Profit Before Tax	-6.8	-3.2
Loss for the Period	-5.7	-3.9
Operating Cash Flow	-2.7	5.0

	Segment Optical Disc		Segment Solar	
in million €	Q1 2010	Q1 2011	Q 1 2010	Q1 2011
Gross Revenues	18.6	7.4	2.7	9.8
EBIT	-2.0	-1.6	-2.9	-1.0
EBITDA	1.0	-0.2	-1.5	0.3

Profit & Loss Statement

in million €	Q1 2010	Q1 2011
Gross Revenue	21.6	19.8
Net Revenue	21.2	19.7
Gross Profit (in % of Net Revenues)	6.9 (32.5%)	4.9 (24.9%)
OPEX (Total)	-12.4	-7.5
- R+D	-3.2	-2.6
- Sales & Customer Service	-4.7	-4.5
- GM & A	-3.8	-2.8
- Other Income/Expenses	-0.7	2.4
EBIT	-5.5	-2.6
Loss for the Period	-5.7	-3.9
EPS (basic)	-0.15	-0.09

Balance Sheet

in million €	Dec. 31, 2010	March 31, 2011
Cash and Cash Equivalents	12.3	9.9
Total Receivables and Other Current Assets	47.3	53.6
Total Inventories	47.7	56.7
Non Current Assets	74.6	72.6
Total Assets	181.9	192.8
Total Current Liabilities	54.6	72.9
Total Non-Current Liabilities	21.1	19.4
Total Equity	106.2	100.5
Equity and Liabilities	181.9	192.8

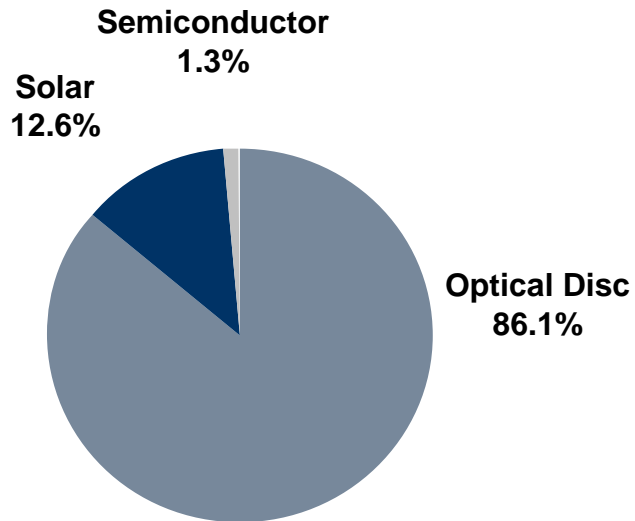
Cashflow Development

in million €	Q1 2010	Q 1 2011
Cashflow from Operating Activities	-2.7	5.0
Cashflow from Investing Activities	4.7	-0.2
Cashflow from Financing Activities	14.0	-7.1
Total Cashflow	16.0	-2.3
Cash and Cash Equivalents at the Beginning of the Period	15.2	12.3
Effect of Exchange Rate Changes	0.2	-0.1
Cash and Cash Equivalents at the End of the Period	31.4	9.9

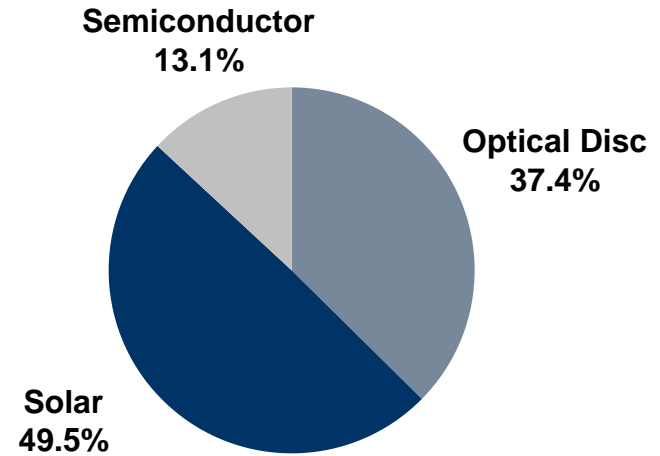
	Dec 31, 2010	March 31, 2011	Δ
STANGL	133	135	2
SINGULUS	326	329	3
SINGULUS Group	459	464	5
Domestic	337	350	13
Abroad	122	114	-8

