

# **Bondholder Meeting**

Zwolle May 18, 2018



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### Participants

- Martin Sallenhag
  CEO
- Arvid Ladega
  CFO



# 2017 Highlights – Operational Martin Sallenhag CEO



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# Communication



- A joint event about eco-systems for qualified ASIC-development and Supply Chain Services organised by ams, Fraunhofer IIS and RoodMicrotec.
- A special technical lecture about failure analysis subjects has been presented as part of a conference organised by one of our customers (Fabless Design house).
- The new website, launched end of the year, shows a modern, innovative, attractive and clear design.

Launch of the new Company Brochure



Global Supplier to the Electronics Industry



- World Class ASIC Turnkey Production Solutions for the Automotive, Industrial, Healthcare and Aerospace Sectors
- Recognised expert in development of Test Solutions for Sensor, Analog Mixed Signal, Opto and RF ASICs
- Extensive Test and Qualification Expertise with in-house equipment
- Outstanding Failure Analysis know-how acquired from decades of chip and board level work



# Key Focus Areas



### Automotive

- Global driver for the semiconductor industry
- High complexity, high quality demands, high volumes



### Industrial

- Industry 4.0
- Internet of Things (IoT)



### Healthcare

- High quality, complex devices
- Long lead times, complex test environments



### HiRel/Aerospace

- Space exploration, very high quality and reliability demands
- Long lead times, low volumes, very high value

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# Products & Turnkey Services





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# 2017 Highlights - Operational

#### Three new supply chain orders from new customers

Secured three new orders from design houses in Germany, Switzerland and the UK, covering industrial and high-reliability market areas. Revenue over five years is expected to be around EUR 2.0 million.

#### Major automotive SCM project ramped up for production

The industrialisation and qualification phase for a major automotive project is finalised and the ramp-up for production started mid of 2017. Full production will be reached in early 2018 and is expected to run until 2025.

### Healthcare project released for production & life time extended to 15 years

This project is released for production with a ramp-up phase that will take longer than originally planned, but the lifetime has been extended to 15 years.

#### Two new orders in the field of optoelectronics

Booked new projects for reliability investigations and quality improvements of optoelectronics components and vertical-cavity surface-emitting laser diodes (VCSEL). Total revenue of more than EUR 250,000.



# 2017 Highlights - Operational

Intensifying consulting services with a "Reliability Competence Center" Automotive reliability demands are growing and transferring of consumer products to

automotive applications needs innovative solutions. In 2017 the Automotive Competence Center (ACC) was expanded into a Reliability Competence Center (RCC) to support our customers in the area of reliability assessment and implementation.

Framework agreement signed with leading test equipment manufacturer Supply Chain Management framework agreement with Rohde & Schwarz signed which will further growth our activities and future expansion in our relationship.

### Cooperation ams, Fraunhofer IIS and RoodMicrotec

This new foundry ecosystem provides solutions for ASIC design service, testing and fabrication for Original Equipment Manufacturer (OEMs), system integrators and innovative start-ups will enable them to get their ASIC solutions more quickly and more easily to the market.

#### Strengthened relationship with large players

We further strengthened our relationship with top global players in the area of assembly houses, important European design houses and foundries.





#### Publicly funded project

An additional publicly funded project in the area of industrial power electronics was started. This will enable us to build-up know-how for wafer test with high current and voltages and new reliability estimation methods within the GaN technology (Gallium Nitride-on-Silicon wafers).

#### Investments

To meet further demands and requirements of our customers we invested in a Teradyne IntegraFlex test system and a handling system for 8-times parallel test.

