



SMART SOLUTIONS TO DRIVE THE FUTURE

SINGULUS TECHNOLOGIES AG

Interim Report 3rd Quarter Results 2009

November 5, 2009

SINGULUS 

- 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 1st mastering
- 2004 2nd Mastering acquisition
- 2006 Take over of majority share in largest competitor HamaTech
- 2007 Acquisition 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 shipments of BLULINE II to Japan and Brazil

4x Recordable Blu-ray Disc produced on SINGULUS BLULINE
obtained the Verification by the Blu-ray Disc Association.

First shipment of SINGULAR for Solar Cell - AR Coating

First shipment of LINEA Wet Cleaning System for Solar Cell

Key Takeaways

- Economic environment in 2009 will postpone the return to business growth into 2010
- Evident growth potential for Optical Disc and Solar as the strategic markets and business segments
- SINGULUS and STANGL will jointly develop and supply systems and processes for solar cell production

Mid-Term Goals Optical Disc

- Leading Optical Disc equipment manufacturer worldwide
- Overcome entrance barrier into Sony
- Follow Blu-ray development up to 100 Gbyte (R & D activities for 1000 Gbyte)

Mid-Term Goals Solar

- Leading supplier of production equipment for silicon and thin film cells
- Enabler of mass production of new cell design and manufacturing processes by lower cost of ownership
- Innovative approach to reach “grid parity” as fast as possible
- Global presence in all relevant markets

Additional Consolidation Measures

No Cash impact

The Executive Board reviewed all positions in the company in detail with respect to necessary adjustments and write-offs:

- 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, while in particular the creditworthiness of individual customers has declined.
- 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 are reduced in the balance sheet due to a revaluation of the business activities.
 - The intangible assets from the Oerlikon acquisition in 2008 are written off by around 50 %.