Sales Split by Products

Q1 2010

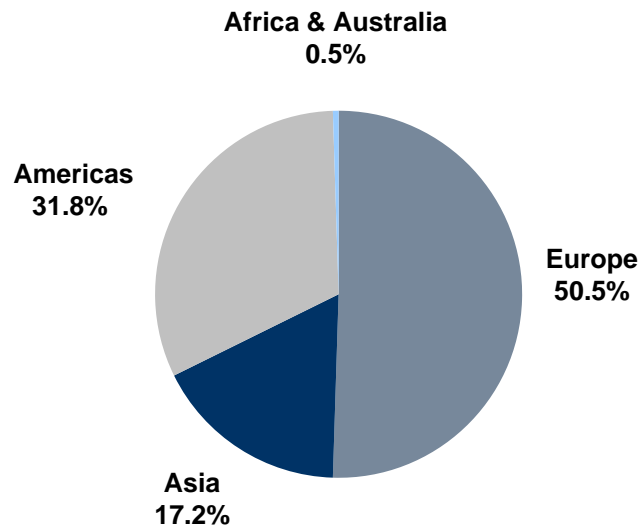


Q1 2011

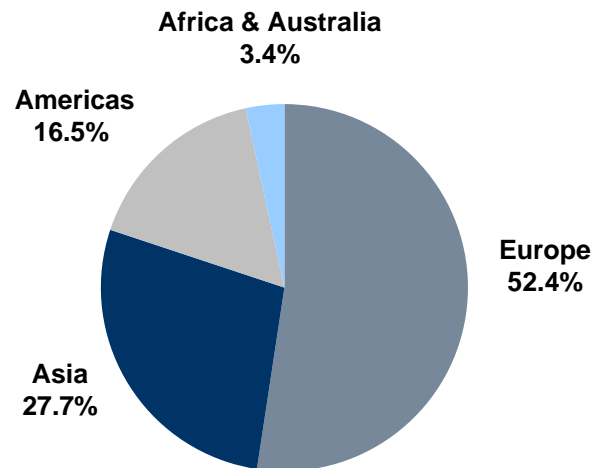


Sales Split by Region

Q1 2010



Q1 2011



The Total Solution for Optical Disc



Mastering Systems

Molding Systems

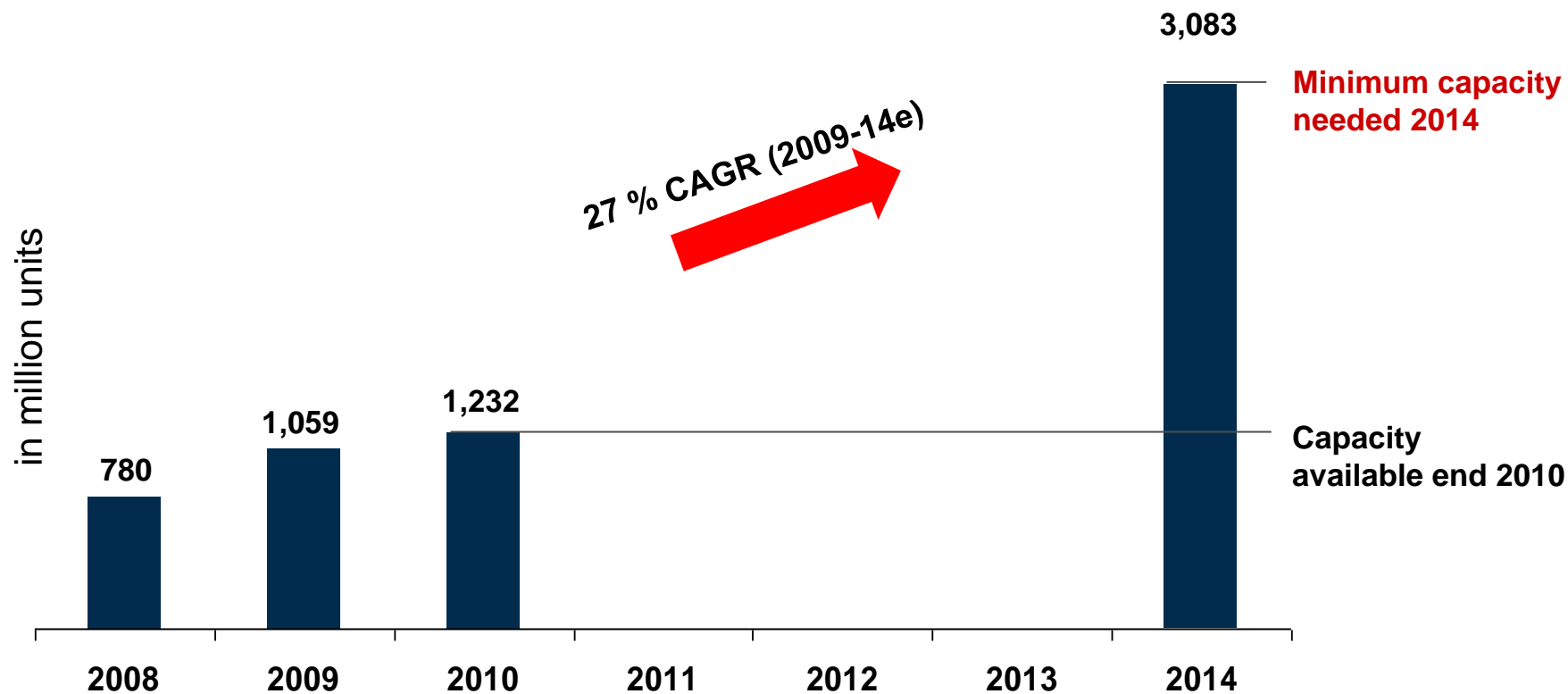


SKYLINE for CD SPACELINE for DVD

BLULINE for Blu-ray

Minimum Future Prerecorded Blu-ray Pressing Capacity Worldwide

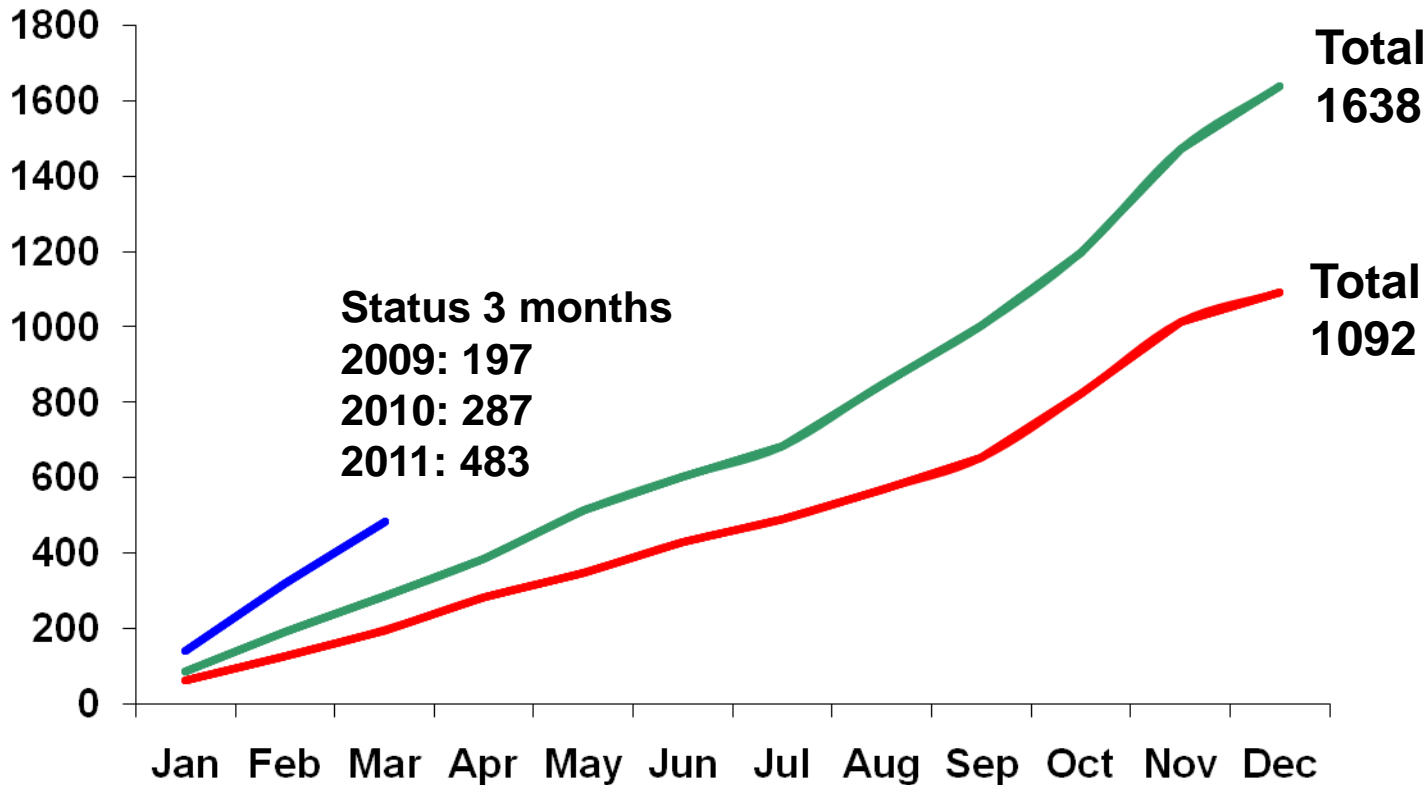
Significant growth potential is forecasted for the foreseeable future



- Strong growth in the number of Blu-ray disc release

Number of Blu-ray discs per month

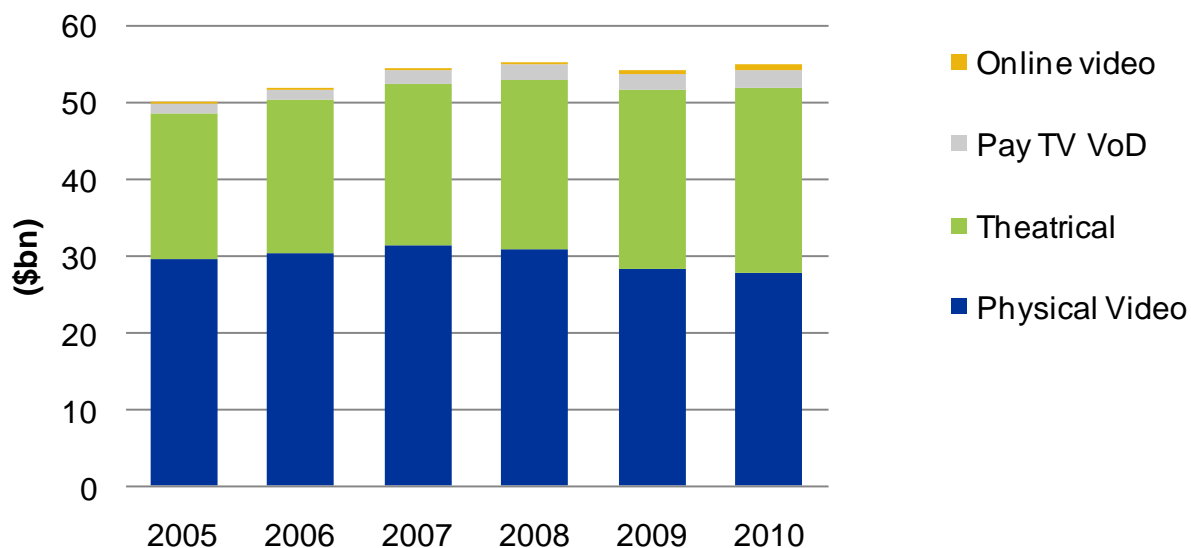
— 2009 — 2010 — 2011



Packaged Media Generated almost Half of all Movie Spending

The prevalence of the retail business model means packaged media's share of volume is even greater up to 60 %