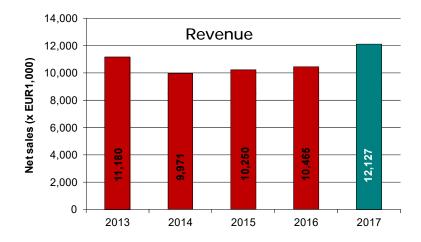
#### Certification and accreditation

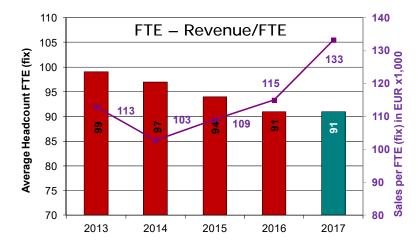
Accreditation of our laboratories according ISO/IEC 17025 has been renewed. Our ISO 9001 certification also has been renewed in 2017 and follows the new 2015 version of the standard.

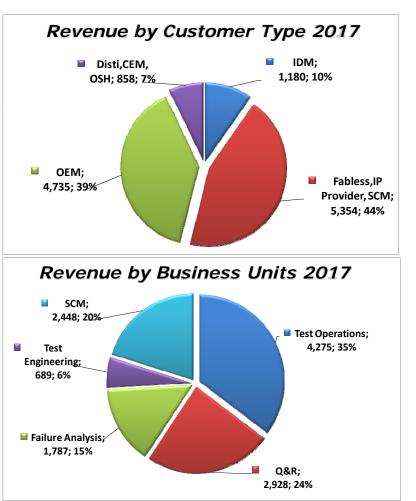




### 2017 Highlights - Operational







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# 2017 Highlights – Financial Arvid Ladega CFO



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# Statement of Profit or Loss

(x EUR 1,000)	2017	2016
Net sales	12,127	10,465
Cost of sales	-1,970	-1,850
Gross profit	10,157	8,615
Personnel expenses	-6,105	-6,016
Other operating expenses	-2,703	-2,909
Termination benefit costs	-400	
Total operating expenses	-9,208	-8,925
EBITDA	949	-310
Depreciation and amortisation	- 1,018	- 1,029
EBIT	-69	-1,339
Financial expenses	-258	-248
Profit (loss) before taxes	-327	-1,587
Taxes	283	9
Net profit (loss)	-44	-1,578

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# **Operating Expenses**

(x EUR 1,000)	2017	% Revenue	2016	% Revenue
Personnel expenses	-6,105	50.3%	-6,016	57.5%
Other operating expenses	-2,703	22.3%	-2,909	27.8%
Total operating expenses	-8,808	72.6%	-8,925	85.3%

### Total operating expenses decreased

- Personnel expenses increased; less capitalized internal hours (-153kEUR)
- Significant reduction in other operating expenses



## Statement of Financial Position

Inveniones		
Inventories	581	474
Non-current assets	10,238	11,836
Financial assets	503	3,001
Deferred income taxes	1,284	1,151
Intangible assets	2,428	2,401
Property, plant and equipment	6,023	5,283
Assets		
(x EUR 1,000)	31-12-2017	31-12-2016



# Statement of Financial Position

Total equity and liabilities	13,416	14,711
Current liabilities	2,726	2,335
Current tax liabilities	58	63
Trade and other payables	2,480	2,159
Loans and borrowings	188	113
Non-current liabilities	5,923	8,323
Provisions	144	72
Defined benefit obligation	2,899	5,247
Loans and borrowings	2,880	3,004
Total equity	4,767	4,053
Non-controlling interests	2,494	2,494
of the parent		
Equity, attributable to equity holders	2,273	1,559
Retained earnings	-27,188	-26,842
Revaluation reserve	2,216	1,763
Share premium	19,906	19,659
Issued share capital	7,339	6,979
Equity and liabilities		
(x EUR 1,000)	31-12-2017	31-12-2016

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# 2017 Highlights - Financial



- Balance sheet total: €13.4 million (2016: €14.7 million)
   Plan assets netted with pension obligations, Plentum
- Equity: €4.8 million (2016: €4.0 million)
- Solvency: Increased to 36% (2016: 28%)
- Non Current Liabilities: Decreased to €5.9 million (2016: €8.3 million)
   Plentum, €2.5 million
- Current Liabilities: Increased to €2.7 million (2016: €2.3 million)
  - Settlement with former CEO/advisor, €0.4 million