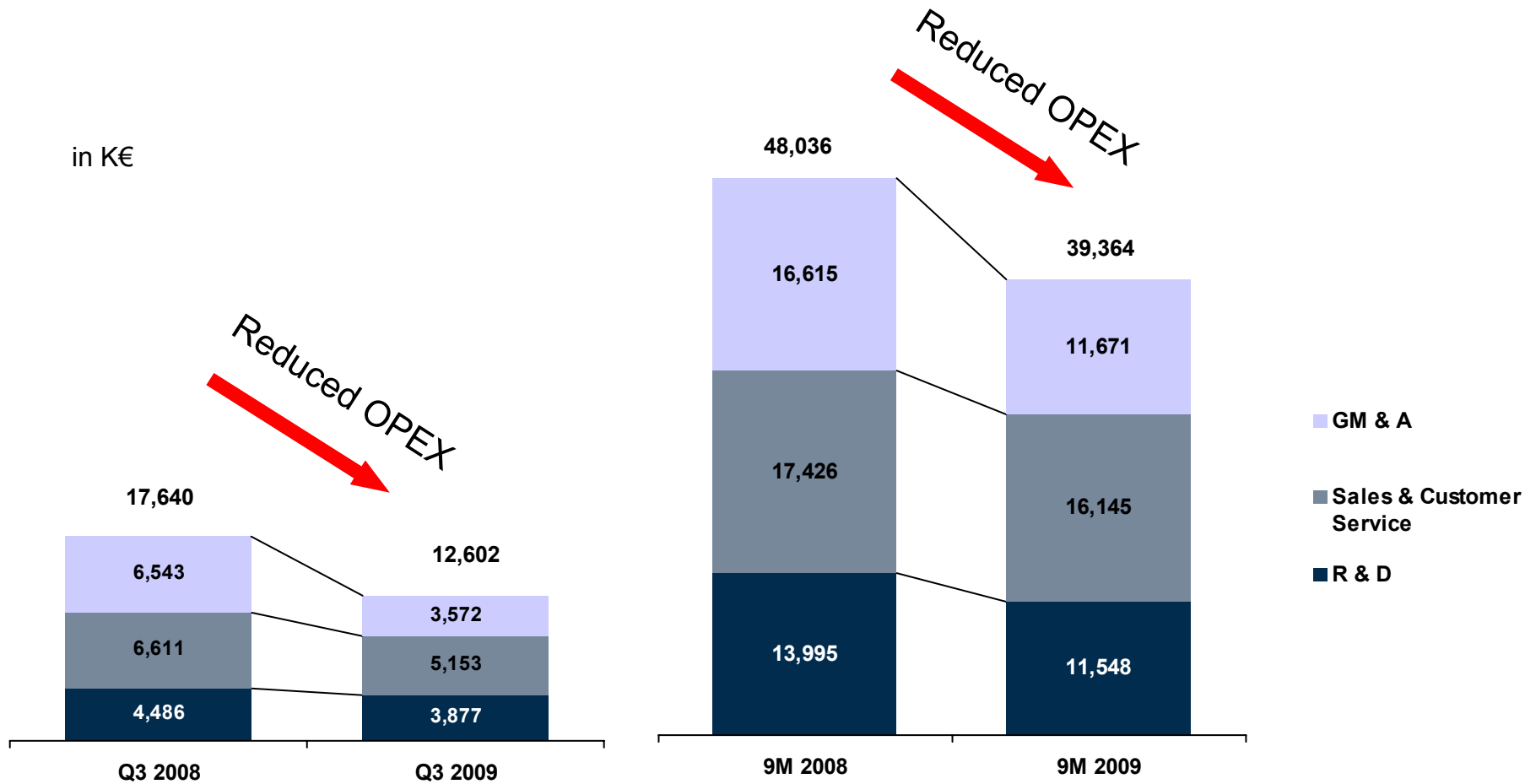
One Time Write-Offs

No Cash impact

One time write-offs of € 37.4 million divided into

- Hamatech APE € 8.6 million
- Oerlikon Blu-ray € 9.5 million
- Account receivables € 7.5 million
- Inventories € 11.8 million

Restructuring Effects with Positive Impact for the Future



	Q3/2008	Q3/2009
HamaTech	105	77
STANGL	159	175
SINGULUS	500	381
SINGULUS Group	764	633
Domestic	497	461
Abroad	267	172

Key Figures – 3rd Quarter

in million €	2007	2008	2009
Gross Revenue	58.0	68.6	28.8
Order Intake	59.1	42.2	15.2
EBIT	0.1	-39.0	-42.7
Profit Before Tax	-0.1	-39.2	-44.9
Net Income	0.3	-36.3	-41.5

Key Figures – 9 Months

in million €	2007	2008	2009
Gross Revenue	170.2	149.9	95.9
Order Intake	167.6	197.5	56.0
Order Backlog (30.09.)	78.9	103.4	30.3
EBIT	0.8	-40.7*	-53.3*
Profit Before Tax	1.2	-44.2	-57.8
Net Income	1.2	-39.5	-55.4
Operating-Cashflow	23.6	0.2	-1.7
Shareholders' Equity	293.5	253.8	188.7
Balance Sheet Total	460.6	453.3	335.9
R&D Expenditures	17.6	15.6	8.0
Employees (30.09.)	762	764	633
Weighted Average Shares Basic	34,964,201	36,946,407	37,232,752
EPS, Basic (in €)	0.00	-1.11	-1.49

* The EBIT before the consideration of restructuring charges in the first 9 months of 2009 was negative at € -13.9 million (previous year: € -11.7 million)

Profit & Loss Statement

in million €	Q3 2008	Q3 2009
Gross Revenue	68.6	28.8
Net Revenue	66.9	28.3
Gross Profit (in % of Net Revenues)	21.2 (31.6%)	8.0 (28.3%)
OPEX (Total)	-60.2	-50.7
-R+D	-4.5	-3.9
-Sales & Customer Service	-6.6	-5.1
-GM & A	-6.6	-3.6
-Other Income/Expenses	-1.3	-19.2
-Impairment / Restructuring	-41.2	-18.9
EBIT	-39.0	-42.7
Net Income	-36.3	-41.5
EPS (basic)	-1.02	-1.11

Profit & Loss Statement

in million €	9M 2008	9M 2009
Gross Revenue	149.9	95.9
Net Revenue	146.2	94.5
Gross Profit (in % of Net Revenues)	41.1 (28.1%)	29.9 (31.6%)
OPEX (Total)	-81.8	-83.2
-R+D	-14.0	-11.5
-Sales & Customer Service	-17.4	-16.1
-GM & A	-16.6	-11.7
-Other Income/Expenses	-4.7	-22.0
-Impairment / Restructuring	-44.7	-21.9
-Negative Goodwill Oerlikon	15.6	0
EBIT	-40.7	-53,3
Net Income	-39.5	-55.4
EPS (basic)	-1.11	-1.49