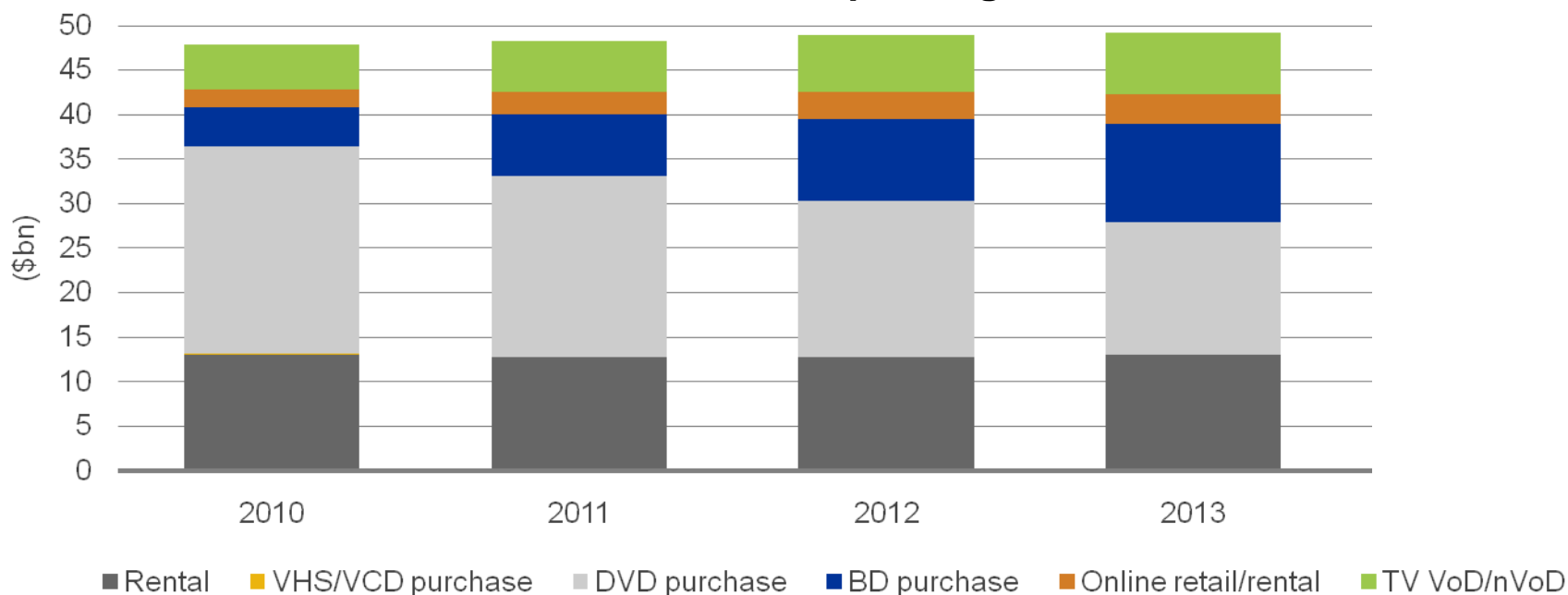
Global movie spending by platform 2005 - 2010



Packaged Media will still Generate 77 % of Total Spending

- By 2014 online will account for 8 % of global home entertainment spending
- TV Video on Demand for a further 15 %

Global home entertainment spending until 2013



Notes:

Local currencies converted at fixed 2010 exchange rates

Physical data covers all mainstream genres; Digital includes content delivered over the open internet: retail (movies, TV & sport), rental (movies & TV) and subscription (movies & TV); TV VoD/nVoD covers TV content and movies delivered through walled garden systems