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## 2017 Highlights - Plentum

- 2016 and prior presented under financial assets
  - Bonds not qualified as "fair value"
- 2017 presented under defined benefit obligation
  - Further information received from Plentum
  - Information used to determine the "fair value"
  - Qualified as "fair value" (level 3)
  - Netted with pension obligations
  - Impairment of €0.3 million

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# **Consolidated Statement of Comprehensive Income**

Total comprehensive income	107	-1,911
Revaluation of land and buildings – DTL	-133	
Revaluation of land and buildings	586	
Remeasurement of defined benefit obligations – DTL	-16	126
Remeasurement of defined benefit obligations	-286	-459
loss:		
Items that will not be reclassified to profit and		
Net profit (loss)	-44	-1,578
(x EUR 1,000)	2017	2016

#### Total comprehensive income attributable to:

Equity holders of the company	107	-1,911
Non-controlling interests	-	
Total comprehensive income	107	-1,911



# **Cash Flow Statement**

(X EUR 1,000)	2017	2016
EBITDA	949	-310
Adjustments for:	74 7	-310
- Movements in net defined benefit obligations	-141	-76
- Share based payments	-1	13
- Accrued interest	-25	-28
Changes in working capital		
- Inventories	-107	-194
- Trade and other receivables	- 26 8	-53
- Trade and other current liabilities	409	361
Cash generated from operating activities	816	-287
Interest paid	-188	-165
Net cash from operating activities	628	-452
Cash flows from investing activities		
Investments in property , plant and equipment	-1 ,1 27	- 1 ,5 90
Disposal of property, plant and equipment	-	-
Investments in intangible assets	-72	-289
Net investments in financial assets	4	1
Net cash from investing activities	-1.195	-1,878
Cash flows from financing activities		
Proceeds from issuance of share capital	608	1,629
Proceeds from borrowings	-	723
Repayment of borrowings	- 11 3	_
Net cash flow from financing activities	495	2,352
	-7 2	22

### Events after balance sheet date



- Exercise of warrants Series III that resulted in an increase of 2,303,963 shares (exercise price: EUR 0.21) on 11 January 2018.
- On 1 February 2018, 1,530,785 shares were issued at EUR 0.33 and 1,530,785 non listed warrants were issued with strike price of EUR 0,42 and 5 year exercise period.
- Exercise of options that resulted in an increase of 110,000 shares (exercise price: EUR 0.11) on 14 February 2018.
- Exercise of options that resulted in an increase of 300,000 shares (exercise price: EUR 0.11) on 27 February 2018.
- Exercise of options that resulted in an increase of 1,150,000 shares (exercise price: EUR 0.11) on 2 March 2018.
- Exercise of options that resulted in an increase of 468,440 shares (exercise price: EUR 0.11) on 07 March 2018.
- Sale of 6.524 square meters of land to a neighbour company, EUR 300.000 will be used to pay back part of the 2016 bond loan.
- Exercise of warrants Series III that resulted in an increase of 108,166 shares (exercise price: EUR 0.21) on 11 April 2018.
- Provisions of EUR 130,000 taken for legal proceedings against a debtor on 26 April 2018.

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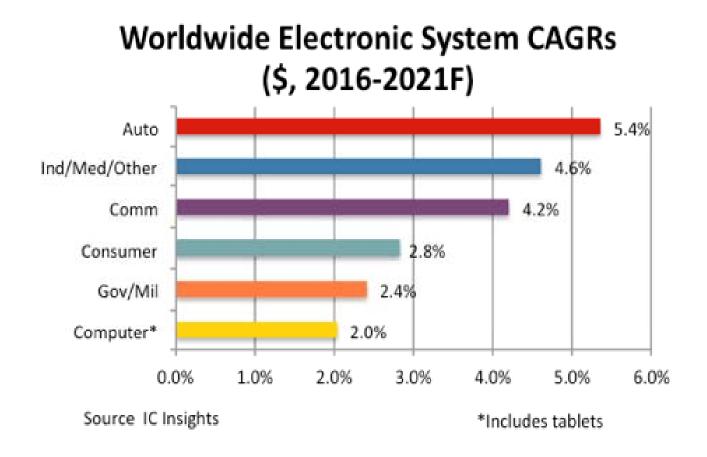
# Markets, Projects & Applications Martin Sallenhag CEO