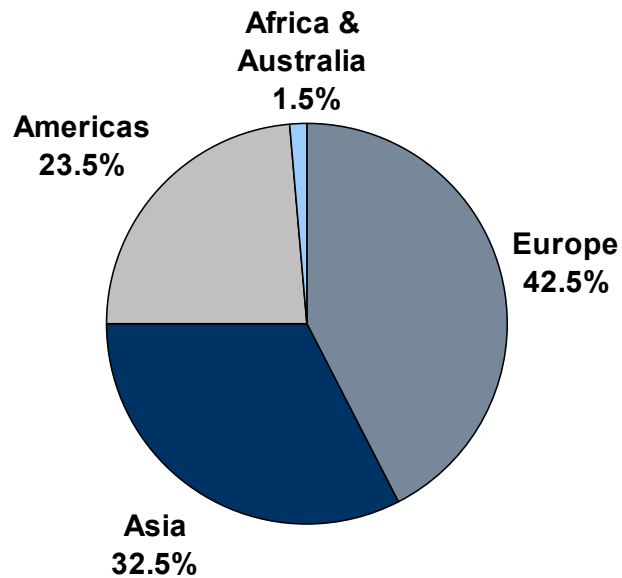
in million €	9M 2008	9M 2009
Cashflow from Operating Activities	0.2	-1.7
Cashflow from Investing Activities	-15.4	1.6
Cashflow from Financing Activities	25.1	-7.4
Effect of Exchange Rate Changes	0.0	-1.4
Total Cashflow	9.9	-8.9
Cash and Cash Equivalents at the Beginning of the Period	37.0	40.1
Cash and Cash Equivalents at the End of the Period	46.8	31.2
Debt	38.8	30.8
Net Cash	8.0	0.4

Solid Balance Sheet

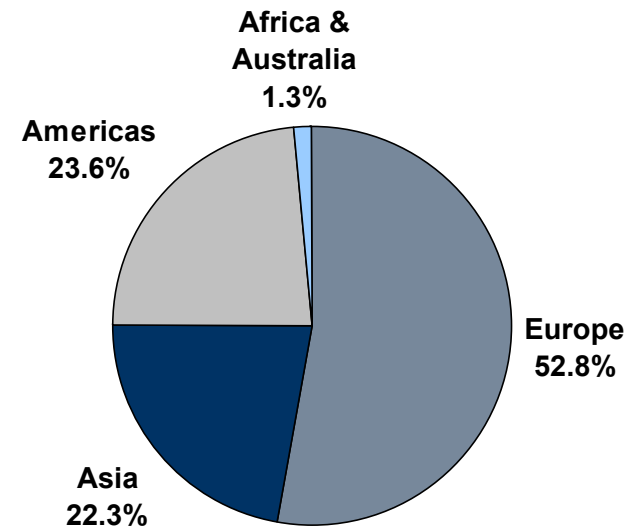
in million €	YE 2008	09/30/2009
Cash and Cash Equivalents	40.1	31.3
Total Receivables	85.7	50.7
Total Inventories	93.4	71.3
Non Current Assets	200.9	174.8
Others	4.5	8.0
Total Assets	424.6	335.9
Total Current Liabilities	79.1	99.1
Total Non-current Liabilities	99.0	47.3
Total Shareholders' Equity	245.5	188.7
Others	1.0	0.9
Equity and Liabilities	424.6	335.9

Sales Split by Region – 9 Months

Sales Split by Region 2009



Sales Split by Region 2008



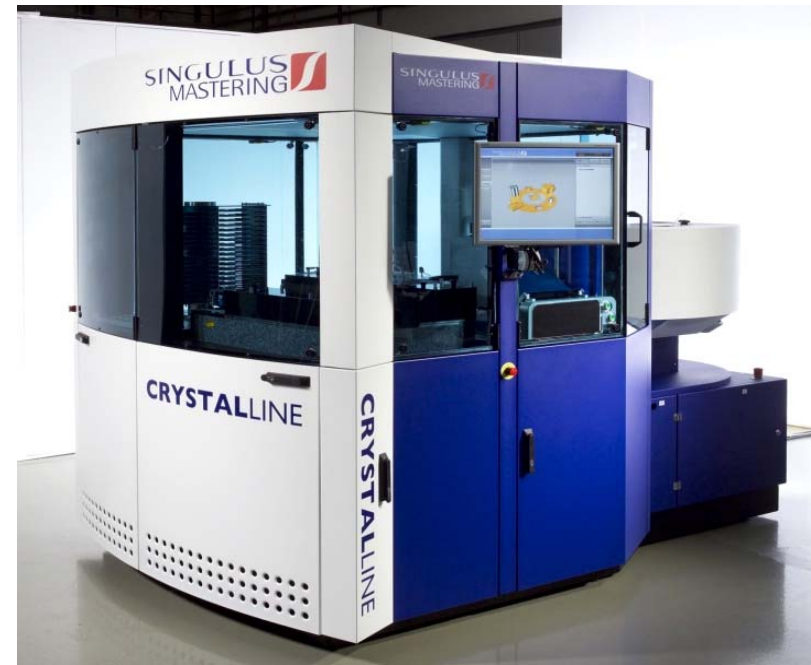
Optical Disc: Production Systems for Blu-ray Single and Dual Layer