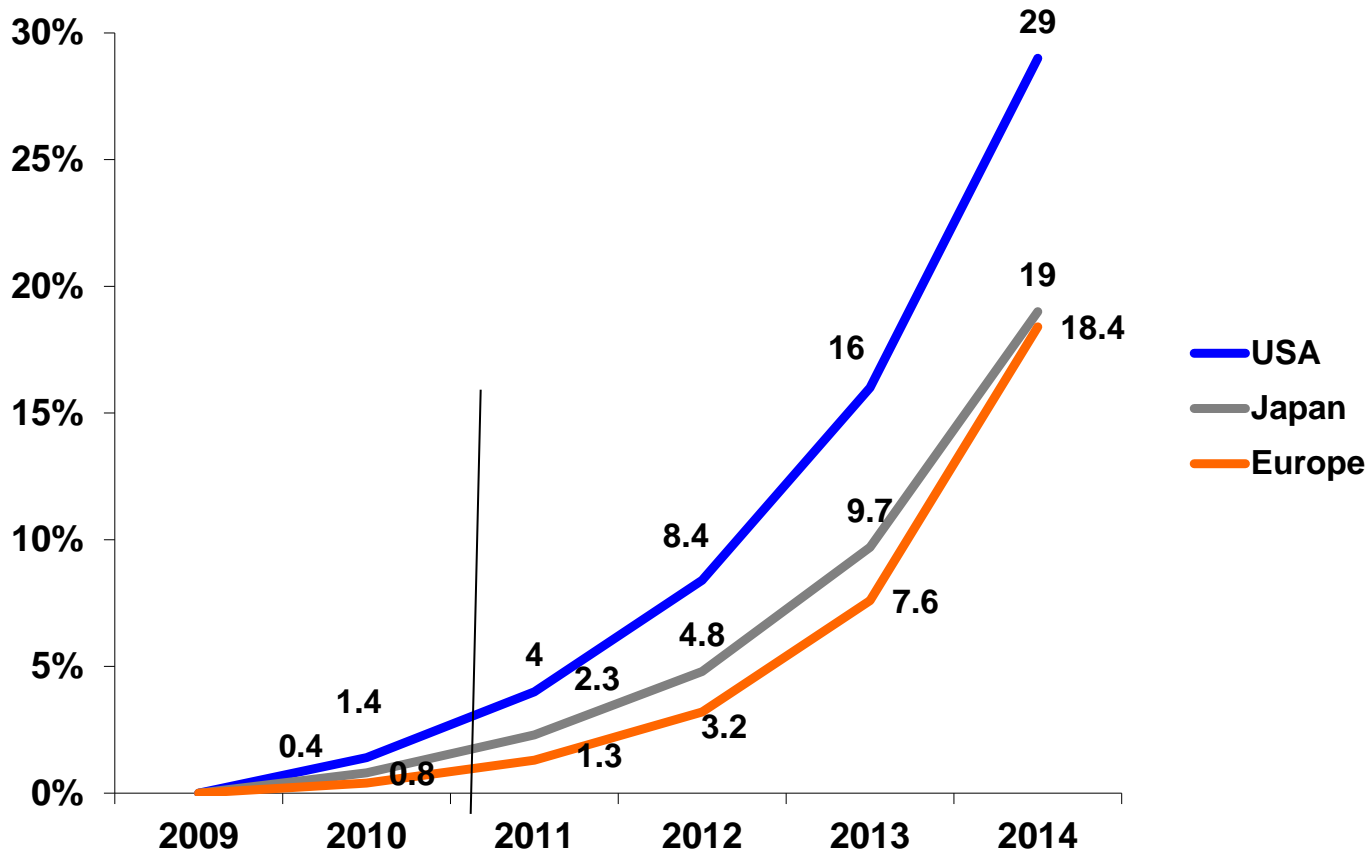
3D - The Third Dimension

SINGULUS Blu-ray technology is 3D ready



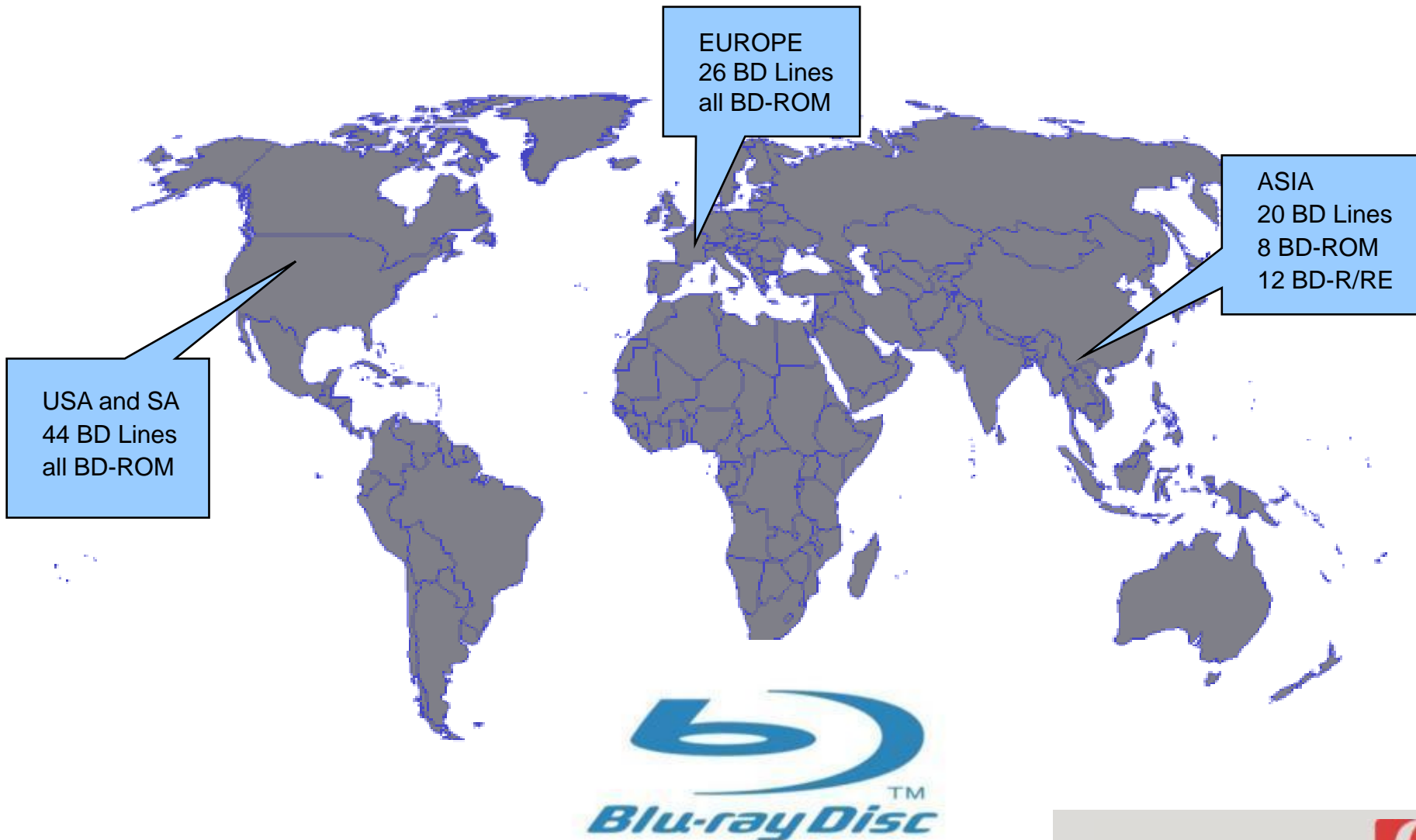
3D TV Screen Penetration Forecasts

- In a few years, 3D will be a standard feature on most mid-high end HDTVs
- By 2014, 29 % of the households in the US will have a 3D capable TV



Blu-ray Disc Lines Installed Base World Wide

- Total over 90 Blu-ray disc lines installed at more than 30 customers



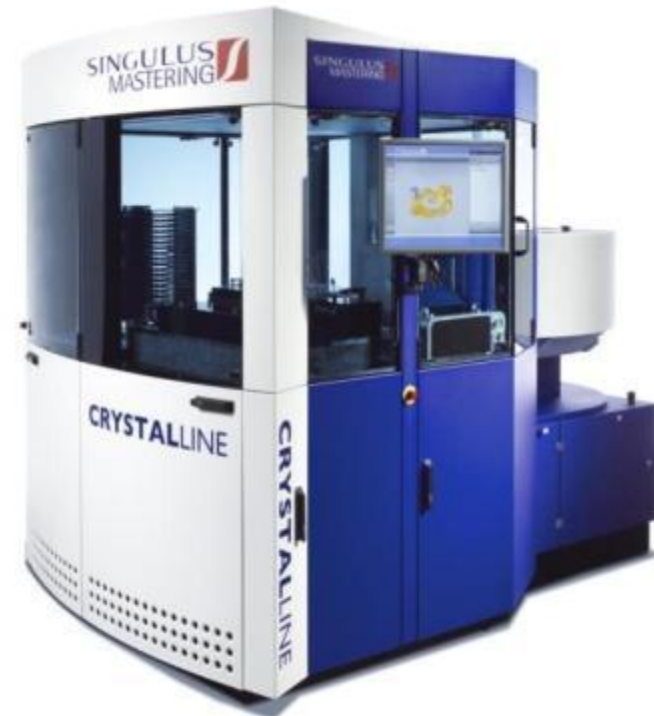
High Margin Product BLULINE II

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



CRYSTALLINE

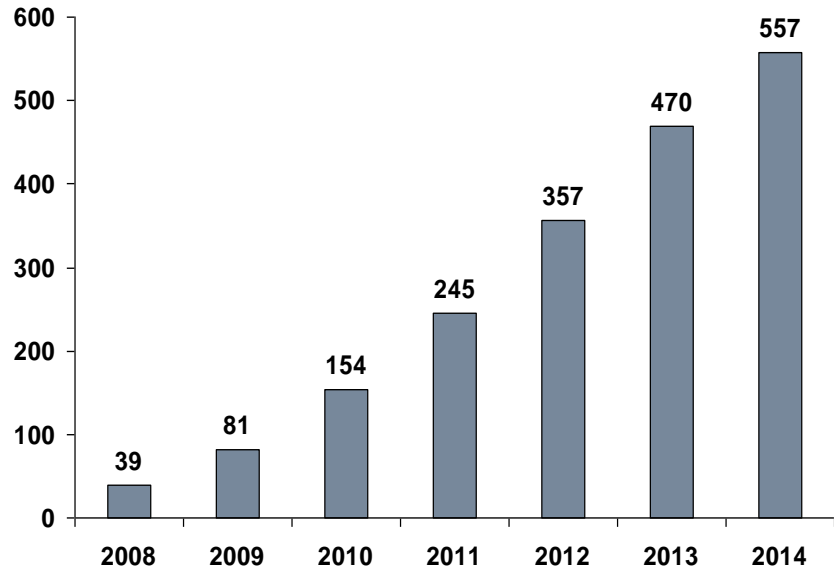
- Ready for Dual Layer Blu-ray
- Well-established in the market



A New Market: BD-R/BD-RE

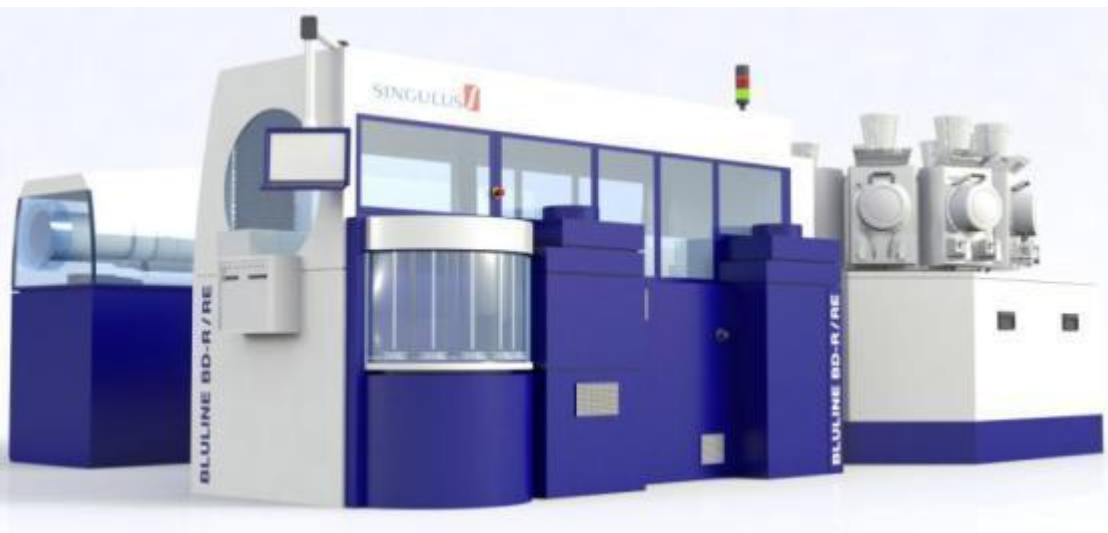


Projected Global BD-R/RE Disc Production million discs



BLULINE BD-R/RE

- Inline production system
- Based on BLULINE II
- Will open potential for new revenues



