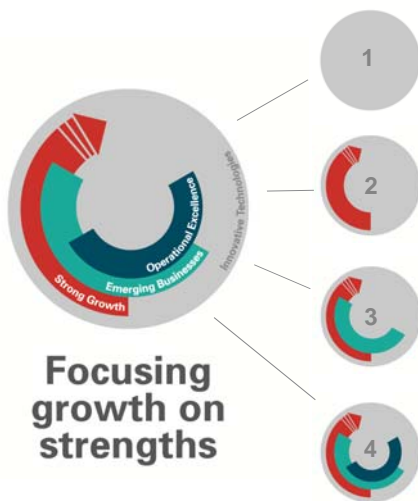


## Strategy 2015



**FOCUSING  
GROWTH ON  
STRENGTHS**

## Strategic building blocks



1

**Build on innovative technologies**

*Exploiting global market trends*

2

**Promote strong organic growth**

*Based on scaling of existing products and technologies, exploiting global market trends*

3

**Accelerate emerging businesses**

*To fully exploit the high potential (e-Beam, HF generators, Portable x-ray)*

4

**Enhance operational excellence**

*Increase productivity and profitability*

## Management summary: Main businesses

	IXT	PCT	IXS
<b>Strategic role within the Group</b>	<ul style="list-style-type: none"> <li>Profitability contributor with limited growth potential due to high market share and long customer cycle time.</li> </ul>	<ul style="list-style-type: none"> <li>Rising star with above-average growth potential. Focus on scaling investment in R&amp;D and Stolberg.</li> </ul>	<ul style="list-style-type: none"> <li>Further improvement of profitability and modest growth contributor under new management.</li> </ul>
<b>Main initiatives</b>	<ul style="list-style-type: none"> <li>Scale new products (high /low energy, iVario, generator)</li> <li>Defend core technology</li> <li>Adapt market reach</li> <li>Accelerate the development of e-beam business under separate management</li> </ul>	<ul style="list-style-type: none"> <li>Commercialize forward integration</li> <li>450 mm technology</li> <li>Develop Asia</li> <li>Defend Vac Cap business</li> </ul>	<ul style="list-style-type: none"> <li>Profitable growth               <ul style="list-style-type: none"> <li>Focus on high margin products / markets</li> <li>Service</li> <li>Broaden market reach</li> </ul> </li> <li>Cultural change               <ul style="list-style-type: none"> <li>Leadership</li> <li>Responsibility</li> <li>Internal integration</li> </ul> </li> </ul>

## Guidance 2012 and 2013

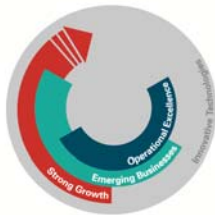
### 2012

- H2 2012 with strong development vs. H1 2012
- Net sales slightly below the previous year level due to postponed recovery of semiconductor market
- EBITDA margin of 11-12% and net profit clearly below previous year, amongst others due to continued selective investment in mid and long term future potentials (450 mm, e-beam, HF generators, X-ray portables)

### 2013

- Net sales growth to CHF 230 - 250m with EBITDA margin of 12-14% expected – given the recovery of the semiconductor market towards the end of Q1 2013

## Excellent positioned for realizing the “Focusing growth on strengths” program



### Focusing growth on strengths

- Innovative products to exploit global trends:
  - smart mobility
  - saving resources
  - miniaturization
  - secure processes
- Highly competent, passionate employees
- Global presence
- Strong customer base and excellent relationships