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- 16 -

BLULINE II



CRYSTALLINE



Blu-Ray will be the Future Format in Home Entertainment

- Over 150 BD Players
- More than 1,500 BD titles
- HD will be the norm for Home Entertainment
- 1 in 10 European homes now BD enabled
- 20 % by end 2011
- Half of 2009 BD player sales expected in Q4
- Unstoppable momentum for format
- Packaged media (DVD + Blu-ray) generate higher revenues for Hollywood studios than movie theaters – more than 50 % of total revenues

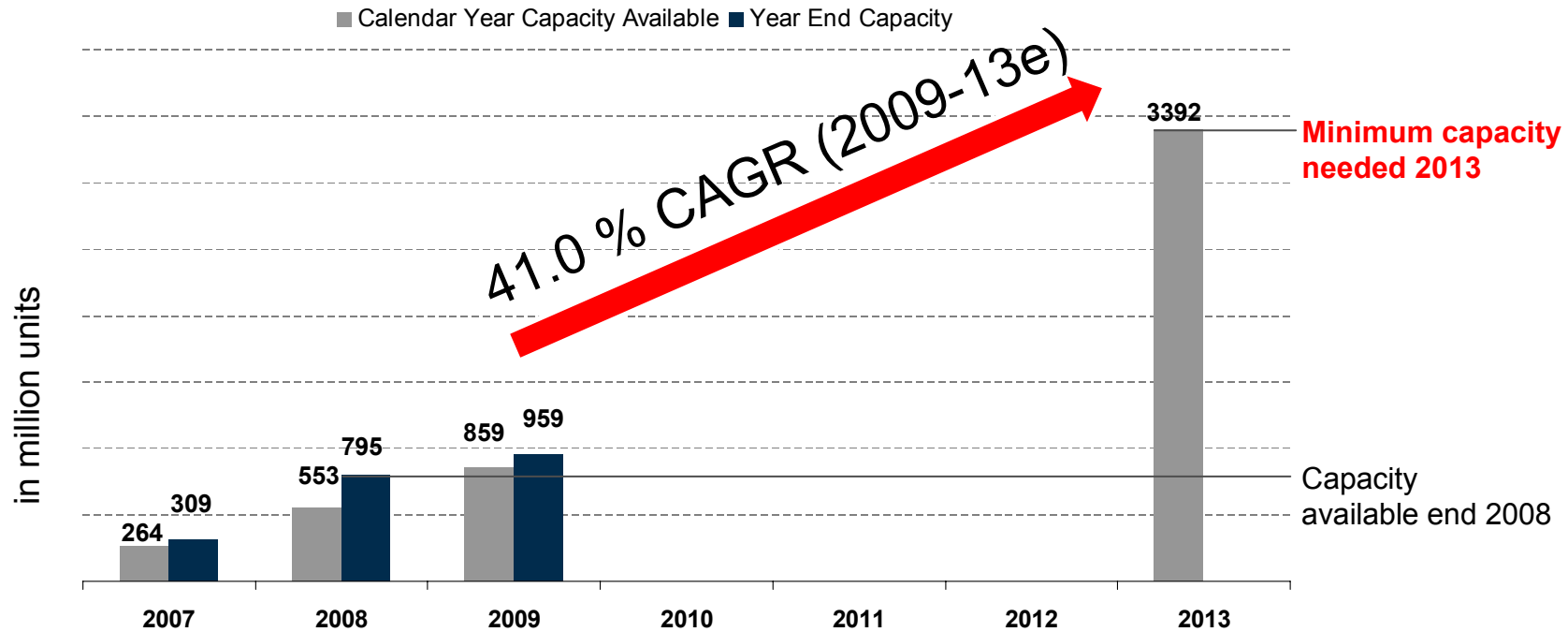
Increased availability

Enhanced home entertainment

BD innovation

Unstoppable momentum