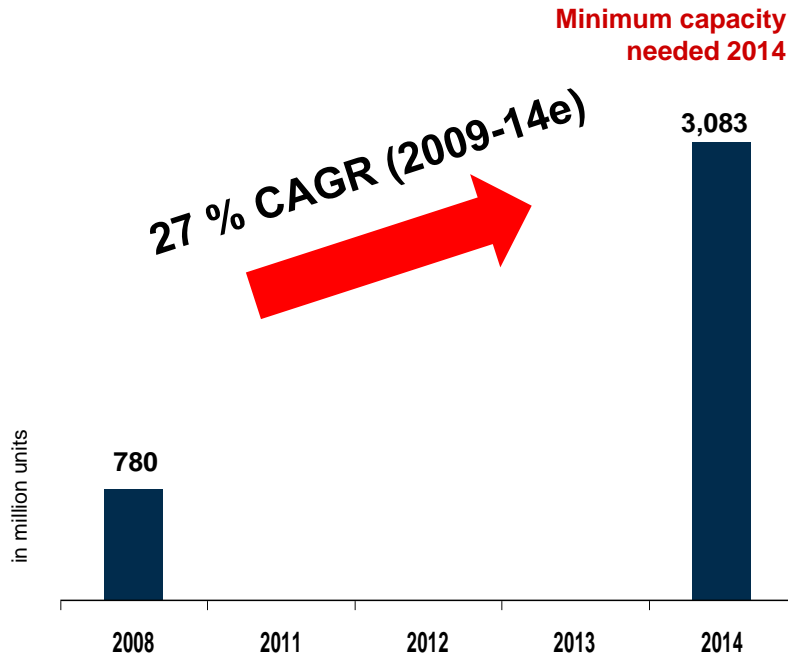
BLULINE CLM

- New module for BD-R cover layer
- Already 8 systems in order backlog



Packaged Media Remains Major Revenue Stream

Production capacity will be build up over the coming years

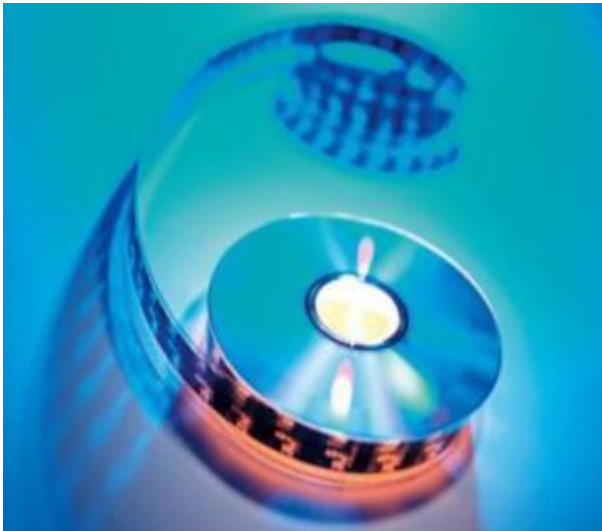


- _ Rapid growth of Blu-ray disc sales worldwide
- _ Packaged media remain the major revenue generator for studios
- _ 3D will boost the Blu-ray market
- _ High Blu-ray player penetration

Our Major Segments

Optical Disc

- Mastering
- Molding
- Replication



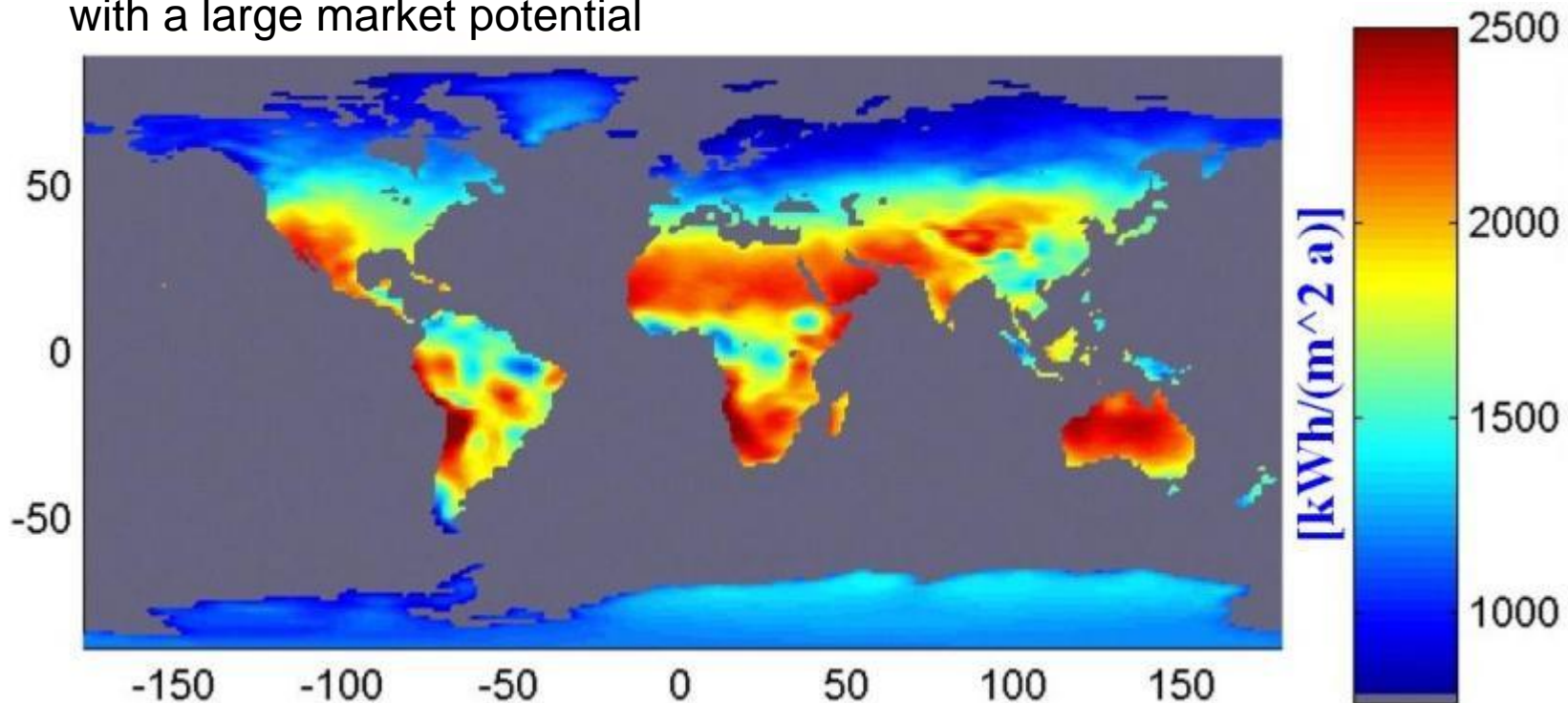
Solar

- Coating
- Wet Processing
- Systems Business



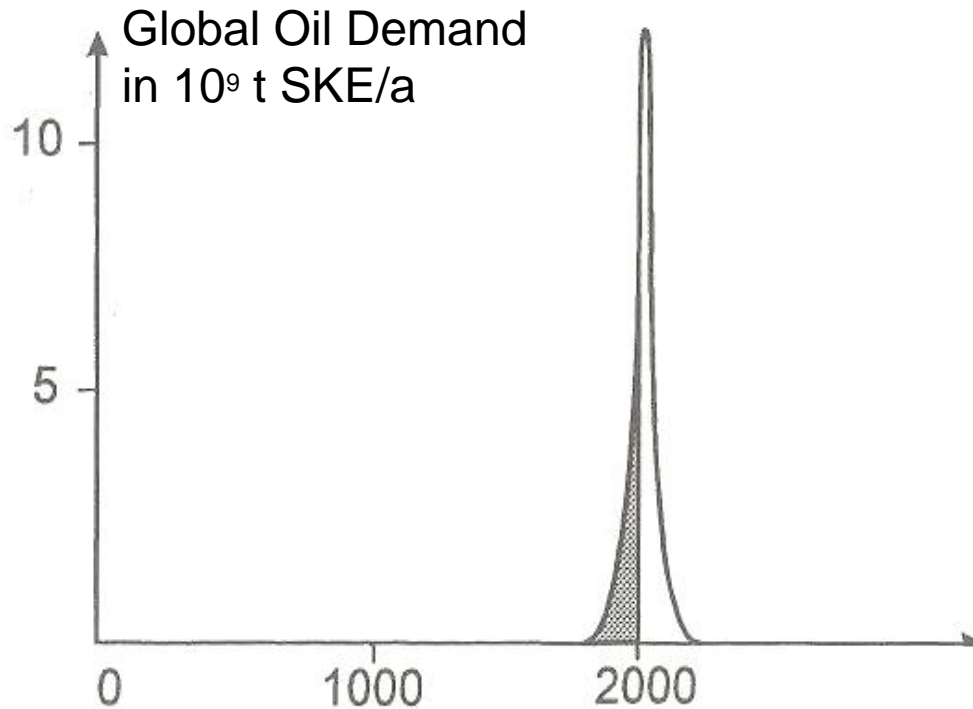
Solar Irradiation Around the World

- Today, solar energy is less than 0.1 % of global energy
- The “sunny” parts of the world are ready for photovoltaic
- Cost reduction of cells and modules will drive photovoltaic
- Photovoltaic will be one of the most economic energy sources with a large market potential