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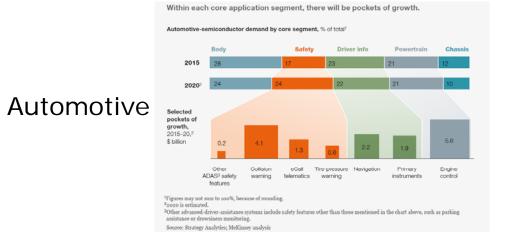
Focus on the fastest growing sectors





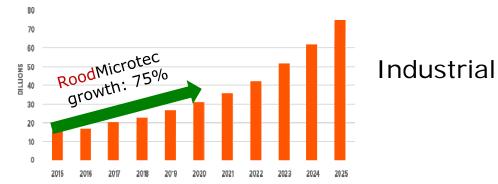


### Market Outlook

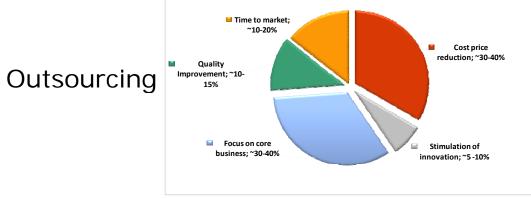


INT GLOBAL MARKET INSTALLED DEVICES

Source: IHS, IoT platforms: Enabling the Internet of Things, March 2016.



# Outsourcing Reasons for our Customers



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### Applications – Automotive Electronics





### Vehicle communication

### Electric cars



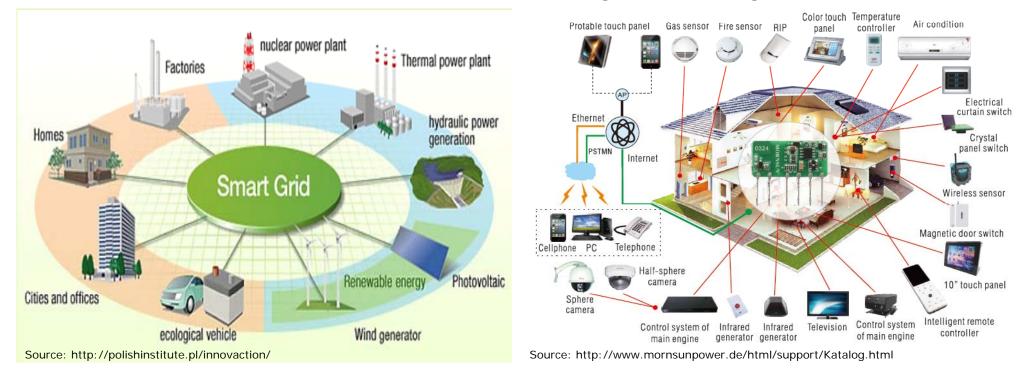


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# Applications – Industrial



### Smart Grid

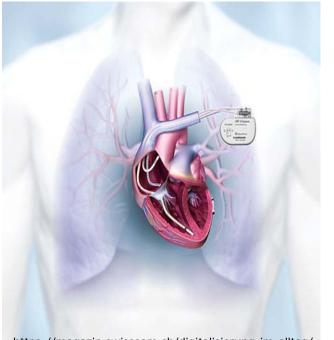


Intelligent Building

# Applications – Healthcare: Intelligent Implants

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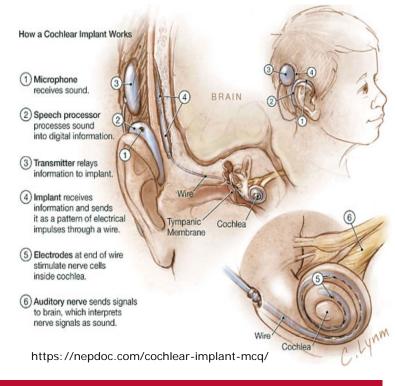
Pace maker combined with alarm system monitoring the electrical activity of the heart.