Optical Disc: Minimum Future BD Pressing Capacity Requirements Worldwide



MATERIA
Raw Material

GERULUS
Si Block

SILEX
PSG/Texturing

LINEA
PSG/Texturing

SINGULAR
AR Coating



**TENUIS
Glass**

**VITRUM Inline
Glass**

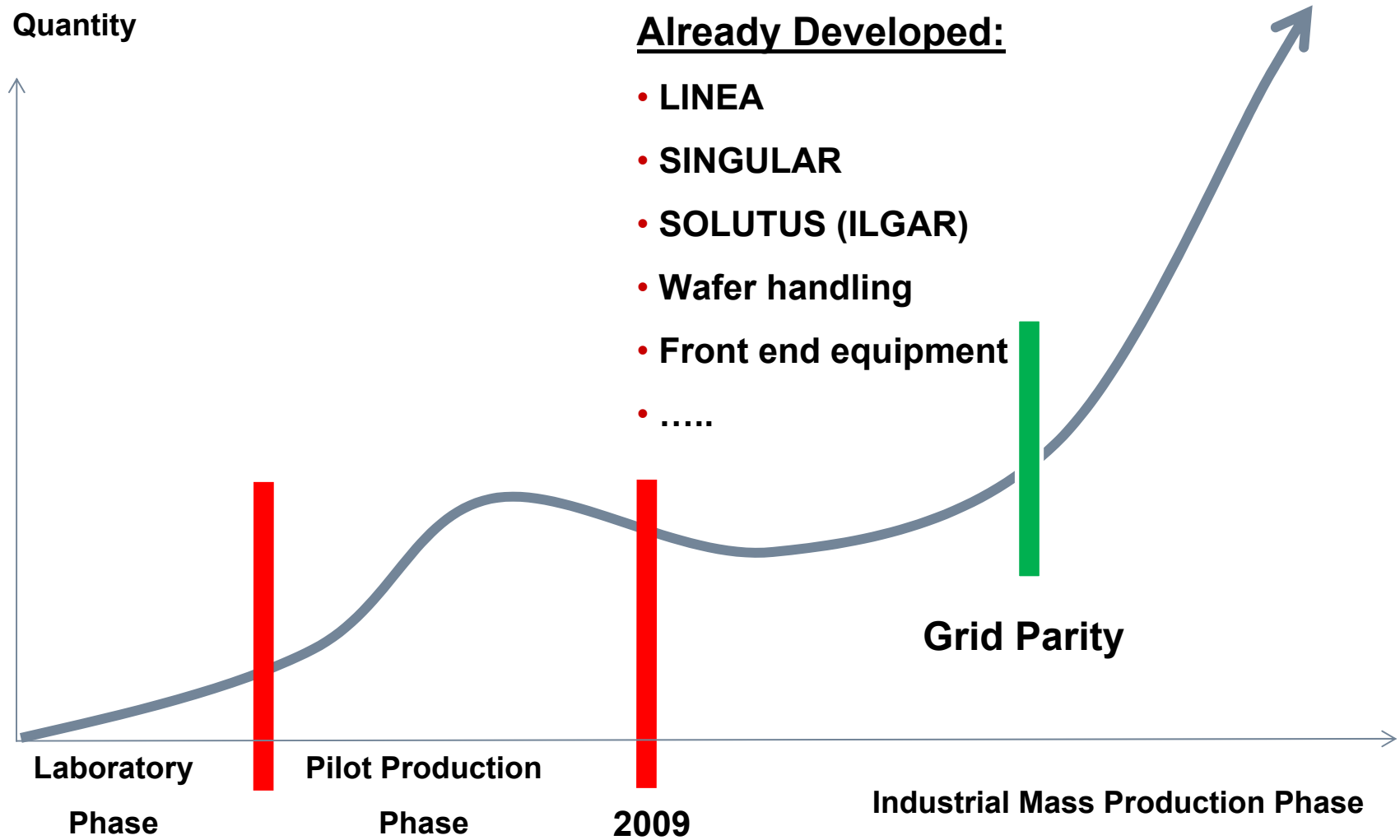
**IMPEDIO
Foil**

NEW

ILGAR



Solar: Growth Market with New Machine Concepts for the Future



Solar: Market Development for Cells and Panels

Up to 2008

- Fast growing market
- Higher demand than supply
- High margin business

2009

- Higher supply than demand
- Market prices declining
- Lower margins vs. the past
- Change from seller market to buyer market