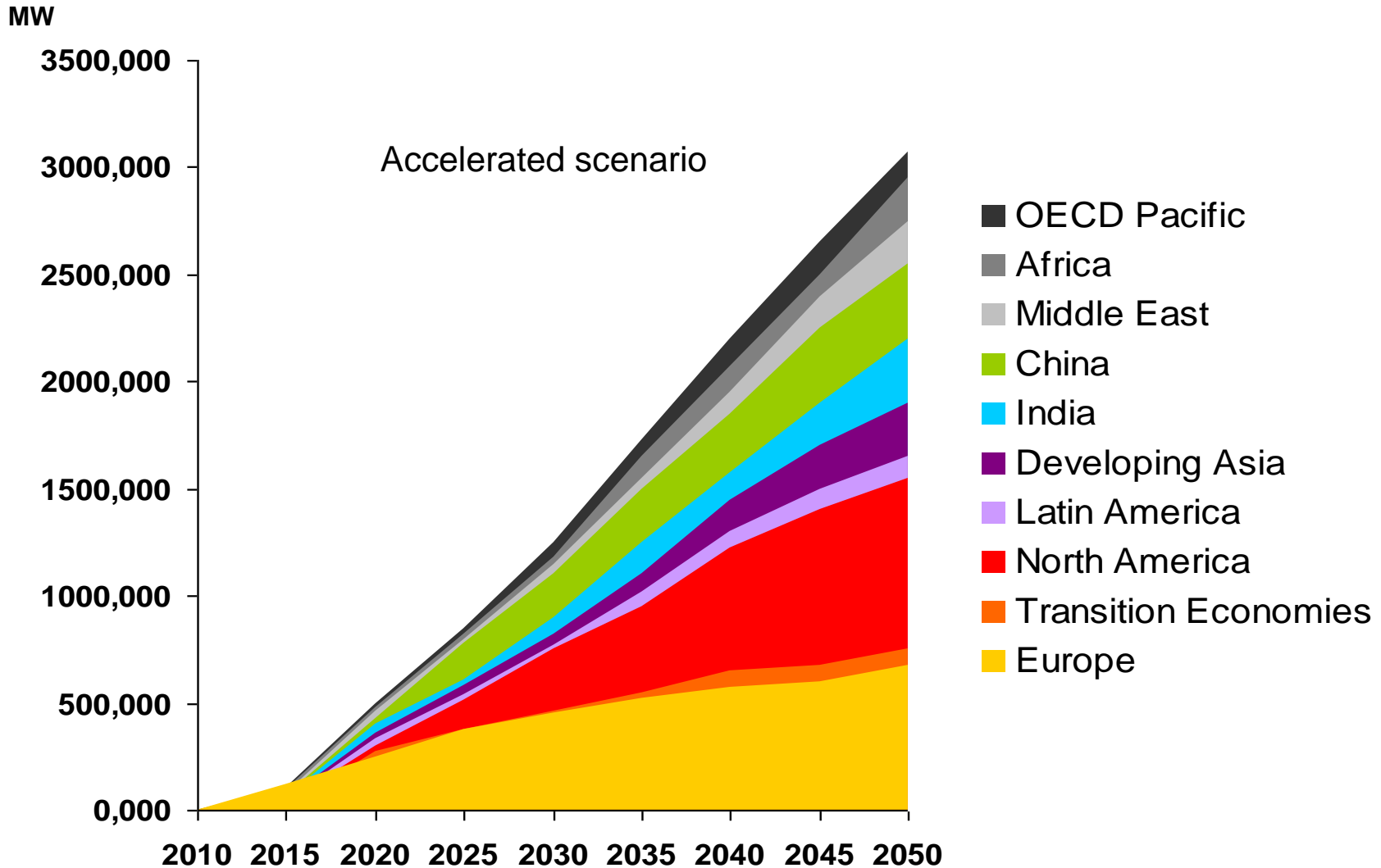
Peak Oil vs. Increasing Global Energy Demand

- Significant oil consumption started only approx. 100 years ago
- „Peak Oil“ ist expected in 10 to 20 years from now

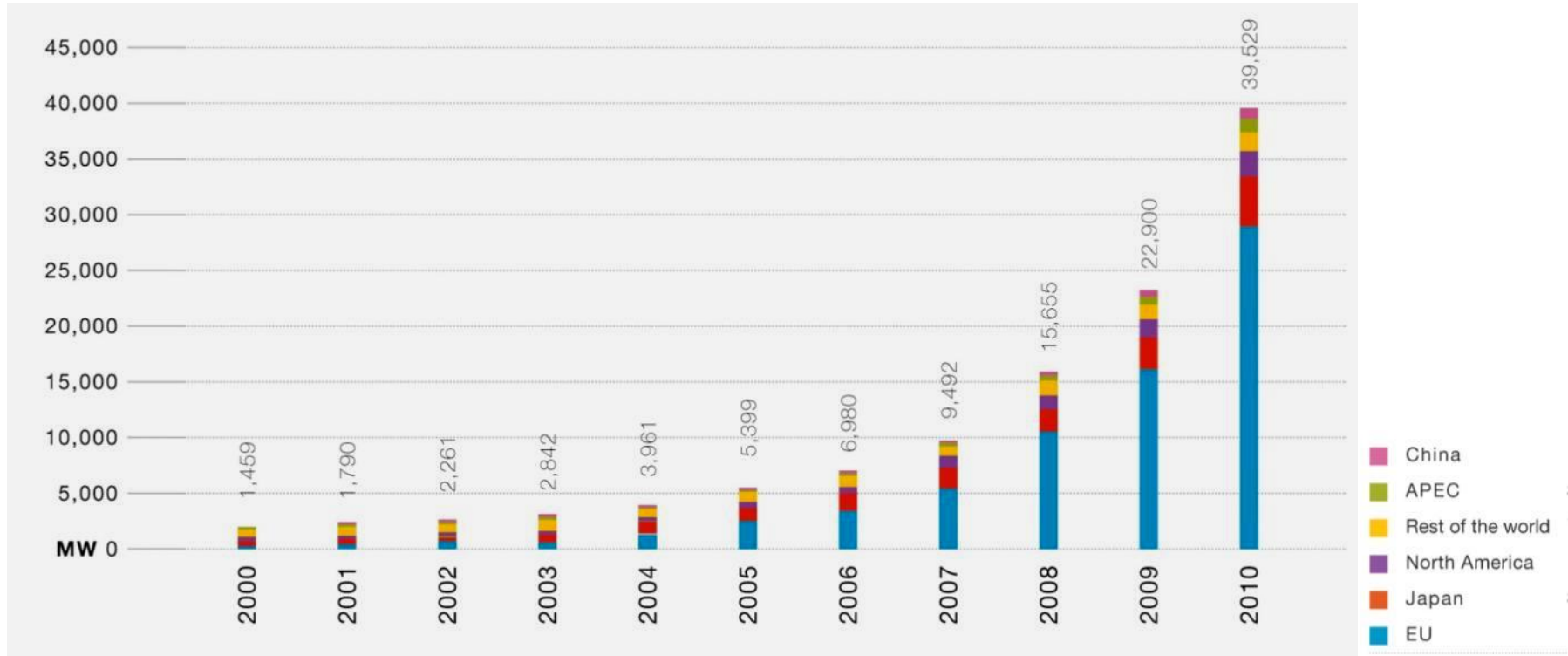


Sources: P. Würfel, "Physik der Solarzellen", 2000; Wissenschaftlicher Beirat der Bundesregierung Globale Umweltveränderungen 2004