https://magazin.swisscom.ch/digitalisierung-im-alltag/ intelligente-implantate-smarte-sonden/ Nerve pacemaker for therapy of special headache / epilepsy



Cochlea implant can make deaf people hear (electrical-acoustic simulation)



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### Satellites



### Aircraft



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# Technology and Roadmap



### HF – High Frequency

ASICs for radar applications

#### Markets:

- Automotive
- Industrial

### Roadmap: Yesterday 24 GHz Today 60/77 GHz Tomorrow 125 GHz

 Based on customer projects and publicly funded projects (EuroPAT-MASIP)

### **Photonics**

- Photonic ASICs
- Markets:
  - Communication
  - Industrial sensoric
- Roadmap: Wafer test
   Yesterday Electrical
   Today Optical low speed
   Tomorrow Optical high speed
- Based on customer projects

### High Power Electronics

IGBT



Markets:

Picture above: Source:

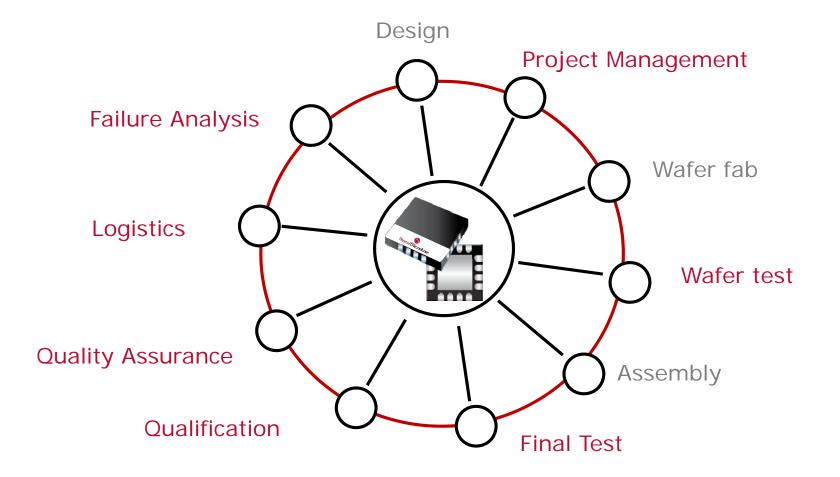
- e-mobility
- Industrial
- Roadmap: Current Voltage: Yesterday 5 A 60 V
   Today 20 A 180 V
   Tomorrow 100 A 2000 V
- Based on customer projects and publicly funded projects (GaNScan)