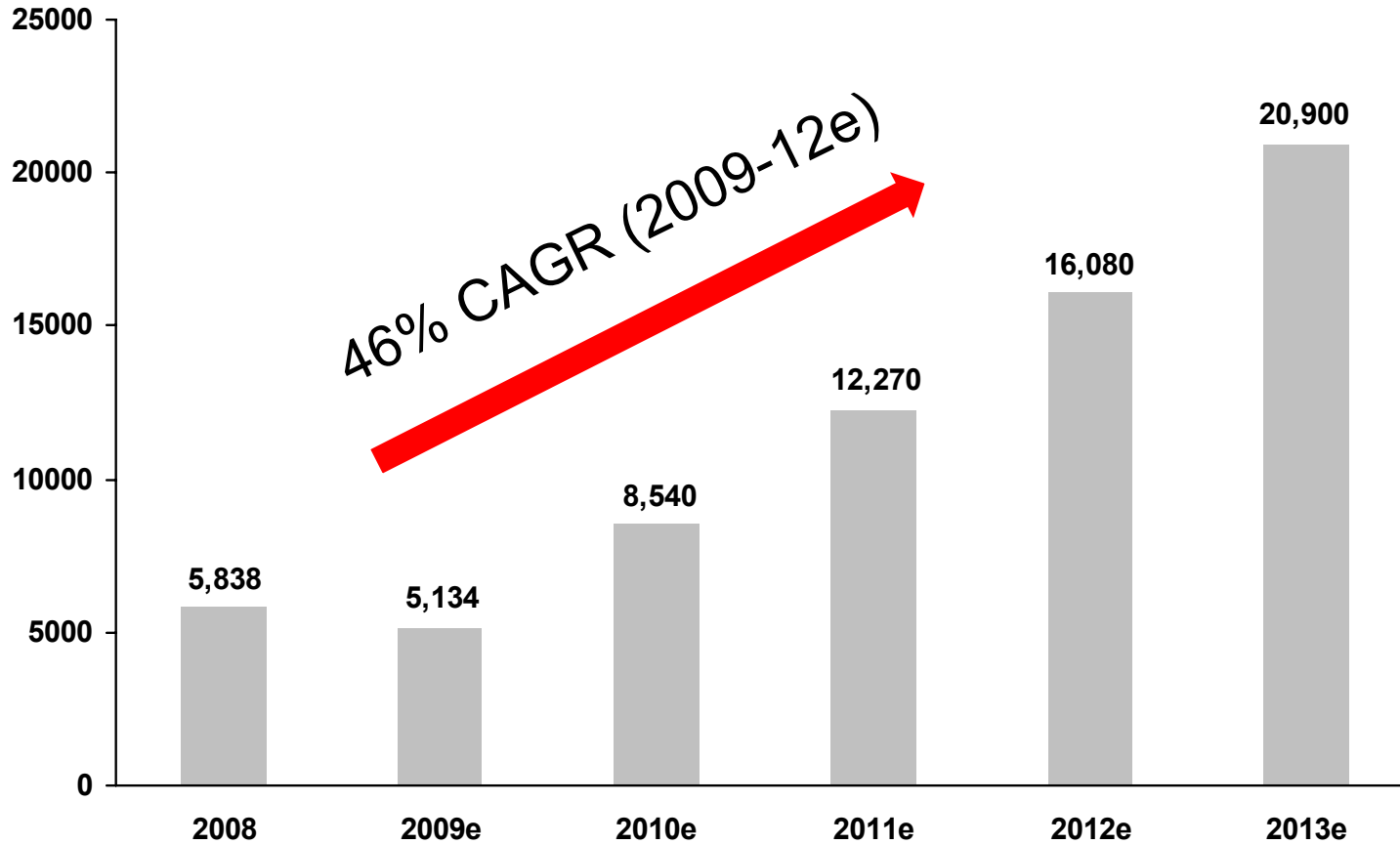
2010 and later

- Growing market long term with higher supply than demand
- Market will remain buyer market
- Price pressure will call for innovation and standardization
- New designs for cells and panels
- New designs for manufacturing processes and equipment for lower cost of ownership and lower capex
- Price pressure will drive consolidation for cell/panel manufacturers and equipment supplier

PV Solar Installations

Growing at 46% CAGR (2009-12e)

Global Installations p.a. /MWp)



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