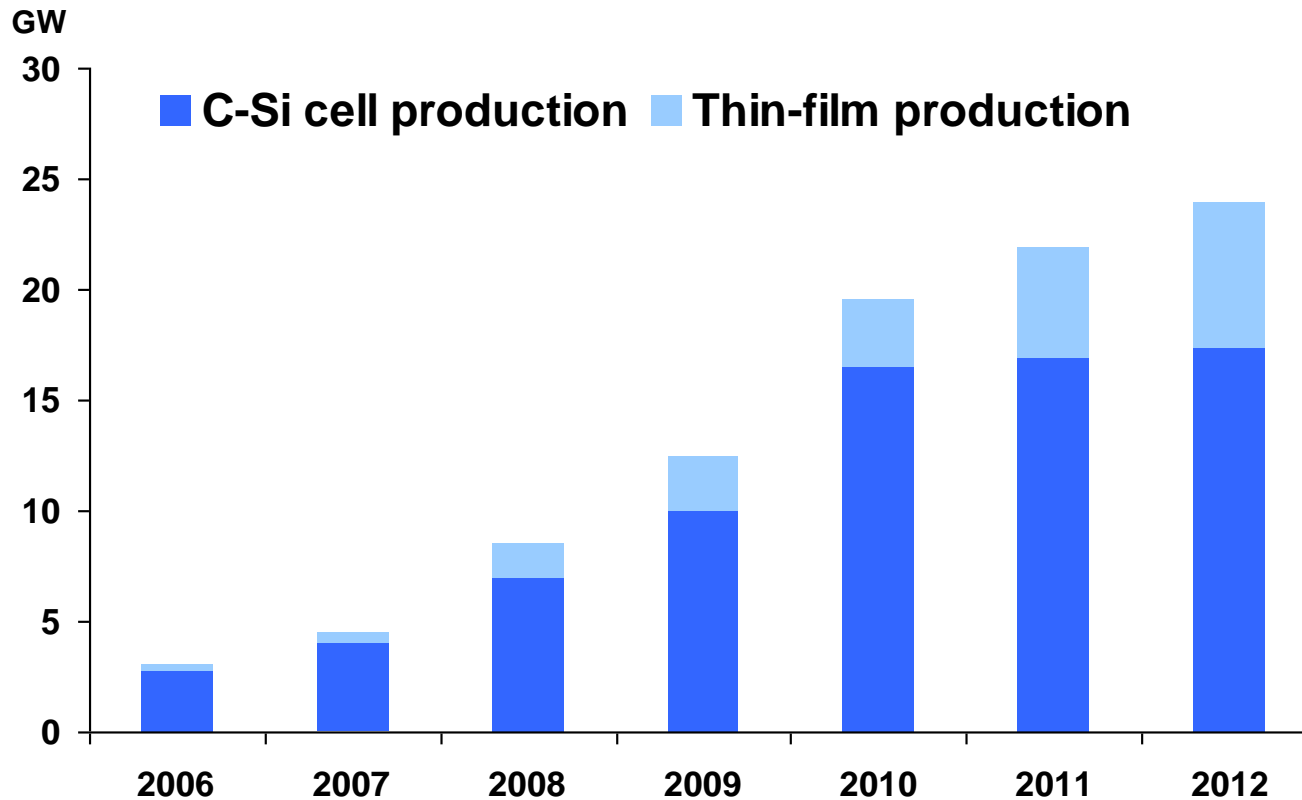
Evolution of Cumulative Installed Capacity