https://www.semikron.com/products/new-products/semitrans-10-dpd.html

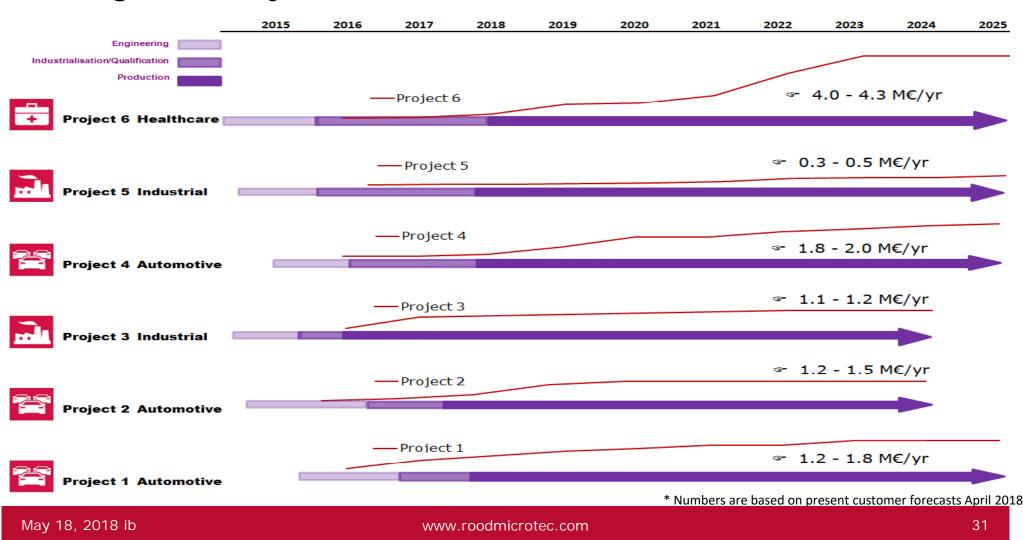
Picture above: Source: http://sicoya.com/de/

### SCM Process Circle

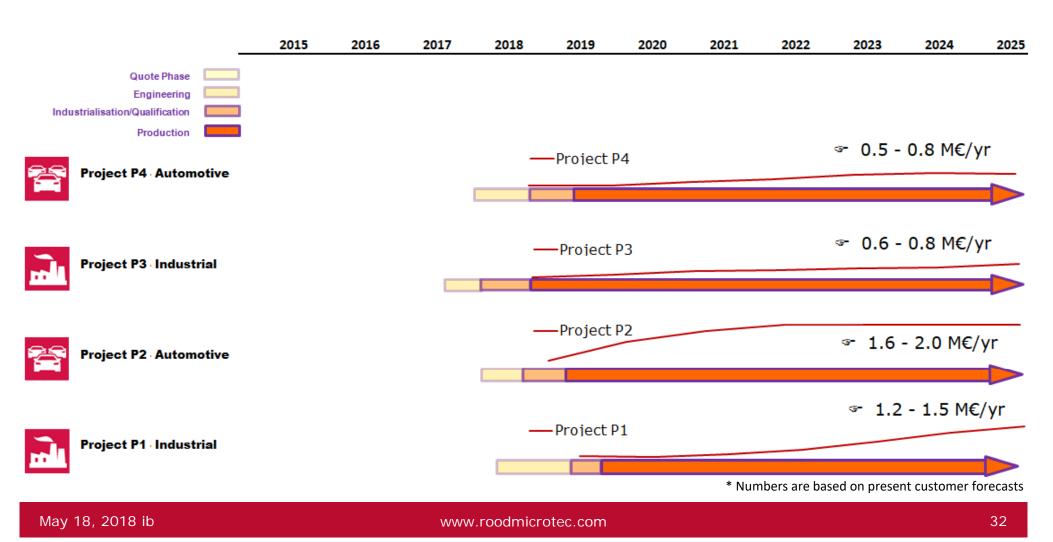




# Running SCM Projects



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## SCM Projects under Negotiation

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- The growth in 2017 exceeded the most forecasts significantly, e.g. WSTS forecasted 6.5% in February 2017 and real global growth ended at 21.6%
- Beyond 2017, the semiconductor market is expected to grow across all regions:
  - WSTS forecasts 9.5% growth globally for 2018 (Source: WSTS press release 28 February 2018).
  - IC Insights sees the IC market to grow 15% in 2018 (Source: IC Insights Research Bulletin dated March 14, 2018).
- RoodMicrotec expects a continuing revenue increase over the next years and projects the revenue in 2020 to be approximately EUR 18 million. The results will continue to improve and the company expects to report yearly positive net profits.
- First quarter sales in 2018 was 17% higher compared to Q1-2017 with significant increase in sales revenue in Supply Chain Management and Test Operations. This is due to the moving of long-term projects into production.

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# Thank you for your participation and

your support to RoodMicrotec!



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