Global Market Outlook for Photovoltaics until 2015



Comparison between Annual Cell Production and PV-Installation



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

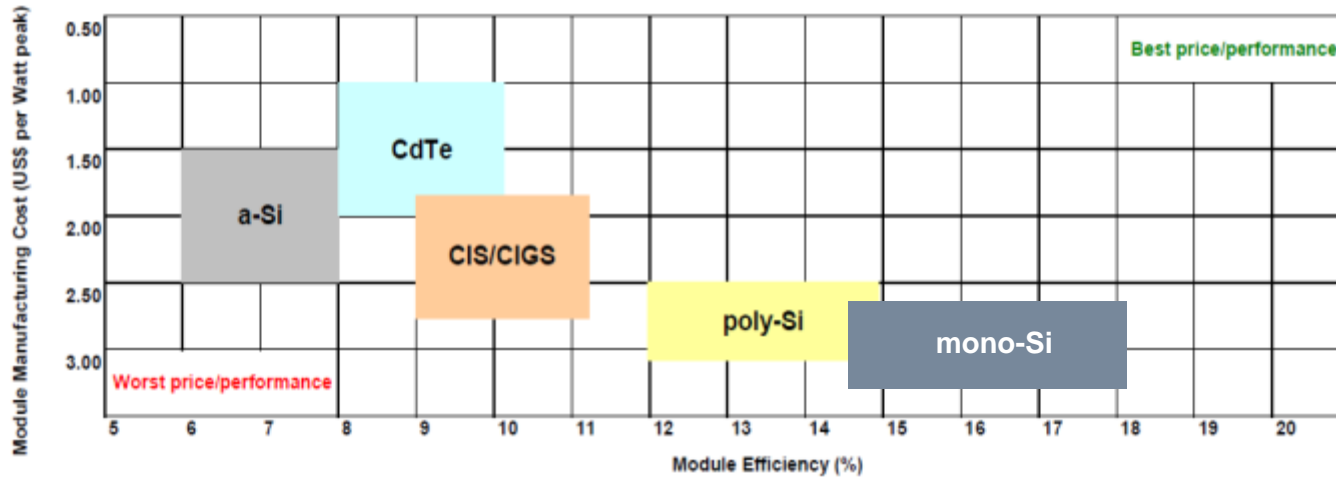


c-Si Front-End System

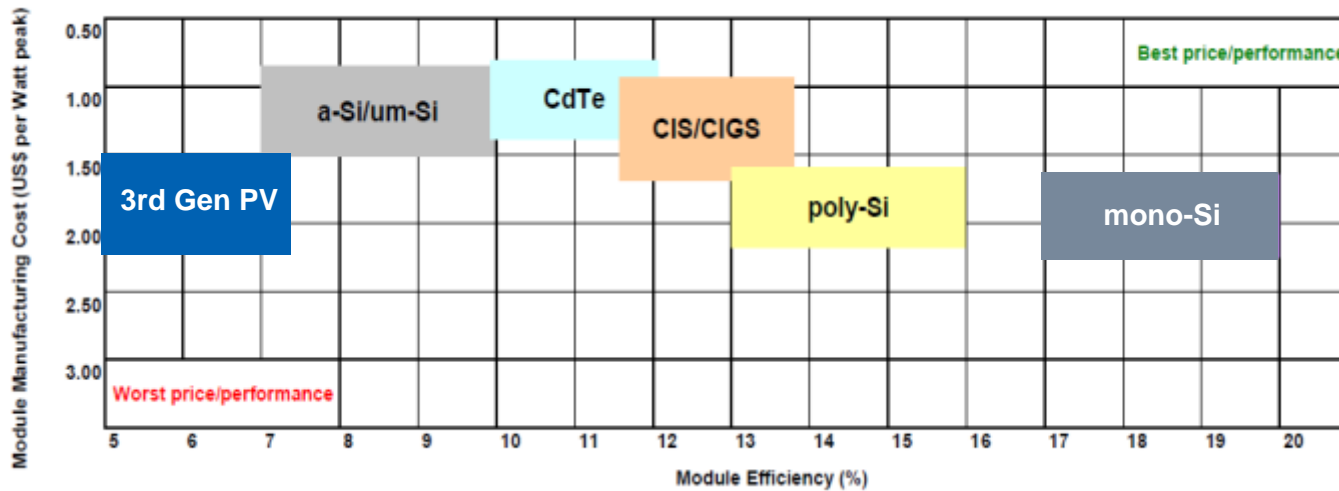


SINGULUS Thin Film - Focus on CIS/CIGS

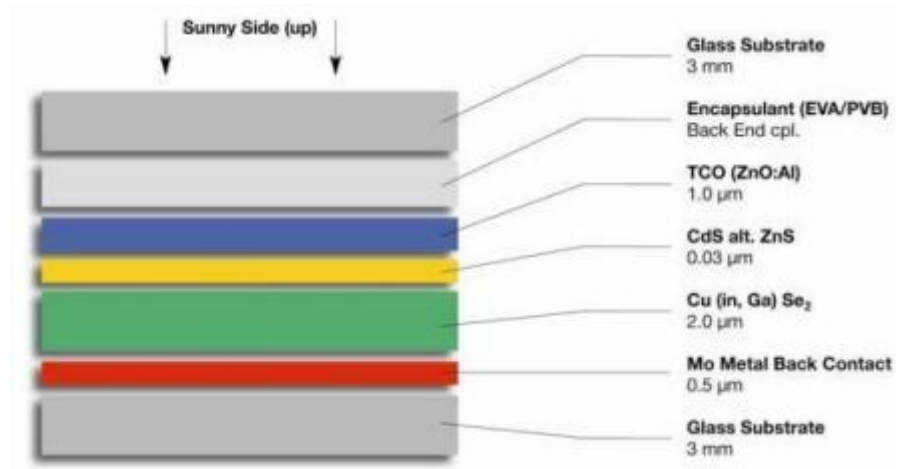
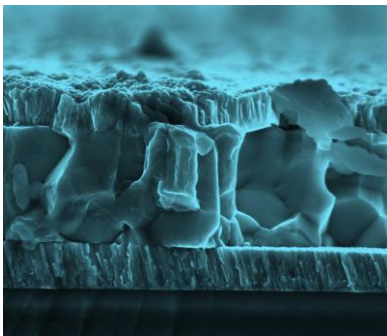
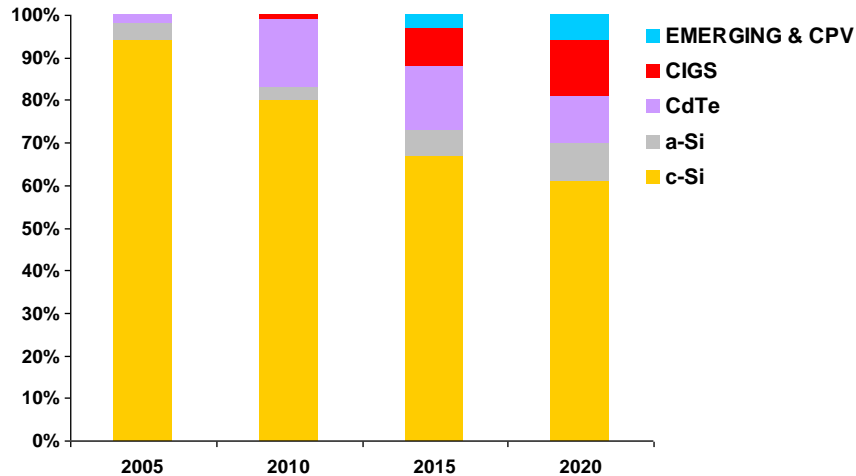
PV Products in 2008



PV Products in 2013



CIGS with Growing Market Share



CISARIS Inline Diffusion Furnace for CIS/CIGS Solar Cells

- Product introduced 2010
- 8 Machines already sold with an order intake of about € 50 million
- 2nd Generation for inline diffusion furnace with optimized cycle time

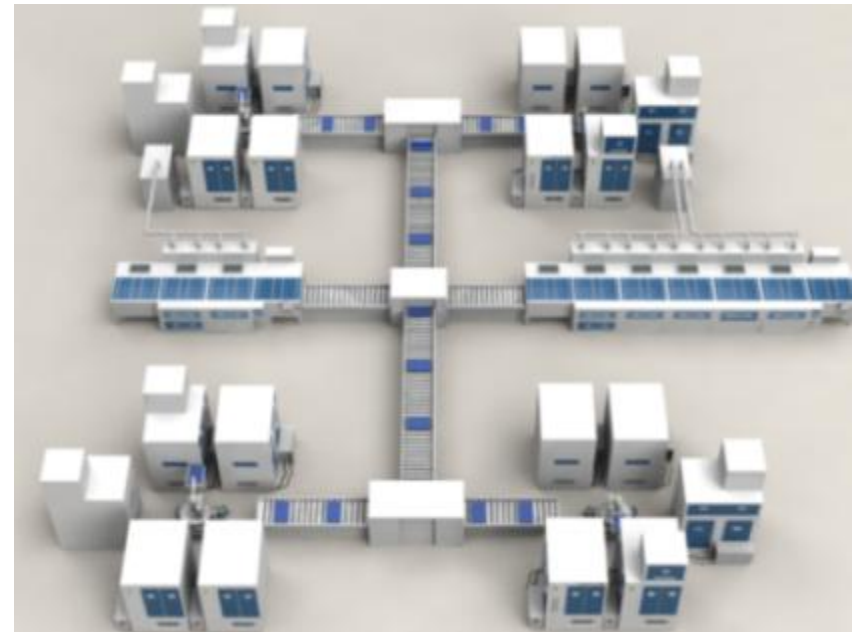


- Lowest cost of ownership on the market
- High availability (uptime > 98%)
- Newest technology for best process results on the market
- High market demand

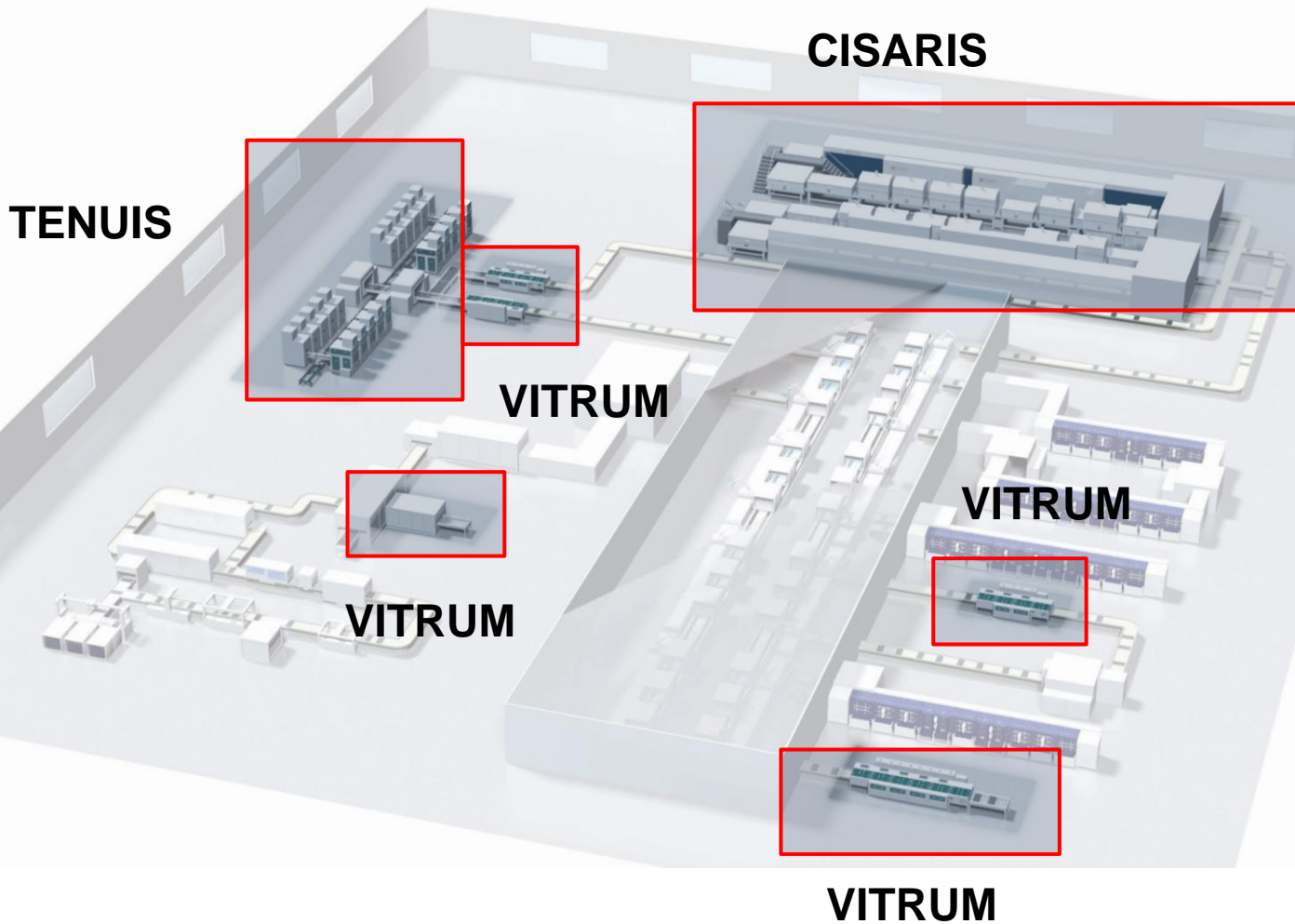


TENUIS for Deposition of Buffer Layer

- Market leader with installed system (market share 70-80 %)
- Patented process know how for deposition
- Production capacity up to 60 MW, with modular concept to increase throughput up to 120 MW
- Low chemical consumption on the market (2.5 million EUR per year economics by chemical reduction)



SINGULUS covers the main process steps of CIS/CIGS manufacturing



Well positioned for the future

Optical Disc

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

Solar

- Well positioned in the growing solar market
- Optical Disc know-how transferred
- SINGULUS AR coating technology gaining market share
- Successful market introduction of selenization furnace
- Selling complete systems
- Growing market share in thin-film solar
- Solar segment expected to break-even in 2011

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